

# PRESENTING MUST-HAVE BEAUTY

# BIOVÈNE<sup>®</sup>



## BIOVÈNE

Category winners in skin, body & hair

Affordable prestige beauty

High-demand functional ingredients

Clean beauty "wow effects" worth sharing

Cruelty Free, Free-From nasties

Clear benefit message for her needs & desire

Contemporary musthaves for generation X, Y & Z

Attracting impulse and repeat purchase

Mass market support & activation

#### **BRAND HIGHLIGHTS ALL-STAR BEAUTY**



#### **Key Current Market Gaps**

#### •Millennial & Gen-Z engagement:

Most of the population increase which should have meant easy dollar increase for brick and mortar are having spending diverted to e-commerce and "best value" purchasing, where consumer actively scanning market for best deal.

#### •Aging baby boomer:

The bread and butter of the brick-and-mortar retailer has been the baby boomer generation. This customer base is aging and becoming a smaller part of the population. Unless the retailer shifts the focus to the new generation, it will find itself with declining customer numbers and declining revenues.

#### •Impulse buying:

People's impulses change which require constant innovation in this category.

#### •Masstige:

In some territories with increasing middle class and political stability, there is a gap to supply to consumer who wants prestige item at more affordable price; masstige.

#### •Instagram Beauty:

There is a sea of big data that floods the social media platforms and some of which become trends. Biovène products are ahead and well positioned with always new "instagrammable products" to ensure partners can also capitalize on these new trends.



Drug & Department Stores







**Pharmacies** 









#### **DISTRIBUTION PARTNERS**

Available in 36 countries in Europe, Americas & Middle East.

**Perfumeries** 





Beauty Specialists & Fashion Retailers





Hypermarkets & Member's Clubs





Biovène product line cater for distribution channels such as: department stores, national chains, specialty stores, pharmacies, airports, mass merchants, and more.



#### biovenebarcelona

2,143 posts 357K followers 5,351 following

In alignment with nature 🔭 Made with care for you and our planet <a> </a> Natural, organic & functional ingredients









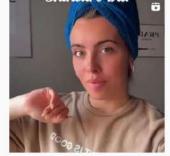




























#### **SOCIAL MEDIA INFLUENCE**

#### 1. CREATE VOLUME > 2. ENGAGE/CONTENT 3. CAPITALIZE

Our sponsoring and ambassador program utilizes a freemium model working closely with local social media influencers, which means we give out enough free products on the local market to gain a viral spread and drive traffic to the stores.

Biovène products are sent to local bloggers in advance of product introduction to partner stores. On the day of product introduction influencers recommend followers to visit their local retailer.

"My friends said that this mask is just WOW. I like it and will definitely use it."

"I tried it with my brother... and it works really well!" "In comparison to Pil'aten & Shills, it's 100 times better." – "I love it and I don't even have any rebukes for it."

## LIP CARE & TREATMENT INNOVATION

## LOVE YOUR LIPS

BIOVÈNE°

## GLOW LIP SERUM

LIP SERUM TREATMENT

1% VITAMIN C

STRAWBERRY



BIOVÈN



## HYDRATING LIP BALM

LIP BOOST TREATMENT

1% HYALURONIC ACID

BLUEBERRY





# ANTI-AGING LIP MASK

UP MASK TREATMENT
0.5% RETINOL
CHERRY





## SPF 50 LIP BALM

LIP SUN PROTECTION
HIGH UVA & UVB PROTECTION
COCONUT





## SPF 30 LIP BALM

LIP SUN PROTECTION
HIGH UVA & UVB PROTECTION
KIWI FRUIT





## YOUTH PRESERVE PHOTOAGING PROTECTION

# LOXERS OF THE SUN

BIOVÈNE"

