

elaspoa
EUROPEAN SPA SCIENCE

SPA NEEDS

professional grade results

full solution - skincare & esthetic equipment

association with market-leading science

proven lab-tested

profitable treatments (upcharge potential)

ease of entry to spas (47 SKU's)

professional training program/certified workshops

customer retention & loyalty program



elaspa

offers:

results

prestige

differentiation

profitability

coherent with and leading market trends

attracting conscious clients' demanding results

multidisciplinary team of experts



A CONVERGENCE OF ADVANCED SCIENCE & ORGANIC INGREDIENTS

WHAT IS TODAY'S EUROPEAN SPA SCIENCE

the convergence of a specific level of maximum
synergistic organic actives
with
laboratory science-based technologies
for
manual and (increasingly often) esthetic device
application for delivery of actives

ELASPA PRODUCT INTEGRITY

QUALITY

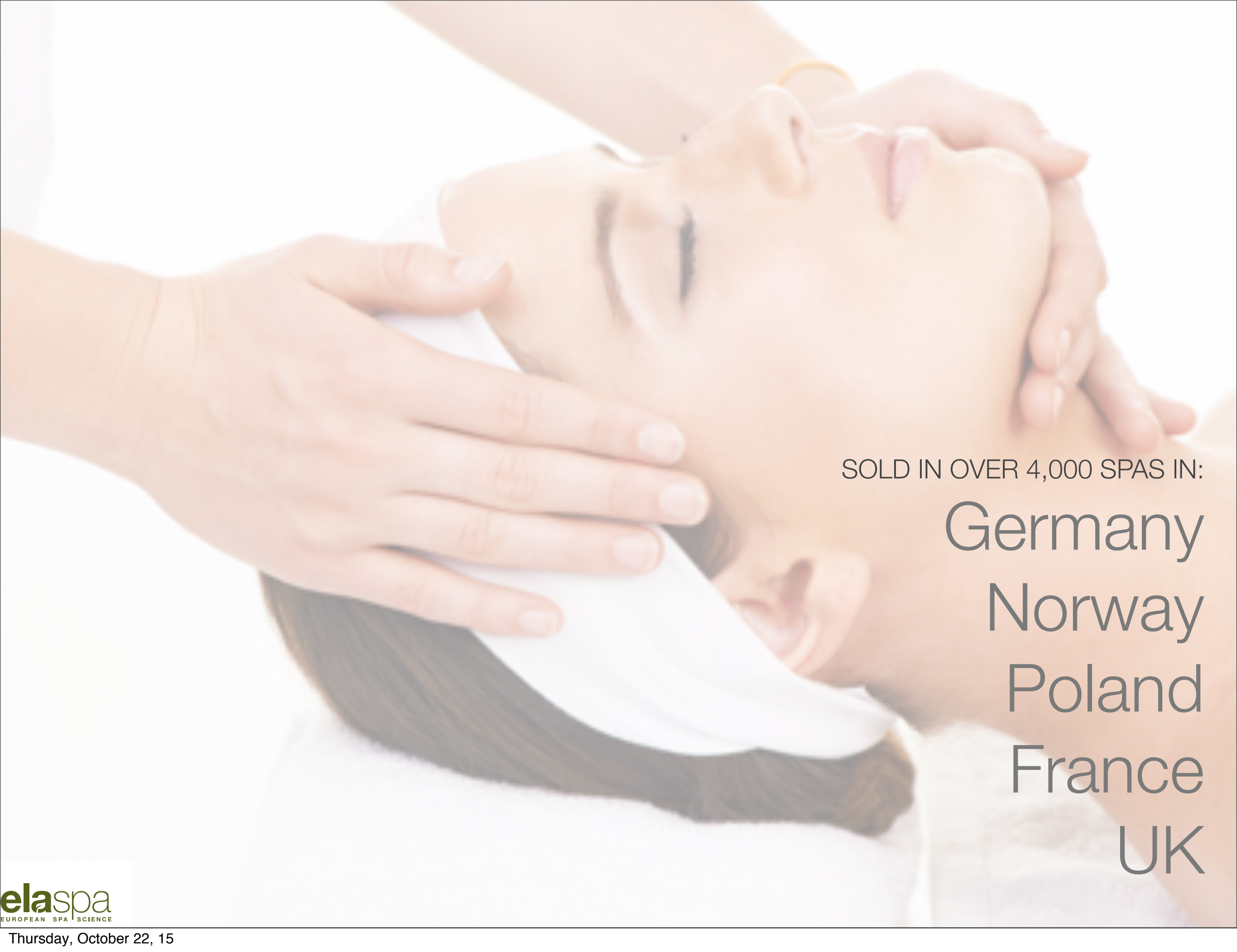
suppliers and laboratories from EU & Japan
no harmful, empty, or superfluous ingredients

