

Cosmetics at the
heart of personal care
for millions of people
everyday

**Market
Performances
2015**

European Cosmetic, Toiletry
& Perfumery Data

Graphs

- Page 2 Table of contents
- Page 3 Value comparison of Europe, and other major markets - USA, Japan, China, Brazil, South Korea and India in 2015
- Page 4 Extra Import from US, Japan and China
- Page 5 Total retail value of the EU cosmetics industry
- Page 6 Market volume by country
- Page 7 Number of SME s per country
- Page 8 European C&T market: Annual growth 2013-2015, RSP and % growth
- Page 9 European C&T market 2015: Market changes in Euros 2015/2014
- Page 10 European C&T market 2015: Annual per capita consumption by country
- Page 11 European C&T market 2015: Market changes by product category
- Page 12 European C&T market 2015: Market share by product category
- Page 13 Extra EU28 export
- Page 14 Total Export EU28
- Page 15 Employment: Total and by gender
- Page 16 Employment: Direct and indirect employees
- Page 17 Employment overview

Tables

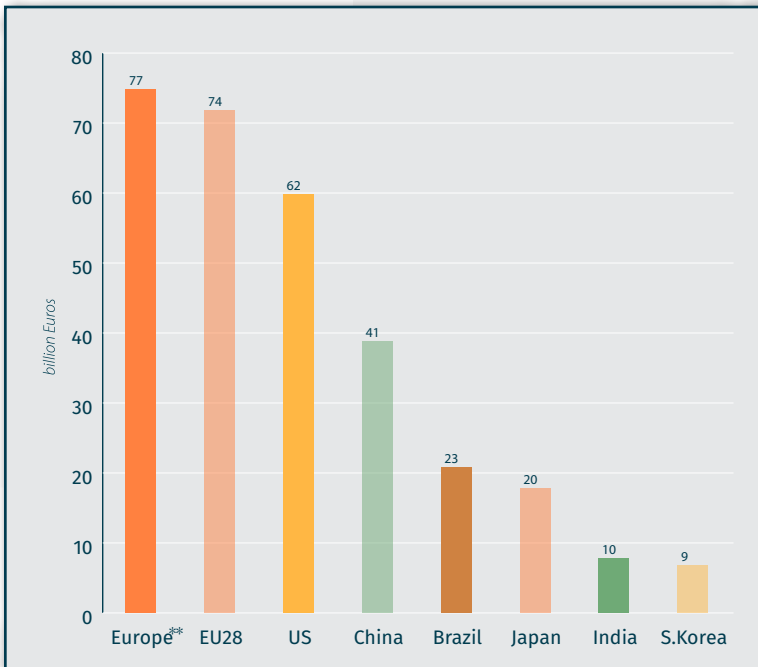
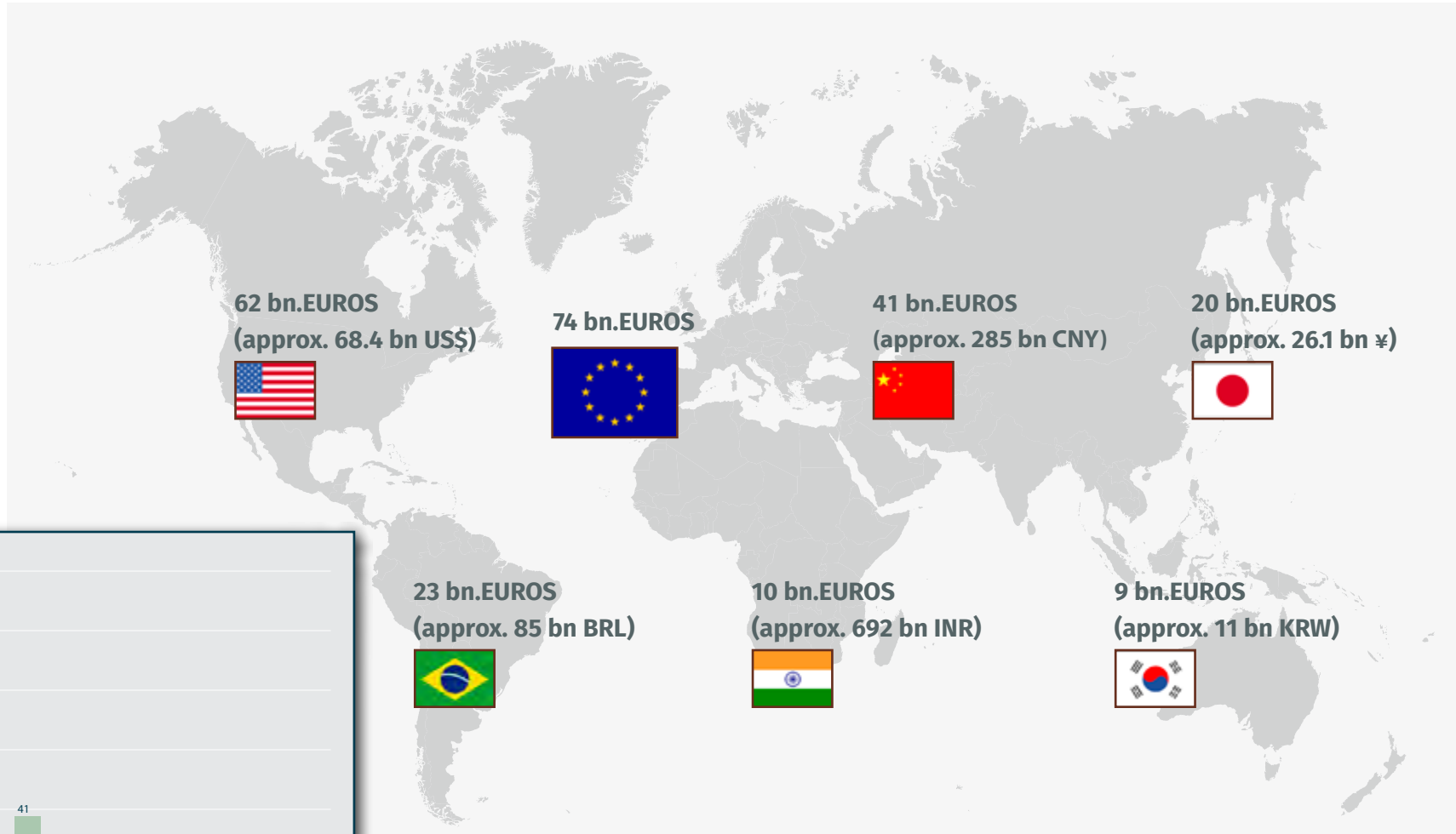
- Page 18 European C&T market 2013-2015: Basic data in national currency
- Page 19 European C&T market 2013-2015: Market volume by country (RSP)
- Page 20 European C&T market 2013-2015: Market volume by country (MSP)
- Page 21 European C&T market 2015: National markets by product category (RSP)
- Page 22 European C&T market 2015: National markets by product category (MSP)
- Page 23 European C&T market 2015: National markets by product category structure (RSP)
- Page 24 European C&T market 2015: National markets by product category structure (MSP)
- Page 25 European C&T market 2015: Product category structure by country (%) (RSP)
- Page 26 European C&T market 2015: Product category structure by country (RSP)
- Page 27 European C&T market 2015: Product category structure by country % (MSP)
- Page 28 European C&T market 2015: Product category structure by country (MSP)
- Page 29 European C&T market 2015: Changes in national markets by product category
- Page 30 European C&T market 2015: Changes in national markets by product category
- Page 31 European C&T market 2013-2015: Per capita consumption by country (RSP)
- Page 32 Population 2013-2015 by country
- Page 33 Gross domestic product 2013-2015 by country
- Page 34 Exchange rates 2013-2015 by country

* C&T = Cosmetics & Toiletries

Please note that the difference in some values is due to the nomenclature used (based on NA CE indicators as per the Cosmetics Europe statutes) and on the data source used.

EUROPEAN INDUSTRY MARKET SHARE vs GLOBAL PERSPECTIVE

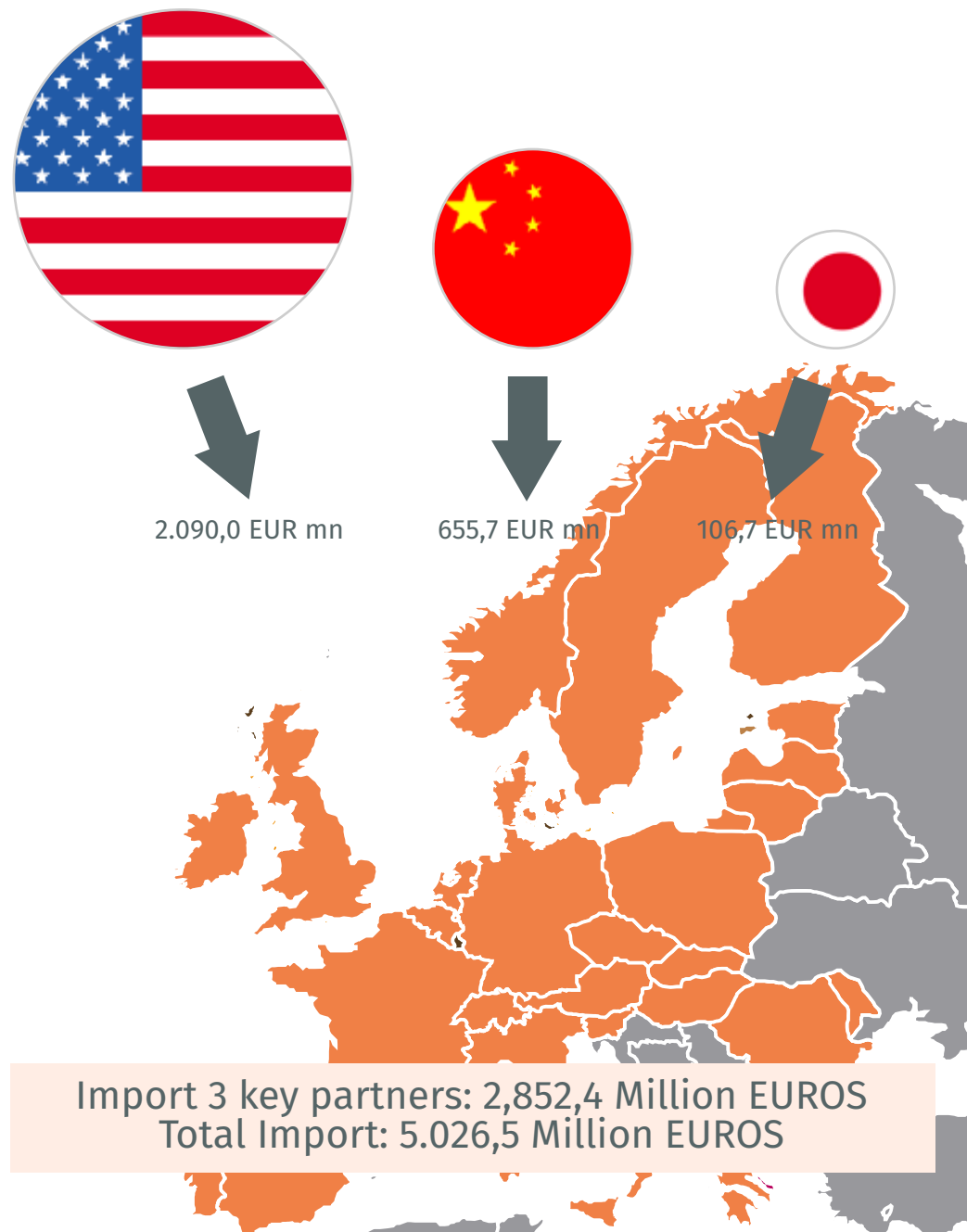
Value comparison of Europe, and other major markets - USA, Japan, China, Brazil, South Korean and India in 2015
Retail sales prices (RSP) in bn Euros*

