



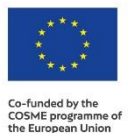
Exploratory mission to Mexico

A partnership of European cosmetics
clusters and SMEs

February 25th - 28th, 2019

EUROPEAN DELEGATION PORTFOLIO

www.cosmeticsclusters.com

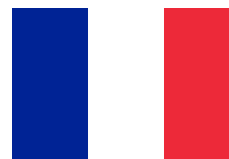




COSMETIC VALLEY

Cluster, France

www.cosmetic-valley.com



Number of company members: 585

Localisation: Chartres, with national subsidiaries

Area of specialization: perfumery and cosmetics value chain

Description of the network:

Founded in 1994, Cosmetic Valley became an accredited competitiveness cluster in 2005. It is now the world's leading resource centre for fragrances and cosmetics. More than one in ten cosmetic products sold worldwide is produced through this national network of 1,500 firms, including a majority of SMEs (80%) and over a hundred big brands. Cosmetic Valley gathers the complete integrated value chain: raw material, formulation, manufacture, packaging, packing, finished products, distribution and logistics, engineering / machine tools, assembly lines, testing and analysis / quality control, services, research and training.

Representing €30 billion in turnover and 150,000 jobs, Cosmetic Valley embodies the values of the "Made in France" brand in perfumery and cosmetics: innovation, performance, product safety, respect for the environment. It is committed to supporting SMEs in their development and to promoting the profile of their expertise. Its main actions are:

- 1/Networking: Promoting the brand of France / connecting know-how
- 2/Dynamizing Research and Innovation. Cosmetic Valley hosts the world's leading cosmetological research network, with a portfolio of 300 projects valued at €350 million.
- 3/Congresses & Training
- 4/"Cosmeto watch"
- 5/ Export & International cooperation
- 6/"Cosmetic 360 - Innovations and Solutions" at the Carrousel du Louvre in Paris: An international shop window for beauty sector businesses

Your contact:

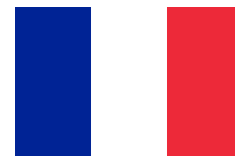
Ms. Ségolène LELOUTRE, international project manager

sleloutre@cosmetic-valley.com / +33 (0)2 37 18 33 18

English speaking Spanish speaking



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COSMETIC VALLEY DELEGATION COMPANY #1

Name : **LTE**

Date of creation: 1992

Website: <http://www.lt-e.fr/>

Field of activity:

- | | |
|---|--|
| <input type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input type="checkbox"/> Active ingredient | <input type="checkbox"/> Brand |
| <input type="checkbox"/> Formulation | <input type="checkbox"/> Distributor |
| <input checked="" type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 200

ANNUAL TURNOVER: aprox. 7 000 000 euros

CONTACT: Laurent Le Tellier (General director), contact@alliance-naturelle.com, +33 (0)6 17 59 67 35

English speaking Spanish speaking

Presentation of the organization's expertise

LTE is French independent company Family business established in 1992, LT.E is a medium size independent company specialized in high quality packing, packaging and cosmetics production. LTE is working for international Cosmetics brands such as L'Oréal, LVMH, GUERLAIN, SISHEIDO, etc.

Our head office and production complex are located in fully secured 10 000 m² premises about one hour drive from Paris. Situated at the heart of one of the biggest logistics hubs in France. This is an ideal location to distribute worldwide, with also a large storing capacity.

Member of the Cosmetic Valley Association, we provide fully integrated services including manufacturing, co-packing, packing, re-packing, general packaging and maceration of luxury products such as perfumes, cosmetics, pharmaceuticals.

Description of the technology/product/service

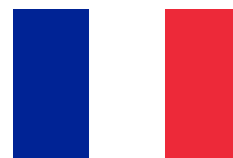
PERFUME AND COSMETICS PRODUCTION
CONTRACT PACKING
FILLING
PACKAGING SERVICES
STORAGE
LOGISTICS SERVICES WORLDWIDE



Co-funded by the
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the European Union



COSMETIC VALLEY DELEGATION COMPANY #2



Name : **ALLIANCE NATURELLE PARIS**

Date of creation: March 2018

Website: <http://www.alliance-naturelle.com/>

Field of activity:

- | | |
|--|--|
| <input type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input type="checkbox"/> Active ingredient | <input checked="" type="checkbox"/> Brand |
| <input type="checkbox"/> Formulation | <input type="checkbox"/> Distributor |
| <input type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 10

ANNUAL TURNOVER: (fiscal annual year not closed yet)

CONTACT: François CHARPENTIER (Managing Director), Laurent LE TELLIER (Président),
commercial.lte@wanadoo.fr, +33 (0)1 80 49 34 31

English speaking Spanish speaking

Presentation of the organization's expertise

Alliance Naturelle is a "Made in France" cosmetics brand based in Paris, France.

