Overview of Cosmetic Regulations in Korea and Japan

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1 Regulatory Framework
2 Definition and Classification
3 Cosmetic Registration
4 Ingredient and Label Requirements
Korea

Korean Regulatory Framework
Competent Authorities

Ministry of Food & Drug Safety (MFDS, formerly KFDA)
- Formerly KFDA, is in charge of comprehensive supervision on cosmetics
- Issue regulations

Korea Pharmaceutical Traders Association (KPTA)
- Representative organization on exportation and importation of pharmaceuticals and cosmetics
- Authorized by MFDS to review and certify imported general cosmetics
- Issue approval for custom clearance

MOE: Ministry of Environment
MOHW: Ministry of Health & Welfare
KCS: Korea Customs Service
KCA: Korea Cosmetic Association
# Korean Regulatory Framework

## Current Key Cosmetic Regulations

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Overarching</strong></td>
<td>Cosmetic Act (No.14027) (2014.07.31)</td>
</tr>
<tr>
<td></td>
<td>Enforcement Decrees of Cosmetics Act (No. 27827)</td>
</tr>
<tr>
<td></td>
<td>Enforcement Rules of Cosmetics Act (No. 1357) <strong>(Enforcement date, 2017.05.30)</strong></td>
</tr>
<tr>
<td><strong>Ingredients</strong></td>
<td>Regulations for Designation of Cosmetic Ingredients(2017-3) <strong>(Enforcement date, 2017.07.01)</strong></td>
</tr>
<tr>
<td></td>
<td>Types, Standards, and Test Methods of Cosmetic Color Additives (2016-49)</td>
</tr>
<tr>
<td><strong>Labeling</strong></td>
<td>Regulations on the Demonstration of Labeling and Advertisement for Cosmetic Products(2014-80)</td>
</tr>
<tr>
<td><strong>Testing</strong></td>
<td>Types and Standards of Cosmetics and Test Methods(2016-49)</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
<td>Regulations on Cosmetic Good Manufacturing and Quality Control Practices(2015-58)</td>
</tr>
<tr>
<td><strong>Functional cosmetics</strong></td>
<td>Regulations on the Examination of Functional Cosmetics(2015-14)</td>
</tr>
<tr>
<td></td>
<td>Standards and Test Methods of Functional Cosmetics(2015-15)</td>
</tr>
<tr>
<td><strong>others</strong></td>
<td>Regulations on the Standards of Organic Cosmetic Products(2014-200)</td>
</tr>
</tbody>
</table>
# Clarification of roles and responsibilities

<table>
<thead>
<tr>
<th>Party</th>
<th>Roles and responsibilities</th>
</tr>
</thead>
</table>
| Market Authorized Holder (MAH) / Importer | • Importer has to be registered in MFDS to be a MAH to import cosmetics  
• Responsible for all product issues: importing, customs clearance, marketing/advertising, etc. |
| Manufacturer                         | • Have to be registered in MFDS  
• Manufacturing products  
• Responsible for the quality and safety of products                                                                                                                                                                        |
| Manufacturer & MAH                   | • Combination of MAH and manufacturer                                                                                                                                                                                |
Korea

Definition and Classification of Cosmetics in Korea
Definition and classification of cosmetics in Korea

◆ General cosmetics
◆ Functional cosmetics (*Cosmetic enforcement law Article 2 (Functional definition) clause 2)

- Whitening products including anti-freckle/spot, depigmenting
- Anti-wrinkle products
- UV protection products (sunscreen)
- Hair dye products (including decoloring products, but permanent hair dye products are excluded)
- Body hair removal (physically remove body hair are excluded)
- Hair nurturing products (including hair loss prevention products, but products physically thickening hair are excluded)
- Anti-acne/pimple products (rinse-off products only)
- Products reducing dryness of sensitive skin (atopy)
- Products improving the stretch marks and skin chapping and protecting damaged skin
Definition and classification of cosmetics in Korea

These are not defined as cosmetics in Korea

Quasi-drugs

- Antiperspirants (for external use only)
- Bath products (for external use only, like the soap for relieving acne skin or bath preparation)
- Permanent hair dye products
- Physical body hair removal products
- Coatings and other products that physically thickening hair
- Alleviating acne problematic skin (other than products for human body cleaning)
- Heat rash powder
- Toothpaste, oral cleanser