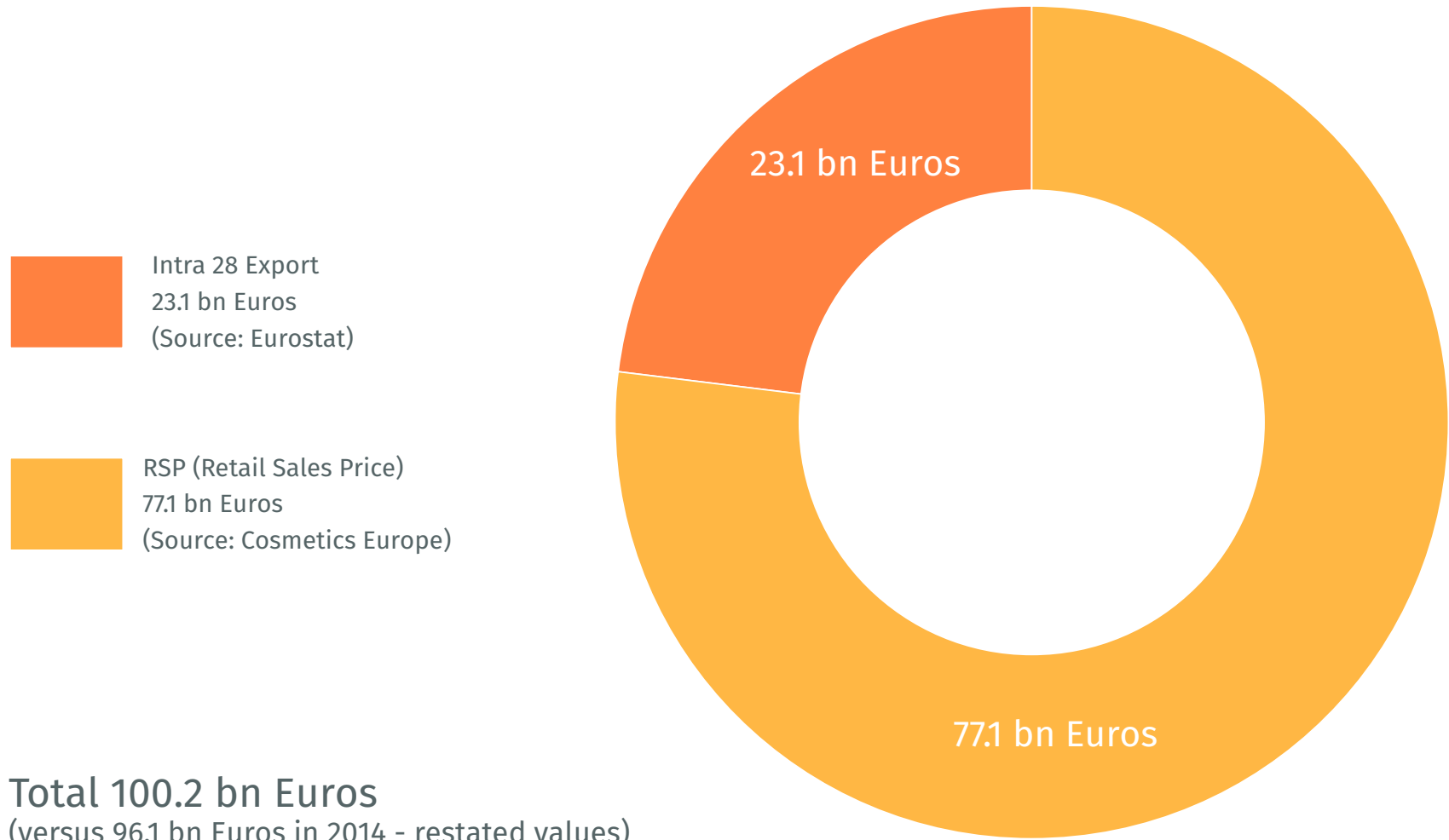


* MSP Source: Kline & Company Inc. (USA), Japan Cosmetic Industry Association (JCIA), Japan Dentifrice Manufacturers' Association (JDMA), Japan Soap and Detergent Association (JSDA), China, Brazil, India, S.Korea, (Euromonitor) according to Cosmetics Europe product nomenclature, assuming a MSP/RSP conversion factor of 1,6

** EU 28 + Norway and Switzerland estimated 77 bn EUR in 2015

	CHINA	JAPAN	USA
AUSTRIA	2.3	0.0	10.7
BELGIUM	17.3	4.0	190.2
BULGARIA	0.8	0.0	0.8
CROATIA	0.5	0.0	1.3
CYPRUS	0.5	0.0	1.6
CZECH REPUBLIC	2.6	0.2	13.6
DENMARK	8.6	0.3	31.6
ESTONIA	0.8	0.1	2.3
FINLAND	0.9	0.2	6.9
FRANCE	68.5	24.3	289.2
GERMANY	57.2	52.0	250.9
GREECE	5.6	0.0	9.2
HUNGARY	1.7	0.1	5.1
IRELAND	3.0	0.1	14.5
ITALY	47.0	0.6	41.0
LATVIA	1.6	0.1	1.3
LITHUANIA	0.6	0.0	3.9
LUXEMBOURG	0.0	0.4	0.6
MALTA	0.3	0.0	0.9
NETHERLANDS	53.0	2.7	289.5
POLAND	48.1	0.5	26.0
PORTUGAL	0.2	0.0	0.5
ROMANIA	3.4	0.5	2.4
SLOVAKIA	0.4	0.0	0.6
SLOVENIA	2.2	0.0	2.8
SPAIN	43.4	1.5	61.4
SWEDEN	9.1	0.4	59.2
UK	268.5	14.5	698.7
SWITZERLAND	1.4	0.1	4.9
NORWAY	6.3	4.1	68.3

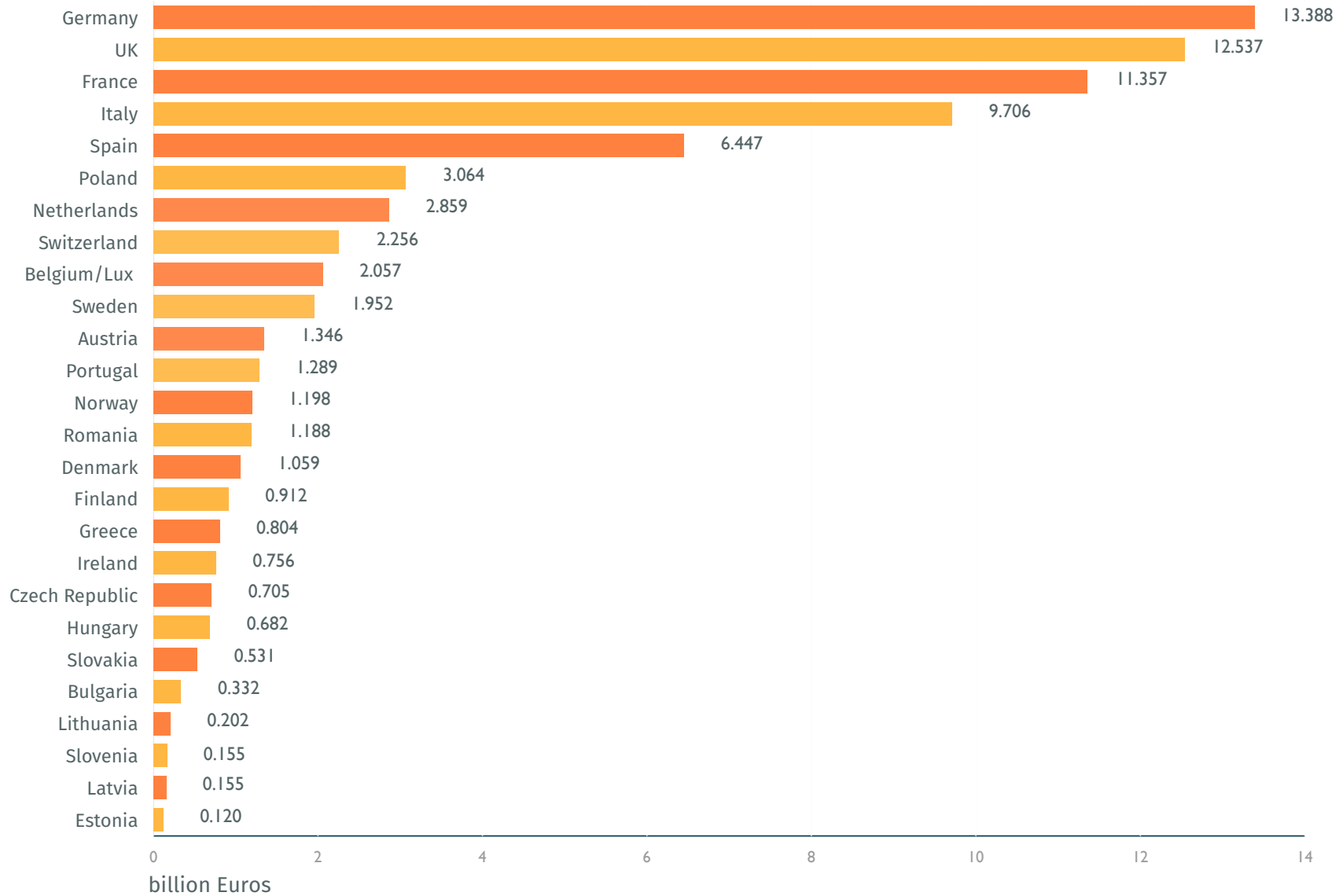




Total 100.2 bn Euros
(versus 96.1 bn Euros in 2014 - restated values)

