

2014

Plastic Surgery Statistics Report

ASPS National
Clearinghouse of
Plastic Surgery
Procedural Statistics



AMERICAN SOCIETY OF
PLASTIC SURGEONS®

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About the American Society of Plastic Surgeons

The American Society of Plastic Surgeons®

ASPS®, a non-profit organization, supports members in their efforts to provide the highest quality patient care through education, research and advocacy. It is the only organization with two decades of plastic surgery statistics – 1992-2014. ASPS is the largest organization of board-certified plastic surgeons in the world. With more than 7,000 members, the Society is recognized as a leading authority and information source on cosmetic and reconstructive plastic surgery. ASPS comprises more than 94 percent of all board-certified plastic surgeons in the United States. Founded in 1931, the Society represents physicians certified by The American Board of Plastic Surgery, Inc.® (ABPS®) or The Royal College of Physicians and Surgeons of Canada.

The ASPS mission is to advance quality care to plastic surgery patients by encouraging high standards of training, ethics, physician practice, and research in plastic surgery.

ASPS Member Surgeons are uniquely qualified to perform cosmetic and reconstructive plastic surgery on the face and all areas of the body.

Consumers can visit the ASPS at PlasticSurgery.org to find ASPS Member Surgeons in their area or learn more about cosmetic and reconstructive plastic surgery, like us on [Facebook.com/PlasticSurgeryASPS](https://www.facebook.com/PlasticSurgeryASPS) and follow us at [Twitter.com/ASPS_News](https://twitter.com/ASPS_News).

ASPS Spokespersons Network

The ASPS Spokespersons Network is a valuable plastic surgery resource. It comprises more than 100 plastic surgeons from across the United States and Canada trained and available to assist journalists.

These spokespersons provide expert perspectives on a broad range of plastic surgery topics including procedural details, the patient-physician relationship, emerging trends, teens, and minorities.

They are also knowledgeable about the Society's positions on health care reform, scope of practice and other issues that affect patient care.

To arrange interviews with members of the ASPS Spokespersons Network, contact the ASPS Public Relations Department.

PlasticSurgery.org

The ASPS online newsroom is the most comprehensive site for journalistic research on cosmetic and reconstructive plastic surgery on the Internet. The latest news releases and the online version of the National Clearinghouse of Plastic Surgery Statistics are available.

Full color graphics and statistical graphs can be downloaded or are available by contacting the ASPS Public Relations Department.

Pre- and Postoperative Photos and B-Roll

ASPS has a library of pre- and postoperative images and B-roll available to the media by contacting the ASPS Public Relations Department.

ASPS Member Surgeons have the following qualifications:

- ✓ Are **certified** by The American Board of Plastic Surgery and **trained** specifically in plastic surgery.
- ✓ Have at least **6 years** surgical training, minimum of 3 years plastic surgery training.
- ✓ Operate only in **accredited** medical facilities.
- ✓ Adhere to a strict code of **ethics**.
- ✓ Fulfill continuing education requirements, including **patient safety** techniques.
- ✓ Are **partners** with patients in cosmetic and reconstructive plastic surgery.



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Methodology and Validity

Methodology

Since 1992, the American Society of Plastic Surgeons® (ASPS®) has been the source of cosmetic and reconstructive plastic surgery statistical trends in the U.S., and this series represents two decades of procedural data. ASPS has partnered with Data Harbor Solutions, a health care industry data management and technology development company, to ensure objectivity in the gathering, analysis and publication of its procedural statistics.

Since 2000, the report represents a universal and comprehensive estimate of cosmetic and reconstructive plastic surgery procedures performed by ASPS Member Surgeons as well as other physicians most likely to perform plastic surgery procedures. These physicians are all certified by American Board of Medical Specialties (ABMS) recognized boards.

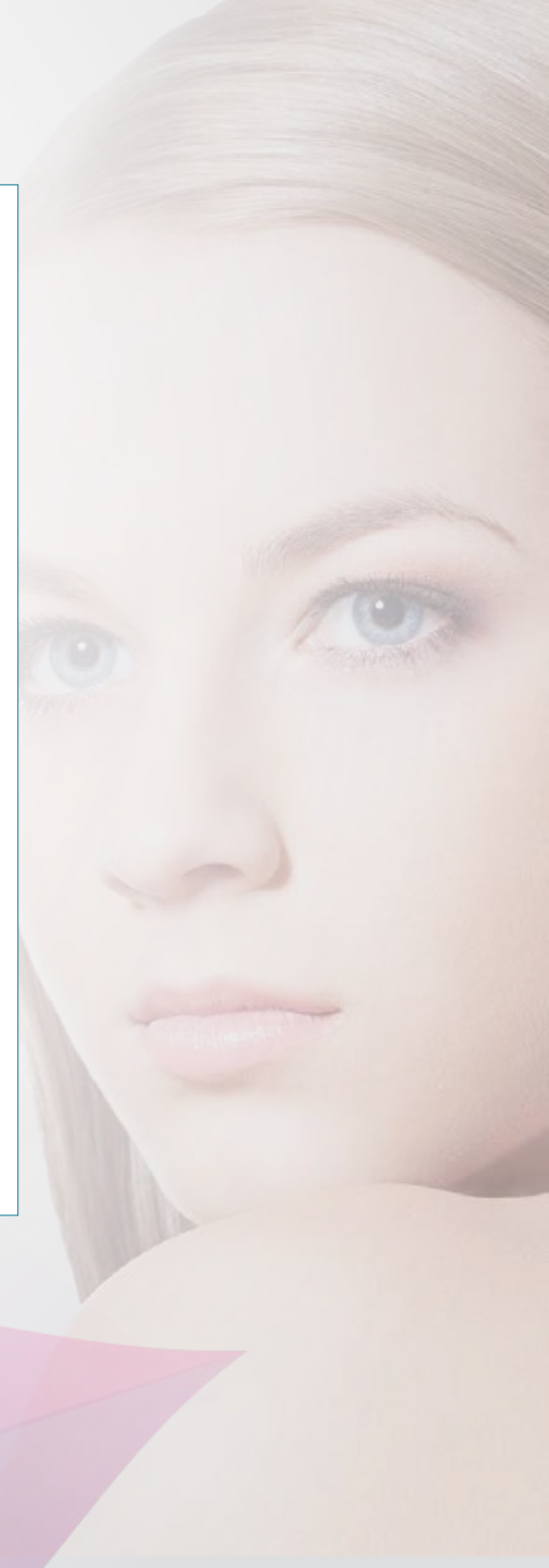
ABMS is the umbrella organization for the 24 approved medical specialty boards in the United States. Established in 1933, ABMS serves to provide information concerning issues involving specialization and certification in medicine. The American Board of Plastic Surgery® (ABPS®) represents physicians who are certified by ABPS®, the only ABMS member board that certifies surgeons in plastic surgery of the face and entire body.

ASPS offers the most comprehensive, reliable statistics on cosmetic and reconstructive plastic surgery procedures performed in the United States. The annual questionnaire was distributed to 28,200 ABMS board-certified physicians (An online and faxed version of the questionnaire were made available. A total of 659 active physicians returned questionnaires, consisting of 467 plastic surgeons, 147 dermatologists, and 45 Otolaryngologists. Overall, 953 active physicians were included in the final sample). This data is combined with the first online national database for plastic surgery procedures Tracking Operations and Outcomes for Plastic SurgeonsSM (TOPSSM).

All responses are aggregated and extrapolated to the entire population of more than 24,500 board certified physicians most likely to perform cosmetic and reconstructive plastic surgery procedures, resulting in the most accurate census available.

Validity

Results of the survey are based on a 95 percent confidence level with a ± 3.77 percent margin of error.





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2014 Quick Facts

Cosmetic and Reconstructive Plastic Surgery Trends

Percentage change 2014 vs. 2013

- 15.6 million cosmetic procedures** ↑ 3%
- **1.7 million cosmetic surgical procedures** ↑ 1%
- **13.9 million cosmetic minimally-invasive procedures** ↑ 4%
- 5.8 million reconstructive procedures** ↑ 1%

2014 Top 5 Cosmetic Surgical Procedures

| | 2014 vs. 2013 |
|-------------------------------|----------------------|
| Breast augmentation (286,000) | ↓ 1% |
| Nose reshaping (217,000) | ↓ 2% |
| Liposuction (211,000) | ↑ 5% |
| Eyelid surgery (207,000) | ↓ 4% |
| Facelift (128,000) | ↓ 4% |

Breast augmentation continues to be the top cosmetic surgical procedure and has been since 2006. Silicone implants were used in 77%, and saline implants in 23%, of all breast augmentations in 2014.

Cosmetic surgical procedures, not among the Top 5, with notable gains in 2014 include:

- Male breast reduction (gynecomastia) – up 14%
- Tummy Tuck – up 5%
- Dermabrasion – up 12%

2014 Top 5 Cosmetic Minimally-Invasive Procedures

| | 2014 vs. 2013 |
|--------------------------------------|----------------------|
| Botulinum toxin type A (6.7 million) | ↑ 6% |
| Soft tissue fillers (2.3 million) | ↑ 3% |
| Chemical peel (1.2 million) | ↑ 7% |
| Laser hair removal (1.1 million) | ↑ 3% |
| Microdermabrasion (882,000) | ↓ 9% |

Facial rejuvenation procedures experienced the most growth, as 2014 marked the highest number of botulinum toxin type A injections to date, with 6.7 million injections!

