

BEAUTY CONNECT

2023 POST EVENT HIGHLIGHTS

*THANK YOU TO EVERYONE FOR JOINING US IN
2023. TAKE A PEEK AT SOME OF OUR KEY
HIGHLIGHTS FROM THIS YEAR'S SHOW!*

@BEAUTYCONNECTSERIES | #BCLA
BEAUTYCONNECTLA.COM

2023

6-8

NOV

LOS ANGELES



HEADLINE INGREDIENTS PARTNER

CRODA

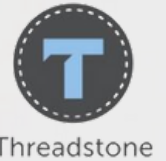
HEADLINE LOGISTICS PARTNER



PLATINUM PARTNERS



GOLD PARTNERS



SILVER PARTNERS



our partners

EVENT PARTNERS

BRAND PARTNER
ROMILLY WILDE

What an incredible three days full of insightful content and networking, over 75 inspirational speakers, nine spotlight pitches, and 500 senior beauty executives joining together in LA! Beauty Connect has struck the industry once again with an unmatched audience, forging countless meaningful connections.

With content geared towards indie brand growth, key takeaways from this year included a crucial need for trusted and industry-embedded business partners, maximized and authentic interactions with customers, resilience against macroeconomic and industry-wide trends, and an increased focus on profitability from brands.

2023 key takeaways

At the heart of discussions was a pivotal message for brands to remain focused and confident in their core message and unique value proposition. Standing strong in their story and reason for being, undistracted by (but with an ear to the ground toward) external industry influences will be brands' lifelines over the coming months and a core pillar to propel sustainable growth.

From the entire Beauty Connect team – it was a pleasure seeing all of you in person, and we feel grateful to have witnessed and facilitated so many impactful moments for brands and brand partners in the beauty and personal care industry.

Until New York,

Amy Connolly
BCLA Producer

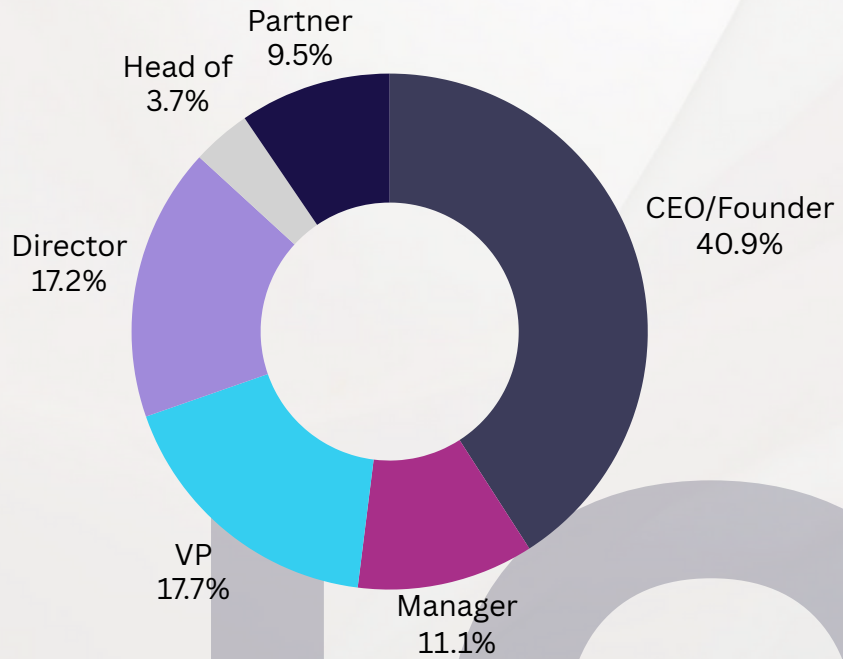
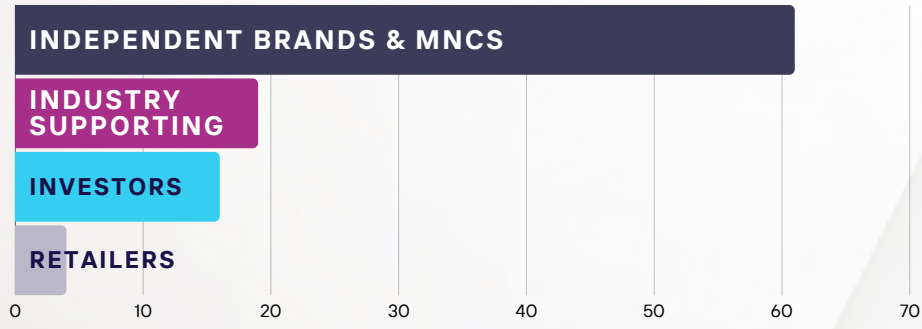


This was an incredible event. It was the perfect size to make meaningful connections with other founders, as well as investors and industry leaders.

