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"India"- a Global Resource

for Herbal Ingredients

Dr. D.B.A. Narayana, Director Regulatory Affairs, South Asia, Hindustan Unilever Ltd.

Proven Technology and Scientific Temper

- Pharmaceuticals-API's and Formulations
- Cosmetics
- Chemicals, and Dye stuffs
- Essential Oils • Oleo chemicals
- Resins and Gums • Natural Colors
- Fruit and Fruit Products
- Herbs and Herbal Extracts

Research Based Pharma Industry

- 7000 manufacturers, more than Rs. 350 Billion worth formulations produced
- Strong APIs Industry – more than 250 manufacturers; Rs. 120 Billion Worth Bulk Actives exported
- World class quality meeting USP, BP, EP, JP, IP Standards
- Has largest no of US-FDA approved plants outside US

Export Performance 2004-05 Categories

	Export (Rs. Million)
Dyes and Dye Intermediates	51010
Cosmetics	15460
Basic Inorganic/Organic chemicals (including agrochemicals)	67650
Herbs and Herbal Products (excluding Spices)	12000

Rich Biodiversity

- India is one of the Mega Biodiversity Hot Spots of the World
- Range of Ecological Zones – Temperate to Alpine Himalayas
- Varying Climatic Conditions Available
- Wide range of Soil Types and Topography
- Proven Agricultural Competencies-Green revolution
- Enterprising Innovative Farmers

National Research Laboratories

- Net work of CSIR Laboratories (www.csir.res.in)
- ICAR Laboratories and Field stations (www.icar.org.in)
- CIMAP-concentrating on Med plants (www.cimapa.res.in)



- Regional Research Laboratories, Jammu (www.rrljamuu.org)
- NBRI, Lucknow (www.nbri-lko.org)
- CCRAS Laboratories (www.ccras.nic.in)
- NIPER, Chandigarh (www.niper.nic.in)
- Spices Board of India (www.indianspices.com)
- National Medicinal Plants Board (http://nmpb.nic.in)

Increased Documentation on Herbs

- Wealth of India Series – 11 Volumes, CSIR
- Ayurvedic Pharmacopoeia – 7 Volumes
- Indian Herbal Pharmacopoeia
- ICMR Monographson Quality of Herbal – 8 Volumes
- Indian Pharmacopoeia – IP 2010 with 89 monographs on Herbal materials
- Compendium of Indian Medicinal Plants, ICMR
- Selected Medicinal Plants of India, CHEMIXCIL
- Researches in Ayurveda
- Major Herbs of Ayurveda

Backward Integration Initiatives

- Reliance – More than 5000 Acres of Land – Aloe, Lemongrass – Freeze dried Aloe Vera, Spray dried Concentrates, Aloe Vera Juice, Aloin Free extract
- Varieties of Mint - Whole of Western UP including on the field extraction of Mentha oil
- Lavender – Extensive cultivation around Bangalore
- Amla – Extensive cultivation in UP, MP, AP,

WCC WESTERN COMMERCIAL CORPORATION

SINGLE SOURCE FOR UNIQUE INGREDIENTS TO ENRICH PERSONALCARE FORMULATIONS

	 MICRONISED TITANIUMDIOXIDE MICRONISED ZINC OXIDE.	 AMINO ACID DERIVED INGREDIENTS FOR PERSONAL CARE.
	 SENWA KASEI CO., LTD. SENWA SUPPLY CO., LTD. HYDROLYSED PROTEINS, ITS DERIVATIVES & HYBRID POLYMERS.	 PLANT EXTRACTS FOR PERSONAL CARE.
	 LOW POLAR, HIGH POLAR, PASTE ESTERS & RHEOLOGY MODIFIERS.	 RICE DERIVED INGREDIENTS FOR PERSONAL CARE.
	 POLYMER BEADS OF SILICON, STYRENE, METHYLMETHACRYLATE, NYLON 12.	 SILVER BASED WIDE SPECTRUM ANTI-MICROBIAL FOR BACTERIAS, FUNGI, VIRUSES.
	 MANUFACTURER & EXPORTER of Talc and Clay Minerals SINCE 1934 PURIFIED TALC FOR COSMETICS.	 SOURCE TO JAPANESE FINEST COSMETICS RAW MATERIALS.

