

# BEAUTY SPOTLIGHT

## FINALISTS

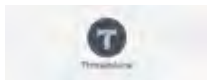
After 3 weeks of reviewing a long list of applications, we are proud to announce the final 12 Beauty Spotlight finalists who will be presenting on the main stage at Europe's first Beauty & Money Summit.



Global Founding Partner:

Senior Event Partners:

Event Partners:



# WITH THANKS TO THE LONDON SELECTION COMMITTEE



Marie-Eve  
Schroeder, CMO,  
Henkel Beauty Care



Olivier Garel,  
Managing Director,  
CEO, Unilever  
Ventures



Daniel Stern  
Investment Director,  
Piper



Jean-Philippe  
Barade, Partner,  
L Catterton



Colin Welch,  
Managing Director,  
TSG Consumer



Camille  
Kriebitzsch,  
Associate, Otium  
Capital



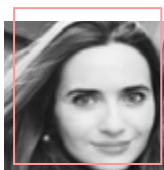
Barbara  
Donoghue,  
Advisor,  
Manzanita Capital



Constantin  
Rojahn,  
Investment  
Manager,  
BlueGem



Matthew Wiseman,  
Partner,  
Alantra



Laura Delgadom  
Business  
Development Lead,  
Founders Factory



Heather  
Roxborough, Senior  
Director, Johnson &  
Johnson Innovation  
London

“  
I’m always intrigued  
by a brand story that  
is new, or an evolution  
of a more traditional  
selling message. It’s  
like peeling back the  
layers of an onion,  
the more you see and  
understand the brand,  
the more you believe  
in them.”

Matthew Wiseman, Partner, Corporate Finance, Alantra

# Making the right CONNECTIONS

The Beauty & Money Summit is 100% focused on bringing innovative and fast growing independent brands together with partners looking to acquire and invest.

To ensure all our guests make the most valuable connections possible at the Summit, all attendees will have access to the **MEETING MOJO** platform, which allows you to create a bespoke meeting schedule, ensuring you connect with the industry stakeholders that are most important in building your business.

**MEETING MOJO** gives you access to the entire attendee list and allows you to message AND invite people to connect during the formal meeting sessions run throughout the day.

## SCHEDULED 1-2-1 MEETINGS

### BUILD RELATIONSHIPS with 100+ attendees including:

- 🔪 Leadership Executives from large Strategic Buyers
- 🔪 Strategic Buyers from Multinational Cosmetic Organisations
- 🔪 Private Equity and Venture Capital Investors
- 🔪 Independent Beauty Brands with revenue under £3million
- 🔪 Independent Beauty Brands with revenue over £3million
- 🔪 Executives from Global Distributors
- 🔪 Investment Bankers
- 🔪 Lawyers and M&A Advisors
- 🔪 Market Intelligence and Consultancy Providers



# BAD NORWEGIAN



## BAD NORWEGIAN

### MARIUS T. KRISTIANSEN, CEO

Marius T. Kristiansen, CEO and co-founder of BAD NORWEGIAN. He holds a MSc International Marketing & Management. After working in the army and as a management consultant, he founded BAD NORWEGIAN in 2011. The company is today distributed in Travel Retail, Beauty retail and eCommerce under the heading "MEN'S SKIN CARE MADE EASY".

### About the company

BAD NORWEGIAN launched its first product Moisturize Face in 2011 and the range now consists of 12 products in total. The tagline "Skincare Made Easy" is also the product philosophy, - clean and simple products to look after your skin with no harmful ingredients added.

## STAYING SOCIAL



[badnorwegian.com](http://badnorwegian.com)

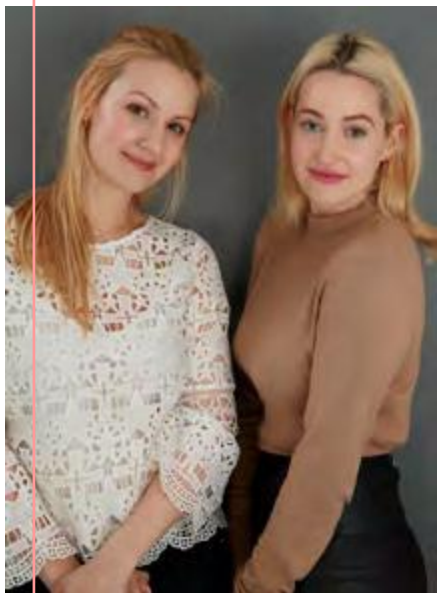


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[@badnorwegian](https://www.twitter.com/badnorwegian)

