

ISSUE DECEMBER 2017

COSMETOPOLITAN



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RAHN

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RAHN

Your partner for excellence

Dear Readers,



At Christmastime, it's hard not to get caught up in the shopping, the decorating and the party planning. Too often, we lose sight of the true meaning of the season. Let's wrap ourselves in cosy blankets, spend time with friends and family and enjoy the atmosphere of candle light, the scent of pine needles and homemade Christmas cookies.

The end of the year is neither an end nor a beginning but a continuation of our lives with all the wisdom that experience has taught us. With this in mind, I send you my very best wishes for a happy Christmas, relaxing holidays and an excellent start to the New Year!

On behalf of the entire RAHN team, I would like to thank our customers and business partners for their loyalty and constructive collaboration this year.

Yours,

Sandra Gut
from your RAHN team

In Memoriam ...

«In one of those stars I shall be living.
In one of them I shall be laughing.
And so it will be as if all the stars were laughing,
when you look at the sky at night.»

Antoine de Saint-Exupéry, The Little Prince



In loving memory of our dear departed colleague Dr. Martin Köther.

Knowledge transfer in the Far East

In September, we had the chance to meet some of our partners and customers in person on a tour of Asia. Shanghai was the first destination on our agenda. Here, we were able to experience some fantastic accompanied customer visits with our colleague from RAHN China and our distribution partner **Ownsnow**. It was fascinating to see how easy-going and open the discussions were and we also realised the importance of having a competent partner who is technically adept and able to translate simultaneously.

We then continued our journey to South Korea to meet our supplier **Bioleaders**. We were greatly impressed with the professional facilities (pharmaceutical level) and the company's growth dynamics and look forward to the end of the year when the new and hugely enlarged production plant will go into operation.

Japan was the third destination on our list and here we visited our partner **Ajinomoto**. We were delighted to see so many well-known faces again in Tokyo (headquarters) and Kawasaki (R&D). We made sure we had time to carry out the exciting knowledge transfer but could have filled many more hours with this topic. Finally, we took advantage of this opportunity to visit our local distribution partner Toyo Science before embarking on the journey home.

Besides the many positive experiences and knowledge gained, we have particularly fond memories of the personal contacts we made on this trip. Once again, we realised how important it is to arrange interpersonal exchanges in this time of digital revolution. It was a fantastic journey, we met some wonderful people and were able to continue building trust and developing our relationships. We were welcomed everywhere as friends, as close friends even, and would like to thank our hosts for their warm hospitality.

Roman Ott, René Guldemann



RAHN China with Partner OwnSnow





Bioleaders, South Korea: High-quality biotech laboratories and a wall full of patents and certificates



Ajinomoto Co. Inc., Japan: Research & Development Center in Kawasaki

Chapped lips?

The skin is especially susceptible to damage in winter due to the change in temperatures and is prone to drying out. To say nothing of our lips... due to the lack of sebaceous glands to keep the skin moist, our lips are more vulnerable and chap quickly. A natural response is to moisten our lips with saliva

which may temporarily remove the feeling of irritation, but as soon as it evaporates, our lips dry out even more.

Here are two products that leave your lips feeling soft and supple despite the cold.

FabuLips – Lip Balm & Scrub

St	Substance	INCI name USA	% [w/w]	Manufacturer
1	Cupuacu Butter Refined	Theobroma Grandiflorum Seed Butter	9.00	Laboratoires Expanscience, FR
	Beeswax white	Beeswax	5.00	Kahl GmbH & Co. KG, DE
	Meadowfoam Seed Oil	Limnanthes Alba (Meadowfoam) Seed Oil	5.00	Elementis Specialties, Inc., US
	Sisterna A10E-C	Sucrose Tetrastearate Triacetate	6.00	Sisterna B.V., NL
	TEGOSOFT CR	Cetyl Ricinoleate	4.00	Evonik Industries AG, DE
	Virgin Maracuja Oil	Passiflora Edulis Seed Oil	10.00	Laboratoires Expanscience, FR
	Dermofeel MT 70 non-GMO	Tocopherol, Helianthus Annuus (Sunflower) Seed Oil	0.40	Dr. Straetmans, DE
2	Ginger Oil Fresh Madagascar	Zingiber Officinale (Ginger) Root Oil	0.40	Azelis Kosmetik GmbH, DE
3	Cloisonne Imperial Gold 222X	Iron Oxide, Titanium Dioxide, Mica	0.20	BASF, DE
4	Sugar	Sucrose	60.00	several



