

Professional Skin Care 2010 Global Series:

Market Analysis and Opportunities

8th Edition

Base Year: 2010

Regional Coverage

Asia:

Japan: Published December 2010

China: Published July 2011

Europe: Published February 2011

United States: Published February 2011

A comprehensive series of reports on professional skin care brands sold through spas, salons, beauty institutes, physician offices, and retail stores, focusing on key trends, market developments, competitive landscape, and opportunities. This report series addresses such questions as:

- How can this market experience growth in today's new economy?
- What role does diversification play in terms of distribution strategies?
- Which are the fastest-growing brands and why?
- What does the future hold?

Features interactive online database

Professional Skin Care 2010 Global Series: Market Analysis and Opportunities

Report Scope

This report series provides a comprehensive analysis of skin care products sold and used in professional channels such as spas, beauty institutes, and doctors' offices. It offers detailed brand profiles of the major players and examines the key channels of distribution.

This series covers consumable topical skin care products sold via professional channels, including take-home (retail) and back-bar (professional use) products.

The geographic scope for the 2010 series continues to include the United States and Europe. New to this edition are coverage of Japan and third year coverage of China. Japan is the largest market for skin care products in the world, and China traditionally is one of the fastest-growing markets for skin care.

Key Benefits

To identify the opportunities in this fast-growing yet hard-to-track industry, marketers should fully understand the companies that participate in it. Kline provides a highly reliable and independent assessment of professional skin care product consumption and market share. This report series enables subscribers to exploit business opportunities by understanding market growth, forecasts, future trends, and the competitive landscape for this high-margin sector.

The report provides subscribers with:

- An examination of business opportunities regionally for personal care manufacturers, marketers, and retailers
- A resource to augment business plans with reliable insights and data
- An appraisal of market trends and emerging product innovations
- Competitive intelligence for use in benchmarking
- An unbiased resource for screening potential merger and acquisition candidates, alliance partners, and/or customers

Professional Skin Care 2010 Global Series: Market Analysis and Opportunities is available through a Web-based format for easy access anywhere throughout the world. Subscribers have unlimited access to the report contents through via a sophisticated but easy-to-use database. The database features the following capabilities:

- Search capabilities by company, brand, and region
- Flexible search options
- Subtotaling abilities
- Easy access to sales, market shares, growth rates, and forecasts

Forecasts in the report series are generated with Kline's FutureView Scenario Forecasting Model. With the enhanced forecasts, subscribers can see how adjustments in the assumptions behind the forecasts can bring about different outcomes.

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Report Contents

EXECUTIVE OVERVIEW

This report provides a comprehensive overview of the global market in terms of sales, competition, regional differences, and opportunities. It is available only to subscribers of all regional reports.

Table of Contents for Each Regional Report

1. INTRODUCTION

- Format
- Scope
- Sources and methods

2. EXECUTIVE SUMMARY

This chapter provides an overview of key industry statistics and trends, including:

- Sales and growth
- Key trends in products and services
- Channels of distribution
- Geographic dispersion (where applicable)
- Competitive landscape
- Key lessons learned
- Outlook to 2015

3. PRODUCTS

- Product trends
- Sales by product type
- Sales by purchase channel
- Sales by skin care condition
- Promotion and sampling activity
- Outlook to 2015

4. BRAND PROFILES

Brief profiles provided for approximately 20 key brands/companies marketing skin care products that are offered in professional channels, as listed in Table 1.

Information includes:

- Company overview
- Sales

- Product offerings
- New product activity
- Distribution
- Outlook to 2015

5. PURCHASE CHANNELS

Profiles are provided for each of the purchase channels listed in Table 2.