Drugs

- Anti-dandruff shampoo
- Hair growth products
- Toothpaste with the function of healing teeth and gingiva diseases or containing fluorine over 1500 ppm.
Korea

Korea Cosmetic Registration
Korea Cosmetic Registration

For general cosmetics

1. Documents for KPTA registration
   - Formula, BSE, FSC

2. Product Order
   - B/L, Invoice, Packing List (with Lot No.)

3. Submit the FSC, BSE, and Formula for product registration

4. Approval letter from KPTA

5. Submit import approval (by KPTA) to the customs with B/L, Invoice, P/L

6. Safekeeping

7. Approval by testing lab.

8. Stick Korean label on the package at the warehouse

9. Sell the products to consumer

Overseas company
MAH in Korea
KPTA
KPTA
Customs
Warehouse
Testing Lab.

Sale
Korea Cosmetic Registration

Lead time for general cosmetics registration

1. Documents preparation for MFDS registration
   - Lead time: about 30 days

2. Submit formula, BSE, FSC to KPTA
   - Lead time: about 2 days

3. KPTA approval
   - Lead time: about 7 days

4. Custom clearance
   - Lead time: 2 days

5. QC testing
   - Lead time: 15 days

6. Korean Label
   - Lead time: 3 days

Required action

Overseas company → MAH in Korea → KPTA → KPTA → Customs → Warehouse → Testing Lab. → Sale
Korea Cosmetic Registration

◆ For functional cosmetics

1. Documents for MFDS registration
   - All the documents should meet MFDS regulation.
   - Efficacy data & clinical data should follow Korean regulation.
   - Formula, BSE, CFS, actual product

2. Submit registration documents of “functional cosmetic” to MFDS
   - Specification of finished product / pH test result for 3 batches of products
   - Efficacy Data (like SPF/UVA) for the functional cosmetics
   - Assay and identification method of active ingredients in the product
   - Product (5 pieces) / Formula, BSE, CFS

3. Approval by MFDS

4. Submit import documents to KPTA with approval letter from MFDS

5. Submit import approval (by KPTA) to the customs with B/L, Invoice, P/L

6. Safekeeping

7. Approval by testing lab.

8. Attach Korean label on the package at the warehouse

9. Sell the products to consumer
Korea Cosmetic Registration

lead time for function cosmetics registration

1. Documents preparation for MFDS registration
   - Lead time: about 30 days

2. Submit registration documents of “functional cosmetic” to MFDS
   - Lead time: about 2~3 days

3. Approval by MFDS
   - Lead time: about 3~5 months

4. Import approval by KPTA
   - Lead time: about 3 days

5. Custom Clearance
   - Lead time: about 1~2 days

6. Safekeeping

7. Approval by testing lab
   - Lead time: about 15 days

8. Attach Korean label on the package
   - Lead time: about 2 days

9. Sell the products to consumer

Required action

Exporter/Importer

MFDS

MFDS

KPTA

Customs

Warehouse

Testing Lab.
Korea

Ingredients and Label Requirements in Korea
Ingredients and Label Requirements in Korea

Ingredients

• MFDS adopts negative ingredients lists for cosmetics
  - Annex 1 Forbidden ingredients
  - Annex 2 Restricted ingredients list
    Sterilization & Preservative
    UV filters
    Others

• Approved ingredients for functional cosmetics
  - Sunscreen ingredients (27 ingredients, e.g., Titanium Oxide, Zinc Oxide, 0.5%~25.0%)
  - Whitening ingredients (9 ingredients, e.g., Arbutin, 2.0%~5.0%)
  - Anti-wrinkle ingredients (4 ingredients, e.g., Adenosine, 0.04%)
  - Hair dye products (45 ingredients, e.g., m-Aminophenol, 0~2.0%)
  - Body hair removal (1 ingredient, Thioglycolic Acid, 3.0%~4.5%)
  - Anti-acne products (1 ingredient, Salicylic Acid)—but still shall submit human clinical data
Ingredients and Label Requirements in Korea