## HYALURONIC FACE FLUID

ANTI-AGING SUN PROTECTION

SPF 30 & SPF 50

**Organic Coconut** 





## HYALURONIC SUN SERUM

ANTI-AGING SUN PROTECTION

SPF 30 & SPF 50

**Organic Coconut** 





## HYALURONIC MILKY SPRAY

ANTI-AGING SUN PROTECTION

SPF 30 & SPF 50

**Organic Coconut** 



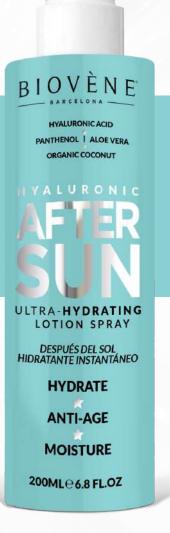




## HYALURONIC AFTER SUN

ULTRA-HYDRATING LOTION SPRAY

with Panthenol
Organic Coconut







#### **NEW! BRIGHTENING DAY & NIGHT**

Star ingredients » Vitamin C, Organic Mango, Orange

#### **VITAMIN C DAY BOOST**

**MOISTURIZER** 



WITH UVA-UVB FILTERS

GLOW - HYDRATE

ANTI-AGE

#### **VITAMIN C EYE BOOST**

**UNDER-EYE CREAM** 



AGE CORRECTING
MOISTURE - BRIGHT
ANTI-AGE

#### **VITAMIN C NIGHT BOOST**

**BRIGHTENING NIGHT CREAM** 



INTENSE MOISTURIZING

GLOW - HYDRATE

ANTI-AGE

#### \* NEW! MOISTURIZER DAY & NIGHT

Star ingredients » Hyaluronic Acid, Aloe Vera, Niacinamide, Avocado









#### **NEW! RETINOL DAY & NIGHT**

Star ingredients » Retinol, Caffeine, Niacinamide, Coconut, Organic Strawberry, Cherry