2014 Top 5 Reconstructive Procedures

| | 2014 vs. 2013 |
|---------------------------------|----------------------|
| Tumor removal (4.4 million) | no change |
| Laceration repair (251,000) | ↓ 1% |
| Maxillofacial surgery (199,000) | no change |
| Scar revision (177,000) | no change |
| Hand surgery (130,000) | ↓ 1% |

Tumor removal is overwhelming the top reconstructive procedure performed every year with more than 4.4 million procedures in 2014!



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2014 Quick Facts

Cosmetic Plastic Surgery Demographic Trends

Age

13-19 year olds 2014 vs. 2013

Make up the least number of cosmetic procedures – only 2% of the total. Some of the most common procedures for teens were: nose reshaping, male breast reduction, ear surgery, laser hair removal and laser skin resurfacing.

| | |
|-----------------------------------|-----------|
| 224,000 total cosmetic procedures | ↑ 2% |
| 64,000 surgical | no change |
| 161,000 minimally-invasive | ↑ 3% |

20-29 year olds 2014 vs. 2013

| | |
|-----------------------------------|------|
| 815,000 total cosmetic procedures | ↑ 2% |
| 247,000 surgical | ↑ 1% |
| 568,000 minimally-invasive | ↑ 2% |

30-39 year olds 2014 vs. 2013

| | |
|---------------------------------------|------|
| 2.7 million total cosmetic procedures | ↑ 3% |
| 357,000 surgical | ↑ 2% |
| 2.3 million minimally-invasive | ↑ 4% |

40-54 year olds 2014 vs. 2013

Make up the majority of cosmetic procedures – 49% of the total.

| | |
|---------------------------------------|-----------|
| 7.2 million total cosmetic procedures | ↑ 3% |
| 530,000 surgical | no change |
| 6.7 million minimally-invasive | ↑ 4% |

55 and over 2014 vs. 2013

| | |
|---------------------------------------|------|
| 3.9 million total cosmetic procedures | ↑ 4% |
| 372,000 surgical | ↓ 1% |
| 3.5 million minimally-invasive | ↑ 4% |

Gender

Female 2014 vs. 2013

92% of all cosmetic procedures

| | |
|--|------|
| 13.6 million total cosmetic procedures | ↑ 1% |
| • 1.4 million surgical | ↑ 1% |
| • 12.2 million minimally-invasive | ↑ 4% |

Male 2014 vs. 2013

8% of all cosmetic procedures

| | |
|---------------------------------------|-----------|
| 1.3 million total cosmetic procedures | ↑ 1% |
| • 205,000 surgical | no change |
| • 1 million minimally-invasive | ↑ 1% |

Ethnic

2014 vs. 2013

| | |
|---------------------------------|------|
| Caucasians (10.8 million) | ↑ 3% |
| Hispanics (1.6 million) | ↓ 4% |
| African Americans (1.3 million) | ↑ 8% |
| Asian Americans (1.0 million) | ↑ 9% |

Did you know...

- \$12.9 billion was spent on cosmetic procedures in the U.S., up 2%
- Office-based cosmetic procedures are up 3%
- Region with the most cosmetic procedures performed in the U.S. is Mountain/Pacific – 4.6 million procedures



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**77% of total 2014 breast implants were silicone;
23% were saline.
***Botulinum Toxin Type A numbers are of anatomic
sites injected.
****Counts of procedures performed by ASPS
member surgeons only.

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2014 Cosmetic Plastic Surgery Statistics

Cosmetic Procedure Trends

Top 5 procedures appear in bold.

| COSMETIC SURGICAL PROCEDURES | 2014 | 2013 | 2000 | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|--|------------------|------------------|------------------|---------------------------|---------------------------|
| Breast augmentation (Augmentation mammoplasty)** | 286,254 | 290,224 | 212,500 | -1% | 35% |
| Breast implant removals (Augmentation patients only) | 23,774 | 23,770 | 40,787 | 0% | -42% |
| Breast lift (Mastopexy) | 92,724 | 90,006 | 52,836 | 3% | 75% |
| Breast reduction (Aesthetic patients only)**** | 41,309 | 41,164 | * | 0% | * |
| Breast reduction in men (Gynecomastia) | 26,175 | 22,939 | 20,351 | 14% | 29% |
| Buttock augmentation with fat grafting**** | 11,505 | 9,993 | * | 15% | * |
| Buttock implants**** | 1,863 | 942 | * | 98% | * |
| Buttock lift | 3,505 | 2,438 | 1,356 | 44% | 158% |
| Calf augmentation**** | 548 | 571 | * | -4% | * |
| Cheek implant (Malar augmentation) | 12,199 | 12,004 | 10,427 | 2% | 17% |
| Chin augmentation (Mentoplasty) | 18,136 | 19,108 | 26,924 | -5% | -33% |
| Dermabrasion | 83,671 | 74,721 | 42,218 | 12% | 98% |
| Ear surgery (Otoplasty) | 22,167 | 24,111 | 36,295 | -8% | -39% |
| Eyelid surgery (Blepharoplasty) | 206,509 | 215,641 | 327,514 | -4% | -37% |
| Facelift (Rhytidectomy) | 128,266 | 133,320 | 133,856 | -4% | -4% |
| Forehead lift | 42,119 | 46,323 | 120,971 | -9% | -65% |
| Hair transplantation | 15,778 | 15,076 | 44,694 | 5% | -65% |
| Lip augmentation (other than injectable materials) | 26,025 | 25,156 | 18,589 | 3% | 40% |
| Lip reduction**** | 777 | 610 | * | 27% | * |
| Liposuction | 210,552 | 199,817 | 354,015 | 5% | -41% |
| Lower body lift | 7,779 | 7,281 | 207 | 7% | 3658% |
| Neck lift | 55,173 | 55,346 | * | 0% | * |
| Nose reshaping (Rhinoplasty) | 217,124 | 221,053 | 389,155 | -2% | -44% |
| Pectoral implants**** | 1,054 | 342 | * | 208% | * |
| Thigh Lift | 9,129 | 8,709 | 5,303 | 5% | 72% |
| Tummy tuck (Abdominoplasty) | 117,158 | 111,986 | 62,713 | 5% | 87% |
| Upper arm lift | 16,205 | 15,769 | 338 | 3% | 4694% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 1,677,478 | 1,668,420 | 1,901,049 | 1% | -12% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | 2014 | 2013 | 2000 | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|---|-------------------|-------------------|------------------|---------------------------|---------------------------|
| Botulinum Toxin Type A (Botox®, Dysport®)*** | 6,673,608 | 6,321,160 | 786,911 | 6% | 748% |
| Cellulite treatment (Velosmooth®, Endermology) | 29,243 | 29,318 | 23,952 | 0% | 22% |
| Chemical peel | 1,250,059 | 1,163,333 | 1,149,457 | 7% | 9% |
| Intense Pulsed Light (IPL) treatment | 621,724 | 602,659 | * | 3% | * |
| Laser hair removal | 1,112,046 | 1,077,158 | 735,996 | 3% | 51% |
| Laser skin resurfacing | 543,731 | 511,795 | 170,951 | 6% | 218% |
| Ablative | 152,478 | 146,199 | * | 4% | * |
| Non-ablative (Fraxel®, etc.) | 391,253 | 365,596 | * | 7% | * |
| Laser treatment of leg veins | 207,790 | 208,069 | 245,424 | 0% | -15% |
| Microdermabrasion | 881,905 | 970,343 | 868,315 | -9% | 2% |
| Sclerotherapy | 323,609 | 321,477 | 866,555 | 1% | -63% |
| Soft Tissue Fillers | 2,301,673 | 2,242,621 | 652,885 | 3% | 253% |
| Calcium hydroxylapatite (Radiesse®) | 257,953 | 284,488 | * | -9% | * |
| Collagen | 22,049 | 60,565 | 587,615 | -64% | -96% |
| Porcine/bovine-based (Evolence®, Zyderm®, Zyplast®) | 16,023 | 14,465 | * | 11% | * |
| Human-based (Cosmoderm®, Cosmoplast®, Cymetra®) | 6,026 | 46,100 | * | -87% | * |
| Fat | 67,609 | 66,223 | 65,270 | 2% | 4% |
| Hyaluronic acid (Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®) | 1,802,247 | 1,675,601 | * | 8% | * |
| Polylactic acid (Sculptra®) | 134,471 | 138,427 | * | -3% | * |
| Polymethyl-methacrylate microspheres (Artefill®) | 17,344 | 17,317 | * | 0% | * |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 13,945,388 | 13,447,933 | 5,500,446 | 4% | 154% |

| | | | | | |
|----------------------------------|-------------------|-------------------|------------------|-----------|-------------|
| TOTAL COSMETIC PROCEDURES | 15,622,866 | 15,116,353 | 7,401,495 | 3% | 111% |
|----------------------------------|-------------------|-------------------|------------------|-----------|-------------|



