

1. Scope of application

This guideline aims to provide guidance on cosmetic labeling in major export destination countries (regions) for cosmetics.

According to the laws, regulations, standards, requirements and their differences with our country, suggestions and guidelines are provided.

Applicable to all cosmetics companies that export or prepare to export.



II. Overview of the Basic Situation of Imported and Exported Cosmetics

2.1 Terms and Definitions

Cosmetics: Cosmetios: refers to any product that is applied to any part of the human body by smearing, sprinkling, spraying (skin, hair, nails, lips), teeth and oral mucosa to achieve cleanliness, fragrance, change appearance, Products for correcting body odor, maintaining and keeping in good condition.

Labelling: refers to the words, numbers, symbols,

Graphics and instructional materials placed inside the sales packaging.

Sales packaging: refers to the packaging that is delivered to consumers together with the contents for the purpose of sale.
Pack.

Contents: refers to the product contained in the packaging container.

Display panels: refers to the area of the cosmetics that can be seen by consumers in their natural state when they are displayed on a shelf or a noodle.

Visible panels: refers to the area of the cosmetic that consumers can see without damaging the sales packaging.
to any surface.

Net content: refers to the actual mass or
Volume or length.

Shelf life: refers to the period of time during which the cosmetic product is kept in good condition under the conditions specified in the cosmetic product standard.
During this period, the cosmetics are fully suitable for sale and meet the requirements of product standards and labels.
After this period, the quality of the cosmetics may change and the cosmetics are no longer

Suitable for sale.

Primary packaging product: refers to cosmetics that are packaged once.

The commodities involved in this guide are cosmetic products. The corresponding customs export catalog commodity codes are as follows:

As shown in Table 2.1 (data from the China Customs Statistical Yearbook compiled by the General Administration of Customs).

Table 2.1 List of customs codes for cosmetics

Product Name	Commodity Number (Customs Code)
essential oils include extracts and absolutes: Balsam: extracted oleoresins	3301
Orange Oil	33011200
Lemon Oil	33011300
Lime Oil (Lime Oil)	33011910
Other citrus essential oils	33011990
Peppermint Oil	33012400
Other peppermint oils	33012500
Camphor oil	33012910
Citronella Oil	33012920
Fennel oil	33012930
Cinnamon Oil	33012940
Litsea cubeba oil	33012950
Eucalyptus Oil	33012960
Geranium oil (geranium oil)	33012991
Unlisted non-citrus fruit essential oil	33012999
Iris Gel	33013010
Other Balms	33013090
Extracted oleoresin	33019010
De-olefination by-products of essential oils from citrus fruits	33019020
concentrated essential oils: other olefin by-products and essential oil liquids	33019090
Perfume and toilet water	3303
Perfume and toilet water	33030000
Beauty products or cosmetics and skin care products: nail cosmetics	3304
Lip cosmetics	33041000
Eye cosmetics	33042000

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(Continued table)

Product Name	Commodity Number (Customs Code)
Nail cosmetics	33043000
Incense powder, whether or not compressed	33049100
Other beauty products or cosmetics and skin care products	33049900
Hair Care Products	3305
Shampoo	33051000
Perm	33052000
Fixative	33053000
Other hair care products	33059000
and dental cleaning products: yarn for cleaning between teeth (dental floss)	3306
toothpaste	33061010
Other tooth cleaning products	33061090
Yarn for cleaning between teeth (dental floss)	33062000
Oral Cleanser	33069000
Fragrance products and cosmetics:	3307
Shaving preparations	33071000
Personal deodorants and antiperspirants	33072000
Bath salts and other bath preparations	33073000
Other agents, unlisted aromatic products, and cosmetic cleaning products	33079000

2.2 Latest customs statistics

The statistical scope is: the total annual import and export amount and quantity of this type of products.

2.3 Import and export statistics in the past five years

2.3.1 Statistics of China's cosmetics import and export volume from 2007 to 2011

In the past five years, my country's cosmetics import and export has generally shown an upward trend, and has g

Statistics show that my country's cosmetics exports increased by 427,700 tons in 2011 compared with 2007, an increas

175.51%, and the export value increased by US\$1.493 billion, an increase of 145.17%: the import volume of cosmetics

The import volume increased by 55,100 tons, an increase of 103.50%, and the import value increased by US\$1.474 billion.

my country's cosmetics trade is mainly export-oriented. With the adjustment of the structure, it has gradually moved.

According to statistics, from 2007 to 2011, my country's cosmetics trade surplus increased from US\$341 million to US\$1.493 billion.

It dropped from 1.00 billion to 0.00 billion U.S. dollars, and then increased slightly to 3.60 billion U.S. dollars, and the trade surplus increased to 3.60 billion U.S. dollars.

my country's total import and export trade of cosmetics increased from US\$1.716 billion to US\$4.684 billion, an increase of 175.51%.

Compared with the rapid growth of trade value, my country's cosmetics still have a big disadvantage in terms of quality.

The average unit price of imported cosmetics was US\$12.92/kg, and the average unit price of exported cosmetics was US\$19.96/kg, which is 18.84% higher than the import unit price.

32.66% of the import unit price: In 2011, the average unit price of cosmetics imports was US\$19.96/kg, and the average unit price of exports was US\$37.60/kg.

The unit price is 3.76 USD/kg, which is 18.84% of the import unit price. It can be seen that the gap is still widening.

This price disadvantage shows that the gold content of my country's exported cosmetics is low, and maintaining trade surplus is difficult.

Exports are based on the sacrifice of value. This situation poses a great challenge to my country's cosmetics manufacturers.

This is a very serious issue and we should improve product quality as soon as possible and increase added value.

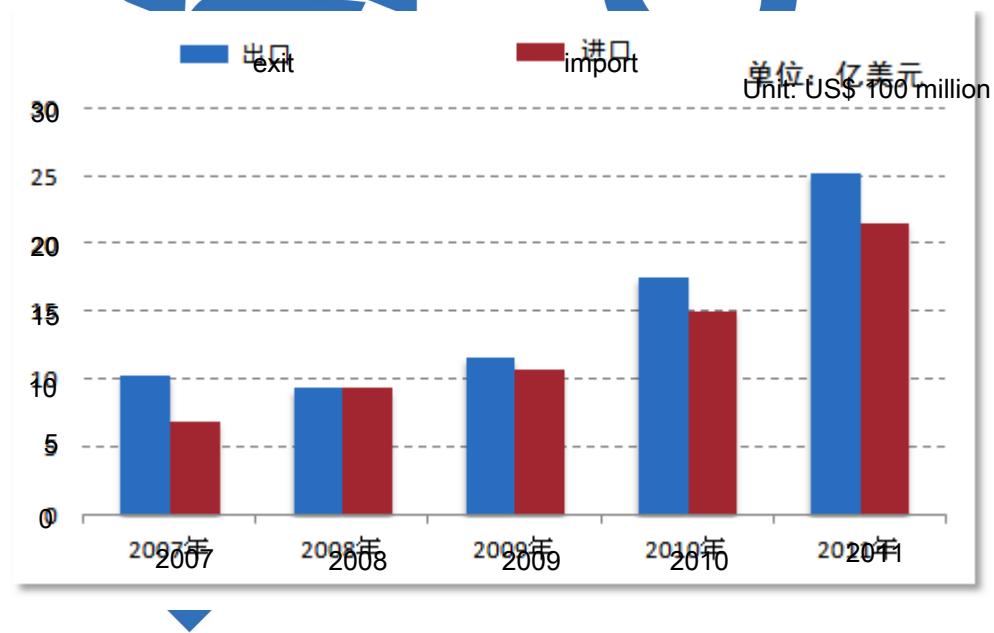
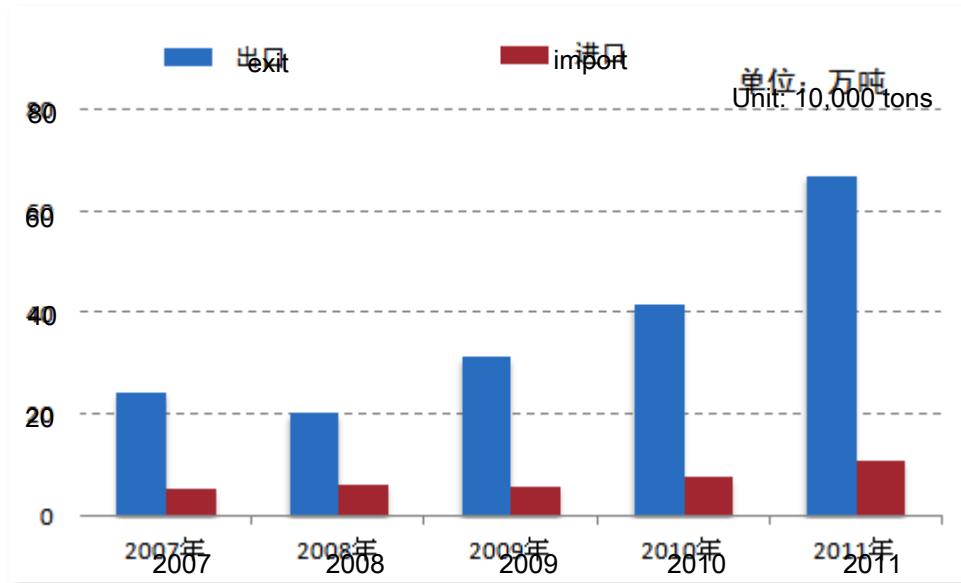
Table 2.2 List of my country's cosmetics export quantity and value from 2007 to 2011

years	quantity (10,000 tons)	Growth (10,000 tons)	growth rate (100%)	Amount million US dollars	Growth million US dollars	growth rate (%)
2007	24.37		one	10.29	one	
2008	20.20	-4.17	-17.11	9.36	-0.93	-9.04
2009	31.37	11.17	55.30	11.66	2.30	24.57
2010	41.58	10.21	32.55	17.50	5.84	50.09
2011	67.14	25.56	61.47	25.22	7.72	44.11

Table 2.3 Cosmetics import quantity and value from 2007 to 2011

years	quantity (10,000 tons)	Growth (10,000 tons)	growth rate (100%)	Amount million US dollars	Growth million US dollars	growth rate (%)
2007	5.32	one	one	6.88	one	one
2008	6.11	0.79	14.85	9.36	2.48	36.05
2009	5.90	-0.21	-3.44	10.70	1.34	14.32
2010	7.55	1.65	27.97	15.00	4.30	40.19
2011	10.83	3.28	43.44	21.62	6.62	44.13

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2.3.2 Composition of China's cosmetics exports from 2007 to 2011

In the past five years, my country's cosmetic exports have mainly been skin cosmetics, hair cosmetics, and oral care products.

