



THE COSMETICS INDUSTRY

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Compiled by:
NINA SHAND
research@whoownswhom.co.za

JOHANNESBURG OFFICE
BLOCK 4, BRYANSTON GATE OFFICE PARK,
CNR HOMESTEAD AND MAIN ROADS BRYANSTON 2191
P O BOX 3044, RANDBURG, 2125
TEL: +27 10 300-7442/3

PORT ELIZABETH OFFICE
1ST FLOOR, BLOCK F, SOUTHERN LIFE GARDENS,
70 2ND AVE NEWTON PARK 6045
TEL: +27 41 394-0600

WEBSITE: WWW.WHOOWNSWHOM.CO.ZA
REG NO: 1986/003014/07

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1. INTRODUCTION

Over the last two years the cosmetics industry has experienced an estimated compound annual growth rate of 4.6%. The value of the sector which includes the manufacture of cosmetics, perfumes and other personal care preparations is estimated to have grown to R27.35bn at retail level and R19.69bn at manufacturing level. The sector has experienced a number of mergers and acquisitions since 2015 and new legislation proposed by the Department of Health is widely considered by industry associations to be a significant milestone for the industry. While these will bring the South African industry in line with international best practices, small producers could find it difficult to meet the new requirements.

2. DESCRIPTION OF THE INDUSTRY

The South African fragrance, cosmetic and toiletry manufacturing industry is a sub-sector of the chemicals manufacturing industry. The industry comprises the following.

- ◆ Multinational companies that manufacture as well as outsource, and account for 90% of the sales in the market. Multinationals have the advantage of significant marketing power, internationally recognised brands and ready access to funding for research and development.
- ◆ Many small, medium and large local companies who manufacture their own brands, or manufacture international brands under licence.
- ◆ Incubator or cottage industry production which is more informal and occurs at low volumes.
- ◆ Contract or third party manufacturers (TPMs) who are contracted by brand owners. Some small firms who do not have manufacturing capabilities also use TPMs.
- ◆ Distributors focused on the import and export of products.
- ◆ Direct selling companies.

Many of the companies that manufacture cosmetic products also manufacture products such as household cleaning agents, as the processes involved are similar. At least 90% of production is carried out by the large multinationals, Unilever, Johnson & Johnson, Procter & Gamble and Colgate Palmolive, Reckitt Benckiser and Beiersdorf.

Within the market there is a distinction between premium products and mass market products. The market for premium products is relatively small, while the mass market represents an area where large volumes of sales can be achieved. An increasing number of products in this sector cater specifically for

local black skin and hair types and this market accounts for between 75% and 80% of all spending in the cosmetics sector.

The local industry is supported by the Cosmetic, Toiletry and Fragrance Association of South Africa (CTFA) and the Chemical and Allied Industries Association (CAIA) and was self-regulated until 2016 when the Department of Health published draft amended Regulations relating to the Labelling, Advertising and Composition of Cosmetics. A number of local companies export and are members of the Cosmetic Export Council of South Africa (CECOSA). The South African Direct Selling Association is also active in the country.

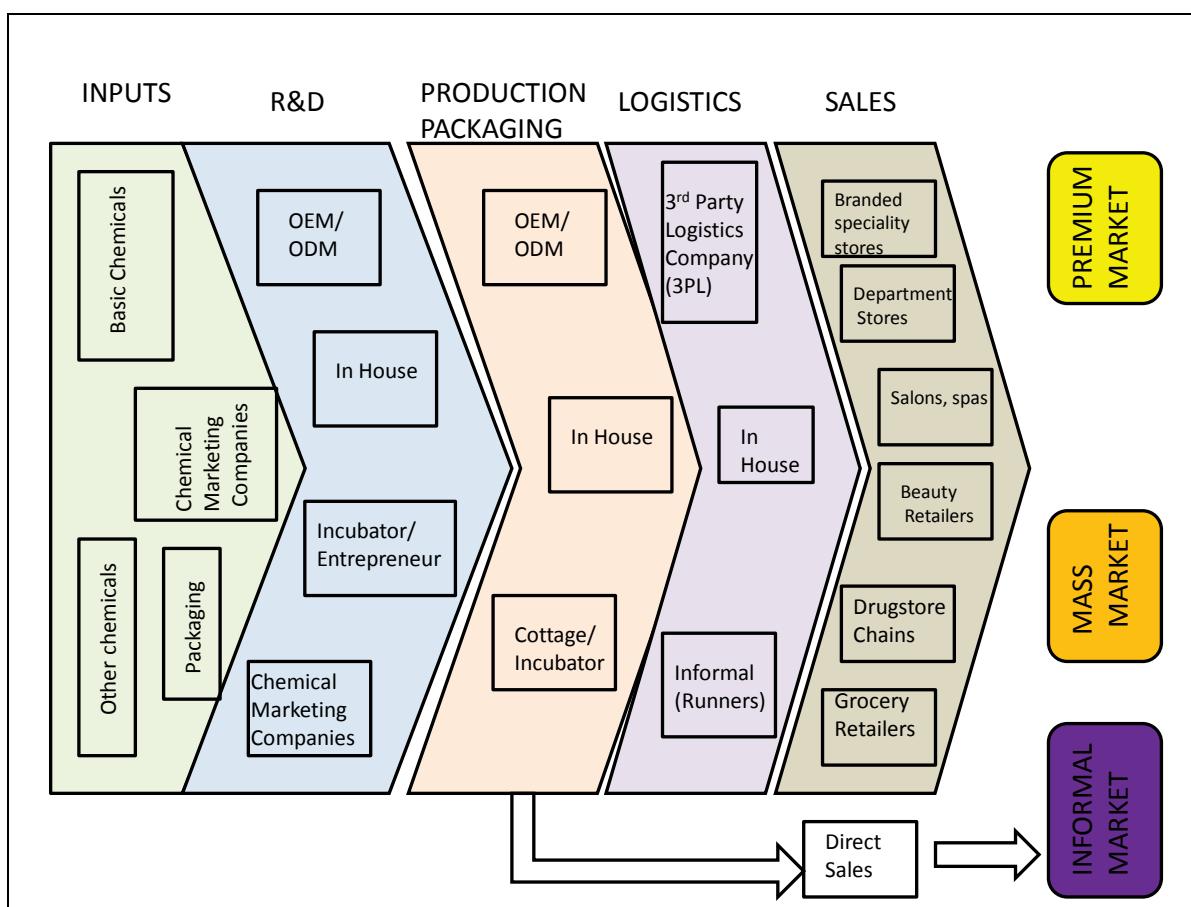
2.1. Industry value Chain

Cosmetics, fragrance and toiletry products are classified as consumer chemicals and form part of a range of fast moving consumer goods (FMCG) that includes hair products, lotions, perfumes, make-up products, dental hygiene and shaving products. The typical value chain for cosmetics involves forward integration with distribution and packaging industry, to supply the finished products to the retailers and finally to the customers. The primary activities of the value chain include raw material production, manufacturing of the various cosmetics products, packaging, quality inspection, and distribution. Supporting activities include equipment and technology, administrative support and firm infrastructure. The cosmetics value chains may be made up of a large range of products but in essence similar capabilities are required. These include developing formulations, blending raw materials, production, packaging, distribution and marketing.

The typical value chain for the industry is represented in the diagram below.



A more detailed value chain diagram is presented below.



[Source: Cosmetics Sector Development Strategy 2015-2020, DTI]

The inputs into fragrance, cosmetic and pharmaceutical products include a variety of raw ingredients, including chemicals, fragrances, essential oils, thickeners, surfactants, preservatives, colourants and active ingredients. Plant oils, animal fat, minerals, salt and petrochemicals are also used. Many of these ingredients are imported, which puts South African manufacturers at a disadvantage. A concern expressed by industry participants is the fact that imported ingredients are still subject to an ad valorem 'luxury' tax of between 5% and 7% in addition to excise duties. Meeting minimum import quotas demanded by input suppliers is also regarded as challenging for manufacturers.

Chemical distribution companies are proactive about finding new ingredients and innovations for new final products. They offer collaborative research and development activities with interested manufacturers, help with formulations, trademarks, product testing and licensing. For example, the services of a company such as Sharon Bolesl, PureChem or Savannah Chemicals are available to any sized potential client. They play a crucial role in the growth and development of the sector.

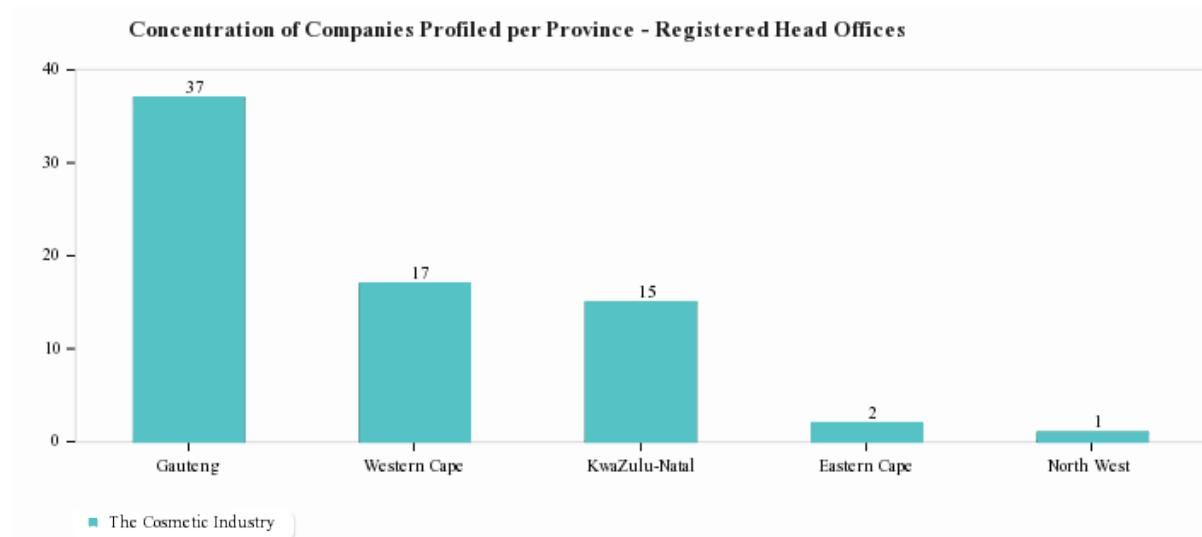
The other major input in the cosmetics manufacturing industry is packaging. Consol and Nampak provide some packaging material for the local market but are not able to offer a large range of differentiated products due to the small size of the domestic economy. Most manufacturers of mass market products purchase their packaging from China in bulk. The dynamics of sourcing and procuring packaging material has an impact on the dynamics of the domestic industry where small producers find it more commercially viable to utilise outsourced manufacturers than to undertake in-house production due to the bulk buying capacity of these contract packers. Some manufacturing companies like Beige Holdings acquired facilities to provide associated packaging services.

SDK Agencies, a manufacturer, packaging, fragrance and cosmetic agent introduced Cosmetic Line, a packaging concept where packaging occurs on site for customers. Cosmetic Line imports packaging products from Europe and Asia.

According to Cosmetics Sector Strategy research, none of the multinational corporations in the industry operating manufacturing facilities in South Africa operate their own in-house transportation or own fleet vehicles. Rather distribution of goods from the factory to various distribution channels is provided by the third party logistics supplier. There are a number of distributors in South Africa for the distribution of local and imported personal care products. Examples include SDV Pharmaceuticals, Avid Brands, Twincare International, Cosmetix, Brisant Distributors and Leondale CC. In some cases the companies also manufacture under licence.

The sale of cosmetics products is divided between the premium and the mass markets in the formal sector with some sales also occurring in the informal sector. Since premium and mass products are not usually sold through the same distribution channels, manufacturers in the sector use multiple channels and sales points. The major routes to market for cosmetics products are split across grocery retail (37.6%), non-grocery retailers (33.3%), mixed retailers (16.3%) and non-store retailing (10.8%). Supermarkets account for 31.1% of all beauty and personal care sales, pharmacies account for 20.9% and department stores for 16.2%. A small percentage of sales also occurs through non-store retailing such as direct selling, home shopping, internet retailing and vending. Direct selling includes visits to salons and beauty parlours for premium products, such as Imbali Beauty, and door-to-door sales for products with more of a mass market appeal, such as Avon.

2.2. Geographic Position



Companies tend to have head offices/manufacturing operations in one city and branches and/or distribution warehouses in other cities.

- ◆ Beiersdorf South Africa moved its head office from Westville, Gauteng to Umhlanga, KwaZulu-Natal to be closer to King Shaka International Airport and the Durban port and to access a “relevant skills pool”. Most of its products are imported from Europe and distributed nationally via its two large distribution centres in Durban and Gauteng. The company also regards Durban as more representative of the broader South African consumer market than some other major centres.
- ◆ Unilever has set up a new Africa Hub office in Johannesburg, regarded as being a well-connected African capital which will help the company “grow its business across the African continent”.

3. SIZE OF THE INDUSTRY

The South African market for cosmetics, perfumes and toilet preparations is a multi-billion rand industry that is estimated by the Department of Trade and Industry's Cosmetic Sector Desk to generate employment for more than 60,000 people. According to the findings of a recent study undertaken by the Centre for Competition Regulation and Economic Development at the University of Johannesburg and the Zambia Institute for Policy Analysis and Research, South Africa's cosmetics, soaps and detergents industries collectively generated in excess of US\$4.6bn (approximately R60bn) in sales

revenue in 2015, with the cosmetics component accounting for US\$3.3bn (almost R47bn) of this amount.

There are currently around 250 players that operate in South Africa's formal sector and the home and personal care markets continue to be dominated by major international companies. The multi-national firms either have production plants within the region or use third party manufacturers within the region. The Cosmetics Toiletries and Fragrances Association of South Africa has a membership of 153 but statistics for manufacturers active in the country's informal sector are not currently available.

Other estimates for the value of the cosmetic industry, confirmed by the Department of Trade and Industry (DTI) Director for Cosmetics, were R27.325bn at retail level and R19.69bn at the manufacturing level. According to the 2015 World Federation of Direct Selling Associations (WFDSA) Annual Report, direct selling retail sales earned 1,136,546 South African independent direct sellers US\$676m (R7.3bn) in 2014. The leading direct selling cosmetics companies in South Africa are Avon-Justine, Avroy Shlain, Sh'zen, Vanda, Annique and Jean Guthrie. Approximately 2% of cosmetics sales are distributed through salons and spas.

Revlon dominates the overall local cosmetics market with approximately 31% of the market due mainly to its Revlon, Charlie, Almay and Cutex brands. Avon and L'Oreal come second and third with approximate shares of 15% and 14% respectively. The other main players in colour cosmetics include Indigo Brands, Clinique, Estée Lauder, Cosmetix and Avroy Shlain Cosmetics. In particular market segments such as eye make-up, L'Oreal is the market leader while Revlon leads in the facial products segment.

According to research cited by CCRED in Working Paper 19/2017, the largest category by product in 2015 was mass beauty and personal care (31%), followed by fragrances (12%) and premium beauty and personal care (11%). The men's grooming component, a growth area in the sector, comprised 7% of products, and hair care 6%.

Summary of Major Players

Company Name	Est. No. of Employees	Revenue	Description of Products
Eastern Cape			
Boardman Brothers (Pty) Ltd	197		Manufactures, retails and distributes beauty and hair care products.
D and A Cosmetics (Pty) Ltd	24		Manufacture of hair products for ethnic hair.
Gauteng			
Acdoco SA (Pty) Ltd (Imports only)	41	R75.0m (2016)	Import and wholesale of health and beauty products such as condoms, shampoo, hair care products, hair removal products, toothpaste and dental supplies.
Amka Products (Pty) Ltd	1,500		Manufacturer and distributor of hair care, personal care and home care products.
Ascendis Health Ltd	1,928 (Group)	R6,435.03m (2017) (R2,162.6m - Consumer Brands) (R3,675.8m - South Africa)	Ascendis Skin Care sub-division manufactures and markets Nimue and Solal branded products internationally and holds the distribution rights for the Merz and PCA brands in South Africa.
Avon Justine (Pty) Ltd t/a Avon / Justine	577		Manufacturer and marketer of beauty and related products.
Avroy Shlain Cosmetics (Pty) Ltd (Manufacturing outsourced)	150	R450.0m (2016)	Distributor of men's and ladies' cosmetics, skin treatments and perfumes. Operates throughout Southern Africa, as well as internationally.

Company Name	Est. No. of Employees	Revenue	Description of Products
Azochem Laboratories (Pty) Ltd	150		A contract manufacturer involved in the manufacturing of nutraceuticals, complementary medicine, skin care, hair care, sun care, baby care and fine fragrance products.
The Benwood Manufacturing and Packaging Co (Pty) Ltd	17	R8.0m (2016) (Est.)	Involved in the formulation, manufacture and packaging of cosmetics and toiletries.
Brunational (Pty) Ltd	126		A third party cosmetic manufacturer.
Cal-Mo (Pty) Ltd	21		Manufacture, wholesale and retail of cosmetics, specialising in nail enhancement products.
CAVI Brands (Pty) Ltd	1,000		Manufacture and distribution of health, beauty and wellness brands.
Clarins (South Africa) (Pty) Ltd (Imports only)			Import and retail of skin care products and fragrances under the brand name Clarins.
Colgate-Palmolive (Pty) Ltd (Imports only)	574		Importer of household cleaning and personal hygiene products.
Epi-Care Cosmetics CC t/a Care Lab	90		Manufacturer and distributor of cosmetics, such as skin care products including cleansers, toners, moisturisers and after shave lotions, as well as hair care products, specialising in the ethnic market.
Essel Products CC	3 (Head Office)		Manufactures and distributes personal care products which include skin care, body care and cosmetics.

Company Name	Est. No. of Employees	Revenue	Description of Products
Estee Lauder Companies (Pty) Ltd (Imports only)	250		Imports and distributes cosmetic products which are supplies to retailers countrywide.
Galderma Laboratories South Africa (Pty) Ltd t/a Galderma	45		Manufactures pharmaceutical products, dermatological as well as skin care products, including cleansers and moisturisers.
Givaudan South Africa (Pty) Ltd	150		Import and distribution of fragrance and flavour compounds as well as aromatic chemicals. The company also operates as a third party manufacturer.
Glaxosmithkline South Africa (Pty) Ltd	260		Manufactures, imports, exports and distributes consumer health care products such as skin care products, supplying to wholesalers and pharmacies countrywide.
Henkel South Africa (Pty) Ltd	284		Beauty Care business unit is involved in the manufacture and supply of hair care, body care, skin care and oral care products.
Imbalie Beauty Ltd t/a Placecol	182	R96.58m (2017)	Franchisor, manufacturer, retailer and distributor of health, skin care, nail care, and beauty products.
Isabella Garcia International (Pty) Ltd	120		Manufacture and distribution of skin care, hair care and beauty products such as face wash and moisturisers.
ISlices Manufacturing (Pty) Ltd t/a ISlices SA	9		Manufactures and wholesales eyeSlices Professional & Biotanix eye-pads.
Kalahari Spa (Pty) Ltd	18		Manufacture and export of skin care products.

Company Name	Est. No. of Employees	Revenue	Description of Products
L'Oreal South Africa (Pty) Ltd	500		Imports and distributes skin care and personal care products and cosmetics. SoftSheen Carson products are manufactured at the Midrand plant.
Lamelle Research Laboratories CC	25		Manufacture of skin care products.
Le-Sel Research (RF) (Pty) Ltd	245		Contract manufacturing and packaging of general cosmetics, such as hair products, suntan oils, toiletries and household cleaning products.
M3 Cosmetic Labs South Africa (Pty) Ltd	3		Manufacture of hair care products for ethnic hair.
NeoLife International (Pty) Ltd	145		Direct distributor of nutritional products, skin care, health care and home care products. The company has a franchise agreement to manufacture and distribute the group's range of products. 80% of the products are imported from the United States of America and Europe, while 20% is manufactured by contract manufacturers locally under license.
Premier FMCG (Pty) Ltd	9,000		Contract manufacturing of a variety of cotton and other absorbent products including cotton buds, cosmetic facial pads and other feminine hygiene products.
Procter and Gamble SA (Pty) Ltd	250		Pharmaceutical manufacturer for personal care products, both cosmetic and medicinal.
Reckitt Benckiser South Africa (Pty) Ltd	500		Manufactures, markets and distributes household cleaning products, over the counter medicines and care products.

Company Name	Est. No. of Employees	Revenue	Description of Products
RegimA International Skin Treatments CC	15		Manufacturer and distributor of skin care products.
Revlon South Africa (Pty) Ltd	230		Manufactures toiletries and cosmetics.
Serendipity Toiletries (Pty) Ltd	55		Manufacture and distribution of cosmetic products for export and local markets.
Skin Rejuvenation Technologies (Pty) Ltd t/a Optiphi	40	R25.0m (2016)	Operates as a manufacturer of facial rejuvenating and anti-aging beauty products.
Tiger Consumer Brands Ltd	4,729	R13,465.9m (2016)	The Home, Personal and Baby Care division is involved in the manufacture and distribution of home care, personal care and baby products.
Willa Krause Group (Pty) Ltd	3		Manufacture and marketing of the Willa Krause skin care range.
KwaZulu-Natal			
Aspen Pharmacare Holdings Ltd	10,503 (Group) (3,882- South Africa)	R35,600.0m (2016) (R8,100.0m - South Africa; R3,300.0m - sub-Saharan Africa)	Manufactures, markets and distributes branded and generic pharmaceutical, consumer healthcare and infant nutritional products.
Beiersdorf Consumer Products (Pty) Ltd (Imports only)	80		Distribution of toiletries such as skin care products, lip balms and plasters.

Company Name	Est. No. of Employees	Revenue	Description of Products
Beige Holdings Ltd	243	R478.07m (2015) (R452.1m – Outsource manufacturing) Latest financials	Contract and packaging manufacturer, manufacturing and distributing cosmetics, soaps, laundry soaps, packaging and allied products.
Canway (Pty) Ltd	15		Manufactures skin care and beauty products which are distributed exclusively through Clicks stores countrywide.
Creighton Products (Pty) Ltd	40	R75.0m (2017)	Contract developing, manufacturing, packing and full sourcing of toiletries, home care, baby care and body care products.
The Esse Trust t/a Esse Organic Skincare	32		Formulates and manufactures organic skin care products.
Godrej South Africa (Pty) Ltd	100		Manufactures hair dyes and hair care products, targeted primarily at the ethnic market.
Hubers CC t/a The Kendal Group	10		Manufacturer and distributor of personal care products such as shampoo and body lotions.
Lee Chem Laboratories (Pty) Ltd	59		Manufacturer of personal care and toiletry products.
Marico South Africa (Pty) Ltd	79		Manufacture and distribution of health, hair and skin care products.
Palmer's Cosmetics (Pty) Ltd (Imports only)	3		Imports and distributes skin care and hair care products.

Company Name	Est. No. of Employees	Revenue	Description of Products
Rolfe Industrial Holdings (Pty) Ltd t/a Rolfe Laboratories	155		A contract manufacturer of various toiletries on behalf of various toiletry companies.
Tartan Timbers (Pty) Ltd	10		Processing of certified organic aromatherapy products. The products are sold by Veld Botanicals (Pty) Ltd.
Unilever South Africa (Pty) Ltd	3,500		Manufactures and distributes personal and home care products.
Zeta Laboratories CC	200		Third party manufacturing of personal care products such as foam bath, deodorant and body lotions.
North West			
Prime Product Manufacturing (Pty) Ltd	305	R126.0m (2017)	Contract manufacturer and packager of cosmetics, toiletries and personal care products.
Western Cape			
The Aerosol and Cosmetic Works CC	115		Manufacture of beauty products, cosmetics and industrial items.
The Cape Town Toiletry Company (Pty) Ltd	32		Manufactures, markets and distributes its own brands of bath, body and home fragrance products, as well as private brands.
Catwalk Cosmetics Laboratories (Pty) Ltd			Manufacture and distribution of cosmetics and personal care products.
Charlotte Rhys Manufacturing (Pty) Ltd	33		Manufactures and distributes bath and body products as well as fragrances.
Cosmetix (Pty) Ltd	53	R212.0m (2016)	Manufactures, imports, exports and distributes cosmetic products.

Company Name	Est. No. of Employees	Revenue	Description of Products
CosQ Manufacturing CC	20	R7.5m (2017)	Contract manufacturer of cosmetic and toiletry formulations. Products include body care, face care, hair care, ethnic, natural bases and baby care products, as well as room and linen sprays.
Elizabeth Arden (South Africa) (Pty) Ltd (Imports only)	120		Imports, distributes and retails cosmetic products, fragrances and related products. The company is the distribution arm into sub-Saharan Africa.
Environ Skin Care (Pty) Ltd	200		Manufactures and distributes skin care products and equipment, under the Environ brand.
The House of Aloes (Pty) Ltd t/a Alcare	37		Manufactures and markets aloe products, including personal and healthcare products.
Indigo Brands (Pty) Ltd	450	R1,194.5m (2017) (AVI Ltd's Personal Care Segment)	Manufactures and distributes cosmetics and toiletry products that range from mass market to bridge fragrances.
Johnson and Johnson (Pty) Ltd	500		Manufactures and distributes healthcare products, baby products and other products for men and women such as powders, shampoos, conditioners, soaps, oils, sanitary ware and over-the counter medicines.
Lisa Smit Enterprises CC	10		Manufacture of skin care and beauty products.
Oh-Lief Natural Products (Pty) Ltd	4		Manufacture of natural body products, made from 100% natural and organic raw ingredients.

Company Name	Est. No. of Employees	Revenue	Description of Products
Rain Africa Innovations (Pty) Ltd	101 (Head Office)		Manufacturer of body and bath products such as creams, foam bath, soap and oils.
Scent Pac (Pty) Ltd	90		A manufacturer of body lotions, creams, soaps, hair care products and potpourri.
Sun Factor Laboratories CC	25		Manufactures and exports lip-balms and other toiletries under its own label, MEDILIP. The company also undertakes contract manufacturing and fills lip-balms and other toiletries for customers under their own label.
Union-Swiss (Pty) Ltd	60		Researches, develops and manufactures oil-based skin care products.

4. STATE OF THE INDUSTRY

4.1. Local

South Africa experienced challenging economic conditions with recessionary conditions in the last quarter of 2016 and first half of 2017. For the three months ending August 2017 however, Statistics South Africa (Stats SA) announced that retail trade sales improved by 3.4% compared to the same period in 2016. Retailers in pharmaceuticals and medical goods, cosmetics and toiletries category showed average growth of 2.4% for the period and contributed R16.18m or 7.7% towards total retail sales. Manufacturing of “other chemicals”, the category in which cosmetics are included, was down 1.4% for the last quarter. Despite manufacturing having showed positive growth of 1.5% in the third quarter of 2017, long-term indicators show subdued growth is to be expected. With depressed consumer confidence, rising prices and high unemployment, ongoing price sensitivity and cutting back on non-essentials are likely to continue. Analysts predict that retail volumes for non-essential cosmetic goods such as skin toners and after sun products are likely to decline and there will be a tendency for consumers to shift to lower-priced options.

Company Results

- ◆ Unilever, one of the largest players in the industry globally, showed improved results for its emerging markets which included South Africa in 2016, although turnover as a whole declined 1%. Personal care is Unilever's largest category, comprising 38% of turnover and the emerging market business 57% of turnover. Sales growth for emerging markets was 6.5% (2015:7.1%), while sales in developed markets declined by 0.1%. Colgate Palmolive also reported declining net sales of 5% but with strong growth of 6.5% in emerging markets.
- ◆ Indigo Brands, part of AVI, reported increased revenue of 10.3% in the personal care category from owned brands, with aerosol volumes, colour cosmetics, lotions and roll-ons leading sales. Results for the year ended 30 June 2016 show that despite lower volumes manufactured for Coty, operating profit still increased by 10.1%. A new agreement was finalised with Coty which has secured the brand's business for a further three years at reduced fees.
- ◆ Direct selling cosmetic companies have shown particularly good progress locally and on the African continent. The Direct Selling Association of South Africa reported positive growth results over the 18-month period to July 2017. Despite weak economic conditions, the association reported a 32% increase in the number of direct business owners. This was reportedly as a consequence of retrenchments and job scarcity. The Association reported that there was an estimated 1.3 million independent business owners generating R12.6bn in sales, with an increase in the number of male sellers and direct sellers in rural areas. Direct selling in South Africa is expected to record a value CAGR of 3% over the next four years.

Trends

- ◆ According to analysts, retail sales will continue to be driven by an emerging black middle class. An increasing number of products in this sector cater specifically for local black skin and hair types and this market accounts for between 75% and 80% of all spending in the cosmetics sector.
- ◆ Although the expanding black middle class is moving to more expensive ranges, there remains significant demand for affordable yet effective products.
- ◆ Consumer concerns of sustainability and use of organic products are also evident and an emerging market exists for cosmetics and skin care products formulated using natural organic ingredients in cosmetic products, free from synthetic ingredients. A Unilever study found that 54% of consumers either already buy sustainably or are open to buying sustainably. South African companies focused exclusively on natural and organic products include Inthusiasm, Soil essential oils, Africology and Body Language.

- ◆ An indication of the most popular health and beauty outlets and brands amongst the younger generation is revealed by the results of the 2016 Sunday Times Next Generation Awards.

Coolest Specialist Health and Beauty Stores		All Groups 2016
1.	Clicks	15.25
2.	Woolworths	14.44
3.	Avon	13.69
4.	Dis-chem	13.16
5.	American Swiss	10.00

[Source: Sunday Times May 2017]

Coolest Make-up Brands		All Groups 2016
1.	Avon	22.19
2.	Revlon	13.50
3.	Mac	11.13
4.	L'Oreal	9.25
5.	Elizabeth Ardon	5.73

[Source: Sunday Times May 2017]

Regulatory Issues

As the local cosmetic industry has up to this point been self-regulated, cosmetic products have not been registered locally. However, when these products are exported, South Africa has to comply with the legal requirements in the countries to which it exports and the products are registered there.

According to the Cosmetic, Toiletry and Fragrance Association of South Africa (CTFA), the local industry primarily aligns with European Union (EU) regulations and only customises to follow specific aspects of local legislation, codes and practices. Local cosmetic products have been aligned to standards set by the South African Bureau of Standards (SABS) which are themselves aligned to the International Standards Organisation's (ISO's) standards. In 2016 the Department of Health published draft regulations relating to the labelling, advertising and composition of cosmetics in terms of the Foodstuffs, Cosmetics and Disinfectants Act. Making use of the CTFA's Cosmetics Compendium in addition to EU regulations, the move is regarded by the industry as a positive one and involves a large portion of the industry value chain. Cosmetics manufacturing will have to be Good Manufacturing Practice (GMP)-compliant in accordance with ISO 22716.

The local cosmetics industry is now also regulated via the South African Health Products Regulatory Agency (SAHPRA), which replaced the Medicine Control Council (MCC) in 2015. An amendment bill to the Medicines and Related Substances Act, which governs the MCC, was referred to Parliament in August 2015. SAHPRA now regulates the manufacture, distribution, sale and marketing of medicines, including cosmetics, thereby giving it a much wider scope than the MCC had. Stakeholders expressed hope that the delays around the approval of new medicines and clinical trials would be eradicated. Another benefit mentioned is that the Agency will be a public entity with an independent board and will not be subject to the final authority of the Minister of Health.

Industry Support

The CTFA aids and assists the industry in dealing with Government and the regulatory environment. In the past year, the CTFA was involved in the following.

- ◆ The organisation worked closely with the Chemical & Allied Industries Association (CAIA) and the Aerosol Manufacturers' Association (AMA) in reviewing the readiness of the industry locally to implement the requirements of the Global Harmonised System (GHS).
- ◆ The Department of Environmental Affairs (DEA) published a notice to the paper and packaging industry, electrical and electronic industry and lighting industry to prepare and submit to the Industry Waste Management Plans (IWMP) for approval. CTFA, amongst other bodies, submitted comments and due to the problematic nature of the draft regulations, DEA agreed to republish the draft regulations with various amendments in 2017.
- ◆ CTFA attended various forums where the National Environmental Management Waste Act (59/2008): National Pricing Strategy for Waste Management was discussed. Concerned stakeholders debated the lack of a clear pricing strategy due to the specific needs of each of the sectors affected, including the cosmetics industry.
- ◆ The CTFA gave industry input at the DEA Microplastics Workshop in 2016 specifically addressing Microplastics /microbeads in cosmetics and the industry's commitment to stop the use of non- biodegradable Polyethylene Microbeads by 2020, in alignment with the EU directive.

Nagoya Protocol

South Africa signed the Nagoya Protocol in January 2013, which has led to some difficulties in the sector. Being a signatory means that if a potential cosmetic producer wishes to conduct research or trade in a South African indigenous plant species the company has to share 'value-added' with the indigenous community. For example, an agreement between the SA San Council, the National Khoisan

Council and Cape Kingdom Natraceuticals has given San and Khoi communities 3% of the profits from products using essential oil made from buchu.

According to the local National Environmental Management: Biodiversity Act (NEMBA), permits are required for Bio-prospecting Access and Benefit Sharing (BABS) as well as for plants that are on the Convention on International Trade in Endangered Species (CITES) list. There have been complaints regarding the slowness of permits being issued as well as the implementation of the legislation by the DEA. The Environmental Affairs Bio-prospecting Forum was held in late 2015 with all the relevant stakeholders to enable the roll-out of the legislation to occur more smoothly and so that manufacturers were not impeded from conducting their business. The Forum focused on ways to resolve the pragmatic implementation of the Protocol, as well as the implementation of the NEMBA and BABS Acts.

Exports

- ◆ South Africa exported cosmetics to the value of R7.84bn in 2016, representing an increase of nearly 35% compared to 2013.
- ◆ The country's major trading partners were in Africa with South African Development Community (SADC) countries dominating.
- ◆ In 2016, of the R5.2bn essential oils, perfumes, cosmetics and toilet preparations exported to Africa, R4.6bn were exported to SADC countries. Due to the global trend of using natural ingredients there has been a notable increase in the export of essential oils.
- ◆ Export data from the DTI shows that the country's exports of essential oils nearly doubled from R270m in 2013 to R501m in 2016, R202m of which went to Europe. Exports of essential oils to Europe increased 153% from R80m in 2013.
- ◆ There was also a substantial increase in exports of perfumes and toilet water which more than doubled, from R141m to R303m between 2013 and 2016. R285m of the total went to SADC countries.
- ◆ More than 30% increase in the shaving and deodorants sub-category was also seen, taking exports sales to R1.3bn.
- ◆ By far the largest sub-category is that of make-up, skin care and nails, which increased exports 45% from R2.3bn in 2013 to R3.37bn in 2016.
- ◆ Cosmetic Export Council of South Africa (CECOSA) Executive Director Theresa Moller expressed concern that the new draft regulations relating to the labelling, advertising and composition of cosmetics might put exporting out of the reach of small, growing cosmetics companies. She

said that the number of small businesses exporting had grown in number over the past five years, especially in the categories of spa, body and men's grooming products.