PRICE

price/benefit ratio extremely attractive

RESULTS

professional grade, noticeable, experiential



SOLD IN OVER 4,000 SPAS IN:

Germany

Norway

Poland

France

UK



PROFESSIONAL RANGE

FACE BODY HOMECARE

MEDICAL RANGE

DERMA-COSMETICS

AESTHETIC DEVICES



SCIENCE BASED

BREAKTHROUGH DMS
TECHNOLOGY

PROPRIETARY MAXIMUM
SYNERGISTIC FORMULATIONS

ADVANCED FORMULATIONS

BOTAMIX™

eight advanced formulas; each containing distinct combination of synergistic organic actives to correct specific skin conditions

CRODAMOL™

works in synergy with the natural skin barrier to enhance skin moisture

EVERMAT™

reduces pore size and skin shine; refines skin grain; anti-bacterial properties reduce oil deposits

GIGAWHITE™

lab-tested natural whitening formula

MELAVOID™

scientifically proven advanced lightening solution

PEPTAMIDE™₆

natural wrinkle filler, supports synthesis of elastin and collagen production

PHYTOFOAM™

formula with natural cleansing ability

NO SYNTHETIC PRESERVATIVES

NATURE-IDENTICAL PRESERVATIVES

Benzyl Alcohol: derived from essential oils of jasmin, liliac, rose

Dehydroacetic Acid: derived from sugar



POTENT INGREDIENTS

OVER 100 ACTIVE INGREDIENTS

THE HIGHEST QUALITY OF CERTIFIED ORGANIC INGREDIENTS SOURCED FROM FRANCE, SWITZERLAND, JAPAN, ITALY

PROPRIETARY FORMULAS WITH INGREDIENTS SYNERGISTICALLY ENHANCING EACH OTHERS' PROPERTIES

FUNCTIONAL AND BENEFICIAL FILLERS

THE HIGHEST CONCENTRATION OF ORGANIC ACTIVES USED IN EVERY PRODUCT



SKINCARE TYPES BY INGREDIENTS

TRADITIONAL	NATURAL	ORGANIC	ORGANIC MEDI-SPA
SYNTHETIC & MIXED	WITH OR WITHOUT PARABENS, PEGS, ETC.	WITH OR WITHOUT SYNTHETIC INGREDIENTS	100% NATURAL CERTIFIED ORGANIC INGREDIENTS COMPATIBLE WITH ESTHETIC DEVICES
La Mer Dior Dermalogica Guinot Dr. Barbor Elemis L'Oreal Clinique ZO	Sothys Dr. Hauschka Aveeno Aveda Decleor Dr. Belter	Niko Coola Eminence Yum John Organics	ElaSpa



