



PCA COMPANIES

Corporate Profile

We provide best-in-class
partnership solutions that are
powered by data, customized
with technology and activated
with agility.

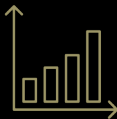


About the PCA Companies

Established in 1993, the PCA Companies offer a full range of global beauty sales, marketing and logistics solutions.



Unique fully-vertical capabilities and global multi-channel distribution expertise offers retail partners excellence in inventory availability, pricing, program creation and customer service.



Annual Revenue of \$850+MM in Fragrance, Skincare, Makeup, Haircare & Beauty Tools.

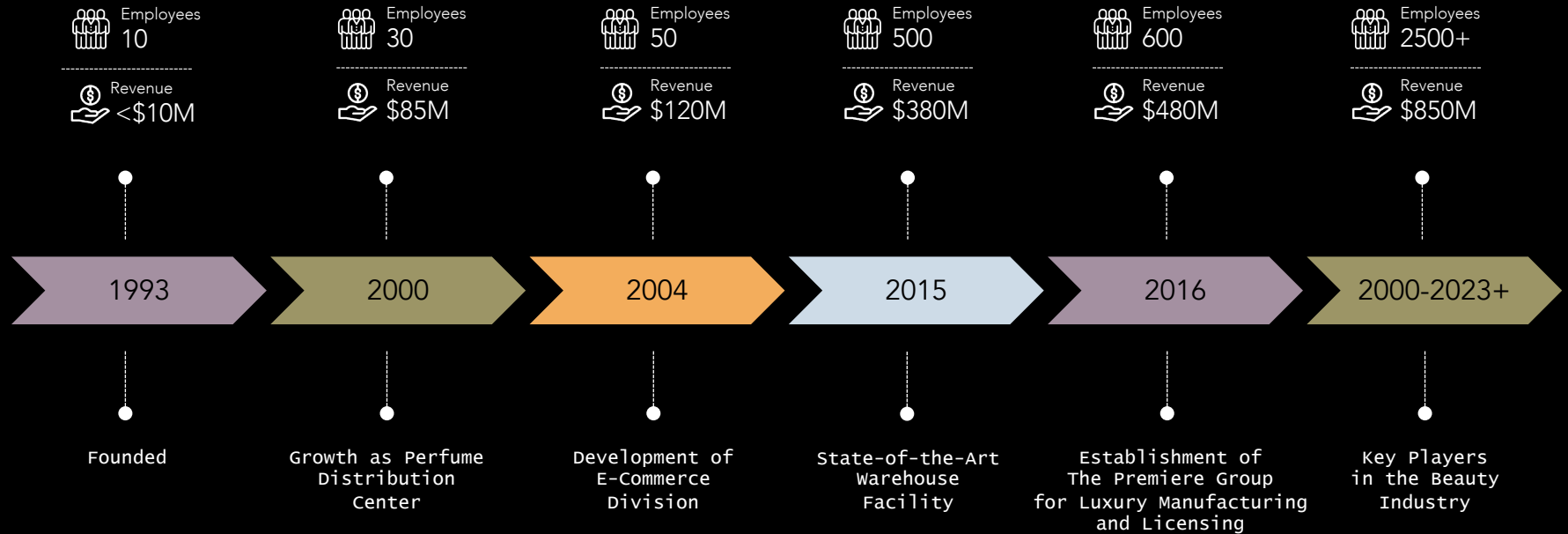


Global Logistics & 3PL Capabilities. Shipping \$2+MM per day with 99.99% on time delivery & order accuracy with four standard deviations.



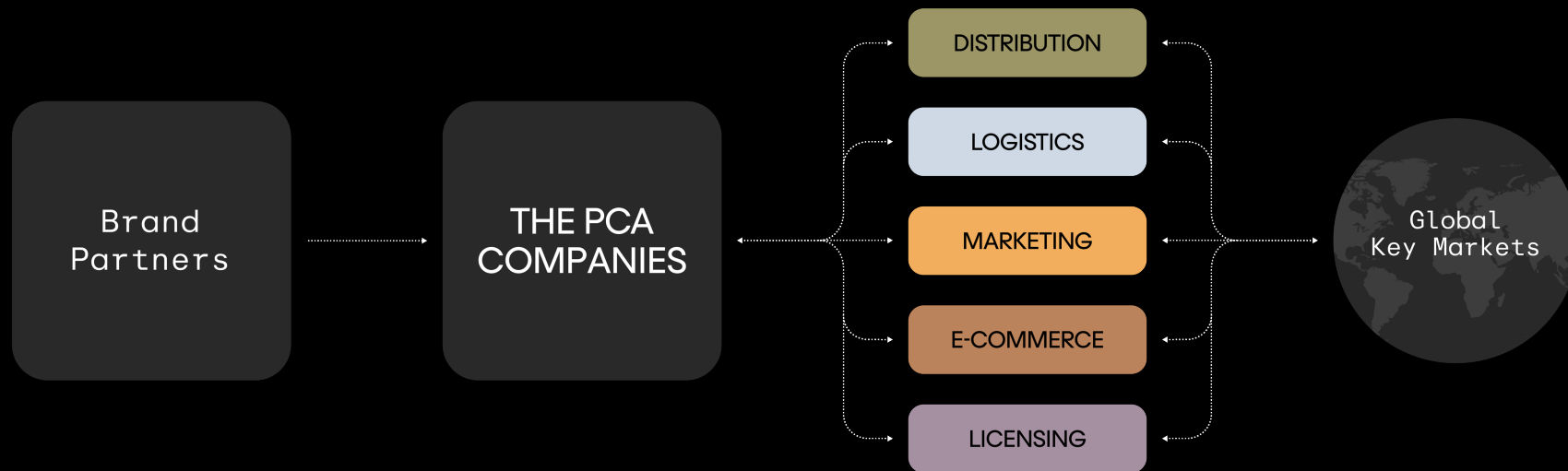
In-house Product Development, Production, Regulatory and Registration.

The PCA Companies Timeline



The PCA Companies is comprised of four divisions that together offer up to five unique capabilities: distribution, logistics, marketing, e-commerce and brand licensing. Each division has its own distinct leadership, business direction, and financial structure that allows for specialization, while still maintaining the ability to deliver seamlessly.

Our structure and internal capabilities combined with our state-of-the-art facilities and multi-category expertise, allows us to continuously adapt to our partners' evolving needs and fully maximize their growth. This level of agility is required for success.



Brands can work with any or all of the PCA divisions depending on the requirements of their unique strategy — all with a single point of contact.

U.S. & Global Network

100% FULLY PCA-OWNED FACILITIES

PCA has a global footprint through the presence in the key regions + dedicated local organizations. With this unique set up, PCA in record time is capable of reaching the top retailers and e-tailers across the globe

NORTH AMERICA

Toronto, Canada
New York, NY (HQ)
Miami, FL (INTL. HQ)
Ronkonkoma, NY
Melville, NY
Aurora, CO
Lebanon, IN
Mexico City, Mexico

CARIBBEAN

Antigua
Saint Lucia

SOUTH AMERICA

Sao Paulo, Brazil
Montevideo, Uruguay

MIDDLE EAST

Dubai, UAE

ASIA

Shenzhen, China
Singapore

UK

London, England

EUROPE

Parma, Italy
Berlin, Germany

INDIA

Mumbai
Gurgaon
Jodhpur

SOUTH AFRICA
Coming in 2023

AUSTRALIA
Coming in 2023

Key Facts and Figures

30+ years in the beauty industry

Extensive expertise of our executive team in global fragrance and beauty

\$850+ million revenue

Growing at double digits

12 affiliates across the globe

Located in key regions with a local team and own operations

700,000+ doors covered in the U.S. beauty market

From top luxury department stores to mass retailers

150+ country-strong network

Direct retail and sub-distributor partnerships

State-of-the-art warehouses

4 US / av. 1.5 mil cubic sq. ft, 4 international / av. 50k cubic sq. ft)

Latest technology and zero net energy, fully powered by solar

100,000+ beauty items in stock with safety

Designer fragrances, salon hair care, premium skin care, cosmetics and beauty tools

750,000+ units in bulk orders

Processed per day

50,000+ direct to consumers orders

Processed per day

PCA Companies Menu of Services



As your beauty partner, we'll provide you with a customizable, end-to-end solution stack specific to your brand's needs



Global Distribution Network



State-of-the-art 3PL Logistics



Execution excellence in
Marketing and **E-commerce**



Best-in-class partner for
Brand Licensing

Global Distribution



PERFUME WORLD WIDE a PCA COMPANY

Industry leading, local to global,
omnichannel distribution

+700K US & 1,500K global locations in
the beauty market

Turnkey account management services
from mass to luxury prestige channels

Expert curation of regionally relevant
product portfolios

Boots on the ground education,
eventing, field sales, merchandizing and
VM support

3PL Logistics



3OVO
° PCA COMPANY

Operational excellence across all major
B2B and B2C marketplaces and retailers.

State-of-the-art warehouses (4 US / av.
1.5 mil cubic sq. ft, 4 international / av.
50k cubic sq. ft)

99.5% order turnaround within 2
business hours with 99.99% order
accuracy

\$ 2mm+ in shipments per day

Amazon Prime and Guaranteed
Delivery Notification enabled

Marketing



THE PREMIERE GROUP ° PCA COMPANY

Innovative trade, digital and marketing partnership

Hyperfocus on consumer psychographics to inform pricing, positioning and brand RTB

360 competitive analysis to design PR and Social strategy with full funnel conversion drivers

Development and optimization of 3YR GTM strategy and commercial tactics

Benchmarking KPIs and ROI analysis to inform future- forward strategy and investments

Test and learn to optimize investments / explore additional revenue drivers with controlled risk; monthly reporting to brands

E-Commerce



SELA ° PCA COMPANY

Unparalleled team of in-house SME's for merchandising, listing and optimization across all digital platforms

Extreme mastery in conversion driving visual content strategy and asset creation

Agility in localized UX/UI capabilities and execution

Strategically optimized SEO brand and product copywriting

Platform integration and management expertise across all major global marketplaces and accounts

Brand Licensing



THE PREMIERE GROUP ° PCA COMPANY

Best-in-class product development
and commercialization strategy for
your brand

360 marketplace insights on channels,
retailers and categories to identify white
space opportunities and RTW

Data triangulation across category
captains, industry trends and consumer
psychographics to inform NPD

Global trade marking, registration and
regulatory services

Full in-house vertical for formulation,
manufacturing, components and
packaging design

Our Brand Acceleration Process

1. Contract



2. Strategy & Ideation



3. Design & Visualization*



4. Product Development*



5. Technical Files*



6. Production*



7. Product Inbounding



8. Content Creation



9. Web Build



10. Begin PR Engagement



11. Omni-channel Launch



12. Ongoing Marketing



13. Measurement & Calibration



14. Extensions & Seasonal Launches



** Unique to Brand Licensing clients*

Our Clients



THOMAS KOSMALA
PARIS

ROYALTY
BY MALUMA

DOLCE & GABBANA



FILA

Mercedes-Benz

Medik8

Monique Lhuillier

FURLA
SINCE 1927 ITALY

CR7
CRISTIANO RONALDO

Chopard
GENÈVE

REBECCA MINKOFF

FACESOFT®

DEREK LAM

MILTON-LLOYD
LONDON

LOOPS

SKINNY
TAN

butter™
LONDON



ADDISON RAE
FRAGRANCE

Puressentiel

RACHEL ZOE

Our Clients

GLOSS VENTURES

LONKOOM
P A R F U M

AYURVITA

REUZEL
BY SCHOREN HAARNIJDER EN BARBIER

SJP
BY SARAH JESSICA PARKER

CR7
CRISTIANO RONALDO

L'ERBOLARIO

PUPA
M I L A N O

Guy Laroche

BaBylissPRO

NINA RICCI
P A R I S

CH
CAROLINA HERRERA

C O S M E D I X.

bebe

ABOVE

cuccio
SOMATOLOGY

e.fek.tiv
beauty.

SALLY HERSHBERGER

MDSOLARSCIENCES™

Wet
brush


ANTONIO PUIG
perfumes

POLICE

ARCHES & HALOS
TONY ACROOKS
PROFESSIONAL BROW

Pino Silvestre

BLEACH
L O N D O N

Contact

FOR MORE INFORMATION
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