#### **NEW! FUNCTIONAL MOSTURIZERS & CLEANSER**

Star ingredients » Salicylic Acid, Retinol, Caffeine, Niacinamide, Coconut









#### **NEW! UNDEREYE SERUM TREATMENTS**

Star ingredients » Lemon, Raspberry & Cacao

#### **VIT C ANTI-FATIGUE**

**EYE ROLL-ON** 



GLOW - ENERGY

DARK CIRCLES

#### **RETINOL DE-PUFFING**

**EYE ROLL-ON** 



SIGNS OF AGING UNDEREYE SERUM

LIFT - RESTORE

TIRED LOOKING EYES

## HA HYDRA-POWER EYE ROLL-ON



MAX HYDRATION UNDEREYE SERUM

COOL - REFRESH

PUFFY BAGS

#### **NEW! CONCENTRATED SERUM TREATMENTS**

Star ingredients » Vitamin C, Hyalyronic Acid, AHA+BHA

#### **HYDRO FILLER**

**HYALURONIC COMPLEX** 



THIRST-QUENCH **HYDRATE - MOISTURE**ORGANIC BLUEBERRY

#### **BLEMISH S.O.S**

AHA + BHA COMPLEX



EMERGENCY-PRO
BLEMISH - SPOTS
ORGANIC TEA TREE

## **GLOW SHOT**VIT C COMPLEX



AGE-BRIGHT

GLOW – ANTI-AGE

ORGANIC BANANA

#### **BEST SELLERS!**

### **ALL-TIME TOP SERUMS**

Star ingredients » Vitamin C, Hyaluronic Acid, Retinol Collagen, Caffeine























## LASH & BROW BOOSTING TREATMENT









#### FRESH & PURE!

#### **NATURAL REMEDIES**

Star ingredients »
Argan, Castor, Jojoba
Rosehip, Rose Water





































**HONEY BUST** 



Star ingredients » Retinol, Vitamin C, Hyaluronic Acid + Organic Ingredients

## VITAMIN C GLOW BOOSTER



**2% VITAMIN C ESSENCE**ORGANIC MANGO

## **RETINOL**

LIFT RESTORE



MOISTURE-BARRIER SOLUTION

1% RETINOL INFUSION

ORGANIC STRAWBERRY

#### **HYALURONIC**

HYDRA POWER



**10% HYALURONIC COMPLEX**ORGANIC ALOE VERA

**FACE MASK**75 ml
Single use

## **PINK MASK**PEEL-OFF TREATMENT



GLOWING COMPLEXION REFRESH - NOURISH RESTORE

#1 WORLD WIDE RECOGNIZED MASK

100 ml Single use

#### **BLACK MASK**

PEEL-OFF TREATMENT



ULTRA CLEANSING
SPOTS - PORES
BLACK & WHITEHEADS

**TOP CUSTOMER FAVORITE MASK**100 ml
Single use

## **BUBBLE MASK**FACIAL TREATMENT



DEEP CLEARING **EXFOLIATE - PORES**OXYGENATE

## WATER MASK OVERNIGHT TREATMENT



SUPER HYDRATING
REPLENISH - MOISTURE
SMOOTH

## **GLOW MASK**FACIAL TREATMENT



PORE CLEANSING
ENERGIZE - EXFOLIATE
FINE LINES & WRINKLES

#### **NEW LOOK!**

TRENDSETTING
FACIAL TREATMENT
