

THE LARGEST  
DIODE LASER  
FAMILY  
FOR HAIR  
REMOVAL



**M**  
milesman

**Milesman** is a company doing business in more than 30 countries and who researches and manufactures advanced technology medical laser equipment.

It is divided into departments specializing in Laser Physics, Dermatology, Advanced Optics, Thermodynamics and Laser Chemistry among others. The production and R&D functions are performed at different locations in Europe and the United States.

The company makes use of its own technology developed in conjunction with prestigious universities and international research centers which provides a solid base and excess capacity for sustained growth in the coming years.



PARTS 

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ABOUT **LASERS** and **HAIR**

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ABOUT **TREATMENT**

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SPECIAL FEATURES THAT MAKES  
**MILESMAN** COMPACT A **UNIQUE**  
**TECHNOLOGY**

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HAIR REMOVAL **MARKET**

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**THE LARGEST  
DIODE LASER  
FAMILY  
FOR HAIR  
REMOVAL**



**M**

01

**ABOUT  
LASERS  
and  
HAIR**

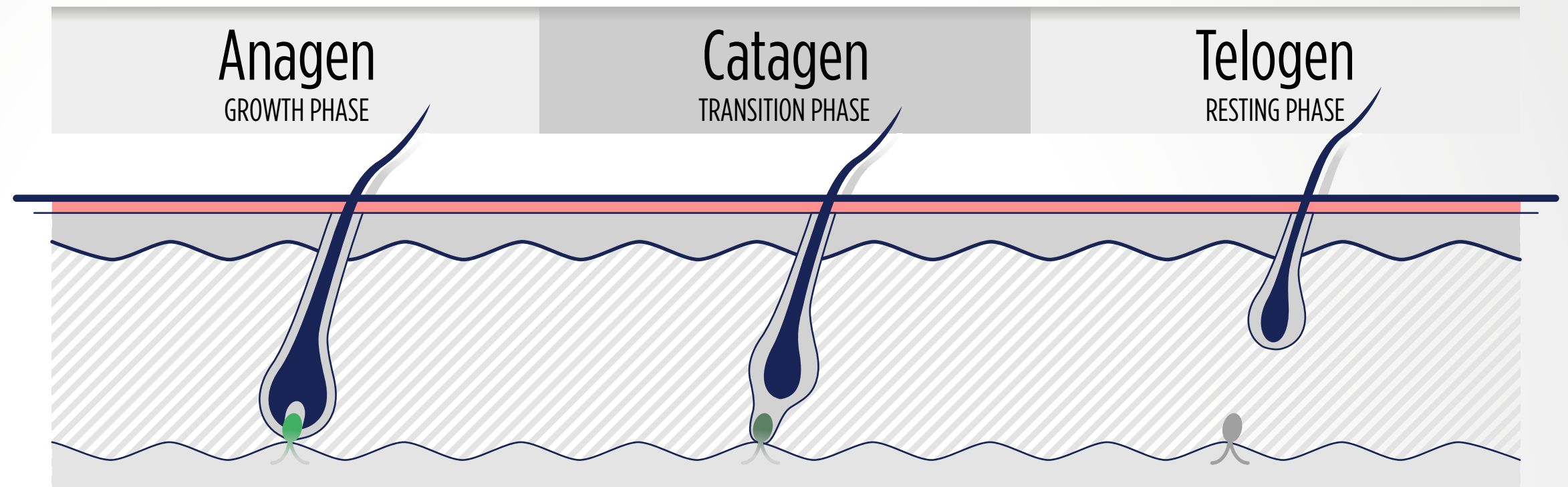




About lasers and hair

01

## HAIR PHASES



It is the active growth phase of hair follicles during which the root of the hair is dividing rapidly, adding to the hair shaft. During this phase the hair grows about 1 cm every 28 days.

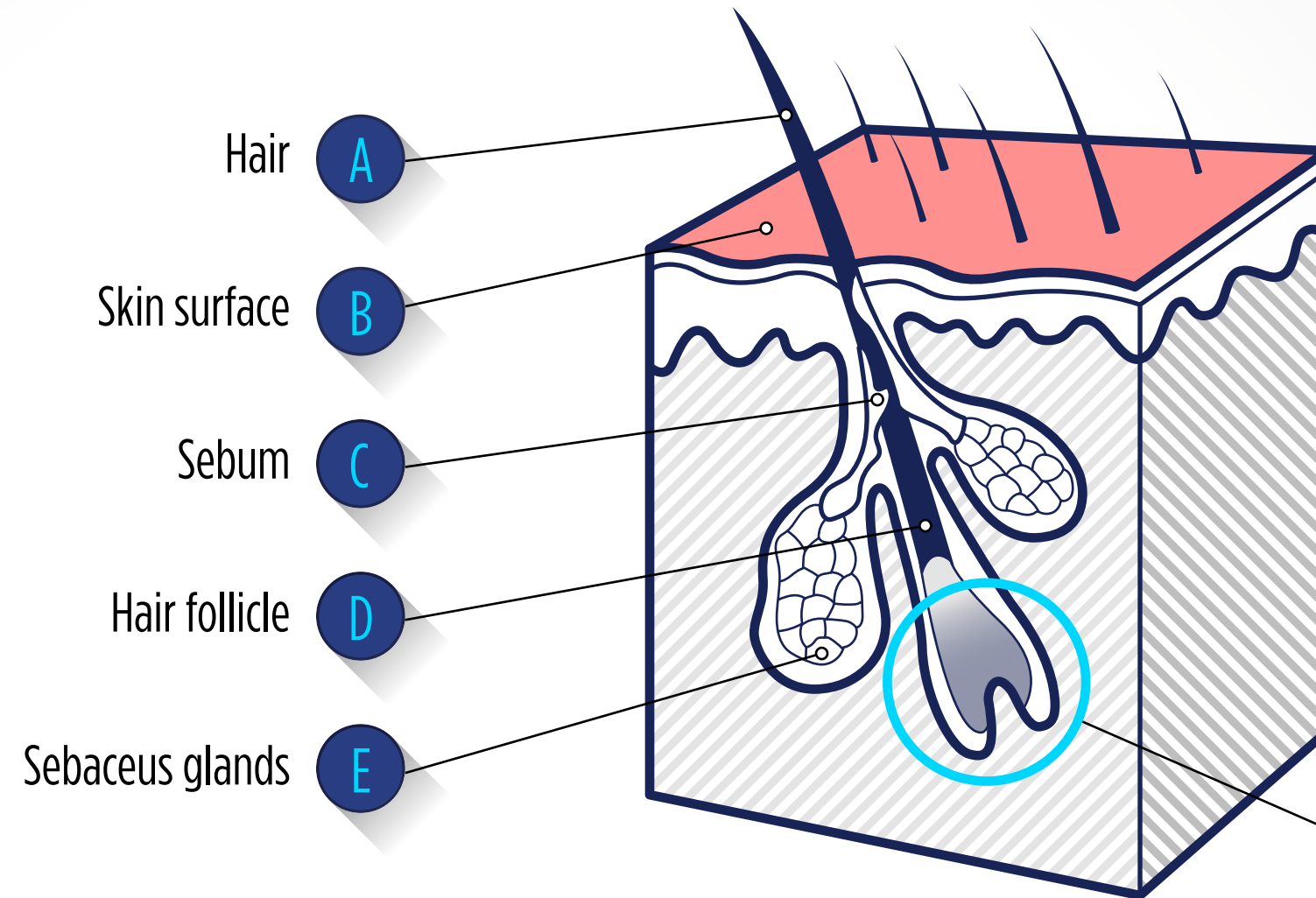
It is a short transition stage that occurs at the end of the anagen phase. It is the end of the active hair growth phase. This phase lasts for about 2 to 3 weeks. This process cuts the hair off from its blood supply and from the cells that produce new hair.

It is the resting phase of the hair follicle. In this phase there is no hair shaft or recognizable follicular structures.

About lasers and hair

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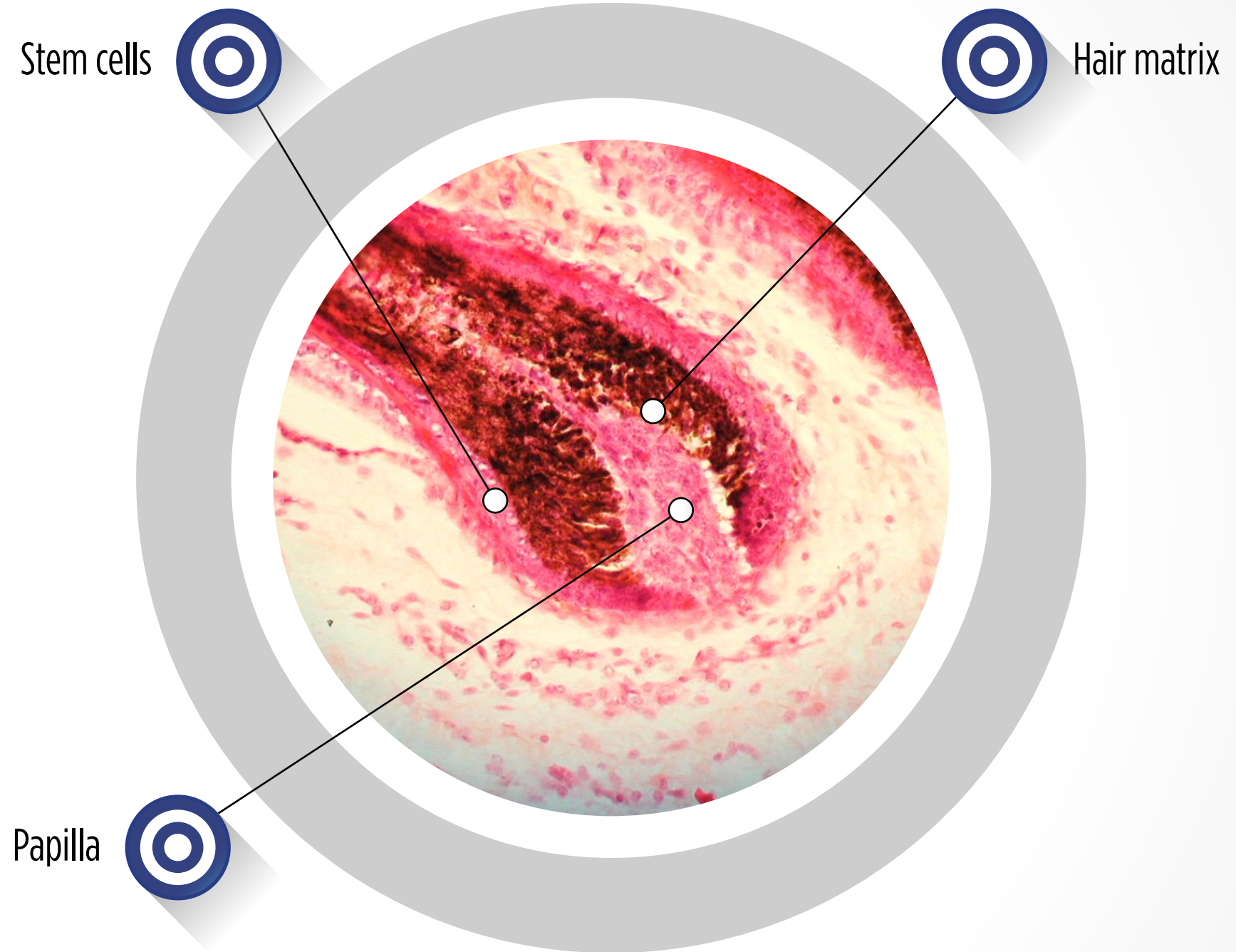
# HAIR REMOVAL LASER TARGETS



About lasers and hair

01

# HAIR REMOVAL LASER TARGETS





About lasers and hair

01

## MAIN CONCEPTS



### Main concepts

The targets of laser hair removal (matrix, papilla and stem cells) have to be denaturalized and coagulated to avoid the hair growing.

The way to best do this is by applying heat to the hair shaft so that it transmits the **NECESSARY** heat to damage and coagulate stem cells, matrixes and papillas.

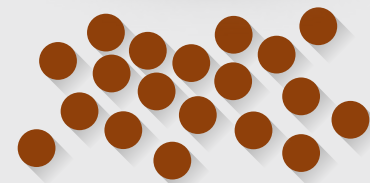
About lasers and hair

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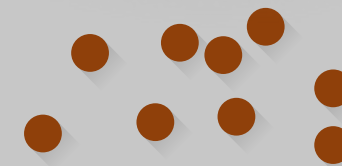
## MELANIN

Pigment is responsible for the color of skin, eyes and **HAIR**

## Melanin



HIGH CONCENTRATION OF MELANIN, DARK HAIR AND BLACK SKIN



LOW CONCENTRATION OF MELANIN, LIGHT HAIR AND WHITE SKIN

# HEATING A HAIR FOLLICLE

## Heating a hair follicle

### Wavelength

The laser light must have the proper wavelength which provides adequate absorption by the melanin but little by other pigments. (THEORY OF SELECTIVE PHOTOTHERMOLYSIS)

### Pulse duration

The laser light has to be delivered over a short time such that the melanin does not get overheated causing damage to the skin. Therefore it is said that the pulse duration must be shorter than the thermal relaxation time of the tissue in the treatment area.

### Energy density

The laser light has to be delivered with a precise energy so that the melanin does not overheat and generate thermal damage to the skin.

About lasers and hair

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## MAIN CONCEPTS

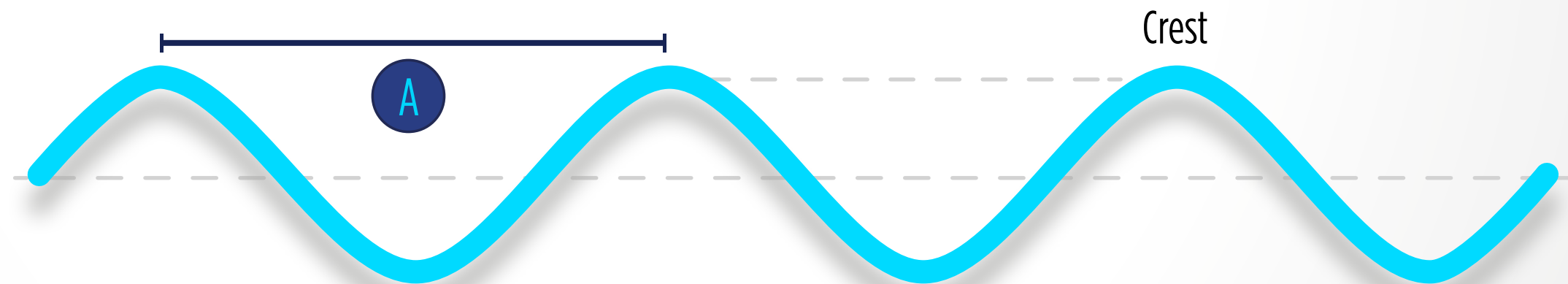


# WAVELENGTH

A Wavelength

## Definition:

Shortest distance at which the entire wave pattern is repeated, usually measured from crest to crest. The **wavelength** in the visible spectrum determines its color of the output laser.



About lasers and hair

01

# MAIN CONCEPTS



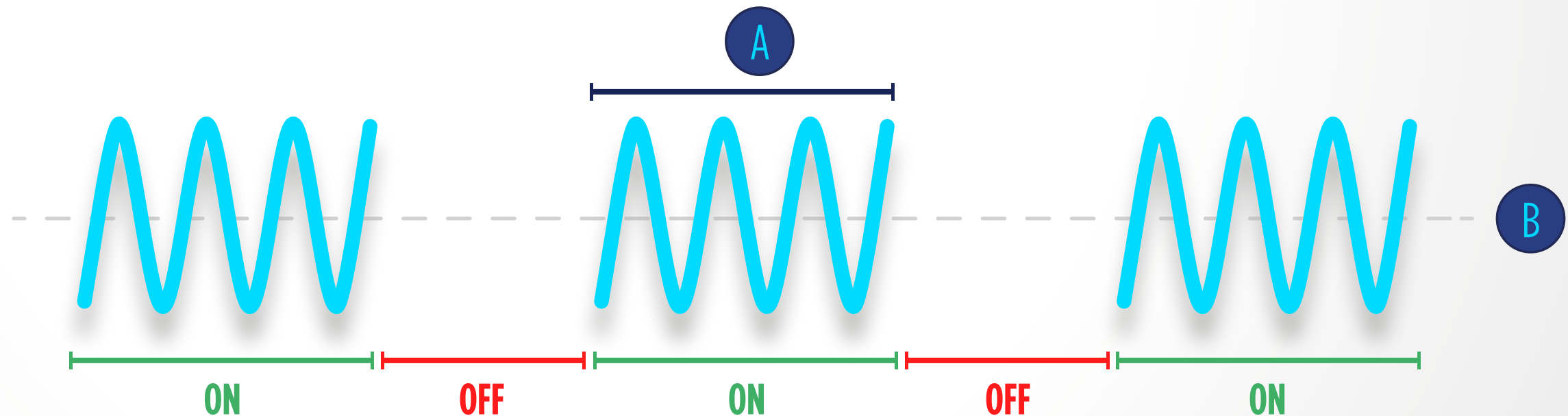
## PULSE LENGTH

### Definition:

Pulsed lasers, as opposed to continuous lasers, emit laser energy in short, repetitive bursts. The duration of that pulse is called **PULSE LENGTH**.

