



Cosphatec GmbH turns 10!

Cosphatec is one of the leading German companies manufacturing and selling high-quality raw materials for the cosmetics industry. Via a powerful international sales network, we provide first-class complexing agents, anti-oxidants, emulsifiers, and multi-functionals to customers around the world. Since Frank Brauns founded Cosphatec GmbH ten years ago, our company's focus has been on alternative preservatives for natural cosmetics. In the meantime, we have consistently expanded our expertise in this segment and today we are a leading German specialist in this area.

Core business and expertise

With this decision, Cosphatec detected developments on the international cosmetics market early on. Conventional preservatives are subject to increasing regulatory pressure, while requirements for organic products are increasing to the same extent. At the same time, the demand in the trade and from end consumers for natural products continues to grow. Based on many years' of experience and expertise in this specialized area, we are able to offer our customers a broad spectrum of knowledge about our raw materials and raw material combinations. At the same time, we are constantly expanding our offerings and we react early to new developments such as the trend toward vegan products and the development of new types of lecithin.



Frank Brauns, Managing Director Cosphatec GmbH

Research & development

Starting in the company's own laboratory in Hamburg, we develop and produce with our own raw materials and raw material combinations, which are marked very successfully under our Cosphaderm® brand name. Our research & development department is the heart of Cosphatec's expertise and is expanded constantly according to the current and anticipated requirements of the market and increasing demand. This way, we have created the opportunity to test our raw materials in formulations, to formulate valuable application instruc-

tions, conduct customer-specific error analysis and examine potential new raw materials.

Because development and trade in cosmetic raw materials take place in a complex regulatory environment, we assist our customers with the approval process for natural ingredients for the registration of known ECO labels and certifications, and we also conduct certifications for our own products for Cosmos and Ecocert.

Innovation and vision

With innovative research approaches and the highest quality standards, Cosphatec creates the prerequisites for companies to successfully fulfill the changing requirements of the market and increasing responsibility for ecological sustainability. Research and the ability to innovate will secure planning reliability and competitive advantages for us and our customers.

The most important decision is to start the right projects at the right time and equipping them with the right resources.



On this basis, we can succeed in finding the right answers for the global challenges of our time. We accommodate these increasing requirements with a constant expansion of the personnel and material resources of our R&D department in order to be able to produce the same excellent quality even in case of an increasing volume of inquires and to further advance the development of new and enhancement of existing raw materials. In addition, our employees in R&D offer a broad spectrum of additional services, from highly-qualified technical advising to the reviewing of formulations and the performance of stability and challenge tests.

Philosophy and team

Cosphatec GmbH has a significant share of the German market for alternative preservatives. Accordingly, our international sales network has grown over the years. With the help of a broad network of distributors, we are in a position to offer outstanding service and extensive support worldwide.

As a mature company, Cosphatec focuses on its business relationships on professionalism and reliability, and it places great value on an open exchange of ideas and thoughts for mutual benefit. Therefore, our distributors are our partners, not just in seamless worldwide sales, but also in efforts to continuously optimize our products and services. Only this way can we help our customers grow with innovative and first-class products and increase their competitive advantage.

Similarly, in our external relationship with our partners and customers, Cosphatec embodies the team spirit and power of innovation that characterize its internal workflows. Only a highly-motivated team that works hand-in-hand and has the common goal of constantly improving its own performance can guarantee quality that satisfies the highest expectations in the long run. Our company's success relies on these two foundations: excellent-quality products with a good price-performance ratio and a strong team that sets standards with its



work. Thanks to the commitment of each individual, from interns to the management, to the constant improvement of processes, we strive to establish and maintain long-term partnerships with our customers, suppliers and global partners.

Quality and sustainability

Naturally the highest priority is the quality of our products. This is why our management and the department managers formulate concrete quality goals, whose fulfillment is checked and evaluated on an ongoing basis. Our quality standard is guided by the requirements and recommendations of the international standard DIN EN ISO 9001:2008, which makes an essential contribution to the future security of our company. Most of our contract partners are qualified according to DIN EN ISO 9001:2008 and they work in compliance



with regional environmental standards. At the same time, we adapt our products to the changing conditions of our customers and the markets as well as regional regulations.

Great customer satisfaction, adherence to legal requirements and the securing of our company's future through appropriate sales goals are the measure and expression of our conscientious actions with respect to society, our customers, and our employees. Our obligation to manufacture sustainable products arises from our core business in natural preservatives. Our company strategy is based on great power of innovation. By maintaining and further reinforcing this capability, we can take up the varied processes and developments on the market and offer our customers custom-tailored solutions. As a research-oriented company, Cosphatec provides the impulses for products and applications whose goal is to spare the environment and natural resources. There is only one resource that is not spared, following instructions of Cosphatec Managing Director Frank Brauns, for "knowledge is the first resource that increases with use." ■

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