Information includes:

- Channel development
- Number of outlets/doors
- Geographic dispersion (where applicable)
- Product sales for skin care
- Sales for key skin care brands
- Product mix/pricing
- Outlook to 2015

Table 1: Brands Profiled

China

- Amitabha
- Chants
- Chlitina
- Decléor
- Deynique
- Energy
- Gatineau
- Germaine de Capuccini
- G.M. Collin
- Guinot
- HK Plant
- La Colline
- Matis
- Natural Beauty
- Pevonia
- Poet
- Sothys
- Toplink
- Your-Life

Europe

- Académie Scientifique de Beauté
- Anne Semonin
- Babor
- Bielenda Professional
- Carita
- Clarins
- Decléor
- Dermalogica
- Elemis
- Ella Baché
- ESPA
- Gatineau
- Germaine de Capuccini
- Guinot/Mary Cohr
- Institut Esthederm
- Keraskin Esthetics
- Klapp
- Maria Galland
- Matis
- Medik8
- Natura Bissé
- Payot
- Phyt's
- Phytomer
- Sothys
- Thalgo

Japan

- Decléor
- Dermalogica
- Dr. Kits
- Ella Baché
- Environ
- Esthetwin
- Germaine de Capuccini
- Guinot/Mary Cohr
- Institut Esthederm
- Janssen Cosmeceutical
- Maria Galland Paris
- Natura Bissé
- Navision
- NeoStrata
- Obagi
- Phytomer
- SkinCeuticals
- Sothys
- Takano Yuri
- Yon-Ka

United States

- Aveda
- B. Kamins Chemist
- Biopelle
- Cures by avancé
- Darphin
- Decléor
- Dermalogica
- Eminence Organic Skin Care
- Epicuren Discovery
- Glytone
- Jan Marini
- M.D. Forté, Prevage MD, Vivité, and Clinique Medical
- Murad
- NeoStrata
- Obagi Medical Products
- Phytomer
- Repêchage
- Revaléskin
- SkinCeuticals
- SkinMedica
- Sothys

Table 2: Purchase Channels Profiled

- Beauty institutes and salons
 - Medical care providers-a
 - Retail stores
 - Spas
- a- Where applicable. Includes dermatologists, plastic surgeons, medical spas, and others.

Methodology

Kline is unmatched in our ability to gather hard-to-get market and competitive intelligence with a high degree of confidence. Kline's market analysis approach places the principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable.

During the course of field research, Kline's professional staff of industry experts conducted in-depth discussions and personal interviews with a wide range of knowledgeable industry participants and opinion leaders, including professional skin care product manufacturers and marketers, distributors and suppliers, key retailers, public relations executives, and other direct influencers on brand and supplier purchase decisions. This approach has proven to be the most effective and reliable approach to obtaining accurate market data, capturing expert insights, and identifying business opportunities.

Primary research represents the bulk of our research efforts; however, this analysis is supplemented by secondary research drawn from suppliers' product literature and price lists; recent trade and technical publications, Internet sources, store checks, and company financial reports.

Kline Credentials

Kline is a worldwide consulting and research firm dedicated to providing the kind of insight and knowledge that helps companies find a clear path to success. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 50 years.

Kline's research and consulting services extend across the entire personal care industry value chain. Our solutions have helped clients develop better ways to create and profit from new business opportunities, respond to competitive and economic threats, improve productivity, achieve sustainable growth, and optimize performance. Kline provides clients with facts, forecasts, and recommendations based solidly on the realities of the market.

Our market research reports and services are designed to provide subscribers with a deeper understanding of their markets, an outlook for their business, and accurate information about their competitors. Our clients tell us they often use Kline's market research to validate their own internal analysis, and many clients rely on Kline reports as their most critical source of information.

For more information about this study or Kline's other services, e-mail us at sales@klinegroup.com, visit our website at www.KlineGroup.com, or contact us at any of our regional offices listed below.

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Recently published or in-progress research for the Consumer Products industry includes:

- Cosmetics & Toiletries
- Beauty Retailing
- Natural Personal Care
- Salon Hair Care
- Consumer Insights of Personal Care and Innovation

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Ordering Information & Contract

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