



ctpa 

Annual Report 2014



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# CTPA Board of Directors

At the end of the year under review, the CTPA Board of Directors comprised:

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**Dr Gerald (Ged) O'Shea**

Chairman, CTPA  
Director of Beauty Development, Walgreens Boots Alliance

**Massimiliano (Max) Costantini**

Vice-chairman, CTPA  
Chief Executive Officer, Mibelle Group

**Aimee Goldsmith**

Vice-chairman, CTPA  
Associate Director Communications –  
UK, Ireland & Nordics, Procter & Gamble UK

**Dionne Anderson**

Managing Director, H Bronnley & Co UK

**Mark Bleathman**

VP Brand Building Personal Care UKI, Unilever UK

**Jacqueline Burchell**

Global Marketing and Product Development Director,  
PZ Cussons Beauty

**Eleonore Droulers**

Marketing Director Skincare, Northern Europe,  
Johnson & Johnson

**Lee Gelderd**

Managing Director, Godrej Consumer Products (UK)

**Chris Good**

President UK & Ireland, Estée Lauder Companies UK

**Martin Hamilton**

Legal Director/Company Secretary, Chanel

**Christopher (Chris) How**

Chief Executive Officer, Swallowfield plc

**Dr Marie Kennedy**

Director International Compliance, Elizabeth Arden New York

**Jean-Jacques Lebel**

Non-Executive Chairman, L'Oréal (UK)

**Joanna (Jo) Leonard**

Director Regulatory Affairs – Consumer Healthcare GB  
& Ireland, GlaxoSmithKline Consumer Healthcare

**Dr Amanda Long**

Director Regulatory Affairs EMEA, Avon Cosmetics

**Anke Menkhorst**

President, Kao (UK)

**Massimo Poli**

Vice-President & General Manager, Colgate-Palmolive (UK)

**Brian Riddick**

Regional Vice President, Commercial, Coty UK

**Debbie Rix**

UK and Euro International General Manager,  
Revlon International Corporation

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## Executive Staff

**Dr Christopher (Chris) Flower**

Director-General

**Deborah (Debbie) A Hunter**

Director of Commercial Affairs

**Dr Emma Meredith**

Director of Science

**Olivia Santoni**

Head of Regulatory & International Services

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## Honorary Treasurer

**John Harold**

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## Company Secretary

**Joyce Traylen**

### Appointments to the Board since 1 January 2015

**Michel Brousset**

Country Managing Director, UK & Ireland, L'Oréal (UK)

### Resignations from the Board since 1 January 2015

**Jean-Jacques Lebel**

Non-Executive Chairman, L'Oréal (UK)

### Resignations from the Board during 2014

**Hannah French**

Skincare Marketing Director, Johnson & Johnson

**Lisa Garley-Evans**

Vice President & Counsel EMEA Regional Legal & Regulatory Affairs, Avon Cosmetics

**Blake Hughes**

General Manager, UK & Ireland, Elizabeth Arden New York

**Anand Rangaswamy**

Vice-chairman, CTPA  
Managing Director, Godrej Consumer Healthcare (UK)

**Nick van Holstein**

Senior Vice President & Managing Director,  
Revlon International Corporation

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**Solicitors**

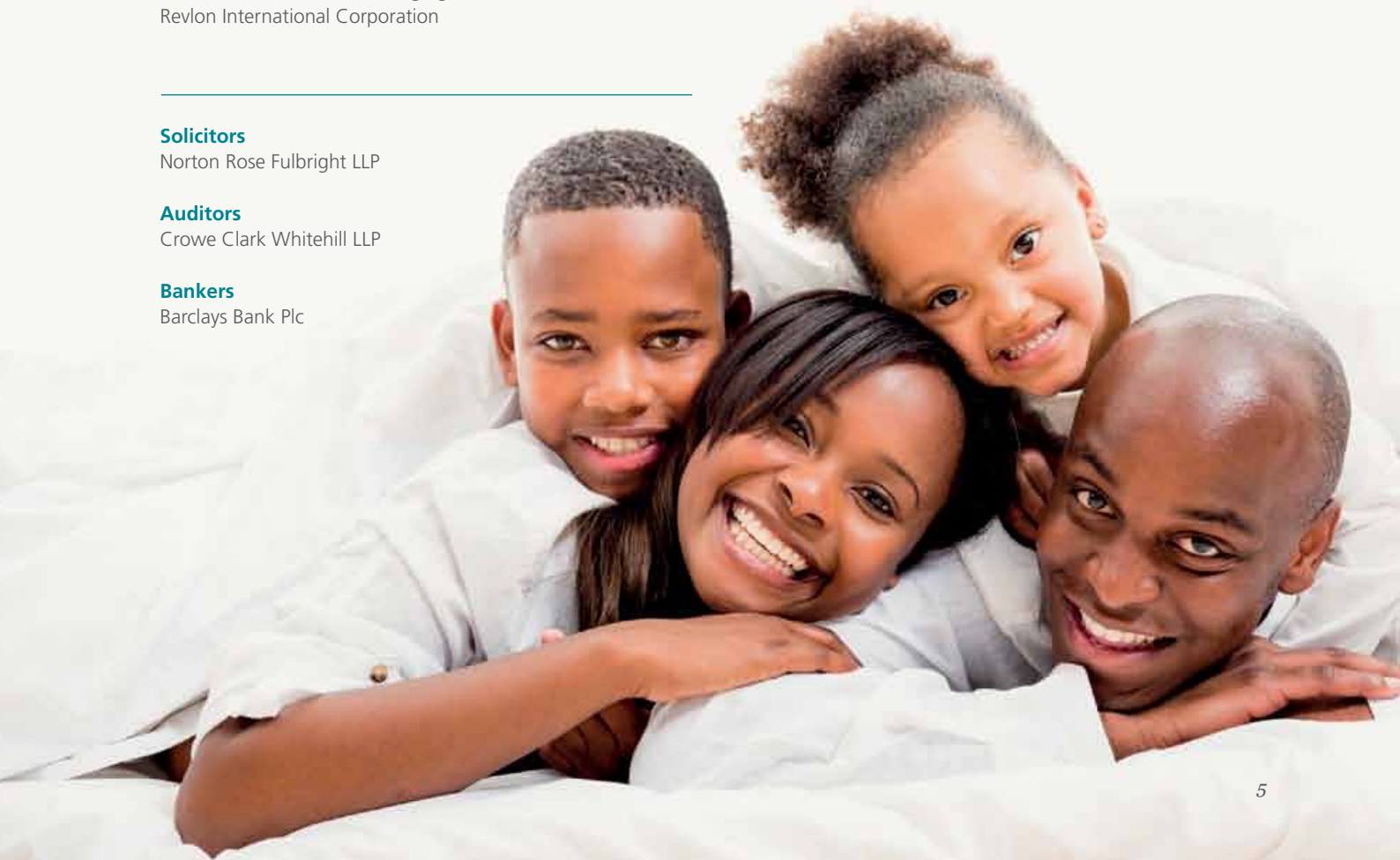
Norton Rose Fulbright LLP

**Auditors**

Crowe Clark Whitehill LLP

**Bankers**

Barclays Bank Plc





# Chairman's Report

Dr Ged O'Shea on 2014



As we approach the 70<sup>th</sup> anniversary year of CTPA in 2015, it was right that we should take stock and consider what CTPA should be doing in the future to meet its members' needs and expectations. In July, the CTPA Board and staff met with over 100 representatives of our member companies at the

Members' Event in central London. Discussions were based on four themes: safety; efficacy (of our products); informed decision-making and contribution to society.

I was pleased at the degree of interaction and debate and feedback from members was very positive. All of the many comments, reflections and ideas will be used to help plan and guide our Association's goals, strategy and direction in the years ahead.

Trust and reputation remain cornerstones of our work. We continued in 2014 with a series of educational seminars and workshops for our members covering safety assessment, regulation of cosmetics, product claims and cosmetovigilance. It is our view that proportional and effective enforcement of regulations affecting cosmetic products can only help maintain our industry's reputation. CTPA continues to build effective working relationships with Trading Standards, the UK enforcement authorities for regulations controlling our products, in particular by speaking on the EU Cosmetics Regulation at a number of their in-house events and inviting Trading Standards Officers to our own seminars. Similarly, CTPA continues to speak at certain third party seminars and trade events where we are able to promote compliance with safety regulations and good manufacturing practice or how to substantiate advertising claims and make sure those claims are not misleading.

Communications and issues management are also an integral part of CTPA's work. Ingredients used in our products come under scrutiny on a regular basis. To ensure proper reporting, we have continued our strategy of providing accurate information and informed comment to the media. Our media and consumer-facing website, [www.thefactsabout.co.uk](http://www.thefactsabout.co.uk), continues to evolve and has been enhanced with its own YouTube channel to reach a wider audience. This was implemented at the end of the year and initial results are positive.

Cosmetics legislation emanates from the European Union and the European cosmetics association, Cosmetics Europe, has the prime responsibility for dealings with the European institutions. 2014 has been a challenging year for Cosmetics Europe with a newly elected European Parliament, a new European Commission president and a reorganisation of responsibilities between the Commission's directorates. CTPA has continued to play an active role at Cosmetics Europe and will make every effort to ensure the necessary information is made available to inform policy-making related to or affecting cosmetic, toiletry and perfumery products.

In the UK, CTPA continues to attract new member companies, which is a reflection of the great work CTPA does in providing advice and keeping its members informed. With an increasing interest in overseas cosmetics regulations, our desire to support Cosmetics Europe in promoting the EU model of cosmetics regulation around the world and the increasing requirement to provide export advice to our members, we have taken the decision to focus more of our effort internationally and have recruited additional staff to build our expertise in this area.

It is clear that CTPA has evolved, and continues to do so, always focussing its efforts, expertise and resources on those issues most pressing to the industry. With the continued support and advice of the CTPA Board I feel the CTPA is well-placed and well-resourced to face the challenges of the future. I would like to thank Board members for that support and individual company members who, with the backing of their employers, devote considerable time and effort in helping CTPA meet its aims in supporting our vibrant and exciting industry. With the professional team at the CTPA, I am confident that the Association will continue to flourish.



# Executive Summary

## View from Dr Chris Flower, CTPA Director-General



To me, the highlight of 2014 was the CTPA Members' Event that we held on 1 July. It broke new ground for the Association in going beyond its original purpose of allowing members to network and meet the Board; in addition, it provided a forum in which our members participated in

a lively debate with a small panel to challenge our current thinking on the four key work themes of product safety, product efficacy, our collective contribution to society, and informed decision-making by consumers and regulators. The discussions continued over lunch and later the main thoughts of each table were presented. Finally, members were invited to leave any other thoughts on comment cards that would be collated and discussed in depth with the Board. I found it very reassuring that our members saw CTPA as the organisation that could, and should, provide such a forum for broader thinking and they trusted the Association to do so.

The one item which came across strongly as the key priority for the membership as a whole was robust issue management. Our members expect CTPA to be the focal point through which this management takes place. The Association may rely on its members for expertise and information but the members expect the Association to co-ordinate this and act upon it. In order to do this effectively, the Association needs to ensure it reflects the thinking of the whole industry and does not simply consider the UK perspective.

The strong links CTPA has with Cosmetics Europe and with international colleagues in cosmetics associations across the world have been so important in building consistent industry positions. In my view, 2014 was the year in which

all of this really started to come together and where there were tangible signs that the industry truly appreciated the value of a single voice. Indeed, with the enthusiastic support of many countries from around the world, our industry now has an International Associations Collaboration (IAC) meeting at least twice a year where the focus is on action rather than discussion. The IAC now functions in between these meetings to facilitate communication and co-ordinated issue management on an increasingly global scale. Of course, the detailed management of any one must be handled locally and there may be very good reasons why a 'one-size-fits-all' approach will not work, but the basic industry position and key messages should be globally aligned and we should all know why the execution varies in different territories; 2014 saw great strides in this direction.

The Members' Event and the international collaboration through 2014 have also led me to further reflection on the future of cosmetics. I am not thinking here about product innovation specifically but about regulatory borderlines and definitions and what that might mean for our industry. There is as yet no globally agreed view of what is or what is not a cosmetic product, but this does not matter to consumers provided they have access to the safe, effective, high-quality products they want. Yet trust in the cosmetics industry may be influenced by the experiences consumers have with products or services that fall outside of the legal definitions applicable in different territories. Given the speed of global communications today, we simply cannot afford to say 'not a cosmetic, according to the EU definition' any longer. Who is responsible for those products and services in areas adjacent to cosmetics and what links do we have with those organisations? Our global collaboration has only just begun; we need to develop our thinking on these other areas too in order to secure our future licence to operate.

### Executive Comment

Building trust has been the priority for the Association throughout 2014 and that has been approached from a 360 degree perspective. The industry must trust the Association to represent it appropriately to stakeholders yet, if those stakeholders are to trust us, industry should be duty bound to adopt and pursue the best practices being promoted. The Association works closely with sister associations both in Europe and around the world to foster an international network of aligned voices representing our industry on a global scale. The benefits are not easy to quantify but may be judged by the fact that the environment in which members do business is essentially one that continues to permit their licence to operate and increasingly recognises the value of cosmetic products to the consumer as being more than face value.

**Aimee Goldsmith**  
CTPA Vice-chairman



**Max Costantini**  
CTPA Vice-chairman



**John Harold**  
Honorary Treasurer





## Review of the Year

Starting out in 1945 as a members' organisation that was pre-occupied with the effects of price controls, price maintenance and purchase tax, and the Government-of-the-time's new export bonus scheme, over the ensuing 70 years CTPA has established a wide-ranging role covering European and global issues in response to the needs of its members. With debt-laden economies being the norm in the EU in 2014, it is interesting to see that luxury (and not so luxury) sales tax proposals are once again being discussed in some quarters.

In recent years, CTPA has become actively involved in promoting and protecting the reputation of the cosmetic, toiletry and perfumery industry. However, regulations ensuring the safety of our products remain a key focus of our work.



## Cosmetics Regulation

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Cosmetics and personal care products are regulated by the EU Cosmetics Regulation ((EC) No.1223/2009), an update of the 1976 Cosmetics Directive. The Cosmetics Regulation came fully into force in July 2013. It contained many new elements and improvements to ensure consumer safety and prevent any misleading claims or advertising. CTPA in conjunction with other EU national associations and the European cosmetics association, Cosmetics Europe, have put in thousands of working hours with the European Commission and national officials to facilitate a successful implementation. In addition, we have run many educational seminars to ensure our member companies have fully understood the new and revised requirements and how best to deal with them.

