

# Therapderma Technology Solutions Guide™

## Clinical, Technological, and Business Guide for Aesthetic Medicine Professionals

**THERAPDERMA<sup>®</sup>**  
— TECHNOLOGY —  
**TECHNOLOGY SOLUTIONS GUIDE™**

GUÍA CLÍNICA, TECNOLÓGICA Y EMPRESARIAL  
PARA PROFESIONALES DE LA MEDICINA ESTÉTICA

EDICIÓN INTERNACIONAL 2026

*Donde la Ciencia Encuentra la Belleza.*

ACTIVE IPL EXTRA 818nm    ACTIVE SPIRIT SUPER DIODE    RF311 FRACTIONAL RF MICRONEEDLING    CO2 FRACCIONADO    GREEN LIPO LASER

**NO VENDEMOS EQUIPOS.  
CREAMOS CLÍNICAS DE ÉXITO.**

CONOCIMIENTO QUE GUÍA    INNOVACIÓN QUE TRANSFORMA    TECNOLOGÍA QUE MULTIPLICA    ESTRATEGIA QUE GENERA CRECIMIENTO

KNOWLEDGE • INNOVATION • HARMONY

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THERAPDERMA  
ECOSYSTEM

- SCIENCE
- TECHNOLOGY
- PROTOCOLS
- BUSINESS INTELLIGENCE

## SECTION I INTRODUCTION

**Technology** transforms clinics.  
**Knowledge** transforms professionals.

Welcome to the world of TherapDerma.  
This section presents the philosophy that has given rise to the **TherapDerma Ecosystem** and explains how the combination of technology, training and Business Intelligence can help build safer, more profitable and better-prepared clinics for the future.

### THE FOUR PILLARS OF THE THERAPDERMA™ UNIVERSE



**KNOWLEDGE**  
The science that guides decisions.



**TECHNOLOGY**  
Innovation at the service of professionals.



**PROTOCOLS**  
Standardisation that improves results.



**BUSINESS INTELLIGENCE**  
The strategy that drives growth.

### OUR MISSION



To deliver better treatments.



To improve the patient experience.



To increase profitability.



To build sustainable businesses.



To achieve professional excellence.

We don't sell equipment.  
**We build successful clinics.**

KNOWLEDGE • INNOVATION • HARMONY

## **SECTION 1 – INTRODUCTION**

### **THERAPDERMA TECHNOLOGY SOLUTIONS GUIDE™**

#### **Clinical, Technological and Business Guide for Aesthetic Medicine Professionals**

#### **International Edition 2026**

*Where Science Meets Beauty.*

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#### **PROFESSIONAL DISCLAIMER**

This guide is intended exclusively for educational and professional purposes.

The protocols and recommendations described herein must be adapted to:

- the legislation in force in each country;
- the professional's training;
- the clinical judgement of the responsible healthcare practitioner;
- the individual characteristics of each patient.

This guide does not replace professional training, clinical judgement or the regulations applicable in each market.

---

# OUR PHILOSOPHY

The perfect combination that transforms technology into results and clinics into successful businesses.



  
**GREATER CLINICAL SAFETY**

  
**GREATER VISIBLE RESULTS**

  
**HIGHER PATIENT LOYALTY**

  
**HIGHER PROFITABILITY AND GROWTH**

  
**SUSTAINABLE SUCCESSFUL BUSINESSES**



ACTIVE IPL EXTRA 818m



ACTIVE SPIRIT SUPER DIODE



RF311 MICRONEEDLING RADIOFREQUENCY



FRACTIONAL CO<sub>2</sub> LASER



FACE MASTER 14 IN 1



GREEN LIPO LASER

**WE DON'T SELL EQUIPMENT. WE BUILD SUCCESSFUL CLINICS.**



A complete ecosystem of technologies, protocols and strategies designed to take your clinic to the next level.



A global brand. A real commitment. Your success, our mission.

KNOWLEDGE • INNOVATION • HARMONY

# THE THERAPDERMA™ ECOSYSTEM

ONE ECOSYSTEM. MULTIPLE SOLUTIONS.

Modern aesthetic medicine requires much more than isolated technology.  
The true growth of a clinic is built through the integration of:



At TherapDerma, we have developed an ecosystem capable of transforming technology into clinical results and sustainable growth.



WE DON'T SELL EQUIPMENT.  
— WE BUILD SUCCESSFUL CLINICS. —



ACTIVE IPL  
EXTRA 818m



ACTIVE SPIRIT  
SUPER DIODE



RF311  
MICRONEEDLING  
RADIOFREQUENCY



FRACTIONAL  
CO<sub>2</sub> LASER



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GREEN LIPO  
LASER



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KNOWLEDGE • INNOVATION • HARMONY

# THE NEW CONCEPT THERAPDERMA®

TECHNOLOGY + TRAINING + PROTOCOLS + BUSINESS INTELLIGENCE

Because the success of a clinic does not depend on the equipment you buy.  
It depends on how you use it.



**SCIENCE THAT GUIDES DECISIONS**  
Scientific knowledge, clinical experience and continuous updates.

**SMART PROFITABILITY**  
Business strategies that maximise income, optimisation and growth.

**GUARANTEED SAFETY**  
Safe technologies and protocols tailored to each patient.

**CONSISTENT RESULTS**  
Exclusive protocols that standardise and guarantee superior results.

**SATISFIED PATIENTS**  
Better experience, natural results and greater loyalty.

**SUSTAINABLE GROWTH**  
A scalable, predictable and future-ready business model.

**THE RESULT: SUCCESSFUL CLINICS**

- GREATER CLINICAL SAFETY
- GREATER VISIBLE RESULTS
- GREATER PATIENT LOYALTY
- HIGHER PROFITABILITY AND GROWTH
- SUSTAINABLE SUCCESSFUL BUSINESSES



**WE DON'T SELL EQUIPMENT.  
WE BUILD SUCCESSFUL CLINICS.**

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**THERAPDERMA TECHNOLOGY**

A global brand. A real commitment. Your success, our mission.

KNOWLEDGE • INNOVATION • HARMONY

# THE FIVE BENEFITS OF THE THERAPDERMA® ECOSYSTEM

An ecosystem designed to transform technology into clinical results, patient satisfaction and sustainable growth.



## THE THERAPDERMA CONCEPT 360°

WE DON'T SELL  
STAND-ALONE MACHINES.  
WE CREATE AN ECOSYSTEM  
CAPABLE OF:

  
INCREASE  
THERAPEUTIC  
POSSIBILITIES

  
IMPROVE  
THE PATIENT  
EXPERIENCE

  
INCREASE  
PROFITABILITY

  
FACILITATE  
PATIENT LOYALTY

  
BUILD  
SUCCESSFUL  
CLINICS

AN INTEGRATED ECOSYSTEM WHERE EVERY TECHNOLOGY, EVERY PROTOCOL AND EVERY STRATEGY WORK TOGETHER TO MAXIMISE RESULTS.



ACTIVE IPL  
EXTRA 818m



ACTIVE SPIRIT  
SUPER DIODE



RF3111  
MICRONEEDLING  
RADIOFREQUENCY



CO<sub>2</sub>  
FRACTIONAL  
LASER



FACE MASTER  
14 IN 1



GREEN LIPO  
LASER

WE DON'T SELL EQUIPMENT.  
WE BUILD SUCCESSFUL CLINICS.



Science that inspires.  
Technology that transforms.  
Results that last.



A global brand.  
A real commitment.  
Your success, our mission.

KNOWLEDGE • INNOVATION • HARMONY

# HOW TO USE THIS PROFESSIONAL GUIDE

This guide has been created to become a daily consultation and business growth tool.



It is not a catalogue.



It is not a technical manual.



It is a knowledge system.



Designed for the modern professional.

- 1



**UNDERSTAND THE TECHNOLOGY**  
Learn in depth about each technology, its fundamentals, advantages, indications and applications.


- 2



**UNDERSTAND THE INDICATION**  
Assess the patient correctly, understand each condition and determine the best therapeutic strategy.


- 3



**LEARN THE PROTOCOLS**  
Apply exclusive, intelligent combination protocols and complementary mesotherapy treatments.


- 4



**DESIGN PROGRAMMES**  
Create personalised programmes, combine technologies and build high-value experiences.


- 5



**APPLY BUSINESS STRATEGIES**  
Use business intelligence strategies to increase profitability, retain patients and grow your clinic.



## FINAL OBJECTIVE

Build a clinic that is:



SAFER



MORE EFFICIENT



MORE PROFITABLE



MORE DIFFERENTIATED



BETTER PREPARED FOR THE FUTURE



ACTIVE IPL  
EXTRA 815nm



ACTIVE SPIRIT  
SUPER DIODE



RF311  
MICRONEEDLING  
RADIOFREQUENCY



CO<sub>2</sub>  
FRACTIONAL  
LASER



FACE MASTER  
14 IN 1



GREEN LIPO  
LASER

WE DON'T SELL EQUIPMENT.  
WE BUILD SUCCESSFUL CLINICS.



Knowledge that guides.  
Innovation that transforms.  
Results that last.

**THERAPDERMA**  
TECHNOLOGY



A global brand.  
A real commitment.  
Your success, our mission.

KNOWLEDGE • INNOVATION • HARMONY

## **CHAPTER 1**

### **WELCOME TO THE THERAPDERMA TECHNOLOGY ECOSYSTEM**

**We Don't Sell Equipment. We Build Successful Clinics.**

**At TherapDerma, we believe that technology alone does not transform a clinic.**

**What truly generates sustainable results is the combination of:**

- ✓ Advanced technology.**
  - ✓ Continuous training.**
  - ✓ Exclusive clinical protocols.**
  - ✓ Business strategy.**
  - ✓ Comprehensive support.**
- 

### **OUR PHILOSOPHY**

#### **KNOWLEDGE**

**We share scientific knowledge and clinical experience.**

#### **INNOVATION**

**We select safe, precise and profitable technologies.**

#### **HARMONY**

**We integrate technologies and protocols to achieve progressive and natural results.**

---

### **OUR MISSION**

**To help professionals to:**

- ✓ Differentiate themselves.**
  - ✓ Deliver high-value treatments.**
  - ✓ Improve the patient experience.**
  - ✓ Increase profitability.**
  - ✓ Build sustainable businesses.**
- 

### **OUR VISION**

**To become the strategic partner of choice for aesthetic medicine and advanced aesthetics clinics.**

---

### **THE NEW THERAPDERMA CONCEPT**

**Technology + Training + Protocols + Business Intelligence.**

**Because the success of a clinic does not depend on the equipment it purchases.**

**It depends on how it uses it.**

---

## **CHAPTER 2**

### **HOW TO USE THIS PROFESSIONAL GUIDE**

**This guide has been created to become a daily consultation and business growth tool.**

**It is not a catalogue.**

**It is not a technical manual.**

**It is a knowledge system.**

---

### **WHAT WILL YOU FIND IN THIS GUIDE?**

**Scientific Fundamentals.**

**Technologies.**

**Protocols.**

**Patient Selection.**

**Business Intelligence.**

**Clinic Models.**

**Profitability.**

**Patient Loyalty.**

---

### **HOW WE RECOMMEND STUDYING THIS GUIDE**

#### **Step 1**

**Understand the technology.**

#### **Step 2**

**Understand the indication.**

#### **Step 3**

**Learn the protocols.**

#### **Step 4**

**Design programmes.**

#### **Step 5**

**Apply business strategies.**

---

### **FINAL OBJECTIVE**

**To build a clinic that is:**

**✓ Safer.**

**✓ More efficient.**

**✓ More profitable.**

**✓ More differentiated.**

**✓ Better prepared for the future.**

---

## CHAPTER 3

### THE THERAPDERMA TECHNOLOGY ECOSYSTEM

One Ecosystem. Multiple Solutions.

Modern aesthetic medicine requires an integrated approach.

For this reason, TherapDerma has developed a technology ecosystem capable of addressing virtually all the needs of modern aesthetic medicine.

---

#### THERAPDERMA ECOSYSTEM MAP

Technology Facial Body Hair Intimate Profitability

IPL	✓	✓	✗	✗	Very High
Diode	✗	✓	✗	✗	Very High
Q-Switched	✓	✗	✗	✗	High
CO <sub>2</sub>	✓	✓	✗	✓	High
RF311	✓	✓	✗	✗	Very High
Green Lipo	✗	✓	✗	✗	High
Bioneedle	✓	✓	✓	✗	High

---

#### THE 5 PRINCIPLES OF THE THERAPDERMA ECOSYSTEM

- ✓ Safety.
  - ✓ Efficacy.
  - ✓ Profitability.
  - ✓ Versatility.
  - ✓ Patient Experience.
- 

#### THE THERAPDERMA 360° CONCEPT

We do not sell stand-alone machines.

We create an ecosystem capable of:

- ✓ Increasing therapeutic possibilities.
- ✓ Improving the patient experience.
- ✓ Increasing profitability.
- ✓ Facilitating patient loyalty.
- ✓ Building successful clinics.



## SECTION II

# CLINICAL FUNDAMENTALS

The Science that Supports Modern Aesthetic Medicine

Understanding the anatomy, physiology and ageing of the skin is the first step in selecting the right technology, designing safe protocols and achieving predictable results.



**SCIENTIFIC KNOWLEDGE**  
The foundation of every clinical decision.

**CLINICAL SAFETY**  
The priority in every treatment.

**PATIENT EVALUATION**  
The patient assessed, the right treatment delivered.

**TECHNOLOGY SELECTION**  
The correct technology for each need.

*Science transforms technology into results.*



ACTIVE IPL EXTRA 818m



RF311 FRACTIONAL RF MICRONEEDLING



CO2 FRACTIONAL



FACE MASTER 14 IN 1

KNOWLEDGE • INNOVATION • HARMONY

## **BLOCK 2 – CLINICAL FUNDAMENTALS**

### **The Science that Supports Modern Aesthetic Medicine**

---

#### **INTRODUCTION**

**Technology alone does not produce results.**

**Results arise from understanding:**

- ✓ Anatomy.**
- ✓ Physiology.**
- ✓ The ageing process.**
- ✓ Correct patient selection.**
- ✓ Clinical safety.**

**This section provides the scientific foundations necessary to understand why a treatment works, when it is indicated and how to achieve the best possible results.**

---

## CHAPTER 4

### ANATOMY AND PHYSIOLOGY OF THE SKIN

To understand the skin is to understand the treatment.

The skin is the largest organ of the human body and represents approximately 15% of body weight.

Its main functions are:

- ✓ Protection.
- ✓ Thermal regulation.
- ✓ Immunological function.
- ✓ Sensory function.
- ✓ Production of vitamin D.
- ✓ Maintenance of hydration.

---

### STRUCTURE OF THE SKIN

The skin is composed of three main layers.

---

#### 1. EPIDERMIS

It is the most superficial layer and is composed primarily of keratinocytes.

Functions

- Protective barrier.
- Melanin production.
- Cellular renewal.
- Immune defence.

---

Main Cells

Cell	Function
Keratinocytes	Protection
Melanocytes	Melanin production
Langerhans cells	Immunity
Merkel cells	Sensitivity

---

Technologies that act primarily on the epidermis

- ✓ IPL.
- ✓ DPL.
- ✓ Superficial Q-Switched.
- ✓ Peels.

---

#### 2. DERMIS

The dermis is responsible for the quality and youthfulness of the skin.

It contains:

- Collagen.
- Elastin.
- Hyaluronic acid.

- Blood vessels.
- Hair follicles.
- Sebaceous glands.

#### Functions

- ✓ Structural support.
- ✓ Elasticity.
- ✓ Hydration.
- ✓ Tissue repair.

#### Technologies that act on the dermis

- ✓ RF311.
- ✓ Fractional CO<sub>2</sub>.
- ✓ Microneedling.
- ✓ IPL Rejuvenation.

### 3. HYPODERMIS

Composed primarily of adipose tissue.

#### Functions

- ✓ Energy reserve.
- ✓ Protection.
- ✓ Thermal insulation.
- ✓ Body contour.

#### Related technologies

- ✓ Green Lipo Laser.
- ✓ Body RF311.

#### CLINICAL MAP OF THE SKIN LAYERS

Layer	Common Problems	Technologies
Epidermis	Pigmentation, texture	IPL, Q-Switched
Dermis	Wrinkles, laxity	RF311, CO <sub>2</sub>
Hypodermis	Localised fat	Green Lipo

#### SKIN APPENDAGES

##### Hair Follicle

Important in:

- Hair removal.
- Alopecia.

##### Sebaceous Glands

**Important in:**

- Acne.
  - Oily skin.
- 

**Vascular System**

**Important in:**

- Rosacea.
  - Vascular lesions.
- 

**CONCLUSION**

**Each structure of the skin requires a different therapeutic strategy.**

**There is no single technology capable of treating all conditions.**

---

## CHAPTER 5

### SKIN AGEING AND PHOTOAGEING

Ageing is inevitable.

How we age can be modified.

Ageing is a multifactorial biological process.

---

#### TYPES OF AGEING

##### Intrinsic Ageing

Related to:

- genetics;
  - age;
  - hormones.
- 

##### Photoageing

Related to:

- ultraviolet radiation;
- visible light;
- infrared radiation;
- pollution.

It is estimated to account for up to 80% of visible facial ageing.

---

#### BIOLOGICAL CHANGES OF AGEING

- ✓ Reduction in collagen.
  - ✓ Reduction in elastin.
  - ✓ Reduced hydration.
  - ✓ Vascular alterations.
  - ✓ Increased oxidative stress.
  - ✓ Impaired barrier function.
- 

#### CLINICAL SIGNS

Alteration	Manifestation
Loss of collagen	Laxity
Reduced elastin	Wrinkles
Vascular alterations	Rosacea
Photoexposure	Pigmentation
Reduced hydration	Dull skin

---

#### THE THERAPY DERMA ANTI-AGEING APPROACH

Modern rejuvenation should address:

- ✓ Skin quality.
- ✓ Pigmentation.
- ✓ Firmness.

✓ Vascularisation.

✓ Hydration.

✓ Texture.

---

#### DECISION ALGORITHM

Patient with Photoageing

↓

Clinical Assessment

↓

Predominant concern:

↓

Pigmentation → IPL

Laxity → RF311

Texture → CO<sub>2</sub>

Dull Skin → Face Master

↓

Complementary Mesotherapy

↓

Maintenance Programme

---

#### THERAPDERMA PHILOSOPHY

We do not treat wrinkles alone.

We treat the overall ageing process.

---

## CHAPTER 6

### SKIN PHOTOTYPES AND PATIENT ASSESSMENT

Proper assessment determines treatment success.

The same technology can produce excellent results in one patient and complications in another.

---

#### FITZPATRICK SCALE

##### Phototype Characteristics

I	Always burns
II	Burns easily
III	Tans progressively
IV	Rarely burns
V	Highly pigmented
VI	Deeply pigmented

---

#### CLINICAL RISK TABLE

Phototype	Risk of Burns	Risk of Hyperpigmentation
I	High	Low
II	Moderate-High	Low
III	Moderate	Moderate
IV	Low	High
V	Very Low	Very High
VI	Very Low	Very High

---

#### CLINICAL HISTORY

Should include:

- ✓ Diseases.
- ✓ Medication.
- ✓ Pregnancy.
- ✓ Breastfeeding.
- ✓ Previous procedures.
- ✓ Sun exposure.
- ✓ Hormonal disorders.
- ✓ Allergies.

---

#### CLINICAL EXAMINATION

Assess:

- ✓ Skin quality.
- ✓ Hydration.
- ✓ Laxity.
- ✓ Pigmentation.

- ✓ Vascularisation.
  - ✓ Sensitivity.
  - ✓ Hair type.
  - ✓ Degree of ageing.
- 

#### **CLINICAL PHOTOGRAPHY**

Always perform:

- before;
  - during;
  - after treatment.
- 

#### **THERAPDERMA ASSESSMENT ALGORITHM**

Patient

↓

Clinical History

↓

Examination

↓

Phototype

↓

Diagnosis

↓

Technology Selection

↓

Protocol

↓

Follow-up

---

#### **THE IDEAL PATIENT**

Is one who:

- ✓ Has realistic expectations.
  - ✓ Understands the treatment.
  - ✓ Follows the recommendations.
  - ✓ Understands that results are progressive.
- 

#### **THERAPDERMA RULE**

Promise less.

Deliver more.

---

## CHAPTER 7

### CONTRAINDICATIONS AND CLINICAL SAFETY

Safety is the foundation of all professional practice.

There is no effective treatment without a safe treatment.

---

#### ABSOLUTE CONTRAINDICATIONS

- ✓ Pregnancy.
  - ✓ Active cancer.
  - ✓ Active infections.
  - ✓ Open wounds.
  - ✓ Severe photosensitivity.
  - ✓ Photosensitive epilepsy.
  - ✓ Active skin diseases.
- 

#### RELATIVE CONTRAINDICATIONS

- ✓ Uncontrolled diabetes.
  - ✓ Isotretinoin.
  - ✓ Keloid tendency.
  - ✓ Anticoagulants.
  - ✓ Recent tanning.
  - ✓ Autoimmune diseases.
- 

#### THERAPDERMA SAFETY CHECKLIST

Before any treatment:

- Clinical history completed.
  - Photographs taken.
  - Informed consent obtained.
  - Contraindications excluded.
  - Parameters reviewed.
  - Aftercare explained.
- 

#### MOST COMMON ADVERSE EFFECTS

Effect	Frequency
Erythema	Common
Oedema	Common
Dryness	Occasional
Crusting	Uncommon
Hyperpigmentation	Uncommon

---

#### UNCOMMON COMPLICATIONS

- Burns.
  - Infections.
  - Persistent pigmentary alterations.
  - Scarring.
- 

#### **SAFETY ALGORITHM**

**Patient**



**Clinical History**



**Contraindications**



**Patch Test (if appropriate)**



**Treatment**



**Follow-up**

---

#### **THERAPDERMA SAFETY PYRAMID**

**Level 1**

**Patient selection.**



**Level 2**

**Training.**



**Level 3**

**Parameters.**



**Level 4**

**Protocols.**



**Level 5**

**Follow-up.**

---

#### **THERAPDERMA PHILOSOPHY**

**First:**

**Safety.**

**Then:**

**Efficacy.**

**Finally:**

**Profitability.**

**Because a safe treatment generates:**

✓ **Satisfied patients.**

✓ **Greater patient loyalty.**

---

- ✓ Better reputation.
- ✓ Sustainable growth.

---

**RECOMMENDED CLINICAL KPIs**

<b>KPI</b>	<b>Target</b>
Clinical incidents	<1%
Satisfied patients	>90%
Repeat treatments	>60%
Signed consents	100%
Clinical photographs	100%

---

**CONCLUSION OF BLOCK 2**

Clinical excellence begins with:

- Scientific Knowledge
- Patient Assessment
- Clinical Safety

This is the foundation of the entire philosophy:

**THERAPDERMA CLINICAL EXCELLENCE™.**



## SECTION III

# TECHNOLOGICAL FUNDAMENTALS

### The Physics Applied to Modern Aesthetic Medicine

Understanding how light, heat, radiofrequency and the different forms of energy interact with tissues is the basis for correctly selecting technology and maximising safety and clinical outcomes.

Technology does not replace knowledge. Knowledge turns technology into clinical success.



**SCIENCE INNOVATION RESULTS**

**FITZPATRICK SKIN TYPES**



**PATIENT ASSESSMENT**

- Clinical History
- Examination
- Photography
- Diagnosis

**CLINICAL SAFETY**

- Contraindications
- Patch Test
- Informed Consent
- Safe Protocol

**CLINICAL DECISION ALGORITHM**

```

graph TD
    A[Patient] --> B[Assessment]
    B --> C[Diagnosis]
    C --> D[Technology Selection]
    D --> E[Follow-up]
            
```



**ENERGY**  
The force that transforms.



**SCIENCE**  
The knowledge that explains.



**TECHNOLOGY**  
The innovation that evolves.



**RESULTS**  
The evidence that makes the difference.



**ACTIVE IPL**  
EXTRA 818m



**ACTIVE SPIRIT**  
SUPER DIODE



**RF311**  
FRACTIONAL RF  
MICRONEEDLING



**CO<sub>2</sub>**  
FRACTIONAL



**FACE MASTER**  
14 IN 1



ENERGY THAT TRANSFORMS



SCIENCE THAT EXPLAINS



TECHNOLOGY THAT EVOLVES



SAFETY THAT PROTECTS



RESULTS THAT ENDURE

**KNOWLEDGE • INNOVATION • HARMONY**

## BLOCK 3 – THERAPDERMA TECHNOLOGIES (PREMIUM VERSION 2.0)

### The Science that Drives Results

---

#### INTRODUCTION

Technology is a tool.

Knowledge determines the outcome.

Each technology has:

✓ Indications.

✓ Advantages.

✓ Limitations.

✓ Ideal patient profile.

✓ Profitability potential.

Clinical excellence is not about having more equipment.

It is about knowing:

How to use it.

When to use it.

How to combine it.

---

#### THERAPDERMA TECHNOLOGY MATRIX

Technology Facial Body Hair Intimate Profitability

IPL	✓	✓	✗	✗	Very High
Diode	✗	✓	✗	✗	Very High
Q-Switched	✓	✗	✗	✗	High
CO <sub>2</sub>	✓	✓	✗	✓	High
RF311	✓	✓	✗	✗	Very High
Green Lipo	✗	✓	✗	✗	High
Bioneedle	✓	✓	✓	✗	High

---

## CHAPTER 8

### IPL AND DPL

#### The Most Versatile Technology in Aesthetic Medicine

IPL and DPL platforms make it possible to address multiple indications through a single technological investment.

The platforms:

- ✓ Active IPL Extra 818®
- ✓ Active IPL Extra 818m®
- ✓ TherapDerma IPL K2®

have been designed to provide:

- versatility;
- safety;
- high profitability;
- multiple treatments.

---

#### HOW DOES IT WORK?

Light energy is absorbed by different chromophores.

---

#### CHROMOPHORE TABLE

##### Chromophore Treatment

Melanin	Pigmentation and Hair Removal
Haemoglobin	Vascular Conditions and Rosacea
Water	Rejuvenation

---

#### PRINCIPLE

Selective Photothermolysis.

Energy must act only on the target structure.

---

#### MAIN INDICATIONS

- ✓ Rejuvenation.
- ✓ Acne.
- ✓ Rosacea.
- ✓ Vascular lesions.
- ✓ Pigmentation.
- ✓ Hair removal.
- ✓ Hands.
- ✓ Neck and décolletage.

---

#### IPL DECISION ALGORITHM

Patient

↓

Main Concern

↓

Pigmentation → Pigment IPL  
Rosacea → Vascular IPL  
Acne → Anti-Acne IPL  
Rejuvenation → IPL Skin Rejuvenation  
Hair Removal → IPL Hair Removal  
↓  
Complementary Mesotherapy  
↓  
Maintenance

---

#### ADVANTAGES

- ✓ High demand.
  - ✓ Simple learning curve.
  - ✓ Great versatility.
  - ✓ Excellent ROI.
  - ✓ High patient loyalty potential.
- 

#### RECOMMENDED KPIs

Indicator	Target
Treatments/month	≥25
Occupancy	≥70%
Annual Programmes	≥30%
Repeat Treatments	≥60%

---

#### THERAPDERMA PHILOSOPHY

One platform.  
Multiple solutions.

---

## CHAPTER 9

### DIODE LASER

#### Precision for Modern Hair Removal

Laser hair removal remains one of the most in-demand treatments in the world.

However:

Not all patients are the same.

Not all hair types are the same.

Not all phototypes require the same strategy.

---

### WAVELENGTHS

#### Wavelength Indication

755 nm      Fine Hair

808 nm      General Use

940 nm      Deep Hair

1064 nm     Higher Phototypes

---

### THERAPDERMA EQUIPMENT

Phoenix

Portability.

Mobility.

Maximum flexibility.

---

Active Spirit

High productivity.

High speed.

High-volume clinics.

---

K3 Diode Laser

Maximum versatility.

4 wavelengths.

All patient types.

---

### DECISION ALGORITHM

Patient

↓

Phototype

↓

Hair Type

↓

Depth

↓

Wavelength Selection

↓

Protocol



## Maintenance

---

### INDICATIONS

- ✓ Hair removal.
  - ✓ Folliculitis.
  - ✓ Ingrown hairs.
  - ✓ Maintenance programmes.
- 

### ADVANTAGES

- ✓ High demand.
  - ✓ Recurring revenue.
  - ✓ High patient loyalty.
  - ✓ Excellent scalability.
- 

### RECOMMENDED KPIs

Indicator	Target
Treatments/month	≥40
Repeat Rate	≥80%
Maintenance	≥50%

---

### BUSINESS INSIGHT

Hair removal is often the gateway treatment for attracting new patients to the clinic.

---

## CHAPTER 10

### Q-SWITCHED ND:YAG

#### The Photoacoustic Fragmentation Technology

The Q-Switched laser is the benchmark technology for:

- ✓ Pigmentation.
  - ✓ Tattoos.
  - ✓ Carbon Peel.
  - ✓ Rejuvenation.
- 

#### WAVELENGTHS

##### Wavelength Indication

532 nm      Superficial Pigmentation

1064 nm     Deep Pigmentation

---

#### DECISION ALGORITHM

Patient

↓

Pigmentation

↓

Superficial → 532 nm

Deep → 1064 nm

↓

Complementary Mesotherapy

↓

Maintenance Programme

---

#### INDICATIONS

- ✓ Melasma.
  - ✓ Lentigines.
  - ✓ Freckles.
  - ✓ Tattoos.
  - ✓ Carbon Peel.
- 

#### ADVANTAGES

- ✓ High precision.
  - ✓ Excellent safety.
  - ✓ Minimal thermal damage.
  - ✓ High satisfaction.
- 

#### RECOMMENDED KPIs

Indicator	Target
Treatments/month	≥15

---

**Indicator**                      **Target**

**Premium Programmes  $\geq 30\%$**

---

**THERAPDERMA PHILOSOPHY**

**Treat pigmentation without compromising skin quality.**

---

## CHAPTER 11

### FRACTIONAL CO<sub>2</sub>

#### The Benchmark for Advanced Rejuvenation

Fractional CO<sub>2</sub> stimulates:

- ✓ Collagen.
  - ✓ Elastin.
  - ✓ Dermal remodelling.
  - ✓ Regeneration.
- 

#### MAIN INDICATIONS

- ✓ Wrinkles.
  - ✓ Scars.
  - ✓ Stretch marks.
  - ✓ Enlarged pores.
  - ✓ Laxity.
  - ✓ Intimate rejuvenation.
- 

#### DECISION ALGORITHM

Patient



Texture Alteration



Scar

Stretch Mark

Enlarged Pores

Photoageing



CO<sub>2</sub>



PDRN



Maintenance

---

#### ADVANTAGES

- ✓ Visible results.
  - ✓ High perceived value.
  - ✓ Premium treatment.
- 

#### RECOMMENDED KPIS

Indicator	Target
Treatments/month	≥10
Average Treatment Value	High

<b>Indicator</b>	<b>Target</b>
<b>Premium Programmes</b>	<b>≥40%</b>

---

#### **BUSINESS INSIGHT**

**CO<sub>2</sub> is one of the technologies that most helps position a clinic within the premium segment.**

---

## CHAPTER 12

### RADIOFREQUENCY AND MICRONEEDLING

#### Intelligent Collagen Stimulation

Modern radiofrequency is based on:

- ✓ Collagen contraction.
  - ✓ Neocollagenesis.
  - ✓ Tissue remodelling.
  - ✓ Improved firmness.
- 

#### INDICATIONS

- ✓ Laxity.
  - ✓ Wrinkles.
  - ✓ Scars.
  - ✓ Enlarged pores.
  - ✓ Rejuvenation.
- 

#### DECISION ALGORITHM

Patient

↓

Laxity

↓

RF311

↓

Complementary Mesotherapy

↓

Maintenance Programme

---

#### ADVANTAGES

- ✓ High satisfaction.
  - ✓ Excellent patient loyalty.
  - ✓ Progressive results.
  - ✓ Great combination potential.
- 

#### RECOMMENDED KPIs

Indicator	Target
-----------	--------

Treatments/month	≥20
------------------	-----

Combined Programmes	≥50%
---------------------	------

---

#### BUSINESS INSIGHT

Radiofrequency is one of the most effective technologies for building annual maintenance programmes.

---

## CHAPTER 13

### LLLT AND BODY CONTOURING

#### The New Generation of Body Contouring

The objective of modern body contouring is to:

- ✓ Improve contour.
  - ✓ Reduce volume.
  - ✓ Create progressive results.
  - ✓ Improve the patient experience.
- 

#### INDICATIONS

- ✓ Localised fat.
  - ✓ Body contouring.
  - ✓ Weight management programmes.
  - ✓ Combined protocols.
- 

#### DECISION ALGORITHM

Patient

↓

Localised Fat

↓

Green Lipo Laser

↓

RF311

↓

Mesotherapy

↓

Annual Programme

---

#### ADVANTAGES

- ✓ Comfortable treatment.
  - ✓ High acceptance.
  - ✓ Great cross-selling potential.
- 

#### RECOMMENDED KPIs

Indicator	Target
-----------	--------

Treatments/month	≥20
------------------	-----

Body Programmes	≥50%
-----------------	------

---

#### BUSINESS INSIGHT

Body treatments generate some of the clinic's most profitable and longest-lasting programmes.

---

## CHAPTER 14

### MICRONEEDLING AND PROFESSIONAL DEVICES

#### Precision, Personalisation and Versatility

Professional devices make it possible to:

- ✓ Personalise treatments.
  - ✓ Improve the delivery of active ingredients.
  - ✓ Increase clinical versatility.
- 

#### THERAPDERMA TECHNOLOGIES

Multitox.

Bioneedle H24.

Dermaroller Adapter.