The export volume of cosmetics and beauty products accounted for more than 80% of the total export volume.

Products, with an average annual growth of US\$142 million, accounted for 14% of the total sales. The second largest

The average annual growth rate reached 61 million US dollars, and the proportion increased by 8%. The next is beauty cosmetics, which reached USD 36 million, and its proportion decreased by 23%. The growth rates of other categories were relatively low.

Table 2.4 List of the export quantity and value of various cosmetics in my country from 2007 to 2011

Unit: 10,000 tons/US\$100 million

Cosmetics Category	2007		2008		2009		2010		2011	
	quantity	Amount								
Skin cosmetics	4.18	2.32	4.86	2.25	11.38	3.46	14.49	6.12	21.76	9.43
Hair cosmetics	6.09	1.23	5.53	1.19	6.97	1.41	10.06	1.90	10.21	2.26
Oral cosmetics	3.50	0.71	2.14	0.43	5.61	0.97	7.65	1.36	20.60	3.74
Beauty cosmetics	8.91	5.38	6.40	5.00	5.28	4.82	6.60	6.63	7.07	7.18
Perfume cosmetics	0.85	0.53	0.73	0.42	1.36	0.73	1.81	1.07	2.56	1.21
Special function cosmetics	0.78	0.11	0.44	0.07	0.68	0.26	0.77	0.26	0.82	0.33
Other cosmetics	0.05	0.01	0.10	0.01	0.08	0.01	0.21	0.17	4.11	1.06
total	24.37	10.29	20.20	9.36	31.37	1.66	41.58	17.50	67.14	25.22

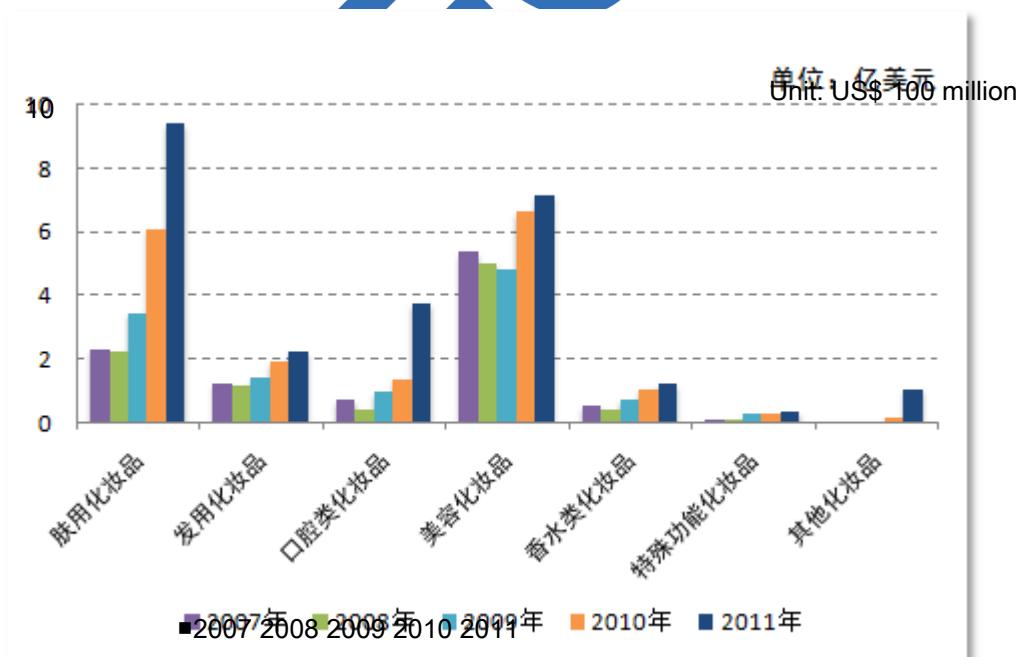


Figure 2.3 Analysis of the export value of various cosmetics in my country from 2007 to 2011

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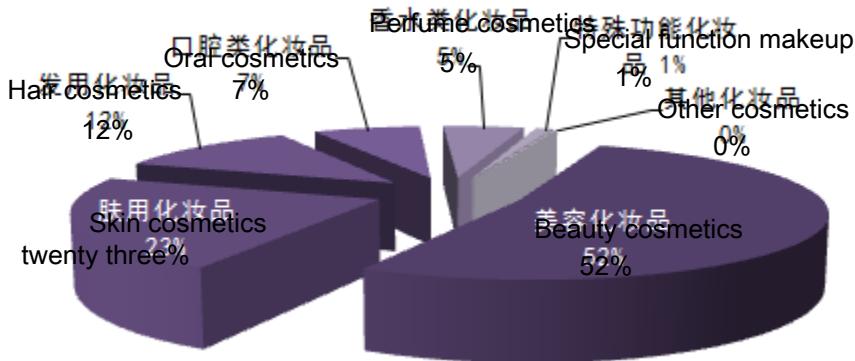
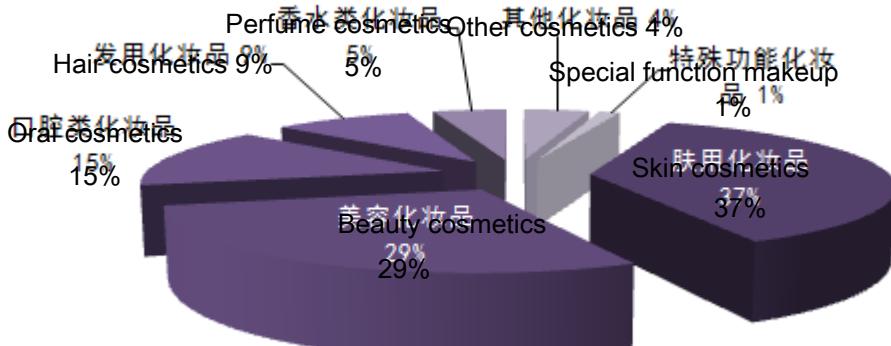


Figure 2.4 Analysis of the proportion of various cosmetics exports in my country in 2007



Analysis of the Figure 2.5 of various cosmetics exports in my country in 2011

2.4 Major export target markets in recent years

2.4.1 Analysis of the quantity and value of Chinese cosmetics exports to five continents from 2007 to 2011

According to statistics, Asia, America and Europe are the main export destinations for my country's cosmetics.

In 2011, the volume and value of my country's cosmetics exports to Asia increased by 130,300 tons and 614 million re-

The volume and amount of exports to the Americas increased by 3% and 19% respectively.

82,500 tons and US\$276 million, with the proportion decreasing by 5% and 10% respectively: the quantity exported to

The amount increased by 98,700 tons and US\$388 million respectively, with the former increasing by 6% and the latter

The quantity and amount of exports to Africa increased by 26,300 tons and US\$53 million respectively, and the propor-

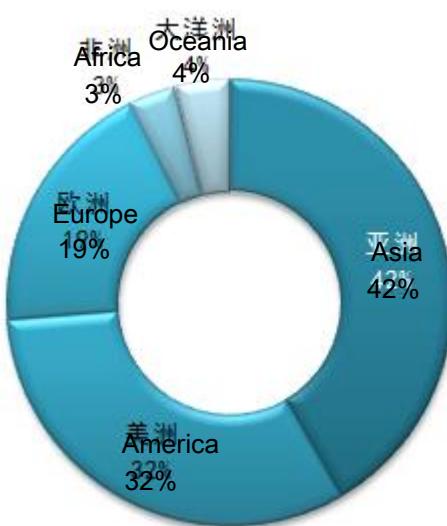
3% and 1%: The quantity and amount of exports to Oceania increased by 6,100 tons and 1 million US dollars respec-

The proportion decreased by 1% and 3% respectively.

Table 2.5 Quantity and value of cosmetics exports to five continents from 2007 to 2011

Unit: 10,000 tons/US\$100 million

Continent	Asia	America		Europe		Africa		Oceania		
years	quantity	Amount	quantity	Amount	quantity	Amount	quantity	Amount	quantity	Amount
2007	9.60	2.93	7.40	3.35	4.36	1.97	0.78	0.20	0.91	0.44
2008	9.53	3.56	4.73	2.47	3.31	1.96	1.40	0.31	0.46	0.14
2009	14.38	4.83	6.96	2.71	6.52	2.61	1.67	0.35	0.70	0.19
2010	17.82	6.06	9.67	3.92	8.24	4.21	1.99	0.44	0.78	0.25
2011	22.63	9.07	15.64	6.11	14.23	5.85	3.41	0.73	1.53	0.45



Analysis of the proportion of cosmetics exported by my country to various continents in 2007