A Pulse length

B Time





About lasers and hair

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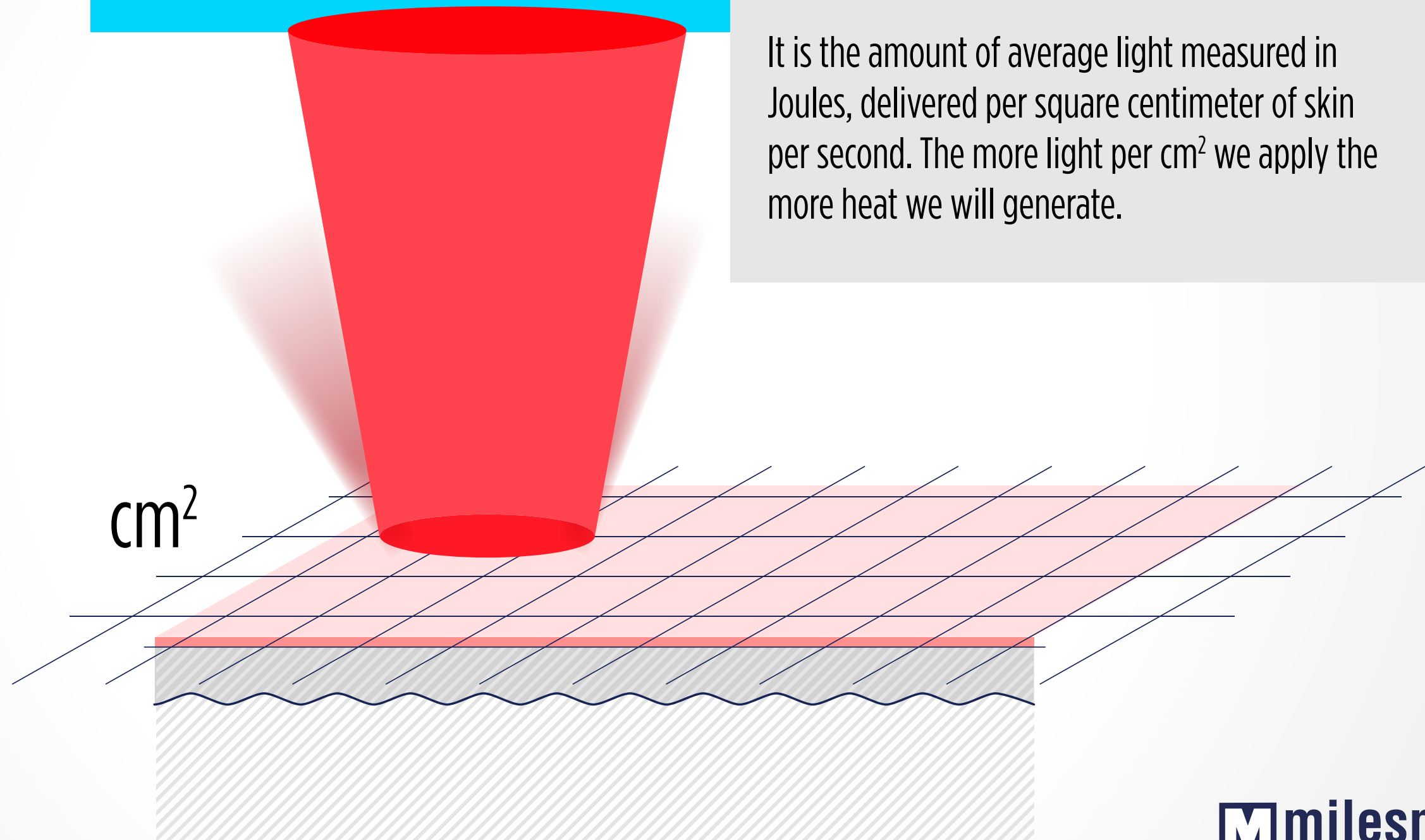
## MAIN CONCEPTS



# FLUENCE

## Definition:

It is the amount of average light measured in Joules, delivered per square centimeter of skin per second. The more light per  $\text{cm}^2$  we apply the more heat we will generate.



About lasers and hair

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# SUMMARY OF THE **FORMULA** FOR A **LASER** TO WORK FOR HAIR REMOVAL AND BE EFFECTIVE...

## Heating

Heating the hair enough to heat, damage and coagulate the stem cells and the papila, responsible for hair growth.

## Melanin

The way to heat hair is by the emission of a **laser** that is absorbed by a component of the hair called **melanin**, which has the feature that turns it into **heat**.

About lasers and hair


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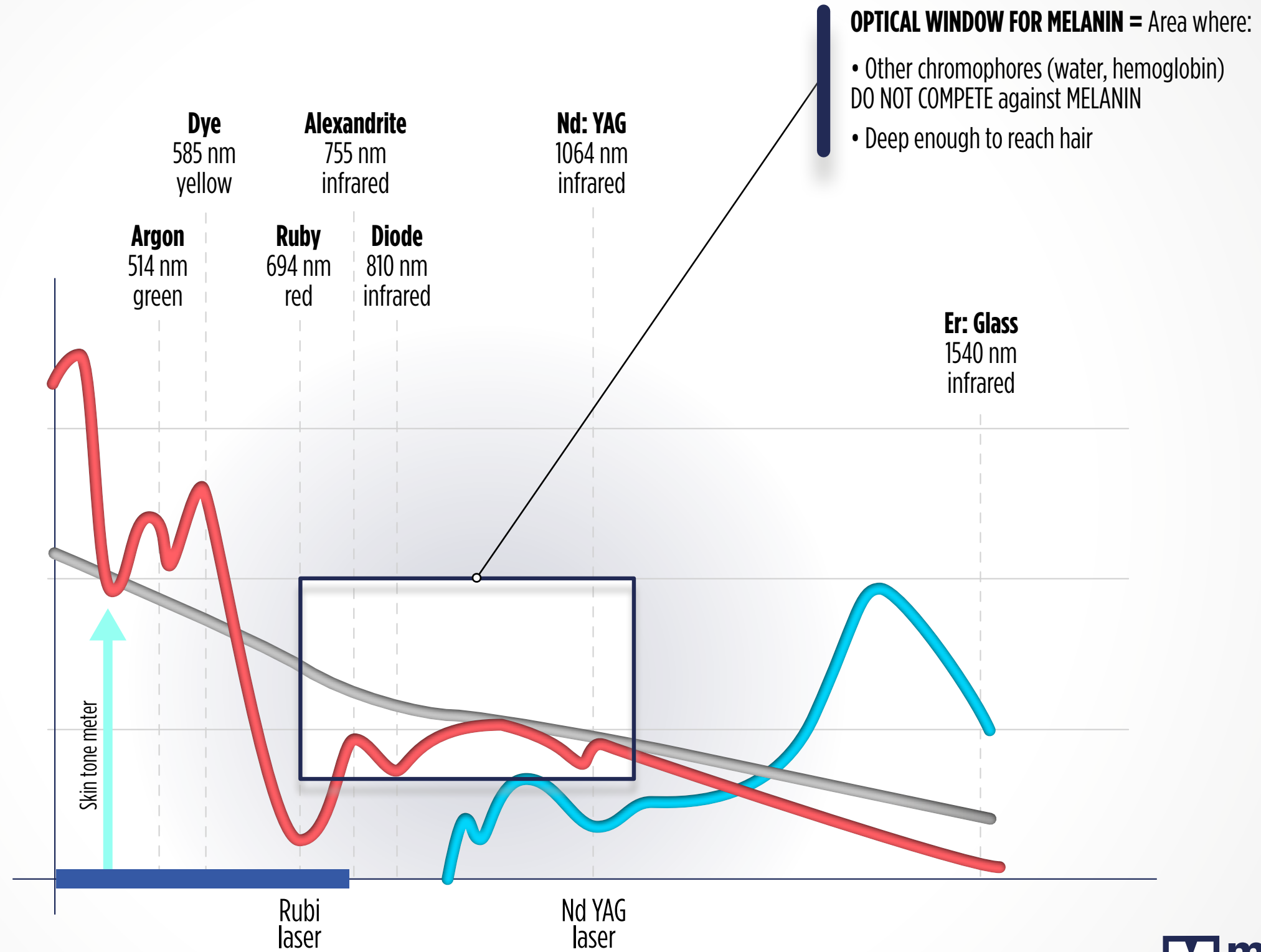
# WHAT IS THE “RIGHT” LASER?



# RIGHT WAVELENGTH

It is possible to get results from **650 nm to 1100 nm**

- Melanin 
- Oxyhemoglobin 
- Water 



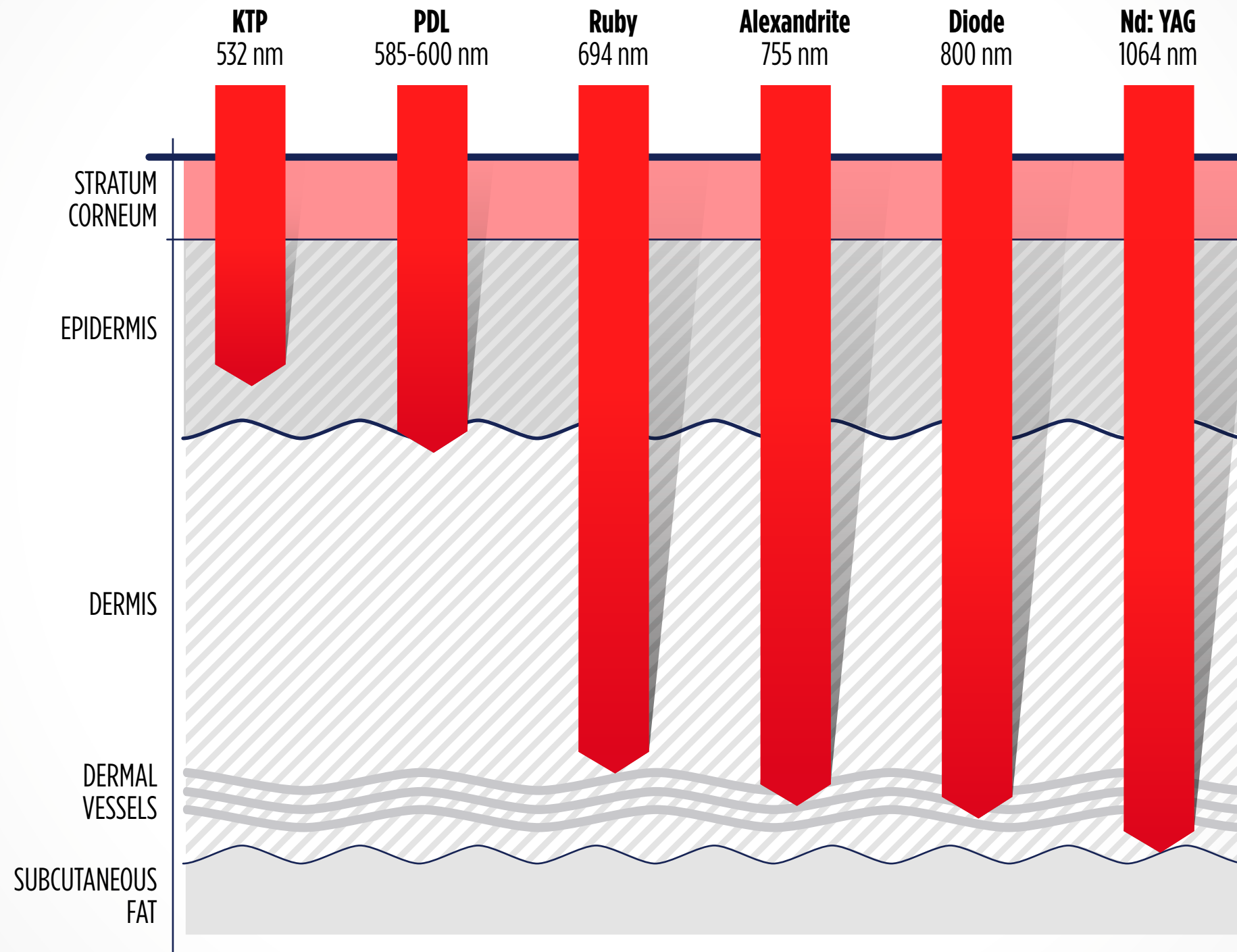
About lasers and hair

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# RIGHT PENETRATION REACHING THE STEM CELLS

Large terminal follicles are rooted deep in the subcutaneous fat. Papillas and stem cells are at the bottom of the hair follicles. A laser will be effective if it's able to reach the entire depth of the follicle. Only lasers from 650 nm up to 1,100 nm penetrate enough to reach the hair root and the targets.

### Depth of penetration by various lasers



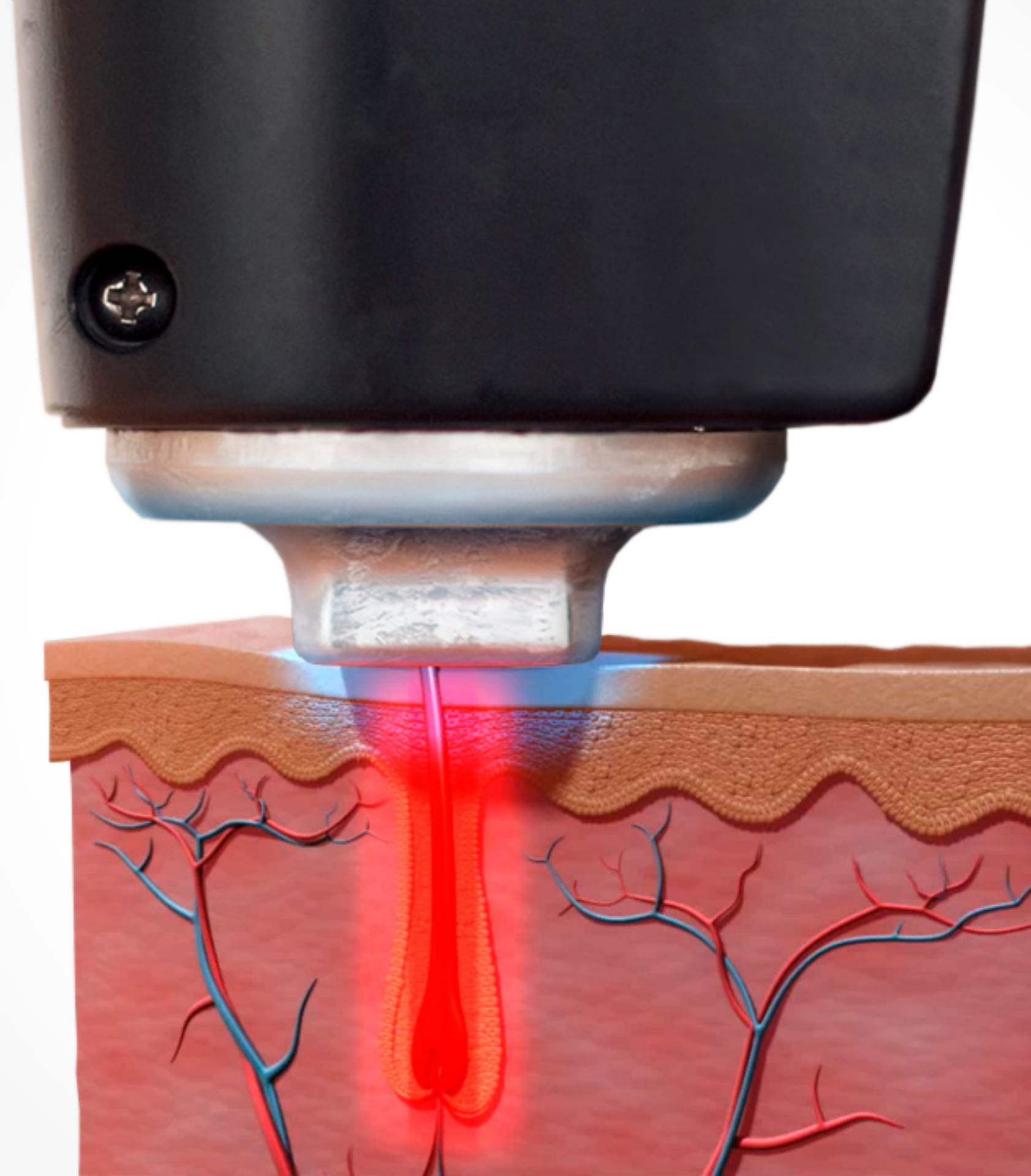


About lasers and hair

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## RIGHT PROTECTION

Cooling with a Sapphire



- ✓ **Thermally very conductive material:** facilitates a good distribution of **COLD**
- ✓ Allows a constant refrigeration even when the laser is being applied
- ✓ IT IS RESISTENT
- ✓ By pressing against the skin, it clears the blood from the vessels (hemoglobin) and brings the root to the surface

