

Korean Skincare treatment Clinic Feasibility Study for Dubai



Olmec Consulting

Contents

1) The Dubai Skin Care Market Summary	4
2) Source of Data	6
3) Dubai Skin Care Market Information	7
a) Growth in the Skin care treatment Market in Dubai.....	7
b) Market Based on Treatment Type.....	8
c) The revenue numbers	9
d) Break up by Treatment Type.....	9
a) Break up by Sub Treatment Type	11
b) The Skincare treatment Market players in Dubai	12
c) Price sensitivity in high-end or luxury treatments.....	13
d) Types of customers in High-end skin care Centres	14
e) COMPETITION IN SKINCARE TREATMENT	15
f) Competitors & Profile.....	15
g) Major treatments Presently in the market.....	24
4) The Saudi market for Skin Care treatment.....	28
5) South Korea as a Destination for Skincare Treatment.	29
a) Total tourist Patients in Seoul Korea at the Facility of Amora SS & Renovo (i.e. Tonys Clinics) 29	
b) Break up of Tourist Patients in Korea by Demographics	30
6) Analysis	31
a) The Skin treatment process in Gangnam Seoul	31
b) The Treatment Process presently followed at clinics in Dubai	32
c) The Differences Between the Two Models.....	32
a) Insights into the Dubai Market	33
a) SWOT.....	33
b) Porters 5 Forces	34
7) The Proposed Business	36
a) The Packages proposed.....	36
a) Proposed Customer number Projections:	39
Projections for Growth	39
Middle East Clients	39
b) The Location	39

c) Staffing	40
a) Marketing	40
8) The regulations and Time line	41
9) Review of Aesthetics clinic's for sale	42
10) Annexure	44

1) The Dubai Skin Care Market Summary

- The Dubai skin care treatment market is expected to reach USD 467.86 million by 2031 from USD 256.75 million in 2023, growing at a CAGR of 8.0% in the forecast period of 2024 to 2031.
- In Saudi Arabia, the revenue in the Skin Treatment market is projected to reach US\$68.24 in 2024.
- Recent Dubai Health Authority figures showed the number of people seeking cosmetic procedures has risen sharply since the onset of Covid-19, up from 223,507 in 2020 to 583,909 in 2022.
- The Dubai Skincare market numbers

Dubai Skin Care Treatment Market, 2022-2031 (AED Million)					
	2022	2023	2024	2027	2031
Million	889	945	1006	1233	1722

The skin care market in Dubai consists of

- 40 Beauty Salons with Some kind of skin treatment licensed by DHA
- 92 Aesthetics clinics
- More than 300 Surgery/clinics with laser treatments
- The market has predominantly three types of customers
 - 1) Customers who are not very price-sensitive and loyal to the doctor prefer better treatment and are willing to check out other options.
 - 2) Customers who are not very price sensitive but prefer better treatment and are willing to pay.
These customers are always loyal to one doctor most of the time. Would not try out other clinics for price. Can be called Very loyal customers.
 - 3) Customers who are price-sensitive and go with clinics which offer deals and packages. Can be termed as commercial customers.
- Based on treatment type, the market is segmented into
 - Anti-ageing treatments,
 - Skin resurfacing treatment,

- Hair removal treatments,
- Skin-boosting treatments,
- Skin tightening procedures,
- HydraFacial treatments,
- Collagen-based treatment,
- Skin pores/blackhead removal,
- Body contouring,
- Personalized treatment,
- Demodex removal
- and others.

2) Source of Data

1) (Dubai Skincare Treatment Market) BY Data Bridge

This research study extensively uses secondary sources, directories, and databases (such as Hoovers, Bloomberg, Business Week, Factiva, and OneSource) to identify and collect information useful for this technical, market-oriented, and commercial study of the Dubai skin care treatment market. In-depth interviews were conducted with various primary respondents, which include key industry participants, Subject-Matter Experts (SMEs), C-level executives of key market players, and industry consultants, to obtain and verify critical qualitative and quantitative information, and assess future market prospects. The following figure shows the market research methodology applied in this report on the Dubai skin care treatment market.

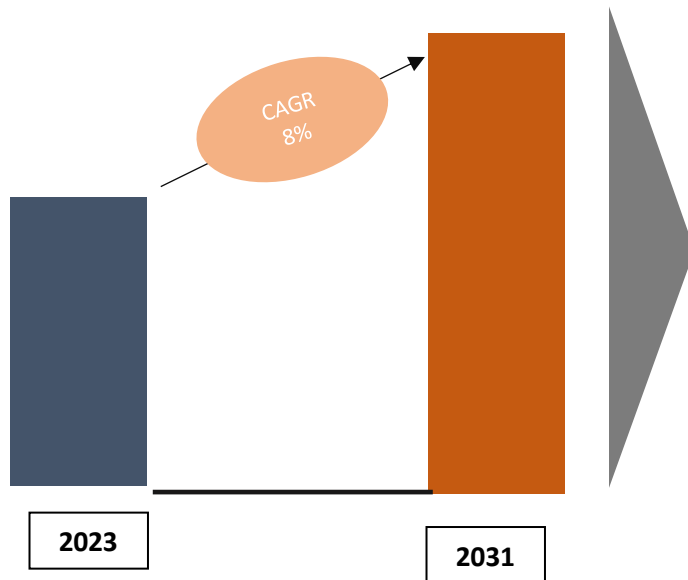
PARAMETER	SOURCES
Market Size	<ul style="list-style-type: none"> • Company Financials • Magazines • Journals • Press Releases • Paid Databases • Data Bridge Market Research Data Repository
Revenue of Companies	<ul style="list-style-type: none"> • Annual Reports • Company Websites • Public Databases • Data Bridge Market Research Data Repository
Qualitative Information (Market Dynamics and Trends)	<ul style="list-style-type: none"> • Company Websites • Annual Reports • Press Releases • Data Bridge Market Research Data Repository

2) Other Secondary Sources

3) Interview with Industry professionals

3) Dubai Skin Care Market Information

a) Growth in the Skin care treatment Market in Dubai



MARKET OVERVIEW

- Dubai skin care treatment market is expected to reach USD 467.86 million by 2031 from USD 256.75 million in 2023
- Increasing levels of income coupled with a growing awareness of beauty consciousness and innovation in services of skincare treatments are expected to be key drivers for the Dubai skin care treatment market in the forecast period
- In 2024, the anti-ageing segment dominates the market with 16.01% market share

- Based on type, the market is segmented into face treatment and body treatment. In 2024, the face treatment segment is expected to dominate the market with a market share of 60.43% and is estimated to reach USD 291.12 million by 2031, growing at the CAGR of 8.4% in the forecast period of 2024 to 2031.
- Based on surgery type, the market is segmented into non-invasive and minimally invasive. In 2024, the non-invasive segment is expected to dominate the market with a market share of 79.84% and is estimated to reach USD 378.64 million by 2031, growing at a CAGR of 8.2% in the forecast period of 2024 to 2031.
- Recent Dubai Health Authority figures showed the number of people seeking cosmetic procedures has risen sharply since the onset of Covid-19, up from 223,507 in 2020 to 583,909 in 2022.

b) Market Based on Treatment Type

Based on treatment type, the market is segmented into

- Anti-ageing treatments,
- Skin resurfacing treatment,
- Hair removal treatments,
- Skin-boosting treatments,
- Skin tightening procedures,
- HydraFacial treatments,
- Collagen-based treatment,
- Skin pores/blackhead removal,
- Body contouring,
- Personalized treatment,
- Demodex removal
- and others.

The anti-ageing treatments category is divided into three main segments:

- Non-surgical,
- Surgical
- Ultrasound-based treatments.

Non-surgical treatments encompass Botox, face-melting, and derma rolling. Surgical options include facelifts, neck lifts, brow lifts, and eyelid surgeries. Ultrasound-based treatments consist of high-intensity focused ultrasound and softwave therapies. Skin resurfacing treatments include laser skin resurfacing, chemical peels, microdermabrasion, and microneedling. Laser skin resurfacing can be non-ablative or ablative, while chemical peels vary in intensity from light to deep. Microdermabrasion techniques include crystal and diamond-tipped methods, and micro needling can involve platelet-rich plasma (PRP) or traditional approaches. Hair removal methods feature laser, intense pulsed light (IPL), and other techniques. Skin boosting treatments by procedure comprise hyaluronic acid skin boosters, mesotherapy, and PRP therapy, while types of boosters include hyaluronic acid, collagen, and exosome varieties. Skin tightening procedures include Ultherapy, thermage, and others. Collagen-based treatments consist of collagen induction therapy, PRP therapy, and collagen-based dermal fillers. Body contouring options include cool sculpting, laser lipolysis, and other techniques. The

dominance of the anti-ageing treatments sector in 2024 is anticipated due to the affluent population, high beauty standards, and a strong emphasis on maintaining youthful appearances within the city.