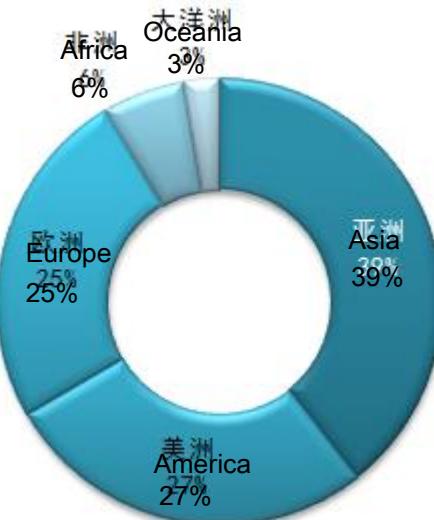
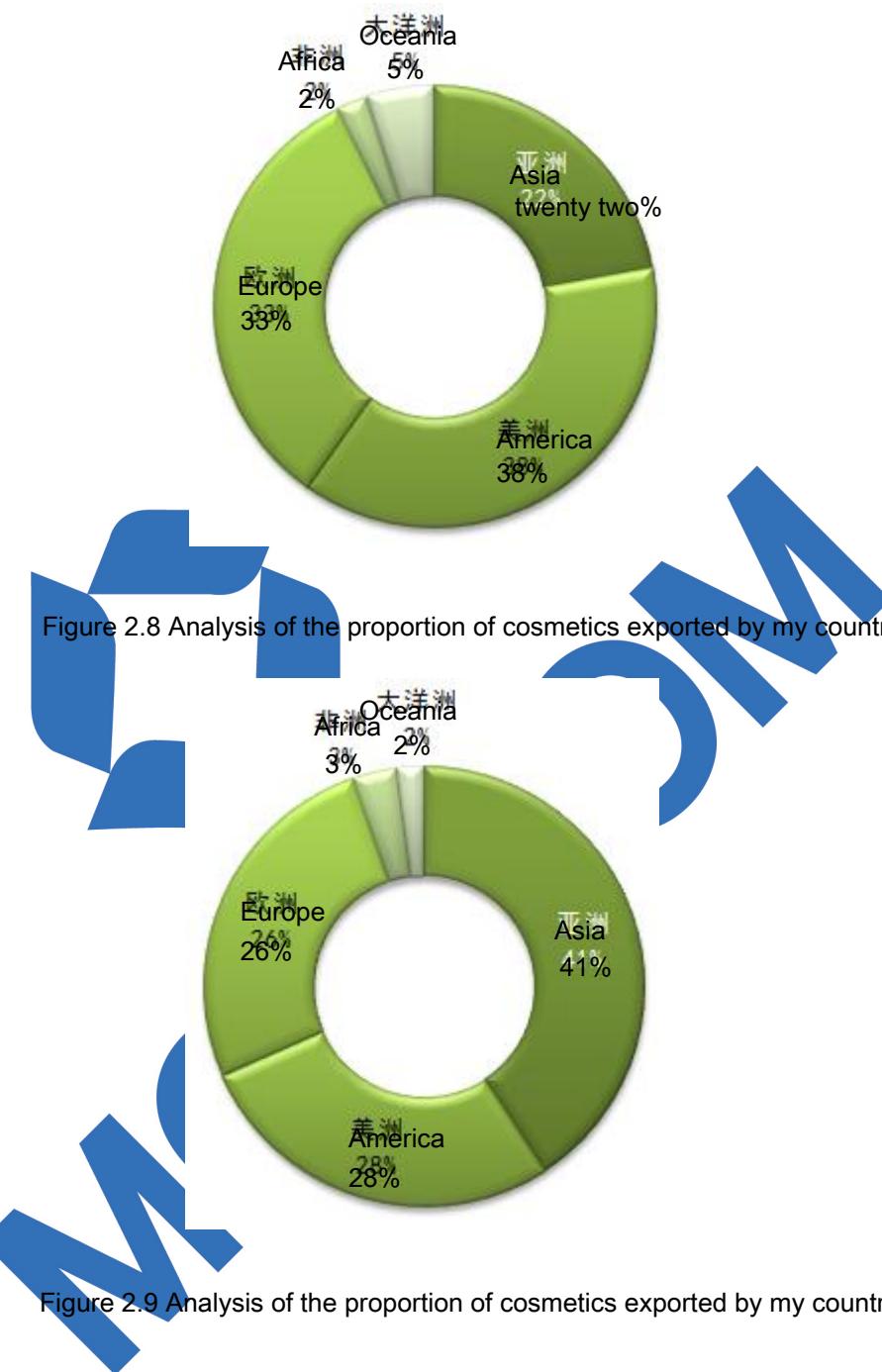


Figure 2.7 Analysis of the proportion of cosmetics exported by my country to various continents in 2011

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2.4.2 Analysis of the quantity and amount of China's cosmetics exports to major export regions from 2007 to 2011

In the past five years, North America, the European Union and Hong Kong have been the regions with the largest

Compared with 2007, the quantity and amount of exports to North America increased by 66,800 tons and US\$204 million

The proportion decreased by 2% and 9% respectively: the number and amount of exports to the EU increased by 45,200

Tons and USD 300 million, accounting for 2% and 3% respectively: the quantity and amount of exports to Hong Kong

They increased by 58,200 tons and US\$275 million respectively, with the proportion of quantity decreasing by 3% and

4%. In 2011, the volume and value of cosmetics exported to these three regions accounted for 60% of the total and total

above.

Quantity and value of my country's cosmetics exports to major export regions from 2007 to 2011
Table 26

Unit: 10,000 tons/US\$100 million

area	2007		2008		2009		2010		2011	
	quantity	Amount								
North America	6.56	3.04	3.90	2.14	6.07	2.36	7.93	3.26	13.24	5.08
European Union	2.89	1.60	2.85	1.81	3.56	2.09	4.79	3.58	7.41	4.60
Hongkong	6.10	1.37	5.48	1.93	8.92	2.66	10.63	3.34	11.92	4.12
East Asia	0.96	0.66	0.82	0.74	1.06	0.82	1.79	1.01	2.93	1.51
ASEAN	0.96	0.80	0.65	0.86	0.99	0.90	1.37	1.29	2.33	1.70
Taiwan	0.82	0.31	0.81	0.36	1.23	0.47	1.41	0.56	1.57	0.62
middle East	1.26	0.47	1.42	0.41	1.46	0.52	1.71	0.60	2.42	0.80
Latin America	0.83	0.31	0.82	0.33	0.86	0.33	1.71	0.65	2.37	1.02
Eastern Europe	1.43	0.36	0.44	0.14	2.93	0.50	1.37	1.29	2.33	1.70
Oceania	0.91	0.44	0.45	0.14	0.70	0.19	0.78	0.25	1.52	0.45
Africa	0.78	0.20	1.40	0.31	1.67	0.35	1.99	0.44	3.41	0.73

[Note] North America: the United States and Canada, a total of 2 countries:

EU: France, Italy, Netherlands, Belgium, Luxembourg, Germany, Ireland, Denmark, United Kingdom, Greece, Portugal, Spain, Austria, Finland, Sweden, Poland, Latvia, Lithuania, Estonia, Hungary, Czech Republic, Slovakia, Slovenia, Malta, Cyprus, Bulgaria, Rome Nigeria, a total of 27 countries:

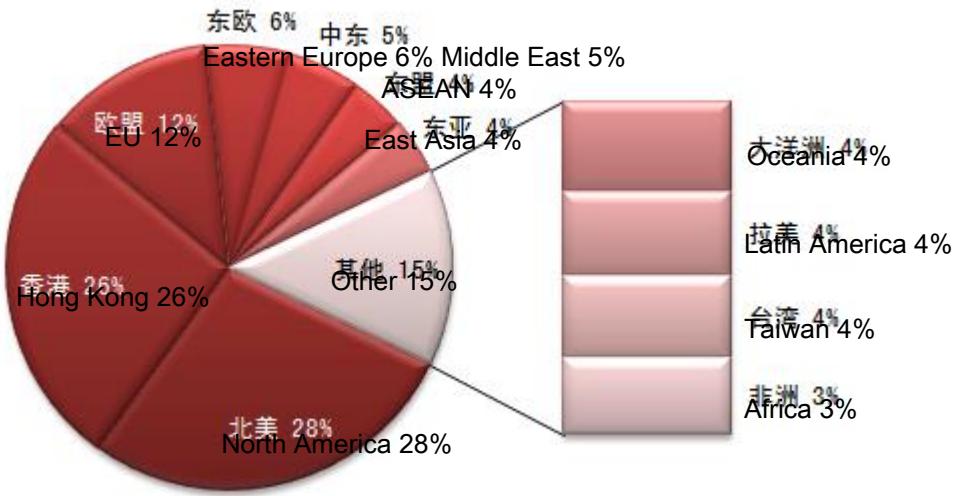
East Asia: Japan, South Korea, North Korea, Mongolia, a total of 4 countries:

ASEAN: Indonesia, Singapore, Thailand, Philippines, Malaysia, Brunei, Myanmar, Vietnam, Laos, Cambodia, 10 countries:

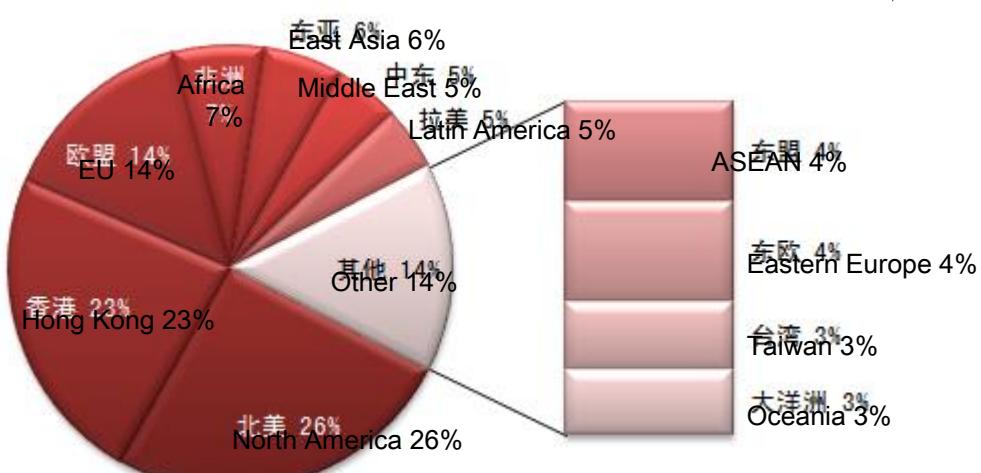
Middle East: Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen, Palestine, Algeria, Libya Bahrain, Morocco, Tunisia, Sudan, Mauritania, Somalia, a total of 22 countries:

Eastern Europe: Russian Federation, Belarus, Ukraine, and Moldova, a total of 4 countries.

