



International Society of Hair Restoration Surgery: 2022 Practice Census Results

Prepared for:
International Society of Hair Restoration Surgery
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Chicago, IL, USA

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INTRODUCTION

About ISHRS

The International Society of Hair Restoration Surgery (ISHRS) is a global non-profit medical association and a leading authority on hair loss treatment and restoration with more than 1,000 members throughout 70 countries worldwide. Above all, the ISHRS is dedicated to achieving excellence in patient outcomes by promoting the highest standards of medical practice, medical ethics, and research in the medical hair restoration industry. The ISHRS also provides continuing medical education to physicians specializing in hair transplant surgery and is committed to delivering the latest information on medical and surgical treatments to consumers suffering from hair loss, and most commonly from androgenetic alopecia – male pattern baldness and female pattern hair loss. It was founded in 1993 as the first international society to promote continuing quality improvement and education for professionals in the field of hair restoration surgery.

ISHRS Mission Statement

A global society of physicians committed to improving patient outcomes by promoting member education, collegiality, research, ethics, and public awareness.

2022 Practice Census Objective

The objective of the *2022 ISHRS Practice Census* was to gather reliable statistics with regard to the volume of hair restoration procedures performed, patient demographics, surgical techniques, treatments used, and other practice dynamics.

Study Procedures

The content of the research was developed by the ISHRS Communications & Public Education Committee and staff.

The ISHRS commissioned Relevant Research, Inc. to administer the survey instrument, conduct data collection, analyze the findings, and prepare the summary report. Relevant Research, Inc. is a market research firm specializing in surveys and analysis for professional societies and trade associations. All data collected from ISHRS members were kept completely confidential by Relevant Research, Inc.



INTRODUCTION

Sampling and Data Collection

In early January 2022, all 858 physician members of the ISHRS were invited to participate in the *2022 ISHRS Practice Census* by e-mail. Of the 858 ISHRS e-mail invitations uploaded, 822 were valid e-mail invitations. Four reminders were sent over the course of the data collection period, ending on Friday, February 18, 2022. The *2022 ISHRS Practice Census* was conducted online only.

Of the 822 physician members with valid e-mails, 197 responses were received by the February 18, 2022, cutoff, representing a 24 percent response rate. The margin of error for the sample is within +/- 6.1 percent at the 95 percent confidence level. However, the margin of error should be treated as an estimate since pure random selection is not possible in a voluntary study with an incentive for participation.

Data Preparation and Weighting

Prior to weighting, the data were checked for inconsistencies and errors and then cleaned. A few statistical outliers were removed from the data to prevent them from skewing results. In addition, for questions where responses to individual items should total to 100 percent, minor adjustments were made if the total was greater or less than 100. For example, if a respondent indicated that 85 percent of hair restoration surgical procedures were performed on men and 20 percent were performed on women, the total would equal 105 percent and would thus skew results. In order to correct this error, 2.5 percent would be subtracted from both male and female estimates so that the total estimated percent of males (82.5%) and females (17.5%) would now equal 100 percent.

The proportion of respondents in the *2022 Practice Census* from each geographic area was similar to the proportion of all ISHRS members from that area. However, since population estimates were needed, results were weighted to estimate the total population of ISHRS members by geographic area.

For a list of definitions to common statistical terms used throughout this report, see Appendix A.

Statistical Extrapolations

The sample data collected in this study were used to extrapolate the volume of hair restoration procedures performed by all ISHRS members, as well as the volume of procedures worldwide. The extrapolation of the data to all ISHRS members was calculated by taking the average number of procedures performed by participants in the survey (which is representative of all members within +/- 6.1 percent), then multiplying the average by the total number of members.

Worldwide extrapolations were made by first estimating the portion of all hair restoration procedures that are performed by the ISHRS membership in various geographic regions, then taking the membership total for each region and expanding the numbers accordingly.

Relevant Research, Inc. and Confidentiality

Relevant Research, Inc. is an independent third party that was hired by ISHRS to conduct the *2022 ISHRS Practice Census*. Relevant Research, Inc. followed strict procedures to protect the confidentiality of respondent data. All surveys were submitted directly to Relevant Research, Inc. in Chicago, Illinois, USA, and only aggregated results have been presented in this report.

Under no circumstance will any individual ISHRS member, including the Board of Governors, committee members, or headquarters staff, be allowed to access individual respondent data.



INTRODUCTION

Important Note

The report was prepared to serve as a useful reference for ISHRS members, non-members, and the media. However, keep in mind the following:

- The results provide estimated information only. The results from the sample of ISHRS members who responded may be different from results if the entire population of ISHRS members had participated.
- The results provide historical information only and are not intended to represent industry standards.
- Statistics have not been presented in cases where fewer than five participants reported. Any statistics that are based on a small number of respondents ($n < 30$) may not be strongly representative.

Neither ISHRS nor Relevant Research independently verified the data provided by each respondent.



RESULTS AT A GLANCE

	2021 Data	% Change 2019 to 2021	% Change 2010 to 2021	2019 Data	% Change 2016 to 2019	2016 Data	% Change 2014 to 2016	2014 Data	% Change 2012 to 2014	2012 Data	% Change 2010 to 2012	2010 Data
Extrapolated worldwide volume of surgical hair restoration procedures performed in past year:												
United States/Canada	149,254	-18%	36%	182,025	29%	140,991	20%	117,897	19%	99,062	-10%	109,850
Mexico/Central & South America	59,877	-2%	231%	61,348	-7%	65,930	132%	28,456	82%	15,611	-14%	18,072
Europe	112,742	5%	240%	106,949	35%	79,513	70%	46,849	-14%	54,343	64%	33,194
Asia/Australia	256,835	31%	170%	196,630	-1%	199,355	36%	146,963	38%	106,522	12%	95,130
Middle East/Africa	124,475	-34%	438%	188,360	26%	149,400	163%	56,883	62%	35,086	52%	23,136
TOTAL	703,183	-4%	152%	735,312	16%	635,189	60%	397,048	28%	310,624	11%	279,381
Extrapolated worldwide number of hair restoration patients in past year:												
Surgical patients	628,604	-8%	150%	681,964	14%	597,181	67%	358,109	25%	285,425	14%	251,208
Nonsurgical patients	1,592,588	14%	137%	1,401,589	13%	1,241,764	78%	697,372	2%	686,035	2%	672,391
TOTAL	2,221,191	7%	140%	2,083,552	13%	1,838,946	74%	1,055,480	9%	971,460	5%	923,599
Average number of patients per member in past year:												
Surgical patients	165	4%	1%	159	-10%	177	8%	164	-3%	169	4%	163
Nonsurgical patients	396	15%	-4%	343	-11%	385	25%	307	-20%	385	-7%	414
TOTAL	567	10%	-2%	516	8%	476	0%	475	-15%	560	-3%	577
Average number of hair restoration surgeries performed per member in past year:												
	179	6%	-4%	169	-10%	188	3%	183	0%	184	-2%	187
Average number of hair restoration surgeries performed per member per month:												
	14	8%	-13%	13	-19%	16	7%	15	-2%	15	-2%	16
Percent of hair restoration surgical patients:												
Male	87.3	4%	2%	84.2	-2%	85.7	1%	84.7	-2%	86.3	0%	85.9
Female	12.7	-20%	-10%	15.8	10%	14.3	-7%	15.3	12%	13.7	-3%	14.1
Percent of hair restoration non-surgical patients:												
Male	62.5	4%	-4%	60	-3%	61.8	3%	59.9	-10%	66.8	2%	65.2
Female	37.5	-6%	8%	40	5%	38.2	-5%	40.1	21%	33.2	-5%	34.8
Average number of surgical procedures per patient to achieve desired result:												
	1.4*	-59%	-33%	3.4	-32%	5	0%	5	67%	3	43%	2.1
Average number of grafts per session to achieve desired result:												
First procedure	2,176	4%	18%	2,083	3%	2,029	4%	1,956^	-3%	2,016	9%	1,842
Subsequent procedure	1,641	1%	--	1,621	9%	1,492	--	--	--	--	--	--