Based on surgery type, the market is segmented into non-invasive and minimally invasive. In 2024, the non-invasive segment is expected to dominate the market due to its safety, minimal downtime, and the city's preference for gentle yet effective cosmetic procedures. Some of the major market players operating in the Dubai skin care treatment market include Kaya Middle East, Euromed Clinic Center Dubai, IVORY AESTHETICS CLINIC, BIOLITE AESTHETIC CLINIC, Cocoon, Trucareclinics.ae, Elixir Limited, Elite Plastic & Cosmetic Surgery Group, Lucia Clinic and Derma One Medical Center among others.

c) The revenue numbers

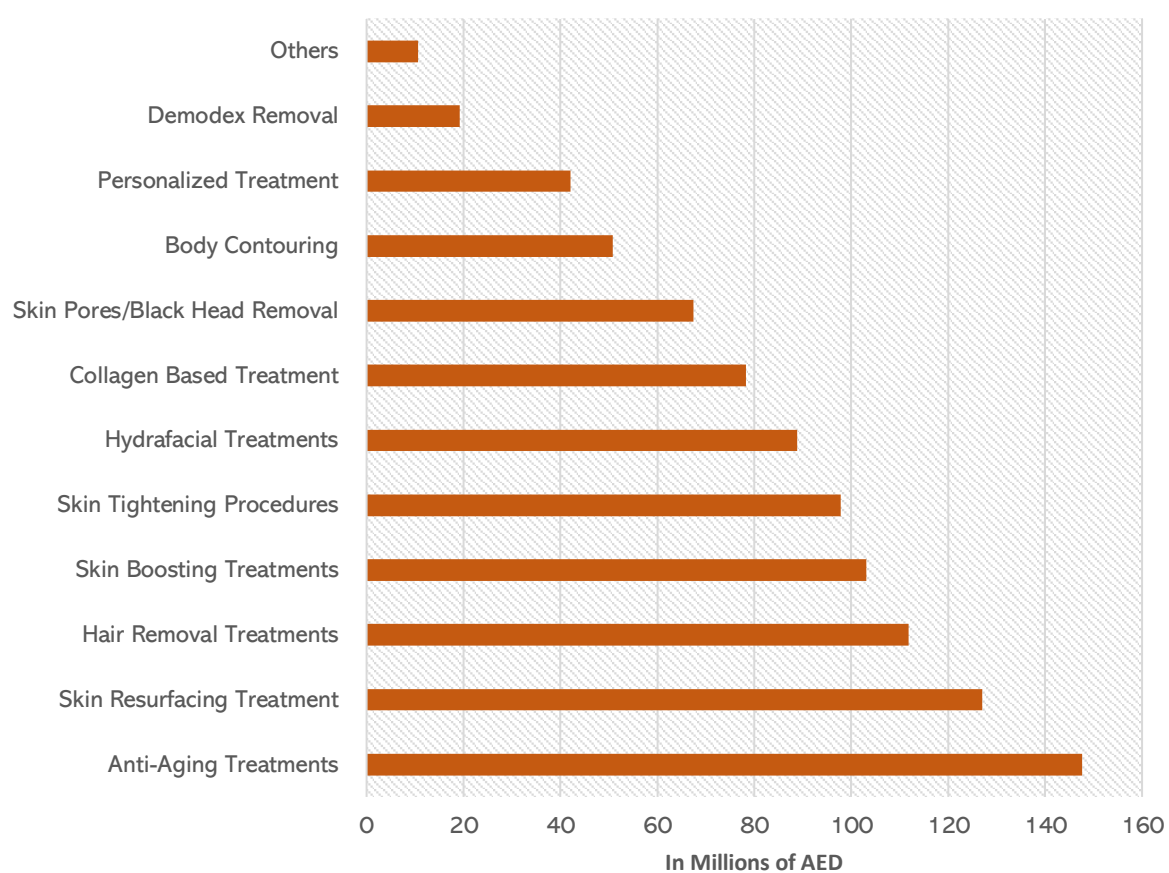
Dubai Skin Care Treatment Market, 2022-2031 (AED Million)					
	2022	2023	2024	2027	2031
Million	889	945	1006	1233	1722

d) Break up by Treatment Type

The chart below provides the revenue in AED for each treatment type and projection till 2031

Dubai Skin Care Treatment Market, 2022-2031 (AED Million)						
Treatment Type	2022	2023	2024	2027	2031	CAGR (2024-2031)
Anti-Aging Treatments	135	148	161	211	317	10.2%
Skin Resurfacing Treatment	118	127	137	176	260	9.5%
Hair Removal Treatments	105	112	119	145	201	7.8%
Skin Boosting Treatments	97	103	110	133	184	7.7%
Skin Tightening Procedures	93	98	103	124	168	7.2%
HydraFacial Treatments	84	89	94	112	151	7.0%
Collagen Based Treatment	74	78	82	98	132	6.9%
Skin Pores/Black Head Removal	64	67	71	84	112	6.8%
Body Contouring	48	51	53	63	83	6.5%
Personalized Treatment	40	42	44	52	68	6.3%
Demodex Removal	18	19	20	23	30	6.1%
Others	10	11	11	13	17	5.8%

The Split in Skin care treatment 2023



a) Break up by Sub Treatment Type

Main Category	Sub division	Revenue in 2023 million AED
Anti-ageing Treatments	Anti-ageing non-surgical	87.4
	Ultrasound Based Treatments	13.9
Non-Surgical Skin care treatments	Botox Treatments	51.4
	Face Melting	19.7
	Derma Rolling	16.4
Ultrasound Based skin care Treatments	High-Intensity Focused Ultrasound	11.2
	Sofwave	2.7
Skin resurfacing Skin care Treatment	Non-Ablative Laser Skin Resurfacing	32.8
	Ablative Laser Skin Resurfacing	16.2
	Microdermabrasion	27.6
	Microneedling	12.9
Chemical peeling Skin care treatment	Light Chemical Peel	16.2
	Medium Chemical Peel	12.9
	Deep Chemical Peel	8.3
Microdermabrasion	Crystal Microdermabrasion	15.6
	Dimond Tipped Microdermabrasion	12.0
Micro needling	Microneedling with Platelet-Rich Plasma (PRP)	9.6
	Traditional Microneedling	3.3
Hair removal Treatments	Laser Hair Removal	60.1
	Intense Pulsed Light (IPL) Hair Removal	33.0
	Others Hair removal treatments	18.7
Skin Boosting Treatments	Hyaluronic Acid Skin Booster Treatment	45.6
	Mesotherapy	33.6
	Platelet-Rich Plasma (PRP) Therapy	24.0
	Collagen Boosters	36.8
	Exosome Boosters	22.1
Skin Tightening Procedures	Ultratherapy Skin tightening	56.2
	Thermage Skin tightening	27.9
	Others Skin tightening	13.8
Collagen Therapy	Collagen Induction Therapy	29.3
	Platelet-Rich Plasma (PRP) Therapy	26.7
	Collagen Based Dermal Fillers	22.2

b) The Skincare treatment Market players in Dubai

The Skincare Treatment Market in Dubai is a mature one, There are

- 1,002 licensed clinics (including All clinics)
- 33-day surgery centres
- 40 Beauty Salons with Some kind of skin treatment licensed by DHA
- 92 Aesthetics clinics
- More than 300 Surgery/clinics with laser treatments

The following table gives an idea of the services offered at the various centres.

Beauty Salons	Aesthetics Clinics	Surgery Centre Polyclinic	Hospitals
Facials	Laser Treatment		
Hydra Facials		Body contouring	
Pores / Blackhead removal	Anti-Ageing treatment's		
Hair removals	Skin Toning	Invasive Skin treatments	
Pores / Blackhead removal			
	Skin Tightening		
	Skin Resurfacing		
	Plastic Surgery		

c) Price sensitivity in high-end or luxury treatments

The city's diverse population, encompassing residents from varying income levels, necessitates a careful balancing act between exclusivity and affordability. While luxury brands carry a prestigious allure, their high price tags may alienate a significant portion of the market, limiting their accessibility to a broader audience. Thus, the challenge lies in striking a delicate balance between upholding the prestige of luxury skincare and accommodating the price sensitivity prevalent in Dubai. This ensures that these brands remain competitive and appealing to a wider array of consumers in this cosmopolitan hub. For example, as reported by DR5 Portal in September 2021, the pricing landscape for skincare treatments in Dubai offers a range of options tailored to diverse preferences and budget. HydraFacial provides an accessible entry point, with prices ranging from AED 200 to AED 1200 per session, averaging at AED 360.

- Oxygen facials offer a mid-range option, starting at AED 300 and reaching up to AED 1,000 per session, with an average cost of AED 650.
- Intense Pulsed Light (IPL) Photo facial sessions range from AED 500 to AED 1,000, averaging at AED 875.
- For CO2 Fractional Laser Skin Resurfacing, prices vary from AED 1,500 to AED 3,500 per session, with an average cost of AED 2,500.
- Micro-needling and derma roller treatments are on the more affordable end, starting at AED 150 and reaching up to AED 300 per session, averaging at AED 225. Alternatively,
- Microneedling with derma pen introduces a higher-end option, starting at AED 1,000 and reaching up to AED 3,000, with an average session cost of AED 2,000

In July 2023, according to an article published by Enfield Royal Dubai., The high price sensitivity in Dubai, Abu Dhabi, and Sharjah for facial treatments, spanning from AED 399 to AED 750, acts as a significant constraint. Customers exhibit a keen awareness of pricing disparities within the market, making them highly sensitive to variations in costs. This sensitivity often poses challenges for businesses seeking to set competitive pricing strategies and may limit their ability to attract and retain clientele amidst a landscape of diverse pricing options

d) Types of customers in High-end skin care Centres

There are primarily three types of customers in the market

- 4) Customers who are not very price sensitive but prefer better treatment and are willing to pay.

