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> NEW PRODUCTS

Parfums de Maison by Lampeberger:

Two new perfumes have just been launched to complete the **Parfums de Maison** range of interior perfumes for catalytic lamps :

Cérémonie du Sauna – a woody, aromatic fragrance with a top note of gentle, relaxing lavender with mint freshness, on an aromatic heart note of eucalyptus and mint, and a woody base note.

Orchidée du Cambodge – a spicy and woody, floral fragrance with a ginger, licorice and cardamom scent at the outset, on a floral heart note of purple orchids and sensual, woody patchouli, as well as white musk.

Bio range by Body Nature Laboratory, cleansing make-up remover (ecocert notes):

Nuage de Thé – A fresh green floral fragrance, enriched with green tea and organic aloe vera, a moisturizing and nourishing cocktail.

Exists also as a **Hair gel** product in the **hair care** range, a deliciously fruity fragrance.

New Perfume Diffusers by Compagnie de Provence (CDP) :

Extra Pur range:

> **Orange blossom Perfume Diffuser** – floral citrus orange blossom and jasmine, on a soft musk base.

Version Originale range:

> **Jasmin noir Perfume Diffuser** – floral jasmine note and spicy black pepper on a sweet, woody and amber base.

> **Encens lavande Perfume Diffuser** : aromatic floral lavender note, with an hint of incense and honey on a sweet musk background.





Arnaud Moor, President SOZIO

> INSIGHT INTO THE LATEST NEWS AT SOZIO, WITH THE RECENT ACQUISITION OF ALPINE AROMATICS INTERNATIONAL INC.

Exchange with **Arnaud MOOR**, President of SOZIO

1 – SOZIO has recently announced the acquisition of the American perfume company ALPINE AROMATICS INTERNATIONAL INC. Could you tell us about this acquisition ?

The acquisition of ALPINE enables SOZIO to go one step further to pursue our strategy of internationalization which allows us to propose our know-how in perfumery to our clients located throughout the world.

Already established in the USA since 1985, where our subsidiary SOZIO INC. disposes of a creation and production entity, this operation is aimed at accelerating our development and doubling our turnover on the North American market. SOZIO is also present in Asia and the acquisition of ALPINE is a continuity in our development.

2 – Could you explain to us how this acquisition will enable SOZIO to reinforce the diversity of markets which it serves ?

SOZIO and ALPINE are specialized in the manufacturing of olfactory compositions. SOZIO is present in all sectors (fine fragrance, cosmetics, personal care, capillaries, ambience and detergence) and on all distribution markets.

ALPINE, present in the USA for over 50 years, is a key player in the USA in functional perfumery, in particular on the ambience market.

3 – With this acquisition, SOZIO is now one of the world leaders in perfume creation. How will this change the company ?

With the acquisition of ALPINE, SOZIO is now a key player in functional perfumery in the USA. Regarding our perfumery know-how, we will continue to provide our expertise of a French perfume company established in Grasse (France), the home of perfumery, over 250 years ago. SOZIO now has a total of 10 perfumers, and a workforce of 100 employees.

The two teams SOZIO INC. and ALPINE have just been regrouped on the ALPINE site located in New Jersey.

> NEW TRENDS

Our four new market studies **Olfactory Trends** are now available:

Fine Fragrances 2011-2012: Olfactory inspiration book

Our new study **Fine Fragrances 2011-2012 Olfactory inspiration book** is an in-depth study of fine fragrances in Europe throughout 2011 and the perspectives for 2012. This study analyzes the main trends observed in the selective network as well as in niche brands. The study is supported by perfume creations provided by our perfumers.



Ecocert Hypoallergenic Cosmetics 2011-2012: Face & Body Range / Baby Products Range

This study proposes ecocert perfumes with zero allergen concentration, for a variety of face, body and baby ranges, in order to enable ecocert players to develop new ranges of more 'technical' ecocert products, with a developed offer to compete with dermocosmetic ranges as well as traditional baby ranges.



Bath / Shower Gels 2011-2012

This study analyzes the bath and shower gels market in 2011 and perspectives for 2012. Our study is supported by perfume creations for bath and shower gels.





All about the Body 2011-2012

This study analyzes the body products market in different segments. The study covers both traditional perfumes (moisturizing/nourishing, slimming, firmness/anti-aging/bust) and natural, ecocert perfumes (moisturizing/nourishing, slimming, firmness). The study is supported by perfume creations provided by our perfumers.

Our four studies can be **presented** to you upon demand.

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> UPCOMING EVENT

Come and visit our exhibition stand at the **NATEXPO Tradeshow** which will take place in Paris from 15 to 17 October next

SOZIO will have an **exhibition stand** at the upcoming NATEXPO Tradeshow – the professional natural products tradeshow – which will take place in Paris (Villepinte) from 15 to 17 October next.

You are invited to visit our exhibition stand in the **Natural Beauty** area of the Tradeshow – with both natural and labellized cosmetics (ecocert, NaTrue ...). Invitations can be sent to you upon request.

... discover our next Sozio newsletter at the end of the year ...