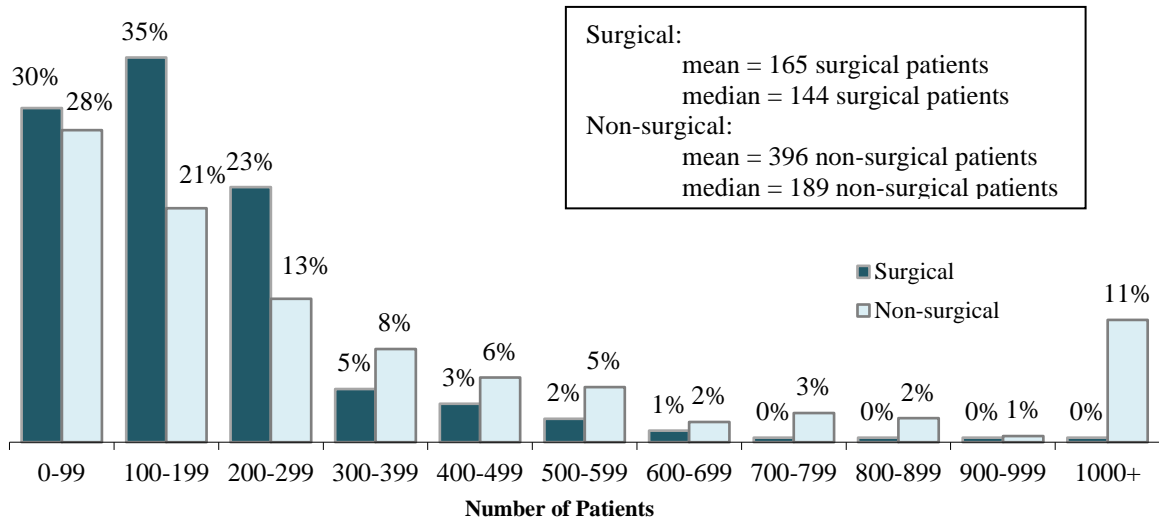
*Extreme outliers removed, which may impact trends; ^In 2014 first and subsequent procedures were not asked about separately



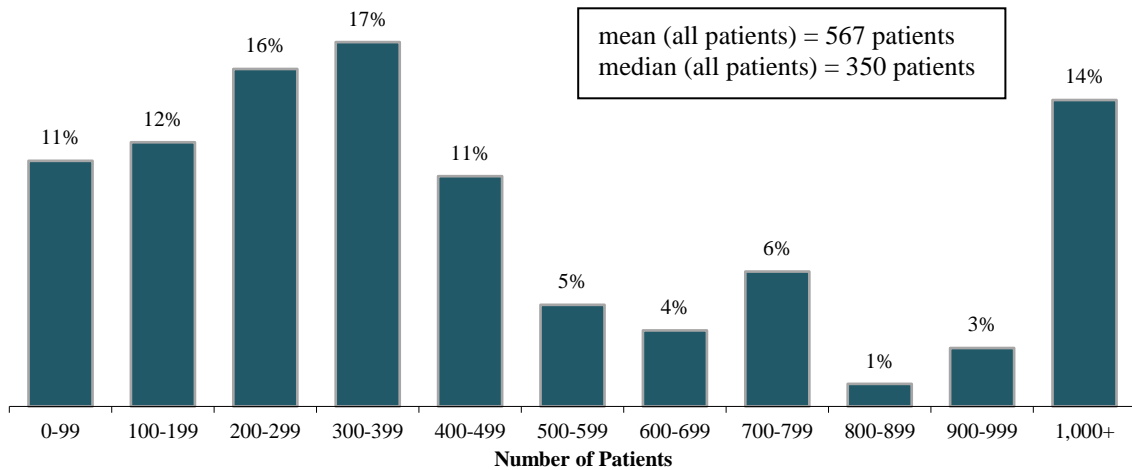
HAIR RESTORATION PATIENTS AND PROCEDURES

The number of surgical and nonsurgical hair restoration patients treated by ISHRS physicians in 2021 is presented in the figures below. In 2021, an ISHRS member treated on average 165 surgical patients and 396 non-surgical patients. In total for 2021, an ISHRS physician treated on average 567 surgical and non-surgical patients.

Number of Surgical and Non-Surgical Hair Restoration Patients Treated by ISHRS Members in 2021 (n=194)



Total Number of Hair Restoration Patients (Surgical and Non-surgical, combined) Treated by ISHRS Members in 2021 (n=194)



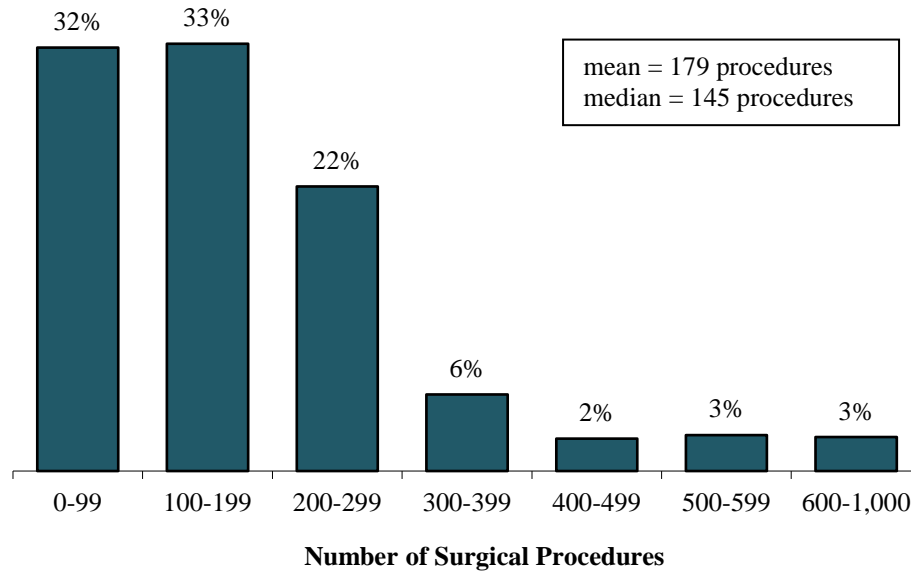


HAIR RESTORATION PATIENTS AND PROCEDURES

The following figures present data on the number of surgical procedures performed by ISHRS members in 2021. The previous page presented data on the number of surgical patients treated by ISHRS members. Please note that a patient treated may have more than one procedure.

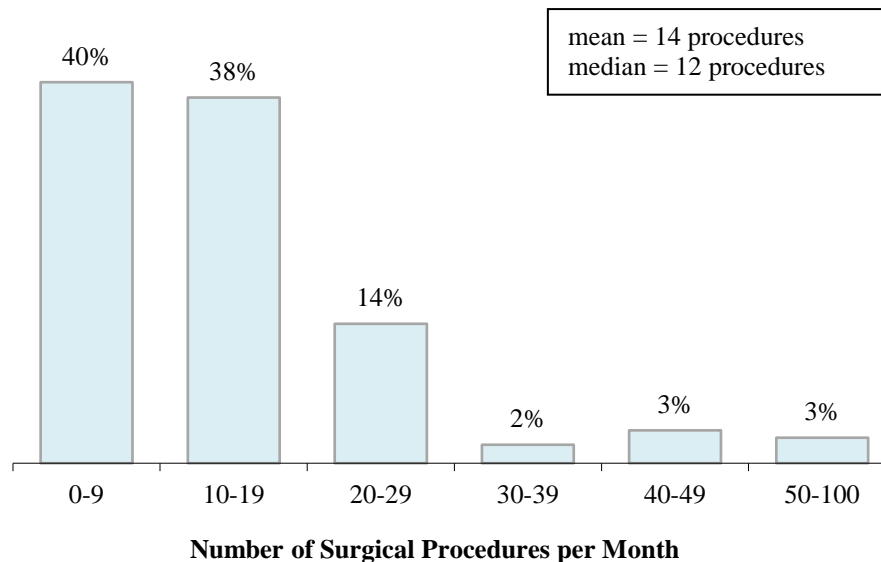
In 2021, two-thirds (65%) of ISHRS members performed between zero and 199 hair restoration surgical procedures; the average number of hair restoration surgical procedures performed by an ISHRS member in 2021 was 179.