Imports

South Africa imported essential oils, perfumes, cosmetics and toilet preparations to the value of R13.16bn in 2016. However, this figure includes the “mixtures of odoriferous substances... of a kind used as a raw material in industry”. This sub-category is commonly used in the food or drink industries rather than the cosmetics industry and more than R4.5bn of it is imported from Swaziland. If this is subtracted from the total, then a more accurate statistic for the purposes of this report is obtained. The import value is then R6.455bn for 2016, a 42% increase from 2013 (R4.528bn). After Swaziland, the next largest import partner is France with R1.36bn, followed by Germany. Imports from Germany increased 56% since 2013. Imports from China increased by 103% between 2013 (R279m) and 2016 (R558m). Imports from America were R1.28bn, 52% up on 2013. According to the Cosmetic Toiletry and Fragrance Association (CTFA), there is a tendency to import products for niche market and salon use.

4.1.1. Corporate Actions

Mergers and Acquisitions are common in the beauty and person care industry as large industry players build their businesses by adding brands to their company portfolio. This is a reaction to slow organic growth. The industry's top three companies own 45% of the overall market and the remaining 55% consists of a number of small brands. In a recent study by Women's Wear Daily , an analysis of more than 200 Mergers and Acquisitions that took place in the beauty and personal care industry between 2000 and 2016 was conducted. The study showed that survival in the industry depended on acquiring or being acquired. Frequent beauty brand buyers increased their company value and their share price compared to infrequent buyers. The Enterprise Value of frequent beauty buyers is 26% higher than companies that did not transact as often during the same period.

Recent transactions are summarised below.

Date	Target	Acquisitor	Amount	Notes
January 2016	Raylon Corporation	L'Oreal		L'Oreal to acquire Raylon's 13 stores and sell back the rights to L'Oréal USA for its brands including Redken, Pureology, L'Oréal Professionnel and Essie.
March 2016	P&G hair care brands	Henkel	US\$420m	Targeting hair care market in Eastern Europe, Middle East and Africa.
April 2016	NeoStrata	Johnson & Johnson		Skin care and anti-aging market.
June 2016	Vogue International	Unilever	US\$3bn	Improve hair care category globally as Vogue accounts for 3% of mass market.
	Cutex	Revlon		
	Gurwitch Products, owner of Laura Mercier Cosmetics & ReVive	Shiseido Americas Corporation		
	Atelier Cologne	L'Oreal	US\$16m	
July 2016	Dulce & Gabbana global production and sales licence	Shiseido Americas Corporation		The agreement includes development, manufacturing and distribution of Dolce & Gabbana's fragrance, make-up and skincare lines and products by Shiseido Group.
	Granado	Puig	US\$306m	Puig purchased 30% stake in Granado, a Brazil-based pharmacy and owner of the naturals brand Phebo.

Date	Target	Acquisitor	Amount	Notes
August 2016	IT Cosmetics	L'Oreal	Estimated at more than US\$1.2bn	Biggest acquisition of L'Oreal in eight years, adding 30 skin care and make-up products to its range.
September 2016	Mirabella Lipland	Bellami		Bellami is known for its success in the digital market. Now seeking to grow in other directions.
	Elizabeth Arden	Revlon	US\$870m	
	Seventh Generation	Unilever	Estimated at between US\$600m and US\$700m	Unilever looking to strengthen its position in the naturals market.
October 2016	Good Hair Day (GHD)	Coty	US\$510m	Coty now has a stake in a hair straightening and appliance business, doubling the company's annual revenue
	Becca	Estee Lauder	US\$200m	
November 2016	Too Faced Cosmetics	Estee Lauder	US\$1.45bn	Biggest acquisition in Estee Lauder's history
December 2016	Laura Geller, Julep & Clark's Botanicals	Glansaol	Undisclosed	
	Living Proof	Unilever		
January 2017	CeraVe, AcneFree & Ambi	L'Oreal	US\$1.3bn	Expanding into specialised skin care, acquired these brands from Valiant Pharmaceuticals.
	Younique	Coty	US\$600m	Investing in direct sales channel by purchasing 60% of this online peer-to-peer cosmetics retailer.

Date	Target	Acquisitor	Amount	Notes
February 2017	Viviscal Ltd	Church & Dwight	US\$160m	Largest hair supplement brand.
March 2017	Natura Laboratories	Henkel	Not disclosed	Expanding hair care reach, includes Pravana and Tec. Italy brands.
July 2017	Dr Ci Labo	Johnson & Johnson		J & J purchased 20% of Ci:Z Holdings to improve market share of Japanese skin care sector.
	Dollar Club	Unilever	US\$1bn	Expansion into men's grooming space.
September 2017	The Body Shop	Natura	Estimated US\$1.1bn	

In February 2017 Unilever Plc. received an unsolicited takeover offer of US\$143bn from Kraft Heinz Co. owned by Warren Buffett's Berkshire Hathaway Inc. and the private equity company 3G Capital. Had the offer been accepted, the deal would have become the largest in the history of the consumer industry. However, Unilever's Chief Executive Officer (CEO) Paul Polman rejected the bid on the grounds that there was "no merit, either financial or strategic" in a deal. Commentators say that Kraft Heinz is expected to make further attempts to acquire Unilever, which is Europe's seventh-largest company by market value.

On the Local Front

- ◆ In October 2015 Le-Sel Research announced that the Industrial Development Corporation had approved an investment of R157.5m in the company to support future growth and respond to working capital challenges.
- ◆ Dabur India Ltd entered into a share-purchase agreement with two companies in South Africa in March 2016, D&A Cosmetics for R47m and Atlanta Body & Health Products for R2m. The Company also purchased CTL Group of companies for R18.8m in November 2016 and Discaria Trading in July 2016. A spokesperson said the company Dabur planned on setting up a greenfield manufacturing facility in South Africa and was likely to sell "its Namaste range of hair care products, which caters to ethnic African population, and cosmetics under the Vatika hair care and DermoViva skin care brands."

- ◆ Remgro is selling back its 25.7% stake in Unilever South Africa to Unilever. The deal is valued at R11.9bn and was announced in September 2017. Unilever has set up a new Africa Hub office in Johannesburg, the company's latest move in an ongoing drive to grow its business across the African continent.

4.1.2. Regulations

The key change for the regulatory space was the publishing of the Labelling, Advertising and Composition of Cosmetics draft regulations by the Department of Health (DOH) in late 2016. Prior to the publications of these regulations, the cosmetics industry was largely self-regulating. Under the self-regulation regime, the industry served as its own watchdog, with companies having recourse to the Advertising Standards Authority (ASA) if they felt competitors were making unsubstantiated claims, using ingredients that were not permitted, or selling a sub-standard product.

Labelling, Advertising and Composition of Cosmetics draft Regulations

In August 2016, the Department of Health published draft Regulations relating to the Labelling, Advertising and Composition of Cosmetics in terms of the Foodstuffs, Cosmetics and Disinfectants Act 54 of 1972.

These draft Regulations provide for:

- ◆ Categories of cosmetic products;
- ◆ Measures to ensure the safety of these products;
- ◆ A mandatory product information file;
- ◆ Good Manufacturing Practice;
- ◆ Prohibited substances in the composition of cosmetics;
- ◆ Labelling requirements;
- ◆ Product claims;
- ◆ Advertising; and
- ◆ Penalties.

The draft Regulations set out new criminal offences. For example, under these Regulations it is an offence to label a product "recommended by doctors" or to imply that a product is recommended by doctors. Until the draft regulations are finalised and the Act promulgated, the industry will remain self-regulating through the Cosmetic Compendium of the CTFA.

The Cosmetic Compendium of the CTFA

The Cosmetic Compendium of the CTFA is largely based on EU regulations.

Additionally the compendium is inclusive of local standards, codes of practice and addresses country specific issues and concerns. Regulation is aligned with European regulations so that cosmetics can be sold in the EU.

Companies are encouraged to be certified by DQS or SGS as ISO 22716 (GMP)-compliant. ISO certification provides assurance on the validity, processes, requirements and safety aspects related to cosmetic products. It additionally validates that the manufacturer is credible and reputable. The CTFA provides certificates of free sale to its compliant members, enabling them to export products that are produced, marketed and sold freely in the South African market.

The Foodstuffs, Cosmetics and Disinfectants Act (no. 54 of 1972)

This act controls the sale, manufacture, importation and exportation of cosmetics along with foodstuffs and disinfectants. Fragrance, cosmetic or toiletry products that claim medicinal ingredients are required to register with South Africa's Medicines Control Council (MCC) soon to be replaced by the South African Health Products Regulatory Agency (SAHPRA).

Consumer Protection Act

The regulatory landscape has become increasingly consumer-focused since the passing into law of the Consumer Protection Act (CPA) No 68 of 2008 which was enacted on 28 April 2009 and came into full effect on 1 April 2011. In terms of the Act's requirement that information be presented to consumers in "plain and understandable" language, greater clarity with regard to product information and labelling has become mandatory. The CPA also provides for the establishment of an industry Ombud. As such, the Office of the Consumer Goods and Services Ombud (CGSO) has been created to deal with complaints.

National Environmental Management

In addition to consumer protection, the sector is regulated by legislation that addresses environmental management. The National Environmental Management; Waste Act, No. 59 of 2008 seeks to promote an integrated approach to waste management, focusing on waste prevention and environmentally responsible disposal thereof. It further seeks to minimise the potential of waste to negatively impact the socio-economic and bio-physical environment, to provide guidance to regulatory authorities and to assist the industrial sector with the implementation of improved waste management practices. The

Act promotes the principles of reduce, re-use, recover, recycle and seeks to prevent pollution and ecological degradation

Animal Testing

Animal testing of cosmetic products and their ingredients was finally banned completely within the EU in March 2013. There are organisations such as BUAV, which founded Cruelty Free International, which aim to implement a global ban on animal tests for consumer products. The Leaping Bunny is a certificate awarded to companies and their products which are found to be produced without animal testing in all a company's global operations.

Nagoya Protocol

South Africa was the 12th country to sign this agreement early in 2013. The Nagoya Protocol centres on access to genetic resources and the fair and equitable sharing of benefits as discussed in 4.1 State: Local above. While South Africa has the National Environmental Management Biodiversity Act 2004 (NEMBA) in place which allows for the use of natural resources and benefit sharing, it is focusing on how best to facilitate the granting of permits for Bio-prospecting Access and Benefit Sharing (BABS) and Convention on International Trade in Endangered Species (CITES). NEMBA provides for the management and conservation of South Africa's biodiversity within the framework of another Act, the National Environmental Management Act (107 of 1998). The following aspects are dealt with:

- ◆ The protection of species and ecosystems;
- ◆ The sustainable use of indigenous biological resources;
- ◆ The fair and equitable sharing of benefits arising from bio-prospecting involving indigenous biological resources; and
- ◆ The establishment of a South African National Biodiversity Institute.

The Act also provides lists of both endangered species and ecosystems and specifies invasive species. It states that trade involving listed, threatened or protected species cannot occur without a permit. Should export of indigenous biological resources occur, provision must be made for the sharing of benefits. An example of this is plant-based remedies and health cures. Chapter 6 of the Act which regulates bio-prospecting came into effect in January 2006.

Other Regulations and Policies which influence the sector or will do so in the future include the following.

- ◆ SANS 1557 - the SABS standard for sunscreens (initiated in the latter part of 2015 and currently still under review)
- ◆ SANS 289: 2016 – the SABS standard for labelling of products subject to metrology control (published for industry comment)
- ◆ Good Clinical Practices (GCP)
- ◆ Waste Tax Pricing Strategy
- ◆ Waste Amendment Act of 2014 and Industry Waste Management Plans
- ◆ Chemical Management Plan
- ◆ Export Development and Promotion Bill
- ◆ Draft Metrology Bill
- ◆ ISO/AWL 21392 and ISO/DT

There are export-related incentives in the form of the forthcoming Export Development and Promotion Bill and the Export Marketing and Investment Assistance (EMIA). A government-led Trade and Investment mission to Algiers, Algeria and Tunis in October 2017 was an example where companies could apply for EMIA funding.

A Summary of main trade agreements between South Africa and the rest of the world is provided in Appendix 1.

Preferential Procurement Policy Framework Act 5 of 2000 (PPPFA) and its amendment were put in place to leverage on public procurement of locally produced products and services. Opportunities need to be identified in the Cosmetics sector in order to support local manufacturing companies.

Government is also obliged to ensure that National and International trade is fair and based on reliable measurements. National Regulator for Compulsory Specification administers the Trade Metrology Act on behalf of the Minister of Trade and Industries. The Act and regulations set requirements for measurements of quantity for trade purposes. The most common measurements in trade are for Mass, Volume, Length and Area.

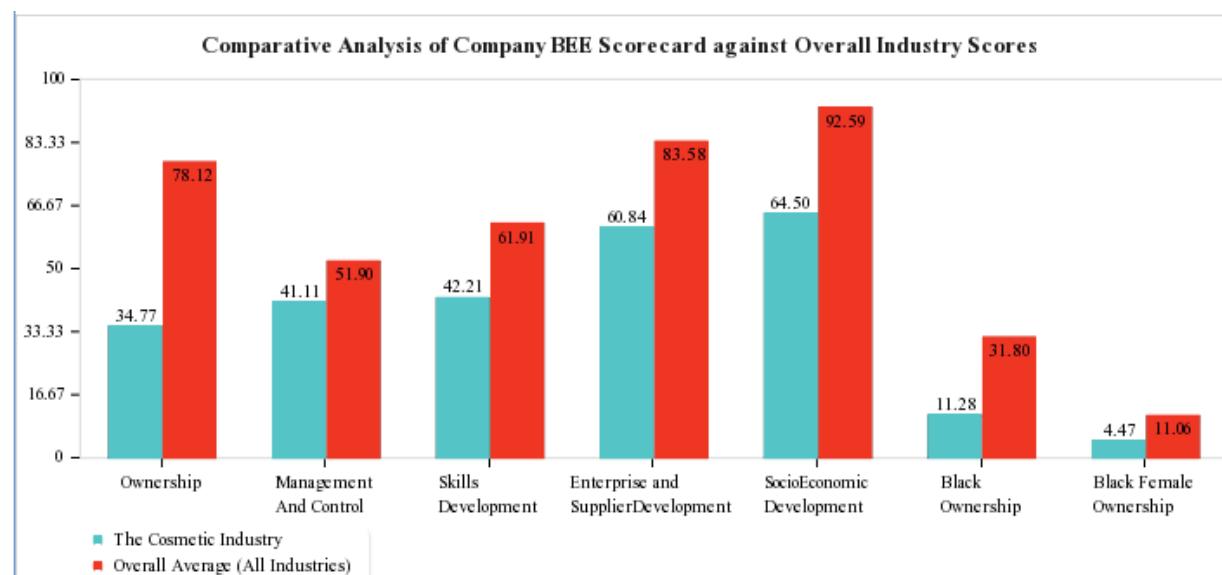
New Developments

- ◆ The recent publication of the National Greenhouse Reporting Regulations and Technical Guidelines for Monitoring, Reporting and Verification of Greenhouse Gas Emissions by Industry paves the way for the release of the second draft Carbon Tax bill. Companies will be

required to report their 2017 emissions in March 2018. The reporting system will be tested for a year prior to the levying of tax. Draft regulations pertaining to carbon offsetting and regulations on energy efficiency are yet to be released.

- ◆ The National Environmental Management of Bioprospecting Act (NEMBA), which requires exporters of products containing natural ingredients from indigenous plants to have a biodiversity permit.
- ◆ The proposed Chemicals Management Bill.
- ◆ The Hazardous Substances Amendment Bill.

4.1.3. Enterprise Development and Social Economic Development



The Chemicals Industry has been identified as a priority sector for Broad-Based Black Economic Empowerment (B-BBEE) and has been earmarked for a microeconomic reform strategy. Personal care products are categorised under the FMCG banner and do not subscribe to a specific B-BBEE charter. However, numerous players in this sub-sector have committed to transformation in varying degrees.

The empowerment of a number of successful black-owned businesses has been facilitated by the Pick 'n Pay Small Business Incubator. The Transformation Department of the entity provides support and mentorship to emerging small Black businesses in order to assist them to become sustainable suppliers to the retail industry. The PnP Enterprise Development Foundation also provides financial assistance to previously disadvantaged suppliers to the industry.

The South African Chemical Technology Incubator (Chemin), which is affiliated to the DTI and the Small Enterprise Development Agency (SEDA), is mandated to nurture the development of sustainable small and micro enterprises in the downstream chemical manufacturing sector. Chemin's incubation centres are located in Port Elizabeth, at eMonti Science and Technology Park in East London, at the University of KwaZulu-Natal in Durban, in Mogale City/Krugersdorp and in Midrand north of Johannesburg. Entrepreneurs are assisted in transforming commercially viable ideas into actual businesses. Contributions to incubators such as Chemin will enable companies to earn Social Economic Development points. One example of a business incubator is BioPark Business Incubator which provides business development support to start-ups in the health sector, including biopharmaceuticals, indigenous knowledge-based neutraceuticals, cosmeceuticals and cosmetics. Support is provided in collaboration with Gauteng Department of Agriculture and Rural Development (GDARD) and eGoliBio Life Sciences Incubator.

Opportunities for SMMEs

A research study commissioned by the Institute for Economic Research on Innovation (IERI) found that South Africa's broad and fragmented market lends itself to the development of small and micro manufacturing companies that cater for specific niche markets such as natural products or ethnic personal care products. The industry offers great scope for SMMEs in line with the growing demand for affordable home and personal care products, particularly in low income areas as the manufacture of products on a small-scale is a relatively simple process.

According to the Industrial Development Corporation's (IDC's) Annual Report for the year ended March 2017, chemical and allied industries received funding of R2.1bn or 13% of total allocations. The IDC's strategy in this sector is to increase local manufacturing and to support local brand development in the consumer products market. San Hair, a human hair manufacturing plant in Midrand, received funding to purchase the machinery required to start the business. The business currently has six full-time employees, but it is hoped that this figure will increase consistent with the 30% month-on-month growth the business is experiencing. Plans are to branch out into the production of synthetic hair, accessories and cosmetics to be distributed in retail stores in future. South Africa has an ever-increasing demand for hair care products, significantly in weaves and other hair products made from natural human hair. The most sought-after of these are usually imported from Asia and South America.

The Small Enterprise Development Agency (SEDA) lists Mijona International as one of its success stories. Mijona manufactures cosmetics, perfumes and associated nail and beauty products as well as

plastic moulded products for household use. Based in Botshabelo, the company wanted to take advantage of contract manufacturing opportunities offered by large cosmetics companies. In order to do so, the company needed to meet the requirements for ISO9001 Quality Management and was helped by SEDA. Now a listed supplier with the country's largest grocery chain, Shoprite, it has received orders for seven stores in the Western Cape with prospects to expand this to 80 stores in future.

Other examples of successful SMMEs in the sector include the following local brands aimed specifically at the skin needs of black women.

- ◆ Oamobu Naturals is a handmade, all natural skin and hair care range producing shea body and hair butters, African black soap bars and shampoo.
- ◆ Estella Cosmetics focuses on cosmetics in colours and tones suitable for all skin.
- ◆ Malia Nail Care produces a range of nail polish and nail care using a three-free formula, meaning it does not contain the three main toxic chemicals usually found in nail polish.
- ◆ Connie Transform is a local company, started with just six lipsticks. It has now grown to a range of 14 and plans to launch lashes this year. The company uses local women as distributors.

4.2. Continental

Overview of the African Consumer Market

The United Nations Population Division predicts that the population of Africa will exceed 1.5 billion people by 2026. The continent, particularly sub-Saharan Africa which currently accounts for 3% of global consumer sales, remains a largely untapped market. According to current projections, 56% of new consumption is expected to take place in Africa by 2050. Therefore the region offers significant potential for expansion and is viewed as a key growth market for the FMCG sector.

The projected rise in disposable income is expected to give 18 of Africa's most populated cities a combined spending power of US\$1.3-trillion by 2030. This would make the continent a target for companies seeking to grow markets outside developed countries. In line with this, major beauty companies have implemented strategies to capture the expected boom for the beauty and personal care sectors, in a market expected to grow to US\$1.8bn by 2018. For example US hair extensions brand, Her Imports recently set up in Nigeria and plans to expand to Ghana, Kenya and Egypt.

Initiatives to boost regional development and intra-African trade include the proposed establishment of the African Free Trade Area. Factors driving consumerism include:

- ◆ The rapidly emerging middle class;
- ◆ Higher levels of disposable income;
- ◆ An increase in modern home ownership;
- ◆ The development of infrastructure and provision of basic services;
- ◆ Rising urbanisation;
- ◆ The formalisation of the retail sector;
- ◆ Increased regional mobility; and
- ◆ Consumer education and public awareness campaigns focusing on the importance of both personal and domestic hygiene and care.

Challenges

Africa is regarded as a challenging operational environment and risks associated with doing business on the continent remain high. Key challenges include the following.

- ◆ Most of the raw materials required by manufacturers need to be imported.
- ◆ Infrastructural constraints, notably inadequate transportation and poor communication networks.
- ◆ The high cost and erratic supply of energy.
- ◆ The scarcity of water in many countries across the continent.
- ◆ Cost containment, due to the volatility of local currencies.
- ◆ High import duties.
- ◆ Corruption.
- ◆ The shortage of skilled labour.
- ◆ Brand awareness in sub-Saharan Africa is generally low.

Market analysts advise that an understanding of local needs and cultural preferences is essential if manufacturers want to break into the African market. Consumption patterns vary considerably across the continent. Branding is also a significant factor that needs to be considered before entering the African marketplace, as African consumers are typically loyal to specific local brands and are often reluctant to try new products. Cosmetics are also being packaged in smaller sized packages to counter the price sensitivity of demand in local markets. Counterfeiting remains a problem, especially in East Africa where it is estimated that counterfeit cosmetics comprise nearly 30% of all cosmetics.

Market Penetration

- ◆ Several major multinational manufacturers of home and personal care products have established an African footprint and/or strengthened their distribution networks across the continent. Notable foreign players include Unilever, Reckitt Benckiser, Colgate-Palmolive, Procter & Gamble and Johnson & Johnson.
- ◆ While some manufacturers are seeking to expand their operational presence on the continent, others, such as the South African company, Africology, prefer to export their wares, retaining South Africa as their production hub.
- ◆ Products developed for the African skin and hair care market are growing and L'Oréal launched the “L'Oréal Institute for Ethnic Hair and Skin Research” in Chicago. It has also set up an assessment centre in South Africa dedicated to the study and understanding of consumer development.
- ◆ Unilever, which opened its new African Hub Office in Johannesburg in September 2017, has consolidated its position as sub-Saharan Africa's market leader in most home and personal care categories. As part of its strategy to increase its penetration of the regional market, the multinational giant plans to develop affordable products that cater for the needs of low-income consumers. Unilever's Africa Sustainable Living Plan prioritises untapped markets, focusing specifically on the estimated 650 million consumers classified in the low living standards measure band.

4.3. International

Review of the Global Market

Players in the personal and home care sub-sectors report that trading conditions across the globe remain challenging. Turbulence in the global market has largely been attributed to tech-driven disruption, or the so-called “fourth industrial revolution”. Other factors contributing to the climate of unease include the escalation of geopolitical tensions in the Korean Peninsula, Britain's forthcoming exit from the EU, as well as the unpredictable and unconventional nature of the Trump presidency, which promotes protectionism and political polarisation.

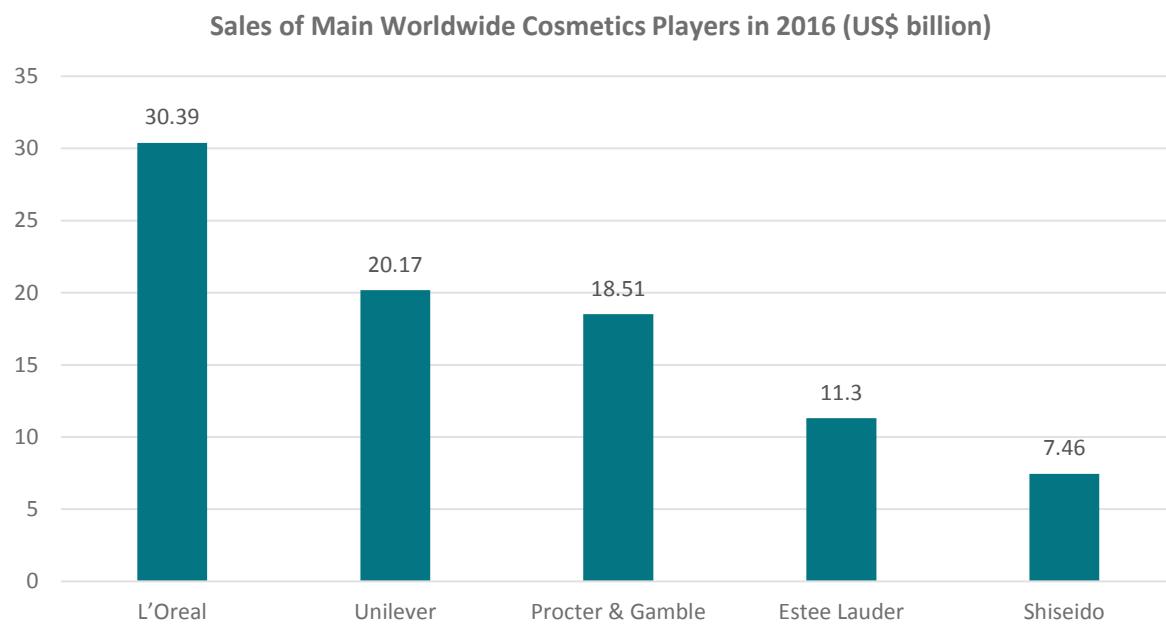
Despite prevailing economic pressures and slowing consumer demand, the gradual recovery of the global economy is predicted to continue through 2017. The World Bank and International Monetary Fund (IMF) forecast global economic growth rates for 2017 of 2.7% and 3.5% respectively. Global economic growth, supported by stronger commodity prices, continues to be driven by emerging Asian

markets, notably India, Vietnam, Indonesia and the Philippines. Although China's growth prospects are expected to remain stable, the threat of war in the Korean Peninsula poses a significant threat to the stability of the region and could have far-reaching consequences for the world at large.

Market Size

According to Statista the global cosmetic market grew by 4% in 2016 compared to the previous year. This is slightly more than 2015, but still less than in 2011 and 2012 and on a par with the 4% average of the previous 15 years.

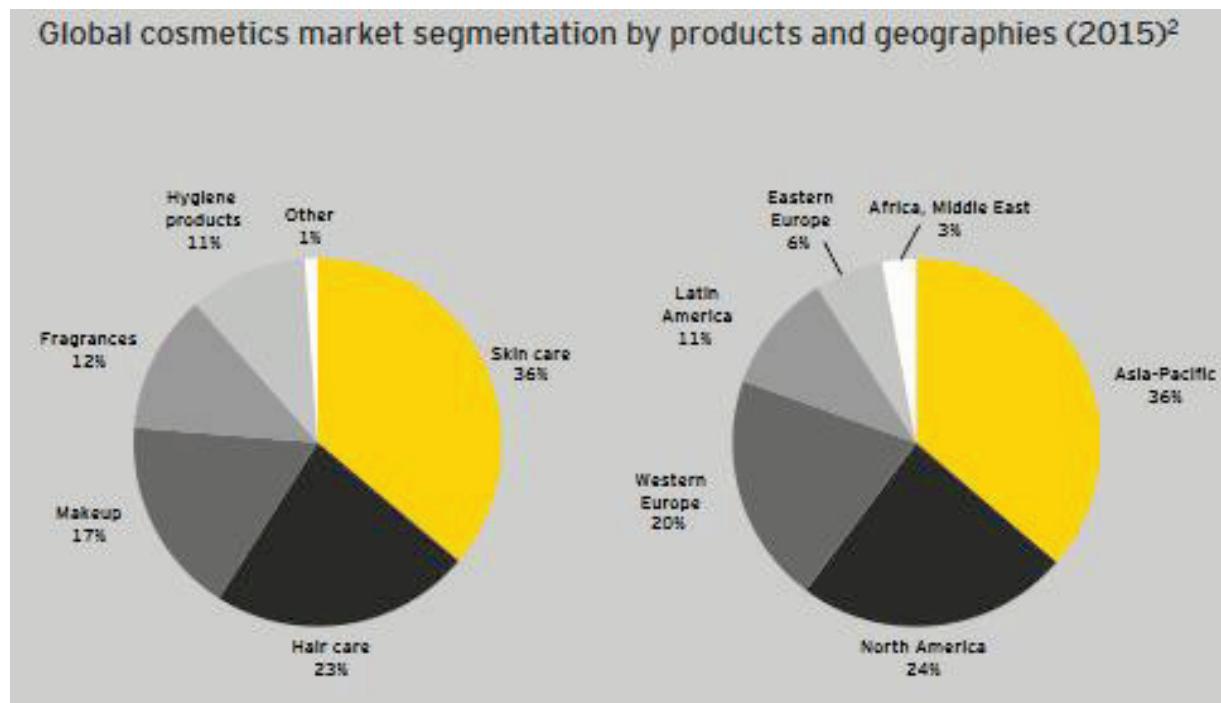
Globally the largest cosmetic companies by revenue in 2016 are shown below.



[Source: From Company Annual Reports]

With mature markets largely saturated, personal and home care manufacturers are increasingly seeking opportunities for growth in the emerging markets of Africa, Latin America and Asia Pacific. Branded products, as well as private label products across all categories are well established in developed markets. Private label products, which account for over 35% of sales in the EU, are steadily gaining market share in emerging markets.

The diagram below shows the global cosmetics market break-down by segment as well as the segmentation by world regions.



[Source: Ernst & Young Financial Factbook 2016]

Global Trends

- ◆ Demand for natural, environmentally-friendly products, as well as biodegradable and/or recyclable packaging, is largely being driven by Millennials, who, by 2025, will number approximately 2.3 billion people globally.
- ◆ While there is growing demand for fragrance-free products, there is also strong demand for high quality fragrances and scents.
- ◆ There is a shift towards natural and organic beauty products, particularly in U.S. and European countries leading to rising demand for natural, herbal and organic beauty products.
- ◆ In mature markets, efficacy and convenience are of primary importance, while in the developing world, the focus is on affordability.
- ◆ Personal care internet retailing is becoming more prevalent. Online beauty sales registered 14% growth in 2016 on a worldwide basis and accounted for US\$1.2bn of the beauty market.
- ◆ Luxury cosmetics remains the most dynamic sector with 13% in 2015, thanks in particular to e-commerce sales.
- ◆ Companies are targeting more personal care products at the male market.
- ◆ Social media has made the online platform a critical part of every brand's strategy.
- ◆ There is a trend in emerging markets to trade up to Western style consumer habits and this is particularly noticeable in hair care products. Rural demand in India which accounts for 60% of

the population is showing an increased demand in western hair care products. A similar trend is occurring in Turkey and Iran.

The Ernst & Young (EY) Luxury and Cosmetics Financial Factbook for 2016 predicts that the cosmetics market is likely to double within the next 10 to 15 years “as the world population with access to cosmetics in emerging markets is estimated to increase by 50%”. The global cosmetics market is expected to reach a value of US\$429.8bn by 2022, registering a CAGR of 4.3% during the period 2016–2022.

5. INFLUENCING FACTORS

5.1. Economic Environment

- ◆ The economy contracted in the fourth quarter of 2016 and in the first quarter of the current year, which placed the country in a technical recession. Although the economy rallied in the second quarter of 2017, posting GDP growth of 2.5%, this is not expected to continue and in his mid-term budget speech, Finance Minister Malusi Gigaba projected GDP growth rate for South Africa for 2017 at 0.7%.
- ◆ South Africa has a high level of exposure to commodity and exchange rate risks. The local currency remains extremely volatile, which, in turn, has an impact on the price of fuel and other imports as well as cosmetics.
- ◆ Job losses resulting from weak economic activity have driven the country's official unemployment rate to 27.7%. However, this figure is believed to be conservative. Findings published in the Institute of Race Relations' 2017 South Africa Survey reveal that the number of unemployed people in the country has risen from 3.7 million in 1994 to 9.3 million in 2017. Of the currently unemployed, 6 million people are under the age of 35. According to StatsSA's recently released Poverty Trends in South Africa, 55% of the South African population is classified as poor. As disposable incomes continue to be whittled away, people are increasingly trading down to cheaper products and economising on basic essentials.

5.2. Rising Operating Costs

Manufacturers are affected by increasing costs for local and imported raw materials, driven by transportation costs and currency fluctuations as the South African Rand remains highly volatile. Imported inputs are also subject to import duties. Stakeholders continue to lobby for the scrapping of

these duties on the grounds that they drive up the price of products, rendering them uncompetitive and unaffordable. The import duty is currently 20% of the free on board (FOB) price, excluding freight costs. Given that personal care products manufactured in Africa are not subject to import duty, it is extremely difficult for South African manufacturers to compete effectively with their continental counterparts. In recent years, manufacturers' profit margins have also been significantly eroded by rising labour costs, as well as by spiralling electricity and fuel tariffs, prompting them to streamline their operations.

5.3. Government Initiatives

As mentioned earlier, the DTI provides investment support, export support, innovation support, preferential funding and project development support to South African companies operating within the chemical sector.

- ◆ Investment support is available under the Section 12I Tax incentive scheme, Manufacturing Competitiveness Enhancement Programme (MCEP) and Special Economic Zones (SEZ).
- ◆ Export Support is provided through the Export Marketing and Investment Assistance (EMIA) and Sector Specific Assistance Scheme (SSAS). The Export Marketing and Investment Assistance (EMIA) assists South African firms to develop export markets and also partially reimburses exporters for costs incurred for the purpose of developing export markets for South African products.
- ◆ Innovation support incentives include the Support Programme for Industrial Innovation (SPII), the Technology and Human Resource for Industry Programme (THRIP) and the SEDA Technology Programme (STP).
- ◆ Preferential funding is available to selected companies operating in the chemicals sector through the Development Bank of Southern Africa Green Fund, the KZN Growth Fund, the Employment Tax Incentive (ETI) and the Chemical Industries Education and Training Authority (CHIETA).

Light manufacturing is an important source of growth and productive employment in the country.

