

## Corporate Backgrounder



### Overview

With the launch of HairClub® in 1976, company founder Sy Sperling overcame the stigma of male pattern balding by being the first to offer unprecedented hair loss and restoration solutions in a series of groundbreaking advertisements. Sperling declared in those now iconic commercials, “I’m not only the HairClub President. I’m also a client,” and that laid the foundation for today's market leadership.

With 100+ hair restoration centers serving 500,000+ men, women, and children across the U.S., Canada, and Puerto Rico, HairClub is the oldest national provider of hair restoration solutions and today offers a diverse range of non-surgical and surgical\*\* options. HairClub and its sister company Bosley, Inc. ([www.bosley.com](http://www.bosley.com)) are wholly owned subsidiaries of Aderans Co., Ltd., Tokyo, Japan, ([www.aderans.co.jp](http://www.aderans.co.jp)), a global wellness company providing total hair solutions.

### A Holistic Approach to Hair Loss and Restoration Solutions

HairClub's holistic in-salon hair loss prevention and restoration solutions are backed by almost 50 years of experience and market leadership. With 100+ locations, HairClub provides clients with an unmatched personal touch in contrast to the telehealth-only consultations and text-only client support from online hair restoration companies.

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### HairClub Non-Surgical Solutions

#### Hair Loss Prevention & Regrowth

An easy-to-follow at-home regimen to address early-stage hair loss that combines topicals (shampoos, conditioners) with supplements and if required, compound prescription ingredients<sup>^</sup>, such as Minoxidil and Finasteride.

#### Xtrands+®

A premium, non-surgical hair enhancement process that mimics the client's own naturally growing hair by blending a custom hair system with your existing hair.

#### Low Level Laser Light Therapy (LLLT)<sup>^^</sup>

A medical-grade laser device worn at home. Stimulates hair regrowth and prevents further thinning by safely increasing microcirculation to the hair follicles.

#### HairClub SMP™

Gives the appearance of real hair or natural stubble using scalp micropigmentation (SMP) to fill out hairlines and shaved styles, adding to thinning areas, or covering scars.

### HairClub Surgical Solutions<sup>\*\*</sup>

#### FUE (Follicular Unit Extraction)

Transplants individual follicles with minimal downtime and no visible scarring.

#### FUT (Follicular Unit Transplantation)

Moves a strip of hair follicles for maximum coverage and long-lasting results.

#### BioGraft®

Combines transplant surgery with non-surgical hair replacement.

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### Cost

\*All prices displayed are provided for informational purposes only and are subject to change without notice. Pricing for new memberships may differ. Prices may vary based on availability, location, promotions, taxes, fees, or other factors. Final pricing will be confirmed at the time of purchase.

\*\*Hair transplant costs vary by patient and procedure. Bosley prices both FUT and FUE on a per-graft basis, so the total depends on the extent of hair loss, restoration goals, number of grafts needed, the technique used, and clinic location.

Starting at \$349/month for HairClub non-surgical solutions.

~\$4K to 12K for Bosley solutions, depending on the number of grafts.

**No cost to eligible kids 6 -17 through the Hair Club for Kids® program**

### Market Analysis and Trends

The global hair restoration market size was estimated at USD 6,463.0 million in 2023 and is projected to reach USD 18,923.4 million by 2030, growing at a CAGR of 16.6% from 2024 to 2030.

This growth is primarily attributed to the increasing prevalence of androgenetic alopecia, a key driver for the hair transplant system market<sup>1</sup>.

By the age of 35, two-thirds of American men will experience some degree of noticeable hair loss and by the age of 50, approximately 85% of men will have significantly thinning hair<sup>2</sup>.

33% of women will live with some form of hair loss<sup>3</sup> during their lifetime.

By age 65, an estimated 37% of women will experience baldness<sup>4</sup>.

"U.S. has several of the biggest and most well-known hair regeneration businesses in the world, including Restoration Robotics, HairClub, and Bosley. To stay competitive in the market, these companies are constantly investing in patient education, digital marketing, and research & development. Their aggressive branding and nationwide clinic networks have made hair restoration services more visible, accessible, and culturally normalized, particularly among men between the ages of 25 and 50, who are the demographic most likely to utilize them<sup>5</sup>"

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## Legal Information

\*\*Professional hair transplantation services provided by the affiliated physicians of Bosley Medical Group, P.C. (“BMG”) Please note that no procedures are performed at BMG until the patient has been examined, diagnosed and accepted for treatment by a BMG physician. Results may vary.

+The HAIRCLUB RX™ program involves a licensed Telehealth provider who will review an individual’s specific case and, if appropriate, prescribe a compounded medication to meet the specific needs of that individual. While each pharmaceutical ingredient, individually, may be approved by the Food and Drug Administration, the combination may not. A compounded treatment is not FDA-approved, and FDA does not evaluate the safety or effectiveness of compounded drugs.

^DNA test was developed and its performance characteristics determined by GX Sciences. It has not been cleared or approved by the FDA. The laboratory is regulated under CLIA and qualified to perform high-complexity testing. This test is used for clinical purposes.

^^Laser devices are indicated to treat androgenetic alopecia and promote hair growth in males who have Norwood Hamilton classifications of LLA to V and females who have Ludwig (Savin) 1-4, 11-1, 11-2, or frontal patterns of hair loss, who both have Fitzpatrick Skin Types I to IV. Laser Band and Laser Comb are FDA-cleared for men and women. Laser Helmet is FDA-cleared only for females with same indications. These devices are also cleared by Health Canada. Laser results provided by manufacturers of the devices. 1 Hairmax: 90% success rate. [www.hairmax.com](http://www.hairmax.com) 2 Capillus: Over 95% of active clinical study participants had increases in hair counts within 17 weeks. [www.capillus.com](http://www.capillus.com)

1. (Source: Hair Restoration Market (2024 - 2030) Size, Share & Trends Analysis Report By Procedure (Follicular Unit Extraction, Follicular Unit Transplantation), By Therapy (Low-level Laser Therapy, Platelet-rich Plasma), By Region, And Segment Forecasts, <https://www.grandviewresearch.com/industry-analysis/hair-restoration-market>
2. <https://www.americanhairloss.org/mens-hair-loss/>
3. Luat Duong. All 159 Hair Loss Statistics of 2025 for Journalists.Scandinavian Biolabs. January 4, 2025. <https://scandinavianbiolabs.com/blogs/journal/hair-loss-statistics>
4. Alessia Villani. Hair Aging and Hair Disorders in Elderly Patients. InternationalJournal of Trichology. Nov-Dec 2022. [https://journals.lww.com/ijot/fulltext/2022/14060/hair\\_aging\\_and\\_hair\\_disorders\\_in\\_elderly\\_patients.1.aspx](https://journals.lww.com/ijot/fulltext/2022/14060/hair_aging_and_hair_disorders_in_elderly_patients.1.aspx)
5. (Source: North America Hair Restoration Market Outlook,2030, [https://www.researchandmarkets.com/report/north-america-hair-restoration-market?srltid=AfmBOor2sDPsfMXGD2tpJ4aznGvbFtCPRA-D\\_n8DsEhywrkFS0GT9Mxe](https://www.researchandmarkets.com/report/north-america-hair-restoration-market?srltid=AfmBOor2sDPsfMXGD2tpJ4aznGvbFtCPRA-D_n8DsEhywrkFS0GT9Mxe)