— Founder & CEO
NACHÉ COSMETICS



STAKEHOLDER BREAKDOWN



500
INDUSTRY
ATTENDEES

75+
TRAILBLAZING
SPEAKERS

2728
CONNECTIONS MADE

956
MEETINGS HAD

4224
MESSAGES EXCHANGED

audience breakdown

A very thought-out event and lineup, with a good balance of multiple areas of business for a well-rounded scope into current events happening in the beauty industry.

SENIOR SOCIAL, PR & INFLUENCE MANAGER
MAKE UP REVOLUTION

Hero. amika: ESTÉE LAUDER COMPANIES goop true beauty VENTURES L'ORÉAL NEW VOICES FUND SHISEIDO TikTok

CRODA PFS Anchin ACCOUNTANTS & ADVISORS BEAUTY BARRAGE LUBRIZOL LIFE SCIENCE LUMIŪIZE Moelis MOSSADAMS QUICKBOX FULFILLMENT

Krave TRIBE DYNAMICS BEEKMAN 1802 dermalogica PRELUDE GROWTH PARTNERS ULTA BEAUTY PACIFICA BANK OF AMERICA

HOURGLASS Kosas TLB THE LIP BAR Glossier. DECIEM Very good light skinauthority e.l.f. thirteen lune

Jurlique Alibaba cheekbone GOOD DYE YOUNG bondi sands COLGATE-PALMOLIVE SB SONOMA BRANDS CAPITAL Rare Beauty

amazon Monika BLUNDER BEAUTY shielded Safeguard Your Skin. LANCER. SELFRIDGES & CO KNOX-LANE REVOLUTION MAKEUP REVOLUTION LONDON SPACENK

Loft GROWTH PARTNERS MAKEUP BY MARIO MILANI GK CO the Honey Pot company The Jefas PALIX UNLIMITED three ships

VOLITION KADALYS SUSTAINABLE BANANA SCIENCE Sage VERITY VENTURE PARTNERS Yellow Wood PARTNERS DR. Squatch. BAIRD Bushbalm CreatorIQ

who attended?

4.5.6 Skin
Abbott NYC
Acquire Beauty
Actera
Alibaba Group
Alleyoop
Alodia Hair care
Amazon
Amerikas | Embryolisse
amika
Anchin
Andsome
Angela Caglia Skincare
Anichin
Arcus Partners
Ardea Partners
Arrae
Ashland
AVA MD
Avance Phytotherapies
Baird
Bank of America
Bansk Group
Base Beauty Creative
Agency
Bea's Bayou Skincare
Beauty Barrage
Beauty Connect Series
Beauty for an Art Lover
BeautyStat
Beekman 1802
Berkshire Partners
Berry Clean Soap
BigCommerce
Billion Dollar Beauty
Blip
Bomba Curls
Bondi Sands
Brentwood Associates
Buchalter
Bushbalm Inc.
Cake Skincare
CAPACITY LLC
Cassandra Bankson LLC
Catch
Channel M
Cheekbone Beauty
ChemPoint
Circana
CJ Olive Young
Cloutier Remix

Clutch
Colgate
Cos Bar
Cosmo Innovation Group
Cosmos Labs
CreatorIQ
Croda
CULT Capital
Curology
Damastique
DC Advisory
Dermabeam
Dermalogica
Designer Tresses
Detox Market
Developlus, Inc
Dotcom Distribution
Dr Squatch
dsm-firmenich
Dupeshop Beauty
e.l.f Beauty
EchoHill Consulting Group LLC
eComplete
EPIC Future Brands
EpiLynx LLC
Estée Lauder
Face Reality
Feedonomics, BigCommerce
FIDELITONE
Fleurissant Skincare
ForceBrands
Freeman Spogli
Geltor
General Atlantic
Giannuzzi Lewendon
Glamnetic
Glossier
GO BEAUTY
Good Dye Young
Goop
goPure
Granter / Utu
Great Hill Partners
Harris Williams
Hero Cosmetics LLC
HeyBode
Holland & Hart
Hologram Sciences
Homecourt
Houlihan Lokey
Hourglass Cosmetics
Humble Growth