These customers prefer to go to one doctor and would be loyal to them till they find a better alternative or for price. These customers would also try out other clinics if something special or new treatment are available. They try out only when offers are there for procedures which are straighter forward. Can be termed as loyal customers but willing to explore.

- 5) Customers who are not very price sensitive but prefer better treatment and are willing to pay.

These customers are always loyal to one doctor most of the time. Would not try out other clinics for price. Can be called Very loyal customers.

- 6) Customers who are price-sensitive and go with clinics which offer deals and packages. Can be termed as commercial customers.

Treatment and prices chart

	Ouronyx	Euromed Clinic Center Dubai	BIOLITE AESTHETIC CLINIC	Lucia Clinic	7 Dimensions Medical Centre	Aesthetica Clinic	SKIN111	SnB Clinic	Serenity Aesthetic And Slimming Poly Clinic	Ivory Aesthetics Clinic	EDEN DERMA CLINIC LLC	Skin Experts POLYCLINIC	Elixir Limited
Microneedling	1,503	1,503								1,263	1,602		2004
Resurfacing	3,344												
Botox	732				701								
Mesotherapy		501		536		501			601				501
Morpheus8		3,006	3,683				1,954						
Skin Rejuvenation	771	501			845								
Skin Tightening,					1,087								
Face Lifting					1,979			2,428					
Laser Treatments													
Vampire Facial		2,756											
Ultherapy		13,027							2,505	5,511			9269
HIFU Treatment							1,192			5,261		3,207	
Thermage FLX										8,017			
Skin Whitening Treatment		1,002											
BB Glow										952			

e) COMPETITION IN SKINCARE TREATMENT

The Dubai skin care treatment market is characterized by intense competition, with numerous clinics and providers offering similar treatments and services. This high level of competition poses challenges for skincare businesses, as they must find ways to differentiate their offerings and attract and retain customers in a crowded market.

One of the main challenges faced by skincare clinics is standing out from competitors. With many clinics offering similar treatments, it can be challenging to create a unique value proposition that sets them apart. In addition, attracting new customers can be difficult, as individuals may already have established relationships with other skincare providers. Furthermore, retaining customers in the face of competition can be equally challenging.

For Instance,

- In August 2021, according to an article published by The Economic Times, Dubai is renowned as a top destination for medical tourism, particularly for sports medicine, orthopaedics, dermatology, skincare, dentistry, and fertility treatments. The city boasts a wealth of internationally accredited hospitals, advanced infrastructure, and skilled healthcare professionals providing comprehensive healthcare services. With approximately 400 aesthetic clinics, 150-day care centres, and the highest density of cosmetic surgeons per capita, Dubai is poised to emerge as the global capital for cosmetic surgery

The highly competitive nature of the Dubai skin care treatment market presents a significant challenge for clinics and providers. With numerous options available to consumers, standing out and retaining customers can be difficult.

f) Competitors & Profile

Derma One Medical Center

Founded

NA

Headquarters	Dubai
Ownership	Private
Company Focus	The clinic is focused on providing a wider range of services Wrinkles Treatment (Botox in Dubai), Vivace Microneedling, PRP Concentrate in Dubai, Balance, Protocol for Fixing Skin PH, High Potency Skin Booster, Laser Hair Removal, HydraFacial and Microdermabrasion, Underarms sweat treatment, Body Piercing, Cosmetics Thread lift across the region
Product Categories	Wrinkles Treatment (Botox in Dubai), Vivace Microneedling, PRP Concentrate in Dubai, Balance, Protocol for Fixing Skin PH, High Potency Skin Booster, Laser Hair Removal, HydraFacial and Microdermabrasion, Underarms sweat treatment, Body Piercing, Cosmetics Thread lift
Market Focused Categories	Wrinkles Treatment (Botox in Dubai), Vivace Microneedling, PRP Concentrate in Dubai, Balance, Protocol for Fixing Skin PH, High Potency Skin Booster, Laser Hair Removal, HydraFacial and Microdermabrasion
Trackable Revenue	USD 1.59 Million (estimated)
Global Presence	Middle East and Africa

BIOLITE AESTHETIC CLINIC

Founded	2001
Headquarters	Dubai
Ownership	Private
Product Categories	The clinic is focused on a multidimensional approach to beauty and longevity, integrating plastic surgery, dermatology, nonsurgical medical spa treatments, and wellness services. They deliver a personalized and transformative experience, empowering their clients to enhance their physical, mental, and spiritual well-being.
Market Focused Categories	Non Surgical
Trackable Revenue	USD 1.00 Million (estimated)
Global Presence	Middle East and Africa

Cocoona

Founded	2005
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The company is focused on providing a wider range of services such as body contouring, breast clinic, dental clinic, dermatology & venereology, facial plastic surgery, hair clinic, home services, medical spa, orthopaedic clinic, reconstructive surgery, weight loss clinic, gynaecology clinic, nutrition across the region
Product Categories	body contouring ,. breast clinic, dental clinic, dermatology & venereology, facial plastic surgery, hair clinic, home services, medical spa, orthopaedic clinic, reconstructive surgery, weight loss clinic, gynaecology clinic, nutrition
Market Focused Categories	body contouring
Trackable Revenue	USD 0.58 Million
Global Presence	Asia Pacific, Middle East and Africa

Derma One Medical Center

Founded	NA
Headquarters	Dubai
Ownership	Private
Company Focus	The clinic is focused on providing a wider range of services Wrinkles Treatment (Botox in Dubai), Vivace Microneedling, PRP Concentrate in Dubai, Balance, Protocol for Fixing Skin PH, High Potency Skin Booster, Laser Hair Removal, HydraFacial and Microdermabrasion, Underarms sweat treatment, Body Piercing, Cosmetics Thread lift across the region
Product Categories	Wrinkles Treatment (Botox in Dubai), Vivace Microneedling, PRP Concentrate in Dubai, Balance, Protocol for Fixing Skin PH, High Potency Skin Booster, Laser Hair Removal, HydraFacial and Microdermabrasion, Underarms sweat treatment, Body Piercing, Cosmetics Thread lift
Market Focused Categories	Wrinkles Treatment (Botox in Dubai), Vivace Microneedling, PRP Concentrate in Dubai, Balance, Protocol for Fixing Skin PH, High Potency Skin Booster, Laser Hair Removal, HydraFacial and Microdermabrasion
Trackable Revenue	USD 1.59 Million
Global Presence	Middle East and Africa

7 Dimensions Medical Centre

Headquarters	Dubai, UAE
--------------	------------

Ownership	Private
Company Focus	The clinic is engaged in providing a continuum of patient-focused care, where our board-certified medical professionals utilize innovative medical technologies and implement evidence-based practices, with a special focus on skincare treatments.
Service Categories	Dentistry, Dermatology Clinic, Aesthetics Clinic, Skin Care Clinic, Laser Hair Removal, Obstetrics And Gynecology, Orthopedic Clinic, Physiotherapy And Rehabilitation, Chiropractic Treatment, Hijama Cupping Therapy, Acupuncture Clinic, Speech & Language Therapy Clinic, Occupational Therapy, Diet & Nutrition, Radiology Department
Market Focused Categories	Dermatology Clinic, Aesthetics Clinic, Skin Care Clinic
Trackable Revenue	USD 3.34 Million
Global Presence	Dubai, UAE

EDEN DERMA CLINIC LLC

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is engaged in revolutionizing anti-aging and skin health with cutting-edge treatments like diamond-tip microdermabrasion, PicoSure laser, and HydraFacial, by offering precise and comfortable options such as Non-surgical Nose Corrections, dermal fillers, and Anti-Wrinkle Injections.
Service Categories	Aesthetics, Dental, DNA Analysis
Market Focused Category	Aesthetics
Trackable Revenue	USD 1.27 Million
Global Presence	Europe, Middle East and Africa

Elixir Limited

Founded	2013
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on a wide range of therapies, including intravenous, anti-ageing, regenerative, holistic, and intramuscular treatments, to enhance vitality, slow down the ageing process, and improve skin health.
Service Categories	Wellness, Dermatology

Market Focused Category	Dermatology
Trackable Revenue	USD 0.37 Million
Global Presence	Europe, Asia-Pacific, Middle East and Africa

Euromed Clinic Center Dubai

Founded	2010
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on offering a wide range of medical, dental, psychological, and cosmetic services, with a strong focus on skincare treatments. Their state-of-the-art facility provides world-class care from skilled professionals, covering everything from fertility treatment and pregnancy care to paediatrics, dentistry, screening, mental health, and obstetrics, all in one convenient location.
Service Categories	Dentistry, Dermatology, Family Medicine Clinic, Osteopathy, Metabolic, Obstetrics & Gynaecology, Psychiatry, Internal Medicine, Men's Health
Market Focused Category	Dermatology, Family Medicine Clinic
Trackable Revenue	USD 13.00 Million
Global Presence	Middle East and Africa