Total Number of Hair Restoration Surgical Procedures Performed in 2021 (n=197)



In 2021, over three-quarters (78%) of ISHRS members performed between zero and 19 hair restoration surgical procedures per month. Members performed an average of 14 hair restoration surgical procedures per month in 2021.

Total Number of Hair Restoration Surgical Procedures Performed per Month in 2021 (n=197)

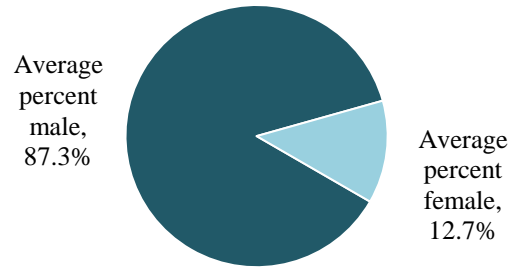




HAIR RESTORATION PATIENTS AND PROCEDURES

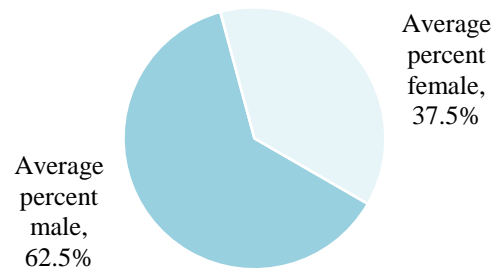
Average Percent Male and Female Hair Restoration Surgical Procedures (n=185)

In 2021, members treated more men than women with respect to surgical procedures. On average, 87.3 percent of procedures were performed on men, while 12.7 percent were performed on women.



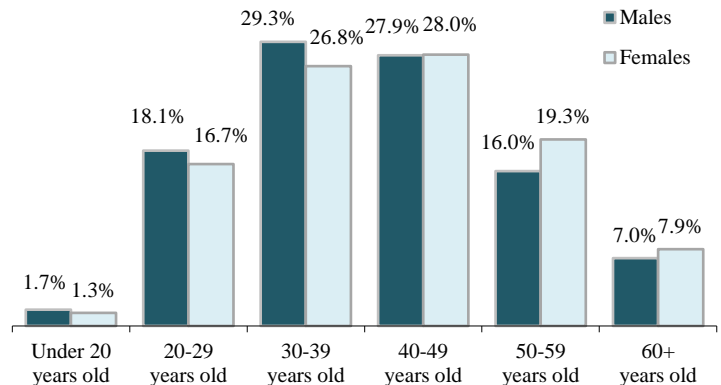
Average Percent Male and Female Hair Restoration Non-Surgical Procedures (n=185)

Members treated a higher percentage of men with non-surgical hair restoration procedures (62.5%) compared to women (37.5%).



Hair Restoration Surgical Patients by Sex and Age (n=169)

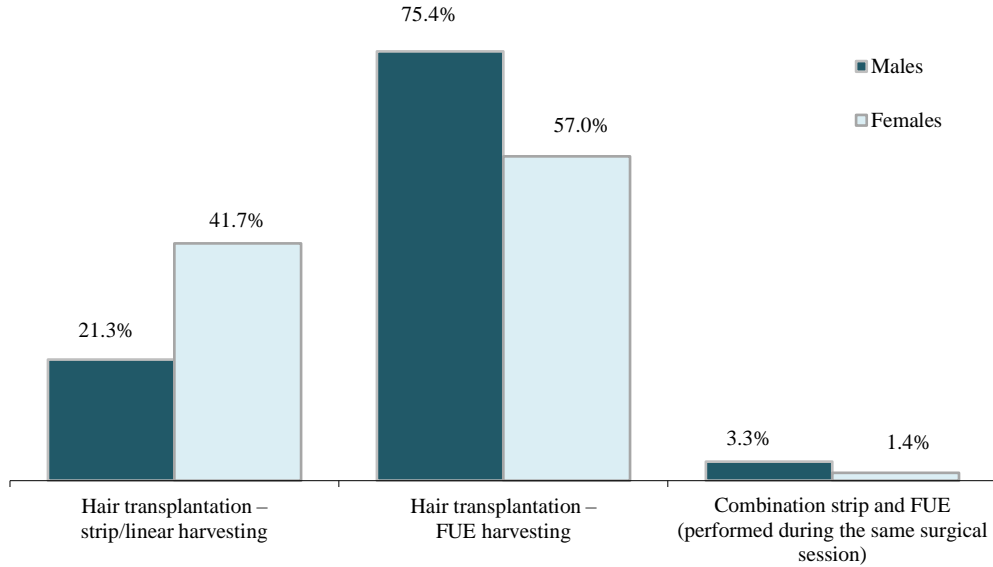
Members provided percentages of male and female surgical patients treated by age category. Over half of both male and female patients fell between the ages of 30 to 49 years old, 57.2% and 54.8% respectively. On average, males tended to be slightly younger than females.



HAIR RESTORATION PATIENTS AND PROCEDURES

When asked what percent of total male and female hair restoration surgical procedures were performed using three different methods, the most common method among males was ‘Hair Transplantation with FUE harvesting’ (75.4%), followed by ‘Hair Transplantation with strip/linear harvesting’ (21.3%) and ‘Combination strip and FUE performed during the same surgical session’ (3.3%). The most common type of procedure performed among female patients was ‘Hair Transplantation with FUE harvesting’ (57.0%) followed by ‘Hair Transplantation with strip/linear harvesting’ (41.7%).

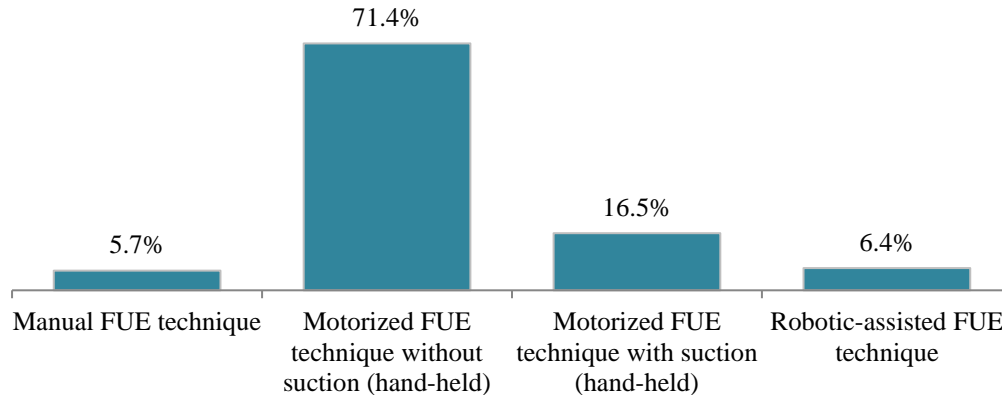
Hair Restoration Surgical Procedures by Type of Procedure (n=168)
(In 2021, what percent of your total male and female hair restoration surgical procedures were performed using the following methods?)



HAIR RESTORATION PATIENTS AND PROCEDURES

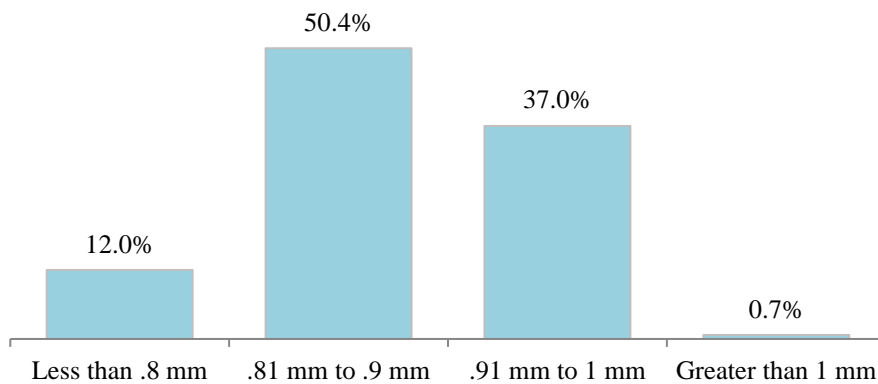
When asked which methods they used for FUE cases, seven-in-ten members used ‘motorized FUE technique without suction (hand-held)’ (71.4%), followed by ‘motorized FUE technique with suction (hand-held)’ (16.5%), ‘manual FUE technique’ (5.7%), and ‘robotic assisted FUE technique’ (6.4%).