75 ml

## **UNDER EYES GEL PADS**REVIVING EYE TREATMENT

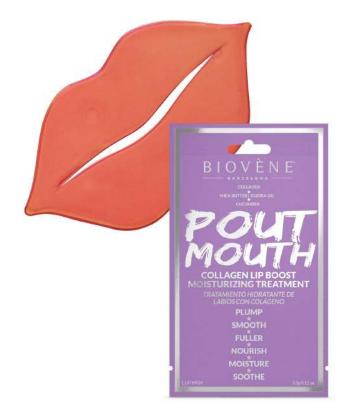


DE-PUFFING PATCHES

ENERGIZE – TIRED EYES

REFRESH

## **POUT MOUTH**COLLAGEN LIP BOOST



MOISTURIZING TREATMENT
PLUMP - SMOOTH
NOURISH

#### **NEW LOOK!**

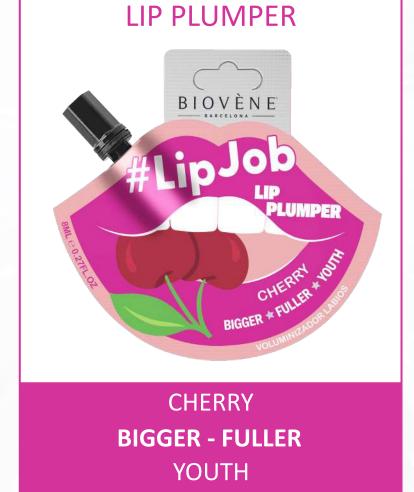
SUPER FRESH EYES & LIPS Single use

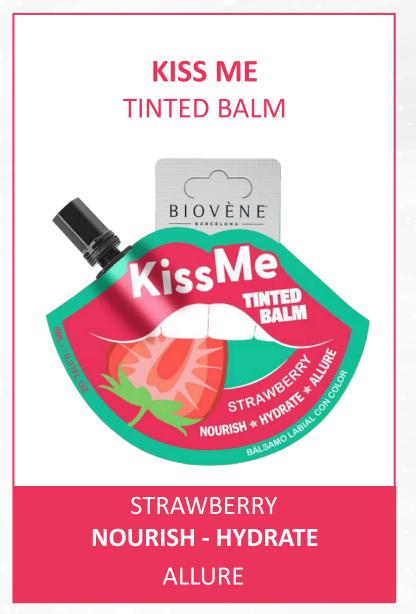
#### **NEW! LIP MASK & TREATMENTS**

Star ingredients » Papaya, Cherry & Strawberry

#LipJob







#### **NEW LOOK!**

#### ALWAYS NEEDED IN HER BATHROOM

6-pack box Single use





INSTA CLEANSING UNCLOG - PORES BLACKHEADS



#### **NEW! LOTIONS**

Star ingredients » Vitamin C, Retinol, Hyaluronic Acid + Organic Ingredients









#### **NEW! HYDRATING BODY GELS**

Star ingredients » Vitamin C, Retinol, Hyaluronic Acid

#### **VITAMIN C**

**GLOW GEL MANGO** 



**ULTRA-HYDRATING BRIGHT - SMOOTH** ORGANIC MANGO

#### RETINOL

YOUTH GEL STRAWBERRY



**EXTRA-FIRMING TIGHT - NOURISH** ORGANIC STRAWBERRY

#### **HYALURONIC**

**COOL GEL ALOE** 



**MOISTURE - HYDRATE** 



#### **▼ TOP! FRESH, ALLURING, NATURAL – BODY SCRUBS**

#### **STRAWBERRY GLOW SCRUB**

**REVITALIZING BODY POLISH** 



99% NATURAL WITH DEAD SEA SALT **RENEW - EXFOLIATE FIRM** 

#### **LEMON GLOW SCRUB**

**BRIGHTENING BODY POLISH** 



99% NATURAL WITH DEAD SEA SALT **REFRESH - SOFT EXFOLIATE** 

#### CHOCOLATE GLOW SCRUB SMOOTHING BODY POLISH



99% NATURAL WITH DEAD SEA SALT **EXFOLIATE - CLEAR** TIGHT

#### **NEW! SUGAR & TALASSO SCRUBS**

Star ingredients » Vitamin C, Salicylic Acid, Niacinamide + Organic Ingredients

#### **VITAMIN C SCRUB**

**ANTI-AGE SCRUB** 



GLOW-RENEWAL

BRIGHT - EXFOLIATE

SOFT

#### **SALICYLIC SCRUB**

**BLEMISH SCRUB** 



DETOXIFYING

CLEAR - FIRM

EXFOLIATE

#### **NIACIN SCRUB**

**CELLULITE SCRUB** 



EXTRA-FIRMING
TIGHT - RENEW
ELASTICITY

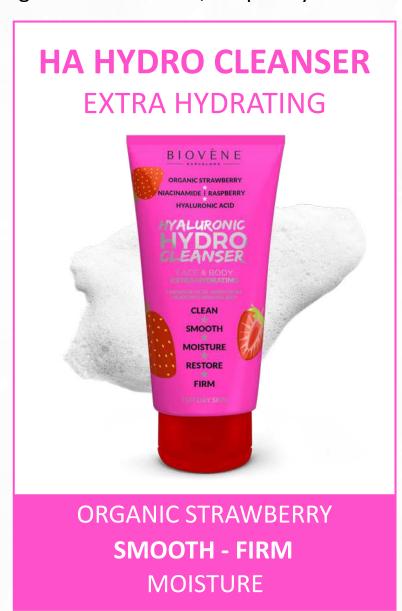
#### **NEW! FACE & BODY CLEANSERS**

Star ingredients » Lemon, Raspberry & Cacao





ORGANIC MANGO GLOW - SOFT PERFECT



**SALICYLIC SUPER CLEANSER** BLACKHEAD + BREAKOUT BIOVÈNE ORGANIC TEA TREE FRESH MINT | SALICYLIC ACID **PURIFY EXFOLIATE ORGANIC TEA TREE PURIFY - DETOX CLEAR SKIN** 

