

BW

CONFIDENTIAL

Comment

China nerves



Nervousness over China continues. The country, which is embroiled in a trade war with the US and up against a slowing economy, was blamed last week for tech company Apple cutting its sales forecast. The news led to fears that luxury brands reliant on China would also see their sales hit, causing the share price of many companies in this sector to fall.

However, some analysts say that the Apple warning is more to do with the company's strategy in the market and falling demand for its products among the Chinese

than an indication of overall consumer sentiment. They add that local companies, such as Huawei and Xiaomi offer devices that claim to have more and better features than the iPhone and at much lower prices, which has put pressure on Apple.

The key takeaway then, from Apple's announcement may not be that brands need to be wary of a China slowdown (although economists say market growth will continue to soften), but that they need to take into account an increasingly savvy Chinese consumer and one that no longer has reservations about buying home-grown names over what are seen as aspirational Western brands.

Oonagh Phillips

Editor in Chief

ophilips@bwconfidential.com

Inside

The buzz	2
News roundup	
Netwatch	5
Social media monitor	
Interview	6
Nuxe global travel retail director Marion Bruimaud	
Insight	8
Trends	
Store visit	11
Showfields, New York City, US	

Get the essential beauty news of the week in one quick-read email every Friday with BW Confidential's

THIS WEEK IN BEAUTY

ALSO IN VIDEO

A video highlight of the week's key news headlines in just under a minute

News roundup

At a glance...

- **Temasek exploring sale of part of AS Watson stake**
- **Sears to consider revised takeover bid from chairman**
- **Beauty tech on show at CES, Las Vegas**

Stay informed with our daily news headlines on www.bwconfidential.com

Retail

Singaporean sovereign wealth fund **Temasek** is in talks to sell a small part of its stake in AS Watson (CK Hutchison), according to a source cited by Reuters. Temasek holds a 24.9% share of the health and beauty retailer. It purchased the stake in 2014 for HK\$44bn (\$5.67bn). The sale of part of its stake is said to be in the context of the regular shuffling of its portfolio. The source said that Temasek had not made a final decision on whether to sell.

In July last year at its annual review, Temasek said it was looking to temper the pace of its investments given the rising trade tensions between the US and China.

Sears agreed to consider a revised takeover bid from chairman Eddie Lampert to avoid liquidation. The revised bid comes after a \$4.4bn offer to save the retailer and could keep 425 of its stores open. This bid was made through Lampert's hedge fund ESL Investments and follows an unsuccessful \$4.6bn bid in December.



German beauty retailer **Douglas** has partnered with Indie Beauty Media Group (IBMG), organizer of the Indie Beauty Expo shows, to help it source and bring new brands to its stores. Douglas ceo Tina Mueller said that independent beauty is a strategic area for the company.

Strategy

Flavor and fragrance company **IFF** will collaborate with France-based digital olfactive technology specialist Aryballe to develop Aryballe's technology in portable, universal odor detection sensors. According to IFF, the industry-exclusive partnership will see the development of odor-sensing and quality-control applications. The aim is to create a platform of applications in fragrance, cosmetics, food and other industries.

Private-equity group **Stirling Square Capital Partners** has entered into an exclusive agreement to acquire investment fund Oaktree's stake in glassmaker Verescence. Verescence has three glass production and four decoration facilities in Europe and North America, and posted sales of more than €280m in 2017. The proposed deal will be submitted to the workers' council of Verescence and is subject to competition and other regulatory approvals. Stirling Square Capital Partners is a pan-European private-equity firm managing over €2bn in assets. ■■■

BW Confidential

17 rue Louis Rouquier
92300 Levallois-Perret, France
contact@bwconfidential.com
Tel: +33 (0)1 74 63 49 61
www.bwconfidential.com