About lasers and hair

01

**LASER**

**OR**

**IPL**

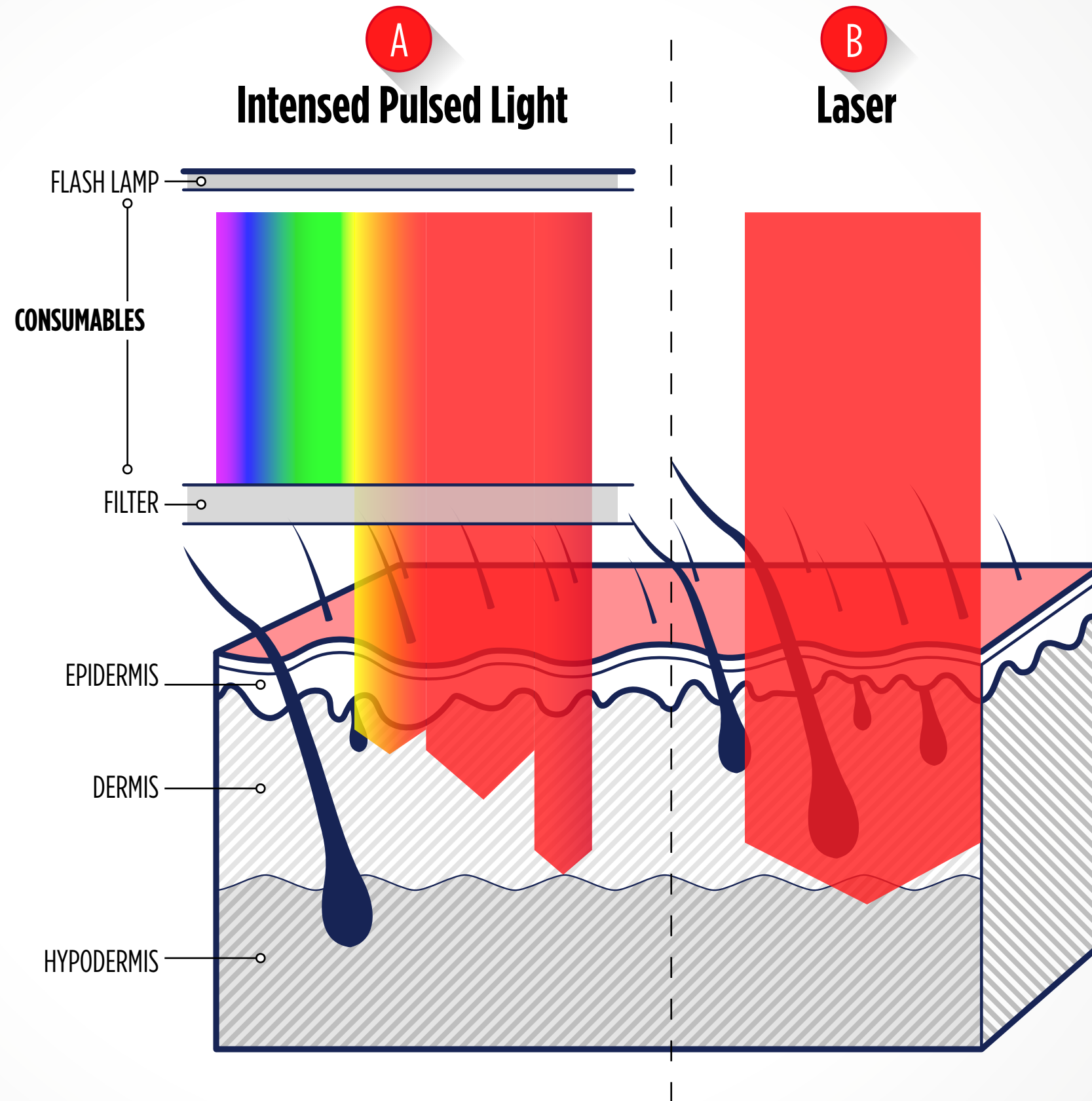


# DIFFERENCE

## Intensed Pulsed Light

Using white light and a filter it is possible to get different color output lights. It's not possible to get only one light.

**Laser**  
One single wavelength.



# DIFFERENCE

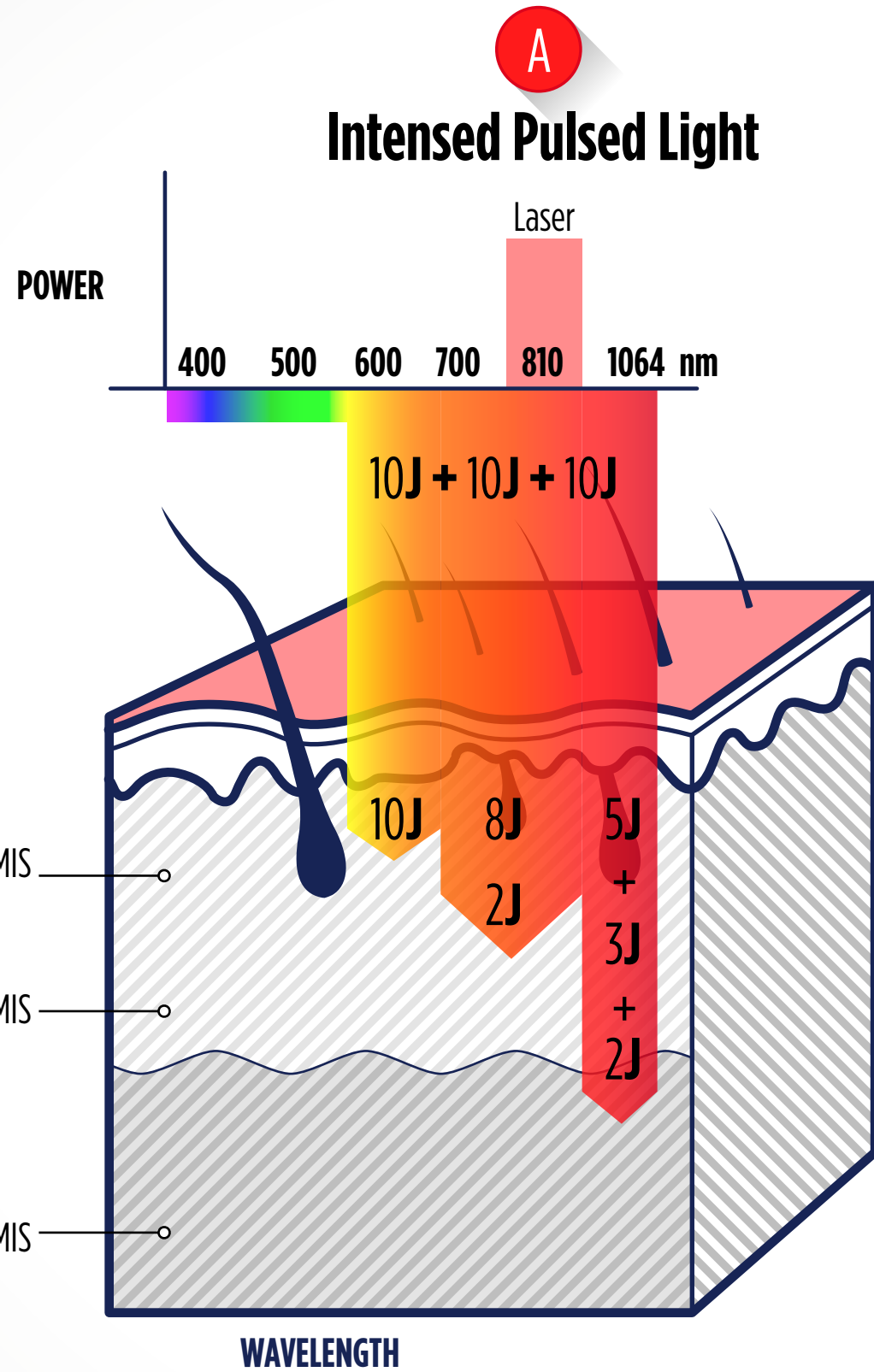
## Intensed Pulsed Light

Energy at different wavelengths not always the best for hair removal.

A

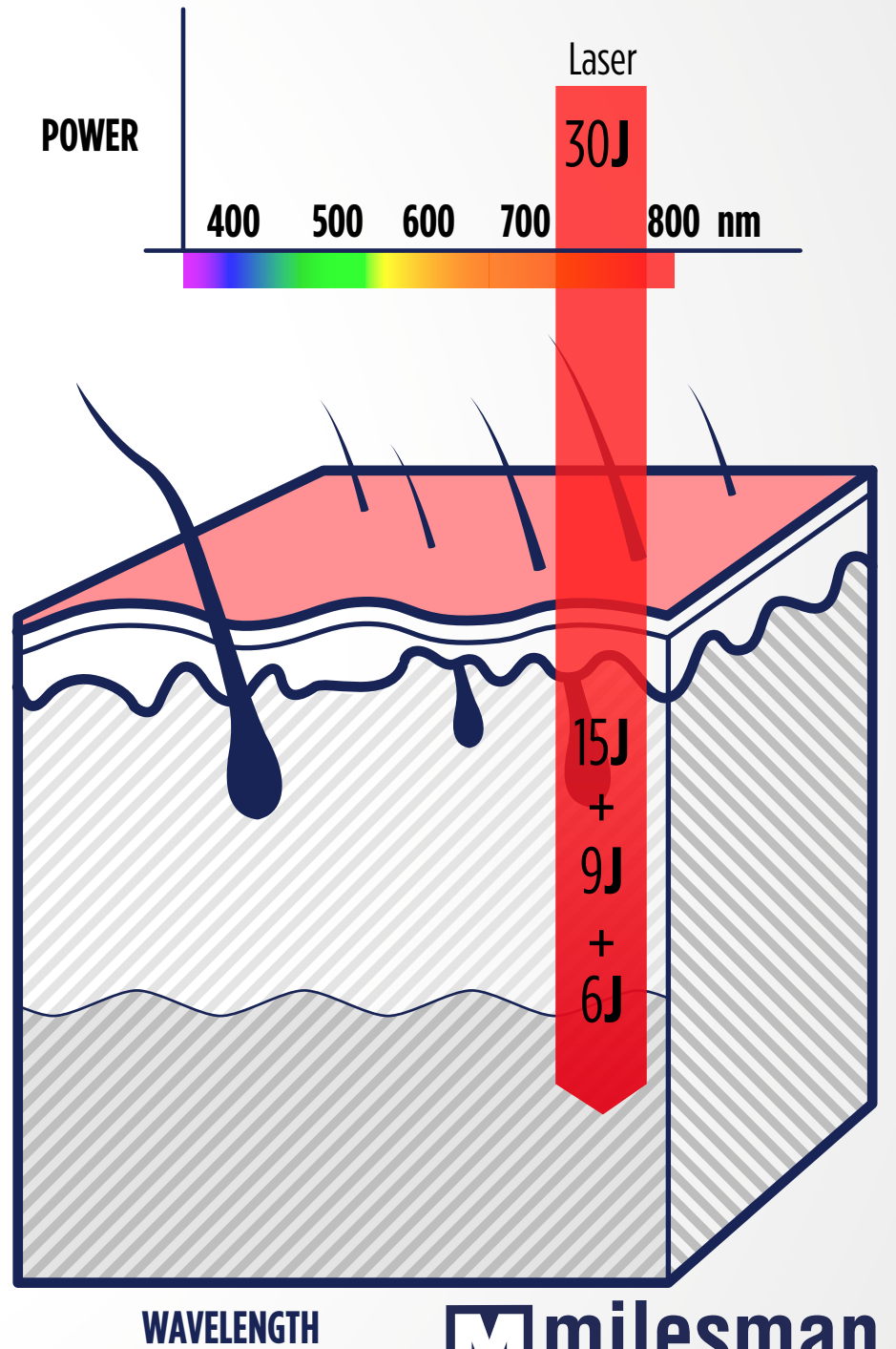
EPIDERMIS  
DERMIS  
HYPODERMIS

## Intensed Pulsed Light



B

## Laser



About lasers and hair





01

**LASER**  
OR  
**IPL**





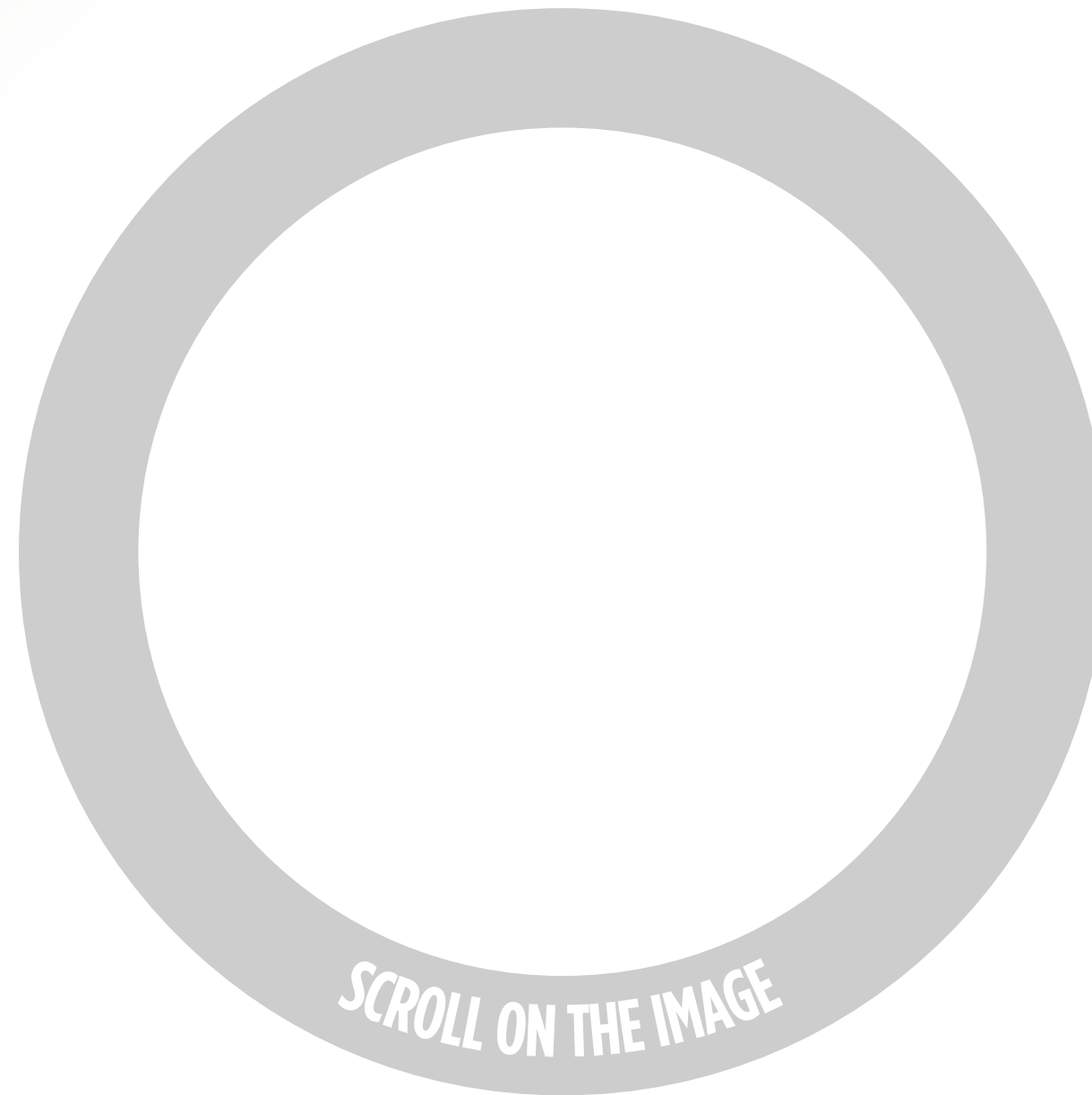
**TYPE OF  
LASERS**  
WITHIN THE  
OPTICAL  
WINDOW  
AND WITH  
THE **RIGHT**  
**PENETRATION**

-  **685 nm:** RUBY. Discontinued, a lot of technical problems.
-  **755 nm:** ALEXANDRITES and 755 Diodes.
-  **810 nm:** DIODE.
-  **1,064 nm:** Nd YAG and 1,064 diodes.

About lasers and hair

01

**TARGET:**  
POWER +  
TIME TO HEAT  
BUT NOT TO  
BURN. JUST  
COAGULATE  
MATRIX AND  
PAPILLA



**POWER + TIME**

**WHAT COMBINATION?**  
DEPENDS on WAVELENGTH:  
(as a general rule)

- 685 nm, 755 nm and 810 nm: Short pulses
- 1,064 nm: Long Pulses

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About lasers and hair

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▶ 810 ◀  
nm

It's widely considered as the “**perfect**” and multiversatile wavelength as its wavelength is in the middle of the optical window.