---

#### INDICATIONS

- ✓ Rejuvenation.
  - ✓ Hydration.
  - ✓ Hair Treatments.
  - ✓ Scars.
  - ✓ Stretch Marks.
  - ✓ Combined Protocols.
- 

#### DECISION ALGORITHM

Patient

↓

Objective

↓

Facial

Body

Hair

↓

Device Selection

↓

Mesotherapy

↓

Follow-up

---

#### ADVANTAGES

- ✓ Low investment.
  - ✓ High profitability.
  - ✓ Excellent complement.
  - ✓ Great versatility.
- 

#### RECOMMENDED KPIs

Indicator	Target
Combined Protocols	≥60%
Recurring Patients	≥70%

---

#### THERAPDERMA TECHNOLOGY DECISION MATRIX

Condition	Main Technology	Complementary
Acne	IPL	Mesotherapy
Pigmentation	IPL / Q-Switched	Mesotherapy
Laxity	RF311	PDRN
Scars	CO <sub>2</sub>	PDRN
Hair	Bioneedle	Mesotherapy
Fat	Green Lipo	RF311

---

#### CONCLUSION OF BLOCK 3

The right technology can transform a clinic.

But true excellence emerges when:

Technology

- 

Knowledge

- 

Protocols

- 

Business Intelligence

work together.

That is the true concept of:

THERAPDERMA TECHNOLOGY ECOSYSTEM™.



THE SCIENCE OF INTELLIGENT COMBINATION  
FOR SUPERIOR RESULTS

SECTION IV  
**CLINICAL  
PROTOCOLS AND  
THERAPEUTIC  
COMBINATIONS**

How to transform technology  
into clinical outcomes and  
profitability

True innovation does not consist  
of using a technology.  
It consists of knowing when, how and  
with what to combine it in order to  
achieve superior outcomes.



CLINICAL DECISION  
ALGORITHM



— THERAPDERMA™ STAR PROTOCOLS —



ACTIVE IPL EXTRA 818m    ACTIVE SPIRIT SUPER DIODE    RF311 FRACTIONAL RF MICRONEEDLING    CO2 FRACTIONAL    FACE MASTER 14 IN 1



KNOWLEDGE • INNOVATION • HARMONY

## BLOCK 4 – CLINICAL INDICATIONS (PREMIUM VERSION 2.0)

### TherapDerma™ Clinical Decision Guide

---

#### INTRODUCTION

Modern aesthetic medicine is no longer based on performing isolated treatments.

It is based on:

- ✓ Making the correct diagnosis.
  - ✓ Selecting the appropriate technology.
  - ✓ Designing personalised protocols.
  - ✓ Creating maintenance programmes.
  - ✓ Building long-term relationships with patients.
- 

#### GENERAL INDICATIONS MATRIX

Indication	Main Technology	Complementary Technology	Recommended Mesotherapy
Photoageing	IPL	RF311	PDRN, Hyaluronic
Acne	IPL	Face Master	Biorevital Detox
Pigmentation	IPL / Q-Switched	RF311	Repaired Skin
Rosacea	IPL	Face Master	Biorevital Detox
Laxity	RF311	CO <sub>2</sub>	PDRN
Scars	CO <sub>2</sub>	RF311	Scar Free
Hair	Bioneedle	Face Master	Golden Hair
Fat	Green Lipo	RF311	Thin Body
Cellulite	RF311	Green Lipo	Miami Body
Intimate	CO <sub>2</sub>	Face Master	Hyaluronic

---

## CHAPTER 15

### FACIAL REJUVENATION AND PHOTOAGEING

#### OBJECTIVES

- ✓ Improve skin quality.
  - ✓ Increase radiance.
  - ✓ Reduce visible signs of ageing.
  - ✓ Stimulate collagen.
  - ✓ Improve texture.
- 

#### RECOMMENDED TECHNOLOGIES

Entry Level

Face Master.

Intermediate Level

IPL.

Advanced Level

RF311.

Premium Level

Fractional CO<sub>2</sub>.

---

#### DECISION TREE

Patient

↓

What predominates?

↓

Pigmentation → IPL

Laxity → RF311

Texture → CO<sub>2</sub>

Dull Skin → Face Master

↓

Mesotherapy

↓

Annual Programme

---

#### ESSENTIAL GLOW™ PROTOCOL

Face Master

- Mesolifting.
- 

#### ANTIAGING PREMIUM™ PROTOCOL

RF311

- PDRN Renaissance.
- 

#### ULTIMATE REJUVENATION™ PROTOCOL

CO<sub>2</sub>

---

- PDRN.
- Hyaluronic Acid.

---

**AREA KPIs**

<b>Indicator</b>	<b>Target</b>
<b>Repeat Treatments</b>	<b>&gt;70%</b>
<b>Annual Programmes</b>	<b>&gt;40%</b>
<b>Average Treatment Value High</b>	

---

**BUSINESS INSIGHT**

**Facial rejuvenation is one of the categories with the greatest patient loyalty potential.**

---

## CHAPTER 16

### ACNE, OILY SKIN AND SENSITIVE SKIN

#### OBJECTIVES

- ✓ Reduce inflammation.
  - ✓ Improve texture.
  - ✓ Regulate sebum production.
  - ✓ Improve patient confidence.
- 

#### RECOMMENDED TECHNOLOGIES

IPL.

Face Master.

RF311.

CO<sub>2</sub>.

---

#### DECISION TREE

Active Acne

↓

IPL

↓

Biorevital Detox

↓

Maintenance

---

Acne Scarring

↓

RF311 or CO<sub>2</sub>

↓

PDRN

↓

Follow-up

---

#### PROTOCOLS

Acne Recovery™

IPL

- Biorevital Detox.
- 

Acne Scar Program™

RF311

- PDRN.
- 

Acne Scar Premium™

CO<sub>2</sub>

- PDRN.
- Scar Free.

---

**KPI**

<b>Indicator</b>	<b>Target</b>
<b>Repeat Treatments</b>	<b>&gt;60%</b>
<b>Maintenance Programmes</b>	<b>&gt;50%</b>

---

**BUSINESS INSIGHT**

**Many acne patients become long-term anti-ageing patients.**

---

**CHAPTER 17**  
**PIGMENTATION AND MELASMA**  
**OBJECTIVES**

- ✓ Reduce pigmentation.
  - ✓ Improve uniformity.
  - ✓ Reduce recurrence.
  - ✓ Improve overall skin quality.
- 

**DECISION TREE**

**Pigmentation**

↓

**Superficial → IPL**

**Deep → Q-Switched**

↓

**Mesotherapy**

↓

**Maintenance**

---

**PROTOCOLS**

**Pigment Correct™**

**IPL**

- Soft Skin.
- 

**Melasma Control™**

**Q-Switched**

- Repaired Skin.
- 

**Melasma Premium™**

**Q-Switched**

- Repaired Skin.
  - Hyaluronic.
- 

**KPI**

<b>Indicator</b>	<b>Target</b>
<b>Maintenance</b>	<b>&gt;70%</b>
<b>Annual Programmes</b>	<b>&gt;40%</b>

---

**BUSINESS INSIGHT**

**Melasma should be treated as a chronic condition, not as a one-off treatment.**

---

## CHAPTER 18

### VASCULAR LESIONS AND ROSACEA

#### OBJECTIVES

- ✓ Reduce redness.
  - ✓ Improve skin quality.
  - ✓ Reduce inflammation.
- 

#### TECHNOLOGIES

IPL K2.

Active IPL Extra 818.

Active IPL Extra 818m.

---

#### DECISION TREE

Rosacea

↓

IPL

↓

Biorevital Detox

↓

Maintenance

---

#### PROTOCOLS

Vascular Comfort™

IPL

- Biorevital Detox.
- 

Rosacea Premium™

IPL

- PDRN Renaissance.
- 

#### KPI

Indicator	Target
-----------	--------

Satisfaction	>90%
--------------	------

Repeat Treatments	>70%
-------------------	------

---

**CHAPTER 19**  
**MEDICAL AND ADVANCED HAIR REMOVAL**  
**OBJECTIVES**

- ✓ Progressive hair reduction.
  - ✓ Safety.
  - ✓ Comfort.
  - ✓ Patient loyalty.
- 

**SELECTION MATRIX**

Hair Type	Recommended Wavelength
Fine	755 nm
Medium	808 nm
Deep	940 nm
Higher Phototype	1064 nm

---

**DECISION TREE**

Patient  
↓  
Phototype  
↓  
Hair Type  
↓  
Wavelength Selection  
↓  
Programme  
↓  
Maintenance

---

**PROTOCOLS**

Women Laser Program™  
Men Laser Program™  
Folliculitis Program™

---

**KPI**

Indicator	Target
Treatments/month	>40
Repeat Treatments	>80%
Maintenance	>50%

---

**BUSINESS INSIGHT**

Hair removal is one of the treatments with the greatest capacity to attract new patients.

---

**CHAPTER 20**  
**ALOPECIA AND HAIR REVITALISATION**  
**OBJECTIVES**

- ✓ Improve hair quality.
  - ✓ Stimulate the scalp.
  - ✓ Create recurring programmes.
- 

**DECISION TREE**

Hair Loss



Assessment



Revitalisation



Bioneedle



Golden Hair



Maintenance

---

**PROTOCOLS**

Hair Recovery™

Hair Premium™

Hair Maintenance™

---

**KPI**

Indicator	Target
-----------	--------

Annual Programmes	>50%
-------------------	------

Repeat Treatments	>80%
-------------------	------

---

**CHAPTER 21**  
**LOCALISED FAT AND BODY CONTOURING**  
**OBJECTIVES**

- ✓ Improve body shape.
  - ✓ Reduce volume.
  - ✓ Improve body contour.
- 

**DECISION TREE**

Localised Fat



Green Lipo Laser



RF311



Thin Body



Annual Programme

---

**PROTOCOLS**

Body Sculpt™

Summer Ready™

Perfect Silhouette™

---

**KPI**

Indicator	Target
-----------	--------

Body Programmes	>50%
-----------------	------

Cross-Selling	>40%
---------------	------

---

**CHAPTER 22**  
**CELLULITE**  
**CLASSIFICATION**  
Oedematous.  
Adipose.  
Fibrous.  
Flaccid.

---

**DECISION TREE**  
Type of Cellulite  
↓  
RF311  
•  
Green Lipo  
•  
Mesotherapy  
↓  
Programme  
↓  
Maintenance

---

**PROTOCOLS**  
Cellulite Recovery™  
Cellulite Premium™

---

**KPI**

<b>Indicator</b>	<b>Target</b>
Annual Programmes	>50%
Repeat Treatments	>70%

---

**CHAPTER 23**

**BODY LAXITY**

**OBJECTIVES**

- ✓ Improve firmness.
  - ✓ Improve skin quality.
  - ✓ Improve body contour.
- 

**TECHNOLOGIES**

**RF311.**

**Face Master.**

---

**PROTOCOLS**

**Body Firming™**

**Tightening Premium™**

---

**KPI**

<b>Indicator</b>	<b>Target</b>
------------------	---------------

<b>Maintenance Programmes</b>	<b>&gt;50%</b>
-------------------------------	----------------

---

## CHAPTER 24

### SCARS AND STRETCH MARKS

#### OBJECTIVES

- ✓ Improve texture.
  - ✓ Improve uniformity.
  - ✓ Stimulate regeneration.
- 

#### DECISION TREE

Scar



RF311 or CO<sub>2</sub>



PDRN



Follow-up

---

#### PROTOCOLS

Scar Recovery™

Stretch Mark Program™

Scar Premium™

---

#### KPI

Indicator	Target
Premium Programmes	>30%

---

#### BUSINESS INSIGHT

Scar and stretch mark treatments help position the clinic within a highly specialised segment.

---

**CHAPTER 25**  
**INTIMATE REJUVENATION**  
**OBJECTIVES**

- ✓ Improve tissue quality.
  - ✓ Improve hydration.
  - ✓ Improve comfort.
  - ✓ Improve quality of life.
- 

**DECISION TREE**

Patient  
↓  
Assessment  
↓  
Fractional CO<sub>2</sub>  
↓  
Hyaluronic Acid  
↓  
Maintenance

---

**PROTOCOLS**

Intimate Rejuvenation™  
Intimate Premium™

---

**KPI**

Indicator	Target
Premium Programmes	>40%
Satisfaction	>90%

---

**FINAL CLINICAL INDICATIONS MATRIX**

Indication	Main Technology	Complementary	Annual Programme
Anti-ageing	IPL	RF311	✓
Acne	IPL	Mesotherapy	✓
Pigmentation	Q-Switched	IPL	✓
Rosacea	IPL	Mesotherapy	✓
Hair Removal	Diode	Maintenance	✓
Hair	Bioneedle	Mesotherapy	✓
Body	Green Lipo	RF311	✓
Scars	CO <sub>2</sub>	PDRN	✓

---

**CONCLUSION OF BLOCK 4**

Modern aesthetic medicine is based on:

**Diagnosis**

- 

**Technology**

- 

**Protocols**

- 

**Programmes**

- 

**Patient Loyalty**

**This is the true concept of:**

**THERAPDERMA CLINICAL ECOSYSTEM™.**



## BLOCK V BUSINESS INTELLIGENCE AND CLINICAL PROFITABILITY

How to transform technology into growth, patient loyalty and financial success.

A profitable clinic does not depend only on the technology you use, but on how you manage your processes, measure your results and make data-driven decisions.

Business intelligence turns information into strategy, and strategy into sustainable outcomes.

### STRATEGIC PILLARS

- DATA-DRIVEN MANAGEMENT
- PROTOCOL OPTIMISATION
- PATIENT EXPERIENCE
- AUTOMATION AND EFFICIENCY
- SCALABLE GROWTH



### HIGH-VALUE PROTOCOLS

- FACIAL REJUVENATION
- BODY REMODELLING
- ACNE TREATMENT
- ADVANCED HAIR REMOVAL
- HAIR TREATMENT
- PREMIUM MAINTENANCE



ACTIVE IPL  
EXTRA 818m



ACTIVE SPIRIT  
SUPER DIODE



RF311  
FRACTIONAL RF  
MICRONEEDLING



CO2  
FRACTIONAL



FACE MASTER  
14 IN 1

**TECHNOLOGY ONLY GENERATES VALUE  
WHEN IT IS CONVERTED INTO BUSINESS RESULTS.**



**WE DON'T SELL EQUIPMENT.  
WE CREATE CLINICS OF SUCCESS.**  
KNOWLEDGE • INNOVATION • HARMONY

## **BLOCK 5 – THERAPDERMA EXCLUSIVE PROTOCOLS (PREMIUM VERSION 2.0)**

### **Combination Therapies™**

#### **The Science of Intelligent Combination**

---

##### **INTRODUCTION**

Modern aesthetic medicine is no longer based on isolated treatments.

Patients are looking for:

- ✓ Visible results.
- ✓ Personalised protocols.
- ✓ Premium experiences.
- ✓ Comprehensive programmes.
- ✓ Progressive and natural results.

For this reason, TherapDerma has developed the philosophy:

##### **THERAPDERMA COMBINATION THERAPIES™**

The intelligent combination of:

- Technologies.
  - Mesotherapies.
  - Maintenance programmes.
  - Patient loyalty strategies.
- 

##### **THERAPDERMA COMBINATION PYRAMID**

Level 1

Technology.

↓

Level 2

Complementary Mesotherapy.

↓

Level 3

Treatment Programme.

↓

Level 4

Maintenance Programme.

↓

Level 5

Patient Loyalty and Membership.

---

**CHAPTER 26**  
**THERAPDERMA COMBINED PROTOCOLS**

---

**WHY COMBINE TECHNOLOGIES?**

Because no single treatment acts on all the mechanisms of ageing or an aesthetic condition.

Combination allows:

- ✓ Enhancing results.
  - ✓ Improving the experience.
  - ✓ Reducing treatment times.
  - ✓ Increasing patient loyalty.
  - ✓ Increasing clinical value.
  - ✓ Improving profitability.
- 

**COMBINATION THERAPIES™ MATRIX**

Problem	Technology	Complement	Programme
Photoageing	IPL	PDRN	Antiaging
Skin Laxity	RF311	Hyaluronic	Firming
Acne	IPL	Detox	Acne Recovery
Scars	CO2	PDRN	Scar Recovery
Melasma	Q-Switched	Repaired Skin	Melasma Control
Fat	Green Lipo	Thin Body	Body Sculpt
Hair	Bioneedle	Golden Hair	Hair Recovery

---

**HOLLYWOOD GLOW PROGRAM™**

Objective

Immediate radiance.

Technology

Face Master.

- Mesolifting.
- 

Indications

- Dull skin.
  - Special events.
  - Early signs of ageing.
- 

Programme

4 sessions.

1 every 2 weeks.

---

Maintenance  
1 session per month.

---

#### PHOTOAGING RESET PROGRAM™

Objective  
Combat photoageing.  
Technology  
IPL.  
• Hyaluronic Acid.

---

Programme  
4–6 sessions.

---

Maintenance  
1 session every 2 months.

---

#### ANTIAGING PREMIUM PROGRAM™

Objective  
Stimulate collagen.  
Technology  
RF311.  
• PDRN Renaissance.

---

Programme  
4 sessions.

---

Maintenance  
1 session every 3 months.

---

#### ULTIMATE REJUVENATION PROGRAM™

Objective  
Comprehensive rejuvenation.  
Technology  
Fractional CO2.  
• PDRN Renaissance.  
• Hyaluronic Acid.

---

Programme  
3 sessions.

---

Maintenance  
1 session every 6 months.

---

#### MELASMA CONTROL PROGRAM™

Objective

Control recurrence.

Technology

Q-Switched.

- Repaired Skin.
- Biorevital Detox.

---

Programme

6 sessions.

---

Maintenance

Every 2 months.

---

ROSACEA COMFORT PROGRAM™

Objective

Reduce inflammation and redness.

Technology

IPL.

- Biorevital Detox.

---

Programme

4–6 sessions.

---

Maintenance

Every 2 months.

---

ACNE RECOVERY PROGRAM™

Objective

Reduce inflammation and prevent scarring.

Technology

IPL.

- Repaired Skin.

---

Programme

6 sessions.

---

Maintenance

Monthly.

---

COMBINED PROTOCOL KPI

Indicator	Target
Cross-Selling	>40%
Premium Protocols	>30%
Repeat Rate	>60%

Indicator	Target
Annual Programmes	>40%

---

**CHAPTER 27**  
**THERAPDERMA PREMIUM PROGRAMMES**  
**THE NEW CONCEPT OF PREMIUM EXPERIENCE**

Premium patients are not only looking for a treatment.

They are looking for:

- ✓ Exclusivity.
- ✓ Results.
- ✓ Personalised care.
- ✓ Comprehensive programmes.
- ✓ Follow-up.

---

**PREMIUM PROGRAMMES MATRIX**

Programme	Objective	Level
Diamond Glow	Radiance	Premium
Royal Antiaging	Rejuvenation	Premium
Perfect Body	Body	Premium
Hair Rebirth	Hair	Premium
Intimate Rejuvenation	Intimate	Premium

---

**DIAMOND GLOW PROGRAM™**

Technology

Face Master.

- Mesolifting.
- Skin Flash.

---

Objective

Immediate radiance.

---

Programme

4 sessions.

---

**ROYAL ANTIAGING PROGRAM™**

Technology

IPL.

- RF311.
- PDRN.
- Hyaluronic Acid.

---

Objective

Global rejuvenation.

---

Programme  
6 sessions.

---

PERFECT BODY PROGRAM™

Technology

Green Lipo.

- RF311.
  - Thin Body.
- 

Objective

Body remodelling.

---

Programme

8 sessions.

---

HAIR REBIRTH PROGRAM™

Technology

Bioneedle.

- Golden Hair.
  - More Hair.
- 

Objective

Hair revitalisation.

---

Programme

8 sessions.

---

INTIMATE REJUVENATION PREMIUM™

Technology

CO2.

- Hyaluronic Acid.
- 

Objective

Intimate rejuvenation.

---

Programme

3 sessions.

---

PREMIUM PROGRAMME KPI

Indicator	Target
-----------	--------

Average Ticket	High
----------------	------

Premium Programmes	>30%
--------------------	------

Referrals	>25%
-----------	------

Indicator	Target
Patient Loyalty	>60%

---

#### BUSINESS INSIGHT

Premium programmes are one of the most effective tools for increasing the average ticket and improving the clinic's positioning.

**CHAPTER 28**  
**ANNUAL PROGRAMMES AND MEMBERSHIPS**  
**THE FUTURE OF AESTHETIC MEDICINE**

The most profitable clinics in the world have one thing in common:  
Recurring revenue.

---

**BENEFITS**

- ✓ Greater stability.
  - ✓ Greater predictability.
  - ✓ Greater patient loyalty.
  - ✓ Improved cash flow.
  - ✓ Greater patient value.
- 

**MEMBERSHIP**

**SKIN HEALTH CLUB™**

Includes:

- Monthly treatment.
  - Follow-up.
  - Reviews.
  - Discounts.
- 

**MEMBERSHIP**

**ANTIAGING CLUB™**

Includes:

- IPL.
  - RF311.
  - Mesotherapy.
- 

**MEMBERSHIP**

**BODY CLUB™**

Includes:

- Green Lipo.
  - RF311.
  - Body programmes.
- 

**MEMBERSHIP**

**HAIR CLUB™**

Includes:

- Hair programmes.
  - Maintenance.
- 

**MEMBERSHIP**

**VIP CLUB™**

Includes:

- Personalised treatments.
- Priority booking.
- Exclusive benefits.

---

#### MEMBERSHIP MATRIX

Club	Frequency	Loyalty
Skin	Monthly	Very High
Antiaging	Monthly	Very High
Body	Monthly	High
Hair	Monthly	Very High
VIP	Personalised	Excellent

---

#### MEMBERSHIP KPI

Indicator	Target
Patients with Membership	>25%
Renewals	>70%
Recurring Revenue	>30%

---

#### BUSINESS INSIGHT

Patient loyalty is more profitable than patient acquisition.

## CHAPTER 29

### MAINTENANCE PROGRAMMES AND PATIENT LOYALTY AESTHETIC MEDICINE IS A JOURNEY, NOT AN EVENT.

Treatment does not end when the initial protocol is completed.

A new stage begins:

Maintenance.

---

#### WHY IS IT IMPORTANT?

Because:

- the skin continues to age;
  - hormones change;
  - habits have an influence;
  - lifestyle modifies the results.
- 

#### RECOMMENDED FREQUENCIES

Treatment	Frequency
Antiaging	Every 1–3 months
Pigmentation	Every 2–3 months
Hair	Monthly
Body	Every 1–2 months
Hair Removal	Every 6–12 months

---

#### PATIENT LOYALTY TOOLS

- ✓ Memberships.
  - ✓ Treatment packages.
  - ✓ Reviews.
  - ✓ VIP programmes.
  - ✓ Digital follow-up.
  - ✓ Annual programmes.
- 

#### PATIENT LOYALTY KPI

Indicator	Target
Repeat Rate	>60%
Active Patients	Monthly growth
Average Patient Lifetime	>24 months
Referrals	>30%
Programme Renewals	>70%

---

#### THE LONG-TERM VALUE OF THE PATIENT

A loyal patient can generate:

- multiple treatments;
- referrals;
- premium programmes;
- recurring revenue.

Therefore:

The most profitable patient is the one who comes back.

---

#### THERAPDERMA PHILOSOPHY

Do not create patients for one session.

Create patients for life.

---

#### CONCLUSION OF BLOCK 5

True clinical excellence appears when:

Technology

- 

Protocols

- 

Experience

- 

Patient Loyalty

- 

Maintenance Programmes

work together.

That is the true concept of:

THERAPDERMA COMBINATION THERAPIES™

THERAPDERMA LONG TERM PATIENT CARE™



# BLOCK VI CLINICAL PROTOCOLS AND SUCCESS CASES

Integrated technology, science and protocols  
to create high-value treatments  
and sustainable results.



## 6 INTEGRATED PREMIUM PROTOCOLS

<p><b>1 GLOBAL REJUVENATION</b> Active IPL Extra 818m + Face Master 14 in 1</p> <p>RADIANCE FIRMNESS TEXTURE EVENNESS</p>	<p><b>2 ACNE AND SCARRING</b> CO<sub>2</sub> Fractional + Active IPL Extra 818m</p> <p>REDUCES ACNE SCARS PORES SKIN QUALITY</p>	<p><b>3 BODY REMODELLING</b> RF311 Microneedling + Face Master 14 in 1</p> <p>FIRMING LOCALISATION CELLULITE REAFIRMATION</p>	<p><b>BENEFITS FOR THE CLINIC</b></p> <ul style="list-style-type: none"> <li>HIGHER AVERAGE TICKET</li> <li>DIFFERENTIATING PROTOCOLS</li> <li>PATIENT LOYALTY</li> <li>MORE INDICATIONS PER PATIENT</li> <li>INCREASE IN RECURRENCE</li> <li>HIGHER PROFITABILITY PER HOUR</li> </ul> <p>“SMART PROTOCOLS TRANSFORM NOT ONLY THE SKIN, THEY TRANSFORM YOUR BUSINESS.”</p>
<p><b>4 PREMIUM HAIR REMOVAL</b> Active Spirit Super Diode</p> <p>HIGH POWER SPEED SAFETY ALL SKIN TYPES</p>	<p><b>5 SKIN REGENERATION</b> CO<sub>2</sub> Fractional + RF311 Microneedling</p> <p>REGENERATION COLLAGEN ELASTICITY RENEWAL</p>	<p><b>6 ANTI-AGING MAINTENANCE</b> IPL Extra 818m + Face Master 14 in 1</p> <p>PREVENTION HYDRATION FIRMNESS RADIANCE</p>	

WE DO NOT TREAT ISOLATED PROBLEMS.  
WE CREATE COMPLETE CLINICAL EXPERIENCES.

FACIAL	BODY	HAIR	PEELINGS	REJUVENCIMIENTO	HAIR REMOVAL	REMODELACIÓN
ACTIVE IPL EXTRA 818m	ACTIVE SPIRIT SUPER DIODE	IPL K2 SUPER IPL DPL MULA K2	CO <sub>2</sub> FRACTIONAL LASER	RF311 FRACTIONAL RF MICRONEEDLING	FACE MASTER 14 IN 1	
SUPERIOR CLINICAL RESULTS	SAFETY AND EFFICACY	APPLIED SCIENCE	ADVANCED TECHNOLOGY	PROVEN PROTOCOLS	PROVEN SUCCESS	

WE DON'T SELL EQUIPMENT. WE CREATE CLINICS OF SUCCESS.  
KNOWLEDGE • INNOVATION • HARMONY

## **BLOCK 6 – BUSINESS INTELLIGENCE (PREMIUM VERSION 2.0)**

### **How to Build a Profitable and Sustainable Clinic**

---

#### INTRODUCTION

Aesthetic medicine is a combination of:

Science

- Technology
- Business Management.

The world's most successful clinics have one thing in common:

They do not buy equipment.

They build business models.

This block has been designed to help professionals answer five fundamental questions:

- ✓ Which equipment should I buy?
  - ✓ How can I make it profitable?
  - ✓ Which treatments should I offer?
  - ✓ How can I increase my turnover?
  - ✓ How can I build a sustainable clinic?
-

## CHAPTER 30

### HOW TO CHOOSE THE RIGHT EQUIPMENT

#### THE WRONG QUESTION

Which is the best piece of equipment?

---

#### THE RIGHT QUESTION

Which equipment is most suitable for my business model?

---

#### THE 8 THERAPDERMA DECISION FACTORS

1. Market Demand.
  2. Profitability.
  3. Initial Investment.
  4. Payback Period.
  5. Differentiation.
  6. Patient Loyalty.
  7. Cross-Selling.
  8. Scalability.
- 

#### DECISION MATRIX

Technology	Demand	Loyalty	Average Ticket	Scalability
IPL	Very High	High	Medium	Very High
Diode	Very High	Very High	Medium	Very High
RF311	High	Very High	High	High
CO <sub>2</sub>	High	High	Very High	High
Green Lipo	High	High	High	High
Hair	High	Very High	High	High

---

#### INVESTMENT MATRIX

Clinic Type	Recommended Initial Equipment
New Clinic	IPL + Diode
MedSpa	IPL + RF311 + CO <sub>2</sub>
Body Clinic	Green Lipo + RF311
Hair Clinic	Bioneedle + Mesotherapies
Mobile Professional	Phoenix + IPL 818m

---

#### THERAPDERMA PHILOSOPHY

The best piece of equipment is not the most expensive.  
It is the one that best fits your strategy.

---

## CHAPTER 31

### BUSINESS MODELS IN AESTHETIC MEDICINE

---

#### MODEL 1

##### GENERAL CLINIC

Offers:

- facial;
- body;
- hair removal;
- hair.

Advantages

- ✓ Diversification.
  - ✓ Lower risk.
- 

#### MODEL 2

##### SPECIALISED CLINIC

Examples:

- Anti-ageing.
- Hair.
- Body.

Advantages

- ✓ Stronger positioning.
  - ✓ Greater authority.
- 

#### MODEL 3

##### PREMIUM MEDSPA

Based on:

- ✓ Experience.
  - ✓ VIP programmes.
  - ✓ High average ticket.
- 

#### MODEL 4

##### MOBILE PROFESSIONAL

Ideal for:

- Phoenix.
  - IPL 818m.
- 

#### MODEL 5

##### HYBRID CLINIC

Face-to-face

- 

Online

-

Memberships.

---

**BUSINESS MODEL MATRIX**

Model	Investment	Profitability	Scalability
General	High	High	High
Specialised	Medium	Very High	High
MedSpa	High	Very High	Very High
Mobile	Low	High	Medium
Hybrid	Medium	Very High	Very High

---

## CHAPTER 32 ROI AND EQUIPMENT PROFITABILITY

### WHAT IS ROI?

Return on Investment.

The ability of an investment to generate profit.

---

### FORMULA

$ROI = (\text{Revenue} - \text{Expenses}) \div \text{Investment}$ .

---

### THERAPDERMA SCENARIOS

#### CONSERVATIVE

50% occupancy.

---

#### REALISTIC

70% occupancy.

---

#### PREMIUM

90% occupancy.

---

### PROFITABILITY MATRIX

Technology Estimated Payback Period\*

IPL	Short
Diode	Short
RF311	Medium
CO <sub>2</sub>	Medium
Green Lipo	Medium
Hair	Short

\*The payback period depends on the country, the investment made, the pricing policy, occupancy level and the commercial strategy of each clinic.

---

### THERAPDERMA PRINCIPLE

You do not buy equipment.

You buy:

- ✓ Revenue-generating capacity.
  - ✓ Growth capacity.
  - ✓ Patient loyalty capacity.
- 

### FINANCIAL KPIs

Indicator	Target
Treatment Room Occupancy	>70%

Indicator	Target
Repeat Treatments	>60%
Recurring Revenue	>30%
Cross-Selling	>40%
Annual Programmes	>40%

---

## CHAPTER 33

### THERAPDERMA INVESTMENT PLANS

---

#### START PLAN™

For New Clinics

Recommended technologies:

- ✓ Active IPL Extra 818m.
- ✓ Phoenix Diode Laser.

Objectives

- Patient acquisition.
- High turnover.
- Low complexity.

Advantages

- ✓ Controlled investment.
  - ✓ High demand.
  - ✓ Excellent scalability.
- 

#### GROW PLAN™

For Expanding Clinics

Recommended technologies:

- ✓ IPL.
- ✓ Diode.
- ✓ RF311.

Objectives

- Differentiation.
  - Average ticket.
  - Annual programmes.
- 

#### PREMIUM PLAN™

For MedSpas and High-End Clinics

Recommended technologies:

- ✓ IPL.
- ✓ RF311.
- ✓ CO<sub>2</sub>.
- ✓ Green Lipo.
- ✓ Hair.

Objectives

- High added value.
  - Premium programmes.
  - Patient experience.
- 

#### INVESTMENT MATRIX

Plan	Relative Investment	Complexity	Growth Potential
START	Low	Low	High
GROW	Medium	Medium	Very High
PREMIUM	High	High	Excellent

---

## CHAPTER 34

### HOW TO INCREASE THE AVERAGE TICKET

#### DEFINITION

Average Ticket =

Total Revenue

÷

Number of Patients.

---

#### THE 5 THERAPDERMA STRATEGIES

1. Combination Protocols.
  2. Premium Programmes.
  3. Memberships.
  4. Cross-Selling.
  5. Annual Programmes.
- 

#### EXAMPLES

Anti-ageing

IPL

↓

RF311

↓

Mesotherapy

↓

Maintenance Programme.

---

Body

Green Lipo

↓

RF311

↓

Thin Body

↓

Annual Programme.

---

Hair

Bioneedle

↓

Golden Hair

↓

Maintenance.

---

GROWTH KPIs

Indicator	Target
Average Ticket	Annual growth
Cross-Selling	>40%
Premium Programmes	>30%
Memberships	>25%

---

#### THERAPDERMA PHILOSOPHY

The best sale is the one that improves the patient's outcome.

---

**CHAPTER 35**  
**MEMBERSHIPS AND THE RECURRING REVENUE MODEL**  
**THE FUTURE OF AESTHETIC MEDICINE**

The world's most stable clinics have recurring revenue.

---

**RECOMMENDED MODELS**

Skin Health Club™

Antiaging Club™

Hair Club™

Body Club™

VIP Club™

---

**MEMBERSHIP KPIs**

Indicator	Target
Patients with Membership	>25%
Renewal Rate	>70%
Recurring Revenue	>30%
Repeat Treatments	>60%

---

**ADVANTAGES**

- ✓ Predictability.
  - ✓ Patient loyalty.
  - ✓ Stability.
  - ✓ Improved cash flow.
- 

**BUSINESS INSIGHT**

Patient loyalty is more profitable than patient acquisition.

---

## CHAPTER 36

### MASTER PLAN FOR BUILDING A SUCCESSFUL CLINIC

---

#### PHASE 1

##### DEFINE THE VISION

What type of clinic do you want to build?

---

#### PHASE 2

##### DEFINE THE POSITIONING

General.

Specialised.

Premium.

---

#### PHASE 3

##### SELECT THE TECHNOLOGY

Choose equipment that:

✓ Solves real problems.

✓ Has high demand.

✓ Generates patient loyalty.

---

#### PHASE 4

##### CREATE PROTOCOLS

Standardisation increases profitability.

---

#### PHASE 5

##### CREATE PROGRAMMES

Programmes generate stability.

