Stepan 5. Personal Care

Sulfate-Free

Stepan Company is a global leader in providing sulfate-free ingredients for the personal care market.

What is "Sulfate-Free?"

"Sulfate-free" is a term that usually refers to anionic detergents that are not sodium lauryl sulfate (SLS) or sodium laureth sulfate (SLES). Stepan defines sulfate-free as containing no alcohol sulfate or alcohol ether sulfate, per INCI nomenclature.

Why are sulfate-free surfactants better for consumers? Sulfate-free surfactants are generally milder to the hair and skin than SLS or SLES, which means that fresh hair color can last longer and skin may feel softer.

Are there any downsides?

Sulfate-free surfactants are known for being mild, but unfortunately they may not perform as well as their sulfate counterparts. Typically, sulfate-free surfactants do not foam as much as sulfate surfactants and may leave build-up in hair, and formulators may find that they have trouble thickening products containing sulfate-free surfactants.

Stepan offers several specialty surfactants that provide improved foaming and powerful thickening to build viscosity with sulfate-free ingredients, even glucosides!

How should a formulator choose a sulfate-free surfactant?

Each sulfate-free chemistry can offer unique benefits. Not sure where to start? Check out the flowchart on pages 19-20 of this brochure or contact a Stepan Technical Service representative in your region.



ALPHA-STEP® PC-48 Sulfate-free | Light and airy foam

INCI Name Sodium Methyl 2-Sulfolaurate and Disodium 2-Sulfolaurate Appearance Clear Yellow Liquid Actives 37-40% **Pour Point** -5°C Preservative None



Meets Whole Foods Market® Premium Body Care Standards Rinses cleanly and easily Soft skin after-feel

94% Bio-based No preservative

Scrub Me Sweetie Water-Based Sugar Scrub Formulation No.1270

Meets Whole Foods Market[®] Premium Body Care Standards

| Ingredient | % by weight | |
|--|-------------|--|
| STEPAN-MILD® GCC Glyceryl Caprylate/Caprate | 5.00 | STEPAN-MILD® GCC is used as a structuring agent |
| Shea Butter | 0.40 | to suspend the sugar particles. |
| Soybean Oil | 4.50 | particles. |
| Fragrance | 0.40 | |
| ALPHA-STEP® PC-48 | 7.50 | |
| Sugar | 70.00 | Due to the high sugar and low water content, a preservative is not |

Readily biodegradable



CleanGredients[®] listed Economical performance Hydrotropic properties

required for this formula!



BIO-TERGE® AS-40 HP Sulfate-free | Economical foamer

INCI Name Sodium C14-16 Olefin Sulfonate Appearance Clear Amber Liquid 39% Actives Pour Point -4°C Preservative None

Lots of cushiony lather Mild cleanser Won't strip natural oils

Never tested on animals Readily biodegradable No preservative

Premium Conditioning Sulfate-Free Shampoo

Formulation No.1258

Ingredient

PenCare DP 1015 Cationic Polymer (Pen

BIO-TERGE® AS-40 HP

AMPHOSOL[®] HCG Cocamidopropyl Betaine

STEPAN-MILD[®] L3 Lauryl Lactyl Lactate

Hallstar[®] EGMS (Hallstar)

NINOL[®] CAA Dimethyl Lauramide/Myristamide

Fragrance

Moringa Oil

Dow Corning[®] CE-1874 Silicone Polyether Microemulsion (Dow



Flexible pH range Economical performance Hydrotropic properties

| | % by | weight |
|----------|-------|----------|
| ford) | 0.08 | |
| | 36.00 | |
| | 12.00 | |
| | 0.50 | |
| | 0.40 | |
| | 1.80 | \ |
| | 0.50 | |
| | 0.05 | |
| Corning) | 2.00 | |

"HP" products are preserved with excess sodium hydroxide, offering the formulator flexibility to choose the final preservative. These surfactants require just a small additional amount of citric acid to neutralize.

NINOL[®] CAA builds viscosity without the need for additional salt.



