



MEDICAL INSIGHT®

Asian-Pacific Aesthetic Market Study

December 2017

i. Methodology

This report represents the fifth edition of Medical Insight, Inc.'s Asian Aesthetic Market report. It examines the leading aesthetic procedures in the Asia-Pacific region overall, as well as the top six countries. Sales estimates take into account recent technology, product, company, regulatory and other developments, as well as an in-depth analysis of the competitive positions of key players.

This report was compiled from a wide variety of public and proprietary sources. Information was cross-checked against other data, using Medical Insight's proprietary forecasting models, and synthesized into both qualitative and quantitative analyses and projections.

Public sources that were utilized include:

- articles in trade publications, medical journals and regulatory documents;
- articles in consumer magazines and newspapers;
- company news releases, website information, patent documents, regulatory data, marketing materials and financial filings;
- information from trade associations

Proprietary sources that were utilized include:

- Medical Insight's extensive databases of industry and product information;
- Medical Insight's physician survey data;
- industry analyst reports;
- exclusive, detailed interviews with company executives, researchers, sales representatives, physicians, patients, consultants and other industry experts

ii. Disclaimer

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This study is not intended as a substitute for proper due diligence. Although an attempt has been made to provide thorough coverage of the subject matter of this report, no guarantees regarding completeness or thoroughness are made. Medical Insight is not responsible for any errors, omissions, or results obtained from use of information provided herein.

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Michael Moretti has served as a medical industry analyst and strategic advisor for more than 25 years. As an industry consultant, Mr. Moretti specializes in strategic business development projects and high-growth, emerging market segments. He provides custom reports and confidential market studies for a variety of clients, including global medical and pharmaceutical companies.

In 1993, Mr. Moretti founded Medical Insight, Inc., the leader in focused aesthetic market research offering comprehensive data on procedure volume and growth, revenue forecasts and new product introductions. Under Mr. Moretti's leadership, Medical Insight publishes global market studies and forecasts for major industry sectors such as facial injectables, cosmeceuticals, body shaping procedures, skin rejuvenation technologies and home-use aesthetic products. Medical Insight also sponsors executive business forums to address scientific developments and market trends for the investment community.

Mr. Moretti is the founder of *Aesthetic TV*[®], the first and only one-stop online resource for current, reliable information about cosmetic and anti-aging treatments. *Aesthetic TV* offers expert advice for consumers via interviews with the top physicians in the field, and unprecedented access to the latest beauty-enhancing procedures and products created specifically to help people look and feel their absolute best.

Mr. Moretti is also founder and publisher of *THE Aesthetic Guide*[®] – a digital and print publication from Medical Insight featuring in-depth reports on new products, procedures and trends, reaching over 70,000 physicians, industry executives and investment analyst subscribers globally. Special editions of *THE Aesthetic Guide* address the European market and the Asian markets.

In 2007, Mr. Moretti debuted *THE Aesthetic Show*[™], the first multidisciplinary annual business to business trade show that brings thousands of the highest profile physicians and medical professionals together in Las Vegas to learn about the newest aesthetic procedures, products and technologies in a dynamic, interactive, educational format. For more information please visit: www.miinews.com.

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M.I.I		Table of Contents	
Disclaimer			3
Biography			4
Table of Contents			5
Table of Exhibits			9
1.0	Executive Summary		11
2.0	Background		12
3.0	Market Analysis		13
3.1	By Procedure Type		13
3.1.1	Energy-Based Aesthetic Treatments		13
3.1.1.1	Energy-Based Hair Removal		14
3.1.1.2	Energy-Based Skin Rejuvenation		17
3.1.1.3	Energy-Based Vascular Lesion Treatment		22
3.1.1.4	Energy-Based Tatoo Removal		24
3.1.2	Body Shaping and Skin Tightening		26
3.1.3	Energy-Based Feminine Rejuvenation		30
3.1.4	Cosmetic Neurotoxins		33
3.1.5	Dermal Fillers		34
3.1.6	Liposuction		36
3.1.7	Breast Implants		38
3.1.8	Physician-Dispensed Topicals		39
3.2	By Country		43
3.2.1	Australia		46
3.2.2	China		47
3.2.3	India		49
3.2.4	Japan		51
3.2.5	South Korea		52
3.2.6	Taiwan		54
3.2.7	Other Countries		54
4.0	Market Forecasts		56
4.1	Product and Equipment Sales		56