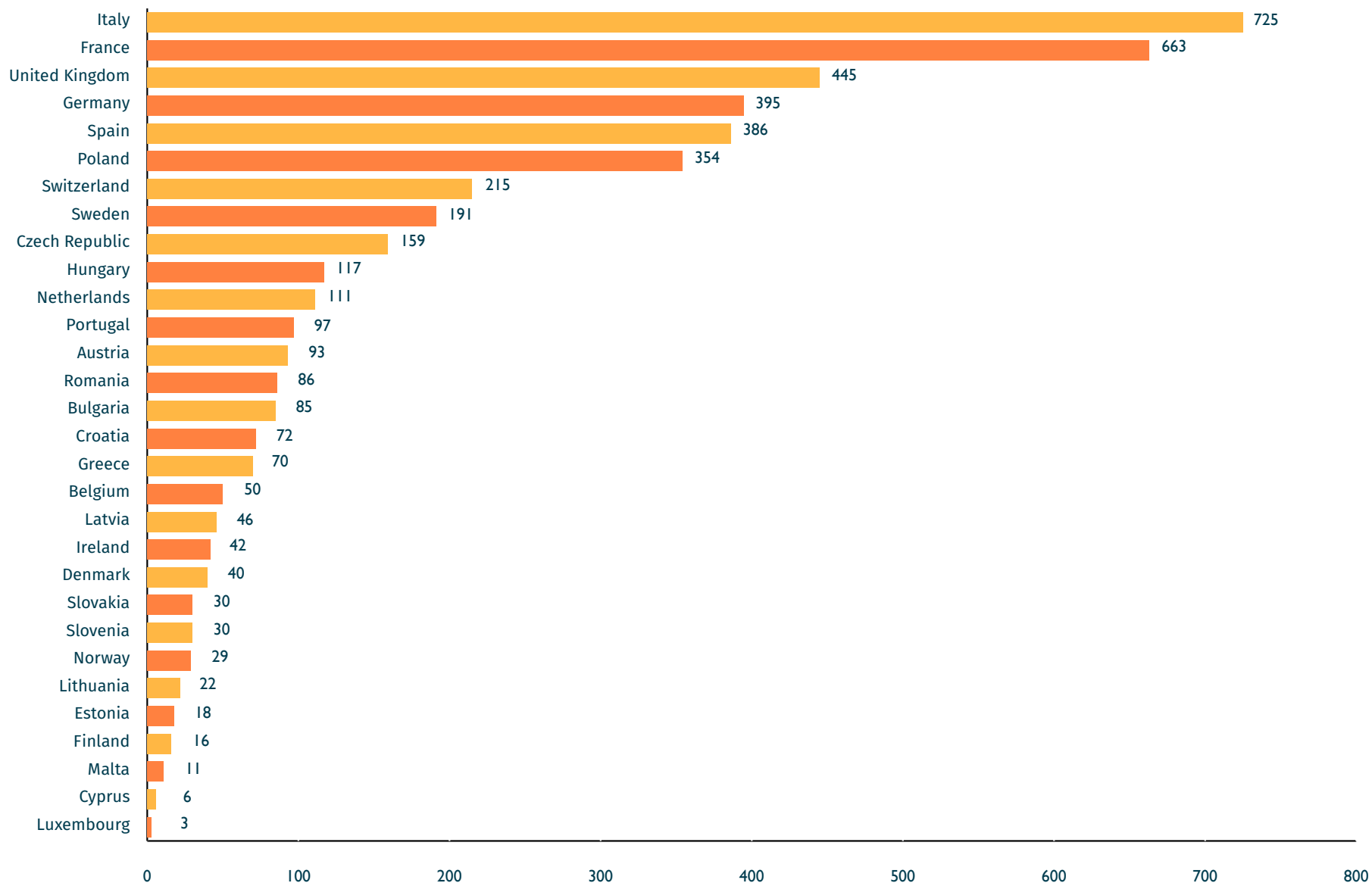
MARKET VOLUME IN EUROS BY COUNTRY 2015

Retail sales prices (RSP) in bn Euros



Total Europe*: 77.1 bn Euros
Total EU: 73.6 bn Euros

*Europe = EU28 Norway and Switzerland
Source: Cosmetics Europe

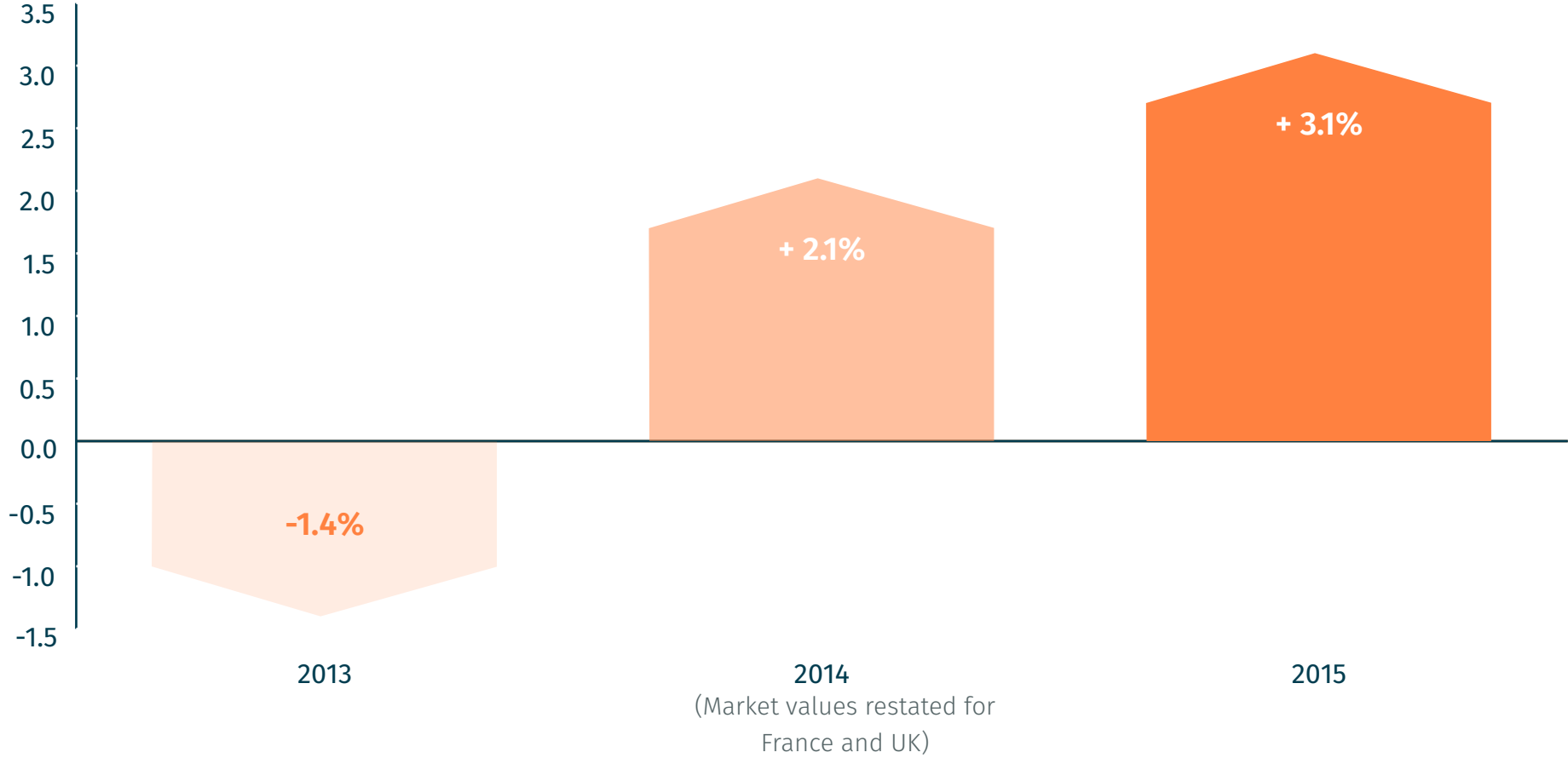


Total of 4,605 SMEs in Europe*

*Europe = EU28 Norway and Switzerland
Source: Euromonitor International

EUROPEAN C&T MARKET: ANNUAL GROWTH 2013-2015

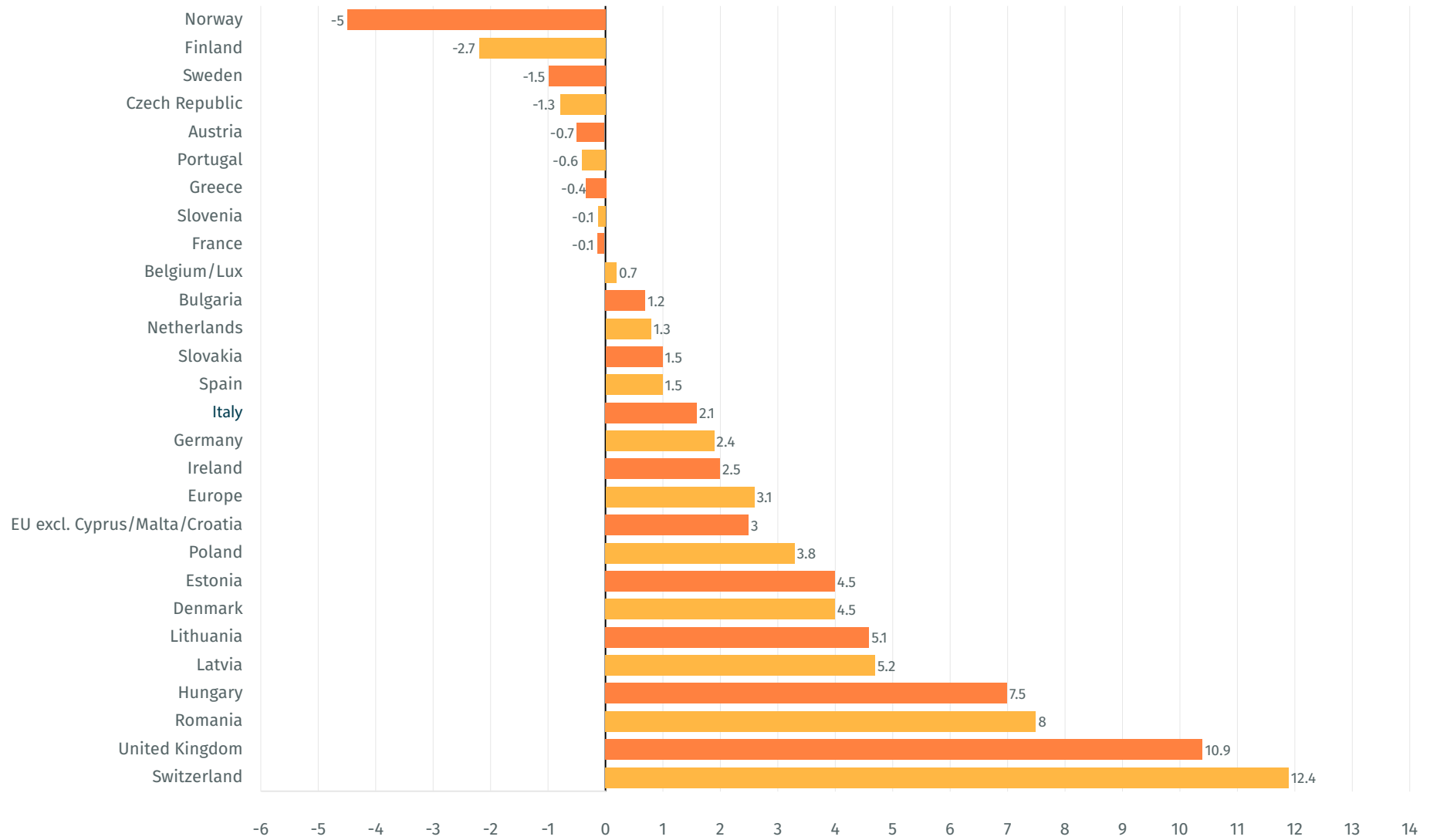
Retail Sales Price (RSP) in bn Euros and % growth



Source: Cosmetics Europe

EUROPEAN C&T MARKET 2015: MARKET CHANGES IN EUROS 2015/2014 (%)