Alliance Naturelle has developed in the recent past years a high-end line of skincare products with unique technology.

In 2019, Alliance Naturelle will launch:

- A make-up line of products
- A perfume line of products
- Luxury perfumed candles and others

Description of the technology/product/service

See above.

Alliance Naturelle is looking for:

- A local partner in Mexico (distributor model) to distribute Alliance Naturelle products within local territory to be discussed through selective distribution and e-commerce
- To partner with a key local actor (Joint Venture model) along with our associate company LTE to create cosmetics products dedicated to the local market.



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BEAUTY CLUSTER BARCELONA

Cluster, Spain

www.beautyclusterbarcelona.com



Number of company members: 170

Localisation: Barcelona

Area of specialization: covers all the cosmetics value chain

Description of the network:

Beauty Cluster Barcelona is an association composed of more than 170 companies that bring together the entire value chain of the sector. It works to generate new business opportunities for its partners, facilitate internationalization processes, increase the competitiveness of the associated companies and transmit a transformative vision of the market.

The Mission of BCB are :

- Encouraging and exploiting the synergies between the members of the value chain to achieve the development of alternative projects focused in: research, and development, innovation, accessing new markets;
- Generating new business opportunities;
- Increasing the competitiveness of its associates;
- Facilitating internationalization processes for its associates and convey a transformative and consolidated vision of the market;

Your contact:

Ms. Claudia MESEGUE, communication manager

comunicacio@beautyclusterbarcelona.com / +34 674 784 207

English speaking Spanish speaking





BEAUTY CLUSTER BARCELONA DELEGATION COMPANY #1



Name : **DENTAID**

Date of creation: 1989

Website: WWW.DENTAID.COM

Field of activity:

- | | |
|--|--|
| <input type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input type="checkbox"/> Active ingredient | <input checked="" type="checkbox"/> Brand |
| <input type="checkbox"/> Formulation | <input type="checkbox"/> Distributor |
| <input type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 200

ANNUAL TURNOVER: 50M€

CONTACT: Enric Masdevall Garçon, International Area Manager, emg@dentaid.es, Tel. 935 80 94 94 - Ext. 113

English speaking Spanish speaking

Presentation of the organization's expertise

Dentaid is specialist in Oral health products and one of the leading companies in Spain with more than 40 years of experience on the market. We have subsidiaries in Germany, Benelux, France, Italy, Colombia, Chile & Peru and distributors in more than 70 countries.

Our sales and marketing strategy is to promote our products through the pharmacies but always visiting the dentist for the prescription of the product. This is because all our products have scientifically support that proves their effectiveness.

Dentaid es especialista en productos de salud bucal y una de las empresas líderes en España con más de 40 años de experiencia en el mercado. Tenemos filiales en Alemania, Benelux, Francia, Italia, Colombia, Chile y Perú y distribuidores en más de 70 países.

Nuestra estrategia de ventas y marketing es promocionar nuestros productos a través de las farmacias, pero siempre visitando al dentista para obtener la receta del producto. Esto se debe a que todos nuestros productos cuentan con respaldo científico que demuestra su efectividad.

Description of the technology/product/service

See above





AEBB - Associação Empresarial da Beira Baixa

Business Association, Portugal

<http://www.aebb.pt/>



Number of company members: 180

Localisation: Castello Branco

Area of specialization: the aromatic plants sector

Description of the network:

Founded in 1987 is a non-for-profit association with 180 associated companies - 30 members in the cluster area, that supports the creation and development of companies that work in the aromatic plants sector (gathering, extraction, distillation, processing) in the central region of Beira Baixa in Portugal. AEBB is currently also participating in the development of a new sector relating to plants – cosmetics and pharmacopoeia.