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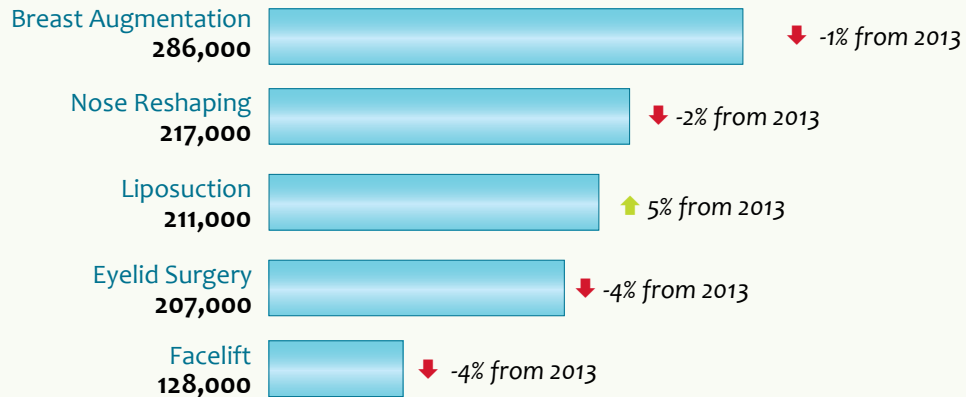
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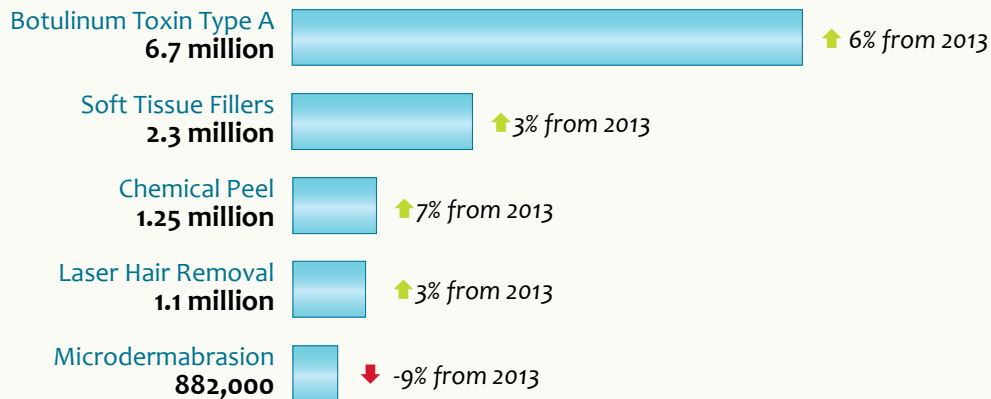
2014 Top Five Cosmetic Plastic Surgery Procedures

Cosmetic Procedure Charts

2014 TOP FIVE COSMETIC SURGICAL PROCEDURES



2014 TOP FIVE COSMETIC MINIMALLY-INVASIVE PROCEDURES





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****Counts of procedures performed by ASPS member surgeons only.

^In 2000 figure included all animal bites.

^^In 2000 figure included facial laceration repair.

^^^In 2000 figure did not include facial laceration repair.

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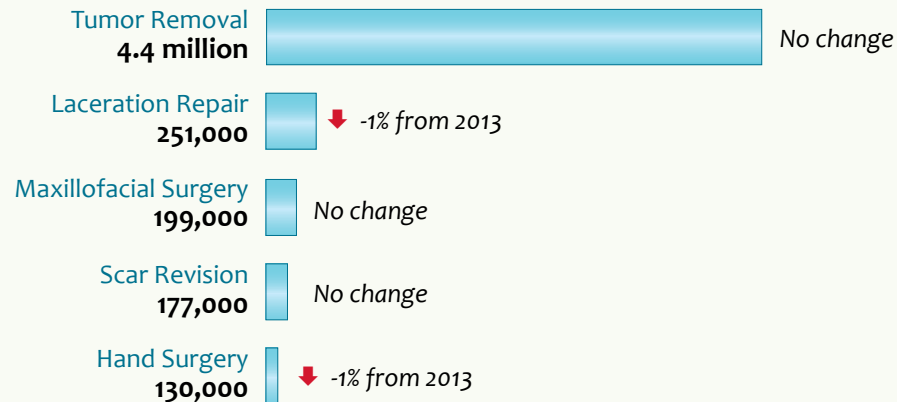
2014 Reconstructive Plastic Surgery Statistics

Reconstructive Procedure Trends

Top 5 procedures appear in bold.

| RECONSTRUCTIVE PROCEDURES | 2014 | 2013 | 2000 | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|--|------------------|------------------|----------------|---------------------------|---------------------------|
| Dog bite repair^ | 28,528 | 26,935 | 43,089 | 6% | -34% |
| Birth defect (congenital deformities) | 29,221 | 30,257 | 40,076 | -3% | -27% |
| Breast implant removals (Reconstructive patients only)**** | 17,496 | 18,223 | 16,287 | -4% | 7% |
| Breast reconstruction**** | 102,215 | 95,589 | 78,832 | 7% | 30% |
| Breast reduction (reconstructive patients only) | 59,883 | 62,611 | * | -4% | * |
| Burn care | 15,457 | 16,113 | * | -4% | * |
| Hand surgery (excluding microsurgical) | 129,715 | 131,282 | * | -1% | * |
| Head and neck reconstruction**** | 27,281 | 26,481 | * | 3% | * |
| Hernia repair**** | 10,048 | 9,458 | * | 6% | * |
| Laceration repair (other than facial)^^ | 250,946 | 253,660 | 358,666 | -1% | -30% |
| Lower extremity reconstruction (including microsurgical)**** | 16,334 | 17,026 | * | -4% | * |
| Maxillofacial surgery^^^ | 199,234 | 198,531 | 79,331 | 0% | 151% |
| Pelvic floor reconstruction**** | 1,351 | 1,220 | * | 11% | * |
| Scar revision | 177,345 | 177,317 | 221,858 | 0% | -20% |
| Tumor removal (including skin cancer) | 4,440,186 | 4,426,634 | * | 0% | * |
| Other reconstructive procedures | 264,584 | 242,783 | 376,270 | 9% | -30% |
| TOTAL RECONSTRUCTIVE PROCEDURES | 5,769,824 | 5,734,120 | * | 1% | * |

2014 TOP FIVE RECONSTRUCTIVE PROCEDURES





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2014 Cosmetic Surgery Gender Distribution

Female

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | 2014 TOTAL PROCEDURES | 2014 TOTAL FEMALE | % OF TOTAL PROCEDURES | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|--|--------------------------|----------------------|--------------------------|---------------------------|---------------------------|
| Breast augmentation (augmentation mammoplasty)** | 286,254 | 286,254 | 100% | -1% | 35% |
| Breast implant removals (augmentation patients only) | 23,774 | 23,774 | 100% | 0% | -42% |
| Breast lift (mastopexy) | 92,724 | 92,724 | 100% | 3% | 75% |
| Breast reduction in men (gynecomastia) | 26,175 | 0 | 0% | - | - |
| Buttock implants | 1,863 | 1,623 | 87% | 99% | * |
| Buttock lift | 3,505 | 3,238 | 92% | 44% | 148% |
| Calf augmentation | 548 | 245 | 45% | -3% | * |
| Cheek implant (malar augmentation) | 12,199 | 9,091 | 75% | 3% | 4% |
| Chin augmentation (mentoplasty) | 18,136 | 8,604 | 47% | -8% | -52% |
| Dermabrasion | 83,671 | 72,452 | 87% | 12% | 160% |
| Ear surgery (otoplasty) | 22,167 | 13,048 | 59% | -7% | -32% |
| Eyelid surgery (blepharoplasty) | 206,509 | 177,107 | 86% | -4% | -34% |
| Facelift (rhytidectomy) | 128,266 | 116,415 | 91% | -3% | -2% |
| Forehead lift | 42,119 | 37,311 | 89% | -10% | -65% |
| Hair transplantation | 15,778 | 4,468 | 28% | 2% | 10% |
| Lip augmentation (other than injectable materials) | 26,025 | 24,894 | 96% | 3% | 36% |
| Liposuction | 210,552 | 186,225 | 88% | 6% | -38% |
| Lower body lift | 7,779 | 7,070 | 91% | 7% | * |
| Nose reshaping (rhinoplasty) | 217,124 | 162,444 | 75% | -1% | -32% |
| Pectoral implants | 1,054 | 0 | 0% | - | - |
| Thigh lift | 9,129 | 8,667 | 95% | 5% | 71% |
| Tummy tuck (abdominoplasty) | 117,158 | 112,567 | 96% | 5% | 86% |
| Upper arm lift | 16,205 | 15,882 | 98% | 3% | 4599% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 1,568,714 | 1,364,103 | 87% | 1% | -9% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | 2014 TOTAL PROCEDURES | 2014 TOTAL FEMALE | % OF TOTAL PROCEDURES | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|--|--------------------------|----------------------|--------------------------|---------------------------|---------------------------|
| Botulinum toxin type A (Botox®, Dysport®)*** | 6,673,608 | 6,262,695 | 94% | 6% | 804% |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 29,243 | 25,136 | 86% | 0% | 5% |
| Chemical peel | 1,250,059 | 1,151,430 | 92% | 8% | 21% |
| Laser hair removal | 1,112,046 | 921,230 | 83% | 4% | 53% |
| Laser skin resurfacing | 543,731 | 473,156 | 87% | 6% | 217% |
| Laser treatment of leg veins | 207,790 | 180,474 | 87% | 0% | -20% |
| Microdermabrasion | 881,905 | 724,620 | 82% | -8% | -7% |
| Sclerotherapy | 323,609 | 319,007 | 99% | 1% | -62% |
| Soft tissue fillers | 2,284,329 | 2,191,380 | 96% | 3% | 264% |
| Calcium hydroxylapatite (e.g., Radiesse®) | 257,953 | 240,661 | 93% | -9% | * |
| Collagen | 22,049 | 20,939 | 95% | -64% | -96% |
| Fat | 67,609 | 63,423 | 94% | 2% | 3% |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 1,802,247 | 1,752,316 | 97% | 8% | * |
| Polyactic acid (Sculptra®) | 134,471 | 114,041 | 85% | -2% | * |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 13,306,320 | 12,249,128 | 92% | 4% | 152% |

| | | | | | |
|----------------------------------|-------------------|-------------------|------------|-----------|-------------|
| TOTAL COSMETIC PROCEDURES | 14,875,034 | 13,613,231 | 92% | 1% | 114% |
|----------------------------------|-------------------|-------------------|------------|-----------|-------------|