---

#### PHASE 6

##### CREATE MEMBERSHIPS

Memberships generate sustainable growth.

---

#### PHASE 7

##### SCALE

New technologies.

New markets.

New services.

---

#### THE 10 THERAPDERMA PRINCIPLES OF SUCCESS

1. Think long term.
2. Invest in education.
3. Create protocols.
4. Measure results.
5. Build a brand.

6. Differentiate yourself.
7. Create experiences.
8. Build loyalty.
9. Innovate.
10. Never stop learning.

---

#### KPI DASHBOARD FOR CLINIC MANAGEMENT

Area	KPI Target
Treatment Room Occupancy	>70%
Active Patients	Monthly growth
Average Ticket	Annual growth
Repeat Treatments	>60%
Memberships	>25%
Referrals	>30%
Premium Programmes	>30%
Recurring Revenue	>30%

---

#### THE THERAPDERMA BUSINESS DNA

Profitability does not depend solely on technology.

It depends on the combination of:

Technology

- 

Education

- 

Protocols

- 

Experience

- 

Business Strategy.

---

#### FINAL MESSAGE

We do not simply build more profitable clinics.

We build:

More solid clinics.

More differentiated clinics.

Clinics better prepared for the future.

---

#### THERAPDERMA PHILOSOPHY

KNOWLEDGE

INNOVATION

HARMONY

Because:

We do not sell equipment.

We create successful clinics.

---

#### CONCLUSION OF BLOCK 6

True success in aesthetic medicine does not consist of buying more technology.

It consists of transforming technology into:

- ✓ Results.
  - ✓ Experiences.
  - ✓ Patient loyalty.
  - ✓ Profitability.
  - ✓ Sustainable growth.
- 

THERAPDERMA BUSINESS INTELLIGENCE™

Where Technology Becomes Business.



# BLOCK VII BUSINESS INTELLIGENCE AND CLINICAL PROFITABILITY

The right technology not only transforms the skin.  
It transforms the clinic's profitability.

### GROWTH DASHBOARD



“THE MOST SUCCESSFUL CLINICS DON'T BUY EQUIPMENT. THEY BUILD SUCCESS ECOSYSTEMS.”



### ECOSYSTEM BENEFITS

- HIGHER AVERAGE TICKET
- DIFFERENTIATING PROTOCOLS
- MORE TREATMENTS PER PATIENT
- INCREASE IN RECURRENCE
- HIGHER PROFITABILITY PER HOUR
- MARKET DIFFERENTIATION
- SCALABLE GROWTH
- PATIENT LOYALTY
- PREMIUM POSITIONING

- BUSINESS INTELLIGENCE**  
Data-driven decisions.
- KPI ANALYSIS**  
Real-time control of your clinic.
- PROFITABLE PROTOCOLS**  
Standardisation that maximises results.
- RESULT-MULTIPLYING TECHNOLOGY**  
More effective, more satisfaction, more success.

ONE ECOSYSTEM. MULTIPLE TECHNOLOGIES.  
ENDLESS GROWTH OPPORTUNITIES.



ALL AREAS. ALL SOLUTIONS.

- FACIAL REJUVENATION
- ACNE AND SCARRING
- PIGMENTATION AND SPOTS
- BODY CONTOURING
- CELLULITE AND FLACCIDITY
- PERMANENT HAIR REMOVAL
- HAIR LOSS AND HAIR CARE
- INTIMATE HEALTH AND WELLNESS

WE DON'T SELL EQUIPMENT.  
WE CREATE SUCCESSFUL CLINICS.

KNOWLEDGE • INNOVATION • HARMONY

## **BLOCK VII – THERAPDERMA ACADEMY, CERTIFICATIONS AND FINAL CONCLUSION**

### **Knowledge as the Driving Force Behind Growth**

---

#### **INTRODUCTION**

Aesthetic medicine is evolving faster than ever.

Technologies change.

Patients evolve.

Trends transform.

But there is one thing that never loses its value:

Knowledge.

Technology can be acquired.

Experience is built.

Knowledge is developed.

For this reason, TherapDerma considers continuous education to be one of the fundamental pillars of professional success.

---

## CHAPTER 37

### THERAPDERMA ACADEMY™

#### Training for Professionals Who Want to Grow

---

##### OUR MISSION

To help professionals:

- ✓ Improve clinical safety.
  - ✓ Optimise results.
  - ✓ Increase profitability.
  - ✓ Differentiate themselves in the market.
  - ✓ Build sustainable clinics.
- 

##### OUR PHILOSOPHY

Training should not be an event.

It should be a continuous process.

---

##### THE 5 PILLARS OF THERAPDERMA ACADEMY™

1. Scientific Training.
  2. Technological Training.
  3. Clinical Training.
  4. Business Training.
  5. Strategic Training.
- 

##### TRAINING AREAS

###### TECHNOLOGIES

- ✓ IPL.
  - ✓ Diode.
  - ✓ Q-Switched.
  - ✓ CO<sub>2</sub>.
  - ✓ Radiofrequency.
  - ✓ Lipo Laser.
  - ✓ Professional Devices.
- 

##### AESTHETIC MEDICINE

- ✓ Rejuvenation.
  - ✓ Acne.
  - ✓ Pigmentation.
  - ✓ Rosacea.
  - ✓ Body Treatments.
  - ✓ Hair Treatments.
  - ✓ Intimate Rejuvenation.
- 

##### BUSINESS INTELLIGENCE

- ✓ Management.
- ✓ Profitability.
- ✓ Marketing.
- ✓ Patient Loyalty.
- ✓ Membership Programmes.
- ✓ Scalability.

---

#### TRAINING FORMATS

Format	Objective
Face-to-Face	Practical training
Online	Flexibility
Hybrid	Continuous training
In-Clinic	Personalisation
Premium	High performance

---

#### PROFESSIONAL DEVELOPMENT PROGRAMME

Knowledge

↓

Application

↓

Experience

↓

Excellence

↓

Leadership

---

#### TRAINING KPI

Indicator	Objective
Annual Training Hours	Continuous growth
Updates	Minimum annually
New Protocols	Continuous development
Team Training	Ongoing

---

#### THERAPDERMA PHILOSOPHY

The best equipment in the world will never surpass the professional who uses it.

---

## CHAPTER 38

### CERTIFICATIONS AND PROFESSIONAL SUPPORT

---

#### PATIENT TRUST IS BUILT ON THREE PILLARS

##### Safety

- Professionalism
  - Results
- 

#### INTERNATIONAL CERTIFICATIONS

TherapsDerma technologies operate according to high standards of quality and safety.

Depending on the technology:

- ✓ CE.
  - ✓ FDA.
  - ✓ ISO.
  - ✓ IEC.
  - ✓ Market-specific certifications.
- 

#### WHY ARE THEY IMPORTANT?

Because they help guarantee:

- ✓ Quality.
  - ✓ Safety.
  - ✓ Reliability.
  - ✓ Confidence.
  - ✓ Traceability.
- 

#### THERAPDERMA™ SUPPORT

Our commitment does not end with the installation of a device.

It begins at that moment.

---

#### COMPREHENSIVE SUPPORT

Initial Training.

Clinical Protocols.

Updates.

Marketing Materials.

Technical Support.

Business Intelligence.

Strategic Support.

---

#### SUPPORT ECOSYSTEM

Technology

↓

Training

↓

Protocols

---

↓

Support

↓

Growth

---

#### SUPPORT KPI

Indicator	Objective
Customer Satisfaction	>90%
Updates	Continuous
Training	Ongoing
Customer Retention	>80%

---

#### THERAPDERMA PHILOSOPHY

We do not simply deliver technology.

We deliver:

Technology

- 

Training

- 

Protocols

- 

Support

- 

Strategy.

---

## CHAPTER 39

### PROFESSIONAL TOOLS AND CLINICAL APPENDICES

---

#### STANDARDISATION IMPROVES RESULTS

The most successful clinics work through well-defined protocols and procedures.

---

#### RECOMMENDED DOCUMENTATION

Medical History.

Informed Consent.

Photographic Record.

Parameter Record Sheet.

Follow-Up Record Sheet.

Pre-Treatment Care.

Post-Treatment Care.

Maintenance Programmes.

---

#### THERAPDERMA™ CHECKLIST

##### BEFORE TREATMENT

Medical History.

Photographs.

Consent.

Contraindications.

Diagnosis.

Parameters.

---

##### DURING TREATMENT

Safety.

Clinical Observation.

Documentation.

---

##### AFTER TREATMENT

Recommendations.

Follow-Up.

Next Appointment.

Maintenance Programme.

---

#### QUICK REFERENCE TABLES

Phototypes.

Contraindications.

Indications.

Protocols.

Maintenance Programmes.

---

Decision Trees.

KPIs.

---

#### RECOMMENDED MANAGEMENT TOOLS

- ✓ KPI Dashboard.
  - ✓ Photographic Follow-Up.
  - ✓ Annual Programmes.
  - ✓ Membership Programmes.
  - ✓ Digital Protocols.
  - ✓ Continuous Training.
- 

#### CLINICAL EXCELLENCE MATRIX

Area	Tool
Diagnosis	Medical History
Treatment	Protocols
Follow-Up	Photographs
Patient Loyalty	Membership Programmes
Profitability	KPI

---

#### THERAPDERMA PHILOSOPHY

Excellence is not an act.

It is a system.

---

**CHAPTER 40**  
**FINAL CONCLUSION**  
**THE DNA OF THERAPDERMA**

---

**THE FUTURE OF AESTHETIC MEDICINE**

Belongs to clinics that:

- ✓ Learn continuously.
  - ✓ Innovate.
  - ✓ Measure results.
  - ✓ Build lasting relationships.
  - ✓ Evolve continuously.
- 

**OUR VISION**

To help professionals:

- ✓ Deliver better treatments.
  - ✓ Improve the patient experience.
  - ✓ Build sustainable businesses.
  - ✓ Differentiate themselves in a competitive market.
  - ✓ Reach their full potential.
- 

**THE 7 PILLARS OF THE THERAPDERMA UNIVERSE™**

1. Science.
  2. Technology.
  3. Training.
  4. Protocols.
  5. Business Intelligence.
  6. Innovation.
  7. Growth.
- 

**OUR PHILOSOPHY**

**KNOWLEDGE**

Knowledge guides decisions.

---

**INNOVATION**

Innovation drives growth.

---

**HARMONY**

Harmony brings together:

- science;
  - technology;
  - experience;
  - business strategy.
- 

**OUR PROMISE**

---

We will continue working to deliver:

- ✓ Technology.
  - ✓ Training.
  - ✓ Protocols.
  - ✓ Business Intelligence.
  - ✓ Support.
  - ✓ Continuous Innovation.
- 

#### MESSAGE TO PROFESSIONALS

Every treatment performed.  
Every satisfied patient.  
Every clinic that grows.  
Begins with one decision:  
To invest in knowledge.  
To invest in excellence.  
To invest in the future.

---

#### FINAL MESSAGE

We do not sell equipment.  
We create successful clinics.  
We do not sell technology.  
We create opportunities.  
We do not sell treatments.  
We build lasting relationships.

---

#### THERAPDERMA UNIVERSE™

Where Science Meets Beauty.  
Where Technology Meets Knowledge.  
Where Professionals Find a Strategic Partner.

---

#### ACKNOWLEDGEMENT

Thank you for being part of the TherapDerma Universe.  
Thank you for trusting our technology.  
Thank you for sharing our vision.  
Together, we will continue building the future of professional aesthetic medicine.

---

#### END OF DOCUMENT

THERAPDERMA TECHNOLOGY SOLUTIONS GUIDE™

*Clinical, Technological and Business Guide for Aesthetic Medicine Professionals*

International Edition 2026

**APPENDIX I – THERAPDERMA™ QUICK DECISION TABLES**  
**INDICATION → TECHNOLOGY → MESOTHERAPY → PROGRAMME →**  
**MAINTENANCE**

TABLE 1 – GLOBAL AGEING AND REJUVENATION

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Dull Skin	Face Master 14 in 1	Mesolifting	Essential Glow	Every 3 months
Fine Wrinkles	RF311	No Wrinkles	Antiaging Premium	Every 4 months
Moderate Skin Laxity	RF311	PDRN Renaissance	Ultimate Rejuvenation	Every 6 months
Severe Skin Laxity	RF311 + CO <sub>2</sub>	PDRN + Hyaluronic Acid 3.5%	Platinum Lift	Every 6 months
Photoageing	IPL Extra 818	Forever Young	Skin Renewal	Every 6 months
Loss of Radiance	IPL + Face Master	Skin Flash	Red Carpet Skin	Every 3 months

TABLE 2 – PIGMENTATION AND HYPERPIGMENTATION

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Melasma	IPL Extra 818	Repaired Skin	Pigment Correct	Every 3 months
Solar Lentigines	IPL	Antiaging with Vitamin C	Bright Skin	Every 6 months
Post-Inflammatory Hyperpigmentation	IPL	Repaired Skin	Skin Balance	According to progress
Uneven Skin Tone	IPL + Face Master	Skin Flash	Uniform Glow	Every 4 months
Superficial Pigmentation	IPL	Miami Skin	Skin Brightening	Every 6 months

TABLE 3 – ACNE AND SEBORRHOEIC SKIN

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Inflammatory Acne	IPL	Biorevital Detox	Clear Skin	Monthly
Mild Acne	IPL	Biorevital Detox	Acne Control	Every 2 months

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Oily Skin	Face Master	Biorevital Detox	Oil Balance	Every 2 months
Enlarged Pores	RF311	Miami Skin	Pore Refinement	Every 3 months
Acne Marks	RF311	Repaired Skin	Acne Recovery	Every 4 months

TABLE 4 – SCARS

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Superficial Scars	RF311	Scar Free	Skin Repair	According to progress
Atrophic Scars	CO <sub>2</sub>	Scar Free	Intensive Scar Programme	Every 6 months
Acne Scars	CO <sub>2</sub> + RF311	PDRN Renaissance	Advanced Recovery	Every 6 months
Post-Surgical Scars	RF311	Repaired Skin	Surgical Recovery	According to progress

TABLE 5 – ROSACEA AND SENSITIVE SKIN

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Vascular Rosacea	IPL	Biorevital Detox	Sensitive Recovery	Every 6 months
Diffuse Erythema	IPL	Repaired Skin	Calm Skin	Every 6 months
Reactive Skin	Face Master	Soft Skin	Barrier Restore	Every 3 months
Extreme Sensitivity	Face Master	Soft Skin	Sensitive Care	According to progress

TABLE 6 – HYDRATION AND SKIN QUALITY

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Dehydration	Face Master	Hyaluronic Acid 2%	Deep Hydration	Every 3 months
Devitalised Skin	Face Master	Mesolifting	Skin Booster	Every 3 months
Thin Skin	RF311	PDRN Renaissance	Dermal Strength	Every 4 months

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Loss of Elasticity	RF311	Golden Youth	Youth Recovery	Every 6 months

TABLE 7 – ALOPECIA AND HAIR TREATMENTS

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Early Alopecia	Bioneedle H24	Golden Hair	Hair Recovery	Quarterly
Moderate Alopecia	Bioneedle H24	More Hair	Hair Regeneration	Quarterly
Advanced Alopecia	Bioneedle H24	General Alopecia	Intensive Hair Programme	Quarterly
Seasonal Hair Loss	Bioneedle H24	Golden Hair	Seasonal Hair Care	Every 6 months
Weakened Hair	Bioneedle H24	More Hair	Hair Revitalisation	Every 4 months

TABLE 8 – CELLULITE

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Oedematous Cellulite	RF311	Miami Body	Miami Body Programme	Every 4 months
Adipose Cellulite	RF311	Thin Body	California Look	Every 4 months
Fibrous Cellulite	RF311	Fat Preventor	Intensive Body	Every 6 months
Flaccid Cellulite	RF311	Golden Body Reshape	Body Lift Programme	Every 6 months

TABLE 9 – LOCALISED FAT

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Abdomen	Green Lipo Laser	Thin Body	Body Sculpt	Quarterly
Flanks	Green Lipo Laser	Fat Preventor	Slim Contour	Quarterly
Thighs	Green Lipo Laser	California Look	Body Shape	Quarterly
Arms	Green Lipo Laser	Thin Body	Body Redefinition	Quarterly

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Double Chin	RF311	Thin Face	Face Contour	Every 6 months

**TABLE 10 – STRETCH MARKS**

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Recent Stretch Marks	RF311	Repaired Skin	Stretch Recovery	Every 4 months
Old Stretch Marks	CO <sub>2</sub>	PDRN Renaissance	Intensive Repair	Every 6 months
White Stretch Marks	CO <sub>2</sub> + RF311	Scar Free	Advanced Regeneration	Every 6 months

**TABLE 11 – INTIMATE REJUVENATION**

Main Concern	Main Technology	Complementary Mesotherapy	TherapDerma Programme	Maintenance
Intimate Laxity	RF311	Hyaluronic Acid 3.5%	Intimate Renewal	Annually
Dryness	Face Master	Hyaluronic Acid 2%	Intimate Hydration	Every 6 months
Tissue Quality	RF311	PDRN Renaissance	Intimate Premium	Annually

**TABLE 12 – PRE-EVENT PROGRAMMES**

Objective	Technology	Mesotherapy Programme
Social Event	Face Master	Skin Flash Red Carpet Skin
Brides	IPL + Face Master	Mesolifting Bridal Glow
Corporate Events	RF311	Golden Youth Executive Skin
Photography and Television	Face Master	Miami Skin Celebrity Glow

## APPENDIX II – QUICK DECISION TABLES™

### QUICK DECISION TABLE

#### FACIAL REJUVENATION (ANTIAGING)

Main Concern	Main Technology	Complement	TherapDerma™ Programme
Dull Skin	Face Master	Mesolifting	Essential Glow
Dehydration	Face Master	Hyaluronic Acid 2%	Hydration Programme
Pigmentation	IPL	Repaired Skin	Pigment Correct
Rosacea	IPL	Biorevital Detox	Vascular Balance
Mild Skin Laxity	RF311	PDRN Renaissance	Antiaging Premium
Severe Skin Laxity	RF311 + CO <sub>2</sub>	PDRN + Hyaluronic	Ultimate Rejuvenation
Fine Wrinkles	RF311	No Wrinkles	Smooth Skin
Uneven Texture	CO <sub>2</sub>	PDRN + Hyaluronic	Ultimate Rejuvenation
Dark Circles	RF311	Healthy Eyes	Eye Rejuvenation
Loss of Radiance	IPL	Skin Flash	Red Carpet Glow

### QUICK DECISION TABLE

#### ACNE AND SCARS

Condition	Technology	Complement
Active Inflammatory Acne	IPL	Biorevital Detox
Mild Acne	IPL	Full Skin
Resistant Acne	IPL + RF311	Biorevital Detox
Post-Acne Marks	RF311	PDRN Renaissance
Superficial Scars	RF311	Scar Free
Deep Scars	CO <sub>2</sub>	Scar Free
Atrophic Scars	CO <sub>2</sub> + RF311	PDRN Renaissance

### QUICK DECISION TABLE

#### PIGMENTATION

Concern	Technology	Complement	Programme
Superficial Melasma	IPL	Repaired Skin	Pigment Correct
Deep Melasma	Q-Switched	Repaired Skin	Pigment Correct
Solar Lentigines	IPL	Repaired Skin	Bright Skin
Post-Inflammatory Hyperpigmentation	Q-Switched	Repaired Skin	Recovery Programme
Uneven Skin Tone	IPL	Skin Flash	Essential Glow

### QUICK DECISION TABLE

#### ROSACEA AND VASCULAR CONDITIONS

<b>Concern</b>	<b>Technology</b>	<b>Complement</b>
Erythematous Rosacea	IPL	Biorevital Detox
Telangiectasia	IPL	Biorevital Detox
Reactive Skin	Low-Energy IPL	Healthy Youth
Diffuse Redness	IPL	Biorevital Detox

---

#### **QUICK DECISION TABLE**

##### **HAIR REMOVAL**

###### **Phototype Recommended Wavelength**

I	755 nm
II	755 + 808 nm
III	808 nm
IV	808 + 940 nm
V	940 + 1064 nm
VI	1064 nm

---

#### **QUICK DECISION TABLE**

##### **ALOPECIA**

<b>Concern</b>	<b>Solution</b>
Early Hair Loss	Golden Hair
Moderate Hair Loss	More Hair
Androgenetic Alopecia	Bioneedle + Golden Hair
Advanced Alopecia	Bioneedle + General Alopecia
Fine Hair	More Hair
Maintenance	Hair Maintenance Programme

---

#### **QUICK DECISION TABLE**

##### **LOCALISED FAT**

<b>Concern</b>	<b>Technology</b>	<b>Complement</b>
Localised Fat	Green Lipo Laser	Thin Body
Abdomen	Green Lipo Laser + RF311	Thin Body
Body Laxity	RF311	Fitness Body
Body Contouring	Green Lipo Laser	California Look

---

#### **QUICK DECISION TABLE**

##### **CELLULITE**

<b>Type of Cellulite</b>	<b>Technology</b>	<b>Mesotherapy</b>
Oedematous	Pressotherapy + RF311	Miami Body
Adipose	Green Lipo Laser + RF311	Thin Body

<b>Type of Cellulite Technology</b>		<b>Mesotherapy</b>
Fibrous	RF311	California Look
Flaccid	RF311	Fitness Body

---

**QUICK DECISION TABLE**

**STRETCH MARKS AND SCARS**

<b>Concern</b>	<b>Technology</b>	<b>Complement</b>
Recent Stretch Marks	RF311	PDRN Renaissance
White Stretch Marks	CO <sub>2</sub>	Scar Free
Superficial Scar	RF311	Scar Free
Deep Scar	CO <sub>2</sub>	Scar Free

---

**QUICK DECISION TABLE**

**INTIMATE REJUVENATION**

<b>Concern</b>	<b>Technology</b>	<b>Complement</b>
Vaginal Dryness	CO <sub>2</sub>	Hyaluronic Acid
Intimate Laxity	RF311	Hyaluronic Acid
Vaginal Atrophy	CO <sub>2</sub>	PDRN Renaissance
Maintenance	RF311	Hyaluronic Acid

---

## APPENDIX III – THERAPDERMA™ CLINICAL SHEETS

### INDICATION

### TREATMENT OBJECTIVE

### IDEAL PATIENT

### CONTRAINDICATIONS

### RECOMMENDED TECHNOLOGIES

### COMPLEMENTARY MESOTHERAPIES

### SUGGESTED PROTOCOL

### NUMBER OF SESSIONS

### MAINTENANCE

### EXPECTED RESULTS

### RECOVERY TIME

### RECOMMENDED COMBINATIONS

### ESTIMATED PROFITABILITY

---

### CLINICAL SHEET 1

### GLOBAL REJUVENATION

#### Objective

Improve texture, radiance, hydration and firmness.

#### Ideal Patient

35–70 years.

#### Contraindications

Pregnancy, active infections, recent isotretinoin use.

#### Technologies

- RF311
- IPL Extra 818
- Face Master

#### Mesotherapies

- PDRN Renaissance
- Mesolifting
- Golden Youth
- Forever Young

#### Protocol

6 sessions every 15–30 days.

#### Maintenance

1 session every 3–6 months.

#### Expected Results

- Greater radiance
- Fewer wrinkles
- Improved firmness
- More even skin

#### Recovery

24–72 hours.

## **Combinations**

RF311 + PDRN.

## **Profitability**

★★★★★

---

## **CLINICAL SHEET 2**

### **FACIAL LAXITY**

#### **Objective**

Stimulate collagen and improve skin firmness.

#### **Technologies**

- RF311
- CO<sub>2</sub>

#### **Mesotherapies**

- PDRN Renaissance
- Hyaluronic Acid 3.5%
- Golden Youth

#### **Protocol**

4–6 sessions.

#### **Maintenance**

Every 6 months.

#### **Results**

- Progressive lifting effect
- Improved facial contour

#### **Profitability**

★★★★★

---

## **CLINICAL SHEET 3**

### **WRINKLES AND EXPRESSION LINES**

#### **Technologies**

- RF311
- Face Master

#### **Mesotherapies**

- No Wrinkles
- PDRN
- Mesolifting

#### **Protocol**

4–6 sessions.

#### **Profitability**

★★★★★

---

## **CLINICAL SHEET 4**

### **MELASMA**

#### **Technology**

- IPL Extra 818

**Mesotherapy**

- Repaired Skin
- Antiaging with Vitamin C

**Protocol**

6 sessions.

**Maintenance**

Every 3 months.

**Results**

- Reduction in pigmentation
- More even skin tone

**Profitability**

★★★★★

---

**CLINICAL SHEET 5****SOLAR HYPERPIGMENTATION****Technology**

- IPL

**Mesotherapy**

- Repaired Skin

**Protocol**

3–5 sessions.

**Profitability**

★★★★☆

---

**CLINICAL SHEET 6****ROSACEA****Technology**

- IPL

**Mesotherapy**

- Biorevital Detox
- Soft Skin

**Protocol**

4 sessions.

**Results**

- Reduced erythema
- Reduced sensitivity

**Profitability**

★★★★☆

---

**CLINICAL SHEET 7****ACTIVE ACNE****Technology**

- IPL

**Mesotherapy**

- Biorevital Detox

**Protocol**

6 sessions.

**Results**

- Reduced inflammation
- Fewer lesions

**Profitability**

★★★★★

---

**CLINICAL SHEET 8**

**ACNE SCARS**

**Technologies**

- RF311
- CO<sub>2</sub>

**Mesotherapy**

- Scar Free
- PDRN

**Protocol**

4–6 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 9**

**ENLARGED PORES**

**Technology**

- RF311

**Mesotherapy**

- Miami Skin

**Protocol**

4 sessions.

**Profitability**

★★★★☆

---

**CLINICAL SHEET 10**

**DEHYDRATED SKIN**

**Technology**

- Face Master

**Mesotherapy**

- Hyaluronic Acid 2%
- Mesolifting

**Protocol**

3–4 sessions.

**Profitability**

★★★★☆

---

**CLINICAL SHEET 11****SENSITIVE SKIN****Technology**

- Face Master

**Mesotherapy**

- Soft Skin

**Protocol**

4 sessions.

**Profitability**

★★★★☆

---

**CLINICAL SHEET 12****EARLY ALOPECIA****Technology**

- Bioneedle H24

**Mesotherapy**

- Golden Hair

**Protocol**

6 sessions.

**Maintenance**

Every 3 months.

**Profitability**

★★★★★

---

**CLINICAL SHEET 13****MODERATE ALOPECIA****Technology**

- Bioneedle H24

**Mesotherapy**

- More Hair

**Protocol**

8 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 14****ADVANCED ALOPECIA****Technology**

- Bioneedle H24

**Mesotherapy**

- General Alopecia

**Protocol**

8–10 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 15**

**OEDEMATOUS CELLULITE**

**Technology**

- RF311

**Mesotherapy**

- Miami Body

**Protocol**

8 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 16**

**ADIPOSE CELLULITE**

**Technology**

- RF311

**Mesotherapy**

- Thin Body

**Protocol**

8 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 17**

**FIBROUS CELLULITE**

**Technology**

- RF311

**Mesotherapy**

- Fat Preventor

**Protocol**

10 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 18**

**FLACCID CELLULITE**

**Technology**

- RF311

**Mesotherapy**

- Golden Body Reshape

**Protocol**

8 sessions.

**Profitability**

★★★★★

**CLINICAL SHEET 19**

**LOCALISED FAT**

**Technology**

- Green Lipo Laser

**Mesotherapy**

- Thin Body
- Fat Preventor

**Protocol**

8 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 20**

**DOUBLE CHIN**

**Technology**

- RF311

**Mesotherapy**

- Thin Face

**Protocol**

4–6 sessions.

**Profitability**

★★★★★

---

**CLINICAL SHEET 21**

**STRETCH MARKS**

**Technologies**

- CO<sub>2</sub>
- RF311

**Mesotherapy**

- Scar Free
- PDRN

**Protocol**

6 sessions.

**Profitability**

★★★★☆

---

**CLINICAL SHEET 22**

**INTIMATE REJUVENATION**

**Technology**

- RF311

**Mesotherapy**

- Hyaluronic Acid 3.5%
- PDRN

**Protocol**

4 sessions.

**Maintenance**

Annually.

**Profitability**

★★★★★

---

**CLINICAL SHEET 23**

**PRE-EVENT / RED CARPET SKIN**

**Technology**

- Face Master

**Mesotherapy**

- Skin Flash
- Miami Skin

**Protocol**

1–2 sessions.

**Results**

Immediate glow effect.

**Profitability**

★★★★★

---

**CLINICAL SHEET 24**

**POST-SUMMER / SKIN REPAIR**

**Technology**

- IPL
- Face Master

**Mesotherapy**

- Repaired Skin
- Biorevital Detox

**Protocol**

3 sessions.

**Profitability**

★★★★☆

---

**CLINICAL SHEET 25**

**ANNUAL SKIN MAINTENANCE**

**Technologies**

- IPL
- RF311
- Face Master

**Mesotherapies**

- Mesolifting
- PDRN
- Hyaluronic Acid

**Protocol**

1 session per season.

