



AromaPartners – offer overview

This document outlines a brief overview of **AromaPartners'** offer.
We believe this concise format will be helpful both when working on your own branded fragrance project and when sharing a summary with the rest of your team.

Please note that private label fragrance projects are highly individualized, so this overview should be treated as a guideline rather than a set of rigid rules.

If anything is unclear or requires further discussion, please feel free to contact us via the contact form or by phone at **+48 606 200 582** or **+48 608 716 711**.

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Part 1: business information

1. Key business information.

- We fulfill orders starting from **1000 units per SKU**.
- For **larger volumes**, **lower unit prices** may be possible due to **more favorable supplier terms** and **economies of scale**.
- We specialize in **perfume production**, including eau de parfum and eau de toilette. We also manufacture **reed diffusers** and **home and car fragrances**, as well as **aftershaves** and **body mists**. Additionally, for clients developing fragrance projects with us, we can prepare **offers for private label candle production**.
- We have **experience** working with both **leading European corporations** and **smaller brands**, as well as **influencers** and **personal brands**.
- We have completed **hundreds of private label perfume projects**.
- The majority of these have achieved market success and continue to perform well. Our **experience** allows us to **guide each project effectively**, increasing its **chances of success**.

2. What sets us apart?

- We operate under a **full private label model**. Unlike the white label model, every component can be **individually** selected and customised.
This ensures that the final product fully reflects your vision.
- We select fragrances based on **individual requirements**. This means that instead of offering a fixed fragrance catalogue, we have access to **several thousand fragrance references** across different price points and quality levels, suitable for mass-market, premium, niche and luxury segments.
This ensures that the fragrance and its characteristics are tailored to your needs.
- We can also create **unique, custom-developed (bespoke) fragrances**.
This ensures that the fragrance is fully tailored to your brand's needs.
- **We provide expert advice** based not only on our **market knowledge and expertise in cosmetics regulations**, but also on our understanding of **marketing and branding strategies**.
This ensures a greater chance of **market success for your perfumes**.



3. Company information

- The entity responsible for delivering **AromaPartners** projects is **City Cosmetics sp. z o.o.**, with its registered office at 30D Krasnowolska Street, 02-849 Warsaw, Poland.
- We are a **family-owned** company with **100% Polish capital**.
- We draw on **over 30 years of experience**.
- Our **manufacturing facility** is located in Żółwin (2 Wspólna Street), near Warsaw.
- At our manufacturing facility, we have implemented a **Good Manufacturing Practice (GMP)** system in specific areas of operation in accordance with the PN EN 22716:2009 standard.
- We were recognized in the **Forbes Diamonds 2022 ranking**.
- To date, we have completed **hundreds of individual private label perfume projects**.

4. Our promise of a high-quality partnership

Why choose **AromaPartners**? Above all, **we prioritize relationships**. We **stay in regular contact** with you and **keep you informed of project progress**.
What does this mean for you?

You will always receive **full support**, regardless of the challenges. Our **expert advice** does not end with the sale – we believe that after-sales service demonstrates the **true quality of our partnership**.

We know that we are not the only company producing **private label perfumes**. But we are one of the few offering such a **refined level of customer service**.



Part 2: the cooperation process

In this section, we describe how the collaboration with **AromaPartners** typically works.

Of course, the process may sometimes vary, and individual stages may take place in a different order or run simultaneously. However, the foundation is always a thorough **needs analysis** and manufacturing in accordance with the **highest quality standards**.

Product development phase

1. Discovery session

We begin by asking questions about the product concept, positioning, brand values, benchmarks, and expected quality standards. This is essential to ensure we provide appropriate expert advice.

2. Proposal of optimal solutions

With a clear understanding of the project concept, we propose optimal solutions and components. If necessary, we order suitable samples and check component prices, minimum order quantities and availability. We also prepare a preliminary, estimated project quotation.

3. Evaluation of solutions

Our clients evaluate the proposed solutions in terms of quality (usually by reviewing samples) and budget. If adjustments or changes to the project requirements are necessary, we return to the previous stage. Once approval is received, we proceed to the next stage.

4. Production contracting

We agree on the final timelines, prices, order quantities, payment terms, and other necessary details.

We then proceed to the preparation phase.

Preparation phase

1. Component procurement and supply chain management

We order the components required for production and ensure that all deadlines are met.

We take care of everything so you can focus on what matters most for your brand.



2. Receipt of components

We receive components and inspect them for both quantity and quality. Once all the necessary materials required for production are available, we proceed to the production phase as scheduled.

Production phase

1. Preparation of perfume bulk for maceration

Once the fragrance composition has been delivered, we prepare the perfume bulk, which then undergoes maceration. This stage is not essential, but it is recommended.

2. Cosmetic product testing and documentation

We submit products for the necessary testing in accordance with applicable cosmetics regulations. We commission the preparation of cosmetic product safety assessments (Cosmetic Product Safety Reports).

If necessary, we create a profile for you in the Cosmetic Products Notification Portal (CPNP) and then submit the product notifications.

3. Filling and assembly

We fill the perfume bottles, then crimp the atomizers and collars using specialized equipment. If the project includes labels, we apply them either by machine or by hand. We also apply labels containing the required information to the bottom of each bottle. The entire production process is subject to quality control and carried out in accordance with **Good Manufacturing Practice (GMP)** standards.