◆ Approved ingredients VS Unapproved ingredients

• “Approved ingredient”
  - If you use “approved ingredients” in the product, clinical & efficacy data are exempted
  - If you use “approved ingredients”, it is called “submission process” (simple)
  - Lead time: 7 days

• “Unapproved ingredient”
  - If you use “unapproved ingredients” in the formula, clinical data, efficacy data and assay (with identification of active ingredients) are required
    - If you use “unapproved ingredients”, it is called “approval process” (complicated)
  - Lead time: 4~6 months
Ingredients and Label Requirements in Korea

Label

• **Cosmetics with volume contents of 10g and less :**
  - product name / MAH’s name / retail price/expiry date and batch code

• **Cosmetics with volume contents of between 11g and 50g :**
  - product name / name & address & phone of MAH /
    maximum limit ingredients / volume contents / barcode /
    country of origin / name & address of manufacturer /
    cautions for use / LOT number / expiry date
  * efficacy/directions/volume of functional cosmetics are required.

• **Cosmetics with volume contents of more than 50g :**
  - Same as No 2.
  - Full ingredients list

Banned Claims:
• Pharmaceutical claims
• Functional claims on general cosmetic
• Claims customers easily misunderstand or confused
1. Prohibition of animal testing in 2017
   - Cosmetics and ingredients which have gone through animal testing are fully banned in Korea
   - Penalty for violation: fine of KRW 1,000,000 (824 Euro) or below

=> Revision date: Feb. 3, 2016
=> Enforcement date: Feb. 4, 2017
[Enforcement date: 1 year after the regulation revision date ]

▶ Regulations:
   Cosmetic Law Article 15, clause 2 (Prohibition of sales for animal tested cosmetics)

2. Prohibition of microbeads
   - Solid plastic with diameter of 5mm and less

=> Enforcement date : July 1, 2017

▶ Regulations:
   Cosmetic Safety Standard
Japanese Regulatory Framework
- Comprehensive supervision on cosmetics, food, drugs and medical devices
- Issue regulations
  “Pharmaceutical Affairs Act”

- Comprehensive economic promotion and market supervision
- Responsible for securing stable and efficient supplies of energy and mineral resources for Japan
- Issue policies, draft and amend legislation for international trade and investment, Abenomics structural reforms, and energy
# Japanese Regulatory Framework

## Applicable regulations for cosmetics in Japan

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulations (about 500 items)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Overarching</strong></td>
<td><strong>Pharmaceutical Affairs Act</strong> and its practices (for drugs, quasi drugs, cosmetics and medical devices)</td>
</tr>
<tr>
<td></td>
<td>Act for Ensuring Quality, Effectiveness, and Safety of Pharmaceutical and Medical Devices (Shortly Pharmaceutical and Medical Devices Law)</td>
</tr>
<tr>
<td></td>
<td>Enforcement Rules of Pharmaceutical and Medical Devices Law</td>
</tr>
<tr>
<td><strong>Ingredients</strong></td>
<td><strong>Cosmetic Criteria</strong> (No. 331 Announcement MHLW, Sep.29, 2000)</td>
</tr>
<tr>
<td></td>
<td>Ingredients Specification of Quasi Drugs; Additives List of Quasi Drugs; other guidance from cosmetic associations</td>
</tr>
<tr>
<td></td>
<td>Functional Ingredients List of Medicated Cosmetics (NO.1225001, Dec.25, 2008)</td>
</tr>
<tr>
<td><strong>Labeling</strong></td>
<td>Fair Competition Covenants on Cosmetic Labeling</td>
</tr>
<tr>
<td><strong>Testing</strong></td>
<td>Testing Methods of SPF; Testing Method of UVA Protection Efficacy…</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
<td>GVP (No. 135 MHLW, 2004); GQP (No. 136 MHLW, 2004); GMP</td>
</tr>
<tr>
<td><strong>others</strong></td>
<td>Japanese Pharmacopoeia; Appropriate <strong>Advertising</strong> Guidance for Drugs, Quasi Drugs, Cosmetics and Medical Devices; Law against Unjustifiable Premiums and Misleading Representations</td>
</tr>
</tbody>
</table>
Regulation History

- Abolition of approval system
- Implementation of self-responsibility system

2001

- Implementation of primary distribution system
- Introduction of GQP and GVP

2005
2 Definition and classification of cosmetics in Japan
Definition and classification of cosmetics in Japan

**Cosmetics:**

Any item with mild effects on the human body that is rubbed, spread, or otherwise applied in a similar manner for the purpose of cleansing, beautifying, or enhancing the attractiveness of the human body, to change physical appearance, or to maintain skin or hair in a healthy condition.