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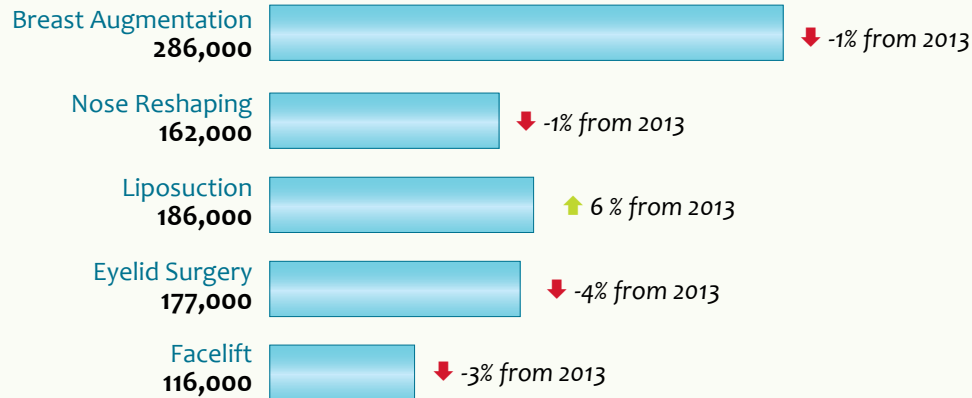
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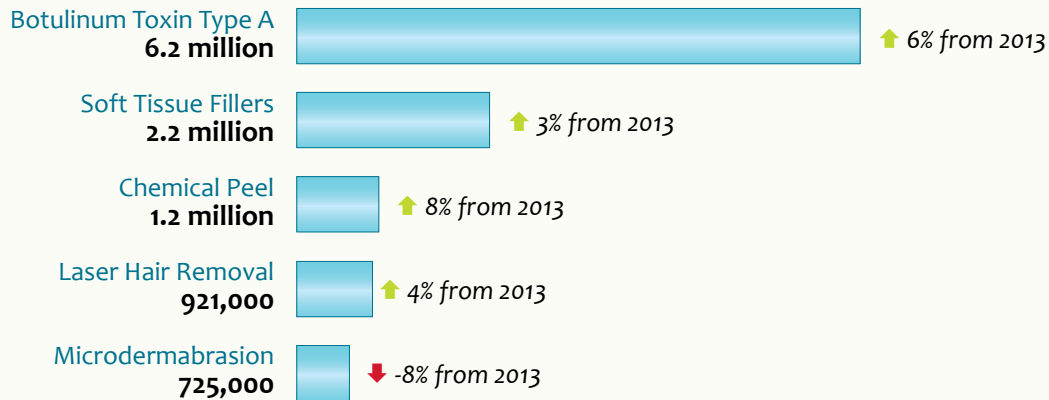
2014 Cosmetic Surgery Gender Distribution Charts

Female

2014 TOP FIVE FEMALE COSMETIC SURGICAL PROCEDURES



2013 TOP FIVE FEMALE COSMETIC MINIMALLY-INVASIVE PROCEDURES





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* Data unavailable in prior year.
***Botulinum Toxin Type A numbers are of anatomic
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2014 Cosmetic Surgery Gender Distribution

Male

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | 2014 TOTAL PROCEDURES | 2014 TOTAL MALE | % OF TOTAL PROCEDURES | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|--|--------------------------|--------------------|--------------------------|---------------------------|---------------------------|
| Breast augmentation (augmentation mammoplasty) | 286,254 | 0 | 0% | - | - |
| Breast implant removals (augmentation patients only) | 23,774 | 0 | 0% | - | - |
| Breast lift (mastopexy) | 92,724 | 0 | 0% | - | - |
| Breast reduction in men (gynecomastia) | 26,175 | 26,175 | 100% | 14% | 29% |
| Buttock implants | 1,863 | 240 | 13% | 92% | * |
| Buttock lift | 3,505 | 267 | 8% | 45% | 456% |
| Calf augmentation | 548 | 303 | 55% | -5% | * |
| Cheek implant (malar augmentation) | 12,199 | 3,108 | 25% | -2% | 86% |
| Chin augmentation (mentoplasty) | 18,136 | 9,532 | 53% | -2% | 5% |
| Dermabrasion | 83,671 | 11,219 | 13% | 10% | -22% |
| Ear surgery (otoplasty) | 22,167 | 9,119 | 41% | -10% | -47% |
| Eyelid surgery (blepharoplasty) | 206,509 | 29,402 | 14% | -3% | -49% |
| Facelift (rhytidectomy) | 128,266 | 11,851 | 9% | -7% | -22% |
| Forehead lift | 42,119 | 4,808 | 11% | -5% | -63% |
| Hair transplantation | 15,778 | 11,310 | 72% | 6% | -72% |
| Lip augmentation (other than injectable materials) | 26,025 | 1,131 | 4% | 3% | 388% |
| Liposuction | 210,552 | 24,327 | 12% | 3% | -53% |
| Lower body lift | 7,779 | 709 | 9% | 10% | 243% |
| Nose reshaping (rhinoplasty) | 217,124 | 54,680 | 25% | -5% | -64% |
| Pectoral implants | 1,054 | 1,054 | 100% | 208% | * |
| Thigh lift | 9,129 | 462 | 5% | 5% | 110% |
| Tummy tuck (abdominoplasty) | 117,158 | 4,591 | 4% | 1% | 100% |
| Upper arm lift | 16,205 | 323 | 2% | 0% | * |
| TOTAL COSMETIC SURGICAL PROCEDURES | 1,568,714 | 204,611 | 13% | 0% | -48% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | 2014 TOTAL PROCEDURES | 2014 TOTAL MALE | % OF TOTAL PROCEDURES | % CHANGE 2014 vs. 2013 | % CHANGE 2014 vs. 2000 |
|--|--------------------------|--------------------|--------------------------|---------------------------|---------------------------|
| Botulinum toxin type A (Botox®, Dysport®)*** | 6,673,608 | 410,913 | 6% | 7% | 337% |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 29,243 | 4,107 | 14% | -1% | * |
| Chemical peel | 1,250,059 | 98,629 | 8% | 4% | -100% |
| Laser hair removal | 1,112,046 | 190,816 | 17% | 0% | 43% |
| Laser skin resurfacing | 543,731 | 70,575 | 13% | 10% | 227% |
| Laser treatment of leg veins | 207,790 | 27,316 | 13% | -2% | 30% |
| Microdermabrasion | 881,905 | 157,285 | 18% | -12% | 83% |
| Sclerotherapy | 323,609 | 4,602 | 1% | -3% | -83% |
| Soft tissue fillers | 2,284,329 | 92,949 | 4% | -3% | 86% |
| Calcium hydroxylapatite (e.g., Radiesse®) | 257,953 | 17,292 | 7% | -8% | * |
| Collagen | 22,049 | 1,110 | 5% | -62% | -98% |
| Fat | 67,609 | 4,186 | 6% | -2% | 7% |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 1,802,247 | 49,931 | 3% | 5% | * |
| Polyactic acid (Sculptra®) | 134,471 | 20,430 | 15% | -7% | * |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 13,306,320 | 1,057,192 | 8% | 1% | 67% |
| TOTAL COSMETIC PROCEDURES | 14,875,034 | 1,261,803 | 8% | 1% | 23% |