4. Packaging and film overwrapping

We pack the products into individual cartons, print batch numbers on them, and wrap them in film using a specialized overwrapping machine with spot sealing. The wrapped products are then packed into master cartons.

The products are now ready for sale.

5. Palletizing and transport to the warehouse

We place the master cartons on pallets and secure them with stretch wrap. The prepared pallets are then transported to the finished goods warehouse, where they await shipment.



Part 3: frequently asked questions

We know that some questions come up more frequently than others. Furthermore, different manufacturers have their own processes and policies. Below, we address some of these topics.

You can find the full list of frequently asked questions (FAQ) at:

AromaPartners.eu/questions

1. Do the products already have all the required documentation?

Documentation is prepared separately for each product, as each has its own unique formulation, labeling, and packaging components. Additionally, it is prepared individually for each entity acting as the Responsible Person.

For this reason, products do not come with a complete set of ready-made documentation.

However, we prepare all the required documentation from scratch each time, in full compliance with the regulations applicable in the European Union.

We have covered this topic in greater detail on our blog, available at:

AromaPartners.eu/perfumes-documentation/

2. Will AromaPartners be mentioned on the packaging or label?

Under the applicable European Union regulations, contract manufacturers are not required to be identified on the packaging. Only your company's details will appear on the carton or label.

3. Do I need to have a clear vision of the product?

This is not essential. If necessary, we will help you and recommend suitable solutions. If you do not have a clear vision yet, we will be happy to discuss your ideas and outline potential options.

4. Can I supply my own components (including packaging) for production?

Yes, some or all components can be supplied directly to our manufacturing facility. We will then use them to manufacture products for your brand. However, in this case, we will not be able to act as an intermediary in discussions and negotiations with the supplier.

5. Can I purchase components separately from you?

Unfortunately, we do not sell components (including packaging and fragrance compositions) separately.



6. What are production surpluses and how are they handled?

Sometimes, we need to order slightly more of a particular component than is required. In such cases, the surplus components must be paid for (either included in the product quotation or listed separately). However, we can store them in our warehouse until the next production run.

7. What is fragrance concentration, and what levels can I choose from?

Fragrance concentration refers to the percentage of fragrance composition in the finished product.

At **AromaPartners**, your expectations are our starting point, so you can choose virtually any fragrance concentration. The fragrance concentration also determines the product category – whether it is a perfume, eau de parfum, eau de toilette, or eau de cologne.

8. What determines the quality of perfumes?

To a large extent, fragrance concentration plays a key role, but it is not the only factor. The quality of the fragrance composition itself and the ingredients used is also important.

We have covered this topic in greater detail on our blog, available at:

AromaPartners.eu/what-is-the-projection-of-a-perfume/

9. What determines the price of a product?

The price depends on both the quality of the perfume itself and the selected packaging, as well as the production volume (larger quantities allow us to negotiate more favorable terms with suppliers). During each consultation, we recommend solutions to suit different budgets and help optimize costs.

10. Why AromaPartners?

Partnering with us is worthwhile because we offer a cohesive and comprehensive value proposition that includes:

- **Commitment to building relationships** – we provide ongoing support at every stage of our collaboration, along with comprehensive after-sales care. We operate in real time, responding quickly and effectively.
- **Professional consulting** – we combine industry expertise with knowledge of marketing and branding. We support you not only in product development but also in building a strong, cohesive brand.
- **Extensive fragrance portfolio** – we have access to several thousand fragrance references, providing great flexibility in selecting the right fragrance to match the character of your brand and project.



- **Custom-developed fragrances** – we enable the creation of a unique, bespoke fragrance composition that becomes a distinguishing feature of your brand and its recognizable signature.
- **Comprehensive service** – we guide you through the entire process, from the initial idea to a product ready for sale, taking responsibility for coordinating all activities.
- **Wide range of packaging options** – we work with numerous suppliers and continuously expand our network of partners to offer our clients the widest possible selection of packaging solutions.



Part 4: contact information

For consultations, please contact us via the contact form available on our website at AromaPartners.eu.

We also encourage you to contact us
by phone at **+48 606 200 582** or **+48 608 716 711**.

Our manufacturing facility is located in Żółwin,
at 2 Wspólna Street (05-807 Podkowa Leśna, Poland).

AromaPartners is part of City Cosmetics sp. z o.o., with its registered office at 30D Krasnowolska Street, 02-849 Warsaw, Poland. Tax Identification Number (NIP): 521-36-74-972, National Court Register Number (KRS): 0000515138, National Business Registry Number (REGON): 147305725. Share capital: PLN 5,000.00, fully paid up. The company is entered in the Register of Entrepreneurs of the National Court Register (KRS), maintained by the District Court for the Capital City of Warsaw in Warsaw, 13th Commercial Division of the National Court Register.

City Cosmetics sp. z o. o., ul. Krasnowolska 30D, 02-849 Warszawa, Polska, NIP: 521-36-74-972, KRS: 0000515138, REGON:147305725. Wysokość kapitału zakładowego: 5000,00 zł - zapłacony w całości. Spółka wpisana do rejestru przedsiębiorców KRS prowadzonego przez Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy Krajowego Rejestru Sądowego.

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