Ignite Beauty Strategy
Inflexion
Intrepid Investment Bankers
Iris & Romeo
Ithos Global
iuno
JCS Family
Jefferies
Juliette Levy PR
Jurlique
K18hair
Kadalys
Kale
Kari Gran Inc
Karité
Kite
Knox Lane
Kosas
Krave Beauty
L Catterton
LAMIK
Lancer Skincare, LLC
LATHER
Latinas In Beauty
laughline holdings
Le Mini Macaron
Lincoln International
Lip Bar. LLC
Locks & Mane
Loft Growth Partners
L'Oréal
LoveMyDelta, Inc
Lubrizol Life Science
Lucas Meyer Cosmetics
Luminize
Luna Magic Beauty
MAI Fulfillment
Makeup by Mario
Makeup Revolution
Mane
MANN & SCHRÖDER
COSMETICS
MATTR Cosmetics
MEDIA
Meloway
Mermade
Miami Beach Bum
Milani Cosmetics
Moelis
Monika Blunder Beauty
Monogram Capital Partners
Moss Adams
Mother Science

Murdock London
NaChé Cosmetics
National Graphics
New Voices Fund
NewBound Ventures
NextWorld Evergreen
NielsenIQ
Norman Consultants Executive
Search
North Point | Mergers &
Acquisitions
novi
Obsess
Odele
Odore
Ogee
Oppenheimer
Pacifica Beauty
PALIX UNLIMITED
Parallel Health
PARKET INC.
PATTERN Beauty
PFS
pH-D Feminine Health
Prelude Growth Partners
Procter & Gamble
Product Society
Provence Beauty
PULPOLABS
QuickBox
Rael
Rare Beauty Brands, Inc.
Rave Nailz LLC
Reap & Glow
Rebel Gail Communications
Recom
Romilly Wilde
Rosenthal & Rosenthal
Ryder Supply Chain Solutions
Sandbridge Capital
Selfridges
Shielded Beauty
Shiseido Group
Skin Authority
Solace Space
Sonoma Brands Capital
SOSHE Beauty
SpaceNK
Springdale Ventures
Stratia
Stripes

Studio360Labs
Stylus
THE UNSEEN
Tapia Beauty Group
Textured Curlz LLC
Textured Strands by Newton
Style
Me
The Darl
The Goodkind Co
The Honey Pot Company
The Jefas
The Jordan Company / Allure
Beauty Concepts
The Kirschner Group
The Lip Bar
The Sage Group
The Talent Studios
The Vida Bars
Thirteen Lune
Threadstone Advisors
Three Ships Beauty
Trademark Beauty
Triangle Capital LLC
TRUE BEAUTY VENTURES
TruEsteem Labs
U BEAUTY
Ultra Beauty
Undefined Beauty
Uni Products Inc
Universal Beauty Group
UNSUBSCRIBE HAIR & BODY
Utu - Outdoor Skincare
VANITYTOOLS
Vegamour
Verity Venture Partners
Verizon
Very Good Light
Virgo de Novo Professional
Haircare
Vital Body Therapeutics
Vitality Institute Medical
Products
VMG Partners
Volition Beauty
Waschies
Whipstitch Capital
William Blair
Yellow Wood Partners
Z_ROMANCE

who
attended?



BEAUTY CONNECT IS A WONDERFUL EVENT FOR ANYONE INVOLVED IN THE BEAUTY INDUSTRY!

THERE IS ALWAYS A GREAT MIX OF PEOPLE, FROM CEOS OF MAJOR COMPANIES TO ENTREPRENEURS ON THEIR WAY TO LAUNCHING A NEW BRAND. THE EVENT IS AN EXCELLENT OPPORTUNITY TO NETWORK WITH NEW PEOPLE AND LEARN FROM ONE ANOTHER!

——— *Director of Business Development & Partnerships*
LUMINIZE



THE QUALITY OF THE ATTENDEES MADE THE ENTIRE CONFERENCE WORTH IT.

