2018 Procedures Survey Methodology

- Survey invitation sent to 3,853 practicing members
- New for 2018 survey
  - Streamline questions to support response
  - Broke out platelet-rich plasma (PRP) to rejuvenation and hair
- 596 physicians reporting – 15% response rate
- Data were collected for the 2018 experience and generalized to represent all ASDS members
Executive Summary

- ASDS members performed more than 12.5 million procedures in 2018 compared to 7.8 million in 2012.
- Top procedures: Over 3.5 million skin cancers, 3.7 million injectable neuromodulators and soft-tissue fillers, and more than 3.4 million laser / light / energy-based procedures.
- In the last 7 years, there has been a:
  - 56% increase in melanoma
  - 78% increase in soft-tissue filler treatments
  - 74% increase in laser / light / energy procedures
  - 4x increase in body contouring
<table>
<thead>
<tr>
<th>Procedure</th>
<th>Total Procedures</th>
<th>Method or type used in greatest quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skin Cancer Treatments</td>
<td>3,580,910</td>
<td>Non-melanoma (3,352,905)</td>
</tr>
<tr>
<td>Laser / Light / Energy-based Procedures</td>
<td>3,491,586</td>
<td>Winkles (809,166)</td>
</tr>
<tr>
<td>Injectable Neuromodulators</td>
<td>2,124,921</td>
<td>-</td>
</tr>
<tr>
<td>Injectable Soft-tissue Fillers</td>
<td>1,627,628</td>
<td>-</td>
</tr>
<tr>
<td>Body Sculpting</td>
<td>623,557</td>
<td>Cryolipolysis (287,435)</td>
</tr>
<tr>
<td>Chemical Peels</td>
<td>497,122</td>
<td>-</td>
</tr>
<tr>
<td>Other Rejuvenation</td>
<td>448,457</td>
<td>Microneedling (262,839)</td>
</tr>
<tr>
<td>Vein Treatments / Sclerotherapy</td>
<td>135,084</td>
<td>-</td>
</tr>
</tbody>
</table>
In the last 7 years, melanoma has increased 56% and non-melanoma has increased 33%.
Laser / Light / Energy-based Procedures

Procedure Totals 2012 to 2018

Overall laser procedures have increased 74% in the last 7 years.
Wrinkles are back leading as a top concern; however, high sun damage treatments reflect the continuing need for sun protection messaging, especially for younger patients.
Neuromodulators
Procedure Totals 2012 to 2018

Toxin procedures have increased 42% since 2012.
Soft-tissue Fillers

Procedure Totals 2012 to 2018

Fillers have increased 78% since 2012.
Chemical Peels
Procedure Totals 2012 to 2018

Peels are seeing a resurgence in the last couple years with an overall increased of 20% in the last 7 years.
Body Sculpting
Procedure Totals 2012 to 2018

Body sculpting has grown over 4 times since 2012.
Body Sculpting
Total Procedures in 2018

Cryolipolysis: 287,435
Radiofrequency: 162,917
Deoxycholic Acid: 65,735
Microfocused Ultrasound: 44,583
Other: 35,387
Laser lipolysis: 25,118
Tumescent Liposuction: 18,286

Cryo and radiofrequency have grown over 3 times since 2012.
Deoxycholic acid has increased 76% and microfocused ultrasound has grown 34% in just two years.
Vein treatments have ebbed and flowed over the years but up by close to 10% for this year.
Microneedling grew by almost 45% this year. Thread lift procedures increased by over 23,000 procedures performed.
Many of these procedures were developed, research and perfected by ASDS members.

This data reinforces the EXPERTISE and EXPERIENCE of visiting an ASDS board-certified dermatologist for all your skin health and beauty needs.
COSMETIC AND RECONSTRUCTIVE EXPERTISE FOR YOUR skin health and beauty™