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Analysis of the distribution of the Figure 2.00 cosmetics exported to major export regions in my country in 2007



Analysis of the distribution of the Figure 2.01 cosmetics exported to major export regions in my country in 2011

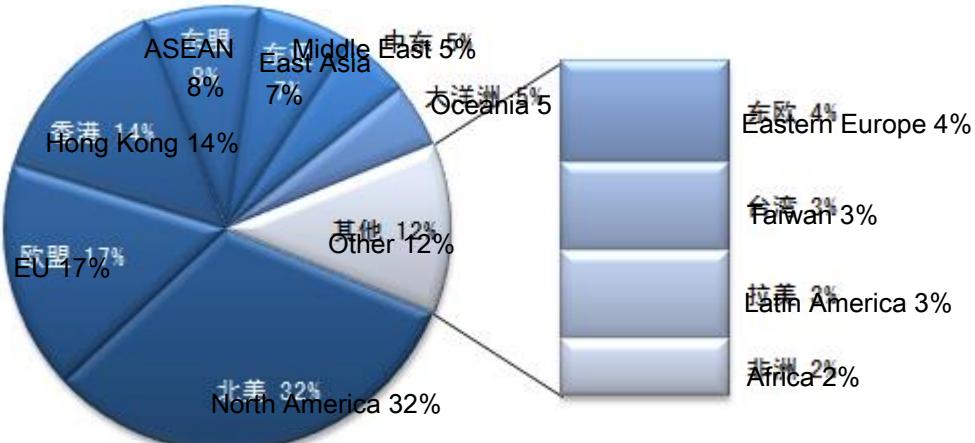


Figure 2.12 Analysis of the distribution of the value of my country's cosmetics exports to major regions in 2011

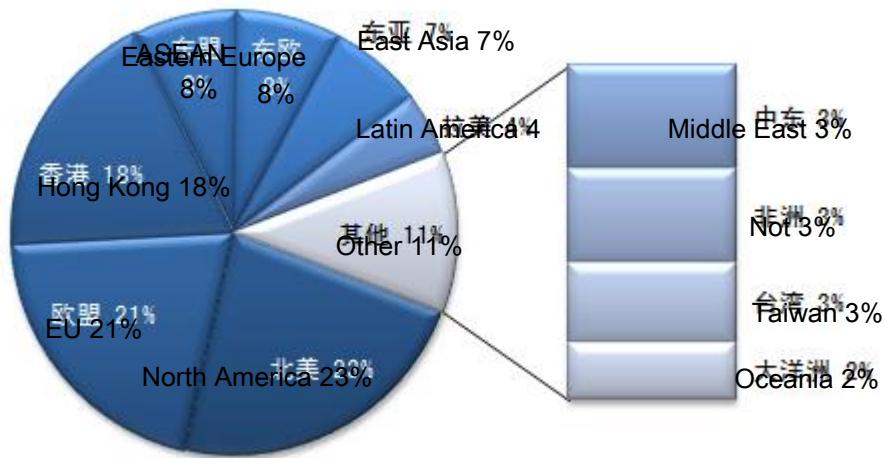


Figure 2.13 Analysis of the distribution of the export value of cosmetics in my country by major export regions

2.4.3 Analysis of the quantity and amount of China's cosmetics exports to major countries or regions from 2007 to 2011

In 2011, my country's cosmetics exports involved more than 180 countries and regions.

The top ten countries or regions are: the United States, Hong Kong, the United Kingdom, bonded areas, Japan, Russia,

Poland, Singapore and Taiwan. In 2011, they imported a total of 408,200 tons of cosmetics from my country, with a value of

The United States and Hong Kong far exceeded other countries or regions in terms of exports.

The export volume and value accounted for more than 50%. However, in terms of the average export price, Singapore

The advantages are obvious and the prices are relatively high. Russia has the lowest price, which is only 1.78 USD/kg.

Table 2.7 Distribution of quantity and amount of my country's cosmetics exports to major countries (regions) from 2007 to 2011

Unit: 10,000 tons/US\$100 million

nation	2007		2008		2009		2010		2011	
	quantity	Amount								
USA	6.36	2.98	3.70	2.06	5.81	2.29	7.58	3.14	12.46	4.85
Hongkong	6.10	1.37	5.48	1.93	8.92	2.66	10.63	3.34	11.92	4.12
U.K.	1.10	0.40	1.26	0.56	1.66	0.77	2.21	1.13	3.77	1.65
Bonded Area	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.10	1.23	1.37
Japan	0.73	0.59	0.58	0.65	0.77	0.71	1.44	0.87	2.23	1.27
Russia	1.15	0.26	0.39	0.11	2.45	0.40	2.68	0.47	6.12	1.09
France	0.32	0.45	0.23	0.52	0.27	0.50	0.43	0.86	0.54	0.93

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(Continued table)

nation	2007		2008		2009		2010		2011	
	quantity	Amount								
Poland	0.03	0.02	0.14	0.13	0.11	0.13	0.40	0.69	0.49	0.85
Singapore	0.31	0.42	0.22	0.48	0.35	0.46	0.41	0.72	0.48	0.84
Taiwan	0.82	0.31	0.81	0.36	1.23	0.47	1.41	0.56	1.57	0.62

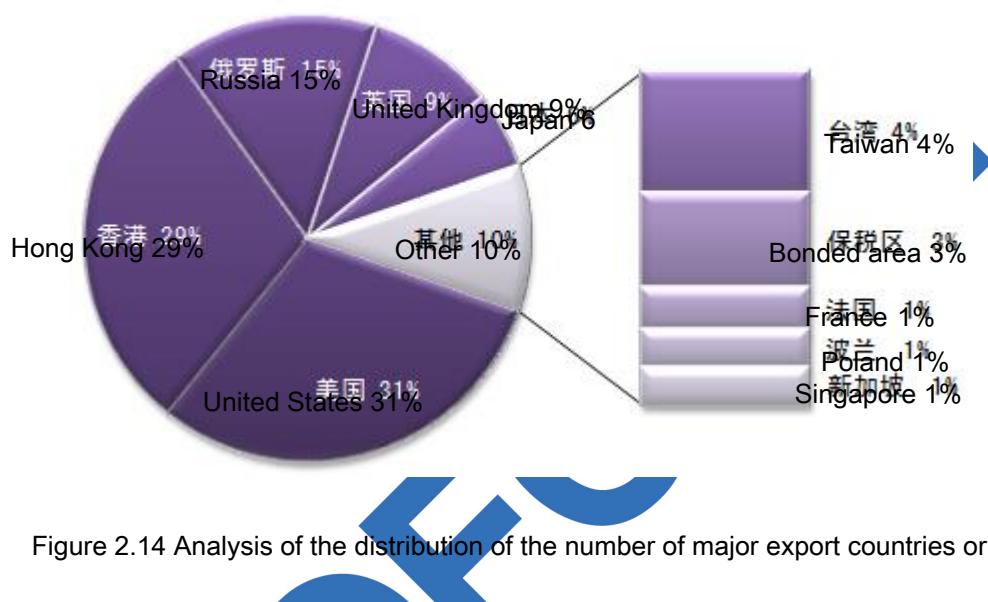


Figure 2.14 Analysis of the distribution of the number of major export countries or regions of my country's cosmetics

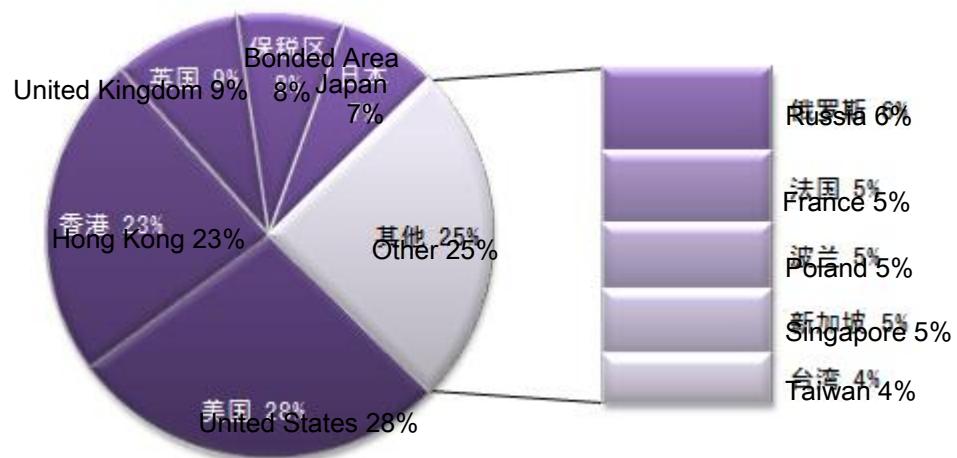


Figure 2.15 Analysis of the distribution of the amount of my country's cosmetics exports to major countries or regions

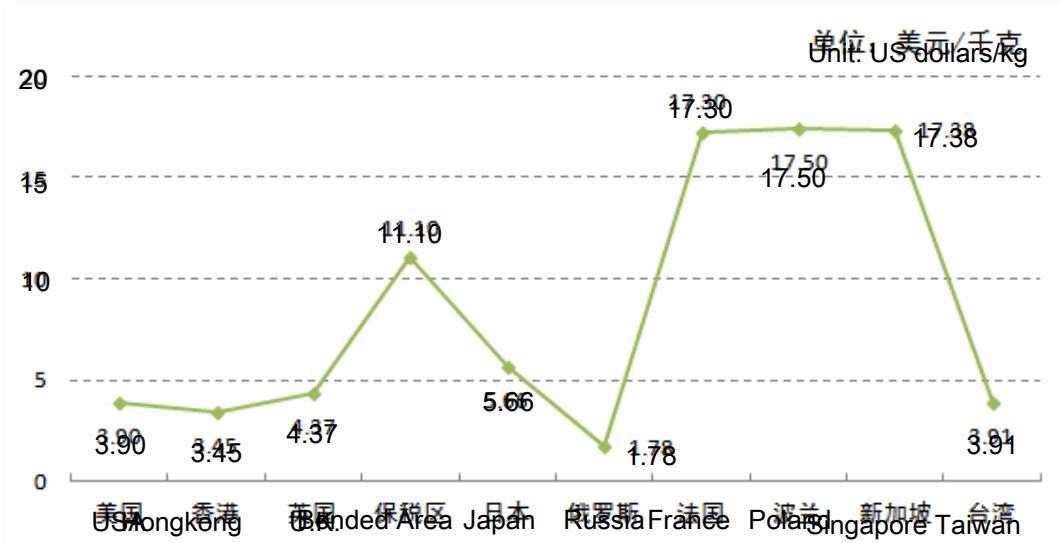


Figure 2.16 Metrics exported to major exporting countries of my country in 2011

In addition, compared with 2007, the export trade of the above 10 countries or regions has shown different degrees of growth.

In terms of amount, the top three countries in terms of growth rate are Poland, Russia and the United Kingdom.