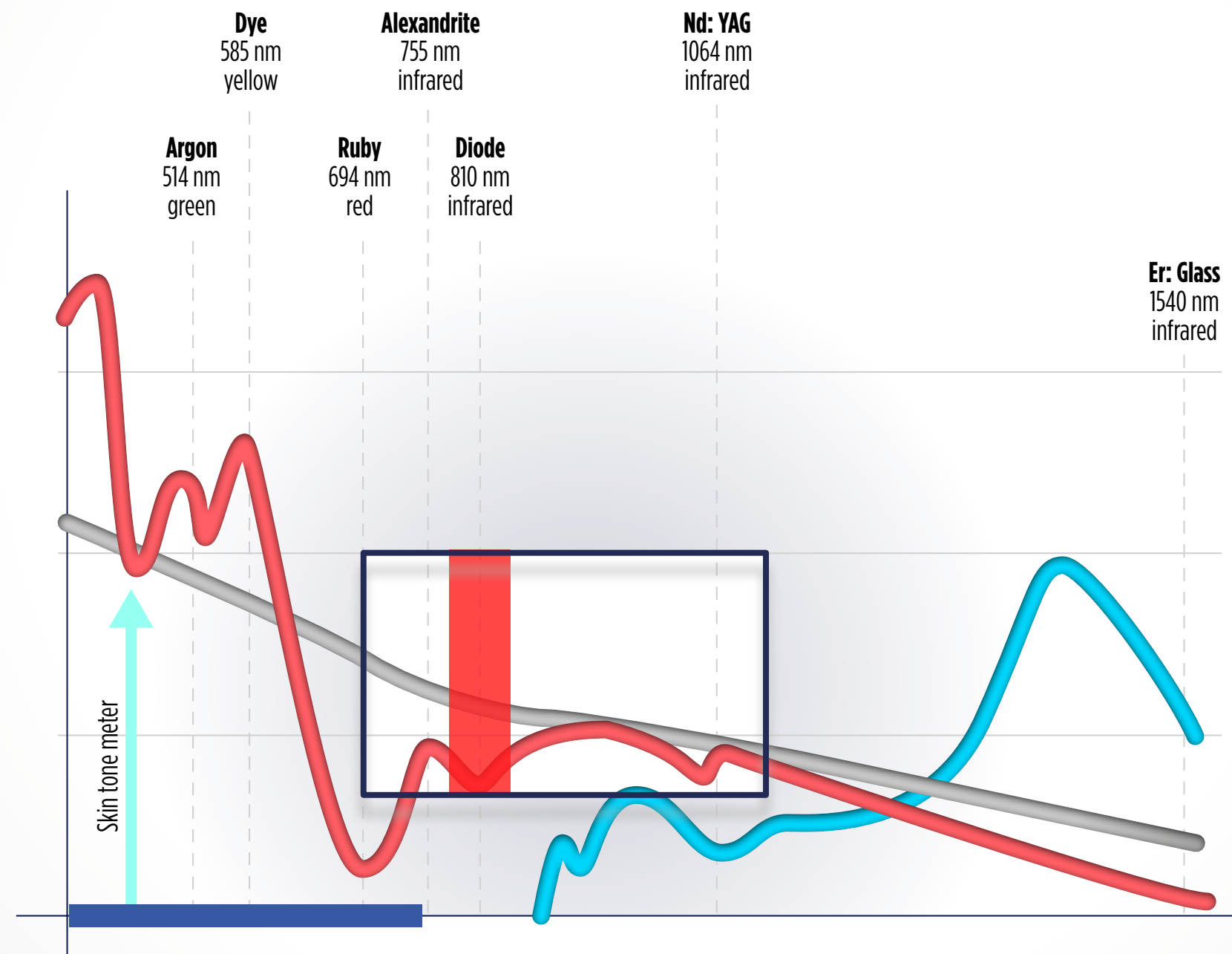
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About lasers and hair

01

**MAIN  
ADVANTAGE:  
FULL COVERAGE  
ACHIEVING  
OPTIMUM RESULTS**

Melanin —  
Oxyhemoglobin —  
Water —



Million of successful cases performed all over the world.

Permanently and safely removes any type of hair at any skin phototype (specially II to IV).

810nm: Recommended to treat all skin types, especially patients with high hair density and for initial hair removal sessions in most clientel.

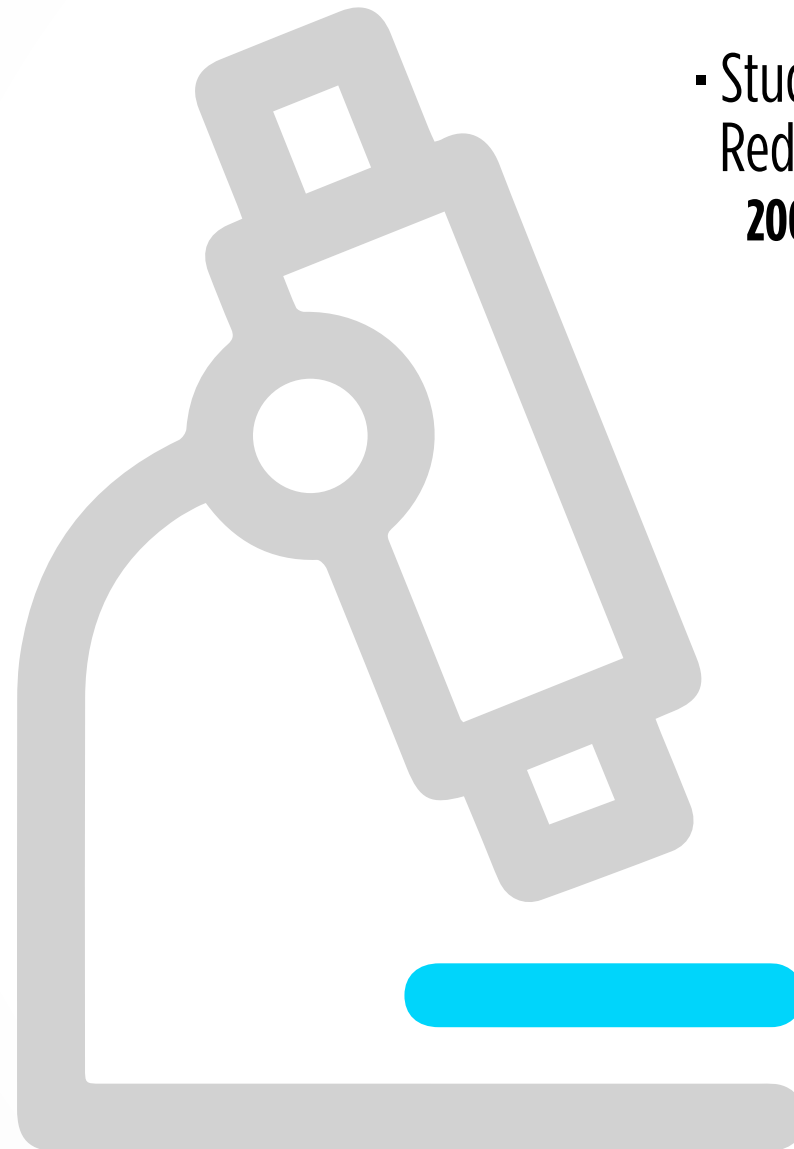
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About lasers and hair

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**INTERNATIONAL  
SCIENTIFIC  
COMUNITY  
RESEARCH DONE  
WITH 810 nm  
LASER LIGHT**



- Laser Hair Removal: Scientific Principles and Practical Aspects,  
**1999 - CHRISTINE DIERICKX**
- Study of Very Long-Pulsed (100 ms) High-Powered Diode Laser for Hair Reduction on All Skin Types,  
**2000 - ELIOT BATTLE AND ROX ANDERSON**
- 800 nm pulsed, high-power diode laser hair removal system,  
**1999 - ROBERT ADRIAN**
- Diode laser-assisted hair removal in Asians: A study of 101 Japanese patients.  
**2000 - TARO KONO AND MOTOHIRO NOZAKI**
- Laser Hair Removal with an 800 nm Diode Laser – A Retrospective Study of 1,000 Women with Skin Types II to VI,  
**2002 - ATIF KAZMI**
- Laser Hair Removal,  
**1999 - ROX ANDERSON**



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About lasers and hair

01

TO BE  
EFFECTIVE A  
**810 nm**  
NEEDS TO  
HAVE:

**FLUENCE:** between  
15 and 30 J/cm<sup>2</sup>.



**PULSE LENGTH:** Variable  
between 20 ms and 100 ms.

**COOLING SYSTEM** for the TIP

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About lasers and hair

01

## MILESMAN OFFER

<b>Wavelength:</b>	810 nm
<b>Repetition Rate “Single shot” mode:</b>	1-2-3-4-5-6-7-8 Hz
<b>Repetition Rate “Sweep” mode:</b>	10 Hz
<b>Spot size:</b>	10 x 10 mm
<b>Maximum fluence:</b>	30 J/cm at 30 ms
<b>Pulse width:</b>	5 to 150 ms
<b>Peak power:</b>	2000 W
<b>Laser Dimensions (Width x Length x Height):</b>	390 mm x 450 mm x 250 mm 23.8 in x 27.4 in x 12 in
<b>Laser weight:</b>	9 kg / 19 lb
<b>Tip temperature:</b>	Down to -9°C / 15.8°F



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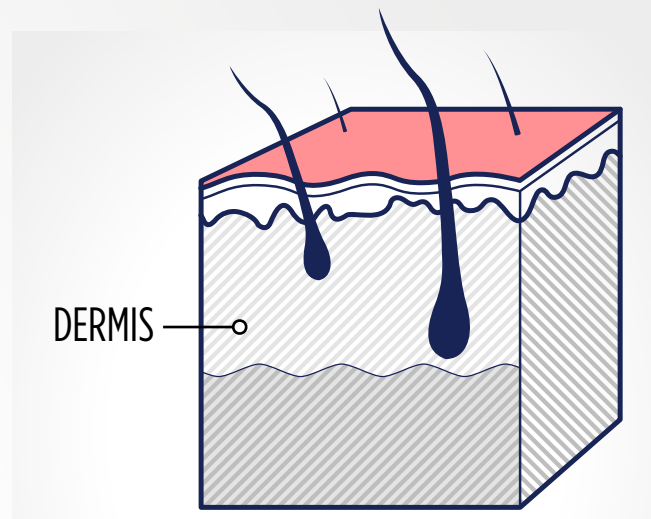
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About lasers and hair

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755  
nm

It is recommended to treat lighter skin and regular hair and especially fine hair or vellus.



This wavelength is very well absorbed by the melanin which is required when there is little vellus and penetrates less than other Lasers to the Depth where the vellus is located.

Vellus and fine hair are short, thin and possess slight coloration.

Vellus follicles are situated high in the dermis while large terminal follicles are rooted deep in the subcutaneous fat



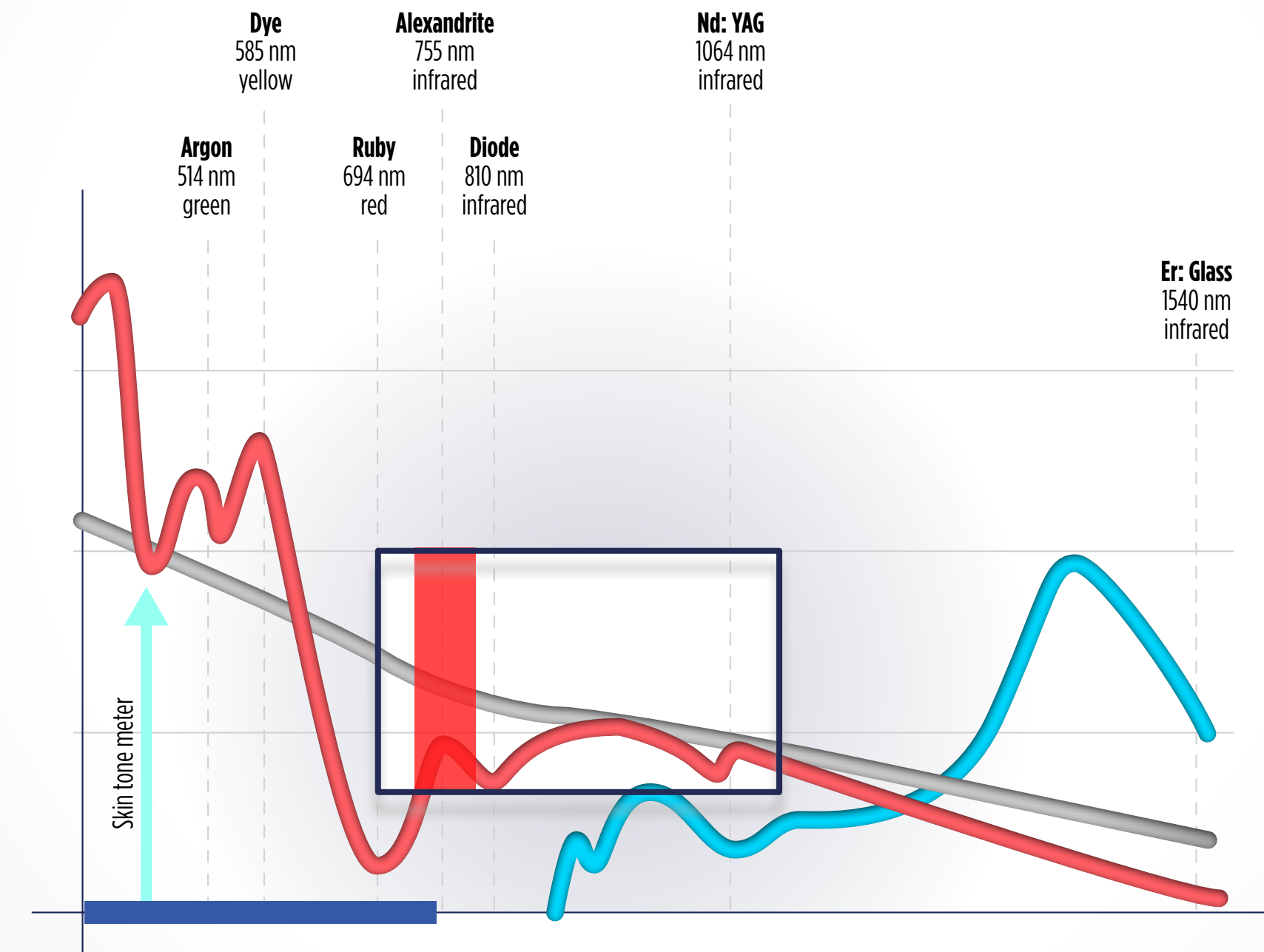
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About lasers and hair

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**MAIN ADVANTAGE:**  
CLEAR SKINS  
AND THIN HAIR  
(VELLUS)

- Melanin
- Oxyhemoglobin
- Water

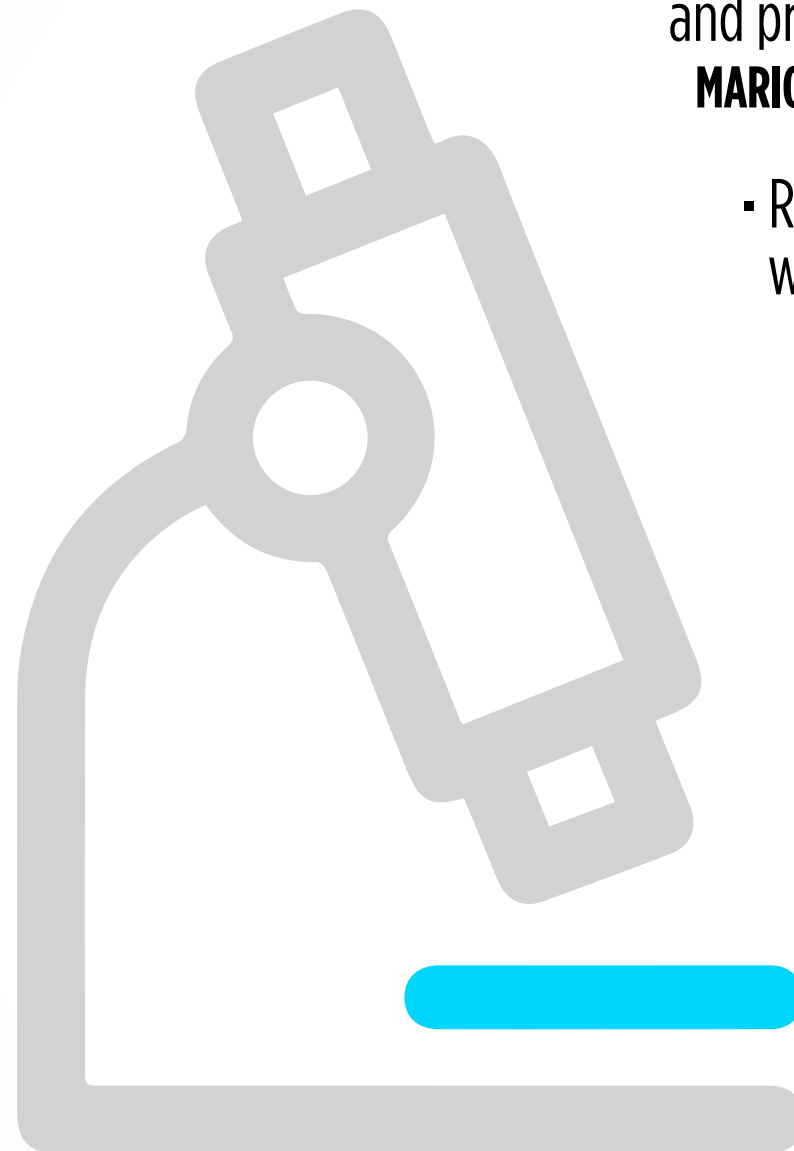


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About lasers and hair

01

## INTERNATIONAL SCIENTIFIC COMUNITY RESEARCH DONE WITH 755 nm



- Laser hair removal: long-term results with a 755 nm alexandrite laser.  
**EREMIA S, LI CY, UMAR SH, NEWMAN N. DERMATOL SURG.**
- Clinical assessment of a new 755 nm diode laser for hair removal: Efficacy, safety and practicality in 56 patients.  
**MARIO A. TRELLES MD, PHD.**
- Retrospective evaluation of the safety and efficacy of laser hair reduction with the 755nm alexandrite wavelength with 8 year follow up,  
**ELISABETH RUSSE EVA CISCAR MANFRED HEROLD.**
- Comparison of efficacy and safety of a novel 755-nm diode laser with conventional 755-nm alexandrite laser in reduction of axillary hairs.  
**AYATOLLAHI, SAMADI.**
- Removal of unwanted hair: efficacy, tolerability, and safety of long-pulsed 755-nm alexandrite laser equipped with a sapphire handpiece.  
**NISTICO, DEL DUCA E.**
- Novel 755-nm diode laser vs. conventional 755-nm scanned alexandrite laser: Side-by-side comparison pilot study for thorax and axillary hair removal.  
**PAASCH U, WAGNER JA, PAASCH HW.**