- **General Cosmetics**
- **Medicated Cosmetics**
- **Quasi Drugs**
  1. Preventing nausea and other discomfort
  2. Preventing heat rash, soreness, etc.
  3. Encouraging hair growth, anti alopecia
  4. Expelling or preventing mice, flies, mosquitoes, fleas, etc.
## Definition and classification of cosmetics in Japan

### Quasi drugs

<table>
<thead>
<tr>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Deodorants</td>
</tr>
<tr>
<td>2</td>
<td>Hair growth treatment</td>
</tr>
<tr>
<td>3</td>
<td>Depilatories</td>
</tr>
<tr>
<td>4</td>
<td>Hair dyes</td>
</tr>
<tr>
<td>5</td>
<td>Permanent waving agent</td>
</tr>
<tr>
<td>6</td>
<td>Bath products</td>
</tr>
<tr>
<td>7</td>
<td>Dentifrice</td>
</tr>
<tr>
<td>8</td>
<td><strong>Medicated cosmetics</strong></td>
</tr>
</tbody>
</table>

- Anti-dandruff or anti-itching products
- Freckle-removing products
- Oily skin products
- Shaving products
- Anti-sunburn or “snowburn” products
- Anti-acne products
- Anti-bactericide products
- Products to prevent chapping and roughness of the skin
3 key roles of cosmetic company

- **Primary Distributor**
  - Manufacturing
  - Marketing

- **Manufacturer**
  - Manufacturing

- **Seller**
  - Sales

### Role - playing patterns

<table>
<thead>
<tr>
<th>Role</th>
<th>Governmental approval</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary distributor</td>
<td>○</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>○</td>
</tr>
<tr>
<td>Seller</td>
<td>X</td>
</tr>
</tbody>
</table>

### Definition and classification of cosmetics in Japan
General Requirements of Primary Distributor and Manufacturer

**Personnel** requirements:
applicant and general manager of P

**GQP/GVP** conformity:
Execution of operations for quality control and post manufacturing/sales safety management, and appropriate management of manuals and records.

**Personnel** requirements:
applicant and head technical of M

**Hardware** requirements:
buildings and facilities of manufacturing plant

*GQP: Good Quality Practice, a manufacturing and sales quality assurance standard
*GVP: Good Vigilance Practice, a safety management standard after manufacturing and sales
## Must-dos for GQP/GVP

<table>
<thead>
<tr>
<th>GQP</th>
<th>GVP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sufficient staff having the capability to appropriately and smoothly execute operations</td>
<td>Sufficient staff having the capability to appropriately and smoothly execute operations</td>
</tr>
<tr>
<td>Duties of general manager of manufacturing and sales</td>
<td>Duties of general manager of manufacturing and sales</td>
</tr>
<tr>
<td>Assignment of quality assurance officer</td>
<td>Assignment of safety management officer</td>
</tr>
<tr>
<td>Duties of quality assurance officer</td>
<td>Duties of safety management officer</td>
</tr>
<tr>
<td>Preparation of procedure manuals for quality control</td>
<td>Implementation of duties for safety management</td>
</tr>
<tr>
<td>Implementation of duties for quality control</td>
<td>Records keeping</td>
</tr>
<tr>
<td>Management of documents and records</td>
<td></td>
</tr>
</tbody>
</table>
3 Japan Cosmetic Registration
The requirements for product launch

01 Three types of key person
02 Registration to the government
03 Product name
04 Ingredients
05 Time Required
Prohibited cases of product naming:

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The same name as that of Drugs or Quasi Drugs</td>
</tr>
<tr>
<td>2</td>
<td>A name which leads to misrepresentation</td>
</tr>
<tr>
<td>3</td>
<td>A name which suggests Drug-like efficacy</td>
</tr>
<tr>
<td>4</td>
<td>A name which includes ingredients name</td>
</tr>
<tr>
<td>5</td>
<td>A name which is composed of only by the Roman alphabet</td>
</tr>
</tbody>
</table>

...etc.
<table>
<thead>
<tr>
<th>Notification</th>
<th>Administrative agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cosmetic marketing notification</td>
<td>Same prefecture as that which has granted the cosmetics marketing license</td>
</tr>
<tr>
<td>Cosmetics (foreign manufacturer, importer)</td>
<td>Pharmaceuticals and Medical Devices Agency, Japan (PMDA, Tokyo)</td>
</tr>
</tbody>
</table>

The local government usually accepts the application within one week.
Domestic Manufacturers

Ingredient Analysis

- Manufacturing license
- Marketing license

Importers

Assign a responsible agent in Japan/opening a subsidiary

- Manufacturing license (packaging, labeling, storage)
- Marketing license

* For subsidiary or storage company entrusted

Manufacture Cosmetics

Cosmetic marketing notification

Market cosmetics

Import cosmetics

- Cosmetic marketing notification
- Cosmetics (foreign manufacturer, importer) notification
Effectiveness for *medicated cosmetics*

<table>
<thead>
<tr>
<th></th>
<th>Practically important effectiveness as Medicated Cosmetics</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Skin-whitening or to prevent sun spots and freckles</td>
</tr>
<tr>
<td>2</td>
<td>To prevent acne</td>
</tr>
<tr>
<td>3</td>
<td>Sterilization by soap</td>
</tr>
<tr>
<td>4</td>
<td>Wrinkle improvement</td>
</tr>
</tbody>
</table>
### Company Responsibility Review

**For companies who market products**
- Application for Marketing License
- Obtain license

### Products Efficacy and Safety Review

**For every product**
- Application for marketing approval

### Products Production Methods and Management System Review

#### Domestic Manufacturers

1. **Entrusted manufacturing**
   - Entrusted contract

2. **Self-manufacturing**
   - For Manufacturers
     - Application for manufacturing license
     - Document review
     - Onsite inspection
     - Obtain license

#### Overseas Manufacturers

1. **Entrusted manufacturing**
   - For Manufacturers
   - Application for accreditation of foreign quasi-drug manufacturer

2. **Self-manufacturing**
   - For Manufacturers
     - Application for manufacturing license
     - Document review
     - Onsite inspection
     - Obtain license

**GMP Inspections Application**

**Document review**

**Onsite inspection**

---

**Approved to manufacture and market**
Ingredients and Label Requirements in Japan
Ingredients and Label Requirements in Japan

Types of Ingredients List

Positive list
- Preservatives,
- UV absorbs,
- Tar colors

Negative list
- Others
| 1 | 6-Acetoxy-2,4-dimethyl-m-dioxane |
| 2 | Antihistamines except those of aminoether type (such as diphenhydramine) |
| 3 | Hormones and those derivatives except estradiol, estrone and ethinylestradiol |
| 4 | Vinyl chloride monomer |
| 5 | Methylene chloride |
| 6 | Bismuth compounds other than bismuth oxychloride |
| 7 | Hydrogen peroxide |
| 8 | Cadmium compounds |
| 9 | Sodium perborate |
| 10 | Chloroform |
| 11 | Progrenolone acetate |
| 12 | Dichlorophene |
| 13 | Mercury and its compounds |
| 14 | Strontium compounds |
| 15 | Sulfamido and its derivatives |
| 16 | Selenium compounds |
| 17 | Nitrofuran type compounds |
| 18 | Hydroquinone monobenzylether |
| 19 | Halogenated salicylanilide |
| 20 | Vitamin L1 and Vitamin L2 |
| 21 | Bithionol |
| 22 | Pilocalpin |
| 23 | Pyrogallol |
| 24 | Inorganic fluorine compounds |
| 25 | Pregnanediol |
| 26 | Local anesthetics such as procaine |
| 27 | Hexachlorophene |
| 28 | Boric acid |
| 29 | Formalin |
| 30 | Methyl alcohol |
Additional prohibited ingredients