In 2014, CTPA ran its final seminar on the new Regulation's requirements and how it will work, and opened this event to non-members and Trading Standards. It is our view that all companies placing cosmetic products on the market can have an impact on the industry's reputation and it is in our interests to help ensure they place only safe products on the market. However, we also ran some more specialised members' workshops on safety assessment and cosmetovigilance, which are reported in Section 5 of this Annual Report.

## Cosmetic Products Notification Portal (CPNP)

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The 2013 Cosmetics Regulation introduced a European-wide centralised notification system that would hold information about every single cosmetic product on the European market. Enforcement authorities and Poisons Centres in each EU country may access the system directly to obtain the information they need. The mammoth task of both designing the system and populating it with data on millions of cosmetic products was generally carried out very smoothly with much

help and guidance to its members from CTPA. A number of technical improvements were made in 2014 including 'bulk upload' and other user-friendly options.

As notifying data on the CPNP is an important part of placing cosmetic products on the market legally, CTPA follows developments closely and continues to provide expert help to its members.

## Nanomaterials

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Certain ingredients classed as nanomaterials according to the definition in the Cosmetics Regulation must, in addition to being specifically included in the notification of products, be separately notified so that a decision can be made whether or not a further safety review is required by the European Commission. Unfortunately, there were major discrepancies between the declarations made in the two systems of notifications.

The cosmetics industry, via Cosmetics Europe, has worked with the European Commission to identify and correct these but, by year end, the European Commission had not published the catalogue of nanomaterials as it is required to do.

## Endocrine Disruptors

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An endocrine disruptor is defined by the World Health Organisation (WHO) as an exogenous substance or mixture that alters function(s) of the endocrine system and consequently causes adverse health effects in an intact organism. A key point is that the definition applies only if the endocrine effect produced is harmful to health. Given this WHO definition, ingredients in cosmetics should not be considered as endocrine disruptors.

However, no formal criteria for identifying endocrine disruptors have been established in Europe. CTPA responded to the public consultation from the European Commission making clear its position that, in addition to potency, reversibility, thresholds, severity and toxicity must form part of the final criteria. Without these, many cosmetic ingredients would be mistakenly categorised as endocrine disruptors resulting in unnecessary and costly reformulation of products and unfounded concerns in the minds of consumers.

## Fragrance Ingredients

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In 2012, the Scientific Committee on Consumer Safety (SCCS) adopted an opinion on fragrance allergens in cosmetic products. This opinion was based on a systematic and critical review of the scientific literature to identify fragrance allergens, including natural extracts, relevant to consumers. As a result of this opinion, the European Commission proposed a number of restrictions on specific fragrance ingredients and obligatory labelling on products of some other fragrance ingredients. This stimulated a tremendous response and debate from experts, industry and consumers alike. From common natural fragrances such as rose or lavender to complex premium perfumes, fragrance is one of the great pleasures in life.

In 2014, the European Commission initiated a public consultation where interested parties were invited to submit their comments on the proposed measures and on their possible economic impact. Comments ranged from

detailed technical arguments on the way ingredients are tested and the way risk is assessed to the most appropriate way of providing information to consumers. CTPA has always been of the view that the simplest measure is for consumers sensitive to fragrance to avoid products where 'parfum' is named in the list of ingredients present on all cosmetic products. Additionally, there is so much information that needs to be included on product labels, that modern alternatives should be investigated; labelling is not a universal solution. The French cosmetics association, FEBEA, has been working with major retailers to investigate and carry out trials on possible alternatives.

At the year end, we were still waiting for proposals from the European Commission on how it intends to proceed.



## Preservatives

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Preservatives, essential for keeping products safe by preventing the growth of bacteria and fungi naturally present in the environment, were the focus of much regulatory and media attention in 2014. They are a key class of ingredients, which is why the European and US cosmetic associations, Cosmetics Europe and the Personal Care Products Council (PCPC) respectively, in collaboration with the European Federation for Cosmetic Ingredients (EFFCI), have been working on a global strategy to ensure consumers and regulators alike understand the importance of product preservation and to provide companies with the tools to defend the continued use of preservatives. Annex V, the list of allowed preservatives in the EU Cosmetics Regulation, has 58 entries. Of these 58 entries, less than 20 are considered to be frequently used. In recent years, substances in 19 of the entries have been reviewed by the European Commission. Nine of these were entries containing substances which are considered to be frequently used.

There is concern that, with a shrinking palate of preservatives and the difficulties in adding new preservatives to Annex V of the Cosmetics Regulation, there will be an increase in exposure to those still available, which may lead to an increase in sensitisation amongst consumers. This may lead to further ingredient review and the possible loss of yet more preservatives. It is, therefore, increasingly important that our existing preservatives be defended if subjected to review and awareness of the overall situation be raised with the authorities. During 2014 a new group, Expert Team Product Preservation, was established at Cosmetics Europe with the intention of developing a strategy to support adequate preservation of cosmetic products.

On the positive side, a mixture of citric acid and silver citrate has been approved as a preservative, a rare addition to the list of allowed preservatives contained in the Cosmetics Regulation.



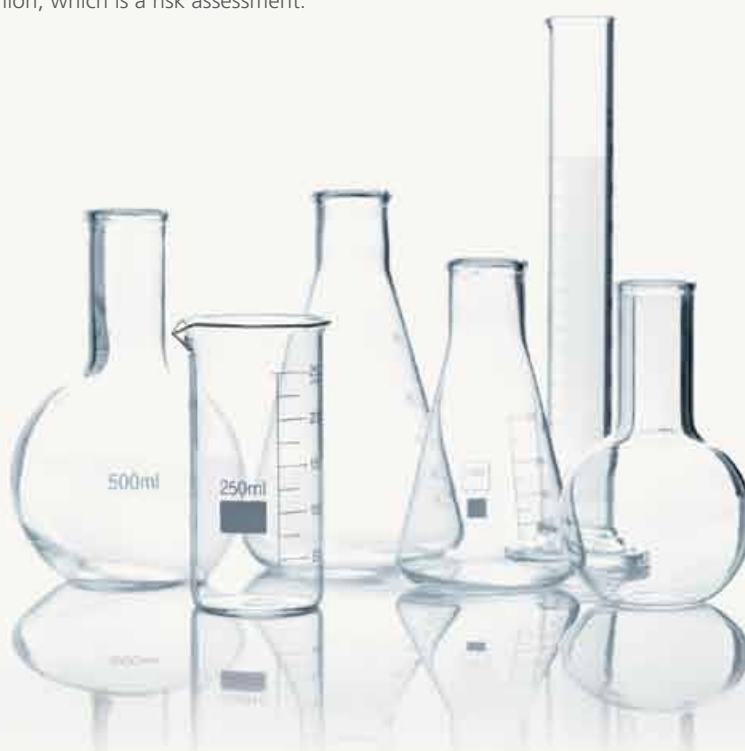
## Scientific Committee on Consumer Safety (SCCS)

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The European Commission manages the Cosmetics Regulation, which is designed to ensure consumer safety, control misleading claims and promote the EU single market for cosmetic, toiletry and perfumery products. When specific ingredients need to be assessed, a mandate is given by the European Commission to an expert scientific committee, the SCCS, which is made up of independent scientific experts drawn from many EU countries. The cosmetics industry and ingredient suppliers put together a submission of data and safety assessment to support ingredients. The SCCS carries out a review and, following an opportunity for public comment, publishes its expert opinion, which is a risk assessment.

The European Commission is responsible for risk management and, in conjunction with a committee made up of representatives of EU governments, decides whether any regulatory action is required and, if so, proceeds accordingly.

In 2014, 16 mandates were issued by the European Commission; 14 draft opinions and 24 final or revised opinions were published by the SCCS. These covered ingredients used generally in cosmetics as well as ingredients used specifically in hair colorants, nail products and fragrances or as preservatives or UV filters.



## Related Chemicals Legislation

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Rather than just having a one-stop-shop in the form of the Cosmetics Regulation for the control of ingredients that may or may not be allowed for use in cosmetics, including maximum concentrations or other restrictions in some cases, we also have other chemicals regulations that may restrict or ban the use of chemicals in consumer or industrial products. In particular, the REACH Regulation (Registration, Evaluation, Authorisation and restriction of Chemicals) and the related CLP Regulation (Classification, Labelling and Packaging of substances) merit particular attention.

CTPA follows all regulations that may affect the ingredients we use in our products and informs its members accordingly. Should any restriction or control be proposed, there is only limited time to make a decision and gather the necessary data to defend ingredients, showing that they are in fact safe for the intended use, before controls are put in place.

Defence of the safety of ingredients is an expensive and time-consuming business involving ingredients manufacturers, cosmetics manufacturers, in-house and outside experts and trade associations. A full defence of ingredient safety is usually only mounted for the most important ingredients. Although other ingredients may be perfectly safe, they can often be banned or restricted because it is not economically viable to collate and submit the necessary data to defend their continued use.

## International

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### EU

Many regulations that affect the UK and UK businesses emanate from Europe and those that control the safety of cosmetics are no exception.

#### The European Union has three pillars:

- the European Council, which brings together national and EU-level leaders, sets the EU's broad priorities;
- the European Parliament with its directly elected MEPs (Members of the European Parliament); and
- the European Commission, whose members are appointed by national governments, which promotes the interests of the EU as a whole.

The European Commission proposes new laws and the European Council and Parliament can amend and adopt them or, in the worst case, reject them. This year, European parliamentary elections, held every 5 years, took place. A new European Commission President was elected by national governments, new European Commissioners were nominated by governments to serve under the President, and the European Commission was reorganised. Cosmetics were the responsibility of the health directorate of the European Commission but now come under the Directorate-General (DG) for the Internal Market, Industry, Entrepreneurship and SMEs (DG GROWTH, referred to as DG GROW).

One of Cosmetics Europe's prime responsibilities is to liaise with parliamentarians and European Commission staff so that they understand our industry, how new or amended legislation may affect us and to provide the information necessary for effective policy-making. Although we are in the final stages of implementing the new Cosmetics Regulation, there are many other issues of importance to us as well such as the proposed TTIP (EU-US Transatlantic Trade and Investment Partnership) and the promotion of the EU model of cosmetics legislation around the world, which helps exporters.

### China

With the ban in the EU on the use of animals for the safety testing of cosmetic products and their ingredients now fully in force, pressure is mounting on other non-EU countries to introduce similar bans. China is a major market for, and producer of, cosmetics but its national laws require the Chinese Government to test imported products on animals. The cosmetics industry has long advocated and actively promoted stopping animal testing, using non-animal alternative test methods instead, and the European Commission has worked hand-in-hand with the cosmetics industry to achieve this.

This year we were pleased to see that the context is slowly changing in China with the Chinese Food and Drug Administration (CFDA) becoming more interested in looking at alternative testing methods. In 2014, the CFDA accepted that animal testing is not required as long as a safety evaluation for 'non-special use cosmetics' could be provided instead. Unfortunately, China has not yet extended this to imported cosmetics.

At the end of year, the CFDA launched an open consultation on the draft Cosmetics Supervision and Administration Regulation (CSAR) as part of its review of the Cosmetics Hygiene Management Regulation (CHMR). The revision is a major update that moves the legislation away from pre-market registration towards the manufacturer's responsibility and in-market controls, as used in the EU. Unfortunately, there are still some differences in the treatment of domestically produced and imported cosmetic, toiletry and perfumery products. The cosmetics industry and Cosmetics Europe will continue to press the European Commission and the Chinese Government to create a level playing field for locally produced and imported cosmetics products as we have in the EU.

### India

CTPA has been managing a Cosmetics Europe (CE) working group on India and building a relationship with the Indian Beauty & Hygiene Association (IBHA). Issues of note include an animal testing ban, vegetarian labelling requirements for cosmetics and a ban on over-labelling with stickers, a common practice on imported products to adapt them to local laws. Following representations by CE, PCPC (Personal Care Products Council – the US cosmetics trade association), and IBHA, the Drug Controller General of India agreed with the industry comments on over-labelling. At this time, the new animal testing ban does not make clear the scope of the ban and CE, PCPC and IBHA are working in collaboration to resolve this. Finally, the new law requiring products to be labelled whether they are suitable or not for vegetarians does not define 'vegetarian' and so cannot be complied with. This has been referred to the courts and is currently not enforced in India.

## Packaging Manual

Following the entry into force of the new EU Cosmetics Regulation, the CTPA members-only online Packaging Manual was fully updated to reflect the new requirements.

The Packaging Manual is particularly useful for finding information about the labelling of cosmetic products including weights and measures, aerosols, sun products and environmental labelling. It also covers other matters of interest to cosmetics such as packaging waste, transport of dangerous goods, advertising, price marking, promotional offers and overseas legislation. As an online resource, it has the advantage of being accessible 24/7 to company staff from all over the world.

The manual provides useful background information as well as giving members practical advice by referring them to industry best practice. It is relevant for regulatory staff as well as any employee looking to find further information on any specific topic. Illustrations and easy-to-use navigational aids make it user-friendly.

The Packaging Manual is only available to members and there is an additional annual subscription fee.



### CTPA

CTPA recognises that it cannot satisfactorily address all of the regulatory and technical issues that affect our sector without the advice and input from our members.

We would like to thank all our member companies for their input and for releasing their staff to take part in the work of CTPA committees, our seminars and workshops, and those committees run by Cosmetics Europe in Brussels. Together we are stronger as we work to ensure the right conditions for our industry to flourish.



# CTPA Events

CTPA runs events for its members as and when the occasion demands and takes part in external events where they further its strategy and objectives. In 2014, CTPA ran technical workshops, seminars on cosmetics regulations and advertising, a large event to engage with its members, and presented at a number of third party conferences.

## Members' Debate & Luncheon

On 1 July, CTPA held a free event, open to all its member companies to ask them 'What Keeps You Awake at Night?'. The event provided an opportunity to listen to members, what issues troubled them, what might affect our industry in the future and what they would like CTPA to be doing in the future. The format, based around the four themes of safety and efficacy of our products, informed decision-making and contribution to society, was successful in encouraging interaction and debate and feedback was very positive. The output informed our future strategy and fed into the CTPA work plan for 2015.