FabuLips – Lip Balm & Scrub is an exfoliator based on sugar which gently relieves the lips of dry flaky skin and nourishes them effectively at the same time.

FabuLips – Lip Mask

St	Substance	INCI name USA	% [w/w]	Manufacturer
1	Glycerin 99.5%	Glycerin, Water	20.00	several
	Sisterna PS750-C	Sucrose Palmitate	3.00	Sisterna B.V., NL
	Sisterna L70-C	Sucrose Laurate, Water, Alcohol	1.00	Sisterna B.V., NL
2	Water demin.	Water	5.00	several
3	TEGOSOFT CT	Caprylic/Capric Triglyceride	24.50	Evonik Industries AG, DE
	Meadowfoam Seed Oil	Limnanthes Alba (Meadowfoam) Seed Oil	25.60	Elementis Specialties, Inc., US
	Lipocire A SG Pastillen	C10-18 Triglycerides	5.00	Gattefossé Schweiz, CH
	Cupuacu Butter Refined	Theobroma Grandiflorum Seed Butter	10.00	Laboratoires Expanscience, FR
	Eldew PS-203 R	Phytosteryl/Octyldodecyl Lauroyl Glutamate	3.00	Ajinomoto, JP
	HydraSynol DOI	Isosorbide Dicaprylate	2.00	Sytheon Ltd, US
	Dermofeel MT 70 non-GMO	Tocopherol, Helianthus Annuus (Sunflower) Seed Oil	0.30	Dr. Straetmans, DE
	Ginger Oil Fresh Madagascar	Zingiber Officinale (Ginger) Root Oil	0.40	Azelis Kosmetik GmbH, DE
4	Cloisonne Imperial Gold 222X	Iron Oxide, Titanium Dioxide, Mica	0.20	BASF, DE



FabuLips – Lip Mask supplies the lip skin with moisturising and nurturing raw materials that make the lips immediately appear softer, fuller and smoother. The mask can also be used as a lip gloss.

CALM BALM with DEFENSIL[®]-SOFT

Upgrade your skin's comfort zone!

Key Ingredients and benefits:

3 % DEFENSIL[®]-SOFT

INCI: *Propanediol, Albatrellus Ovinus Extract, Citric Acid*

- Quick reduction of skin discomfort and irritation
- IR-ageing prevention

0.5 % LIFTONIN[®]-XPRESS

INCI: *Hydroxypropyl Methylcellulose, Pullulan, Porphyridium Cruentum Extract*

- Quick wrinkle reduction
- Noticeable lifting effect



Laser treatments/Chemical peeling



Intensive sun-bath/IR radiation



Fragile ultra sensitive skin

How to use

Gently apply this cream every morning and evening on your face or body.

Watch the movie:



