American Society for Dermatologic Surgery

Report of 2010 Procedures

December 2011
ASDS Report of 2010 Procedures Methodology

- Conducted by LCW Research
- Survey active April 6 – June 24, 2011
- Web-based administration
- Survey link e-mailed to 3,700 practicing ASDS members
- 415 respondents (11.2% response rate)

Data in this report were collected for the 2010 experience and generalized to represent all ASDS members.
ASDS Report of 2010 Procedures
Executive Summary

Members performed an estimated 3.1M **Skin Cancer Treatments**, 1.4M **Neurotoxin** and 1.4M **Laser/Light Procedures**, and over 800,000 **Soft Tissue Filler Injections**

Ninety-four percent of members performed Skin Cancer Treatments; the majority – about 2.9M – were **Non-melanoma**; about 150,000 were **Melanoma**

More than eight in 10 members performed **Injectable Neurotoxin** procedures using **Botox** and **Dysport**

Nearly three-quarters of **ASDS members** performed **Laser/Light Procedures** for facial redness and/or vessels – estimated at more than 400,000 cases

About two-thirds of members performed both **Vein Treatment/Sclerotherapy** and **Chemical Peel** procedures
ASDS Report of 2010 Procedures
Executive Summary

The estimated total number of **Chemical Peels** performed in 2010 was nearly 400,000

About six in 10 members performed **Laser Hair Removal** treatment sessions—totaling an estimated over 500,000 cases

30% of members used **Laser/Light Procedures** to remove over 85,000 tattoos

Over 40% used **Laser/Light Procedures** to treat over 150,000 acne/traumatic scars

Of the nearly 60,000 **Body Sculpting Procedures** performed by ASDS members in 2010, **Tumescent Liposuction** was the most common
<table>
<thead>
<tr>
<th>Procedure</th>
<th>Percent Performing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skin Cancer Treatment</td>
<td>94%</td>
</tr>
<tr>
<td>Injectable Neurotoxins</td>
<td>82%</td>
</tr>
<tr>
<td>Soft Tissue Fillers</td>
<td>77%</td>
</tr>
<tr>
<td>Laser/Light Procedures</td>
<td>71%</td>
</tr>
<tr>
<td>Vein Treatment/Sclerotherapy</td>
<td>67%</td>
</tr>
<tr>
<td>Chemical Peels</td>
<td>66%</td>
</tr>
<tr>
<td>Laser Hair Removal</td>
<td>59%</td>
</tr>
<tr>
<td>Body Sculpting</td>
<td>23%</td>
</tr>
<tr>
<td>Hair Transplantation</td>
<td>5%</td>
</tr>
</tbody>
</table>
### ASDS Report of 2010 Procedures

#### Breakdown of Procedures Overall

<table>
<thead>
<tr>
<th>Procedure</th>
<th>Average # of procedures</th>
<th>Product, Method or Type used in greatest quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skin Cancer Treatment</td>
<td>3,077,993</td>
<td>Non-melanoma (2,945,903)</td>
</tr>
<tr>
<td>Injectable Neurotoxins</td>
<td>1,405,667</td>
<td>Botox (1,113,367)</td>
</tr>
<tr>
<td>Laser/Light Procedures</td>
<td>1,395,862</td>
<td>Facial redness and/or vessels (402,301)</td>
</tr>
<tr>
<td>Soft Tissue Fillers</td>
<td>838,827</td>
<td>Restylane/Perlane (333,814)</td>
</tr>
<tr>
<td>Laser Hair Removal</td>
<td>541,680</td>
<td>NA</td>
</tr>
<tr>
<td>Chemical Peels</td>
<td>389,499</td>
<td>NA</td>
</tr>
<tr>
<td>Vein Treatment/Sclerotherapy</td>
<td>150,479</td>
<td>NA</td>
</tr>
<tr>
<td>Body Sculpting</td>
<td>56,462</td>
<td>Tumescent Liposuction (31,413)</td>
</tr>
<tr>
<td>Hair Transplantitation</td>
<td>10,434</td>
<td>NA</td>
</tr>
</tbody>
</table>
ASDS Report of 2010 Procedures
Skin Cancer Treatment

% Members Performing Skin Cancer Treatment Procedures...

- 94% Perform
- 6% Don't perform

Members performed an estimated **3.1 Million** Skin Cancer procedures in 2010

% Treating Various Types...

- **93%** Non-melanoma procedures in 2010
- **87%** Melanoma procedures in 2010

About 2.9M procedures in 2010
About 139,527 procedures in 2010

ASDS
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ASDS Report of 2010 Procedures
Injectable Neurotoxins

% Members Performing Neurotoxin Procedures...

18% 82%

Members performed an estimated **1.4 Million** Injectable Neurotoxin procedures in 2010

% Using Various Products...

- **82%** using Botox procedures in 2010
- **45%** using Dysport procedures in 2010

About 1.1M procedures in 2010
About 293,706 procedures in 2010

Perform  Don't perform
ASDS Report of 2010 Procedures
Soft Tissue Fillers

% Members Performing Soft Tissue Filler Procedures...

- 77%
- 23%

Members performed an estimated **838,827** Soft Tissue Filler procedures in 2010

% Using Various Products...

- Juvederm: 68%
- Restylane/Perlane: 61%
- Radiesse: 50%
- Sculptra: 35%

Perform | Don't perform
Members performed about 389,499 Chemical Peel procedures in 2010.

ASDS Report of 2010 Procedures
Chemical Peels

66% Perform
34% Don’t perform

% Members Performing Various Procedures...
ASDS Report of 2010 Procedures
Laser/Light Procedures

% Members Performing Laser/Light Procedures...

Members performed an estimated **1.4 Million** Laser/Light Procedures in 2010

% Performing Various Types... (Average # of procedures in 2010)

- **Facial redness/vessels**: 66% (402,301)
- **Lentigines**: 52% (267,843)
- **Photo rejuvenation**: 46% (295,371)
- **Surgical/traumatic scars**: 42% (75,924)
- **Acne scars**: 41% (78,736)
- **Laser resurfacing**: 39% (143,079)
- **Tattoos**: 30% (86,173)
- **Birthmarks**: 25% (33,041)

Perform  Don't perform
ASDS Report of 2010 Procedures
Laser Hair Removal

% Members Performing Various Procedures...

59% Perform

41% Don’t Perform

Members performed an estimated 541,680 Laser Hair Removal procedures in 2010
% Members Performing Body Sculpting Procedures...

- 77% perform
- 23% don't perform

Members performed an estimated **56,462** Body Sculpting procedures in 2010.

About **31,413** procedures in 2010.

About **16,798** procedures in 2010.

About **8,288** procedures in 2010.

% Using Various Methods...

- Tumescent liposuction: 19%
- Cryolipolysis: 6%
- Laser lipolysis: 4%
ASDS Report of 2010 Procedures
Vein Treatment/Sclerotherapy

% Members Performing Various Procedures...

67% Perform
33% Don’t perform

Members performed about 150,479 Vein Treatment/Sclerotherapy procedures in 2010
Members performed an estimated **10,434** Hair Transplantation procedures in 2010.