Development of the cosmetics value chain is aligned with South Africa's Industrial Policy Action Plan (IPAP) (2016/17), which identified the need to develop natural products in the cosmetics value chain and increase investment, upgrade capital equipment and processes. As part of the development of the natural products to cosmetics value chains the DTI noted areas where the domestic industry needs assistance. These include certification for exports, building testing facilities and developing new

products from local inputs. Government has supported increasing investment in this sector in projects including the upgrading of equipment to meet good manufacturing practice requirements, facilitating engagement between industry and publicly funded research, and helping to increase demand for local and third-party manufacturing.

5.4. Emerging Middle Class and Emerging Markets

As mentioned under 4.1 State: Local, the emerging black middle class has between 75% and 80% of the buying power in the local cosmetics market and many companies are benefiting from this growth. A number of examples are listed below.

- ◆ Godrej South Africa started in 2006 when it purchased the hair care business Rapidol. The company has grown to such an extent that its hair care products are present in 16 African countries. The company has experienced 16% compound annual growth over the last five years and has set up “state-of-the-art facilities” in KwaZulu-Natal, where 95% of its products are manufactured.
- ◆ Henkel first entered the African market in 2011. Two years later it purchased local company Ladine as a “gateway into Africa”. Ladine was started in 1987 by local entrepreneur, Maria Laughland and was focused on growing the professional black hairdressing industry. According to Stefan Geister, the regional director of market expansion in sub-Saharan Africa for Henkel, the South African black hair care market is worth approximately R2.3bn. Relaxers account for 48%, after care 36%, styling 8%, and colour 8%.
- ◆ Fashion Fair Cosmetics, considered the largest black-owned cosmetics company in the world, has now entered the local market. It was launched at Stuttafords stores in Johannesburg and Pretoria in December 2014. This was the first phase of a roll-out in seven department stores in South Africa, Botswana and Zimbabwe over 18 months.

There is definite growth in demand for premium products in the emerging black middle class market, and a greater demand exists for male grooming products with the market being “driven by black African men buying products”.

5.5. Health Concerns

Health advocates and consumer watchdog organisations continue to lobby for the removal of potentially hazardous chemicals and inputs such as microbeads from personal care products.

Controversial ingredients, which include formaldehyde, phthalates, parabens, triclosan, dioxane and polyethylene glycols (PEGs), are still found in many product ranges.

- ◆ In the United States, formaldehyde is listed as a carcinogen or cancer-causing agent. It is found in nail polish, colour cosmetics and hair smoothing products.
- ◆ Phthalates, or synthetic fragrances, have been linked to various developmental and reproductive defects.
- ◆ The preservative, paraben, which is used in many personal care products, has been found in malignant breast tumours, suggesting that the chemical is stored by the body when consumed.
- ◆ Triclosan, which is mainly used in toothpastes and mouthwashes, is believed to interfere with hormone regulation.
- ◆ PEGs, found in hair relaxers, are linked to cancer, birth defects, allergies and hair loss.
- ◆ Concerns about the safety of dioxane were raised as early as the 1970s, following the discovery that it was associated with cancer in animals. Since then, the Food and Drug Administration (FDA) has continuously monitored the levels of the chemical in personal care products. The FDA has also made recommendations to manufacturers on how to minimise the presence of dioxane during the manufacturing process. Dioxane is found in as many as 22% of 25,000 cosmetics products.

In 2016, the world's largest retailer, Walmart, identified eight chemicals that it seeks to remove from consumer products. The company, which recently joined the Chemical Footprint Project, aims to achieve a 10% reduction in the chemical content of household cleaners and personal care products by 2022. Certain fragrance allergens have also been earmarked for removal.

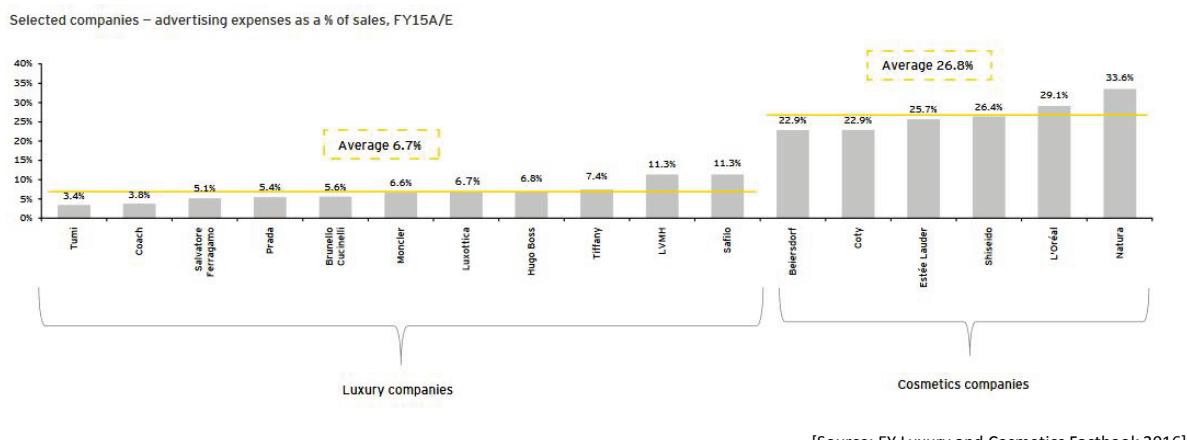
There are a number of local companies that manufacture personal care products that are not harmful.

- ◆ JO'M Cosmetics manufactures natural skin and hair care products and colour cosmetics. It is the first cosmetic company in South Africa to manufacture natural chemical-free products that do not alter the structure of black hair. The company launched eco-friendly Natural Hair Relaxer, derived from plant enzymes / proteins and natural oils. JO'M Cosmetics operates in Africa and Europe with its headquarters in South Africa and Barcelona, Spain. It also obtained an EU ECOLABEL licence from SPAIN in 2012.
- ◆ Esse has received Phytotrade Africa certification due to its efforts to promote economic development of rural areas and its sustainable commercialisation of indigenous plant species such as Kigelia Africana, the Baobab, the Kalahari melon, Mongongo, Marula and the African sausage tree.

- ◆ House of Aloes and Aloway Natural Health Products utilise the indigenous Aloe Vera.
- ◆ Africology uses only indigenous plants such as African potato, rooibos, aloe ferox and marula, as well as essential oils to produce a range of cosmetics that is 100% natural and free from any potentially harmful chemicals.

5.6. Marketing and Advertising

- ◆ Multinational luxury and cosmetic companies spend a significant amount of their budget on marketing and advertising. The amount that is spent is “significantly influenced” by the positioning of the brand, whether it is aimed at the mass market such as Revlon or more towards the premium market like Estee Lauder. Luxury companies focus on promoting brands via flagship stores and ambassadors over and above advertising.
- ◆ While some marketing campaigns harness print media, radio, television, billboard advertisements, online and/or mobile platforms, other promotional campaigns may take the form of in-store demonstrations, free samples, coupons or discounted multi-packs. Digital expenses are gaining share in the advertising budget of companies with social media and Instagram networks replacing traditional channels.
- ◆ Advertising expenses as a percentage of sales for the major global players is indicated below



- ◆ Advertisers are increasingly discarding traditional gender stereotypes in order to make personal care products more appealing to the male market. According to industry analysts, the male personal care market, globally worth US\$21.4bn, is expected to increase by more than 25% in the next four years. The US and the UK lead the world with new products actively targeting men. News articles report that 42% of men use gender-specific facial moisturisers, while 74% are regarded as keen personal care shoppers.

5.7. Technology, Research and Development (R&D) and Innovation

Technology

The rapid pace of technological development continues to drive change in the industry. Stakeholders say that the impact of digitisation in the workplace is profound. Digital technologies are also fundamentally changing the way people live and shop. Companies, such as the online retailer of cruelty-free certified products, Harmless House, are increasingly exploiting opportunities presented by a more digitally connected world by using online and mobile technologies, as well as social media networking, to develop a better understanding of their customers. They are also increasingly communicating with their customers via digital platforms in an effort to build brand loyalty and promote sales. Unilever, for example, has a Consumer and Market Insights (CMI) division that has created People Data Centres. These centres analyse data from social media, consumer care lines and digital marketing to turn millions of conversations into business decisions to maximise sales and revenue.

The following are examples of notable technological advances in the personal care industry.

- ◆ Cosmetic patches with photosensitive elements that react to UV exposure have been developed by L’Oreal. The colour of the patch changes depending on the exposure time so the consumer can get the best sun protection.
- ◆ Natural, mineral-based cosmetics offering full-but-light coverage, foundation containing skin-clearing benefits and products that adapt to a specific person’s features.
- ◆ Stem cell research that helps address skin at the molecular level, focusing on epidermal DNA protection.
- ◆ New understanding of plaque as a three-dimensional biofilm is enabling development of a new generation of oral hygiene products to fight dental plaque.
- ◆ Particles containing emulsions improve the delivery of active ingredients and enable the use of natural and organic substances as ingredients in hair care products.
- ◆ Innovative anti-ageing technology uses hair keratin to repair and rebuild ageing hair structures.
- ◆ Local skin care brand, Celltone, has developed an online skin care analysis app with 1,184 possible permutations including skin type, skin concern, age, complexion and time spent in the sun. Once the information has been collected, the app provides the user with a personalised skin treatment regimen.

Research and Development (R&D)

R&D plays a pivotal role in product development. Given the diverse variety of products manufactured, experts from various professional backgrounds are enlisted to provide specialist input on the formulation and manufacture of products. The major players have all established in-house R&D divisions tasked with developing innovative new products, as well as making improvements to their existing product offerings.

- ◆ Unilever's global R&D division employs approximately 6,000 experts who typically collaborate with academia and suppliers in more than 20 countries. The group, which spends around US\$1.2bn annually on R&D, credits the development of its products, particularly those reflecting the company's commitment towards sustainable innovation, to the rich pool of resources embodied in its R&D team.
- ◆ Reckitt Benckiser's Idea-link provides a platform for interested parties to present innovative ideas to the company.
- ◆ Le-Sel Research provides R&D services to companies operating in South Africa's home and personal care sub-sectors. Related services include product testing, packaging design, as well as assistance with the development of new product formulations.

Smaller cosmetics companies outsource their R&D as they cannot afford to run laboratories and product development costs. Large companies may also outsource this function to achieve speed to market and flexibility. According to the EY Factbook, this trend towards "open innovation" and subcontracting is stimulating the development of smaller, more focused and more flexible companies that complement traditional beauty companies as well as start-ups.

Innovation

The focus of recent innovations has been a reduction in the environmental footprint of packaging of products. Innovations in packaging are common as packaging alone can contribute up to 50% of costs of production. Companies try to use thinner packaging which reduces cost as well as packaging for promotions and garnering consumer attention. Packaging innovations are often collaborations between consumer chemicals firms and the packaging industry.

Packaging plays not only an important role to ensuring products are secure and reach the consumer without being damaged, but plays a large role in brand identification through conveying label information and determining the appeal of a product. Details such as the ingredients, directions for use, manufacture and expiry date are needed by customers. In order to stay competitive in FMCG

industry, personal care companies need to attach the same level of importance attached to the product to packaging and to invest in good quality and innovative packaging.

The following are examples of packaging innovations in the personal care industry.

- ◆ Airless packaging as a route to offering paraben-free products, as well as 'hermetically sealed' packs that claim complete protection of the contents for the life of the product.
- ◆ Flexible packaging formats such as pouches.
- ◆ Advances in deodorant packages include condensed sizes as well as airless deodorant Whish. Whish Deodorant Gel has a rotational dispensing airless pump with a turning collar.
- ◆ Whip Soap, a Japanese market launch from Kanebo Cosmetics, is a facial cleansing dispensed through aerosol packaging with a unique dispensing head which creates a rose shape with each pump.

Research conducted by CCRED and ZIPAR on the cosmetics, soaps and detergents value chains in South Africa and Zambia (2017) recommended that a chemical innovation centre with 3D printing and testing facilities for new products could be developed and shared by two or more countries in the region. Zambia is already working on establishing a centre for packaging. This would provide adequate testing facilities for the two countries and also ease packaging constraints for small firms.

5.8. Labour

Unions

The Hairdressing, Beauty and Cosmetology Sector is represented by UASA The Union, a multi-sector union that represents approximately 72,000 members. Collective agreements are negotiated on an annual basis.

<p>National Bargaining Council for the Hairdressing, Cosmetology, Beauty and Skincare Industry</p> <p>Registered on 14/11/2013</p> <p>Tel No: +27 11 760 1685</p> <p>Email: cobus@eohcb.com; stephen@uasa.org.za karen@hcsbc.co.za</p> <p>Website: www.hcsbc.co.za</p>	<p>UASA The Union</p> <p>Registered on 23/6/1998</p> <p>Tel No: +27 11 472 3600 X 106</p> <p>Email: jplbez@uasa.org.za admin@uasa.org.za pa.ceo@uasa.org.za</p> <p>Website: www.uasa.org.za</p>
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Skills

The Chemical Industries' Education and Training Authority (CHIETA) is mandated by the Department of Labour to oversee training, skills development and learnerships in the personal care sub-sector. According to stakeholders, there is a lack of people with industry-specific technical and managerial qualifications. Furthermore, the retention of skilled staff continues to present a challenge. In view of this, many of the major players have developed their own in-house training programmes. Tiger Consumer Brands has established an in-house training and development culture, with a specific focus on marketing. The Chartered Marketer SA (CMSA) qualification forms part of a marketing management course offered by the group.

The South African Association of Health and Skincare Professionals (SAAHSP) is a professional body in the cosmetics industry with an education section. It offers the SAAHSP Skincare qualification. It is also the South African section of CIDESCO (Comité International D'Esthétique et de Cosmétologie) which is represented in 30 countries.

There are a number of training courses and initiatives.

- ◆ The Chemical and Allied Industries Association has training courses to upskill workers in the fields of Product and Packaging Development, Product Safety and Evaluation, Scientific Research, Microbiology, Legislation, Process Development and Manufacturing and Sales & Marketing.
- ◆ UCT's Hair and Skin Research Laboratory in the Division of Dermatology is now offering an advanced diploma for BSc graduates who wish to follow a career in cosmetics. The new one year Advanced Diploma in Cosmetic Formulations is a blended programme with both theoretical training and hands-on practical experience. Professor Nonhlanhla Khumalo, Head of Dermatology, said the South African cosmetic industry is largely based on big corporate companies whose formulation research and development takes place overseas. As a result, "The industries in South Africa focus more on manufacturing, packaging and sales rather than on problem-solving and new product development and the use of alternative, safer raw materials."
- ◆ The Society of Cosmetic Chemists (COSCHEM) offers a Cosmetic Science Diploma which is a two-year part-time or correspondence course. A wide array of subjects is addressed including introductory topics such as Basic Chemistry and Cell Physiology as well as areas such as Hair and Skin Care.

- ◆ The Direct Selling Association and the University of Johannesburg have developed a programme to enable students to build a small direct selling business. A practical project requires Personal Selling and Sales Management students to work for two non-competing businesses for eight months. Students must reach a specific sales target in order to pass the subject module. The concept is to provide practical experience while allowing students the opportunity of “earning while they learn”.
- ◆ With toxicology being recognised as a profession in 2012, a two-year safety assessment course has been developed to address skills shortages in toxicology testing in the country. The course is offered at the University of Pretoria. The University of Cape Town is in a process of establishing a comprehensive hair testing and cosmetic toxicology laboratory.

5.9. Counterfeiting

- ◆ Trade in counterfeit products is common in the informal sector. The practice, which is viewed as a commercial crime, results in substantial losses in tax revenue for the South African government. The loss in tax revenue attributable to imported counterfeit products that are incorrectly declared is believed to be in the region of R2.5bn per annum. Counterfeiting also translates into revenue losses for the manufacturers of the authentic brands.
- ◆ The practice may also prove harmful to the consumer, as counterfeit products may contain harmful ingredients.
- ◆ In December 2016, South African Police Services seized counterfeit goods of renowned brands including cosmetics worth R60m in the Johannesburg CBD. In September 2017 there were warnings of fake Kylie Cosmetics being sold at flea markets in Durban at prices substantially lower than those in retail stores.

5.10. Environmental Concerns

Environmental management policies formulated by the industry's major players focus largely on energy reduction, water conservation, the use of biodegradable and/or recyclable packaging, and responsible waste disposal. According to market research conducted by Unilever, sustainability is no longer regarded as a niche consumer concern, but rather a mainstream concern. This trend is apparent in both developed and emerging markets.

The use of palm oil in the manufacture of consumer products is also a highly contentious issue. Environmentalists have red flagged the use of the oil, warning that only 6.3% of global palm oil is

produced sustainably. In Malaysia and Indonesia, where 80% of palm oil is produced, vast areas of rainforest have been cleared to make way for oil palm trees. In 2007, a report released by the United Nations Environment Programme stated that palm oil-related deforestation had been so rapid that most of Indonesia's rainforest might be destroyed by 2022. In Sumatra and Borneo habitat destruction for the cultivation of palm oil poses a significant threat to wildlife, particularly to the endangered orang-utan. Woolworths was the first South African company to become a member of the Roundtable on Sustainable Palm Oil (RSPO). The South African retailer has reiterated its commitment to use only sustainably produced Green Palm certified palm oil and to use alternatives where possible.

Numerous 'green' product ranges have been developed and progress has been made in the drive to make the industry cleaner, greener and more sustainable. The University of Pretoria's Department of Plant Sciences is involved in combining phytochemistry with traditional knowledge to uncover the active compounds in several plant species suitable for use in cosmetics. Prof Namrita Lall succeeded in validating traditional knowledge using science to prove the efficacy of these plants, resulting in a range of finished cosmetic products. In future, the university will source licensees from the cosmetics industry to produce the actives on a commercial scale for use in local and global cosmetics product development.

The following are some of the 'Green' ranges on the market in South Africa.

- ◆ Lush is a range of fresh, locally made organic personal care products which support ethical buying and "naked" packaging. Products are 100% vegetarian and the company is opposed to animal testing.
- ◆ The Body Shop, one of the pioneering fair trade cosmetics companies, started Community Trade in 1987. The company is committed to trading fairly with suppliers, including small-scale farmers, traditional artisans and rural cooperatives. The company has 26 Community Trade suppliers in 21 countries.
- ◆ Inthusiasm is a local company specialising in natural and organic make-up. It is the first producer and distributor South African mineral make-up.
- ◆ Dr Hauschka, one of the oldest companies in the all-natural cosmetics products sector, is a B Corps certified company, meeting the rigorous standards of social and environmental performance, accountability and transparency. Skin care products are certified natural by NATRUE and BDIH.

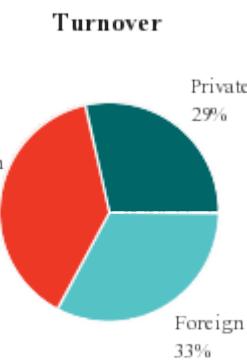
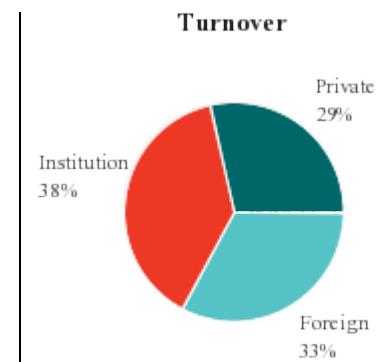
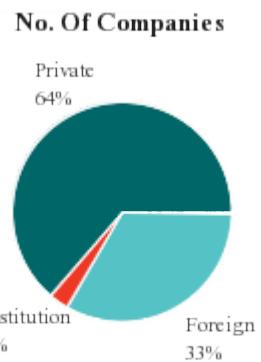
- ◆ Soil was the first company in South Africa to sell a complete range of 100% certified organic essential oils. The company prides itself on using pure ingredients free from parabens and synthetic fragrances, all wrapped up in biodegradable packaging.
- ◆ Esse is committed to the Fair Trade of natural products and is an accredited partner of PhytoTrade Africa which is dedicated to the development of Fair Trade and environmentally sustainable natural products. PhytoTrade oversees the sustainable harvest of plants from the wild by rural communities in Zimbabwe, Zambia, Namibia, Malawi, Botswana, Swaziland and South Africa.

As a signatory of the United Nations' 21st Conference of the Parties to the Framework Convention on Climate Change (COP 21), as well as the Kyoto Protocol, South Africa is obliged to take measures to reduce greenhouse gas (GHG) emissions. Environmental compliance has necessitated the introduction of sustainability management frameworks in order to achieve the required reductions in carbon emissions. Carbon tax reporting, which is now scheduled to come into effect in March 2018, is expected to galvanise efforts to make South Africa carbon neutral. The South African Department of Environmental Affairs launched the Chemicals and Waste Economy Phakisa Laboratories in August 2017. These interventions form part of the country's strategy to manage the threats to the environment and human health caused by chemicals and waste. Through the Chemicals and Waste Economy Phakisa initiative, role players seek to identify manufacturing niches with linkages to "Green Chemistry".

With increasing consumption of personal care products in South Africa and elsewhere in Africa there have also been proposals by industry insiders, government agencies and environmentalists for the manufacturers to embrace procedures that will reduce of the environmental impact of their products. The campaign across the industry is to recycle beauty product containers and cosmetics packaging. According to Coschem's Roy Gardiner, however, recycling of beauty products packaging in South Africa as a measure to address environmental concerns is "a concept that has been tried as a brand and as marketing promotions but with limited success." The slow rate of recycling of beauty products packaging in South Africa "is based on economies of scale," although recycling of packaging remains a concern for manufacturers, consumers and environmental agencies.

6. COMPETITION

Ownership Analysis of the Industry



In a market where 90% of sales are derived from global brands produced by multinationals or companies producing under licence, local manufacturers compete for the balance of the market. Brand owners contract manufacturers to source the necessary raw materials and manage the complex manufacturing process. This enables brand owners to have locally manufactured products and allows them to focus on marketing and sales activities. Those companies that do not manufacture locally, either directly or through the use of contract manufacturers import their products and the significant presence of imported products on the local market is a source of great competition for local cosmetic manufacturers.

The South African industry operates below its production capacity and small firms generally struggle to compete effectively due to several factors: high inputs costs due to the cost of raw and packaging materials; barriers to accessing supermarkets; limited access to finance, particularly for advertising; skills shortages; and unfavourable regulation and standards such as the compliance with Good Manufacturing Practices (GMP), failing bio-diversity permit system and expensive export certification requirements.

South Africa's formal personal care sub-sector is dominated by a small number of major multinational players. However, private label brands are steadily making inroads in the market at the expense of branded products and competition in the market continues to rise. Although the established multinational companies enjoy economies of scale advantages with regard to purchasing, manufacturing, distribution and marketing, stakeholders believe that small-scale entrepreneurs can compete effectively if they provide superior customer service, serve a specific local community, or

cater for the needs of a specialised niche market. Black Like Me, which provides ethnic personal care products, is an example of a successful niche manufacturer.

Research shows that competition is increasing in the black cosmetic and hair care market. Substantial research is being invested in developing solutions suited to the local market. The emerging black middle class is providing a growing and ready market for these items. Henkel, following the example of other multinationals, recently set up a R&D laboratory in order to develop products aimed at the black market.

Competition Commission Activity

In July 2017 two companies involved in the manufacturing and supply of key chemical input materials used to make detergents, cosmetics and toiletries were found by the Competition Commission to have been involved in price-fixing and dividing markets. Investchem and Akulu Marchon both manufacture a range of sulfactants and were found to have fixed prices as well as agreeing not to pursue each other's customers. The Commission said Investchem had agreed to pay a penalty of R23.4m while Akulu will pay an amount of R13.9m in terms of the settlement agreement each concluded with the Commission.

6.1. Barriers to Entry

Barriers to entry into the industry range from very low to very high. For a relatively small investment, home-based start-ups can acquire the training, formulae, mixing-machine and raw materials required to produce soaps and detergents on a small-scale. According to Industrial Chemist, Derrick Murray of Nature's Lab, the manufacturing process is simple and would-be small entrepreneurs do not require technical skills. Barriers primarily include access to distribution networks and retail outlets.

Despite the relative ease of entry into the market for small-scale niche manufacturers, it is considerably more difficult for large-scale manufacturers to break into the mainstream market, where brand loyalty generally presents a substantial barrier to entry. Start-up costs are high, as manufacturing on a large scale is capital-intensive. Product innovation, packaging, distribution, merchandising, marketing and advertising are also barriers that confront new entrants. The sustainability of new players in the industry is further hampered by the capacity of the established players to market and distribute their brands nationwide. However, despite the challenges associated with setting up a new business, stakeholders say that the market is not saturated and that there is certainly room for new players.

Additional barriers to entry are listed below.

- ◆ Access to finance for start-ups.
- ◆ Competition from imports and illegal imports.
- ◆ For new small entrants there are barriers to accessing supermarkets
- ◆ The capital-intensive nature of the sector with significant investment required for research and development, manufacturing equipment and maintenance.
- ◆ The market dominance of a small number of large global players which have the benefits of established markets, large efficient manufacturing operations, a deep knowledge of the industry and technology, and well-developed sales and distribution channels.
- ◆ Packaging companies often impose minimum order quantity restrictions on their products. Smaller companies are often unable to meet such volume requirements.
- ◆ An estimated 80% of raw materials consumed in the industry are imported. This exposes firms to exchange rate volatility.
- ◆ It is expensive for small firms to manufacture their own products as set-up costs are high due to high cost of purchasing equipment, compliance and setting up factories.
- ◆ Shortage of skills required to supplement the competitiveness of the industry such as chemists and technical assistants.

7. SWOT ANALYSIS

Strengths	Weaknesses
<ul style="list-style-type: none">◆ The industry, comprising SMMEs, contract manufacturers and major multinationals, serves a broad spectrum of different target markets.◆ Entry into the market for small-scale niche manufacturers is relatively easy.◆ The industry is highly innovative, with a strong focus on R&D.◆ Availability of natural ingredients used in cosmetics.◆ Good footprint in the region.	<ul style="list-style-type: none">◆ Industry domination by large multinationals.◆ High percentage of imported final products as well as reliance on imported inputs.◆ Vulnerable to exchange rate volatility.◆ The recruitment and retention of staff with scarce skills is an ongoing challenge.◆ Quality control in the informal sector is lacking and many products are sub-standard.

<ul style="list-style-type: none">◆ Strong contract manufacturing base including R&D capacity.◆ Government support for the manufacturing industry.◆ Alternative distribution markets for cosmetics are well-established.◆ The sector has become better regulated ensuring quality in the formal sector.	
Opportunities	Threats
<ul style="list-style-type: none">◆ Rising urbanisation and changing demographics, notably the growth of South Africa's emerging middle-class.◆ Rising demand for consumer products across the African continent which is experiencing a rapid rate of urbanisation, a growing population and rising living standards.◆ Manufacture of men's personal care products.◆ Manufacture of organic products.◆ Manufacture of niche products such as natural products and ethnic personal care products.	<ul style="list-style-type: none">◆ Increasing competition from imports.◆ The industry is vulnerable to both domestic and global economic pressures, which invariably lead to a decline in consumer spending.◆ The new draft regulations relating to the labelling, advertising and composition of cosmetics might threaten export opportunities for small companies.◆ The proliferation of counterfeit goods poses a significant threat to the profitability of manufacturers.◆ The volatility of raw material prices can significantly undermine profitability.◆ Continued difficulty in obtaining BABS and CITES permits.

8. OUTLOOK

Trading conditions for the manufacture of cosmetics, fragrances and other toilet preparations are expected to remain under pressure in the medium-term although a positive compound annual growth rate in sales is expected. Negative economic trends including low anticipated GDP growth, reduced disposable income, high unemployment and Rand volatility are likely to mean that the sector will become increasingly competitive. However, premium branded products targeting high-income earners, as well as 'green' personal care ranges, are generally expected to remain resilient to prevailing economic pressures.

9. INDUSTRY ASSOCIATIONS

- | | |
|--|--|
| <ul style="list-style-type: none">◆ The Cosmetic, Toiletry and Fragrance Association of South Africa (CTFA)
Tel No.: +27 11 795 4272
Fax No.: +27 11 794 3039
Email: info@ctfa.co.za
Website: www.ctfa.co.za◆ The Chemical and Allied Industries' Association (CAIA)
Tel No.: +27 11 482 1671
Fax No.: +27 11 726 8310
Email: caia@iafrica.com◆ Consumer Goods Council of South Africa (CGCSA)
Tel No.: +27 086 124 2000
Fax No.: +27 086 674 9929
Email: info@cgcsa.co.za | <ul style="list-style-type: none">◆ South African Association of the Flavour and Fragrance Industry (SAAFFI)
Tel No.: +27 11 447 2757 Fax.: (SA only)
0866 203 723
Email: info@saffi.co.za
Website: www.saffi.co.za◆ Cosmetics Europe
Tel No.: +32 2 227 66 10
Fax No.: +32 2 227 66 27
Website: www.cosmeticseurope.eu◆ The Society of Cosmetic Chemists South Africa (COSCHEM)
Tel No.: +27 11 794 9338
Fax No.: +27 86 686 9674
Email: coschem@iafrica.com
Website: www.coschem.co.za |
|--|--|

<ul style="list-style-type: none">◆ Permanent Cosmetic Association of South Africa (PCASA) Email: info@pcasa.org.za Website: www.pcasa.org.za ◆ Cosmetic Export Council of South Africa (CECOSA) Tel No.: +27 11 450 1506 Fax No.: +27 11 455 4277 Email: admin@cecosa.co.za Website: www.cecosa.co.za	<ul style="list-style-type: none">◆ Cosmetics Desk, Department of Trade and Industry Sinah Mosehla, Director of the Cosmetics Sector Desk Email: Sinah Mosehla@thedi.gov.za Gerald Mabeba, Cosmetic Sector Desk Tel No.: +27 123 945882, Email: GMabeba@thedi.gov.za
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- ◆ www.ey.com
- ◆ www.elle.co.za
- ◆ www.fastmoving.co.za
- ◆ www.fin24.com
- ◆ www.financialmail.co.za
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- ◆ www.health24.com
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- ◆ www.huffingtonpost.co.za
- ◆ www.idc.co.za
- ◆ www.ideate.co.za
- ◆ www.ihs.com
- ◆ www.iol.co.za
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- ◆ www.labour.gov.za
- ◆ www.loreal-finance.com
- ◆ www.lbnsa.co.za
- ◆ www.lesel.co.za
- ◆ www.marketingsa.co.za
- ◆ www.medichem.co.za
- ◆ www.mg.co.za
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- ◆ www.nielsen.com
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- ◆ www.pg.com
- ◆ www.pharmacos.co.za
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- ◆ www.packagingdigest.com
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APPENDIX 1

Summary of Main Trade Agreements between South Africa and the Rest of the World

	Type of Agreement	Countries Involved	Main Objective/Terms	Products Involved
Customs Union				
Southern African Customs Union (SACU)	Customs Union	South Africa, Botswana, Lesotho, Namibia and Swaziland	Duty free movement of goods with a common external tariff on goods entering any of the countries from outside the SACU	All products
Free Trade Agreements (FTAs)				
Southern African Development Community (SADC) FTA	Free Trade Agreement	Between 12 SADC Member States	A FTA, with 85% duty-free trade achieved in 2008. The 15% of trade, constituting the "sensitive list", is expected to be liberalised from 2009 to 2012 when SADC attains the status of a fully-fledged FTA with almost all tariff lines traded duty free.	Most products
Trade, Development and Cooperation Agreement (TDCA)	Free Trade Agreement	South Africa and the European Union (EU)	The EU offered to liberalise 95% of its duties on South African originating products by 2010. In turn, by 2012, South Africa offered to liberalise 86% of its duties on EU originating products.	There is currently a review of the agreement underway, which is aimed at broadening the scope of product coverage. This is taking place under the auspices of the Economic Partnership Agreement (EPA) negotiations between SADC and the EU
EFTA-SACU Free Trade Agreement (FTA)	Free Trade Agreement	SACU and the European Free Trade Association (EFTA) Iceland, Liechtenstein, Norway and Switzerland	Tariff reductions on selected goods	Industrial goods (including fish and other marine products) and processed agricultural products. Basic agricultural products are covered by bilateral agreements with individual EFTA States
Preferential Trade Agreements (PTAs)				
SACU-Southern Common Market (Mercosur) PTA	Preferential Trade Agreement	SACU and Argentina, Brazil, Paraguay and Uruguay	Tariff reductions on selected goods. It is not expected to enter into force before some time in 2012	About 1,000 product lines on each side of the border
Zimbabwe/South Africa bilateral trade agreement	Bilateral Preferential Trade Agreement	South Africa and Zimbabwe	Preferential rates of duty, rebates and quotas on certain goods traded between the two countries	Selected goods. A most recent version of the agreement was signed in August 1996, which lowers tariffs and quotas on textile imports into South Africa.
Non-reciprocal Trade Arrangements				
Generalised System of Preferences (GSP)	Unilateral preferences granted under the enabling clause of the WTO that are not contractually binding upon the benefactors	Offered to South Africa as developing country by the EU, Norway, Switzerland, Russia, Turkey, the US, Canada and Japan	Products from developing countries qualify for preferential market access	Specified industrial and agricultural products
Africa Growth and Opportunity Act (AGOA)	Unilateral assistance measure	Granted by the US to 39 Sub-Saharan African (SSA) countries	Preferential access to the US market through lower tariffs or no tariffs on some products	Duty free access to the US market under the combined AGOA/GSP programme stands at approximately 7,000 product tariff lines.

Other Agreements				
Trade, Investment and Development Cooperation Agreement (TIDCA)	Cooperative framework agreement	SACU and US	Makes provision for the parties to negotiate and sign agreements relating to sanitary and phytosanitary measures (SPS), customs cooperation and technical barriers to trade (TBT). It also establishes a forum of engagement of any matters of mutual interest, including capacity-building and trade and investment promotion.	None
Trade and Investment Framework Agreement (TIFA)	Bilateral agreement	South Africa and US	Provides a bilateral forum for the two countries to address issues of interest, including AGOA, TIDCA, trade and investment promotion, non-tariff barriers, SPS, infrastructure and others.	None
Current Trade Negotiations				
SACU-India PTA	Preferential Trade Agreement	SACU and India	Tariff reductions on selected goods	SACU and India are in the process of exchanging tariff requests
SADC-EAC-COMESA Tripartite FTA	Free Trade Agreement	26 countries with a combined GDP of US\$860 billion and a combined population of approximately 590 million people	The Tripartite Framework derives its basis from the Lagos Plan of Action and the Abuja Treaty establishing the African Economic Community (AEC), which requires rationalisation of the continent's regional economic communities. The FTA will be negotiated over the next three years, with the possibility of an additional two years for completion.	The Tripartite initiative comprises three pillars that will be pursued concurrently, in order to ensure an equitable spread of the benefits of regional integration: market integration, infrastructure development and industrial development. The FTA will, as a first phase, cover only trade in goods; services and other trade-related areas will be covered in a second phase.