# BYBI BEAUTY



**ELSIE RUTTERFORD, CO-FOUNDER**

**DOMINIKA MINAROVIC, CO-FOUNDER**

Dominika and Elsie are natural beauty bloggers, formulators and entrepreneurs. They founded Clean Beauty Co, the UK's largest natural beauty content platform, in 2015 and launched BYBI Beauty in 2017. BYBI is now stocked in ASOS, Harvey Nichols, House of Fraser, Urban Outfitters, Oliver Bonas and Beauty Bay. Dominika and Elsie also wrote Clean Beauty, published by Penguin in 2017, which contains over 100 natural beauty recipes.

Both Dominika and Elsie are trained skincare formulators, with a Diploma in Natural Skincare Formulation from Formula Botanica. With backgrounds in advertising and digital marketing, collectively they boast The BBC, Facebook and Apple as their previous employers.

## About the company

BYBI Beauty is an ethically effective skincare brand committed to making products that actually work. We are 100% natural, certified vegan & cruelty free. We create beauty products using only ingredients that we know will directly benefit the skin. We believe in transparency, because everyone deserves to know what's in their beauty products, and innovation, because natural doesn't have to mean basic. BYBI stands for By Beauty Insiders. Founded by Elsie & Dominika in 2017, we are beauty bloggers, formulators and consumers and create products based on what we want and what we know doesn't yet exist.

## STAYING SOCIAL

 [bybi.com](https://bybi.com)

 [@bybibeauty](https://www.instagram.com/bybibeauty)

 [@BybiBeauty](https://www.twitter.com/BybiBeauty)

# COCUNAT



**Cocunat**  
NATURAL & TOXIC FREE

## SARA WERNER, CEO

I've always been a big thinker. I always wanted to touch the stars. I'm from an 89 inhabitants town in the Pyrenees, where the only future is to take care of cows in the summer. How did I then become a dancer in the Boston Ballet at only 21? With determination, perseverance, bravery, effort, ambition and a lot of mental control. This has guided me toward great things." After her career as a ballet dancer, Sara took several roles: CMO of the luxury natural beauty brand Alqvimia, then CEO at nosotras.com, the leading lifestyle magazine for Latam & Spain. Sara soon realised she had a huge entrepreneurial drive and decided to disrupt the cosmetics industry with a radical new concept: toxic-free cosmetics.

### About the company

Toxic free beauty is the next step in the clean beauty movement. By eliminating over 9000 substances and focusing on natural & safe ingredients thru high quality and innovative formulas, Cocunat is disrupting the industry and becoming the cosmetics of the future. In a world where consumers are searching for committed brands with strong values, Cocunat responds to their aspirations: cool, trendy, natural, toxic-free, cruelty free, sustainable, and vegan. Cocunat owns a strong engagement with Millennials and Generation X. Inspired by the exuberant beauty of the Mediterranean, and with over 94% active ingredients, Cocunat's products naturally boost the beauty of your skin, hair and body, and contribute to your well being making you healthy inside and pretty outside.

## STAYING SOCIAL

 [cocunat.com](http://cocunat.com)

 [@cocunat](https://www.instagram.com/cocunat)

 [@cocunatuk](https://www.facebook.com/cocunatuk)

# HO KARAN

## STAYING SOCIAL



### LAURE BOUGUEN CEO

Laure has known since childhood the benefits of hemp, as her grand-parents grew it in Bretagne (France), from legal cannabis sativa variety. In 2016 - while she was still a business school student - she created a range of unique men skincare products made with hemp seeds oil recognised by the barbers for its impressive soothing effect.

She quickly realized that the exceptional properties of the hemp seeds but also the flowers had the power to solve wellness issues beyond the gender, type of skin or age. She surrounded herself with agronomy and pharmacy researchers to launch HO KARAN.

### About the company

At HO KARAN we believe that cannabis is a powerful food for skin, for the body, the mind, and the planet.

Our mission is to bring a healthy and stress-free life to everyone with cannabis and hemp-based clean, efficient and easy-going selfcare products.

Our range is natural, vegan, made in France and gender-free.

HO KARAN means «I love you» in Breton the language of our preserved French region where we produce from plant to laboratory.