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About lasers and hair

01

TO BE  
EFFECTIVE A  
**755 nm**  
NEEDS TO  
HAVE:

**FLUENCE:** between  
15 and 30 J/cm<sup>2</sup>.



**PULSE LENGTH:** Variable  
between 10 ms and 60 ms.

**COOLING SYSTEM**



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About lasers and hair

01

## MILESMAN OFFER

<b>Wavelength:</b>	755 nm
<b>Repetition Rate “Single shot” mode:</b>	1-2-3-4-5 Hz
<b>Repetition Rate “Sweep” mode:</b>	10 Hz
<b>Spot size:</b>	10 x 10 mm
<b>Maximum fluence:</b>	30 J/cm at 50 ms
<b>Pulse width:</b>	5 to 150 ms
<b>Peak power:</b>	2000 W
<b>Laser Dimensions (Width x Length x Height):</b>	390 mm x 450 mm x 250 mm 23.8 in x 27.4 in x 12 in
<b>Laser weight:</b>	9 kg / 19 lb
<b>Tip temperature:</b>	Down to -9°C / 15.8°F



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About lasers and hair

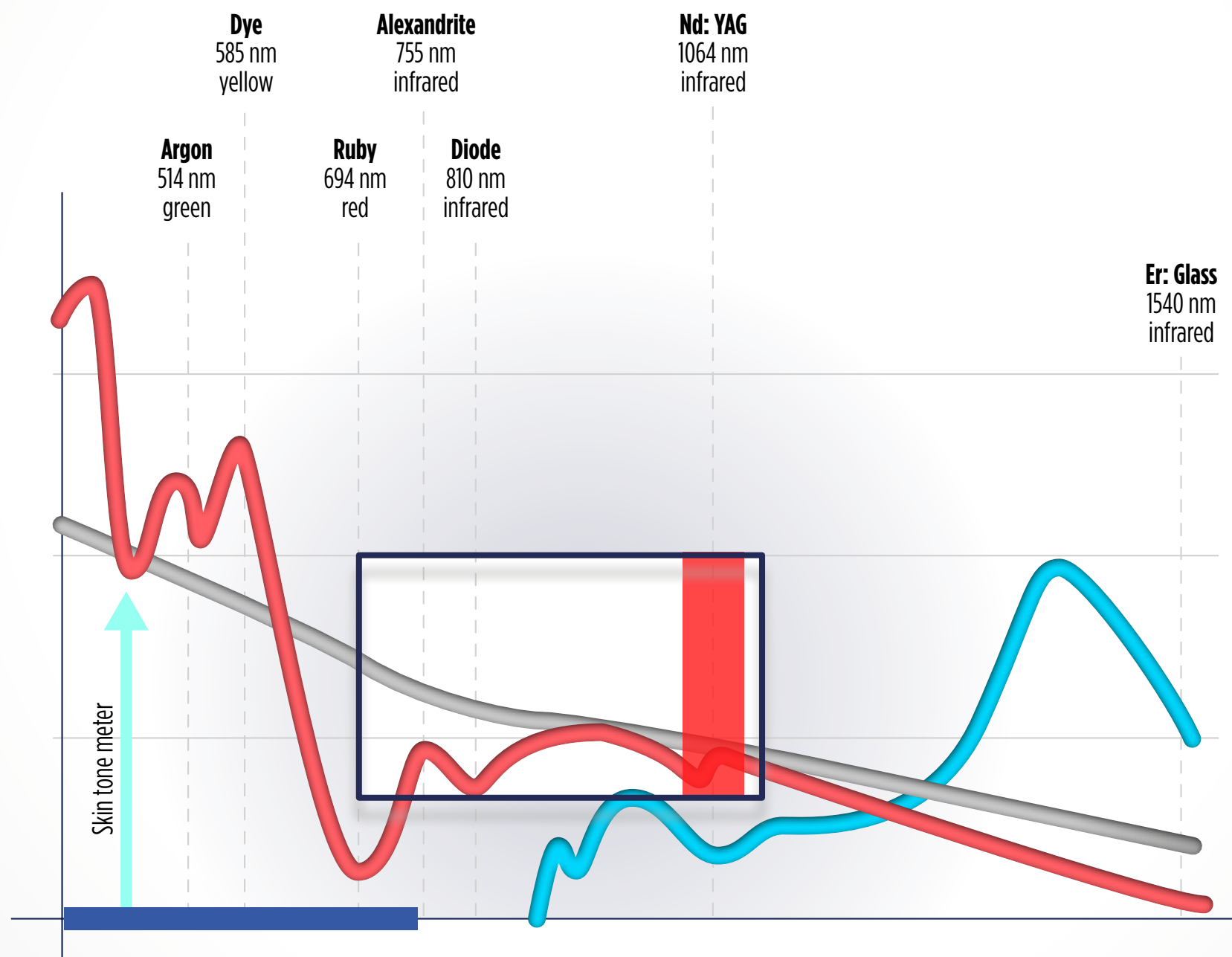
01

▶ 1064 ◀

nm

# MAIN ADVANTAGE: TANNED AND DARK SKIN (PHOTOTYPES IV-VI)

- Melanin 
- Oxyhemoglobin 
- Water 



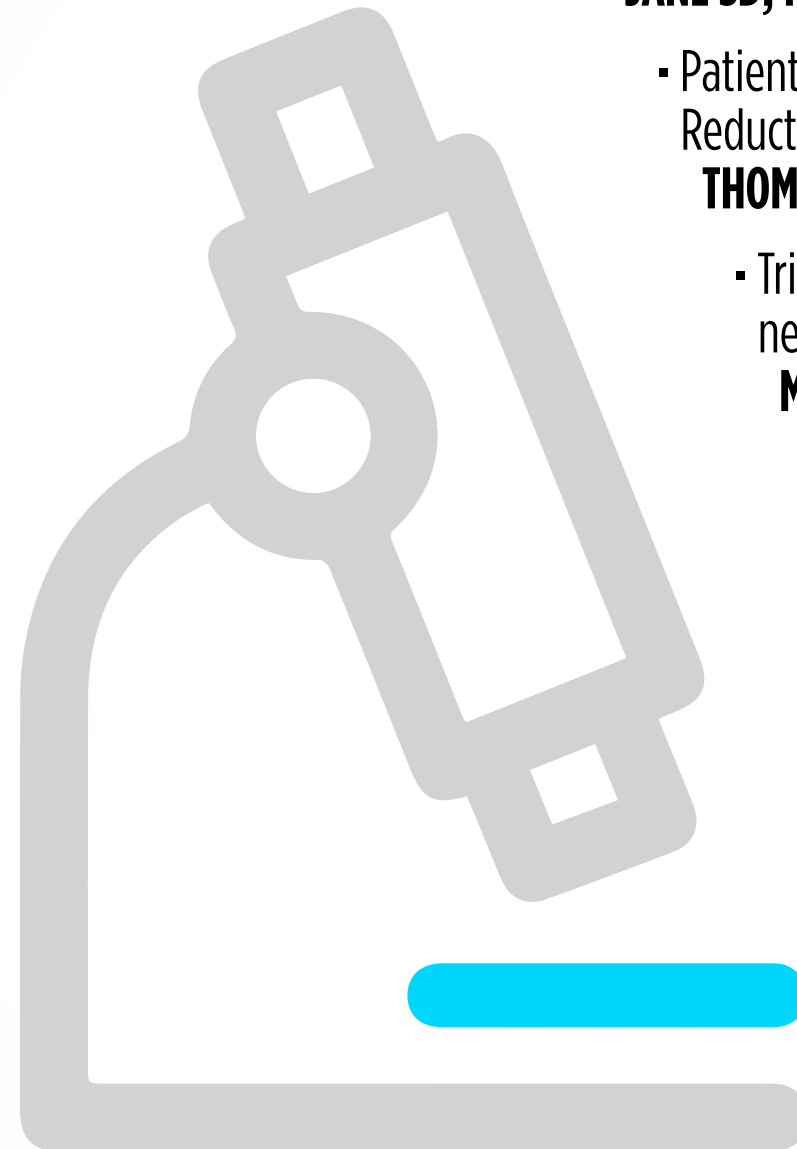
**1064 is less absorbed by melanin but it penetrates deeper. This feature together with LONG PULSES makes it** less effective due to the fact that the temperature of the hair rises slower, but in exchange it allows the skin to be better cooled. 1064 nm goes very well with skin that has more risk of being damaged by the excess of melanin (tanned and black skin).

compact | yag

About lasers and hair

01

## INTERNATIONAL SCIENTIFIC COMUNITY STUDES OF THE 1064nm WAVELENGTH



- Hair removal with the long pulsed Nd:YAG laser: a prospective study with one year follow-up.  
**LORENZ.**

- Effectiveness of short-pulse widthx Nd:YAG in laser hair reduction.  
**JANE SD, MYSORE V.**

- Patient Reported Improvement in Quality of Life Associated With Successful Laser Hair Reduction at Hemodialysis Site With 1064-nm Nd:YAG Laser.  
**THOMAS LW.**

- Trichoscopic changes in hair during treatment of hirsutism with 1064-nm neodymium:yttrium-aluminum-garnet laser.  
**MOHAMED EE, AHMED AM.**

- Evaluation of Long-pulsed 1064 nm Nd:YAG Laser-assisted Hair Removal vs Multiple Treatment Sessions and Different Hair Types in Indian Patients.  
**MITTAL R, SRIRAM S, SANDHU K.**

- Nd:YAG laser hair removal in Fitzpatrick skin types IV to VI.  
**CHAN CS, DOVER JS.**

- Long term epilation with long pulsed neodimium: YAG Laser. Dermatol Surg. 1999; 25:175–8.  
**BENCINI PL, LUCI A, GALIMBERTI M, FERRANTI G.**

- Hair removal with the long pulsed Nd: YAG laser: A prospective study with one year follow-up. Lasers Surg Med. 2002;30:127–34  
**LORENZ S, BRUNNBERG S, LANDTHALER M, HOHENLEUTNER U.**

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About lasers and hair

01

TO BE  
EFFECTIVE A  
**1064 nm**  
NEEDS TO  
HAVE:

**FLUENCE:** between  
15 and 30 J/cm<sup>2</sup>.



**PULSE LENGTH:** LONG more  
than 40 ms up to 100-150 ms  
(long pulses).

**COOLING SYSTEM**



compact yag

About lasers and hair

01

## MILESMAN OFFER

<b>Wavelength:</b>	1064 nm
<b>Repetition Rate “Single shot” mode:</b>	1-2-3-4-5-6-7-8 Hz
<b>Repetition Rate “Sweep” mode:</b>	10 Hz
<b>Spot size:</b>	10 x 10 mm
<b>Maximum fluence:</b>	30 J/cm at 30 ms
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<b>Tip temperature:</b>	Down to -9°C / 15.8°F



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compact **blend**

About lasers and hair

01

# ▶ BLEND ◀

Combined wavelength: Perfect balance to treat dark phototypes (III-VI).  
 Efficacy of 810nm and safeness of 1064 nm. Ideal to reach hair at any depth and dark skin.

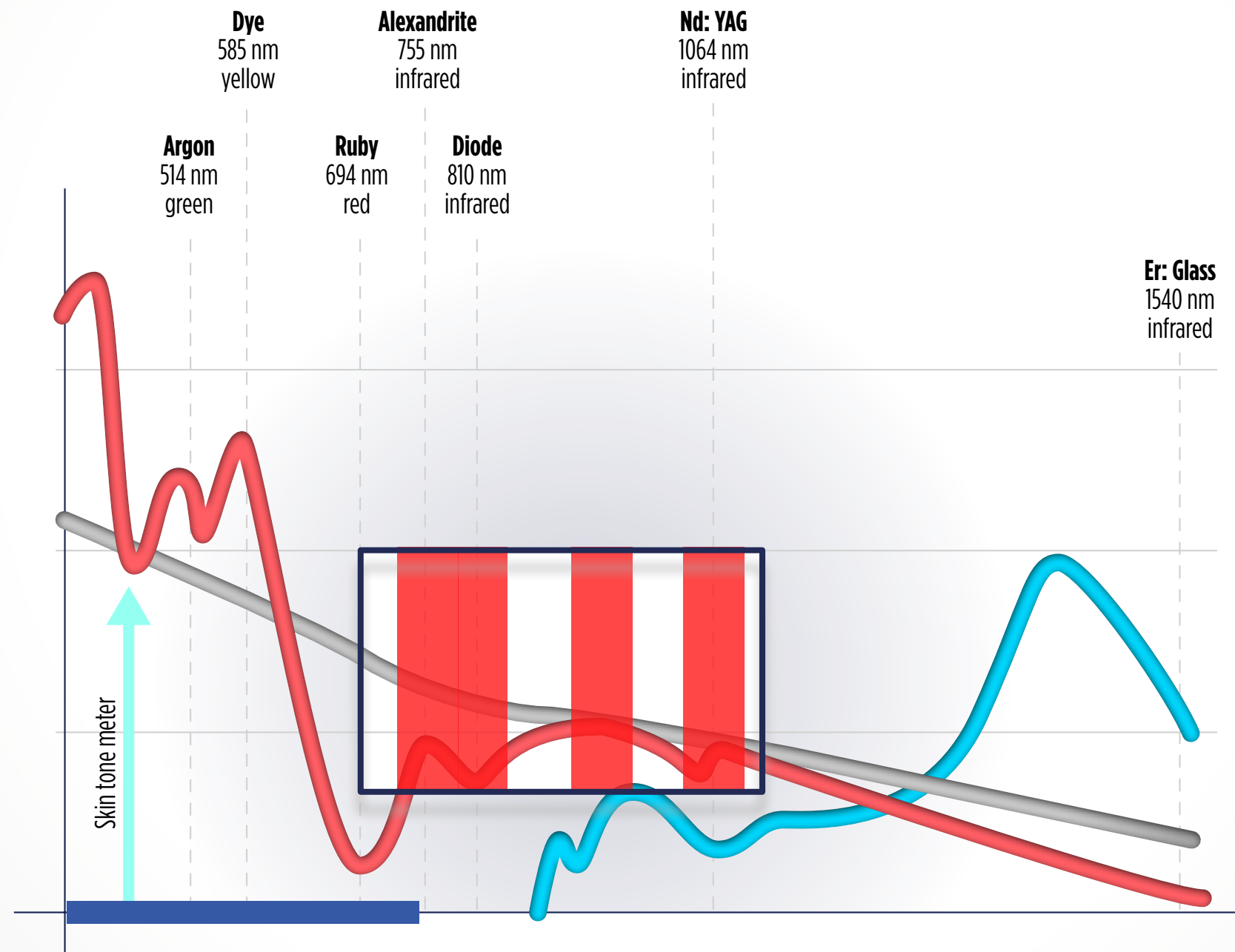
compact blend

About lasers and hair

01

**MAIN  
 ADVANTAGE:**  
 LATEST TECHNOLOGY  
 IS THE **COMPLETE  
 COMBINATION**

- Melanin 
- Oxyhemoglobin 
- Water 



compact blend

About lasers and hair

01

## MILESMAN OFFER

<b>Wavelength:</b>	755, 810, 940 and 1064 nm
<b>Repetition Rate “Single shot” mode:</b>	1-2-3-4-5-6-7-8 Hz
<b>Repetition Rate “Sweep” mode:</b>	10 Hz
<b>Spot size:</b>	10 x 10 mm
<b>Maximum fluence:</b>	30 J/cm at 30 ms
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<b>Laser weight:</b>	9 kg / 19 lb
<b>Tip temperature:</b>	Down to -9°C / 15.8°F



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# WHAT TYPE OF LASER SHOULD I CHOOSE?