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1 L to R - Max Costantini (Chief Executive Officer, Mibelle Group), Dr Ged O'Shea (Chairman, CTPA), Debbie Hunter (Director of Commercial Affairs, CTPA), Dr Chris Flower (Director-General, CTPA), Aimee Goldsmith (Associate Director Communications – UK, Ireland and Nordics, Procter & Gamble UK), Guy Parker (Chief Executive, ASA)

2 Jean-Jacques Lebel (former Chairman, L'Oréal (UK) Limited)

3 Dr Marie Kennedy (Director International Compliance, Elizabeth Arden (UK))

4 Charlotte Carroll (Communications Director, Unilever), Sarahjane Robertson (Executive Director, LGFB)

5 Ed Hughes (Senior UK Counsel, Estée Lauder Companies), Kathy Rogerson (Scientific Communications UK and Ireland, Procter & Gamble UK), Guy Parker (Chief Executive, ASA)

6 Dr Ged O'Shea (Chairman, CTPA), Chris Jones (Partner, Blue Rubicon)

7 Aimee Goldsmith (Associate Director Communications – UK, Ireland and Nordics, Procter & Gamble UK)

8 Dr Emma Meredith (Director of Science, CTPA)



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*“Just a thank you for a great day yesterday, thoroughly enjoyed the day, great atmosphere, lovely people, interesting conversations and great debate”*

## Technical Workshops & Seminars

### Safety Assessment

The safety of cosmetic and personal care products underpins consumer confidence and is a primary focus of cosmetics regulation. This members-only workshop, held on 18 March, focused on the safety assessment and written safety report, the accompanying guidelines issued by the European Commission and add a practical elements of how a qualified assessor should make a safety assessment.

### Cosmetics Regulation

This latest seminar on the new Cosmetics Regulation, held on 7-8 May, was open to members, non-members and the UK enforcement authorities with the intention of promoting good practice and compliance amongst all actors in our industry. Whilst CTPA staff covered the technical issues, we were pleased to have Richard Knight, Specialist Trading Standards Officer and Lead Officer for cosmetics, presenting on enforcement in the UK, whilst Dr Gerald Renner, Director Technical Regulatory Affairs Cosmetics Europe, gave delegates a European overview and a personal view of what may happen in the future.



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### Cosmetovigilance and Reporting of Serious Undesirable Effects

On 7 November, CTPA held a one-day interactive seminar on cosmetovigilance and reporting of Serious Undesirable Effects (SUEs). While the event was aimed at CTPA members, it was open to Trading Standards Officers and members of affiliated organisations.

The seminar provided a recap on the management of Undesirable Effects (UEs) and the changes from the Cosmetics Directive to Regulation, how to report SUEs, the causality assessment and how to manage consumer complaints. In addition, there were opportunities to discuss and review case studies which sparked many lively debates.



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#### Cosmetics Regulation (above)

- 1 Corné van der Schyff (Senior Regulatory Officer, Pfizer Healthcare), Dr Emma Meredith (Director of Science, CTPA), Tony Eden-Brown (Materials, Chemicals & Product Regulations, BIS)
- 2 Shona Bear (former Technical Manager, Beauty, Marks & Spencer), Helen Hill (Technical & Regulatory Manager, Azelis UK Life Sciences), Joyce Ryan (Consultant, Joyce Ryan Consultancy), Pauline Ayres (Technical & Regulatory Manager, Azelis UK Life Sciences)
- 3 Richard Knight (Specialist Trading Standards Officer, Essex Trading Standards), Amanda Isom (Technical Affairs Manager, CTPA), Olivia Santoni (now Head of Regulatory & International Services, CTPA), Dr Chris Flower (Director-General, CTPA)

#### SUEs Seminar (Left)

- 4 Beverly Harris, Manager, EU Customer Care Centre, Estée Lauder Companies), Sue Wemyss (Regulatory Affairs Regional Director, Estée Lauder Companies), Richard Knight (Specialist Trading Standards Officer, Essex Trading Standards), Stephen Kirk (Safety Advisor, Walgreens Boots Alliance), Liz Colson, (Head of Product Legislation Compliance Group, McBride), Amanda Isom (Technical Affairs Manager, CTPA)
- 5 Round-table discussions

**Cosmetics Basics**

CTPA's Affairs Managers ran five workshops for its members including manufacturers, brand owners and retailers. Attendance at each workshop is limited to small numbers of people so that information about CTPA and how the Cosmetics Regulation works can be presented in a more personal and informal way.



From l-r  
**Amanda Isom** Technical Affairs Manager  
**Dr Lauren Sudlow** Scientific Affairs Manager  
**Olivia Santoni** Head of Regulatory & International Service  
**Erika Bonnegrace** Regulatory Information Officer

**Cosmetics Regulation Overview for Trading Standards Officers**

In 2014, CTPA Affairs Managers began a programme of training sessions for Trading Standards Officers (TSOs). Three sessions were held with over 100 TSOs taking part. Together with the attendance of TSOs at CTPA events during the year, good relationships have been built together with a greater understanding of some of the likely difficulties facing companies.

**Claims Seminar**

A great deal of scientific research and development goes into producing new ingredients and the products that contain them. Companies obviously wish to promote their products in the most effective way. At the same time, there are regulations and codes of practice to make sure products do what they say and that consumers are not misled. At the CTPA Claims Seminar on 14 October, industry and advertising authority experts shared their knowledge on the latest developments on claims substantiation, borderline issues and the practical difficulties of claims support.



1 General view of room – Dr Chris Flower speaking  
 2 Dr Chris Jones (Manager Medical Borderline Section, MHRA), Dr Chris Gummer (Consultant, Clearcast), Dr Chris Flower (Director-General, CTPA), Olivia Santoni (now Head of Regulatory & International Services, CTPA), Pauline Ayres (Technical & Regulatory Manager, Azelis UK Life Sciences), Joyce Ryan (Consultant, Joyce Ryan Consultancy), Paul Crawford (former Head of Regulatory & Environmental Services, CTPA), Dr Jack Ferguson (Director, Skinnovation)

*“I found the CTPA Seminar on 7-8 May to be very informative and feel I am now fully up-to-date with the EU Cosmetics Regulation”*

*“I thought the seminar on claims was absolutely brilliant, such a brilliant range of experts and excellent presentations! I look forward to more of these – although I don’t know how you plan to top this.”*

*“Congratulations on a great seminar on 7 November”*

# The Importance of Self-Esteem



Self-esteem is important to all women, it just happens to be in sharper focus for those who have cancer. That's the reason the **Look Good Feel Better Programme (LGFB)** exists, helping to combat the visible side-effects of cancer treatment in the UK for over 20 years through free, confidence-boosting skincare and make-up **Workshops** and **Masterclasses**.

Finding out you have cancer can be daunting and life-changing and the added stress of the appearance-related side-effects of treatment can be demoralising and very hard to cope with. This can have serious consequences on self-esteem and confidence at a time when a positive attitude is very important. Attending a LGFB Workshop or Masterclass can help people regain a sense of control and normality at a time when diagnosis and treatment can make everything feel overwhelming. Major research undertaken by LGFB, with 2000 beneficiaries throughout the UK in 2012/2013, highlighted that **97%** of respondents **felt more confident** after attending a LGFB Workshop and this **remained at 96% three months later**.



In the UK, Look Good Feel Better has provided support to more than **114,500 patients** since the first Workshop was held at the Royal Free Hospital in **1994**. Over 50 leading companies and brands from the cosmetics industry, as well as many other organisations, recognise the benefits of the service and donate products, time and people to help run the Programme at **80 hospitals** and cancer care centres plus other supportive partner locations across the UK.

During 2014, the charity was able to run **1200 Workshops** and **150 Masterclasses** with the help of over 1,500 volunteer beauty consultants providing over **14,500** women and teenagers with essential skincare and make-up techniques for minimising some of the most feared side-effects such as skin changes, eyebrow and eyelash loss. The Workshops are full of fun, with participants leaving in high spirits. For families and friends, seeing someone they love looking better and feeling more confident can help them to maintain the kind of positive support that is so vital.

Look Good Feel Better is the only worldwide cancer support charity to provide practical support for women, as well as teenagers and men in some countries, greatly increasing confidence and self-esteem at a very difficult time in people's lives. The LGFB service is available in 26 countries worldwide and over 1.6 million people have been supported to date. Cancer can rob a woman of her energy and strength but with the support of Look Good Feel Better it need not take away her self-confidence.

*"I want people to see me as Suzanne, not cancer. I'm not cancer, I want to go out into the street and blend in. Make-up is my warpaint, it sets me up for the day and allows me to be Suzanne."*

Suzanne, Patient Beneficiary

For more information visit [www.lgfb.co.uk](http://www.lgfb.co.uk) or email [info@lgfb.co.uk](mailto:info@lgfb.co.uk) to see how you or your company could help LGFB today! [Twitter @LGFBUK](#) [Pinterest & Instagram LGFBUK](#) [Facebook LookGoodFeelBetterUK](#)

A new UK advertising campaign was created pro-bono by some of the industry's top creatives during 2014 and **#Warpaint4Life** has appeared on donated space in shopping centres, billboards, magazines and newspapers helping to raise the visibility of the Programme.





# Beyond Face Value: seven decades of making a difference

Behind the bottles and tubes in our bathroom cabinets lies an innovative, science-led industry that plays a vital role in public health, wellbeing and self-confidence and makes a significant, and growing, contribution to today's economy and to the future of the world around us.

From our export success story to our support for the sciences, our sustainability commitments to our proven, positive impact on self-esteem, seven decades after it first found its public voice in the Association, the UK cosmetic, toiletry and perfumery industry continues to create a legacy worth talking about.

As we stand at the threshold of CTPA's eighth decade, anticipating our next adventure, we take a brief glance back at how far we have all come and discover that beneath the surface of today's success stories are deep-running roots, many years in the making.

## Feeling the benefit: a vital contribution to confidence

Well before our industry had a public voice, it was silently making a difference. The 'lipstick effect' of World War II not only brought in much-needed foreign currency but boosted morale amidst austerity. It provided irrefutable proof that cosmetics and toiletries make an emotional as well as economic contribution to the UK.

However, it wasn't until the early 2000s that we started to explore this impact in earnest. Heavyweight White Papers commissioned by CTPA, helped to transform perceptions of our industry by reinforcing the significant role self-esteem plays in social mobility and the valuable contribution our products can make across genders and generations.

The self-esteem White Papers were the start of a success story that would underpin our communications for the next ten years - and counting. More recent research would reveal that three-quarters of women rate their appearance as 'very important' to their self-esteem, reinforcing the role we play in supporting healthy lifestyles and self-confidence, every day. In fact, the average UK adult uses a bare minimum of five of our products as part of their daily regime.

The launch of our industry charity, Look Good, Feel Better (LGFB), in 1993 was a life-changing way to celebrate our contribution to self-confidence. Thriving today with more than 26 countries running their own programme, LGFB's specialist make-up Workshops in hospitals and cancer centres support thousands of cancer patients through the appearance-related side-effects of their illness and treatment.

*“With some trepidation I went to a Look Good, Feel Better workshop and I can't tell you the difference it made to my everyday life.”*

**Kate Tijou**, LGFB Beneficiary

Now widely celebrated for enhancing self-esteem, post World War II our products were perceived as frivolous luxuries. The Treasury classified them like jewellery, watches and furs: a lofty position with a hefty tax price tag. The Association spent its first ten years battling against such a perception.



**Susan Taylor, Chairman, LGFB, presents the CTPA team with a long-standing supporters award for its work with Look Good Feel Better**  
From L to R - Amanda Isom, Sarahjane Robertson (LGFB), Ifra Siddiqui, Debbie Hunter, Julia Hewitt, Susan Taylor (LGFB), Erika Bonnegrace, Eleanor O'Connor

## Pushing down boundaries to build up trust

For our customers to enjoy the emotional benefits of our growing array of products they must trust that they are safe to use, whatever their personal circumstances. Without trust, our progress simply wouldn't be possible, which is why our industry works tirelessly to earn, and retain, it.

As far back as the 1950s, CTPA's forerunner, the Toilet Preparations Federation Ltd (TPF), initiated an ambitious programme of specifications and standards for cosmetic ingredients. Fast-forward to today and that same, stringent commitment to high standards and safety sits behind the 2013 EU Cosmetics Regulation (1223/2009), which provides robust safety reassurance to consumers.

But even the strictest legislation won't win trust alone. Trust must be earned by our actions, which is why in 2004 CTPA set about a communications sea change to win audiences' hearts and minds. It was time to earn trust through transparency: to transform CTPA into the 'authoritative public voice of the industry', lifting the lid on its safety practices.

Informative 'science behind' factsheets and a new open-door policy on media enquiries rapidly evolved and expanded to meet growing journalist, stakeholder and consumer demand. In 2008 CTPA broke new ground for a trade body by launching a public-facing website, [www.thefactsabout.co.uk](http://www.thefactsabout.co.uk), which helps visitors put media safety scares into perspective by offering balancing, science-based facts from our industry and wider experts.

C

**ontent** that is transparent and always evidence-based

T

**rusted** advocates who can reinforce and reassure

P

**ersonal** approach that gives the industry a human face and respects others' opinions

A

**ct** fast to admit and correct mistakes or to correct wrong information

More popular today than ever, the pivotal role our public-facing website plays in building trust is demonstrated by the size and shape of its traffic. Across the year its 90,000 visitors are concentrated in peaks that correspond directly to when scare stories hit the media. The pattern demonstrates how [thefactsabout](http://www.thefactsabout.co.uk) puts a positive road-block in the way of potential consumer concern, and offers journalists a valuable, fact-based, balancing industry view-point.



Alongside the site, we continue to use Twitter @theCTPA as a channel to broadcast our messages whenever a media issue hits. In particular, the channel has proved effective in responding to media broadcast news. Industry stakeholders have boosted these efforts, propagating our messages through retweets. For example, our tweet advising against home-made sunscreens in 2014 reached 10,000 people following retweets from the British Association of Dermatologists, British Skin Foundation and National Hairdressers Federation, amongst others.



At the end of 2014, we introduced another consumer channel to our armoury: a branded YouTube channel to host all of our existing video content in a user-friendly, accessible way. The channel will enable consumers, journalists and stakeholders independently to access CTPA video content via search engines, whereas it was previously embedded within [thefactsabout](#). It provides us with a solid base from which to start creating new and relevant video content.

*“I’m really pleased that there seems to be an increased focus on educating the media because I strongly feel that unless those who write about the industry have a solid understanding of the issues, the public will continue to be bombarded with misinformation. That’s why I like thefactsabout site - it’s a really useful resource to flag to readers as a one-stop shop for information that will help them make informed choices about how they spend their money on the products they use every day.”*

**Claire Coleman**, freelance journalist



## Pro-active advice and support where it matters most

Countering media scares with robust and reassuring facts continues to be the backbone of CTPA’s communications and a work-strand highly valued by members, according to feedback at our Members’ Event in July 2014. During 2014 we responded to more than 100 media issues across a wide variety of topics. But to truly earn trust we take a more proactive approach when it comes to certain topics.

