



# 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 Readily biodegradable No preservative



CleanGredients® listed Economical performance Hydrotropic properties

# 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
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



# BIO-TERGE® AS-40 HP

# Sulfate-free | Economical foamer

INCI Name Sodium C14-16 Olefin Sulfonate

Appearance Clear Amber Liquid

Actives 39%
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



Flexible pH range
Economical performance
Hydrotropic properties

# Premium Conditioning Sulfate-Free Shampoo

Formulation No.1258

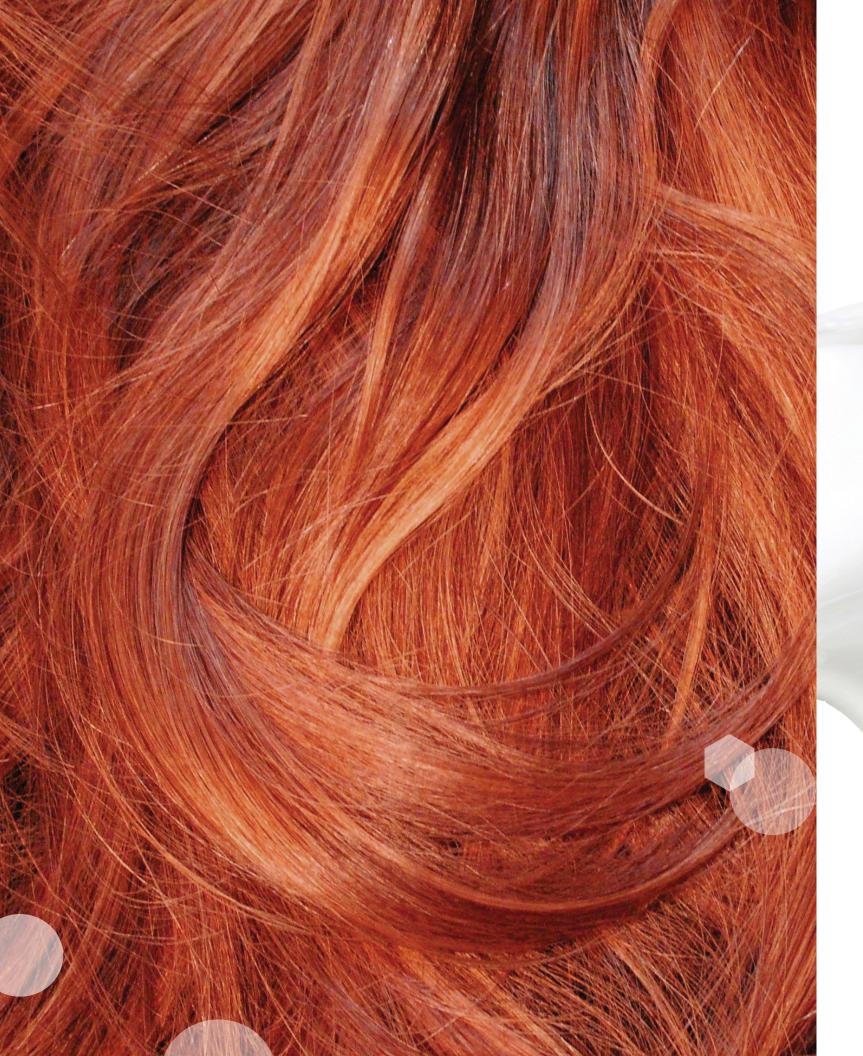
Ingredient	% by weight
PenCare DP 1015 Cationic Polymer (Penford)	0.08
BIO-TERGE® AS-40 HP	36.00
AMPHOSOL® HCG Cocamidopropyl Betaine	12.00
STEPAN-MILD® L3  Lauryl Lactyl Lactate	0.50
Hallstar® EGMS (Hallstar)	0.40
NINOL® CAA  Dimethyl Lauramide/Myristamide	1.80
Fragrance	0.50
Moringa Oil	0.05
Dow Corning® CE-1874 Silicone Polyether Microemulsion (Dow 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



