By any measure, the business of cosmeceuticals is a growing one. Medical Insight, Inc., measured global sales and restricted itself to physician-dispensed cosmeceuticals, arriving at a figure of $775 million for 2008. This represented an increase of more than 13 percent from the previous year, with projected growth of 17 percent per year through 2012. A study of the industry by The Freedonia Group that included injectable botulinum toxin and tissue fillers put U.S. demand at $5.8 billion in 2008, projected to grow to $8.2 billion by 2012.

Dermatologists in the U.S. who want to offer their patients cosmeceutical products in their practices may want to heed the results of Kline & Company’s Professional Skin Care 2009 Global Series: Market Analysis and Opportunities, which breaks down what U.S. patients have been buying directly from medical care providers. The report suggests that one-third of dermatologists already dispense cosmeceuticals in their practices. It also indicates that 40 percent of non-prescription cosmeceutical sales by medical providers were related to patients’ anti-aging concerns. The report revealed the sales breakdown by category and overall sales figures below.

Sales of Non-prescription Cosmeceuticals by U.S. Medical Providers

- 2004: $152 million
- 2009: $265 million
- 2014 (projected): $385 million

*Data for both charts used with permission from the Kline & Company Professional Skin Care 2009 Global Series: Market Analysis and Opportunities.

The Academy has a position statement on dispensing, available online at www.aad.org.