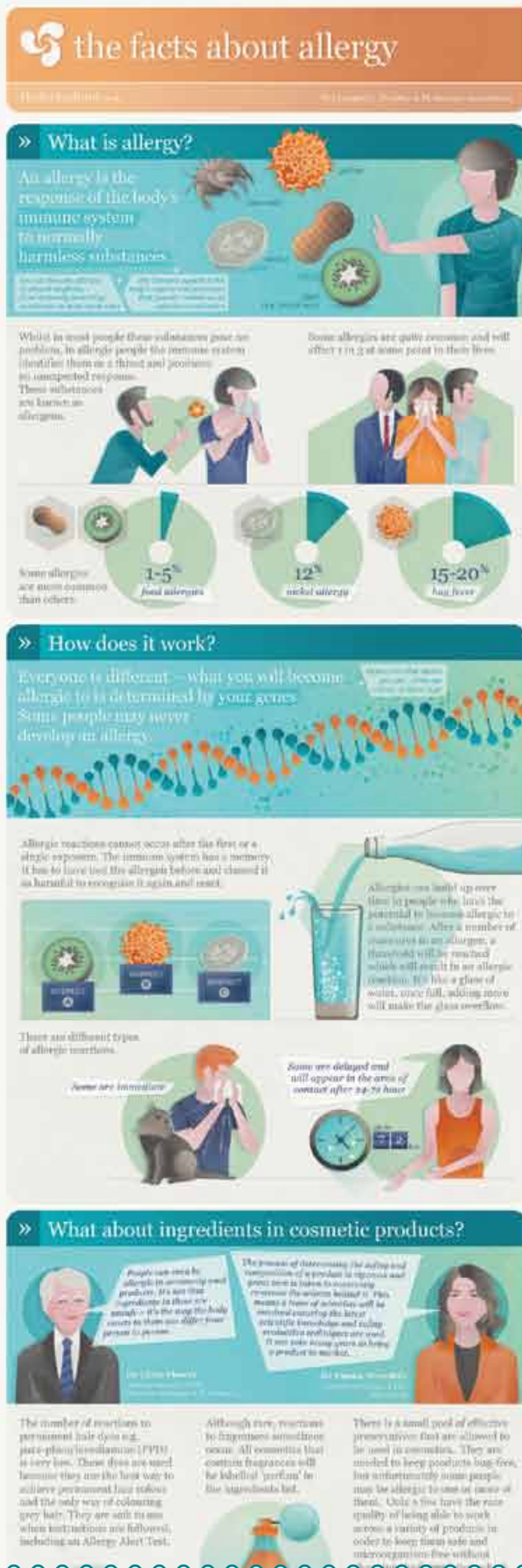
Since the 1980s, when we set up specialist scientific sub-groups for talc, hair preparations, sunscreens and dentifrice products, CTPA has recognised the need to monitor, understand and respond to its audiences’ concerns (or confusion) about particular products, ingredients and issues.

Since 2007, we have commissioned annual digital audits, revealing the key issues that could impact trust in our industry. Analysis of conversations across the open internet has revealed the impact of media scares, highlighted key opinion formers and uncovered consumer concerns or confusion that might be bubbling below the surface. The insights are invaluable; from ensuring we use words and phrases that work, to enabling us to provide practical advice our audience needs.

Hair colorants, for example, continue to be an area of special focus for CTPA because our digital audits reinforce that hair colorant allergy poses a significant threat to trust. High-profile media stories of severe reactions can prompt concern about the safety profile of products and risks creating cynicism about our industry’s safety practices.

*“The National Hairdressers’ Federation (NHF) works closely with CTPA, especially on issues where in-depth product knowledge is helpful. An example is the work we’ve done together to increase awareness for professional hairdressers on the importance of testing for possible allergic reactions to hair colorants. The infographics the CTPA put together on this topic helped to make the factual information more visually appealing. The ‘facts about’ part of the CTPA website is invaluable, not only for consumers but for professionals too.”*

**Hilary Hall**, Chief Executive, NHF



The audits also reveal consumer confusion and apathy about Allergy Alert Tests (AATs), highlighting a pressing need for education, an opportunity CTPA has pursued proactively ever since. In 2012 we brokered an editorial partnership with Mumsnet to supply a series of educational videos, taking helpful facts about AATs direct to millions of mums. In 2014 we partnered with Allergy UK to visualise how allergies work (and the importance of AATs) as part of an eye-catching infographic, a resource that the National Hairdressers Federation has distributed to its members.

In 2014, CTPA also carried out consumer focus group sessions which enabled us to test our key messages and positions and provided valuable insight into the way people of various ages and backgrounds were receiving them. This work informed our infographic on allergy and has influenced the way we talk about safety as a priority.

CTPA's hair colorant allergy factsheet for Allergy UK was viewed nearly 17,000 times on the Allergy UK website across February and March 2015



“Allergy UK has been pleased to work with the CTPA over the last few years. It is very important for us to be able to work with organisations such as the CTPA as it not only enables us to provide excellent advice to the public via information materials such as the infographic on allergy to hair dyes, but it also gives us access to trusted sources of information on products used in the cosmetics industry.”

Lindsey McManus, Deputy CEO, Allergy UK

In 2013, we extended our annual digital audits to encompass telephone interviews with key stakeholders and journalists too. It's a move that has helped to reveal shared concerns and open up opportunities to partner with like-minded, or simply open-minded, third parties.

In 2015, for example, in partnership with the Society of Cosmetic Scientists, CTPA will host a free, educational event at the Royal Society of Chemistry for health and beauty media and other interested stakeholders. As part of our annual audit, journalists expressed an appetite for more support in understanding, and reporting on, the science behind our products. So more than a decade since we launched our first 'Science Behind' media factsheets, our commitment to education continues apace.

## Adding value to the economy, at home and abroad

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Working hard to win consumers' trust translates into a very significant economic contribution that benefits the wider UK economy and far beyond. More than 170,000 direct industry employees and a further 1.3 million indirect ones, from right across the EU, are employed to research, create and market the many products that fulfill consumers' needs.

In the UK alone the professional beauty industry, which includes haircare, barbering, and beauty and nail services within salons and spas, employs nearly a quarter of a million people in more than 55,000 different businesses. With a turnover of around £6.2 billion per year, this discreet segment of our industry accounts for nearly 1% of the total UK economy.

Our wider UK industry is enjoying similar success. Our retail market for 2014 shows retail sales valued at £8.4 billion; showing just a slight decline on the previous year despite many sectors not faring so well. In 2014, we maintained a positive balance of trade with £3.3 billion of cosmetic products exported worldwide (trade value), the USA being our largest trading partner outside of the EU for both imports and exports.

The economic impact of today's 'lipstick effect' is a growing success story that CTPA is starting to chart, and champion, more proactively than ever with a dedicated briefing programme for political stakeholders. It's a very positive next step in our communications journey and one that, thankfully, feels a far cry from the political lobbying focus of CTPA's formative years.



## Caring for future generations

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To safeguard the next chapter in this success story, our industry must continue to recognise its pivotal role in caring for the world around us. In 1952 the first ever lipstick container recycling scheme was launched: today industry is setting ambitious targets to reduce the water and packaging required in the manufacturing process by as much as 40%.

Many companies own a fully integrated supply chain, from development through manufacturing and retailing, so they understand each part of the cycle and are able to oversee improvements at every stage. However, all manufacturers have legal obligations to recover and recycle packaging; this obligation is shared amongst the packaging supply chain.

Green chemistry now also guides the development of many new products. It is a set of principles that encourages chemists to use innovative techniques and ingredients that use less energy, less water and solvents, and require fewer process steps.

On behalf of its members, and for the benefit of tomorrow's customers, CTPA continues to champion the industry's commitment to safe, sustainable methods and materials, sharing inspiring success stories on our public website, [www.ctpa.org.uk](http://www.ctpa.org.uk).

## Making every decade count

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Time and again our industry has proven its ability to flourish against even the most challenging of contexts because modest hygiene and beauty purchases make such a significant, positive difference to how people feel.

At face value, the fun, vibrant products that fill our bathroom cabinets make us look and feel our best; but below the surface they play an even more valuable role.

They enhance individuals' self-esteem, helping them to fulfill their personal potential; they support emerging science and the growing talent base behind this; they champion a safe, sustainable world; and they make an ever-growing contribution to the UK, EU and global economy.

At 70 years young, CTPA is delighted to celebrate an industry legacy of which we should all feel extremely proud as we look ahead to a very bright future, together.

*“There are very few truly independent voices in the world of beauty, and while I know that the CTPA is an industry advocate, I find it hugely helpful to have them to turn to for reasoned, sensible comment that I know is based on solid, scientific evidence. Chris Flower and his colleagues have been invaluable over the years, whether it's explaining legislation, or the controversy behind certain ingredients.”*

Claire Coleman, freelance journalist



# Cosmetic Industry in Figures

“2014 was a challenging year for the UK Cosmetic and Personal Care market. Value sales declined down 0.1% while Unit sales were down 0.5% vs. 2013.”

Says Steve Jones, Senior Insight Manager at IRI in the special collaborative report with Kantar Worldpanel for CTPA.

“Cosmetics and personal care have in recent years been impacted more than food and drink by consumers seeking to rein in their spending. Clear signs of price sensitivity and increasing promotion levels (51.8% of all volume sold on promotion in 2007 vs. 66.5% in 2014) reflect this trend.

“Colour cosmetics and toiletries were among the best performing categories, up 1% and 0.9% respectively. Toothpaste in particular is driving toiletries growth thanks to the success of premium New Product Development (NPD) products. A growth of 4.2% here more than off-sets decline in other categories such as shaving soaps, which is being heavily impacted by the continuing popularity of beards among British men. Fragrance also experienced a difficult 2014. Fewer buyers drove its decline, particularly those buying as a gift at Christmas, with ‘Black Friday’ deals at the end of November impacting the category.

“The weather continued to play a significant role, too. Although by most standards 2014 produced a good summer, it did not hit the same heights as 2013 and sun preparation sales declined, 3.3% vs. a year ago.

“Similarly, a very mild spring and autumn in 2014 had a significant impact on sales of hand care. Sales were down 8.6% on 2013, which makes this the worst performing category covered in our report.

“Hair care and shampoo in particular once again demonstrated the sales-driving power of NPD. In 2014 the average price of newly launched brands across beauty care was 58% higher than the ‘average’ brand and 5 of the top 6 new brands in the whole Beauty category were in the hair care sector.

“So what should we expect from 2015? Economic indicators in the UK are at their most positive for some time, in Q4 2014 we saw wage growth outstrip inflation for the first time in 6 years and this is expected to continue into 2015. There will be huge interest in the performance of cosmetics and personal care this year: as consumers become better off in real terms will they return to old habits or have the behaviours exhibited during years of personal recession become ingrained?”

CTPA Category Estimates December 2014			
	£000s Dec-13	£000s Dec-14	% Change
<b>Fragrances*</b>	<b>1,348,060</b>	<b>1,318,452</b>	<b>-2.2</b>
Fine Female Fragrance	747,072	729,960	-2.3
Fine Male Fragrance	417,403	416,028	-0.3
Mass Female Fragrance	86,355	79,816	-7.6
Mass Male Fragrance	69,207	64,216	-7.2
Fine Unisex Fragrance	25,831	25,985	0.6
Mass Unisex Fragrance	2,192	2,447	11.6
* includes gift packs/coffrets			
<b>Colour Cosmetics</b>	<b>1,348,602</b>	<b>1,361,550</b>	<b>1.0</b>
Face	535,213	529,348	-1.1
Lips	200,315	202,279	1.0
Eyes	371,380	381,925	2.8
Nails	216,470	219,929	1.6
Gift Packs	25,224	28,069	11.3

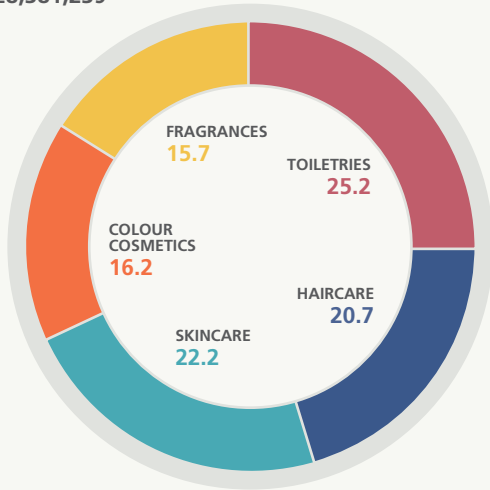
The GB cosmetics market saw a 0.1% decrease in value from 2013 taking the total market to

**£8,381m in 2014**

CTPA Category Estimates December 2014 (continued)			
	£000s Dec-13	£000s Dec-14	% Change
<b>Skincare</b>	<b>1,868,931</b>	<b>1,856,924</b>	<b>-0.6</b>
Prestige Skincare Total includes Gift Packs	477,222	465,925	-2.4
Face Care Non-medicated	718,882	735,159	2.3
Face Care Medicated	77,544	78,981	1.9
Face Care Male	60,428	60,428	0.0
Hand Care	48,505	44,316	-8.6
Body Creams & Lotions	166,071	162,711	-2.0
Baby Care Products	17,682	16,477	-6.8
LipSalves	57,602	58,864	2.2
Sun Preparations	244,995	234,063	-4.5
<b>Haircare</b>	<b>1,732,463</b>	<b>1,735,958</b>	<b>0.2</b>
Shampoo	451,836	462,679	2.4
Hair Colorants Inc Lightening	300,825	286,330	-4.8
Conditioners	290,803	296,007	1.8
Hair Sprays & Setting Sprays	174,674	169,816	-2.8
Hair Creams/Waxes and Gels	82,917	90,543	9.2
Settings Lotions and Mousses	25,471	24,688	-3.1
Home Perms	1,322	1,281	-3.1
Salons (Industry estimate)	404,614	404,614	0.0
<b>Toiletries</b>	<b>2,089,599</b>	<b>2,108,355</b>	<b>0.9</b>
Toothpaste	454,654	473,588	4.2
Depilatories	51,184	49,887	-2.5
Foot Preparations	24,676	24,385	-1.2
Deodorants	594,126	594,825	0.1
Shaving Soaps	80,128	76,175	-4.9
Mouthwashes	184,853	183,339	-0.8
Talcum Powder	16,816	16,707	-0.6
Bath Additives	107,164	104,461	-2.5
Shower and Body Wash	330,596	333,369	0.8
Liquid Soap	155,915	163,784	5.0
Toilet Soap	89,487	87,833	-1.8
<b>Grand Total</b>	<b>8,387,655</b>	<b>8,381,239</b>	<b>-0.1</b>

Sector Share (%) of Category  
Dec '14 vs Dec '13 by Value (rsp)