CALM BALM with 3 % DEFENSIL®-SOFT

St	Substance	INCI name USA	% [w/w]	Manufacturer	
1	Water demin.	Water	68.85	several	
	Dermosoft Anisate	Sodium Anisate	0.20	Dr. Straetmans, DE	
	Dermosoft MCA Variante	Dipropylene Glycol, Caprylyl Glycol, Glyceryl Caprylate	0.80	Dr. Straetmans, DE	
2	LIFTONIN®-XPRESS	Hydroxypropyl Methylcellulose, Pullulan, Porphyridium Cruentum Extract	0.50	RAHN AG, CH	
	Tego Carbomer 340 FD	Carbomer	0.40	Evonik Industries AG, DE	
3	Dermofeel BGC	Butylene Glycol Dicaprylate/Dicaprate	5.00	Dr. Straetmans, DE	
	Tegosoft CT	Caprylic/Capric Triglyceride	12.00	Evonik Industries AG, DE	
	Tegosoft CI	Cetearyl Isononanoate	5.00	Evonik Industries AG, DE	
	Tego Alkanol 1618	Cetearyl Alcohol	1.50	Evonik Industries AG, DE	
	Keltrol CG-SFT	Xanthan Gum	0.20	CP Kelco, US	
	Sisterna SP70-C	Sucrose Stearate	1.50	Sisterna B.V., NL	
4	Amisoft HS-11P(F)	Sodium Stearoyl Glutamate	0.15	Ajinomoto, JP	
	NaOH solution 10%	Sodium Hydroxide, Water	0.90	several	
	5	DEFENSIL®-SOFT	Propanediol, Albatrellus Ovinus Extract, Citric Acid	3.00	RAHN AG, CH

Sheet Masks:

Beauty Trend 2017

A new beauty trend has come over here from Asia: sheet masks. These are face masks made of cloth, viscose or paper that are usually sold individually wrapped. Sheet masks are now available for almost every zone: eyes, lips, neck & décolleté or the entire face. They are tailored to meet various skin needs such as blemished skin, skin redness, dryness or the first signs of ageing skin.

Eye masks are mainly recommended for reducing dark rings under the eyes and can be used as an intensive treatment in the morning before important appointments. Our décolleté

welcomes sheet masks as they can temporarily smooth out creases.

The skin absorbs the nourishing ingredients and moisture in the mask. The mask also has a glow effect that lasts for several hours and makes the skin appear radiant. The treatment time takes 20 to 30 minutes and gives you the chance to simply lean back and relax. After treatment, the skin feels soft and refreshed.

Insider tip: Make sure you place it in the fridge beforehand – that will give it a freshness boost!





Be inspired by the new frame formulation from Ajinomoto “Moisturising Facial Mask Sheet”. It moisturises the skin and gives a smooth feel to the skin with a long-lasting effect.

FACIAL MASK SHEET FMABP-8-32G

St	Substance	INCI name USA	% [w/w]	Manufacturer
1	Water demin.	Water	Balance	several
	Carbopol 980 Polymer	Carbomer	0.50	Lubrizol, US
2	Butylene Glycol	Butylene Glycol	0.50	several
	Propanediol	Propanediol	0.50	several
	Keltrol CG-SFT	Xanthan Gum	0.05	CP Kelco, US
3	Eldew PS-203R	Phytosteryl/Octyldodecyl Lauroyl Glutamate	0.50	Ajinomoto, JP
	Emalex HC-40	PEG-40 Hydrogenated Castor Oil	3.00	Nihon Emulsion Co., Ltd.
	Butylene Glycol	Butylene Glycol	2.00	several
4	Water demin.	Water	36.0	several
5	Ajidew NL-50	Sodium PCA, Water	2.00	Ajinomoto, JP
	Hyaluronic acid FCH-201P	Sodium Hylauronate, Water	0.50	Kikkoman Biochemifa Company, JP
6	Water demin.	Water	10.0	several
	L-Arginine C-Grade	Arginine	0.76	Ajinomoto, JP
	Disodium EDTA	Disodium EDTA	0.05	several
7	Preservative	tbd.	q.s.	several
	Fragrance	Fragrance	q.s.	several

Splash Masks – the glow game changer

Splash masks are another trend from South Korea. This is a liquid all-rounder. Unlike sheet masks, splash masks need only a few seconds to take effect and depending on the ingredients, can tackle several skin problems at the same time.