Easier to solubilize than isethionates

Create low-water products

Achieve water-white formulas

# This Is My Natural Color

Naturally-Derived Color Care Shampoo

Formulation No. 1189



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



ngredient	% by w
ATHANOL® LAL Powder	6.90
AMPHOSOL® HCG-HP Cocamidopropyl Betaine	12.90
AMPHOSOL® 2CSF Disodium Cocamphodiproprionate	7.00
ALPHA-STEP® PC-48 Methyl Ester Sulfonate	7.80
GTEPAN-MILD® GCC Glyceryl Caprylate/Caprate	0.30

# Better Solubility, 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 Vegetable feedstock



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

STEPAN-MILD® SL3-BA acts as a great

co-surfactant in both traditional

and sulfate-free formulations.

# Deep Cleansing Moisturizing Hand Soap

with Oil Microcapsules Formulation No.1227

Ingredient	% by weight	
Carbopol ETD 2020 Acrylates/ C10-30 Alkyl Acrylate Crosspolymer (Lubrizol)	0.65	
Ethanol	0.75	
Versene 100 Tetrasodium EDTA (Dow Chemical)	0.10	
STEPANOL® WA-EXTRA PCK  Sodium Lauryl Sulfate	30.00	
AMPHOSOL® HCG-HP Cocamidopropyl Betaine	6.00	
STEPAN-MILD® SL3-BA	2.00	CTEDANI MIL D® L2 provides
STEPAN-MILD® L3 Lauryl Lactyl Lactate	0.70 —	STEPAN-MILD® L3 provides a soft, moisturized skin feel, even hours after application.
Microencapsulated Oil Blend (Hallsrest LTD)	0.30	Walnut shell powder is a
Lipo WSF 35/60 Walnut Shell Powder (Lipo Chemical)	0.80 —	natural alternative to plastic beads.
Fragrance	1.00	10

### 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



64% Bio-based Vegetable feedstock Biodegradable



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

# STEPAN-MILD® PCL

### Sulfate-Free | An easy, mild clean

INCI Name Sodium Methyl 2-Sulfolaurate and Disodium 2-Sulfolauarte and Sodium

Lauryl Sulfoacetate

Appearance Clear, Light Yellow Liquid

Actives 23% Pour Point -5°C

**Preservative** CIT/MIT (Methylchloroisothiazolinone/Methylisothiazolinone)



Creamy, rich lather

Moisturized skin after-feel

Rinses cleanly and easily



90% Bio-based

Vegetable feedstock

Never tested on animals



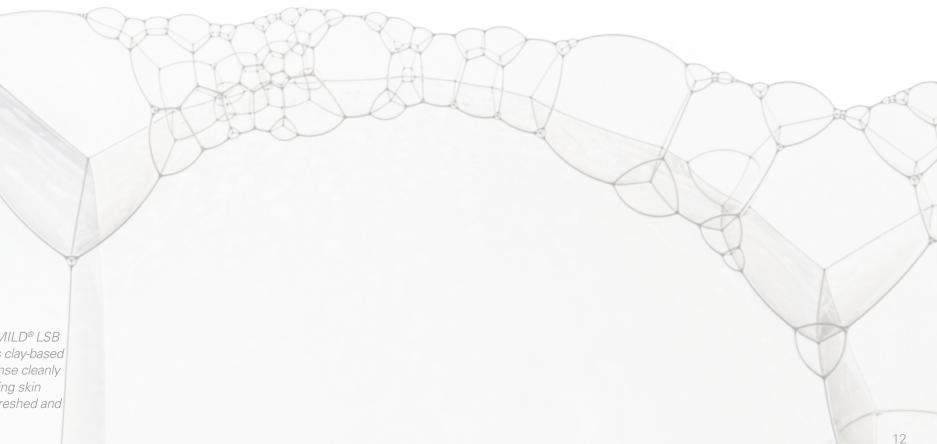
Easy handling and formulating Incorporate high oil loads Achieve water-white formulas