——— *Vice President*
NEW VOICES FUND



THERE IS SOMETHING TO BE SAID ABOUT THE INTIMACY AND APPROACHABILITY OF A SMALLER, SECTOR-SPECIFIC SHOW LIKE BEAUTY CONNECT.

HOW AMAZING IS IT TO WATCH A SEED-STAGE FOUNDER HAVE A CASUAL AND UNINTERRUPTED CHAT WITH A LEGENDARY FOUNDER LIKE JU RHYU, OVER A COFFEE AND A CLEMENTINE?

——— *Partner*
GIANNUZZI LEWENDON LLP



GREAT GROUP OF BRANDS WITH VERY FOCUSED DISCUSSIONS ON THE BEAUTY INDUSTRY. TOP NOTCH EVENT FOR BEAUTY BUSINESS PROFESSIONALS.

——— *Director, Marketing & Communications*
PFS



OVERALL VERY INFORMATIVE AND USEFUL PANEL DISCUSSIONS AND WORKSHOPS

AND THE PROGRAM AND EVENT APP REALLY ENCOURAGED NEW CONNECTIONS AND MEETINGS. I REALLY LOVED THE APP, HELPED ME TO STAY ORGANIZED THROUGH A BUSY FEW DAYS!

——— *Founder*
FLORA RESERVE



IT'S MY WAY OF GETTING ONE YEAR'S EDUCATION ON ALL TOPICS RELATING TO BEAUTY & WELLNESS AT ONE EVENT!

——— *Director*
CLOUTIER REMIX

attendee testimonials



Locks & Mane is one of North America's fastest growing luxury hair extension and accessory brands, making high quality products that are affordable and accessible. We believe in creating quality products that inspire all women to look and feel their best.

JENNIFER PARROT

Jennifer Parrott is the CEO of Locks & Mane, a company she founded in 2014. Locks & Mane is a hair extension and accessories company focused on providing high-quality, natural and accessible hair products for clientele of all ages. Jennifer has