**Profitability**

★★★★★

---

## APPENDIX IV - GRAPHIC ALGORITHMS BY PATHOLOGY

### GLOBAL REJUVENATION

Patient  
↓  
Clinical Assessment  
↓  
What predominates?  
↓  
Pigmentation → IPL  
Laxity → RF311  
Texture → CO<sub>2</sub>  
Dull Skin → Face Master  
↓  
Complementary Mesotherapy  
↓  
Maintenance Programme

---

### ACNE

Patient with Active Acne  
↓  
IPL  
↓  
Biorevital Detox  
↓  
Maintenance  
↓  
Acne Recovery Programme

---

### ACNE SCARS

Patient  
↓  
Scar Assessment  
↓  
Superficial → RF311  
Deep → CO<sub>2</sub>  
Atrophic → CO<sub>2</sub> + RF311  
↓  
PDRN  
↓  
Maintenance

---

### MELASMA AND PIGMENTATION

Patient

↓  
Clinical Assessment  
↓  
Superficial Melasma → IPL  
Deep Melasma → Q-Switched  
Post-Inflammatory Hyperpigmentation → Q-Switched  
↓  
Repaired Skin  
↓  
Maintenance Programme

---

## **ROSACEA**

Patient  
↓  
Rosacea Type  
↓  
Vascular → IPL  
Sensitive → Face Master  
↓  
Biorevital Detox  
↓  
Maintenance

---

## **HAIR REMOVAL**

Patient  
↓  
Phototype  
↓  
Hair Type  
↓  
Wavelength Selection  
↓  
Treatment Programme  
↓  
Maintenance

---

## **ALOPECIA**

Patient  
↓  
Clinical Assessment  
↓  
Early Alopecia → Golden Hair  
Moderate Alopecia → More Hair  
Advanced Alopecia → General Alopecia  
↓

Bioneedle H24



Maintenance

---

### **LOCALISED FAT**

Patient



Assessment



Green Lipo Laser



Thin Body



RF311



Annual Programme

---

### **CELLULITE**

Patient



Cellulite Type



Oedematous → Miami Body

Adipose → Thin Body

Fibrous → Fat Preventor

Flaccid → Golden Body Reshape



RF311



Maintenance Programme

---

### **STRETCH MARKS**

Patient



Recent Stretch Marks → RF311

Old Stretch Marks → CO<sub>2</sub>

White Stretch Marks → CO<sub>2</sub> + RF311



PDRN / Scar Free



Maintenance

---

### **INTIMATE REJUVENATION**

Patient



Assessment

↓

Vaginal Dryness → CO<sub>2</sub>

Intimate Laxity → RF311

Vaginal Atrophy → CO<sub>2</sub>

↓

Hyaluronic Acid / PDRN

↓

Annual Maintenance

---

## **FINAL MESSAGE**

### **THERAPDERMA CLINICAL DECISION SYSTEM™**

Diagnosis

↓

Technology

↓

Mesotherapy

↓

Programme

↓

Maintenance

↓

Long-Term Patient Loyalty

---

## **THERAPDERMA PHILOSOPHY**

**Knowledge guides.**

**Technology transforms.**

**Protocols optimise.**

**Patient loyalty sustains growth.**

---

**KNOWLEDGE • INNOVATION • HARMONY**

**THERAPDERMA TECHNOLOGY SOLUTIONS GUIDE™**

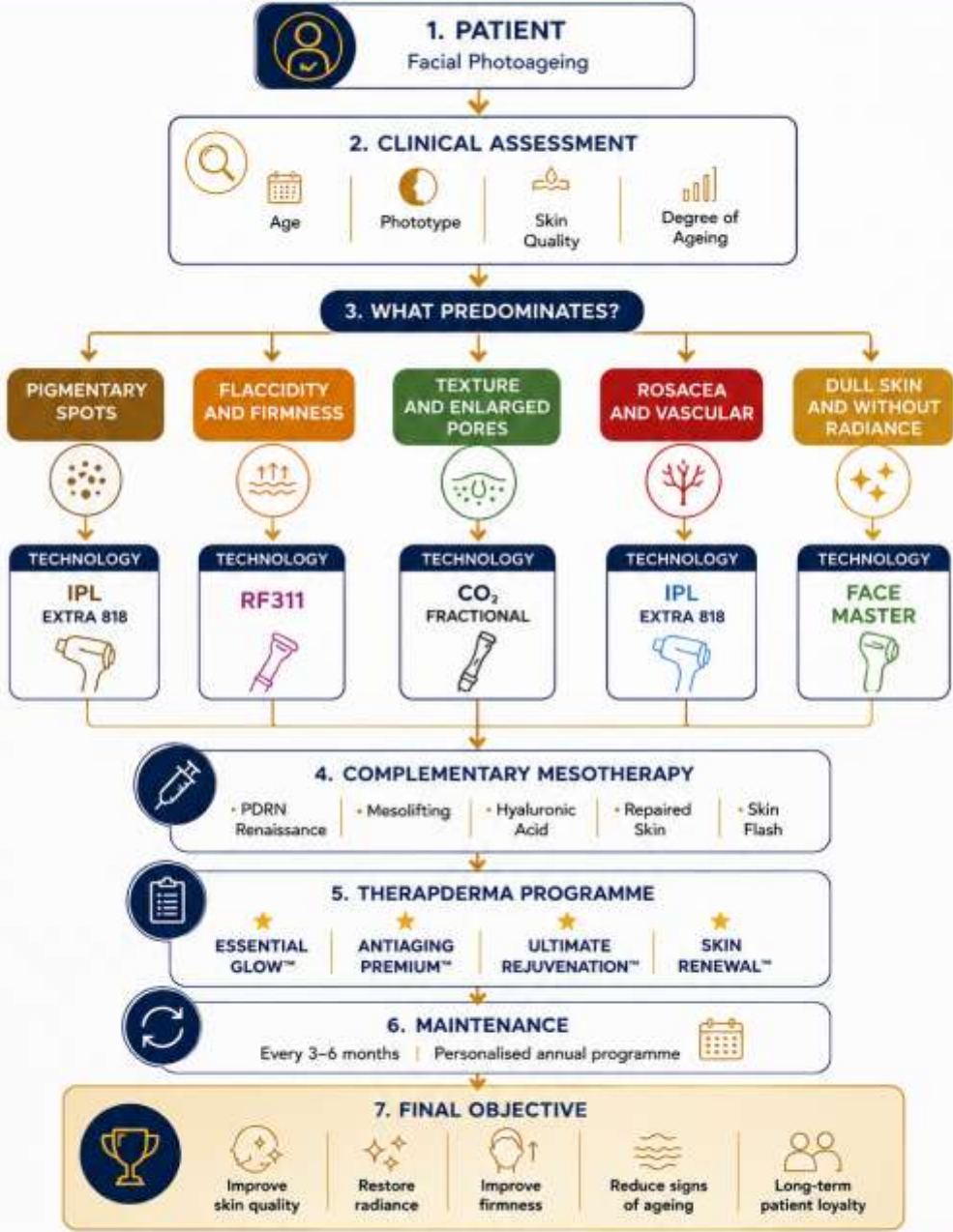
**International Edition 2026**

**THERAPDERMA CLINICAL DECISION ALGORITHM™**

# ALGORITHM 1

## PHOTOAGEING AND GLOBAL REJUVENATION

DIAGNOSIS → TECHNOLOGY → MESOTHERAPY → PROGRAMME → MAINTENANCE



**THERAPDERMA PHILOSOPHY**  
We do not treat only wrinkles.  
We treat the global ageing process.

**BUSINESS INSIGHT**

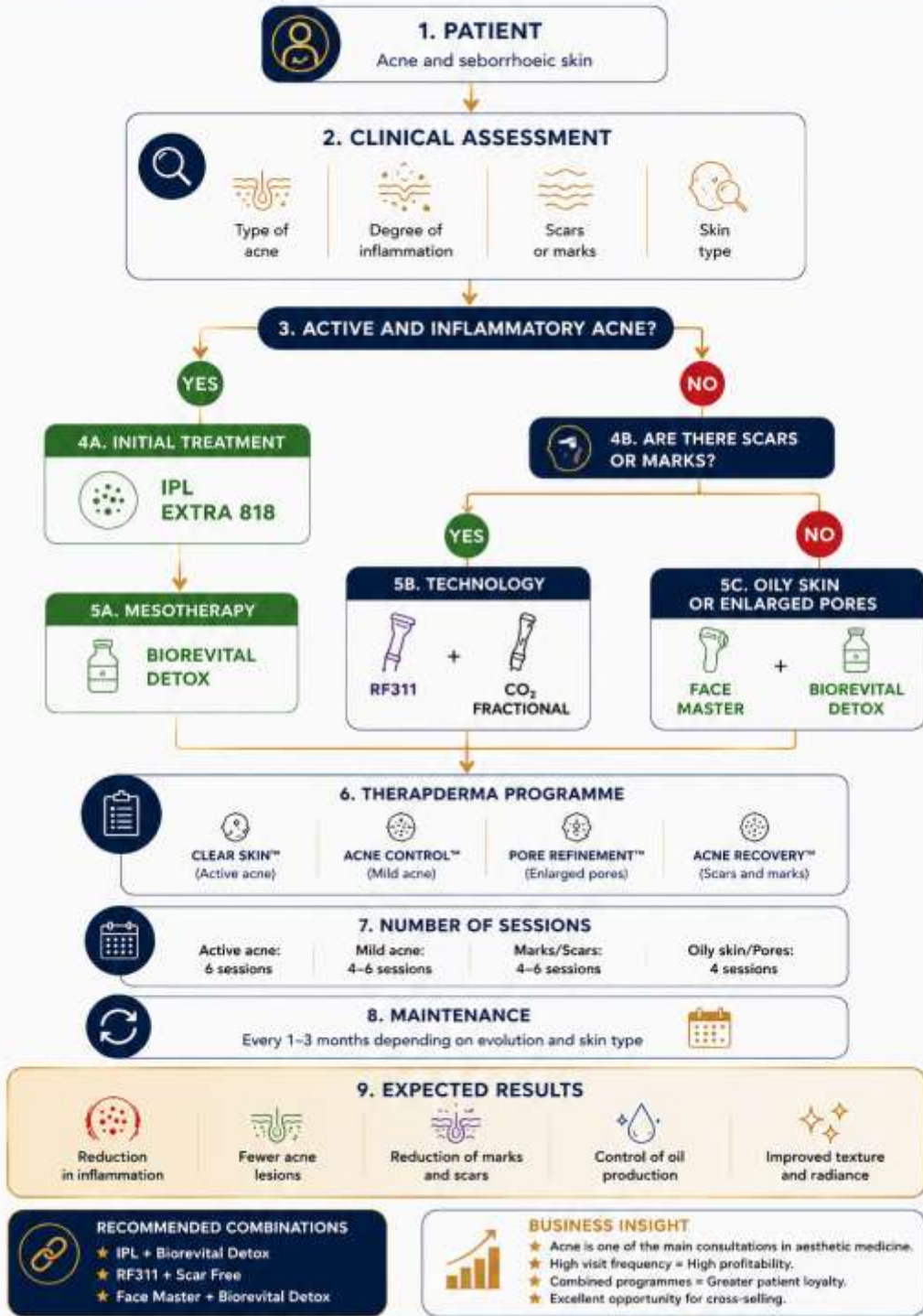
- ★ Higher potential for patient loyalty.
- ★ Higher cross-selling potential.
- ★ Higher patient lifetime value.
- ★ Higher annual clinic profitability.

THERAPDERMA CLINICAL DECISION ALGORITHM™

# ALGORITHM 2

## ACNE AND SEBORRHOEIC SKIN

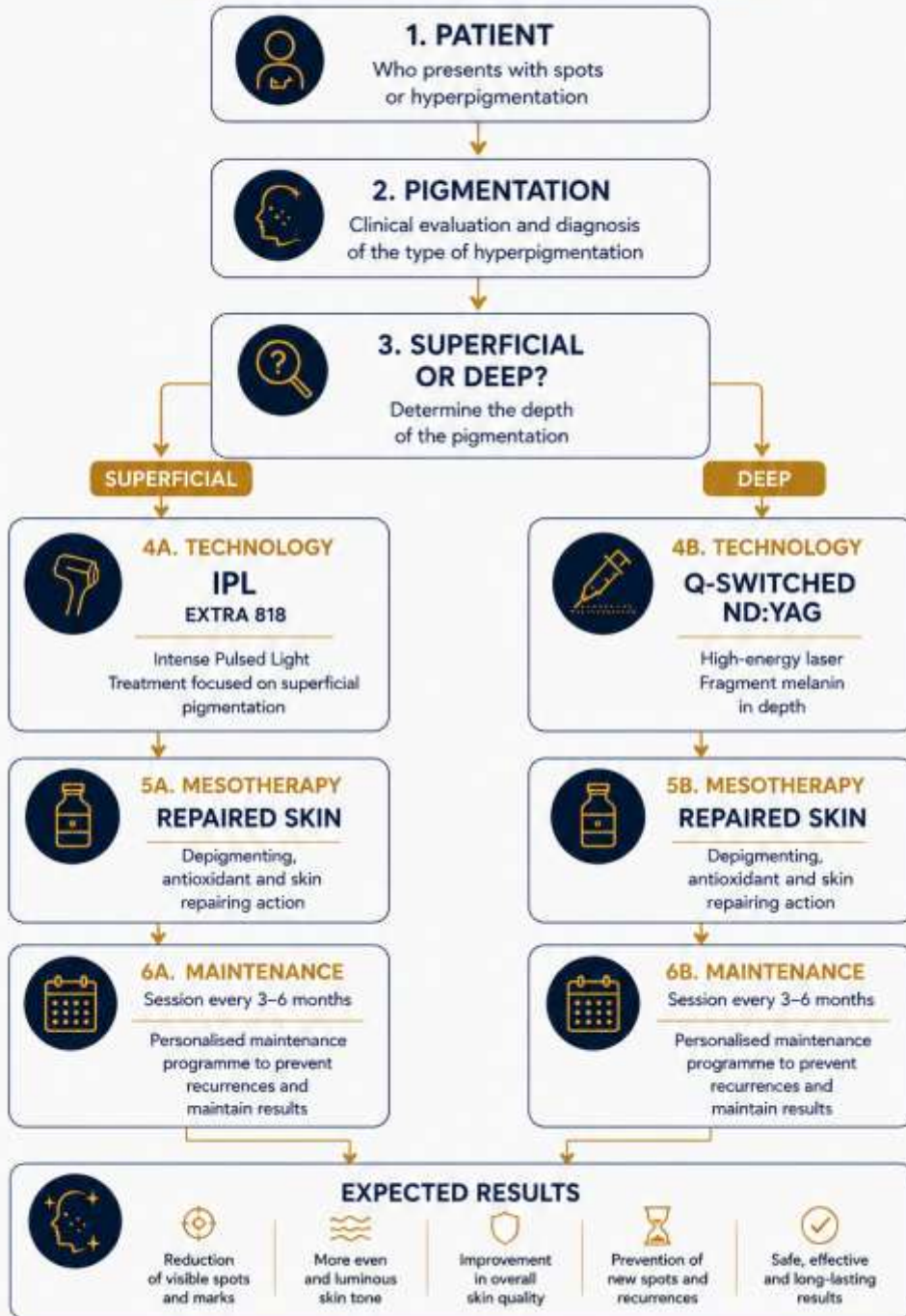
DIAGNÓSC → TECNOLOGÍA → MESOTERAPIY → PROGRAME → MANTENIMINTE



KNOWLEDGE • INNOVATION • HARMONY

THERAPDERMA™

THERAPDERMA™ RAPID CLINICAL DECISION

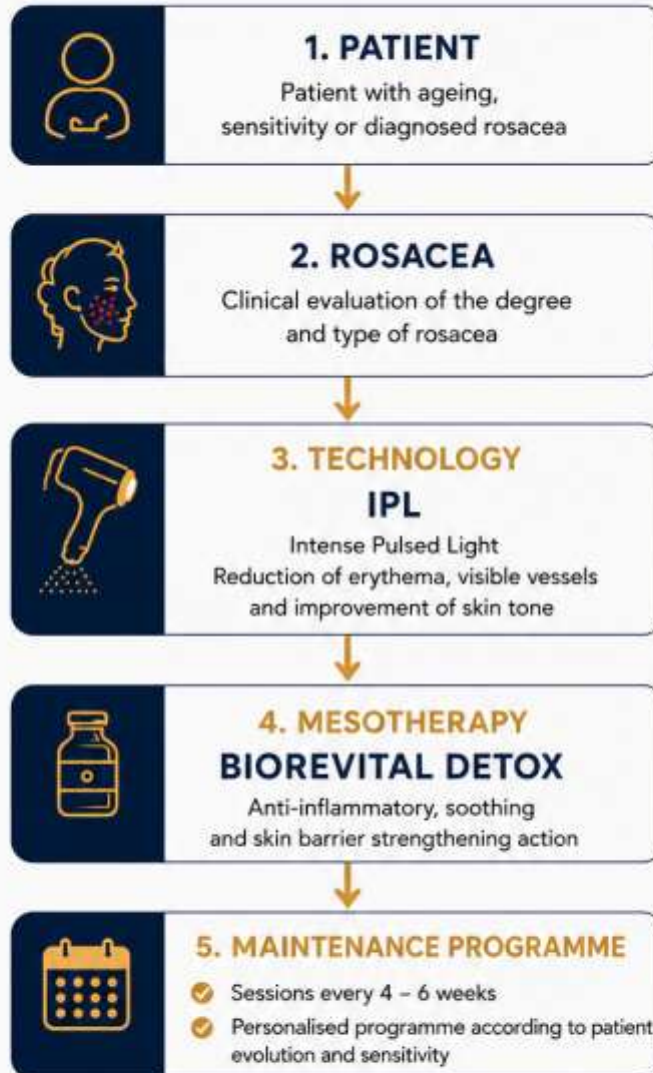


**THERAPDERMA™ PHILOSOPHY**  
 We do not treat only spots.  
 We restore skin health and harmony.

**KNOWLEDGE  
 INNOVATION  
 HARMONY**



**THERAPDERMA™**  
 MEDICAL AESTHETIC SOLUTIONS



**THERAPDERMA™ PHILOSOPHY**  
 We do not treat only symptoms.  
 We restore skin harmony and balance.

KNOWLEDGE • INNOVATION  
 • HARMONY

**THERAPDERMA™**  
 MEDICAL AESTHETIC SOLUTIONS



# ALGORITHM 5 HAIR REMOVAL

THERAPDERMA™ RAPID CLINICAL DECISION

**1. PATIENT**  
Patient who consults for permanent hair removal

**2. PHOTOTYPE**  
Assess skin phototype (I to VI)

**3. HAIR TYPE**  
Assess colour, thickness and depth of the hair

**4. WAVELENGTH SELECTION**

755 nm	808 nm	940 nm	1064 nm
			
<b>ALEJANDRITA</b> Ideal for fine and light-coloured hair. Effective in light phototypes (I-III).	<b>DIODE</b> The most versatile. Excellent for the majority of hair types and phototypes (I-V).	<b>DIODE</b> Greater absorption in coarse hair. Ideal for high phototypes (IV-VI).	<b>ND:YAG</b> Deep penetration. Ideal for dark skin (V-VI) and deep hair.

The choice depends on phototype, hair type and depth of the follicle.

**5. TREATMENT PROGRAMME**

- Personalised protocols according to area and patient characteristics
- Sessions every 4 – 8 weeks according to evolution
- Technology: Diode Laser with 4 wavelengths (755 nm – 808 nm – 940 nm – 1064 nm)

**6. MAINTENANCE**

- Maintenance sessions every 6 – 12 months
- Annual evaluation
- Long-lasting and safe results

**BENEFITS OF THERAPDERMA™ LASER HAIR REMOVAL**

-  Permanent hair reduction
-  Safe for all phototypes
-  High precision and efficacy
-  Fast and comfortable sessions
-  Smooth skin without irritation



### 1. PATIENT

Patient who consults for hair loss



### 2. TYPE OF HAIR LOSS

Clinical and diagnostic evaluation of the type and cause of alopecia

### 3. DEGREE OF ALOPECIA



#### EARLY

Mild hair loss.  
 Minimal reduction in density.



#### MODERATE

Visible hair loss.  
 Moderate reduction in density.



#### ADVANCED

Significant hair loss.  
 Severe reduction in density.



### 4. TECHNOLOGY

#### BIONEEDLE H24

Mechanical stimulation that activates hair follicles, improves microcirculation and enhances absorption.

### 5. SPECIFIC MESOTHERAPY



#### GOLDEN HAIR

Strengthens the hair follicle, stimulates growth and prevents loss.



#### MORE HAIR

Stimulates growth, increases density and improves thickness.



#### GENERAL ALOPECIA

Intensive action for all types of alopecia. Strengthens and revitalises.



### 6. MAINTENANCE

- ✔ Sessions every 2 – 4 weeks (depending on the case)
- ✔ Periodic evaluation of results
- ✔ Personalised maintenance programme
- ✔ Support with recommended topical care

### BENEFITS OF THE TREATMENT



Reduces hair loss



Stimulates new hair growth



Increases density and thickness



Strengthens and revitalises the follicle



Improves hair health and quality



#### THERAPDERMA™ PHILOSOPHY

We do not treat only hair loss. We treat hair follicle health and the balance that allows growth.

KNOWLEDGE  
 INNOVATION  
 HARMONY



### 1. PATIENT

Patient who consults for localised fat accumulations



### 2. LOCALISED FAT

Evaluation of the area, thickness and characteristics of adipose tissue



### 3. LASER TECHNOLOGY GREEN LIPO LASER

Laser photobiomodulation that reduces and liquefies fat in a selective and non-invasive way



### 4. TECHNOLOGY RF311

Fractional radiofrequency through micro-needling that improves firmness, texture and skin tightness



### 5. MESOTHERAPY THIN BODY

Lipolytic, draining and firming actives that enhance fat reduction and reshape the silhouette



### 6. ANNUAL PROGRAMME

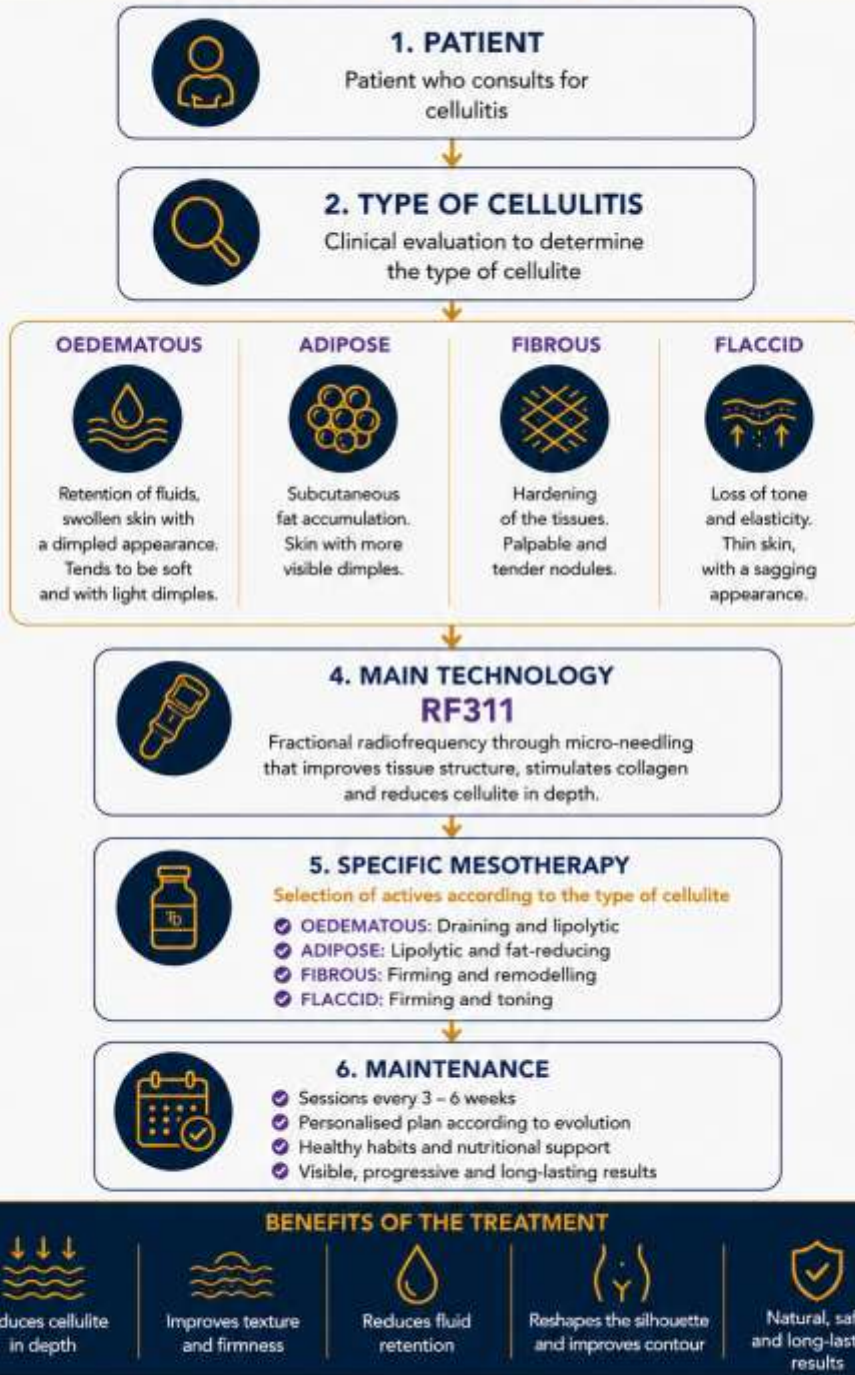
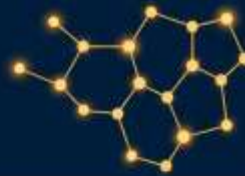
- ✔ Personalised sessions according to the area
- ✔ Synergistic combination of technologies
- ✔ Progressive, safe and long-lasting results
- ✔ Recommended maintenance and nutrition plan

## BENEFITS OF THE TREATMENT



**THERAPDERMA™ PHILOSOPHY**  
 We do not eliminate fat.  
 We transform your body using science, technology and harmony.

**KNOWLEDGE  
 INNOVATION  
 HARMONY**



**THERAPDERMA™ PHILOSOPHY**  
 We combine science, technology and personalised protocols to deliver superior and safe results.

**KNOWLEDGE  
 INNOVATION  
 HARMONY**

# CELLULITE

## IS NOT THE SAME IN EVERY BODY

DISCOVER THE **4 MAIN TYPES** AND HOW THEY ARE CHARACTERISED.



### ADIPOSE CELLULITE

Excess of localised fat and volume in adipocytes.

#### CHARACTERISED BY:

- ✓ Fat accumulation in adipocytes
- ✓ "Orange peel" appearance
- ✓ Irregular texture



### OEDEMATOUS CELLULITE

Fluid retention and poor circulation.

#### CHARACTERISED BY:

- ✓ Swelling
- ✓ Fluid retention
- ✓ Soft and spongy appearance



### FIBROUS CELLULITE

Hardened tissue with adhesions.

#### CHARACTERISED BY:

- ✓ Nodules and firmness on palpation
- ✓ Internal adhesions
- ✓ Difficult to treat

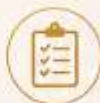


### FLACCID CELLULITE

Loss of tone, elasticity and firmness. Thin skin, with a sagging appearance.

#### CHARACTERISED BY:

- ✓ Skin with flaccidity
- ✓ Loss of firmness
- ✓ Dimpled appearance



PERSONALISED  
PROTOCOLS



TRUST  
YOU CAN FEEL



VISIBLE  
RESULTS



PROFESSIONAL  
ANALYSIS



ADVANCED  
TECHNOLOGY



NATURAL  
RESULTS





ADIPOSE CELLULITE

THERAPDERMA PROTOCOL

MESOTHERAPY  
THIN BODY

Advanced lipolytic formula that acts directly on adipocytes, promotes lipolysis and reduces localised fat.



PROTOCOL EQUIPMENT



RADIOFREQUENCY  
ACTIVE BODY SHAPE RF311

Multipolar radiofrequency with fractional micro-needling that stimulates collagen, improves firmness and tones the skin from the deep layers.



FIRMS  
AND REDUCES



LYMPHATIC  
DRAINAGE



LIPO LASER

High-frequency laser technology that reduces fat, improves localised firmness and redefines the skin and contours the silhouette.



MOULDS AND  
REDEFINES

PROTOCOL EVOLUTION



SESSION 1  
Adipose accumulation



SESSION 2  
Initial reduction



SESSION 4  
Visible remodelling



RESULT  
More even contour



PROTOCOL OBJECTIVE

- ☑ Reduce localised fat
- ☑ Improve skin texture
- ☑ Stimulate lymphatic drainage



EXPECTED RESULTS

- ☑ Smoother, more even skin
- ☑ Volume reduction
- ☑ Improved body contour



FLACCID CELLULITE

THERAPDERMA PROTOCOL

MESOTHERAPY  
FAT PREVENTOR  
FITNESS BODY

Lipolytic, draining and firming synergy that improves skin quality, reduces adiposity and restores firmness and elasticity.



COMPLEMENTARY EQUIPMENT



RADIOFREQUENCY  
ACTIVE BODY SHAPE RF311

Multipolar radiofrequency with fractional micro-needling that stimulates collagen, improves firmness and tones the skin from the deep layers.



STIMULATES COLLAGEN  
AND ELASTIN



CARBOXYTHERAPY

Improves tissue oxygenation, activates microcirculation and promotes the elimination of toxins and localised fat.



IMPROVES CIRCULATION  
AND OXYGENATION

PROTOCOL EVOLUTION



SESSION 1  
Weakened collagen



SESSION 2  
Initial regeneration



SESSION 4  
Visible densification



RESULT  
Greater firmness and elasticity



PROTOCOL OBJECTIVE

- ☑ Stimulate collagen and elastin
- ☑ Improve skin firmness
- ☑ Tone and re-activate tissues



EXPECTED RESULTS

- ☑ Firmer and toned skin
- ☑ Improved elasticity
- ☑ Redefined body contour

## THERAPDERMA PROTOCOL

### MESOTHERAPY

## CALIFORNIA LOOK

Advanced formula that acts directly on fibrous tissue, improves microcirculation and helps break down adhesions.



FIBROUS CELLULITE

### COMPLEMENTARY EQUIPMENT

#### RADIOFREQUENCY ACTIVE BODY SHAPE RF311



**DEEP HEAT**  
Breaks down adhesions, stimulates collagen and improves texture.

#### GREEN LASER 100



**INTENSE ACTION**  
Improves circulation, reduces inflammation and softens fibrous tissue.

### PROTOCOL OBJECTIVE



#### BREAK DOWN FIBROUS TISSUE

Acts on deep adhesions in the most profound layers.



#### IMPROVE CIRCULATION

Activates blood flow and tissue oxygenation.



#### SOFTEN TEXTURE

Reduces stiffness and improves the irregular appearance of the skin.



ADVANCED TECHNOLOGY FOR REAL RESULTS

### EXPECTED RESULT



#### SMOOTHER, MORE EVEN SKIN

Smoother skin with fewer irregularities.



#### FEWER IRREGULARITIES

Reduces the appearance of nodules and visible unevenness.



#### OVERALL IMPROVEMENT

More flexible tissue, softer and with a better overall appearance.

### PROGRESSIVE AND NATURAL RESULTS

**FIBROUS CELLULITE**  
Progressive breakdown of adhesions



SESSION 1



SESSION 2



SESSION 4



RESULT

### IDEAL FOR

- ✓ Fibrous and resistant cellulite
- ✓ Deep adhesions
- ✓ Irregular texture
- ✓ Legs, buttocks and abdomen

## THERAPDERMA PROTOCOL

### MESOTHERAPY

## FAT PREVENTOR MIAMI BODY

Draining, lipolytic and firming synergy that improves microcirculation, reduces oedema and gives lightness to the legs.



OEDEMATOUS CELLULITE

### COMPLEMENTARY EQUIPMENT

#### PRESSOTHERAPY



**ADVANCED DRAINAGE**  
Stimulates lymphatic system flow, reduces fluid retention and relieves the feeling of heaviness.

#### MANUAL DRAINAGE



**ACTIVATES CIRCULATION**  
Improves lymphatic and blood flow, reduces oedema and inflammation.

#### GENTLE RADIOFREQUENCY



**GENTLE HEAT**  
Improves microcirculation, oxygenates tissues and promotes the elimination of fluids.

### PROTOCOL OBJECTIVE



#### IMPROVE CIRCULATION

Activates lymphatic and blood flow to eliminate toxins.



#### REDUCE OEDEMA

Reduces fluid retention and relieves swelling.



#### STIMULATE DRAINAGE

Promotes natural elimination of fluids and waste.

### EXPECTED RESULT



#### LIGHTER LEGS

Feeling of relief and well-being from the first sessions.



#### LESS RETENTION

Visible reduction of swelling and volume.



#### MORE EVEN TEXTURE

Smoother, more toned skin with a healthier appearance.

### PROGRESSIVE AND NATURAL RESULTS

**OEDEMATOUS CELLULITE**  
Reduction of fluid retention



SESSION 1



SESSION 2



SESSION 4



RESULT

### IDEAL FOR

- ✓ Oedematous cellulite
- ✓ Fluid retention
- ✓ Heavy legs
- ✓ Swelling
- ✓ Poor circulation



# GRAPHIC DECISION TABLE

## TYPES OF CELLULITE

RAPID SELECTION OF THE THERAPDERMA™ PROTOCOL

TYPE OF CELLULITE	OEDEMATOUS	ADIPOSE	FIBROUS	FLÁCCID
				
	Fluid retention and poor circulation	Subcutaneous fat accumulation	Hardening of tissues and adhesions	Loss of tone, elasticity and firmness
 MAIN OBJECTIVE	Reduce fluid retention and improve microcirculation	Reduce adipose volume and remodel the silhouette	Break adhesions, soften nodules and improve texture	Reaffirm the skin and improve elasticity and tone
 MAIN TECHNOLOGY	 RF311 Fractional radiofrequency	 GREEN LIPO LASER Laser photobiomodulation	 RF311 Fractional radiofrequency	 RF311 Fractional radiofrequency
 RECOMMENDED MESOTHERAPY	 MIAMI BODY + FAT PREVENTOR	 THIN BODY	 CALIFORNIA LOOK	 FITNESS BODY + GOLDEN BODY RESHAPE
 RECOMMENDED COMPLEMENTARY TREATMENTS	 PRESSOTHERAPY MANUAL DRAINAGE	 MANUAL DRAINAGE CARBOXYTHERAPY	 GREEN LASER 10D DEEP MASSAGE	 GENTLE RADIOFREQUENCY REAFFIRMING MASSAGE
 RECOMMENDED FREQUENCY	 1 – 2 times per week	 1 – 2 times per week	 1 – 2 times per week	 1 – 2 times per week
 EXPECTED RESULTS	<ul style="list-style-type: none"> <li>✓ Less swelling</li> <li>✓ Better circulation</li> <li>✓ Smoother skin</li> </ul>	<ul style="list-style-type: none"> <li>✓ Fat reduction</li> <li>✓ Better contour</li> <li>✓ Smoother skin</li> </ul>	<ul style="list-style-type: none"> <li>✓ Fewer nodules</li> <li>✓ Better texture</li> <li>✓ More flexible skin</li> </ul>	<ul style="list-style-type: none"> <li>✓ More firmness</li> <li>✓ Better elasticity</li> <li>✓ Redefined contour</li> </ul>
 SUGGESTED MAINTENANCE	 1 session every 2 – 4 weeks	 1 session every 4 – 6 weeks	 1 session every 2 – 4 weeks	 1 session every 2 – 4 weeks

### KEYS TO SUCCESS

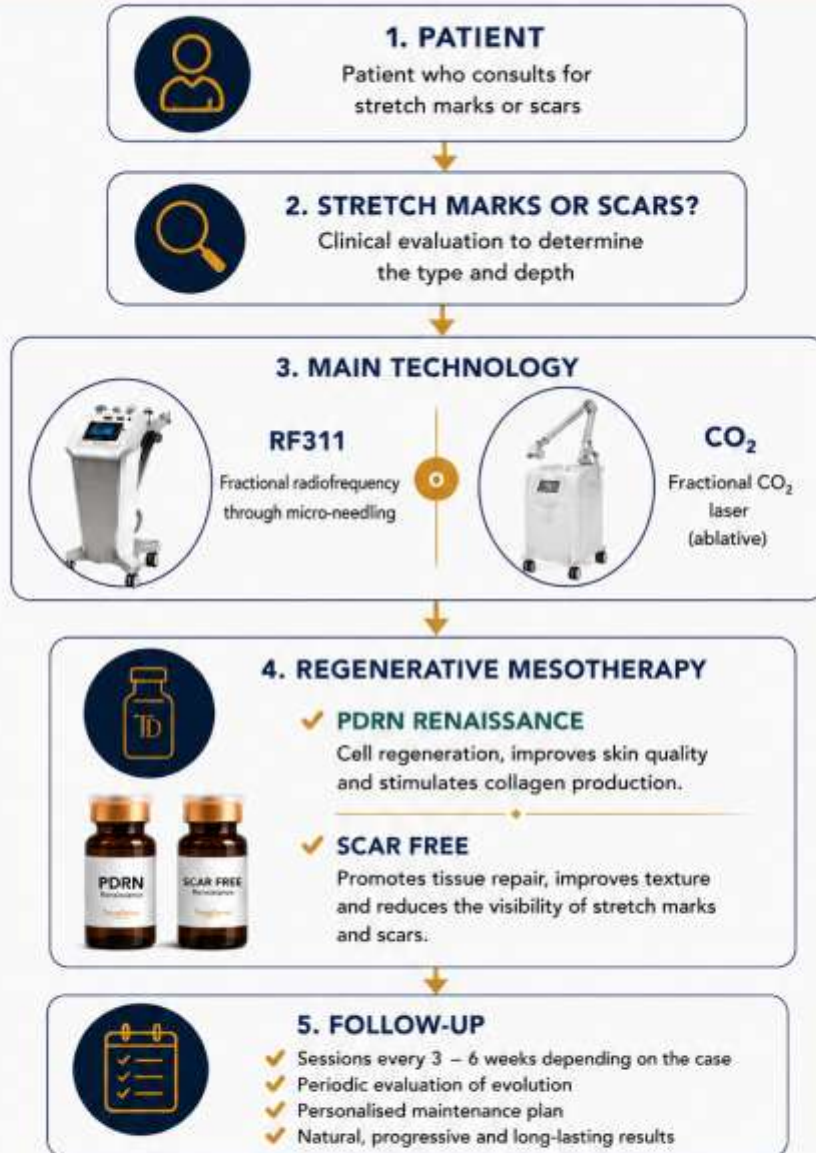
 Accurate diagnosis	 Personalised protocol	 Advanced technology	 Quality mesotherapy	 Consistency and follow-up	 Visible and long-lasting results
--	---	---	---	---	--



**THERAPDERMA™ PHILOSOPHY**  
 We combine science, technology and protocols to deliver superior and safe results.

- KNOWLEDGE
- INNOVATION
- HARMONY

**THERAPDERMA™**  
 MEDICAL AESTHETIC SOLUTIONS



### BENEFITS OF THE TREATMENT

<p>REGENERATES AND REPAIRS</p>	<p>IMPROVES TEXTURE AND RELIEVES</p>	<p>REDUCES THE VISIBILITY OF STRETCH MARKS AND SCARS</p>	<p>MORE UNIFORM, SMOOTH AND HEALTHY SKIN</p>	<p>NATURAL, SAFE AND LONG-LASTING RESULTS</p>
--------------------------------	--------------------------------------	--	--	---



**THERAPDERMA™ PHILOSOPHY**  
We combine science, technology and protocols to deliver superior and safe results.

**KNOWLEDGE  
INNOVATION  
HARMONY**



**1. PATIENT**  
Patient who consults for intimate rejuvenation

**2. EVALUATION**  
Clinical and functional assessment of the intimate area

**3. MAIN TECHNOLOGY**



**CO<sub>2</sub>**  
Ablative fractional CO<sub>2</sub> laser

**OR**



**RF311**  
Fractional radiofrequency by microneedles

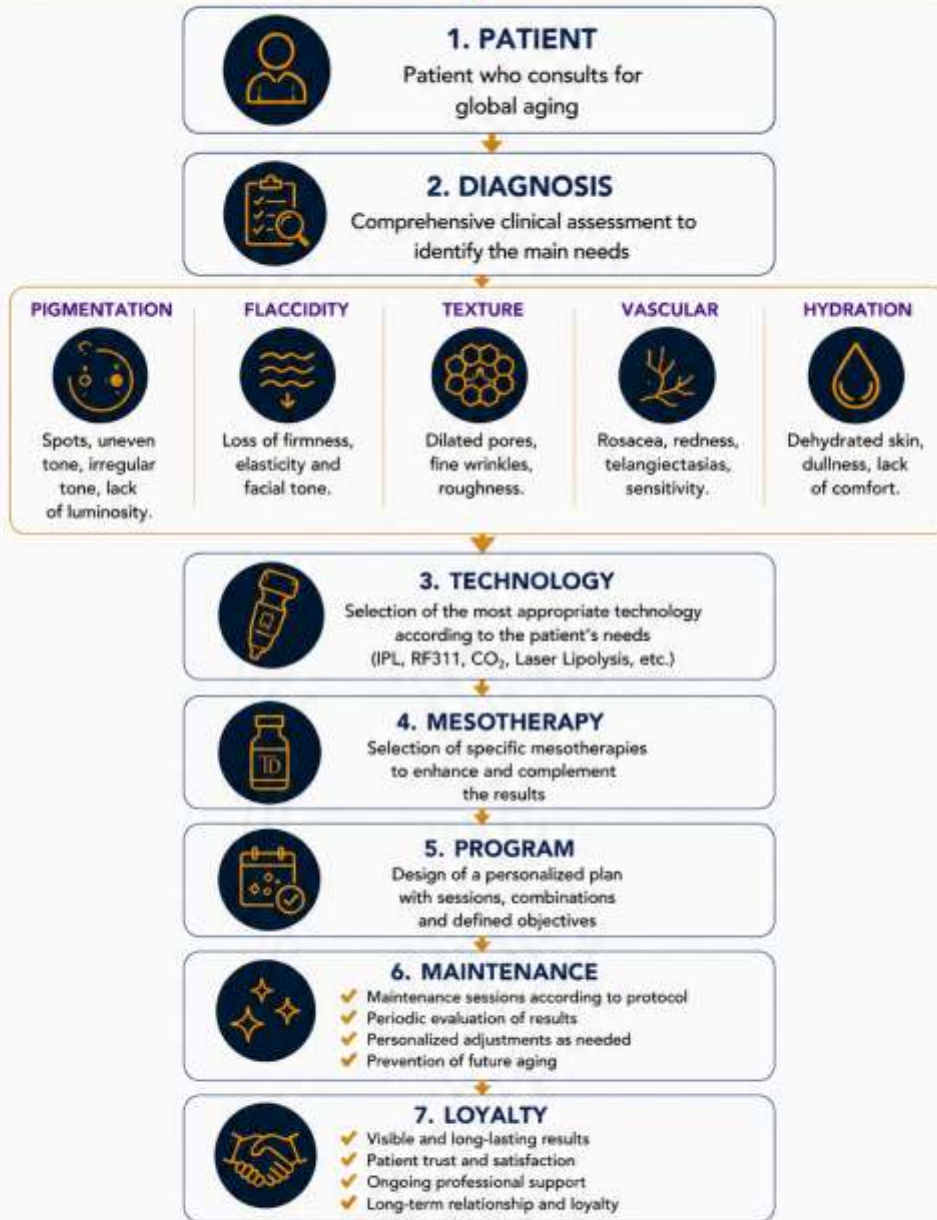
**4. REGENERATIVE MESOTHERAPY  
HYALURONIC ACID**  
Deep hydration, improves elasticity, regeneration and comfort of intimate tissues.