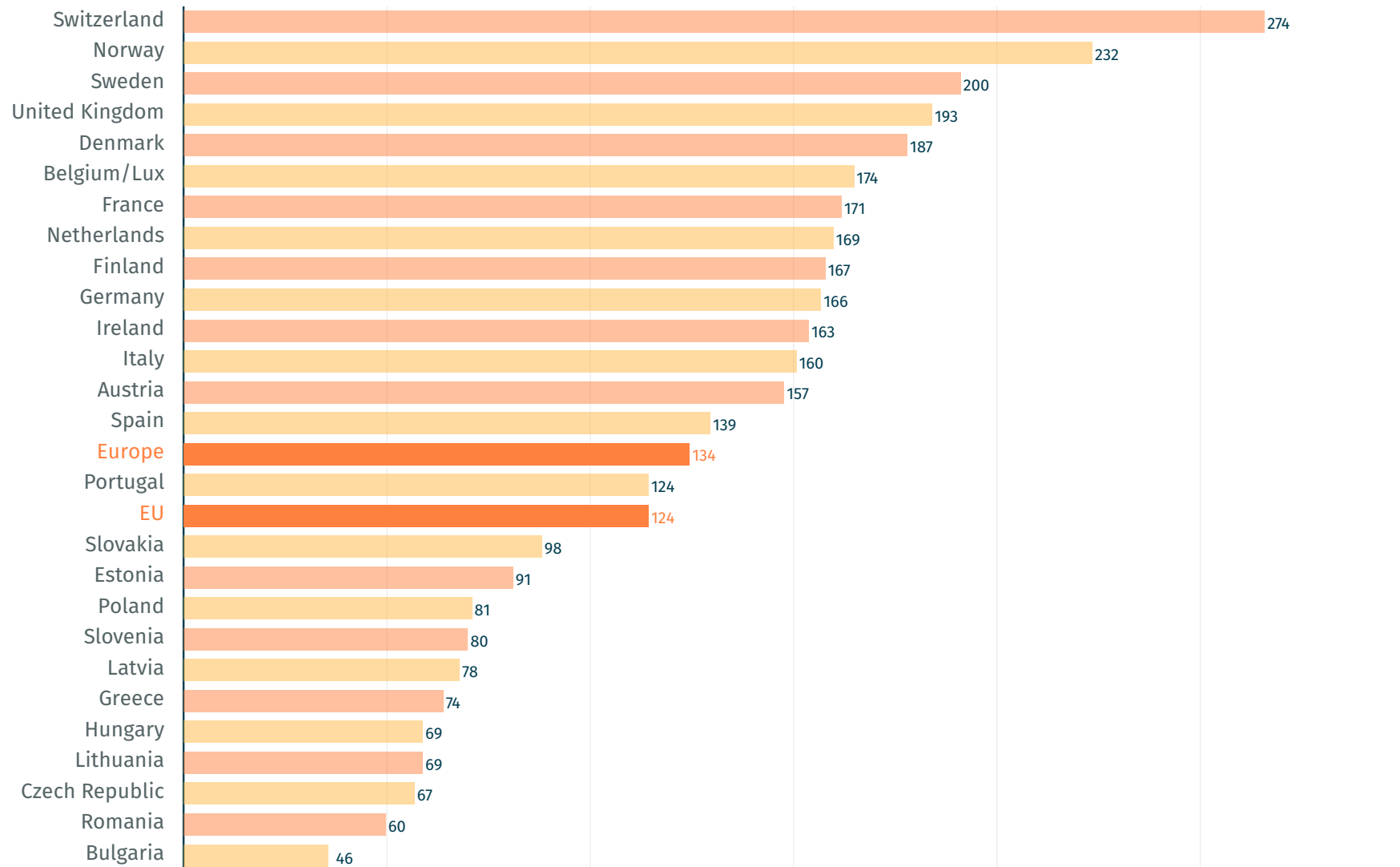
Retail Sales Price (RSP) in Euros



Source: Cosmetics Europe

EUROPEAN C&T MARKET 2015: PER CAPITA CONSUMPTION BY COUNTRY

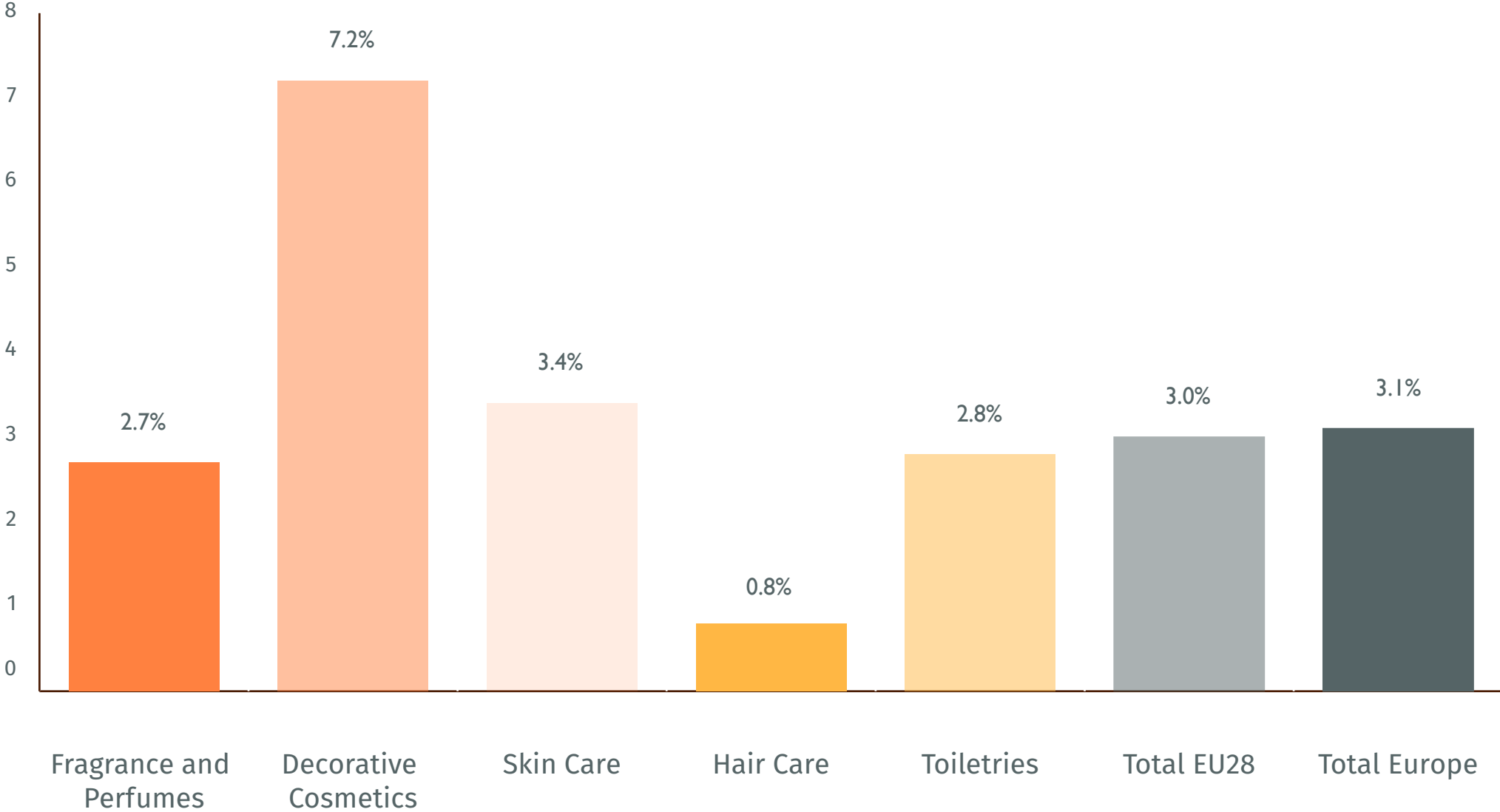
Retail Sales Price (RSP) in Euros



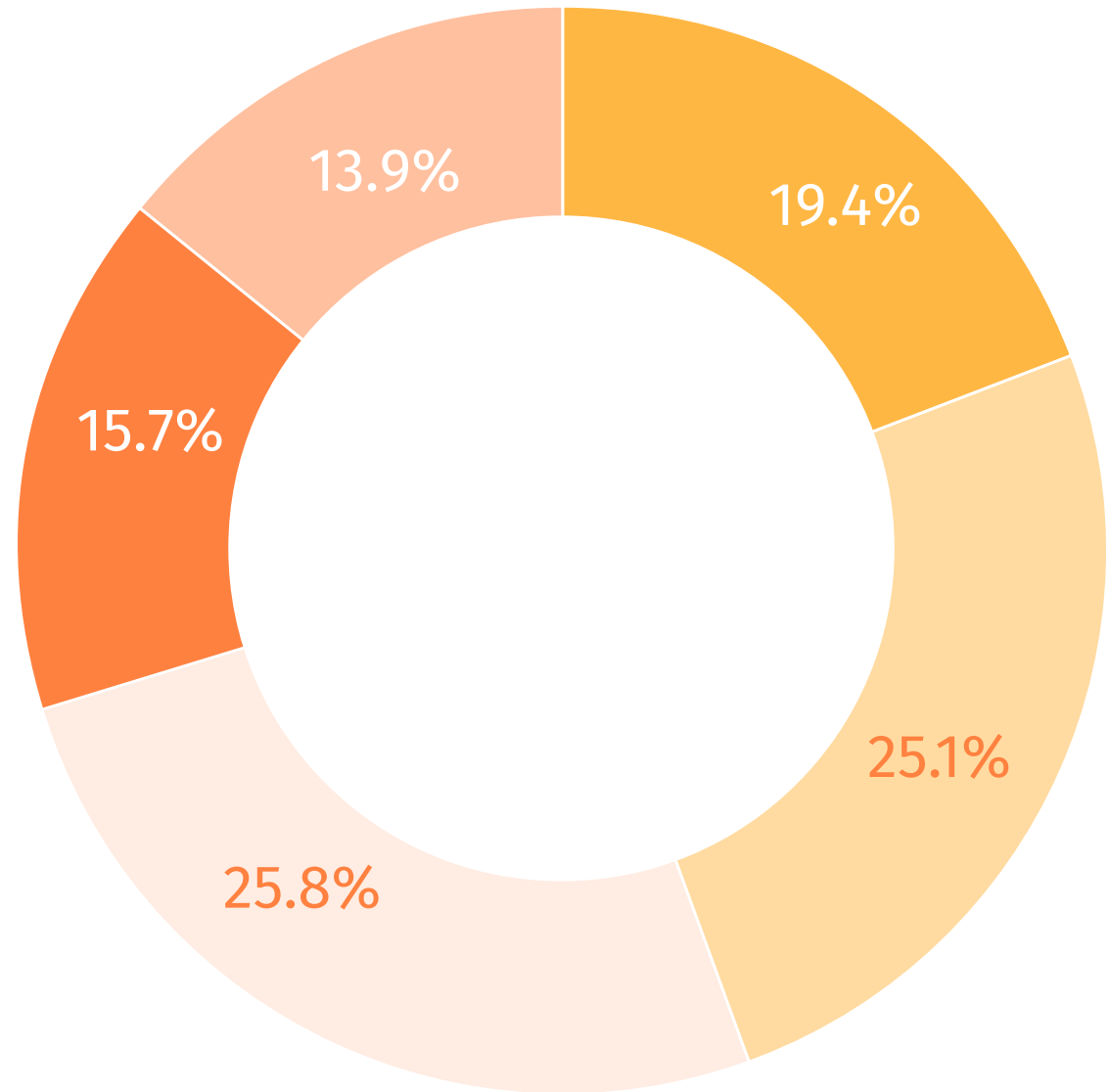
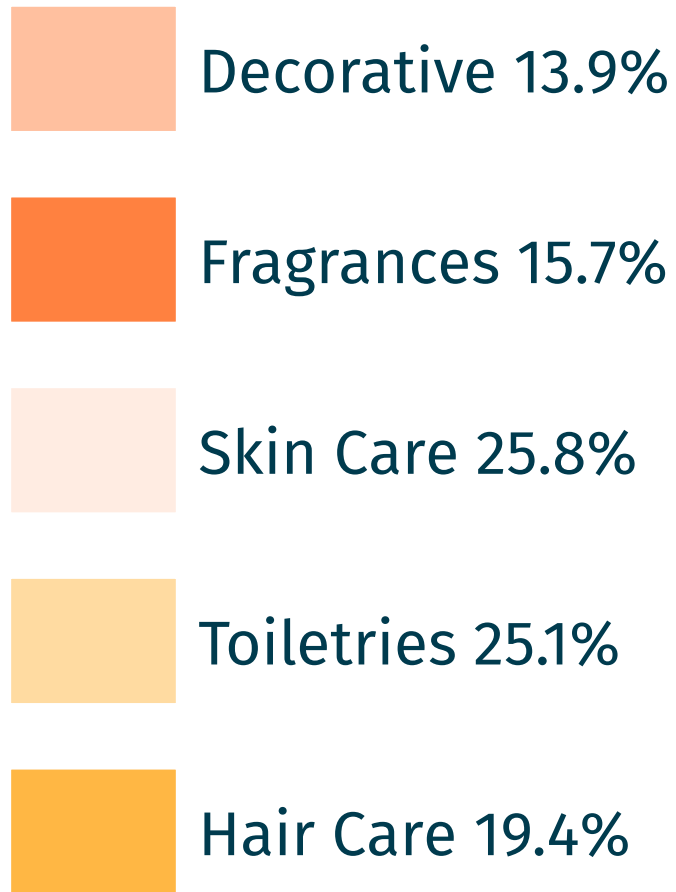
Source: Cosmetics Europe, Euromonitor International

EUROPEAN C&T MARKET 2015: MARKET CHANGES BY PRODUCT CATEGORY (%)

Retail Sales Price (RSP) in Euros



Source: Cosmetics Europe

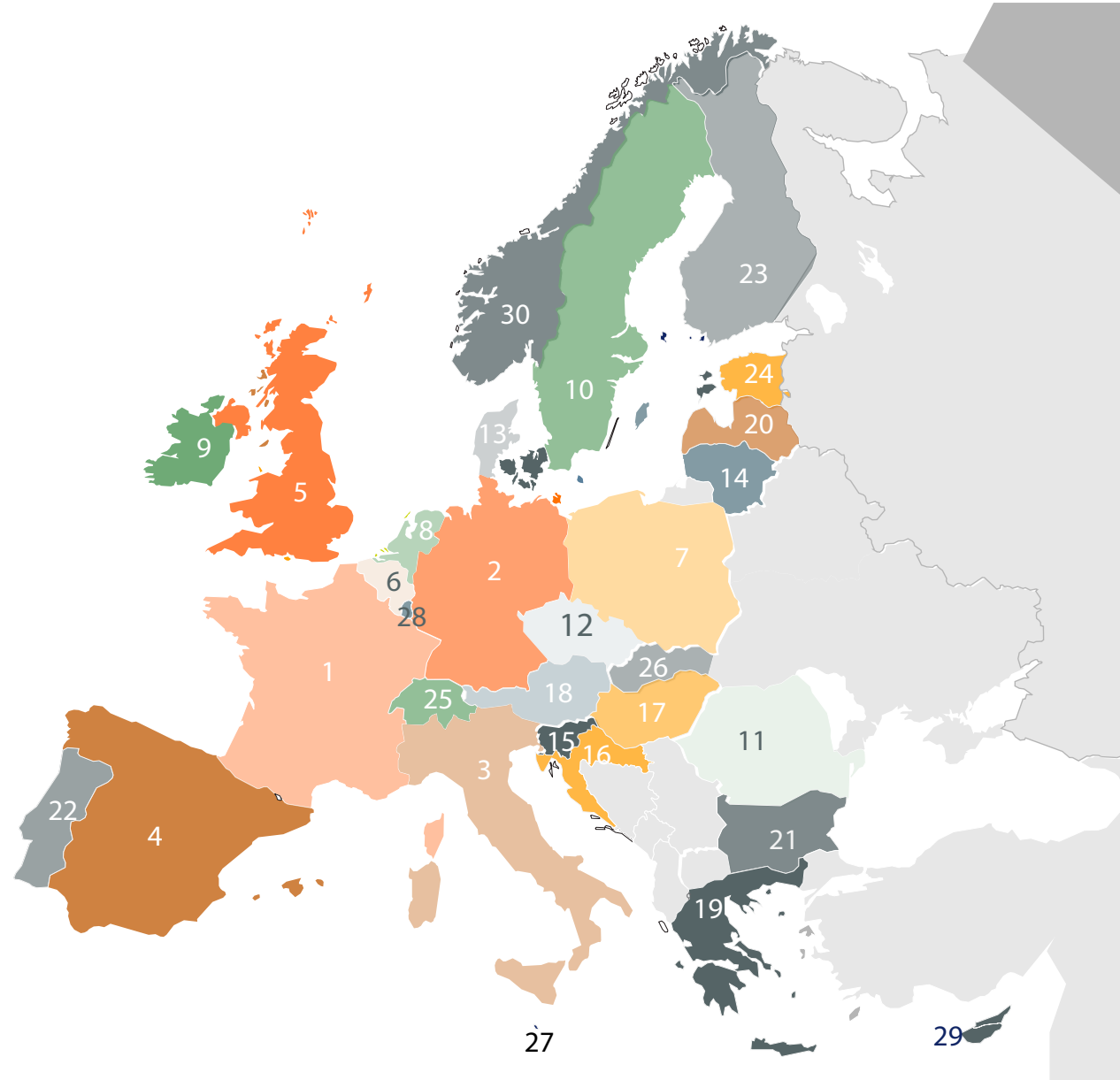


Source: Cosmetics Europe

EXTRA EU28 EXPORT

European C&T export in 2015: 17.2 billion* - The European market represented almost one third of the global market