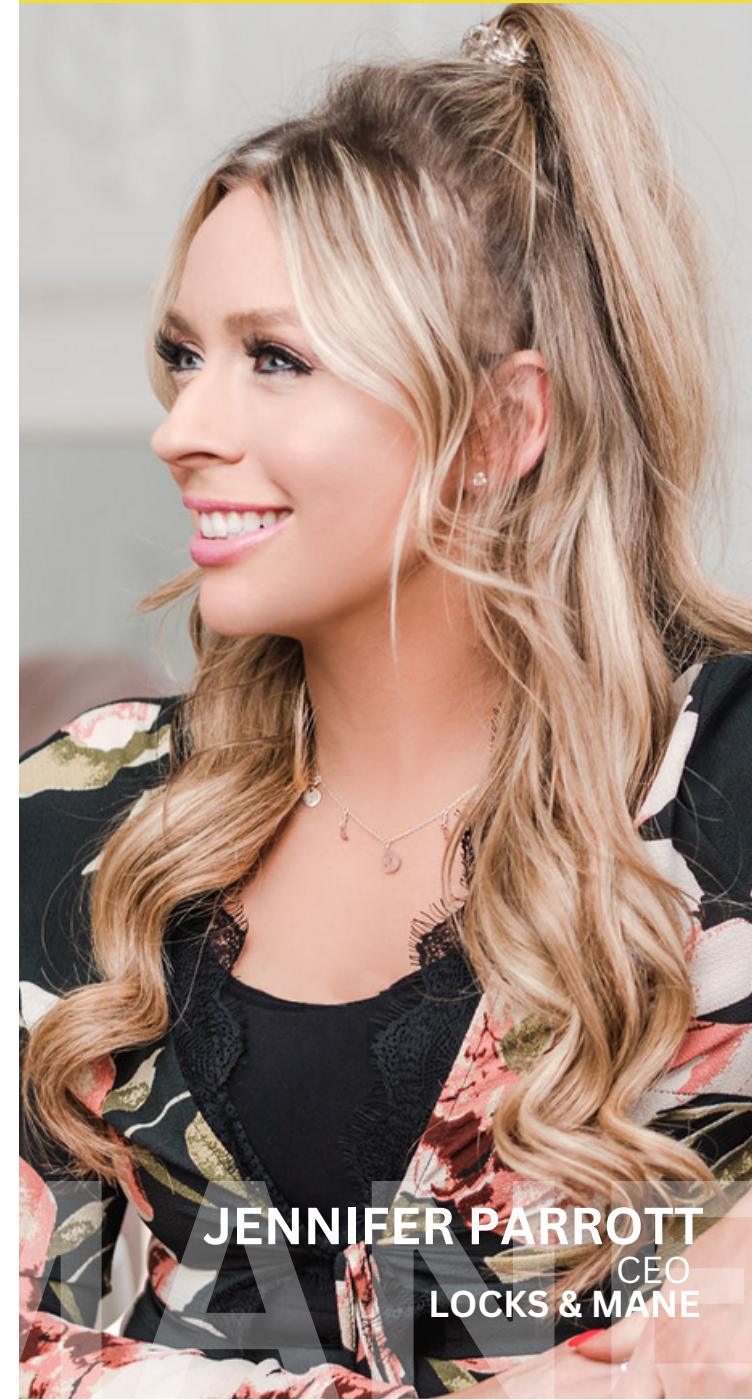
spotlight finalist

secured partnerships with major retailers such as Ulta Beauty, Bloomingdales and HSN (with two additional large-scale retailers launching in '23/'24) and continues to focus on expanding the business and creating a fantastic customer experience.

Through her son's successful battle with leukemia, Jennifer has established a non-profit called Strong Like Me, which provides human hair wigs to young women and teens undergoing chemotherapy treatment. Her hope is to be able to expand this program across North America in the next 24 months. Jennifer has appeared on television for TSC (The Shopping Channel) as well as HSN (Home Shopping Network), and she has been featured in Vogue, Cosmopolitan and the Huffington Post.



winner



JENNIFER PARROTT
CEO
LOCKS & MANE



Facing a lack of industry knowledge and support, we spent three years building the world's first Skin Tone Research Lab to test, develop and manufacture high performance products based on the functional and physiological differences of phototypes IV, V, and VI.

Using this game-changing approach, 4.5.6 Skin was born. A clean, hyper-balanced, anti-inflammatory skincare system rooted in the science of skin tone.

**spotlight
finalist**

Focusing on hyperpigmentation, dullness, dehydration and sensitivity as it uniquely manifests in darker skin, we are addressing the unmet needs of 40% of the global population. Our aim is to finally democratize the foundational science of skincare.

NOELLY MICHOUX

3 years ago, Noelly made an investment in getting to the root cause of a consumer need, recognizing the lack of highly effective skincare for the specific needs of darker skin tones. She didn't focus on speed to market like so many startups today, Noelly went backwards – she found out why a research racial equity gap exists in Skincare and substantiated that feeling with science.

In partnership with her co-founders, Noelly created the world's first Skin Tone Research Lab, leveraging decades of leading global expertise in skin tone science to start 4.5.6 Skin.



NOELLY MICHOUX
CEO AND CO-FOUNDER
4.5.6. SKIN



ABBOTT

Abbott Clean Fragrances, established in 2016, pays tribute to the beauty of nature and the emotive power of scents. Drawing inspiration from the founder's Nicaraguan upbringing, the brand seamlessly blends the allure of the outdoors with the vitality of urban living, offering fragrances that transport you to nature's embrace amid city life's hustle. Each scent encapsulates an ecological destination, providing an escape from the daily grind and forging a profound connection to nature's core. Abbott embodies eco-conscious luxury, championing clean ingredients and cruelty-free practices, eschewing parabens, phthalates, and sulfates, prioritizing human well-being and environmental preservation.

**spotlight
finalist**

Abbott Clean Fragrances unite the artistry of fine scents with the transformative essence of the natural world, harmonizing elegance with nature's enchantment.

JOSE ALVAREZ

Jose Alvarez, a New York City resident since 2005, embarked on a transformative journey by shifting from Wall Street to fragrance entrepreneurship. Raised amidst Nicaragua's rustic farms, lush rainforests, and pristine beaches, he cultivated a profound bond with nature, inspiring his fragrance creations. Co-founding Abbott Clean Fragrances in 2016, Alvarez redefined scent creation, infusing it with a focus on cleanliness, non-toxicity, and sustainability, drawing profound inspiration from the beauty of nature. Abbott's fragrances are a testament to his dedication to both nature and urban refinement, offering a unique blend of eco-consciousness and elegance, capturing the essence of the great outdoors in every bottle.