**5. ANNUAL MAINTENANCE**

- ✓ Maintenance sessions 1 – 2 times per year
- ✓ Periodic evaluation of results
- ✓ Reinforcement with hyaluronic acid as needed
- ✓ Well-being, health and quality of life in the long term

**BENEFITS OF TREATMENT**

 Improves hydration and lubrication	 Increases elasticity and firmness	 Improves sexual function and comfort	 Prevents aging of intimate tissues	 Well-being and overall quality of life
---	--	---	--	---



**BENEFITS OF THE GLOBAL APPROACH**

Complete and natural rejuvenation	Healthier, firmer and more radiant skin	Prevents premature aging	Visible, progressive and long-lasting results	Safety and efficacy with scientific support	Improved well-being, self-esteem and quality of life
-----------------------------------	---	--------------------------	---	---	--



**THERAPDERMA™ PHILOSOPHY**  
 We combine science, technology and protocols to deliver superior and safe results.

**KNOWLEDGE  
 INNOVATION  
 HARMONY**

**APPENDIX V – PROTOCOLS BY PHOTOTYPE**  
**COMPLETE PROTOCOLS BY PHOTOTYPE**  
**THERAPDERMA™ CLINICAL GUIDE**

---

PHOTOTYPE I

Very fair skin – always burns – never tans

Main indications

- ✓ Rejuvenation
- ✓ Rosacea
- ✓ Superficial pigmentation
- ✓ Vascular lesions

IPL

Parameter	Recommendation
-----------	----------------

Fluence	Low
---------	-----

Pulse duration	Long
----------------	------

Cooling	High
---------	------

Patch test	Mandatory
------------	-----------

DIODE

Wavelength	Parameter
------------	-----------

755 nm	Low energy
--------	------------

808 nm	Low energy
--------	------------

940 nm	Not first choice
--------	------------------

1064 nm	For specific indications only
---------	-------------------------------

Session frequency

- IPL: every 21–30 days
- Diode: every 4–6 weeks

Risk

- High risk of erythema.

---

PHOTOTYPE II

Fair skin – burns easily

Indications

- ✓ Rejuvenation
- ✓ Hair removal
- ✓ Pigmentation disorders

IPL

Low to medium fluence.

DIODE

Wavelength	Recommendation
------------	----------------

755 nm	Excellent
--------	-----------

Wavelength Recommendation

808 nm      Excellent

940 nm      Good

1064 nm    Good

---

PHOTOTYPE III

Light beige skin – tans gradually

This is the most common phototype in Europe.

IPL

✓ Excellent candidate.

DIODE

Wavelength Recommendation

755 nm      Excellent

808 nm      Excellent

940 nm      Very good

1064 nm    Good

TherapDerma Recommendation

808 nm = Gold Standard.

---

PHOTOTYPE IV

Light brown skin

IPL

Use with caution.

DIODE

Wavelength Recommendation

755 nm      Not recommended

808 nm      Very good

940 nm      Excellent

1064 nm    Excellent

Recommended protocol

✓ 808 + 940 nm.

---

PHOTOTYPE V

Dark brown skin

IPL

For selected indications only.

DIODE

Wavelength Recommendation

755 nm      Contraindicated

808 nm      Good

940 nm      Excellent

Wavelength Recommendation

1064 nm Gold Standard

TherapDerma Protocol

✓ 940 + 1064 nm.

---

PHOTOTYPE VI

Black skin

IPL

Generally not indicated.

DIODE

Wavelength Recommendation

755 nm Contraindicated

808 nm With caution

940 nm Very good

1064 nm Excellent

TherapDerma Protocol

✓ 1064 nm.

---

QUICK DECISION TABLE

Phototype IPL 755 808 940 1064

I	✓	✓	✓	△	△
II	✓	✓	✓	✓	✓
III	✓	✓	✓	✓	✓
IV	△	✗	✓	✓	✓
V	△	✗	✓	✓	✓
VI	✗	✗	△	✓	✓

✓ Excellent

△ With caution

✗ Not recommended

# THERAPDERMA™ ALGORITHM BY PHOTOTYPE

CLINICAL GUIDE FOR TREATMENT SELECTION



ACCURATE DIAGNOSIS	ADVANCED TECHNOLOGY	PERSONALIZED PROTOCOLS	SAFE AND EFFECTIVE RESULTS	PATIENT LOYALTY

## Annex VI – Complication Management

### INCIDENT RESOLUTION

### THERAPDERMA™ PROFESSIONAL GUIDE

---

#### PROLONGED ERYTHEMA

What is it?

Redness that persists for more than 24–48 hours after treatment.

Possible causes

- Excessive parameters.
- Sensitive or reactive skin.
- Incorrect phototype assessment.
- Early sun exposure.

What should be done?

- ✓ Apply cold compresses.
- ✓ Use a repairing cream.
- ✓ Apply Repaired Skin.
- ✓ Avoid heat and intense exercise for 48 hours.
- ✓ SPF 50+ photoprotection.

When to refer

If severe pain, significant oedema or blistering develops.

---

#### EXCESSIVE OEDEMA

What is it?

Inflammation greater than expected or persisting for more than 72 hours.

Possible causes

- Excessive energy.
- Highly reactive skin.
- Treatment of sensitive areas.

What should be done?

- ✓ Cold compresses.
- ✓ Sleep with the head elevated.
- ✓ Gentle lymphatic drainage after 48 hours.
- ✓ Biorevital Detox.

When to refer

If there is significant pain, fever or progressive worsening.

---

#### POST-INFLAMMATORY HYPERPIGMENTATION

What is it?

Darkening of the skin following treatment.

Risk factors

- Phototypes IV–VI.
- Sun exposure.
- Excessive parameters.

What should be done?

- Suspend aggressive treatments.
- Strict sun protection.
- Repaired Skin.
- Progressive depigmenting treatment.
- Clinical reassessment at 4 weeks.

Prevention

Mandatory Patch Test in higher phototypes.

---

## THERMAL BURN

Clinical signs

- Severe pain.
- Blistering.
- Crusting.
- Changes in pigmentation.

What should be done?

- Immediately discontinue treatment.
- Immediate cooling.
- Keep the skin hydrated.
- Apply Repaired Skin.

Do NOT

- Do not remove crusts.
- Do not use acids.
- Do not expose the area to sunlight.

When to refer

In cases of extensive blistering or suspected deep burns.

---

## HERPES REACTIVATION

Risk factors

- History of herpes labialis.
- Ablative treatments.
- Stress or immunosuppression.

Clinical signs

- Tingling.
- Vesicles.
- Pain.

What should be done?

- Suspend treatment.
- Refer for medical assessment.
- Keep the area clean and protected.

Prevention

In patients with a previous history, perform a thorough medical history assessment and consider preventive measures according to medical judgement.

---

QUICK REFERENCE TABLE

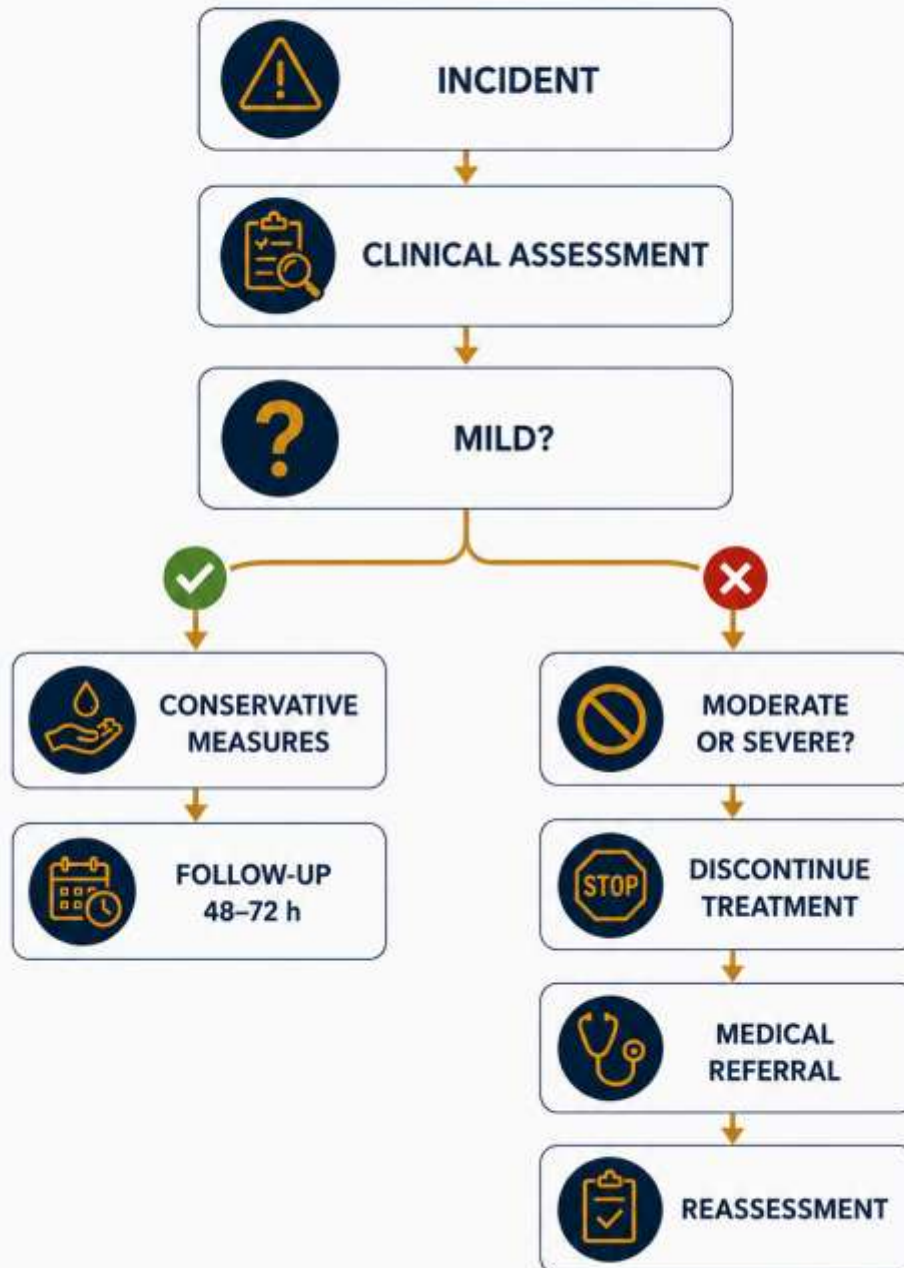
Incident	Initial Management	Follow-up
Erythema	Cold compresses + Repaired Skin	24–48 h
Oedema	Cold compresses + rest	48–72 h
Hyperpigmentation	SPF 50+ + Repaired Skin	4 weeks
Burn	Immediate cooling	Refer if necessary
Herpes	Suspend treatment	Medical assessment

---

THERAPDERMA TECHNOLOGY SOLUTIONS GUIDE™ – International Edition 2026

Knowledge • Innovation • Harmony

# THERAPDERMA™ RAPID INCIDENT MANAGEMENT ALGORITHM



**ANNEX VII – INTELLIGENT COMBINATION TABLES**  
**THERAPDERMA™ CLINICAL SYNERGY AND LOYALTY PROGRAMMES**  
**GUIDE**

---

**FACIAL REJUVENATION**

Objective	Main Technology	Mesotherapy	Maintenance
Dull skin	Face Master	Mesolifting	Quarterly
Deep hydration	Face Master	Hyaluronic Acid	Quarterly
Skin laxity	RF311	PDRN Renaissance	Quarterly
Fine lines	RF311	No Wrinkles	Every 4 months
Global rejuvenation	RF311 + IPL	PDRN + Hyaluronic	Quarterly

---

**PIGMENTATION AND BLEMISHES**

Objective	Technology	Mesotherapy	Maintenance
Superficial melasma	IPL	Repaired Skin	Every 6 months
Deep melasma	Q-Switched	Repaired Skin	Every 6 months
Solar lentigines	IPL	Skin Flash	Annually
Uneven skin tone	IPL	Repaired Skin	Every 6 months

---

**ROSACEA AND VASCULAR CONDITIONS**

Objective	Technology	Mesotherapy	Maintenance
Erythematous rosacea	IPL	Biorevital Detox	Every 6 months
Telangiectasia	IPL	Biorevital Detox	Annually
Sensitive skin	IPL	Healthy Youth	Every 6 months

---

**ACNE AND SCARS**

Objective	Technology	Mesotherapy	Maintenance
Active acne	IPL	Biorevital Detox	Quarterly
Post-acne marks	RF311	PDRN Renaissance	Every 6 months
Deep scars	CO <sub>2</sub>	Scar Free	Annually
Irregular texture	CO <sub>2</sub> + RF311	PDRN Renaissance	Annually

---

**REGENERATION AND STRETCH MARKS**

Objective	Technology	Mesotherapy	Maintenance
Recent stretch marks	RF311	PDRN Renaissance	Every 6 months
White stretch marks	CO <sub>2</sub>	Scar Free	Annually
Scars	CO <sub>2</sub> + RF311	Scar Free	Annually

---

## CELLULITE

Objective	Technology	Mesotherapy	Maintenance
Oedematous cellulite	Pressotherapy + RF311	Miami Body	Monthly
Adipose cellulite	Green Lipo + RF311	Thin Body	Every 2 months
Fibrous cellulite	RF311	California Look	Monthly
Flaccid cellulite	RF311	Fitness Body	Monthly

---

## LOCALISED FAT AND BODY REMODELLING

Objective	Technology	Mesotherapy	Maintenance
Localised fat	Green Lipo Laser	Thin Body	Quarterly
Abdomen	Green Lipo + RF311	Thin Body	Quarterly
Body remodelling	Green Lipo	California Look	Quarterly
Body laxity	RF311	Fitness Body	Every 2 months

---

## HAIR

Objective	Technology	Mesotherapy	Maintenance
Initial hair loss	Bioneedle H24	Golden Hair	Quarterly
Moderate alopecia	Bioneedle H24	More Hair	Every 2 months
Advanced alopecia	Bioneedle H24	General Alopecia	Monthly
Preventive programme	Bioneedle H24	Golden Hair	Quarterly

---

## INTIMATE REJUVENATION

Objective	Technology	Mesotherapy	Maintenance
Dryness	CO <sub>2</sub>	Hyaluronic Acid	Every 6 months
Intimate laxity	RF311	Hyaluronic Acid	Every 6 months
Vaginal atrophy	CO <sub>2</sub>	PDRN Renaissance	Annually

---

## THERAPDERMA™ MASTER TABLE

### HIGH-VALUE PROGRAMMES

Programme	Technology	Mesotherapy	Loyalty Programme
Essential Glow	IPL + Face Master	Mesolifting	Every 3 months
Antiaging Premium	RF311	PDRN Renaissance	Quarterly
Ultimate Rejuvenation	RF311 + CO <sub>2</sub>	PDRN + Hyaluronic	Quarterly
Pigment Correct	IPL	Repaired Skin	Every 6 months
Miami Body Programme	RF311	Miami Body	Monthly
Body Sculpt Programme	Green Lipo + RF311	Thin Body	Quarterly
Hair Recovery Programme	Bioneedle H24	Golden Hair	Quarterly

## ANNEX VIII – THERAPDERMA™ SEASONAL PROTOCOLS

### ANNUAL PLANNING CLINICAL GUIDE

---

#### SPRING

##### PREPARATION AND RENEWAL

##### Objectives

- ✓ Restore skin radiance.
- ✓ Prepare the skin for summer.
- ✓ Improve hydration.
- ✓ Initiate body programmes.

##### Recommended Protocols

Indication	Technology	Mesotherapy
Dull skin	IPL	Skin Flash
Hydration	Face Master	Hyaluronic Acid
Rejuvenation	RF311	Mesolifting
Body remodelling	Green Lipo Laser	Thin Body
Cellulite	RF311	Miami Body

##### Recommended Programme:

Spring Glow Program™

---

#### SUMMER

##### PROTECTION AND MAINTENANCE

##### Objectives

- ✓ Maintain results.
- ✓ Avoid excessive aggressions.
- ✓ Improve hydration.
- ✓ Rapid recovery treatments.

##### Recommended Protocols

Indication	Technology	Mesotherapy
Deep hydration	Face Master	Hyaluronic Acid
Radiance	Face Master	Skin Flash
Sensitive skin	Low-energy IPL	Biorevital Detox
Gentle anti-ageing	Low-energy RF311	Mesolifting
Hair	Bioneedle H24	Golden Hair

##### Protocols to perform with caution

⚠ Pigmentary IPL.

⚠ Intensive body protocols.

##### Protocols to avoid

- ✗ Ablative CO<sub>2</sub>.
- ✗ Very aggressive treatments.

Recommended Programme:  
Summer Skin Program™

---

AUTUMN

REPAIR AND RECOVERY

Objectives

- ✓ Correct sun damage.
- ✓ Treat pigmentation.
- ✓ Restore skin quality.
- ✓ Initiate rejuvenation protocols.

Recommended Protocols

Indication	Technology	Mesotherapy
Pigmentation	IPL	Repaired Skin
Rosacea	IPL	Biorevital Detox
Rejuvenation	RF311	PDRN Renaissance
Dehydrated skin	Face Master	Hyaluronic Acid
Skin detox	IPL	Biorevital Detox

Recommended Programme:  
Post Summer Recovery™

---

WINTER

DEEP REGENERATION

Objectives

- ✓ Perform intensive treatments.
- ✓ Correct scars and stretch marks.
- ✓ Deep rejuvenation.
- ✓ Intensive body remodelling.

Recommended Protocols

Indication	Technology	Mesotherapy
Wrinkles and texture	CO <sub>2</sub>	PDRN Renaissance
Skin laxity	RF311	PDRN Renaissance
Stretch marks	CO <sub>2</sub>	Scar Free
Scars	CO <sub>2</sub> + RF311	Scar Free
Body remodelling	Green Lipo Laser	Thin Body

Recommended Programme:  
Winter Rejuvenation Program™

---

PRE-EVENT PROTOCOLS

IMMEDIATE GLOW EFFECT

Objectives

- ✓ Radiance.
- ✓ Hydration.
- ✓ Healthy appearance.
- ✓ Improve skin quality.

Time before the event Treatment

30 days before	RF311 + Mesolifting
15 days before	Miami Skin
7 days before	Skin Flash
48 hours before	Face Master + Skin Flash

Recommended Programme:

Red Carpet Glow™

---

#### POST-SUMMER PROTOCOLS

##### COMPREHENSIVE REPAIR

Objectives

- ✓ Correct pigmentation.
- ✓ Repair oxidative damage.
- ✓ Restore hydration.
- ✓ Restore radiance.

Problem	Technology	Mesotherapy
Pigmentation	IPL	Repaired Skin
Dull skin	Face Master	Skin Flash
Sun damage	RF311	PDRN Renaissance
Dehydration	Face Master	Hyaluronic Acid
Skin detox	IPL	Biorevital Detox

Recommended Programme:

After Summer Repair™

---

#### QUICK REFERENCE TABLE

Season	Star Treatments
Spring	IPL · Face Master · Thin Body
Summer	Face Master · Mesotherapy · Skin Flash
Autumn	IPL · Repaired Skin · Detox
Winter	CO <sub>2</sub> · RF311 · PDRN
Pre-event	Mesolifting · Miami Skin · Skin Flash
Post-summer	Pigmentation · Detox · Repair

---

**ANNEX IX – SPECIAL – BUSINESS MASTER PLAN™**  
**Economic Feasibility Studies and Growth Scenarios**  
**How to Transform Technology into Business Growth**

**ECONOMIC FEASIBILITY STUDIES**

BEFORE PURCHASING EQUIPMENT, THE FOLLOWING QUESTIONS SHOULD BE ANSWERED:

- Is there demand?
- What is the average ticket?
- How many patients do I need?
- How long will it take to recover the investment?
- What complementary treatments can I sell?

**THERAPDERMA FEASIBILITY MATRIX**

Technology	Demand	Cross-Selling	Loyalty	Scalability
IPL	Excellent	Very High	High	Very High
Diode	Excellent	High	Very High	Very High
RF311	High	Excellent	Very High	High
CO <sub>2</sub>	High	Excellent	High	High
Green Lipo	High	Very High	High	High
Hair	High	Excellent	Very High	High

**GOLDEN RULE**

The best investment is the one that:

- ✓ Generates multiple treatments.
- ✓ Enables annual programmes.
- ✓ Encourages patient loyalty.
- ✓ Increases the average ticket.

**GROWTH SCENARIOS**

**CONSERVATIVE SCENARIO**

Characteristics

- New clinic.
- Low awareness.
- Progressive growth.

Objective

Build a patient base.

Target Occupancy

50%.

Strategy

- Patient acquisition.
  - Loyalty.
  - Simple protocols.
- 

#### REALISTIC SCENARIO

##### Characteristics

- Established clinic.
- Returning patients.
- Good reputation.

##### Target Occupancy

70%.

##### Strategy

- Programmes.
  - Cross-selling.
  - Memberships.
- 

#### PREMIUM SCENARIO

##### Characteristics

- Reference clinic.
- Premium positioning.
- High added value.

##### Target Occupancy

90%.

##### Strategy

- Premium protocols.
  - VIP programmes.
  - High patient loyalty.
- 

#### REVENUE MODELS BY TECHNOLOGY

##### IPL

##### Sources of income:

- ✓ Rejuvenation.
  - ✓ Acne.
  - ✓ Rosacea.
  - ✓ Pigmentation.
  - ✓ Hair removal.
  - ✓ Maintenance programmes.
- 

##### Diode

##### Sources of income:

- ✓ Female hair removal.
- ✓ Male hair removal.
- ✓ Folliculitis.
- ✓ Maintenance.

---

RF311

Sources of income:

- ✓ Skin laxity.
- ✓ Rejuvenation.
- ✓ Scars.
- ✓ Body Tightening.

---

CO<sub>2</sub>

Sources of income:

- ✓ Premium rejuvenation.
- ✓ Scars.
- ✓ Stretch marks.
- ✓ Intimate rejuvenation.

---

Green Lipo

Sources of income:

- ✓ Body remodelling.
- ✓ Weight-loss programmes.
- ✓ Cellulite.

---

Hair

Sources of income:

- ✓ Revitalisation.
- ✓ Annual programmes.
- ✓ Maintenance.

---

THERAPDERMA PRINCIPLE

One piece of equipment should generate multiple sources of income.

---

1, 3 AND 5-YEAR GROWTH PLANS

---

YEAR 1

FOUNDATION

Objectives:

- ✓ Patient acquisition.
- ✓ Training.
- ✓ Protocols.
- ✓ First memberships.

---

YEAR 3

CONSOLIDATION

Objectives:

- ✓ Differentiation.
- ✓ Premium programmes.
- ✓ Revenue growth.
- ✓ Treatment expansion.

---

#### YEAR 5

#### EXPANSION

##### Objectives:

- ✓ Reference positioning.
- ✓ New technologies.
- ✓ New locations.
- ✓ Advanced training.
- ✓ Brand development.

---

#### GROWTH MATRIX

##### Year Objective

- 1 Build the foundation
- 3 Consolidate
- 5 Scale

---

#### THERAPDERMA EXECUTIVE DASHBOARD

##### FINANCIAL KPIs

Indicator	Objective
Treatment Room Occupancy	>70%
Active Patients	Monthly growth
Average Ticket	Annual growth
Repeat Patients	>60%
Memberships	>25%
Referrals	>30%
Premium Programmes	>30%
Recurring Revenue	>30%

---

##### CLINICAL KPIs

Indicator	Objective
Satisfaction	>90%
Incidents	<1%
Clinical Photographs	100%
Consents	100%

---

##### MARKETING KPIs

Indicator	Objective
New Patients	Monthly growth
Conversion	Continuous improvement
Referrals	>30%
Returning Patients	>60%

---

#### BUSINESS KPIs

Indicator	Objective
Profitability	Annual growth
Cross-Selling	>40%
Annual Programmes	>40%
Patient Lifetime	>24 months

---

#### THERAPDERMA PHILOSOPHY

What cannot be measured cannot be improved.

---

#### CONCLUSION OF THE BUSINESS MASTER PLAN™

Technology must become:

- ✓ Clinical results.
  - ✓ Memorable experiences.
  - ✓ Loyal patients.
  - ✓ Profitability.
  - ✓ Sustainable growth.
- 

#### THERAPDERMA BUSINESS MASTER PLAN™

Because true success does not consist of selling treatments.

It consists of building successful clinics.

**ANNEX X – PHOTOGRAPHIC LIBRARY**  
**CLINICAL DOCUMENTATION GUIDE**  
**THERAPDERMA™ PROFESSIONAL CLINICAL GUIDE**

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**CHAPTER 1 – SKIN ANATOMY**

Page A

General Skin Anatomy:

- Epidermis
- Dermis
- Hypodermis
- Vascularisation
- Hair Follicle

Page B

Skin Ageing:

- Collagen
- Elastin
- Degradation

Page C

Pilosebaceous Unit.

Page D

Hair Follicle Anatomy.

---

**CHAPTER 2 – FITZPATRICK PHOTOTYPES**

Phototype I → VI

With:

- skin colour;
  - response to sun exposure;
  - tendency to burn;
  - recommended technologies.
- 

**CHAPTER 3 – BODY ANATOMY**

Cellulite

- Adipose
- Oedematous
- Fibrous
- Flaccid

Localised Fat

- Subcutaneous
- Fibrous
- Visceral (for explanatory purposes only).

Body Laxity

- Cutaneous
-

## **CHAPTER 4 – HAIR ANATOMY**

Hair Cycle

- Anagen
- Catagen
- Telogen.

Types of Alopecia

- Androgenetic
  - Diffuse
  - Aareta.
- 

## **CHAPTER 5 – THERAPDERMA TECHNOLOGIES**

IPL

Chromophore absorption diagram.

Diode Laser

Wavelength penetration depth.

RF311 Fractional Radiofrequency with Microneedles

Collagen stimulation.

Radiofrequency

Skin remodelling.

CO<sub>2</sub>

Thermal microzones.

Green Lipo

Action on adipocytes.

Face Master

Mechanisms of action.

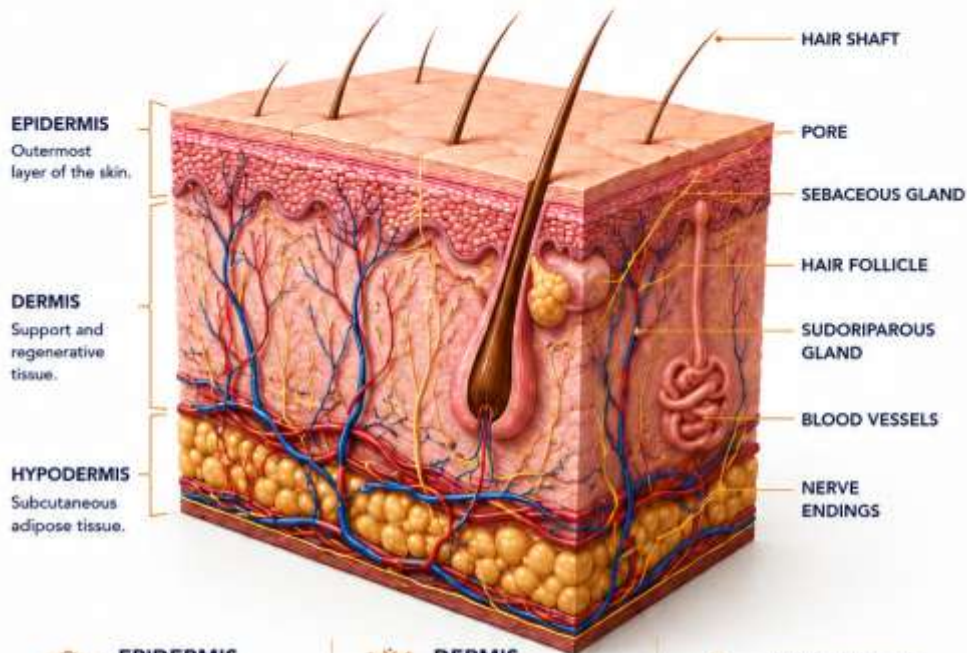
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## **CLINICAL DIAGRAMS**

- Collagen remodelling.
- Adipocyte reduction.
- Hair regeneration.
- Dermal repair.
- Pigmentation and melanin.
- Rosacea and vascularisation.

UNDERSTANDING THE SKIN IS UNDERSTANDING THE TREATMENT.

The skin is the largest organ of the human body and is made up of different layers and structures that work in an integrated way to protect, repair and maintain biological balance.



**EPIDERMIS**  
The outermost layer of the skin.

- Protection against external agents
- Regulation of water loss
- Melanin production



**DERMIS**  
Support and regenerative tissue.

- Contains:
- Collagen
  - Elastin
  - Blood vessels
  - Nerve endings
  - Hair follicles



**HYPODERMIS**  
Subcutaneous adipose tissue.

- Functions:
- Energy reserve
  - Mechanical protection
  - Thermal insulation

**KEY STRUCTURES FOR AESTHETIC MEDICINE**

	<b>EPIDERMIS</b>	Pigmentation, skin barrier and cell renewal.
	<b>DERMIS</b>	Rejuvenation, firmness and production of collagen and elastin.
	<b>HYPODERMIS</b>	Body remodelling and reduction of localised fat.
	<b>BLOOD VESSELS</b>	Tissue nutrition, rosacea and post-treatment recovery.
	<b>HAIR FOLLICLE</b>	Hair treatments and laser hair removal.