WESTERN COMMERCIAL CORPORATION

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1300 Years

...of passion,
curiosity,
discoveries,
and education

- TamilNdu, Maharashtra
- Annatto – AP, Maharashtra
 - Lemongrass – Gujrat, UP, Haryana, Punjab

Essentials and Fragrance Bearing Oils produced in India

Lemongrass, Rose, Citronella, Lavender
Marigold, Tagetes, Patchouli, Chamomile,
Mints, Tulasi, Elaichi, Clove, Cedar,
Agarwood,

Rich Documented Traditional Knowledge

- Large no of documents of Ayurveda provide information on herbs and recipes (57 such books official under D&C Act)
- Similar documents available in Unani and Siddha
- India has rich tradition of using Herbs from backyard for day to day beauty and health needs
- Rural health traditions involve dependence on herbs

- >15,000 recipes
- About 1500 herbs most commonly used – both for medicinal and cosmetic purposes
- Growing herbal based cosmetic Industry in India
- Recipes and herbs for skin care, hair care and oral care.

Plant Extract Industry in India: An Overview

- Worth about 1000 crore Industry
- Still a growing Industry
- More than 150 Plant Extracts
- Both Aqueous and Solvent Extracts
- Used by Herbaceuticals, Foods, Nutraceuticals and Cosmetics
- Significant Export
- Few Extracts imported as well

Few Newcomers

- Reliance, • Konark Herbals
- TechniTuber Inc. • Amity Group
- India Glycols

Few of the Promising Natural Colors manufactured in India

Annatto Colour, Bixin and Nor Bixin, Beet Root Colour, Curcumin Colour, Caramel Colour, Paprika Colour, Anthocynin, Chlorophyll, Safflower Extract, Marigold Colour, Red Sandalwood Colour, Alpha-alpha Colour, Grape Skin Colour

Source for New Actives

- Possible to Short list and Screen
- Arrive at most effective leads
- Large scale human testing possible – emerging CROs in India
- Joint Development – New Mantras
- New and Unique safe and effective combinations can be arrived
- Proprietary formulae – IPR

International Developments

- ISO has begun working thorough a WG4 to prepare a Technical Document on Defining Naturals and Organic ■

Trends

Skin Moisturisation

Role of Filaggrin – A precursor to NMF by S.M.Shanbhag

The basic concept of the barrier property of skin is explained by a simple Brick and Mortar model. This has been simplistically explained in most cosmetics text books wherein Corneocytes are the bricks and intra cellular lipid is the mortar.

Even though it appears simple, the whole functionality of skin - retardation of transepidermal water loss, barrier property, skin moisturisation, and orderly shedding of skin etc are extremely complex biological phenomena.

Perfectly moisturized skin is healthy looking and attractive. Effective moisturisation is a unique proposition in a large number of cosmetics currently marketed . Current day moisturizers are actually serious Cosmeceutical products based on intense research in the field of dermatology.

Peptides are fragments of protein molecules. Many of the peptides are biologically active compounds. Potentially these peptides have property of innumerable number of functionality in the human biological system. They act as intra cellular signals or carriers of vital elements or neuro transmitters.

2 key factors play a role in skin moisturisation.

One is intra cellular lipids and the arrangement of these lipids in to lipid bilayers, and the second is NMF -natural moisturizing factor.

The moisture content of corneocytes is maintained by small hygroscopic compounds which are collectively called Natural moisturising factor. The content of NMF is derived from Filaggrin a protein found in the skin. One of the main items is Pyrolidone carboxylic acid (PCA) and other items are lactates, sugar and electrolytes. Filaggrin is a protein that keeps the surface of the skin watertight. Filaggrins are filament-associated proteins which bind to Keratin fibers in epithelial cells. It has been reported that more than 50% of atopic dermatitis or eczema cases are due to mutations in the gene which produces Filaggrin

Dry skin, flaky skin eczema is all associated with lack or distortion of Filaggrin synthesis. When skin moisture level drops below a certain level the enzyme which promotes orderly shedding of skin is impaired. This leads to changes in appearance of dryness,



flaking, scaling, chafing roughness etc

One approach of effective moisturisation is to promote the metabolism of NMF production from Filaggrin. This is what has been tried out by specific natural bioactive phospholipids which stimulates enzymes in Filaggrin metabolism.