The main activities of AEBB for the development and the support of its members are: training, innovation, entrepreneurship, cooperation, internationalization and SME financing. Since 2015, AEBB has set up a business combination with 30 companies involved in the extraction, distillation and processing of aromatic and medicinal plants. In Portugal this sector is blooming and it's the aim of the association to support its further development. The aims of PAM (Aromatic and Medicinal Plants) Cluster are as following:

- Research and investigation activities in the field of indigenous plants (cyst, eucalyptus, rosemary, lavender etc.);
- Work on Extraction and Distillation;
- Networking of enterprises (AEBB signed the WICC'S cooperation protocol);
- Internationalization of companies: assistance with participation in events, fairs, business to business meeting, company visits etc.;
- Communication and disclosure of our oils producers and processors.

Your contact:

Ms. Monica CARDOSO, project manager

monica.cardoso@aebb.pt / (+351) 272 340 250 / (+351)96 21 25 785

English speaking Spanish speaking





AEBB DELEGATION COMPANY #1



Name: **HPRD – Health Products Reserch and Development, Lda - LabFit**

Date of creation: 05/09/2012

Website: www.labfit.pt

Field of activity:

- | | |
|--|--|
| <input type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input type="checkbox"/> Active ingredient | <input type="checkbox"/> Brand |
| <input type="checkbox"/> Formulation | <input type="checkbox"/> Distributor |
| <input type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input checked="" type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 13

ANNUAL TURNOVER: 320.000,00€ (2018)

CONTACT: Mrs Ana Oliveira, Pharmacist, 917889 122, apo@labfit.pt

English speaking Spanish speaking

Presentation of the organization's expertise

Labfit is a R&D company, specialized in the development of products and services designed to fit the health products companies' challenges, concerning both the need of novel products and the optimization and characterization of their marketed products.

Labfit is owned by two young pharmaceutical women that have experience in transferring knowledge and expertise to the market. Based on the owners R&D activities, Labfit's mission is to develop innovative products for people needs regarding their dermal and genital health and to offer specialized laboratory services to characterize ingredients, compounds and products. Labfit belongs to the laboratory network from the European Comission, EU-NETVAL from JRC, being one of the facilities responsible for the validation of new in vitro safety tests that aim to replace animal assays.

Labfit also provides consultancy services to cosmetic and medical devices companies that aim to commercialize products in the European market. Labfit is a highly certified company that evidences a very well controlled activity under ISO 9001, ISO 13487 and GLP (Good Laboratory Practices) certification.

Labfit has several laboratory testing services in in vitro and ex vivo models that are continuously and carefully selected to meet the needs of its customers. Labfit's portfolio of clients includes the pharmaceutical, cosmetic, chemical, biocidal, biomaterial, textile and footwear industries, among which Labfit has an interesting offer in the specialties of pharmaceutical technology, microbiology, physico-chemical characterization, toxicology and cosmetics certification.





Description of the technology/product/service

Labfit provides a large number of laboratory tests that include: physical-chemical analysis, microbiological analysis, product quality assurance, product development, product technological characterization, efficacy and safety characterization, toxicity tests using non-animal assays; genomics; metabolomics; transcriptomics, microbiomics (new generation sequencing tests). Labfit is specialized also in probiotics tests and developed a pre-clinical in house method to characterize the efficacy of probiotics to be used in vaginal applications (Lactoprobiotest®).

Labfit's facilities includes:

- Microbiology lab
- Cell and tissue culture lab
- Physical-chemical lab
- Pharmaceutical technological lab

Labfit's facilities are equipped with the most up to date technological equipment to assure the best quality and reproducibility of our tests. This includes:

- Chromatography (GC-MS, GC-FID, HPLC-DAD)
- Infrared spectrometry
- Scanning microscopy
- Confocal microscopy
- Flow cytometry
- Stability chambers
- Franz cells (permeation tests)
- Flow chamber

Labfit is a young, highly qualified team motivated to a professional performance that seeks the continuous improvement of all procedures. We guarantee our full commitment with quality and with our customers.





AEBB DELEGATION COMPANY #2



Name: **Aromas do Valado, Unipessoal Lda.**

Date of creation: 01/04/2013

Website: www.aromasdovalado.com

Field of activity:

- | | |
|---|--|
| <input checked="" type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input checked="" type="checkbox"/> Active ingredient | <input checked="" type="checkbox"/> Brand |
| <input type="checkbox"/> Formulation | <input type="checkbox"/> Distributor |
| <input type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 4

ANNUAL TURNOVER: 60.000,00€

CONTACT: Mrs Ana Vinagre (General Manager)

Email: ana.vinagre@aromasdovalado.com

Phone: +351 926 877 498

English speaking Spanish speaking

Presentation of the organization's expertise

Aromas do Valado was created as a result of a deep love by nature, aromas and benefits of plants, which provide us tranquillity and well-being. It is based in Segura, Idanha-a-Nova, in the Geopark Naturtejo, in Portugal.