[Source: The Department of Trade and Industry]

COMPANY PROFILES

ACDOC SA (PTY) LTD

Reg. Number: 2007/007186/07

VAT Number: 4650236716

BEE Rating: Non-Compliant EmpowerLogic (Pty) Ltd

Updated: 2017-07-24

Postal Address:	Physical Address:
PO Box 1029, Kelvin, Johannesburg, 2054	Acdoco House, 6 Enterprise Close, Linbro Park, Frankenwald, Sandton, Johannesburg, 2090
Tel: +27 11 608-4010	Fax.: +27 11 608-4014
Email: info@acdoco.co.za	Website: www.acdoco.co.za

Shareholders

Shareholder	Percentage
Astley Dye & Chemical Company Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Jeremy Guy Bird	2015-05-07	Executive Director
Mr Jason Frichol	2015-05-07	Executive Managing Director
Mr Brandon Pilling	2007-04-04	Executive Director

Managers

Name	Appointment Date	Designation
Ms Sarah Edwards		Manager - Principal & Marketing Development Head
Mr Naude Manaje		Warehouse Manager
Mr Saul Rivkind		Manager - National Customer Head

Other Key Personnel

Name	Appointment Date	Designation
Ms Zanele Mlipha		Accountant

History of Business

Acdoco SA 2007 (Pty) Ltd was established in March 2007 and the name was changed to Acdoco SA (Pty) Ltd in July 2016.

Nature of Business

Acdoco SA (Pty) Ltd is involved in the import and wholesale of health and beauty products such as condoms, shampoo, hair care products, hair removal products, toothpaste and dental supplies.

Nr. of Employees	41
Company Secretary	Ms S Naidoo
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	Iapa Johannesburg Chartered Accountants Inc
Turnover [2016]	R 75.00m (\$ 5.45m) (As per company)
Company Year End	December

Corporate Governance in Relation to SED & ED

The company is currently not involved in any socio-economic or economic development programmes.

Brandnames

Alpecin, Batiste, Color Recover, Contempo Condons, Dr Beckmann, Jordan Oral Care, LifeStyles, Nair, Pearl Drops, Plantier 39, SKYN

AEROSOL AND COSMETIC WORKS CC (THE)

Reg. Number: 1991/025823/23

VAT Number: 4340129081

Updated: 2017-07-12

Postal Address:	Physical Address:
PO Box 484, Eppindust, Cape Town, 7475	33 Linton Close, Beaconvale, Parow, Cape Town, 7500
Tel: +27 21 933-2600	Fax.: +27 21 933-8818
Email: info@aerosolcosmetics.co.za	Website: www.aerosolcosmetics.co.za

Directors

Name	Appointment Date	Designation
Mr Terence Lloyd Fillies	1991-09-30	Managing Member
Mr Mark Marcellino Woods	2015-04-01	Member

History of Business

The Aerosol and Cosmetic Works CC was registered on 30 September 1991.

Nature of Business

The Aerosol and Cosmetic Works CC is involved in the manufacture of beauty products, cosmetics and industrial items. The company operates as a packaging company, undertaking tube, powder, and packet filling, shrink wrapping, bar coding, and bottle crimping.

Nr. of Employees	115
Company Year End	June

AMKA PRODUCTS (PTY) LTD

Reg. Number: 1979/005849/07

VAT Number: 4130110648

BEE Rating: SED Rating Empowerdex (Pty) Ltd

Updated: 2017-07-25

Postal Address:	Physical Address:
PO Box 3504, Pretoria, 0001	14 Ellman Street, Sunderland Ridge, Centurion, 0157
Tel: +27 12 674-0400	Fax.: +27 12 666-8715
Email: info@amka.co.za	Website: www.amka.co.za

Shareholders

Shareholder	Percentage
Amka Holdings (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Ismail Aboobaker Kalla	1998-12-21	Non-Executive Director
Mr Nizam Aboo Kalla	1999-10-01	Executive Managing Director
Mr Suleman Aboobaker Kalla	2001-02-03	Executive Director - Exports & Imports
Mr Haroon Rasheed Aboo Kalla	2001-02-03	Executive Financial Director
Mr Akbar Aboobaker Kalla	2006-10-02	Non-Executive Director

Managers

Name	Appointment Date	Designation
Mr Gordon Chilvers		Human Resources Manager
Mr Paul Dallas		Manager - Supply Chain
Mr Muhammad Osman		Financial Manager

Other Key Personnel

Name	Appointment Date	Designation
Ms Susan Jacobs		Accountant

History of Business

Martinique Beauty Products (Pty) Ltd was established in October 1979. The company acquired the assets and operations of AM Kalla Holdings (Pty) Ltd in December 1999 and at the same time had a name change to Amka Products (Pty) Ltd.

Nature of Business

Amka Products (Pty) Ltd is a manufacturer and distributor of hair care, personal care and home care products under various brand names. The company has 4 manufacturing facilities located on the same premises and distributes to 35 African countries.

Nr. of Employees	1500
Company Secretary	Mr OM Ariff
Banks	Absa Bank Ltd; First National Bank (a division of FirstRand Bank Ltd); Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	Deloitte South Africa
Attorneys	TWB Attorneys; HR Levin Attorneys; Adams & Adams Attorneys
Company Year End	December

Corporate Governance in Relation to SED & ED

Amka Products' Hair Care Academy in Johannesburg provides training to people from disadvantaged backgrounds. Skills development programmes are also made available to institutes such as the Nuwe Hoop Sentrum for the Partially Blind in Worcester, Takalani Home for the Mentally Disabled, Diepkloof Adult Education Centre and the Adelaide Tambo Memorial School.

Competition and Barriers

Unilever is the main competitor.

Brandnames

Amka, Baby Line, Black Like Me, Black Like Me Lite, Body Talk, Bump Patrol, Chemico, Clere, College, Colorissimo, Crazy Colour, Dear Heart, Dentazyme, Easy Waves, Girlfriend, Glosheen, Gold Series, Jewel, Krayons, Mousson, Mum, Parfum de Paris, Perfect Choice, Personal Touch, Playboy, Playgirl, Satiskin, Shower to Shower, Skin Sensations, Sleeping Beauty, Sof'nfree, Soft 'n Free Pretty, Sta-Sof-Fro, Stylin'Dredz, Susa Amabala, Thunder, Top Society

Trademarks

Amka, Baby Line, Black Like Me, Black Like Me Lite, Body Talk, Bump Patrol, Chemico, Clere, College, Colorissimo, Crazy Colour, Dear Heart, Dentazyme, Easy Waves, Girlfriend, Glosheen, Gold Series, Jewel, Krayons, Parfum de Paris, Perfect Choice, Personal Touch, Satiskin, Skin Sensations, Sleeping Beauty, Sof'nfree, Sta-Sof-Fro, Stylin'Dredz, Susa Amabala, Thunder, Top Society

ASCENDIS HEALTH LTD

Reg. Number: 2008/005856/06

JSE Code: ASC

BEE Rating: Non-Compliant Premier Verification (Pty) Ltd

Updated: 2017-10-20

Postal Address:	Physical Address:
Postnet Suite 252, Private Bag X21, Bryanston, Johannesburg, 2191	31 Georgian Crescent East, Bryanston, Johannesburg, 2191
Tel: +27 11 036-9600	Fax.: +27 86 510-8865
Email: info@ascendishealth.com	Website: www.ascendishealth.com

Branches

Branch	Area	Head	Tel
Ascendis Isando Production Facility	Gauteng		
Ascendis Krugersdorp Production Facility	Gauteng		
Ascendis Wynberg Production Facility	Gauteng		

Divisions

Division	Area	Head	Tel
Ascendis Consumer	Gauteng	Mr Cliff Sampson	
Ascendis Pharma-Med	Gauteng	Mr Jaco Smit	
Ascendis Phyto-Vet	Gauteng	Mr Jayen Pather	

Shareholders

Shareholder	Percentage
Coast2Coast Investments (Pty) Ltd	28.46
Government Employees Pension Fund	8.60
Kefolile Health Investments (RF) (Pty) Ltd	6.06
International Finance Corporation	4.18
WDB Investment Holdings (Pty) Ltd	4.10
Mineworkers Investment Company (RF) (Pty) Ltd	3.54
Blakeney LLP	3.51
GIC Private Ltd	2.69
Old Mutual Group Holdings (SA) (Pty) Ltd	2.63

Directors		
Name	Appointment Date	Designation
Mr John Andrew Bester	2013-10-21	Independent Non-Executive Chairman
Ms Mary Sina Bomela	2016-11-11	Independent Non-Executive Director
Mr Crispian Douglas Dillon	2008-03-05	Non-Executive Director
Mr Kieron Futter	2015-10-01	Chief Financial Officer
Ms Bharti Harie	2013-10-21	Independent Non-Executive Director
Mr Kinesh Sachidanandan Pather	2016-11-11	Independent Non-Executive Director
Mr Clifford Beck Sampson	2015-07-01	Executive Managing Director - South Africa
Mr Gary John Shayne	2008-03-05	Non-Executive Director
Dr Karsten Uwe Harald Horst Wellner	2011-07-26	Chief Executive Officer
Managers		
Name	Appointment Date	Designation
Mr Darren Berman		Manager - Head: Legal
Ms Chantal Burgers		Human Resources Manager
Mr Alastair Gore	2017-00-00	Manager - Divisional: Supply Chain
Ms Lee-Ann Herbst		Manager - MD: Skin
Mr John Kettlewell		Manager - MD: Sports Nutrition
Mr Justin John Korte		Manager - MD: Wellness
Mr Anthony Lowther		Manager - MD: Medical Devices
Mr Dave Meldrum		Information Technology Manager
Ms Juliette Morrison		Marketing Manager
Mr Jayendren (Jayen) Pather		Manager - MD: Phyto-Vet
Mr Jaco Smit		Manager - MD: Pharma
Mr Thomas Thomsen	2017-08-31	Chief Operating Officer
Ms Cornelle van Graan		Manager - MD: Direct Selling

History of Business

Coast2coast Social Investments (Pty) Ltd was registered on 5 March 2008, and later underwent a name change to Ascendis Health (Pty) Ltd, prior to being converted into a public company on 29 July 2013. Ascendis Health Ltd listed on the JSE on 22 November 2013. On 30 April 2017, Ascendis acquired the core business assets of Sunwave Pharma SRL, a distribution company based in Romania, and the intellectual property of NHP Natural Health Pharma Ltd, a nutraceutical company based in Cyprus. On 30 April 2017, the group acquired 100% of Cipla Agrimed (Pty) Ltd and Cipla Vet (Pty) Ltd.

Nature of Business

Ascendis Health Ltd is the holding company for a healthcare group which owns a portfolio of branded pharmaceutical, medical, wellness, cosmetic, and nutrition products. The group markets and exports its products predominantly in South Africa, Europe, and Australia, and owns production facilities in South Africa (3), Spain (1), Cyprus (1), and Hungary (1).

The group's divisions market to retailers, beauty salons, pharmacies, wholesale, dispensing doctors, state tenders, private hospitals, network marketing, and agricultural businesses (co-operatives).

Group operations are divisionalised as follows:

- The Consumer division which comprises the following businesses:
 - Ascendis Wellness - manufacturing and marketing of branded nutraceutical, health supplement and homeopathic products
 - Ascendis Skin Care - manufacturing and marketing of Nimue and Solal branded products internationally and holding distribution rights for the Merz and PCA brands in South Africa
 - Ascendis Sports Nutrition - manufacturing and marketing of Scitec, Evox, SSN, Supashape, Muscle Junkie and Muscletec products
 - Ascendis Direct Selling - direct selling of nutraceutical, wellness and beauty products in South Africa and Nigeria
- The Pharma-Med is involved in the import, supply and export of pharmaceuticals, medical devices, hospital equipment, and in-vitro diagnostic solutions. This includes the medical business operations of Surgical Innovations (medical devices), Respiratory Care Africa (hospital equipment), The Scientific Group (diagnostic equipment), and Ortho-Xact (orthopaedic products).
- The Phyto-Vet Division manufactures and markets animal and plant healthcare products including

Efekto (home and garden protection), Marltons (pet care brand), Wonder (number one plant nutrition brand) and Avima (crop protection and public health).

Nr. of Employees	1928 (Group)
Company Secretary	Mr AP Sims
Banks	Standard Bank of South Africa Ltd
Auditors	PricewaterhouseCoopers Inc
Turnover [2017]	R 6,435.03m (\$ 503.86m) As Per IRESS Financials (2017)
Profit	R378.30m (\$29.62m) As Per IRESS Financials (2017)
Company Year End	June

Transfer Secretaries

Name	Physical Address	Postal Address	Tel
Computershare Investor Services (Pty) Ltd	70 Marshall Street, Johannesburg, 2001	PO Box 61051, Marshalltown, 2107	+27 11 370-5000

Brandnames

AfriKelp, ai Age Intelligent, Avima, Belotero, Bettaway, Biobalance, Bolus, Chela Mag, Chela-Fer, Chela-Preg, Clonam 2, Codomill, Diabecinn, Diphenamill, Efekto, Evox, Farmalider, FoodState, Junglevites, Klub M5, Marltons, Menacal7, MenaQ7, Mindray, Muscle Junkie, Nimue, Nutrimax, Ortus, Osteoflex, Pharma Generics, Radiesse, Remedica, Respiratory Care Africa, Scientific Sport Nutrition, Scitec Nutrition, Sinucon, SOLAL, Sportron, Sun Wave Pharma, supashape, Surgical Innovations, Swissgarde, The Compounding Pharmacy of South Africa, The Scientific Group, Ultherapy, Vitaforce, Wonder

Trademarks

AfriKelp, Belotero, Biobalance, Chela-Fer, Chela-Preg, Evox, FoodState, Menacal7, MenaQ7, Radiesse, Ultherapy, Wonder

Distribution Rights

Dr. Reckeweg, Merz, PCA

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
A-Med Medical Supplies (Pty) Ltd	South Africa	49.00
Afrikelp Holdings (Pty) Ltd	South Africa	100.00

Agro-Serve (Pty) Ltd	South Africa	100.00
Akacia Healthcare Holdings (Pty) Ltd	South Africa	100.00
Akusa Inc	United States of America	100.00
Anti-Aging Technologies (Pty) Ltd	South Africa	100.00
Ascendis Consumer Brands (Pty) Ltd	South Africa	100.00
Ascendis Financial Services Ltd	South Africa	100.00
Ascendis Health International (Pty) Ltd	South Africa	100.00
Ascendis International Holdings Ltd	Malta	100.00
Ascendis Management Services (Pty) Ltd	South Africa	100.00
Ascendis Medical (Pty) Ltd	South Africa	100.00
Ascendis Pharma Holdings (Pty) Ltd	South Africa	100.00
Ascendis Pharma-Med (Pty) Ltd	South Africa	100.00
Ascendis Supply Chain (Pty) Ltd	South Africa	100.00
ATKA Trading 46 (Pty) Ltd	South Africa	100.00
Avima (Pty) Ltd	South Africa	69.00
Bioswiss (Pty) Ltd	South Africa	100.00
Bolus International (Pty) Ltd	South Africa	100.00
Chempure (Pty) Ltd	South Africa	100.00
Cipla Agrimed (Pty) Ltd	South Africa	57.00
Cipla Vet (Pty) Ltd	South Africa	100.00
Coast2Coast Distribution (Pty) Ltd	South Africa	100.00
Compounding Pharmacy of South Africa (Pty) Ltd (The)	South Africa	100.00
Dealcor Forty (Pty) Ltd	South Africa	100.00
Dental Care SL	Spain	100.00
Dezzo Trading 392 (Pty) Ltd	South Africa	100.00
Efekto Holdings (Pty) Ltd	South Africa	100.00
Elixr Brands (Pty) Ltd	South Africa	100.00
Halstrin Trading (Pty) Ltd	South Africa	100.00
Heritage Resources Ltd	Isle of Man	100.00
Innovative Pest Management (Pty) Ltd	South Africa	100.00

InnovaZone Labs LLC	United States of America	60.00
Integrative Health Publications (Pty) Ltd	South Africa	100.00
Integrative Medical Centre (Pty) Ltd (The)	South Africa	100.00
Juniva (Pty) Ltd	South Africa	100.00
K2012021382 (Pty) Ltd	South Africa	100.00
K2012179211 (Pty) Ltd	South Africa	100.00
K2013126193 (South Africa) (Pty) Ltd	South Africa	100.00
K2013197766 (Pty) Ltd	South Africa	100.00
Klub M5 (Pty) Ltd	South Africa	100.00
Lexshell 834 Investments (Pty) Ltd	South Africa	100.00
Marltons Pets and Products (Pty) Ltd	South Africa	100.00
Medicine Developers International (Pty) Ltd	South Africa	100.00
Nimue Skin (Southern Africa) (Pty) Ltd	South Africa	100.00
Ortus Chemicals (Pty) Ltd	South Africa	100.00
Pharmachem (Pty) Ltd	South Africa	100.00
Pharmadyne Healthcare (Pty) Ltd	South Africa	100.00
RCA Pharma (Pty) Ltd	South Africa	100.00
Regal Nutrients (Pty) Ltd	South Africa	100.00
Respiratory Care Africa (Pty) Ltd	South Africa	100.00
Scenwell (Pty) Ltd	South Africa	Undisclosed
Scientific Group (Pty) Ltd (The)	South Africa	100.00
Scitec International Sarl	Luxembourg	100.00
Small Pack Solutions-Specialists (Pty) Ltd	South Africa	100.00
Solal Technologies Fine Pharmaceuticals (Pty) Ltd	South Africa	100.00
Southern African Academy of Healthy Ageing and Integrative Medicine (Pty) Ltd	South Africa	100.00
Sportron International (Pty) Ltd	South Africa	100.00
Surgical Innovations (Pty) Ltd	South Africa	100.00
Swissgarde (Pty) Ltd	South Africa	100.00
Taurus Chemicals Cape Kelp (Pty) Ltd	South Africa	41.00
Taurus Chemicals Namibia (Pty) Ltd	Namibia	92.50

Toolworth Distribution (Pty) Ltd	South Africa	100.00
Tronitype (Pty) Ltd	South Africa	100.00
Umecon (Pty) Ltd	South Africa	100.00
Zasvin Trading (Pty) Ltd	South Africa	100.00

ASPEN PHARMACARE HOLDINGS LTD

Reg. Number: 1985/002935/06

JSE Code: APN

VAT Number: 4600104386

BEE Rating: Level 4 Empowerdex (Pty) Ltd

Updated: 2017-10-23

Postal Address:	Physical Address:
PO Box 1587, Gallo Manor, Johannesburg, 2052	Aspen Place, Rydall Vale Park, Douglas Saunders Drive, La Lucia Ridge, Durban South, 4019
Tel: +27 11 239-6100	Fax.: +27 11 239-6144
Email: rverster@aspenpharma.com	Website: www.aspenpharma.com

Shareholders

Shareholder	Percentage
Mr. Stephen Bradley Saad	12.10
Government Employees Pension Fund	11.20
Glaxo Group Ltd	6.20
Mr. Michael Guy (Gus) Attridge	4.10
T Rowe Price Associates Inc	2.90
GIC Private Ltd	2.40
Ceppawu Investments (Pty) Ltd	2.20
Vanguard Group Inc (The)	2.10
Liberty Group Ltd	2.10
Genesis Investment Management LLP	2.10
Foord Asset Management (Pty) Ltd	2.00
Industrial Development Corporation of South Africa Ltd	0.03

Directors

Name	Appointment Date	Designation
Mr Roy Cecil Andersen	2008-08-26	Lead Independent Non-executive Director
Mr Michael Guy (Gus) Attridge	1999-01-00	Executive Deputy Chief Executive Officer
Mr John Frederick Buchanan	2002-05-15	Independent Non-Executive Director
Mr Kuseni Douglas Dlamini	2015-12-07	Independent Non-Executive Chairman

Ms Maureen Makole Manyama-Matome	2014-06-02	Independent Non-Executive Director
Mr Christopher Nattle (Chris) Mortimer	1999-01-15	Non-Executive Director
Ms Babalwa Ngonyama	2016-04-01	Independent Non-Executive Director
Mr David Simon Redfern	2015-02-01	Non-Executive Director
Mr Stephen Bradley Saad	1999-01-15	Chief Executive Officer
Ms Sindiswa Victoria (Sindi) Zilwa	2006-09-01	Independent Non-Executive Director

Managers

Name	Appointment Date	Designation
Mr Sean Matthew Capazorio		Chief Financial Officer

History of Business

Aspen Healthcare Holdings Ltd was registered on 25 June 1985 and in 1998 the company was listed on the JSE through the reverse listing of Medhold Ltd following a takeover. The company was renamed to Aspen Pharmacare Holdings Ltd on 24 March 2000. On 9 June 2016, it was announced that wholly-owned subsidiary Aspen Global Inc (AGI) had signed an agreement with AstraZeneca UK whereby AGI would acquire the exclusive rights to commercialise AstraZeneca's anaesthetics portfolio globally (excluding the USA).

On 13 October 2017, the UK Competition and Markets Authority opened an investigation into Aspen over alleged anti-competitive conduct in the supply of blood pressure and arthritis drugs.

Nature of Business

Aspen Pharmacare Holdings Ltd, operating through its subsidiaries, is involved in the manufacture, marketing, import and distribution of branded and generic pharmaceutical products, consumer healthcare and infant nutritional products.

Aspen presently has operations in 49 countries and supplies medicines and products to more than 150 countries. The group operates 26 manufacturing facilities on 18 sites across 6 continents.

Manufacturing sites as follows:

- 4 - South Africa (Clayville, Johannesburg; East London; Cape Town; Port Elizabeth)

- 2 - Mexico
- 2 - The Netherlands
- 2 - France
- 1 - Australia
- 1 - Kenya
- 1 - Tanzania
- 1 - Brazil
- 1 - Germany
- 1 - New Zealand
- 1 - USA
- 1 - Ghana

Nr. of Employees	10503 (Group) (3,882 - South Africa)
Company Secretary	Mr R Verster
Banks	Absa Bank Ltd; Bank of America Merril Lynch; BNP Paribas Fortis; Citibank NA; Commonwealth Bank of Australia Ltd; Investec Bank Ltd; National Australia Bank Ltd; Nedbank Ltd (a division of the Nedbank Group Ltd); Rand Merchant Bank (a division of FirstRand Bank Ltd); Royal Bank of Scotland Plc; Standard Bank of South Africa Ltd; Standard Chartered Bank Ltd
Auditors	PricewaterhouseCoopers Inc
Attorneys	Werksmans Inc; Chris Mortimer & Associates; Edward Nathan Sonnenbergs Inc
Stockbrokers	Investec Securities (Pty) Ltd
Insurance Brokers	Marsh
Turnover [2017]	R 41,200.00m (\$ 3,225.96m) As Per IRESS Financials (2017)
Profit	R5100.00m (\$399.33m) As Per IRESS Financials (2017)
Company Year End	June

Transfer Secretaries

Name	Physical Address	Postal Address	Tel
Terbium Financial Services (Pty) Ltd	Business Partners Tower Hive, 5th Floor, 3 Caxton Road, Industria, 2093	PO Box 61272, Marshalltown	

Corporate Governance in Relation to SED & ED

Aspen supported approximately 200 socio-economic development projects during 2016, with a total investment of R16.3m.

Production Capacity

24 billion p.a. (tablets)

Brandnames

Action, Alkeran, Altosec, Andosept, Arixtra, Aspen, Aspen Pharmacare, Augmentin, Avamys, Azuma, Bio-Oil, Cafenol, Cartia, Coloxyl, Coumadin, Deca-Durabolin, Dequadin, Diclopar, Dutch medicines, Eltroxin, Endone, Eutroxsig, Foxair, Fraxiparine, Fraziparine, Good Morning Lung Tonic, Hedex, Imuran, Infacare, Kamaclox, Lanoxin, Lennon, Mara Moja, Meticorten/Meticortelone, Mono-Embolex, Mybulen, Novial, Odestin, Ovestin, Pharmapress, Purinethol, Salofalk, Tres-Orix Forte Syrup, Tribuss, Trustan, Ursofalk, Zantac, Zyloric

Trademarks

Augmentin, Deca-Durabolin, Eltroxin, Infacare, Zantac

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Aspen Bad Oldesloe GmbH (Germany)	Germany	100.00
Aspen Finance (Pty) Ltd	South Africa	100.00
Aspen Global Inc	Mauritius	100.00
Aspen Notre Dame de Bondville SAS	France	100.00
Aspen Oss BV	Netherlands	100.00
Aspen Pharmacare International (Pty) Ltd	South Africa	100.00
Aspen Pharmacare Investments Inc	United States of America	100.00
Aspen Pharmacare Nigeria Ltd	Nigeria	99.00
Aspen Polska Spzoo	Poland	100.00
Aspen Share Appreciation Plan	South Africa	100.00
Aspen Share Incentive Scheme	South Africa	100.00
Beta Healthcare (Uganda) Ltd	Uganda	100.00
Beta Healthcare International Ltd (Kenya)	Kenya	100.00
Brimpharm Australia Pty Ltd	Australia	50.00
Brimpharm SA (Pty) Ltd	South Africa	92.50

Ethicare (Pty) Ltd	South Africa	100.00
Fine Chemicals Corporation (Pty) Ltd	South Africa	100.00
Kama Industries Ltd	Ghana	65.00
Krok Brothers Holdings (Pty) Ltd	South Africa	19.19
New Zealand New Milk Ltd	New Zealand	50.00
Pharmacare Ltd	South Africa	100.00
Shelys Africa Ltd	Kenya	100.00
Shelys Pharmaceuticals International Ltd	Mauritius	100.00
Twincor Investments Ltd	South Africa	100.00

AVON JUSTINE (PTY) LTD

Trading As: Avon / Justine	Updated: 2017-07-31
Reg. Number: 1964/002772/07	
VAT Number: 4530154709	
BEE Rating: Not Rated	
Postal Address:	Physical Address:
PO Box 391120, Bramley, Johannesburg, 2018	Sage Technology Office Park, 56 Lotus Road, Gallo Manor, Johannesburg, 2191
Tel: +27 10 205-5000	Fax.: +27 10 205-5001
Email: enquiries@avon.com	Website: www.justine.co.za

Branches

Branch	Area	Head	Tel
Avon Justine Cape Town	Western Cape		+27 21 595-2639
Avon Justine Durban	KwaZulu-Natal		+27 31 304-6468
Avon Justine Namibia			
Avon Justine Pretoria	Gauteng		+27 12 322-7372

Shareholders

Shareholder	Percentage
Avon Products Inc	100.00

Directors

Name	Appointment Date	Designation
Mr Kevin William Hayes	2005-07-07	Executive Financial Director
Mr Momin Ali Hukamdad	2017-01-01	Executive Director
Mr Mafahle Sipho Gregory Maraletse	2015-06-01	Executive Managing Director
Mr Paul Thomas Stephens	2017-01-01	Executive Director

Managers

Name	Appointment Date	Designation
Ms Lynn Seady		Financial Manager - Joint

Ms Melanie Thorington	Marketing Manager
Ms Anneth van der Walt	Financial Manager - Joint

History of Business

Justine-Avon (Pty) Ltd was established in April 1964 when the operations of Justine (Pty) Ltd were incorporated into a dormant company. The company underwent a name change to Avon Justine (Pty) Ltd t/a Avon / Justine on the 19 June 2006.

Nature of Business

Avon Justine (Pty) Ltd t/a Avon / Justine operates as a manufacturer and marketer of beauty and related products. Products include a range of skin care, body care and sun care products, perfumes, bath and hand products, as well as hair care products. The company has 3 branches in South Africa and operates an office in Namibia. It sells products in over 100 countries through an independent sales force of over 5.5 million representatives.

Nr. of Employees	577
Banks	Absa Bank Ltd; First National Bank (a division of FirstRand Bank Ltd)
Auditors	PricewaterhouseCoopers Inc
Attorneys	Spoor and Fisher
Company Year End	December

Corporate Governance in Relation to SED & ED

Look Good ... Feel Better, which celebrated its 10th anniversary in 2013, is dedicated to helping women in active cancer treatment to regain their self-worth and confidence. The programme offers beauty workshops in oncology hospitals and clinics around South Africa. The programme has helped over 25,000 women.

Justine maintains the facilities of Omega Creche in the Embo Community of Kwa-Zulu Natal.

Brandnames

A-Firm, Advanced Techniques, AgePrevent, ANEW Clinical, ANEW Luminosity, ANEW Rejuvenate, ANEW Reversalist, ANEW Ultimate, Arabian Glow, Aromadisiac, Aromadisiac For Her, Ascent, Avon, Avon Active, Avon Care, Belle, Beloved, Black Suede, Black Suede Touch, Blue Denim, Blue Zero, Body Balance, Body Firm, Body Sculpt, Bust Define, Cantare, Caramel Glow, Carpe Diem, Celebrity, CelluRedux, Champagne Shimmer, Cleanse 'n Go, Clearskin, Color Trend, ColourCare, Copper Gleam, Coral Glaze, CoverUp, Dandelion, Delirious, Earth Secrets, Encryption, Endlesscolour Design, Epigran,

Essence, Esteem, Eternal Magic, ExactDefine, Extreme Extend, Far Away, Fire Me Up, Footworks, For Men, ForeverFlawless, Full Speed, FullShine, GlamourEyes, Glazewear, Glimmersticks, His Style, Honey Herbal, Hydrobalance, Icon Man, Icon Man Black, Icon Man Inspire!, Ideal Shade, Imari Classic, Imari Seduction, Individual Blue, Justine, Keep Clear, Lagoon, LashBuild, Lastingshine, LipRenew, Little Black Dress, Little White Dress, Luminessence, Magix, Make Me Smile, Mesmerize, Midnight Shimmer, Moisture Sleek, Mystique, Nail Experts, Nailwear Pro, Naturals Face, Night Magic, Optimist, Passion Dance, Pedi Perfect, Perfect Wear, Pink Sorbet, Pinque Aura, Protect It!, Pur Blanca Blossom, Pure Radiance, Pureprecision, QBF, Radiance, Rare Gold, Rare Pearls, Red Extreme, Reflection, Senses, Sheerprecision, Silver Satin, Simply Eyeshadow, Simply Pretty, Skin Management, Skin Perfection, Skin So Soft, Smooth Minerals, Soft and Fresh, Soft and Smooth, Solutions Ageless Results, Solutions Body, Solutions Maximum Moisture, Solutions Perfect Tone, Solutions Pure Pore-Fection, Solutions Total Radiance, Spectra Lash, Sugar 'n Spice, Summer Romance, Supercurlacious, SuperShock, Tabasheer, Tabasheer Gold, Tomorrow, Transform, Treselle, True Colour, True Force, True Glow, Ultra Colour, Ultra Gentle, Ultrasun, Undefined, Ungaro For Her, Ungaro For Him, VelvetContour, Vitrition, Windscape, Wisteria, Zahara

Trademarks

Avon, Body Sculpt, CelluRedux, Epigran, Justine, Pedi Perfect, Vitrition

AVROY SHLAIN COSMETICS (PTY) LTD

Reg. Number: 1992/002125/07

VAT Number: 4640107597

BEE Rating: Not Rated

Updated: 2017-07-31

Postal Address:	Physical Address:
Private Bag X46, Halfway House, Johannesburg, 1685	Stand 8, Growthpoint Business Park, 162 Tonetti Street, Midrand, Halfway House, Johannesburg, 1685
Tel: +27 11 655-3500	Fax.: +27 11 266-8162
Email: secretary@avroyshlain.co.za	Website: www.avroyshlain.co.za

Shareholders

Shareholder	Percentage
Tupperware Holdings South Africa (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Ms Annette Kidson	2015-03-01	Executive Director
Mr Jacobus Francois Minnaar	2010-07-01	Executive Financial Director
Mr Thomas Kevin Pauly	2008-01-09	Non-Executive Director

Managers

Name	Appointment Date	Designation
Ms Ria Cassel		Sales Manager
Mr Stephen Gant		Financial Manager

History of Business

Estonia Investments (Pty) Ltd was registered in April 1992 and underwent a name change to Avroy Shlain Cosmetics (Pty) Ltd.

Nature of Business

Avroy Shlain Cosmetics (Pty) Ltd operates throughout Southern Africa, as well as internationally, as a distributor of men's and ladies' cosmetics, skin treatments and perfumes on a direct selling system. There are approximately 25,000 distributors in South Africa and expanding internationally. All

products are manufactured under the Avroy Shlain label and this function has been outsourced since 2002.

Nr. of Employees	150
Banks	First National Bank (a division of FirstRand Bank Ltd); Standard Bank of South Africa Ltd
Auditors	PricewaterhouseCoopers Inc
Turnover [2016]	R 450.00m (\$ 32.75m) (As per company)
Company Year End	December

Corporate Governance in Relation to SED & ED

The company supports the Boys and Girls Club.

Brandnames

after MIDNIGHT, Amber Moods, Avroy Pure Calm, Avroy Pure Enrich, Avroy Pure Nurture, Avroy Shlain, Awakenings, be mine, Black Diamond, Body Essence, ColorFull, ColorLook, Coppelias, CRT, Dermafade, Downtown Girl, Endangered, Exotic Moments, Heaven & Earth, Here's Looking At Ya, Infusion, JS, Love & Money, Magic, Mancelle, Mancelle Sport, Nucelle, Passion, Perfect, Possibilities, Pulse, Redd, Romance, Skin Solutions, Skin Territory, Surf & Turf, Tahlita

Trademarks

Avroy Shlain, ColorFull, ColorLook

AZOCHEM LABORATORIES (PTY) LTD

Reg. Number: 1974/002575/07

VAT Number: 4190113003

BEE Rating: Not Finalised

Updated: 2017-07-31

Postal Address:		Physical Address:	
PO Box 375, Maraisburg, Roodepoort, 1700		250 Nadine Street, Robertville, Roodepoort, 1709	
Tel:	+27 11 472-5536	Fax.:	
Email:	info@azochem.co.za	Website:	www.azochem.co.za

Directors

Name	Appointment Date	Designation
Mr James Harold Fellingham	1991-01-02	Non-Executive Chairman
Mr James Craig Fellingham	1991-11-11	Executive Director
Ms Hester Magdalena (Estie) Mertz	2009-04-01	Executive Financial Director & Human Resources Director
Mr Wayne Robinson	2010-04-20	Executive Operations Director

History of Business

Azochem Laboratories (Pty) Ltd was established in August 1974.