JOSE ALVAREZ
CO-FOUNDER &
CREATIVE DIRECTOR
ABBOTT CLEAN FRAGRANCES

Dupeshop.

Dupeshop Beauty is an influential online platform with over a million users, that provides ethical affordable alternatives to higher-priced products. Consumers visit the platform to purchase products or to learn about the similarities between different beauty products on the market. Dupeshop has rapidly become a trusted and reliable destination for high quality dupes, with its product recommendations being viewed over seventy million times. Dupeshop's expert team tests and compares products based on their formula and performance. The platform has enabled millions of consumers to look and feel good within their budget and it constantly receives gratitude for its helpfulness.

spotlight
finalist

AMIR AWAN

Amir first entered the personal care & beauty industry as a qualified Optometrist (Doctor of Optometry) at EssilorLuxottica. Following his experience with celebrity eyewear campaigns, Amir began providing his marketing expertise for luxury fragrance and cosmetic brands. His work has been featured in Beauty Independent and Hearst Communications. Most recently, Amir is known as the CEO and Co-Founder of Dupeshop Beauty; an influential online platform for affordable cosmetics. Amir is passionate about enabling consumers with access to high quality beauty products, regardless of their financial circumstance.



AMIR AWAN
CEO & CO-FOUNDER
DUPESHOP BEAUTY

MELOWAY

NEW YORK

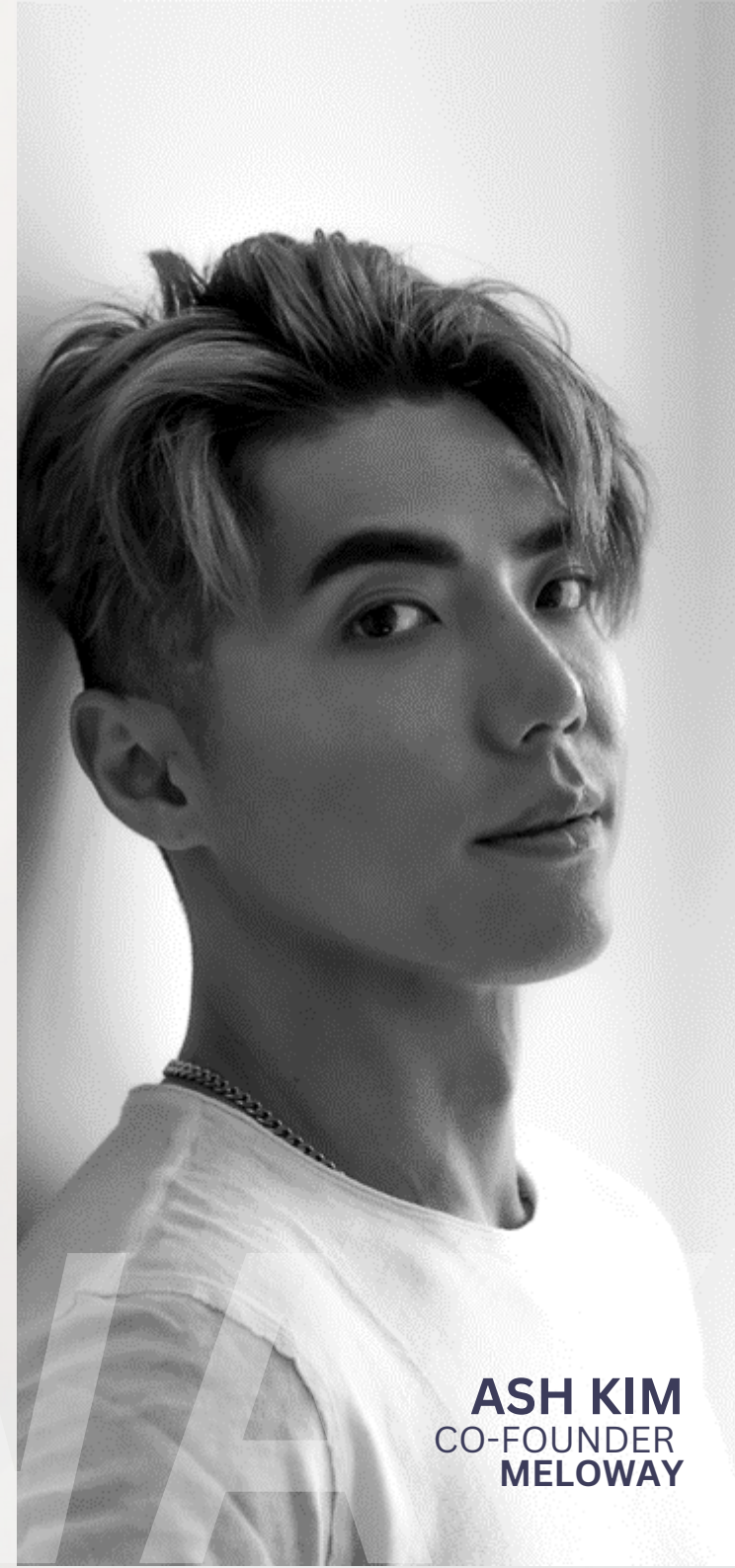
Meloway, a rule-breaking brand that brings innovative solutions and unique points-of-view to the color cosmetics industry, combining trendy and classic colors with far easier application practices. Formulations are always first in class. Revolutionary ideas for application/components make makeup easier and more accessible. Meloway was founded by two brothers from a beauty innovating family, with decades of experience in product development and exceptional packaging innovation. Leveraging that, the business includes wildly original products including a one-handed lipstick, a liquid eyeliner with an eraser and the signature