AIRLESS SYSTEM — USE TO THE LAST DROP

PATENTED DESIGN
HYGIENIC EXACT

PREVENTS OXYDATION
2 YEARS SHELF LIFE

NO WASTE
BIODEGRADABLE

RECYCLABLE
PACKAGING

OUR PURE COMMITMENT IN EACH BOTTLE

98% CERTIFIED ORGANIC INGREDIENTS

100% NATURAL

95% ACTIVE INGREDIENTS

0% PARABENS, GMO, SYNTHETIC
COLORANTS & PERFUME, SYNTHETIC
SILICON OILS, MINERAL OILS,
PARAFFINS, SKIN - IRRITATING
MINERALS, MATERIALS DERIVED FROM
ANIMALS, NANO- PARTICLES,
RADIATED INGREDIENTS, PEGS

DRIVEN BY INNOVATION

MANUAL APPLICATION

MEDI-SPA ESTHETIC DEVICES

Brushing
Cavitation Peeling
Cryotherapy
Electroporation
Electro-stimulation
Endomassage
Iontophoresis
Laser bio-Stimulation
LED Therapy
Microcurrent
Microdermabrasion
Micro-Needle Mesotherapy
Non-Needle Mesotherapy
Oxybrasion Therapy
Pressotherapy
Radio Frequency Therapy
Sonophoresis
Ultrasound

ELASPA OPTIMAL FACIAL TREATMENT

ANTI-AGING

VASCULAR SKIN

SENSITIVE, ROSEA

HYPERPIGMENTATION

OIL-CONTROL, ACNE

OXYGENATION

DEEP HYDRATION

EYE AREA



OPTIMAL SOLUTIONS

CLEANSER

EXFOLIATOR

TONERS



TARGETING SERUMS

HIGHLY CONCENTRATED ACTIVES

ESTHETIC DEVICES COMPATIBLE - SLOW
RELEASE, GEL CONSISTENCY (NO NEED
FOR CARRIER)