The skin is cleansed and dead skin flakes are removed. As the product contains fruit acids, it acts like an exfoliant. Fruit acids can penetrate the uppermost skin layers and stimulate increased cell proliferation. This loosens the surface flakes from the horny layer and the skin appears smooth, radiant and rosy fresh immediately after treatment.

Splash masks are recommended for use directly after skin cleansing. One way of applying the mask is to fill a large bowl with water and add a capful of splash mask. “Splash” the solution onto the face and then dry gently with a towel.

The product can also be used in the shower. All you need to do is to pour a capful of the mask onto the palms of the hands, mix with shower water and then “splash” the solution into your face.

We recommend **Irafruit AHA** for this product application.

Curious? Ask your RAHN sales team for more details on Irafruit AHA or more information on the splash mask.



Fermented skincare – the beauty innovation from South Korea

From the kitchen to the bathroom: a beauty trend that still sounds unusual – but South Korean women swear by this skin treatment and have been using it for a long time ...

Fermentation is described as the enzymatic conversion of organic substances. This normally takes place by adding certain bacteria or fungal cultures. These natural microorganisms are able to form nutrients that are difficult or impossible to produce by chemical synthesis. The nutrients have a positive effect on the guts and the immune system. If the process takes place in an oxygen-free environment, we talk about fermentation. A well-known, fermented vegetable is sauerkraut or pickled cabbage. Saké, Japanese rice wine, is also produced by fermentation. Fermentation particularly improves the bioavailability of

vitamins and minerals – this means they can be more easily absorbed by the body.

Generally speaking, if eating fermented food makes you beautiful and healthy from the inside out, it should also work the other way round and be transferable to the skin.

In cosmetics, for example, precious herbs, fruits, nuts or even rose petals are charged and fermented with selected cultures to achieve the highest possible concentration of natural ingredients which in turn intensifies the effect.

One of the aims is to stimulate the body's natural production of hyaluronic acid with fermented beauty products which then slow down the natural ageing process.





Gamma-MAX and **GAMMA-Oligo** are suitable for this concept.

γ -MAX and γ -Oligo are natural biopolymers from D- and L-glutamic acid which were originally extracted from the traditional soybean dishes, Natto/Chunkookjang. This food is very popular and widespread in Japan, Korea and China.

γ -MAX and γ -Oligo are produced in a controlled fermentation process. A special GMO-free strain of the bacterium *Bacillus subtilis* is used in this process, obtained from Chunkookjang. The composition, treatment and production process are subject to various patents.

KEY POINTS AT A GLANCE:

- γ -MAX and γ -Oligo have an excellent skin moisturising effect through extrinsic and intrinsic mechanisms.
- Improves the textural structure of the skin
- Alleviates undesirable immune effects associated with photo-ageing
- Excellent sensory properties
- High product purity and stability

Other examples of products produced by fermentation are vitamin B12, ethanol, xanthan gum or hyaluronic acid.

How about using γ -MAX and γ -Oligo in a "**Fermented Hydrogel Sheet Mask**"?

Aloe Vera Products & INCI declaration

Aloe Vera gel has the INCI name *Aloe Barbadensis Leaf Juice*.

Difference between juice and extract

Aloe Barbadensis Gel is a plant juice (and not an extract) and consists of water and a proportion of solids. The natural proportion of aloe vera solids in Aloe Vera Gel is approx. 0.5 %, the rest is water. Concentration of the Aloe Vera gel is achieved by proportionally removing some or all of the water. This produces concentrates (10x, 40x, 200x) that result in pure Aloe Vera gel (1x) when re-diluted correctly with water. In the INCI declaration

the term 'Aloe Barbadensis Leaf Juice' makes it clear that the name 'Gel' refers to the proportion of aloe vera juice.

An Extract is gained using a solvent and a certain proportion is thus extracted from the plant. When talking about extracts we therefore differentiate between the proportion of solvent and the proportion of extract (dry residue). For Aloe Vera Oil Extract AO002, for example, it is soy oil that extracts the oil-soluble proportion from the Aloe Vera Gel. The INCI name is therefore Aloe Barbadensis Leaf Extract. In this case the INCI declaration must include the solvent and the extracted proportion.