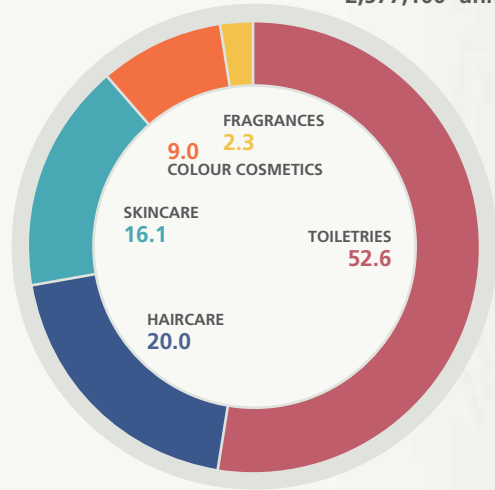
Sector Share (%) Dec '14  
£8,381,239



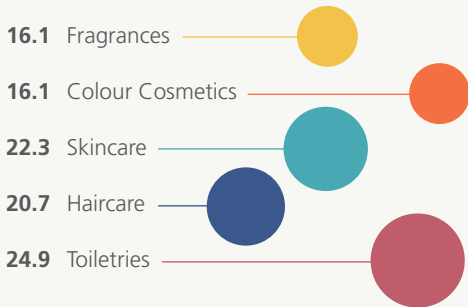
2014

Sector Share (%) of Category  
Dec '14 vs Dec '13 by Units

Sector Share (%) Dec '14  
2,577,100 units



Sector Share (%) Dec '13  
£8,387,655

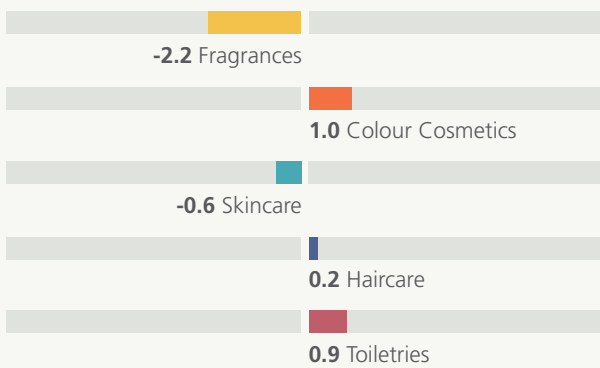


2013

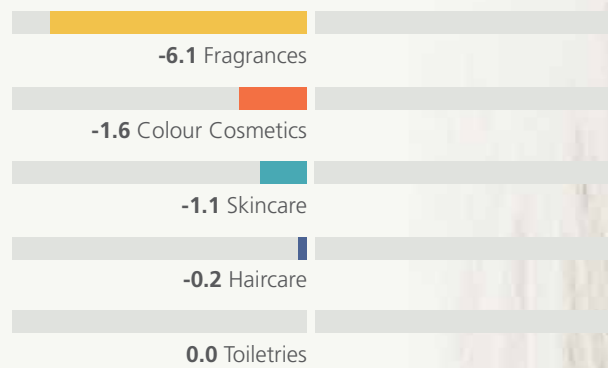
Sector Share (%) Dec '13  
2,590,274 units



Sector Year on Year % change by Value



Sector Year on Year % change by Units



## Methodology & Data Sources

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### IRI market tracking data:

Census EPOS data from Asda, Boots, Iceland, Morrisons, Sainsburys, Superdrug, Tesco, Waitrose, Wilkinson, The Cooperative Group (including Somerfield).

Sample EPOS data from Symbol Grocers, other Coops, independents and chemists.

Other data representation (audit and estimation methodology) from convenience stores, petrol forecourts, chemists and other impulse outlets.

### Kantar Worldpanel Purchasing data (Worldpanel)

Individual purchasing data from a panel of 30,000 households which for this report will cover other GB outlets not mentioned above plus Aldi, Costco, Holland & Barrett, Lidl, Marks & Spencer, Savers, Bodyshop, bargain stores (such as Poundland, B&M Bargains, Home Bargains, 99p Stores) and other smaller outlets.

### Kantar Beauty Panel

A panel of 15,000 individuals who record their purchasing of fragrances, colour cosmetics and skincare products across all relevant outlets (including department stores, Boots, Bodyshop, Internet, mail order and direct sales) via online data entry.

### Report Definitions

Measures:

Value Sales = £ sold (in 000s)

% Chg = % change versus same time a year ago

### Further Details

#### IRI

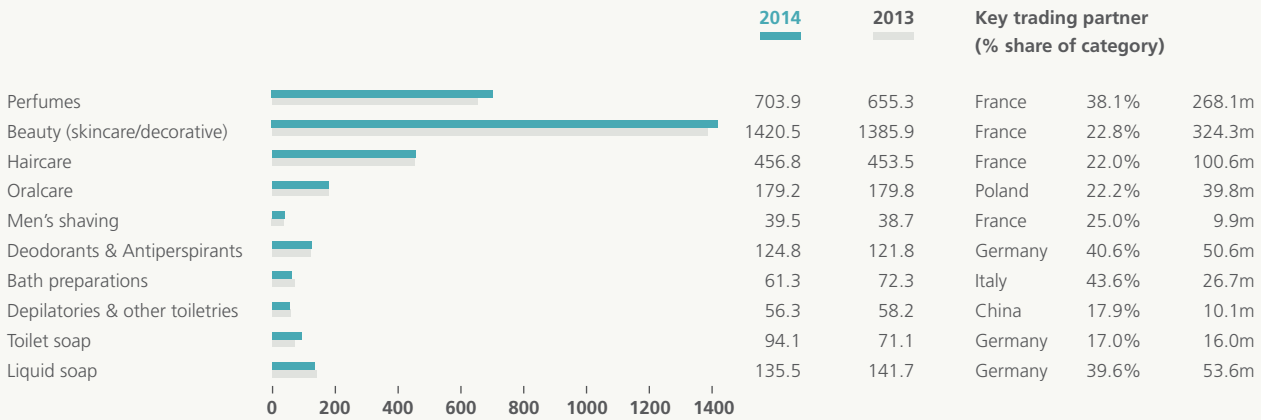
[www.iriworldwide.co.uk](http://www.iriworldwide.co.uk)

#### Kantar Worldpanel

[www.kantarworldpanel.com](http://www.kantarworldpanel.com)

UK Global Trade in Cosmetics / Toilet & Liquid Soap 2014  
 (£ Sterling in millions - trade data)

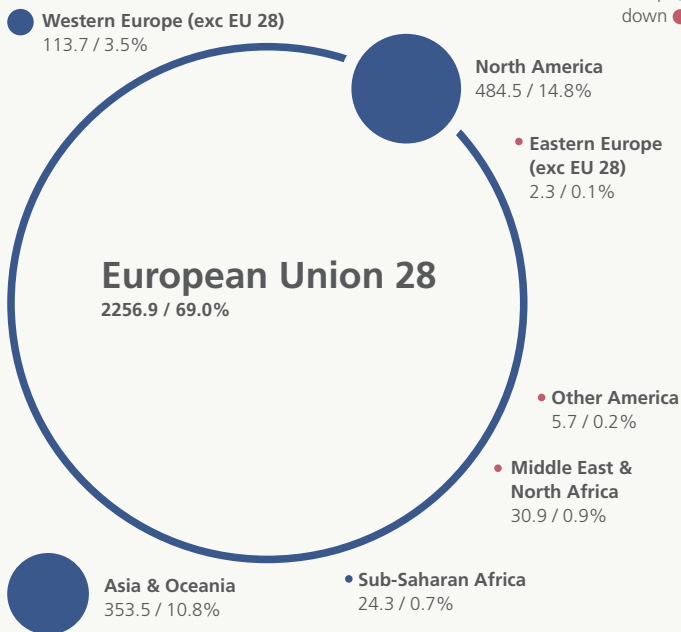
Categories by import 2014 (2013) and largest market



2014 UK imports worldwide

£3271.9m / % share worldwide market

Key: Value year on year  
 up ●  
 down ●



UK's largest worldwide import markets



Imports 2014 +2.9% on 2013

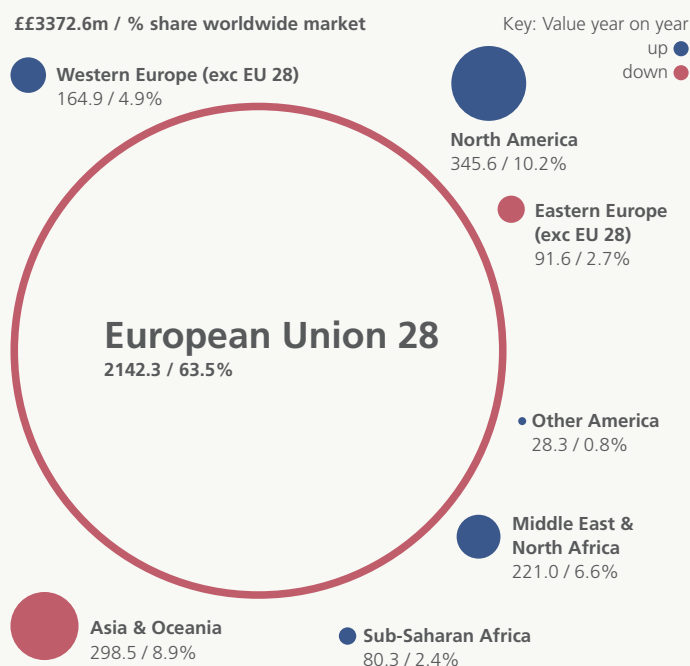
	Perfumes	Beauty	Hair	Oral	Men's	Deos	Bath	Dep	Soap	Liquid Soap
European Union 28	549.3	853.9	347.8	133.6	34.1	112.5	46.1	29.4	48.2	102.2
Western Europe (exc EU 28)	28.0	61.1	1.1	3.1	0.3	0.2	0.5	3.7	14.1	1.7
Eastern Europe (exc EU 28)	0.0	0.4	0.0	0.0	0.0	1.7	0.0	0.3	0.0	0.0
North America	79.6	290.3	79.2	7.9	3.9	5.9	1.0	7.2	4.6	4.8
Other America	0.4	0.2	0.7	4.0	0.0	0.0	0.0	0.0	0.2	0.1
Middle East & North Africa	8.0	5.4	5.8	6.8	0.0	1.0	0.4	0.2	3.1	0.2
Sub-Saharan Africa	0.1	14.4	2.6	5.2	0.0	1.1	0.1	0.5	0.2	0.1
Asia & Oceania	38.3	194.7	19.6	18.7	1.2	2.5	13.3	15.1	23.7	26.4
<b>TOTAL</b>	<b>703.9</b>	<b>1420.5</b>	<b>456.8</b>	<b>179.2</b>	<b>39.5</b>	<b>124.8</b>	<b>61.3</b>	<b>56.3</b>	<b>94.1</b>	<b>135.5</b>

**The UK had a positive balance of trade in 2014****Worldwide £100.7m (2013 £197.6m) / Extra EU £215.2m (2013 £227.5m)**Trade data sourced  
from [www.uktradeinfo.com](http://www.uktradeinfo.com)  
SITC Codes 553 (exc air fresheners) and  
554 (toilet soap and liquid soap only)**Categories by export 2014 (2013) and largest market**

	2014	2013	Key trading partner (% share of category)		
Perfumes	627.6	639.6	Germany	35.1%	220.1m
Beauty (skincare/decorative)	1297.2	1281.9	Irish Rep	18.4%	239.1m
Haircare	323.6	334.5	Irish Rep	32.2%	104.3m
Oralcare	245.6	279.9	Irish Rep	15.1%	37.0m
Men's shaving	132.1	147.6	Russia	17.0%	22.4m
Deodorants & Antiperspirants	301.1	292.2	Germany	14.3%	43.2m
Bath preparations	52.3	56.5	Irish Rep	24.9%	13.0m
Depilatories & other toiletries	107.6	101.8	Nigeria	13.8%	14.9m
Toilet soap	157.1	100.0	USA	22.9%	36.0m
Liquid soap	128.3	142.0	Germany	17.3%	24.5m

**2014 UK exports worldwide**

££3372.6m / % share worldwide market

**UK's largest worldwide export markets**

	2014	(2013)
Irish Republic	£544.1m	(£519.2m)
Germany	£467.9m	(£484.3m)
USA	£312.0m	(£269.6m)
Belgium	£252.4m	(£272.6m)
France	£182.0m	(£177.9m)
Netherlands	£146.0m	(£129.3m)
UAE	£100.1m	(£88.8m)
Poland	£100.0m	(£102.2m)
Spain	£84.4m	(£81.9m)
Switzerland	£77.5m	(£84.1m)

**Exports 2014 -0.1% on 2013**

	Perfumes	Beauty	Hair	Oral	Men's	Deos	Bath	Dep	Soap	Liquid Soap
European Union 28	409.8	764.0	247.4	163.5	81.8	242.4	38.2	32.4	80.9	81.9
Western Europe (exc EU 28)	12.3	92.5	12.6	20.9	4.3	10.2	1.1	4.6	2.7	3.7
Eastern Europe (exc EU 28)	9.4	36.9	3.3	0.2	25.9	10.9	0.2	1.2	2.1	1.5
North America	95.3	153.6	19.1	1.7	4.5	0.8	3.2	17.7	37.7	12.1
Other America	2.9	10.2	1.6	8.0	0.4	0.7	0.7	1.0	2.0	0.7
Middle East & North Africa	52.5	80.5	8.4	27.5	3.8	19.1	2.3	9.3	12.6	5.1
Sub-Saharan Africa	7.4	11.8	5.9	8.2	2.6	5.9	1.1	29.1	6.6	1.6
Asia & Oceania	38.1	147.7	25.3	15.6	8.7	11.1	5.4	12.4	12.5	21.7
<b>TOTAL</b>	<b>627.6</b>	<b>1297.2</b>	<b>323.6</b>	<b>245.6</b>	<b>132.1</b>	<b>301.1</b>	<b>52.3</b>	<b>107.6</b>	<b>157.1</b>	<b>128.3</b>



# CTPA Members

## Full members

Acheson & Acheson **M**  
Albion Cosmetics (UK)  
Alexander Ross Holdings (Scottish  
Fine Soaps) **M**  
Alliance Pharmaceuticals  
Allingham Beck Associates **C E F**  
**O R**  
Amelia Knight **M**  
Amie Skincare  
Amphora Aromatics **Q R**  
Anglo Indian Trading **M**  
Arco England  
Aromatherapy Associates  
Avlon Europe **Q**  
Avon Cosmetics (UK)  
• Liz Earle Beauty Co

