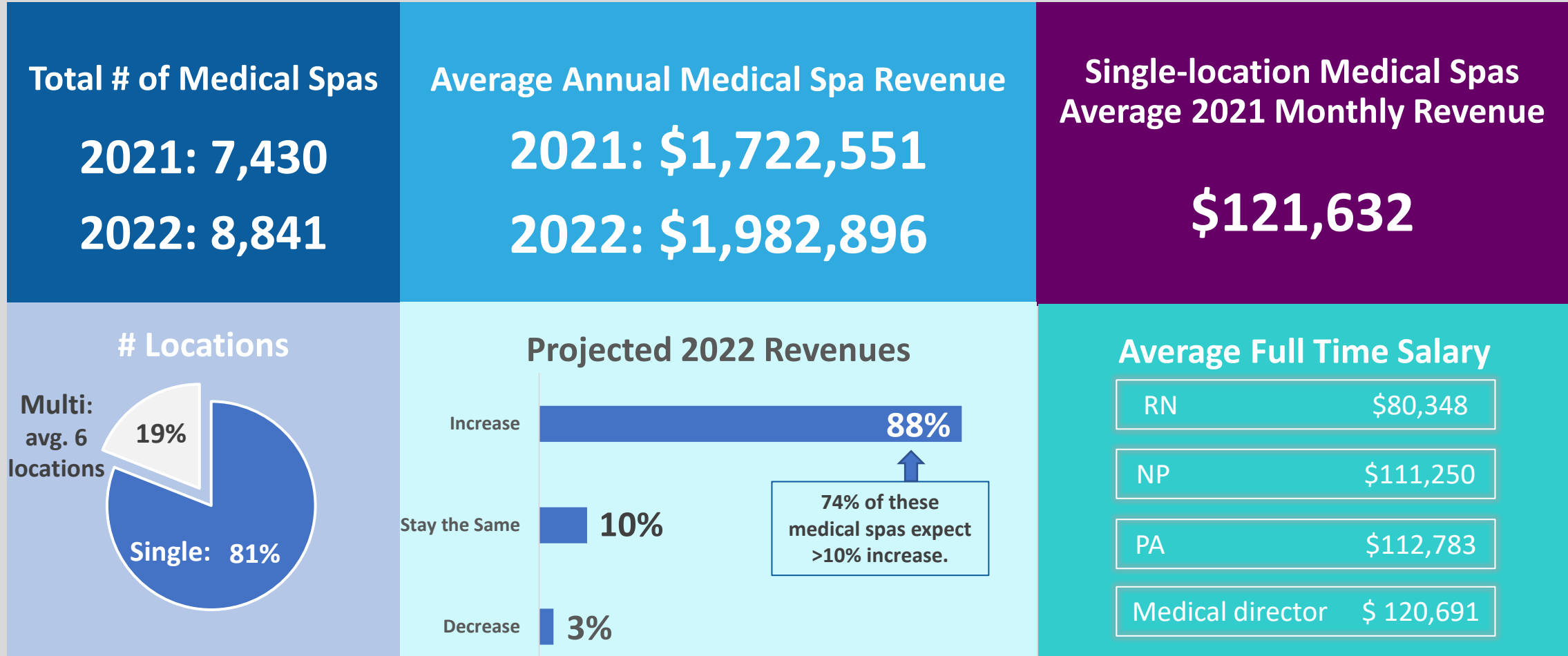


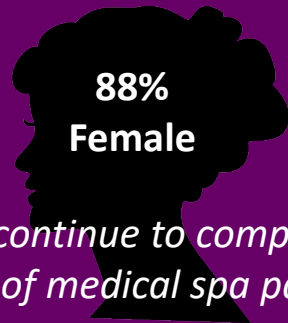
AmSpa 2022 Medical Spa State of the Industry Report: Executive Summary



The medical spa industry is a \$15 billion industry that employs 70,000 people.



Patient Gender

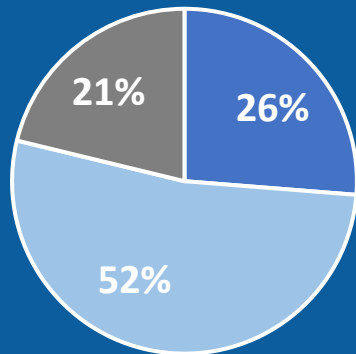


**88%
Female**

Females continue to comprise the majority of medical spa patients.

Female Patient Age

- 18-34
- 35-54
- 55+



Non-surgical Aesthetic Patient Visits*

283 average per month

*Excludes other services (i.e. massage, nails, hair, yoga, etc.)



Average Spend per Patient per Visit:

\$536

Repeat Patients



OPEN

In 2021

17%

Of Medical Spas Were Newly Opened



Non-MD Ownership

63%

of medical spas are owned by non-MDs/surgeons

Ownership Structure

66%

are owned by a single owner



69%

of medical directors are non-core specialties

Medical Specialty

80%

Non-core Ownership

Considering only MD/surgeon/NP/PA/RN owned (excludes entrepreneur ownership)

Top 3 Trends to Watch out For*

More Capital from Private Equity

Growth in Biostimulatory Treatments

A Continual Rise in Demand for Injectables and Injectors

Base: Industry Expert Interviews: n=10

Average # of Employees



Single-location facility:

8

Multi-location (primary facility):

16

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New, Easier-to-use Legal Summaries

State and Professional Chat Groups

Savings on AmSpa Forms, Consents, and SOPs

Know Your Med Spa Laws

- State-by-state legal summaries give you the tools to stay on the right side of the law.
- Treatment delegation tables tell you who can do which procedures in your state.

Perfect the Business of Your Aesthetic Practice

- Watch the Virtual Boot Camp online and on-demand.

Connect With Your Community

- Join our exclusive members-only Facebook Group.
- Network with other industry professionals on AmSpa Connect .
- Save on tickets to all AmSpa live events.

Refine Your Non-surgical Skills

- Watch an AmSpa Masters course to determine your next aesthetic treatment.
- Use our extensive webinar library to stay up-to-date on clinical, business, and legal trends.



Put Community Over Competition by Becoming an AmSpa Member Today!

**Want to see the big picture of the medical aesthetics industry?
Get the full 2022 Medical Spa State of the Industry Report for free
with an AmSpa Plus Membership!**

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