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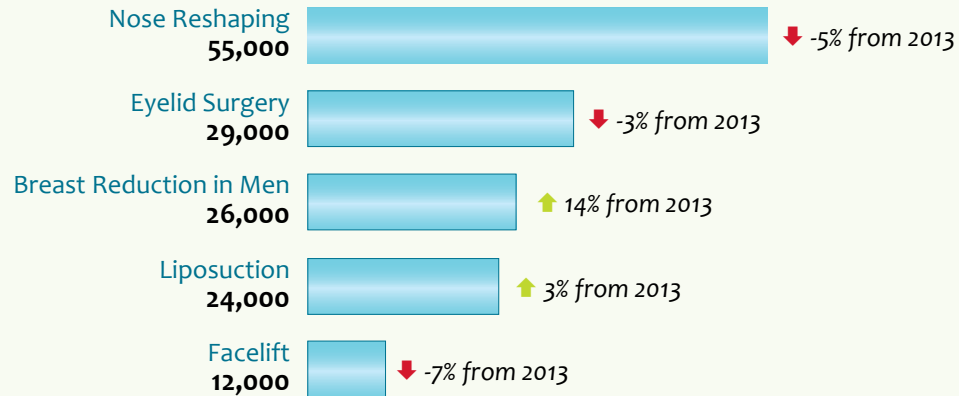
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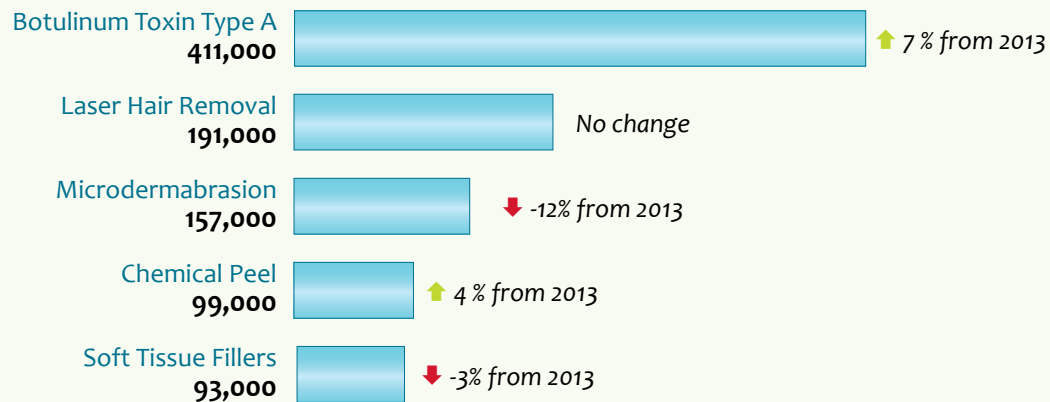
2014 Cosmetic Surgery Gender Distribution Charts

Male

2014 TOP FIVE MALE COSMETIC SURGICAL PROCEDURES



2014 TOP FIVE MALE COSMETIC MINIMALLY-INVASIVE PROCEDURES





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2014 Cosmetic Surgery Age Distribution

Age 13-19

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | AGE 13-19 2014 TOTAL | AGE 13-19 % OF TOTAL PROCEDURES | AGE 13-19 % CHANGE 2014 vs 2013 |
|---|-------------------------|------------------------------------|------------------------------------|
| Breast augmentation (augmentation mammoplasty)^ | 8,040 | 3% | -2% |
| Breast implant removals (augmentation patients only)^ | 85 | 0% | 1% |
| Breast lift (mastopexy) | 1,673 | 2% | 4% |
| Breast reduction in men (gynecomastia) | 6,694 | 26% | 14% |
| Chin augmentation (mentoplasty) | 1,548 | 9% | -4% |
| Dermabrasion | 3,614 | 4% | 11% |
| Ear surgery (otoplasty) | 6,254 | 28% | -9% |
| Eyelid surgery (blepharoplasty) | 1,930 | 1% | -4% |
| Lip augmentation (other than injectable materials) | 249 | 1% | 2% |
| Liposuction | 3,324 | 2% | 5% |
| Nose reshaping (rhinoplasty) | 30,127 | 14% | -2% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 63,538 | 4% | 0% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | AGE 13-19 2014 TOTAL | AGE 13-19 % OF TOTAL PROCEDURES | AGE 13-19 % CHANGE 2014 vs 2013 |
|---|-------------------------|------------------------------------|------------------------------------|
| Botulinum Toxin Type A (Botox, Dysport)*** | 19,170 | 0% | 7% |
| Chemical peel | 6,509 | 1% | 6% |
| Laser hair removal | 71,650 | 6% | 3% |
| Laser skin resurfacing | 26,961 | 5% | 6% |
| Laser treatment of leg veins | 19,136 | 9% | 1% |
| Microdermabrasion | 8,761 | 1% | -9% |
| Sclerotherapy | 1,772 | 1% | 0% |
| Soft Tissue Fillers | 6,582 | 0% | -1% |
| Calcium hydroxylapatite (Radiesse) | 853 | 0% | -10% |
| Collagen | 76 | 0% | -63% |
| Fat | 599 | 1% | 2% |
| Hyaluronic acid (Juvederm Ultra, Juvederm Ultra Plus, Perlane, Restylane) | 3,210 | 0% | 6% |
| Polylactic acid (Sculptra) | 1,844 | 1% | -4% |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 160,541 | 1% | 3% |
| TOTAL COSMETIC PROCEDURES | 224,079 | 2% | 2% |



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2014 Cosmetic Surgery Age Distribution

Age 20-29

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | AGE 20-29 2014 TOTAL | AGE 20-29 % OF TOTAL PROCEDURES | AGE 20-29 % CHANGE 2014 vs 2013 |
|--|-------------------------|------------------------------------|------------------------------------|
| Breast augmentation (augmentation mammoplasty) | 82,494 | 29% | -1% |
| Breast implant removals (augmentation patients only) | 3,136 | 13% | -1% |
| Breast lift (mastopexy) | 12,849 | 14% | 2% |
| Breast reduction in men (gynecomastia) | 9,054 | 35% | 13% |
| Buttock implants | 380 | 20% | 100% |
| Buttock lift | 430 | 12% | 42% |
| Calif augmentation | 207 | 38% | -5% |
| Cheek implant (malar augmentation) | 1,116 | 9% | 1% |
| Chin augmentation (mentoplasty) | 2,502 | 14% | -4% |
| Dermabrasion | 5,622 | 7% | 12% |
| Ear surgery (otoplasty) | 6,585 | 30% | -7% |
| Eyelid surgery (blepharoplasty) | 3,682 | 2% | -5% |
| Facelift (rhytidectomy) | 367 | 0% | -4% |
| Forehead lift | 232 | 1% | -10% |
| Hair transplantation | 1,360 | 9% | 6% |
| Lip augmentation (other than injectable materials) | 1,233 | 5% | 2% |
| Liposuction | 32,225 | 15% | 4% |
| Lower body lift | 740 | 10% | 6% |
| Nose reshaping (rhinoplasty) | 68,803 | 32% | -1% |
| Pectoral implants | 542 | 51% | 210% |
| Thigh lift | 573 | 6% | 5% |
| Tummy tuck (abdominoplasty) | 11,081 | 9% | 4% |
| Upper arm lift | 1,485 | 9% | 3% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 246,698 | 16% | 1% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | AGE 20-29 2014 TOTAL | AGE 20-29 % OF TOTAL PROCEDURES | AGE 20-29 % CHANGE 2014 vs 2013 |
|--|-------------------------|------------------------------------|------------------------------------|
| Botulinum toxin type A (Botox®, Dysport®)*** | 100,154 | 2% | 6% |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 6,322 | 22% | 1% |
| Chemical peel | 14,859 | 1% | 9% |
| Laser hair removal | 243,090 | 22% | 4% |
| Laser skin resurfacing | 30,539 | 6% | 6% |
| Laser treatment of leg veins | 26,430 | 13% | -1% |
| Microdermabrasion | 68,838 | 8% | -9% |
| Sclerotherapy | 13,912 | 4% | 0% |
| Soft tissue fillers | 64,303 | 3% | 1% |
| Calcium hydroxylapatite (e.g., Radiesse®) | 5,194 | 2% | -9% |
| Collagen | 1,011 | 5% | -63% |
| Fat | 3,354 | 5% | 3% |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 47,579 | 3% | 8% |
| Polyactic acid (Sculptra®) | 7,165 | 5% | -4% |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 568,447 | 4% | 2% |
| TOTAL COSMETIC PROCEDURES | 815,145 | 5% | 2% |



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2013 Cosmetic Surgery Age Distribution