ISSN: 2104-3302

Publisher: Nicolas Grob
ngrob@bwconfidential.com

Editorial Director: Oonagh Phillips
ophillips@bwconfidential.com

Journalist & Copy Editor: Katie Nichol
knichol@bwconfidential.com

Journalist: Monica Defrances
mdefrances@bwconfidential.com

Contributors: Sophie Douez, Alex Wynne, Renata Ashcar, Mayu Saini, Corinne Blanché, Naomi Marcoulet, Kevin Rozario, Tina Milton

Subscriptions

1 year: Beauty Insight (20 issues) +
Print Magazine (4 issues) + This Week in Beauty
+ Daily News + Collector's Guide + Beauty &
Travel Retail Special Edition: €549/US\$769
subscribe@bwconfidential.com

Advertising

advertise@bwconfidential.com
BW Confidential is published by Noon Media
513 746 297 RCS Nanterre
Copyright © 2019. All rights reserved.
Reproduction in whole or in part without
permission is strictly prohibited.

News roundup

Direct seller **Avon Products** is to sell its Avon Beauty China manufacturing facility to LG Household & Healthcare subsidiary TheFaceshop. Avon's net proceeds from the sale will be \$44m. As part of a manufacturing and supply agreement between the two parties, the factory, in Guangzhou, will manufacture products for Avon's China business and other markets, and maximize the capacity for its own production. The Avon employees at the plant will remain in place. The transaction is expected to close in February 2019.

Digital media company **Dotdash** is to enter beauty with the acquisition of digital beauty brand Byrdie from Clique Brands. Dotdash has also acquired Clique Brands' women's lifestyle platform MyDomaine. Terms of the deal were not disclosed.

Dotdash has appointed Leah Wyar to lead Byrdie and MyDomaine. Wyar was most recently chief beauty director at Hearst Magazines.

Travel retail

Chinese online retailer **JD.com** has made its travel retail debut with two new stores, at Beijing Capital International Airport (BCIA) and Hohhot East Railway Station in Inner Mongolia.

The BCIA store, located at Terminal 3, is a three-month pop-up that will offer beauty, clothing, mobile accessories and bags and suitcases. It uses JD's smart store technology to analyze customer behavior and traffic, for example by generating heat maps to help with inventory management.

At Hohhot East Railway Station, JD has opened a 100m² (1,076ft²) unmanned convenience store. Its features include facial recognition payment and smart vending machines that automatically process payments once customers select products and close the door of the machine. The store plans to launch a Mini Program in WeChat through which customers will be able to buy while in the store and take purchases with them, or shop online for delivery. The program is part of what JD calls its 'Boundaryless Retail vision', which focuses on flexible purchase and delivery methods.



French brand **Chanel** has opened a standalone boutique for fragrance and cosmetics at São Paulo Airport, Brazil. The 65m² (700ft²) store, located at the Terminal 3 departures area, launched on December 12 in partnership with travel retailer Dufry and São Paulo Airport. The boutique's decor was inspired by Coco Chanel's apartment on the rue Cambon in Paris and its visual merchandising will change with the seasons and in line with the brand's collections.



Dior opened its first beauty boutique in the Americas in Guarulhos Airport, São Paulo, Brazil in December. The 57m² (614ft²) boutique located in the main lobby of the international terminal boarding area is a partnership between Guarulhos Airport, travel retailer Dufry and Dior. The store offers a range of fragrances, candles, make-up and skincare, as well as silk scarves that can be perfumed. Services include skincare consultations and the possibility of creating personalized make-up palettes. ■ ■ ■



News roundup

CES : Tech on show

The annual CES consumer electronics show took place in Las Vegas this week. Beauty, especially skincare, was well represented. Key trends in beauty tech focused on personalization and smart mirrors that provide information and try-ons to consumers, while sending data back to companies.

US-based skincare brand **Neutrogena** presented a sheet mask that offers skincare personalized for different areas of the face. Called Neutrogena MaskiD, the mask is customized using face mapping, digital skin analysis and 3D printing. The user takes a selfie using a smartphone 3D camera, creating a map with measurements of her face. Then she uses the Neutrogena app to scan the skin's surface and obtain ingredient recommendations. Finally, a unique combination of five ingredients is printed onto a custom-fit hydrogel mask using 3D printing.