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810 nm

**M** milesman  
compact alex  
755 nm

**M** milesman  
compact yag  
1064 nm

**M** milesman  
compact blend  
755, 810, 940  
and 1064 nm



Considering laser types,  
skin colors and hair  
color and thickness  
**there is not a perfect  
laser for all situations.**

Depends on your  
patients features and on your  
preferences (better results with  
more risks or poorer results  
with less risks)

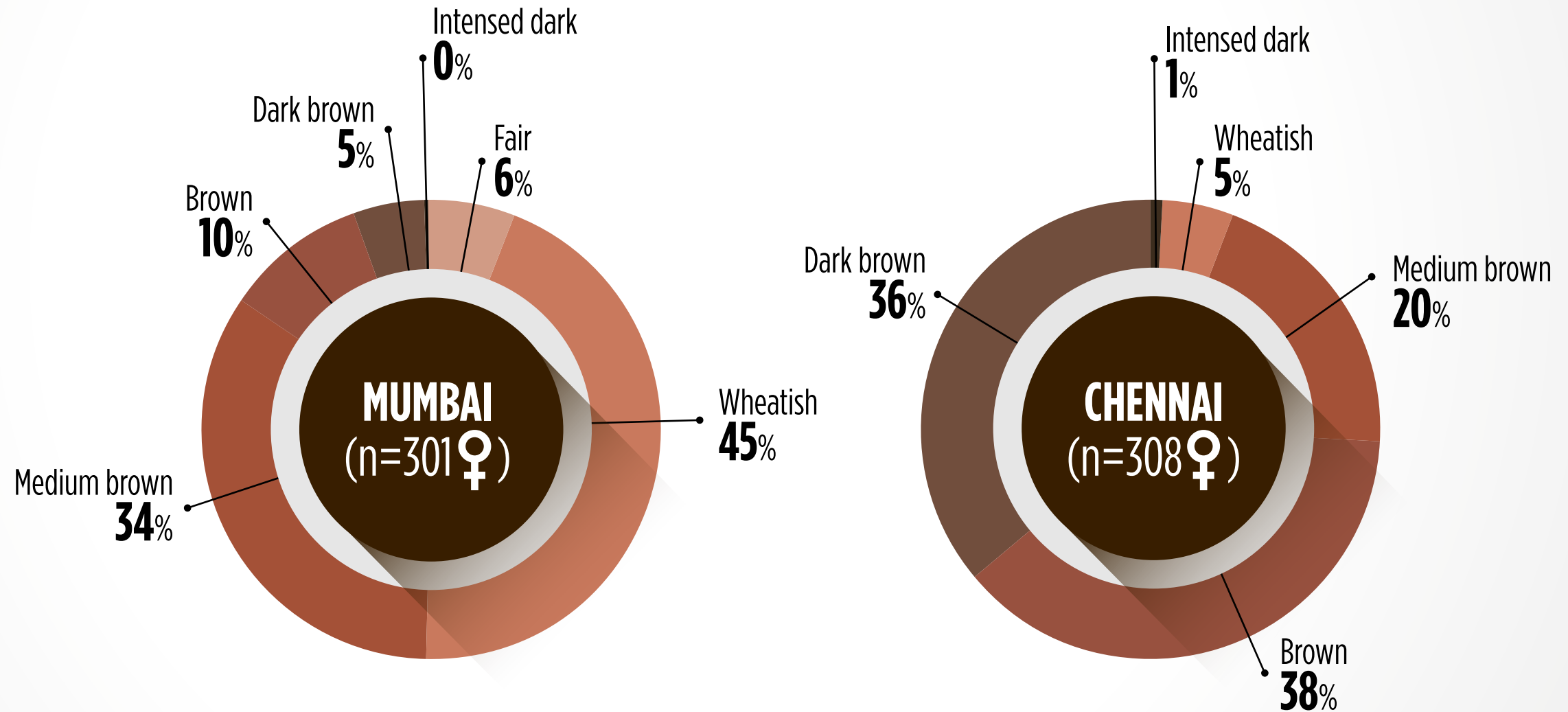
About lasers and hair

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# PARTICULAR CASE IN INDIA

Mumbai  
Chennai  
Delh  
Kolkata

Skin complexion: dermatologist assessment



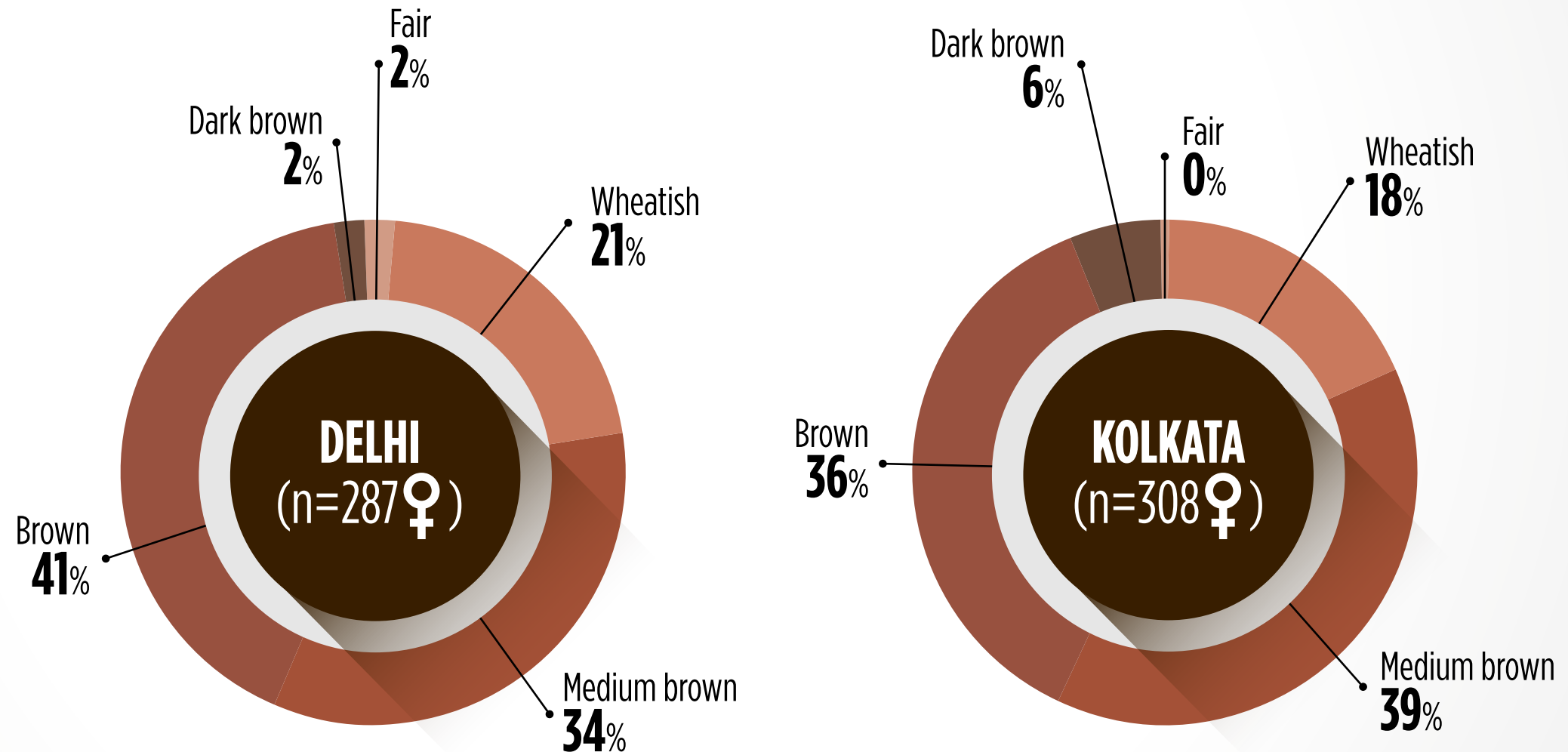
Distribution of skin complexions based on dermatologist assessment in Mumbai, Chennai, Delhi, and Kolkata (N = 1,204)

About lasers and hair

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# PARTICULAR CASE IN INDIA

Skin complexion: dermatologist assessment



Distribution of skin complexions based on dermatologist assessment in Mumbai, Chennai, Delhi, and Kolkata (N = 1,204)



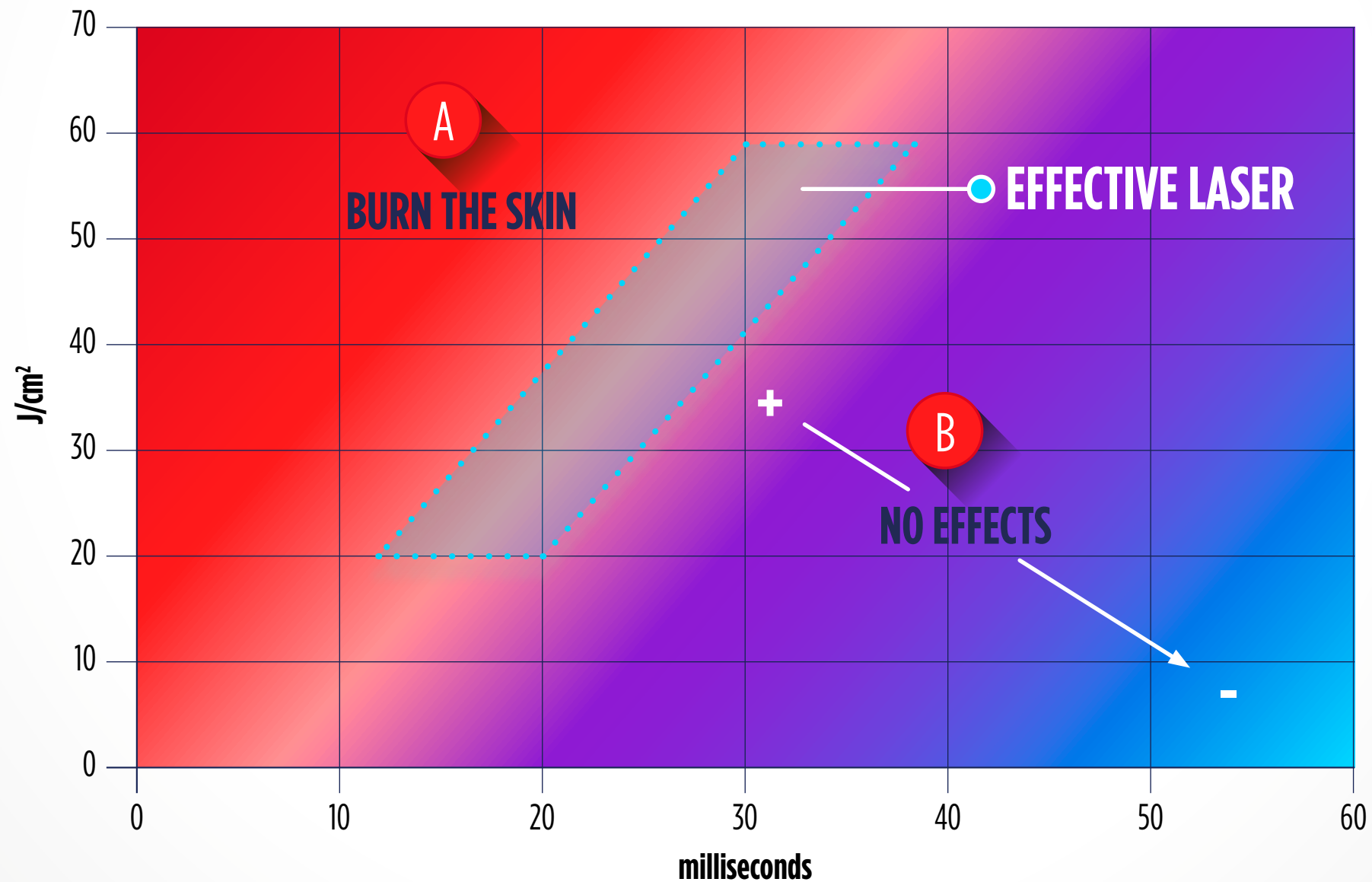
About lasers and hair

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# THE IMPORTANCE OF POWER IN LASER HAIR REMOVAL

## Power is essential in laser hair removal effectivity.

Clinical studies prove that a certain energy is necessary applied over a certain period of time to permanently remove hair.



Therefore:

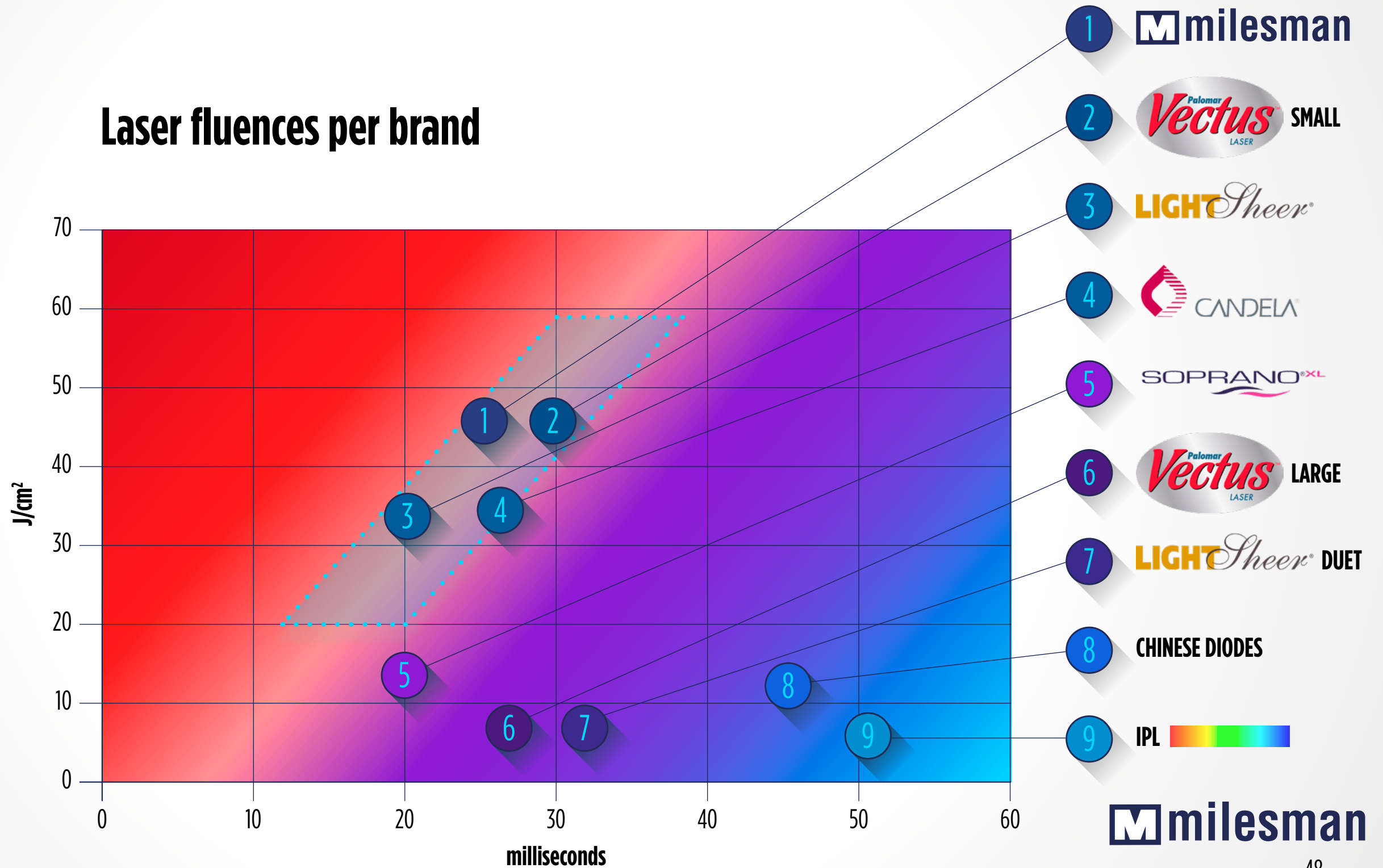
- A A LOT OF POWER**  
Dangerous! Risk of burning the skin
- B A LITTLE POWER**  
Not effective