Age 30-39

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | AGE 30-39 2014 TOTAL | AGE 30-39 % OF TOTAL PROCEDURES | AGE 30-39 % CHANGE 2014 vs 2013 |
|--|-------------------------|------------------------------------|------------------------------------|
| Breast augmentation (augmentation mammoplasty) | 104,442 | 36% | -1% |
| Breast implant removals (augmentation patients only) | 6,942 | 29% | -1% |
| Breast lift (mastopexy) | 27,831 | 30% | 4% |
| Breast reduction in men (gynecomastia) | 4,681 | 18% | 15% |
| Buttock implants | 627 | 34% | 100% |
| Buttock lift | 986 | 28% | 44% |
| Calf augmentation | 223 | 41% | -3% |
| Cheek implant (malar augmentation) | 2,515 | 21% | 3% |
| Chin augmentation (mentoplasty) | 2,400 | 13% | -6% |
| Dermabrasion | 8,404 | 10% | 12% |
| Ear surgery (otoplasty) | 3,865 | 17% | -8% |
| Eyelid surgery (blepharoplasty) | 13,058 | 6% | -3% |
| Facelift (rhytidectomy) | 1,955 | 2% | -5% |
| Forehead lift | 1,743 | 4% | -9% |
| Hair transplantation | 1,296 | 8% | 6% |
| Lip augmentation (other than injectable materials) | 3,343 | 13% | 5% |
| Liposuction | 71,689 | 34% | 6% |
| Lower body lift | 2,115 | 27% | 8% |
| Nose reshaping (rhinoplasty) | 51,784 | 24% | -3% |
| Pectoral implants | 186 | 18% | 205% |
| Thigh lift | 2,591 | 28% | 5% |
| Tummy tuck (abdominoplasty) | 41,806 | 36% | 6% |
| Upper arm lift | 2,343 | 14% | 4% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 356,825 | 23% | 2% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | AGE 30-39 2014 TOTAL | AGE 30-39 % OF TOTAL PROCEDURES | AGE 30-39 % CHANGE 2014 vs 2013 |
|--|-------------------------|------------------------------------|------------------------------------|
| Botulinum toxin type A (Botox®, Dysport®)*** | 1,194,057 | 18% | 7% |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 15,902 | 54% | 0% |
| Chemical peel | 161,250 | 13% | 7% |
| Laser hair removal | 321,755 | 29% | 3% |
| Laser skin resurfacing | 46,363 | 9% | 5% |
| Laser treatment of leg veins | 63,782 | 31% | 0% |
| Microdermabrasion | 203,883 | 23% | -9% |
| Sclerotherapy | 65,763 | 20% | 0% |
| Soft tissue fillers | 256,437 | 11% | 2% |
| Calcium hydroxylapatite (e.g., Radiesse®) | 21,189 | 8% | -8% |
| Collagen | 3,389 | 15% | -64% |
| Fat | 8,741 | 13% | 1% |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 208,004 | 12% | 8% |
| Polyactic acid (Sculptra®) | 15,114 | 11% | -4% |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 2,329,192 | 18% | 4% |
| TOTAL COSMETIC PROCEDURES | 2,686,017 | 18% | 3% |



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2014 Cosmetic Surgery Age Distribution

Age 40-54

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | AGE 40-54 2014 TOTAL | AGE 40-54 % OF TOTAL PROCEDURES | AGE 40-54 % CHANGE 2014 vs 2013 |
|--|-------------------------|------------------------------------|------------------------------------|
| Breast augmentation (augmentation mammoplasty) | 84,346 | 29% | -1% |
| Breast implant removals (augmentation patients only) | 9,806 | 41% | 1% |
| Breast lift (mastopexy) | 35,660 | 38% | 2% |
| Breast reduction in men (gynecomastia) | 3,514 | 13% | 15% |
| Buttock implants | 721 | 39% | 95% |
| Buttock lift | 1,482 | 42% | 44% |
| Calf augmentation | 83 | 15% | -3% |
| Cheek implant (malar augmentation) | 5,433 | 45% | 1% |
| Chin augmentation (mentoplasty) | 4,477 | 25% | -4% |
| Dermabrasion | 32,337 | 39% | 12% |
| Ear surgery (otoplasty) | 3,303 | 15% | -8% |
| Eyelid surgery (blepharoplasty) | 87,961 | 43% | -5% |
| Facelift (rhytidectomy) | 41,861 | 33% | -4% |
| Forehead lift | 16,593 | 39% | -8% |
| Hair transplantation | 3,298 | 21% | 5% |
| Lip augmentation (other than injectable materials) | 9,353 | 36% | 3% |
| Liposuction | 81,733 | 39% | 5% |
| Lower body lift | 3,392 | 44% | 6% |
| Nose reshaping (rhinoplasty) | 44,939 | 21% | -1% |
| Pectoral implants | 200 | 19% | 208% |
| Thigh lift | 4,381 | 48% | 5% |
| Tummy tuck (abdominoplasty) | 48,064 | 41% | 4% |
| Upper arm lift | 6,893 | 43% | 2% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 529,830 | 34% | 0% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | AGE 40-54 2014 TOTAL | AGE 40-54 % OF TOTAL PROCEDURES | AGE 40-54 % CHANGE 2014 vs 2013 |
|--|-------------------------|------------------------------------|------------------------------------|
| Botulinum toxin type A (Botox®, Dysport®)*** | 3,813,032 | 57% | 5% |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 7,007 | 24% | -1% |
| Chemical peel | 526,499 | 42% | 9% |
| Laser hair removal | 403,548 | 36% | 3% |
| Laser skin resurfacing | 220,526 | 41% | 6% |
| Laser treatment of leg veins | 63,118 | 30% | 0% |
| Microdermabrasion | 387,131 | 44% | -10% |
| Sclerotherapy | 158,844 | 49% | 1% |
| Soft tissue fillers | 1,126,662 | 49% | 4% |
| Calcium hydroxylapatite (e.g., Radiesse®) | 101,360 | 39% | -8% |
| Collagen | 7,899 | 36% | -64% |
| Fat | 22,971 | 34% | 2% |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 918,296 | 51% | 8% |
| Poly(lactic acid) (Sculptra®) | 76,136 | 57% | -3% |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 6,706,367 | 50% | 4% |
| TOTAL COSMETIC PROCEDURES | 7,236,197 | 49% | 3% |



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2014 Cosmetic Surgery Age Distribution

Age 55 and over

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | AGE 55 AND OVER 2014 TOTAL | AGE 55 AND OVER % OF TOTAL PROCEDURES | AGE 55 AND OVER % CHANGE 2014 vs 2013 |
|--|-------------------------------|--|--|
| Breast augmentation (augmentation mammoplasty) | 6,932 | 2% | 0% |
| Breast implant removals (augmentation patients only) | 3,805 | 16% | 0% |
| Breast lift (mastopexy) | 14,711 | 16% | 4% |
| Breast reduction in men (gynecomastia) | 2,232 | 9% | 14% |
| Buttock implants | 135 | 7% | 96% |
| Buttock lift | 607 | 17% | 45% |
| Calf augmentation | 35 | 6% | -5% |
| Cheek implant (malar augmentation) | 3,135 | 26% | 3% |
| Chin augmentation (mentoplasty) | 7,209 | 40% | -6% |
| Dermabrasion | 33,694 | 40% | 12% |
| Ear surgery (otoplasty) | 2,160 | 10% | -7% |
| Eyelid surgery (blepharoplasty) | 99,878 | 48% | -3% |
| Facelift (rhytidectomy) | 84,083 | 66% | -4% |
| Forehead lift | 23,551 | 56% | -10% |
| Hair transplantation | 9,824 | 62% | 4% |
| Lip augmentation (other than injectable materials) | 11,847 | 46% | 3% |
| Liposuction | 21,581 | 10% | 6% |
| Lower body lift | 1,532 | 20% | 7% |
| Nose reshaping (rhinoplasty) | 21,471 | 10% | -3% |
| Pectoral implants | 126 | 12% | 207% |
| Thigh lift | 1,584 | 17% | 5% |
| Tummy tuck (abdominoplasty) | 16,207 | 14% | 4% |
| Upper arm lift | 5484 | 34% | 4% |
| TOTAL COSMETIC SURGICAL PROCEDURES | 371,823 | 24% | -1% |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | AGE 55 AND OVER 2014 TOTAL | AGE 55 AND OVER % OF TOTAL PROCEDURES | AGE 55 AND OVER % CHANGE 2014 vs 2013 |
|--|-------------------------------|--|--|
| Botulinum toxin type A (Botox®, Dysport®)*** | 1,547,195 | 23% | 7% |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 12 | 0% | 0% |
| Chemical peel | 540,942 | 43% | 6% |
| Laser hair removal | 72,003 | 6% | 3% |
| Laser skin resurfacing | 219,342 | 40% | 6% |
| Laser treatment of leg veins | 35,324 | 17% | 0% |
| Microdermabrasion | 213,292 | 24% | -8% |
| Sclerotherapy | 83,318 | 26% | 1% |
| Soft tissue fillers | 830,345 | 36% | 2% |
| Calcium hydroxylapatite (e.g., Radiesse®) | 129,357 | 50% | -10% |
| Collagen | 9,674 | 44% | -64% |
| Fat | 31,944 | 47% | 2% |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 625,158 | 35% | 8% |
| Polyactic acid (Sculptra®) | 34,212 | 25% | -2% |
| TOTAL COSMETIC MINIMALLY-INVASIVE PROCEDURES | 3,541,773 | 27% | 4% |
| TOTAL COSMETIC PROCEDURES | 3,913,596 | 26% | 4% |