Country	2015
1. France	5,973.0
2. Germany	2,843.1
3. Italy	1,570.5
4. Spain	1,491.9
5. UK	1,369.1
6. Belgium	974.8
7. Poland	814.7
8. Netherlands	461.5
9. Ireland	288.3
10. Sweden	286.0
11. Romania	194.0
12. Czech Republic	137.0
13. Denmark	134.6
14. Lithuania	99.8
15. Slovenia	81.5
16. Croatia	77.0
17. Hungary	66.8
18. Austria	63.0
19. Greece	54.2
20. Latvia	44.4
21. Bulgaria	39.4
22. Portugal	36.2
23. Finland	26.5
24. Estonia	17.0
25. Switzerland	16.6
26. Slovakia	16.5
27. Malta	8.9
28. Luxembourg	8.2
29. Cyprus	2.5
30. Norway	1.6
EUROPE 30	17,198.6 EUR mn

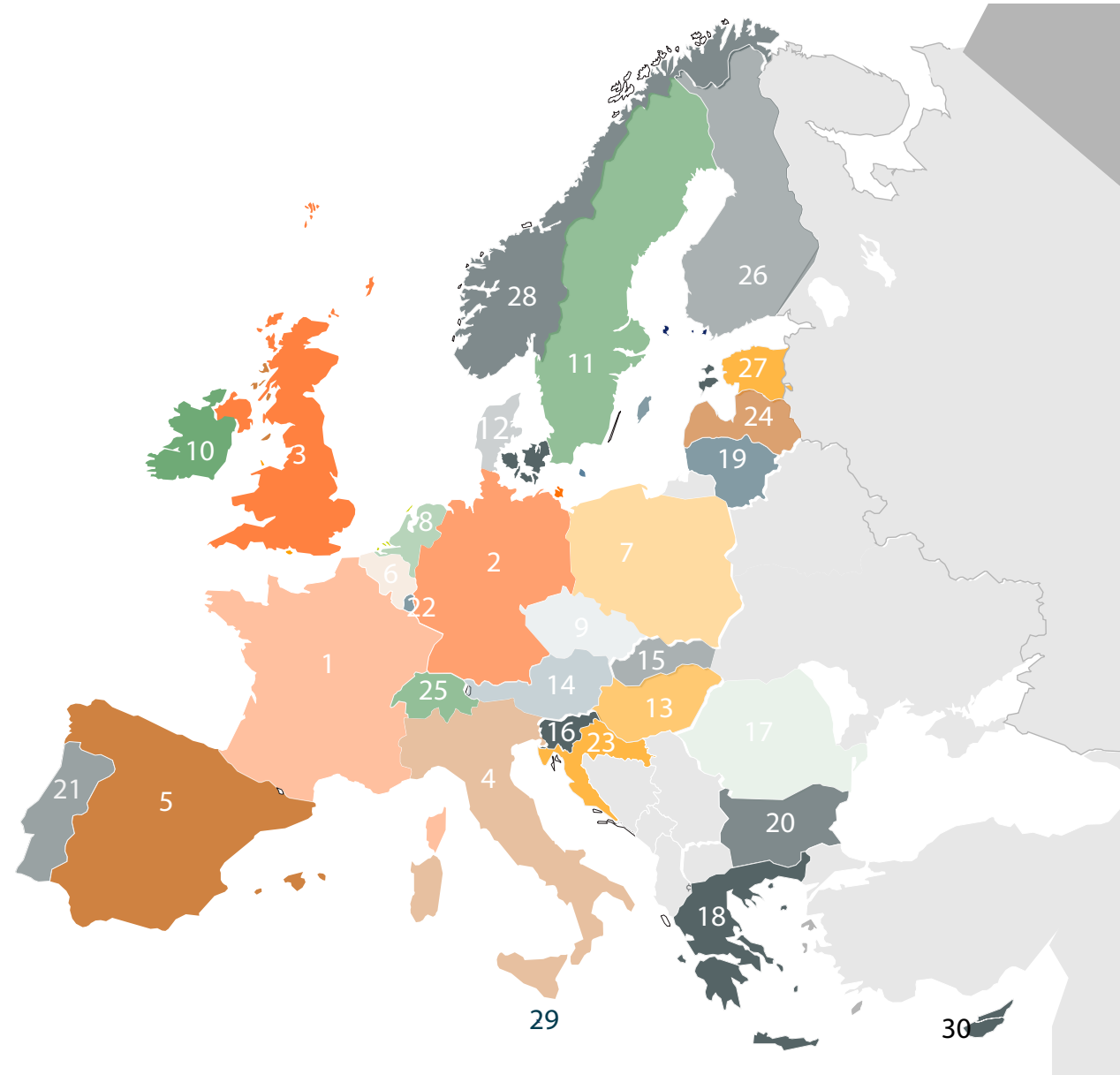


*Value Retail RSP, EUR bn; includes; Decorative cosmetics, Hair care, Fragrances, Skin care and Toiletries
 Source: Cosmetics Europe, Euromonitor International

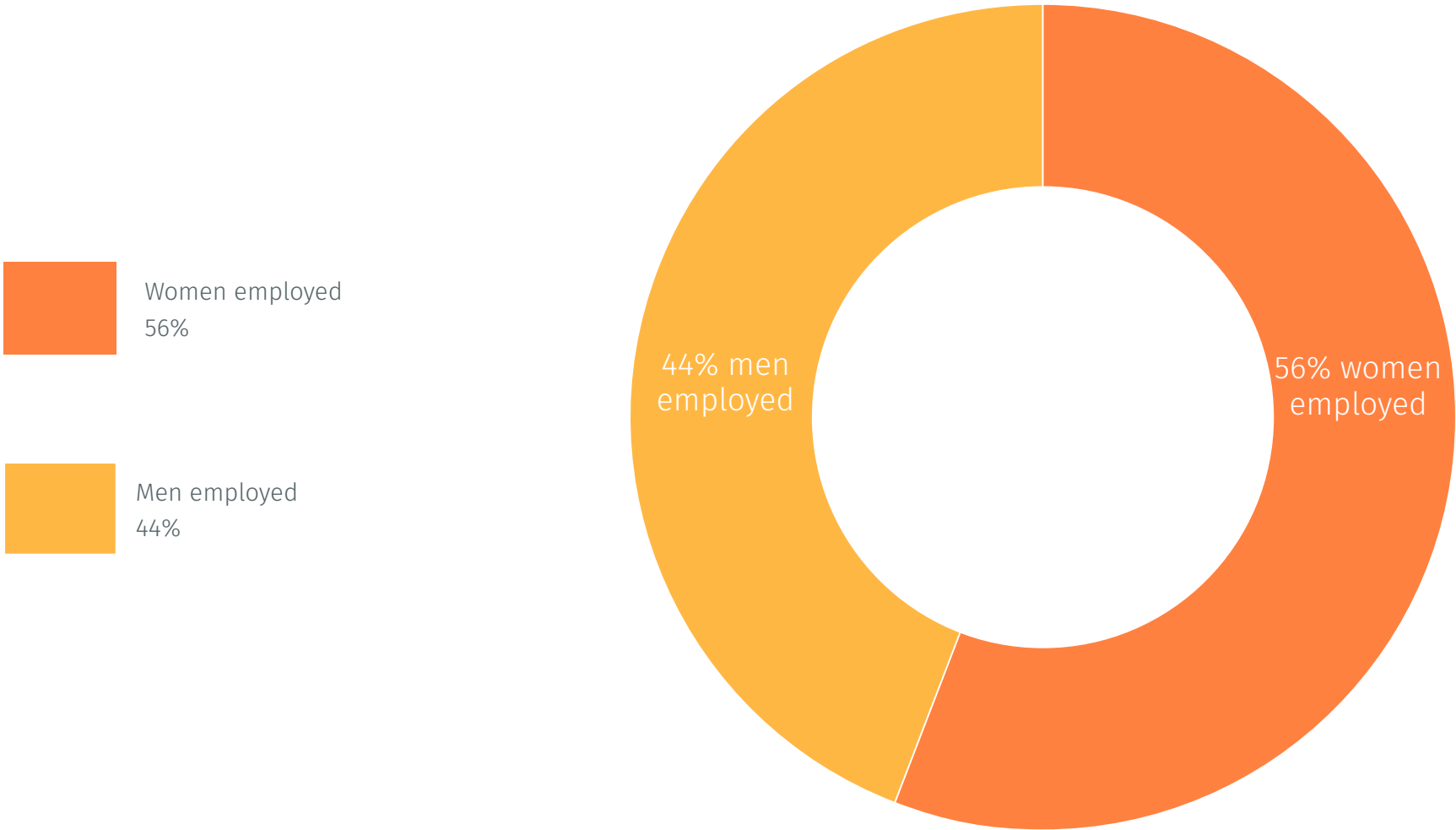
TOTAL EXPORT EU28

European C&T export in 2015: EUR 40.3 billion* - The European market represented almost one third of the global market