Nature of Business

Azochem Laboratories (Pty) Ltd is a contract manufacturer involved in the manufacturing of nutraceuticals, complementary medicine, skin care, hair care, sun care, baby care and fine fragrance products. Clients include Clicks, Foodstate, The Fountainhead, Herbex, Adcock Healthcare, Ascendis Health Direct and USN.

Nr. of Employees	150
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	Venter & De Jager (Pretoria) Inc
Company Year End	February

Corporate Governance in Relation to SED & ED

The company sponsors various schools and a golf day.

BEIERSDORF CONSUMER PRODUCTS (PTY) LTD

Reg. Number: 2000/010257/07

VAT Number: 4440189209

BEE Rating: Level 6 Premier Verification (Pty) Ltd

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 492, Hyper by the Sea, Durban, 3630	4th Floor, Beacon Rock, 21 Lighthouse Road, Umhlanga, 4319
Tel: +27 31 267-8500	Fax.: +27 31 267-1167
Email:	Website: www.beiersdorf.co.za/com

Shareholders

Shareholder	Percentage
Beiersdorf AG	100.00

Directors

Name	Appointment Date	Designation
Mr Stefan Norbert De Loecker	2012-08-20	Executive Director
Mr Hamish John Sholto Douglas	2011-02-01	Executive Managing Director

History of Business

Beiersdorf Consumer Products (Pty) Ltd commenced operations in September 2000 when the operations of the consumer division of Smith and Nephew were taken over and transferred into a shelf company named Lexshell 445 Investments (Pty) Ltd.

Nature of Business

Beiersdorf Consumer Products (Pty) Ltd is involved in the wholesale of toiletries such as skin care products, lip balms and plasters which are supplied to chain stores and independent retailers countrywide.

Nr. of Employees	80
Banks	Standard Bank of South Africa Ltd
Auditors	Ernst and Young Inc
Company Year End	December

Corporate Governance in Relation to SED & ED

The company supports Adopt-A-School.

Brandnames

Elastoplast, Eucerin, Labello, NIVEA

Trademarks

Beiersdorf, Eucerin

BEIGE HOLDINGS LTD

Reg. Number: 1997/006871/06

VAT Number: 4250196344

BEE Rating: Not Disclosed

Updated: 2017-10-16

Postal Address:	Physical Address:
PO Box 918, Durban, 4000	20 Mahatma Gandhi Road, Point, Durban, 4001
Tel: +27 31 308-1700	Fax.:
Email: info@beige.co.za	Website: www.lionmatch.co.za/pages/7691/beige

Shareholders

Shareholder	Percentage
Lion Match Company (Pty) Ltd (The)	100.00

Directors

Name	Appointment Date	Designation
Mr Ajith Heeralal	2012-06-27	Non-Executive Director
Mr Naushad Mahomed (Gora) Ismail Abdoola	2012-06-27	Executive Chairman & Chief Executive Officer
Mr Abdool Gaffoor Suliman Osman	2012-06-27	Independent Non-Executive Director
Mr Jacob (Basie) van Wyk	2015-10-29	Non-Executive Director

History of Business

Shape Fashion Consultants (Pty) Ltd was registered on 9 May 1997, undergoing a name change to Beige Holdings Ltd on 1 September 1997. In December 2003, the company became the first to list on the AltX of the JSE. The company's shares were suspended from trade on 21 September 2016 and it delisted on 27 September 2016 as a result of a scheme of arrangement with The Lion Match Company (Pty) Ltd.

Nature of Business

Beige Holdings Ltd is a holding company for a group involved in contract manufacturing, packaging, and distributing a range of household cleaning, personal care, toiletry, homeopathic and pharmaceutical products on behalf of brand owners for local and international markets.

Contact manufacturing operations include:

- Quality Products (Pty) Ltd - manufacturing a range of household cleaning products including laundry powders, liquids and bars, bleach, dishwashing liquids, room sprays and multi-purpose cleaners as well as a range of personal care products including cosmetics, baby care, bath, and body-care products
- Herbal & Homeopathic (Pty) Ltd - manufacturing herbal, homeopathic and pharmaceutical products including tinctures, powders, liquids, tablets and capsules, vitamins and supplements.

Packaging operations, which comprise of the wholly-owned Crystal Pack (Pty) Ltd business, manufacture plastic and related packaging using blow moulding and injection moulding technologies to produce caps, closures, glass containers, micro pumps, plastic and glass jars and containers, triggers and tablet containers.

Nr. of Employees	243
Company Secretary	Mr TM Nourse
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	PricewaterhouseCoopers Inc
Turnover [2015]	R 478.07m (\$ 37.43m) As Per INET Financials (2015)
Profit	-R80.63m (-\$6.31m) As Per INET Financials (2015)
Company Year End	June

Distribution Rights

Argo, Breeze, Brut, Dawn, Dettol, Domestos, Ecosoft, Handy Andy, Johnson's, Omo, Organics, Ponds, Revlon, Shield, Skip, Sunlight, Veet, Young Solution

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Amcos Cosmetics International (Pty) Ltd	South Africa	100.00
Arcfin Trading 46 (Pty) Ltd	South Africa	100.00
Argo Soap & Chemical Industries (Pty) Ltd	South Africa	100.00
Beige Consumer (Pty) Ltd	South Africa	100.00
Beige International Export (Pty) Ltd	South Africa	100.00
Crystal Pack (Pty) Ltd	South Africa	100.00
Herbal and Homeopathic (Pty) Ltd	South Africa	68.60
Lornamead (Pty) Ltd	South Africa	100.00

Newshelf 928 (Pty) Ltd	South Africa	100.00
Quality Products (Pty) Ltd	South Africa	100.00
Rap Products International (Pty) Ltd	South Africa	100.00
Specialty Formulas (Pty) Ltd	South Africa	100.00
Sponge Textures (Pty) Ltd	South Africa	100.00
U Housing (Pty) Ltd	South Africa	50.00
Zizmax Investments (Pty) Ltd	South Africa	100.00

BENWOOD MANUFACTURING AND PACKAGING CO (PTY) LTD (THE)

Reg. Number: 1983/002552/07

VAT Number: 4090103625

BEE Rating: Not Rated

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 6230, Dunswart, Boksburg, 1508	8 Premier Park, Premier Road, Germiston South Ext 7, 1401
Tel: +27 11 825-6664	Fax.:
Email: benwood@iafrica.com	Website:

Directors

Name	Appointment Date	Designation
Ms Lesley Margaret Laundry	1983-03-29	Executive Director
Mr Timothy Laundry	1983-03-29	Executive Director
Mr Desmond Burger Smith	1983-03-29	Executive Managing Director
Ms Marilyn Joan Smith	1983-03-29	Executive Director

History of Business

The Benwood Manufacturing and Packaging Co (Pty) Ltd was established in March 1983.

Nature of Business

The Benwood Manufacturing and Packaging Co (Pty) Ltd is involved in the formulation, manufacture and packaging of cosmetics and toiletries. Products include beauty creams, body lotions, sunscreens, hair care and ethnic products, supplying to pharmacies and its associate company, BMS Cosmetics (Pty) Ltd. The African hair care market is the company's main target market.

Nr. of Employees	17 (Est.)
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	BDO South Africa Inc
Turnover [2016]	R 8.00m (\$ 0.50m) (Est. as per company)
Company Year End	February

Corporate Governance in Relation to SED & ED

The company is currently not involved in any socio-economic or economic development programmes.

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
BMS Cosmetics (Pty) Ltd	South Africa	15.00
Premier Eight CC	South Africa	Undisclosed

BOARDMAN BROTHERS (PTY) LTD

Reg. Number: 1969/013977/07

VAT Number: 4940101191

BEE Rating: Not Finalised

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 175, Stutterheim, 4930	Erica Street, Stutterheim, 4930
Tel: +27 43 683-1328	Fax.: +27 43 683-2835
Email: info@newden.co.za	Website: www.newden.co.za

Shareholders

Shareholder	Percentage
Dennis Boardman Trust	61.00
Newton Boardman Trust	38.00
Mr. Gerald Wayne Boardman	1.00

Directors

Name	Appointment Date	Designation
Mr Howard Campbell Blane	2004-11-01	Non-Executive Director
Mr Clint Gregory Boardman	1997-10-12	Executive Operations Director
Mr Derick Boardman	2002-05-18	Executive Sales Director
Mr Gerald Wayne Boardman	1990-01-03	Non-Executive Director
Mr Richard John (Ricci) Boardman	2000-06-01	Executive Managing Director
Mr Robert Kendal Muzzell	1998-11-09	Non-Executive Director

Managers

Name	Appointment Date	Designation
Mr Vernon Poutzier		Financial Manager

History of Business

Boardman Brothers (Pty) Ltd was established in September 1969.

Nature of Business

Boardman Brothers (Pty) Ltd operates as a manufacturer, retailer and distributor of a wide range of hardware products including nails, paint and accessories, household chemicals and cleaning products as well as beauty and hair care products, ornamental candles and petroleum jelly.

Broadman Bros (Natal) (Pty) Ltd, a subsidiary company, operates a factory in Ladysmith, producing the same range of products with the exception of the wire nails which are only produced at Stutterheim.

Nr. of Employees	197
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	PricewaterhouseCoopers Inc
Insurance Brokers	Aon
Company Year End	February

Corporate Governance in Relation to SED & ED

The company donates to numerous charities and non profit organisations, some of which include:

- Amatola Outreach
- Amatola Haven
- Arthritis Foundation
- Avril Elizabeth Home
- Girls and Boys Town
- Cancer Association of South Africa
- Cenyu Public School
- Child Welfare SA
- Deaf Federation of South Africa
- East London Children's Home
- KWT Child and Youth Care Centre
- Leprosy Mission
- Mlungisi Public School
- Nazareth House
- SA Blind Workers Organisation
- The Salvation Army
- SA National Council for the Blind

- SA Red Cross Society
- SOS Children's Villages
- St Bernard's Hospice
- Stirling
- Tape Aids for the Deaf
- Wallabies Rugby Football Club
- Stutterheim High School
- Amahlathi SPCA
- Stirling Baptist Church
- NSRI

Brandnames

Birdy, Black Sensation, Dusk, E Beauty, E Skin, Fresh, Jabulani, Lantern, Mathambisa, Newden, Nikki, Nutrifro, Nutrifro 4 Kids, POWA, Rainbow, Real Beauty, Real Bubbles, Real Dream, SENSATION, Supa, Wonda Wave, You & Me

Trademarks

Birdy, Black Sensation, Dusk, E Skin, Jabulani, Lantern, Mathambisa, Newden, Nikki, Nutrifro, Nutrifro 4 Kids, POWA, Rainbow, Real Dream, Wonda Wave, You & Me

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Banzi Trade 39 (Pty) Ltd	South Africa	100.00
Boardman Brothers (Natal) (Pty) Ltd	South Africa	100.00
Krantz Safaris (Pty) Ltd	South Africa	100.00
Newden (Pty) Ltd	South Africa	100.00

BRUNATIONAL (PTY) LTD

Reg. Number: 2003/006101/07

VAT Number: 4060107903

BEE Rating: Not Finalised

Updated: 2017-08-02

Postal Address:		Physical Address:	
PO Box 9531, Eden Glen, Edenvale, 1613		12 Bundu Road, Sebenza, Edenvale, 1609	
Tel:	+27 11 609-4066	Fax.:	+27 11 609-4079
Email:	reception@brunational.co.za	Website:	www.brunational.co.za

Branches

Branch	Area	Head	Tel
Brunational Ballito Factory Shop	Gauteng		
Brunational Edenvale Factory Shop	Gauteng		

Directors

Name	Appointment Date	Designation
Mr David Stephanus de Bruin	2003-03-17	Executive Marketing Director
Ms Vanessa Clair Frances	2003-03-17	Executive Director
Mr Antonie Philippus Lotter	2003-03-17	Non-Executive Director
Mr Douw Gerbrandt Muller	2003-03-17	Non-Executive Director
Mr Sydney Stephen Rogers	2011-02-28	Executive Managing Director
Ms Leigh-Ann Stead	2003-03-17	Executive Director - Packaging
Ms Charmaine Veronique Viljoen	2003-03-17	Executive Director - Client Services

Managers

Name	Appointment Date	Designation
Ms Caryn Cook		Financial Manager

History of Business

Brunel Vervaardiging CC (1990/015445/23) was established in May 1990 and in March 2003 converted to a private company. In October 2012, the company underwent a name change to Brunational (Pty) Ltd.

Nature of Business

Brunational (Pty) Ltd is a third party cosmetic manufacturer, manufacturing products on a contract basis on behalf of clients including Nimue Skin Technology and MG Labs. An affiliated company, Brunel Laboratoria (Pty) Ltd wholesales and distributes the pharmaceutical products, including lotions and bath preparations to retail pharmacies.

Nr. of Employees	126
Banks	Standard Bank of South Africa Ltd
Auditors	BDO South Africa Inc
Company Year End	February

CAL-MO (PTY) LTD

Reg. Number: 2008/009616/07

VAT Number: 4030253068

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 34150, Jeppestown, Johannesburg, 2043	5 Gus Street, Wolhuter, Johannesburg, 2094
Tel: +27 11 624-1101	Fax.: +27 11 614-0842
Email:	Website: www.cal-mo.com

Shareholders

Shareholder	Percentage
Moga UK	40.00
Moga Brook Co. Ltd	40.00
Mr. Namiko Ohta	20.00

Directors

Name	Appointment Date	Designation
Mr Namiko Ohta	2009-05-06	Executive Managing Director
Mr Daigo Yamamoto	2016-01-01	Executive Director

Managers

Name	Appointment Date	Designation
Ms Luanda Els		Office Manager

History of Business

Cal-Mo (Pty) Ltd was established in May 2009 utilising the registration details of a shelf company named Main Street 672 (Pty) Ltd for registration purposes.

Nature of Business

Cal-Mo (Pty) Ltd is involved in the manufacture, wholesale and retail of cosmetics, specialising in nail enhancement products. The company exports products and provides to local salons.

Nr. of Employees	21 (Est.)
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	Stein Baltsoucos & Associates

Company Year End	June
Brandnames	
Calgel	
Trademarks	
Calgel	

CANWAY (PTY) LTD

Reg. Number: 1995/001650/07

VAT Number: 4450151669

BEE Rating: Not Disclosed

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 1590, Umhlanga, 4320	Unit 15, Building 6, Holwood Park, Cangate Road, La Lucia Ridge, Umhlanga, 4319
Tel: +27 31 566-5424	Fax.: +27 31 566-2799
Email: heavenly@mweb.co.za	Website: www.ohsoheavenly.co.za

Directors

Name	Appointment Date	Designation
Mr William Johnstone Allan	2016-06-16	Executive Director
Ms Cerkia Barnard	2016-06-21	Executive Director
Mr Andre Hermanus Barnard	2003-06-18	Executive Managing Director
Ms Amy Brown	2013-03-01	Executive Director
Mr Craig Douglas Ventress	2013-03-01	Executive Sales Director
Mr Charles Noel Thoba Zwane	2010-03-01	Non-Executive Director

History of Business

Canway (Pty) Ltd was registered on 23 February 1995 and commenced trading in 2001.

Nature of Business

Canway (Pty) Ltd undertakes the manufacture of skincare and beauty products which are distributed exclusively through Clicks stores countrywide.

Nr. of Employees	15
Banks	Standard Bank of South Africa Ltd
Auditors	SPN Auditors
Attorneys	Lister and Co
Insurance Brokers	Scottfin Insurance Brokers
Company Year End	February

Corporate Governance in Relation to SED & ED

The company provides ongoing donations to:

- Nkosibomvu secondary school in Durban
- Look Good Feel Better Foundation

Brandnames

Dr Sole, Enjoy, Oh So Heavenly

Trademarks

Oh So Heavenly

CAPE TOWN TOILETRY COMPANY (PTY) LTD (THE)

Reg. Number: 2002/013269/07

VAT Number: 4140203003

BEE Rating: Not Disclosed

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 45696, Ottery, Cape Town, 7808	120 Capricorn Drive, Capricorn Park, Muizenberg, Cape Town, 7948
Tel: +27 21 788-1919	Fax.: +27 21 788-6966
Email:	Website: capetowntoiletryco.com

Directors

Name	Appointment Date	Designation
Mr Roger Martin Buoy	2002-07-01	Executive Director
Mr Timothy Clifton	2014-09-05	Executive Managing Director

Managers

Name	Appointment Date	Designation
Mr Greg De Bock		Sales Manager
Mr Jeremy Felton		Financial Manager

History of Business

The Cape Town Toiletry Company (Pty) Ltd was established in July 2002 utilising a shelf company named Ashtocor Investments 36 (Pty) Ltd for registration purposes.

Nature of Business

The Cape Town Toiletry Company (Pty) Ltd manufactures, markets and distributes its own brands of bath, body and home fragrance products, as well as private brands. Services include concept development, innovation and packaging design, product development, manufacturing, distribution and promotion. Major clients include international and local retailers.

Nr. of Employees	32
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	De Bruyn Daly CC

Company Year End December

Corporate Governance in Relation to SED & ED

The company supports Learn to Earn.

Brandnames

Morage & Yorke, Protect, Wintergreen

CATWALK COSMETICS LABORATORIES (PTY) LTD

Reg. Number: 2014/062554/07

VAT Number: 4550190500

Updated: 2017-07-25

Postal Address:	Physical Address:
PO Box 30652, Tokai, Cape Town, 7966	Capricorn Park, 105 Capricorn Drive, Muizenberg, Cape Town, 7945
Tel: +27 21 709-0362	Fax.: +27 21 709-0365

Shareholders

Shareholder	Percentage
Prime Africa Holdings (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Justin Peter Clohessy	2014-03-26	Executive Director

Managers

Name	Appointment Date	Designation
Mr Rob Munsie		Financial Manager

History of Business

Catwalk Cosmetic Laboratories (Pty) Ltd (1999/005925/07) was established in August 2000, and converted to a close corporation (2008/041219/23) in February 2008. In March 2014, it reverted to a private company.

Nature of Business

Catwalk Cosmetic Laboratories (Pty) Ltd is involved in the manufacture and distribution of cosmetics and personal care products, supplying to Pep Stores, Ackermans, Clicks and Truworths, amongst others.

Banks	Standard Bank of South Africa Ltd
Auditors	Kirkman Lenfear (Pty) Ltd
Company Year End	February

Brandnames

Bramley

CAVI BRANDS (PTY) LTD

Reg. Number: 2009/011671/07

VAT Number: 4750259865

BEE Rating: Non-Compliant Veri-Com (Pty) Ltd

Updated: 2017-08-02

Postal Address:	Physical Address:
Private Bag X36, Sunninghill, Johannesburg, 2157	First Floor, 3 on Glenhove, Tottenham Avenue, Melrose, Johannesburg, 2196
Tel: +27 11 341-4900	Fax.: +27 11 341-4910
Email: info@cavibrands.co.za	Website: www.cavibrands.co.za

Shareholders

Shareholder	Percentage
Candur Active Value Investments (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Michael Pfaff	2009-06-18	Non-Executive Director
Mr Michael Frits Ten Hope	2009-06-18	Chief Executive Officer
Mr Bernd Johannes (John) von Gottberg	2017-03-13	Executive Director

Managers

Name	Appointment Date	Designation
Ms Mariaan Young		Manager - Executive: Group Talent

Other Key Personnel

Name	Appointment Date	Designation
Ms Agnes Ratshipi		Accountant

History of Business

Voyagraph (Pty) Ltd was registered in 2009 and underwent a name change to CAVI Brands (Pty) Ltd on 15 September 2011.

Nature of Business

CAVI Brands (Pty) Ltd operates as a holding company for its subsidiaries involved in the manufacture and distribution of health, beauty and wellness brands in South Africa and Africa.

CAVI Brands businesses operate within department stores, independent pharmacies, drugstores, supermarkets, wholesale, professional and practitioner markets.

Nr. of Employees	1000 (Est.)
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	PricewaterhouseCoopers Inc
Company Year End	December

Corporate Governance in Relation to SED & ED

The company's primary project is aimed at education. The group supports two creches in the Diepsloot area.

Brandnames

Burberry, Bvlgari, Clean Start, Dermalogica, Douwe Egberts, EcoPure, Ecosoft, Elemis, Everysun, Fenjal, Goya, Guerlain, Hermes Paris, Imedeen, Jane Seymour, Jean Paul Gaultier, La Prairie, Like Silk, LipIce, Milton, Molton Brown, Narciso Rodriguez, Nesti Dante, One And All, Scholl, Scholl, Sensai, Shiseido, SP20, Tropitone, Van Cleef & Arpels, Wonder Kleen, Young Solution

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Dermal Institute of South Africa (Pty) Ltd (The)	South Africa	80.00
Incolabs (Pty) Ltd	South Africa	100.00
Omegalabs (Pty) Ltd	South Africa	49.00
Prestige Cosmetics Distributors (Pty) Ltd	South Africa	100.00
Prestige Cosmetics Group (Pty) Ltd, (The)	South Africa	100.00

CHARLOTTE RHYS MANUFACTURING (PTY) LTD

Reg. Number: 1992/007265/07

VAT Number: 4650135686

BEE Rating: Not Disclosed

Updated: 2017-08-05

Postal Address:	Physical Address:
PO Box 669, Constantia, Cape Town, 7848	Westlake Business Park, 9 Bell Crescent, Westlake, Cape Town, 7945
Tel: +27 21 702-1338	Fax.: +27 21 702-3469
Email: enquiries@charlotterhys.co.za	Website: www.charlotterhys.co.za

Directors

Name	Appointment Date	Designation
Ms Cheryl Elize de Swardt	2013-03-01	Executive Financial Director
Mr Shaun Mc Dermott	2001-03-01	Executive Director
Mr Charles Mhango	2013-03-01	Executive Director
Ms Janet Mary Spyropoulos	1992-12-11	Executive Director

History of Business

La Cote Sud Manufacturing (Pty) Ltd was registered on 11 December 1992 and underwent a name change to Charlotte Rhys Manufacturing (Pty) Ltd on 16 October 2006.

Nature of Business

Charlotte Rhys Manufacturing (Pty) Ltd manufactures and distributes bath and body products as well as fragrances.

Nr. of Employees	33
Auditors	Moore Stephens VDA Inc
Company Year End	February

Brandnames

Charlotte Rhys, Yum

CLARINS (SOUTH AFRICA) (PTY) LTD

Reg. Number: 2011/115636/07

VAT Number: 4690259264

BEE Rating: Non-Compliant

Updated: 2017-08-05

Postal Address:	Physical Address:
Private Bag X10, Braamfontein, Johannesburg, 2000	17A Scott Street, Waverley, Johannesburg, 2090
Tel: +27 11 809-6300	Fax.:
Email:	Website: www.clarins.co.za

Shareholders

Shareholder	Percentage
Clarins Groupe S.A.R.L	100.00

Directors

Name	Appointment Date	Designation
Mr Kevin Dam	2012-06-30	Executive Director
Mr Lynne Hanna	2013-07-01	Executive Director
Mr Christian Laurent	2013-11-25	Executive Director
Mr Fabrice Jean Plas	2014-03-10	Executive Director

History of Business

K2011115636 (Pty) Ltd was established in 2011, undergoing a name change to Clarins (South Africa) (Pty) Ltd in September 2011.

Nature of Business

Clarins (South Africa) (Pty) Ltd is involved in the import and retail of skin care products and fragrances under the brand name Clarins, supplying through Edgars, Truworths, Red Square, Stuttafords, Foschini, Woolworths, Markham, Dis-Chem stores and various salons and pharmacies.

Auditors	PricewaterhouseCoopers Inc
Company Year End	December

Brandnames

Clarins

COLGATE-PALMOLIVE (PTY) LTD

Reg. Number: 1929/001620/07

VAT Number: 4100101734

BEE Rating: Not Disclosed

Updated: 2017-08-03

Postal Address:	Physical Address:
PO Box 213, Boksburg East, 1478	528 Commissioner Street, Industrial Township, Boksburg East, 1459
Tel: +27 11 898-2300	Fax.: +27 11 898-2501
Email:	Website: www.colgate.com

Shareholders

Shareholder	Percentage
Colgate-Palmolive Co	100.00

Directors

Name	Appointment Date	Designation
Mr Priyan Radhakrishnan Pillay	2015-11-02	Executive Director & Company Secretary
Ms Trishana Maharaj Singh	2008-09-10	Non-Executive Director
Mr William Sonnyboy Sithole	2008-01-09	Executive Director
Mr Orlando Tenorio Duran	2017-05-01	Executive Director

History of Business

Colgate-Palmolive (Pty) Ltd was established in June 1929.

Nature of Business

Colgate-Palmolive (Pty) Ltd operates as an importer of household cleaning and personal hygiene products. The company manufactures bar soaps and the Sta-Soft brand of fabric softener locally and imports all other products which are supplied to wholesalers and retail chain outlets.

Colgate, through its Hill's Pet Nutrition segment markets pet foods, primarily under three trademarks: Hill's Science Diet, for everyday nutritional needs; Hill's Prescription Diet, a range of therapeutic products to help nutritionally manage disease conditions in dogs and cats; and Hill's Ideal Balance, a range of products with natural ingredients, sold by authorised pet supply retailers and veterinarians. The pet food is imported from Hill's Pet Nutrition in the United States of America.

Nr. of Employees	574
Company Secretary	Mr PR Pillay
Banks	Standard Bank of South Africa Ltd
Auditors	PricewaterhouseCoopers Inc
Attorneys	Adams & Adams Attorneys
Company Year End	December

Corporate Governance in Relation to SED & ED

- The Bright Smiles Bright Futures programme reaches approximately 500,000 Grade 1-3 learners annually, in coordination with the Ministry of Basic Education, Ministry of Health and the South African Dental Association identifies schools in need of basic oral education and screening and provides classroom learning kits to be administered by the teachers and health care professionals who visit the schools.
- Colgate-Palmolive in conjunction with the South African Dental Association, sponsors Oral Health Month, providing approximately 30,000 free screenings in its mobile clinics and dental vans in major shopping centres across the country.
- The Transnet-Phelophepha Train, a mobile hospital, provides quality primary healthcare to South African communities where health services and medical infrastructure are otherwise unavailable. Annually, the train operates for 37 weeks, treats an estimated 45,000 individuals onboard and serves approximately a million through its outreach programmes into schools, villages and communities. It also provides training to volunteers in basic health care and students from tertiary institutions in dental, optometry, pharmacy, hospitality and psychology. The train covers 9,500 miles of railroad a year, serving 250 meals a day and issuing 24,000 prescriptions.
- Colgate-Palmolive is an active sponsor of Roundabout Water Solutions, supporting 10 PlayPump installations around the country.
- Colgate sponsors the annual sports event that takes place on Women's day, in conjunction with the Boksburg Community, Municipality and Boksburg Athletic Stadium.
- Humanitarian Project focuses on identifying disadvantaged communities. The company provides blankets, company products, grocery and visits old age homes and orphanages.

Brandnames

Ajax, Colgate, elmex, Fabuloso, Hill's Ideal Balance, Hill's Prescription Diet, Hill's Science Diet, Irish Spring, Kolynos, Lady Speed Stick, Palmolive, Protex, Sanex, Softsoap, Sorriso, Soupline, Speed Stick, Sta-Soft, Suavitel, Tom's of Maine

Trademarks

Ajax, Colgate, elmex, Fabuloso, Hill's Ideal Balance, Hill's Prescription Diet, Hill's Science Diet, Irish Spring, Kolynos, Lady Speed Stick, Palmolive, Protex, Sanex, Softsoap, Sorriso, Soupline, Speed Stick, Suavitel, Tom's of Maine

COSMETIX (PTY) LTD

Reg. Number: 2002/017336/07

VAT Number: 4910203357

Updated: 2017-08-03

Postal Address:	Physical Address:
PO Box 18, Epping, Cape Town, 7475	29 Packer Avenue, Epping Industria, Cape Town, 7460
Tel: +27 21 556-5700	Fax.: +27 86 407-7570
Email: joy@cosmetix.co.za	Website: www.cosmetix.co.za

Shareholders

Shareholder	Percentage
Mr. Clive Richard Keith Roberts	50.00
Bounty Brands (Pty) Ltd	Undisclosed

Directors

Name	Appointment Date	Designation
Ms Cindy Nell-Roberts	2014-12-11	Executive Director
Mr Stefan Rabe	2014-12-11	Executive Director
Mr Clive Richard Keith Roberts	2002-08-06	Executive Managing Director
Mr Peter Joseph Spinks	2014-12-11	Non-Executive Director

Managers

Name	Appointment Date	Designation
Ms Bonny Goodman		Sales Manager
Ms Lucille McMurray		Marketing Manager
Mr Chris Nel		Manager - Warehouse, Procurement & Manufacturing
Ms Joy Swingewood		Financial Manager & HR Manager

History of Business

Cosmetix (Pty) Ltd was established in August 2006 when the operations of an existing concern were taken over and incorporated into a dormant company named Caribbean Tan (Pty) Ltd.

Nature of Business

Cosmetix (Pty) Ltd manufactures, imports, exports and distributes cosmetic products. Major clients include Dis-chem, Clicks and Edgars.

Nr. of Employees	53
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	MKD Chartered Accountants SA
Turnover [2016]	R 212.00m (\$ 14.30m) (Est. as per company)
Company Year End	June

Brandnames

caribbeantan, Catrice, Essence

COSQ MANUFACTURING CC

Reg. Number: 2007/044857/23

VAT Number: 4350256394

BEE Rating: Not Rated

Updated: 2017-08-03

Postal Address:	Physical Address:
PO Box 13431, Mowbray, Cape Town, 7705	Unit 4, Magnum Park, 108 Bofors Circle, Epping 2, Cape Town, 7460
Tel: +27 21 811-1132	Fax.:
Email: info@cosq.co.za	Website: www.cosq.co.za

Directors

Name	Appointment Date	Designation
Mr Bradley Michael (Brad) Bischoff	2007-05-09	Managing Member

History of Business

Panumo CC was registered on 5 March 2007 and underwent a name change to CosQ Manufacturing CC on 9 May 2007.

Nature of Business

CosQ Manufacturing CC is a contract manufacturer of cosmetic and toiletry formulations. The company produces body care, face care, hair care, ethnic, natural bases and baby care products, as well as room and linen sprays, bath oils, bath salts and insect repellents on behalf of various clients.

Nr. of Employees	20
Banks	First National Bank (a division of FirstRand Bank Ltd); Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	Fastrac Financial Services CC
Turnover [2017]	R 7.50m (\$ 0.57m) (As per company)
Company Year End	February

Corporate Governance in Relation to SED & ED

The company is currently not involved any socio-economic or economic development programmes.

CREIGHTON PRODUCTS (PTY) LTD

Reg. Number: 1999/005730/07

VAT Number: 4170105839

BEE Rating: Non-Compliant Izikhulu BEE Ratings CC

Updated: 2017-08-03

Postal Address:	Physical Address:
PO Box 1238, Pinetown, 3600	12 Cherry Road, New Germany, 3610
Tel: +27 31 717-9770	Fax.: +27 31 701-7440
Email: tracey@creightonproducts.co.za	Website: www.creightonproducts.co.za

Shareholders

Shareholder	Percentage
JRT Arthur Family Trust	100.00

Directors

Name	Appointment Date	Designation
Mr James Roderick Todd Arthur	2001-06-01	Executive Managing Director

Managers

Name	Appointment Date	Designation
Ms Lauren Kruger		Financial Manager

History of Business

Creighton Products (Pty) Ltd was established in 1952. In 1978, the company underwent a management takeover, and converted to a close corporation (1988/023202/23) in August 1988. In March 1999, it reverted to a private company.

Nature of Business

Creighton Products (Pty) Ltd is involved in contract developing, manufacturing, packing and full sourcing of toiletries, home care, baby care and body care products. The company manufactures its own brand of sunscreen, while the other products are manufactured on behalf of a number of chain stores and various clients.

Nr. of Employees	40
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)

Auditors	P K F (Durban) Inc
Insurance Brokers	LA Metcalf
Turnover [2017]	R 75.00m (\$ 5.70m) (As per company)
Company Year End	February
Corporate Governance in Relation to SED & ED	
The company is currently not involved in any socio-economic or economic development programmes.	
Brandnames	
Island Tribe, Sun Protect, Sun Sure	
Trademarks	
Island Tribe	

D AND A COSMETICS (PTY) LTD

Reg. Number: 2016/279119/07

VAT Number: 4750197438

BEE Rating: Not Finalised SEESA BEE Verification (a division of SEESA (Pty) Ltd) Updated: 2017-08-05

Postal Address:	Physical Address:
PO Box 3319, Cambridge, East London, 5206	1 Ajax Crescent, Cambridge, East London, 5247
Tel: +27 43 726-3954	Fax.: +27 43 726-9988
Email:	Website: www.longandlasting.co.za

Shareholders

Shareholder	Percentage
Mr. Anthony Jacques Bodenstein	90.00
AJ Bodenstein Family Trust	10.00

Directors

Name	Appointment Date	Designation
Mr Anthony Jacques Bodenstein	2001-04-12	Executive Managing Director

Managers

Name	Appointment Date	Designation
Ms Charise Gratz		General Manager
Ms Liz Howard		Administration Manager

History of Business

D and A Cosmetics CC (2000/036016/23) was established on 12 April 2001 utilising the registration details of a shelf company named Spindrift Trading 14 CC. It converted to a private company in June 2016.

Nature of Business

D and A Cosmetics (Pty) Ltd is involved in the manufacture of hair products for ethnic hair.

Nr. of Employees	24
Banks	Standard Bank of South Africa Ltd
Auditors	Marais & Smith

Company Year End	February
Brandnames	
Long and Lasting	

ELIZABETH ARDEN (SOUTH AFRICA) (PTY) LTD

Reg. Number: 2000/025864/07

VAT Number: 4630191205

BEE Rating: Level 6 Moore Stephens Consulting (Pty) Ltd

Updated: 2017-10-10

Postal Address:	Physical Address:
PO Box 8, Parow, Cape Town, 7499	Platteklip House, 163 Uys Krige Drive, Tygerberg Park, Plattekloof, Cape Town, 7530
Tel: +27 21 936-5900	Fax.:
Email: consumer.za@elizabetharden.com	Website: www.elizabetharden.co.za

Branches

Branch	Area	Head	Tel
Elizabeth Arden Durban	KwaZulu-Natal		+27 31 584-6750
Elizabeth Arden Johannesburg	Gauteng		+27 11 805-2051

Shareholders

Shareholder	Percentage
Elizabeth Arden Inc	100.00

Directors

Name	Appointment Date	Designation
Mr Yossi Almani	2016-09-07	Executive Director
Ms Mitra O'Neill	2016-09-07	Executive Director
Mr Michael Thomas Sheenan	2016-09-07	Executive Director

Managers

Name	Appointment Date	Designation
Ms Susan Van Der Merwe		Financial Manager - Acting

Other Key Personnel

Name	Appointment Date	Designation
Ms Colleen McPherson		Accountant

History of Business

Elizabeth Arden (South Africa) (Pty) Ltd was established in October 2000, utilising a shelf company named Lexshell 500 Investments (Pty) Ltd for registration purposes. In October 2014, the company sold its manufacturing facility to Mosaic Manufacturing (Pty) Ltd.