SKIN CONDITION SPECIFIC

UP TO THREE SERUMS FOR PERSONALIZED
TREATMENTS

TRIPPLE HYDRATION: ACTIVES,
HYDROLATES, GEL CONSISTENCY

MANUAL MASSAGE OPTION

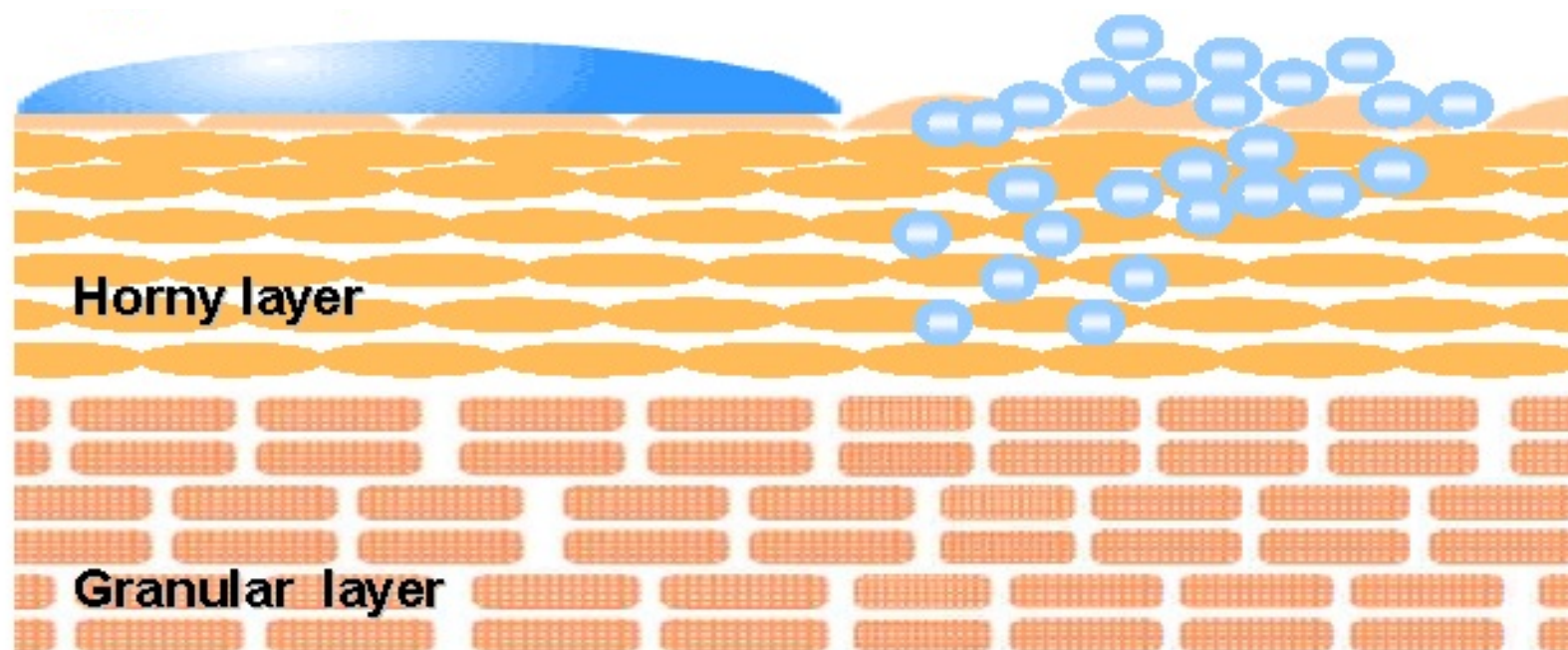


ELASPA HYALURONIC ACID 2IN1

High and Low Molecular Weight (HLMW)
Hyaluronic Acid 5,000 daltons
Reduces its viscosity in water
Improves its ability to penetrate the upper layers of the skin
Assists in rebuilding the skin matrix
Reduces fine lines and wrinkles