In 2021, what percent of your total male and female hair restoration surgical procedures were performed using the following methods: (N=164)



When asked what size punch ISHRS members use when performing FUE, most respondents indicated they use a .81 mm to .9 mm (50.4%) size punch or a .91 mm to 1 mm (37.0%).

When performing FUE, what size punch do you typically use? (N=163)

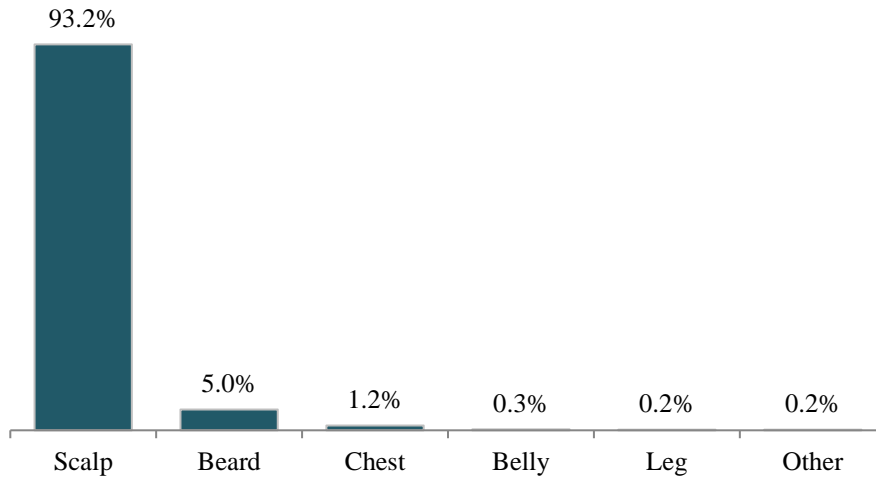




HAIR RESTORATION PATIENTS AND PROCEDURES

When asked about donor harvest sites, scalp was the most common donor harvest site (93.2%), followed by beard (5.0%) and chest (1.2%).

What percentage of your FUE donor harvest sites were in the following areas? (N=164)

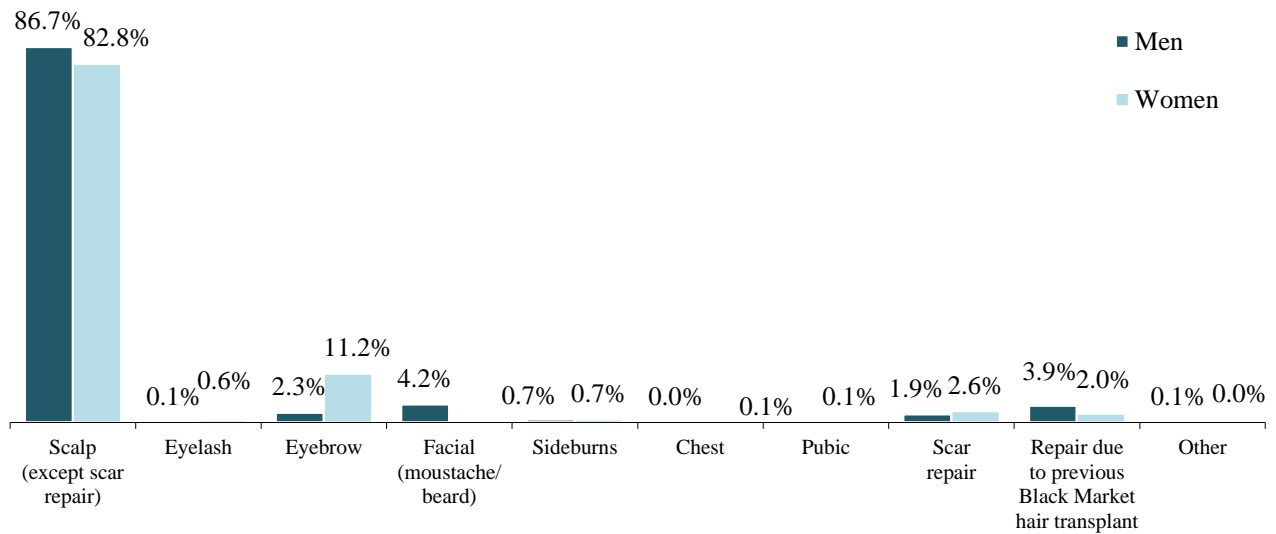




HAIR RESTORATION PATIENTS AND PROCEDURES

In 2021, the majority of hair transplant procedures targeted the scalp area for men (87%) and women (83%). About 13 percent of male procedures targeted non-scalp areas of the body, of which facial (moustache/beard) accounted for 4 percent of procedures, eyebrow accounted for 2 percent of procedures, scar repair accounting for 2 percent of procedures and repair due to previous Black Market HT accounted for 4 percent. Among women, 17 percent of procedures targeted non-scalp areas of the body with eyebrow being the most common non-scalp target area (11%), followed by repair due to previous Black Market HT (4%), scar repair (3%), and sideburns (1%).

Hair Restoration Surgical Procedures by Target Recipient Area (n=157)

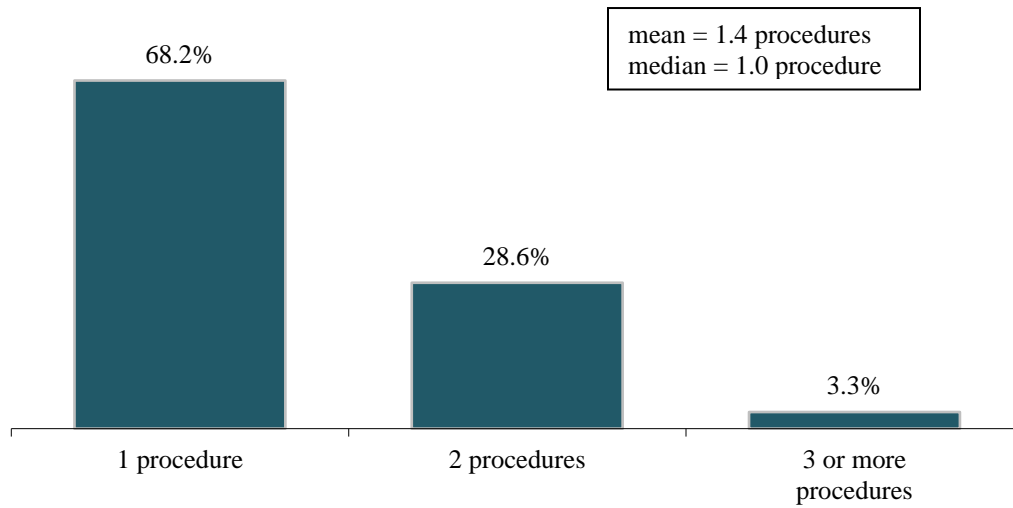




HAIR RESTORATION PATIENTS AND PROCEDURES

Two-thirds (68.2%) of members reported performing an average of one procedure to achieve the desired hair restoration result. The average number of procedures needed to achieve the desired hair restoration result was 1.4, while the median was 1 procedure.