**spotlight
finalist**

bendable wand mascara. Patented technology supports making beauty easier, ergonomic and accessible to all – pushing the boundaries of being inclusive.

ASH KIM

Ash Kim, a Korean-born beauty innovator, learned the industry from his parents who manufacture functionally unique and upscale componentry for mascara and lipstick. He had a strong foundation for his beauty industry passion, but he took a detour to pursue law at Harvard Law School and practiced for several years before returning to the beauty industry. His own creativity wouldn't let him be content working with just the components, so he and his brother Aiden created Meloway – a brand that marries product artistry with technologically-advanced functionality.



ASH KIM
CO-FOUNDER
MELOWAY

MIAMI BEACH BUM

Lifestyle essentials for active self-care rituals. The story: “I’ve always been passionate about ocean conservation and it’s why I became a marine scientist. Unfortunately for my skin, since I spent so much time in wetsuits, I kept getting folliculitis on my bum. Unable to find a solution, I started using oregano mixed with aloe and my rashes would practically vanish overnight. After sharing the remedy with others, I found that it worked for a variety of skin issues. Thus, Bum + Body Cream became the start of Miami Beach Bum collection: minimal but effective formulas that prioritize the sensitive ecosystems of our skin and of our oceans at the same time.” - Ayssa DiPietro, Founder

spotlight finalist

AYSSA DIPIETRO

Ayssa received a Bachelors and Masters degree from University of Miami’s Rosenstiel School of Marine and Atmospheric Science. She did research in coastal communities like the Galapagos before returning to Miami Beach and starting a career in coastal engineering. She worked on projects like the Port of Miami Expansion and sat on the Miami Beach Planning Board as their Water Management Expert before launching Miami Beach Bum in 2019 as a lifestyle brand with formulas for your healthiest skin and hair.



AYSSA DIPIETRO
FOUNDER
MIAMI BEACH BUM

parallel[™]
discover your true parallel

Parallel is a precision health platform, starting in skin. Pioneers of Microbiome Dermatology[™], Parallel offers cutting-edge skin microbiome testing, targeted phage-based skin products, and personalized prescriptions. The company is enabled by its expertise in phage therapy, genomics, robotics/automation, big data, machine learning, and AI. The company is led by a Stanford MBA, a world-class microbiologist PhD, and a double-board certified dermatologist / Mohs surgeon.

**spotlight
finalist**

NATALISE KALEA ROBINSON

Entrepreneur Magazine's Top 10 Inspiring Entrepreneur to Watch, Natalise Kalea Robinson is the Co-Founder + CEO of Parallel Health. Parallel was named a World Changing Idea in Fast Company and hailed a Top 0.2% startup by TechCrunch Disrupt 2023.

Formerly a signed recording artist who went on to start her own label and publishing house after graduating from Stanford in three years, Natalise is no stranger to hustle. She is an experienced operator and brand marketer who has served in executive roles, transforming brand identity, building teams, 10x-ing margins, and 10x-ing revenue. Natalise received her BA (summa-cum-laude) and MBA from Stanford.