2014 Regional Distribution

Cosmetic Procedures

Top 5 procedures appear in bold

| COSMETIC SURGICAL PROCEDURES | 2014 TOTAL PROCEDURES | Region 1 | Region 2 | Region 3 | Region 4 | Region 5 |
|--|--------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Breast augmentation (augmentation mammoplasty) | 286,254 | 15% 41,804 | 17% 48,839 | 16% 45,736 | 16% 46,915 | 36% 102,960 |
| Breast implant removals (augmentation patients only) | 23,774 | 20% 4,770 | 17% 3,936 | 21% 5,035 | 21% 5,102 | 21% 4,931 |
| Breast lift (mastopexy) | 92,724 | 13% 11,644 | 15% 13,526 | 21% 19,339 | 21% 19,578 | 31% 28,637 |
| Breast reduction (Aesthetic patiebtbs only) | 41,309 | 16% 6,536 | 29% 11,944 | 15% 6,156 | 21% 8,681 | 19% 7,992 |
| Breast reduction in men (gynecomastia) | 26,175 | 32% 8,500 | 17% 4,431 | 16% 4,193 | 12% 3,043 | 23% 6,008 |
| Buttock augmentation with fat grafting | 11,505 | 22% 2,528 | 28% 3,269 | 21% 2,373 | 17% 1,900 | 12% 1,435 |
| Buttock implants | 1,863 | 15% 283 | 14% 258 | 29% 533 | 23% 429 | 19% 360 |
| Buttock lift | 3,505 | 24% 829 | 33% 1,148 | 18% 627 | 14% 507 | 11% 394 |
| Calf augmentation | 548 | 28% 156 | 10% 55 | 27% 150 | 12% 66 | 22% 121 |
| Cheek implant (malar augmentation) | 12,199 | 19% 2,286 | 9% 1,116 | 20% 2,389 | 43% 5,284 | 9% 1,124 |
| Chin augmentation (mentoplasty) | 18,136 | 23% 4,228 | 15% 2,656 | 15% 2,690 | 11% 1,960 | 36% 6,602 |
| Dermabrasion | 83,671 | 12% 10,365 | 30% 25,222 | 22% 18,388 | 12% 9,750 | 24% 19,946 |
| Ear surgery (otoplasty) | 22,167 | 19% 4,218 | 19% 4,259 | 15% 3,356 | 16% 3,492 | 31% 6,842 |
| Eyelid surgery (blepharoplasty) | 206,509 | 18% 37,236 | 14% 28,169 | 22% 45,211 | 12% 25,097 | 34% 70,796 |
| Facelift (rhytidectomy) | 128,266 | 20% 25,651 | 23% 29,227 | 23% 29,227 | 14% 18,376 | 31% 40,112 |
| Forehead lift | 42,119 | 16% 6,606 | 13% 5,680 | 17% 7,331 | 19% 8,085 | 34% 14,417 |
| Hair transplantation | 15,778 | 10% 1,547 | 10% 1,533 | 12% 1,831 | 46% 7,335 | 22% 3,532 |
| Lip augmentation (other than injectable materials) | 26,025 | 27% 6,966 | 17% 4,349 | 16% 4,251 | 20% 5,236 | 20% 5,223 |
| Lip reduction | 777 | 18% 139 | 35% 272 | 19% 148 | 15% 115 | 13% 103 |
| Liposuction | 210,552 | 17% 36,674 | 13% 27,100 | 23% 48,449 | 15% 32,316 | 31% 66,013 |
| Lower body lift | 7,779 | 30% 2,309 | 16% 1,225 | 11% 847 | 21% 1,620 | 23% 1,778 |
| Neck lift | 55,173 | 19% 10,411 | 12% 6,593 | 22% 11,915 | 15% 8,380 | 32% 17,874 |
| Nose reshaping (rhinoplasty) | 217,124 | 29% 63,652 | 14% 29,943 | 12% 26,797 | 18% 39,245 | 26% 57,487 |
| Pectoral implants | 1,054 | 16% 166 | 10% 110 | 28% 296 | 18% 187 | 28% 295 |
| Thigh lift | 9,129 | 25% 2,244 | 16% 1,426 | 14% 1,304 | 20% 1,786 | 26% 2,369 |
| Tummy tuck (abdominoplasty) | 117,158 | 20% 22,947 | 18% 21,014 | 17% 20,244 | 17% 19,527 | 29% 33,426 |
| Upper arm lift | 16,205 | 29% 4,672 | 14% 2,246 | 21% 3,407 | 14% 2,224 | 23% 3,656 |
| TOTAL COSMETIC SURGICAL PROCEDURES | 1,677,478 | 19% 319,367 | 16% 265,219 | 19% 312,223 | 16% 276,236 | 30% 504,433 |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | 2014 TOTAL PROCEDURES | Region 1 | Region 2 | Region 3 | Region 4 | Region 5 |
|---|--------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Botulinum toxin type A (Botox®, Dysport®)*** | 6,673,608 | 20% 1,315,872 | 13% 897,686 | 24% 1,577,100 | 14% 947,671 | 29% 1,935,279 |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | 29,243 | 22% 6,509 | 23% 6,670 | 20% 5,899 | 11% 3,232 | 24% 6,933 |
| Chemical peel | 1,250,059 | 25% 310,887 | 15% 189,244 | 20% 244,998 | 9% 111,522 | 31% 393,408 |
| Intense pulsed light (IPL) | 621,724 | 27% 167,789 | 15% 95,860 | 18% 112,454 | 9% 55,783 | 31% 189,838 |
| Laser hair removal | 1,112,046 | 17% 192,869 | 13% 145,316 | 21% 235,716 | 15% 172,337 | 33% 365,808 |
| Laser skin resurfacing | 543,731 | 20% 109,303 | 22% 120,595 | 16% 87,211 | 10% 54,453 | 32% 172,169 |
| Laser treatment of leg veins | 207,790 | 25% 51,054 | 11% 21,957 | 16% 33,355 | 11% 23,209 | 38% 78,215 |
| Microdermabrasion | 881,905 | 25% 223,346 | 19% 170,870 | 21% 184,870 | 12% 103,332 | 23% 199,487 |
| Sclerotherapy | 323,609 | 16% 50,727 | 12% 37,922 | 21% 68,807 | 37% 119,244 | 14% 46,909 |
| Soft tissue fillers | 2,301,673 | 29% 664,118 | 13% 297,551 | 19% 427,877 | 11% 247,708 | 29% 664,419 |
| Calcium hydroxylapatite (e.g., Radiesse®) | 257,953 | 33% 84,938 | 15% 39,139 | 19% 49,458 | 15% 38,981 | 18% 45,437 |
| Collagen | 22,049 | 50% 11,121 | 7% 1,479 | 17% 3,654 | 12% 2,579 | 15% 3,216 |
| Fat | 67,609 | 17% 11,404 | 19% 12,812 | 24% 16,161 | 8% 5,268 | 32% 21,964 |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®, Prevelle Silk®) | 1,802,247 | 30% 537,365 | 12% 213,577 | 18% 332,047 | 8% 151,741 | 31% 567,517 |
| Polyactic acid (Sculptra®) | 134,471 | 12% 16,312 | 22% 29,617 | 15% 20,618 | 36% 48,012 | 15% 19,912 |
| Polymethyl-methacrylate microspheres (e.g., Artefill) | 17,344 | 17% 2,978 | 5% 927 | 34% 5,939 | 6% 1,127 | 37% 6,373 |
| COSMETIC MINIMALLY-INVASIVE PROCEDURES | 13,945,388 | 22% 3,092,474 | 14% 1,983,671 | 21% 2,978,287 | 13% 1,838,491 | 29% 4,052,465 |
| TOTAL COSMETIC PROCEDURES | 15,622,866 | 22% 3,411,841 | 14% 2,248,890 | 21% 3,290,510 | 14% 2,114,727 | 29% 4,556,898 |

All values are projected.

***Botulinum toxin type A numbers are of anatomic sites injected.

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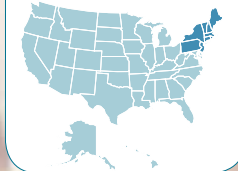
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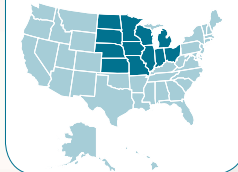
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Region 1



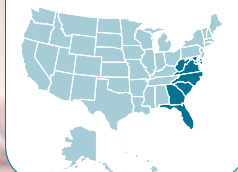
New England (CT, ME, MA, NH, RI, VT)
Middle Atlantic (NJ, NY, PA)

Region 2



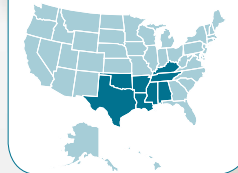
East North Central (IL, IN, MI, OH, WI)
West North Central (IA, KS, MN, MO, NE, ND, SD)

Region 3



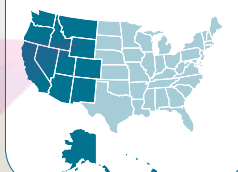
South Atlantic (DE, DC, FL, GA, MD, NC, SC, VA, WV)

Region 4



East South Central (AL, KY, MS, TN)
West South Central (AR, LA, OK, TX)

Region 5



Mountain (AZ, CO, ID, MT, NV, NM, UT, WY)
Pacific (AK, CA, HI, OR, WA)



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* Data unavailable for Collagen this year.

All values are projected.

Fees generally vary according to region of country and patient needs.

These fees are averages only. Fees do not include anesthesia, operating room facilities or other related expenses.