Nature of Business

Elizabeth Arden (South Africa) (Pty) Ltd imports, distributes and retails cosmetic products, fragrances and related products. The company is the distribution arm into Sub-Saharan Africa.

Nr. of Employees	120
Company Secretary	Mr GR Thamage
Banks	HSBC Bank Plc
Auditors	Moore Stephens South Africa (Pty) Ltd
Attorneys	Dorrington & Associates
Insurance Brokers	Marsh South Africa (Pty) Ltd
Company Year End	December

Corporate Governance in Relation to SED & ED

The company currently sponsors and supports the Operation Smile South Africa initiative.

Brandnames

Elizabeth Arden

ENVIRON SKIN CARE (PTY) LTD

Reg. Number: 2005/031271/07

VAT Number: 4140109085

BEE Rating: Not Finalised

Updated: 2017-08-05

Postal Address:	Physical Address:
PO Box 233, Parow, Cape Town, 7499	14 Jan Smuts Road, Beaconvale, Parow, Cape Town, 7500
Tel: +27 21 931-3721	Fax.: +27 86 520-4150
Email: judy@environ.co.za	Website: www.environ.co.za

Directors

Name	Appointment Date	Designation
Ms Valerie Dawn Carstens	2005-08-29	Executive Managing Director
Ms Pamela Lee Ellwood	2009-07-01	Executive Director - Development & Research
Mr Desmond Brian Fernandes	2005-08-29	Non-Executive Director
Mr Andrew John Meeding	2012-10-11	Executive Financial Director
Ms Loren Natalie Michlo	2017-05-01	Executive Director

Other Key Personnel

Name	Appointment Date	Designation
Ms Judy Daniels		Bookkeeper

History of Business

Tretintech CC t/a Tretin Care Products (1990/038100/23) was established in December 1990. In February 2002, the name was changed to Environ Skin Care CC and in August 2005, it was converted to a private company.

Nature of Business

Environ Skin Care (Pty) Ltd manufactures and distributes skin care products and equipment, under the Environ brand.

Nr. of Employees 200

Banks	Standard Bank of South Africa Ltd
Auditors	Mazars
Attorneys	Buy's Inc
Company Year End	February

Corporate Governance in Relation to SED & ED

The company supports the following charities:

- Look Good Feel Better
- Basket of Hope - R400 donated monthly
- Sea Rescue
- Organ Donor Foundation

Brandnames

B-Active, Environ, Evenescence

Trademarks

Environ

EPI-CARE COSMETICS CC

Trading As: Care Lab

Reg. Number: 1989/004946/23

VAT Number: 4700108865

BEE Rating: Not Finalised

Updated: 2017-08-07

Postal Address:	Physical Address:
Postnet Suite 229, Private Bag X2600, Houghton, Johannesburg, 2041	25 Yaron Avenue, Leaglen, Roodepoort, 1709
Tel: +27 11 674-1001	Fax.: +27 11 674-1085
Email: info@epi-care.co.za	Website:

Directors

Name	Appointment Date	Designation
Mr Fezel Ahmed Abdulla	1996-10-09	Member

History of Business

Epi-Care Cosmetics CC t/a Care Lab was established in February 1989.

Nature of Business

Epi-Care Cosmetics CC t/a Care Lab operates as a manufacturer and distributor of cosmetics, such as skin care products including cleansers, toners, moisturisers and after shave lotions, as well as hair care products, specialising in the ethnic market.

Nr. of Employees	90 (Est.)
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	Irshad Nakhooda Inc
Attorneys	Yusuf Dockrat
Company Year End	February

Corporate Governance in Relation to SED & ED

The company is involved in inhouse charity projects, focusing on medical expenses and housing for employees.

Brandnames

Epi-Care, Femcelle, Gentle Flair, Lullaby, Naturele, Princi, Softie

ESSE TRUST (THE)

Trading As: Esse Organic Skincare

Reg. Number: IT1358/2007

VAT Number: 4120245396

BEE Rating: Level 4 BEE Shop Inc (The)

Updated: 2017-08-07

Postal Address:	Physical Address:
PO Box 426, Richmond, Durban, 3780	Sharrow Farm, Richmond, Durban, 3780
Tel: +27 33 212-3506	Fax.: +27 33 212-3506
Email: info@esse.co.za	Website: www.esse.co.za

Directors

Name	Appointment Date	Designation
Mr Pieter Ernst Erasmus		Trustee
Mr Trevor Steyn		Trustee
Ms Deverell (Dee) Steyn		Trustee

Managers

Name	Appointment Date	Designation
Ms Celeste Adams		Financial Manager

History of Business

The Esse Trust t/a Esse Organic Skincare was established in 2000.

Nature of Business

The Esse Trust t/a Esse Organic Skincare formulates and manufactures organic skin care products. Products include toners, moisturisers, cleansers, exfoliators, masks, targeted eye treatments, eye and lip creams and body therapy moisturisers. Products are sold through various stockists and are also sold in travel size packs.

Nr. of Employees	32 (Est.)
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	KJ Armitage
Attorneys	TMJ Attorneys

Insurance Brokers	Reichfin Insurance
Company Year End	February
Production Capacity	
840,000 p.a. (units)	
Brandnames	
Esse	

ESSEL PRODUCTS CC

Reg. Number: 2005/050326/23

VAT Number: 4500212362

Updated: 2017-08-07

Postal Address:	Physical Address:
PO Box 2182, Parklands, Johannesburg, 2121	27 Owl Street, Auckland Park, Johannesburg, 2092
Tel: +27 11 482-2743	Fax.: +27 11 482-6611
Email: info@essel.co.za	Website: www.essel.co.za

Directors

Name	Appointment Date	Designation
Mr Deon de Jongh	2012-11-19	Member
Dr Ludmilla Grobler	2005-05-13	Managing Member

History of Business

Essel Products (Pty) Ltd (2004/007408/07) was registered on 16 March 2004 and converted to a close corporation on 13 May 2005.

Nature of Business

Essel Products CC manufactures and distributes personal care products via professional channels such as salons, spas and doctors practices. The products include skin care, body care and cosmetics. The company has 24 franchises in and around South Africa and products are distributed throughout Africa and internationally.

Nr. of Employees	3 (Head Office)
Banks	Standard Bank of South Africa Ltd
Auditors	AJ Richardson
Company Year End	February

Brandnames

AquaCol, Cape Silver, Celebrite, DeDecreaseol, DermaPlex, DNA Epinew, DNA-FixAge, DNAStructure, Essel, HumanKind, Liuclear, NailNurse, The Most AWESOME Fragrance Ever!

Trademarks

DeDecreaseol, DermaPlex, DNAStructure, Essel, Liuclear

Market Share

5 - 10%

ESTEE LAUDER COMPANIES (PTY) LTD

Reg. Number: 1978/002327/07

VAT Number: 4060103563

BEE Rating: Level 6 Empowerdex (Pty) Ltd

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 786132, Sandton, Johannesburg, 2146	4 Kyalami Boulevard, Kyalami, Johannesburg, 1684
Tel: +27 11 516-3000	Fax.: +27 11 516-3200
Email: customerservice@za.esteeleauder.com	Website: www.esteeleauder.co.za ; www.clinique.com

Branches

Branch	Area	Head	Tel
MAC Store Botswana	Botswana		
MAC Store Braamfontein	Gauteng		
MAC Store Hemmingways	Eastern Cape		
MAC Store Hyde Park	Gauteng		
MAC Store Ibadan	Nigeria		
MAC Store Ikeja	Nigeria		
MAC Store Jabi Lake	Nigeria		
MAC Store Mall of Africa	Gauteng		
MAC Store Mall of the South	Gauteng		
MAC Store Melrose Arch	Gauteng		
MAC Store Palms	Nigeria		
MAC Store Rosebank	Gauteng		
MAC Store V&A Waterfront	Western Cape		
MAC Store Walmer Park	Eastern Cape		
MAC Store Windhoek	Namibia		
MAC Store Zambia	Zambia		

Shareholders				
Shareholder	Percentage			
Estee Lauder International Inc	100.00			
Directors				
Name	Appointment Date	Designation		
Ms Loren Dreyer	2016-01-04	Executive Managing Director		
Ms Sara Ellen Moss	2003-09-08	Non-Executive Director		
Mr Tracey Thomas Travis	2013-01-31	Non-Executive Director		
History of Business				
Estee Lauder (Pty) Ltd was established in 1978 and underwent a name change to Horton Products (Pty) Ltd. In December 2000, the company had a further name change to Estee Lauder Companies (Pty) Ltd.				
The company opened a MAC store in Zambia in December 2012, in Botswana in January 2013, and in Nigeria in February 2013. A second MAC store was launched in Nigeria in May 2013.				
Nature of Business				
Estee Lauder Companies (Pty) Ltd is involved in the import and distribution of cosmetic products which are supplied to retailers countrywide.				
The company operates stores within Edgars, Truworths and Foschini stores and operates approximately 16 stand alone stores in South Africa, Botswana, Nigeria, Namibia and Zambia.				
Nr. of Employees	250			
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)			
Auditors	KPMG Inc			
Company Year End	June			
Brandnames				
Aerin, Aramis, Aveda, Becca, Bobbi Brown, Bumble and bumble, Clinique, Darphin, DKNY, Donna Karan, Ermenegildo Zegna, Estee Lauder, Frederic Malle, GlamGlow, Jo Malone, Kilian, Kiton, La Mer, Lab Series, Le Labo, Mac, Michael Kors, olio lusso, Origins, Rodin, Smashbox, Tom Ford, Tommy Hilfiger, Too Faced, Tory Burch				

GALDERMA LABORATORIES SOUTH AFRICA (PTY) LTD

Trading As: Galderma	Reg. Number: 1996/000311/07	VAT Number: 4240154791	BEE Rating: Level 6 Premier Verification (Pty) Ltd	Updated: 2017-08-07		
Postal Address:		Physical Address:				
PO Box 71150, Bryanston, Johannesburg, 2021		Block D, Phase II, Wedgefield Office Park, 17 Muswell Road South, Bryanston, Johannesburg, 2191				
Tel: +27 11 706-2339		Fax.: +27 11 463-4371				
Email: info.sa@galderma.com		Website: www.galderma.com				
Shareholders						
Shareholder				Percentage		
Nestle Skin Health SA				100.00		
Directors						
Name		Appointment Date	Designation			
Mr Davut Can Ongen		2014-09-01	Executive Director			
Mr Pierre Francios Streit		2015-11-01	Executive Director			
Ms Jennifer Margaret Wright		2005-01-01	Chief Executive Officer			
Managers						
Name		Appointment Date	Designation			
Ms Eleonor Papadimcopoulos			Financial Manager			
History of Business						
Galderma Laboratories South Africa (Pty) Ltd t/a Galderma was established in January 1996.						
Nature of Business						
Galderma Laboratories South Africa (Pty) Ltd t/a Galderma manufactures pharmaceutical products, dermatological as well as skin care products, including cleansers and moisturisers. Distribution and administration is undertaken by PHD and manufacturing is subcontracted out.						
Nr. of Employees	45					

Banks	Citibank NA
Auditors	KPMG Inc
Company Year End	December
Brandnames	
Cetaphil, Denzac, Differin, Soolantra, Tetralyson-Metvix	

GIVAUDAN SOUTH AFRICA (PTY) LTD

Reg. Number: 1956/000115/07

VAT Number: 4890107479

Updated: 2017-08-07

Postal Address:	Physical Address:
PO Box 83027, South Hills, Johannesburg, 2136	9-11 Brunel Road, Tulisa Park, Johannesburg, 2197
Tel: +27 11 406-8700	Fax.: +27 11 613-6286

Shareholders

Shareholder	Percentage
Givaudan SA	100.00

Directors

Name	Appointment Date	Designation
Mr Guillaume Jean Claude Iannitelli	2016-01-01	Executive Director
Mr Fazel John Kaka	2010-05-01	Executive Director
Mr Panagiotis (Peter) Pantelis	2014-12-01	Executive Financial Director & Company Secretary
Ms Tshihumbudzo Mercy Tshivhase	2016-11-28	Executive Director

History of Business

Givaudan Roure (Pty) Ltd was established in January 1956, undergoing a name change to Givaudan South Africa (Pty) Ltd on 11 May 2000.

Nature of Business

Givaudan South Africa (Pty) Ltd is involved in the import and distribution of fragrance and flavour compounds as well as aromatic chemicals. The company also operates as a third party manufacturer.

Nr. of Employees	150
Company Secretary	Mr P Pantelis
Banks	Citi Bank NA
Auditors	Deloitte South Africa
Company Year End	December

GLAXOSMITHKLINE SOUTH AFRICA (PTY) LTD

Reg. Number: 1948/030135/07

VAT Number: 4040119663

BEE Rating: Level 6 National Empowerment Rating Agency t/a NERA

Updated: 2017-08-12

Postal Address:	Physical Address:
Private Bag X173, Bryanston, Johannesburg, 2021	Flushing Meadows Building, The Campus, 57 Sloane Street, Bryanston, Johannesburg, 2021
Tel: +27 11 745-6000	Fax.: +27 11 745-7000
Email:	Website: www.gsk.com

Shareholders

Shareholder	Percentage
Glaxo Group Ltd	100.00

Directors

Name	Appointment Date	Designation
Ms Monica Lucie Drogemoller	2002-01-12	Executive Director
Mr Clive Christopher Ernstzen	2016-05-01	Executive Director
Mr Davies Njoroge Gichuhi	2010-04-01	Executive Director
Mr Francois Jurgens	2014-07-01	Executive Director
Mr Sibongile Kubheka-Mahanjana	2009-01-12	Executive Director
Ms Virginia Msebenzi	2015-11-26	Executive Director
Mr Andiswa Thandeka Ndoni	2015-01-26	Executive Director
Mr Antonios-Stilianos Nikolaides	2015-11-26	Executive Director
Mr Merab Awino Olang	2016-06-01	Executive Director
Mr Rui Manuel Maura Pereira	2012-10-31	Executive Director
Mr Naveen Munessar Sankar	2015-11-26	Executive Director
Mr David Spencer Thomas	2011-04-01	Executive Director

Managers		
Name	Appointment Date	Designation
Mr Johan Smith		Financial Manager
History of Business		
<p>Glaxo Wellcome South Africa (Pty) Ltd was registered in 1948 and operated as a holding company until 1 July 1989 when it acquired the operations of Glaxo (Pty) Ltd. In March 1995, there was a worldwide merger between the Glaxo and Wellcome groups of companies, and the operations of Wellcome (Pty) Ltd were incorporated. In 2002, the operations of Smith Kline Beecham Pharmaceuticals (Pty) Ltd and Smith Kline Beecham Consumer Health Care (Pty) Ltd were incorporated into the company and the name was changed to Glaxosmithkline South Africa (Pty) Ltd.</p>		
Nature of Business		
<p>Glaxosmithkline South Africa (Pty) Ltd manufactures, imports, exports and distributes pharmaceuticals and medicines, including antibiotics, anti-virals and asthma sprays, as well as consumer health care products such as skin care products, supplying to wholesalers and pharmacies countrywide.</p>		
Nr. of Employees	260 (Est.)	
Banks	Citibank NA	
Auditors	PricewaterhouseCoopers Inc	
Company Year End	December	
Brandnames		
<p>Actifed, Anectine, Aquafresh, Augmentin, Augmentin XR, Avamys, Avandamet, Avandaryl, Avandia, Avodart, Bactroban, Beconase, Becotide/Beclovent, Beechams, Betnovate, Bexxar, Borstol, Breathe Right, Ceftin, Coreg, Coreg CR, Corega, Corsodyl, Daraprim, Dequadin, Ecotrin, Eno, Eyegene, Flexonase, Flexotide, Flolan, Fortum/Fortaz, Germolene, Grand-Pa, Horlicks, Imigran, Infanrix IPV, Levitra, Malerone, Med-Lemon, NiQuitin, Odol, Panadol, Polident, Requip, Retrovir, Ribena, Rotarix, Scotts Emulsion, Sensodyne, Serevent, Seroxat/Paxil, TCP, Tums, Valloid, Valtrex, Ventolin, Voltaren, Wellbutrin, Zantac, Zeffix, Zofran, Zovirax, Zyban</p>		

Trademarks

Actifed, Anectine, Aquafresh, Augmentin, Augmentin XR, Avamys, Avandamet, Avandaryl, Avandia, Avodart, Bactroban, Beconase, Becotide/Beclovent, Beechams, Betnovate, Bexxar, Borstol, Breathe Right, Ceftin, Coreg, Coreg CR, Corega, Corsodyl, Daraprim, Dequadin, Ecotrin, Eno, Eyegene, Flexonase, Flexotide, Flolan, Fortum/Fortaz, Germolene, Grand-Pa, Horlicks, Imigran, Infanrix IPV, Levitra, Mulerone, Med-Lemon, NiQuitin, Odol, Panadol, Polident, Requip, Retrovir, Ribena, Rotarix, Scotts Emulsion, Sensodyne, Serevent, Seroxat/Paxil, TCP, Tums, Valloid, Valtrex, Ventolin, Wellbutrin, Zantac, Zeffix, Zofran, Zovirax, Zyban

GODREJ SOUTH AFRICA (PTY) LTD

Reg. Number: 2006/009711/07

VAT Number: 4690230034

BEE Rating: Level 8 Integrated BEE Solutions

Updated: 2017-08-12

Postal Address:	Physical Address:
PO Box 10331, Ashwood, Durban, 3605	11 Young Road, Pinetown, 3610
Tel: +27 31 710-1150	Fax.: +27 31 701-1162
Email: inecto@consumercontactcentre.co.za	Website: www.godrejsouthafrica.co.za

Shareholders

Shareholder	Percentage
Godrej Consumer Products Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Vivek Gambhir	2013-07-15	Non-Executive Director
Mr Naveen Gupta	2017-03-08	Executive Director
Mr Aaron Radomsky	2014-05-31	Executive Director

Managers

Name	Appointment Date	Designation
Mr Sudesh Sewsunker		Financial Manager

History of Business

Rapidol (Pty) Ltd was established in September 2006 when the operations of Rapidol Ltd, which had been in operation since June 1952, were transferred into a shelf company named Desert Star Trading 359 (Pty) Ltd for registration purposes. The company underwent a name change Godrej South Africa (Pty) Ltd on 1 October 2012.

Nature of Business

Godrej South Africa (Pty) Ltd manufactures hair dyes and hair care products, targeted primarily at the ethnic market. Products are distributed under the brand names Inecto, Renew and Touch of Silver by various retail outlets.

Nr. of Employees 100

Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	P K F (Durban) Inc
Company Year End	March
Brandnames	
Godrej, Inecto, Renew, Touch of Silver	
Trademarks	
Godrej	

HENKEL SOUTH AFRICA (PTY) LTD

Reg. Number: 1951/002861/07

VAT Number: 4690105327

BEE Rating: Level 4 Empoweryst CC

Updated: 2017-10-12

Postal Address:	Physical Address:
Private Bag X038, Wadeville, Germiston, 1422	Cnr Potgieter Road & Bosworth Street, Alrode Ext 4, Alberton, 1451
Tel: +27 11 617-2400	Fax.: +27 11 864-7888
Email:	Website: www.henkel.com

Branches

Branch	Area	Head	Tel
Henkel Cape Town	Western Cape		+27 21 531-0337

Shareholders

Shareholder	Percentage
Henkel Nederland BV	74.00
VUYA Investments (Pty) Ltd	26.00

Directors

Name	Appointment Date	Designation
Mr Ranjan Das	2017-00-00	Executive Human Resources Director - Sub-Saharan Africa
Mr Carsten Michael Kern	2015-03-25	Executive President
Mr Thsegofatso Benedict Sefolo	2011-06-01	Executive Director
Mr Marco Swoboda	2015-03-26	Executive Director

Managers

Name	Appointment Date	Designation
Ms Melanie Archary		Manager - Credit Control
Mr Johnathan Naicker		General Manager - Automotive & Metal
Ms Petro Steyn		Financial Manager

History of Business

Henkel South Africa (Pty) Ltd was established in August 1951. In October 1998 the assets and operations of Loctite (Pty) Ltd were incorporated into the company. In November 2007, the operations and assets of Henkel Technologies (Pty) Ltd were incorporated and in May 2008, the company acquired National Starch and Chemical (Pty) Ltd.

Nature of Business

Henkel South Africa (Pty) Ltd operates through the following business units:

- Adhesive Technologies manufactures and supplies adhesives, sealants and functional coatings, supplying consumers, craftsmen and the building industry.
- Laundry and Home Care is involved in the manufacture and supply of laundry detergents, laundry additives, dishwashing and hard surface cleaners, toilet care and air care products, polishing shoe creams, as well as insect control products.
- Beauty Care is involved in the manufacture and supply of hair care, body care, skin care and oral care products.

Nr. of Employees	284
Company Secretary	RSM Betty & Dickson
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	KPMG Inc
Company Year End	December

Brandnames

Agorex, Allume vite, Ballerina, BigD, bio presto, Bloom, Blue Star, Boston, Bref, Bruynzeel, Ceresit, Dial, Loctite, Pattex, Persil, Pril, Pritt, Purex, Schwarzkopf, Sellotape, Syoss, Technomelt, Teroson

Trademarks

Bloom, Boston, Dial, Loctite, Purex, Technomelt, Teroson

HOUSE OF ALOES (PTY) LTD (THE)

Trading As: Alcare	Updated: 2017-08-12
Reg. Number: 1965/006428/07	
VAT Number: 4250187525	
BEE Rating: Not Finalised	

Postal Address:	Physical Address:
PO Box 278, Albertina, 6695	39A Industrial Road, Albertina, 6695
Tel: +27 28 735-1454	Fax.: +27 28 735-1728
Email: info@alcare.co.za	Website: www.alcare.co.za

Branches

Branch	Area	Head	Tel
Alcare Durban	KwaZulu-Natal	Marius	+27 84 374-7819

Shareholders

Shareholder	Percentage
Coria Trust	29.20
Albertina Farmers	24.00
Mr JP Joubert	21.80
Pettitt Investments CC	18.20
Alofe (USA) LLC	6.80

Directors

Name	Appointment Date	Designation
Ms Sonja Aspinall	2003-05-22	Non-Executive Director
Mr Jean Pieter (JP) Joubert	2010-03-01	Non-Executive Director
Ms Shirley Pettitt	2003-05-22	Non-Executive Director

Managers

Name	Appointment Date	Designation
Mr Wimpie Calitz		Manager - Production and Quality Control
Ms Erica Gruber		Sales Manager
Mr Christo Joubert		Financial Manager & General Manager

Mr Marius van der Merwe	Sales Manager
History of Business	
The House of Aloes (Pty) Ltd t/a Alcare was established in 1985 utilising the registration details of a dormant company named Park Landagent (Pty) Ltd.	
Nature of Business	
The House of Aloes (Pty) Ltd t/a Alcare is involved in the manufacture and marketing of aloe products, including personal and healthcare products, supplying to retailers and to the public. Alcare Aloe products are distributed through a network of health shops and pharmacies, independent distributors and international distributors. Distribution agents are located in Gauteng, Western Cape, Eastern Cape/Border, KwaZulu-Natal, the Free State and China.	
Nr. of Employees	37
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	Andre Kleynhans Inc
Company Year End	February
Corporate Governance in Relation to SED & ED	
The company is not currently involved in any socio-economic or economic development programmes.	
Brandnames	
Alcare Aloe, Aloe Protect, Aloefe	

HUBERS CC

Trading As: The Kendal Group

Reg. Number: 2002/036058/23

VAT Number: 4150101634

BEE Rating: Level 4 Zola Management Consultants CC

Updated: 2017-08-12

Postal Address:	Physical Address:
PO Box 803, Howick, Durban, 3290	5 Ogilvie Street, Howink, Durban, 3291
Tel: +27 33 330-5341	Fax.: +27 33 330-5342
Email: hubers@mweb.co.za	Website: www.hubers.co.za

Directors

Name	Appointment Date	Designation
Ms Gloria Antonia Daphne Mc Connell	2008-03-27	Member
Mr Nicholas Mc Connell	2002-05-15	Member

History of Business

Hubers (Pty) Ltd was registered in June 1951 and converted to Hubers CC t/a The Kendal Group. The name was changed to Hubers Pharmacy (Pty) Ltd and in September 1977 the name changed back to Hubers CC t/a The Kendal Group. The operations of the company were originally established in the 1930's

Nature of Business

Hubers CC t/a The Kendal Group operates as a manufacturer and distributor of personal care products such as shampoo and body lotions.

The Kendal Group also consists of Garden Pride CC and The Cranford Trust, which are involved with the manufacture of plant food supplements and insect repellents.

Nr. of Employees	10 (Est.)
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	Alan H English and Co Accounting Services (Pty) Ltd
Company Year End	February

Corporate Governance in Relation to SED & ED

The company is not currently involved with any socio-economic or economic development programmes.

Brandnames

Garden Pride, Indian Hair Grower, iQhwa, Janet Carter's, QuintessencE, Roots, Snow White, Tremlmix

Trademarks

Garden Pride, Indian Hair Grower, iQhwa, Janet Carter's, QuintessencE, Roots, Snow White, Tremlmix

IMBALIE BEAUTY LTD

Trading As: Placecol
Reg. Number: 2003/025374/06
JSE Code: ILE
VAT Number: 4700242417
BEE Rating: Not Rated

Updated: 2017-02-02

Postal Address:	Physical Address:
PO Box 8833, Centurion, 0046	23 Saddle Drive, Woodmead Office Park, Woodmead, Johannesburg, 2191
Tel: +27 11 086-9800	Fax.: +27 12 621-3338/9
Email: info@imbaliebeauty.co.za	Website: www.imbaliebeauty.co.za

Shareholders

Shareholder	Percentage
SA Madiba Investments (Pty) Ltd	24.42
Holistics Remedies (Pty) Ltd	14.03
Unihold Group (Pty) Ltd	12.40
Ms. Esna Colyn	8.41
Ms. Anne-Marie de Beer	4.92
Gayatri Paper Mills (Pty) Ltd	3.97
Mr. Hendrik Christoffel Keyter	3.02

Directors

Name	Appointment Date	Designation
Ms Esna Colyn	2010-05-01	Chief Executive Officer
Mr Jaques Rossouw	2017-11-01	Executive Financial Director
Mr Theo Johan Schoeman	2012-05-30	Lead Independent Non-executive Director
Mr Bhekisisa James Themba (Bheki) Shongwe	2017-10-31	Non-Executive Chairman
Mr Wessel Petrus van der Merwe	2017-03-27	Non-Executive Director
Ms Deborah Lovella (Debbie) Wolfendale	2017-10-31	Non-Executive Director

History of Business

Zelpy 2170 (Pty) Ltd was incorporated as a private company on 10 October 2003 and was converted to a public company and changed its name to Placecol Holdings Ltd on 12 January 2007. The company underwent a further name change on 27 July 2009, to Skinwell Holdings Ltd. A further name change to Imbalie Beauty Ltd occurred on 11 June 2012.

Nature of Business

Imbalie Beauty Ltd and its subsidiaries operate countrywide as a franchisor, manufacturer, retailer and distributor of health, skin care, nail care, and beauty products in South Africa to selected pharmacies and the following outlets:

- Placecol Beauty Centres - 48 franchised and 11 company-owned outlets
- Dream Nails & Body - 29 franchised and 5 company-owned outlets
- World of Beauty - 4 franchised outlets
- Edgars outlets

The operating activities of the company-owned outlets include non-surgical health and beauty procedures. The company has an exclusive agency to distribute Nail Systems International's nail enhancement products.

Nr. of Employees	182
Company Secretary	Ms P Atkins
Banks	Absa Bank Ltd
Auditors	SAB and T Chartered Accountants Inc
Attorneys	Roodt Inc.
Turnover [2017]	R 96.58m (\$ 7.56m) As Per IRESS Financials (2017)
Profit	-R15.76m (-\$1.23m) As Per IRESS Financials (2017)
Company Year End	February

Transfer Secretaries

Name	Physical Address	Postal Address	Tel
Terbium Financial Services (Pty) Ltd	Business Partners Tower Hive, 5th Floor, 3 Caxton Road, Industria, 2093	PO Box 61272, Marshalltown	

Brandnames

Dream Nails Beauty, Illumine, Imbalie, Perfect 10, Placecol, Skinderm, World of Beauty

Trademarks

Dream Nails Beauty, Imbalie, Perfect 10, Placecol, Skinderm

Distribution Rights

Beaute Pacifique, beautyblender, Bioeffect, Bodyography, Nail Systems International

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
DreamNails Beauty (Pty) Ltd	South Africa	100.00
Enjoy Beauty (Pty) Ltd	South Africa	100.00
Imbalie Beauty Training Academy (Pty) Ltd	South Africa	100.00
Imbalie Innovation (Pty) Ltd	South Africa	100.00
Placecol Fresh Beauty (Pty) Ltd	South Africa	100.00
Placecol Skin Care Clinic (Pty) Ltd	South Africa	100.00

INDIGO BRANDS (PTY) LTD

Reg. Number: 2003/009934/07

VAT Number: 4880207594

BEE Rating: Level 8 EmpowerLogic (Pty) Ltd

Updated: 2017-08-14

Postal Address:	Physical Address:
PO Box 3460, Cape Town, 8000	16-20 Evans Avenue, Epping 1, Cape Town, 7460
Tel: +27 21 507-8500	Fax.: +27 21 507-8501
Email:	Website: www.indigobrands.com ; www.avi.co.za

Shareholders

Shareholder	Percentage
AVI Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Owen Peter Cressey	2006-05-25	Non-Executive Director
Mr Quinton Cronje	2013-04-05	Executive Marketing Director
Mr Simon Leigh Crutchley	2005-08-18	Non-Executive Director
Mr Duncan James Erskine	2013-04-05	Executive Financial Director
Mr John Bernard Knox	2017-07-01	Executive Managing Director
Mr Werner Thetard	2013-05-04	Executive Director

Managers

Name	Appointment Date	Designation
Ms Jill Alice Sindle	2015-02-28	Financial Manager & Company Secretary

History of Business

Indigo Cosmetics (Pty) Ltd was established on 1 July 2003 utilising the registration details of a shelf company and incorporating the assets and operations of the Cosmetics and Toiletry Division of National Brands Ltd, which was established in 1991. On 16 September 2010, the company underwent a further name change to Indigo Brands (Pty) Ltd.

Nature of Business

Indigo Brands (Pty) Ltd creates, manufactures and distributes cosmetics and toiletry products that range from mass market to bridge fragrances, including Yardley and Lentheric. It has licensing and manufacturing agreements for Coty, Rimmel, Adidas, Nailene, Sally Hansen, Guess and Royal Secret. Other brands include David Beckham, Antonio Banderas, Celine Dion, Kate Moss and Halle Berry.

Manufacturing, research and development are managed on-site. Indigo Brands is ISO accredited and has a five star NOSA rating.

Nr. of Employees	450
Company Secretary	Ms JA Sindle
Banks	Standard Bank of South Africa Ltd
Auditors	KPMG Inc
Turnover [2017]	R 1,194.50m (\$ 91.21m) (AVI Ltd's AR2017) (Personal Care Segment)
Profit	R241.50m (\$18.40m) (Operating) (AVI Ltd's AR2017) (Personal Care Segment)
Company Year End	June

Distribution Rights

Adidas, Coty, Guess, Lentheric, Nailene, Rimmel, Royal Secret, Sally Hansen, Yardley

ISABELLA GARCIA INTERNATIONAL (PTY) LTD

Reg. Number: 2008/002757/07

VAT Number: 4250256155

Updated: 2017-08-14

Postal Address:	Physical Address:
PO Box 64188, Highlands North, Johannesburg, 2037	29 Westbrook Drive, Strathaven, Sandton, Johannesburg, 2196
Tel: +27 86 142-7242	Fax.: +27 11 268-0824
Email: info@isabella-garcia.com	Website: www.isabellagarcia.co.za

Shareholders

Shareholder	Percentage
Capstone 438 (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Ms Sussanna Anna Du Plessis	2010-03-12	Chief Executive Officer
Mr Tobias Jacobus Jansen	2011-03-14	Executive Director
Ms Lyzanne Joubert	2011-03-14	Executive Director
Mr Martin Terri Kalmek	2008-04-09	Executive Director
Ms Liesl Willemien Matthews	2008-04-09	Executive Director
Mr Shachar Shlesinger	2008-04-09	Executive Director

Other Key Personnel

Name	Appointment Date	Designation
Ms Michelle Fouche		Financial Controller

History of Business

Haran Trading (Pty) Ltd was established in February 2008, undergoing a name change in June 2008 to Isabella Garcia International (Pty) Ltd.

Nature of Business

Isabella Garcia International (Pty) Ltd is involved in the manufacture and distribution of hair care, skin care and beauty products such as face wash and moisturisers.

Nr. of Employees	120
Banks	Standard Bank of South Africa Ltd
Auditors	Kaplin & Kaplin
Company Year End	May
Brandnames	
Isabella Garcia	

ISLICES MANUFACTURING (PTY) LTD

Trading As: ISlices SA

Reg. Number: 2006/025221/07

VAT Number: 4950233066

BEE Rating: Level 4 m-Power Ratings (Pty) Ltd

Updated: 2017-08-14

Postal Address:	Physical Address:
PO Box 4056, Halfway House, Johannesburg, 1685	208 Rosies Place, Glen Austin, Midrand, Johannesburg, 1685
Tel: +27 10 224-0134	Fax.:
Email: info@eyeslices.com	Website: www.eyeslices.com

Shareholders

Shareholder	Percentage
Industrial Development Corporation of South Africa Ltd	40.00
Ms. Kerryne Krause-Neufeldt	30.00
Mr. Tobias (Toby) Neufeldt	30.00

Directors

Name	Appointment Date	Designation
Mr Leonard Henry Fine	2011-05-31	Non-Executive Director
Ms Kerryne Krause-Neufeldt	2006-09-06	Chief Executive Officer
Mr Tobias (Toby) Neufeldt	2006-09-06	Executive Operations Director

History of Business

The company was established in August 2006 when a shelf company named Golden Pond Trading 523 (Pty) Ltd was utilised for registration purposes. In September 2006, the name changed to ISlices Manufacturing (Pty) Ltd.