4.1.1	By Procedure	56
4.1.1.1	Energy-Based Aesthetic Treatments	57
4.1.1.2	Body Shaping and Skin Tightening	59
4.1.1.3	Cosmetic Neurotoxins	62
4.1.1.4	Dermal Fillers	64
4.1.2	By Country	66
4.1.3	By Company	67
4.2	Procedure Volume	69
4.2.1	By Procedure Type	70
4.2.1.1	Energy-Based Aesthetic Devices	70
4.2.1.2	Body Shaping and Skin Tightening	71
4.2.1.3	Cosmetic Neurotoxins	73
4.2.1.4	Dermal Fillers	75
4.2.2	By Country	78
5.0	Manufacturer Profiles	79
5.1	Adoderm	80
5.2	Allergan	81
5.3	Alma Lasers	86
5.4	AMA / Meditime	90
5.5	AMT Engineering	91
5.6	BLOOMAGE	92
5.7	BTL	92
5.8	Classys	95
5.9	Contura / Specialty European Pharma	96
5.10	CosmoScience	97
5.11	Croma-Pharma	97
5.12	cocoon medical	98
5.13	Cutera	98
5.14	Cynosure	100
5.15	Daewoong Pharmaceutical	105
5.16	Daeyang Medical	106
5.17	Dinona	106
5.18	El.En.	106

295.19	Ellipse	110
5.20	EndyMed	110
5.21	Erchonia	112
5.22	Eufoton Medical Lasers	114
5.23	Eunsung Global Corp.	114
5.24	Laboratories Filorga	117
5.25	Fotona	117
5.26	Galderma	119
5.27	General Project	121
5.28	Hangzhou Gallop Biological Products	122
5.29	Hangzhou Singclean Medical Products	122
5.30	Hironic	123
5.31	HuGel	124
5.32	Hyalual Institute	125
5.33	The HydraFacial Company	125
5.34	IBSA Farmaceutici Italia	125
5.35	Ilooda	126
5.36	InMode	127
5.37	Jeisys	129
5.38	Lanzhou Institute	130
5.39	LASERING	131
5.40	LG Life Sciences	132
5.41	Lumenis	132
5.42	Lutronic	134
5.43	Laboratories MATEXLAB	137
5.44	MedixSysteme	138
5.45	MedyTox	139
5.46	Merz Aesthetics	140
5.47	mesoestetic	144
5.48	Miramar Labs	144
5.49	Newpong	145
5.50	Novaestetyc	146
5.51	NovoNexus	147

5.52	O'Meiye Group	148
5.53	PerfAction	148
5.54	Pollogen / Lumenis	149
5.55	ProCyttech / The Cell Bio-Tech (China) Co.	151
5.56	Prollenium Medical Technologies	152
5.57	Radiancy / PhotoMedex	152
5.58	Regenyal	153
5.59	SBS-Med	153
5.60	Sciton	154
5.61	SharpLight	157
5.62	Silimed	158
5.63	Sinclair Pharma	160
5.64	Solta Medical / Valeant	162
5.65	STORZ	168
5.66	Suneva	169
5.67	Suisselle	169
5.68	Syneron	170
5.69	Teoxane	174
5.70	Thermi, LLC	176
5.71	Venus Concept	177
5.72	Laboratories Vivacy	179
5.73	Viveve Medical	180
5.74	WONIK	180
5.75	WON Tech	180
5.76	ZELTIQ Aesthetics (Allergan)	181
5.74	Zimmer MedizinSysteme	182