The Average Number of Surgical Procedures Each Patient Received in Order to Achieve the Desired Result (n=149)

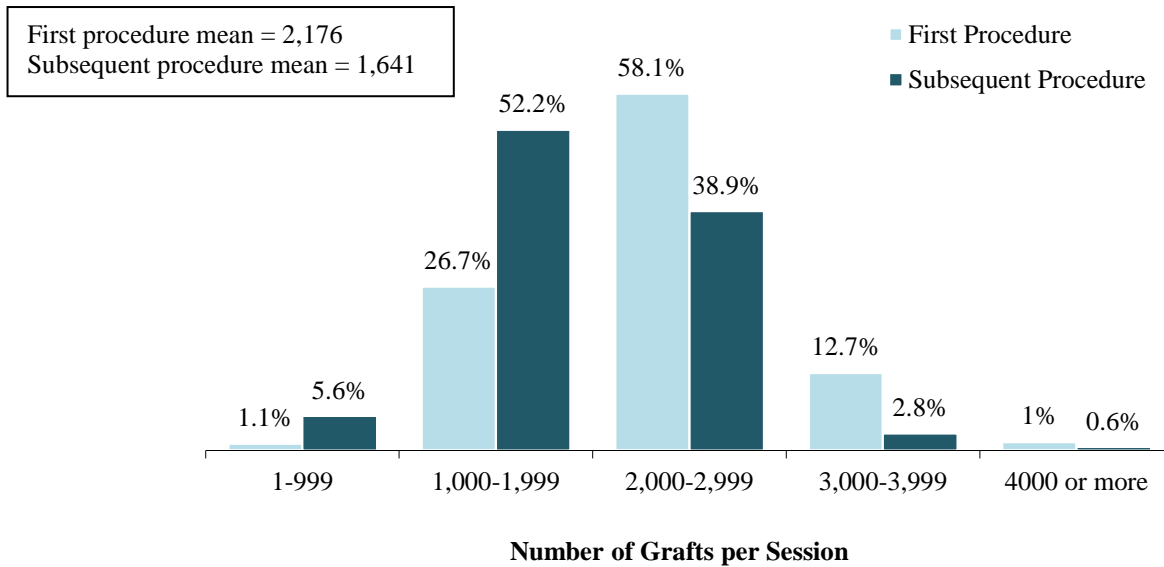




HAIR RESTORATION PATIENTS AND PROCEDURES

On average, about one in four members (26.7%) performed 1,000 to 1,999 grafts per session to achieve the desired hair restoration result for the first procedures and half (52.2%) performed 1,000 to 1,999 for a subsequent procedure. The average number of grafts performed per session was 2,176 for the first procedure and 1,641 for a subsequent procedure.

The Average Number of Grafts per Session Received in Order to Achieve the Desired Result (n=154)

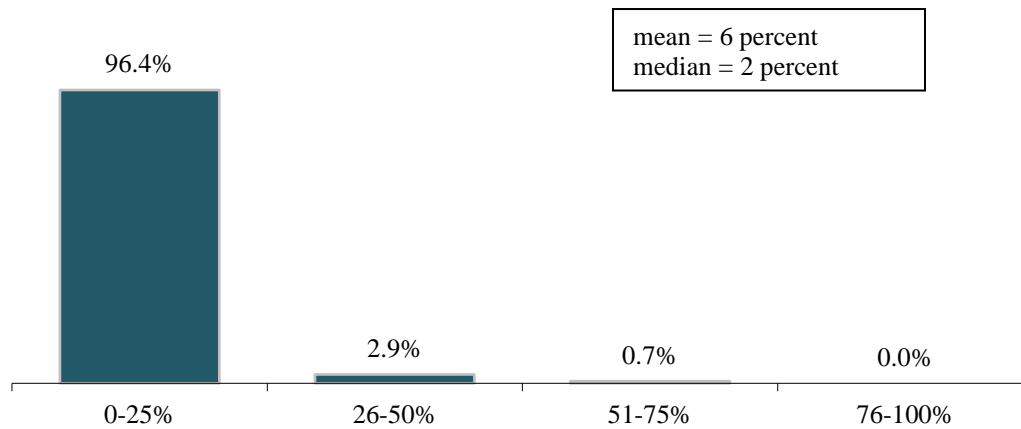




HAIR RESTORATION PATIENTS AND PROCEDURES

The majority (96.4%) of members reported that 0-25% of their cases were repair cases due to a previous Black Market hair transplant. The average percentage of repair cases due to a previous Black Market hair transplant was 6%, and the median was 2%.

What percentage of your cases were repair cases due to a previous Black Market hair transplant? (n=138)





HAIR RESTORATION PATIENTS AND PROCEDURES

The survey asked about the various treatments prescribed to patients in 2021. The most prescribed treatments were ‘Finasteride 1mg’ (69.1%), followed by ‘2% or 5% minoxidil solution’ (53.0%) and ‘5% minoxidil foam’ (53.0%). The complete list of treatments included in the 2022 ISHRS Practice Census is listed in the table below, rank ordered by mean.

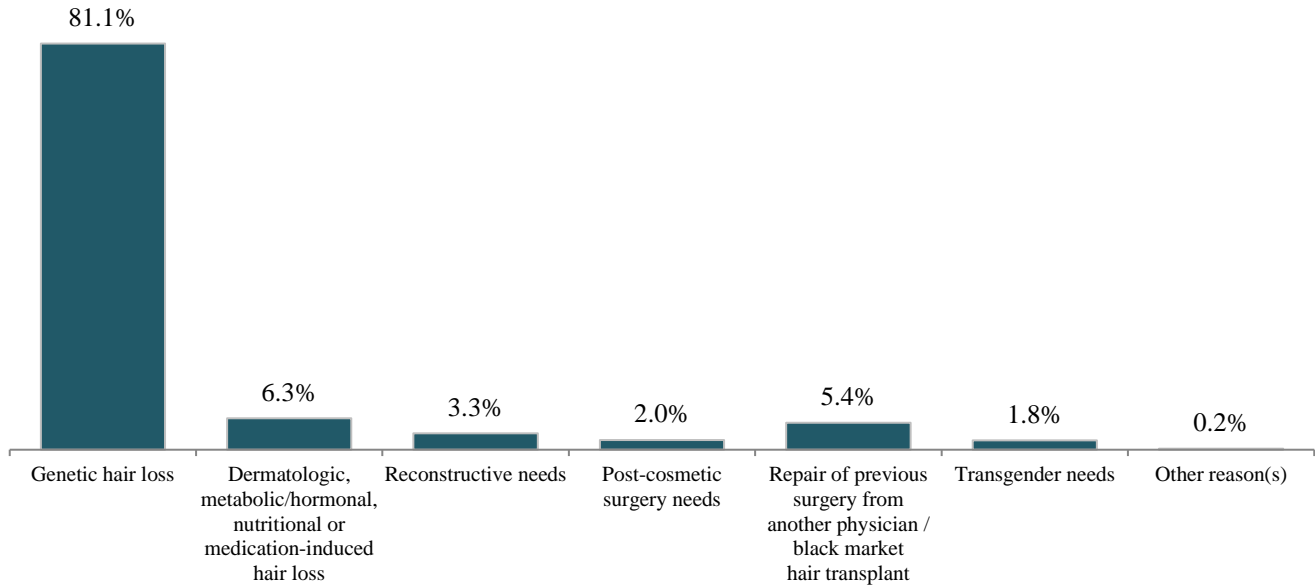
How Often Various Treatments Were Prescribed to Patients in 2021 (n=157)