Coty presented the new Wella Professionals augmented reality (AR)-enabled Smart Mirror for hair salons, which features live AR hair color try-ons, facial recognition that can be used to retrieve past looks and 360° video capture. It is powered by the CareOS operating system and also incorporates PerfectCorp's YouCamMakeup AR and AI technology.

France-based **CareOS** (Baracoda Group) unveiled the Artemis smart mirror. The mirror's features include AR make-up and hair tutorials, facial recognition, a visual acuity test, fitness coaching, voice commands for lights, the shower and other connected bathroom devices and 360° video capture with 4D visualization of a user's reflection, which can be stored and compared over time.



L'Oréal unveiled a prototype of the My Skin Track pH by La Roche-Posay, a wearable sensor and app to measure skin pH levels and create customized skincare regimens. It aims to identify a pH balance in the skin outside the healthy range, which can result in skin concerns. The sensor reads the user's pH by capturing trace amounts of sweat from skin pores. The app then recommends La Roche-Posay products to balance the wearer's pH.



P&G showed what it calls the first precision at-home skincare device that scans the complexion and corrects hyperpigmentation. Called Opté Precision Skincare System, P&G says that Opté has over 40 patents and combines optics, proprietary algorithms, printing technology and skincare in one device. The group claims that Opté's technology allows it to treat only the small areas of the skin that need correction without covering the skin that doesn't. Opté is comprised of a wand and a serum that work together.

Other trends at the show included:

- **5G.** There is much hype over 5G, which promises higher speeds to power IoT.
- **Health monitoring.** Devices and wearables to monitor the heart, blood pressure.
- **Personal assistants** and using them for a growing range of devices, including TVs etc.
- **Smart home products,** such as fridges that replenish items or intelligent toilets.
- **XR,** a catch-all term combining virtual reality (VR), augmented reality (AR) and mixed reality (MR), as well as immersive video and intensified media experiences.
- **Tech detox.** Items to help consumers resist using their connected devices and stave off related negative effects of blue light, sleep deprivation and low attention spans. ■

Social media monitor

BW Confidential reports on what's being said about beauty on social networks

The benefits of using **tattoos** for beauty issues, such as to improve the brow line, have become a topic of conversation. Commentators on social media say that this area could see much more development.

Creative packaging innovations with themed boxes and luxury advent calendars have been a hit with fans. For the 2018 holiday season, there was a slew of innovative offerings, such as the Mintd Box Winter Survival Kit and Nars' Uncensored advent calendar.

Social media commentators have noted more **extreme trends** like men's nail art and doll-like beauty gaining ground as new niche players experiment with untapped concepts.

There has been much praise on social networks for **sustainable initiatives** from brands. Examples include Aveda's 'Light the Way' candle (pictured) in support of providing clean water, L'Occitane's Terracycle initiative which has been commended for recycling packaging from any brand, and Unilever's Love Beauty and Planet brand, a launch that resonated well with users.



The views expressed in this section are those of bloggers and do not represent the opinions of BW Confidential

BW
CONFIDENTIAL

Collector's Guide



Beauty & Digital

more than 100 pages of insight and analysis on

How digital is disrupting beauty

- Artificial Intelligence
- Online sales
- New distribution channels
- Voice technology
- Data and CRM
- China's tech trends
- Blockchain
- Big tech
- The future

Plus all the latest data, industry predictions and trends

order your copy by email: subscribe@bwconfidential.com

Nuxe global travel retail director Marion Bruimaud

Nurturing new categories

Nuxe global travel retail director Marion Bruimaud discusses the brand's development in the channel and how she views the emergence of new brands and categories in the market

What are your priorities for the travel-retail channel?