In one such commercial initiative, In vivo and in vitro tests by the manufacturing company showed the active enhanced epidermal moisturization and helped to reinforce the cutaneous barrier by increasing the production of NMF by a significant percentage. This is one approach in skin care to effectively control Skin dryness ■

Review of REGULATIONS

for Imported Cosmetics in India

by Dr. Vijay Bambulkar,

Current regulation as per Drugs & Cosmetic Act: No registration required if imported as India specific label text till March 2011. If imported from open stock, then needs registration for altering product label text as manufacturing registration at State FDA. Lead time 1 to 3 months. Validity: 5 years. Fee: \$ 20.

Anticipated regulation is effective from April 2011: You may download from official website of FDA:
http://cdsco.nic.in/gazette_notification_cosmetics.htm

ISCC was actively involved in to framing the guideline along with other professional / trade associations. Guidelines published on the FDA website after the alignment in one day workshop by CDSO (FDA) on 6th Sept at FDA Bhavan at Mumbai with representatives from all the stakeholder associations like ISTMA, AISSCMA, CHEMEXIL, ISCC, IPA covering cosmetic professionals from MNC & small scale industry, Trade, Importing agents and FDA both state & central. You may like to download the guidelines from official website of FDA
http://www.cdsco.nic.in/imp®_guidelines.pdf

Objective of the guideline is to bridge the gap between regulation & implementation. Following clarification help cosmetic industry in India:
Import of existing products continues as usual, provided that importer has filed application for registration number before April 2011.

Single import registration number for umbrella brand which covers multiple variants, multiple SKUs & multiple sites in one country of import. Example, 25 products of Neutrogena from Korea will have one registration number.

Normal lead time for registration is 6 - 9 months, Validity- 3 years, Fee - \$ 250/ brand (+ \$ 50 for analysis if req.) But, fast track registration proposed for already imported cosmetics & minor modification in the formula, label text etc. Lead-time max 3 months.

FDA agreed to not to frame clause on local registration for altering product label text including import registration number & other local labeling requirements after implementation of the new regulation. This is like deemed approval for stickering without registration for stickering. FDA officer at customs will take undertaking to ensure local compliance before marketing ■

Flavouring the Dreams



'Sacheeromé' is a well-known 'Creative House' in fragrance & flavour world. The company's proven track record of providing out-of-box tailor made international quality F&F has made it one of the primer source globally. We are equipped with R&D, QC, Application and Manufacturing facilities at par with any best international standards. The trendy and innovative F&F are produced by practising all international Safety and GMP guidelines unconditionally.



'Sacheeromé' is one of the leading 'Tobacco Flavour Specialist', our flavours for traditional Oral Tobacco products such as Gutka, Pan Masala, Chewing Tobacco, Khaini, Sweet Supari, Mouth Freshener and Smoking Tobacco products command a very special place in the industry.

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Annual General Meeting

The ISCC held its AGM on the 3rd September 2010 at the Chembur Presidency Gold Club premises.



President Dr. Ravi Kamat



In his Annual Report, Secretary Ajay Vashi briefed the audience of the various activities carried out by the Society during the past year, and indicated that the membership of the Society stood at 275 - a rise of 23% over the last year. He informed them that the Society was the recipient of the prestigious Lester Conrad Prize of the IFSCC and that the Central Zone Chapter in Nagpur had been inaugurated on 6th Feb 2010.



The branch is located at the L.A.D. and Smt. R P College, Nagpur. Dr. Sheela Kulkarni Head, Dept of Cosmetic Technology was elected the President and Dr Farhat Daud the Secretary. The meeting was extremely well attended and followed by a networking dinner.

