

IMPORT - EXPORT OF FINISHED AND SEMIFINISHED  
PERFUMERY, COSMETIC AND HYGIENE PRODUCTS

| IMPORT                                | QUANTITY (tons)  |                  |              |
|---------------------------------------|------------------|------------------|--------------|
|                                       | JANUARY-NOVEMBER |                  |              |
|                                       | 2008             | 2009             | var %        |
| Shampoos                              | 32.879,8         | 37.485,5         | 14,0%        |
| Hair preparations                     | 250,9            | 238,8            | -4,8%        |
| Hair spray                            | 1.943,8          | 1.915,7          | -1,4%        |
| Hair lotions                          | 1.445,5          | 1.746,7          | 20,8%        |
| Other hair products                   | 30.733,5         | 29.438,6         | -4,2%        |
| Face powders                          | 610,3            | 748,4            | 22,6%        |
| Creams and other products             | 38.054,3         | 34.875,6         | -8,4%        |
| Lips make-up products                 | 977,3            | 986,7            | 1,0%         |
| Eyes make-up products                 | 1.364,9          | 1.154,6          | -15,4%       |
| Nail products                         | 2.165,3          | 2.469,3          | 14,0%        |
| Soaps                                 | 23.699,9         | 18.758,0         | -20,9%       |
| Bath products                         | 23.712,5         | 14.894,5         | -37,2%       |
| Deodorants                            | 6.231,4          | 8.222,0          | 31,9%        |
| Toothpastes                           | 27.810,5         | 23.644,2         | -15,0%       |
| Other oral hygiene products           | 8.535,6          | 6.789,8          | -20,5%       |
| Shaving products                      | 4.950,5          | 4.302,8          | -13,1%       |
| Perfumes and eaux de parfum           | 5.268,5          | 4.681,0          | -11,2%       |
| Toilet water and eaux de cologne      | 7.007,9          | 6.330,4          | -9,7%        |
| Other cosmetic and perfumery products | 7.487,7          | 6.952,7          | -7,1%        |
| <b>TOTAL IMPORT</b>                   | <b>225.130,1</b> | <b>205.635,3</b> | <b>-8,7%</b> |

| VALUE | (Euro/thousands)   |                    |               |
|-------|--------------------|--------------------|---------------|
|       | JANUARY-NOVEMBER   |                    |               |
|       | 2008               | 2009               | var %         |
|       | 67.828,6           | 72.682,1           | 7,2%          |
|       | 1.425,4            | 1.542,5            | 8,2%          |
|       | 6.390,0            | 7.216,8            | 12,9%         |
|       | 7.723,4            | 8.609,9            | 11,5%         |
|       | 136.726,9          | 115.014,3          | -15,9%        |
|       | 19.524,0           | 17.696,5           | -9,4%         |
|       | 498.983,8          | 434.009,5          | -13,0%        |
|       | 39.148,1           | 39.193,3           | 0,1%          |
|       | 50.021,2           | 46.221,0           | -7,6%         |
|       | 25.777,7           | 30.635,0           | 18,8%         |
|       | 44.280,3           | 33.971,8           | -23,3%        |
|       | 44.443,6           | 28.087,6           | -36,8%        |
|       | 46.929,4           | 48.035,8           | 2,4%          |
|       | 83.307,9           | 71.585,4           | -14,1%        |
|       | 30.461,2           | 28.818,0           | -5,4%         |
|       | 23.439,3           | 21.335,2           | -9,0%         |
|       | 95.129,9           | 76.797,5           | -19,3%        |
|       | 209.182,1          | 176.376,1          | -15,7%        |
|       | 44.293,2           | 40.986,8           | -7,5%         |
|       | <b>1.475.016,0</b> | <b>1.298.815,1</b> | <b>-11,9%</b> |