# Self-Foaming Face Mask

Similar to a Korean Beauty Trend Product

Formulation No.1261

Ingredient	% by weigh	nt \
Keltrol® CG-SFT (CP Kelco)	1.00	
Pentylene Glycol	2.00	
NEOBEE® M-5 Cosmetic Caprylic/Capric Triglyceride	2.00	
dl-Menthol	0.20	
Titanium Dioxide 3328 USP BC (Princeton Chemicals, Inc.)	5.00	
STEPAN-MILD® LSB	20.00 ——	
AMPHOSOL® HCA-HP		*
Cocamidopropyl Betaine	10.00	STEPAN-MILD® LS allows this clay-bas
Polargel® NF BC 342 (Princeton Chemicals, Inc.)	11.00	mask to rinse clear
Salicylic Acid, USP Grade	1.00	while leaving skin feeling refreshed a
AE COSMOFLUOR® #61 (Princeton Chemicals, Inc.)	1.00	clean.





# 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 alphahydroxy acids



60% Bio-based Vegetable feedstock No preservative



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

# Conditioning Anti-Dandruff Shampoo

Formulation No. 1210

Ingredient	% by weight
Carbopol ETD 2020 Polymer (Lubrizol)	0.80
Sodium Hydroxide (50% solution)	0.07
STEPAN-MILD® PCL	
Performance Surfactant Blend	55.50
AMPHOSOL® CS-50	5.50 ———
STEPAN-MILD® L3	
Lauryl Lactyl Lactate	0.50 ———
N-Hance™ 3196 Cationic Guar (Ashland Inc)	0.15
Dow Corning® 2-1491 Emulsion (Dow Corn	ing) 3.30
Zinc Pyrithione (50% active)	2.00



AMPHOSOL® CS-50 boosts the foam in this shampoo while enhancing mildness.



STEPAN-MILD® L3
provides soft
conditioning to the
hair and is a naturallyderived alternative to
silicones!

# AMPHOSOL® CDB-HP

### Sulfate-free | Gentle feel, powerful thickening

INCI Name Cetyl BetaineAppearance Clear Liquid

Actives 30%
Pour Point -6°C
Preservative None



Meets Whole Foods Market® Premium Body Care Standards

Enhances mildness

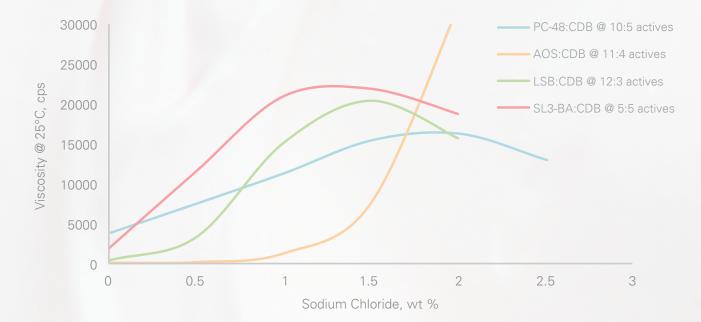
Antistatic agent



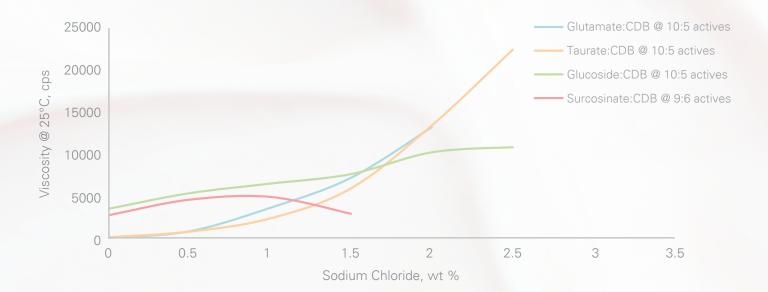
78% Bio-based
Readily biodegradable
No preservative



Easily thickens sulfate-free systems, even glucosides Easy handling and formulating Achieve water-white formulas