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Table Of Exhibits

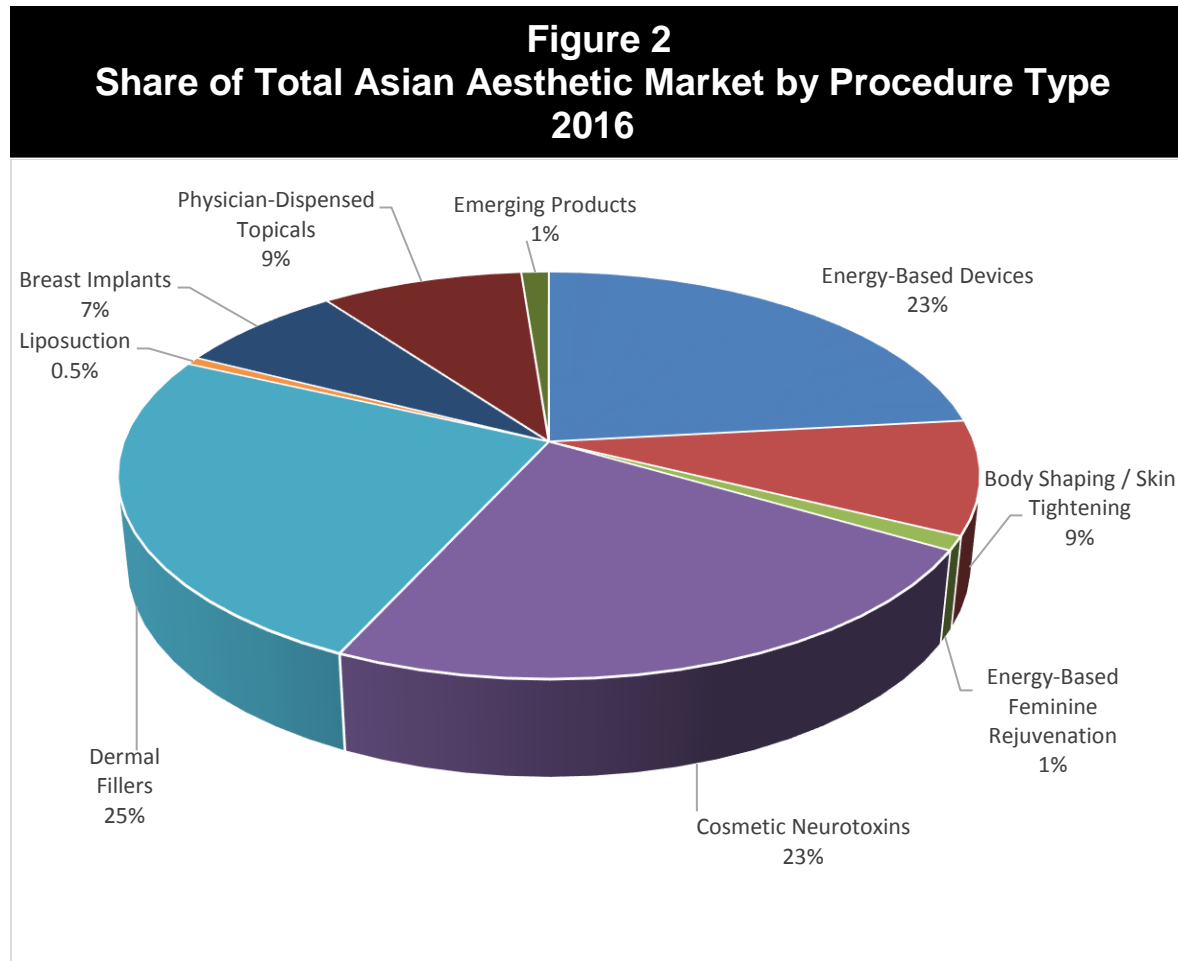
Table 1: Leading Hair Removal Devices	15
Table 2: Leading Skin Rejuvenation Devices	18
Table 3: Leading Vascular Lesion Devices	23
Table 4: Leading Tattoo and Pigmented Lesion Devices	25
Table 5: Leading Skin Tightening, Body Shaping and/or Cellulite Reduction Devices	27
Figure 1: Female Sexual Organs	31
Table 6: Leading Energy-Based Feminine Rejuvenation Devices	32
Table 7: Leading Cosmetic Neurotoxins	33
Table 8: Leading Dermal Fillers	34
Table 9: Leading Suppliers of Liposuction Equipment	37
Table 10: Leading Breast Implant Products	39
Table 11: Comparison of Benefits: Topicals vs. In-Office Treatments	40
Table 12: Top Cosmeceutical Ingredients	42
Table 13: Key Demographics and GDP Growth of Leading Asian Aesthetic Markets	43
Table 14: Total Asian Sales of Aesthetic Products in \$MM	56
Figure 2: Share of Total Asian Aesthetic Market by Procedure Type	57
Table 15: Asian Projected Dollar Sales for Top Manufacturers of Energy-Based Aesthetic Device Platforms in \$MM	58
Figure 3: Market Share for Leading Manufacturers of Energy-Based Device Platforms and Disposables	59
Table 16: Asian Projected Dollar Sales for Leading Manufacturers of Body Shaping / Skin Tightening Devices in \$MM	61
Figure 4: Market Share for Leading Manufacturers of Body Shaping / Skin Tightening Device Platforms and Disposables	62
Table 17: Asian Projected Dollar Sales of Leading Manufacturers of Cosmetic Neurotoxins in \$MM	63