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2014 Average Surgeon/Physician Fees

Cosmetic Procedures

| COSMETIC SURGICAL PROCEDURES | NATIONAL AVERAGE SURGEON/PHYSICIAN FEE | TOTAL EXPENDITURE |
|--|--|-------------------|
| Breast augmentation (Augmentation mammoplasty) | \$3,708 | \$1,061,429,832 |
| Breast implant removals (Augmentation patients only) | \$2,330 | \$55,393,420 |
| Breast lift (Mastopexy) | \$4,377 | \$405,852,948 |
| Breast reduction (Aesthetic patients only) | \$5,358 | \$221,333,622 |
| Breast reduction in men (Gynecomastia) | \$3,333 | \$87,241,275 |
| Buttock augmentation with fat grafting | \$4,077 | \$46,905,885 |
| Buttock implants | \$4,580 | \$8,532,540 |
| Buttock lift | \$4,509 | \$15,804,045 |
| Calf augmentation | \$3,315 | \$1,816,620 |
| Cheek implant (Malar augmentation) | \$2,651 | \$32,339,549 |
| Chin augmentation (Mentoplasty) | \$2,085 | \$37,813,560 |
| Dermabrasion | \$1,150 | \$96,221,650 |
| Ear surgery (Otoplasty) | \$2,963 | \$65,680,821 |
| Eyelid surgery (Blepharoplasty) | \$2,874 | \$593,506,866 |
| Facelift (Rhytidectomy) | \$6,550 | \$840,142,300 |
| Forehead lift | \$3,201 | \$134,822,919 |
| Hair transplantation | \$5,845 | \$92,222,410 |
| Lip augmentation (other than injectable materials) | \$1,606 | \$41,796,150 |
| Lip reduction | \$1,250 | \$971,250 |
| Liposuction | \$2,971 | \$625,549,992 |
| Lower body lift | \$7,843 | \$61,010,697 |
| Neck lift | \$4,389 | \$242,154,297 |
| Nose reshaping (Rhinoplasty) | \$4,694 | \$1,019,180,056 |
| Pectoral implants | \$4,312 | \$4,544,848 |
| Thigh Lift | \$4,653 | \$42,477,237 |
| Tummy tuck (Abdominoplasty) | \$5,493 | \$643,548,894 |
| Upper arm lift (Brachioplasty) | \$3,936 | \$63,782,880 |

| COSMETIC MINIMALLY-INVASIVE PROCEDURES | NATIONAL AVERAGE SURGEON/PHYSICIAN FEE | TOTAL EXPENDITURE |
|---|--|-------------------------|
| Botulinum Type A toxin injections (e.g., Botox®, Dysport®) | \$371 | \$2,475,908,568 |
| Cellulite treatment (e.g., Velosmooth®, Endermology) | \$291 | \$8,509,713 |
| Chemical peel | \$632 | \$790,037,288 |
| Intense Pulsed Light (IPL) | \$438 | \$272,315,112 |
| Laser hair removal | \$289 | \$321,381,294 |
| Laser skin resurfacing | | |
| Ablative | \$2,146 | \$327,217,788 |
| Non-ablative (e.g., Fraxel®, etc.) | \$1,062 | \$415,510,686 |
| Laser treatment of leg veins | \$344 | \$71,479,760 |
| Microdermabrasion | \$143 | \$126,112,415 |
| Sclerotherapy | \$347 | \$112,292,323 |
| Soft Tissue Fillers | | |
| Calcium hydroxylapatite (e.g., Radiesse®) | \$623 | \$160,704,719 |
| Collagen | | |
| Porcine/bovine-based (e.g., Evolence®, Zyderm®, Zyplast®) | * | * |
| Human-based (e.g., Cosmoderm®, Cosmoplast®, Cymetra®) | * | * |
| Fat | \$1,791 | \$121,087,719 |
| Hyaluronic acid (e.g., Juvederm Ultra®, Juvederm Ultra Plus®, Perlane®, Restylane®) | \$590 | \$1,063,325,730 |
| Poly lactic acid (e.g., Sculptra®) | \$778 | \$104,618,438 |
| Polymethyl-methacrylate microspheres (e.g., Artefill®) | \$867 | \$15,037,248 |
| Total 2014 Expenditures | | \$12,927,615,364 |



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2014 Cosmetic Demographics

| Patient behavior | | % 2014 | | % 2013 | % CHANGE 2014 vs. 2013 |
|---|--|--------|--|--------|---------------------------|
| Cosmetic Patients who are repeat patients | | 50% | | 51% | |
| Patients having multiple cosmetic procedures at the same time | | 44% | | 44% | |

| Cosmetic procedures performed in | 2014 | % 2014 | 2013 | % 2013 | % CHANGE 2014 vs. 2013 |
|--|------------|--------|------------|--------|---------------------------|
| Office | 11,162,751 | 71% | 10,805,035 | 71% | 3% |
| Hospital | 1,447,337 | 9% | 1,451,310 | 10% | 0% |
| Free-standing Ambulatory Surgical Facility | 3,012,778 | 19% | 2,860,007 | 19% | 5% |

| Ethnicity breakdown of cosmetic procedures | 2014 | % 2014 | 2013 | % 2013 | % CHANGE 2014 vs. 2013 |
|--|------------|--------|------------|--------|---------------------------|
| Caucasian | 10,819,104 | 69% | 10,507,013 | 70% | 3% |
| Hispanic | 1,633,598 | 10% | 1,694,178 | 11% | -4% |
| African-American | 1,324,779 | 8% | 1,225,214 | 8% | 8% |
| Asian-American | 1,078,497 | 7% | 988,102 | 7% | 9% |
| Other | 766,888 | 5% | 701,846 | 5% | 9% |

| Popular cosmetic surgical procedures by group | Caucasian | African-American | Asian/Pacific Islander | Hispanic | Other |
|---|-----------|------------------|------------------------|----------|-------|
| Breast Augmentation | 75% | 6% | 6% | 10% | 3% |
| Rhinoplasty | 72% | 6% | 4% | 10% | 7% |
| Blepharoplasty | 80% | 3% | 7% | 7% | 3% |
| Liposuction | 75% | 9% | 4% | 10% | 2% |
| Abdominoplasty | 70% | 11% | 5% | 11% | 3% |

| Popular cosmetic minimally-invasive procedures by group | Caucasian | African-American | Asian/Pacific Islander | Hispanic | Other |
|---|-----------|------------------|------------------------|----------|-------|
| Botulinum toxin type A (Botox®, Dysport®) | 76% | 5% | 5% | 9% | 4% |
| Soft tissue fillers | 76% | 7% | 5% | 8% | 5% |
| Chemical peel | 81% | 3% | 5% | 8% | 3% |
| Laser hair removal | 74% | 6% | 5% | 7% | 8% |
| Microdermabrasion | 74% | 5% | 5% | 9% | 7% |



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*93% of total breast implants were silicone;
7% were saline.

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2014 Reconstructive Demographics

| Reconstructive procedures performed in | 2014 | % 2014 | 2013 | % 2013 | % CHANGE 2014 vs. 2013 |
|--|-----------|--------|-----------|--------|---------------------------|
| Office | 2,572,460 | 45% | 2,660,000 | 46% | -3% |
| Hospital | 2,382,702 | 41% | 2,184,765 | 38% | 9% |
| Free-standing Ambulatory Surgical Facility | 814,663 | 14% | 889,355 | 16% | -8% |

| Reconstructive procedures by group | Caucasian | African- American | Asian/Pacific Islander | Hispanic | Other |
|------------------------------------|-----------|----------------------|---------------------------|----------|-------|
| Breast reconstruction | 73% | 14% | 3% | 9% | 0% |
| Burn care | 68% | 16% | 4% | 8% | 4% |
| Cleft Lip & Palate Repair | 48% | 4% | 13% | 25% | 11% |
| Tumor removal | 74% | 9% | 4% | 8% | 4% |
| Treatment of dog bites | 71% | 11% | 3% | 12% | 3% |

2014 Reconstructive Breast Procedures

(with age distribution)

| RECONSTRUCTIVE BREAST PROCEDURES | TOTAL PROCEDURES | 13-19 | 20-29 | 30-39 | 40-54 | 55 AND OVER |
|--|---------------------|-------|-------|--------|--------|-------------|
| Breast reconstruction* | 102,215 | 552 | 2,685 | 12,287 | 52,818 | 33,873 |
| Implant alone | 8,455 | - | - | - | - | - |
| Tissue expander and implant | 74,694 | - | - | - | - | - |
| TRAM flap | 4,939 | - | - | - | - | - |
| DIEP flap | 7,866 | - | - | - | - | - |
| Latissimus dorsi flap | 5,572 | - | - | - | - | - |
| Other flap | 689 | - | - | - | - | - |
| Breast reduction (reconstructive patients only) | 62,611 | - | - | - | - | - |
| Breast implant removals (Reconstructive patients only) | 17,496 | 143 | 1,142 | 3,264 | 7,905 | 5,042 |



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2014 Body Contouring After Massive Weight Loss

| BODY CONTOURING AFTER MASSIVE WEIGHT LOSS PROCEDURES | 2014 | 2013 | % CHANGE 2014 vs. 2013 |
|---|---------------|---------------|---------------------------|
| Breast lift (Mastopexy) after massive weight loss | 12,048 | 10,914 | 10% |
| Lower body lift after massive weight loss | 4,629 | 4,391 | 5% |
| Thigh lift after massive weight loss | 4,885 | 4,492 | 9% |
| Tummy tuck (Abdominoplasty) after massive weight loss | 17,261 | 16,602 | 4% |
| Upper arm lift after massive weight loss | 6,112 | 5,599 | 9% |
| TOTAL BODY CONTOURING AFTER MASSIVE WEIGHT LOSS PROCEDURES | 44,935 | 41,998 | 7% |