LATHANOL[®] LAL Sulfate-free | Rich lather, pampered feel

INCI Name Sodium Lauryl Sulfoacetate Appearance Free-Flowing White Powder/Flake Actives 65% min. Preservative None





Creamy, rich lather Moisturized after-feel Mild cleanser

86% Bio-based Readily biodegradable No preservative

This Is My Natural Color Naturally-Derived Color Care Shampoo Formulation No. 1189

| Ingredient | % by |
|---|-------|
| LATHANOL [®] LAL Powder | 6.90 |
| AMPHOSOL [®] HCG-HP <i>Cocamidopropyl Betaine</i> | 12.90 |
| AMPHOSOL [®] 2CSF <i>Disodium Cocamphodiproprionate</i> | 7.00 |
| ALPHA-STEP [®] PC-48 <i>Methyl Ester Sulfonate</i> | 7.80 |
| STEPAN-MILD® GCC <i>Glyceryl Caprylate/Caprate</i> | 0.30 |



Easier to solubilize than isethionates Create low-water products Achieve water-white formulas



At this 6:2 LAL. CAPB* ratio, the resulting viscosity is 18,000 cps!



Better Solubility, y weight Better Stability.

- At a 6:2 Anionic:CAPB ratio, LATHANOL® LAL shows better phase stability than SCI* because LATHANOL® LAL is more soluble than SCI. Formulas containing LATHANOL® LAL and CAPB are homogeneous and likely to have less stability issues than those with SCI.
 - *CAPB = Cocamidopropyl Betaine *SCI = Sodium Cocoyl Isethionate

STEPAN-MILD[®] SL3-BA Sulfate-free | Mild co-surfactant

INCI Name Disodium Laureth Sulfosuccinate Appearance Clear Liquid Actives 32% **Pour Point** -3°C Preservative Benzoic Acid



Mild cleanser Suitable for low-irritation products Provides skin softness

55% Bio-based

Deep Cleansing Moisturizing Hand Soap with Oil Microcapsules Formulation No.1227

Ingredient

Carbopol ETD 2020 Acrylates/ C10-30 Alkyl Acrylate Crosspolymer (Lub

Ethanol

Versene 100 Tetrasodium EDTA (Dow Ch

STEPANOL[®] WA-EXTRA PCK Sodium Lauryl Sulfate

AMPHOSOL[®] HCG-HP Cocamidopropyl Betaine

STEPAN-MILD[®] SL3-BA

STEPAN-MILD[®] L3 Lauryl Lactyl Lactate

Microencapsulated Oil Blend (Hallsrest L

Lipo WSF 35/60 Walnut Shell Powder (Li

Fragrance

STEPAN-MILD® SL3-BA acts as a great co-surfactant in both traditional and sulfate-free formulations.

Vegetable feedstock



Easy handling and formulating Achieve water-white formulas Hydrotropic properties Globally-approved preservative

% by weight

| brizol) | 0.65 | | |
|---------------|--------|------------|--|
| | 0.75 | | |
| hemical) | 0.10 | | |
| | 30.00 | | |
| | 6.00 | | |
| | 2.00 | | STEPAN-MILD [®] L3 provides |
| | 0.70 — | | a soft, moisturized skin feel, even hours after application. |
| LTD) | 0.30 | \bigcirc | Walnut shell powder is a |
| ipo Chemical) | 0.80 | | natural alternative to plastic beads. |
| | 1.00 | | |
| | | | |

Performance Surfactant Blends

Both of these liquid products blend LATHANOL® LAL with another sulfate-free surfactant to provide easy formulating with extra sensory benefits.

STEPAN-MILD[®]LSB

Sulfate-Free | Foamy mildness

INCI Name Sodium Lauryl Sulfoacetate and Disodium Laureth Sulfosuccinate

Appearance Clear Liquid Actives 25% **Pour Point** 3°C Preservative Benzoic Acid



Creamy, rich lather Moisturized skin after-feel Mild cleanser



Vegetable feedstock Biodegradable



Easy handling and formulating Achieve water-white formulas Globally-approved preservative



Sulfate-Free | An easy, mild clean

| Sodium Methyl 2-Sulfolau |
|----------------------------|
| Lauryl Sulfoacetate |
| Clear, Light Yellow Liquid |
| 23% |
| -5°C |
| CIT/MIT (Methylchloroiso |
| |







Creamy, rich lather Moisturized skin after-feel Rinses cleanly and easily

90% Bio-based

Self-Foaming Face Mask

Similar to a Korean Beauty Trend Product

Formulation No.1261

| Ingredient | % by weight |
|---|-------------|
| Keltrol® CG-SFT (CP Kelco) | 1.00 |
| Pentylene Glycol | 2.00 |
| NEOBEE® M-5 Cosmetic <i>Caprylic/Capric Triglyceride</i> dl-Menthol | 2.00 |
| Titanium Dioxide 3328 USP BC (Princeton Chemicals, Inc.) | 5.00 |
| STEPAN-MILD [®] LSB | 20.00 —— |
| AMPHOSOL [®] HCA-HP Cocamidopropyl Betaine | 10.00 |
| Polargel [®] NF BC 342 (Princeton Chemicals, Inc.) | 11.00 |
| Salicylic Acid, USP Grade | 1.00 |
| AE COSMOFLUOR [®] #61 (Princeton Chemicals, Inc.) | 1.00 |
| | |

| STEPA | N-MILD® |
|-------|---------|

SB allows this clay-based mask to rinse cleanly while leaving skin feeling refreshed and clean.

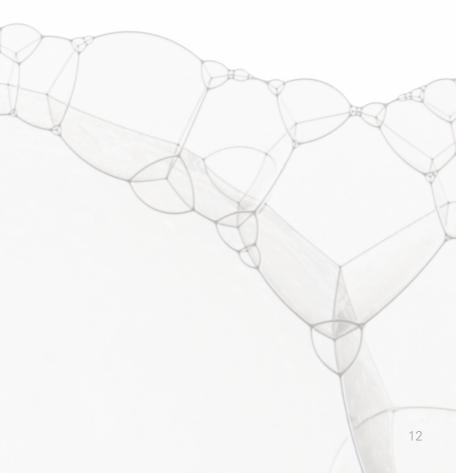
urate and Disodium 2-Sulfolauarte and Sodium

thiazolinone/Methylisothiazolinone)





Easy handling and formulating Incorporate high oil loads Achieve water-white formulas



AMPHOSOL[®] CS-50 Sulfate-free | The anionic-like amphoteric

INCI Name Cocamidopropyl Hydroxysultaine Appearance Clear Viscous Liquid Actives 50% Preservative None

Meets Whole Foods Market®

Premium Body Care Standards

Non-irritating to eyes and skin

Compatible with alpha-

hydroxy acids

Conditioning Anti-Dandruff Shampoo Formulation No. 1210

Ingredient

Carbopol ETD 2020 Polymer (Lubrizol) Sodium Hydroxide (50% solution) STEPAN-MILD[®] PCL Performance Surfactant Blend

AMPHOSOL[®] CS-50

STEPAN-MILD[®] L3 Lauryl Lactyl Lactate N-Hance[™] 3196 Cationic Guar (Ashland Inc) Dow Corning[®] 2-1491 Emulsion (Dow Corning Zinc Pyrithione (50% active)

60% Bio-based Vegetable feedstock No preservative



Good foaming at high oil loads Compatible with anionics, nonionics, and cationics Achieve water-white formulas

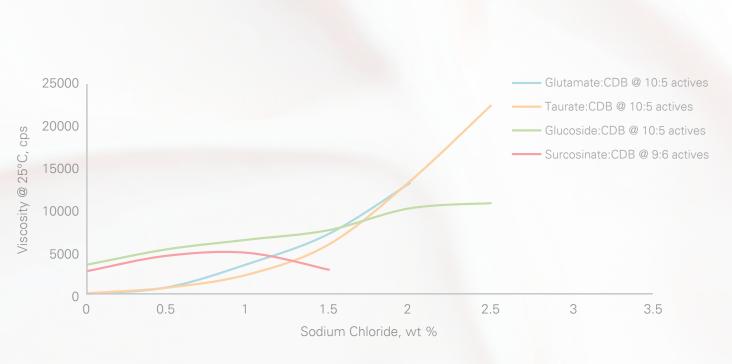
| | % by weight | | |
|-----|-------------|-------------|---|
| | 0.80 | | |
| | 0.07 | | |
| | | | |
| | 55.50 | | AMPHOSOL [®] CS-50 boosts |
| | 5.50 | | the foam in this shampoo while enhancing mildness. |
| | 0.50 | \bigcirc | STEPAN-MILD® L3 provides soft |
| | 0.15 | ' #' | conditioning to the |
| ng) | 3.30 | | hair and is a naturally- derived alternative to |
| | 2.00 | | silicones! |
| | | | |

AMPHOSOL[®] CDB-HP Sulfate-free | Gentle feel, powerful thickening

| INCI Name | Cetyl Betaine |
|--------------|---------------|
| Appearance | Clear Liquid |
| Actives | 30% |
| Pour Point | -6°C |
| Preservative | None |



AMPHOSOL[®] CDB-HP can provide excellent thickening with almost every sulfate-free anionic surfactant in the Stepan portfolio, even methyl ester sulfonates such as ALPHA-STEP[®] PC-48.



AMPHOSOL[®] CDB-HP thickens tougher anionic surfactant formulas such as glutamates, taurates, and glucosides.

| Abbreviation | Stepan Trade Name | INCI Name | |
|--------------|--|---|--|
| CDB | AMPHOSOL [®] CDB-HP | Cetyl betaine | |
| PC-48 | ALPHA-STEP [®] PC-48 | Sodium methyl 2-sulfolaurate (and) disodium 2-sulfolaurate | |
| AOS | BIO-TERGE® AS-40 | Sodium C14-16 olefin sulfonate | |
| LSB | STEPAN-MILD [®] LSB | Sodium lauryl sulfoacetate (and) disodium laureth sulfosuccinate | |
| SL3-BA | STEPAN-MILD® SL3-BA | Disodium laureth sulfosuccinate | |
| Glutamate | PERLASTAN [®] SC (Schill + Seilacher) | Sodium cocoyl glutamate | |
| Taurate | HOSTAPON® CT (Clariant) | Sodium cocoyl methyl taurate | |
| Glucoside | GLUCOPON® 625 UP (BASF) | Lauryl glucoside | |
| Sarcosinate | MAPROSYL [®] 30-B | Sodium lauroyl sarcosinate | |

NINOL[®] CAA Sulfate-free | A superior, multifunctional amide

INCI Name Dimethyl Lauramide/Myristamide Appearance Clear Liquid Actives 100% Pour Point 11°C Preservative None



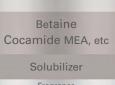


Meets Whole Foods Market® Premium Body Care Standards Mild aesthetics enhancer Soft skin after-feel

86% Bio-based No preservative







Starting Formulation

With NINOL® CAA

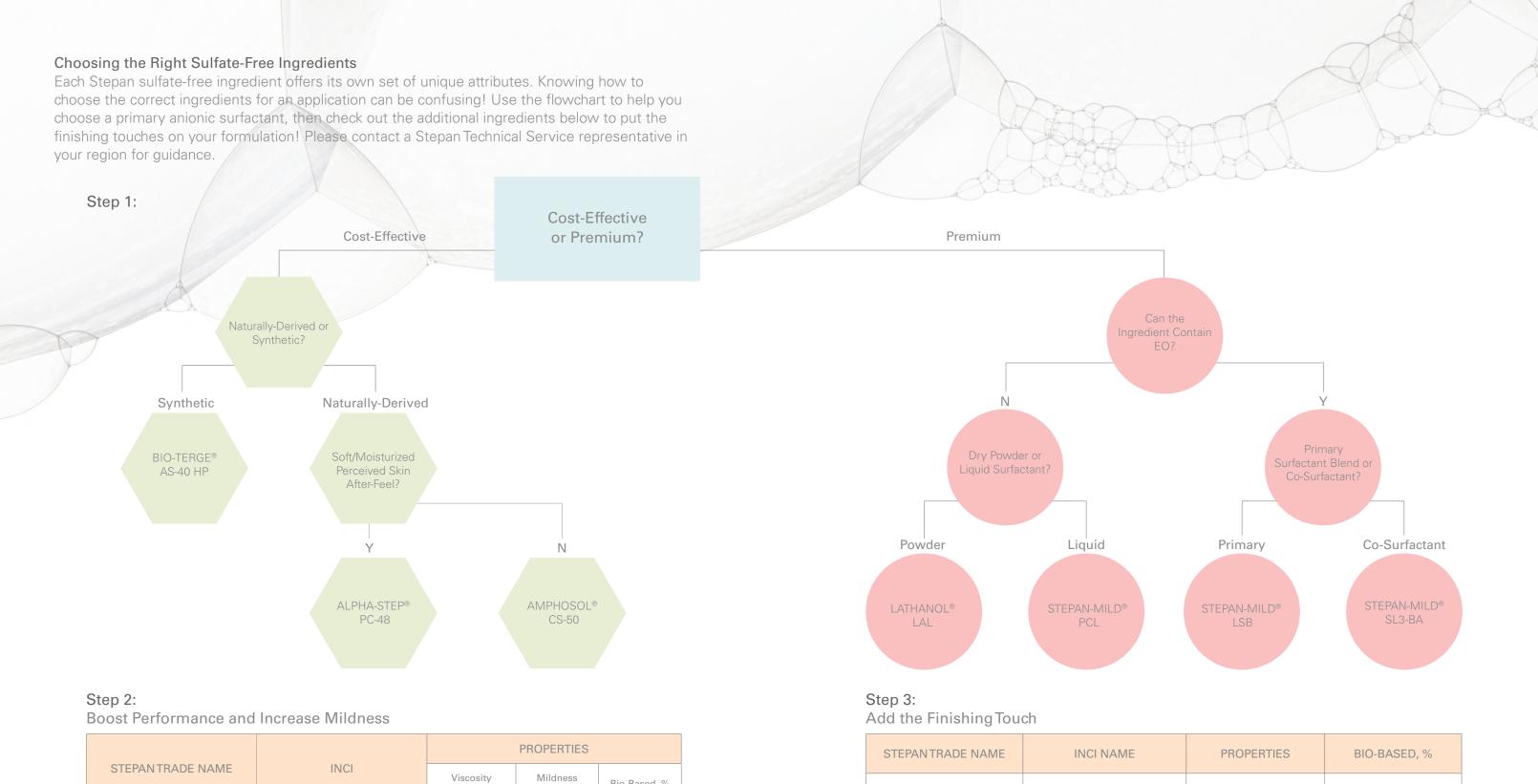
Readily biodegradable

Thickens with little to no salt added Superior-performing amide Solubilizes fragrances



NINOL[®] CAA can be used in combination with betaines or other surfactants that carry small amounts of residual salt to build viscosity without requiring the addition of sodium chloride. Utilizing the multifunctionality of NINOL® CAA also eliminates the need for additional solubilizers.

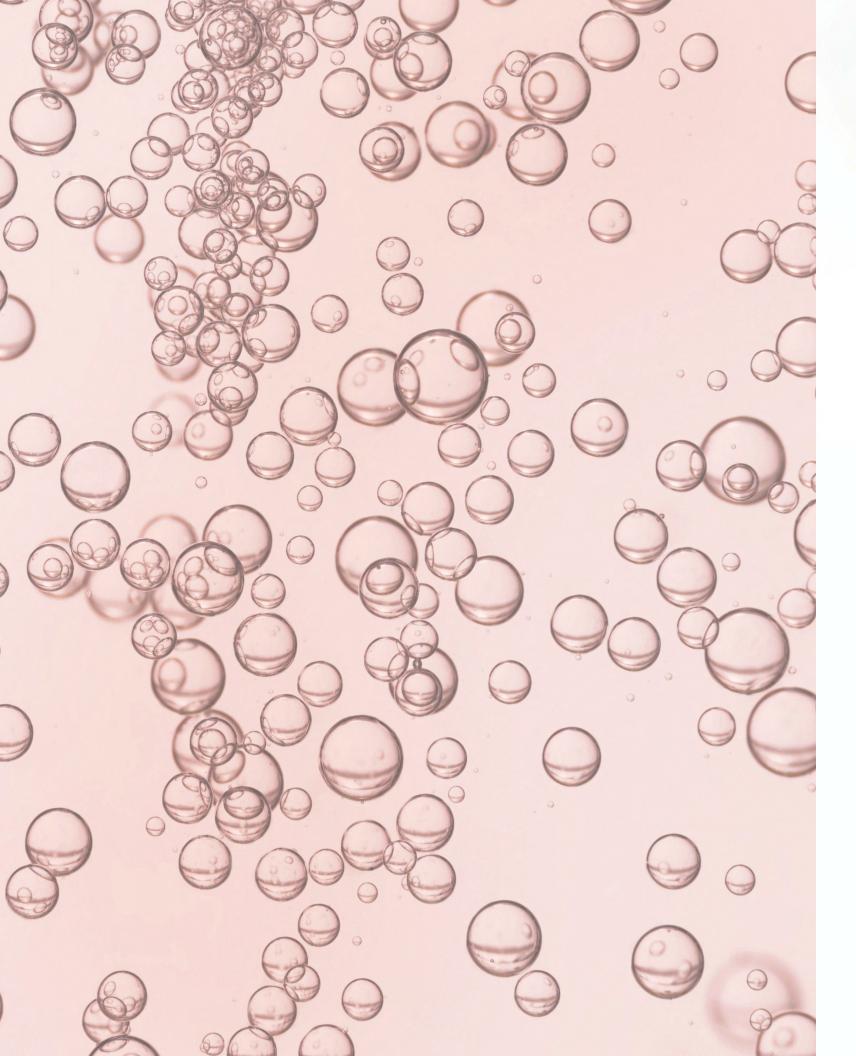
NINOL[®] CAA is free of ethylene oxide (EO), so there is no concern for residual 1,4-dioxane. With NINOL® CAA, the resulting formulation has reduced actives and simplified ingredients along with improved foaming power and enhanced mildness.



| | | PROPERTIES | | |
|------------------------------|--------------------------------|-----------------------|--------------------------|--------------|
| STEPANTRADE NAME | INCI | Viscosity Building | Mildness Enhancement* | Bio-Based, % |
| AMPHOSOL® CDB-HP | Cetyl betaine | +++ | +++ | 78 |
| NINOL® CAA | Dimethyl lauramide/myristamide | +++ | ++ | 86 |
| AMPHOSOL [®] HCA-HP | Cocamidopropyl betaine | ++ | +++ | 64 |

| STEPAN TRADE NAME | INCI NAME | PROPERTIES | BIO-BASED, % |
|----------------------------------|------------------------------|---|--------------|
| STEPAN-MILD® GCC | Glyceryl caprylate/caprate | Emollient, foam booster | 100 |
| STEPAN-MILD® L3 | Lauryl lactyl lactate | Natural silicone alternative, conditioning agent | 100 |
| NEOBEE [®] M-5 COSMETIC | Caprylic/capric triglyceride | Occlusive additive | 100 |

*Based upon average Zein score reduction when combined with anionic surfactants versus anionic surfactants alone



Finishing Off Your Sulfate-Free Formulation

STEPAN-MILD[®] GCC

Sulfate-free | Soft and structured

100%

None

INCI Name Appearance Actives Melting Point 24-30°C Preservative

Glyceryl Caprylate/Caprate **Off-White Paste**

Soft, moisturized feel Safe, mild, non-sensitizing and non-irritating to eyes and skin Enhances foam volume and feel No preservative COSMOS-Approved

STEPAN-MILD[®] L3 Sulfate-free | A natural silicone alternative

| INCI Name | Lauryl Lactyl Lactate |
|--------------|-----------------------|
| Appearance | Clear Liquid |
| Actives | 100% |
| Pour Point | -12°C |
| Preservative | None |



Moisturized, hydrated feel Significantly improves skin hydration, even after 24 hours* Equal performance to silicones without being "heavy"



Whether you are looking for sensory enhancement, conditioning effects or an enriched experience, these surfactant additives can add multifunctionality to your formulation.





Food-grade thickener Able to produce structured liquid systems Can be incorporated at any formulation step

100% Bio-based from vegetable feedstock Readily biodegradable No preservative



Comparable performance to both large and small particle size silicones

Liquid, cold-mixable Boosts viscosity building

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"% Bio-Based" references the Biorenewable Carbon Index (BCI) of the material. BCI is the number of biorenewable carbons (derived from plant, animal or marine based sources) divided by the number of total carbons in the idealized molecule.

"Meets Whole Foods Market Premium Body Care Standards": Ingredients are not expressly listed on Whole Foods Premium Body Care Unacceptable Ingredients list as of December 2019. Whole Foods Market® is a registered trademark of Whole Foods Market IP, LP. CleanGredients® is a registered trademark of the GreenBlue Institute.

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