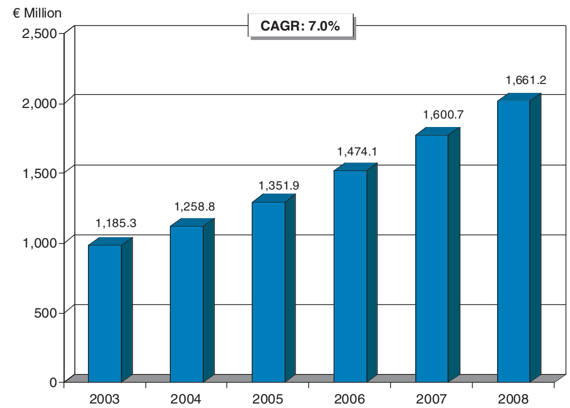
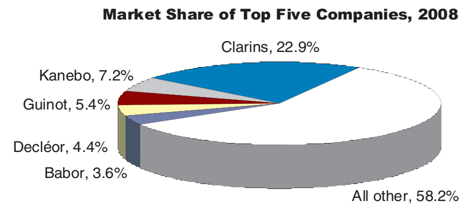
Professional Skin Care 2008:
Europe Market Analysis and Opportunities
Fact Sheet



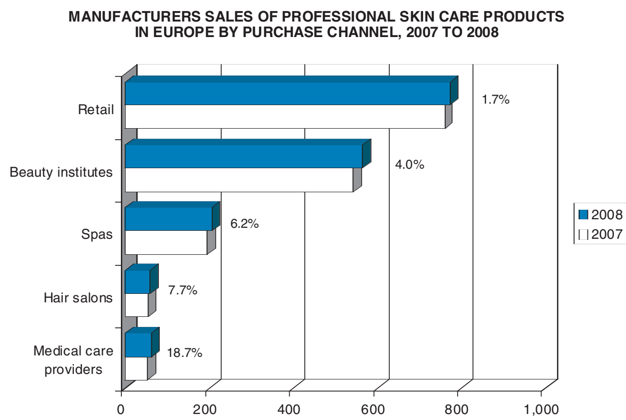
The Market

The European professional skin care market overall has shown moderate growth since 2003. Manufacturers' sales of professional skin care products in Europe post a 3.8% increase for the year, and take-home products represent the largest segment.



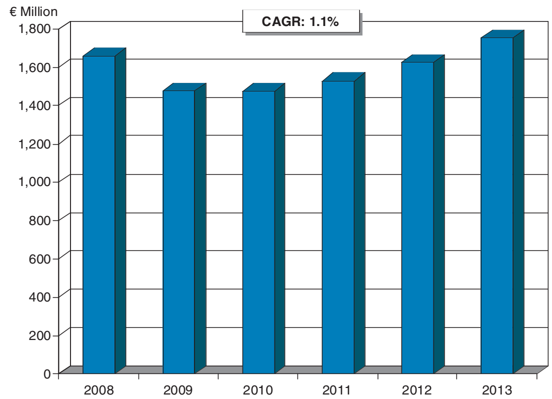
Competitive Landscape

The professional skin care market in Europe is highly fragmented and increasingly competitive with niche brands being created and retail brands crossing over into professional channels. Clarins remains the leading player with sales of €379.8 million in 2008 and has the strongest presence in retail channels.



Channels of Distribution

Most professional skin care marketers position their brands toward one or two select channels. Retail stores remains the largest purchase channel for professional skin care sales, although the segment registers only slight growth of 1.7%. Beauty institutes follow with moderate growth, capturing 33.9% of total sales.



Future Outlook

The professional skin care market is expected to show limited growth to 2013 due in part to a significant drop in sales in 2009. The fastest growth is expected to register by new medical spas being created around Europe, as well as the increase in demand for non-surgical cosmetic procedures such as chemical peels. Beauty institutes and retail outlets will lose share to medical care providers and spas during 2008 to 2013.