We are proud members of 1% for the planet.



[hokaran.com](https://www.hokaran.com)



[@hokaran](https://www.instagram.com/hokaran)

# MY.HAIRCARE



**ROB FORGIONE, CREATOR**

**DENIS KOVALYOV, CREATOR**

Rob & Denis created Bespoke Hair Care a UK based hair care distribution company delivering prestige natural hair care in the UK. In 2016, My. Haircare line was developed and formulated. During the development phase the line was Introduced to a major UK retailer and ranged instantly nationwide.

## About the company

Infuse My. Colour Wash was born during the mechanics of a salon where Rob & Denis passionately do hair and test product for market placement. Colouring hair is a passion that Rob & Denis both share. Guests were constantly praising the colour results when they left the salon, but into the second to third week the dreaded colour fade sets in. Looking at hair colour in today's market Rob & Denis decided it was time to call out colour fade and lack lustre pastel on blondes for good!

Rob and Denis developed infuse my colour wash organically with chemists whilst testing results in a salon environment. Infuse my colour wash is 100% Peta Approved Vegan, Silicone, Paraben and Sulfate free with a technological Bio Polymer that delivers the vegan pigment along with superb conditioning minus the toxic silicones and parabens. My. Haircare Infuse My. Colour Wash in the first year is multi award winning.

## STAYING SOCIAL

 [my-haircare.com](http://my-haircare.com)

 [@my.haircareofficial](https://www.instagram.com/my.haircareofficial)

 [@My.Haircareofficial](https://www.facebook.com/My.Haircareofficial)



# ORBO



## MANOJ SHINDE, CEO

Consummate Business Leader, Speaker and ardent, Boston Patriots fan with 18 years of global experience who loves sharing his insights & experience in Innovation, Product Management, Artificial Intelligence, and design thinking.

Manoj helped Adidas, Reebok, Quiksilver very early on to adopt digital and business transformation. His proudest moment came when his small innovation lab at Adidas turned into enterprise-wide Innovation program.

Millions in P&L responsibility never deterred him from bringing back the human side of work. He mentored, encouraged and built long-lasting employee friends who've reported to him across multi-continent.


### About the company


Orbo has built a series of advanced Computer vision and Deep learning based IP that brings AI automation to facial Imaging applications.

Orbo's deep facial recognition stack is bringing a digital transformation to beauty and cosmetics industry. Be it virtual makeup, embedded hair grooming or crows-feet identification to product recommendation based on skin-tone signature or derma skin advisor, Orbo provides full-stack products and research capability for beauty brands who are trying to leverage the data.

Orbo's Ai research arm can work as an extended unit for beauty and cosmetics brands to produce disruptive tools/framework that leads to better conversions and customer gratification.

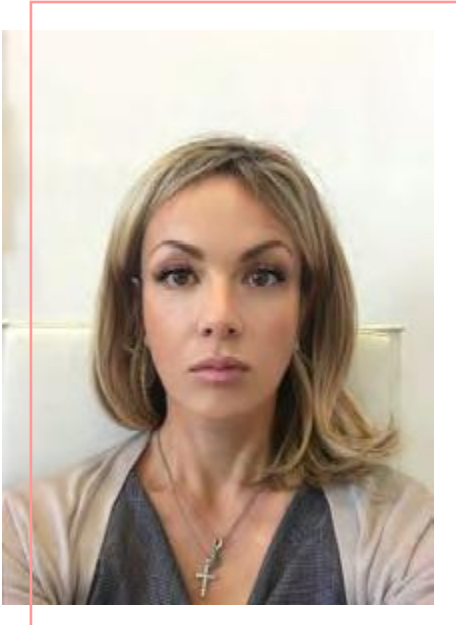
## STAYING SOCIAL

 [orbo.ai](https://orbo.ai)

 [@\\_orbo](https://twitter.com/_orbo)

 [@orboai](https://facebook.com/orboai)

# ROUGE BUNNY ROUGE



ROUGE BUNNY ROUGE

## MARIA DIDIER, MANAGING DIRECTOR

Maria Didier is the Managing Director of Rouge Bunny Rouge UK Ltd and its US direct subsidiary Kudos Beauty since January 2015. Her main role was the restructuring and further developing this privately owned brand.