About lasers and hair

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# LASERS ON THE MARKET

## Laser fluences per brand



About lasers and hair

01

# LASERS ON THE MARKET

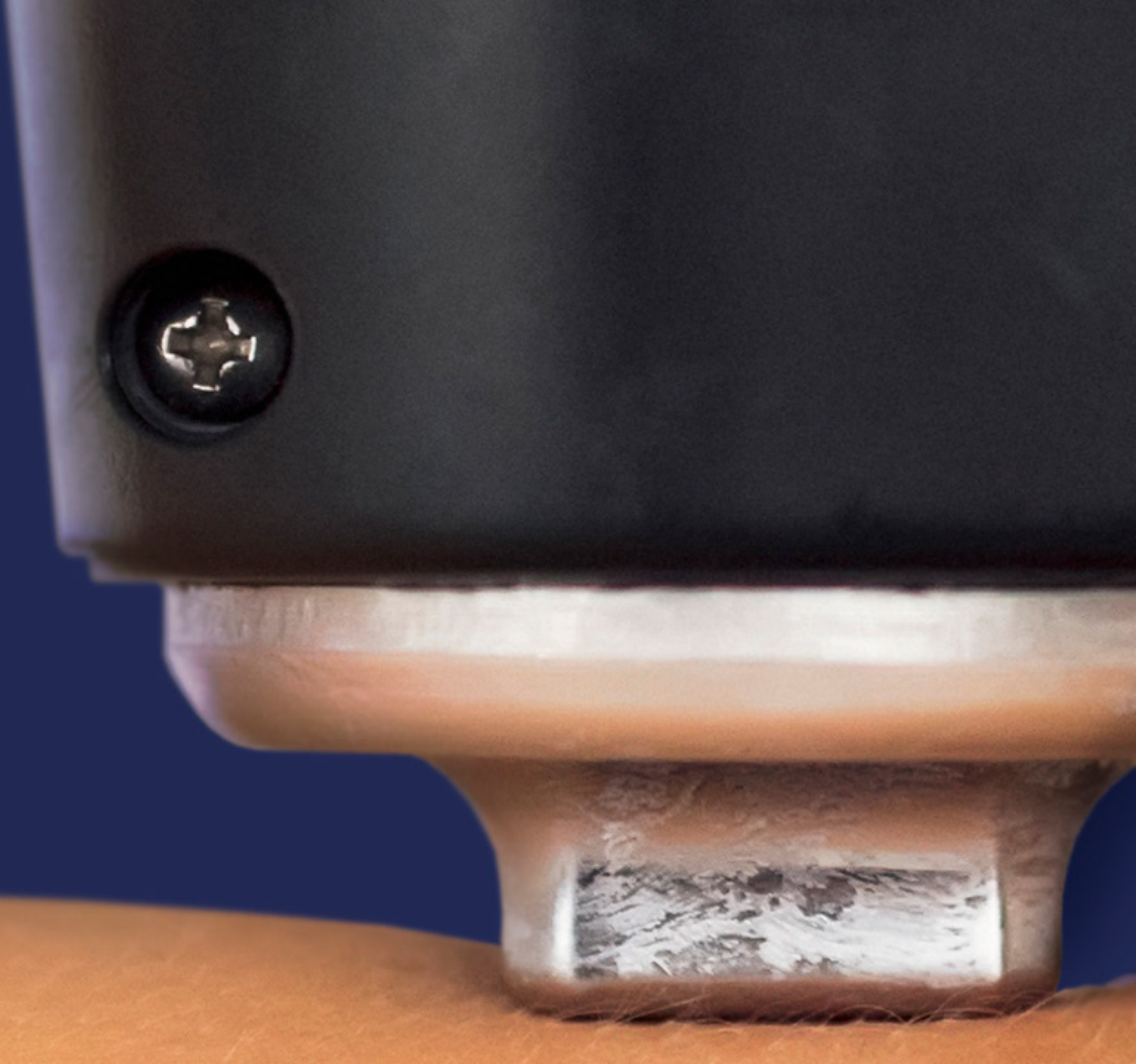
## PRICE vs RESULTS BY BRANDS



# M

02

## ABOUT TREATMENT





About treatment

02

Body Site	Depth of Follicle	Follicle Density
<b>Scalp</b>	5-7 mm	350/sq.cm
<b>Beard</b>	2-4 mm	500/sq.cm
<b>Upper Lip</b>	1-2.5 mm	500/sq.cm
<b>Axilla (armpit)</b>	4-5 mm	65/sq.cm
<b>Chest/Back</b>	2-5 mm	70/sq.cm
<b>Breasts</b>	2-4 mm	70/sq.cm
<b>Arm</b>	2-4 mm	80/sq.cm
<b>Legs</b>	2-4.5 mm	60/sq.cm
<b>Bikini/Pubic</b>	4-5 mm	70/sq.cm

About treatment

02

## CORRECT PLACEMENT OF THE HANDPIECE

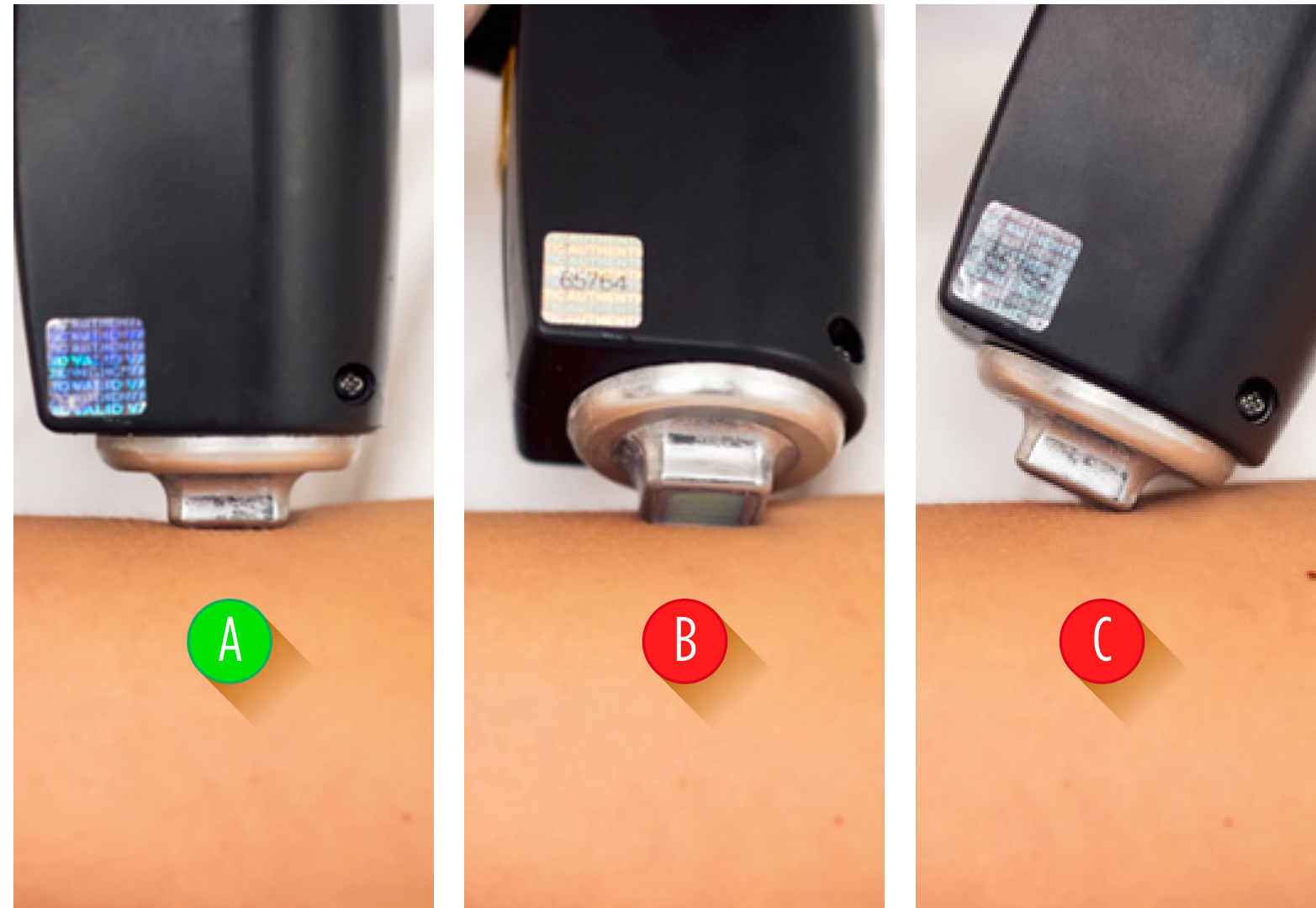
RIGHT PACE

COVER THE AREA (OVERLAP)

PASSES

SETTING THE RIGHT PARAMETERS

The handpiece should be placed on the skin at a **90° angle during the entire treatment** to ensure that the spot is fully protecting the skin



- A** It's **correctly** placed as the tip is in total contact with the skin
- B** It's wrongly placed as there are parts of the tip not in direct contact with the skin.
- C** If the sapphire is not in contact with the skin, **there is no cooling protection**, and the laser beam impact against the skin without any cooling, therefore the risk of burning dramatically increases



About treatment

02

CORRECT PLACEMENT  
OF THE **HANDPIECE**

**RIGHT PACE**

COVER THE AREA  
(OVERLAP)

**PASSES**

SETTING THE **RIGHT**  
PARAMETERS

The handpiece should move at the **correct pace**, that is:  
2Hz → 2 cm per second, 3 Hz → 3 cm per second and so on.

- If the handpiece is moved faster than this, some areas will not be treated.
- If the handpiece is moved slower than this, some areas will be over treated.

It's recommended to practice and learn to get the right pace.

If in doubt, it's better to move the handpiece slower than the indicated repetition rate than to go faster because it's better firing twice in an area than no firing



About treatment

02

CORRECT PLACEMENT  
OF THE HANDPIECE

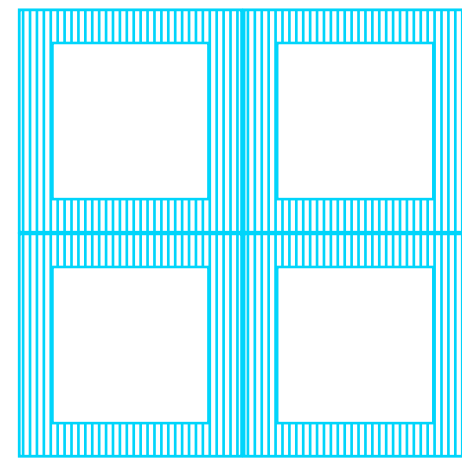
RIGHT PACE

**COVER THE AREA  
(OVERLAP)**

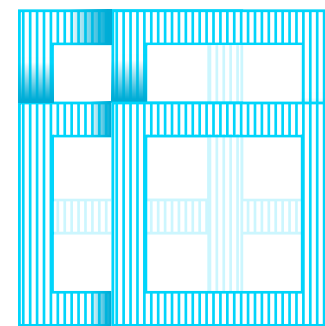
PASSES

SETTING THE RIGHT  
PARAMETERS

It's **important** to consider that **not all the mirror is a laser window**. The spot of the compact is 15 mm x 15 mm, out of this size, the external perimeter (15 mm x 15 mm x 2.5 mm) lies over a cold frame just to get cold. The internal square of 10 mm x 10 mm is the real window where laser goes through and that treats the area.



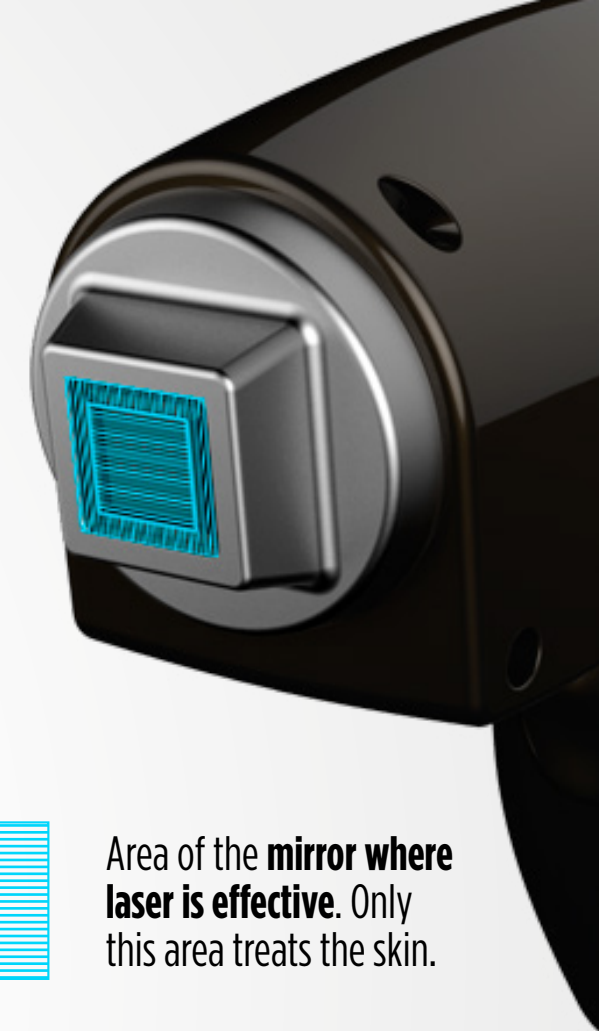
A



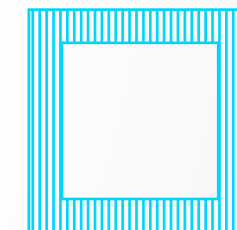
B

**B** The spot has to be **OVERLAPED** as in Figure B.

**A** If the spot is placed like Figure A, the area on the frame (area with stripe lines) will not be treated by the laser, and hair will grow after 2-3 days.



Area of the **mirror where laser is effective**. Only this area treats the skin.



Area of the **mirror that lies** over a metallic frame just to get cold.

About treatment

02

CORRECT PLACEMENT  
OF THE **HANDPIECE**

RIGHT **PACE**

COVER THE AREA  
(OVERLAP)

**PASSES**

SETTING THE **RIGHT**  
PARAMETERS

- **Do not stop moving the handpiece** while the laser is firing.
- With light skin clients (I-III), it is possible to pass 3 times over the same area. With darker skin type, only 1 maximum 2 (depends on the client's reaction).



About treatment

02

CORRECT PLACEMENT  
OF THE HANDPIECE

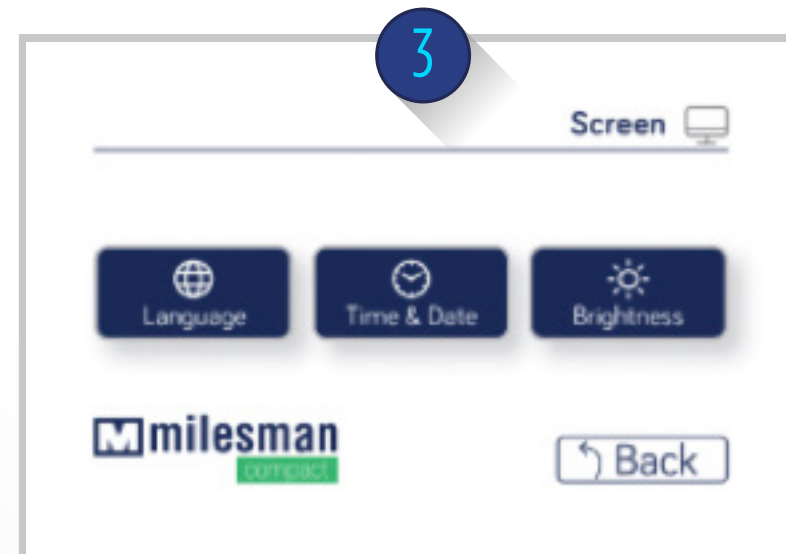
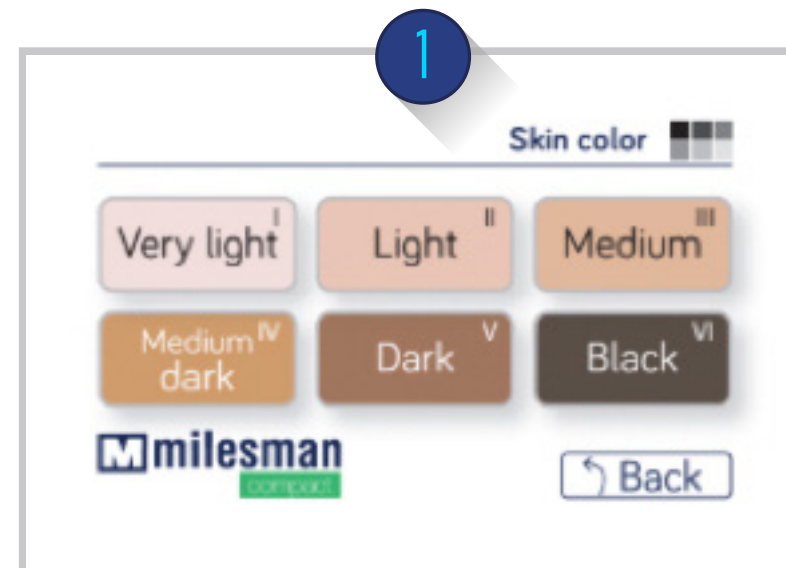
RIGHT PACE

COVER THE AREA  
(OVERLAP)

PASSES

SETTING THE **RIGHT**  
**PARAMETERS**

**The parameters indicated** on the preset screens **are a good recommendation to work** with, nevertheless, if the patient tolerates higher fluences or shorter pulses, carefully proceed with them, little by little, to ensure the safety of the patient.



**STEPS:**

- 1 SKIN PHOTOTYPE
- 2 HAIR COLOR
- 3 HAIR THICKNESS

About treatment

02

## PATCH TEST



Before starting a series of treatments on a new client, it is mandatory to perform a **PATCH TEST**.

Patch Tests simulate the “real” treatment and should give a clear indication about the Skin Type and possible sensitivity of the client.

### THE PRACTICE

The test should be performed on a concealed area like the inner side of the forearm.

Set the parameters and follow the treatment guidelines.