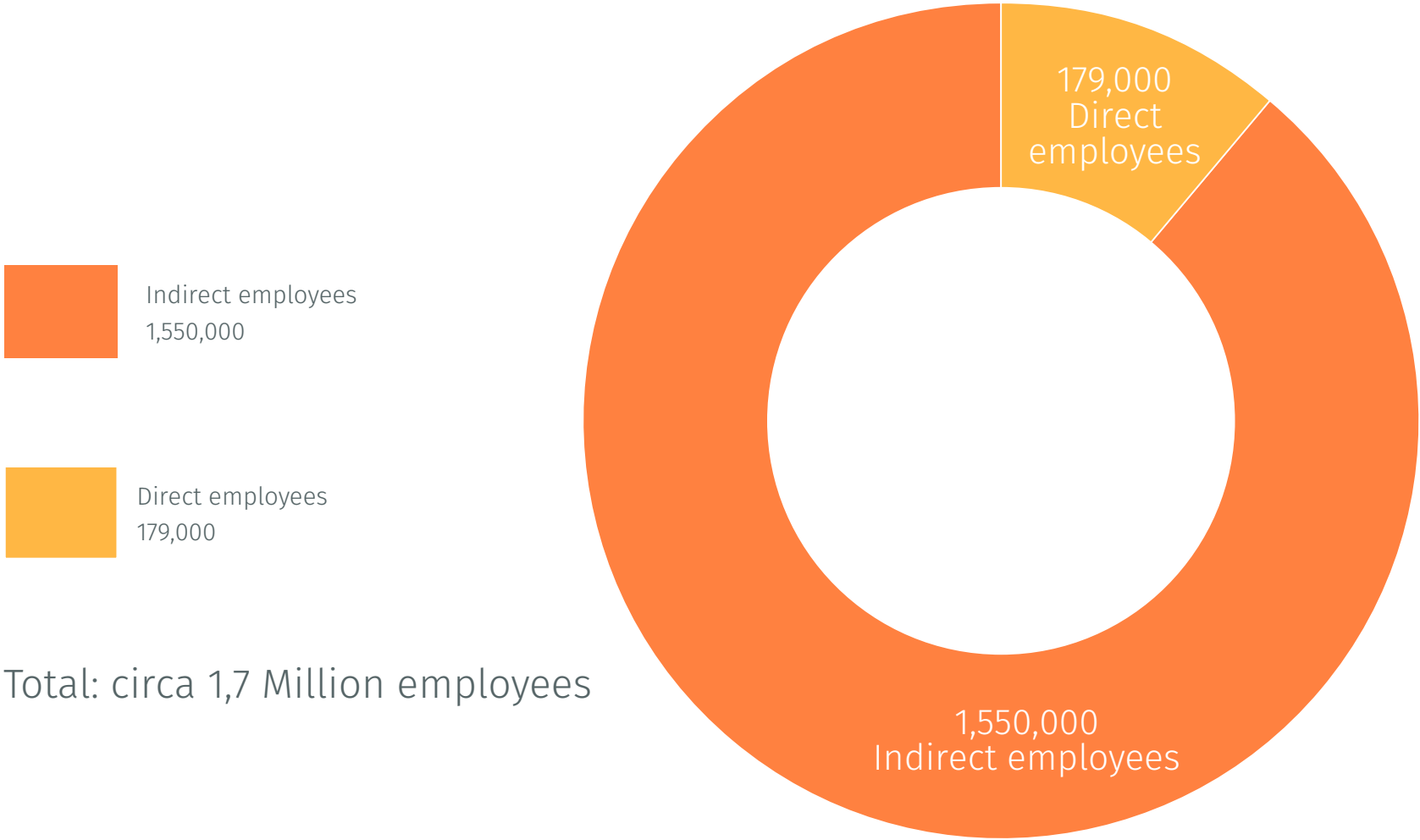
Country	2015
1. France	11,580.8
2. Germany	7,043.8
3. UK	4,010.9
4. Italy	3,634.4
5. Spain	2,791.4
6. Belgium	2,434.3
7. Poland	2,387.6
8. Netherlands	1,669.8
9. Czech Republic	661.3
10. Ireland	567.1
11. Sweden	468.4
12. Denmark	369.5
13. Hungary	350.6
14. Austria	347.6
15. Slovakia	306.8
16. Slovenia	287.6
17. Romania	267.3
18. Greece	200.7
19. Lithuania	137.7
20. Bulgaria	128.5
21. Portugal	128.3
22. Luxembourg	115.1
23. Croatia	106.0
24. Latvia	85.5
25. Switzerland	77.4
26. Finland	54.9
27. Estonia	37.8
28. Norway	30.0
29. Malta	12.6
30. Cyprus	8.5
EUROPE 30	40,301.8 EUR mn



*Value Retail RSP, EUR bn; includes; Decorative cosmetics, Hair care, Fragrances, Skin care and Toiletries
 Source: Cosmetics Europe, Euromonitor International



Source: Cosmetics Europe



Total: circa 1,7 Million employees

Source: Cosmetics Europe



In 2015 the European cosmetics industry employs approximately 1,700,000 people including: 26,000 scientists

There are 514,000 life sciences students in Europe

Source: Euromonitor International

EUROPEAN C&T MARKET 2013-2015:

Basic data in national currency* - Retail Sales Prices (RSP) & Manufacturing/ex-factory Sales Prices (MSP)

Countries	National Currencies	2013 billion		2014 billion		2015 billion		2015/14 +/- %	
		RSP	MSP	RSP	MSP	RSP	MSP	RSP	MSP
Austria	€	1.334	0.835	1.345	0.841	1.346	0.841	-0.7	-0.6
Belgium/Lux.	€	2.023	1.129	2.043	1.141	2.057	1.141	0.7	0.8
Bulgaria	BGN	0.623	0.404	0.634	0.411	0.650	0.411	1.2	1.1
Czech Republic	CZK	19.684	12.302	19.680	12.300	19.244	12.300	-2.2	-2.2
Denmark	DKK	7.870	4.107	7.557	3.943	7.902	3.943	4.6	4.5
Estonia	€ 2012	0.111	0.061	0.114	0.063	0.120	0.063	4.5	4.1
Finland	€	0.895	0.447	0.894	0.447	0.912	0.447	-2.7	-2.6
France	€	10.571	6.435	10.583	6.444	11.357	6.444	-0.1	-0.1
Germany	€	12.811	8.265	13.012	8.395	13.388	8.395	2.4	2.4
Greece	€	0.816	0.607	0.807	0.600	0.804	0.600	-0.4	-0.4
Hungary	HUF	192.149	108.474	195.978	110.671	211.547	110.671	7.9	7.2
Ireland	€	0.671	0.408	0.687	0.417	0.756	0.417	2.5	2.5
Italy	€	9.522	6.234	9.392	6.145	9.706	6.145	2.1	2.3
Latvia	LVL	0.141	0.075	0.144	0.077	0.155	0.077	5.2	5.1
Lithuania	LTL	0.618	0.327	0.644	0.341	0.697	0.341	5.1	4.8
Netherlands	€	2.823	1.581	2.823	1.580	2.859	1.580	1.3	1.2
Poland	PLN	12.218	8.049	12.360	8.147	12.819	8.147	3.8	4.0
Portugal	€	1.291	0.803	1.277	0.795	1.289	0.795	-0.6	-0.5
Romania	RON	4.727	2.687	4.839	2.751	5.279	2.751	8.0	8.7
Slovakia	€	0.512	0.312	0.518	0.316	0.531	0.316	0.0	0.0
Slovenia	EUR	0.166	0.096	0.162	0.094	0.165	0.094	-0.1	-0.2
Spain	€	6.433	4.055	6.350	4.002	6.447	4.002	1.5	1.5
Sweden	SEK	16.117	9.236	16.346	9.362	18.256	9.362	1.3	1.3
United Kingdom	GBP	8.388	4.660	8.381	4.656	9.102	4.656	-0.2	-0.2
Norway	NOK	10.045	5.031	10.535	5.276	10.725	5.276	1.8	1.8
Switzerland	CHF	2.558	1.605	2.439	1.523	2.409	1.523	-1.2	-0.5

* Professional hair care included

Source: Cosmetics Europe Statistics ad hoc Group and Euromonitor International

EUROPEAN C&T MARKET 2013-2015:

Market volume by country (RSP)

Country	2013 billion EUROS	2014 billion EUROS	2015 billion EUROS	15/14 +/- %	2015 % share
Germany	12.811	13.012	13.388	2.4	17.4
France	10.571	10.583	11.357	-0.1	14.7
United Kingdom	9.877	10.397	12.537	10.9	16.3
Italy	9.522	9.392	9.706	2.1	12.6
Spain	6.433	6.350	6.448	1.5	8.4
Netherlands	2.823	2.823	2.859	1.3	3.7
Poland	2.911	2.954	3.064	3.8	4.0
Belgium/Lux	2.023	2.043	2.057	0.7	2.7
Sweden	1.863	1.797	1.952	-1.5	2.5
Portugal	1.291	1.277	1.289	-0.7	1.7
Austria	1.334	1.345	1.346	-0.6	1.7
Denmark	1.055	1.014	1.059	4.5	1.4
Greece	0.816	0.807	0.804	-0.4	1.0
Finland	0.895	0.894	0.912	-2.7	1.2
Romania	1.070	1.089	1.188	8.0	1.5
Czech Republic	0.758	0.715	0.705	-1.3	0.9
Hungary	0.647	0.635	0.682	7.5	0.9
Ireland	0.671	0.687	0.756	2.5	1.0
Slovakia	0.512	0.518	0.531	1.5	0.7
Bulgaria	0.319	0.324	0.332	5.1	14.7
Lithuania	0.179	0.187	0.202	5.1	0.3
Slovenia	0.166	0.162	0.165	-0.1	0.2
Latvia	0.142	0.144	0.155	5.2	0.2
Estonia	0.111	0.114	0.120	4.5	0.2
EU - 28 (excluding Malta/Cyprus/Croatia)	68.796	69.262	73.613	3.0	95.5
Switzerland	2.078	2.008	2.256	12.4	2.9
Norway	1.287	1.261	1.198	-5.0	1.6
Europe	72.161	72.531	77.067	3.1	100

Source: Cosmetics Europe Statistics Working

EUROPEAN C&T MARKET 2013-2015:

Market volume by country (MSP)

Country	2013 billion EUROS	2014 billionEUROS	2015 billion EUROS	15/14 +/- %	2015 % share
Germany	8.265	8.395	8.637	2.4	18.5
France	6.435	6.444	6.886	-0.1	14.7
Italy	6.234	6.145	6.288	2.3	13.4
United Kingdom	5.487	5.776	6.965	10.9	14.9
Spain	4.055	4.002	4.030	1.5	8.6
Poland	1.917	1.947	2.021	4.0	4.3
Netherlands	1.581	1.580	1.599	1.2	3.4
Belgium/Lux	1.129	1.141	1.150	0.8	2.5
Sweden	1.068	1.029	1.117	-1.5	2.4
Portugal	0.803	0.795	0.803	-0.5	1.7
Austria	0.835	0.841	0.842	-0.6	1.8
Greece	0.607	0.600	0.598	-0.4	1.3
Denmark	0.551	0.529	0.552	4.4	1.2
Romania	0.608	0.619	0.680	8.6	1.5
Czech Republic	0.474	0.447	0.441	-1.3	0.9
Finland	0.447	0.447	0.456	-2.6	1.0
Ireland	0.408	0.417	0.456	2.5	1.0
Hungary	0.365	0.359	0.383	6.7	0.8
Slovakia	0.312	0.316	0.323	2.5	0.7
Bulgaria	0.207	0.210	0.216	1.6	0.5
Lithuania	0.095	0.099	0.106	1.1	0.2
Slovenia	0.096	0.094	0.095	4.8	0.2
Latvia	0.076	0.077	0.082	5.1	0.2
Estonia	0.061	0.063	0.065	4.1	0.1
EU - 28 (excluding Malta/Cyprus/Croatia)	42.113	42.369	44.789	2.9	95.7
Switzerland	1.304	1.254	1.418	13.1	3.0
Norway	0.644	0.632	0.600	-5.0	1.3
Europe	44.061	44.254	46.807	3.1	100

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

National markets by product category (billion) Euros / RSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	1.724	1.605	3.137	3.030	3.892	13.388
France	2.255	1.440	3.430	1.713	2.518	11.357
United Kingdom	2.185	2.088	3.019	2.187	3.058	12.537
Italy	1.244	1.476	2.691	1.784	2.511	9.706
Spain	1.197	0.601	1.815	1.239	1.596	6.447
Netherlands	0.452	0.449	0.616	0.566	0.776	2.859
Poland	0.457	0.407	0.708	0.639	0.854	3.064
Belgium/Lux	0.370	0.235	0.525	0.536	0.391	2.057
Sweden	0.253	0.499	0.518	0.342	0.340	1.952
Greece	0.075	0.076	0.272	0.221	0.160	0.804
Austria	0.197	0.207	0.337	0.270	0.335	1.346
Portugal	0.216	0.086	0.371	0.224	0.392	1.289
Denmark	0.192	0.167	0.234	0.247	0.220	1.059
Romania	0.285	0.162	0.218	0.204	0.318	1.188
Czech Republic	0.091	0.107	0.163	0.164	0.181	0.705
Finland	0.034	0.152	0.216	0.272	0.238	0.912
Hungary	0.094	0.081	0.153	0.111	0.244	0.682
Ireland	0.118	0.110	0.163	0.154	0.210	0.756
Slovakia	0.085	0.075	0.118	0.096	0.157	0.531
Bulgaria	0.049	0.047	0.072	0.070	0.095	0.332
Lithuania	0.045	0.028	0.045	0.032	0.052	0.202
Slovenia	0.020	0.022	0.049	0.032	0.043	0.165
Latvia	0.033	0.017	0.038	0.035	0.033	0.155
Estonia	0.022	0.018	0.035	0.022	0.023	0.120
EU - 28 (excluding Malta/Cyprus/Croatia)	11.693	10.155	18.942	14.188	18.635	73.612
Switzerland	0.354	0.337	0.642	0.510	0.413	2.256
Norway	0.060	0.242	0.331	0.259	0.307	1.198
Europe	12.106	10.734	19.915	14.957	19.355	77.067