Application of the difference between juice and extract in aloe vera products

1 % of a 10x Aloe Vera Gel concentrate (e.g. Aloe Vera Gel 10x AG014) re-diluted with 9 % water produces an original Aloe Vera Gel (1x). This 10 times re-diluted Aloe Vera Gel (1x) can therefore be submitted in the INCI declaration 10 % Aloe Barbadensis Leaf Juice. The water proportion (Aqua) is thereby reduced by 9 %.

1 % of an Aloe Vera Oil extract (e.g. Aloe Vera Oil Extract AO001), on the other hand, is split into solvent (soy oil = 99.97 %) and aloe vera extract proportion (approx. 0.03 %). For 1 % Aloe Vera Oil Extract AO001, for example, the INCI declaration would be as follows: 0.9997 % glycine soya and/or 0.0003 % Aloe Barbadensis Leaf Extract.

Summary

Juice or Gel (Aloe Vera Gel)

A juice consists of a natural proportion of water and solids, the concentration of which is always approximately constant (defined). Water is thus a fixed constituent of the juice and is part of the name 'juice' independently of whether the juice was obtained directly or by re-diluting. In the INCI declaration it is logical that the quantity of gel is named and no differentiation is made between the proportion of water and solids as the INCI name is 'juice' and not 'dry matter of juice'.

Extract

An extract consists of a solvent and an extracted quantity of a material. The relative proportion of material to solvent can be chosen at will and the quantity and composition of the extracted proportion of solids is highly variable (not defined). In the INCI declaration both the solvent and the extract are therefore given in the corresponding quantities.

And what about "Aloe Barbadensis Leaf Juice Powder"?

Those Aloe Vera gels which have been concentrated through the extraction of water into powder form have been given the name: Aloe Barbadensis Leaf Juice Powder.

Liquid Aloe Vera gels (and liquid concentrates) continue to be described as "Leaf Juice". Concentrates in the form of powder are known as "Leaf Juice Powder", as this is the form of the substances at the time they are sold and describes the galenic form.

So what happens if we re-dilute the powder concentrate with water to form gel again, does the INCI name continue to be "Leaf Juice Powder" or does "Leaf Juice"?

Recommendation for the INCI declaration:

The INCI declaration is strictly customer information, so the question is how the customer is better informed.

- With the declaration "Aloe Barbadensis Leaf Juice Powder", it is apparent that originally a powder concentrate was involved, which has now been re-diluted or is still present as powder (e.g. in washing powder).
- With the declaration "Aloe Barbadensis Leaf Juice", the Aloe Vera gel can have been re-diluted or not. It is also not evident whether it has been re-diluted from a powder or liquid concentrate. So either way it is not entirely clear to the customers whether the Aloe Vera gel comes from a concentrate or not. However, the Leaf Juice version appears earlier in the INCI name and informs the consumer better that a larger quantity of Aloe Vera gel is contained (whether re-diluted or not).

Thus the cosmetic manufacturer needs to establish analogously for his area of use which form he wants to use when writing the INCI declaration for powder concentrates. Neither of the two versions would be incorrect, as the customer is informed analogously using both versions. As Aloe Vera gel is in addition a substance which is harmless in terms of health, this information is hardly of extreme importance for the customer.

Probably the clearest customer information would be to write "Aloe Barbadensis Leaf Juice" (from concentrate). Here the customer can see that the Aloe Vera gel comes from a concentrate (regardless of whether it is a liquid 10x or powder form 200x concentrate) and also learns whether the product contains a large or small amount of Aloe Vera gel (ingredients listed in order of quantity in the declaration). This is however not statutorily required and would therefore be voluntary additional information.