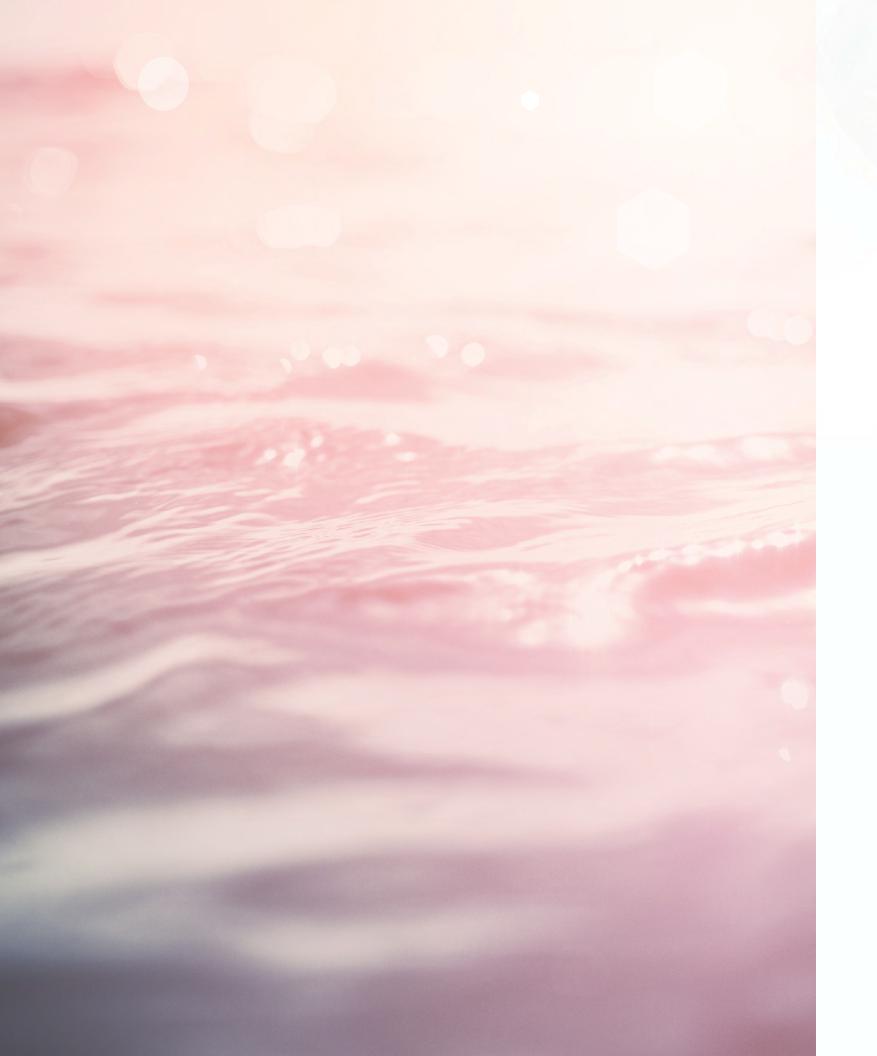
AMPHOSOL® CDB-HP can provide excellent thickening with almost every sulfate-free anionic surfactant in the Stepan portfolio, even methyl ester sulfonates such as ALPHA-STEP® PC-48.



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	

15



# 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 Readily biodegradable No preservative



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



Starting Formulation



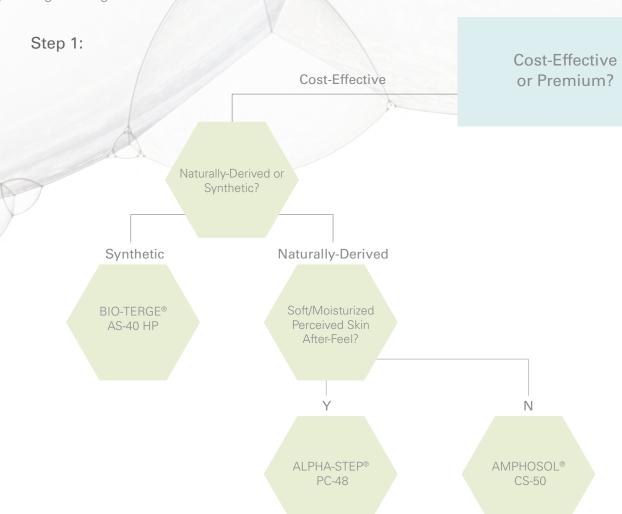
With NINOL® CAA

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.