IVORY AESTHETICS CLINIC

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is engaged in providing customized facials, body treatments, and other luxurious aesthetic services, with a special emphasis on skin treatment.
Service Categories	Skin Boosters, Medical Treatments, Body Treatments, Lifting & Tightening Facial Treatments, Facial Treatments For Problematic Skin, Laser Hair Removal Treatments, Laser Treatments, Skin Peels, Microneedling Treatments, Eye Treatments, Hair Growth Treatments, Permanent Makeup
Market Focused Category	Skin Boosters, Medical Treatments, Lifting & Tightening Facial Treatments, Facial Treatments For Problematic Skin, Laser Treatments, Skin Peels, Microneedling Treatments
Trackable Revenue	USD 2.20 Million
Global Presence	Middle East and Africa

London Center For Aesthetic Surgery Gulf

Headquarters	Dubai, UAE
Ownership	Private

Company Focus	The company is focused on providing a wider range of invasive treatment, non-invasive treatment across the region
Service Categories	invasive treatment, non-invasive treatment
Market Focused Category	invasive treatment, non-invasive treatment
Trackable Revenue	USD 0.79 Million
Global Presence	Middle East and Africa

Lucia Clinic

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on offering top-tier face, skin, and body contouring services using cutting-edge equipment and techniques, along with high-quality dermatology and laser treatments, all provided in a private and convenient setting.
Service Categories	Face, Body, For Men, Plastic Surgery
Market Focused Category	Face, Body
Trackable Revenue	USD 3.02 Million
Global Presence	Middle East and Africa

Serenity Aesthetic And Slimming Poly Clinic

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on utilizing the latest technologies and highest quality products. The Aesthetic Center specializes in skin care treatments such as Anti-Aging, Hyperpigmentation, Facial Skin Care, Face and Body Contouring, Skin Discoloration, Acne, Wrinkles, Scalp, and Hair Growth Treatments.
Service Categories	Face Treatments, Body Treatments, Hair Treatment, Dental Treatment
Market Focused Category	Face Treatments, Body Treatments
Trackable Revenue	USD 3.50 Million
Global Presence	Middle East and Africa

SKIN111

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on providing customized aesthetics and medical services with a special emphasis on skincare treatments. They offer a range of services in well-being, dermatology, weight loss solutions, and general medicine, providing comprehensive aesthetic, anti-ageing, and medical services for both men and women.
Service Categories	IV drips & wellness, aesthetics & anti-ageing, dental services, weight loss/slimming/body contouring/muscle building, diagnostic tests, home care services
Market Focused Category	Aesthetics & anti-aging
Global Presence	Middle East and Africa

SkinExperts POLYCLINIC

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on combining science, beauty, and well-being to provide top-tier, evidence-based skin treatments. They emphasize precise diagnostics and tailored solutions for each patient, ensuring effective and ethical care.
Service Categories	Medical Dermatology, Cosmetic Dermatology, Skin Surgery, Hair Restoration, Laser, Eyelid Rejuvenation, Face and Neck Surgery, Breast Surgery, Body Surgery, Skin Cancer
Market Focused Category	Cosmetic Dermatology, Hair Restoration
Trackable Revenue	USD 2.54 Million
Global Presence	Middle East and Africa

SnB Clinic

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The company is focused on providing top-quality skin, face, and body contouring services, including aesthetic, dermatology, and cosmetic treatments. They offer fat removal, genital rejuvenation, and stretch mark removal, all in a private and convenient setting.

Service Categories	Skin booster Injections, Botox, Non-Surgical Face Lift, Facial, Fillers, Mesotherapy, PRP, Thread Lift, Meso Thread, Laser Hair Removal, Fat Melting Injection, Plexr, Laser Whitening For Pigmentation, Tattoo Removal Laser, Vascular Laser Treatment, Bio Revitalization, Prophilos, Sculptra, Hydrafacial, Deep Cleansing Facial, Hair Loss Treatment, Melasma Treatments, Microneedling, Plastic Surgery, Cosmetic Dentistry, Butt Fillers, Cat Eye, Morpheus8, Physiotherapy
Market Focused Category	Skin booster Injections, Botox, Non-Surgical Face Lift, Fillers, Mesotherapy, PRP, Thread Lift, Meso Thread, Laser Hair Removal, Prophilos, Sculptra, Hydrafacial, Hair Loss Treatment, Microneedling, Morpheus8
Trackable Revenue	USD 1.11 Million
Global Presence	Middle East and Africa

The Nova Clinic

Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is engaged in redefining beauty and well-being through cutting-edge practices, with a focus on skin treatment by offering transformative and non-invasive treatments such as Breast Augmentation, HydraFacial, and Laser Hair Removal.
Service Categories	Injectables, HydraFacial, Morpheus 8 Pro Treatment, Laser Hair Removal, BBL Forever Young, Breast Augmentation, Rhinoplasty, Liposuction, IV Drips, Ozone Therapy, CoolSculpting
Market Focused Category	HydraFacial, Morpheus 8 Pro Treatment, Laser Hair Removal, CoolSculpting
Trackable Revenue	USD 3.97 Million
Global Presence	Middle East and Africa

Trucareclinics.ae

Founded	2012
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on providing exceptional service and multiple specialties through a team of highly experienced medical staff. They specialize in implementing the latest cutting-edge techniques in skincare treatment, laser therapy, and state-of-the-art dentistry
Service Categories	Dental / Ortho, Derma Treatments, Cosmetic Treatments, Laser Treatments, Slimming Treatment
Market Focused Category	Derma Treatments, Cosmetic Treatments

Trackable Revenue	USD 0.42 Million
Global Presence	Middle East and Africa

Elite Plastic & Cosmetic Surgery Group

Founded	2012
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The company is focused on providing a wider range of Surgical, Non-Surgical, and Skincare across the region
Service Categories	Surgical, Non-Surgical, Skincare
Market Focused Category	Surgical, Non-Surgical, Skincare
Trackable Revenue	USD 1.12 Million
Global Presence	Middle East

Kaya Middle East

Founded	2003
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The clinic is focused on advanced dermatological and skincare solutions for both women and men. They create personalized experiences around a core of customized treatments that restore, preserve, and enhance the essential vitality of skin, hair, and body.
Service Categories	Skin, Hair & Body, Plastic Surgery
Market Focused Category	Skin, Hair & Body, Plastic Surgery
Trackable Revenue	USD 26.7 Million
Global Presence	Asia-Pacific, Middle East and Africa

Kaya Middle East

Founded	1990
Headquarters	Dubai, UAE
Ownership	Private
Company Focus	The company is focused on providing a wider range of invasive treatment, non-invasive treatments across the region
Service Categories	invasive treatment, non-invasive treatment
Market Focused Category	invasive treatment, non-invasive treatment
Trackable Revenue	USD .97 Million
Global Presence	Middle East

g) Major treatments Presently in the market

A. Exosome Booster

Exosome facial therapy is a cosmetic procedure that involves applying high concentrations of exosomes to facial skin tissues. These exosomes can be applied topically or combined with other facial treatments. The main objective of this treatment is to diminish signs of ageing and improve the firmness and elasticity of the skin.

Treatment	Clinic	Details
ASCE plus Derma Signal Kit SRLV S	(Euromed Clinic Dubai)	At Euromed Clinic Dubai, dermatologists conduct Exosome Facial Rejuvenation using ASCE plus Derma Signal Kit SRLV S.

		This formula is rich in exosomes and enhanced with peptides, coenzymes, and essential acids to promote skin health
ExoSCRT EXOSOMES	SKIN111	ExoSCRT Exosomes is a group of remarkable nanoscale particles which offer a versatile solution for treating a range of skin imperfections such as scars, pigmentation issues, enlarged pores, active acne, and even atopic dermatitis.
Exosome Stem Cell Therapy	DRYPSKIN, Albiraa clinic, Dynasty Clinic	Exosome Stem Cell Therapy combines the healing properties of exosomes and stem cells. Exosomes are vesicles containing proteins and growth factors, while stem cells can repair tissues. This therapy involves administering these components to damaged tissues to promote regeneration.
ASCE & AnteAGE Exosomes	Biolite Aesthetic Clinic	ASCE & AnteAGE Exosomes offer a range of potential benefits for skin and hair health. They can stimulate skin cells to rejuvenate, improving skin elasticity, texture, and appearance, making them promising for anti-ageing treatments
Exosome Facial Therapy	Wellth	
ADMSCs exosomes (Bioscience Institute S.p.A.	
AnteAGE MDX Exosomes	DUBIMED MEDICAL SUPPLIES TRADING LLC	

B. Anti-Aging treatment packages

Treatment	Clinic	Details
MORPHEUS 8	Beautify Me Medical Center	The Morpheus8 RF Microneedling treatment is a combination of Fractionated Radio Frequency and Microneedling technologies. In this treatment tiny needles puncture the

		skin, stimulating the body's natural skin rejuvenation process.
anti-ageing Treatment	<ul style="list-style-type: none"> • Dynamic Aesthetic Clinic • Enfield Royal Dubai. • Dubai Cosmetic Surgery Clinic 	<ul style="list-style-type: none"> • Chemical Peels • Laser Skin Resurfacing • Microdermabrasion • Radiofrequency Treatment • Injectable • Micro-needling • Intense Pulse Light Therapy • Vampire Facelift • Microdermabrasion • Redermalization

C. Ultrasound-based anti-ageing procedures

Treatment	Clinic	Details
SOFWAVE	BROWZ CLINIC	SOFWAVE is an innovative ultrasound treatment that effectively addresses wrinkles and improves skin elasticity, providing a non-invasive, natural facelift. This treatment targets a range of skin concerns, including wrinkles, fine lines, and sagging skin, and can instantly lift the brow and eye area
HIFU Treatment	<ul style="list-style-type: none"> • Dynamic Aesthetic Clinic 	High-Intensity Focused Ultrasound (HIFU) is a less invasive cosmetic procedure that tightens loose skin and reduces wrinkles and fine lines, serving as an alternative to facelifts.

