

**EXSYMOL**  
MONACO



# THE WELL-BEING



# Summary



- ⬡ Presentation of EXSYMOL
- ⬢ Well-being: a booming market
- ⬡ Well-being: a universal quest
- ⬢ The skin, mirror of our well-being
- ⬡ Examples of market products
- ⬢ EXSYMOL's solutions
- ⬡ **SNAPSHOTS**
  - CHRONOCYCLIN
  - EPIDERMOSIL
  - SCUTALINE
  - SLIMAGINE

# Presentation of EXSYMOL



MONACO SINCE 1972



## Our vision

« Become a key player in active cosmetic ingredients and be recognized as an expert of the skin and its needs.»

## Our mission

« Creator of innovative, effective and safe cosmetic active ingredients to meet the needs of skin, consumers and our customers.»

## Our values



# Well-being: a booming market

## Well-being:

- Pleasant state resulting from the satisfaction of the needs of the body and calmness of mind
- Material ease that allows a pleasant existence.

• Définition Larousse.fr

## WELL-BEING MARKET

Well-being Industry= **6%** of world economic output



**4,2 billion \$**

- Growth between **8** and **12%** since 2010
- Expected increase of **5** to **6%** over the next 5 years

Spending on Well-being > **50%** of total health spending



Consumers are becoming more and more numerous. People want to:

- Improve their living conditions
- Condition of well-being at work

# Well-being: a universal quest

In addition to physical spaces (spas, institutes,...) and well-known Well-being players such as the hotel industry and tourism:

- Internet : Apps dedicated to Well-being



Doing more sport  
Enjoying nature



Meditation, relaxation  
Sophrology



Yoga



Organic or natural products  
Naturopathy  
Phytotherapy



Eat better  
Dietetic food

Y and Z  
generations very  
focused on their  
way of life  
  
→ do their utmost  
to significantly  
improve their lives

- But also Wellness Boxes



Natural products

Beauty products

Aromatherapy

...



→ Well-being concerns all generations and all fields (in COSMETICS!)

→ Mobile application development will increase: well-being at home to fit people's new lifestyles (always more in a hurry and eager to feel good)



## WELL-BEING AT WORK

- Became a real market niche
- Increases the profitability and motivation of employees/collaborators

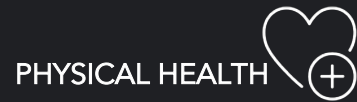
**78%**

of French people consider that companies must contribute to the collective well-being (in social, environmental matters...)\*.



# The skin, mirror of our well-being

"The skin is the deepest part of a man's spirit."  
Paul Valéry



## EAT WELL

39% of adults >18 in the world are overweight and 13% are obese.

→ Dry skin, cellulite, loss of firmness

→ PREVENT THE HARMFUL EFFECTS OF OVEREATING ON THE SKIN



## AGING WELL

7/10 people feel they are younger than their age. The age is usually minimized by 20%

→ Wrinkles, dry skin, sagging tissue, age spots

→ MATCH THE PERCEIVED AND ACTUAL AGE OF THE CONSUMER BY SLOWING DOWN SKIN AGING



## SLEEP WELL

1/3 of the French suffer from sleep deficit (<6h/night)

Mood disorders (SLEEP study):  
- Sadness  
- Abatement

→ Dry skin, dull and greyish complexion, dark circles, small pimples

→ READJUST ONE'S BIORHYTHM



## EMOTIONS, STRESS

1/5 French people almost always feel stressed

→ Blurred complexion, deepened wrinkles, imperfections, redness, dark circles...

→ + increase in the prevalence of skin problems (psoriasis, eczema, acne...)

→ PROVIDE A SENSE OF RELIEF TO THE CONSUMER



# Examples of market products

MINTEL



## Perfect'Nuit (Chrono Perfect) AURIEGE

Taking charge of your body is the new trend. However, it is estimated that cellulite still represents an aesthetic concern for more than 90% of women. Assume yourself as you are YES but women are not against a little help to help them melt their cellulite and eliminate the excess food and lack of sports activity related to confinement.



## Perfect'Nuit (Chrono Perfect) AURIEGE

Acts at night, a key moment in cell regeneration. Frees the face from the marks of stress and fatigue accumulated during the day. In the morning, the features are relaxed and relaxed. The skin is smoother and resourced.

## Synergy P+ POSI+IVE AGEING

Regenerating serum, multi-vitamin. Part of the POSI+IVE AGEING COSMETICS range. Concentrates of perfection to fully satisfy the demands and needs of our skin.



## Cream fluid ANTI-STRESS SPF30 LANCÔME

An active life and stress factors for the skin such as pollution, dry weather and many other external aggressions to which we are exposed daily can cause skin dehydration, discomfort and loss of radiance. Reduces visible signs of stress. The skin appears revitalized, the skin barrier is strengthened.