**THERAPDERMA™ KEY INSIGHT**

Each technology and each TherapDerma protocol act on a specific layer of the skin. Understanding the anatomy allows selecting the right treatment and obtaining safer, more predictable and reproducible results.



Over time, the skin undergoes structural and functional changes that cause loss of firmness, elasticity, hydration and luminosity.



**1 COLLAGEN**

Structural protein that provides firmness, strength and support to the skin.



- ✔ Decreases by approximately 1% per year starting from the age of 25.
- ✔ Fragments and loses its organisation.
- ✔ Reduces firmness and repair capacity.

**2 ELASTIN**

Elastic protein that allows the skin to stretch and return to its original shape.



- ✔ Degrades and loses functionality.
- ✔ Reduces elasticity and recovery capacity.
- ✔ Favours the appearance of wrinkles and laxity.

**3 DEGRADATION**

Natural process accelerated by internal and external factors.



- ✔ Chronological ageing.
- ✔ UV radiation and blue light.
- ✔ Oxidative stress.
- ✔ Pollution.
- ✔ Lifestyle habits: smoking, alcohol, stress, poor diet.

**THE SKIN AGEING PROCESS**



**CLINICAL IMPLICATIONS**

- ✔ Decrease in firmness and elasticity.
- ✔ Increased wrinkles and furrows.
- ✔ Loss of luminosity and uneven tone.
- ✔ Greater fragility and dehydration.

**THERAPDERMA™ KEY INSIGHT**

TherapDerma™ protocols act by stimulating collagen and elastin production, regenerating the dermal matrix and combating the factors that accelerate cutaneous degradation. Visible, safe and long-lasting results.



KEY STRUCTURE IN SKIN AND HAIR HEALTH.

The pilosebaceous unit is a complex structure made up of the hair follicle, the sebaceous gland and the arrector pili muscle, which work together to protect, nourish and maintain skin balance.

**SEBACEOUS GLAND**

Alveolar structure that lubricates the hair follicle. Sebum forms a protective film that maintains hydration and the skin barrier.



**HAIR SHAFT**

Visible part of the hair. Composed mainly of keratin.

**FOLLICULAR PORE**

Opening through which the hair shaft emerges and sebum reaches the surface.

**SEBACEOUS GLAND**

Produces sebum that lubricates and protects the skin and hair.

**ARRECTOR PILI MUSCLE**

Small muscle that causes hair contraction and "goosebumps".

**HAIR FOLLICLE**

Structure that houses the hair root and is responsible for its growth.

**DERMAL PAPILLA**

Area rich in blood vessels and nerves that nourishes and regulates hair growth.

**MAIN FUNCTIONS**



Lubrication and protection of the skin and hair



Defence against environmental microbial agents



Thermal regulation (pilorection)



Hair growth and renewal



Sebum balance and maintenance of the skin barrier

**CLINICAL IMPORTANCE**

Alterations in any component of the pilosebaceous unit can lead to various conditions such as acne, seborrhoeic dermatitis, alopecia and changes in sebum production. Understanding its anatomy is essential for selecting the right treatment and achieving optimal results.

**COMPONENTS IN DETAIL**

**HAIR SHAFT**



Made of keratin. Provides protection and aesthetic characteristics to the hair.

**HAIR FOLLICLE**



Envelops and supports the hair root. Contains mother cells responsible for its renewal.

**SEBACEOUS GLAND**



Secretes sebum that lubricates the skin and hair, prevents dehydration and has antimicrobial properties.

**ARRECTOR PILI MUSCLE**



Involuntary contraction that raises the hair and helps expel sebum.

**DERMAL PAPILLA**



Contains blood vessels and nerve endings that provide nutrients and control the growth cycle.



**THERAPDERMA™ KEY INSIGHT**

TherapDerma™ treatments act on the pilosebaceous unit to restore its balance, stimulate hair growth and improve skin quality from the root.



# ANATOMY OF THE HAIR FOLLICLE

STRUCTURE, FUNCTION AND GROWTH CYCLE.

The hair follicle is a complex structure located in the dermis that produces hair and is closely related to the sebaceous gland and the arrector pili muscle, which work together to protect, nourish and maintain skin balance.





**MAIN FUNCTIONS**

-  Hair production
-  Thermal and mechanical protection
-  Sensory function
-  Sebum regulation
-  Immunological defence







- HAIR SHAFT**  
Visible part of the hair that emerges on the surface.
- EPIDERMIS**  
Outermost layer that protects the follicle.
- SEBACEOUS GLAND**  
Produces sebum that lubricates and protects the hair and skin.
- ARRECTOR PILI MUSCLE**  
Small muscle that causes follicle contraction and "goosebumps".
- HAIR BULB**  
Deep area where the cells that form the hair originate.
- DERMAL PAPILLA**  
Connective tissue with blood vessels that nourish the bulb and regulate growth.

**PARTS OF THE HAIR FOLLICLE**

INFUNDIBULUM	ISTHMUS	BULB	DERMAL PAPILLA	MATRIX	INTERNAL AND EXTERNAL ROOT SHEATH
					
Upper part of the follicle that opens onto the surface.	Transition zone where the sebaceous gland and the arrector pili muscle are inserted.	Base of the follicle where cell division occurs and the hair shaft forms.	Vascular structure that provides nutrients and growth signals.	Group of mother cells responsible for hair production.	Layers that protect and structure the hair follicle.

**HAIR GROWTH CYCLE**

1. ANAGEN (Growth phase)	2. CATAGEN (Transition phase)	3. TELOGEN (Resting phase)	4. EXOGEN (Shedding and new start)	FACTORS THAT INFLUENCE THE HAIR FOLLICLE
				<ul style="list-style-type: none"> <li> Genetics</li> <li> Hormones</li> <li> Age</li> <li> Nutrition</li> <li> Stress</li> <li> Diseases</li> <li> Hair care</li> <li> Environmental factors</li> </ul>
Active growth phase. Can last 2 to 6 years.	Growth stops and the follicle begins to regress. Lasts 2-3 weeks.	The hair is shed naturally. Lasts 2-3 months.	The follicle produces a new hair.	

-  Decrease in firmness and elasticity.
-  Increase in wrinkles and furrows.
-  Loss of luminosity and uneven tone.
-  Greater fragility and dehydration.

**THERAPDERMA™ KEY INSIGHT**

TherapDerma™ treatments act on the hair follicle unit to restore its balance, stimulate hair growth and improve skin quality from the root.





SKIN CLASSIFICATION AND TREATMENT GUIDE

The Fitzpatrick classification helps identify how the skin behaves in response to UV radiation and select the safest and most effective technologies and protocols.

PHOTOTYPE	SKIN COLOUR CHARACTERISTICS	RESPONSE TO SUN	TENDENCY TO BURN	THERAPDERMA™ RECOMMENDED TECHNOLOGIES
<b>I</b> VERY FAIR	 <ul style="list-style-type: none"> <li>• Very fair skin (ivory)</li> <li>• Freckles</li> <li>• Red or auburn hair</li> <li>• Very light eyes</li> <li>• Blue or green eyes</li> </ul>	 Always burns, never tans.	 Very high tendency to burn.	<ul style="list-style-type: none"> <li>• IPL: very gentle parameters</li> <li>• RF: low intensity</li> <li>• Fractional CO<sub>2</sub>: with caution</li> <li>• Mesotherapy: recommended</li> <li>• Strict photoprotection</li> </ul>
<b>II</b> FAIR	 <ul style="list-style-type: none"> <li>• Fair skin (porcelain)</li> <li>• Occasional freckles</li> <li>• Light blonde or light brown hair</li> <li>• Blue, green or light brown eyes</li> </ul>	 Generally burns minimally. Tans easily.	 High tendency to burn.	<ul style="list-style-type: none"> <li>• IPL: gentle parameters</li> <li>• RF: low-medium intensity</li> <li>• Fractional CO<sub>2</sub>: with caution</li> <li>• Diode Laser: with caution</li> <li>• High photoprotection</li> </ul>
<b>III</b> LIGHT MEDIUM	 <ul style="list-style-type: none"> <li>• Light beige skin</li> <li>• Some freckles</li> <li>• Light brown or brown hair</li> <li>• Hazel or brown eyes</li> </ul>	 Sometimes burns, tans gradually. Tans gradually.	 Moderate tendency to burn.	<ul style="list-style-type: none"> <li>• IPL: standard parameters</li> <li>• RF: medium intensity</li> <li>• Diode Laser: safe</li> <li>• Fractional CO<sub>2</sub>: safe</li> <li>• Mesotherapy: recommended</li> </ul>
<b>IV</b> MEDIUM OLIVE	 <ul style="list-style-type: none"> <li>• Light brown or olive skin</li> <li>• No freckles</li> <li>• Dark brown hair</li> <li>• Brown eyes</li> </ul>	 Rarely burns, tans easily. Tans easily.	 Low tendency to burn.	<ul style="list-style-type: none"> <li>• IPL: standard-high parameters</li> <li>• RF: medium-high intensity</li> <li>• Diode Laser: safe</li> <li>• Fractional CO<sub>2</sub>: safe</li> <li>• Green Lipo: safe</li> <li>• Mesotherapy: recommended</li> </ul>
<b>V</b> DARK MEDIUM	 <ul style="list-style-type: none"> <li>• Dark brown skin</li> <li>• No freckles</li> <li>• Dark hair</li> <li>• Dark brown eyes</li> </ul>	 Never burns, tans intensely. Tans intensely.	 Very low tendency to burn.	<ul style="list-style-type: none"> <li>• IPL: high parameters</li> <li>• RF: high intensity</li> <li>• Diode Laser: safe</li> <li>• Fractional CO<sub>2</sub>: safe</li> <li>• Green Lipo: safe</li> <li>• Mesotherapy: recommended</li> </ul>
<b>VI</b> VERY DARK	 <ul style="list-style-type: none"> <li>• Dark skin</li> <li>• No freckles</li> <li>• Black hair</li> <li>• Very dark brown eyes</li> </ul>	 Never burns, tans intensely. Tans intensely.	 Practically non-existent.	<ul style="list-style-type: none"> <li>• IPL: high parameters</li> <li>• RF: high intensity</li> <li>• Diode Laser: safe</li> <li>• Fractional CO<sub>2</sub>: safe</li> <li>• Green Lipo: safe</li> <li>• Mesotherapy: recommended</li> </ul>



**IMPORTANT NOTES**

- Classification may vary according to body area, time of year and sun exposure.
- A professional assessment must always be performed before any treatment.
- Always adjust technology parameters to the patient's phototype.



**SAFETY RESULTS TRUST**



**THERAPDERMA™ KEY**

Knowing the Fitzpatrick phototype is essential for personalising each treatment, maximising results and ensuring patient safety.



UNDERSTANDING THE TYPES OF CELLULITE IS KEY TO CHOOSING THE MOST APPROPRIATE TREATMENT.

TYPE OF CELLULITE	ANATOMICAL SECTION	ENLARGED VIEW	MAIN CHARACTERISTICS
<p><b>ADIPOSE FAT ACCUMULATION</b></p> <p>Increase in the size of adipocytes that push the epidermis upwards and create the appearance of "orange peel".</p>	<p>Labels: EPIDERMIS, DERMIS, FIBROUS SEPTAE, ENLARGED ADIPOCYTES, BLOOD VESSELS, MUSCLE</p>	<p>Enlarged adipocytes that compress the fibrous septae.</p>	<ul style="list-style-type: none"> <li>• Skin with a dimpled or "orange peel" appearance.</li> <li>• Typical areas: thighs, buttocks, hips, abdomen.</li> <li>• Associated with overweight, diet and sedentary lifestyle.</li> <li>• Improves with reduction of volume and fat.</li> </ul>
<p><b>OEDEMATOUS FLUID RETENTION</b></p> <p>Accumulation of fluids in the interstitial space that causes swelling and poor circulation.</p>	<p>Labels: EPIDERMIS, DERMIS, FIBROUS SEPTAE, RETAINED FLUID, BLOOD VESSELS, MUSCLE</p>	<p>Fluid accumulation between cells and around blood vessels.</p>	<ul style="list-style-type: none"> <li>• Swollen skin with softer dimples.</li> <li>• Feeling of heaviness and tired legs.</li> <li>• Worsens with heat, sedentary lifestyle and hormonal cycle.</li> <li>• Improves with lymphatic drainage, exercise and RF.</li> </ul>
<p><b>FIBROUS TISSUE HARDENING</b></p> <p>Increase in fibrous tissue that forms hard nodules and tension bands that pull on the skin.</p>	<p>Labels: EPIDERMIS, DERMIS, FIBROUS SEPTAE THICKENED, FIBROUS NODULES, BLOOD VESSELS, MUSCLE</p>	<p>Thickened fibrous septae and nodules that pull the skin and create irregularities.</p>	<ul style="list-style-type: none"> <li>• Skin with deep dimples and irregular texture.</li> <li>• Hard, palpable nodules.</li> <li>• Associated with inflammatory processes over time.</li> <li>• Requires technologies that break down fibrous tissue.</li> </ul>
<p><b>FLACCID LOSS OF TONE AND ELASTICITY</b></p> <p>Loss of skin elasticity and muscle tone, with a reduction in fat volume and tissue sagging.</p>	<p>Labels: EPIDERMIS, DERMIS, FIBROUS SEPTAE WEAKENED, REDUCED ADIPOCYTES, BLOOD VESSELS, MUSCLE</p>	<p>Loss of structural support, reduced collagen and loss of skin tone.</p>	<ul style="list-style-type: none"> <li>• Loose, thin skin with folds.</li> <li>• Lower presence of fat, predominant flaccidity.</li> <li>• Common in thighs, buttocks, arms and abdomen.</li> <li>• Improves with radiofrequency, mesotherapy and exercise.</li> </ul>

**FACTORS THAT INFLUENCE CELLULITE**

- Genetics
- Hormones
- Nutrition
- Sedentary lifestyle
- Stress
- Fluid retention
- Age
- Blood circulation
- Collagen and elastin







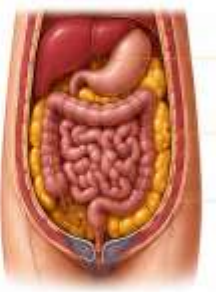
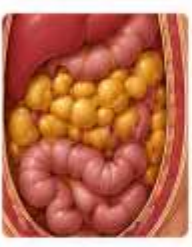
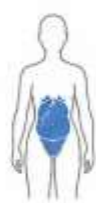


**THERAPDERMA™ KEY INSIGHT**

Each type of cellulite requires a specific and combined approach. A professional diagnosis is the first step towards real, visible and long-lasting results.



UNDERSTANDING THE TYPES OF FAT IS ESSENTIAL FOR TREATING WITH PRECISION AND ACHIEVING REAL RESULTS.

TYPE OF FAT	ANATOMICAL SECTION	ENLARGED VIEW	MAIN CHARACTERISTICS	MOST COMMON AREAS
<p><b>SUBCUTANEOUS</b></p> <p>Superficial fat located just below the skin.</p> <p>It is formed by adipocytes that store energy. Its accumulation increases volume and contour.</p> <p><b>CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>✓ Softer to the touch.</li> <li>✓ Responds well to diet and exercise.</li> <li>✓ The first to accumulate, the first to eliminate.</li> </ul>		 <p>Large adipocytes grouped in lobules separated by thin fibrous septa.</p>	<ul style="list-style-type: none"> <li>• Soft and mobile fat.</li> <li>• Accumulation due to excess calories.</li> <li>• Improves with diet, exercise and reducing technologies.</li> </ul>	 <p>Lower abdomen, flanks, arms, inner thighs, buttocks, hips, thighs.</p>
<p><b>FIBROUS</b></p> <p>Dense and compact fat.</p> <p>Surrounded by thick fibrous septa that give it greater hardness and resistance.</p> <p><b>CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>✓ Harder to the touch.</li> <li>✓ Resistant to diet and exercise.</li> <li>✓ Requires specific technologies for its reduction.</li> </ul>		 <p>Adipocytes trapped between thick fibrous septa that make mobilisation difficult.</p>	<ul style="list-style-type: none"> <li>• Hard and nodular texture.</li> <li>• Lower response to traditional methods.</li> <li>• Improves with advanced technologies: RF, cavitation, laser, mesotherapy.</li> </ul>	 <p>Upper and lower abdomen, flanks, back, thighs, outer buttocks, knees.</p>
<p><b>VISCERAL</b></p> <p>Deep intra-abdominal fat.</p> <p>Surrounds internal organs and performs metabolic and protective functions. Its excess is associated with health risks.</p> <p><b>CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>✓ Not visible from the outside.</li> <li>✓ Cannot be eliminated with local treatments.</li> <li>✓ Reduce with healthy diet and continuous exercise.</li> </ul>		 <p>Adipocytes that surround and protect the organs inside the abdominal cavity.</p>	<ul style="list-style-type: none"> <li>• Not visible or palpable.</li> <li>• Associated with cardiometabolic risk.</li> <li>• Improves with healthy habits, physical activity and stress control.</li> </ul>	 <p>Internal abdominal region, Around vital organs.</p>

**FACTORS THAT FAVOUR LOCALISED FAT ACCUMULATION**

-  Excess calories
-  Sedentary lifestyle
-  Stress
-  Hormonal imbalance
-  Poor sleep quality
-  Genetic predisposition
-  Fluid retention
-  Ageing



**THERAPDERMA™ KEY INSIGHT**

Each type of fat requires a specific and combined protocol. A professional diagnosis is the first step towards safe, visible and long-lasting results.



**SAFETY SCIENCE RESULTS**

UNDERSTANDING THE ORIGIN OF BODY LAXITY IS KEY TO CHOOSING THE MOST APPROPRIATE TREATMENT.

TYPE OF LAXITY	ANATOMICAL SECTION	MAIN CHARACTERISTICS	MOST COMMON AREAS	THERAPEUTIC APPROACH
<p><b>SKIN LAXITY</b></p> <p>Mainly affects the skin and the superficial connective tissue.</p> <p>It occurs due to a reduction in collagen, elastin and hyaluronic acid, resulting in loss of firmness, elasticity and tone.</p>	<ul style="list-style-type: none"> <li>EPIDERMIS</li> <li>DERMIS (rich in collagen and elastin)</li> <li>SUBCUTANEOUS TISSUE</li> <li>SUPERFICIAL FASCIA</li> </ul>	<ul style="list-style-type: none"> <li>Thin, dry skin with irregular texture.</li> <li>Loss of elasticity and firmness.</li> <li>Appearance of fine lines and wrinkles.</li> <li>Loose and sagging skin.</li> </ul>	<p>Arms, abdomen, flanks, inner thighs, buttocks, décolletage, inner knees.</p>	<ul style="list-style-type: none"> <li><b>Radiofrequency (RF)</b> Stimulates the production of collagen and elastin.</li> <li><b>Firming mesotherapy</b> Nourishes and revitalises the skin.</li> <li><b>Tensile threads</b> Improves support and firmness.</li> <li><b>Peelings and bio-stimulators</b> Renew and improve skin quality.</li> </ul>
<p><b>MUSCLE LAXITY</b></p> <p>Affects muscle tone, strength and muscle structure.</p> <p>It is due to loss of muscle mass, sedentary lifestyle, ageing or hormonal changes, leading to weakness and loss of definition.</p>	<ul style="list-style-type: none"> <li>SKIN</li> <li>SUBCUTANEOUS TISSUE</li> <li>DEEP FASCIA</li> <li>MUSCLE</li> <li>APONEUROSIS</li> </ul>	<ul style="list-style-type: none"> <li>Decrease in tone and muscle strength.</li> <li>Loss of volume and definition.</li> <li>Laxity with a "softness" appearance.</li> <li>Increased tendency to fat accumulation.</li> </ul>	<p>Abdomen, buttocks, thighs, arms, back.</p>	<ul style="list-style-type: none"> <li><b>Muscle electrical stimulation (EMS)</b> Improves tone and muscle contraction.</li> <li><b>Personalised therapeutic exercise</b> Strengthens and remodels the muscle.</li> <li><b>Combined radiofrequency</b> Promotes toning and remodelling.</li> <li><b>Nutrition and metabolic support</b> Optimises recovery and muscle development.</li> </ul>

**VISUAL COMPARISON**

**SKIN LAXITY**  
The skin loses firmness and becomes loose.

**FIRM SKIN**

**LAX SKIN**

**KEY ELEMENTS**

- Collagen
- Elastin
- Hyaluronic acid
- Muscle fibre
- Fat

**MUSCLE LAXITY**  
The muscle loses tone and volume.

**TONED MUSCLE**

**LAX MUSCLE**

**FACTORS THAT FAVOUR BODY LAXITY**

Natural ageing

Loss of collagen and elastin

Sedentary lifestyle

Loss of muscle mass

Hormonal changes

Excess weight or restrictive diets

Oxidative stress

Excessive sun exposure

Poor hydration

Lack of nutrients

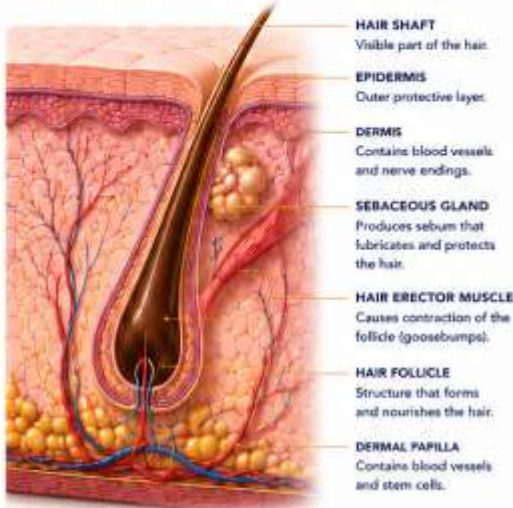
**THERAPDERMA™ KEY INSIGHT**

Skin and muscle laxity require a precise diagnosis and a comprehensive approach. The combination of technologies, protocols and healthy habits guarantees visible, natural and long-lasting results.

**SAFETY SCIENCE RESULTS**

Understanding the hair cycle is essential for diagnosing, treating and optimising results in hair health.

**STRUCTURE OF THE PILOSEBACEOUS FOLLICLE**

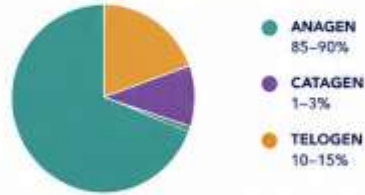


- HAIR SHAFT**  
Visible part of the hair.
- EPIDERMIS**  
Outer protective layer.
- DERMIS**  
Contains blood vessels and nerve endings.
- SEBACEOUS GLAND**  
Produces sebum that lubricates and protects the hair.
- HAIR ERECTOR MUSCLE**  
Causes contraction of the follicle (goosebumps).
- HAIR FOLLICLE**  
Structure that forms and nourishes the hair.
- DERMAL PAPILLA**  
Contains blood vessels and stem cells.

**WHAT IS THE HAIR CYCLE?**

Hair goes through a continuous cycle of growth, transition, rest and shedding. In the human scalp, around 85-90% of hairs are in the anagen phase.

**NORMAL HAIR DISTRIBUTION**



**FACTORS THAT INFLUENCE THE HAIR CYCLE**



**PHASES OF THE HAIR CYCLE**

**1. ANAGEN GROWTH PHASE**

This is the active growth phase. Hair forms in the root and grows towards the surface.



- ✓ **Duration:** 2 to 6 years
- ✓ **Represents:** 85-90% of hairs
- ✓ **Activity:** High cell division in the matrix
- ✓ **Result:** Hair growth

In this phase, the hair is firmly anchored in the follicle and receives nutrition through the dermal papilla.

**2. CATAGEN TRANSITION PHASE**

This is a short transition phase in which hair growth stops.



- ✓ **Duration:** 2 to 3 weeks
- ✓ **Represents:** 1-3% of hairs
- ✓ **Activity:** Matrix cell activity decreases
- ✓ **Result:** The follicle contracts and detaches from the dermal papilla

Hair stops growing and the follicle prepares for the resting phase.

**3. TELOGEN RESTING PHASE**

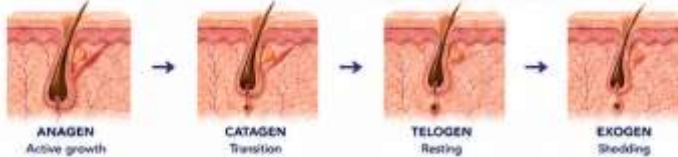
This is the resting phase. Hair remains in the follicle without growing.



- ✓ **Duration:** 2 to 4 months
- ✓ **Represents:** 10-15% of hairs
- ✓ **Activity:** The follicle is at rest
- ✓ **Result:** Hair sheds naturally

At the end of this phase, the hair sheds and new hair begins to grow in the anagen phase.

**CONTINUOUS CYCLE**



When the hair sheds (exogen phase), the follicle remains at rest for a short period and then a new cycle begins in the anagen phase.



**THERAPDERMA™ KEY INSIGHT**

Evaluating the hair cycle allows identification of alterations, personalisation of treatments and stimulation of hair growth effectively and safely.



# HAIR ANATOMY

## TYPES OF ALOPECIA



Understanding the type of alopecia is essential for making an accurate diagnosis and selecting the most appropriate protocol for each patient.

1 ANDROGENETIC ALOPECIA	2 DIFFUSE ALOPECIA	3 ALOPECIA AREATA		
<p><b>CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>Progressive miniaturisation of the follicle.</li> <li>Gradual loss of density.</li> <li>Hormonal and genetic influence.</li> <li>Slow and progressive evolution.</li> </ul>	<p><b>CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>Generalised hair loss.</li> <li>Relatively rapid onset.</li> <li>Usually reversible.</li> <li>Related to:                             <ul style="list-style-type: none"> <li>Stress</li> <li>Nutritional deficiencies</li> <li>Medication</li> <li>Hormonal changes</li> <li>Postpartum</li> </ul> </li> </ul>	<p><b>CHARACTERISTICS</b></p> <ul style="list-style-type: none"> <li>Autoimmune disease.</li> <li>Sudden appearance.</li> <li>Localised hair loss.</li> <li>Unpredictable evolution.</li> </ul>		
<p><b>MOST COMMON AREAS</b></p> <table border="0"> <tr> <td> <p><b>MEN</b></p> <ul style="list-style-type: none"> <li>Hairline</li> <li>Crown</li> </ul> </td> <td> <p><b>WOMEN</b></p> <ul style="list-style-type: none"> <li>Widening of the central part</li> <li>Diffuse reduction of density.</li> </ul> </td> </tr> </table>	<p><b>MEN</b></p> <ul style="list-style-type: none"> <li>Hairline</li> <li>Crown</li> </ul>	<p><b>WOMEN</b></p> <ul style="list-style-type: none"> <li>Widening of the central part</li> <li>Diffuse reduction of density.</li> </ul>	<p><b>CLINICAL SIGNS</b></p> <ul style="list-style-type: none"> <li>Lower overall density.</li> <li>Fine and weak hair.</li> <li>Decrease in volume.</li> </ul>	<p><b>CLINICAL SIGNS</b></p> <ul style="list-style-type: none"> <li>Round patches.</li> <li>Skin that appears healthy.</li> <li>Possible involvement of beard and eyebrows.</li> </ul>
<p><b>MEN</b></p> <ul style="list-style-type: none"> <li>Hairline</li> <li>Crown</li> </ul>	<p><b>WOMEN</b></p> <ul style="list-style-type: none"> <li>Widening of the central part</li> <li>Diffuse reduction of density.</li> </ul>			
<p><b>THERAPDERMA™ PROTOCOLS</b></p> <ul style="list-style-type: none"> <li>Bioneedle H24</li> <li>Golden Hair</li> <li>More Hair</li> <li>Annual maintenance programme</li> </ul>	<p><b>THERAPDERMA™ PROTOCOLS</b></p> <ul style="list-style-type: none"> <li>Golden Hair</li> <li>More Hair</li> <li>Supplementation and maintenance.</li> </ul>	<p><b>THERAPDERMA™ PROTOCOLS</b></p> <ul style="list-style-type: none"> <li>Medical evaluation.</li> <li>Complementary regenerative protocols.</li> <li>Golden Hair.</li> <li>Periodic follow-up.</li> </ul>		

### THERAPDERMA™ RAPID DECISION TABLE

TYPE OF ALOPECIA	PATTERN	EVOLUTION	MAIN TREATMENT
ANDROGENETIC	Progressive	Chronic	Bioneedle H24 + Golden Hair
DIFFUSE	Generalised	Usually reversible	Golden Hair
AREATA	Localised patches	Variable	Regenerative protocols



#### THERAPDERMA™ KEY INSIGHT

An accurate diagnosis of the type of alopecia allows treatment to be personalised, improves results and increases patient loyalty.



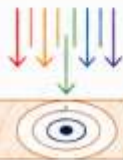
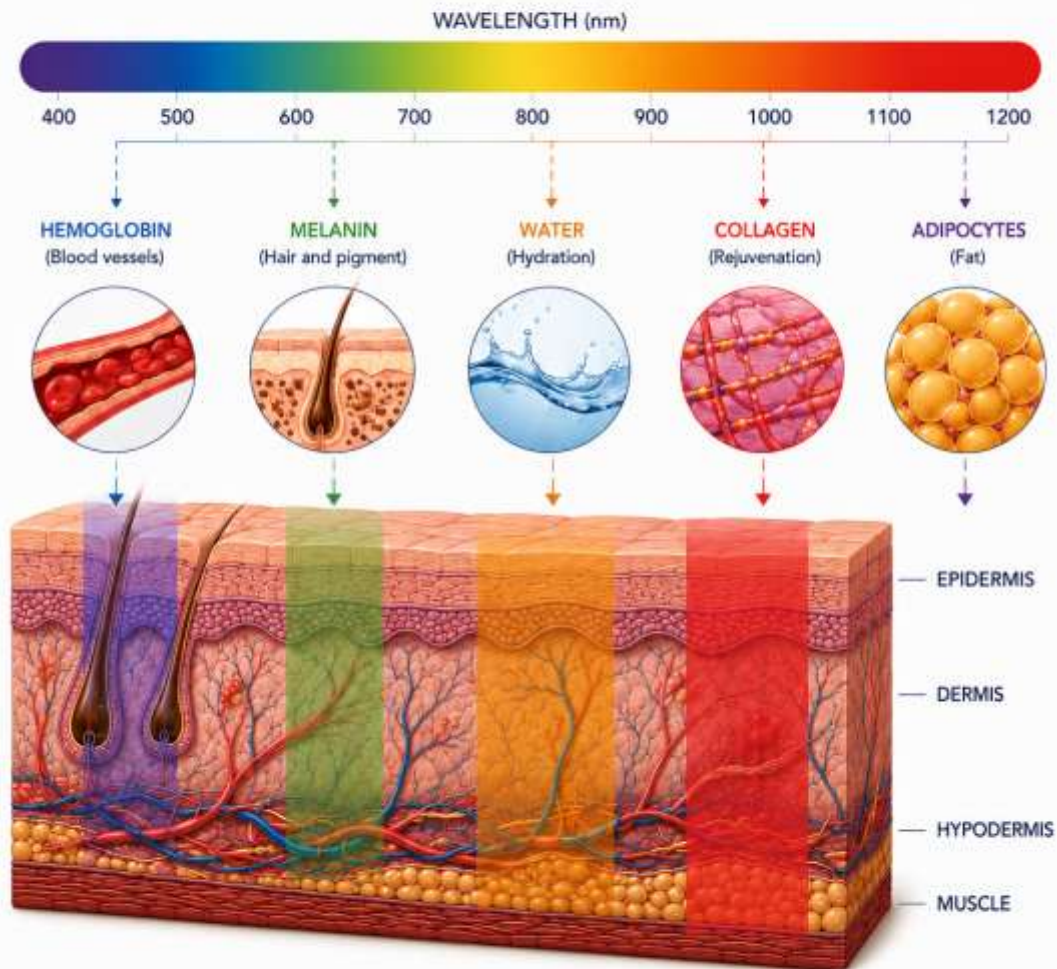


# IPL

## INTENSE PULSED LIGHT

### CHROMOPHORE ABSORPTION DIAGRAM

The effectiveness of IPL depends on the wavelength and the target chromophore.



### PRINCIPLE OF ACTION

Each chromophore selectively absorbs a specific wavelength. The light energy is transformed into heat, producing precise therapeutic effects on the target without damaging the surrounding tissues.

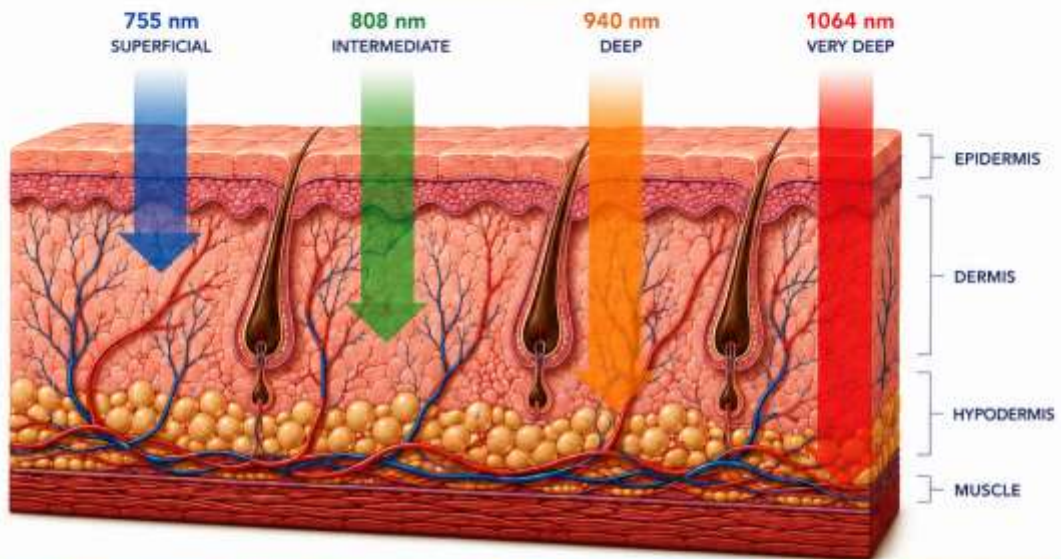
# DIODE

## DIODE LASER



### PENETRATION DEPTH OF DIFFERENT WAVELENGTHS

Each wavelength of the diode laser penetrates to a specific depth, enabling safe and effective treatment of different structures of the hair follicle.