Nature of Business

ISlices Manufacturing (Pty) Ltd t/a ISlices SA manufactures and wholesales eyeSlices Professional & Biotanix eye-pads which are supplied to salons, spas, retail chains, pharmacies and health stores throughout South Africa and exported worldwide. The product is a unique formulation of ingredients functioning in slow-release, patented cryogel dermal delivery treatment pads.

ISlides SA has the sole and exclusive license from I-Slices Innovations to manufacture the eyeSlides products for South Africa and the global markets, making use of the patented and tested manufacturing process.

Nr. of Employees	9 (Est.)
Banks	Absa Bank Ltd
Auditors	Lucro Auditing Inc
Company Year End	May
Production Capacity	
2.4 million p.a. (Eye-pad pairs)	
Brandnames	
CandyEyes, eyeSlides, eyeSlides Biotanix, eyeSlides Professional, Happyeyes, inVogueeyes, iSlides, Legendaryeyes	
Trademarks	
eyeSlides, iSlides	

JOHNSON AND JOHNSON (PTY) LTD

Reg. Number: 1930/002616/07

VAT Number: 4040104574

BEE Rating: Level 5 AQRate (Pty) Ltd

Updated: 2017-08-14

Postal Address:	Physical Address:
Private Bag X6, Tokai, Cape Town, 7966	241 Main Road, Retreat, Cape Town, 7945
Tel: +27 21 710-4111	Fax.:
Email: jnjza@its.jnj.com	Website: www.jnj.com

Branches

Branch	Area	Head	Tel
Johnson & Johnson Durban	KwaZulu-Natal		
Johnson & Johnson East London Manufacturing Facility	Eastern Cape		+27 43 709-3211
Johnson & Johnson Johannesburg	Gauteng		

Shareholders

Shareholder	Percentage
Johnson & Johnson International	100.00

Directors

Name	Appointment Date	Designation
Mr Gerasimos Kosmatos	2015-08-01	Executive Managing Director
Ms Karen Miranda Slater	2010-09-01	Executive Director - Regulatory & Medical Affairs

Managers

Name	Appointment Date	Designation
Ms Laura Margaret Elizabeth Nel		Manager - Head: Communication & Public Affairs

Other Key Personnel

Name	Appointment Date	Designation
Ms Sheree Van der Poll		Communications Officer

History of Business

Johnson and Johnson (Pty) Ltd was established in September 1930. On 1 April 2007, the Pfizer Consumer Healthcare Division of Warner-Lambert SA (Pty) Ltd was acquired.

Nature of Business

Johnson and Johnson (Pty) Ltd manufactures and distributes healthcare products, baby products and other products for men and women such as powders, shampoos, conditioners, soaps, oils, sanitary ware and over-the counter medicines. The company provides related services for the consumer, pharmaceutical and professional markets. Manufacturing is undertaken in East London and Cape Town.

Nr. of Employees	500
Banks	Absa Bank Ltd; First National Bank (a division of FirstRand Bank Ltd)
Auditors	PricewaterhouseCoopers Inc
Company Year End	December

Corporate Governance in Relation to SED & ED

The company offers community support, with focus areas including health and education as well as social support. Support is provided through annual grant payments, product support and assistance from its staff through volunteer involvement within the various organisations. Signature projects include HIV SA South Africa, the Protecting Futures Programme (Small Projects Foundation), Salem Baby Care Centre, St Bernards Hospice, Masizame Centre for the Mentally Disabled, Shaw Park Primary School (Bursary support for disadvantaged students), Mothers 2 Mothers, HOPE Preparatory school for HIV infected and affected children, and Product Giving programme through partnership with Community Chest of South Africa, specifically in the Western and Eastern Cape of South Africa. In addition, the company's HIV/AIDS workplace policy is recognised as the benchmark for J&J companies worldwide.

Brandnames

Anusol, Band-Aid, Benylin, Best for Baby Naturals, Clean & Clear, Daily Control, Deep Clean, Doktor Mom, Even & Clear, Imodium, Johnson's, Listerine, NATURALCALM, Neutrogena, Nicorette, Rehidrat, Savlon, Sinutab, Stayfree, Vermox, Visibly Even

Trademarks

Anusol, Band-Aid, Benylin, Best for Baby Naturals, Clean & Clear, Daily Control, Deep Clean, Doktor Mom, Even & Clear, Imodium, Johnson's, Listerine, NATURALCALM, Neutrogena, Nicorette, Rehidrat, Savlon, Sinutab, Stayfree, Vermox, Visibly Even

KALAHARI SPA (PTY) LTD

Reg. Number: 2001/006137/07

VAT Number: 4070255387

BEE Rating: Not Rated

Updated: 2017-08-14

Postal Address:	Physical Address:
PO Box 4383, Rivonia, Johannesburg, 2128	152 Western Service Road, Woodmead, Johannesburg, 2191
Tel: +27 11 656-4488	Fax.: +27 11 656-4484
Email: info@kalaharistyle.com	Website: www.kalaharilifestyle.com

Directors

Name	Appointment Date	Designation
Mr Johan Franck	2001-05-12	Executive Director
Ms Carina Petronella Francke	2013-02-07	Executive Director

Other Key Personnel

Name	Appointment Date	Designation
Mr Nick Hatherell		Public Officer
Ms Marika Heimerl		Bookkeeper

History of Business

The Cosmetic Appeal (Pty) Ltd was established in January 2010 utilising the registration details of a shelf company named Swanvest 295 (Pty) Ltd. In June 2010, the company underwent a name change to Kalahari Spa (Pty) Ltd.

Nature of Business

Kalahari Spa (Pty) Ltd is involved in the manufacture and export of skin care products to various countries worldwide. The company targets salons.

Nr. of Employees	18 (Est.)
Banks	Standard Bank of South Africa Ltd
Auditors	NMN Chartered Accountants
Company Year End	February

Corporate Governance in Relation to SED & ED

The company supports a school and food fund on a monthly basis. It is committed to giving back to the people of Africa through job creation and social upliftment. A percentage of every Kalahari product sold is sown back into local communities.

Brandnames

Kalahari

Trademarks

Kalahari

L'OREAL SOUTH AFRICA (PTY) LTD

Reg. Number: 1993/002698/07

VAT Number: 4340138074

BEE Rating: Level 8 Empowerdex (Pty) Ltd

Updated: 2017-08-07

Postal Address:	Physical Address:
Private Bag X2, Wendywood, Johannesburg, 2144	Building 17, The Woodlands Office Park, Woodlands Drive, Woodmead, Johannesburg, 2191
Tel: +27 11 286-0700	Fax.:
Email: consumer@za.loreal.com	Website: www.loreal.com

Shareholders

Shareholder	Percentage
L'Oreal South Africa Holdings Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Frederic Gauthier	2016-08-01	Executive Director
Mr Alexandre Popoff	2016-06-01	Executive Director
Mr Sandeep Shankar Rai	2014-09-01	Executive Managing Director
Mr Laurent Francois Marcel Schmitt	2012-04-02	Non-Executive Director

Managers

Name	Appointment Date	Designation
Mr Charles du Sautoy		Chief Financial Officer

History of Business

The company was established in May 1993, utilising the registration details of a dormant company named Carson Products Company SA (Pty) Ltd. In May 1996, the name was changed to Carson Products (Pty) Ltd. In 2000, the company purchased the SoftSheen Carson brand, which served as an entry point into the ethnic hair care market. In September 2001, the name was changed to L'Oreal South Africa (Pty) Ltd.

Nature of Business

L'Oreal South Africa (Pty) Ltd offers a variety of products which fall under five principal segments of the cosmetics industry: colouration, hair care, make-up, perfumes and skin care. L'Oreal South Africa imports its product range and distributes its products through four business units:

- Professional Products - salon hair care products.
- L'Oreal Lux - perfumes and skin care products which are distributed to select stores.
- Active Cosmetics - beauty solutions through health care distributors such as pharmacies.
- Consumer Products - distributes mass market categories of hair colour, skin care, styling and make-up to various clients.

SoftSheen Carson products are manufactured at the Midrand plant and products are exported throughout the African continent, Europe and the Middle East.

Nr. of Employees	500
Banks	Citibank Ltd; Standard Bank of South Africa Ltd
Auditors	Deloitte South Africa
Company Year End	December

Brandnames

Beautiful Beginnings, Beauty With Heart, Biotherm, Blue Ice, Cacharel, Clarisonic, Dark and Lovely, Diesel, Essie, Excelle, Garnier, Giorgio Armani, Guy Laroche, Inneov, Kerastase, Kiehl's, L'Oreal, L'Oreal Paris, L'Oreal Professional, La Roche-Posay, Lancome, Maison Martin Margiela, Matrix, Maybelline, Mizani, Pureology, Ralph Lauren, Redken, Restore Plus, Sadie, Sanoflore, Shu Uemura, SkinCeuticals, SoftSheen Carson, Urban Decay, Vichy, Viktor & Rolf, YvesSaintLaurent

LAMELLE RESEARCH LABORATORIES CC

Reg. Number: 2005/026197/23

VAT Number: 4190222176

Updated: 2017-08-15

Postal Address:	Physical Address:
Postnet Suite 406, Private Bag X75, Bryanston, Johannesburg, 2021	Building C1, Northlands Deco Park, Newmarket Road, Northriding, Johannesburg, 2169
Tel: +27 11 465-2264	Fax.: +27 11 463-5761
Email:	Website: www.lamelle.co.za

Directors

Name	Appointment Date	Designation
Mr Antonio Pestana De Barros	2005-02-25	Member
Mr Bradley Vincent Wagemaker	2005-02-25	Member

History of Business

Lamelle Research Laboratories CC was registered in February 2005.

Nature of Business

Lamelle Research Laboratories CC is involved in the manufacture of skin care products.

Nr. of Employees	25 (Est.)
Auditors	Abkarian White & Associates
Company Year End	February

Brandnames

Lamelle

LE-SEL RESEARCH (RF) (PTY) LTD

Reg. Number: 1987/001815/07

VAT Number: 4310119641

BEE Rating: Level 5 National Empowerment Rating Agency t/a NERA

Updated: 2017-08-15

Postal Address:	Physical Address:
Postnet Suite 44, Private Bag X65, Halfway House, Midrand, Johannesburg, 1685	1 New Road, Grand Central, Halfway House, Johannesburg, 1683
Tel: +27 11 654-9000	Fax.: +27 86 585-7396
Email: adeleo@lesel.co.za	Website: www.lesel.co.za

Shareholders

Shareholder	Percentage
Frodsham Family Trust	55.00
Management of Le-Sel Research (RF) (Pty) Ltd	8.00

Directors

Name	Appointment Date	Designation
Mr Jithandra Bridgmohan	2016-11-25	Executive Director
Ms Zoliswa Linda Copiso	2016-11-17	Executive Director
Mr Willem Hendrik (Willie) Fourie	2016-06-15	Executive Director
Mr Andrew Donald Frodsham	1995-12-19	Executive Managing Director
Mr Selwyn John Grimsley	2016-04-21	Executive Director
Mr Soteris Theorides	2008-08-01	Non-Executive Director

Managers

Name	Appointment Date	Designation
Ms Hayley Kohrs		Manager - Client Services
Ms Amanda Whiteman		Financial Manager

History of Business

Penta Products (Pty) Ltd was registered on 29 April 1987. In 1994, the company underwent a name change to Le-Sel Research (Pty) Ltd. In July 2008, the company underwent a restructure when a capital injection was made by Coronation Private Equity Consortium. In terms of amendments to the

Companies Act No. 71 of 2008, the name was subsequently changed to Le-Sel Research (RF) (Pty) Ltd on the 4 February 2016, so as to reflect that the company is a Ring Fenced company.

Nature of Business

Le-Sel Research (RF) (Pty) Ltd is involved in contract manufacturing and packaging of general cosmetics, such as hair products, suntan oils, toiletries and household cleaning products. Major clients include Unilever, AC Labs, Johnson and Johnson, Procter & Gamble, L’Oreal, Justine, Avon and Reckitt-Benkiser.

Nr. of Employees	245
Company Secretary	Ms EJ Willis
Banks	Mercantile Bank Ltd
Auditors	BDO South Africa Inc
Company Year End	June

Corporate Governance in Relation to SED & ED

The company donates to House of Emmanuel.

LEE CHEM LABORATORIES (PTY) LTD

Reg. Number: 1965/005160/07

VAT Number: 4030102620

BEE Rating: Level 4 Premier Verification (Pty) Ltd

Updated: 2017-08-15

Postal Address:		Physical Address:	
PO Box 30009, Mayville, Durban, 4058		12 Walter Place, Mayville, Durban, 4091	
Tel:	+27 31 209-7351	Fax.:	+27 31 209-4081
Email:	enquiries@leechem.co.za	Website:	www.leechem.co.za

Directors

Name	Appointment Date	Designation
Mr James Glyn Byrne	2013-08-15	Executive Director
Mr Christopher Raymond Melouney	2003-07-10	Executive Director
Mr Raymond Melouney	1966-05-12	Executive Director

Managers

Name	Appointment Date	Designation
Mr Paul Steel		Financial Manager

History of Business

Lee Chem Laboratories (Pty) Ltd was established in 1965.

Nature of Business

Lee Chem Laboratories (Pty) Ltd operates as a manufacturer of personal care and toiletry products which are supplied to wholesalers, retailers and pharmacies in South Africa. Products are also exported to 9 countries worldwide.

Nr. of Employees	59
Banks	Standard Bank of South Africa Ltd
Auditors	Moore Stephens South Africa (Pty) Ltd
Attorneys	Cox Yeats Attorneys
Insurance Brokers	Marsh Africa
Company Year End	February

Brandnames

Blue Steel, DX Smooth, Julienne, Mandy's, Salon Specifics

LISA SMIT ENTERPRISES CC

Reg. Number:	2002/051584/23	Updated:	2017-08-15			
VAT Number:	4870212281					
Postal Address:		Physical Address:				
PO Box 12090, Die Boord, Stellenbosch, 7613		28 Devon Valley, Stellenbosch, 7600				
Tel:	+27 21 886-6623	Fax.:	+27 21 886-6641			
Email:	info@theravine.co.za	Website:	www.theravine.co.za			
Directors						
Name	Appointment Date	Designation				
Ms Lisa Smit	2002-11-27	Managing Member				
Managers						
Name	Appointment Date	Designation				
Ms Helen Odendaal		Operations Manager				
Ms Annelise Ormerod		Business Development Manager				
Ms Juanita Scholtz		Manager - Education & Training				
Mr Shane Smit		Chief Financial Officer				
History of Business						
Lisa Smit Enterprises CC was established in 2004 utilising the registration details of a shelf company named King's Landing Trading 137 CC.						
Nature of Business						
Lisa Smit Enterprises CC is involved in the manufacture of skin care and beauty products.						
Nr. of Employees	10					
Banks	Standard Bank of South Africa Ltd					
Company Year End	February					
Brandnames						
Theravine						
Trademarks						
Theravine						

M3 COSMETIC LABS SOUTH AFRICA (PTY) LTD

Reg. Number:	2010/012094/07	Updated:	2017-08-15			
VAT Number:	4030256822					
Postal Address:		Physical Address:				
Postnet Suite 1128, Private Bag X9, Benmore, Johannesburg, 2010		8 Fortune Street, Unit 2, City Deep, Johannesburg, 2197				
Tel:	+27 11 613-4885	Fax.:				
Email:		Website:	www.organicshair.co.za			
Directors						
Name	Appointment Date	Designation				
Ms Mary Lee Joshua	2010-06-10	Chief Executive Officer				
Mr Michael Wayne Joshua	2010-02-15	Executive Director				
History of Business						
M3 Cosmetic Labs South Africa (Pty) Ltd was registered in June 2010.						
Nature of Business						
M3 Cosmetic Labs South Africa (Pty) Ltd is involved in the manufacture of hair care products for ethnic hair.						
Nr. of Employees	3					
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)					
Auditors	McMurray Aldum Inc					
Company Year End	December					
Brandnames						
Nexsheen Arganics						
Trademarks						
Nexsheen Arganics						

MARICO SOUTH AFRICA (PTY) LTD

Reg. Number: 1977/001752/07

VAT Number: 4670110552

Updated: 2017-08-16

Postal Address:	Physical Address:
PO Box 72625, Moberni, Durban, 4060	1474 South Coast Road, Moberni, Durban, 4052
Tel: +27 31 451-3900	Fax.: +27 31 451-3950
Email:	Website: www.maricosa.com

Shareholders

Shareholder	Percentage
Marico South Africa Consumer Care (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Ashish Joshi	2017-05-08	Executive Director
Mr Vivek Anant Karve	2016-07-29	Executive Director
Mr John Richard Mason	2007-12-18	Executive Managing Director
Mr Jacques Niewenhuyse	2013-07-05	Executive Director
Mr Ashutosh Jagdish Telang	2016-07-29	Executive Director

History of Business

Tutto (Pty) Ltd was established in July 1999 utilising a dormant company for registration purposes. Due to restructuring in May 2005, part of the operations of Enalen Pharmaceuticals (Pty) Ltd were taken over and incorporated into the company. The company simultaneously underwent a name change to Enalen Pharmaceuticals Consumer Division (Pty) Ltd and then underwent a further name change to Marico South Africa (Pty) Ltd on 11 February 2008.

Nature of Business

Marico South Africa (Pty) Ltd is involved in the manufacture and distribution of health, hair and skin care products.

Nr. of Employees	79
Banks	Standard Bank of South Africa Ltd
Auditors	PricewaterhouseCoopers Inc

Company Year End	March
Brandnames	
Black Chic, Caivil, Grace, Hercules, Ingwe, Just for Baby, kamillen & Jamilla, karazel	

NEOLIFE INTERNATIONAL (PTY) LTD

Reg. Number: 1971/005077/07

VAT Number: 4660112964

BEE Rating: Not Rated

Updated: 2017-08-12

Postal Address:	Physical Address:
Private Bag X400, Modderfontein, Edenvale, 1645	Long Meadow Business Estate, 2 Ayrshire Boulevard, Long Meadow, Edenvale, 1609
Tel: +27 11 409-3000	Fax.: +27 11 409-3800
Email:	Website: www.gnld.com

Shareholders

Shareholder	Percentage
GNLD International Inc	100.00

Directors

Name	Appointment Date	Designation
Mr William John Binns	1973-08-11	Executive Director
Mr Marco Taylor	2013-07-08	Executive Managing Director
Mr Roget Uys	1990-01-08	Executive Director

Managers

Name	Appointment Date	Designation
Ms Veronica Lock		Human Resources Manager
Mr Johan Francois Nel		Financial Manager

History of Business

Golden Products (Pty) Ltd was started in August 1971 and had a name change to Golden Neo-Life Diamite International (Pty) Ltd in April 1987. The name was changed to the GNLD International (Pty) Ltd in July 2006. The company underwent a further name change to Neolife International (Pty) Ltd in December 2016.

Nature of Business

Neolife International (Pty) Ltd is a direct distributor of nutritional products, skin care, health care and home care products. The company has a franchise agreement to manufacture and distribute

the group's range of products. 80% of the products are imported from the United States of America and Europe, while 20% is manufactured by contract manufacturers locally under license.

Approximately 50% is exported to East and West Africa.

Nr. of Employees	145
Company Secretary	Mr DR Thomas
Banks	Absa Bank Ltd
Auditors	Enslins Bethlehem Inc
Company Year End	December

Brandnames

Acidophilus Plus, All-C, Ami-Tone, Beta Guard, Body Luv, Cal-Mag, CARE, Carpet Glo, Fantastik, Formula IV, Full Motion, G1 Laundry, Golden Products, GR2 Control, Lemon Glo, Liqui-Vite, NeoLife, Nutrishake, Oxygen Bleach, Soft, Super 10, Super Gro, Tre-En-En, Vita Guard, Vita Squares, Wash 'n Wax

OH-LIEF NATURAL PRODUCTS (PTY) LTD

Reg. Number: 2013/205112/07

VAT Number: 4110266444

Updated: 2017-08-16

Postal Address:	Physical Address:
PO Box 148, Maitland, Cape Town, 7404	Cnr Loop and Long Streets, Maitland, Cape Town, 7405
Tel: +27 21 447-3538	Fax.: +27 86 500-9991
Email: info@ohlief.com	Website: www.ohlief.com

Directors

Name	Appointment Date	Designation
Ms Hester Christine Buchan	2013-11-04	Executive Managing Director

Managers

Name	Appointment Date	Designation
Ms Avril Van Zyl		Financial Manager

History of Business

Oh-Lief Natural Products (Pty) Ltd was registered in November 2013. Operations were originally started in 2010.

Nature of Business

Oh-Lief Natural Products (Pty) Ltd is involved in the manufacture and marketing of natural body products, made from 100% natural and organic raw ingredients which are safe for babies, toddlers and families.

Nr. of Employees	4
Banks	Standard Bank of South Africa Ltd
Company Year End	February

Brandnames

Oh-Lief

PALMER'S COSMETICS (PTY) LTD

Reg. Number: 1992/001432/07

VAT Number: 4060134287

BEE Rating: Not Disclosed

Updated: 2017-08-16

Postal Address:		Physical Address:	
PO Box 1355, Umhlanga Rocks, Durban, 4320		12 Walter Place, Mayville, Durban, 4091	
Tel:	+27 31 561-1065	Fax.:	+27 31 561-1064
Email:	sainfo@palmers.com	Website:	sa.palmers.com

Shareholders

Shareholder	Percentage
ET Brown Drug Company Inc	100.00

Directors

Name	Appointment Date	Designation
Mr Brian Neville Goodbrand	1998-03-25	Executive Managing Director
Mr Robert Charles Neiss	1992-03-25	Non-Executive Director
Mr Arnold Hayward Neiss	1992-03-25	Non-Executive Director

History of Business

Palmer's Cosmetics (Pty) Ltd was established in March 1992.

Nature of Business

Palmer's Cosmetics (Pty) Ltd imports and distributes skin care and hair care products. Products are available at Dis-Chem, Clicks, Pick 'n Pay, Baby City, Sparkport and selected pharmacies.

Nr. of Employees	3
Company Secretary	Ms D Rose
Banks	Standard Bank of South Africa Ltd
Auditors	BDO South Africa Inc
Company Year End	February

Brandnames

I'm the proof, Palmer's

Trademarks

I'm the proof, Palmer's

PREMIER FMCG (PTY) LTD

Reg. Number: 1968/002379/07

VAT Number: 4900114986

BEE Rating: Not Disclosed

Updated: 2017-10-17

Postal Address:	Physical Address:
Private Bag X2127, Isando, Johannesburg, 1600	Building 5, Maxwell Office Park, Magwa Crescent West, Midrand, Halfway House, Johannesburg, 1682
Tel: +27 11 565-4300 / +27 11 573-7200	Fax.: +27 86 614-5802
Email: Retha.Stoltz@premierfmcg.com	Website: www.premierfmcg.com

Branches

Branch	Area	Head	Tel
Premier Bakeries Aeroton	Gauteng		+27 11 494-4250
Premier Bakeries Bloemfontein	Free State		
Premier Bakeries Durban	KwaZulu-Natal		+27 31 250-4400
Premier Bakeries East London	Eastern Cape		+27 43 722-4010
Premier Bakeries King Williams Town	Eastern Cape		+27 43 642-1452
Premier Bakeries Manzini	Swaziland		+268 2 518-4044 / +268 2 518-4520
Premier Bakeries Maseru	Lesotho		+266 2 232-4417
Premier Bakeries Middelburg	Mpumalanga		+27 13 246-1644
Premier Bakeries Mthatha	Eastern Cape		+27 47 537-0080
Premier Bakeries Pinetown	KwaZulu-Natal		+27 31 702-9941
Premier Bakeries Port Elizabeth	Eastern Cape		+27 41 581-4221
Premier Bakeries Pretoria	Gauteng		+27 12 379-2173
Premier Bakeries Queenstown	Eastern Cape		+27 45 838-4146
Premier Bakeries Salt River	Western Cape		+27 21 442-3300
Premier Bakeries Temba	Gauteng		+27 12 719-8676
Premier Bakeries Thaba Nchu	Free State		+27 31 873-2151
Premier Bakeries Vereeniging	Gauteng		+27 16 422-3231
Premier Confectionery Johannesburg	Gauteng		

Premier Depot Bloemfontein	Free State	+27 51 435-7557
Premier Depot East London	Eastern Cape	+27 43 732-1650
Premier Depot Empangeni	KwaZulu-Natal	+27 35 772-5526
Premier Depot Epping	Western Cape	+27 21 534-1334
Premier Depot Ganyesa	North West	+27 72 406-9771
Premier Depot George	Western Cape	+27 44 874 0119
Premier Depot Kimberley	Northern Cape	+27 53 841-0064
Premier Depot Klerksdorp	North West	+27 18 294-5341
Premier Depot Kokstad	KwaZulu-Natal	+27 39 727-3939
Premier Depot Longmeadow	Gauteng	+27 10 005-4741 / +27 10 005-4745
Premier Depot Mafikeng	North West	+27 18 381-2596
Premier Depot Maputo	Mozambique	+258 2 147-8283
Premier Depot Nelspruit	Mpumalanga	+27 13 752-2234
Premier Depot Newcastle	KwaZulu-Natal	+27 34 375-7767
Premier Depot Nongoma	KwaZulu-Natal	
Premier Depot Polokwane	Limpopo	+27 15 293-2320
Premier Depot Port Elizabeth	Eastern Cape	+27 41 486-2440
Premier Depot Potchefstroom	North West	+27 18 294-5341
Premier Depot Rustenburg	North West	+27 14 538-1924
Premier Depot Upington	Northern Cape	+27 54 337-8250
Premier Maize Mill	Swaziland	
Premier Maize Mill Kroonstad	Free State	
Premier Milling Durban	KwaZulu-Natal	+27 31 250-4400
Premier Milling Kroonstad	Free State	
Premier Milling Ngwane	Swaziland	+268 2 518-5011 / +268 2 518-5310
Premier Milling Pretoria	Gauteng	+27 12 849-0500
Premier Milling Salt River	Western Cape	
Premier Milling Vereeniging	Gauteng	+27 16 455-1010

Divisions							
Division	Area	Head	Tel				
Premier Bakery	Gauteng		+27 11 565-4300				
Premier Confectionery	Gauteng		+27 11 565-4300				
Premier Exports	Gauteng		+27 11 565-4300				
Premier Home & Personal Care	Gauteng		+27 11 565-4300				
Premier Milling	Gauteng		+27 11 565-4300				
Shareholders							
Shareholder	Percentage						
Premier Group (Pty) Ltd	100.00						
Directors							
Name	Appointment Date	Designation					
Mr Jacobus Johannes (Kobus) Gertenbach	2011-07-18	Chief Financial Officer					
Mr Tjaart Nicolaas Kruger	2011-10-01	Chief Executive Officer					
Managers							
Name	Appointment Date	Designation					
Mr Gavin Campbell		Manager - Executive: Groceries & Africa/International					
Mr Frans Germishuizen		Manager - Executive: Human Resources					
Ms Siobhan O'Sullivan		Manager - Executive: Marketing & Strategy					
Mr Joel Daniel (Danie) Simpson		Manager - Executive: Bakeries					
Mr Arnouw van der Schyf		Manager - Executive: Sales					
History of Business							
Premier Foods (Pty) Ltd was established in October 1968 utilising a dormant company named Farm Fare Ltd for registration purposes and underwent a name change to Premier Foods Industries (Pty) Ltd.							
In 1998, a contract was signed between General Food Industries (Pty) Ltd (1974/000077/07) and Premier Food Industries Ltd (1968/002379/06), whereby Genfood acquired all the milling and							

baking operations of Premier Food Industries Ltd. In the course of restructuring, Premier Food Industries Ltd changed its name to General Food Industries (Pty) Ltd, and General Food Industries (Pty) Ltd changed its name to General Food Holdings (Pty) Ltd. In November 2001, General Food Industries (Pty) Ltd underwent a further name change to Premier Foods Ltd. In August 2009, the company converted to a private company and was renamed Premier Foods (Pty) Ltd.

During the period 2013/2014, several acquisitions were made increasing the footprint in the broader FMCG market and included: Star & Mr Bread bakeries in the Eastern Cape and Swaziland, Ngwane mills in Swaziland, Manhattan & Super C and Lil-Lets SA & UK operations. In October 2014, the La Femme operations of Libstar Manufacturing Solutions (Pty) Ltd were taken over and incorporated under Premier Foods. On 15 May 2015, Premier Foods (Pty) Ltd underwent a name change to Premier FMCG (Pty) Ltd.

Nature of Business

Premier FMCG (Pty) Ltd operates five divisions:

- Premier Milling – comprises 2 maize, 5 wheat mills located in South African and Swaziland. There are 14 warehouses. The mills are involved in the production and supply of wheat and flour to its bakeries as well as the production of specialist wheat flour for industrial use, maize bran and maize germ for the industrial, agricultural and export markets.
- Premier Bakery – comprises 16 bakeries and 24 distribution depots strategically situated around the country involved in baking and distribution of bread.
- Premier Confectionery -1 confectionery involved in the production of sweets such as marshmallows, gums and jellies as well as having a blending and packaging facility for fine powders such as baking powder, icing sugar and castor sugar. There is an on-site raw materials and finished products warehouse.
- Premier Home & Personal Care - manufactures a variety of cotton and other absorbent products including cotton buds, cosmetic facial pads and other feminine hygiene products. The operation offers contract manufacturing to brand owners such as Lil-Lets and Johnson & Johnson and the formal retail/wholesale sectors.
- Premier Exports – export of company products to the rest of Africa and the Middle East.

Nr. of Employees	9000
Company Secretary	Ms M Stoltz

Banks	Absa Bank Ltd; First National Bank (a division of FirstRand Bank Ltd); Rand Merchant Bank (a division of FirstRand Bank Ltd)
Auditors	KPMG Inc
Attorneys	Edward Nathan Sonnenbergs Inc / Webber Wentzel; Adams & Adams
Company Year End	March

Corporate Governance in Relation to SED & ED

The company's CSI initiatives include distribution of food to various organisations, including:

- Meals on Wheels
- Aerobeng Hospice
- Backhome Foundation
- Akani Diepsloot Foundation
- Vosloorus Old Age Home

The company also provides assistance and donations to the following initiatives:

- Phillipi House Food Pods Job Creation Project
- Tomorrow's Trust Christmas Party for orphaned children from disadvantaged communities

Production Capacity

600,000 tons p.a. (maize); 800,000 tons p.a. (wheat); 500 million p.a. (loaves of bread)

Brandnames

BB Bread, Blue Ribbon, Braipap, Dove, Impala, Invicta, Iwisa, Just Baked, Lil-lets, Manhattan, Mister Bread, Nyala, Premier Foods, S.U.B, Snowflake, Star Bread, Super Sun, SuperC, Vulco

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Border Star Bakery (Pty) Ltd	South Africa	100.00
Flora Cafe CC	South Africa	100.00
Lesotho Bakery (Pty) Ltd	Lesotho	100.00
Lil-Lets Group Ltd	United Kingdom	100.00
Lil-Lets UK Ltd	United Kingdom	100.00
Moul-Bie (S A) (Pty) Ltd	South Africa	100.00

PRIME PRODUCT MANUFACTURING (PTY) LTD

Reg. Number: 1997/014080/07

VAT Number: 4040169635

BEE Rating: Level 3 Business Evolved Verification (Pty) Ltd

Updated: 2017-08-16

Postal Address:	Physical Address:
PO Box 46, Hartebeespoort, 0216	Atomic Energy Corporation, Gate 3, Building VB5, Church Street West, Cnr Bushbuck Crescent & Impala Street, Hartebeespoort, 0216
Tel: +27 12 305-6582	Fax.: +27 12 305-6591
Email: info@primeproduct.co.za	Website: www.primeproductmanufacturing.com

Directors

Name	Appointment Date	Designation
Mr Jacobus Albertus Adriaan (Koos) Basson	1997-08-25	Executive Director - Equipment & Technical Design
Mr Harold Leonard Basson	2013-01-30	Non-Executive Chairman
Mr Quentin Jarvis	2006-06-29	Non-Executive Director
Mr Michael David (Mike) Rigby	1997-08-25	Chief Executive Officer
Ms Sonja Christina Steyn	1997-08-25	Executive Director - R&D

Managers

Name	Appointment Date	Designation
Ms Anelie Basson		Administration Manager
Ms Emma Malapane		Manager - Production & Packaging Frontline
Ms Nenet Toughey		Financial Manager

History of Business

Prime Product Manufacturing (Pty) Ltd was established in August 1997 taking over the assets, operations and liabilities of Prime Product Distributors CC.

Nature of Business

Prime Product Manufacturing (Pty) Ltd is involved in contract manufacturing and packaging of cosmetics, toiletries and personal care products for various clients in the cosmetic industry. The company researches and develops products such as sun care, skin care, body care, hair care, lip care, household products and aerosols. It produces a number of brand name items for companies such as Inco Labs, Annique, Avon Justine and Sh'zen.

Nr. of Employees	305
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	J Erasmus
Turnover [2017]	R 126.00m (\$ 9.30m) (As per company)
Company Year End	March

Corporate Governance in Relation to SED & ED

The company makes donations to Loerie Childrens Home, Pennies Childrens Home and Brachah Fund.

PROCTER AND GAMBLE SA (PTY) LTD

Reg. Number: 1957/003295/07

VAT Number: 4850102973

BEE Rating: Not Finalised

Updated: 2017-06-08

Postal Address:	Physical Address:
Private Bag X132, Rivonia, Johannesburg, 2128	10th, 11th & 12th Floors, 15 Alice Lane Towers, Alice Lane, Sandton, Johannesburg, 2196
Tel: +27 10 001-9652 / +27 86 011-2188	Fax.: +27 10 001-9954
Email: arendse.m@pg.com	Website: www.pg.com/en_ZA/

Shareholders

Shareholder	Percentage
Procter & Gamble AG	59.40
Proctor Gamble Company Inc	40.60

Directors

Name	Appointment Date	Designation
Mr Endre Frankl	2015-07-01	Executive Director
Mr Mogamat Faiz Nacerodien	2011-12-01	Executive Director
Mr Folasade Adenike Olashore	2010-11-05	Executive Director

History of Business

Richardson Vicks (Pty) Ltd was established in 1957. The name was changed to Permark International (Pty) Ltd in 1981. A management buyout occurred in 1987 and the name was changed to Procter and Gamble SA (Pty) Ltd.

Nature of Business

Procter and Gamble SA (Pty) Ltd operates as an importer and marketer of personal care products, both cosmetic and medicinal. Products are supplied to the industry, wholesalers and retailers such as Pick 'n Pay and Shoprite Checkers.

Procter and Gamble Manufacturing SA (Pty) Ltd, an affiliated company, undertakes the manufacture of Pampers disposable baby nappies and wipes.