# EXSYMOL's solutions for the well-being of your skin

According to the needs



## SLIMAGINE

Dulse extract (Japanese red alga  
Palmaria Palmata)

Elasticity **+30%**

Firmness **+22%**

Cellulite **-24%**

Bulges **-30%**

Loss cm: **-4,33cm** hip

Perception of the silhouette **+23%**.

→ PREVENTS THE HARMFUL  
EFFECTS (TO THE SKIN) OF  
OVEREATING

## BALANCE OF WELL-BEING



## SCUTALINE

Extract from Skullcap

Fighting inflamm'aging

**-65%** PGE<sub>2</sub> production (inflammation)

Decreases and delays the onset of  
senescence

**-44%** SA-β-galactosidase activity

→ SLOWS DOWN THE  
METABOLIC SLOWDOWN THAT  
CAUSES PREMATURE SKIN AGING



## CHRONOCYCLIN

Chronopeptide

Optimization of the expression of the  
enzyme **activating environmental  
vitamin D**

Circadian gene resynchronization:  
**CLOCK** and **PERIOD-1**

Stimulation of keratinocyte  
regeneration and renewal

→ READJUSTS THE  
CUTANEOUS  
BIORHYTHM

## MENTAL HEALTH



## ÉPIDERMOSIL

Silanol – HA complex

Anti-stress effect:  
reduction in cutaneous cortisol  
**-46%** 11-β HSD1

Boosts HA production **+31%**  
produced by keratinocytes

→ FIGHT AGAINST  
NEGATIVE EMOTIONS BY  
REDUCING STRESS



## PHYSICAL HEALTH



# EXSYMOL solution: CHRONOCYCLIN

Snapshot



## CHRONOCYCLIN

The cosmetic active ingredient that resets the internal clock of skin cells

INCI : *GLUTAMYLAMIDOETHYL IMIDAZOLE*

Use level: 0,2 à 1%

pH ≈ 5

Density at 20°C ≈ 1,00

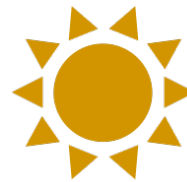
Miscibility : water, alcohol, glycol

Appearance: clear, colourless solution

Excellent tolerance



### CLAIMS



Optimization of the expression of the enzyme activating environmental vitamin D



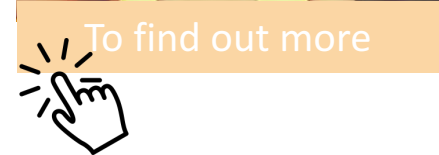
Resynchronization of cutaneous circadian genes **CLOCK** and **PERIOD-1**



Cell regeneration and renewal



Wrinkle reducer



To find out more

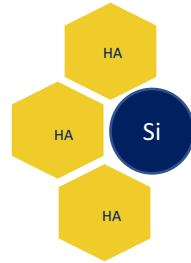
# EXSYMOL solution: EPIDERMOSIL

Snapshot



## EPIDERMOSIL

The cosmetic active ingredient for skin weakened by urban stress



INCI: *SILANETRIOL (and) HYALURONIC ACID*

Use level: 2.5% à 5%

pH ≈ 4.5 - 6.5

Density at 20°C ≈ 1.0

Miscibility: water, alcohol, glycol

Appearance: clear to opalescent, colorless to pale yellow liquid  
Excellent tolerance

### CLAIMS



To find out more



Moisturizes



Glow effect



Comfort



Anti-stress



Revives stressed skin



Acne regulator



Patent EP2172186B1

# EXSYMOL solution: SCUTALINE

Snapshot



## SCUTALINE

The soothing cosmetic active ingredient  
for overworked skin

INCI: *SCUTELLARIA BAICALENSIS* ROOT  
EXTRACT

Use level: 1 - 2%

pH ≈ 4.0-5.5

Density at 20°C ≈ 1.06

Miscibility: water, alcohol, glycol

Appearance: clear to slightly opalescent  
liquid, yellow-green to red-orange

Excellent tolerance



### CLAIMS



Moisturizes



anti-zombie cell effect



Soothes



Repairs



Prevents signs of aging  
(wrinkles and age spots)



Calming effect



To find out more

Based on an innovative extraction process (patent pending)  
Identification of the 2 main molecules of the plant from which our active ingredient is derived:

- Baicaleine
- Wogonin



# EXSYMOL solution: SLIMAGINE

Snapshot



## SLIMAGINE

The silhouette sculptor  
cosmetic active ingredient

INCI: *PALMARIA PALMATA EXTRACT*

Use level: 2 - 4%

pH ≈ 5.5

Density at 20°C ≈ 1.06

Miscibility: water

Appearance: clear, slightly opalescent,  
yellow-orange to red-orange solution

Excellent tolerance



## CLAIMS



Erases skin  
imperfections



Anti-cellulite



Firms the skin



Smoothes the skin



Drains fat



Prevents the  
formation of fatty  
deposits



To find out more