Situation in terms of INCI declaration, claim and organic accountability:

- for INCI declaration: two versions are possible:
 - Aloe Barbadensis Leaf Juice Powder (quantity) and Water/ Aqua (quantity) are shown separately
 - Aloe Barbadensis Leaf Juice (quantity of powder plus water used to re-dilute this to 1x Aloe Vera gel) is shown as a whole
- for text claim use re-diluted quantity to 1x gel (e.g. contains 20% Aloe Vera gel when 0.1% of a 200-times concentrated powder is used)
- for organic calculation: For organic accountability when using the certified organic versions, the respective natural cosmetic standards of the natural cosmetic label must be taken into account.

The Cosmetic

Encyclopaedia

H

for ...

...HEC

...Hectorite

...HET-CAM test

...Hydrophilic-lipophilic balance (HLB)

...Humectants

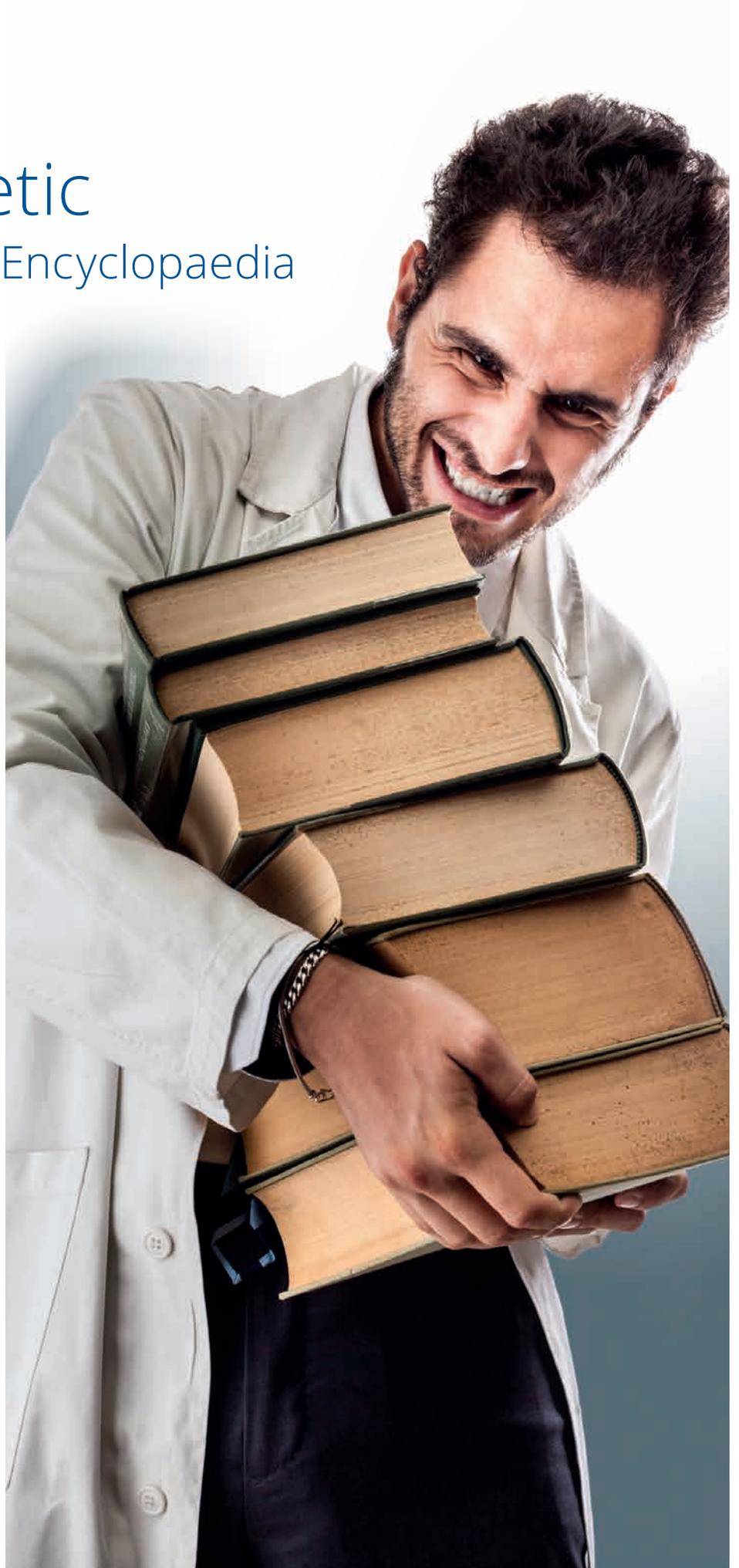
...Hyaluronic acid

...Hydrophilic

...Hydrophobic

...Hygroscopic

...Hypodermis



HEC

HEC stands for hydroxyethyl cellulose and is used in cosmetic formulations as a thickening agent with emulsion-stabilising, film-forming and viscosity-regulating properties.

Hectorite

This is a mineral raw material or swellable layer silicate. Hectorite is used as a thickening agent and has gel-forming and viscosity-regulating properties.

HET-CAM test

The abbreviation HET-CAM stands for "Hen's Egg Test-Chorio Allantoic Membrane" or hen's egg test on the chorioallantoic membrane which offers an alternative to the Draize test (animal experimentation). This test carried out on the incubated hen's egg provides information on the mucous membrane compatibility of new substances or mixtures of substances.

Hydrophilic-lipophilic balance (HLB)

This is a dimensionless numerical value that can be calculated from the ratio of the lipophilic and hydrophilic portions of a surfactant. The higher the hydrophilic-lipophilic balance, the more hydrophilic or soluble a substance is in water.

Humectants