Source: Cosmetics Europe Statistics Working Group

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	1.112	1.036	2.024	1.955	2.511	8.638
France	1.280	0.867	2.050	1.084	1.605	6.886
Italy	0.750	0.934	1.612	1.342	1.652	6.290
United Kingdom	1.214	1.160	1.677	1.215	1.699	6.965
Spain	0.748	0.376	1.134	0.774	0.997	4.029
Netherlands	0.227	0.221	0.352	0.365	0.434	1.599
Poland	0.269	0.270	0.474	0.430	0.577	2.021
Belgium/Lux	0.212	0.121	0.278	0.299	0.240	1.150
Greece	0.050	0.056	0.194	0.158	0.140	0.598
Sweden	0.132	0.281	0.292	0.201	0.211	1.117
Austria	0.116	0.133	0.213	0.168	0.211	0.842
Portugal	0.128	0.054	0.230	0.142	0.248	0.803
Denmark	0.097	0.088	0.121	0.128	0.119	0.552
Romania	0.154	0.094	0.126	0.119	0.187	0.680
Czech Republic	0.057	0.067	0.102	0.102	0.113	0.441
Finland	0.017	0.076	0.108	0.136	0.119	0.456
Hungary	0.051	0.042	0.081	0.065	0.144	0.383
Ireland	0.062	0.067	0.098	0.096	0.133	0.456
Slovakia	0.051	0.046	0.072	0.058	0.096	0.323
Bulgaria	0.031	0.031	0.047	0.046	0.062	0.216
Lithuania	0.021	0.014	0.022	0.019	0.030	0.106
Slovenia	0.010	0.013	0.029	0.018	0.025	0.095
Latvia	0.016	0.010	0.020	0.019	0.018	0.082
Estonia	0.011	0.010	0.020	0.012	0.013	0.065
EU - 28 (excluding Malta/Cyprus/Croatia)	6.815	6.065	11.376	8.952	11.581	44.789
Switzerland	0.186	0.241	0.378	0.319	0.295	1.418
Norway	0.030	0.122	0.166	0.130	0.153	0.601
Europe	7.031	6.428	11.920	9.401	12.029	46.808

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

National markets by product category structure (%) Euros / RSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	12.9	12.0	23.4	22.6	29.1	100.0
France	19.9	12.7	30.2	15.1	22.2	100.0
United Kingdom	17.4	16.7	24.1	17.4	24.4	100.0
Italy	12.8	15.2	27.7	18.4	25.9	100.0
Spain	18.6	9.3	28.1	19.2	24.7	100.0
Netherlands	15.8	15.7	21.5	19.8	27.1	100.0
Poland	14.9	13.3	23.1	20.9	27.9	100.0
Belgium/Lux	18.0	11.4	25.5	26.1	19.0	100.0
Sweden	12.9	25.5	26.5	17.5	17.4	100.0
Greece	9.4	9.5	33.8	27.5	20.0	100.0
Austria	14.7	15.4	25.0	20.0	24.9	100.0
Portugal	16.8	6.7	28.8	17.3	30.4	100.0
Denmark	18.2	15.8	22.1	23.3	20.7	100.0
Romania	24.0	13.6	18.4	17.2	26.8	100.0
Czech Republic	12.9	15.1	23.1	23.2	25.7	100.0
Finland	3.7	16.7	23.7	29.8	26.1	100.0
Hungary	13.8	11.8	22.5	16.2	35.7	100.0
Ireland	15.6	14.6	21.5	20.4	27.8	100.0
Slovakia	16.0	14.1	22.3	18.0	29.6	100.0
Bulgaria	14.7	14.1	21.7	21.0	28.5	100.0
Lithuania	22.3	14.0	22.2	15.9	25.7	100.0
Slovenia	11.9	13.2	29.8	19.2	25.9	100.0
Latvia	21.0	11.2	24.2	22.5	21.2	100.0
Estonia	18.1	15.3	29.0	18.5	19.2	100.0
EU - 28 (excluding Malta/Cyprus/Croatia)	15.9	13.8	25.7	19.3	25.3	100.0
Switzerland	15.7	14.9	28.5	22.6	18.3	100.0
Norway	5.0	20.2	27.6	21.6	25.6	100.0
Europe	15.7	13.9	25.8	19.4	25.1	100.0

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

National markets by product category structure (%) Euros / MSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	12.9	12.0	23.4	22.6	29.1	100.0
France	18.6	12.6	29.8	15.7	23.3	100.0
Italy	11.9	14.9	25.6	21.3	26.3	100.0
United Kingdom	17.4	16.7	24.1	17.4	24.4	100.0
Spain	18.6	9.3	28.1	19.2	24.7	100.0
Netherlands	14.2	13.8	22.0	22.8	27.1	100.0
Poland	13.3	13.4	23.5	21.3	28.6	100.0
Belgium/Lux	18.4	10.5	24.2	26.0	20.9	100.0
Sweden	11.8	25.2	26.1	18.0	18.9	100.0
Greece	8.4	9.4	32.5	26.4	23.3	100.0
Austria	13.8	15.8	25.3	20.0	25.1	100.0
Portugal	16.0	6.7	28.7	17.7	30.9	100.0
Denmark	17.5	15.8	21.9	23.2	21.5	100.0
Romania	22.7	13.8	18.5	17.5	27.5	100.0
Czech Republic	12.9	15.1	23.1	23.2	25.7	100.0
Finland	3.7	16.7	23.7	29.8	26.1	100.0
Hungary	13.2	11.0	21.2	17.1	37.5	100.0
Ireland	13.7	14.6	21.6	21.0	29.2	100.0
Slovakia	15.9	14.1	22.3	18.1	29.7	100.0
Bulgaria	14.4	14.1	21.6	21.2	28.8	100.0
Lithuania	19.8	13.2	20.8	17.7	28.5	100.0
Slovenia	10.8	13.7	30.2	19.2	26.2	100.0
Latvia	19.7	11.5	24.8	22.7	21.3	100.0
Estonia	16.4	15.9	29.9	18.5	19.3	100.0
EU - 28 (excluding Malta/Cyprus/Croatia)	15.2	13.5	25.4	20.0	25.9	100.0
Switzerland	13.1	17.0	26.6	22.5	20.8	100.0
Norway	5.0	20.3	27.7	21.6	25.4	100.0
Europe	15.0	13.7	25.5	20.1	25.7	100.0

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

Product category structure by country (%) Euros / RSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	14.2	15.0	15.8	20.3	20.1	17.4
France	18.6	13.4	17.2	11.5	13.0	14.7
United Kingdom	18.0	19.5	15.2	14.6	15.8	16.3
Italy	10.3	13.7	13.5	11.9	13.0	12.6
Spain	9.9	5.6	9.1	8.3	8.2	8.4
Netherlands	3.7	4.2	3.1	3.8	4.0	3.7
Poland	3.8	3.8	3.6	4.3	4.4	4.0
Belgium/Lux	3.1	2.2	2.6	3.6	2.0	2.7
Sweden	2.1	4.6	2.6	2.3	1.8	2.5
Greece	0.6	0.7	1.4	1.5	0.8	1.0
Austria	1.6	1.9	1.7	1.8	1.7	1.7
Portugal	1.8	0.8	1.9	1.5	2.0	1.7
Denmark	1.6	1.6	1.2	1.6	1.1	1.4
Romania	2.4	1.5	1.1	1.4	1.6	1.5
Czech Republic	0.8	1.0	0.8	1.1	0.9	0.9
Finland	0.3	1.4	1.1	1.8	1.2	1.2
Hungary	0.8	0.8	0.8	0.7	1.3	0.9
Ireland	1.0	1.0	0.8	1.0	1.1	1.0
Slovakia	0.7	0.7	0.6	0.6	0.8	0.7
Bulgaria	0.4	0.4	0.4	0.5	0.5	0.4
Lithuania	0.4	0.3	0.2	0.2	0.3	0.3
Slovenia	0.2	0.2	0.2	0.2	0.2	0.2
Latvia	0.3	0.2	0.2	0.2	0.2	0.2
Estonia	0.2	0.2	0.2	0.1	0.1	0.2
EU - 28 (excluding Malta/Cyprus/Croatia)	96.6	94.6	95.1	94.9	96.3	95.6
Switzerland	2.9	3.1	3.2	3.4	2.1	2.9
Norway	0.5	2.3	1.7	1.7	1.6	1.6
Europe	100.00	100.00	100.00	100.00	100.00	100.00

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

Product category structure by country (%) Euros / MSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	15.8	16.1	17.0	20.8	20.9	18.5
France	18.2	13.5	17.2	11.5	13.3	14.7
Italy	10.7	14.5	13.5	14.3	13.7	13.4
United Kingdom	17.3	18.0	14.1	12.9	14.1	14.9
Spain	10.6	5.8	9.5	8.2	8.3	8.6
Netherlands	3.2	3.4	3.0	3.9	3.6	3.4
Poland	3.8	4.2	4.0	4.6	4.8	4.3
Belgium/Lux	3.0	1.9	2.3	3.2	2.0	2.5
Sweden	1.9	4.4	2.5	2.1	1.8	2.4
Greece	0.7	0.9	1.6	1.7	1.2	1.3
Austria	1.7	2.1	1.8	1.8	1.8	1.8
Portugal	1.8	0.8	1.9	1.5	2.1	1.7
Denmark	1.4	1.4	1.0	1.4	1.0	1.2
Romania	2.2	1.5	1.1	1.3	1.6	1.5
Czech Republic	0.8	1.0	0.9	1.1	0.9	0.9
Finland	0.2	1.2	0.9	1.4	1.0	1.0
Hungary	0.7	0.7	0.7	0.7	1.2	0.8
Ireland	0.9	1.0	0.8	1.0	1.1	1.0
Slovakia	0.7	0.7	0.6	0.6	0.8	0.7
Bulgaria	0.4	0.5	0.4	0.5	0.5	0.5
Lithuania	0.3	0.2	0.2	0.2	0.3	0.2
Slovenia	0.1	0.2	0.2	0.2	0.2	0.2
Latvia	0.2	0.1	0.2	0.2	0.1	0.2
Estonia	0.2	0.2	0.2	0.1	0.1	0.1
EU - 28 (excluding Malta/Cyprus/Croatia)	96.9	94.4	95.4	95.2	96.3	95.7
Switzerland	2.6	3.7	3.2	3.4	2.5	3.0
Norway	0.4	1.9	1.4	1.4	1.3	1.3
Europe	100.00	100.00	100.00	100.00	100.00	100.00

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

Product category structure by country (%) Euros / RSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	1,724.0	1,605.0	3,137.0	3,030.0	3,892.0	13,388.0
France	2,255.4	1,440.4	3,429.9	1,712.7	2,518.4	11,356.8
United Kingdom	2,184.6	2,088.2	3,019.3	2,187.3	3,057.9	12,537.3
Italy	1,244.1	1,475.8	2,691.4	1,784.3	2,510.5	9,706.1
Spain	1,196.9	601.0	1,814.9	1,239.0	1,595.7	6,447.5
Netherlands	452.0	449.0	616.0	566.0	776.0	2,859.0
Poland	456.9	406.5	707.5	639.2	853.6	3,063.7
Belgium/Lux	370.3	235.0	524.8	536.0	390.8	2,056.9
Sweden	252.6	498.7	518.1	342.2	340.3	1,951.7
Greece	75.3	76.0	271.5	220.7	160.4	803.9
Austria	197.4	206.9	337.0	269.5	335.0	1,345.8
Portugal	216.4	85.9	371.2	223.6	391.8	1,288.9
Denmark	192.4	167.2	233.8	246.5	219.5	1,059.4
Romania	285.2	162.0	218.1	204.0	318.2	1,187.5
Czech Republic	91.0	106.7	163.0	163.7	181.0	705.4
Finland	33.6	152.2	216.3	272.0	237.7	911.8
Hungary	93.9	80.6	153.4	110.8	243.7	682.4
Ireland	118.2	110.2	162.6	154.4	210.4	755.8
Slovakia	84.8	75.0	118.4	95.6	157.1	530.9
Bulgaria	48.8	46.9	72.0	69.8	94.9	332.4
Lithuania	45.0	28.3	44.7	32.0	51.8	201.8
Slovenia	19.7	21.8	49.1	31.7	42.7	165.0
Latvia	32.5	17.3	37.5	34.9	32.8	155.0
Estonia	21.6	18.3	34.6	22.1	22.9	119.5
EU - 28 (excluding Malta/Cyprus/Croatia)	11,692.6	10154.8	18,942.1	14,187.9	18,635.1	73,612.5
Switzerland	353.5	336.9	642.0	510.0	413.3	2,255.7
Norway	59.8	241.9	330.7	259.2	306.7	1,198.3
Europe	12,105.9	10733.6	19,914.8	14,957.1	19,355.1	77,066.5