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|---------------------------------------|------------------|------------------|--------------|
|                                       | JANUARY-NOVEMBER |                  |              |
|                                       | 2008             | 2009             | var %        |
| Shampoos                              | 45.545,2         | 46.075,6         | 1,2%         |
| Hair preparations                     | 1.626,9          | 1.805,8          | 11,0%        |
| Hair spray                            | 7.998,3          | 6.157,0          | -23,0%       |
| Hair lotions                          | 3.178,6          | 1.757,7          | -44,7%       |
| Other hair products                   | 44.859,7         | 48.694,9         | 8,5%         |
| Face powders                          | 3.971,6          | 3.723,1          | -6,3%        |
| Creams and other products             | 50.492,2         | 44.569,0         | -11,7%       |
| Lips make-up products                 | 3.517,8          | 2.405,8          | -31,6%       |
| Eyes make-up products                 | 3.472,4          | 3.172,9          | -8,6%        |
| Nail products                         | 777,0            | 930,3            | 19,7%        |
| Soaps                                 | 67.303,8         | 57.426,9         | -14,7%       |
| Bath products                         | 34.652,2         | 28.715,3         | -17,1%       |
| Deodorants                            | 11.843,5         | 12.949,5         | 9,3%         |
| Toothpastes                           | 3.076,1          | 2.719,5          | -11,6%       |
| Other oral hygiene products           | 12.407,3         | 34.631,1         | 179,1%       |
| Shaving products                      | 11.303,3         | 12.337,2         | 9,1%         |
| Perfumes and eaux de parfum           | 6.617,2          | 4.981,4          | -24,7%       |
| Toilet water and eaux de cologne      | 14.677,5         | 9.453,5          | -35,6%       |
| Other cosmetic and perfumery products | 20.459,0         | 16.843,4         | -17,7%       |
| <b>TOTAL EXPORT</b>                   | <b>347.779,6</b> | <b>339.349,9</b> | <b>-2,4%</b> |

| EXPORT                                | VALUE (Euro/thousands) |                    |               |
|---------------------------------------|------------------------|--------------------|---------------|
|                                       | JANUARY-NOVEMBER       |                    |               |
|                                       | 2008                   | 2009               | var %         |
| Shampoos                              | 90.699,9               | 85.683,0           | -5,5%         |
| Hair preparations                     | 6.933,5                | 7.315,2            | 5,5%          |
| Hair spray                            | 21.133,8               | 16.465,4           | -22,1%        |
| Hair lotions                          | 14.675,0               | 12.661,1           | -13,7%        |
| Other hair products                   | 233.608,9              | 239.135,2          | 2,4%          |
| Face powders                          | 109.146,0              | 82.305,3           | -24,6%        |
| Creams and other products             | 432.453,2              | 381.558,0          | -11,8%        |
| Lips make-up products                 | 105.742,9              | 69.302,0           | -34,5%        |
| Eyes make-up products                 | 141.194,0              | 128.082,3          | -9,3%         |
| Nail products                         | 8.861,5                | 11.749,7           | 32,6%         |
| Soaps                                 | 114.063,2              | 92.283,8           | -19,1%        |
| Bath products                         | 76.751,4               | 64.968,1           | -15,4%        |
| Deodorants                            | 63.371,9               | 70.917,1           | 11,9%         |
| Toothpastes                           | 12.918,5               | 12.633,1           | -2,2%         |
| Other oral hygiene products           | 29.547,4               | 73.650,0           | 149,3%        |
| Shaving products                      | 39.063,6               | 37.412,7           | -4,2%         |
| Perfumes and eaux de parfum           | 166.080,5              | 140.044,9          | -15,7%        |
| Toilet water and eaux de cologne      | 381.810,7              | 265.250,9          | -30,5%        |
| Other cosmetic and perfumery products | 89.901,4               | 73.418,1           | -18,3%        |
| <b>TOTAL EXPORT</b>                   | <b>2.137.957,3</b>     | <b>1.864.835,9</b> | <b>-12,8%</b> |

Source: Unipro Economic and Statistical Research