<i>In rank order by mean</i>	Always/ Often (NET) %	Always (1) %	Often (2) %	Some- times (3) %	Rarely (4) %	Never (5) %	Rarely/ Never (NET) %	Mean
Finasteride 1mg	69.1%	27.5%	41.6%	16.3%	11.1%	3.6%	14.6%	2.2
2% or 5% minoxidil solution	53.0%	21.6%	31.4%	21.7%	15.7%	9.6%	25.3%	2.6
5% minoxidil foam	53.0%	20.2%	32.8%	21.5%	12.7%	12.9%	25.5%	2.7
PRP (platelet rich plasma)	48.4%	12.6%	35.8%	23.0%	12.5%	16.0%	28.6%	2.8
Other nutritionals/herbs/vitamins	36.0%	8.3%	27.7%	29.1%	17.5%	17.5%	35.0%	3.1
Ketoconazole 2% shampoo	27.9%	6.0%	21.9%	28.8%	25.2%	18.1%	43.4%	3.3
Biotin	29.3%	7.5%	21.7%	22.1%	19.5%	29.2%	48.7%	3.4
Other special shampoos/hair care products	20.2%	6.8%	13.3%	32.9%	16.7%	30.3%	46.9%	3.5
LLLT/PBM (home use)	24.5%	3.4%	21.1%	22.3%	19.1%	34.1%	53.2%	3.6
Oral minoxidil	26.4%	4.9%	21.5%	20.4%	12.2%	41.0%	53.2%	3.6
Compounded/modified minoxidil (w/additives like tretinoin, corticosteroids, finasteride, no propylene glycol, high % creams, etc.)	20.2%	4.0%	16.2%	21.4%	14.8%	43.5%	58.4%	3.8
Dutasteride	12.2%	2.5%	9.7%	24.9%	29.1%	33.8%	62.9%	3.8
Topical finasteride	17.0%	3.0%	14.0%	19.4%	17.8%	45.8%	63.6%	3.9
LLLT (Low Level Laser Therapy) (in-office)/PBM (Photobiomodulation)	21.1%	7.9%	13.3%	12.8%	13.1%	53.0%	66.1%	3.9
2% Pyrithione Zinc shampoo	12.1%	0.7%	11.4%	20.1%	24.9%	42.9%	67.8%	4.0
Finasteride 5mg	11.8%	4.1%	7.7%	10.3%	18.1%	59.9%	77.9%	4.2
Saw palmetto	9.1%	0.0%	9.1%	11.4%	23.4%	56.1%	79.4%	4.3
Hairpiece, wig, weave, toupee, extensions	0.0%	0.0%	0.0%	12.6%	40.8%	46.6%	87.4%	4.3

HAIR RESTORATION PATIENTS AND PROCEDURES

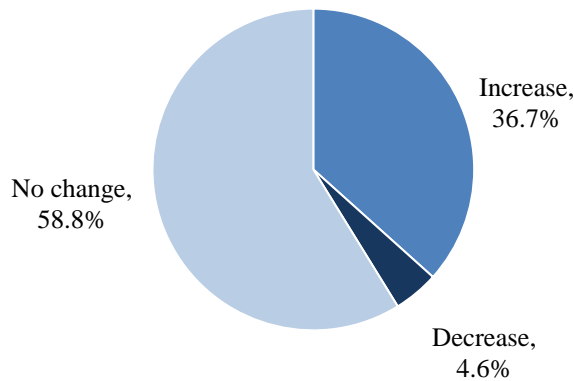
Members were asked what percentage of their patients sought treatment for different reasons. Most patients (81.1%) sought treatment due to ‘genetic hair loss,’ followed by ‘dermatologic, metabolic/hormonal, nutritional or medication-induced hair loss’ (6.3%), ‘repair of previous surgery from another physician / black market hair transplant’ (5.4%), ‘reconstructive needs’ (3.3%), ‘post-cosmetic surgery needs’ (2.0%), and ‘Transgender needs’ (1.8%).

Percent Hair Restoration Patients by Treatment Need (n=157)



When members were asked about the change in transgender hair transplants seen by their practice, most indicated there was no change (58.8%), while three in ten (36.7%) indicated there was an increase in transgender hair transplants.

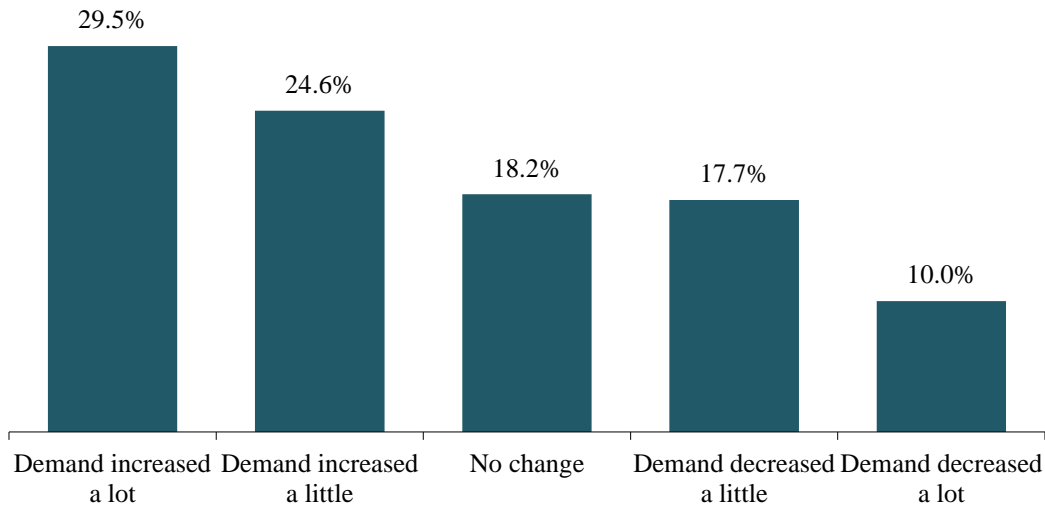
With regards to transgender hair transplants, have you seen an increase, decrease or no change in your practice? (N=154)



HAIR RESTORATION PATIENTS AND PROCEDURES

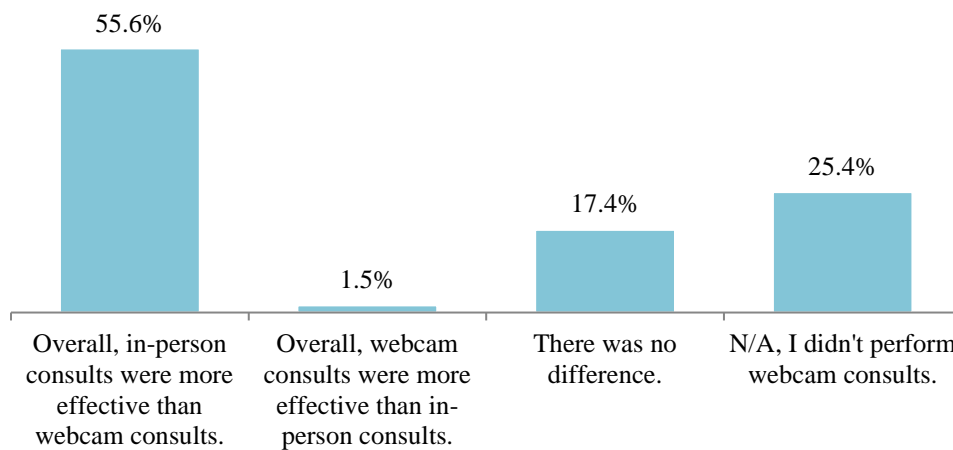
When members were asked how they would best describe the overall effect of the COVID-19 pandemic on their case volume in 2021 for hair transplants, platelet-rich plasma, and other hair-related surgeries and procedures, over half replied, ‘Demand increased a lot’ (29.5%) or ‘Demand increased a little’ (24.6%); about one-fifth replied, ‘No change’ (18.2%).

How would you best describe the overall effect of the COVID-19 pandemic on your case volume in 2021 for hair transplants, platelet-rich plasma, and other hair-related surgeries and procedures? (N=158)



When asked about webcam consults during the pandemic, more than half of members (55.6%) replied ‘Overall, in-person consults were more effective than webcam consults’, while one-quarter (25.4%) replied ‘N/A, I didn’t perform webcam consults,’ and one-fifth (17.4%) replied ‘There was no difference.’

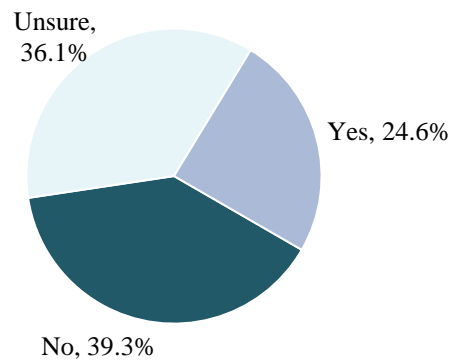
If you performed webcam consults during the pandemic, how do you compare them to in-person consults? (N=158)



HAIR RESTORATION PATIENTS AND PROCEDURES

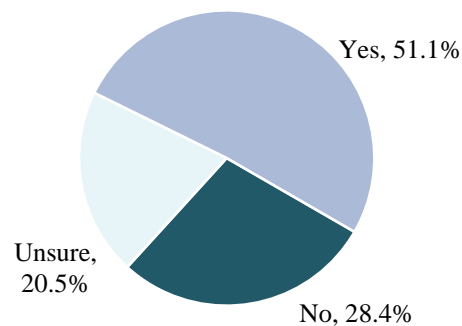
When asked about whether new patients indicated regular Zoom video meetings influenced their decision to seek treatment for hair loss, the majority replied 'No' (39.3%) or 'Unsure' (36.1%), while one-quarter (24.6%) replied 'Yes'.