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

Product category structure by country (%) Euros / MSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	1,112.3	1,035.5	2,023.9	1,954.8	2,511.0	8,637.4
France	1,279.5	867.0	2,050.1	1,084.2	1,605.0	6,885.8
Italy	749.5	934.1	1,611.6	1,341.6	1,651.5	6,288.2
United Kingdom	1,213.7	1,160.1	1,677.4	1,215.2	1,698.8	6,965.2
Spain	748.1	375.6	1,134.3	774.3	997.3	4,029.6
Netherlands	227.1	221.2	352.0	365.2	433.5	1,599.0
Poland	268.7	270.4	474.3	430.0	577.1	2,020.5
Belgium/Lux	211.6	121.1	277.7	299.4	239.8	1,149.6
Sweden	131.7	281.4	292.1	200.9	211.1	1,117.3
Greece	50.2	56.3	193.9	157.6	139.5	597.5
Austria	116.2	133.2	213.1	168.1	210.9	841.5
Portugal	128.4	53.7	230.3	142.3	247.9	802.6
Denmark	96.7	87.5	121.1	128.4	118.6	552.3
Romania	154.3	93.8	126.0	119.1	186.7	679.9
Czech Republic	56.9	66.7	101.9	102.3	113.2	441.0
Finland	16.8	76.1	108.2	136.0	118.8	455.9
Hungary	50.6	42.0	81.0	65.4	143.6	382.6
Ireland	62.2	66.5	98.4	95.6	132.8	455.5
Slovakia	51.4	45.6	72.0	58.4	96.0	323.4
Bulgaria	31.0	30.5	46.5	45.6	62.0	215.6
Lithuania	21.1	14.0	22.1	18.8	30.3	106.3
Slovenia	10.2	13.0	28.6	18.2	24.8	94.8
Latvia	16.2	9.5	20.4	18.7	17.5	82.3
Estonia	10.7	10.4	19.5	12.1	12.6	65.3
EU - 28 (excluding Malta/Cyprus/Croatia)	6,815.1	6,065.1	11,376.4	8,952.3	11,580.3	44,789.1
Switzerland	186.0	240.6	377.7	318.7	295.2	1,418.2
Norway	30.2	121.6	166.2	129.6	152.6	600.1
Europe	7,031.3	6,427.3	11,920.3	9,400.6	12,028.1	46,807.4

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

Changes in national markets by product category 2015/2014 (%) Euros / RSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	1.1	4.2	4.8	-0.1	2.4	2.4
France	-1.7	0.9	1.5	-3.2	1.0	-0.1
United Kingdom	7.7	18.9	10.0	9.2	10.0	10.9
Italy	4.2	6.0	0.9	-0.7	2.4	2.1
Spain	5.2	3.8	1.5	-1.9	0.9	1.5
Netherlands	-3.2	7.7	4.1	-0.4	-0.4	1.3
Poland	3.7	10.6	8.4	3.0	-1.9	3.8
Belgium/Lux	-1.6	-4.2	0.6	2.7	3.6	0.7
Sweden	-1.6	-0.7	-1.4	-2.6	-1.5	-1.5
Greece	1.1	0.7	1.0	-2.3	-1.1	-0.4
Austria	0.3	1.0	-0.4	-2.2	-1.2	-0.7
Portugal	-2.7	1.2	0.9	-3.2	0.2	-0.6
Denmark	20.0	6.6	-0.8	-3.1	6.3	4.5
Romania	11.6	11.1	8.3	4.8	5.2	8.0
Czech Republic	-6.2	-0.1	1.7	-1.3	-2.1	-1.3
Finland	-15.8	1.3	-6.5	-3.0	1.1	-2.7
Hungary	15.1	7.2	7.7	4.4	6.2	7.5
Ireland	2.2	1.8	2.2	1.8	3.8	2.5
Slovakia	2.4	2.5	0.7	1.0	1.6	1.5
Bulgaria	2.3	0.6	1.8	0.6	1.0	1.2
Lithuania	4.2	8.8	6.9	4.2	3.0	5.1
Slovenia	-1.5	3.3	0.0	-0.6	-0.9	-0.1
Latvia	7.6	6.8	2.7	7.7	2.5	5.2
Estonia	5.9	5.2	5.2	3.3	2.7	4.5
EU - 28 (excluding Malta/Cyprus/Croatia)	2.7	6.5	3.4	0.7	2.8	3.0
Switzerland	5.3	52.7	8.4	7.1	7.9	12.4
Norway	-10.8	-4.9	-3.1	-6.2	-4.7	-5.0
Europe	2.7	7.2	3.4	0.8	2.8	3.1

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2015:

Changes in national markets by product category 2015/2014 (%) Euros / MSP basis

Country	Fragrances Perfumes	Decorative Cosmetics	Skin Care	Hair Care	Toiletries	Total
Germany	1.1	4.2	4.8	-0.1	2.4	2.4
France	-1.7	0.9	1.4	-3.2	1.0	-0.1
Italy	4.2	6.4	1.1	-0.2	2.6	2.3
United Kingdom	7.7	18.9	10.0	9.3	10.0	10.9
Spain	5.2	3.8	1.5	-1.9	0.9	1.5
Netherlands	-3.2	7.7	4.1	-0.4	-0.4	1.2
Poland	5.3	11.1	8.8	3.0	-2.3	4.0
Belgium/Lux	-1.6	-4.2	0.6	2.7	3.6	0.8
Sweden	-1.7	-0.7	-1.5	-2.4	-1.5	-1.5
Greece	1.1	0.7	1.0	-2.3	-1.1	-0.4
Austria	0.3	1.0	-0.4	-2.2	-1.2	-0.6
Portugal	-2.6	1.3	1.1	-3.1	0.2	-0.5
Denmark	20.0	6.6	-0.8	-3.1	6.3	4.4
Romania	12.5	11.0	9.2	5.5	6.2	8.6
Czech Republic	-6.1	-0.1	1.8	-1.3	-2.1	-1.3
Finland	-15.6	1.3	-6.4	-3.0	1.1	-2.6
Hungary	15.0	6.6	6.6	3.5	5.7	6.7
Ireland	2.3	1.8	2.2	1.8	3.8	2.5
Slovakia	2.4	2.2	0.7	1.0	1.9	1.6
Bulgaria	2.3	0.7	1.5	0.4	1.0	1.1
Lithuania	4.5	8.5	6.3	4.4	2.7	4.8
Slovenia	-1.9	4.0	-0.3	-0.5	-1.2	-0.2
Latvia	7.3	6.7	2.5	8.7	1.7	5.1
Estonia	5.9	5.1	4.3	3.4	2.4	4.1
EU - 28 (excluding Malta/Cyprus/Croatia)	2.7	6.4	3.4	0.6	2.7	2.9
Switzerland	5.3	52.7	8.4	7.1	7.9	13.1
Norway	-10.8	-4.9	-3.1	-6.2	-4.7	-5.0
Europe	2.7	7.4	3.5	0.7	2.7	3.1

Source: Cosmetics Europe Statistics Working Group

EUROPEAN C&T MARKET 2013-2015:

Per capita consumption by country - Euros / RSP basis

Country	2013	2014	2015
Sweden	194	185	200
Denmark	188	180	187
Belgium/Lux	174	174	174
Netherlands	168	167	169
Finland	165	164	167
United Kingdom	154	161	193
France	160	160	171
Germany	156	158	166
Austria	157	158	157
Italy	157	154	160
Ireland	146	149	163
Spain	138	137	139
Portugal	123	123	124
Slovakia	95	96	98
Estonia	84	87	91
Slovenia	80	79	80
Poland	76	77	81
Greece	74	73	74
Latvia	70	72	78
Czech Republic	72	68	67
Hungary	65	64	69
Lithuania	60	64	69
Romania	54	55	60
Bulgaria	44	45	46
EU - 28 (excluding Malta/Cyprus/Croatia)	119	119	124
Switzerland	259	248	274
Norway	253	245	232
Europe	129	129	134

Source: Cosmetics Europe Statistics Working Group

POPULATION 2013-2015 BY COUNTRY

In millions of inhabitants

Country	2013	2014	2015
Germany	82,103	82,407	80,689
France	65,899	66,189	66,415
United Kingdom	64,106	64,511	64,875
Italy	60,646	60,795	60,796
Spain	46,592	46,464	46,450
Poland	38,502	38,460	38,006
Romania	19,986	19,947	19,871
Netherlands	16,800	16,864	16,901
Greece	11,028	10,993	10,858
Belgium/Lux	11,650	11,715	11,821
Czech Republic	10,511	10,524	10,538
Portugal	10,457	10,394	10,375
Hungary	9,989	9,863	9,856
Sweden	9,600	9,696	9,747
Austria	8,477	8,537	8,576
Bulgaria	7,271	7,233	7,202
Denmark	5,613	5,643	5,660
Finland	5,439	5,462	5,472
Slovakia	5,413	5,419	5,421
Ireland	4,602	4,618	4,629
Lithuania	2,958	2,929	2,921
Slovenia	2,060	2,062	2,063
Latvia	2,013	1,995	1,986
Estonia	1,320	1,316	1,313
EU - 28 (excluding Malta/Cyprus/Croatia)	503,034	504,036	502,440
Switzerland	8,018	8,081	8,238
Norway	5,080	5,138	5,166
Europe	516,133	517,255	515,844

Source: European Commission - Directorate General for Economic and Financial Affairs

GROSS DOMESTIC PRODUCT 2013-2015 BY COUNTRY

Euros / Billions

Country	2013 (extracted 150514)	2014 (extracted 170515)	2015 (extracted 120416)
Germany	2737.6	2903.8	3025.9
United Kingdom	1908.5	2222.4	2567.5
France	2113.7	2142.0	2183.6
Italy	1560.0	1616.3	1636.4
Spain	1023.0	1058.5	1081.2
Netherlands	602.7	655.4	678.6
Belgium/Lux	428.2	447.0	461.9
Sweden	420.1	429.5	444.2
Poland	389.7	413.1	427.8
Austria	313.2	329.0	337.2
Denmark	249.1	257.4	266.0
Finland	193.4	204.0	207.2
Ireland	165.1	185.4	189.1
Greece	182.1	179.1	176.0
Portugal	165.7	173.1	179.4
Romania	142.3	150.0	159.8
Czech Republic	149.5	141.0	156.2
Hungary	98.1	103.3	108.8
Slovakia	72.1	75.2	78.1
Bulgaria	39.9	42.0	44.2
Slovenia	35.3	37.3	38.5
Lithuania	34.6	36.3	37.2
Latvia	23.4	24.1	24.4
Estonia	18.4	19.5	19.5
EU - 28 (excluding Malta/Cyprus/Croatia)	13,065.5	13,844.6	14,528.5
Switzerland	489.7	506.2	581.5
Norway	384.8	377.2	350.9

Source 2014 : UNECE - United Nations Economic Commission for Europe
For France/Switzerland: European Commission forecast

Country	National currency	2013	2014	2015
		for reference		
Bulgaria	BGN	1.9558	1.9558	1.9558
Czech Republic	SIT	25.9797	27.5356	27.2790
Denmark	DKK	7.4579	7.4548	7.4590
Estonia	EKK / € 2012	1.0000	1.0000	1.0000
Hungary	HUF	296.8730	308.7061	310.0000
Latvia	LVL / € 2014	0.9981	1.0000	1.0000
Lithuania	LTL	3.4528	3.4528	3.4528
Norway	NOK	7.8067	8.3544	8.9500
Poland	PLN	4.1975	4.1843	4.1843
Romania	RON	4.4190	4.4437	4.4450
Slovakia	SKK / € 2009	1.0000	1.0000	1.0000
Sweden	SEK	8.6515	9.0985	9.3540
Switzerland	CHF	1.2311	1.2146	1.0680
United Kingdom	GBP	0.8493	0.8061	0.7260
Japan	YEN	1.2966	140.3061	1.3431
USA	US\$	1.3281	1.3285	1.1100

Source: European Commission - Directorate General for Economic and Financial Affairs

Cosmetics Europe's Vision and Mission

Our Vision: A flourishing cosmetics industry increasingly improving people's quality of life in Europe and beyond.

Our Mission: To shape a European operating environment conducive to long term growth and a sustainable future.

Every person deserves a sense of well-being, self-esteem and self-confidence: the significance of these needs is set to increase in our ageing, diversifying and fast-moving society. As a leading member association we will continue to support our members in meeting the growing needs and expectations of consumers and our stakeholders.

The quality, reliability and safety of our products is our number one priority: it is part of our DNA. We work diligently with our members to set the highest standards ensuring that cosmetic products are one of the safest and most researched classes of consumer products on the market today.

Creativity and exploration are in our nature: we are passionate about creating an environment in which all European cosmetics and personal care companies, whatever their size, can develop new or improve existing products. Investment in science and technology is central to innovation that adds value to people.

We personally care



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