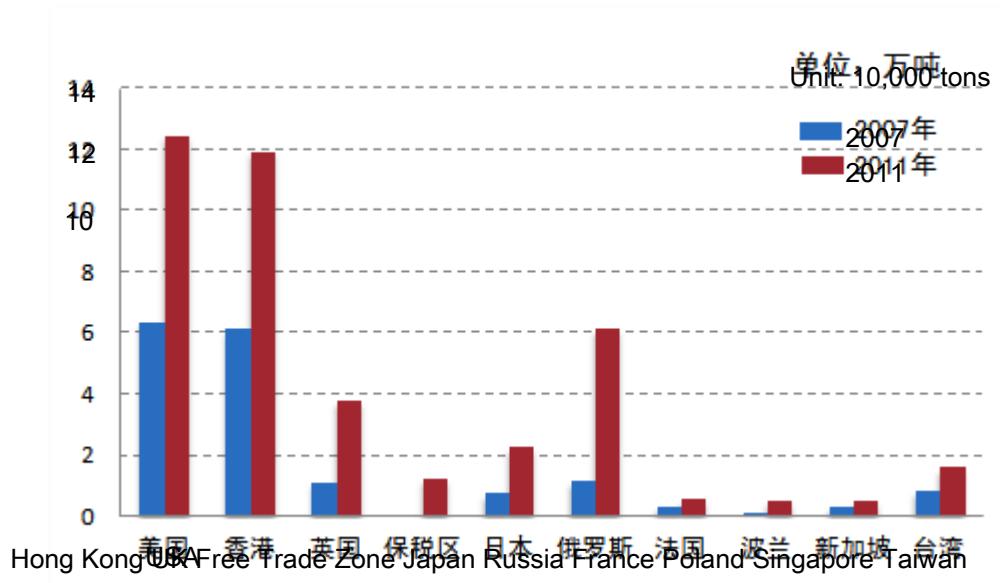


Figure 2.17 Analysis of the number of countries or regions where my country's cosmetics are exported in 2007

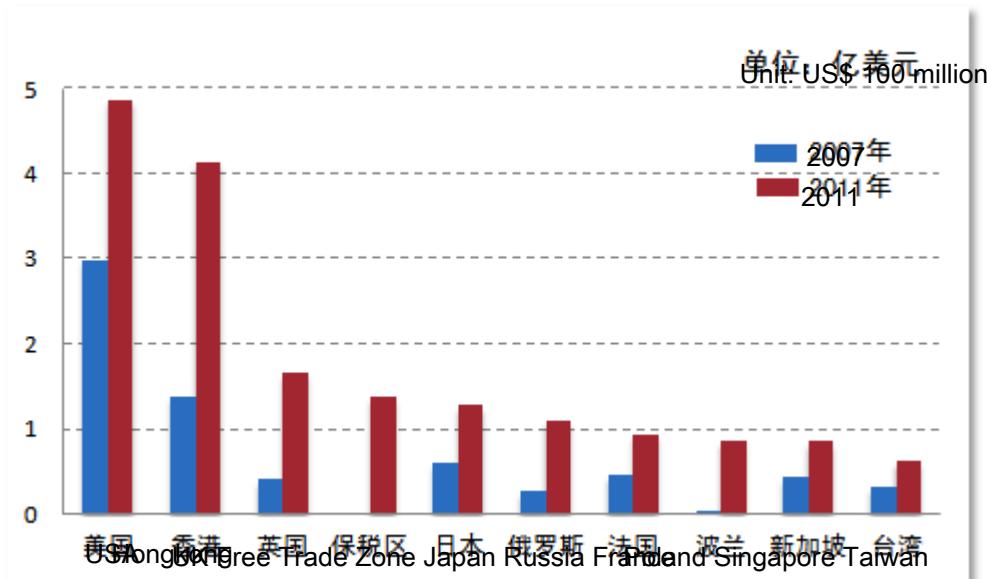


Figure 2.18 Analysis of the amount of my country's cosmetics exports to major countries or regions in 2007 and 2011

2.4.4 Analysis of major export target markets

2.4.4.1 United States

The United States is a global giant in the cosmetics industry. In 2011, my country exported cosmetics worth \$485 million.

Among them, skin care cosmetics exports accounted for 216 million US dollars, accounting for 44%; beauty cosmetics

Other cosmetics exports accounted for 37% of the total: US\$29 million, accounting for 6%; Perfume cosmetics exports

RMB, accounting for 6% of the total exports: hair cosmetics exports of US\$27 million, accounting for 6% of the total ex-

US\$ 20 million, accounting for 1%; oral cosmetics exports were US\$ 20 million, accounting for less than 0.5%

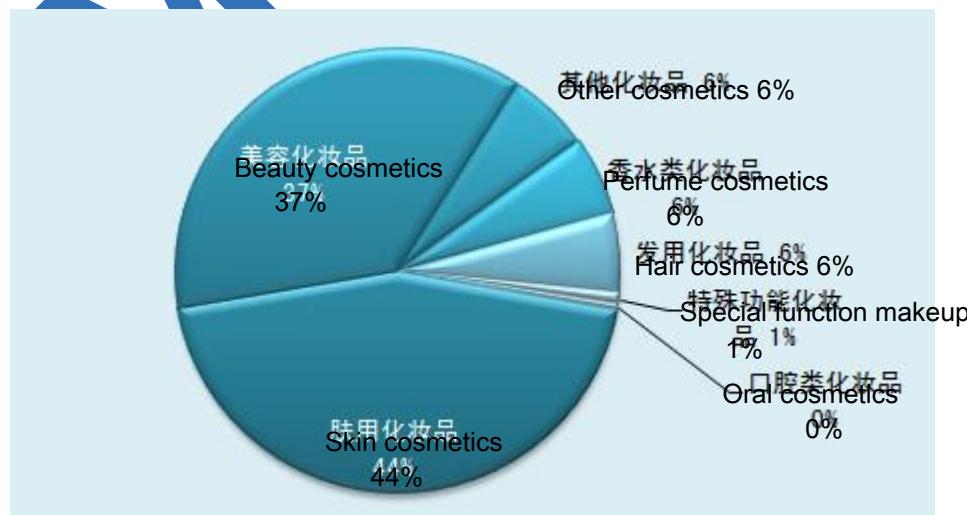


Figure 2.19 Analysis of the proportion of various cosmetics exports from my country to the United States in 2011

2.4.4.2 Japan

Japan is a relatively developed country in both cosmetics production and consumption, with a market size second only to the United States. It has the largest cosmetics market and research and development center in Asia. After experiencing rapid development in the early 1990s, the Japanese cosmetics industry has entered a period of slow growth. In 2011, my country exported cosmetics to Japan totaling US\$127 million, of which skin cosmetics exports amounted to 0.47 billion US dollars, accounting for 37% of the total: beauty cosmetics exports 0.40 billion US dollars, accounting for 32%; hair cosmetics exports 0.15 billion US dollars, accounting for 25%; exports of special-function cosmetics of \$5 million, accounting for 4%; Exports of \$31 million, accounting for 25%; exports of oral cosmetics were US\$1 million, accounting for 1%; Other cosmetics exports were US\$2 million, accounting for 1%; oral cosmetics exports were US\$1 million, accounting for 1%; The export of perfume and cosmetics is relatively small, less than US\$10 million.

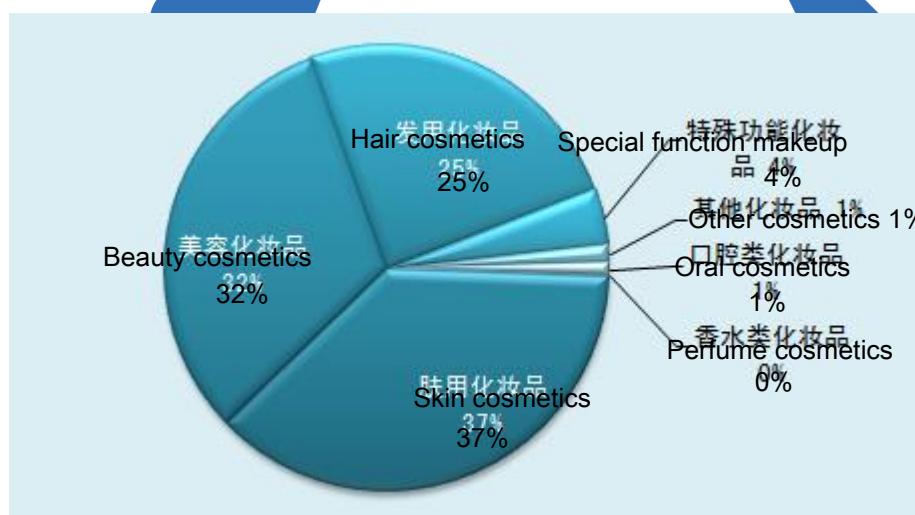


Figure 2. Analysis of the proportion of various cosmetics exports from my country to Japan in 2011

2.4.4.3 European Union

The European Union is my country's largest trading partner, and its cosmetics manufacturing industry is particularly strong. Italy and other countries are traditional cosmetics manufacturing powers with many large cosmetics companies and well-known leading cosmetics brands. In 2011, my country exported cosmetics to the EU totaling US\$460 million, of which skin care products amounted to US\$212 million, accounting for 46%; Exports of cosmetics and beauty products amounted to US\$53 million, accounting for 12%; Exports of hair cosmetics was US\$9 million, accounting for 2%; Exports of oral cosmetics were US\$8 million, accounting for 2%; Exports of other cosmetics were US\$6 million, accounting for 1%; Exports of special-function cosmetics amounted to US\$1 million, accounting for less than 0.3%.