We have three priorities for 2019. The first is to consolidate Europe. We are in almost all airports in Europe, but two big ones are missing: Heathrow and Gatwick. [The retailer here is] Dufry, but it's a separate negotiation with the ex-World Duty Free team, so it takes more time. We developed a lot of doors last year in Europe; we have started Spain and are developing Greece. Russia will come this year.

The second priority for this year will be the Middle East and Africa. We have already begun a little in North Africa and are onboard Qatar Airways. It's true that the Middle East market is not easy, but Nuxe has developed well in local markets in the region. We have a big presence in different countries there, especially with pharmacies, and have a good partnership with Sephora in Dubai.

The third priority is Asia. I'm planning to focus more on Asia in the second part of 2019 and in 2020, [especially markets like] Korea, Hong Kong and Singapore. I've had discussions with The Shilla Duty Free, which is present in Hong Kong Airport. And there is China, of course. When we are more well-known locally—we've just started in Sephora in the China domestic market—I can start developing Asian airlines and introducing the brand into big airports in Asia.

Spend per passenger in Europe is declining, especially due to an increase in low-cost carriers (LCC). What can you do better attract LCC passengers?

[I'm not worried] because Nuxe offers very good quality for the price point, and that's why we are successful in the travel-retail business. It's true that customers want more choice, and they want to [have access] not just to luxury brands. [They also want] more natural brands with a good price positioning. Nuxe is offering what passengers are looking for today.

There is increased demand for high-end skincare, driven by Chinese travelers. How will you adapt your offer for Chinese travelers?

We haven't started developing high-end skincare for Chinese travelers. The only thing that we may do is adapt our skincare sets and exclusive sets for Asia. This year, Nuxe will launch a premium skincare range. We have an expertise in skincare and maybe we could work closely with our internal R&D department to think about whether it makes sense and it's worth it to develop a specific high-end skincare line for Asian consumers.

How do you see brands from the pharmacy channel evolving in travel retail?

Nuxe was the first pharmacy brand to enter this market in 2014 and five years later there is a new category inside duty-free stores. It's not only pharmacy—in Dufry and Heinemann it's more the wellness category, and you find brands like Rituals, Molton Brown, L'Occitane and a lot of natural brands. In the pharmacy category you see ■■■



“

Nuxe was the first pharmacy brand to enter [the travel retail] market in 2014 and five years later there is a new category inside duty-free stores

”

Nuxe global travel retail director
Marion Bruimaud

Nuxe global travel retail director Marion Bruinaud

■ ■ ■ Filorga, Vichy and La Roche-Posay in key airports. I see potential for these new brands in duty-free shops. It's just the beginning, there is a demand and an interest from the consumer.

What are the biggest challenges for new categories and brands in travel retail?

The problem today in duty-free is that the space is limited. So it is not easy for newcomers coming into [travel retail] after us because there is not the space for them. It's hard because the big three-axe brands like Chanel or Dior have huge spaces in airports and that's why it's so difficult for operators to find other locations for other brands. This is the key problem today that we all have to face.

Given the pressures on space, how do you convince operators to give you a chance?

It's not easy. We speak together in a very open way. From the beginning as a new brand we have always been very flexible and open to adapting the assortment, adapting the furniture and we are very successful. I just want the minimum space to offer my range and a good location. So that's why it has to be very transparent on both sides.

The argument can be made that prices in travel retail are no longer much more advantageous than what can be found online. What is your view on the issue?

It's true that depending on the country and the operators it may be an issue. In a lot of surveys, the customer says that they are not attracted to travel retail anymore because they consider there is no saving compared to the local market. They should save the VAT, but it is not always the case. Travel-retail operators have to be careful and better communicate to customers the savings compared to perfumeries. Lagardère is doing a lot in this area to better inform the customer.

How can travel retail better differentiate its offer from the domestic market? Are operators asking you to do more in this area?

Definitely. The key issue for them is to offer something different and something that you cannot get in the local market. They want is travel-retail exclusives. Look at Clarins, which was very successful with duos, trios and with specific sets for body and skincare—we've done the same and it's really what the customer is looking for. We are successful with all our pouches and sets, and operators are very happy to hear that we have novelties for next year.