### Choosing the Right Sulfate-Free Ingredients

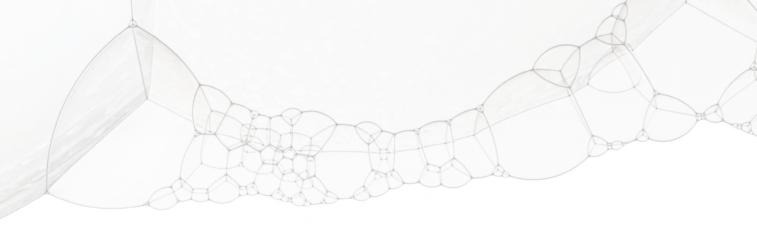
Each Stepan sulfate-free ingredient offers its own set of unique attributes. Knowing how to choose the correct ingredients for an application can be confusing! Use the flowchart to help you choose a primary anionic surfactant, then check out the additional ingredients below to put the finishing touches on your formulation! Please contact a Stepan Technical Service representative in your region for guidance.

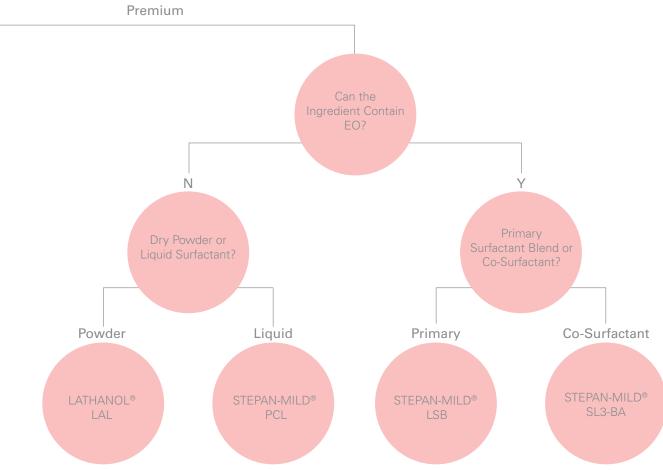


Step 2:
Boost Performance and Increase Mildness

		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

<sup>\*</sup>Based upon average Zein score reduction when combined with anionic surfactants versus anionic surfactants alone