755 nm SUPERFICIAL	808 nm INTERMEDIATE	940 nm DEEP	1064 nm VERY DEEP
High absorption of melanin.	Optimal balance between penetration and absorption.	Greater penetration with lower absorption of melanin.	Maximum penetration with minimal absorption.
Indicated for: <ul style="list-style-type: none"> <li>• Fine hair</li> <li>• Fair skin</li> <li>• Superficial hair removal</li> </ul>	Indicated for: <ul style="list-style-type: none"> <li>• All hair types</li> <li>• The majority of skin types</li> <li>• General use</li> </ul>	Indicated for: <ul style="list-style-type: none"> <li>• Thick hair</li> <li>• Tanned skin</li> <li>• Greater depth</li> </ul>	Indicated for: <ul style="list-style-type: none"> <li>• Dark skin</li> <li>• Deep hair</li> <li>• Very deep hair follicles</li> </ul>
 Penetration: 0.5 – 1.5 mm	 Penetration: 1.5 – 3.0 mm	 Penetration: 3.0 – 4.0 mm	 Penetration: 4.0 – 6.0 mm



#### PRINCIPLE OF ACTION

The diode laser emits light energy that is selectively absorbed by the melanin in the hair. The generated heat destroys the hair follicle without damaging the surrounding tissues, inhibiting hair growth progressively and safely.

# RF311

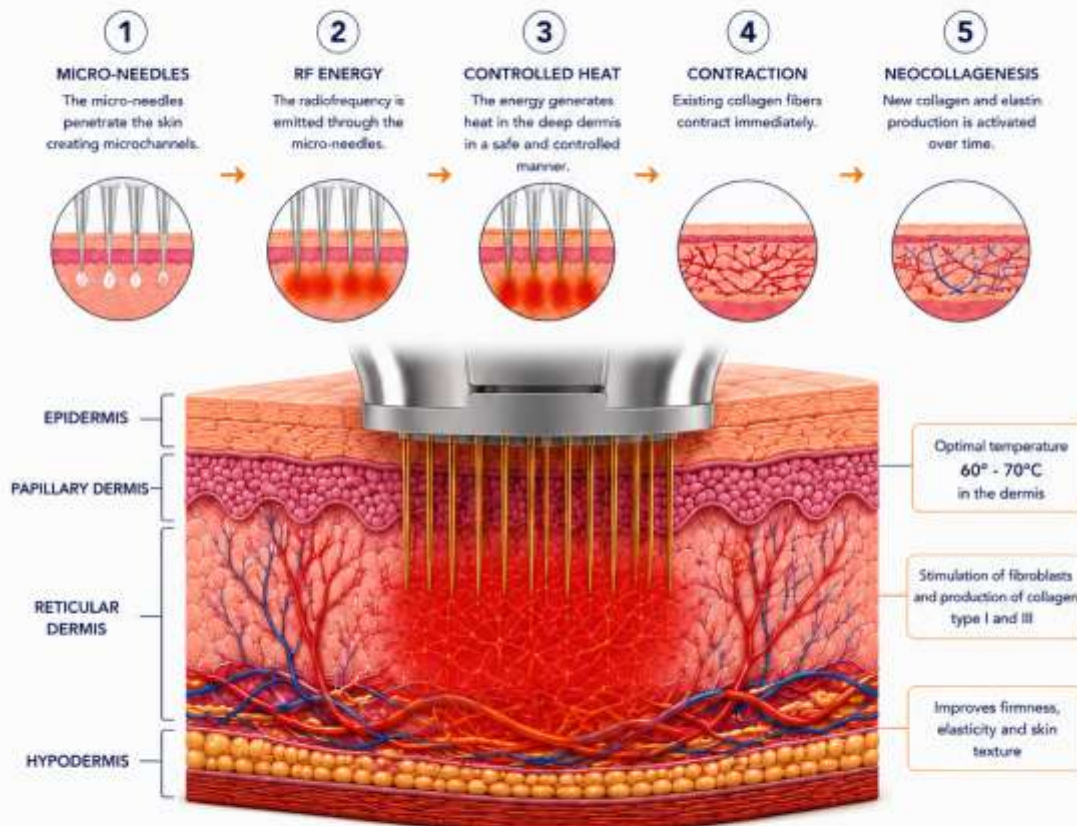
## COLLAGEN STIMULATION

FRACTIONAL RADIOFREQUENCY WITH MICRO-NEEDLES



### HOW DOES IT STIMULATE COLLAGEN?

RF311 technology combines micro-needles and radiofrequency to deliver precise energy into the dermis, generating controlled heat that activates the natural process of neocollagenesis and tissue remodeling.



### CLINICAL BENEFITS

- Stimulates natural production of collagen and elastin
- Improves firmness and flaccidity
- Reduces wrinkles and fine lines
- Improves scars and skin texture
- Progressive and long-lasting results
- Safe procedure, minimally invasive and painless



### VISIBLE RESULTS

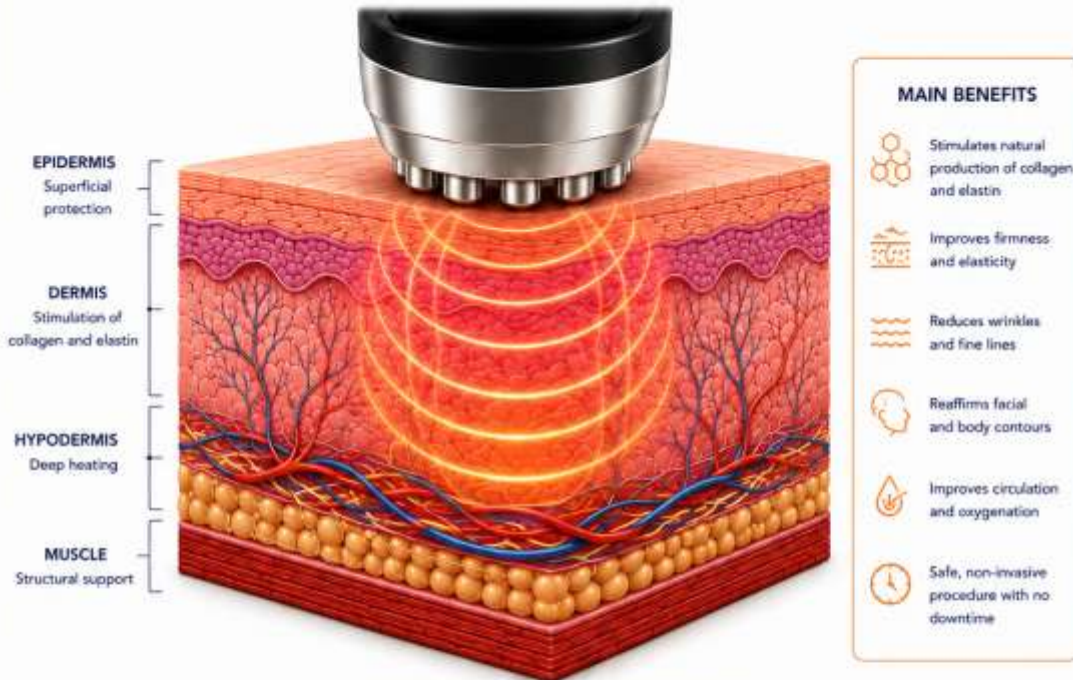
Controlled collagen stimulation with RF311 produces deep skin remodeling, achieving natural, firm and long-lasting results.



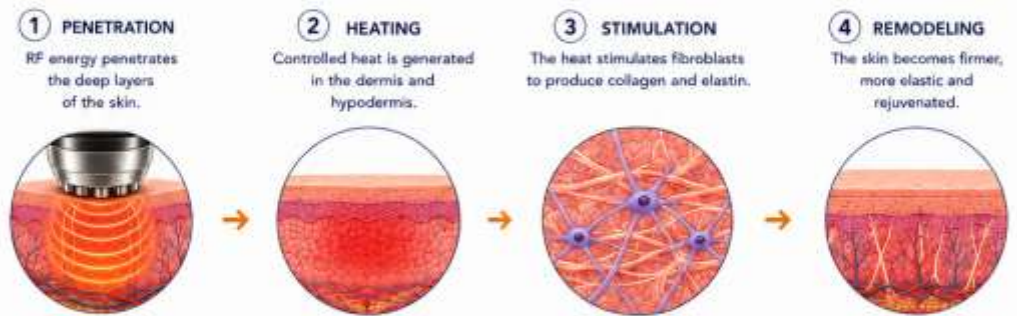
# RADIOFREQUENCY

## CONTROLLED ENERGY FOR SKIN REMODELING

Radiofrequency (RF) uses electromagnetic energy to generate heat in the deep layers of the skin, stimulating the production of collagen and elastin and promoting skin firming and rejuvenation.



### HOW DOES RADIOFREQUENCY WORK?



### INDICATIONS

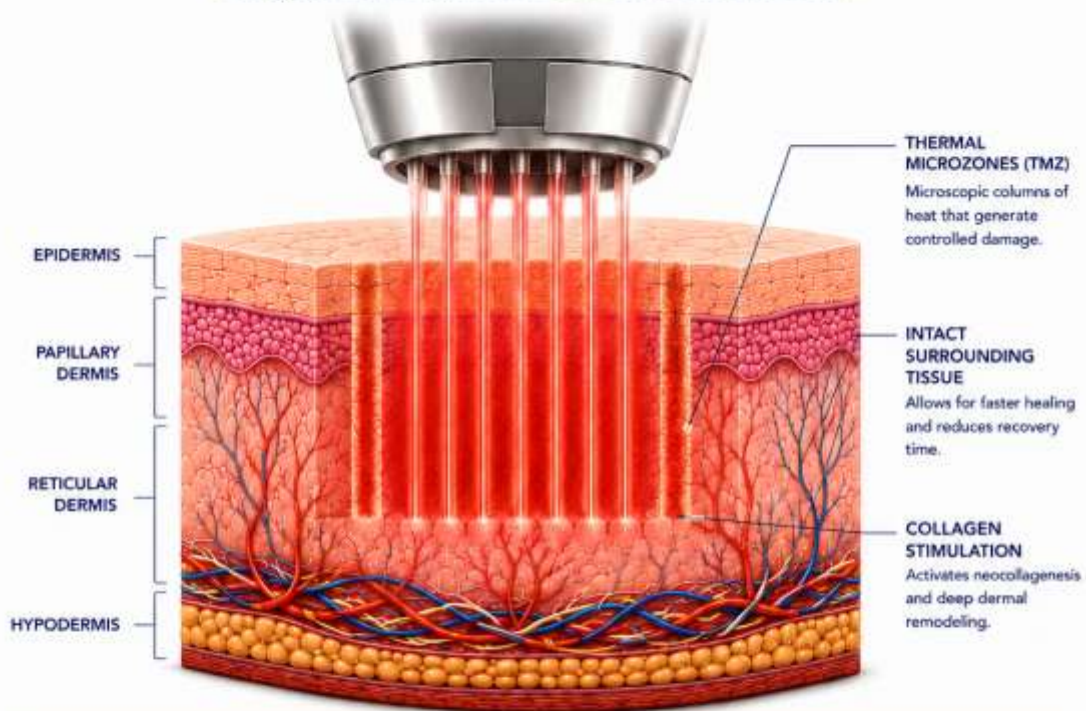




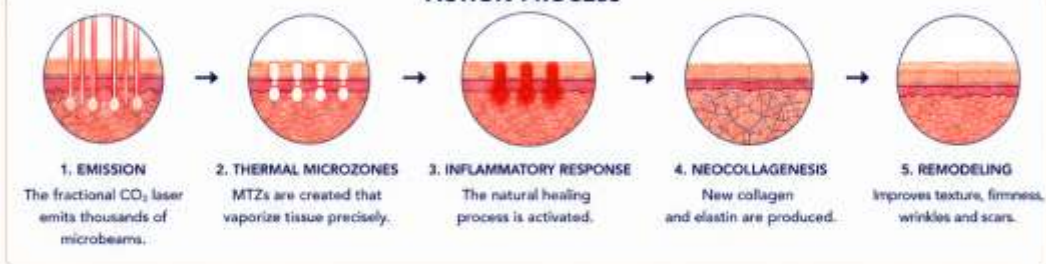
**CO<sub>2</sub>**  
**FRACTIONAL CO<sub>2</sub> LASER**

**THERMAL MICROZONES (TMZ)**

The fractional CO<sub>2</sub> laser creates thousands of controlled thermal microzones, leaving the surrounding tissue intact for fast and safe regeneration.



**ACTION PROCESS**



**CLINICAL BENEFITS**



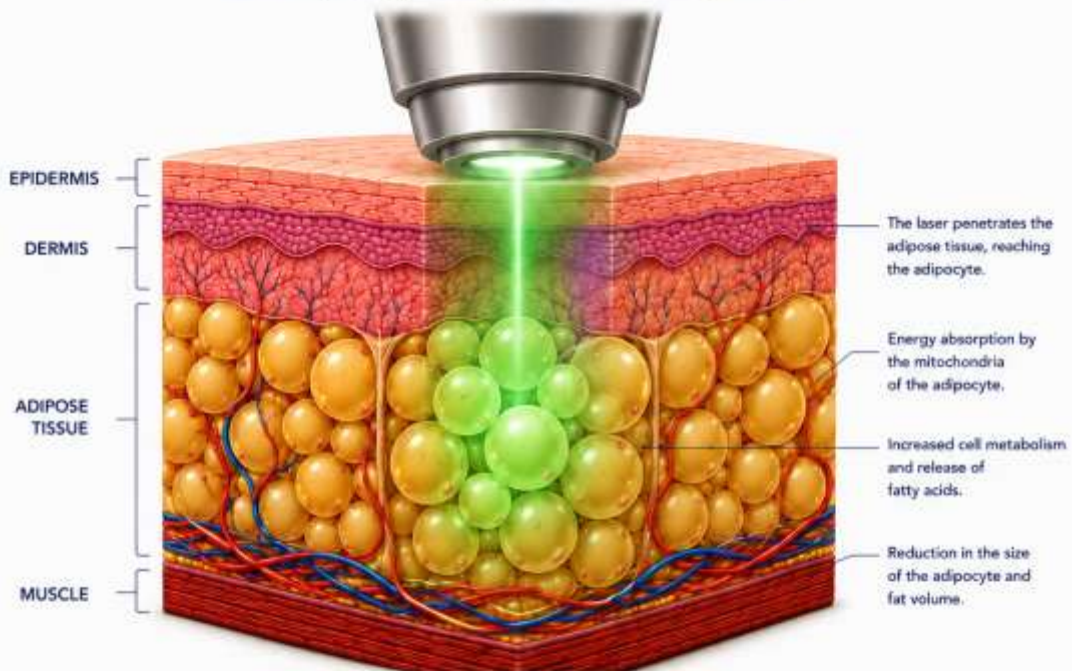
# GREEN LIPO

## LOW POWER LASER

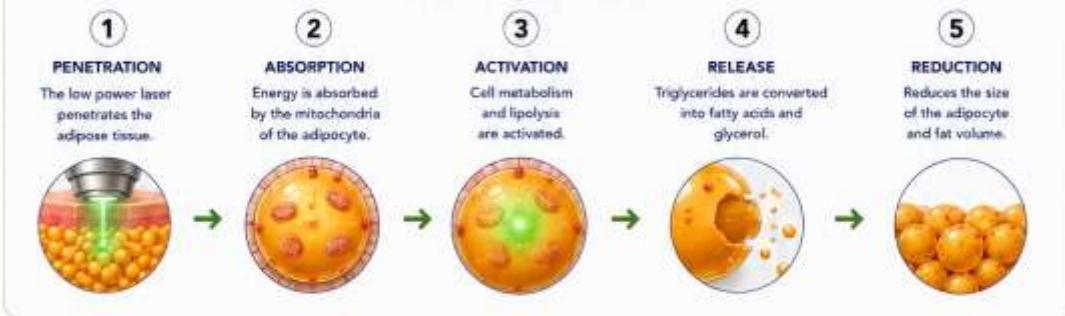


### ACTION ON ADIPOCYTES

Green Lipo technology uses low power laser to act directly on the adipocyte, promoting lipolysis and reducing fat volume.



### MECHANISM OF ACTION



### MAIN BENEFITS





**MECHANISMS OF ACTION**

Face Master technology combines 14 advanced functions that work synergistically to rejuvenate, firm and balance the skin from within.



	<p><b>IMPORTANT NOTES</b></p> <ul style="list-style-type: none"> <li>• Classification may vary according to body area, time of year and sun exposure.</li> <li>• A professional assessment must always be performed before any treatment.</li> <li>• Always adjust technology parameters to the patient's phototype.</li> </ul>		<p><b>SAFETY RESULTS TRUST</b></p>
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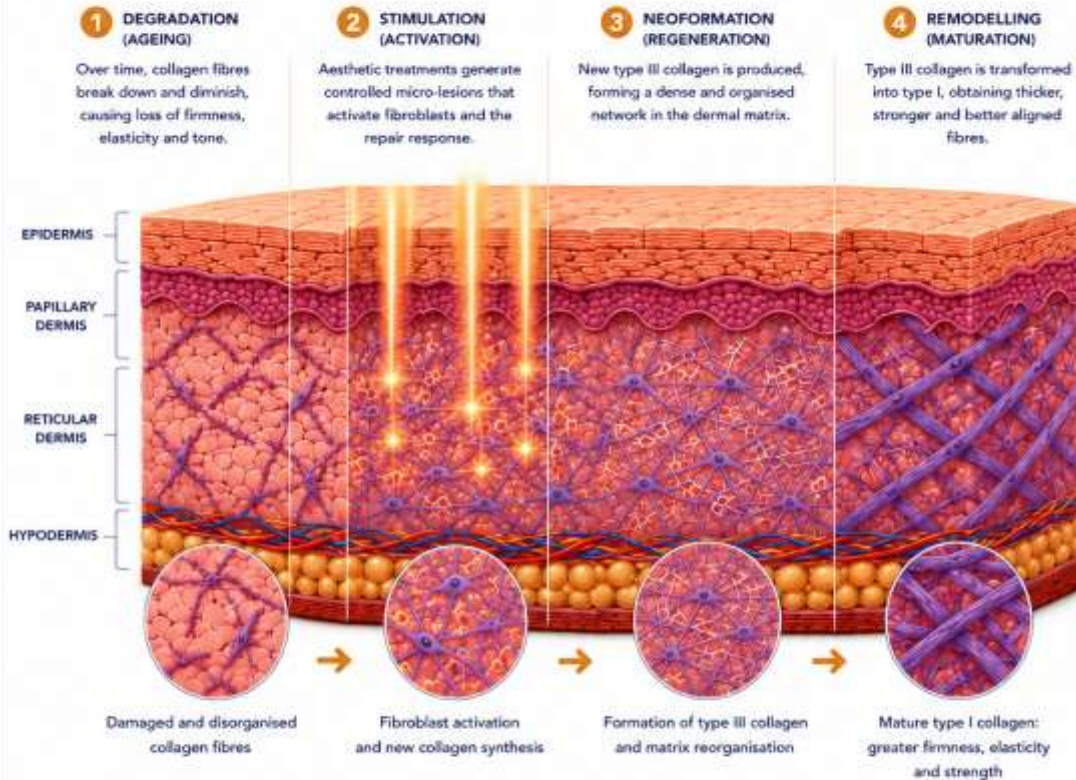
	<p><b>SMART TECHNOLOGY</b></p> <p>Face Master integrates 14 technologies in a single platform to deliver personalised, safe and effective treatments for all skin types and aesthetic needs.</p>	
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# COLLAGEN REMODELLING

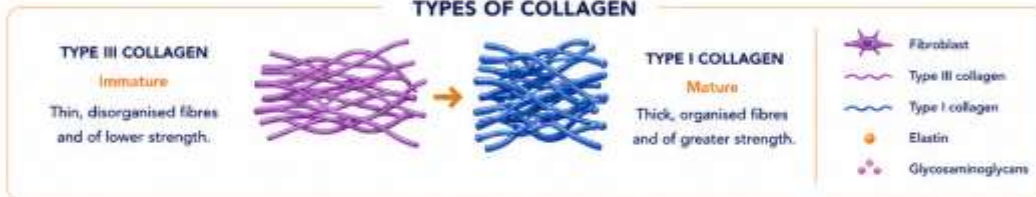


**NATURAL PROCESS OF REGENERATION AND DERMAL RESTRUCTURING**

Collagen remodelling is a dynamic process that replaces damaged fibres with new, stronger fibres, improving skin quality.



**TYPES OF COLLAGEN**



**CLINICAL BENEFITS**



# REDUCTION OF ADIPOCYTES

## SCIENTIFIC PROCESS OF ADIPOSE TISSUE REDUCTION

Adipocyte reduction is achieved through alteration of its structure, lipid release and subsequent natural elimination by the body.



### FACTORS THAT INFLUENCE PIGMENTATION

- UV RADIATION**  
Stimulates melanin production through a defence mechanism.
- HORMONES**  
Oestrogens, progesterone and MSH increase melanocyte activity.
- INFLAMMATION**  
Inflammation can induce post-inflammatory hyperpigmentation.
- GENETIC FACTORS**  
Determine the amount of melanin and the phenotype of each individual.
- AGE**  
With ageing, melanin distribution becomes irregular.
- OXIDATIVE STRESS**  
Increases the production of free radicals that stimulate melanogenesis.
- DRUGS AND COSMETICS**  
Some compounds can induce or inhibit melanin production.

### TYPES OF MELANIN

<b>EUMELANIN</b> (Brown-Black)	<b>PHEOMELANIN</b> (Yellow-Red)
<ul style="list-style-type: none"> <li>• High photoprotection</li> <li>• Brown to black colour</li> <li>• Predominant in dark phenotypes</li> </ul>	<ul style="list-style-type: none"> <li>• Low photoprotection</li> <li>• Yellow to reddish colour</li> <li>• Predominant in light phenotypes and redheads</li> </ul>

### MECHANISMS OF HYPERPIGMENTATION AND HYPOPIGMENTATION

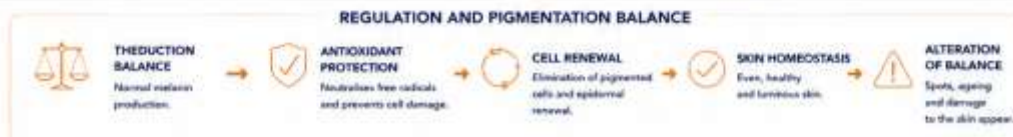
<b>HYPERPIGMENTATION</b> (Increase in melanin)	<b>Epidermal spot</b> (Melasma, lentigenes)	<b>HYPOPIGMENTATION</b> (Decrease in melanin)
<ul style="list-style-type: none"> <li>• Increased tyrosinase activity</li> <li>• Increased transfer of melanosomes</li> <li>• Decreased melanin degradation</li> <li>• Accumulation of melanin in the epidermis or dermis</li> </ul>	<ul style="list-style-type: none"> <li>• Dermal spot (Dermal melanoma, PIH)</li> </ul>	<ul style="list-style-type: none"> <li>• Decreased tyrosinase activity</li> <li>• Reduced melanin production</li> <li>• Damage or loss of melanocytes</li> <li>• Inflammatory or autoimmune disorders</li> </ul>

### CLINICAL CONSEQUENCES

<b>SOLAR SPOTS (LENTIGINES)</b> Localised accumulation of melanin due to sun exposure.	<b>MELASMA</b> Hormone-mediated hyperpigmentation influenced by hormonal factors and UV.	<b>POST-INFLAMMATORY HYPERPIGMENTATION</b> Dark spots after inflammatory processes or skin aggressions.	<b>FRECKLES</b> Increased focal melanin in response to UV radiation.	<b>VITILIGO</b> Loss of melanocytes and absence of pigmentation.
---	---	--	---	---

### FITZPATRICK PHOTOTYPES

<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>	<b>VI</b>
Very fair	Fair	Intermediate	Light brown	Brown	Dark brown
Always burns, never tans.	Burns easily, tans with difficulty.	Sometimes burns, tans gradually.	Rarely burns, tans easily.	Never burns, tans easily.	Never burns, always pigmented.



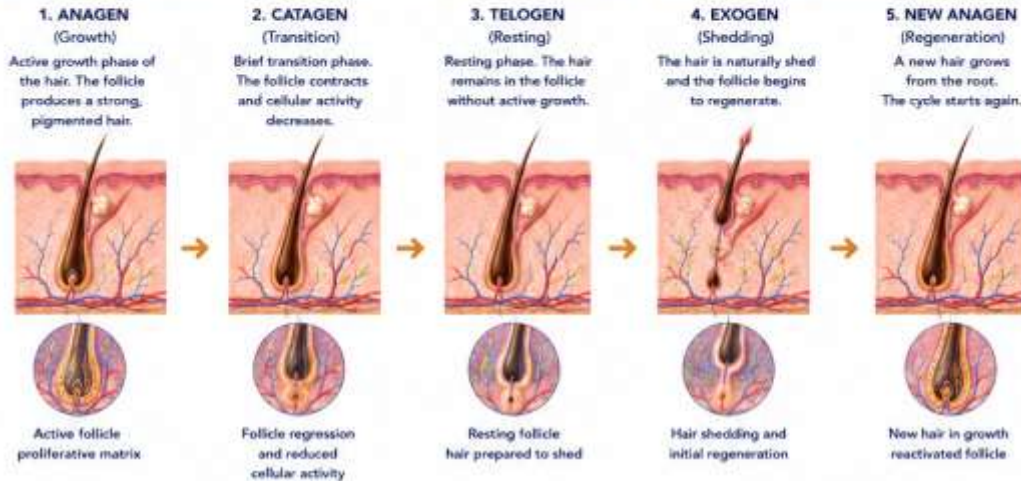
# HAIR REGENERATION

BIOLOGICAL PROCESS OF HAIR RESTORATION AND STRENGTHENING



Hair regeneration is a biological process that involves the activation of stem cells, increased vascularisation and the prolongation of the anagen phase of the hair follicle.

## HAIR GROWTH CYCLE



## MECHANISMS OF HAIR REGENERATION



## KEY FACTORS IN HAIR REGENERATION



## BIOLOGICAL BENEFITS



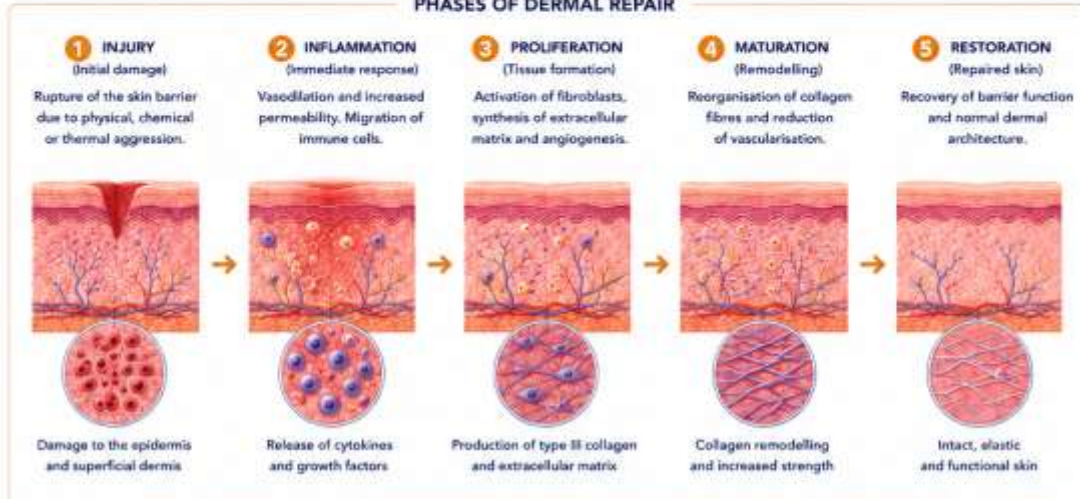
CLINICAL DIAGRAMS  
**DERMAL REPAIR**



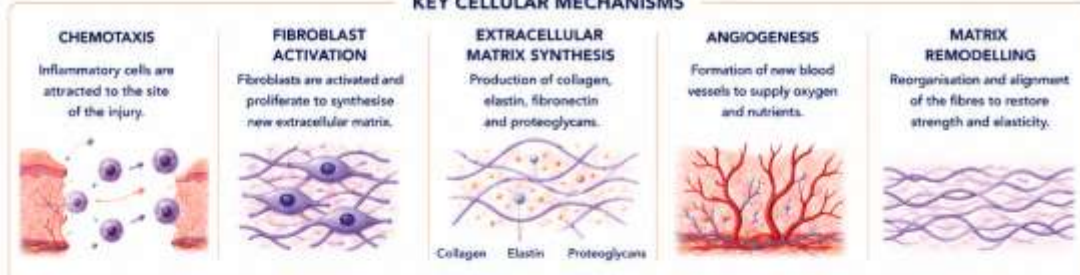
**BIOLOGICAL PROCESS OF SKIN RESTORATION AND REGENERATION**

Dermal repair is a dynamic process that involves a coordinated response of cells and mediators to restore the integrity of the skin.

**PHASES OF DERMAL REPAIR**



**KEY CELLULAR MECHANISMS**



**KEY MEDIATORS IN DERMAL REPAIR**



**BIOLOGICAL RESULTS**



# CLINICAL DIAGRAMS

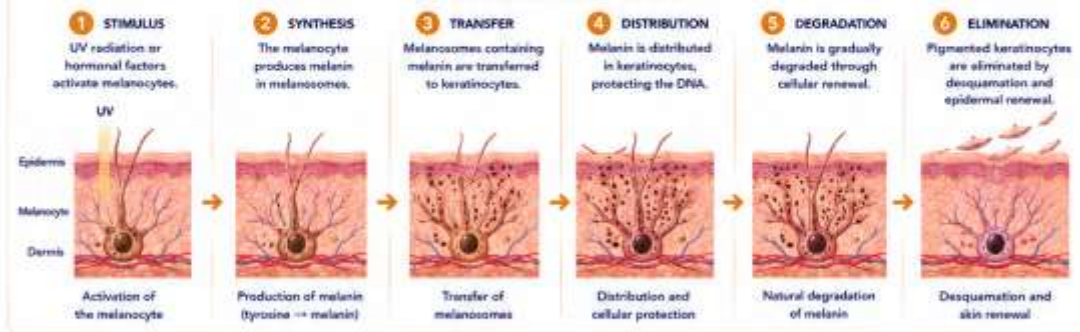
## PIGMENTATION AND MELANIN



BIOLOGICAL PROCESS AND FACTORS THAT REGULATE SKIN PIGMENTATION

Skin pigmentation is determined by the production, distribution and degradation of melanin in melanocytes.

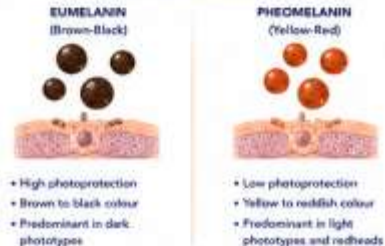
### THE MELANOGENESIS PROCESS



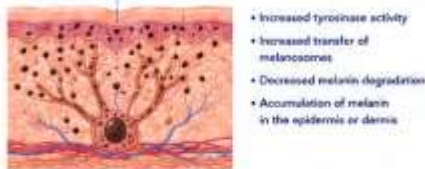
### FACTORS THAT INFLUENCE PIGMENTATION



### TYPES OF MELANIN



### HYPERPIGMENTATION (Increase in melanin)



### MECHANISMS OF HYPERPIGMENTATION AND HYPOPIGMENTATION



### HYPOPIGMENTATION (Decrease in melanin)



### CLINICAL CONSEQUENCES



### FITZPATRICK PHOTOTYPES



### REGULATION AND PIGMENTATION BALANCE



### THERAPDERMA™ KEY INSIGHT

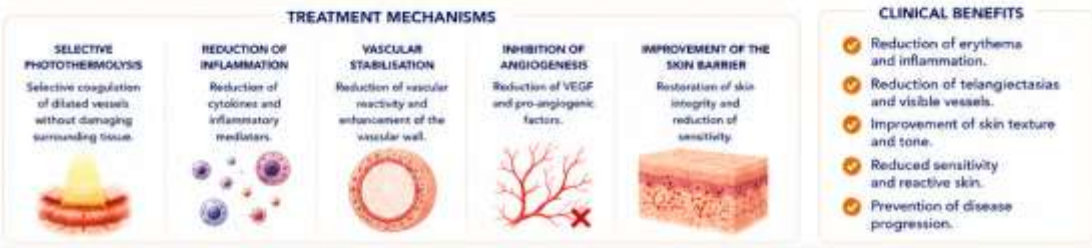
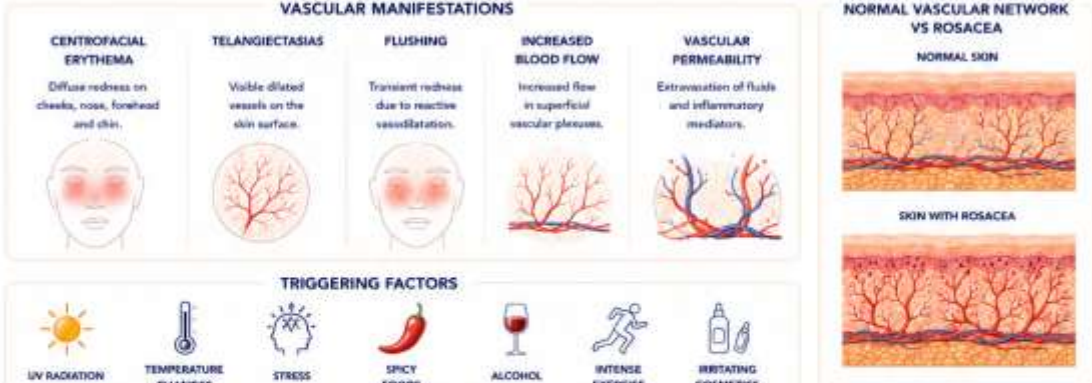
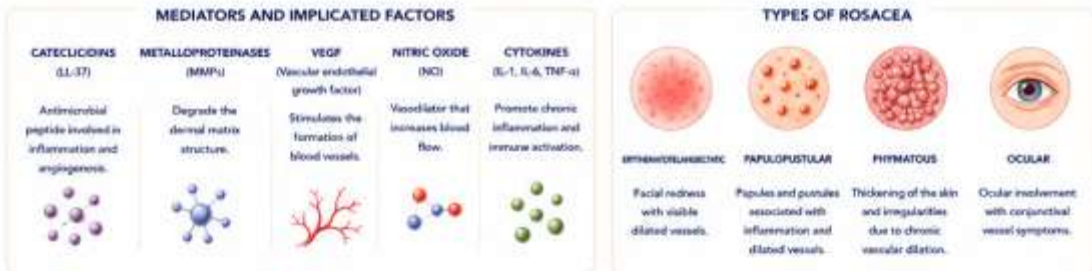
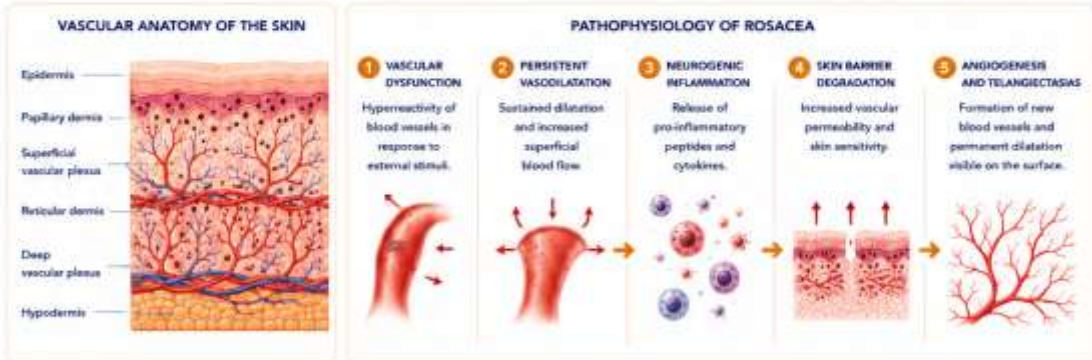
Understanding the anatomy of the hair follicle is essential for selecting the right technologies and mesotherapies that stimulate hair growth, strengthen the hair and improve the health of the scalp.