ISCC Seminars

9th April, 2010

Topic : Amino acid based ingredients for Personal Care Products

Guest Speaker : Mr.Tetsuki Ueyama, Sales Chief, Speciality Chemicals Department – Ajinomoto, Japan.

Time : 6.00 pm

Venue : Kelkar Vaze College Auditorium

3rd September, 2010

Topic : " Intellectual Property Rights – Indian and Global Perspective".

Guest Speaker : L. Chandrasekar, Hindustan Unilever Ltd.

Time : 6.15pm

Venue : Bombay Presidency Golf Club, Chembur, Mumbai.

Nagpur Branch Events

•National Seminar on Personal Care

From Nature to New Technology co-organised by LAD College and ISCC

•Cosmetic Chemist to Consumer

Kanchan Yadav, Consultant & MD, Finance Consultancy, Nagpur



L. Chandrasekar

INDUSTRY NEWS

International biodiversity legislation scope widens

Fair and equitable sharing of benefits derived from biodiversity was defined in the recent talks held in Nagoya, Japan.

According to the Nagoya Protocol, research and development on biochemical compounds present in plants, as well as their genetic resources will be covered under the new international legislation. The Nagoya Protocol has been adopted under the Convention of Biological Diversity (CBD) and relates to the fair and equitable sharing of benefits derived from biodiversity.

Definition of genetic resources

The CBD recognised the sovereign rights of a country over its 'genetic resources', and the need for international companies to gain informed consent before commencing research and development and to share resulting benefits in 1992. However what the term 'genetic resources' covered, was earlier unclear.

According to the Union for Ethical BioTrade (which aims to promote the ethical trade of biodiversity-based products) the definition has been expanded from research on genes and DNA with a focus on biotechnology, to cover naturally occurring compounds such as vitamins, enzymes, active compounds and metabolites. This implies that companies doing activities related to research and development on plants will have to consider access and benefit issues. And as plant extracts and molecules are the basis for new ingredients, it will have a significant impact on cosmetic and fragrance companies.

The Nagoya Protocol proposes that companies need to ask permission before starting research on plants, and enter into a contract with the source country to share the resulting benefits. This would apply to research on new ingredients that have never before been investigated, but could also apply to research into new potential uses for known compounds.

The Nagoya Protocol has to be ratified by the countries that have signed the CBD and will only become international law once the fiftieth country has signed it. In addition, the international regime needs to be incorporated into national law.

Organic beauty products to drive cosmetics industry in near future

Recent RNCOS report entitled shows that cosmetics industry is greening up.

At present, the cosmetics industry is focusing on launching organic cosmetic products due to increasing consumer consciousness about the chemicals used in cosmetics products and their harmful effects.

In light of this, increasing acceptance of organic and herbal-based cosmetic products will drive the cosmetics

industry in the near future.

The natural movement has been characterized by the emergence and mainstreaming of ingredients such as aloe vera and jojoba oil, as well as approaches such as herbal, botanical, "green" and organic.

Growing 'herbal' market trend

In addition, a new concept of 'Herbal Medicine' is paving its way to the skin care industry, according to the RNCOS report. It says personal care companies are globally exploring the markets to tap into the growth potential of this segment.

Regulatory bodies are also ensuring that consumers have full knowledge about the ingredients of products and thus focusing on labeling.

Botanical sources the root of over a third of cosmetics-related patents

Cosmetics and fragrance innovation relies heavily on botanical sources with over a third of patents related to plant-based resources, according to a recent report.

The research, commissioned by the Union for Ethical Biotrade, claims that natural ingredients and extracts from all sources (including minerals) account for 49 percent of all patent activity in the cosmetics and fragrance sectors, with plant sources accounting for 34 percent.

L'Oreal, as the world's largest cosmetics company, has the highest volume of patent activity with a total of 4561 applications and 1764 grants. P&G follows with 3054 applications and 1441 grants, and Kao Corporation is third with 1662 applications and 590 grants.

These figures demonstrate the importance of patent activity originating from biodiversity within the sectors.

Gattefossé announces new GMP Certification for its Cosmetics Operations.