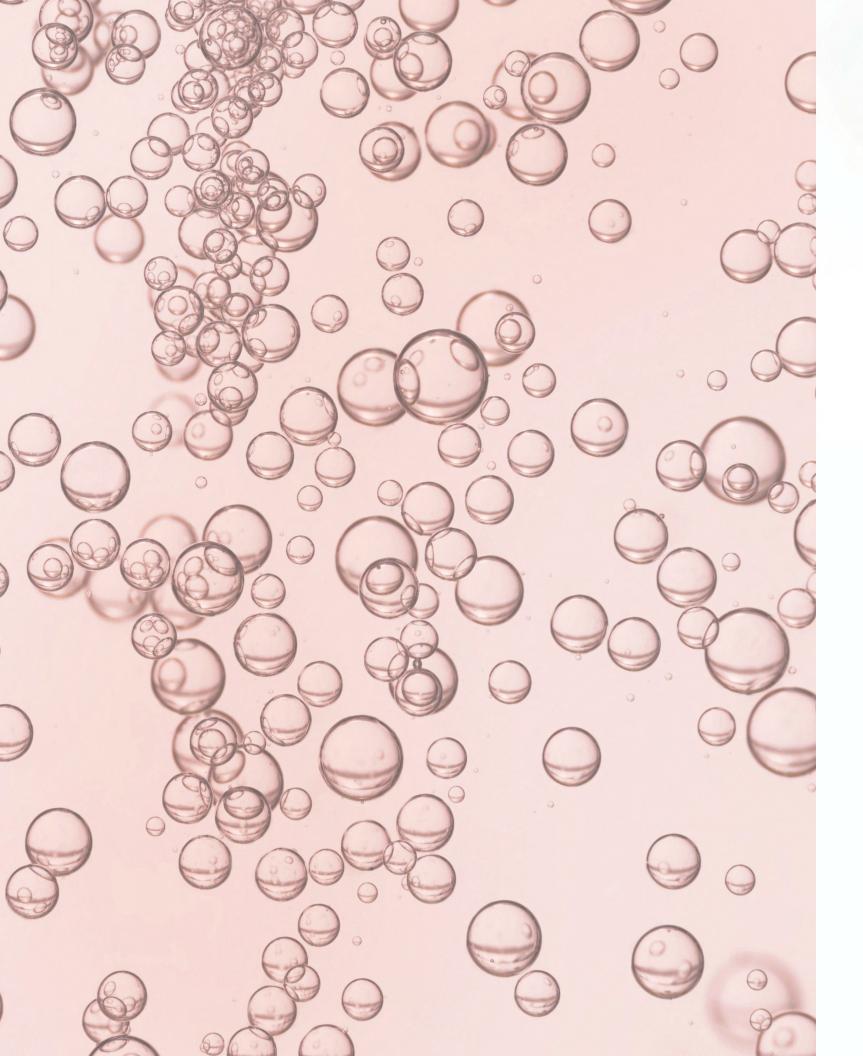


Step 3: Add the Finishing Touch

STEPANTRADE 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

20

19



### Finishing Off Your Sulfate-Free Formulation

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

# STEPAN-MILD® GCC

### Sulfate-free | Soft and structured

INCI Name Glyceryl Caprylate/Caprate

Appearance Off-White Paste

Actives 100%

Melting Point 24-30°C

Preservative None



Soft, moisturized feel

Safe, mild, non-sensitizing and non-irritating to eyes and skin

Enhances foam volume and feel No preservative

COSMOS-Approved



100% Bio-based from vegetable feedstock

Biodegradable



Food-grade thickener

Able to produce structured liquid systems

Can be incorporated at any formulation step

# 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"



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

22

\*Compared to untreated skin

### TECHNICAL SERVICE LOCATIONS

#### Stepan Company NORTH AMERICA

Tel +1-800-745-7837 Email techserv@stepan.com

#### Stepan LATAM

Tel +52-55-8311-2700 Email techservicelatam@stepan.com

#### Stepan BRAZIL

Tel +55-11-5089-2200 Email tservicemercosul@stepan.com

#### Stepan EUROPE

Tel +33-476-505-160 Email tech.service@stepaneurope.com

#### Stepan SINGAPORE

Tel +65-6879-9855 Email asia.techservice@stepan.com

2019 © Stepan Company. All Rights Reserved

ALPHA-STEP®, AMPHOSOL®, BIO-TERGE®, LATHANOL®, NEOBEE®, NINOL®, STEPAN®, STEPAN®, and STEPANOL® are registered trademarks of Stepan Company. All other trademarks referenced herein, are the registered trademarks of the respective companies cited herein.

The information contained herein is based on the manufacturer's own study and the works of others and is subject to change without prior notice. The information is not intended to be all-inclusive, including as to the manner and conditions of use, handling, storage or disposal or other factors that may involve additional legal, environmental, safety or performance considerations. Nothing contained herein grants or extends a license, express or implied, in connection with any patents issued or pending of the manufacturer or others, or shall be construed as a recommendation to infringe any patents or to violate any applicable laws. STEPAN COMPANY MAKES NO WARRANTY OF MERCHANTABILITY OR OF FITNESS FOR A PARTICULAR USE, AND NO WARRANTY OR GUARANTY OF ANY OTHER KIND, EXPRESS OR IMPLIED, IS MADE, INCLUDING REGARDING PERFORMANCE, SAFETY, SUITABILITY, ACCURACY, COMPLETENESS, ADEQUACY OR OTHERWISE. Stepan Company (and its employees, subsidiaries and affiliates) shall not be liable (regardless of fault) to the vendee, its employees, subsidiaries and affiliates) from all liability, whether in tort, contract or otherwise to the fullest extent possible under the relevant law.

<sup>&</sup>quot;% 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.

<sup>&</sup>quot;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 Premium Body Care Unacceptable Ingredients list as of December 2019. Whole Foods Market Premium Body Care Unacceptable Ingredients list as of December 2019.