Humectants are hygroscopic substances or moisturising agents such as glycerin, sorbitol or polysaccharide.

Hyaluronic acid

Hyaluronic acid is a polysaccharide that can be found almost everywhere in the human body. It is found in various sizes. Roughly, we can distinguish between two molecular sizes: high and low molecular weight hyaluronic acid. It binds large amounts of water and can therefore regulate the moisture content of the skin. While hyaluronic acid of high molecular weight remains on the skin, hyaluronic acid of low molecular weight is more easily absorbed by the skin and can penetrate deeper, resulting in a long-term effect.

Hydrophilic

Hydrophilic substances are "water-loving" and are easily soluble or dispersible in water.

Hydrophobic

Hydrophobic substances are "water-repellent" and not soluble in water.

Hygroscopic

= absorbing or attracting moisture. Our skin is hygroscopic for example.

Hypodermis

The hypodermis is probably better known as subcutaneous tissue. It is the lowermost layer of the three layers forming the structure of the skin. It is essentially the connective layer between the body and the skin layers above it, the dermis and epidermis. The main components of subcutaneous tissue are loose connective tissue and stored fat cells (adipocytes).

RAHN GmbH
Hahnstrasse 70
DE-60528 Frankfurt am Main
Tel. 0800 1 816 015
Fax 0800 1 816 016

RAHN (UK) Ltd.
55 Baker Street
GB-London
W1U 7EU
Tel. 0800 0 323 743
Fax 0800 0 323 744

RAHN France Sarl
91 rue de Faubourg Saint-Honoré
FR-75008 Paris
Tel. 0800 913023
Fax 0800 918268

RAHN USA Corp.
1005 North Commons Drive
Aurora, Illinois 60504, USA
Tel. +1 630 851 4220
Fax +1 630 851 4863

RAHN Trading (Shanghai) Co. LTD
Room 105, Building 1
3669 Jin Du Road
Shanghai Xinzhuang Industry Park
Shanghai 201108
P.R. of China

Tel. +86 21 5442 8871
Fax +86 21 5442 8879

cosmetics@rahn-group.com
www.rahn-group.com



RAHN AG

Dörflistrasse 120
CH-8050 Zürich
Tel. +41 44 315 42 00
Fax +41 44 315 42 45

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