Gattefossé, international suppliers of specialty pharmaceutical and cosmetic ingredients, is one of the first manufacturers to receive a certification of compliance with the GMP guidelines published in 2008 by the European Federation for Cosmetic Ingredients (EFFCI).

Gattefossé's main industrial plant located near Lyon, France was audited and certified by SGS, an international independent certifying body.

The GMPs for Cosmetic Ingredients have been established by EFFCI, GMP Guide (2008), and are based on the ISO 9001 structure and the IPEC (International Pharmaceutical Excipients Council) GMP guide as a reference.

In 2008, Gattefossé was inspected by AFFSAPS and obtained certification of compliance to GMP for raw materials for pharmaceutical use.

BEAUTY LIES WITHIN

All the beauty in the world can't match the beauty within. Years of research, proficiency and innovation have helped us unveil the best kept secrets ever. Our every formation holds a secret that brings out the real charm.

Discover the beauty within with Merck's exclusive offerings.

Mineral Cosmetics

See beauty at its best with Merck's eco-friendly and safe cosmetic range - **Ronaflair™**. It includes products such as **Ronaflair™ M Sphere**, **Ronaflair™ Silk Mica**, **Ronaflair™ LDP** and **Ronaflair™ Extender W**, designed especially for sensitive skin, containing only pure minerals derived from Mother Nature.

Here are some of the advantages Mineral Cosmetics offer:

- Easy to use • Light textured and comfortable to handle • Fragrant and preservative free
- Allows skin to breathe even after make-up • Effective coverage with skin correction
- Provides natural, fresh and a youthful look • Suitable for all skin colours and types

Instant Optical Skin Correction

Merck's multifunctional Ronaflair fillers provide instant influence on optical properties. **Ronaflair™ Balance Colour** brings out the perfect skin correction - its interfering Red, Blue and Gold create a number of shades suitable for any skin tone. Uniformity in skin complexion, great skin feel and mattifying natural look are all the more attractive with **Ronaflair™ Softshade**. Texture improvement and natural soft focus effect are no more a dream with **Ronaflair™ White Sapphire**.

Effect Pigments for Cosmetics

Go no further when looking for Effect Pigments.

Merck's innovative and trendsetting range of Effect Pigments viz., **Xirona®**, **Timiron®** and **Colorona®** have expanded the possibilities for the cosmetic industry. Our constant Research and Development has enabled us to produce innovative effects from which cosmetic manufacturers can benefit.

Along with colour and luster effects such as pearlescent pigments, formulation enhancing ingredients such as functional fillers are also being used in cosmetic applications. They improve skin feel, application properties, skin adhesion and processing characteristics of finished products.

Our persistent efforts to deliver safe products have won for us the industry's trust. All our cosmetic pigments and fillers comply with NATRUE criteria. Also **Merck/EMD** pigments comply with REACH certifications, while part of our pigments and fillers are in compliance with ECOCERT.

Packaging

Creating an attractive packaging is always a big challenge, as customers expect colours and material that radiate individuality and exclusivity.

Packaging enhanced with effect pigments has an appeal that suggests high product quality and encourages the all-important decision to purchase. Surface effects are certainly a suitable way to communicate the properties of the product through its packaging and draw attention to it. A study by the Facit Market Research

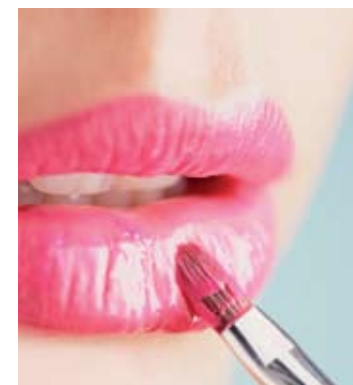
Institute has shown that shiny or shimmering colour and surface effects emphasize the precious nature of the product.

Merck effect pigments can impact a **Soft Touch** look to the container and create strong eye appeal. In addition, Merck also provides **anti-counterfeiting, brand protection** and **lead-free solutions**.

With such innovative offerings at the heart of your products, bringing out true beauty isn't a challenge anymore!

To know more call

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Visit us at www.merck4cosmetics.com





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