#### **NEW!** GEL-INFUSED BATH/SHOWER SPONGES

Star ingredients » Vitamin C, Retinol, Hyaluronic Acid

#### **VITAMIN C GLOW WASH**

**GEL-INFUSED SPONGE** 



**PURIFY - BRIGHT**ANTI-AGE

#### **RETINOL NIGHT WASH**

**GEL-INFUSED SPONGE** 



**FIRM - TIGHT**REJUVENATE

#### **HYALURONIC HYDRO WASH**

**GEL-INFUSED SPONGE** 



EXTRA HYDRATING

EXFOLIATE - SMOOTH

MOISTURE





#### **NEW! TREATMENTS FOR BUTT & CHEST**

Star ingredients » Peptides, Hyaluronic Acid, Niacinamide, Caffeine









#### **NEW! BUTT & BOOB TREATMENTS**

Star ingredients » Retinol, Vitamin E, Vitamin C + Organic ingredients







#### **NEW LOOK!**

VIRAL TOP-SELLER BREAST TREATMENT

75 ml Single use

### **HONEY BUST**BOOB TREATMENT



EXTRA NOURISHING
FIRM - BOUNCE
ELASTICITY



#### SOCIAL MUST-HAVE BOOTY TREATMENT

75 ml Single use

### **BABY GOT BACK**EXFOLIATING BUTT MASK



PROBLEM SOLVING
SPOTS - FIRM
SMOOTH



#### **NEW! HAIR CARE SERIES**

Star ingredients » Argan Oil, Marula Oil, Aloe Vera



HAIR VITAMINS
VEGETARIAN GUMMIES



DAILY SUPPLEMENT

DELICIOUS - SUPPORT

HAIR GOALS

**ÁRGAN SHAMPOO**EVERYDAY PROTECTING



FOR ALL HAIR TYPES
REPAIR – STRENGTH - HYDRATE
VEGAN, FREE-FROM
RECYCLED BOTTLE

**ÁRGAN CONDITIONER** EVERYDAY PROTECTING



FOR ALL HAIR TYPES
REPAIR – STRENGTH - HYDRATE
VEGAN, FREE-FROM
RECYCLED BOTTLE

PERFECT HAIR
PROTECTING MASK



REPAIR - PROTECT

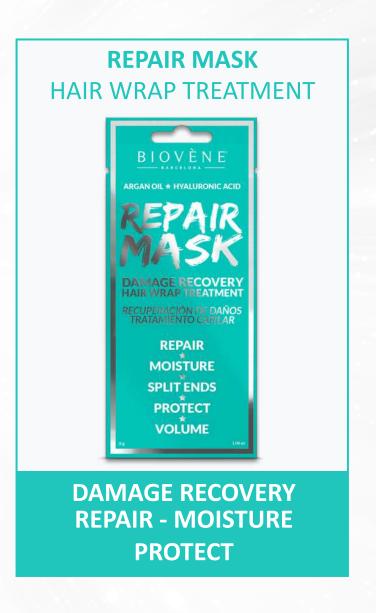
NOURISH

#### **NEW! HAIR EXFOLIATING SCRUB**

New look! Best-selling hair sheet masks











### Recap

#### Introducing: Biovène Barcelona – Democratizing Beauty

- Innovation out of Barcelona
- Trend right product stories
- Natural, high-quality ingredients
- Substantiated claims and benefits
- Multiple, flexible display options
- Powerful and proven social media opportunity
- Strong pipeline of new products
- Extremely margin supportive



# ALL-INCLUSIVE, KIND BEAUTY PREMIUM BUT ATTAINABLE FAIR TO YOUR WALLET

Biovène innovates prestigious products defined as "premium but attainable" and believes beauty should be fair - and religion, color of our skin or which part of the world we are born in should not limit the access to life and beauty.

Barcelona is one of the most inclusive places of the world, embracing diversity in gender identity and culture. With Biovène customers from countries around the globe, and from what can be seen as different worlds - from Spain - Switzerland – USA – Middle East – we are proud to be an inclusive brand providing fair beauty for a world full of love, and nothing but joy. Where there's no anger, no hate, no war and only peace.





# CLEAN BEAUTY POWER OF NATURE DERMATOLOGIST TESTED

The philosophy of Biovène runs on the principle that nature and science combined creates affordable exclusive cosmetic products. The purest ingredients are sourced from nature to unlock the full potential. Science and technology have now advanced to such a degree that it can now be used to enhance all the benefits that nature has to give.

When you see the easy-to-spot Biovène products on a shelf in your favorite store, we assure you that it is made with integrity and without the ingredients we know you like to avoid.

Biovène Barcelona promotes Clean Beauty where you can find easy transparency for our products formulated without: Sulfates SLS and SLES, parabens, formaldehydes, phthalates, mineral oil, retinyl palmitate, oxybenzone, hydroquinone, Triclosan, Triclocarban and less than one percent of synthetic fragrances.



## WE LOVE ANIMALS PROMOTING VEGAN OPTIONS

Animals are an important part of our lives - we love them as parents and our children loves them even more. We make sure our products are not tested on animals and are promoting an individual centered lifestyle for a choice of vegan or vegetarian friendly alternatives.

Biovène Barcelona wants to make it easy for you to see which product is the right one for you. While most of Biovène products are vegan friendly, some do not meet the classification (for example formulations with honey or squalene from fish).



### AN ENCHANTED MESSAGE LOVE YOURSELF

Biovène believes in a message of love: Love Yourself as Love Attracts. If we can't love ourselves, it is difficult to love anyone else. Be Yourself. We must let go of fears to be what we really are. Be authentic.

Enjoy life. Be love: The feeling you can't put into words. The love that is the result of being what you really are. Love yourself. Because of what you are. Because you respect what you are.



# THINK PINK SUSTAINABLE BEAUTY PLANTING TREES FOR THE PLANET

Biovène Barcelona pursues a sustainable corporate strategy with a goal to offset CO2 emissions that could not be avoided by planting trees through Plant-for-the-Planet.

Biovène donates trees to land belonging to Plant For The Planet's foundation in Campeche, Mexico. Visit www.plant-for-the-planet.org if you want to read about their efforts and make a donation.

When you buy Biovène products, you contribute to planting new trees for a better world and help our children to save our planet.



# STRONG PRINCIPLES SAFETY FIRST SCIENCE, INTEGRITY & TRANSPARENCY

We apply GMPC principles in our entire value chain. Our goods are developed to comply with the strictest European standard for cosmetics, in particular with the Cosmetics Regulation (EC) No 1223/2009 of the European Parliament.

As part of our research and product development phase, we outsource our testing to independent third-party company SGS, the world's leading inspection, verification, testing and certification company which is recognized as the global benchmark for quality and integrity.



# BIOVENA BARCELONA