Figure 5: Market Share for Leading Manufacturers of Cosmetic Neurotoxins	64
Table 18: Asian Projected Dollar Sales of Leading Manufacturers of Dermal Fillers in \$MM	65
Figure 6: Market Share for Leading Manufacturers of Dermal Fillers	65
Table 19: Total Asian Sales of Aesthetic Products and Equipment in \$MM, by Country	66
Figure 7: Market Share for Aesthetic Products and Equipment Sales by Country	67
Table 20: Total Asian Sales of Aesthetic Products and Equipment in \$MM, by Company	68
Table 21: Total Asian Aesthetic Procedure Volume	69
Table 22: Total Asian Procedure Volume and Tx Fees for Energy-Based Aesthetic Devices	70
Table 23: Energy-Based Device Treatment Volume per Year by Major Asian Country	71
Table 24: Total Asian Procedure Volume and Tx Fees for Body Shaping / Skin Tightening	72
Table 25: Body Shaping / Skin Tightening Tx Volume per Year by Major Asian Country	73
Table 26: Total Asian Procedure Volume and Tx Fees for Cosmetic Neurotoxins	74
Table 27: Cosmetic Neurotoxin Treatment Volume per Year by Major Asian Country	75
Table 28: Total Asian Procedure Volume and Tx Fees for Dermal Fillers	76
Table 29: Dermal Filler Treatment Volume per Year by Major Asian Country	77
Table 30: Aesthetic Procedure Treatment Volume per Year by Major Asian Country	78
Figure 8: BOTOX Injection Points	82
Figure 9: BOTOX Injection Points for Lateral Canthal Lines	83

Section	
1	Executive Summary

With strong economies and continued growth, the Asian aesthetic markets represent a major opportunity for global manufacturers.

Total Asian sales of all aesthetic products and equipment reached \$1.7 billion in 2016 and are expected to increase by 13.7% per year through 2021. In 2016, Asian sales of energy-based devices totaled \$390 million and are expected to rise by 8.1% per year through 2021. At \$151 million in 2016, sales of body shaping/skin tightening devices are considerably lower, but the expected CAGR is estimated to be much higher at 19.2% as physicians increasingly embrace these technologies and the Asia-Pacific (APAC) region sees more product launches. In 2016, Asian sales of cosmetic neurotoxins reached \$393 million and through 2021, annual growth will be strong at 13.8% per year as manufacturers continue to expand their distribution. Sales of dermal fillers reached \$420 million in 2016 and are anticipated to rise by 13.8% per year through 2021.



Source: Medical Insight, Inc.