D. Collagen Bomb Package

Treatment	Clinic	Details
Jalupro		SOFWAVE is an innovative ultrasound treatment that effectively addresses wrinkles and improves skin elasticity,

	providing a non-invasive, natural facelift. This treatment targets a range of skin concerns, including wrinkles, fine lines, and sagging skin, and can instantly lift the brow and eye area
Jalupro Super Hydro	High-Intensity Focused Ultrasound (HIFU) is a less invasive cosmetic procedure that tightens loose skin and reduces wrinkles and fine lines, serving as an alternative to facelifts.

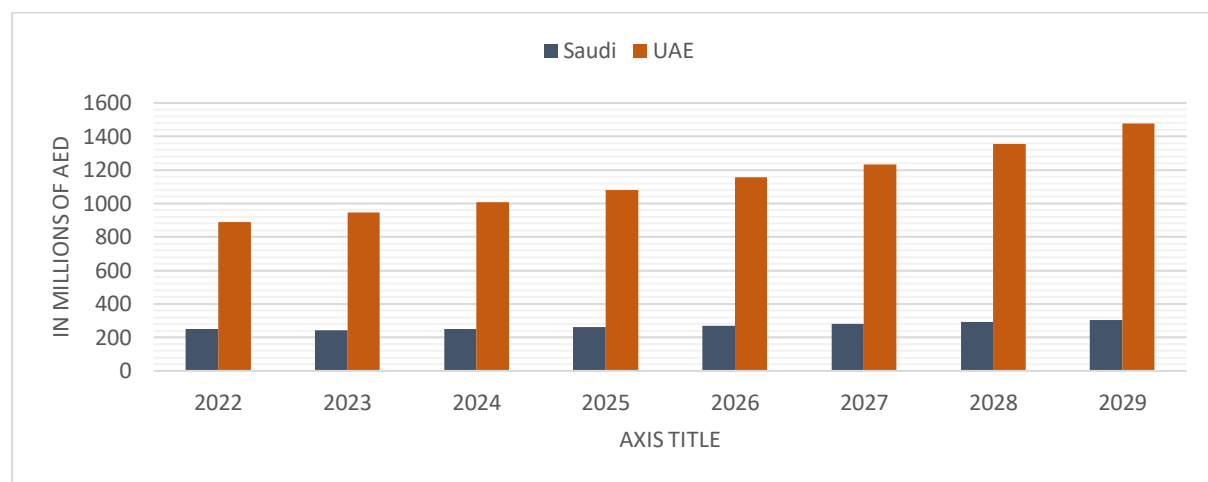
E. Non-Surgical Contouring Package

Treatment	Clinic	Details
Body contouring services	Elegant hoopoe slimming therapy center	Fat contouring procedures are effective solutions for eliminating excess body fat, reshaping the body, and achieving desired body contours
Evolve Nonsurgical Dubai Trim	Serenity Aesthetic And Slimming Poly Clinic	Evolve Nonsurgical Trim is an FDA-approved radiofrequency vacuum treatment for body contouring, targeting fat and offering skin tightening and muscle toning.
LipoZero	SKIN111	It is a non-invasive procedure which is a 20 to 100-minute session combining radiofrequency, vacuum, cavitation (ultrasound), low-level laser, and LED treatments. This combination helps reduce fat and cellulite, sculpting the body for a better physique. Each session can reduce girth by 5 to 8 inches from various body parts, and weekly sessions for 4 to 6 weeks are recommended for optimal results.

4) The Saudi market for Skin Care treatment

The Saudi market is also a growing market for Skincare
The Saudi market is smaller than the Dubai Market

UAE and Saudi Skin Treatment Growth in Millions of AED								
	2022	2023	2024	2025	2026	2027	2028	2029
Saudi	251	243	251	261	271	282	294	305
UAE	889	945	1006	1082	1157	1233	1355	1477



Source : <https://www.statista.com/>

5) South Korea as a Destination for Skincare Treatment.

South Korea attracted a record number of 82,000 foreign patients in 2022, mainly for plastic surgery and dermatological treatments, according to the Korea Health Industry Development Institute's "Foreign Patients Attraction Performance Report.

By country, Thai nationals topped the list of patients of foreign nationality who visited plastic surgery clinics in 2022 with 24.2 per cent, followed by those from Japan, China and the United States. Chinese nationals accounted for the greatest number of foreign patients who visited dermatologists, with 23 per cent, followed by those from Japan, the United States and Thailand.

Regarding last year's increase in the number of foreign national patients, the Korea Health Industry Development Institute explained it as due to a rise in overseas tourist visits, eased border restrictions and active marketing through social media. "As interest in K-beauty increases, the number of foreign patients visiting plastic surgery and dermatology clinics is expected to continue to increase," the Korea Health Industry Development Institute said.

a) Total tourist Patients in Seoul Korea at the Facility of Amora SS & Renovo (i.e. Tonys Clinics)

The numbers are based on the Amaoa SS clinic in Seoul . It is a premium Skin care treatment clinic in Seoul It caters to Local customers as well as tourists.

	2018	2019	2020	2021	2022	2023
Enquiries received	9,003	11,356	8,949	9586	1,0482	1,5693
Tourist Patient Numbers	1,723	2,721	403	451	1593	3172

Note:

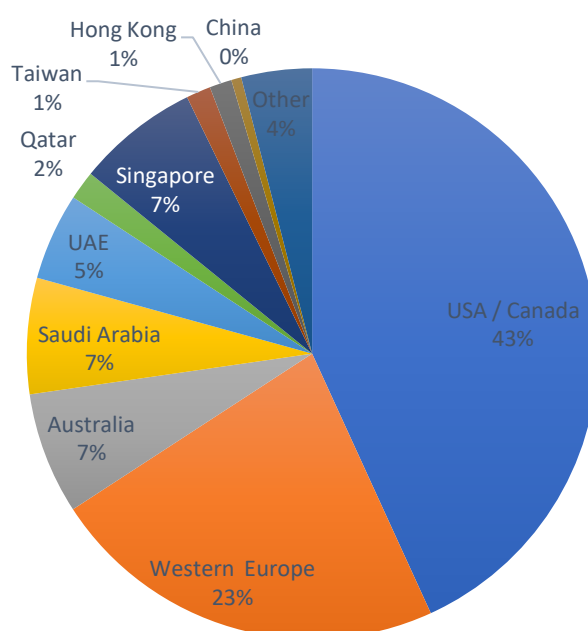
Dip in 2020 and 2021 due to COVID

With an average of 20% Conversion rate.

b) Break up of Tourist Patients in Korea by Demographics

Tourist Patients						
Country	The Numbers				Percentages	
	2022	2023	2024 (Prj)		2022	2023
USA / Canada	833	1369	1906		52.3%	43.2%
Western Europe	344	718	1093		21.6%	22.6%
Australia	64	219	374		4.0%	6.9%
Saudi Arabia	91	208	326		5.7%	6.6%
UAE	56	156	257		3.5%	4.9%
Qatar	23	52	81		1.5%	1.6%
Singapore	88	220	351		5.5%	6.9%
Taiwan	13	44	75		0.8%	1.4%
Hong Kong	5	40	75		0.3%	1.3%
China	2	18	35		0.1%	0.6%
Other	73	127	180		4.6%	4.0%

Demographics break up



6)Analysis

We have Two Models

- One is the model in Seoul which is based majorly on tourists.
- The other is the customers from the local market in UAE.

a) The Skin treatment process in Gangnam Seoul

The Three Skin Care Clinics in Seoul These clinics are premium in Seoul and cater to locals and tourists. To the tourist, the treatment is sold as a package with The customers flying in and staying 6 to 10 days in Seoul and attending the clinic for one or two days. During the visit, the Customer is provided with a skincare routine based on the skin type and issues discussed with the customer. Tourists who come to Seoul for the treatment are provided Prior appointment. The process steps are as follows