Bayer **Q**  
Beiersdorf UK **Q**  
Brand Agency (London)  
Broad Oak Toiletries **M**  
Bulldog Skincare for Men

CBEE Europe  
Chanel **M Q**  
Church & Dwight **Q**  
Colgate-Palmolive (UK)  
Combe International  
Cosmarida 2010 **E M O**  
Cosmetics Laboratory **B C D E F M**  
**O P R**  
Coty UK

DCS Manufacturing **M O P Q**  
DDD  
• Dendron  
• Fleet Laboratories **A B C D E**  
**O M R**  
• Trinity Scientific  
Deb Group  
Denman International **Q**  
Drammock International **Q**

ET Browne (UK) **Q**  
Elizabeth Arden New York (UK)  
Energizer Group  
Episciences Europe **Q**  
Espa International (UK)  
Estée Lauder Companies  
• Aromaderme UK (Darphin)  
• Aveda

• Clinique Laboratories  
• Estée Lauder Cosmetics  
• Jo Malone  
• Make-up Art Cosmetics

FDD International **Q**  
Federici Brands **R**

GAMA Healthcare  
Gerrard International **Q**  
GlaxoSmithKline Consumer Healthcare  
Godrej Consumer Products (UK) **Q**  
• Inecto  
GoJo Industries-Europe **Q**  
Grafton International **Q**  
Guthy-Renker UK

H Bronnley & Company **Q**  
H&I Toiletries  
Hampshire Cosmetics **M R**  
HCT Europe **M Q R**  
Henkel Beauty Care  
Herb UK  
Herbalife (UK)  
Herrco Cosmetics  
HMC **M O**  
Hoyu Co **M**

Inline Health and Beauty **M**  
International Cosmetic Suppliers **M N R**  
Irish Response Limited t/a Lifes2Good  
**A Q**

John Gosnell & Company **E M O R**  
Johnson & Johnson  
Joy

Kanebo Cosmetics  
Kao (UK)  
• John Frieda  
• KPSS (UK)  
• Molton Brown  
Kew Health & Beauty **E M**  
Kimberly-Clark Europe  
KMI Brands **Q R**

Laleham Health and Beauty **M**  
LF Beauty (UK) **E M**  
Linco Care **M**  
L'Oréal (UK)  
Luster Products **M**

LVMH Perfumes & Cosmetics **Q**  
• Guerlain  
• LVMH Fragrance Brands UK  
• Nude Brands UK  
• Parfums Christian Dior (UK)  
• Parfums Givenchy

Mary Kay Cosmetics (UK) **Q**  
Mavala (UK) **Q**  
McBride **M**  
MDM Healthcare  
Meller Design Solutions **M**  
Mentholatum **M Q**  
Mercona (GB)  
Mibelle Group **B C D E F M P R**  
Montagne Jeunesse **C E G K L N**  
**O P Q R**  
Morgan's Pomade Company **E H I**  
**M O**

Nails Inc  
Neal's Yard (Natural Remedies)  
Nice-Pak International **M**  
Nicholas James (UK) **B C D E F M**


Orean Personal Care **M**  
Oriflame  
Original Additions (Beauty Products) **M**  
**P Q**

Pacific World **Q**  
Pangaea Laboratories  
Pascalle **B D E F M N O P Q**  
Periproduts **Q**  
Pfizer  
Philip Kingsley Products  
Power Health Products **E F G H K**  
**L M O P Q R**  
Procter & Gamble UK  
PZ Cussons (UK)  
• St Tropez Inc  
PZ Cussons Beauty LLP










RB UK  
Retra Holdings  
• Badgequo **M Q**  
Revlon International Corporation

Salon Success **Q R**  
Sanofi

**Contract Laboratory Services**

-  Analytical
-  Claims Testing/Support
-  Stability Testing
-  Microbiological Services
-  Formulation Creation
-  Safety Assessment





**Full members**

- S C Johnson UK 
- Shiseido UK Company
- Bare Escentuals
  - Sleek Makeup
- SLG 
- Solent International  
- Space Brands
- Eve Lom
  - Lipstick Queen
- Star Qualities
- Surefil Beauty Products 
- Swallowfield 
- Aerosols International
  - Cosmetics Plus
- The Quantum Beauty Company 
- Tricogen
- Unilever UK
- Vivalis Beauty 
- Fade Out
  - Jeer
  - Jerome Russell
- Walgreens Boots Alliance
- Boots UK
  - BCM 
- Yves Rocher (London)

**Retail associates**

- Arcadia Group
- Burberry
- Marks & Spencer
- Next Retail
- The Body Shop International
- Sally Salon Services
- Waitrose/JLP

**Raw Materials**

-  General Ingredients
-  Speciality Ingredients
-  Fragrance Ingredients/Mixtures
-  Colours
-  Certified Organic Ingredients
-  Natural (Not Organic) Ingredients


**Associate members**

- A & E Connock (Perfumery & Cosmetics)    
- Akzo Nobel Surface Chemistry 
- Alba Science  
- Ashland  
- Aston Chemicals       
- Ayton Global Research 
- Azelis      
- BYK Additives  
- CMA (UK)  
- Cornelius Group      
- CPL Aromas 
- Croda  
- Cutest Systems 
- dR Cosmetic Regulations 
- EF Chemical Consulting 
- Eurofins Product Testing Services  
-  
- Firmenich UK 
- Fragrance Oils (International)  
- Givaudan UK  

**Compliance associates**

- Advanced Development & Safety Laboratories Ltd (ADSL)     
-  
- Delphic HSE Solutions)    
-  
- Exponent International    
- International Cosmetics & Chemical Services   
- Microbiological Solutions     
- Personal Care Regulatory   
- TSGE Consulting  




**Other Services**


-  Contract Manufacturer/Supplier
-  Packaging Supplier
-  Contract – Small Runs
-  Responsible Person Services  
(EU Cosmetic Regulation 1223/2009)
-  Distributor
-  Other Services

- Infotox  
- Innospec  
- Innovant Research  
- Intertek     
- ISCA UK     


- KCC Basildon    
- Kingfisher Colours   

- Lansdowne Chemicals     
- Litmus Test (The) 
- Lonza Group  

- Princeton Consumer Research 
- Priston Safety Assessments  

- R&M Consultancy 
- Revolmer

- Schülke UK   
- SGS United Kingdom    
- Skinnovation  
- Surfachem       

- Thor Specialities UK     

- Univar        

- Vivimed Labs Europe 

**Thank you**

Members' support of the Association's work is fundamental to the success of the CTPA's ability to shape the environment in which companies do business.

Visit [www.ctpa.org.uk/members](http://www.ctpa.org.uk/members) for the most up-to-date list and links to members' websites.



# CTPA Committees

## Sub-committees, Panels and Working Parties

### Commercial & Regulatory

#### Communications Advisory Group (CAG)

Kathy Rogerson (Chair)	<i>Procter &amp; Gamble UK</i>
Caroline Almeida (Vice-chair)	<i>Johnson &amp; Johnson</i>
Anna Bartle	<i>Estée Lauder Companies</i>
Charlotte Carroll	<i>Unilever UK</i>
Natalie Deacon	<i>Avon Cosmetics (UK)</i>
Enza Di Stasi	<i>PZ Cussons Beauty</i>
Claire Glauch	<i>Walgreens Boots Alliance</i>
Anna Lucuk	<i>L'Oréal (UK)</i>
Sanjay Mistry	<i>Henkel Beauty Care</i>
Clare Pitts	<i>Colgate-Palmolive (UK)</i>
Adelaide Sharples	<i>Revlon International</i>

#### International Committee

Chris Martin (Chair)	<i>Revlon International</i>
Garrett Moran (Vice-chair)	<i>Oriflame R&amp;D</i>
Marina Bishop	<i>Walgreens Boots Alliance</i>
Janet Blaschke	<i>International Cosmetics &amp; Regulatory Specialists</i>
Dr Catherine Davies	<i>Unilever UK</i>
Polly Falconer	<i>Kimberly-Clark Europe</i>
Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Karen Mann	<i>Burberry</i>
Becky Milner	<i>Reckitt Benckiser Healthcare</i>
Maria Naughton	<i>Vivalis Beauty</i>
Hervé Olivier	<i>Espa International</i>
Jane Pett	<i>The Body Shop International</i>
Debra Redbourn	<i>Godrej Consumer Products</i>
Nia Roberts	<i>Nice-Pak International</i>
Jim Thomas	<i>Deb Group Ltd</i>
Sue Wemyss	<i>Estée Lauder Companies (Whitman Laboratories)</i>

#### REACH Working Group

Penny Schuler (Chair)	<i>The Body Shop International</i>
Elizabeth Colson	<i>Robert McBride</i>
Polly Falconer	<i>Kimberly-Clark Europe</i>
Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Keira Ledger	<i>Walgreens Boots Alliance</i>
Chris Martin	<i>CMA (UK)</i>
Jason Vuong	<i>Kimberly-Clark Europe</i>

### Regulatory & Packaging Committee

Steve Paul (Chair)	<i>PZ Cussons (UK)</i>
Jim Thomas (Vice-chair)	<i>Deb Group</i>
Gill Baverstock	<i>Avon Cosmetics (UK)</i>
Giuseppe Bazzani	<i>Kimberly-Clark Europe</i>
Melanie Bonvarlet	<i>Reckitt Benckiser Healthcare</i>
Pam Green	<i>Walgreens Boots Alliance</i>
Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Martin MacKenzie-Smith	<i>Hampshire Cosmetics</i>
Dr Gillian Marsh	<i>Procter &amp; Gamble UK</i>
Stephanie Mathieson-Blake	<i>Reckitt Benckiser Healthcare</i>
Katriona Methven	<i>L'Oréal (UK)</i>
Dr Wazir Sohal	<i>Sally Beauty</i>
Tony Taylor	<i>Unilever UK Home &amp; Personal Care</i>
Agnieszka Trzesicka	<i>Estée Lauder Companies (Whitman Laboratories)</i>

### Scientific & Technical

#### Scientific Advisory Committee (SAC)

Dr Marie Kennedy (Chair)	<i>Elizabeth Arden (UK)</i>
Dr Amanda Long (Vice-chair)	<i>Avon Cosmetics (UK)</i>
Sue Butler	<i>Henkel Beauty Care</i>
Anne Connet	<i>CPL Aromas</i>
Rhian Eckley	<i>Unilever UK</i>
Polly Falconer	<i>Kimberly-Clark Europe</i>
June Graham	<i>Robert McBride</i>
Garry Ho	<i>GlaxoSmithKline Consumer Healthcare</i>
Dr John Hopkins	<i>Innovant Research</i>
Dr Mark Laing	<i>PZ Cussons (UK)</i>
Dr Gillian Marsh	<i>Procter &amp; Gamble UK</i>
Katriona Methven	<i>L'Oréal (UK)</i>
Robin Parker	<i>Acheson &amp; Acheson</i>
Sylvie Saulzet	<i>Reckitt Benckiser Healthcare</i>
Cinzia Vela	<i>Walgreens Boots Alliance</i>
Sue Wemyss	<i>Estée Lauder Companies (Whitman Laboratories)</i>

#### GMP Sub-committee

Dr Stephen Rawling (Chair)	<i>GlaxoSmithKline Consumer Healthcare</i>
Elizabeth Aspinall	<i>Estée Lauder Companies (Whitman Laboratories)</i>
Emma Braithwaite	<i>Swallowfield plc</i>
Clare Clark	<i>Schulke &amp; Mayr UK</i>
Mark Crawley	<i>Laleham Healthcare</i>
Angela Davies	<i>Microbiological Solutions</i>
Jane Gordon	<i>Unilever UK</i>

## Scientific & Technical

### Hair Preparations Sub-committee

Kathy Rogerson (Chair)	Procter & Gamble UK
Sue Butler	Henkel Beauty Care
Dr Catherine Davies	Unilever UK
Ruth Fenwick	Walgreens Boots Alliance
Stephen Kirk	Walgreens Boots Alliance
Chris Martin	CMA (UK)
Katriona Methven	L'Oréal (UK)
Debra Redbourn	Godrej Consumer Products
Clare Want	Combe International
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)

### Hair Salon Working Group

Pauline Cairns	Estée Lauder Companies
Michelle Cole	Henkel Beauty Care
Shayne Meadows	Henkel Beauty Care
Katriona Methven	L'Oréal (UK)
Debra Redbourn	Salon Success
Kathy Rogerson	Procter & Gamble UK
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Hilary Hall	National Hairdressers' Federation
Mike Patey	Hairdressing & Beauty Suppliers Association (HBSA)

### Microbiological Sub-committee

Andy Brack (Chair)	PZ Cussons (UK)
Emma Braithwaite	Swallowfield
Angela Davies	Microbiological Solutions
Tanya de Sa	Procter & Gamble UK
Annette Ellison	Walgreens Boots Alliance
Chris Martin	CMA (UK)
Dr Stephen Rawling	GlaxoSmithKline Consumer Healthcare
Jenny Trueman	LF Beauty (UK)
Helen Wheeler	Church & Dwight

### Raw Material Supplier Working Group

Pauline Ayres (Chair)	Azelis UK Life Sciences
Tracey Clark	KCC Basildon
Dr Garry Dix	CPL Aromas
Dr Nick Dixon	Innospec
Dr Michael Ellwood	Lonza Group
Patrick Jenness	BYK Additives
Barry Mooney	A&E Connock (Perfumery & Cosmetics)
Danielle O'Connor	Cornelius Produce Company
Keith Quarmby	Kingfisher Colours
Jim Smith	Aston Chemicals
Roxanne Smith	KCC Basildon
Jennie Teague	Vivimed Laboratories

### Sun Products Sub-committee

Dr Amanda Long (Chair)	Avon Cosmetics (UK)
Sandra Browne	Energizer Group
Dr Jack Ferguson	Skinnovation
Dr Gillian Marsh	Procter & Gamble UK
Katriona Methven	L'Oréal (UK)
Clare O'Connor	Walgreens Boots Alliance
Debra Redbourn	Godrej Consumer Products
Mike Salmon	LF Beauty (UK)
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Jenny Wild	Beiersdorf UK

### Toxicology Advisory Panel (TAP)

Stephen Kirk (Chair)	Walgreens Boots Alliance
Raymond Boughton	Delphic HSE Solutions
Elizabeth Colson	Robert McBride
Rhian Eckley	Unilever UK
Patricia Ellis	Kimberly-Clark Europe
Dr John Hopkins	Innovant Research
Dr Robert Priston	Priston Safety Assessments
Mary Spurgeon	Unilever UK Home & Personal Care

The above lists reflect the current membership of CTPA Committees, Sub-committees, Panels and Working Groups. In addition to the above groups, ad-hoc task forces and panels are set up as necessary. These currently include:

- Customer Care Group
- CTPA/BSCA (British Society of Cutaneous Allergy) Working Group

The CTPA Secretariat also maintains 'contact lists' of Members with special interests. The CTPA would like to thank all committee members for their valuable support through the year. Nominations of company experts to these groups are always welcome.