**NATALISE KALEA
ROBINSON**
CEO & CO-FOUNDER
PARALLEL HEALTH

ROMILLY WILDE

Romilly Wilde is the definition of 'Clean' beauty. Biology and technology (Biotechnology) is the future of unlocking biology with evidence based, sustainable skincare with new levels of performance.

"Being conscious of what you produce without waste, being cognisant of efficiencies via biotechnology, unlocking evidence based, substantiated skincare is a priority for us so that consumers can trust our claims. I couldn't be more excited to share our beautiful brand, where advanced science collides vibrantly with nature.

**spotlight
finalist**

Our skin system is accessible and intuitive, powered via biotech with energetic qualities that stimulate the skin with proven performance via advanced testing protocols."

SUSIE WILLIS

Susie Willis, a British health and wellness entrepreneur, has a talent for spotting trends ahead of competitors. After launching a successful global superfood business, she focused on revolutionising skincare formulation. Her mission: to change the way topical skincare was being formulated. With a team of experts in nutrition and biochemistry, Romilly Wilde skincare was created, setting a new industry standard for efficacy and sustainability.



SUSIE WILLIS
CEO & FOUNDER
ROMILLY WILDE

TRADEMARKTM

BEAUTY

Trademark Beauty is a product range encompassing hair tools and beauty essentials that simplify and enliven the beauty process, offering affordability without compromising quality. In under four years, Trademark has garnered 12 prestigious beauty awards and secured prominent retail spots in giants like Target and CVS. The brand was founded by industry veterans Joseph and Sabrina Maine who champion accessibility in premium beauty. As a brand that redefines beauty standards and consumer experiences, Trademark Beauty promises a lucrative and impactful position in the evolving beauty market.

spotlight
finalist

JOSEPH MAINE

Joseph Maine, the Co-Founder of Trademark Beauty, first carved his niche in the beauty world as a Celebrity Hairstylist, leaving his mark on celebrities like Jennifer Aniston, Kate McKinnon, Paris Hilton and Bella Hadid. Prior to launching Trademark Beauty, he joined the esteemed haircare brand, Color Wow as the Global Artistic Director for over seven years. With an unwavering commitment to fostering accessible and inclusive beauty, Maine's endeavors go beyond mere aesthetics. He's an industry innovator, always on the lookout for ways to bring diverse experiences and rich perspectives into the beauty landscape, making it more representative and inspiring.



JOSEPH MAINE
CO-FOUNDER
TRADEMARK BEAUTY



Vida Bars is revolutionizing the world of curly hair care, setting new standards for stunning results and sustainable alternatives. Their dedication to premium quality, clean, and vegan ingredients shines through in meticulously designed formulas, each tailored to unleash the beauty of every wave, curl and coil.

Vida Bars challenges conventions and reimagines the experience of beauty. With specialized hydration solutions designed to enhance the array of hair types, their products redefine the possibilities for textured hair.

Anchored in Ana's authentic journey, who transformed hair

spotlight finalist

self-doubt into self-love, Vida Bars becomes a symbol of empowerment and radiant beauty. Vida Bars isn't just a brand; it's a self-love movement.

ANA NÚÑEZ

Ana Nuñez is the Founder & CEO of Vida Bars. She launched her brand from the kitchen of her Oklahoma City home in April 2020 with the drive to make a mark within the beauty industry, promoting inclusivity in sustainable solutions.

Prior to launching Vida Bars, Ana had a career in Talent Acquisition. She earned both of her degrees, a bachelor's of Organizational Leadership and a master's of Human Relations, as a working adult. Through Vida Bars, Ana is on a mission to positively impact women, her community and the environment. Her transformation journey of self-doubt into hair celebration empowers Ana to revolutionize the world of curly hair care.



ANA NÚÑEZ
FOUNDER & CEO
VIDA BARS

BEAUTY CONNECT

OCTOBER 28-30, 2024
LOS ANGELES

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again

DERMATOLOGICAL BEAUTY CONNECT

MARCH 21-22, 2024
MIAMI

[DOWNLOAD AGENDA](#)

NEW YORK BEAUTY CONNECT

JUNE 11, 2024
NEW YORK

[REGISTER INTEREST](#)