Process of treatment at Seoul	
1)	Contact over the Website or WhatsApp or phone
2)	Provide initial details of treatment
3)	The customer provides snaps/photos of the face
4)	The consultant recommends treatment routine which is discussed and price information shared
5)	Make advance payment and book a date and time.
6)	The customer makes travel to Seoul. Visit the clinic.
7)	Initial screening using the machine and customer updated on treatment
8)	Consultation with the doctor and final treatment and price agreed on
9)	Prepare the customer
10)	Treatment steps are done as per the package chosen

b) The Treatment Process presently followed at clinics in Dubai

The Process	
1	Call over the phone / WhatsApp, queries for various treatments and answers provided
2	Book Appointment
3	Arrive and file opening with ID
4	Consent form signing
5	Initial chat with the nurse or understanding of the issue
6	Various treatment plans and price ranges explained
7	Visit the Doctor and finalise the treatment and price
8	Initial treatment and send-off
9	Book next visit

c) The Differences Between the Two Models

	Korean Tourism Customer	Local Customer in Dubai
1	Focus more on skin Glazing and Skin care treatment	Anto Ageing is the number one Skin care treatment
2	Focused on Bundle options Especially with tourists travelling to Korea.	IF local Clients. Multiple visits are not an issue so one-by-one treatment as per the client's skin and needs
3	The Skincare treatment cost will Be a smaller percentage of the total cost which includes treatment, accommodation travel So likely to be spent at a premium Price	The treatment cost is the main factor
4	The main player in the premium packaged Korean treatment routine	Many players in the premium Aesthetic clinics
5	More treatment centric	Treatment Plus Doctor-centric
6	The factors to Select a clinic is based on factors which are not known factors as website /presentation /professionalism of the staff/word of mouth/ reviews on Social Media affect decision-making	Social media and other aspects get the client in the first time. However, the decision-making and follow-up are based on the experience and comfort level of the doctors/staff.

a) Insights into the Dubai Market

Main observation in the Dubai market	
1	Customers mostly come back for the doctor
2	Treatments are spread over time. The best option is one visit per month
3	The average spend on those visits could be between 3000 to 5000 AED
4	Procedures like anti-ageing need constant or monthly treatment or update
5	Privacy is a must for ladies
6	Gents also visit the clinics
7	Customers are willing to move from room to room for treatment but the process needs to be explained and customers made comfortable
8	73 % of the clients are ladies. The rest 27% are men
9	Very popular and famous doctors treat around 25 to 35 patients per day
10	The majority of customers are Emiratis
11	Only 5 to 8 per cent of customers come from outside UAE
12	The nationality of the doctors also decides on the nationality of the clients.

a) SWOT

STRENGTH	
	Korean Package deals & Korean Expertise
	The Brand association to Seoul Clinic
	The Marketing Expertise
WEAKNESS	
	Located in Dubai
OPPORTUNITY	
	The Demand for Korean skin Care treatment
	Growth in Skincare treatment in Dubai
THREAT	

b) Porters 5 Forces

Criteria	Sub Groups	Favourability	Comments
Competitive Rivalry	Number of competitors		Many Competitors IN skin care treatment In Dubai
	Diversity of competitors		Most competitors offer similar services but none offers The full Korean package
	Industry growth		The market for Korean skincare is growing
	Quality differences		Yes there can be major differences in Service delivery, We have a different process
	Brand Loyalty		Customers Tend to be Loyal to doctors
Bargaining Power of Suppliers	Number and size of suppliers		Suppliers have no power
	Uniqueness of each product		The products would be similar but how they are provided is the difference
	The ability of the company to switch		No, the company has no such power
Bargaining Power of Customers	Number of customers		There is demand for Korean skincare so number of customers would be high
	Differences between competitors		should stand out as a Korean skin care facility with a Korean process
	Price sensitivity		The Customers in the target segment are price elastic to within the competition prices
	Ability to substitute		The Korean skincare can be substituted with other skin care treatments
	Switching cost		Not very high, After Korean skin care treatment they can switch back to other routines
Threat of Substitute	Number of substitutions available		There is substitutes for Korean Skincare treatment in the form of other skin care treatments other medical procedures would be a substitute
	Buyer propensity to substitutes		Within the target segment, the customers remain loyal to a doctor or service
	Relative price performance of substitute		Similar services are at similar prices and with medical procedures they are high

	Perceived level of product differentiation		Yes products can be differentiated in the way the service is packaged
	Switching cost		switching costs can be high
Threat of New Entrants	Barriers to entry		No major barriers to entry for high-end skincare treatment
	Economies of scale		Is limited by the number of doctors and treatment space
	Capital requirement		The Capital requirement of upwards of 3 Million is a deterrent for non-serious players
	Government policies		No Impact as per the present situation
	Access to distribution channels/ properties		The same is available to any potential competitor

Favaroability	Colour Code	Value
Highly favourable		4
Moderately favourable		3
Neutral		2
Moderately unfavourable		1
Highly unfavourable		0

Favourability	72.62%
---------------	--------

The Project is a favourable one to invest into

7)The Proposed Business

The Following are the

a) The Packages proposed

Package Categories	Packages Names	Effect	AED
Pigmentation Packages	Korean Glass Skin Package (Standard)	Pigmentation & Discoloration Reduction, Hydrating, Deep Cleansing, Anti-Aging, Brightening	2,382
	Korean Glass Skin Package (Premium)	Pigmentation & Discoloration Reduction, Hydrating, Deep Cleansing, Anti-Aging, Brightening, Skin Regenerating, Skin Healing	4,015
	Flawless Skin Package	Pigmentation & Discoloration Reduction, Hydrating, Brightening, Glowiness, Skin Softening, Anti-Aging	2,654
	Crystal Clear Package	Pigmentation & Discoloration Reduction, Hydrating, Brightening, Skin Glowiness, Skin Softening, Anti-Aging, Barrier Repair, Sensitive Skintypes	2,382
Pore & Scarring Packages	Pore & Scar Erasing Package (Standard)	Pores, texture, scarring, elasticity, tightening, anti-aging, skin regenerating, moisturizing	2,654
	Pore & Scar Erasing Package (Premium)	Scarring, texture, Brightening, skin resurfacing, fine lines, anti-aging, moisturizing	4,287
	Modern Ablative Package (Standard)	Scarring, texture, Brightening, skin resurfacing, fine lines, anti aging, moisturising	2,926
	Modern Ablative Package (Premium)	Scarring, texture, Brightening, skin resurfacing, fine lines, anti aging, mositurizing	4,831
	Glowing Goddess Package (Standard)	Scarring, pores, acne, elasticity, texture, glowing, anti-aging, moisturizing (For ALL SKIN / Highly recommend for dark skin)	3,470
	Glowing Goddess Package (Premium)	Scarring, pores, acne, elasticity, texture, glowing, anti-aging, moisturizing (For ALL SKIN / Highly recommend for dark skin)	5,103
	Baby Skin Package (Standard)	Skin texture, pores, pigmentation, resurfacing, anti-aging, moisturizing	2,654

	Baby Skin Package (Premium)	Skin texture, pores, pigmentation, resurfacing, anti-aging, skin regenerating, moisturizing, exfoliating	4,287
Acne Packages	PAE Half Face Acne Package	Permanent Acne Extractions for a maximum of 5 spots	1,293
	PAE Full Face Acne Package	Permanent Acne Extractions for unlimited number of spots	3,470
Anti-Aging, Lifting and Tightening Packages	V-Line Lifting Package (Standard)	Skin lifting & tightening, anti-aging, skin regenerating, fine lines, fat reduction, face-slimming	2,926
	V-Line Lifting Package (Premium)	Skin lifting & tightening, anti-aging, skin regenerating, fine lines, fat reduction, face-slimming	5,103
	One-Day Anti-Aging Package (Standard)	Skin lifting & tightening, anti-aging, moisturizing, skin regenerating, fine lines, glowing, pigmentation, texture	5,375
	One-Day Anti-Aging Package (Premium)	Skin lifting & tightening, anti-aging, moisturizing, skin regenerating, fine lines, glowing, pigmentation, texture, brightening, sensitivity, dark circle	8,097
	One-Day Anti-Aging Package (Luxury)	Skin lifting & tightening, anti aging, moisturizing, skin regenerating, fine lines, glowing, pigmentation, texture, brightening, sensitivity, dark circle	10,819
	NEW! Ultherapy High-Lift Package	Skin lifting & tightening, anti-aging, skin regenerating, V-Line	5,648
	NEW! Thermage FLX Anti-Aging Package	Skin tightening, anti-aging, skin regenerating, fine lines	11,431
	NEW! Thermage FLX Ultimate Anti-Aging Package	Skin tightening, anti-aging, skin regenerating, fine lines	16,330
	Collagen Surge Package	Collagen stimulating, lifting & tightening, anti-aging, skin regenerating, fine lines, skin volumizing	7,226
	Collagen Hydration Package	Collagen stimulating, hydrating, anti-aging, skin regenerating, fine lines, skin volumizing	6,192
	Collagen Bomb Package	Collagen stimulating, lifting & tightening, hydrating, anti-aging, skin regenerating, fine lines, skin volumizing	7,771
Moisturising Packages	Deep Hydra Package	Calming, regearing, soothing, deep-hydration, anti-aging	1,293
Undereye Packages	Non-Surgical Undereye Rejuvenation	The strongest treatment for correcting eyebags and other undereye issues. Smooths undereye bags/bulges, improves fine lines, brightens.	6,804