# ROSACEA AND VASCULARISATION

PATHOPHYSIOLOGY, MECHANISMS AND CLINICAL MANIFESTATIONS

Rosacea is a chronic inflammatory condition characterised by vascular dysfunction, inflammation and altered immune response.



## ANNEX XI – THERAPDERMA™ PRE-TREATMENT CHECKLIST

Patient Name: \_\_\_\_\_

Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Responsible Professional: \_\_\_\_\_

Planned Treatment: \_\_\_\_\_

---

### 1. GENERAL PATIENT ASSESSMENT

- Medical history completed.
  - Informed consent signed.
  - Initial clinical photographs taken.
  - Treatment objectives and expectations explained.
  - Possible side effects explained.
  - Pre- and post-treatment recommendations provided.
- 

### 2. GENERAL CONTRAINDICATIONS

Pregnancy or breastfeeding

Yes

No

Active oncological disease

Yes

No

Active infection in the treatment area

Yes

No

Fever or acute systemic illness

Yes

No

Uncontrolled autoimmune disease

Yes

No

Use of isotretinoin within the last 6 months

Yes

No

Photosensitive epilepsy

Yes

No

Pacemaker or implanted electronic devices

Yes

No

Coagulation disorders

Yes

No

Tendency towards keloid scarring

Yes

No

Known allergies

Yes

No

Please specify:

---

---

### 3. CURRENT MEDICATION

Anticoagulants.

Anti-inflammatory medication.

Corticosteroids.

Antibiotics.

Retinoids.

Photosensitising medication.

Others:

---

### 4. DERMATOLOGICAL ASSESSMENT

Fitzpatrick Skin Phototype

I

II

III

IV

V

VI

Skin Condition

Normal.

Sensitive.

Dehydrated.

Seborrhoeic.

Inflamed.

Reactive.

With active lesions.

---

### 5. RELEVANT MEDICAL HISTORY

Melasma.

Post-inflammatory hyperpigmentation.

Rosacea.

- Recurrent herpes.
  - Hypertrophic scars.
  - Alopecia.
  - Vascular disease.
  - Others:
- 

## 6. TREATMENT-SPECIFIC ASSESSMENT

### IPL

- Recent tanning.
  - Sun exposure within the last 4 weeks.
  - Use of self-tanning products.
  - Photosensitising medication.
  - Patch Test performed.
- 

### DIODE LASER

- Hair type assessed.
  - Phototype recorded.
  - No recent sun exposure.
  - Parameters defined.
  - Patch Test performed.
- 

### RF311

- Absence of metallic implants in the treatment area.
  - Adequate skin integrity.
  - Indications correctly established.
- 

### FRACTIONAL CO<sub>2</sub>

- No recent use of isotretinoin.
  - No active infection.
  - Herpes prophylaxis considered.
  - Recovery time explained.
- 

### MESOTHERAPY

- No known allergies.
  - Product selected.
  - Personalised protocol defined.
  - Treatment session frequency established.
- 

## 7. DOCUMENTATION

- Initial photographs taken.
- Informed consent signed.
- Quotation accepted.

- Treatment plan provided.
- Maintenance programme explained.

---

FINAL APPROVAL

- FIT FOR TREATMENT.
- REQUIRES FURTHER ASSESSMENT.
- TREATMENT POSTPONED.
- CONTRAINDICATED.

---

Clinical observations:

---

---

---

---

Professional's Signature: \_\_\_\_\_

Patient's Signature: \_\_\_\_\_

Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

---

THERAPDERMA™

Professional Clinical Decision Guide

Knowledge • Innovation • Harmony

## **Annex XII – INFORMED CONSENT FOR NON-INVASIVE AND MINIMALLY INVASIVE AESTHETIC MEDICINE PROCEDURES**

### PATIENT DETAILS

Full Name: \_\_\_\_\_

Date of Birth: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Identity Document: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email Address: \_\_\_\_\_

---

### PROFESSIONAL DETAILS

Responsible Professional: \_\_\_\_\_

Clinic/Centre: \_\_\_\_\_

Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

---

### PROCEDURE TO BE PERFORMED

IPL / Phototherapy

Diode Laser

RF311 Radiofrequency

Fractional CO<sub>2</sub> Laser

Cosmetic Mesotherapy

Carboxytherapy

Green Lipo Laser

Face Master

Other: \_\_\_\_\_

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### GENERAL INFORMATION

I declare that I have received clear, sufficient and understandable information regarding the proposed procedure, including:

- Treatment objectives.
- Expected benefits.
- Approximate number of sessions.
- Care instructions before and after the procedure.
- Possible side effects.
- Risks and complications.
- Available therapeutic alternatives.
- Limitations and variability of the results.

I understand that results may vary from one person to another and that no medical or aesthetic procedure can guarantee specific or permanent results.

---

### POSSIBLE SIDE EFFECTS

Depending on the treatment performed, the following may occur:

- Transient erythema.
  - Oedema or inflammation.
  - Temporary sensitivity or discomfort.
  - Dryness or desquamation.
  - Transient hyperpigmentation or hypopigmentation.
  - Crust formation.
  - Ecchymosis.
  - Inflammatory reactions.
  - Reactivation of herpes.
  - Superficial burns.
  - Insufficient results or the need for additional sessions.
  - Other uncommon risks related to the individual patient's response.
- 

#### PATIENT DECLARATIONS

I declare that:

- I have disclosed my medical and dermatological history.
  - I have disclosed all known allergies.
  - I have informed the professional about all medication I am taking.
  - I have informed the professional about pregnancy, breastfeeding or any relevant illnesses.
  - I understand the indications and recommendations provided.
  - I have had the opportunity to ask all necessary questions and have received satisfactory answers.
  - I understand that I may withdraw my consent before the procedure.
- 

#### AUTHORISATION FOR CLINICAL PHOTOGRAPHS

I authorise the taking of clinical photographs for the purposes of:

- Clinical follow-up.
  - Medical documentation.
  - Internal professional training.
  - Scientific or educational publications (while always preserving my identity).
  - I do not authorise the use of images.
- 

#### PATIENT CONSENT

After having received all the necessary information and having all my questions answered:

- I VOLUNTARILY CONSENT to the performance of the described treatment.
  - I DO NOT CONSENT to the performance of the treatment.
- 

#### FINAL DECLARATION

I understand that:

- Results may vary according to individual characteristics.
- Additional sessions may be necessary.

- Maintenance forms part of the long-term success of the treatment.
- I must follow the recommendations provided by the professional.

---

PATIENT'S SIGNATURE

Name:

---

Signature:

---

Date:

\_\_\_ / \_\_\_ / \_\_\_\_\_

---

PROFESSIONAL'S SIGNATURE

Name:

---

Signature:

---

Date:

\_\_\_ / \_\_\_ / \_\_\_\_\_

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LEGAL NOTICE

This document constitutes a general informed consent for non-invasive and minimally invasive aesthetic medicine procedures. Each country or jurisdiction may require additional legal clauses. It is recommended that this document be adapted to the applicable legislation in force in the country where it is used.

## Annex XIII – Skin Phototypes



**THERAPDERMA™**  
MEDICAL AESTHETIC SOLUTIONS

# FITZPATRICK™ PHOTOTYPE TABLE



PHOTOTYPE	SKIN COLOUR	HAIR AND EYE COLOUR	REACTION TO SUN	TENDENCY TO BURN	TANNING ABILITY	RISK OF HYPERPIGMENTATION	RECOMMENDED TECHNOLOGIES
I	Very fair, freckles	Red or strawberry blond, light eyes	Always burns	Very high	Never or minimal	Low	IPL, CO <sub>2</sub> , RF311, Face Master, Mesotherapy
II	Fair	Blond or light brown, light eyes	Burns easily	High	Slight	Low	IPL, CO <sub>2</sub> , RF311, Face Master, Mesotherapy
III	Fair to beige	Brown	Sometimes burns	Moderate	Progressive and even	Moderate	IPL, CO <sub>2</sub> , RF311, Diode 755/808 nm, Mesotherapy
IV	Light brown or olive	Dark brown	Rarely burns	Low	Easy and rapid	Moderate-High	IPL with caution, RF311, Diode 808/940 nm, Mesotherapy
V	Dark brown	Black	Very rarely burns	Very low	Very easy	High	Diode 940/1064 nm, RF311, Face Master, Mesotherapy
VI	Black	Black	Never burns	Virtually none	Maximum	Very high	Diode 1064 nm, RF311, Face Master, Mesotherapy

 **IPL AND PHOTOTHERAPY**

PHOTOTYPE	RECOMMENDATION
I	✔ Excellent candidate
II	✔ Excellent candidate
III	✔ Good candidate
IV	⚠ Use conservative parameters and Patch Test
V	✘ Generally not recommended
VI	✘ Contraindicated

 **DIODE LASER FOR HAIR REMOVAL**

PHOTOTYPE	RECOMMENDED WAVELENGTH
I	755 nm
II	755 nm
III	755 nm or 808 nm
IV	808 nm
V	940 nm or 1064 nm
VI	1064 nm

 **FRACTIONAL CO<sub>2</sub> LASER**

PHOTOTYPE	RECOMMENDATION
I	✔ Excellent candidate
II	✔ Excellent candidate
III	✔ Good candidate
IV	⚠ Caution and reduced parameters
V	⚠ High risk of hyperpigmentation
VI	✘ Generally not recommended

 **RF311 RADIOFREQUENCY**

PHOTOTYPE	RECOMMENDATION
I	✔
II	✔
III	✔
IV	✔
V	✔
VI	✔

 **MESOTHERAPY AND FACE MASTER**

PHOTOTYPE	RECOMMENDATION
I	✔
II	✔
III	✔
IV	✔
V	✔
VI	✔

**SKIN TONE SCALE**



**THERAPDERMA™ RECOMMENDATIONS**



Always perform an individual patient assessment.



Record the phototype in the clinical history.



Consider a history of hyperpigmentation and post-inflammatory status.



Always perform a Patch Test in procedures with energy when there is any clinical doubt.



Adjust treatment parameters according to the phototype and tissue response.

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MEDICAL AESTHETIC SOLUTIONS

PROFESSIONAL CLINICAL DECISION GUIDE

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## Annex XIV – General Contraindications

### THERAPDERMA™ GENERAL CONTRAINDICATIONS

#### PRE-TREATMENT SAFETY ASSESSMENT

Before performing any aesthetic medicine procedure, the professional must carry out a complete clinical assessment to identify possible absolute or relative contraindications.

---

#### ABSOLUTE CONTRAINDICATIONS

The following situations generally contraindicate the performance of treatment:

##### Patient's General Condition

- Pregnancy.
- Breastfeeding (depending on the procedure).
- Active oncological disease.
- Fever or acute systemic infection.
- Compromised general condition.

##### Infectious Diseases

- Active infection in the treatment area.
- Uncontrolled bacterial, viral or fungal infections.
- Active herpes.

##### Dermatological Conditions

- Active dermatitis.
- Active psoriasis in the treatment area.
- Open skin lesions.
- Recent burns.

##### Autoimmune Diseases

- Decompensated autoimmune diseases.
- Active systemic inflammatory processes.

##### Coagulation Disorders

- Severe coagulopathies.
- Active bleeding.
- Significant haematological disorders.

##### Implanted Medical Devices

- Pacemakers.
- Implantable defibrillators.
- Electrical stimulators.

(Particularly relevant for radiofrequency and certain electromedical devices.)

---

#### RELATIVE CONTRAINDICATIONS

Treatment may only be performed following an appropriate professional assessment.

##### Medication

- Anticoagulants.
- Systemic corticosteroids.
- Oral retinoids.

- Photosensitising medication.
- Immunosuppressants.

#### Clinical Conditions

- Uncontrolled diabetes.
- Uncontrolled hypertension.
- Tendency towards keloid scarring.
- Decompensated endocrine disorders.

#### Dermatological History

- Post-inflammatory hyperpigmentation.
  - Recurrent melasma.
  - Severe rosacea.
  - Extremely sensitive skin.
- 

### TECHNOLOGY-SPECIFIC CONTRAINDICATIONS

#### IPL AND PHOTOTHERAPY

##### Absolute Contraindications

- Phototype VI.
- Recent sun exposure.
- Active tanning.
- Recent use of self-tanning products.
- Photosensitising medication.

##### Relative Contraindications

- Melasma.
  - History of hyperpigmentation.
- 

#### DIODE LASER

##### Absolute Contraindications

- Recent tanning.
- Intense sun exposure.
- Active infection in the treatment area.

##### Relative Contraindications

- Recent depigmenting treatments.
  - Uncontrolled hormonal disorders.
- 

#### RF311 RADIOFREQUENCY

##### Absolute Contraindications

- Pacemakers.
- Pregnancy.
- Electronic implants.

##### Relative Contraindications

- Metallic implants close to the treatment area.
  - Active inflammatory diseases.
- 

#### FRACTIONAL CO<sub>2</sub> LASER

##### Absolute Contraindications

- Use of isotretinoin within the last 6 months.
- Active infection.
- Active herpes.

Relative Contraindications

- Higher phototypes.
- Tendency towards hyperpigmentation.
- Tendency towards abnormal scarring.

COSMETIC MESOTHERAPY





Absolute Contraindications

- Known hypersensitivity to any component.
- Active local infection.
- Decompensated systemic disease.






Relative Contraindications

- Pregnancy.
- Breastfeeding.
- Autoimmune diseases.

QUICK SAFETY CLASSIFICATION

Situation	Action
Absolute contraindication	 Do not perform the treatment
Relative contraindication	 Assess individually
Clinical uncertainty	 Postpone the treatment
Complex situation	 Medical referral

THERAPDERMA™ REMINDER

-  Patient safety is always the priority.
-  In the event of any clinical uncertainty, do not perform the procedure until the assessment has been completed.
-  Document all contraindications in the patient's medical history.
-  Always obtain informed consent before treatment.
-  Adapt protocols according to the individual characteristics of each patient.

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GENERAL CONTRAINDICATIONS

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**Annex XV – Session Frequency**  
**THERAPDERMA™ SESSION FREQUENCY**  
**QUICK TREATMENT PLANNING GUIDE**

The frequency of sessions may vary according to the diagnosis, the patient's response and the clinical objectives. The following recommendations constitute a guideline for professional practice.

---

**FACIAL REJUVENATION**

Treatment	Initial Frequency	No. of Sessions	Maintenance
Mesolifting	Every 15 days	4–6 sessions	Every 2–3 months
PDRN Renaissance	Every 15–21 days	4 sessions	Quarterly
Hyaluronic Acid	Every 15–21 days	3–4 sessions	Every 4–6 months
Skin Flash	Every 15 days	3 sessions	As required
Forever Young	Every 15 days	4 sessions	Quarterly

---

**IPL – REJUVENATION AND PIGMENTATION**

Indication	Frequency	No. of Sessions	Maintenance
Rejuvenation	Every 3–4 weeks	3–5 sessions	Every 6 months
Solar pigmentation	Every 4 weeks	2–4 sessions	Annually
Rosacea	Every 3–4 weeks	3–6 sessions	Every 6 months
Active acne	Every 2–3 weeks	4–6 sessions	According to progress

---

**RF311 RADIOFREQUENCY**

Indication	Frequency	No. of Sessions	Maintenance
Facial laxity	Every 3–4 weeks	4 sessions	Every 6 months
Body laxity	Every 3–4 weeks	4–6 sessions	Every 6 months
Stretch marks	Every 4 weeks	4–6 sessions	Annually
Scars	Every 4 weeks	3–6 sessions	According to progress

---

**FRACTIONAL CO<sub>2</sub> LASER**

Indication	Frequency	No. of Sessions	Maintenance
Rejuvenation	Every 8–12 weeks	1–3 sessions	Annually
Acne scars	Every 8–12 weeks	2–4 sessions	According to progress
Stretch marks	Every 8–12 weeks	2–4 sessions	Annually
Intimate rejuvenation	Every 6–8 weeks	2–3 sessions	Annually

---

## DIODE LASER HAIR REMOVAL

Area	Initial Frequency	Approximate Number of Sessions	Maintenance
Facial	Every 4–6 weeks	8–12 sessions	Annually
Body	Every 6–8 weeks	6–10 sessions	Annually
Hormonal	Every 4–6 weeks	Variable	Individualised

---

## BODY PROTOCOLS

### Localised Fat

Treatment	Frequency	No. of Sessions	Maintenance
Thin Body	Weekly	6–10 sessions	Quarterly
Green Lipo Laser	Weekly	6–8 sessions	Every 6 months
California Look	Weekly	6 sessions	Quarterly
Fitness Body	Weekly	6 sessions	Quarterly

---

### Cellulite

Type	Frequency	No. of Sessions	Maintenance
Adipose	Weekly	8 sessions	Monthly
Oedematous	Weekly	6–8 sessions	Monthly
Fibrous	Weekly	8–10 sessions	Monthly
Flaccid	Every 10–15 days	6–8 sessions	Monthly

---

## HAIR PROTOCOLS

Treatment	Frequency	No. of Sessions	Maintenance
Golden Hair	Every 15 days	6 sessions	Every 2–3 months
More Hair	Every 15 days	6 sessions	Quarterly
General Alopecia	Every 15 days	6–8 sessions	Quarterly
Bioneedle + Mesotherapy	Every 3–4 weeks	4–6 sessions	Every 6 months

---

## THERAPDERMA™ MAINTENANCE PROGRAMMES

Programme	Recommended Frequency
Anti-ageing	Every 3–6 months
Rosacea	Every 6 months
Pigmentation	Annually
Cellulite	Monthly
Body remodelling	Quarterly
Hair	Every 2–3 months
Intimate rejuvenation	Annually

---

#### GENERAL RECOMMENDATIONS

- ✓ Always individualise the protocol according to the diagnosis.
- ✓ Reassess the patient at each session.
- ✓ Document clinical progress through photographs and records.
- ✓ Explain to the patient the importance of maintenance in order to optimise and prolong the results.

---

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SESSION FREQUENCY

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## **Annex XVI – MAINTENANCE PROGRAMMES**

### **THERAPDERMA™ MAINTENANCE PROGRAMMES**

### **LOYALTY AND THERAPEUTIC CONTINUITY GUIDE**

Maintenance is an essential part of any aesthetic medicine treatment. It helps preserve the results achieved, delay the ageing process and improve patient satisfaction and loyalty.

---

#### **ANTIAGING ESSENTIAL™ PROGRAMME**

##### Indication

Patients with early signs of ageing.

##### Objectives

- Maintain hydration.
- Preserve radiance.
- Prevent collagen loss.

##### Frequency

Every 3 months.

##### Recommended Protocol

- Face Master
  - Mesolifting
  - Miami Skin
  - Skin Flash
- 

#### **ANTIAGING PREMIUM™ PROGRAMME**

##### Indication

Moderate skin laxity and photoageing.

##### Objectives

- Maintain firmness.
- Stimulate collagen and elastin.
- Improve skin quality.

##### Frequency

Every 3–4 months.

##### Recommended Protocol

- RF311
  - PDRN Renaissance
  - Hyaluronic Acid
  - Forever Young
- 

#### **PIGMENT CORRECT™ PROGRAMME**

##### Indication

Melasma, solar pigmentation and hyperpigmentation.

##### Objectives

- Maintain an even skin tone.
- Reduce the risk of recurrence.

##### Frequency

Every 6–12 months.

Recommended Protocol

- IPL
  - Repaired Skin
  - Biorevital Detox
- 

#### ROSACEA CONTROL™ PROGRAMME

Indication

Rosacea and chronic erythema.

Objectives

- Reduce inflammation.
- Maintain vascular stability.

Frequency

Every 6 months.

Recommended Protocol

- IPL
  - Biorevital Detox
  - Face Master Calm Program
- 

#### ACNE BALANCE™ PROGRAMME

Indication

Controlled acne and acne-prone skin.

Objectives

- Regulate sebaceous activity.
- Prevent recurrence.

Frequency

Every 2–3 months.

Recommended Protocol

- IPL
  - Biorevital Detox
  - Face Master Purifying Program
- 

#### BODY CONTOUR™ PROGRAMME

Indication

Body remodelling and localised fat.

Objectives

- Maintain body contours.
- Prevent volume regain.

Frequency

Every 3 months.

Recommended Protocol

- Green Lipo Laser
- Thin Body
- California Look
- Fitness Body

---

#### CELLULITE CONTROL™ PROGRAMME

##### Indication

All types of cellulite.

##### Objectives

- Maintain microcirculation.
- Reduce fluid retention and irregularities.

##### Frequency

Monthly.

##### Recommended Protocol

- RF311
- Miami Body
- Fat Preventor
- Complementary drainage

---

#### HAIR MAINTENANCE™ PROGRAMME

##### Indication

Patients with stabilised alopecia.

##### Objectives

- Maintain hair density.
- Prolong the results achieved.

##### Frequency

Every 2–3 months.

##### Recommended Protocol

- Golden Hair
- More Hair
- General Alopecia
- Bioneedle as required

---

#### SCAR REPAIR™ PROGRAMME

##### Indication

Treated scars and stretch marks.

##### Objectives

- Continue dermal regeneration.
- Maintain improvement in skin texture.

##### Frequency

Every 6 months.

##### Recommended Protocol

- RF311 or CO<sub>2</sub>
- PDRN Renaissance
- Scar Free

---

#### INTIMATE REJUVENATION™ PROGRAMME

##### Indication

Female intimate rejuvenation.

#### Objectives

- Maintain hydration and tissue quality.
- Prolong functional and aesthetic results.

#### Frequency

Annually.

#### Recommended Protocol

- Fractional CO<sub>2</sub> or RF311
- Hyaluronic Acid

---

#### THERAPDERMA™ QUICK MAINTENANCE TABLE

Programme	Frequency
Antiaging Essential™	Every 3 months
Antiaging Premium™	Every 3–4 months
Pigment Correct™	Every 6–12 months
Rosacea Control™	Every 6 months
Acne Balance™	Every 2–3 months
Body Contour™	Every 3 months
Cellulite Control™	Monthly
Hair Maintenance™	Every 2–3 months
Scar Repair™	Every 6 months
Intimate Rejuvenation™	Annually

---

#### THERAPDERMA™ PHILOSOPHY

Treatment does not end when the desired result is achieved.

True clinical success is achieved through maintenance and patient loyalty.

---

#### THERAPDERMA™

#### MAINTENANCE PROGRAMMES

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**Annex XVII – TherapDerma Combination Table**  
**THERAPDERMA™ COMBINATION TABLE**  
**INTELLIGENT PROTOCOLS AND THERAPEUTIC SYNERGIES**

The TherapDerma™ philosophy is based on the strategic combination of technologies and mesotherapies to achieve more comprehensive, natural and long-lasting results.

---

**FACIAL REJUVENATION**

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Dull skin	Face Master	Mesolifting	Antiaging Essential™
Deep hydration	Face Master	Hyaluronic Acid	Antiaging Essential™
Photoageing	IPL	PDRN Renaissance	Antiaging Premium™
Initial skin laxity	RF311	PDRN Renaissance	Antiaging Premium™
Moderate skin laxity	RF311	Forever Young	Antiaging Premium™
Uneven texture	CO <sub>2</sub>	PDRN + Hyaluronic Acid	Ultimate Rejuvenation™
Global rejuvenation	IPL + RF311	PDRN + Hyaluronic Acid	Antiaging Premium™

---

**PIGMENTATION AND MELASMA**

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Solar pigmentation	IPL	Repaired Skin	Pigment Correct™
Superficial melasma	IPL	Repaired Skin	Pigment Correct™
Deep melasma	Q-Switched	Repaired Skin	Pigment Correct™
Post-inflammatory hyperpigmentation	IPL	Biorevital Detox	Pigment Correct™

---

**ROSACEA AND VASCULAR CONDITIONS**

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Diffuse erythema	IPL	Biorevital Detox	Rosacea Control™
Vascular rosacea	IPL	Biorevital Detox	Rosacea Control™
Sensitive and reactive skin	Face Master	Miami Skin	Rosacea Control™

---

**ACNE AND SCARS**

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Active acne	IPL	Biorevital Detox	Acne Balance™

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Post-acne marks	RF311	PDRN Renaissance	Acne Balance™
Superficial scars	RF311	Scar Free	Scar Repair™
Deep scars	CO <sub>2</sub>	PDRN + Scar Free	Scar Repair™

---

#### STRETCH MARKS AND DERMAL REPAIR

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Recent stretch marks	RF311	PDRN Renaissance	Scar Repair™
Mature stretch marks	CO <sub>2</sub>	Scar Free	Scar Repair™
Global dermal repair	RF311 + CO <sub>2</sub>	PDRN + Scar Free	Scar Repair™

---

#### CELLULITE

Type of Cellulite	Main Technology	Complementary Mesotherapy	Maintenance Programme
Adipose	RF311 + Green Lipo	Thin Body	Cellulite Control™
Oedematous	RF311	Miami Body + Fat Preventor	Cellulite Control™
Fibrous	RF311 + Green Lipo	California Look	Cellulite Control™
Flaccid	RF311	Fitness Body + Fat Preventor	Cellulite Control™

---

#### LOCALISED FAT

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Volume reduction	Green Lipo Laser	Thin Body	Body Contour™
Body remodelling	Green Lipo + RF311	Thin Body + Fitness Body	Body Contour™
Body contouring	Green Lipo + RF311	California Look	Body Contour™

---

#### HAIR

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Initial hair loss	Bioneedle H24	Golden Hair	Hair Maintenance™
Moderate alopecia	Bioneedle H24	More Hair	Hair Maintenance™
Advanced alopecia	Bioneedle H24	General Alopecia	Hair Maintenance™
Hair maintenance	Bioneedle H24	Golden Hair + More Hair	Hair Maintenance™

---

## INTIMATE REJUVENATION

Clinical Objective	Main Technology	Complementary Mesotherapy	Maintenance Programme
Dryness and atrophy	Fractional CO <sub>2</sub>	Hyaluronic Acid	Intimate Rejuvenation™
Global rejuvenation	RF311	Hyaluronic Acid	Intimate Rejuvenation™

---

## THERAPDERMA™ PREMIUM COMBINATIONS

Exclusive Protocol	Combination
Ultimate Rejuvenation™	IPL + RF311 + PDRN + Hyaluronic Acid
Antiaging Premium™	RF311 + PDRN Renaissance
Pigment Correct™	IPL + Repaired Skin
Rosacea Control™	IPL + Biorevital Detox
Body Contour™	Green Lipo + Thin Body
Cellulite Control™	RF311 + Specific Mesotherapy
Hair Maintenance™	Bioneedle + Hair Mesotherapy

---

## THERAPDERMA™ PHILOSOPHY

The appropriate combination of technologies and mesotherapies makes it possible to achieve superior, more natural results and greater patient loyalty.

---

## THERAPDERMA™

### THERAPDERMA™ COMBINATION TABLE

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---

**Annex XVIII – Clinic KPIs**  
**THERAPDERMA™ CLINIC KPIs**

**KEY PERFORMANCE INDICATORS FOR AESTHETIC MEDICINE CLINICS**

Managing a modern clinic requires the objective measurement of activity, profitability and patient satisfaction. The following KPIs make it possible to evaluate performance and make strategic decisions based on data.

---

**1. COMMERCIAL KPIs**

**New Patients**

Formula:

Number of new patients per month.

Recommended target:

≥ 20 new patients/month.

---

**Conversion Rate**

Formula:

$(\text{Patients accepting treatment} \div \text{Patients assessed}) \times 100$

Recommended target:

≥ 60%

---

**Average Ticket**

Formula:

$\text{Total turnover} \div \text{Number of patients.}$

Recommended target

- Start-up clinic: > €250
- Established clinic: > €400
- Premium clinic: > €600

---

**Monthly Turnover**

Formula:

Total monthly revenue.

Recommended target

Annual growth:

≥ 15%

---

**2. PATIENT LOYALTY KPIs**

**Repeat Rate**

Formula:

$(\text{Returning patients} \div \text{Total patients}) \times 100$

Recommended target:

≥ 60%

---

#### Patients in Annual Programmes

Formula:

$(\text{Patients with active maintenance programmes} \div \text{Total patients}) \times 100$

Recommended target:

$\geq 40\%$

---

#### Average Patient Lifetime

Recommended target:

More than 24 months.

---

#### Patient Lifetime Value (LTV)

Formula:

$\text{Average Ticket} \times \text{Average Number of Visits} \times \text{Patient Lifetime.}$

Recommended target:

Continuous annual growth.

---

### 3. OPERATIONAL KPIs

#### Appointment Occupancy Rate

Formula:

$(\text{Booked hours} \div \text{Available hours}) \times 100$

Recommended target:

70%–85%

---

#### Cancellations

Formula:

$(\text{Cancelled appointments} \div \text{Scheduled appointments}) \times 100$

Recommended target:

$< 10\%$

---

#### No-Shows

Formula:

$(\text{Patients absent} \div \text{Scheduled appointments}) \times 100$

Recommended target:

$< 5\%$

---

#### Average Treatment Time

Should be measured to optimise:

✓ Profitability.

✓ Productivity.

✓ Patient experience.

---

### 4. CLINICAL KPIs

#### Patient Satisfaction

Formula:

$$(\text{Satisfied patients} \div \text{Treated patients}) \times 100$$

Recommended target:

≥ 90%

---

Clinical Incidents

Formula:

$$(\text{Number of incidents} \div \text{Treatments performed}) \times 100$$

Recommended target:

< 1%

---

Signed Informed Consents

Recommended target:

100%

---

Clinical Photographs Taken

Recommended target:

100%

---

Protocol Compliance

Recommended target:

≥ 95%

---

5. FINANCIAL KPIs

Profitability per Treatment

Formula:

Revenue – Direct costs.

---

Profitability per Technology

Formula:

Revenue generated by the equipment ÷ Total investment cost.

---

ROI (Return on Investment)

Formula:

$$(\text{Profit generated} \div \text{Investment}) \times 100$$

---

Payback Period

Recommended target:

Between 12 and 24 months.

---

6. MARKETING KPIs

Social Media Conversion

Formula:

$$(\text{Patients acquired} \div \text{Leads received}) \times 100$$

---

### Patient Acquisition Cost (CAC)

Formula:

Marketing investment ÷ New patients.

---

### Referral Rate

Formula:

(Referred patients ÷ New patients) × 100

Recommended target:

≥ 30%

---

### THERAPDERMA™ DASHBOARD

Indicator	Target
New patients	≥ 20/month
Conversion	≥ 60%
Average ticket	> €400
Repeat rate	≥ 60%
Annual programmes	≥ 40%
Satisfaction	≥ 90%
Appointment occupancy	70–85%
No-show	< 5%
Clinical incidents	< 1%
Signed consents	100%
Clinical photographs	100%
ROI	Positive before 24 months

---

### THERAPDERMA™ MASTER KPI

THE TRUE SUCCESS OF A CLINIC IS MEASURED BY:

Satisfied Patients + Loyalty + Profitability + Sustainable Growth

---

### THERAPDERMA™

CLINIC KPIs

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**THERAPDERMA®**  
— TECHNOLOGY —



**NO VENDEMOS EQUIPOS.  
CREAMOS  
CLÍNICAS DE ÉXITO.**

*Donde la Ciencia encuentra la Belleza.*

Tecnología. Formación. Protocolos. Rentabilidad.  
Todo un ecosistema diseñado para transformar  
clínicas en negocios de éxito.



TECNOLOGÍA  
AVANZADA



FORMACIÓN  
ESPECIALIZADA



PROTOCOLOS  
CLÍNICOS



RENTABILIDAD  
ASEGURADA



FIDELIZACIÓN  
DE PACIENTES



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