How do you see digital evolving in travel retail in Europe?

Travel-retail operators in Europe are quite late [on this]. In Asia, they are much more digital in their approach compared to Europe. Some operators have started pre-order and click and collect, and it's a must-have for customers. Airlines have developed online pre-ordering, where you can get your products delivered to your seat or to your home. It's definitely a service that has to be developed because customers are requesting it. ■

“

It's hard because the big three-axe brands like Chanel or Dior have huge spaces in airports and that's why it's so difficult for operators to find other locations for other brands. This is the key problem today that we all have to face

”

Nuxe global travel retail director
Marion Bruinaud



▲ Nuxe claims there is strong demand for pharmacy brands offering good value for money in the travel-retail channel

Trends

Coming next

BW Confidential pinpoints key trends for 2019 and beyond

Changing strategies: Small is big

Beauty giants have been pushed to change their strategies and think like a start-up. This has seen leading companies create new brands from scratch. Examples include L'Oréal, which launched Seed Phytonutrients (pictured), and Unilever, which has created several new brands, such as Love, Beauty and Planet and ApotheCARE Essentials. More groups are also looking to launch accelerators or incubators and finance start-ups in a bid to gain access to new strategies, business models and technologies and learn about different ways of reaching the consumer.



But at the same time, analysts predict that companies will look to bring key aspects of business in-house, in a bid to gain control of areas outside their core expertise. This trend was confirmed by luxury and lifestyle group Kering's announcement that it would stop outsourcing its e-commerce business.

Managerial and organizational changes are also expected to intensify, as companies look to flatten their structures to become faster in reacting to market trends. New technology and the need to adapt business models will also see the creation of more new roles at companies. Digital intelligence company Gartner L2 adds that the number of recent ceo departures from industry giants could see a call for fresh ideas on how to ensure growth.

M&A: The next level

Competition to capture the next hottest trend or game-changing concept will continue to fuel M&A. In addition, companies' ambitions to gain the lead in tech or digital services will spur major deals for AI personalization platforms, strategic online players or sustainable start-ups.

The fast-growing professional skincare segment is also likely to see more M&A activity, says Kline Consumer Products senior market research analyst Dana Kreutzer. "Last year Colgate-Palmolive entered the professional skincare market with the acquisition of two, fast-moving brands, PCA Skin and EltaMD. It is an extremely vibrant market, with many independent players across the competitive landscape seeing double- and triple-digit gains in 2018. Therefore, acquisitions or investments from private-equity groups are expected," says Kreutzer. ■■■



Trends

■■■ Sustainability: Objective zero waste

For 2019, the sub-zero waste trend is set to heat up. UK-based research company Mintel describes it as a major movement towards 'a ground-shaking new archetype' driven by consumer concerns. "A bigger-picture focus is needed throughout the beauty and personal-care industry supply chain for a true zero-waste mentality," says Mintel beauty & personal care associate director Andrew McDougall.

Upcoming product development and services will tap into new practices, such as using AI in R&D and new product development to cut waste, or collaborations with sustainable start-ups to explore new materials or concepts. Unilever sought to do this with its Love Beauty and Planet launch, for example. Mintel says that brands that do not address sustainable trends will lose market share and their relevance to consumers.



Distribution: Closing the tech loop

Distribution is veering fast towards a tech-driven future as players look at how to respond to market demands like personalization and fast fulfillment. At the same time, big tech players continue to flex their muscles in the sector.

Ongoing efforts by online players like Amazon to improve services and convenience on e-commerce sites, using auto-replenishment and ever-quicker delivery, is raising the bar for beauty brands and retailers. "The use of big data and machine learning will be essential for retailers to target shoppers the right way and drive conversion," notes Karla Rendle, senior analyst at data and analytics company GlobalData. Experts also predict an acceleration of direct-to-consumer channels and the rise of new business models like M2C (manufacturer-to-consumer).