Have a majority of your new patients indicated that regular Zoom or video meetings as a result of the pandemic influenced their decision to seek treatment for their hair loss? (N=156)



When asked about Black Market hair transplant clinics being in their city, over half of members (51.1%) replied 'Yes,' that there are Black Market hair transplant clinics in their respective cities.

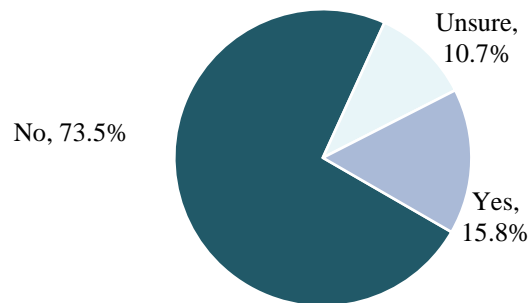
Are there Black Market hair transplant clinics in your city? (N=157)



HAIR RESTORATION PATIENTS AND PROCEDURES

When asked if the Black Market changed members' pricing structure, the majority (73.5%) replied 'No', while a small percentage (15.8%) replied 'Yes'. Responses to the follow-up question 'If yes, how has the Black Market changed your pricing structure,' were mostly that it lowered their own prices or negatively impacted their business. For example, one respondent wrote, 'negatively affecting my business, as the black market works at a lower price,' and another wrote, 'offering lower prices and unqualified surgeries, decrease in belief of the patients for the efficacy of hair transplant surgery'.

Has the Black Market changed your pricing structure? (N=157)





STATISTICAL EXTRAPOLATIONS

Based on the data collected in the survey and on estimations about the volume of procedures being performed worldwide among ISHRS members, ISHRS estimates that approximately **703,183** estimated hair restoration procedures were performed worldwide in 2021.

In calculating the worldwide estimates, we first projected the volume of procedures performed by all ISHRS members. This estimate was calculated by taking the average number of procedures performed by participants and multiplying this by the total number of members.

Worldwide extrapolations were made by estimating the portion of all hair restoration procedures that are performed by ISHRS members in various geographic regions. ISHRS leadership in various countries supplied the estimates of regional hair restoration procedures performed by all ISHRS members. Using these estimates, the volume by region was calculated accordingly. This calculation was carried out for each region/country and for the world. The true number of surgical procedures performed worldwide is unknown.

Extrapolated Number of Hair Restoration Surgical Procedures Worldwide in 2021*

Region	Mean Number of HR Surgical Procedures	Total Estimated HR Surgical Procedure Volume Worldwide
United States/Canada	166.5	149,254
Mexico/Central & South America [^]	139.0	59,877
Europe	165.8	112,742
Asia/Australia	247.0	256,835
Middle East/Africa [^]	191.5	124,475
Total	184.1	703,183

***Worldwide extrapolations were calculated by dividing the total ISHRS volume by the estimated percentage of regional HR surgical procedures performed by ISHRS members. The estimated percentage of regional HR surgical procedures was identified by surveying HR physicians and is our best estimate of the proportion of ISHRS procedures conducted by ISHRS members by region. The true worldwide volume of HR surgical procedures is unknown.**

[^]Estimates for Mexico/Central & South America and Middle East/Africa were derived from fewer than 30 respondents and should be viewed with caution.



STATISTICAL EXTRAPOLATIONS

Using the same calculations as described on the previous page, ISHRS estimates that approximately **628,604** surgical patients and **1,592,588** non-surgical patients were treated worldwide in 2021. In total, ISHRS estimates that approximately **2,221,191** surgical and non-surgical patients were treated worldwide with hair restoration in 2021.

Number of Hair Restoration Patients Worldwide in 2021*

Region	Average Number of HR Patients Treated	Total Estimated Patient Volume Worldwide
SURGICAL		
United States/Canada	160.5	143,924
Mexico/Central & South America [^]	125.5	54,062
Europe	157.7	107,250
Asia/Australia	194.1	201,864
Middle East/Africa [^]	186.9	121,505
Total	165.4	628,604
NON-SURGICAL		
United States/Canada	290.6	260,571
Mexico/Central & South America [^]	371.1	159,858
Europe	258.1	175,474
Asia/ Australia	692.1	719,784
Middle East/Africa [^]	426.0	276,900
Total	401.0	1,592,588
SURGICAL & NON-SURGICAL		
United States/Canada	462.5	404,495
Mexico/Central & South America [^]	501.6	213,920
Europe	414.5	282,724
Asia/ Australia	893.0	921,648
Middle East/Africa [^]	612.9	398,405
Total	566.4	2,221,191

***Worldwide extrapolations were calculated by dividing the total ISHRS volume by the estimated percentage of regional HR patients treated by ISHRS members. The estimated percentage of regional HR patients was identified by surveying HR physicians and is our best estimate of the proportion of ISHRS patients treated by ISHRS members by region. The true worldwide volume of HR patients is unknown.**

[^]Estimates for Mexico/Central & South America and Middle East/Africa were derived from fewer than 30 respondents and should be viewed with caution.



STATISTICAL EXTRAPOLATIONS

Based on the estimated number of 703,183 hair restoration surgical procedures performed in 2021, multiplied by the average fee* charged to patients for a procedure (strip harvest and follicular unit extraction combined), the estimated worldwide market for hair restoration was calculated as shown below. The worldwide market size is shown in various currencies.

The total market size for hair restoration surgery has decreased by 1.5% since 2019, or from \$4.6 Billion USD in 2019 to \$4.5 Billion USD in 2021.

Surgical Hair Restoration Estimated Worldwide Market Size

Currency	2021 Market Size
U.S. Dollar	\$ 4.5 B (USD)
Australian Dollar	\$ 6.1 B (AUD)
Brazil Real	R\$ 22.6 B (BRL)
Canadian Dollar	\$ 5.7 B (CAD)
European Euro	€ 4.0 B (EUR)
Hong Kong Dollars	\$ 35.1 B (HKD)
Indian Rupees	₹ 341.4 B (INR)
Japanese Yen	¥ 535.8 B (JPY)
Korean Won	₩ 5,444.9 B (KRW)
Mexican Peso	\$ 91.5 B (MXN)
Saudi Riyal	SR 16.9 B (SAR)

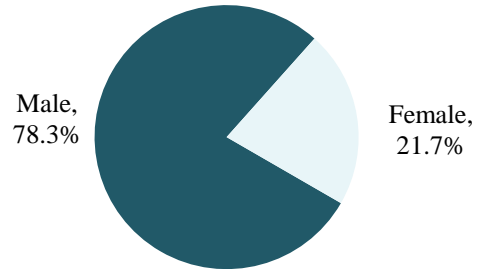
**The “average fee” charged for a procedure reported by survey participants and used in this calculation represents the overall average fee charged to all patients treated. Since the cost of procedures performed on individual patients may vary depending on the number of grafts and several other factors, the “average fee” as it related to this survey did not represent what all patients would expect to pay for a procedure, and should not be construed as a typical price for a hair restoration procedure.*



DEMOGRAPHICS

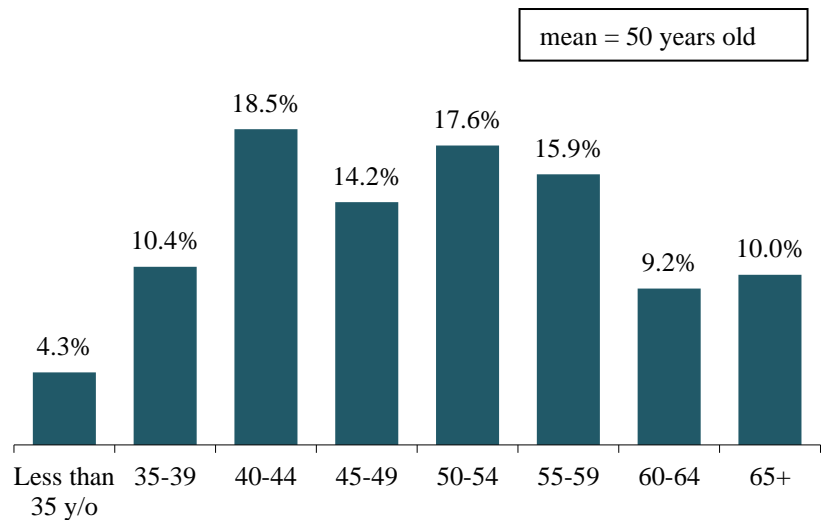
Respondent Gender (n=160)

About 78 percent of ISHRS members who responded to the survey are male and 22 percent are female.