Maria is an experienced manager with a demonstrated history of working in the luxury sector of fashion and cosmetics for the past 15 years. Before coming to Rouge Bunny Rouge, Maria has over 10 years' experience of working in LVMH (Christian Dior Couture) and Richemont Group (Lancel) and other luxury fashion houses.

Maria earned an MBA in Luxury Brand Management at ESSEC Paris in 2006.

## About the company

Rouge Bunny Rouge is a niche premium make-up and perfumery brand founded in 2005. Its European origins, creative story-telling and very light yet high performing textures make the brand unique on the market.

Rouge Bunny Rouge addresses a modern woman, an urban citizen with a busy multitasking agenda – this woman doesn't want long and complicated rituals in her make-up routine. Rouge Bunny Rouge offers her the products that are easy to apply, pleasant to wear, and make her look like a million dollars in just five minutes. And brand stories, as little dose of magic, reveal her inner beauty and confidence.

## STAYING SOCIAL



[rougebunnyrouge.com](http://rougebunnyrouge.com)



[@rougebunnyrouge](https://www.instagram.com/rougebunnyrouge)



[@rougebunnyrouge](https://twitter.com/rougebunnyrouge)



[@rougebunnyrouge](https://www.facebook.com/rougebunnyrouge)

# SAMPLER

# STAYING SOCIAL



## CARLIE CLOUGH, DIRECTOR OF PARTNERSHIPS

Carlie Clough leads partnership endeavors for Sampler, the global leader in digital product sampling. Carlie started her career in traditional advertising in Toronto. From there, she moved into the ad-tech space consulting start-ups on their agency business development. Passionate for Sampler's vision to transform the way brands distribute product samples, Carlie joined the team in 2016. Since then, the partnership team created a digital sampling network via leading publishers. Sampler's network can reach 55 million unique consumers, connecting this high value audience to Sampler's 300+ consumers including the likes of L'Oréal, Unilever and Kimberly-Clark.

### About the company

Sampler's product sampling management and insights platform helps beauty brands distribute product samples to hyper-targeted audiences. There are two ways to work with us: Sampler helps brands create promotions that are integrated directly into their own marketing channels, or brands can distribute their offers across Sampler's audience network. Brands can set up a campaign quickly and receive a predictable cost that includes everything from targeting to shipping and remarketing. Sampler's turnkey solution helps brands gather consumer feedback and demographic insights that will increase successful trial and conversion rates. Using Sampler, brands no longer need to hand out samples at random, and can get their product into the right hands.



[sampler.io](https://sampler.io)



[@thesamplerapp](https://twitter.com/thesamplerapp)



[@TheSamplerApp](https://www.facebook.com/TheSamplerApp)

# DR RUSSO SKINCARE



Dr RUSSO<sup>®</sup>  
SUN PROTECTIVE SKINCARE

## DR MARIO LUCA RUSSO, FOUNDER & CEO

Dr Mario Luca Russo, M.D. is a London based cosmetic and dermatologic surgeon with over 25 years of clinical practice. Internationally renowned for his revolutionary work in reversing sun damage and premature skin ageing, he is a pioneer of the combined use of Thermage, Fraxel, Zeltiq, PRP and Stem-Cells in Europe. A surgeon by training, he is in the Specialist Register of the General Medical Council, a member of the British Association of Dermatologists, British College of Aesthetic Medicine, American Academy of Cosmetic Surgeons and American Society of Laser Medicine and Surgery.

### About the company

As one of the leading Doctor's developed, cosmeceutical brand, we are committed to prevent skin damage, protect healthy skin and repair the existing signs of premature photo ageing. Founded by leading, London's Harley Street, cosmetic surgeon Dr Mario Luca Russo, MD, Dr Russo Sun Protective Skincare encapsulates 25 years of clinical expertise in anti-ageing with a breakthrough skincare regime that reduces UV exposure, increases SPF consumer compliance and repairs premature ageing.