Futuristic factories: Adapting to speed and scaling

Investments in connected industrial technologies will increase as manufacturers look to address the pressure for speedy turn-around times or scaling on-demand manufacturing. According to a CB Insights report on advanced manufacturing trends for 2019, robots will move deeper into the production process, while connected platforms driving personalized manufacturing and industrial wearables will gain more traction.

CB Insights also predicts widespread adoption of technologies like computer vision, predictive analytics, connected machines-as-a-service and IIoT (industrial internet of things). There is also set to be more experimentation with technologies like edge computing and personalized manufacturing. ■■■



Trends

Beauty: Going beyond fashion

Challenging the dominant influence of fashion, issues like the environment, health and diversity are playing a big part in shaping today's beauty trends. According to Euromonitor's *Beauty Survey Key Insights* paper, for consumers, beauty mostly means health and hygiene, while Gen Z consumers are more likely to associate beauty with diversity than baby boomers.

Along with personalized or adaptive formulas, analysts predict there will be more focus on environmental inspiration. Forecasting agency Trend Stop trend manager Chrissy Hilton-Gee predicts that in 2019, beauty will also see more of a multi-sensory approach. Products will take on a new tactility and natural vibrancy, and use a multi-sensory outlook to create online buzz, says Hilton-Gee.

For packaging, striking and Instagrammable visual aesthetics, like Asquan Group's Frame collection (pictured) that offers a floating impression of the color compact, are set to become more common. A focus on experience and new gestures for packaging, like swiping and scrolling, are also trending.



Wellness: Big business

Analysts predict more opportunities in wellness, which has become a key narrative across all industries, from tech to food. In beauty, wellness is expanding its reach to include issues like mental or sexual health and sleep, as well as environmental concerns. Glow by Nature Made's skin moisture + sleep dietary supplements (pictured), for example, claim to hydrate skin and promote sleep.

"You are seeing beauty brands start the connection between sex and vitality and glowing skin, offering supplements to boost libido. The umbrella for wellness is expanding in other directions too. Cannabis and CBD products are being positioned as wellness aids," says Lucie Greene, worldwide director, The Innovation Group at J. Walter Thompson Intelligence.

The merging of Artificial Intelligence (AI) and emotional intelligence (EI) and creation of emotion-enhancing products using AI, also targets consumers looking for products and services that tap into how they make them feel.



China: C Beauty and Chinese men

The Innovation Group depicts the rise of the C-Beauty trend. "China is investing a huge amount in innovation across the board, not just in beauty. But beauty (perhaps inspired by South Korea's success in this space) is becoming a key focus. This is happening in tandem with a growing soft power for 'brand china'. Formerly synonymous with counterfeits, China's 'brand' in tech, beauty and innovation is becoming stronger and more globally influential. It's also [putting more of a focus on] hygiene, quality and standards that are winning over consumers the world over," says Greene.

Nicole Fall, head of trends at Asian Consumer Intelligence, a trend forecasting agency based in Asia, also notes opportunities in men's beauty. "Until recently, it was Korean men who garnered headlines for their enthusiasm for purchasing grooming products and color cosmetics. Now it's Chinese men who have taken up the beauty mantle pushing the boundaries on what is considered a masculine beauty ideal," says Fall. ■





Bricks & clicks

NYC-based Showfields is a four-story showcase of digital brands featuring spaces for co-working, cultural events and brand experiences

Calling itself 'the most interesting store in the world', New York concept store Showfields is a brick-and-mortar showcase for digitally native brands. The four-story space, which opened its doors in December 2018, was founded by entrepreneurs Tal Zvi Nathanel and Amir Zwickel and will measure 14,000ft² (1,300m²) upon completion at the start of this year.

The store combines retail, experiences, food, art exhibitions and community, stocking direct-to-consumer brands across beauty, wellness, home and fashion. In terms of design, it takes its inspiration from a museum, aiming for a streamlined approach to the interiors.