Nr. of Employees	250 (Est.)
Banks	Citibank NA; Nedbank Ltd (a division of the Nedbank Group Ltd)

Auditors	Deloitte South Africa
Company Year End	June
Corporate Governance in Relation to SED & ED	
The company has supported the 'Always keeping girls in school' campaign since 2006.	
Brandnames	
Always, ambi-pur, Ariel, Braun, Gillette, Head & Shoulders, Hugo Boss, Olay, Old Spice, Oral B, P&G, Pampers, Pantene, Tampax, Venus, Vicks	
Trademarks	
P&G	

RAIN AFRICA INNOVATIONS (PTY) LTD

Reg. Number: 2015/305301/07

VAT Number: 4520265044

Updated: 2017-08-03

Postal Address:	Physical Address:		
PO Box 301, Swellendam, 6740	1 Station Street, Swellendam, 6740		
Tel:	+27 28 514-2926	Fax.:	+27 28 514-2928
Email:		Website:	www.rainafrica.com

Branches

Branch	Area	Head	Tel
Rain Africa Brooklyn	Gauteng		+27 72 595-9875
Rain Africa Bryanston	Gauteng		+27 72 595-9875
Rain Africa Cavendish Square	Western Cape		+27 21 674-5618
Rain Africa Durban	Kwazulu-Natal		+27 31 566-2140
Rain Africa Garden Route Mall	Western Cape		+27 44 887-0316
Rain Africa Somerset Mall	Western Cape		+27 21 852-3833
Rain Africa Swellendam Store	Western Cape		+27 28 514-1737
Rain Africa The Grove	Gauteng		+27 72 595-9875
Rain Africa V&A Waterfront	Western Cape		+27 21 425-5248
Rain Africa Willowbridge	Western Cape		+27 21 914-8842
The Rain Forest Day Spa Swellendam	Western Cape		

Directors

Name	Appointment Date	Designation
Mr Chris Francois Bosch	2017-05-15	Executive Director
Mr Simon Francis Dewhurst	2013-11-20	Executive Director
Mr Desmond Ernst Van Jaarsveld	2017-09-27	Executive Director

History of Business

Rain Africa Innovations CC (2011/061254/23) was established in April 2011 taking over the operations of Cocoon Promotions CC in March 2014. Rain Africa Innovations CC converted to a private company in August 2015.

Nature of Business

Rain Africa Innovations (Pty) Ltd operates as a manufacturer of body and bath products such as creams, foam bath, soap and oils. All products are handmade and are distributed through franchise stores and retail stores. There are 19 branches in South Africa and 4 others in New York, California and Ireland.

A spa, located in Swellendam, undertakes beauty treatments.

Nr. of Employees	101 (Head Office)
Company Secretary	Mr PM Bester
Banks	Standard Bank of South Africa Ltd
Auditors	Boshoff Visser Paarl (Pty) Ltd
Company Year End	February

RECKITT BENCKISER SOUTH AFRICA (PTY) LTD

Reg. Number: 1970/014554/07

VAT Number: 4230109508

BEE Rating: Not Disclosed

Updated: 2017-08-16

Postal Address:	Physical Address:
PO Box 164, Isando, Johannesburg, 1600	8 Jet Park Road, Elandsfontein, Germiston, 1601
Tel: +27 11 871-1611	Fax.: +27 11 871-1831
Email:	Website: www.rb.com

Shareholders

Shareholder	Percentage
Reckitt Benckiser Group Plc	100.00

Directors

Name	Appointment Date	Designation
Mr Parag Agarwal	2015-06-30	Executive Director
Mr Ataur Rashid Safdar	2017-05-01	Executive Director
Mr Matthew Alan Shaw	2014-01-01	Executive Director

Managers

Name	Appointment Date	Designation
Mr Samuel Dithoko		Financial Manager
Ms Nasreen Khan		Human Resources Manager

History of Business

Reckitt (Africa) Ltd was established in South Africa in 1888 and was an externally registered company until 2 November 1970 when the company underwent a conversion to a private company named Reckitt and Colman South Africa (Pty) Ltd. In May 2000, the company underwent a name change to Reckitt Benckiser South Africa (Pty) Ltd when Reckitt and Colman joined with Benckiser NV (Netherlands). The Colman Foods Division was sold to Tiger Oats.

Nature of Business

Reckitt Benckiser South Africa (Pty) Ltd manufactures, markets and distributes household cleaning products, over the counter medicines and care products. The company also imports pharmaceuticals, supplying on a direct sales and order basis.

Nr. of Employees	500
Company Secretary	Ms EN Annor
Banks	Standard Bank of South Africa Ltd
Auditors	PricewaterhouseCoopers Inc
Company Year End	December

Brandnames

Aerogard, Airwick, Baranne, Blitz, Bonjela, Brasso, Calgon, Calgonit, Clearasil, Cobra, Dettol, Disprin, Disprin CV, Durex, E45, Easy Off, Elderpryl, Finish, Fybogel, Gaviscon, Harpic, Jik, Karvol, Lemsip, Lutsine, Mortein, Mr Min, Mycota, Napisan-Vanish, Nugget, Nurofen, O'Cedar, Optrex, Pr, Quanto, Robin, Rodasol-Mortein, Sanpic, Scholl, Senokot, Silvo, Spray 'n Wash, St Marc, Steradent, Strepsils, Sweetex, Transact, Vanish, Veet, Windolene, Woolite, Zeb, Zebo

REGIMA INTERNATIONAL SKIN TREATMENTS CC

Reg. Number: 2008/127748/23	Updated: 2017-08-16	
Postal Address: PO Box 9523, Edenglen, Edenvale, 1613	Physical Address: 20 River Road, Morning Hill, Bedfordview, 2007	
Tel: +27 11 615-2869	Fax.: +27 11 616-8008	
Email: info@regima.com	Website: www.regima.com	
Directors		
Name	Appointment Date	Designation
Ms Jacqueline Faucitt	2008-06-18	Managing Member
Mr Peter Andrew Faucitt	2008-06-18	Member
Other Key Personnel		
Name	Appointment Date	Designation
Ms Bernadine Wright		Bookkeeper
History of Business		
RegimA International Skin Treatments CC was established in June 2008.		
Nature of Business		
RegimA International Skin Treatments CC is involved in the manufacture and distribution of skin care products.		
Nr. of Employees	15	
Banks	First National Bank (a division of FirstRand Bank Ltd)	
Auditors		
Company Year End	February	
Corporate Governance in Relation to SED & ED		
The company is currently not involved in any socio-economic or economic development programmes.		
Brandnames		
RegimA		

REVLON SOUTH AFRICA (PTY) LTD

Reg. Number: 1959/002102/07

VAT Number: 4260109519

BEE Rating: Not Finalised

Updated: 2017-08-17

Postal Address:	Physical Address:
PO Box 205, Isando, Johannesburg, 1600	28-30 Tungsten Road, Isando, Johannesburg, 1601
Tel: +27 11 971-0800	Fax.: +27 11 974-7313
Email:	Website: www.revlon.co.za

Shareholders

Shareholder	Percentage
Revlon Offshore Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Yossi Almani	2016-03-01	Executive Director
Mr Mitra O'Neil	2015-05-01	Non-Executive Director
Mr Michael Thomas Sheehan	2000-10-01	Non-Executive Director

Managers

Name	Appointment Date	Designation
Mr Enrico Baldassari		General Manager
Mr Levi Thamage		Financial Manager

History of Business

Revlon South Africa (Pty) Ltd was registered on 18 June 1959.

Nature of Business

Revlon South Africa (Pty) Ltd is involved in the manufacture of toiletries and cosmetics supplying pharmacies, wholesalers and department stores countrywide.

Nr. of Employees	230
Company Secretary	Mr GA Camina Rojas

Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	KPMG Inc
Company Year End	December
Brandnames	
24 Seven, 3D Extreme, Age Defying, Almay, AquaMarine, Beyond Natural, Charlie, Charlie Crystal Chic, Charlie Gold, Charlie Neon Chic, Charmed, Colorburst, ColorStay, Colorstay Overtime, Colorstay Ultimate, Creme Gloss, Custom Creations, CustomEyes, Cuticle Care, Doubletwist, Elasticolor, Essentials, Exclusive Bold Impact, Fabulash, Fire & Ice, Flair, Flex, Grow Luscious, Hydra Boost, Just Bitten, Lash Fantasy Total Definition, Little Secrets, Love Her Madly, Love is in the Air, Love Letter, Luxurious Color, Magic Dreams, Matte Collection, MegaLash, Metropolis, Midnight Garnet, Mitchum, Moon Drops, Nail Care, Nail Enamel, New Complexion, Perfect Finish, Photoready, Pink Happiness, Pink Sparkle, Plumberry, Protect, Pub, Pure Skin, Pure Skin Care, Radar, Red Alert, Revlon, Rhapsody, Sculpt-Logic, Simply Enchanting, Smoky Quartz, So Very Me, Soft & Smooth, Soft Luxe, SoftFlex, Spice, Splendid, Spot Stop, Stay Active, Strengthen and Grow, Sunlit Jade, Super Lustrous, Tender Peach, Tiger Eye, Top Speed, Total Definition, Touch & Glow, True Blue, Unforgettable, Unforgettable Nights, Velvet Creme, Whimsical, White Blossom	
Trademarks	
24 Seven, 3D Extreme, Age Defying, Age Defying with DNA Advantage, Almay, AquaMarine, Beyond Natural, Botafirm, Charlie, Charlie Crystal Chic, Charlie Gold, Charlie Neon Chic, Charmed, Colorburst, ColorStay, Colorstay Aqua, Colorstay Overtime, Custom Creations, CustomEyes, Doubletwist, Elasticolor, Exclusive Bold Impact, Fabulash, Fire & Ice, Flair, Flex, Grow Luscious, Grow Luscious Plumping, Hydra Boost, Just Bitten, Lash Fantasy Total Definition, Love Her Madly, Love is in the Air, Love Letter, Luxurious Color, Luxurious Cover, MegaLash, Metropolis, Moon Drops, New Complexion, Photoready, Pink Happiness, Pink Sparkle, Pub, Red Alert, Revlon, Rhapsody, Simply Enchanting, So Very Me, Soft & Smooth, Soft Luxe, SoftFlex, Solorstay Ultimate, Super Lustrous, Top Speed, Total Definition, Touch & Glow, True Blue, Unforgettable, Velvet Creme, Whimsical, White Blossom	

ROLFE INDUSTRIAL HOLDINGS (PTY) LTD

Trading As: Rolfe Laboratories

Reg. Number: 1967/005666/07

VAT Number: 4190101354

Updated: 2017-08-17

Postal Address:	Physical Address:
PO Box 2220, Mount Edgecombe, 4300	Kingfisher Park, Block 5, 28-30 Siphosethu Road, Mount Edgecombe, 4302
Tel: +27 31 502-3301	Fax.: +27 31 502-3431

Branches

Branch	Area	Head	Tel
Rolfe Middelburg	KwaZulu-Natal		

Directors

Name	Appointment Date	Designation
Mr Gavin John Connor	1993-09-13	Executive Financial Director
Mr Philip Stanley Rolfe	1981-09-15	Executive Chairman
Mr Bradford John Rolfe	1993-09-13	Executive Operations Director

History of Business

Playboy Consumer Products (Pty) Ltd was established on 29 May 1967, undergoing a name change to Rolfe Laboratories (Pty) Ltd. In December 2001, the company name was changed to Rolfe Industrial Holdings (Pty) Ltd.

Nature of Business

Rolfe Industrial Holdings (Pty) Ltd t/a Rolfe Laboratories operates as a contract manufacturer of various toiletries, including Status deodorant, Aqua Velva deodorant, Body Mist deodorant and Sixth Sense amongst others, on behalf of various toiletry companies.

Nr. of Employees	155
Banks	Standard Bank of South Africa Ltd
Auditors	Grant Thornton South Africa (Pty) Ltd
Company Year End	February

SCENT PAC (PTY) LTD

Reg. Number: 2015/361868/07

VAT Number: 4450105145

BEE Rating: Level 6 Moore Stephens Consulting (Pty) Ltd

Updated: 2017-07-17

Postal Address:	Physical Address:
PO Box 377, Paarden Eiland, Cape Town, 7420	10 Industry Road, Paarden Eiland, Cape Town, 7405
Tel: +27 21 514-3100	Fax.: +27 21 510-5830
Email: nuraan@scentpac.co.za	Website: www.scentpac.co.za

Directors

Name	Appointment Date	Designation
Mr Robert George Tiffin	2015-10-12	Executive Managing Director

Managers

Name	Appointment Date	Designation
Ms Theresa Maraj		Human Resources Manager
Ms Ayesha Sassman		Operations Manager

History of Business

African Extracts CC was established in 1990 by Mr RG Tiffin, undergoing a name change to Scent Pac CC (1990/019946/23) on 10 September 2001. It converted to a private company in October 2015.

Nature of Business

Scent Pac (Pty) Ltd operates as a manufacturer of body lotions, creams, soaps, hair care products and potpourri, which is packed and sold to retailers such as Clicks, Pick 'n Pay and Edgars. The company also makes up gift packs comprising face cloths, soaps and bath pearls.

Nr. of Employees	90
Banks	Standard Bank of South Africa Ltd
Auditors	Braude Gordon & Co
Attorneys	DM Kisch Inc
Insurance Brokers	Phoenix Risk Solutions (Pty) Ltd

Company Year End December

Units Manufactured

Production for 2016:

404,178 (units of skincare products)

SERENDIPITY TOILETRIES (PTY) LTD

Reg. Number: 2010/002124/07

VAT Number: 4440256461

BEE Rating: Not Disclosed

Updated: 2017-08-17

Postal Address:	Physical Address:
PO Box 1926, Silverton, Pretoria, 0127	210A Battery Street, Silverton Ext 58, Pretoria, 0184
Tel: +27 12 803-7999	Fax.: +27 12 803-0761
Email: admin@serendipitytoiletries.co.za	Website: www.serendipitytoiletries.co.za

Directors

Name	Appointment Date	Designation
Ms Sakina Gillian Bowhay-Buoy	2017-05-02	Executive Financial Director
Mr Andre David Theron	2010-02-08	Executive Managing Director
Ms Martha Isabella Theron	2010-02-08	Executive Operations Director

Managers

Name	Appointment Date	Designation
Mr Louise Steyn		Financial Manager

History of Business

Serendipity Toiletries (Pty) Ltd was established in September 2010 utilising a shelf company named Cyndara 130 (Pty) Ltd for registration purposes.

Nature of Business

Serendipity Toiletries (Pty) Ltd is involved in the manufacture and distribution of cosmetic products. The company exports 50% of its products to the United Kingdom, Canada and the United States of America and supplies 50% to clients locally.

Nr. of Employees	55
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	Le Roux Rekenmeesters CC
Company Year End	February

Corporate Governance in Relation to SED & ED

The company is not currently involved with any socio-economic or economic development programmes.

Brandnames

Asquith, Summerset

SKIN REJUVENATION TECHNOLOGIES (PTY) LTD

Trading As: Optiphi

Reg. Number: 2004/028652/07

VAT Number: 4150250241

Updated: 2017-08-17

Postal Address:	Physical Address:
PO Box 17198, Lyttleton, Pretoria, 0140	Building 10, Southern Implants Office Park, 1 Albert Street, Irene, Pretoria, 0157
Tel: +27 12 667-6244	Fax.: +27 12 667-6258
Email: info@optiphi.com; irene.h@southmed.co.za	Website: www.optiphi.com

Shareholders

Shareholder	Percentage
MDS Trust	51.80
JSV Trust	18.20

Directors

Name	Appointment Date	Designation
Mr Graham Alan Blackbeard	2005-01-25	Non-Executive Director
Mr Malan De Villiers	2005-01-25	Executive Managing Director

Managers

Name	Appointment Date	Designation
Mr Gustav Eshberger		Operations Manager
Ms Irene Horn		Financial Manager

History of Business

Southern Biotech (Pty) Ltd t/a Optiphi was established in 2005. In May 2008, the company underwent a name change to Skin Rejuvenation Technologies (Pty) Ltd t/a Optiphi.

Nature of Business

Skin Rejuvenation Technologies (Pty) Ltd t/a Optiphi operates as a manufacturer of facial rejuvenating and anti-aging beauty products.

Nr. of Employees	40
Banks	Standard Bank of South Africa Ltd
Auditors	Johan Zwarts Management Services CC
Turnover [2016]	R 25.00m (\$ 1.83m) (Est. as per company)
Company Year End	February
Corporate Governance in Relation to SED & ED	
The company provides various charities and underprivileged organisations with donations.	
Brandnames	
Optiphi	
Trademarks	
Optiphi	

SUN FACTOR LABORATORIES CC

Reg. Number: 2001/072762/23

VAT Number: 4570189060

BEE Rating: Not Disclosed

Updated: 2017-08-19

Postal Address:	Physical Address:
PO Box 348, Muizenberg, Cape Town, 7950	Capricorn Business Park, Prince George Avenue, Muizenberg, Cape Town, 7950
Tel: +27 21 709-0020	Fax.: +27 21 709-0973
Email: sunfactor@mweb.co.za	Website: www.lipbranding.com

Directors

Name	Appointment Date	Designation
Ms Jaione Pletts	2001-10-19	Member

Managers

Name	Appointment Date	Designation
Mr Wouter de Wit		General Manager & Bookkeeper

History of Business

Sun Factor Laboratories CC was established in 1989 and converted to a private company in January 2000. It reverted to a close corporation in October 2001.

Nature of Business

Sun Factor Laboratories CC manufactures and exports lip-balms and other toiletries under its own label, MEDILIP. The company also undertakes contract manufacturing and fills lip-balms and other toiletries for customers under their own label.

Nr. of Employees	25
Banks	Standard Bank of South Africa Ltd
Auditors	Moore Stephens South Africa (Pty) Ltd
Company Year End	June

Brandnames

MEDILIP

TARTAN TIMBERS (PTY) LTD

Reg. Number: 1969/012435/07

VAT Number: 4220131785

Updated: 2017-08-19

Postal Address:	Physical Address:
PO Box 4, Eshowe, 3815	Heleza Moya Farm, Mtunzini, 3867
Tel: +27 35 340-7008	Fax.: +27 86 650-0933
Email: grant@soil.co.za	Website: www.soil.co.za

Directors

Name	Appointment Date	Designation
Mr Brett Gregory McMurray	2000-03-01	Executive Director
Mr Grant Ross McMurray	2007-05-30	Executive Managing Director
Mr Stuart Norman McMurray	1992-03-31	Executive Director

Managers

Name	Appointment Date	Designation
Ms Maren Natalie McMurray		Financial Manager

History of Business

Tartan Timbers (Pty) Ltd was established in August 1969.

Nature of Business

Tartan Timbers (Pty) Ltd is involved in the growing, farming and processing of certified organic aromatherapy products. The products are sold by Veld Botanicals (Pty) Ltd.

Nr. of Employees	10 (Est.)
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	C and H Accounting Inc
Company Year End	February

Brandnames

SOil, Treemendus

TIGER CONSUMER BRANDS LTD

Reg. Number: 1972/006590/06

VAT Number: 4280101744

BEE Rating: Level 3 EmpowerLogic (Pty) Ltd

Updated: 2017-07-24

Postal Address:	Physical Address:
PO Box 78056, Sandton, Johannesburg, 2146	3010 William Nicol Drive, Bryanston, Johannesburg, 2191
Tel: +27 11 840-4000	Fax.: +27 11 557-3334
Email: companysecretary@tigerbrands.com	Website: www.tigerbrands.com

Divisions

Division	Area	Head	Tel
Tiger Consumer Groceries	Gauteng		
Tiger Consumer Home, Personal Care and Baby	Gauteng		+27 11 840-4000
Tiger Consumer Out of Home	Gauteng		+27 11 840-4000
Tiger Consumer Snacks, Treats & Beverages	Gauteng		+27 11 840 4000
Tiger Consumer Value Added Meat Products	Gauteng		+27 11 840-4000

Shareholders

Shareholder	Percentage
Tiger Brands Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Noel Patrick Doyle	2013-01-01	Executive Director
Mr Alan Grattan Kirk	2013-07-15	Executive Director
Mr Lawrence Charles MacDougall	2016-05-10	Executive Director
Mr Pieter Willem Spies	2017-02-01	Executive Director
Mr Clive Frederick Harold Vaux	2000-09-26	Executive Director

Managers		
Name	Appointment Date	Designation
Ms Brenda Koornneef		Manager - Group: Marketing & Corporate Strategy
History of Business		
<p>In 1972, Tiger Brands Ltd established a company, Tiger Milling & Feeds Ltd as its main operating subsidiary. On 23 August 1984, the name was changed to Tiger Food Industries Ltd and again in June 2000 to Tiger Food Brands Ltd. In April 2007, the name was changed to Tiger Consumer Brands Ltd. In October 2006, the consumer business unit of Adcock Ingram Healthcare (Pty) Ltd was acquired and incorporated as a division. In May 2009, the company bought the Crosse & Blackwell Mayonnaise business from Nestle (South Africa) (Pty) Ltd. Effective 1 April 2007, the company acquired 100% of the operations, assets and liabilities of Enterprise Foods (Pty) Ltd incorporating it into the Value Added Meat Products (VAMP) division. On 1 October 2016, the operations of Langeberg and Ashton Foods (Pty) Ltd as well as Imex International (Pty) Ltd were incorporated into Tiger Consumer Brands Ltd.</p>		
Nature of Business		
<p>Tiger Consumer Brands Ltd manufactures, distributes and markets homecare, personal care products, food and beverage brands, comprising the following businesses:</p> <ul style="list-style-type: none">• Groceries - Manufactures and distributes grocery products such as mayonnaise, canned fruit and vegetables, peanut butter, tomato sauce and jams. The international exports labels for Langeberg & Ashton Foods are also manufactured by Tiger Consumer Brands Ltd and the exporting is undertaken by Tiger Brands Ltd.• Home, Personal Care & Baby (HPCB) - Manufactures and distributes home care, personal care and baby products. Products include pest insecticides, air care, sanitary products, baby food and lotion, surface cleaners, laundry products and dish washing products.• Vamp (Value Added Meat Products) processes meat products under the brands Enterprise, Renown and Mielie Kip. Pork Packers. An abattoir located in Olifantsfontein, is also operated.• Snacks, Treats & Beverages - Manufacture and distribute sweets, snacks, cordials, fruit juice concentrate, carbonated fruit juice and energy drinks.• Out of home - Food service solutions are provided to customers which include franchised restaurant groups, hotel groups, catering groups, airlines as well as other select distributor networks.		

There are 19 manufacturing plants.

Nr. of Employees	4729
Company Secretary	Ms T Naidoo
Banks	Nedbank Ltd (a division of the Nedbank Group Ltd)
Auditors	Ernst and Young Inc
Turnover [2016]	R 13,465.90m (\$ 980.80m) (Tiger Brands Ltd's AR2016) (R11,029.3m - Consumer Brands Food: R4,700.8m - Groceries; R2,270.8m - Snacks & Treats; R1,326.4m - Beverages; R2,229.6m - Value Added Meat Products; R501.7m - Out of Home) (R2,436.6m - HPCB: R682.4m - Personal Care; R862.1m - Baby Care; R892.1m - Home Care)
Company Year End	September

Activities

Activity	Percentage
Beverages	10.00
Groceries	35.00
Home, Personal & Baby Care	18.00
Out of Home	3.00
Snacks & Treats	17.00
Value Added Meat Products	17.00

Brandnames

Airoma, All Gold, Allsorts, Beacon, Bio Classic, Black Cat, Bokkie, Colmans, Crosse & Blackwell, Damascus, Dolly Varden Glycerine, Doom, Elizabeth Anne, Energade, Enterprise, Fizzpop, Game, Hall's, Hugo's, Ingram's Camphor Cream, Jelly Tots, Jeyes, Jungle Energy Bar, Kair, Koo, Lemon Lite, Maynards, Mielie-Kip, MMMallows, Monis, Mrs Balls, Oros, Peaceful Sleep, Perfect Touch, Protein Feed, Purity, Renown, Rose's, Smoothies, Status, Super 7, Toff-O-Luxe, Wilsons, XXX

Trademarks

Airoma, All Gold, Allsorts, Beacon, Black Cat, Crosse & Blackwell, Dolly Varden Glycerine, Doom, Elizabeth Anne, Energade, Enterprise, Hall's, Ingram's Camphor Cream, Jelly Tots, Jeyes, Jungle Energy Bar, Kair, Koo, Lemon Lite, Maynards, Mielie-Kip, MMMallows, Oros, Perfect Touch, Protein Feed, Purity, Renown, Smoothies, Status, Super 7, Wilsons

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Bromor Foods (Pty) Ltd	South Africa	100.00
Davita Trading (Pty) Ltd	South Africa	100.00
Tiger Brands Ltd	South Africa	5.40

UNILEVER SOUTH AFRICA (PTY) LTD

Reg. Number: 1939/012365/07

VAT Number: 4680205715

BEE Rating: Not Rated

Updated: 2017-08-02

Postal Address:	Physical Address:
PO Box 4923, Durban, 4001	La Lucia Ridge Office Estate, 15 Nollsworth Crescent, Nollsworth Park, La Lucia, Durban, 4051
Tel: +27 31 570-2000	Fax.: +27 31 570-3500
Email:	Website: www.unilever.co.za

Branches

Branch	Area	Head	Tel
Unilever South Africa Boksburg (Khanyisa)	Gauteng		
Unilever South Africa Boksburg Home Care Factory	Gauteng		+27 11 898-5000
Unilever South Africa Boksburg Margarine Factory	Gauteng		+27 11 898-5000
Unilever South Africa Durban (Indonsa Savoury Factory)	KwaZulu-Natal		+27 31 285 0100
Unilever South Africa Durban (Maydon Warf Factory)	KwaZulu-Natal		
Unilever South Africa Johannesburg	Gauteng		+27 11 540-0400
Unilever South Africa Midrand (Lordsview Factory)	Gauteng		
Unilever South Africa Pietermaritzburg Factory	KwaZulu-Natal		

Shareholders

Shareholder	Percentage
Unilever South Africa Holdings (Pty) Ltd	100.00

Directors

Name	Appointment Date	Designation
Mr Luc-Olivier Marquet	2017-02-17	Executive Vice-President
Mr Philip Jurgen Sasse	2014-01-01	Executive Director & Vice President: Finance

Managers		
Name	Appointment Date	Designation
Mr Vishal Bhola		Manager - Marketing Executive: Home Care
Ms Mechell Chetty		Manager - Vice President: Human Resources
Mr Sandeep Desai		Manager - Vice President: Supply Chain: Southern Africa
Ms Sibonile Dube		Manager - Executive: Corporate Affairs
Mr Enver Groenewald		Manager - Media: Africa
Mr Steven Hermiston		Manager - Vice President: Customer Development
Ms Nomsa Khanyile		Manager - Country & Customer Development: Africa
Ms Angela Klute		Manager - Vice President: Foods
Ms Lethepu Matshaba		Manager - Vice President: Home Care: Southern Africa
Ms Kim Lisa Morgan-Verlaque	2014-06-01	Manager - General Counsel: Africa & Company Secretary
Mr Anthony Mun-Gavin		Manager - Director: Personal Care
History of Business		
Internationale Maatschappy Voor Handel en Nywerheid (Pty) Ltd was established in March 1939, undergoing a name change to Lever Pond's (Pty) Ltd in May 1978. The company underwent a further name change in September 2004, to Unilever South Africa Home and Personal Care (Pty) Ltd. In October 2007, it underwent another name change to Unilever South Africa (Pty) Ltd, when the operations of Unilever South Africa Ice Cream (Pty) Ltd and Unilever South Africa Foods (Pty) Ltd were acquired and incorporated.		
Nature of Business		
Unilever South Africa (Pty) Ltd manufactures, markets and distributes personal, home care and food products including margarine, tea, ice cream, offering global product development and marketing services. The company has seven factories.		
Nr. of Employees	3500	

Company Secretary	Ms KL Morgan-Verlaque
Banks	Citibank NA
Auditors	PricewaterhouseCoopers Inc
Company Year End	December

Corporate Governance in Relation to SED & ED

Unilever South Africa is actively involved in numerous Corporate Social Responsibility programmes. These include improving sanitation facilities and promoting hygiene in schools through the 'Domestos Cleaner Toilets Brighter Future' and 'Germ Buster Club' campaigns. The company also plays a leading role in World Toilet Day and Global Handwashing Day, which take place annually.

Brandnames

Aromat, Axe, Bertolli, Breeze, Brut, Calippo, Clear, Close Up, Comfort, Cornetto, Country Spread, Cremendous, Culinesse, Cup-a-Snack, Cup-a-Soup, Dawn, Dirt is Good, Domestos, Dove, Fissan, Flora, Fresh Ideas, Gino Ginelli, Glen, GoodStart, Handy Andy, Hellmans, Impulse, Joko, Knorr, Knorrox, Lifebuoy, Lipton, Lux, Magnum, Mentadent P, Mince Mate, Ola, Omo, Organics, Pears, Pepsodent, Ponds, Quix, Radox, Rajah, Rama, Robertsons, Rondo, Shield, Signal, Skip, Solero, Stork, Sunlight, Sunsilk, Surf, TRESemme, Unilever, Vaseline, Vim, VO5

Trademarks

Aromat, Axe, Bertolli, Breeze, Brut, Calippo, Close Up, Comfort, Cornetto, Country Spread, Cremendous, Culinesse, Cup-a-Snack, Cup-a-Soup, Dawn, Dirt is Good, Domestos, Dove, Fissan, Flora, Fresh Ideas, Glen, GoodStart, Handy Andy, Hellmans, Impulse, Joko, Knorr, Knorrox, Lifebuoy, Lipton, Lux, Magnum, Mentadent P, Mince Mate, Ola, Omo, Organics, Pears, Ponds, Quix, Radox, Rajah, Rama, Robertsons, Shield, Signal, Skip, Solero, Stork, Sunlight, Sunsilk, Surf, TRESemme, Unilever, Vaseline, VO5

Direct Subsidiaries, Associates & Investments

Company Name	Country	Percentage
Nollsworth Park Properties (Pty) Ltd	South Africa	100.00

General Comment

On 22 September 2017, Remgro Ltd announced that it had, through its wholly owned subsidiary Robertsons Holdings (Pty) Ltd, entered into an agreement with certain entities within the Unilever Plc group of companies, whereby Remgro's entire shareholding of 25.75% in Unilever South Africa Holdings (Pty) Ltd will be exchanged to full ownership of the Unilever spreads business in Southern

Africa plus R4.9bn. Remgro's nominated director, JJ du Toit will resign from the Unilever SA board when the transaction which is subject to the fulfilment of conditions precedent, as well as regulatory approval, becomes effective.

UNION-SWISS (PTY) LTD

Reg. Number: 1999/022399/07

VAT Number: 4730186501

BEE Rating: Not Rated

Updated: 2017-10-05

Postal Address:		Physical Address:	
PO Box 2629, Cape Town, 8000		9th Floor, 66 Long Street, Cape Town, 8001	
Tel:	+27 21 424-4230	Fax.:	+27 21 424-4231
Email:	enquiries @unionswiss.com	Website:	www.unionswiss.com

Branches

Branch	Area	Head	Tel
Union-Swiss Laboratory	KwaZulu-Natal	Mr D Letschert	+27 31 566-3028
Union-Swiss Production Facility	Gauteng		+27 11 918-4167

Directors

Name	Appointment Date	Designation
Mr David Letschert	1999-11-16	Executive Managing Director & Company Secretary
Mr Justin Letschert	1999-11-16	Chief Executive Officer

Managers

Name	Appointment Date	Designation
Mr Adam Holdcroft		Financial Manager

Other Key Personnel

Name	Appointment Date	Designation
Mr Altus Jordaan		Accountant

History of Business

Union-Swiss (Pty) Ltd (1999/022399/07) was established in March 2000 when the operations of Union-Swiss (Pty) Ltd (1954/001972/07) were acquired and incorporated into a shelf company named Hentiq 1988 (Pty) Ltd for registration purposes.

Nature of Business

Union-Swiss (Pty) Ltd researches, develops and manufactures oil-based skin care products. Products are exported worldwide.

Nr. of Employees	60
Company Secretary	Mr D Letschert
Banks	Standard Bank of South Africa Ltd
Auditors	MGI Bass Gordon (Pty) Ltd
Company Year End	December

Corporate Governance in Relation to SED & ED

The company is not currently involved in any socio-economic or economic development programmes.

Brandnames

Bio-Oil, Lipidol

Trademarks

Bio-Oil

WILLA KRAUSE GROUP (PTY) LTD

Reg. Number: 2000/013843/07

VAT Number: 4770258582

Updated: 2017-08-19

Postal Address:	Physical Address:
PO Box 912-019, Silverton, Pretoria, 0127	4 Aloe Road, Downbern, Pretoria, 0127
Tel: +27 12 544-1423	Fax.: +27 12 544-1301
Email: wkskin@krause.co.za	Website: www.willakrauseskincare.co.za

Directors

Name	Appointment Date	Designation
Ms Willa Krause	2005-03-01	Executive Managing Director & Company Secretary
Ms Liesel Wiid	2005-03-01	Executive Marketing Director

Managers

Name	Appointment Date	Designation
Ms Mari Grunig		Financial Manager

History of Business

Willa Krause Group (Pty) Ltd was established in 2005 utilising the registration details of a shelf company named Port Ferry Properties 84 (Pty) Ltd.

Nature of Business

Willa Krause Group (Pty) Ltd is involved in the production and marketing of the Willa Krause skin care range products. The Willa Krause Group consists of Willa Krause Skincare, DC Laboratories and SCW Consulting.

Nr. of Employees	3 (Est.)
Company Secretary	Ms W Krause
Auditors	Frits Beyer Inc
Company Year End	February

Brandnames

Willa Krause

ZETA LABORATORIES CC

Reg. Number: 2008/126561/23

VAT Number: 4940258058

Updated: 2017-08-19

Postal Address:	Physical Address:
22 Suffert Street, North Industria, Pinetown, 3610	22 Suffert Street, North Industria, Pinetown, 3610
Tel: +27 31 701-9858	Fax.: +27 31 701-9997
Email:	Website: www.zetalabs.co.za

Directors

Name	Appointment Date	Designation
Mr Yasheen Modi	2017-06-28	Member

History of Business

Zeta Laboratories CC was established in June 2008. Mr Yasheen Modi took over the business in June 2017.

Nature of Business

Zeta Laboratories CC is involved in third party manufacturing of personal care products such as foam bath, deodorants and body lotions which are supplied to retailers such as Clicks, Mr Price, Pep and Spar, amongst others.

Nr. of Employees	200
Banks	First National Bank (a division of FirstRand Bank Ltd)
Auditors	Tax Integrity CC
Company Year End	February