high molecule - moisturizes outer surface of the skin

low molecule - enhances interdermal moisture



ELASPA HYALURONIC ACID 2IN1 HLMW

INDEPENDENT LAB TESTS

BEFORE



**AFTER 4
WEEKS**



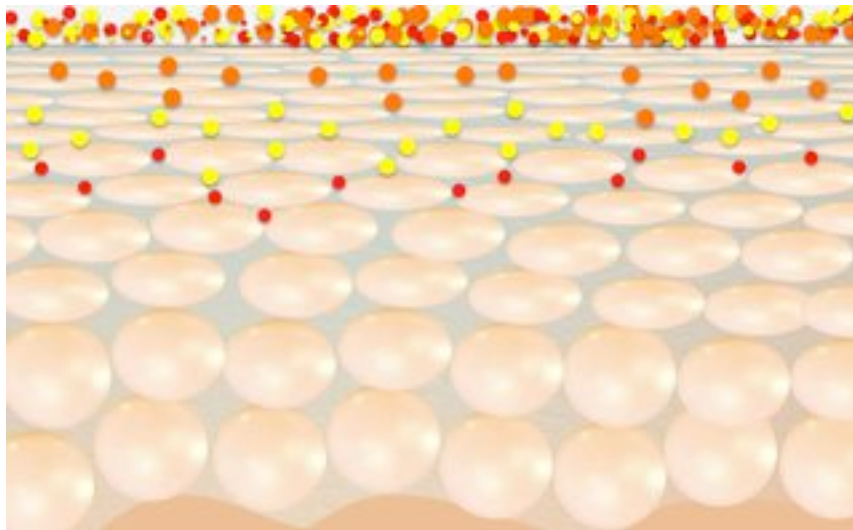
**AFTER 8
WEEKS**



FACE CREAMS

DMS DELIVERY SYSTEM

CONDITION SPECIFIC



EPIDERMIS
LIPIDIC
SKIN BARRIER

DERMIS



LUXURY MASKS

CONDITION SPECIFIC

ALGAE

MINERAL

MOOR MUD WITH 60% - 95% HUMIC & FULVIC ACIDS

POST-TREATMENT SOOTHING MASK



PROFESSIONAL PEELS

RANGE 20% - 50%

HIGHLY ACTIVE - LOW Ph

GLYCOLIC-MANDELIC

MANDELIC

POST NEUTRALIZER



PROFESSIONAL FACE RANGE

CLEANSERS	TONERS	PEELS	SERUMS	CREAMS	MASKS	SPECIALTY
Optimal Facial Cleanser	Enzymatic Toner	Gentle Exfoliator	Oxygenating	Oxygenating Cream	Lemon Algae	Post-Peel
Eye Makeup Remover	Oil-Control Toner	Medical Peels: 20%, 25%, 35%, 50%	Anti-Redness Oil-Control Brightening Anti-Aging Eye Serum Hyaluronic Acid	Anti-Redness Oil-Control Brightening Anti-Aging Eye Cream Moisturizing SPF 20 Nourishing Lactobionic	Aloe Algae Cranberry Algae Zinc Algae Red Wine Algae Soothing Treatment Moor Mud White Clay Green Clay	Massage Cream

PROFESSIONAL BODY CARE

FIRMING/ ANTI-CELLULITE

SLIMMING/ CONTOURING



PROFESSIONAL BODY CARE

PEELS

- Sugar Peel
- Sea Salt Peel

MOUSSE

- Firming
- Slimming

MASSAGE

- Firming Cream
- Slimming Cream
- Professional Oil

MASK

- French White Clay
- French Green Clay
- Chocolate Moor Mud



EXCLUSIVE HOMECARE

SPA EXCLUSIVE

HIGHLY CONCENTRATED

FACE

BODY

HAIR/SCALP



EXCLUSIVE HOMECARE

CLEANSERS	TONICS	PEELS	SERUMS	CREAMS	MASKS	BODY/SCALP/HAIR
Optimal Cleansing Gel	Enzymatic	Gentle Exfoliant	Oxygenating	Oxygenating	Soothing	Sea Salt Peel
Eye Makeup Remover	Oil-Control		Anti-Redness	Anti-Redness		Sugar Peel
			Oil-Control	Oil-Control		Firming Mousse
			Brightening	Brightening		Slimming Mousse
			Anti-Aging	Anti-Aging		Revitalizing Shampoo
			Eye Serum	Eye Cream		
			Hyaluronic Acid	Moisturizing SPF 20		
				Nourishing Cream		
				Lactobionic Cream		

MEETING CURRENT DEMANDS

ORGANIC SKINCARE GROWTH 14% p.a.

MEDI-SPA GROWTH 18% p.a.

MEDI-SPA REVENUES TO DOUBLE BY 2016

NON-INVASIVE PROCEDURES US \$5B

HEALTHY ANTI-AGING TRENDS

80M BABYBOOMERS

EASE OF ENTRY

EFFICIENT

HIGHLY CONCENTRATED ACTIVES + TECHNOLOGY

RESULTS

INDUSTRY'S TOP TIER

47 SKUs

FULL PROFESSIONAL LINE FOR FACE AND BODY

SUPPORT

PRODUCT & TREATMENT TRAINING, MANUALS

PROMOTION

POINT OF SALE MARKETING MATERIALS

PRODUCT BRANDING

TRANSPARENT & FUNCTIONAL

INITIAL INVESTMENT

FULL PROFESSIONAL RANGE
PLUS
HOMECARE PRODUCTS INTRO PACKAGE
\$6,500

PRICE - BENEFIT RATIO

COMPETITIVELY PRICED FOR A BROAD RANGE OF PROTOCOLS

SPA COST PER TREATMENT - ALL WITH SERUM:

ESSENTIAL \$7 - \$12/ TREATMENT (5 PRODUCTS)

LUXURY \$12 - \$20/ TREATMENT (11 PRODUCTS)

MEDI-SPA \$18 - \$30/ TREATMENT (12 PRODUCTS)

UP-SALE OPPORTUNITIES

HOMECARE USE:

FEWER PRODUCTS REQUIRED TO MAINTAIN
TREATMENTS' RESULTS

PROFESSIONAL GRADE QUALITY

THANK YOU!