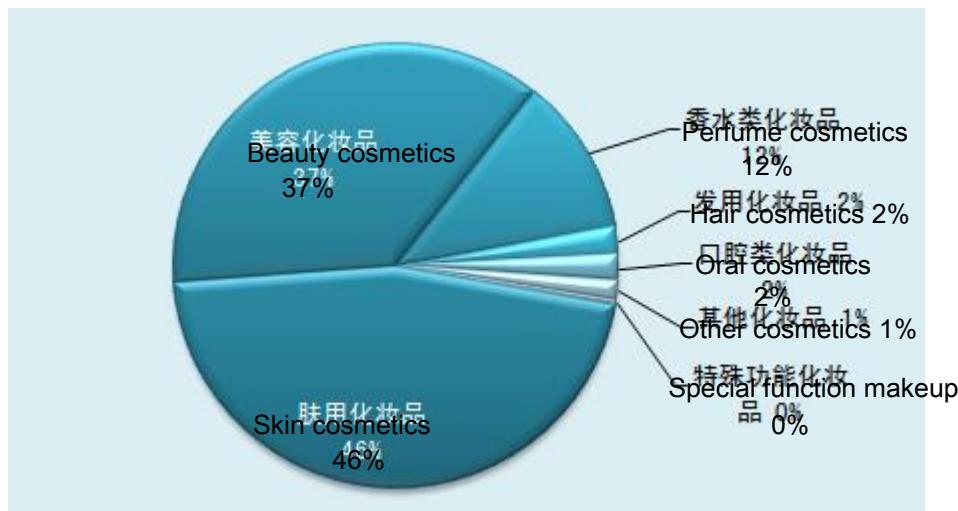


Figure 2.21 Analysis of the proportion of various cosmetics exports from my country to the EU in 2011

2.4.4.4 Hong Kong

Hong Kong's cosmetics sales and re-export trade are both quite developed, and it is one of my country's major export markets.

In 2018, my country exported cosmetics worth USD 412 million to Hong Kong, of which skin cosmetics worth USD 148 million accounted for 36% of the total exports; beauty cosmetics worth US\$84 million, accounting for 20%; hair cosmetics worth US\$56 million, accounting for 18%; oral cosmetics exports of US\$56 million, accounting for 14%; other cosmetics exports of US\$36 million, accounting for 9%; perfume cosmetics USD 0.09 billion, accounting for 2% of the total exports; special function makeup exports were US\$50 million, accounting for 1%.

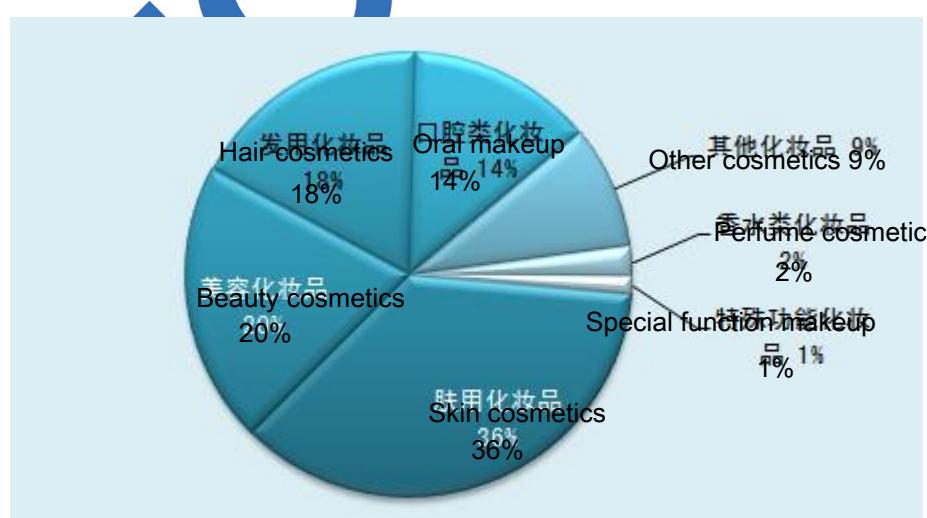


Figure 2.22 Analysis of the proportion of various cosmetics exports from my country to Hong Kong in 2011

2.4.4.5 Other markets

With the establishment of the China-ASEAN Free Trade Area, ASEAN has become an important market for my country's cosmetics exports. In 2011, cosmetics exports to ASEAN accounted for 8% of my country's total cosmetics exports, second only to North America. The cosmetics exported by my country to ASEAN cover a wide range, including cosmetics, skin care products, and raw material products. There are also finished products at a higher level, such as aftershave, and raw material products such as essences and extracts. This shows that my country's cosmetics industry has more production technology and experience than ASEAN, and has a strong competitiveness.

The status of the cosmetics industry in Southeast Asia is worthy of attention from domestic enterprises, and they should learn from it. The reduction of domestic cosmetics tariffs will also promote the growth of import and export trade of related products.

2.5 Main advantages of Chinese products in the international market

2.5.1 Price advantage

my country's cosmetics are mainly low-end and medium-end products with good quality but simple packaging and design. This results in low costs and low prices. my country has abundant labor resources and low labor costs. With abundant natural resources, it provides raw material guarantee for the production of cosmetics. The reduction of import tariffs has reduced the cost of products.

2.5.2 Technical advantages

The production and use of cosmetics in my country has a long history and profound cultural connotations. Cosmetics companies such as Shanghai Jahwa and Tianjin Yumeijing have a long production history and are equipped with strong technical force. They implement standardized production procedures, introduce scientific management methods, and establish quality control centers. Center, strictly monitor product quality, and develop a large number of high-quality skin care products: focus on the development of new technologies and products.

Use modern high-tech means to fundamentally change the product structure and increase the added value and technical content of products.

Cosmetics are the result of the intersection of multiple disciplines. In recent years, my country's cosmetics-related industries have developed rapidly, forming a complete industrial chain. The rapid development of the machinery industry, packaging industry, chemical industry, pharmaceutical industry, traditional medicine, and other industries has provided more high-quality raw materials, packaging materials, equipment technology and expand the use of traditional Chinese medicine has enabled the cosmetics industry to develop in depth and breadth, presenting an unprecedented prosperity.

my country has unique resources of Chinese herbal medicines. Chinese herbal cosmetics have a long history, a

Guidelines for cosmetic labeling in various countries

The products are of various types and are integrated with traditional Chinese medicine, which have obvious functionalit

Cosmetics made from natural plants are safe, reliable, and

It has the characteristics of treating both the symptoms and the root causes, and is the best raw material for biological

Many records and experiences of drug efficacy have been accumulated in the application of external and internal appli

There are also many side effects, which has opened up a vast resource for the exploration of raw materials for cosmet

The development of natural nutritional and therapeutic cosmetics has provided favorable conditions.

The surface has a strong advantage.

In addition, many multinational cosmetics companies have invested in China, and they have technical advantages

Management advantages, global cooperation advantages and information advantages, producing world-class brands i

The development of the high-end cosmetics market: Investing millions or even tens of millions of dollars to establish a

Research institutes and research and development centers have promoted the vigorous development of my country's

Participants in the research and formulation of relevant regulations and product standards for the international cosmetic

Measures and methods for the supervision and management of cosmetics, and providing relevant information will be m

In line with international standards.

2.5.3 Scale Advantage

At present, there are more than 3,300 cosmetics manufacturers in China, with more than 2,500 product varieties

China's famous brand origin, 25 well-known Chinese trademarks and overseas sales locations in more than 150 count

The cosmetics industry has initially formed a huge cosmetics economic chain with cosmetics products as the core.

In 2018, the total industrial output value (at current prices) of my country's cosmetics industry was 79.033 billion yuan,

The production and sales rate was 99%. In 2010, the total output value was 69.507 billion yuan, an increase of 18.7%

100.8%,(1)

2.6 Potential Target Market

2.6.1 Eastern Europe

Due to the presence of cosmetic companies from many countries at the end of the last century, the cosmetics ma

The mature Western European market. Many leading brands such as Oriflame, Dove and Nivea dominate the entire

The market is dominated by skin care products and hair care products. However, the market segments in different regi

Skin care products are the largest market in Asia, with a market value of 56 million euros in 2007, followed by hair care

Hair care products market, 39 million euros: In the Czech Republic, the market value of hair care products exceeds that of skin care products by 10 million euros. In Estonia, the skin care products market is worth 30 million euros, reaching 195 million euros.

The hair products market is worth only 19 million euros: in Slovenia, the skin care products market has the largest share of the market at 39 million euros, followed by hair care products, which are worth 36 million euros, ranking first and second in the cosmetics market.

Position 3 of 2.

2.6.2 Latin America

In recent years, with the recovery of the global economy, some new trends have emerged in the cosmetics industry. Against the backdrop of the global financial crisis, Latin America bucked the trend, with cosmetics sales increasing by 10%.

In 2010, the BPC market grew by 20% to \$64 million, almost as large as the North American market.

The top ten cosmetics companies in Latin America in 2009

The cosmetics brands are Avon, Natu, Colgate, Gillette, Botica, Sunsilk, L'Oreal, and Nivea.

Brazil is the sales regional center of the beauty and personal care products industry in Latin America.

In 2009, the cosmetics market sales reached US\$29 billion, accounting for 1.3% of Brazil's GDP. Euromonitor International

The report pointed out that in the future, driven by greater consumption, such as increased purchase frequency, consumption

With the change of concepts, sun care products, baby care products, depilatories and color cosmetics will maintain dynamic growth.

[5] At the same time, local Latin American companies such as Natura Cosmetics, Botica Comercial Farmaceutica Ltda, L'Bel and Unique-Yanbal Group are also growing stronger and stronger."

The cosmetics industry in the Americas is working hard to develop and improve natural and organic products, environmental protection and trade between different countries in the region.

2.6.3 Middle East

In recent years, with the increase in population and the development of local tourism, the Middle East has gradually become one of the fastest growing regions for cosmetics and personal care products.

It is one of the fastest growing regions for cosmetics and personal care products in China. The main product categories are cosmetics, skincare, and perfume, with annual sales growth rate maintained at 10% to 15%. According to statistics from the Gulf Cooperation Council, the Middle East's cosmetics market is expected to reach US\$1 billion by 2015.

In 2006, the luxury goods/high-end cosmetics market in the Middle East reached US\$800 million to US\$1 billion, with the United Arab Emirates and Saudi Arabia, which has one of the largest cosmetics consumers in the Middle East, accounts for 40% of the market.

In 2007, Saudi Arabia's cosmetics and perfume sales were US\$1.32 billion and US\$1.32 billion, respectively.

In 2008, sales of cosmetics and perfumes in Dubai increased by 39% and 34% respectively.

Guidelines for cosmetic labeling in various countries

Among the cosmetics consumers in the UAE, 25% to 30% are local Arab women and 25% to 30% are foreigners. 15%~20% are tourists. Compared with Saudi Arabia, the UAE and Dubai have looser market management and are more open. Faster, and consumers are also more mature and professional.

