

## Who Performs Microdermabrasion Procedures...

### Global Microdermabrasion Practitioners

#### 1.0 Market Size Estimate - U.S. vs. O.U.S. (Sales of Equipment & Supplies to Global Providers by U.S. Public Companies):

	Source - 2003 Annual Reports				Avg.	
	Allergan	Inamed	Mentor			
Reported U.S. Sales	70.40%	67.00%	70.24%	69.21%	U.S. Mkt. Size	
Reported O.U.S. Sales	29.60%	33.00%	29.76%	30.79%	O.U.S. Mkt. Size	

#### 2.0 U.S. Medical vs. Non-Medical Practitioner Segmentation:

	Total	Reduction (3)	Adjusted	% of Total
U.S. Non-Medical Practitioners (1)	25,000	20.00%	20,000	67.15%
U.S. Medical Practitioners (2)	10,873	10.00%	9,786	32.85%
<b>Total U.S. Practitioners 2003</b>	<b>35,873</b>		<b>29,786</b>	<b>100.00%</b>

(1) U.S. Bureau of Labor Statistics - assumed static due to attrition.

(2) September 2003 Medical Marketing Services, Inc. - includes M.D.s, D.O.s, office, hospital, residents, teaching, research, administration, other, not classified, A.M.A. members & non-A.M.A. members.

(3) Adjusted downward to account for non-practicing specialists, retirees, turnover, changing career choices, etc.

#### 3.0 U.S. vs. O.U.S. Practitioners:

	2003	% of Total
U.S. Medical Practitioners	9,786	76.46%
O.U.S. Medical Practitioners	3,013 (1)	23.54%
<b>Total Global Medical Practitioners</b>	<b>12,798</b>	<b>100.00%</b>

(1) U.S. Medical Practitioners x 30.79% (average international sales from 1.0).

	2003	% of Total
U.S. Non-Medical Practitioners	20,000	76.46%
O.U.S. Non-Medical Practitioners	6,157 (2)	23.54%
<b>Total Global Non-Medical Practitioners</b>	<b>26,157</b>	<b>100.00%</b>

(2) U.S. Non-Medical Practitioners x 30.79% (average international sales from 1.0).

#### 4.0 Global Practitioner Market:

	2003	% of Total
Total U.S. Practitioners	29,786	76.46%
Total O.U.S. Practitioners	9,170	23.54%
<b>Total Global Practitioners</b>	<b>38,956</b>	<b>100.00%</b>