Dr Russo's philosophy is protection of the skin with broad spectrum SPF 30 sunscreens and ultra potent antioxidants early in the morning and though out the day, followed by reversal agents that stimulate new collagen production and repair all signs of photo ageing in the evening. Based on an exclusive, globally patented, wash on technology and delivery system,

## STAYING SOCIAL



[drrussoskincare.com](http://drrussoskincare.com)

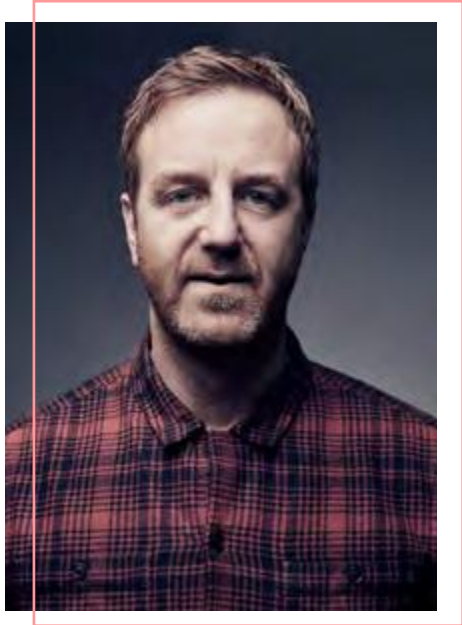


[@drrussoskincarelondon](https://www.instagram.com/drrussoskincarelondon)



[@DrRussoSkincare](https://twitter.com/DrRussoSkincare)

# ELECTRIC HAIR



## MARK WOOLLEY, INTERNATIONAL CREATIVE DIRECTOR & FOUNDER

One of the most respected figures within the industry, Mark's work regularly appears in leading publications across the globe. He is frequently used as an expert on celebrity hair trends on television and within glossy magazines, drawing on his 25 years experience to create stunning looks.

Mark's passion for art, music and fashion made his journey into the beauty industry inevitable. His dedication to elevating the image of hairdressing, both publicly and within the fashion industry is his fuel for innovating, collaborating and developing talent. This has led to the creation of Electric salons, the Electric Studio, Electric Education Academy and ultimately the Electric Professional product range.

### About the company

Hailed as the UK's most exciting hairdressing brand, Electric is the creation of Founder, International Creative Director and multi award winning British hairdresser Mark Woolley. Drawing from his love of fashion, music and art, Mark's vision was to produce a creative stable of excellence that delivers the ethics of British innovation and design and the raw passion and creativity demanded by both hairdressers and clients alike.

The Electric brand is a portfolio of the Electric Studio, Electric Education Academy, and Electric Professional product range all driven by a collective of bespoke salons situated in key cities across the UK and an award winning Artistic Team.

Born in 2007 in fashionable Brighton on the south coast of England, Electric has grown and developed into one of the leading brands not only in the UK but on a global level with its bespoke designed products and education programmes available in over 8 countries including the USA and the far east.

## STAYING SOCIAL



[electric-hair.com](http://electric-hair.com)

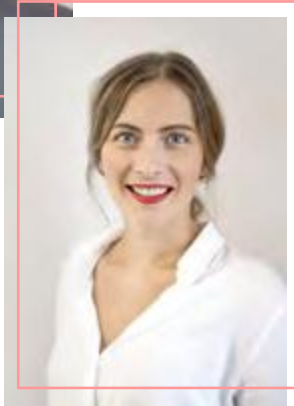
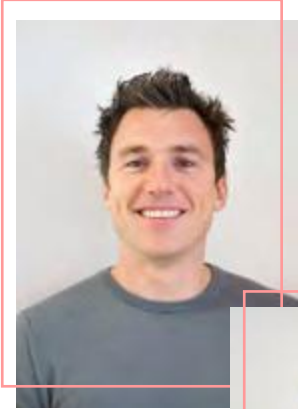


[@electric\\_london](https://www.instagram.com/electric_london)



[@electric\\_london](https://twitter.com/electric_london)

# BE FOR BEAUTY



COLETTE NEWBERRY, CO-FOUNDER

MARK CURRY, CO-FOUNDER

We have a well-rounded commercial background in retail (combined 13 years in Walgreens Boots Alliance in trading, product development & brand roles), with entrepreneurial spirits (Mark having boot strapped a wellness brand and Colette having driven a 1m following millennial targeted start up into commercial success). Our mix of Science and Beauty Junkie natures combine to create an electric mix of creativity, spark and passion for innovation.

## About the company

The World does not need more f\*\*ing stuff. Just better. We believe in better. Either adding value to people's life through added-value innovation or better quality products for less. We do this through being the fastest beauty innovation company in the World. We deliver white space innovation in 18 weeks vs 18 months, with well crafted brands, products that work and activation that pops. We begin with why, always start at yes, keep things simple and ferociously hunt down every opportunity for twists.