Petit Plastic Surgery	Petit Nose Job	Bridge (4 HIKO threads) + Tip (2 Edgko Threads) + Bridge & Tip Filler	2,450
	Non-Surgical Contouring Package (<i>Standard</i>)	SlimX Shots 4cc + SlimXtreme Shots 3cc + V-Lift Laser (1 mode)	2,722
	Non-Surgical Contouring Package (<i>Premium</i>)	SlimX Shots 4cc + SlimXtreme Shots 3cc + Jaw botox (optional) + HIFU Gold 300 Shots + V-Lift Laser (one mode)	4,899
	Non-Surgical Contouring Package (<i>Standard - with Kybella</i>)	SlimX Shots 4cc + Kybella 2cc + V-Lift Laser (1 mode)	3,266
	Non-Surgical Contouring Package (<i>Premium - with Kybella</i>)	SlimX Shots 4cc + Kybella 2cc + Jaw botox (optional) + HIFU Gold 300 Shots + V-Lift Laser (one mode)	5,443
	Non-Surgical Contouring Package (<i>Deluxe</i>)	SlimX Shots 4cc + SlimXtreme Shots 3cc + Ultherapy 200 Shots + V-Lift Laser (one mode)	7,076
	Non-Surgical Contouring Package (<i>Deluxe - with Kybella</i>)	SlimX Shots 4cc + Kybella 2cc + Ultherapy 200 Shots + V-Lift Laser (one mode)	7,621

a) Proposed Customer number Projections:

Projections for Growth

Projections for the Tourist patients in Seoul at a conservative 20 % Growth

	2022	2023	2024	2025	2026	2027	2028	2029
Tourist Patients	1,593	3,172	4,751	6,176	7,411	8,893	10,672	12,806

Middle East Clients

The Clients from the Middle East i.e. Saudi Arabia, UAE and Qatar

Customers from the Middle East are Growing in numbers

	2022	2023
Middle east	170	417

Middle east Projections with present Growth rate

Based on the data from the data of Tourist patient's Seoul clinic we can do some projections. The potential countries from where the foreign clients would be

Projection for Tourist Customers for the Dubai Clinic								
Sources of tourist	2022	2023	2024	2025	2026	2027	2028	2029
Middle East	170	417	542	704	916	1190	1548	2012
With the New Dubai Location				775	1099	1429	1857	2414
Projection from India/Pakistan				30	36	43	52	62
Other Arab Countries				20	36	43	52	62
From Europe and US/Canada				210	262	328	410	512
Total Potential Tourist Customers				1035	1433	1843	2371	3051

b) The Location

The ideal location for the clinic would be on Jumeirah Road / Al Wasel Road or Al Safa area in a commercial Villa.

c) Staffing

One dermatologist from Korea with Knowledge of English Has to Appear for the DHA exam and pass
One GP Anaesthetics from Dubai Preferably Lebanese or Jordanian Who is DHA approved
One Nurse who is DHA-certified
Two Beauty technician/ From Korea
Two Aesthetic consultants
One receptionist who is Arabic-speaking

Staffing	No of Personnal	Salary Per Month IN AED
Korean Dematologist	1	80,000
GP Aesthetics	1	70,000
Manager	1	35,000
Recptionist	1	7,000
Beauty Therapists	3	17,000
Nurse	1	15,000
Beauty Consultants	2	20,000
Cleaning staff	1	3,000
Driver	1	3,500
Coordinator	1	10,000
Accountant	1	7,000

a) Marketing

The marketing would be mostly online and using incluencers

1	SNS Marketing (online)
2	YouTube Marketer (online)
3	Website Marketer (online)
4	Copy Writer (online)
5	Marketing Manager (online)
6	Website manager including SEO work
7	Influencer Marketing - major and Minor influencer's

8)The regulations and Time line

9) Review of Aesthetics clinic's for sale

Analysis of the data published about aesthetic clinics for sale

uae.sellanybusiness.com/businessdetail/28081-aesthetic-and-laser-medical-centre

Australia Canada India Singapore South Africa Thailand UAE UK USA Worldwide Register/Log

SellAnyBusiness.com Sell a Business Buy a Business Invest in Business Invest in Startups Franchising Business Brokers

#Business ID: 28081

Get Email Alerts Add to Shortlist View Shortlist

Aesthetic And Laser Medical Centre in Dubai For Sale

Business Location: **Dubai, United Arab Emirates**

Asking Price: **AED 1m to 5m** Revenue: AED 1m to 5m Cash Flow: AED 1m to 5m

[Furniture / Fixtures included]
[Real Estate Included]

Business Summary

A well established running dermatology and laser centre with variety of branded machines is available for sale in one of posh areas of Dubai. Very low running cost . Only serious businessmen are encouraged to discuss.

Please contact us for more details.

Property Details

Size:	2500 sqft
Years Established:	1
Property Type:	Lease
FF&E:	AED 1,000,000
Real Estate Value:	AED 1,000,000

Other Business Details

Business Location: Rashidiya

Related Businesses for Sale

- Business For Sale Dubai
- Business For Sale United Arab Emirates
- Aesthetic Skin Care For Sale in United Arab Emirates
- Aesthetic Skin Care For Sale in Dubai
- Professional For Sale in United Arab Emirates
- Professional For Sale in Dubai

Selling a Business?

Visit the page to [Sell a Business in United Arab Emirates](#) | [Sell a Business in Dubai](#)

uae.businessesforsale.com/emirates/aesthetic-polyclinic-in-dubai-for-sale.aspx

Home Businesses Franchises Selling Resources UAE Your Account

Advertisement

4k Quality AI Headshots BetterPic Before After Try it now

[Back to 'aesthetic United Arab Emirates'](#) Listing ID: 3548120

Aesthetic Polyclinic In Dubai For Sale

Dubai, UAE


Asking Price:	AED18,000,000
Sales Revenue:	Available on request
Cash Flow:	Available on request

A well reputed Polyclinic located in a prime location in the heart of Dubai.

It is more than 11,000 sqft complete built, more than 25 rooms for all aesthetics, including hair transplant, cosmetic surgeries, plastic surgeons. dental implants. and various other medical activities.

Net 30% profit

Sale Price AED 18 million



Contact Broker

Save Share Print

Listed by
LIBERTY BUSINESS
[View 28 LIBERTY BUSINESS listings](#)

[← Back to 'aesthetic United Arab Emirates'](#)

Listing ID: 3566269

Aesthetic Medical Clinic In Dubai For Sale

Al Gharhoud, Dubai, UAE

NEW **QUICK SALE**

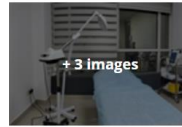
Asking Price:	AED600,000
Sales Revenue:	Not applicable
Cash Flow:	AED50K - AED100K

Contact Seller

Save

Share

Print



+ 3 Images

Our clinic offers a range of aesthetic services, such as hydra facials, botox, dermal fillers, lip fillers, skin rejuvenation treatments, IV nutrition, laser hair removal, body contouring, and many other procedures.

Running a polyclinic (2 specialty) (general and plastic surgery clinic)—you can add one or two extra specialties if required. DHA approval is available for BTX and Fillers, Beauty Therapy, General Practice, Laser Hair Removal, Nursing, and plastic surgery.

Fresh interiors, fully equipped with machines imported from the USA—only premium brand machines in our collection.

DHA license, 6 month validity

Advertisement



Find Harmony at AWAY Spa
Immerse in a world of wellness, complemented by exclusive access to the hotel's amenities

Learn More

[← Back to 'aesthetic United Arab Emirates'](#)

Listing ID: 3524033

Aesthetic Salon For Sale In DIFC, Dubai!For Sale

DIFC, Dubai, UAE

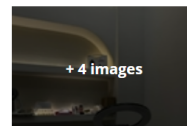
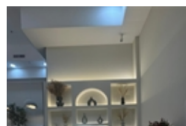
Asking Price:	AED1,200,000
Sales Revenue:	AED720,000
Cash Flow:	Not applicable

Contact Broker

Save

Share

Print



+ 4 Images

SELL ANY BIZ
BUSINESS BROKERS & INVESTMENT ADVISORS

Listed by
Sell Any Biz
[View 126 Sell Any Biz listings](#)

Welcome to an exclusive opportunity to acquire a thriving salon strategically located in the prestigious Damac park towers, DIFC, Dubai. This turnkey business has not only established itself as a go-to destination for beauty and grooming but has also demonstrated impressive financial performance.

10) Annexure

Price of treatment in the market by Clinic

Euromed Clinic Center Dubai	Price
Acne Treatment	1,453
Liquid Face Lifting	3,006
Vampire Facial	2,756
Exosomes Hair Loss Treatment	3,507
Scalp Micropigmentation	1,002
Ultherapy Treatment (full face and neck treatment)	13,027
Chemical Peels	476
Microdermabrasion	752
Laser Hair Removal	701
Hydrafacial Treatment	500
Acne Treatment	1,453
Facelift	45,093
Dark Circles Removal	1,002
Fractional Co2 Laser treatment	2,004
Dermapen Microneedling	1,503
Skin Whitening Treatment	1,002
Rosacea Treatment	1,618
Eximia – Non Invasive Slimming Treatment	2,004
Mesotherapy	501

BIOLITE AESTHETIC CLINIC	
Advalight Laser Treatment	3,262
E-Matrix RF	3,006
Fotona 4D Facelift	3,157
Fotona Frax Flash	1,804
Fotona SmoothEye	1,202
Fotona Lip Lase	842
Morpheus8 (face & neck)	3,683
PICO Genesis Skin Revitalization	2,004
Sofwave (Neck Area)	8,017
Sofwave (Face)	10,522
Sofwave (Face and Neck)	13,528
SKIN111	
Full face Botox	1,192
Face / Lip filler	1,192
Hydra Facial	586
HydraCool Facial	358
Profilo / Jalupro super hydro / Perfill 3D / HaPN70 Salmon DNA / Perfill Skin booster	1,192
Mesotherapy And NCTF	511
Acne Scar Treatment	291