# CTPA and Members' Representatives to Cosmetics Europe

## Board of Directors (BoD)

Dr Chris Flower

CTPA

## Active Association Members (AAM)

Dr Chris Flower

CTPA

## Strategic Core Teams (SCT)

**What are they?** Groups created to focus on defined priority matters with work plans approved by the BoD.

Expert Teams (ET) and Task Forces (TF) – created to provide specific technical expertise and reporting directly to corresponding SCT.

🔗 Expert Team linked to SCT   🔗 Task Force linked to SCT

### SCT Regulatory Strategies

Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Dr Andrew Wilson	<i>GlaxoSmithKline Consumer Healthcare</i>
Graham Wilson	<i>Procter &amp; Gamble Technical Centres</i>
Olivia Santoni	CTPA

### 🔗 ET Cosmetic Products Regulation Application

Graham Wilson (Vice-chair)	<i>Procter &amp; Gamble Technical Centres</i>
Maggie Collier	<i>GlaxoSmithKline Consumer Healthcare</i>
Amanda Isom	CTPA
Olivia Santoni	CTPA

### 🔗 ET Future of Mandatory Consumer Information

Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Olivia Santoni	CTPA

### 🔗 ET Reach

Dr Marie Kennedy (Vice-chair)	<i>Elizabeth Arden (UK)</i>
Olivia Santoni	CTPA

### 🔗 TF Cosmetovigilance

Beverly Harris	<i>Estée Lauder</i>
Stephen Kirk	<i>Walgreens Boots Alliance</i>
Dr Kerstin Koenig	<i>Johnson &amp; Johnson</i>
Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Una O'Sullivan	<i>Procter &amp; Gamble Technical Centres</i>
Sue Wemyss	<i>Estée Lauder Companies (Whitman Laboratories)</i>
Dr Emma Meredith	CTPA

### SCT Ingredients

Pamela Bloor (Vice-chair)	<i>Unilever UK Home &amp; Personal Care</i>
Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Dr Kim Rich	<i>Procter &amp; Gamble Technical Centres</i>
Dr Joanna Rowland	<i>GlaxoSmithKline Consumer Healthcare</i>
Dr Emma Meredith	CTPA

### 🔗 ET Emerging Safety Issues

Dr Lauren Sudlow	CTPA
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### 🔗 ET Endocrine Modulation

Dr Emma Meredith (Chair)	CTPA
Caroline Almeida	<i>Johnson &amp; Johnson</i>
Matthew Dent	<i>Unilever UK Home &amp; Personal Care</i>
Graham Wilson	<i>Procter &amp; Gamble Technical Centres</i>
Dr Lauren Sudlow	CTPA

### 🔗 ET Environmental Ingredient Issues

Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Dr Lauren Sudlow	CTPA

### 🔗 ET Hair Preparations

Dr Catherine Davies	<i>Unilever UK</i>
Dr Emma Meredith	CTPA

### 🔗 ET Ingredient Monitoring and Assessment

Maggie Collier	<i>GlaxoSmithKline Consumer Healthcare</i>
Matthew Dent	<i>Unilever UK Home &amp; Personal Care</i>
Dr Marie Kennedy	<i>Elizabeth Arden (UK)</i>
Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Dr Kim Rich	<i>Procter &amp; Gamble Technical Centres</i>
Sue Wemyss	<i>Estée Lauder Companies (Whitman Laboratories)</i>
Dr Lauren Sudlow	CTPA

### 🔗 ET Nanotechnologies

Stuart Hewlins (Chair)	<i>Procter &amp; Gamble Technical Centres</i>
Dr Amanda Long	<i>Avon Cosmetics (UK)</i>
Dr Joanna Rowland	<i>GlaxoSmithKline Consumer Healthcare</i>
Amanda Isom	CTPA

### 🔗 ET Oral Care

Dr Andrew Wilson	<i>GlaxoSmithKline Consumer Healthcare</i>
Simon Young	<i>Unilever</i>

### 🔗 ET Perfumes

Dr Chris Powell	<i>Unilever</i>
Dr Kim Rich	<i>Procter &amp; Gamble Technical Centres</i>
Dr Leslie Smith	<i>Coty</i>
Dr Lauren Sudlow	CTPA

**§ ET Product Preservation**

Pamela Bloor (Chair)	Unilever UK Home & Personal Care
Dr Nicola Gilmour	Unilever UK Home & Personal Care
Dr Emma Meredith	CTPA

**§ TF Consumer Exposure**

Dr Sarah Tozer (Chair)	Procter & Gamble
Claire Davies	Unilever UK Home & Personal Care
Dr Lauren Sudlow	CTPA

**§ TF D4/D5**

Pauline Ayres	Azelis UK Life Sciences
Pamela Bloor	Unilever UK Home & Personal Care
Matthew Dent	Unilever UK Home & Personal Care

**§ TF International Nomenclature of Cosmetic Ingredients**

Maggie Collier	GlaxoSmithKline
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**§ TF MIT**

Pamela Bloor (Chair)	Unilever UK Home & Personal Care
Patricia Ellis	Kimberley-Clark
Dr Nicola Gilmour	Unilever UK Home & Personal Care
Stephen Kirk	Walgreens Boots Alliance
Dr Emma Meredith	CTPA

**SCT Alternatives to Animal Testing**

Melinda Friend	Colgate-Palmolive (UK)
Dr Pauline McNamee	Procter & Gamble Technical Centres
Dr Joanna Rowland	GlaxoSmithKline Consumer Healthcare

**§ AAT Core Group**

Dr Joanna Rowland	GlaxoSmithKline Consumer Healthcare
Dr Chris Flower	CTPA

**SCT Self-Regulation On Advertising**

Dr Chris Flower (Vice-chair)	CTPA
James Barnes	Unilever UK Home & Personal Care
Gill Baverstock	Avon Cosmetics (UK)
Graham Wilson	Procter & Gamble Technical Centres

**§ TF Claims**

Dr Chris Flower (Chair)	CTPA
Gill Baverstock	Avon Cosmetics (UK)
Dr Andrew Wilson	GlaxoSmithKline Consumer Healthcare
Graham Wilson	Procter & Gamble Technical Centres

**SCT International Convergence**

Dr Marie Kennedy	Elizabeth Arden (UK)
Dr Amanda Long	Avon Cosmetics (UK)
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Graham Wilson	Procter & Gamble Technical Centres
Olivia Santoni	CTPA

**§ ET Microbiological Protection of Products**

Dr Lorraine Caskie	Unilever UK Home & Personal Care
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**§ ET Natural/Organic Products**

Graham Wilson (Vice-chair)	Procter & Gamble Technical Centres
Gill Baverstock	Avon Cosmetics (UK)
Marina Bishop	Walgreens Boots Alliance
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)

**§ ET Sun Care Products**

Dr Paul Matts	Procter & Gamble Technical Centres
Dr Emma Meredith	CTPA

**§ ET Traces**

Stuart Hewlins	Procter & Gamble
Dr Amanda Long	Avon Cosmetics (UK)
Dr Kim Rich	Procter & Gamble Technical Centres

**§ ET Triage**

Olivia Santoni	CTPA
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**§ Task Force China**

Dr Marie Kennedy	Elizabeth Arden (UK)
Graham Wilson	Procter & Gamble Technical Centres
Olivia Santoni	CTPA

**§ Task Force India**

Olivia Santoni (Chair)	CTPA
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Graham Wilson	Procter & Gamble Technical Centres

**§ Task Force Russia**

Dr Amanda Long	Avon Cosmetics (UK)
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Graham Wilson	Procter & Gamble Technical Centres
Olivia Santoni	CTPA

**SCT Sustainable Development**

Olivia Santoni	CTPA
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**§ TF Life Cycle Analysis Carbon Footprint**

Andrew Jenkins	Walgreens Boots Alliance
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**SCT Trust & Reputation**

Dr Chris Flower (Vice-chair)	CTPA
Debbie Hunter	CTPA

**Expert Networks (EN)**

**What are they?** Expert networks advising the Board and providing support to Strategic Core Teams.

**EN Communications**

Caroline Almeida	Johnson & Johnson
Debbie Hunter	CTPA
Dr Chris Flower (Board mentor)	CTPA

**EN Legal**

James Barnes	Unilever UK Home & Personal Care
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**EN Scientific**

Paul Hepburn	Unilever
Dr Amanda Long	Avon Cosmetics (UK)
Dr Joanna Rowland	GlaxoSmithKline Consumer Healthcare
Dr Andrew Wilson	GlaxoSmithKline Consumer Healthcare
Dr Emma Meredith	CTPA



# Directors' Report and Financial Statements

## **12.1 The Cosmetic, Toiletry & Perfumery Association Limited (Limited by Guarantee) Registration No: 398046 Directors' Report Year ended 31 December 2014**

The directors present their report and the audited financial statements of the company no. 398046 for the year ended 31 December 2014. This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies.

### **Directors**

The members of the Board are the directors of the company. The current directors, and the directors who acted at any time during the financial year, appear on pages 4-5.

### **Principal Activities and Review of Operations**

The principal activities of the Association are to organise, study, protect, promote and further the interests of the cosmetic, toiletry and perfumery industry in the United Kingdom. These remained unchanged during the year under review and all the Association's work came within that general description. In carrying out this work the Association involved itself deeply in the work of the European cosmetics trade association, Cosmetics Europe. It is the Association's intention to continue to operate within the same general framework.

The Association's financial policy is to match income and expenditure over a period of years, subject to the need to maintain adequate working capital. Subscriptions for 2015 have been set at a level which takes into account the financial position at 31 December 2014.

### **Risk Management**

The Association has identified a number of risks including a potential shortfall in income from member subscriptions, an IT systems failure and/or security breach leading to a break-down in the expected membership service levels, a breach of UK/EU competition law by either our staff or members whilst on Association business/premises and a conflict of interest and/or related party transactions with Board members. Internal controls have been developed to reduce these risks including the alignment of budget with membership renewal levels, the funding of an IT systems business continuity programme, the highlighting of the need for staff and members to conduct themselves according to the CTPA's Competition Guidelines which are re-issued, highlighted and reviewed at appropriate times. These controls are reviewed periodically by the Board of Directors. Regular enquiry will be made of board members to ensure there are no conflicts of interest between CTPA and its Board members.

### **Financial Statements**

The financial statements show a surplus for the year after taxation of £67,646 (2013: £46,897 surplus) which, together with the surplus brought forward of £588,170 results in a balance to be carried forward of £625,816.

### **Charitable Contributions**

The Association has continued to support the Look Good ...Feel Better Programme in the UK by providing access to meeting facilities and administrative support to the registered charity Cosmetic, Toiletry & Perfumery Foundation (CTPF). In 2014, the CTPA's Director of Commercial Affairs also acted as Company Secretary to the CTPF. No charge is made for these services.



### Going Concern

The Association has adequate financial resources and is well placed to manage the business risks. Our planning process, including financial projections, has taken into consideration the current economic climate and its potential impact on the various sources of income and planned expenditure. The directors have a reasonable expectation that the Association has adequate resources to continue in operational existence for the foreseeable future. The directors believe that there are no material uncertainties that call into doubt the Association's ability to continue. The accounts have therefore been prepared on the basis that the Association is a going concern.

### Auditors

Insofar as each of the directors of the company at the date of approval of this report is aware there is no relevant audit information (information needed by the company's auditors in connection with preparing the audit report) of which the company's auditors are unaware. Each director has taken all of the steps that he/she should have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

Crowe Clark Whitehill LLP has expressed its willingness to continue as auditor for the next financial year and a resolution proposing their reappointment will be submitted to the forthcoming Board Meeting on 31 March 2015.

By order of the Board  
J Traylen, Secretary  
31 March 2015

## Statement of Directors' Responsibilities

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice.

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company at the end of the year and of the surplus or deficit of the company for the period.

In preparing those financial statements the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to assume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 2006. The directors are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud or other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website.

## Independent Auditor's Report to the Members of the Cosmetic, Toiletry and Perfumery Association.

---

We have audited the financial statements of the Cosmetic, Toiletry and Perfumery Association for the year ended 31 December 2014 which comprise the Income and Expenditure Account, the Balance Sheet and the related notes numbered 1 to 13.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### Respective responsibilities of directors & auditors

As explained more fully in the Statement of Directors' Responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Directors' Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### Opinion on financial statements

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2014 and of its surplus for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption in preparing the directors report.

### Tina Allison

Senior Statutory Auditor

For and on behalf of Crowe Clark Whitehill LLP

Statutory Auditor

London

27 April 2015

## 12.2 Financial Statements 31 December 2014

These accounts are prepared in accordance with the special provisions (of Part 15) of the Companies Act 2006 relating to small entities.

The notes on pages 42 to 44 form part of these statements.

Approved by the Board on 31 March 2015 and signed on its behalf:

**Ged O'Shea**  
Chairman, CTPA

**Max Costantini**  
Vice-chairman, CTPA

**Aimee Goldsmith**  
Vice-chairman, CTPA

**John Harold**  
Honorary Treasurer, CTPA

## Income and expenditure account for the year ended 31 December 2014

	Notes	2014 £	2013 £
<b>Subscription income</b>	3	<b>1,726,143</b>	1,651,016
Administrative expenses		<b>(1,695,228)</b>	(1,626,404)
		<b>30,915</b>	24,612
Income from other member activities and events		<b>93,740</b>	31,102
Associated direct expenses		<b>(61,178)</b>	(12,884)
		<b>32,562</b>	18,218
<b>Operating surplus</b>	4	<b>63,477</b>	42,830
Other income	7	<b>5,211</b>	5,083
<b>Surplus before taxation</b>		<b>68,688</b>	47,913
Taxation	8	<b>(1,042)</b>	(1,017)
<b>Surplus for the year</b>		<b>67,646</b>	46,896
Balance at 1 January 2014		<b>558,170</b>	511,274
Surplus for the year		<b>67,646</b>	46,896
<b>Balance at 31 December 2014</b>		<b>625,816</b>	558,170

There are no recognised gains or losses in either year other than as disclosed above. The notes on pages 42 to 44 form part of these financial statements.