2.6.4 Africa

In recent years, the demand for cosmetics in Africa has been growing rapidly, and the market potential is huge. The annual demand for cosmetics in the market exceeds US\$1.15 billion. The demand for moisturizers and shampoos is increasing year by year. It can reach 40 million US dollars per year. According to statistics, the annual growth rate of the cosmetics market demand is about 10%. Cosmetics companies from many countries have entered the African cosmetics market. No one wants to treat their skin badly, and Africans are no exception. Even in some poor countries, people do not care about their skin. There is no shortage of fashionably dressed girls, and there are also countless cosmetics stores, supermarket cosmetics, and beauty salons. Africans love to work hard on their distinctive hair. In African cosmetics stores, there are all kinds of cosmetics for shampooing, hair care, hair dyeing and hair styling. The skin is prone to losing moisture, so moisturizing creams, moisturizing oils, and toners are generally favored by consumers. They also prefer to wear lipstick, nail polish, and perfumes with strong wine aromas. In this regard, African men are even worse than women.

African cosmetics are mainly imported. Due to high taxes and high profits, cosmetics smuggling is quite serious. French products have the highest market share in Africa, followed by the United States. Chinese cosmetics are still relatively unknown. As a Chinese cosmetics company, we can participate in African trade fairs, network marketing, and participate in cosmetic exhibitions. The exhibition will help us expand and strengthen our cosmetics brands, let Africans know about Chinese cosmetics, and enter the African cosmetics market. Cosmetics produced by Chinese companies are generally not suitable for African skin. Therefore, if Chinese cosmetics want to enter the African market, they should develop some products specifically for the African market. The step of research and development of new products cannot be skipped.

III. Cosmetics labeling requirements in major markets and their differences with my country

3.1 EU

3.1.1 Legal Documents

Directive 76/768/EEC: EU Cosmetics Directive (2013)

Repealed on July 11, 2000)

Directive 95/17/EC: Regarding the inclusion of one or more ingredients in the label of cosmetics

Detailed regulations on what is optional in the ingredient list

(EC) 1223/2009 (Cosmetic Products Regulation of the European Parliament and of the Council): 11 July 2013

It will take effect on 2017 and will replace the old Cosmetics Directive 76/768/EEC and its 67 amendments so far.

(Note: Some of these requirements will be implemented before the above date)

3.1.2 Competent authorities

Cosmetics are managed by the Cosmetic and Medical Department of the European Commission's Business Directorate General for Internal Market and Consumer Protection.

Official agencies are responsible for oversight and regulation in their own countries, with a primary focus on post-market safety.

The main tasks of the competent government departments of various countries are in three aspects: auditing at the production site.

Review Tags: Review the provided documents.

There are three main types of supervision:

① Health hazards or follow-up investigations:

② Conduct special investigations according to product categories:

③ On-site inspection.

3.1.3 Definition of cosmetics

Cosmetics are products that are applied to any part of the human body (skin, hair, nails, lips and genitals) or teeth.

The substances or products used for cleaning, fragrance or protection of teeth and oral mucosa are mainly used to achieve the following purposes:

For the purpose of beauty or eliminating body odor.

3.1.4 Cosmetics Classification

(1) Creams, lotions, fluids, gels and oils (hands, face, feet, etc.):

(2) Facial masks (except chemical peeling products);

(3) Color fixative:

(4) Make-up powder, after-bath powder, hygiene powder, etc.:

(5) Soap for washing, deodorant soap, etc.:

(6) Perfume, toilet water, cologne:

(7) Bathing and washing products (bath salts, bath bubbles, bath oils, gels, etc.):

(8) Depilatory agents:

(9) Deodorants and antiperspirants:

(10) Hair products (hair dyes and bleaches, curling, straightening and styling products, styling products, cleaning Products (liquids, powders, shampoos), hair care products (liquids, creams, oils), hair styling products (liquids, lightener Oil):

(11) Shaving products (creams, foams, lotions, etc.):

(12) Face and eye makeup and make-up removal products:

(13) Lip products:

(14) Teeth and oral care products:

(15) Nail care and makeup products:

(16) Personal hygiene products for external use:

(17) Sunbathing products:

(18) Non-sun-tanning products:

(19) Skin whitening products:

(20) Anti-wrinkle products.

3.1.5 Cosmetic Labeling Requirements

3.1.5.1 General requirements for cosmetic labels

Article 6 of the EU Cosmetics Directive stipulates the labeling requirements for cosmetics, which stipulates that

(1) Product name or type

(2) Address or registered office of the manufacturer or distributor within the EU

When multiple addresses are provided, the address where the product information is stored must be indicated, and EU directives do not require the country of origin of imported cosmetics to be indicated, but some member states may

(3) Net content

Indicated by weight or volume. SI metric units are mandatory, and US customary units may also be indicated.

When both units are used, the SI metric unit must prevail. Dual labeling is only allowed until 2009.

Directive 76/211/EC stipulates the labeling requirements for net content, and its amendment introduces a series of measures. The mark "e" next to the net content on the label indicates that the net content is marked in accordance with the relevant legislation. The Aerosol Directive 75/324/EEC requires that aerosol products be labeled with both weight and volume.

(4) Cosmetic ingredient list

It is required to label the names of all ingredients of cosmetics on the outer packaging. If this is not possible for practical reasons, the list may be printed on the accompanying booklet, label, tape or card, but the abbreviation or attached

The symbol in Appendix I directs consumers to refer to it. The word "INGREDIENTS" should be used as the first sentence of the list.

The introduction introduces the ingredient list.

The order of annotation is:

① The names of ingredients with a content higher than 1% are listed in descending order of added amount.

List them in any order.

② Colorants can be marked after other ingredients in any order.

Guidelines for cosmetic labeling in various countries

For cosmetics, all colorants used within the scope of use should be listed and marked with the words "may contain" or the symbol "+/-".

Name of ingredients:

① The ingredients must use the names specified or adopted by the following laws and regulations: INCI name (International Nomenclature of Cosmetic Ingredients), international name of cosmetic ingredients, European Pharmacopoeia name, World Health Organization Nonproprietary name recommended by WHO, European Inventory of Existing Commercial Chemical Substances (EINECS), International Union of Pure and Applied Chemistry (IUPAC) index number, American Chemical Abstracts (CAS) index number, and the element index number and the common name recommended in Article 7(2).

The following are not considered as ingredient substances:

- Impurities in raw materials;

- Excipients used in production but not contained in the finished product:

A substance used as a solvent or carrier for flavoring or aromatic substances and the amount used is strictly controlled.

② Flavors and aromatic ingredients and their raw materials should be named after the word "fragrance" or "fragrant" ("aroma") gives a hint:

③ Colorants must use the dye color index number (CI number). If there is no corresponding CI number, use INCI name:

When containing substances mentioned in the requirements listed in the table of "Other restrictions and requirements" (see Annex VI), it should be marked in the ingredient list.

Whatever the function, it should be marked in the ingredient list.

Sometimes manufacturers will not disclose one or more ingredients in the ingredient list for commercial confidentiality.

Applications must comply with the provisions of Directive 95/17/EC.

(5) Shelf life

The shelf life should be marked as: "best used before the end of...",

Dates are marked in one of the following ways:

1. Date (in the order of "month, year" or "day, month, year")

A place to indicate the date

For cosmetics with a shelf life of more than 30 months, it is not mandatory to label the shelf life, but the opening date is mandatory.

The time after opening that the product can be used safely.

"AfterOpening, PAO)" mark, indicate the expiration date after the symbol: "Number + M" means it can be used for M months.

The number of months does not need to be translated into the native languages of the member countries: the number of months.

How many years, but "years" must be translated into the native language of the country of sale.

(6) Production batch number or product identification number

If this is not possible due to the small size of the product itself, it is allowed to be marked only on the outer packaging (for example, marked on the outer container).

(7) Necessary warning statements (notes)

Products containing certain ingredients must be labeled with a warning statement in accordance with the Annex to the Cosmetics Directive.

Member states require that warnings be marked in their own languages on both inner and outer packaging.

If this is not possible due to practical reasons, it can be marked on the instructions, labels or cards, but it must also be present on the outer packaging.

The container or outer packaging shall be printed with simple words or symbols in Appendix III for consumers to see.

There are special warning regulations for aerosol products and flammable products, see the Aerosol Directive 75/396/EEC and revised version 94/1/EC. In addition, the European Cosmetic Association, the European Cosmetic, Toiletry, and Perfumery Association (Colipa) Liaison Committee issued a statement on the Flammable Product Labeling Policy, which defines when certain cosmetics may or may not require this warning statement.

(8) Necessary instructions for use

This information can be included in the accompanying booklet,

The label or tag shall be printed with abbreviated language or the symbols in Appendix III to guide consumers.

(9) Necessary storage conditions

(10) Product efficacy

If the appearance of the product can clearly show its efficacy, it does not need to be labeled.

The claims of efficacy shall not be misleading.

If other information provided by the manufacturer or responsible organization may make the product harmful to humans.

Guidelines for cosmetic labeling in various countries

In addition, some member states have their own detailed regulations.

Misleading Advertising 84/450/EEC and its revised version 97/55/EEC are specific guidelines on comparative advertising.

The directive allows comparative advertising under the conditions specified in the directive.

The product name or type, the address or registered office of the manufacturer or distributor in the EU, the net quantity, shelf life, instructions for use, production batch number, necessary warning statements, product efficacy and side effects.

Mark on both inner and outer packaging.

All label content should be marked in at least the native language of each country or an official language of the EU.

There are no requirements for font size (except for the net content requirements in Directive 76/211/EC).

It is recommended to use a font size that can be easily read by a person with normal vision at a distance of about 30 cm.

(EC) 1223/2009 (Cosmetic Products Regulation of the European Parliament and of the Council) will come into force on January 11, 2013.

From January 11, 2016, the old Cosmetics Directive 76/768/EEC and its 67 amendments to date will be replaced.

Published as an EU regulation, it is used in all 27 EU member states (plus Norway, Iceland and Liechtenstein)

As a national law, cosmetics sold in the European Economic Area 1 (EEA) market must comply with the new regulation.

The requirements of the EU Cosmetics Regulation (EC) No 1223/2009, some of which will be implemented before the end of 2013.

For example, for CMR (carcinogenic, mutagenic or toxic to reproduction) and nanomaterials.

The nanomaterial regulations will come into effect on December 1, 2010 and January 11, 2013 respectively.