Respondent Age (n=162)

The mean age of ISHRS members is 50 years old. Respondents were most likely to be between the ages of 50 to 59 years old (y/o).

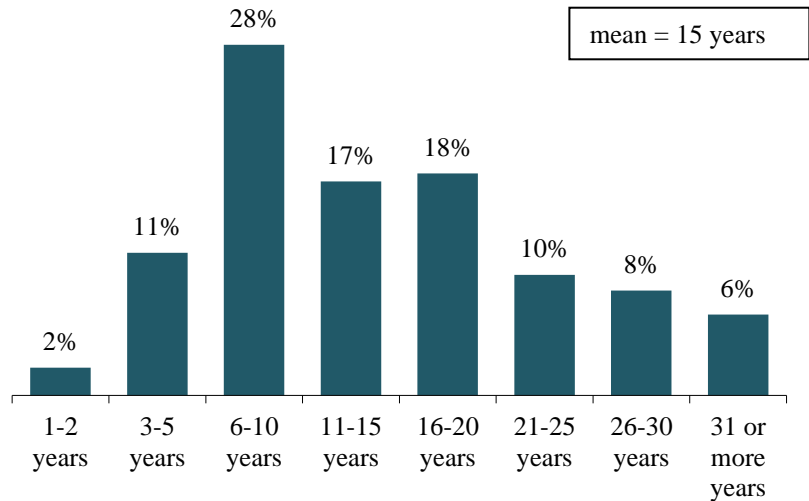




DEMOGRAPHICS

How many years have you been practicing hair restoration? (n=197)

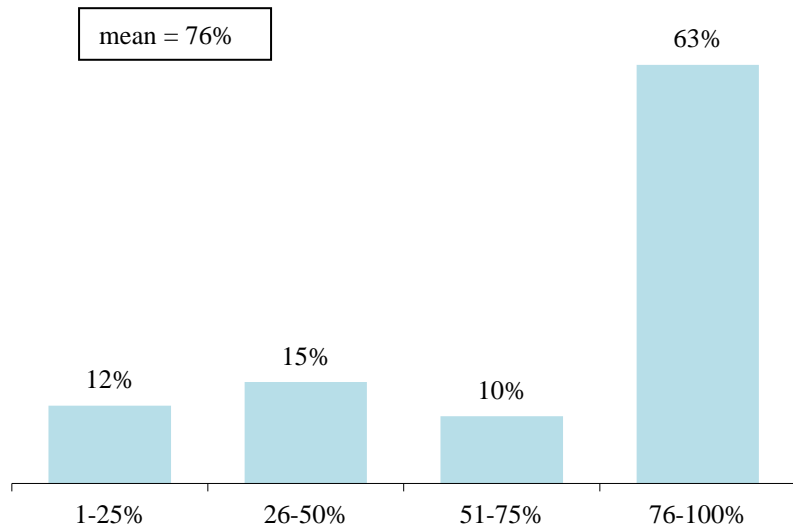
As of 2021, ISHRS members have been practicing hair restoration for an average of 15 years; 24% percent have been practicing hair restoration for more than 20 years.



Of your entire personal medical practice, roughly what percent is specifically devoted to hair restoration? (n=197)

Members were asked what percent of their practices are devoted to hair restoration surgery. More than half (63%) devoted the majority (76% or more) of their practice to hair restoration surgery.

On average, members reported devoting nearly 76% of their practice to hair restoration.



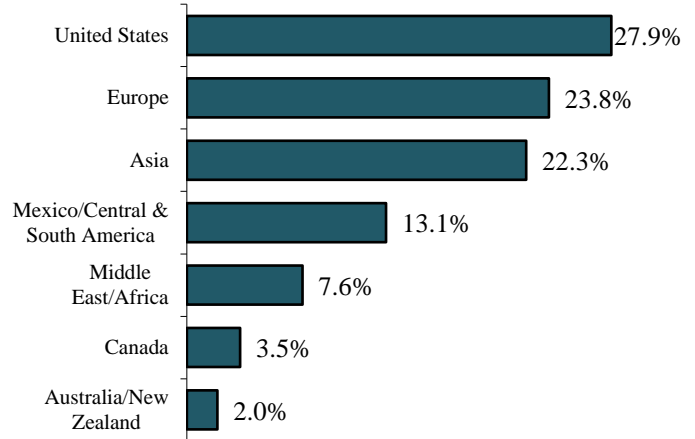


DEMOGRAPHICS

Primary Region/Country of Practice of ISHRS Members

The 2021 un-weighted survey estimates were similar to the actual ISHRS membership with regard to geographic region (see the table presented below). However, in order to make the survey estimates by region match the ISHRS membership, a weight was applied to the data.

Weighting the results in this manner ensured that the statistical extrapolations of worldwide estimates more accurately reflected the true population estimates by geographic region.



Weighting of 2021 Survey Results

Region	Total ISHRS Membership		Un-weighted Respondents		Weighted Estimates			
	Frequency	Percent	Frequency	Percent	Frequency	Percent	Rounded Frequency	Weighting Factor
United States	239	27.9%	51	25.9%	54.9	27.9%	55	1.076
Asia	191	22.3%	46	23.4%	43.9	22.3%	44	0.953
Canada	30	3.5%	5	2.5%	6.9	3.5%	7	1.378
Europe	204	23.8%	60	30.5%	46.8	23.8%	47	0.781
Mexico/Central & South America	112	13.1%	20	10.2%	25.7	13.1%	26	1.286
Middle East/Africa	65	7.6%	14	7.1%	14.9	7.6%	15	1.066
Australia/New Zealand	17	2.0%	1	0.5%	3.9	2.0%	4	3.903
Total	858	100%	197	100%	197.0	100%	197	--

* Weighting estimates based on total ISHRS membership. Uninvited participants were treated as non-responders for weighting purposes.



APPENDIX A

STATISTICAL TERMS USED

Following are definitions of statistical terms used throughout this report:

- Percentage:** Unless otherwise noted, percentages appearing in graphs and tables represent the percentage of persons who selected a particular response choice to a question in the survey. Percentages or results shown in ‘Total’ are based on all survey respondents, while percentages shown for breakout groups/segments are reflective only of the persons in that particular group. The sum of percentages may be off as much as one percent (e.g., totaling 99% or 101%) due to rounding. In some charts and tables, the percentages shown are not the percentage of respondents who selected a particular response choice, but are the “average percent” that was reported by respondents when they were asked to break-out their activities or procedures by indicating percentages in various categories.
- Average and Mean:** The average is the sum of all answers divided by the number of persons responding. Means for rating scale questions are weighted averages based on the assigned scale values.
- Median:** The median is the value that lies in the middle of the data, i.e., half of all values in the data set are equal to or lower than the median and half are higher. The median is often a better measure of the “typical” response, since it is not subject to skewing by large or small values in the data set.
- Base (n):** The number of respondents upon which percentages or statistics are based is indicated as (n). Statistics that are based on a small sample (n<30) may not be strongly representative.