Showfields' ground floor is dedicated to wellness, with brands including Australian skincare player Frank Body, customizable haircare brand Function of Beauty and clean skincare brand Nuria. The floor features experiences and exclusives such as a 'bathroom' curated by Babba C Rivera of brand marketing agency bybabba, which displays her favorite bath and beauty products; the chance to try Frank Body's coffee scrubs and receive a full-sized product; and a sensory experience around Function of Beauty's new haircare fragrances, as well as gift-box discounts from the brand not available online. Function of Beauty also offers a haircare quiz where customers can discover their signature product from the range. Bybabba and Function of Beauty also have touch-screens through which customers can place orders.

In addition, the wellness floor hosts electric toothbrush brand quip; fitness club City Row, which gives customers a first try of their water-based rowing machine; flower delivery company It's By U; and health technology company Gravity, which offers a relaxation area showcasing its weighted sleep products.

Thrills by Chloe, an in-store food and beverage area, is styled like a carnival-inspired funhouse and catered by vegan eatery By Chloe.

On the first floor, a space called The Den will feature rotating cultural programming as well as revolving art installations by contemporary art gallery Joshua Liner Gallery.

Upon completion, the second floor will feature home brands, while the third floor will be dedicated to design and the fourth floor, called The Loft, will be a co-working and programming space. ■

Showfields

- **Location:** 11 Bond Street, New York City, US
- **Size:** 14,000ft² (1,300m²) on completion
- **Opened:** December
- **Special features:** A 'bathroom' curated by brand marketing agency bybabba; personalized haircare quiz by Function of Beauty; rotating cultural programming; co-working space

Store visit

credit: Lindsay Fontacaro



▲ Customers can try Australian brand Frank Body's coffee scrubs in-store (left). Function of Beauty showcases its personalized haircare experience (right)



▲ A 'bathroom' curated by marketing agency bybabba displays bath and beauty products (left). The store also features contemporary artworks from NYC-based Joshua Liner Gallery (right)

The Print Magazine



Four times a year

bwconfidential.com



News headlines
every day

Beauty Insight



Every two weeks

The Collector's Guide



Once a year

This Week in Beauty



Every week

Beauty & Travel Retail



Once a year

Subscription order form

Subscribe for 2 years and save 20%

Yes, I want to subscribe to BW Confidential

- | | |
|---|---|
| <p><input type="checkbox"/> 2 year subscription: €879 or US\$1,199</p> <ul style="list-style-type: none"> • Beauty Insight (40 issues) • Daily News on www.bwconfidential.com • This Week in Beauty • The Print Magazine (8 issues) • The Collector's Guide (1 issue per year) • Beauty & Travel Retail (1 issue per year) | <p><input type="checkbox"/> 1 year subscription: €549 or US\$769</p> <ul style="list-style-type: none"> • Beauty Insight (20 issues) • Daily News on www.bwconfidential.com • This Week in Beauty • The Print Magazine (4 issues) • The Collector's Guide (1 issue) • Beauty & Travel Retail (1 issue) |
|---|---|

+ Free: each subscription includes full access to the entire contents of BW Confidential's archives on www.bwconfidential.com

Payment method € US\$

CB, Visa, Mastercard/Eurocard | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _
Expiration date: | _ _ _ _ | Security code | _ _ _ _

American Express | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _
Expiration date: | _ _ _ _ | Security code | _ _ _ _

Please bill me

Please complete this form and return it:

- by post: BW Confidential - Subscription Department
17 rue Louis Rouquier
92300 Levallois-Perret - France
- Online: www.bwconfidential.com/shop/subscription
- by email: subscribe@bwconfidential.com

Contact information

Company:.....

First name:.....

Last name:.....

Job title:.....

Address:.....

Postal code:.....

City:.....

Country:.....

Email (required):.....

VAT number (required for European Union):.....

Signature & date: