Dr. Hauschka





Why does certification matter in the digital age? Florian Junge, Global Head of Marketing Communication 21.10.2025



100 % natural skin care, certified by NATRUE Every product carries the independent NATRUE seal

Dr. Hauschka

The



Clean, green, organic formulas Over 90% of plant-based

ingredients are sourced organic

farming. All formulas are free of

and PEGs

synthetic substances, mineral oils

Pharmaceutical expertise Innovative pharmaceutical research combines with decades of skin care experience



Transparent value chain Environmentally responsible supply chains from herb gardens to processing and packaging.



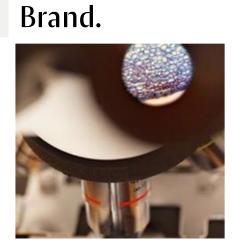
Hand-picked ingredients are transformed into effective, precision formulations in modern



Medicinal plant specialists Extensive knowledge of the effects and handling of medicinal plants and other potent natural ingredients









Ecologically, socially,

economically sustainable

Long-term partnerships and fair-

trade practices for a better world



Skin Care for All Skin Types, at All Life Stages.



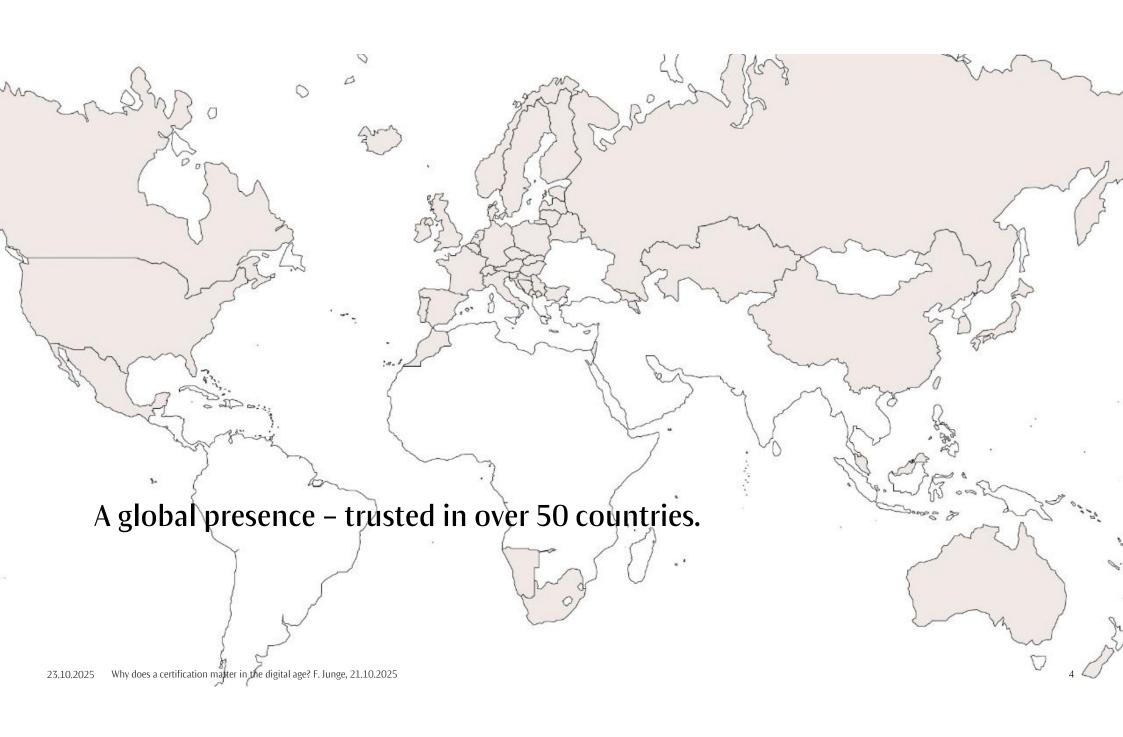
Facial Care

Body Care

MED

Make-up

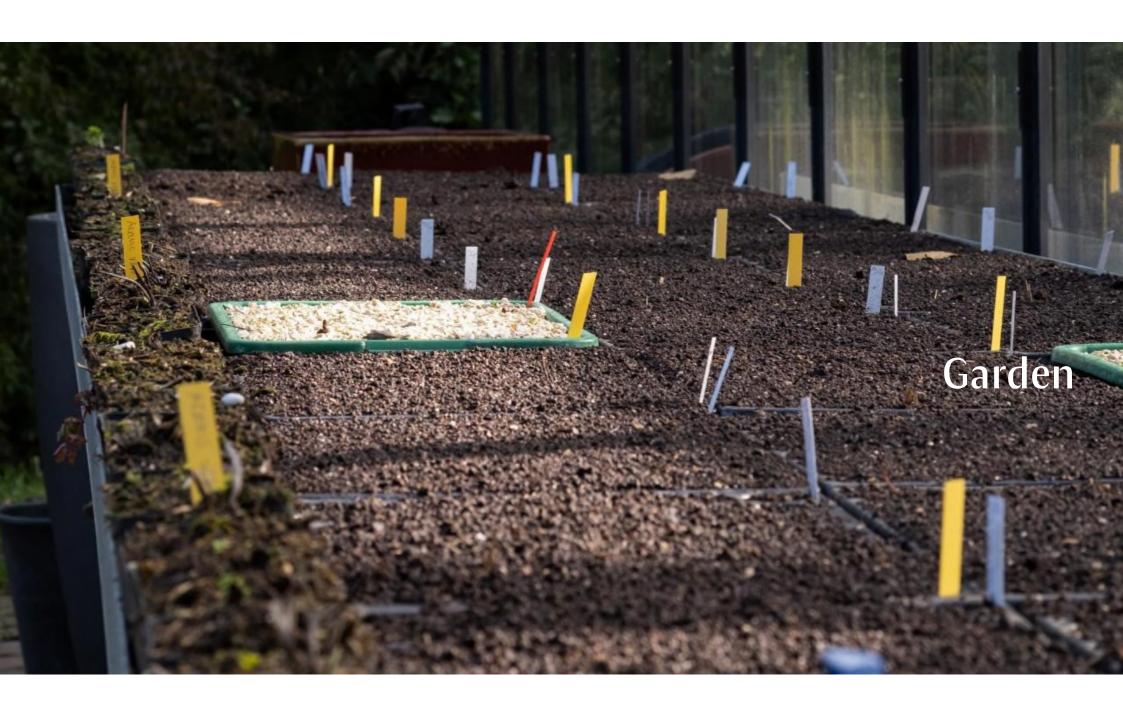
Treatments



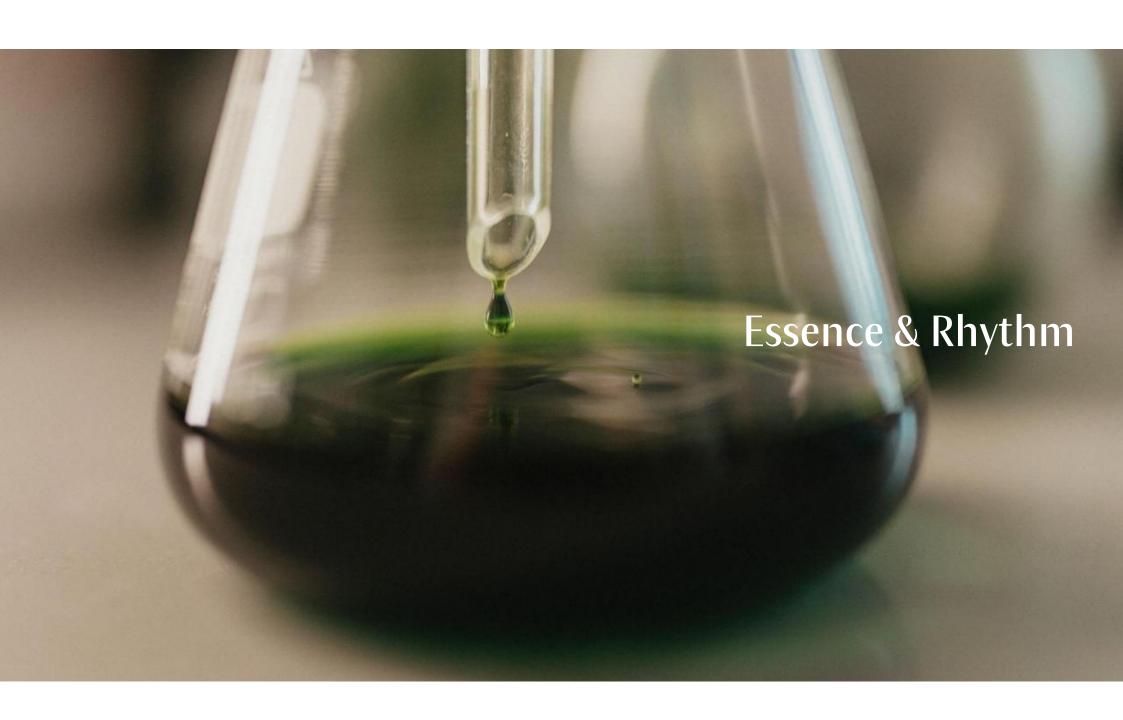


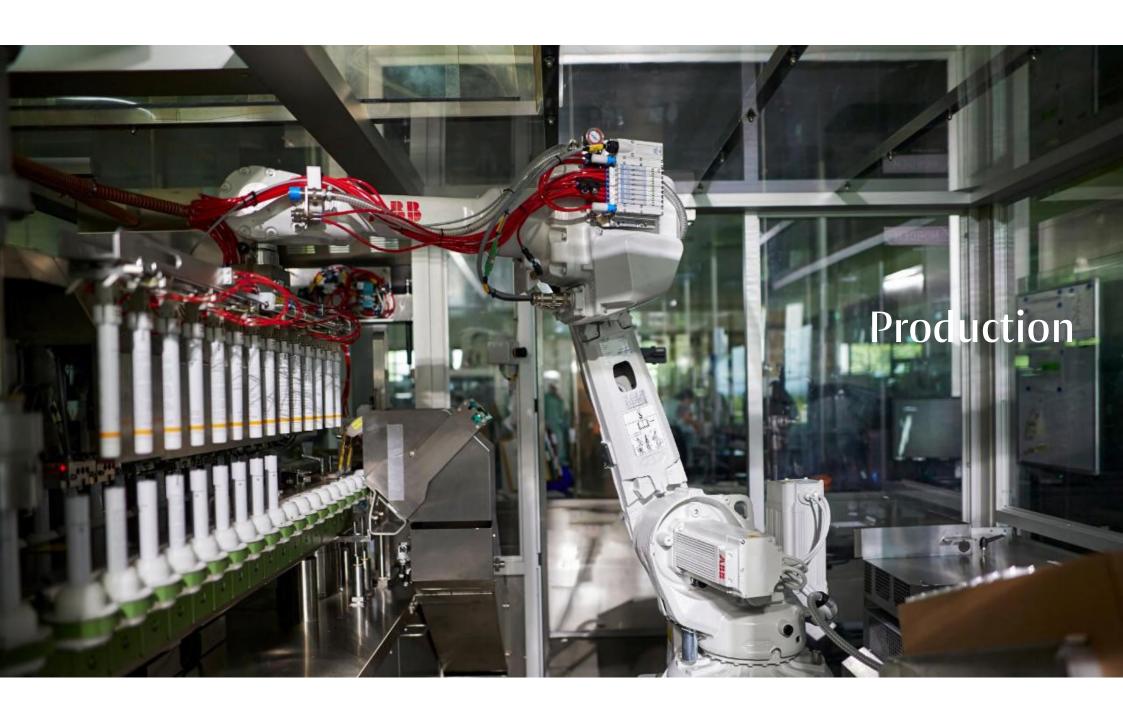
Why we commit to independent certification.















Independent Certification as External Proof of Quality for the Awarding of the NATRUE Seal.

CERTIFICATE

This certificate has been issued to confirm that the listed products of



Wala Heilmittel GmbH

DE - 73085 Boll-Eckwälden

are in accordance with the standard of



NATRUE

European Natural and Organic Cosmetics Interest Grouping A.I.B.S.L. (see product list on page 2 - 5, dated 7/22/2025)

The certificate entitles to the use of the NATRUE label according to the license contract with the NATRUE association.

Validity: see single product in the annex

Dr. Ulrike Harant





EcoControl GmbH Dr. Ulrike Harant Martinstr. 42 - 44, D-73728 Esslingen / Neckar

Certification of natural products



Transparency and independence in the Digital & AI Era

> Transparency an independence as Foundation

Transparency as well as independence is essential today, building trust between brands and consumers in a complex digital environment.

Authenticity and Trust

Consumers seek authenticity, and the NATRUE label ensures a trustworthy, natural, and organic certification.

> Brand Integrity Signal

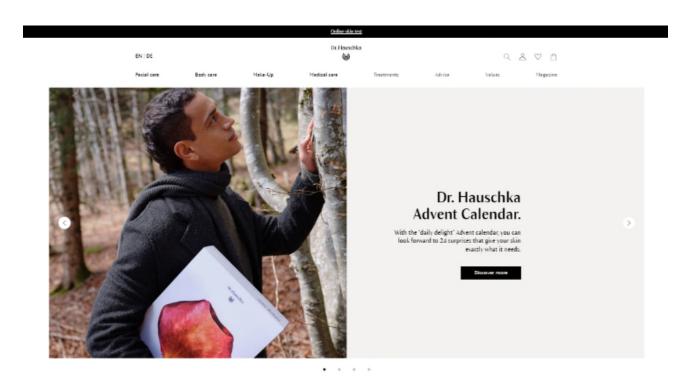
NATRUE acts as a visible symbol of Dr. Hauschka's longstanding commitment to integrity and quality.

Visibility in Digital Age

Making brand values visible online is crucial to connect with consumers and differentiate from competitors.



*Different max percentages depending on the product category and type, formulation and regulatory requirement



100 % certified, effective natural cosmetics. Different since 1967.



Consumers are diverse, dynamic and demanding.







Consumer Insights

92%

Global beauty consumers believe an inside-out approach is the best way to achieve their beauty goals

(The Benchmarking Company)

45%

Global consumers to buy from brands that offer joy

90%

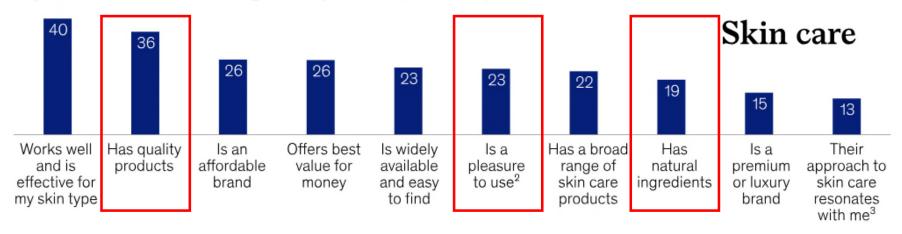
UK consumers believe the skincare industry is 'rife with misinformation' (simple)

Source: https://www.wgsn.com/beauty/



A wide range of aspects influence a brand purchase decision

Top 10 attributes influencing brand purchase, 1 % of respondents



State of Beauty industry trends 2025 | McKinsey

Question: Think about the brand per category you buy the most, Which of the following attributes best describes why you buy it the most?

²Eg, it has a nice texture or smell.

³Eg, how they make their products.

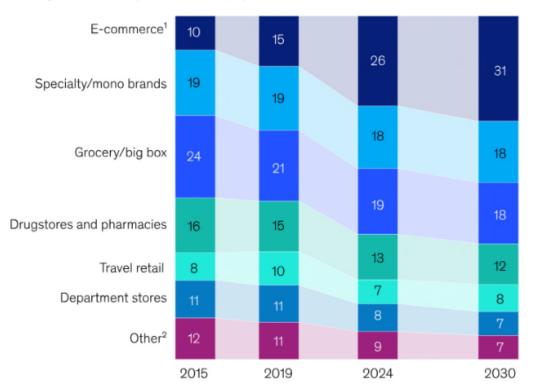
⁴Eg, functional, appealing, or unique.

Source: McKinsey Global Beauty Consumer Survey, Feb 2025 (n = 3,600-3,700 per category)



Online will cover 1/3 of omni channel retail by 2030

Share of global beauty retail sales, by channel, %



- AI / Shopping Agents

- Regulations

- Climate Change

.

¹Comprehensive online commerce, including online-only shops, websites of brands and omnichannel retailers, and social media. ²Includes direct selling and professional channel.

Source: McKinsey analysis State of Beauty industry trends 2025 | McKinsey Why does a certification matter in the digital age? F. Junge, 21.10.2025



POV: certifications act as trusted beacons.

- **Digital imprint and experiences shape consumer choices** through AI, gamification, and community-driven platforms or apps.
- Consumers seek ease, joy, and emotional connection even when their behavior appears contradictory.
- Certifications offer clarity and trust in a market full of claims and digital noise.
- To be effective, certifications must be transparent, independent, and verifiable.
- > At Dr. Hauschka, certification is a commitment to integrity a trusted signal in the age of algorithms.



© 2025 WALA Heilmittel GmbH. All rights reserved.

This presentation and its contents, including all images, graphics, and text, are the intellectual property of WALA Heilmittel GmbH or its licensors and are protected under international copyright laws. Any use, reproduction, distribution, or publication of this material, in whole or in part, without the express prior written consent of WALA Heilmittel GmbH is strictly prohibited.

The inclusion of third-party trademarks, certification marks (such as the NATRUE seal), or referenced data is for informational purposes only and does not imply endorsement or affiliation unless expressly stated. All product names, logos, and brands are property of their respective owners.

For press inquiries, permissions, or further information regarding the use of this presentation, please contact:

WALA Heilmittel GmbH

Dr. Hauschka Communications

presse@wala.de

