

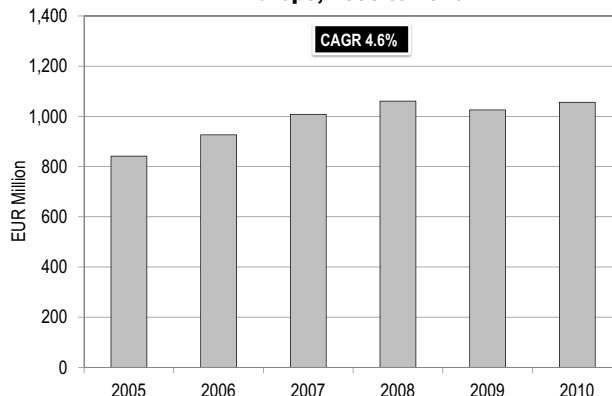
Professional Skin Care 2010: Europe Market Analysis and Opportunities

Fact Sheet

The Market

Following a 3.3% decline in 2009, the market recovered in 2010, posting a 3.0% increase, bringing it close to the 2008 sales peak.

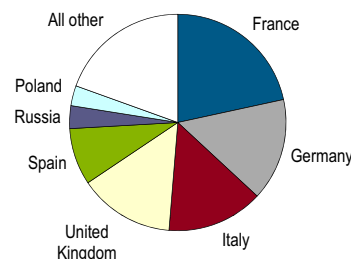
Manufacturers' Sales of Professional Skin Care Products in Europe, 2005 to 2010



Sales by Country

The largest five European markets account for 74.2% of total professional skin care sales in 2010. France is the leading market with close to a 22% share.

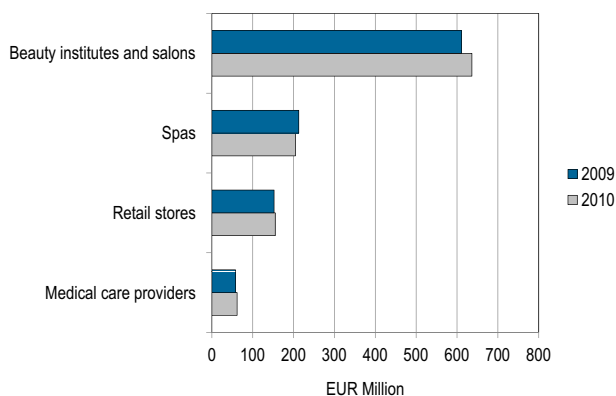
Manufacturers' Sales of Professional Skin Care Brands in Europe by Country, 2010



Channels of Distribution

Beauty institutes and salons remain the largest purchase channel, although the fastest growth in 2010 is experienced by medical care providers.

Manufacturers' Sales of Professional Skin Care Products in Europe by Purchase Channel, 2009 to 2010



Competitive Landscape

The Europe market is highly fragmented in terms of the number of players. Guinot is the leading brand in 2010, followed by Babor. Most of the leading professional skin care brands show sales growth in 2010.

Professional Skin Care Market Sales of Leading Marketers, 2010