#1 Medical drug ingredients

#2 Ingredients that do not meet the standards for Biological Materials

Additional Prohibition
### Approved Ingredients for Medicated Cosmetics

<table>
<thead>
<tr>
<th>No.</th>
<th>Ingredient Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ascorbic acid/derivatives</td>
</tr>
<tr>
<td>2</td>
<td>Placental Extracts</td>
</tr>
<tr>
<td>3</td>
<td>Kojic Acid (Obtained by Sansho Seiyaku Co., Ltd. in 1988)</td>
</tr>
<tr>
<td>4</td>
<td>Arbutin (Obtained by Shiseido Co., Ltd. in 1989)</td>
</tr>
<tr>
<td>5</td>
<td>Ellagic Acid (Obtained by the Lion Corporation in 1996)</td>
</tr>
<tr>
<td>6</td>
<td>Chamomilla Extract (Obtained by the Kao Corporation in 1998)</td>
</tr>
<tr>
<td>7</td>
<td>4-n-Butylresorcinol (Rucinol®) (Obtained by POLA in 1998)</td>
</tr>
<tr>
<td>8</td>
<td>Linoleic Acid (Obtained by Sunstar Inc. in 2001)</td>
</tr>
<tr>
<td>9</td>
<td>Tranexamic Acid (Obtained by Shiseido Co., Ltd. in 2002)</td>
</tr>
<tr>
<td>10</td>
<td>4-Methoxy Potassium Salicylate (4MSK) (Obtained by Shiseido Co., Ltd. in 2003)</td>
</tr>
<tr>
<td>11</td>
<td>Adenosine Monophosphate Disodium Salt (Obtained by Otsuka Pharmaceutical Co., Ltd. in 2004)</td>
</tr>
<tr>
<td>12</td>
<td>5,5′-Dipropyl-biphenyl-2,2′-diol (Magnolignan®) (Obtained by Kanebo Cosmetics Inc. in 2005)</td>
</tr>
<tr>
<td>13</td>
<td>4-(4-Hydroxyphenyl)-2-butanol (4-HPB) (Obtained by Kanebo Cosmetics Inc. in 2007)</td>
</tr>
<tr>
<td>14</td>
<td>Tranexamic Acid Cetyl Ester Hydrochloride (Obtained by CHANEL .KK in 2009)</td>
</tr>
<tr>
<td></td>
<td>…etc.</td>
</tr>
</tbody>
</table>
Ingredients and Label Requirements in Japan

Required labeling information for general cosmetics

- Company name and address
- Registered Japanese product name
- Batch No. or Batch Code
- Content
- Full ingredients labeling in Japanese
- Country of origin
- Warning; Stop using if irritation occurs
Ingredients and Label Requirements in Japan

Required labeling information for quasi drugs

- Company name and address
- Registered Japanese product name
- Batch No. or Batch Code
- Content
- Full ingredient labeling including designated ingredients, such as preservatives, colors
- Country of origin
- Warning; Stop using, if irritation occurs
- Word of “IYAKUBUGAIHIN” which means quasi drug in Japanese
### Ingredients and Label Requirements in Japan

#### Scope of claim

Drugs > Medicated Cosmetics > Cosmetics

<table>
<thead>
<tr>
<th>Drugs</th>
<th>cure acne</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medicated Cosmetics</td>
<td>prevent acne</td>
</tr>
<tr>
<td>Cosmetics</td>
<td>prevent acne by facial wash (soap)</td>
</tr>
</tbody>
</table>
# Prohibition in cosmetic advertising

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td>Testimonials should not be used besides feeling of use</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>Before-After comparison should not be used</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>Clinical trial data should not be showed</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td>Recommendation of medical experts such as a medical doctor is prohibited</td>
</tr>
</tbody>
</table>

...etc.
Business flow of exporting cosmetics to Japan

- Foreign Manufacturer
- Import issues in Japan
- Manufacturer in Japan
- Primary Distributor in Japan
- Market in Japan
- Cooperation
- Responsible
- Monitoring
- Storage Labelling
THANK YOU!

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