The company operates in 3 different areas:

- production of essential oils;
- hygiene and cosmetics products with Bio and Vegan certification;
- training.

Description of the technology/product/service

Distributors with contacts in the Bio and Vegan market in supply chains, supermarkets, retail, etc..





TRANSYLVANIA LIFESTYLE CLUSTER

Cluster, Romania

www.transilvanialifestylecluster/



Number of company members: 52

Localisation: Cluj-Napoca

Area of specialization: raw material and aromatic plants sector

Description of the network:

TLC supports projects and initiatives that improve the creative industries and culture of increasing life quality, integrate and support the quality of life in the business environment of the SMEs, implement partnership projects regarding high standards of living, test-validate the scientific results or prototypes, disseminate and promote High-Tech products/services for better living.

Transylvania, the north-west region of Rumania, is experiencing constant growth in research, innovation, education, culture, services, all aiming to increase the quality of life and the level of lifestyle. Cluj-Napoca, established 2000 years ago, is the capital of the region that has a long tradition in the creative economy and culture. The internationalization and development of relations of the Transylvania Region with other communities of Europe and around the world have created an effervescent phenomenon by bringing ideas, technology and daily life activities for the citizens. The impact consists of developing the research and innovation, as well as the practical application of the new concepts and style of living. The Cluster represents companies, specialists and artists of the sectors involved in lifestyle, such as: Arts and Culture; Education; Entertainment - CULTainment, ARTainment, EDUtainment using High-Tech Culture; CULINAROMAtHeraPy - Restaurants; Drinks and beverage; Gastronomy and Culinary Art; Health; Beauty and Wellness; Multi-Media; Place and Spaces; Shops and Markets; Sport and Leisure; Fashion; Style and Design; Technology and Innovation; Tradition and Folklore; Travel and Transport. The main activities of the cluster are:

- Develop and support lifestyle activities for the business community and citizens, to provide consulting, training, coaching, mentorship, design and other services needed in different creative and innovative processes;
- Stimulate and support the interaction between the members of the organization by optimizing a communication process inside and outside the cluster (ex. Expo, trade missions, conferences);
- Attract new SMEs and units of research-development and innovation, to develop the international cooperation between enterprises, organizations and similar institutions interested in improving the quality of life and healthy lifestyle.

Your contact:

Mr. Radu Adrian MLESNITA, project manager

transilvanialifestyle@gmail.com / +40 722 354 447

English speaking Spanish speaking



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TCL DELEGATION COMPANY #1



Name : **PURE'SSENSE COSMETICS**

Date of creation: 2014

Website: www.bycodru.com

Field of activity:

- | | |
|---|---|
| <input type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input type="checkbox"/> Active ingredient | <input checked="" type="checkbox"/> Brand |
| <input checked="" type="checkbox"/> Formulation | <input checked="" type="checkbox"/> Distributor |
| <input type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 3 + sesoniero workers

ANNUAL TURNOVER: 13,000 eur

CONTACT: Codruta RANCIOG, Owner - codruta.ranciog@gmail.com, +40 745 194 076

English speaking Spanish speaking

Presentation of the organization's expertise

Pure'Ssense Cosmetics was established in January 2014. Our purpose is to create a new brand of raw & healthy cosmetics product, using only natural ingredients, recyclable packaging and a production process friendly with the environment. We started considering the idea to create very simple and totally clean cosmetic products, completely safe for our body and very friendly with the environment.

All the ingredients come from certificated suppliers, we use only cold pressed and bio certified oils. The whole manufacturing process is handmade and made with care to protect the active principles contained in the plants. In this way, most of the ingredients are mixed without heating and where it is absolutely necessary the process is controlled at the heating point where the active principles are kept. We developed original cosmetics formulas based on plants extract, looking to incorporate natural essences in our cosmetics products, in order to obtain visible effects with safety, healthy and non-invasive ingredients and improve in this way the quality of our lifestyle and wellbeing.

In 2018 we participated to the International Conference for LIFE sci&tech4Wellbeing (<http://LIFE.usamvcluj.ro>) and joined Cosmetics4Wellbeing Consortium activities as members of Transylvania LifeStyle Cluster to go international.