The new regulation simplifies the requirements for cosmetics in the European Economic Area into a single law, eliminating the need for separate regulations.

In case of disagreements during the enforcement process of the Member States, cosmetic notifications only need to be submitted to the European Commission.

The database was developed jointly by COLIPA (European Cosmetics Association) and not by individual member states.

Companies need to report and keep relevant documents on their own, rather than having industry associations do it for them.

The definition of responsible person in the Cosmetics Regulation of the European Parliament and the Council has been clarified.

The responsible parties include: ① manufacturers in the EEA, ② importers who import products into the EEA, and ③ users placing cosmetics on the market under their own names or trademarks or making changes to cosmetics that may affect consumer safety.

According to the new requirements, the responsible person will bear more legal responsibilities.

Involving Good Manufacturing Practice (GMP), product safety reports, product information files (PIF), product notifications,

Product declaration, etc. The regulations on labels include:

(1) Country of origin:

Cosmetics imported into the EEA must indicate the country of origin:

(2) Minimum validity period

The text before the date "best used before the end of" can be timed by a new boiled egg

Replacement of the device mark: If the validity period after opening is irrelevant (confirmed by actual practice), there is no need to expect.



Minimum validity period egg timer sign

(3) Before placing the product on the market, distributors should ensure that the following labelling requirements are met:

Name or registered name and address of responsible person:

Batch number or identification information of the cosmetic product:

-Ingredient list: (The name of the nanomaterial in the ingredient list should be followed by "(nano)")

- Loss of soap, bath bombs and other small products:

For goods that are not prepackaged, are packaged at the time of sale at the request of the buyer, or are prepackaged under the responsibility of the distributor:

National regulations for packaged cosmetics.

3.1.5.2 Environmental Labels

In 1992, the European Union introduced the eco-labeling system through Regulation EEC880/92, which

The minimum requirements for "environmentally friendly" products were adopted by the European Union in 2000.

Regulation 1980/2000 was further amended and supplemented. This Regulation applies to all Member States and provides for the following:

How to award eco-labels to products that meet the standards set by the respective industry.

The label is voluntary and requires a fee.

Each Member State has a designated entity to manage this matter within its own country.

There is a category of cosmetics that has established criteria for awarding this eco-label. Some member states have their own labeling methods.

Labeling method.

Guidelines for cosmetic labeling in various countries

3.1.5.3 Labelling of small packaged products and other exemptions

The following situations do not require the net content to be marked: ① Samples with a packaging volume of less than 10 ml.
③ Individually packaged samples: ④ Samples usually sold by quantity. However, other mandatory labeling requirements apply.
Warnings (precautions), instructions for use, and ingredient lists may be included in the accompanying instructions, leaflets or on the tape or card.
On the tape or card, a symbol must be printed on the outer packaging to direct consumers to this additional information.

Dangerous Preparations Directive 1999/45/EC refers to the use of hazardous raw materials and specific exemptions from labeling requirements for cosmetics. Article 10 of the Directive requires the establishment of a safety data sheet in plain language. If the product contains dangerous substances (SDSs), these guidelines are set out in Directive 91/155/EEC, which also exempts cosmetics, but does not apply to all dangerous substances. Users can request that equivalent product information be given in other ways.

3.2 United States

3.2.1 Legal Documents

The Food, Drugs and Cosmetics Act (FD&C Act): Main regulations on cosmetics
The Fair Packaging and Labelling Act (FPLA):
Defined the labeling, packaging and advertising of cosmetics

- Cosmetic Labelling: 21 CFR701
- Cosmetic Labelling Manual

Labeling Requirements for Over-the-Counter Drugs Requirements": 21CFR201.66

3.2.2 Competent authorities

The Food and Drug Administration (FDA) is responsible for cosmetics
Food and Drugs. Cosmetics are regulated by the Center for Food Safety and Nutrition.
Applied Nutrition (CFSAN) is responsible for the Office of Color and Cosmetics, which is responsible for everything from the supervision and management work after that can be carried out by entering the production plant without notice and inspection.

Products. Imported products must comply with the "Regulations on Imported Cosmetics". OTC drugs are regulated by the FDA. The Center for Drug Evaluation and Research (CDER) is responsible for management. It is both a cosmetic and an OTC drug. Drug products are jointly managed by CFSAN and CDER. For overseas products imported into the United States, FDA performs overseas inspections.

3.2.3 Definition of cosmetics

The FD&C Act defines cosmetics into two categories:

·cosmetic

Over-the-counter medicines

Whether products are cosmetics or drugs depends on their intended use, which is determined by the product's effects.

The FD&C Act determines whether the product is safe or safe.

Products can be either medicines or cosmetics, or both (the opposite of the EU).

The third situation only occurs when the product has two uses and meets two definitions, for example: head protection and dandruff treatment.

Dandruff shampoo is a cosmetic because its claim indicates that the product is used to clean the hair: but it is also a drug because it contains a recognized anti-dandruff ingredient and its claim indicates that it treats dandruff.

Products determined to be both cosmetics and drugs must comply with the regulatory requirements for both categories.

Definition of cosmetics: Any product other than fatty acid alkaline salt soap that is applied to the human body (rubbing, spraying, etc.) or any part thereof for cleansing, beautifying, enhancing attractiveness or improving appearance, which affects taste, smell, color, texture or form.

No impact on the product.

Definition of drug: any article used in the cure, mitigation, treatment or prevention of disease in humans or other animals.

Articles other than food that are intended to affect the structure and function of the human or other animal body.

Over-the-counter medicines are medicines that can be purchased without a doctor's prescription.

Certain products that are classified as cosmetics in the European Union are classified as new drugs rather than cosmetics.

Drugs are those that have not been widely recognized by experts as safe and effective for their intended use, or have not been used for a long time.

Medicines used within a certain scope or time period.

3.2.4 Cosmetics Classification

(1) Classification of cosmetics:

·skin care

·perfume

Eye makeup

·Makeup outside the eyes

Nail products

Bath oils and foaming baths

Mouthwash

Hair dye pretreatment

Shampoo, perm, or other hair care products

Deodorant

Shaving products

Children's products

Tanning products

(2) Classification of OTC drugs (cosmetics):

· Anti-teeth (fluoride-containing) toothpaste

Moisturizing products

Sunscreen cosmetics

· Antiperspirants

Anti-dandruff shampoo

3.2.5 Cosmetic Labeling Requirements

3.2.5.1 General requirements for cosmetic labels

The following contents must be marked on cosmetic labels:

- (1) Product name and description: must be marked on the main display surface of the outer packaging.

Use the common name of the cosmetic or an appropriate descriptive name.

If the cosmetic is not common, more unusual ones may be used without causing misunderstanding or inability to distinguish it.

Very interesting name.

- (2) Name and address of the manufacturer, packer or distributor: marked on the inner and outer packaging.

For specific regulations, see Volume 21 of the Code of Federal Regulations (CFR).

Section 701.12. Imported cosmetics must be labeled in English on the outside of the container with the country of origin.

The country of origin is marked by the following sentence: "Made in ... (name of country in English)";

Or "Product of ... (name of the country in English)": or other words that clearly indicate the country of origin.

If the country of origin is a NAFTA country, it can be in English, French or Spanish.

- (3) Net content: marked on the main display surface of the inner and outer packaging.

It is mandatory to label in traditional U.S. customary units, but it is also possible to label in metric units.

If the cosmetic is a liquid, the declaration must be in units of volume; if the cosmetic is a solid, semi-solid, viscous or semi-viscous.

For liquid mixtures, the declaration must be in units of weight. Weight is expressed in pounds and cups. Liquid volume is expressed in quarts, pints, and fluid ounces.

Quarts, pints, and fluids are indicated. Volume calculations in the United States differ slightly from those in the United Kingdom.

The specific provisions for net content labeling can be found in 21CFR701.13.

- (4) Cosmetic ingredient list: marked on the outer packaging.

For specific regulations, see 21CFR701.3. Retail products for personal use must list the following on the cosmetic label:

All ingredients of cosmetics. Cosmetics that are not normally sold in retail, e.g.

Hair products or make-up products for use by customers, as well as cleansers and moisturisers for use by people in the home.

Furthermore, these products are not sold to consumers for home use and do not need to list their ingredients.

In addition, for commercial confidentiality, FDA approval

Guidelines for cosmetic labeling in various countries

Ingredients exempted from disclosure may not be listed on the label, but must be declared at the end of the label component.

If there is insufficient label space on the package or the package is a decorative container, an additional label may be used.

Page label (attached label, tape or card) (For details, see the CTFA labeling manual (The Cosmetic, Toiletry and Fragrance Association, the American Cosmetic, Allied Cleansing Products and Fragrance Association, has issued a guide for cosmetics labeling).
For PersonCareProductsCouncil, American Personal Care Products Association)).

The order of annotation is:

Ingredients with a content higher than 1% are listed in descending order: Ingredients with a content less than 1% are listed in ascending order.

Arrangement: Color additives are arranged in any order, and are introduced with the statement "contains...". "+/-" cannot be used.

Symbol: "and other ingredients".

The names of the ingredients must be listed in the following order: the designated names listed in 21CFR701.30, the

CTFA Cosmetic Ingredient Dictionary (see INCI names for this regulation), names in the United States Pharmacopoeia, the

The name of the "Food Chemical Codex", the name of the "American Pharmacopoeia Dictionary of Drug Names"

The name of the substance, the name recognized by consumers, the chemical or other technical name or description.

(5) Shelf life

Specify the time period during which it is safe to use.

(6) Production batch number

Cosmetics do not require batch identification, but should be based on healthy business activities.

(7) Warning statement: marked on the inner and outer packaging.

Warning Statements for Cosmetic Products (21CFR740) provides detailed regulations on warning statements.

For example, cosmetics packaged in self-pressurized containers (such as spray products) must carry warning words.

Women's deodorant spray and children's bubble bath, etc. Once a specific warning word is legally recognized, it will no longer be necessary to include it on the label.

The statement cannot be changed and must be used in accordance with relevant regulations when used.

can be adequately substantiated and the following clear statement does not appear on the principal display panel of the product.

"The safety of the product has not been determined", the cosmetic will be considered a mislabeled product.

Be aware that some states have statutes that have special warning requirements.

(8) If necessary, mark the storage conditions.