## STAYING SOCIAL



[beforbeauty.co.uk](https://beforbeauty.co.uk)



[@bodyondemand](https://www.instagram.com/bodyondemand)

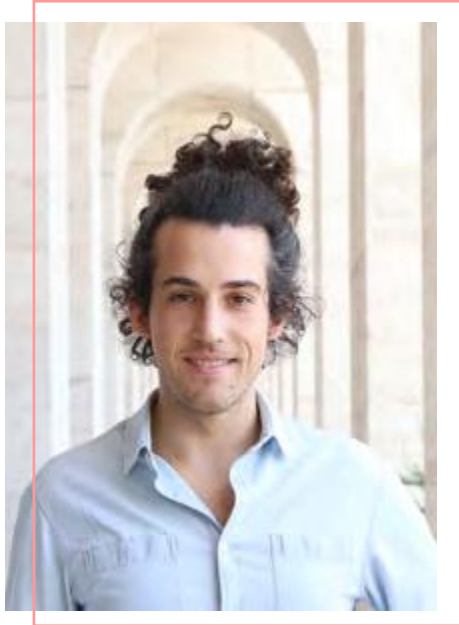


[@hax\\_official](https://www.instagram.com/hax_official)



[@base.everyday](https://www.instagram.com/base.everyday)

# SHAMPORA



## SHAMPORA

### MANUEL CORONA, CEO & FOUNDER


Manuel started his career in haircare industry when he was 18 years old, by selling Joico products. Three years later, he started a new beauty journey as sales consultant in L'Oréal. When he was 25 years old, he co-founded Uala, the biggest online booking platform for hair and beauty salon in South Europe. With the founding of Shampora, in January 2018, Manuel's dream of creating tailor-made hair products for each person became true.

### About the company

Shampora creates customized hair products that are specific for the hair of each person. The virtual assistant on the website interacts with people by analyzing their hair needs and characteristics. Then, Shampora's proprietary algorithm selects the best ingredients for each user, letting him choose fragrance and colour in order to personalize their tailor-made shampoo and conditioner.

After that, the chemists create daily-made products with unique formulations and ship them directly to consumers. It is also possible to buy tailor-made products with the help of a Hairstylist at all the salons affiliated with Shampora.

## STAYING SOCIAL

 [laboratorio.shampora.com](https://laboratorio.shampora.com)

 [@shampora](https://www.instagram.com/shampora)

 [@shampora\\_](https://twitter.com/shampora)

 [@shampora](https://www.facebook.com/shampora)

# BEAUTY SPOTLIGHT

12 independent beauty brands, hand-picked by the prestigious Selection Committee, introduce themselves and their products on the main stage, in a quick fire round of presentations.

Submissions were accepted from both Mass and Prestige independent beauty brands in Colour Cosmetics, Skincare, Haircare, Fragrance, Bath & Body and Beauty Devices. Brands are early to mid-stage and are actively seeking financial investment, acquisition, distribution, and/or marketing.

JOIN THESE GREAT BEAUTY BRANDS  
AT EUROPE'S FIRST BEAUTY & MONEY  
SUMMIT

**REGISTER TODAY**

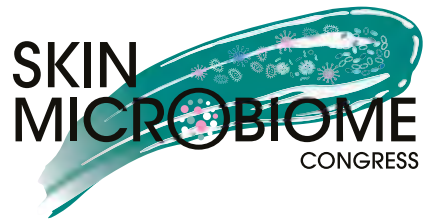




# SAVE THE DATE

If you can't make London, why not take a look at our other events which may be of interest? Our Beauty & Money Summit in New York is accepting Beauty Spotlight applications and is open for registrations.

Our Skin Microbiome events are hugely successful and look at how the skin microbiome is changing cosmetics. The inaugural congress held in Boston, May 2018 SOLD OUT and brought together over 250 beauty and pharma experts.



Skin Microbiome Congress  
12 - 13 September 2018  
San Francisco, USA  
[www.skinmicrobiomecongressca.com](http://www.skinmicrobiomecongressca.com)



Beauty & Money Summit  
27 September 2018  
New York, USA  
[www.beautyandmoneysummit.com](http://www.beautyandmoneysummit.com)



Skin Microbiome Congress  
14 - 15 November 2018  
London, UK  
[www.skinmicrobiomecongresseu.com](http://www.skinmicrobiomecongresseu.com)