Scar Removal	1,002
Lipolysis Injection	1,503
Radiofrequency Cellulite Removal Treatment	1,002
Lip Augmentation	1,503
Profhilo Injection	2,505
Skin Rejuvenation	501
Morpheus8 RF Microneedling Treatment	3,006
Ivory Aesthetics Clinic	
CLASSIC SKIN BOOSTER	947
PROFHILO	1,473
VITAMIN SKIN BOOSTER	842
Radiesse	2,630
Sculptra	4,209
Dermalux LED Therapy	551
Dermaplaning with Chemical Peel	947
Dermal Builder Enzyme Therapy (DMK)	1,268
BB Glow	952
Microdermabrasion Facial	581
Nimune Deep Cleansing	581
RF MICRO NEEDLING FRACTIONAL BY EXION	2,630
Platinum HydraFacial	1,052
Diamond Hydrafacial	902
Deluxe HydraFacial	1,253

BBL® Hero™ Facial Treatment	686
IPL Skin Rejuvenation Treatment	455
PRP With Subcision	1,393
Halo Fractional Laser	3,745
Secret Duo	691
Thread Lift	553
Exosomes	1,503
Dark Circle Treatment	511
Moxi® Laser Treatment	1,954
Pico Laser Treatment	326
BBL® Hero™ Facial Treatment	686
Laser Hair Removal	47
Morpheus8 Treatment	1,954
HIFU Treatment	1,192
Long lifting threads	553
Skin Tightening	596
Serenity Aesthetic And Slimming Poly Clinic	
Hydrafacial Treatment	401
Green Peel Treatment	852
Dermamelan Treatment	2,505
Peeling Cosmelan Mask	2,505
Radiesse Filler	2,505
Aqua Gold	1,804

Oxygen Lift Infusion	852
Progressive Anti-aging Collagen Treatment	952
Gua Sha Facial	952
Body filler	2,104
Lips Enhancement	801
Face Enhancement	1,553
Under Eye Fillers	2,104
Aptos Thread Lifting	12,526
Face Rejuvenation Acupuncture	551
Laser Hair Removal with Candela GentleMax Pro	210
Soprano Titanium Laser Hair removal	2,630
IPIXEL–Fractional skin resurfacing	3,683
Emerald Green Laser	1,052
ClearSkin Laser for Acne	1,578
Carbon Laser Facial	1,263
Laser Hands Rejuvenation	752
Lip Rejuvenation	551
Laser Skin Rejuvenation	1,578
AFT Laser Facial Treatment	1,263
Viora Body Slimming Treatment	1,052
EMSculpt NEO	2,630
Glutathione Peel Facial	947
Azelaic Peel Facial	812

Booster (Under the eye, Neck, Face)	1,804
Derma Pen Treatment	601
Thread (Neck, Face, Eyebrow)	852
Anti-Wrinkle (Botox)	401
Ulthera	2,505
Filler Removal	802
Stem Cell	1,804
Mesotherapy	601
Morpheus8	1,503
IPL(Lumecca)	1,202
Vasculaze	1,202
EvolveX	1,202
Forma	1,202
IPL(by Inmode)	1,202
Face PRP	601
Dermal Fillers (Lips, Chin, Cheek. Under eye)	1,002
Profilo(2ml)	1,503
Profound	1,804
Laser Hair Removal (Candela Gentlemax Pro)	150
Fractional Laser	1,503
Q-switched Laser	1,202
Carbon Peel	401
Plasmage	802

Salicylic Peel Facial	812
TCA Peel treatment	812
DMK PRO 6-LAYER PEEL TREATMENT	6,313
Cosmelan Peel Treatment	3,683
Microneedling	1,263
Medical Microneedling	1,578
Advanced Microneedling with Oxygen Therapy	1,683
Oxyneedling	1,152
Thermage FLX	8,017
EMFACE	2,630
Ultherapy	5,511
HIFU Treatment	5,261
Radio Frequency Fractional	1,578
Radio Frequency Face Lift	952
DMK Hydra Dermaze Treatment	1,503
Plasma Pen Skin Tightening	1,578
Kaya Middle East	
Laser Hair Removal	111
Hair Loss & Thinning	111
Acne Solutions	89
Expert Facials	89
anti-ageing Solutions	142
Hair Transplant	1,781
Rapid 360 Acne Clear (Aqua Therapy 4 Sessions)	508
Purepore Clear Skin	178
Youth Brilliance anti-ageing treatment	85
Derma Regen Four Layer Therapy	200

Derma One Medical Center	
UPPER FACE WRINKLES INJECTIONS (Bunny lines (nose))	250
UPPER FACE WRINKLES INJECTIONS (Around the eyes (crow's feet))	450
UPPER FACE WRINKLES INJECTIONS (Forehead and frown lines)	700
UPPER FACE WRINKLES INJECTIONS (Full upper face)	901
Dermapen with Salmon D.N.A.	1,001
Face Slimming (double chin fat-reducing injection)	600
Face Slimming (dark circles under eyes reducing injection)	600
Full body laser	600
Profilo (2 sessions) + 1 Free Plasma session	2,604
Profilo session + Mesotherapy session	1,602
EDEN DERMA CLINIC LLC	
Anti-wrinkle injections (1 area)	320
Anti-wrinkle injections (2 areas)	549
Anti-wrinkle injections (3 areas)	686
Dermal fillers (1 ml)	458
Dermal fillers (2 ml)	824
Dermal fillers (3 ml)	1,098
Dermal fillers (4 ml)	1,373
Dermal fillers (5 ml)	1,602
Skin boosters (Profilo, Revitrane) 2 ml per syringe	890
Microneedling (Collagen induction therapy)	320
Microneedling (Full Course of 6)	1,602
Fat Dissolving Injections (Large area)	915
Fat Dissolving Injections (Large area Course of 3)	2,517
Fat Dissolving Injections (Small area)	458
Fat Dissolving Injections (Small area Course of 3)	1,144

Insta Clarity Skin Brilliance	244
Intense White Luxe Therapy	220
Kaya Laser Hair Removal treatment	109
Hydrate and Restore Facial	134
Kaya Antox Ultrasheen Therapy	220
Kaya Ultra Rejuve Signature Therapy	187
De Pollute and Nourish Facial	134
Ouronyx	
Microneedling	1,503
Resurfacing	3,344
Facials and Topical Care	1,054
Rejuvenation and Contouring	771
Liquid Lift	3,006
Botox	732
Dermal Fillers	1,002
Lucia Clinic	
Brow-Forehead Lift	802
Face Lift	1,612
Body Contouring	752
Body Fillers	1,012
CoolSculpting	1,236
Emsculpt NEO	2,681
Mesotherapy	536
SnB Clinic	
Laser Treatments	2,428
Injectables	446
Fillers	1,553
Cocoona Clinic	
Body Contouring	701
Acne Removal	1,503

Health Connect Polyclinic	
CHEMICAL PEELS	780
SKIN RESURFACING LASER THERAPY	3,006
7 Dimensions Medical Centre	
Acne Treatment	1,678
Dermal Fillers	1,022
Under Eye Correction	1,704
Dark Circles	704
Face Lifting	1,979
Non-Surgical Face and Neck Lift with Threads	702
BOTOX	701
Neck Lifting	663
Skin Rejuvenation	845
Skin Tightening,	1,087
Non-Surgical Thread Lifts	501
Dermal Filler (using Hyaluronic Acid)	1,001
Derma Pen Micro-needling	1,463
Platelet Rich Plasma (PRP) with Derma Pen	1,503
Injection Lipolysis	1,492
Threads Face Lift	1,904
Skin Experts POLYCLINIC	
CHEMICAL PEELS	734
LASER RESURFACING	1,002
FILLERS	1,001
THREAD LIFT	601
BOTOX (OR OTHER NEUROMODULATORS)	571
MESOTHERAPY	536
RADIOFREQUENCY MICRO NEEDLING (MORPHEUS 8)	2,655
HIFU	3,207
PLATELET RICH PLASMA (PRP)	1,102

Fillers and Anti-Aging Injections	1,328
Laser Hair Removal	356
Skin Rejuvenating/Tightening	1,002
Ultherapy	9,269
Emerald Laser Fat Reduction	576
Hydrafacial	822
Elixir Limited	
Mesotherapy	501
Microneedling	2,004
Skin Boosters	200
Anti-wrinkle Treatment	611
Dermal Fillers	235
Thread Lift	661
Lipolysis	1,498
Platelet Rich Plasma (PRP)	1,167
Hydrafacial	601

ELITE PLASTIC & COSMETIC SURGERY GROUP	
Radio Frequency & Ultrasound	1,092
Line & Wrinkle Smoothing	501
Dermal Fillers	997
Profilo	1,603
8 Point Facelift	2,004
PRP Facial Rejuvenation	1,052
Chemical Peels	735
Derma Pen Microneedling with PRP	1,503
Trucareclinics.ae	
BOTOX	577
FILLERS	1,002
Chemical Peel	701
Facial Fillers	902
Mesotherapy Treatment	561
Thread Lift	663
PRP Therapy	1,102