Description of the technology/product/service

We have designed and developed a range of natural skincare products and a range of natural body products, starting with formulation, preparing cosmetics forms, procuring the ingredients, the process of acquisition, established the production flow, studied and implemented legal aspects applicable to the stages of production, registration and marketing of cosmetic products.





TCL DELEGATION COMPANY #2



Name : **Lavanda Ticu - Tirlea Diana Elena PFA**

Date of creation: 2014

Website: <https://www.facebook.com/profile.php?id=100008869569001>

Field of activity:

- | | |
|--|---|
| <input checked="" type="checkbox"/> Raw material | <input type="checkbox"/> Equipments |
| <input type="checkbox"/> Active ingredient | <input checked="" type="checkbox"/> Brand |
| <input type="checkbox"/> Formulation | <input checked="" type="checkbox"/> Distributor |
| <input type="checkbox"/> Packaging | <input type="checkbox"/> Other: please specify |
| <input checked="" type="checkbox"/> Tests | |

NUMBER OF EMPLOYEES: 4 + sesoniero workers

ANNUAL TURNOVER: 10,000

CONTACT: Diana TIRLEA, Owner - dianatirlea3@gmail.com, +40 720 054 802

English speaking Spanish speaking

Presentation of the organization's expertise

Lavanda TICU was established in 2014 when we planted the first 0.25 ha of lavender in the village of Ticu, Transilvania region. Starting with 2018, we extended the area cultivated with herbs to 20 ha, of which: 3 ha of lavender, 1 ha of mint, and the rest with marigolds.

The currently cultivated lavender variety is *Lavandula angustifolia* ssp. Blue scent.

Starting this spring and autumn, marigolds will be replaced with mint and lavender.

We prepare to extend to 40 hectare area of lavender varieties such as: *Lavandula angustifolia*, *Lavandula angustifolia* ssp. Blue Scent, *Intermedia x grosso*. As well, we will extend peppermint to 6 ha. The cultivated variety is *Mentha spicata*. Our market is local.

Starting with 2018, we are into ecological conversion, involved in the research-testing process and participate to international events – GO INTERNATIONAL.

Description of the technology/product/service

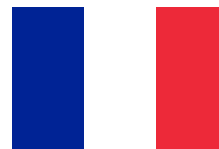
Clasical and new technologies are used for plants' cultivation, packaging, storage, delivery and transportation.

In 2017 and 2018 we participated to the COSMETICS360 events in Paris together with TLSc.

In 2018 we joined:

- (1) C4W/COSME Consortium activities as members of TLS Cluster to GO INTERNATIONAL;
- (2) another EU project with GAL Napoca-Porolissum, Technical University and the University of Agricultural Sciences and Veterinary Medicine from Cluj-Napoca to achieve an independent lavender harvested gear through the drones, as well as a distillery of aromatic plants, lavender and mint for obtaining essential oils.





FRANCE CLUSTERS

French clusters association, France

www.franceclusters.fr

Number of clusters members: 150 French clusters

Localisation: Lyon

Area of specialization: strengthen the French clusters network from all sectors

Description of the network:

France Clusters is a national cluster hub founded in 1997 with a network of 150 French cluster organisations, 60,000 French enterprises and 1,000,000 employees, plus 18,000 followers (institutional and financial partners) in all sectors all over France. The following are some of the main services and activities it offers:

- As a place for dialogue and exchange, FC organises working groups, co-production workshops, technical seminars and other events with the purpose of sharing good practices and fostering inter-clustering cooperation;
- As a services and training centre, FC offers certified trainings, trainings “à la carte” as well as tailor-made training sessions according to specific needs on cluster-related issues (such as business models for cluster organisations or the development of collaborative innovation), but also on European funding and projects, international development, communication as well as legal and financial issues;
- As a representative body of the large clusters’ community and a think tank for institutions (at local, regional, national and European level), FC disseminates good practices through our communication tools and our events (such as the European Cluster Days or the European Innovation crossroads), we offer individual support to local authorities and we explore new topics where clusters can be a key success factor, so to influence public policies (publication of research studies and informative notes) If you wish to know;

To achieve its goals, France Clusters works in partnership with several private and public bodies, including, among others, regional and local authorities, regional and innovation development agencies, universities and business schools, private investors, and trade unions.

Your contact:

Ms. Elise DUREY, project manager

Elise.durey@franceclusters.fr / +33 (0)4 78 54 67 09

English speaking Spanish speaking



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the European Union