## Balance sheet at 31 December 2014

	Notes	2014 £	2013 £
<b>Fixed assets</b>			
Tangible assets	9	<b>218,577</b>	195,732
<b>Current assets</b>			
Debtors	10	<b>285,160</b>	273,663
Short term deposits		<b>250,000</b>	500,000
Cash at bank and in hand		<b>885,909</b>	553,610
		<b>1,421,069</b>	1,327,273
<b>Creditors: amounts falling due within one year</b>	11	<b>(1,013,830)</b>	(964,835)
<b>Net current assets</b>		<b>407,239</b>	362,438
<b>Total assets less current liabilities</b>		<b>625,816</b>	558,170
<b>Accumulated surplus</b>		<b>625,816</b>	558,170

### 12.3 Notes to the Financial Statements 31 December 2014

#### 1. Status of company

The company was incorporated on 23 August 1945 and is limited by the guarantee of its members. The guarantee of each member is restricted to one pound sterling.

#### 2. Accounting policies

##### A. Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards. The financial statements have been prepared on a going-concern basis as discussed in the Directors' report on pages 38-39.

##### B. Depreciation of tangible fixed assets

The cost of tangible assets is written off on a straight line basis over their expected useful lives as follows:

Office furniture	- 10 years
Office fixtures	- over the period of the lease on buildings
Office equipment	- 3 to 5 years

The carrying values of tangible fixed assets are reviewed for impairment if events or changes in circumstances indicate the carrying value may not be recoverable.

Office equipment includes costs relating to computer equipment and website development.

##### C. Subscription income

Subscription income is recognised when received and is allocated to the financial year to which the subscription relates. Subscriptions received in advance are recorded as deferred income.

##### D. Foreign currencies

Transactions in foreign currencies for which forward exchange contracts have been entered into as a hedge against potential exchange rate movements are translated at the relevant forward contract rates of exchange. All other transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated into sterling at the year end rate of exchange. Exchange differences arising from this retranslation are taken to the income and expenditure account.

##### E. Pension costs

The company provides defined contributions to personal pensions. Contributions are charged in the income and expenditure account as they become payable in accordance with the rules of the scheme.

##### F. Operating losses

Rental costs under operating leases are charged to the profit and loss as they fall due.

#### 3. Subscription income

Subscription income comprises subscriptions receivable, exclusive of VAT, in respect of continuing activities.

#### 4. Operating profit

	2014	2013
	£	£
The operating profit is stated after charging:		
Depreciation of tangible fixed assets	<b>130,795</b>	133,518
Auditors' remuneration	<b>9,730</b>	9,450
Rent of leasehold property	<b>88,306</b>	75,000
Office equipment lease rentals	<b>6,206</b>	6,994

## 5. Directors' emoluments

None of the Board members received any remuneration for their services to the company during the year.

## 6. Staff costs

	2014	2013
	£	£
Wages and salaries	592,532	562,156
Social security costs	72,801	70,744
Other pension costs	67,555	62,319
	<b>732,888</b>	695,219
The average monthly number of employees during the year was		
	<b>10</b>	10

## 7. Other income

	2014	2013
	£	£
Bank and other interest receivable	5,211	5,083

## 8. Taxation

The tax charge for the year of £1,042 (2013: £1,017) represents UK corporation tax on the income from bank and other interest of 20% for the period 1 January 2014 – 31 December 2014.

## 9. Tangible fixed assets

	Office Furniture and fittings £	Office Equipment £	Total £
Cost			
At 1 January 2014	109,493	471,104	580,597
Additions	1,841	151,799	153,640
Disposals	(33,306)	(114,006)	(147,312)
<b>At 31 December 2014</b>	<b>78,028</b>	<b>508,897</b>	<b>586,925</b>
Depreciation			
At 1 January 2014	94,987	289,878	384,865
Charge for the year	14,149	116,646	130,795
Disposals	(33,306)	(114,006)	(147,312)
<b>At 31 December 2014</b>	<b>75,830</b>	<b>292,518</b>	<b>368,348</b>
<b>Net Book Value</b>			
<b>At 31 December 2014</b>	<b>2,198</b>	<b>216,379</b>	<b>218,577</b>
At 31 December 2013	14,506	181,227	195,732

**10. Debtors**

	2014 £	2013 £
Other debtors	209,021	169,845
Prepayments and accrued income	76,139	103,818
	<b>285,160</b>	273,663

**11. Creditors: amounts falling due within one year**

	2014 £	2013 £
Trade creditors	42,267	75,472
Corporation tax	1,042	1,017
Deferred income (subscriptions)	641,449	610,391
Accruals	15,035	15,945
Other taxes and social security	314,037	262,010
	<b>1,013,830</b>	964,835

**12. Forward exchange contract**

CTPA has entered into a forward contract for settlement on 8 April 2015 to purchase €243,000 at a rate of €1.214 : £1 as a hedge relating to the payment of the 2015 subscription to Cosmetics Europe.

**13. Financial commitments**

The annual commitments under non-cancellable operating leases were as follows:

	Land and buildings		Office equipment	
	2014 £	2013 £	2014 £	2013 £
Lease expiring:				
In less than one year	-	37,500	-	-
In one to two years	100,000	-	6,142	-
In two to five years	-	-	-	6,142

The current lease on Josaron House expires on 23 June 2016 (annual rent £100,000).

## 12.4 Detailed income and expenditure

A quick guide to income and expenditure:

### Total income 2014/2013

<b>2014</b>	<b>£1,762,874</b>
2013	£1,673,300

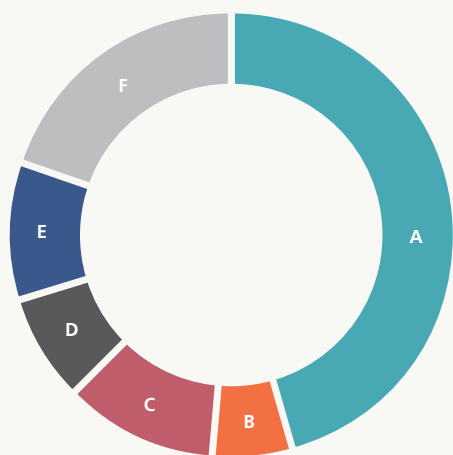
### Total expenditure 2014/2013

<b>2014</b>	<b>£1,695,228</b>
2013	£1,626,404

### Surplus for the years 2014/2013

<b>2014</b>	<b>£67,646</b>
2013	£46,896
0	£100,000

### Administrative expenses 2014

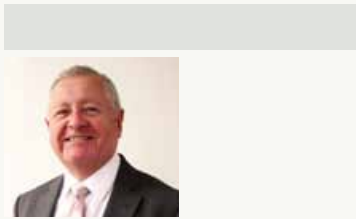


- A. Staff and other costs [45.8%]
- B. Communications [5.6%]
- C. Cosmetics Europe [11.3%]
- D. Depreciation, exchange rate variance [7.7%]
- E. Office premises and other services [9.9%]
- F. Other expenditure [19.7%]

	<b>2014</b>	2013
	<b>£</b>	£
Subscription income		
Ordinary Members	<b>1,681,863</b>	1,610,241
Associate Members	<b>44,280</b>	40,775
	<b>1,726,143</b>	1,651,016
Other operating income		
Surplus from seminars, publications, etc	<b>32,562</b>	18,218
Interest receivable		
Bank interest receivable	<b>5,211</b>	5,083
Less provision for corporation tax	<b>(1,042)</b>	(1,017)
	<b>4,169</b>	4,066
<b>Total income</b>	<b>1,762,874</b>	1,673,300
Administrative expenses		
Staff costs	<b>763,474</b>	724,979
Other personnel expenses & recruitment	<b>13,295</b>	15,425
Rent	<b>88,306</b>	75,000
Rates	<b>37,694</b>	36,825
Service charges	<b>15,559</b>	27,729
Heat, light and utilities	<b>11,790</b>	11,613
Telephone, communications, post	<b>26,499</b>	28,896
CTPA websites, IT network, database	<b>115,312</b>	102,232
Printing, journals, supplies	<b>33,649</b>	29,800
Office equipment leasing costs	<b>6,206</b>	6,994
UK travel, functions, meetings and staff training	<b>46,848</b>	28,203
Overseas travel and expenses	<b>32,574</b>	33,709
Chairman's expenses	<b>0</b>	0
Communications	<b>94,322</b>	106,215
Professional subscriptions	<b>3,603</b>	3,029
Professional services	<b>38,652</b>	29,817
Audit	<b>9,730</b>	9,450
Cosmetics Europe		
- subscription	<b>166,832</b>	168,030
- SCAAT	<b>21,336</b>	21,736
- General Assembly	<b>2,926</b>	2,788
Office insurances and sundries	<b>14,767</b>	13,399
Higher education grants	<b>10,000</b>	10,000
Educational resources	<b>7,760</b>	4,311
Donations	<b>0</b>	0
Depreciation, disposal, exchange rate variance	<b>130,822</b>	133,199
Bank charges	<b>3,272</b>	3,025
<b>Total expenditure</b>	<b>1,695,228</b>	1,626,404
<b>Surplus for the year</b>	<b>67,646</b>	46,896



# Who's Who at CTPA



**Dr Chris Flower** Director-General  
**Responsible for:** strategic direction; public voice of the Association; external stakeholder engagement; international relations

## Commercial and Communications



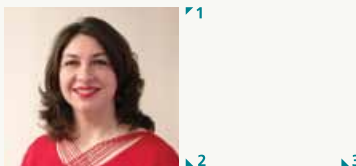
**1. Debbie Hunter** Director of Commercial Affairs  
**Responsible for:** strategic communications; Board management; membership relations and services



**2. Julia Hewitt** Commercial Affairs Co-ordinator & Database Manager  
**Responsible for:** membership services; CTPA Newsletter; CTPA events; database; office administration

**3. Eleanor O'Connor** Communications Co-ordinator  
**Responsible for:** PA to the D-G; media monitoring; communications

## Scientific and Technical



**1. Dr Emma Meredith** Director of Science  
**Responsible for:** strategic scientific & technical; hair products; sun products; safety assessment; cosmetovigilance



**2. Amanda Isom** Technical Affairs Manager  
**Responsible for:** technical enquiries; CMRs; CPNP; Product Information File; nanotechnology; website controller

**3. Dr Lauren Bailey (née Sudlow)** Scientific Affairs Manager  
**Responsible for:** scientific enquiries; tracking ingredient issues; monitoring research; sun products; endocrine disruptors; fragrances

## Regulatory and International



**1. Olivia Santoni** Head of Regulatory & International Services  
**Responsible for:** Strategic regulatory affairs & international regulations; borderline & claims issues; chemicals, REACH & environmental issues



**2. Erika Bonnegrace** Regulatory Information Officer  
**Responsible for:** regulatory & international enquiries; labelling & packaging; tracking regulatory issues and updating online manuals

**3. Ifra Siddiqui** Regulatory Assistant  
**Responsible for:** providing support to regulatory department; regulatory enquiries; updating regulatory database and website

## Administration



**Joyce Traylen** Company Secretary  
**Responsible for:** company management; accounts; office systems; membership accounts

# The Value of CTPA Membership

The CTPA is widely regarded by government, European and international stakeholders and the media alike as the credible voice of the UK cosmetic, toiletry and perfumery industry.

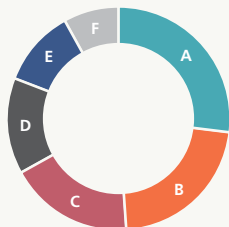
**“To be the authoritative public voice of a vibrant and responsible UK industry trusted to act responsibly for the consumer”**



## Representing members worldwide

- Over 175 members representing small, medium, large and multi-national companies supplying the UK market
- Companies include manufacturers, brand owners, distributors, retailers, ingredient suppliers, contract manufacturers as well as companies acting as Responsible Person and those who carry out services such as analytical laboratories, claims substantiation and safety assessment
- Representing around 80% by value of the £8.4 billion UK market supply (2014 retail sales value)

A membership survey in 2014 placed these advice areas as the highest priority for members:

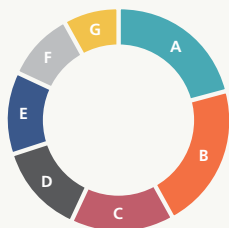


### Direct individual member help - highest priority areas for members

- A. Confidential one-to-one advice with CTPA expert staff [27%]
- B. Help with overseas (outside EU) regulatory issues [22%]
- C. Help with labelling and claims issues [18%]
- D. Help with borderline issues [14%]
- E. Ability to work on CTPA committees [11%]
- F. Ability to understand and contribute to the work of Cosmetics Europe either directly or via CTPA staff [8%]

## Key objectives

- Take a leading representative role in key issues affecting members’ ability to compete on a level playing field; offering value for money to members and setting the bar high
- Work with all key stakeholders to provide creative, pragmatic solutions to new issues and to build confidence and trust in the industry’s safe, effective products
- Intercept media issues with fast, robust rebuttal through our dedicated consumer website, [www.thefactsabout.co.uk](http://www.thefactsabout.co.uk), a key research resource for journalists, consumers, stakeholders and members

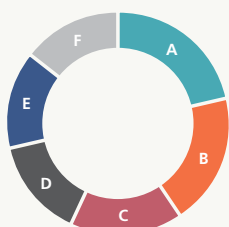


### Direct member help - highest valued services for all

- A. Interpretation of EU legislative requirements [21%]
- B. Advance notice of upcoming regulatory change in Europe [21%]
- C. Regular updates on the status of ingredients under EU review [15%]
- D. Representation to the regulatory authorities and self-regulatory authorities [13%]
- E. Advice on industry best practices [12%]
- F. Practical advice on enforcement (Trading Standards) [10%]
- G. Attending CTPA topic-specific events [8%]

## Working with members

- Individual confidential advice provided to members by experienced regulatory, scientific and technical staff on anything from ingredient issues, interpretation of current regulations and advice on enforcement issues to best practice manufacturing guidance
- 24/7 members’ only intranet full of useful guidance, up-to-date news and with time-saving issue tracking – all company employees can access this tool wherever they are in the world
- Cosmetics Basics - free workshops for members at CTPA to help maximise your membership
- Topic-specific seminars and committee meetings driven by area of competence or issue



### CTPA's communication activities - most valued aspects

- A. Media alerts and updates on media activity to/from CTPA [21%]
- B. CTPA consumer website ‘In the News’ section [19%]
- C. CTPA relationship with regulatory stakeholders [16%]
- D. Pro-active communication initiatives [16%]
- E. CTPA public voice with the media (spokesperson quoted) [14%]
- F. CTPA relationship with other key stakeholders [14%]

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Visit our consumer website at  
[www.thefactsabout.co.uk](http://www.thefactsabout.co.uk)



[ctpa.org.uk](http://ctpa.org.uk)