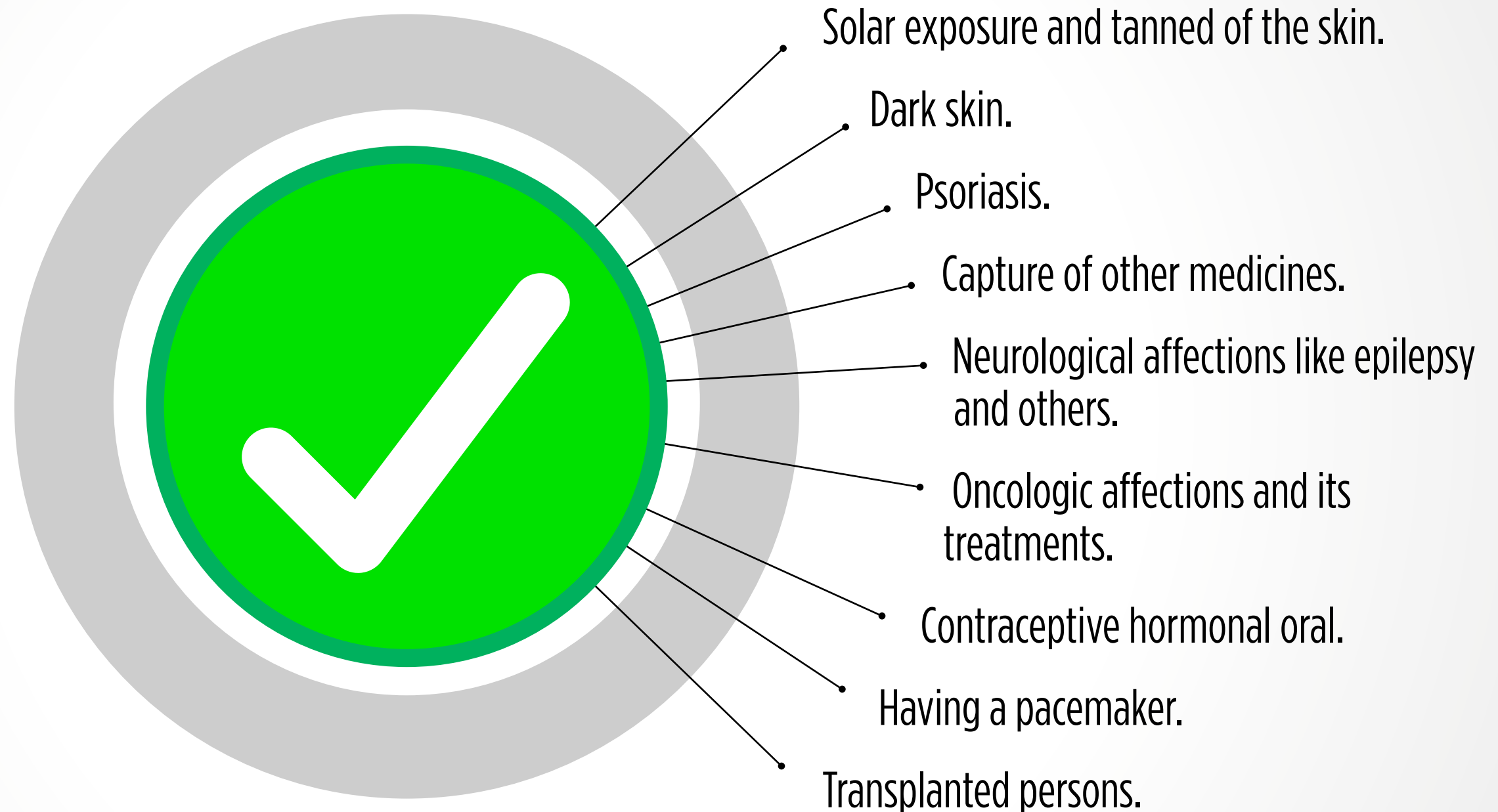
Remove the gel, wait 20 minutes and check the treated area.

If no contraindications are visible, the actual treatment can be started with the approved settings.

About treatment

02

**NO**  
THESE ARE NOT  
**CONTRAINDICATIONS**

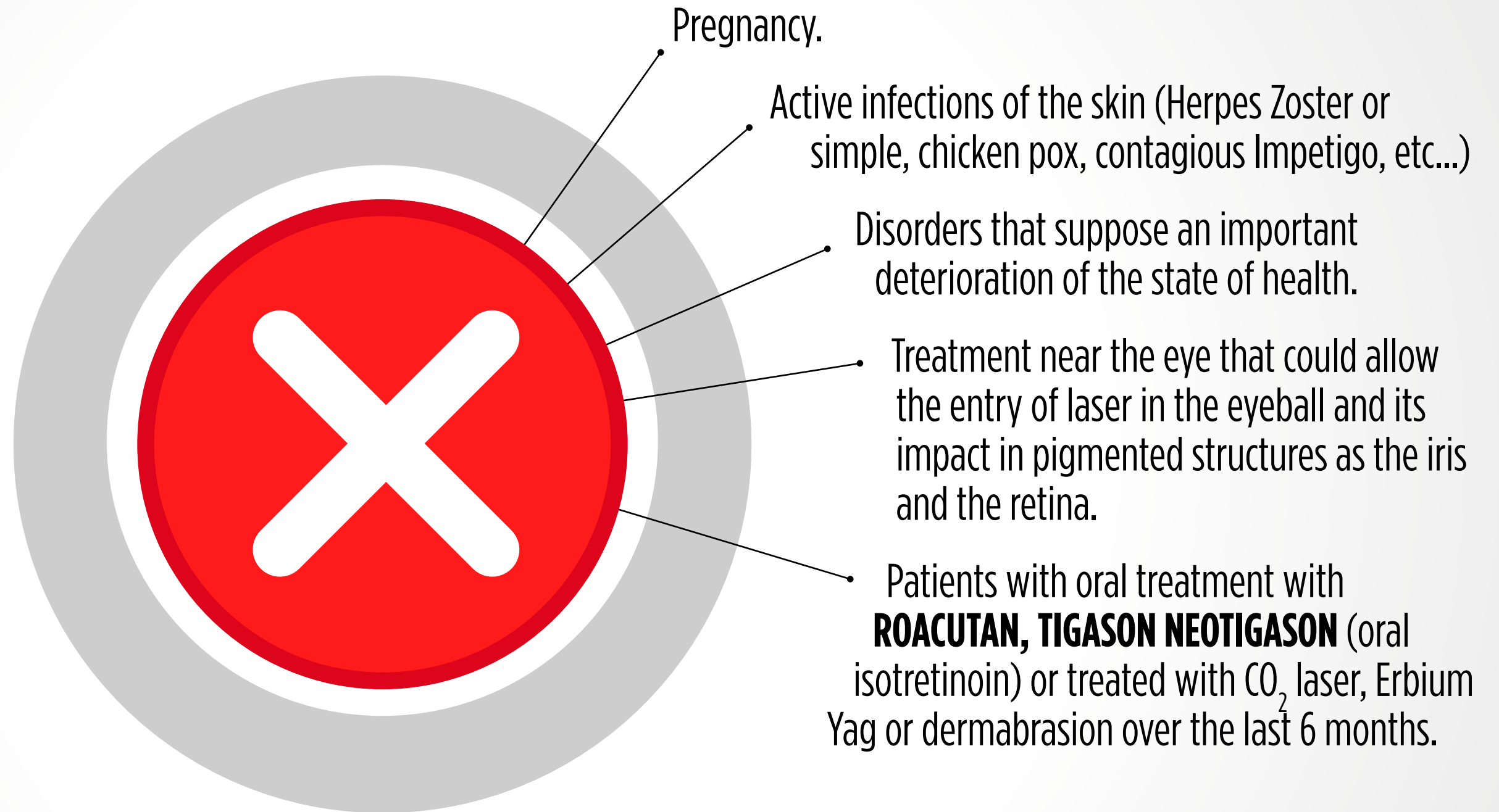




About treatment

02

**YES**  
THESE ARE  
**CONTRAINDICATIONS**



About treatment

02

## BEFORE THE TREATMENT



- 1 In case of solar or UV beams exposure, tell your treatment provider prior to starting every session to fit the parameters of the treatment.
- 2 Do not depilate the zones, wax or tweezer a month before the treatment; use, if you wish it, other methods that shave the hair but do not extract it.
- 3 Do not apply self tanning products the week prior to the treatment.
- 4 Do not color the hair that is going to be removed 15 days before the treatment.
- 5 Do not use make-up or lotion the day of the treatment in the areas that is going to be treated.
- 6 Do not use cosmetics containing either Glycolic Acid or Retinoic Acid three days before the treatment and three days after.
- 7 Do not use deodorant before or after the laser session if you are going to remove the hair of the axilla.
- 8 If your skin suffers cloasma or trend to the hyperpigmentation, use a local depigmentation product that will be applied two weeks before the treatment.
- 9 In case you suffer persistent labial herpes (more than 1 time per month), contact your doctor to initiate a preventive treatment plan the day before your laser session.
- 10 The treatment is contraindicated in persons who in the last 6 months have been put under oral treatment with **ROACUTAN**, **TIGASON**, **NEOTIGASON** or **ACCUTANE** (oral isotretinoine).
- 11 The treatment is contraindicated in persons who in the last 6 months have submitted the treatment area with a CO<sub>2</sub> Laser, ErbioYag or Dermabrasion.
- 12 Come with the treatment area perfectly shaved, except the facial area which will be shaved by the treatment provider the same day of the treatment.

About treatment

02

## AFTER THE TREATMENT

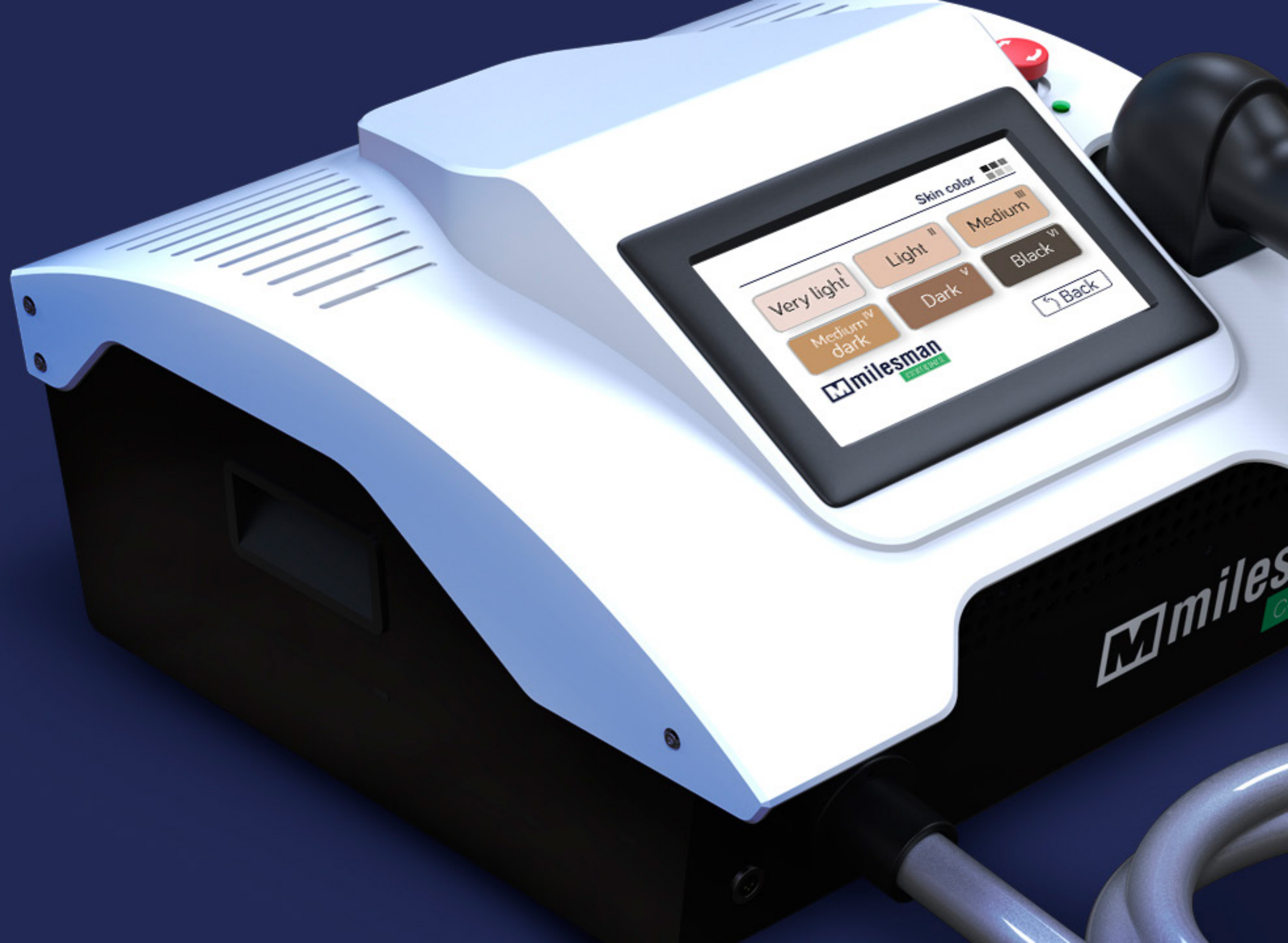


- 1 There is an usual appearance of a slight redness and inflammation in the treated areas. It is a sign that the treatment has been effective. This can last up to 72 hours as a maximum.
- 2 You can go back to your normal activities, such as physical exercise, douche and washing the treated areas. You should be careful to not increase the inflammation and redness that takes place due to the treatment. Avoid the sauna or very warm water in the bath for at least 24 hours.
- 3 Some patients (generally dark skin or tanned) can observe small bumps or blisters that disappear. Rarely can they leave a change in the skin color.
- 4 After several days, the treated hair will part easily from your follicles. This fact can be interpreted by erroneous way by the patient deducing that the hair turns to grow and the treatment is not efficient. Do not be alarmed, the treatment has been safely efficient and it implies simply that the rest of the treated hair with laser has to be eliminated and the only route of exit and elimination is the follicle, giving the impression that it grows again when really it is falling down definitively. The local hydration favors the fall of the eliminated hair.
- 5 You can apply treated areas with gels or creams that your doctor has recommended after the treatment.
- 6 In case of exposing the skin to the sun, a solar minimal protector SPF 30 or higher should be used.

# M

03

SPECIAL  
FEATURES  
THAT MAKES  
**MILESMAN**  
COMPACT  
A **UNIQUE**  
**TECHNOLOGY**





Special features that makes **Milesman** compact a **unique technology**

03

## VCSEL SYSTEM

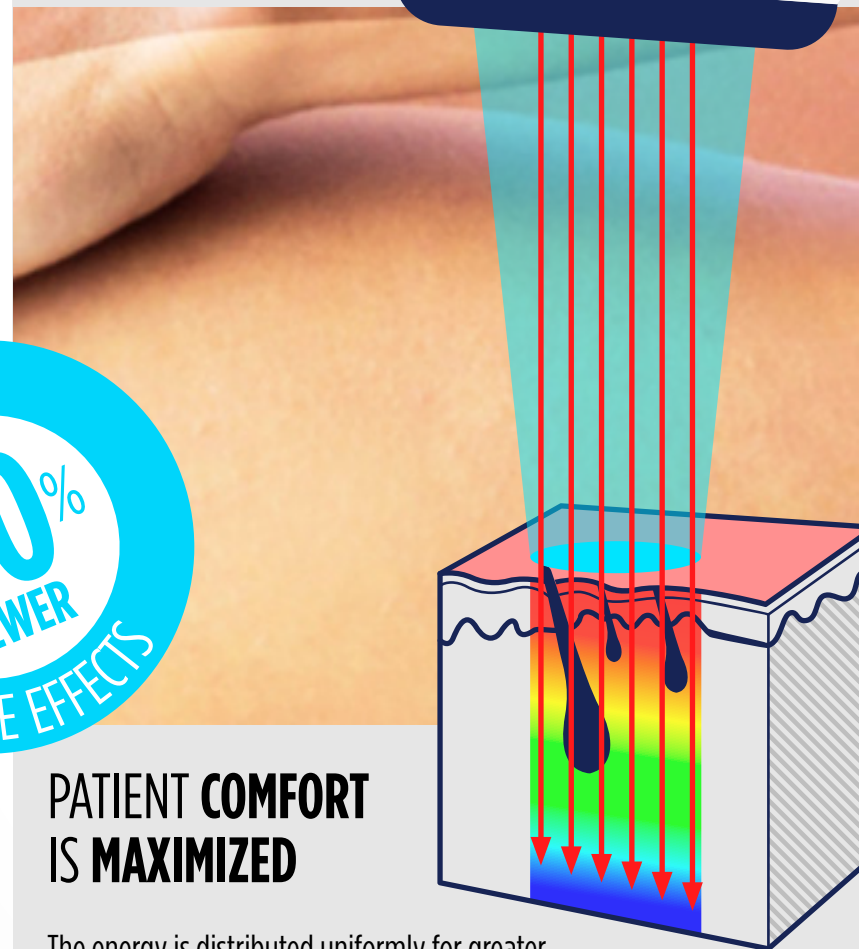
UP TO  
**90%**  
FEWER  
SIDE EFFECTS

### PATIENT COMFORT IS MAXIMIZED

The energy is distributed uniformly for greater efficiency, less perceived pain.

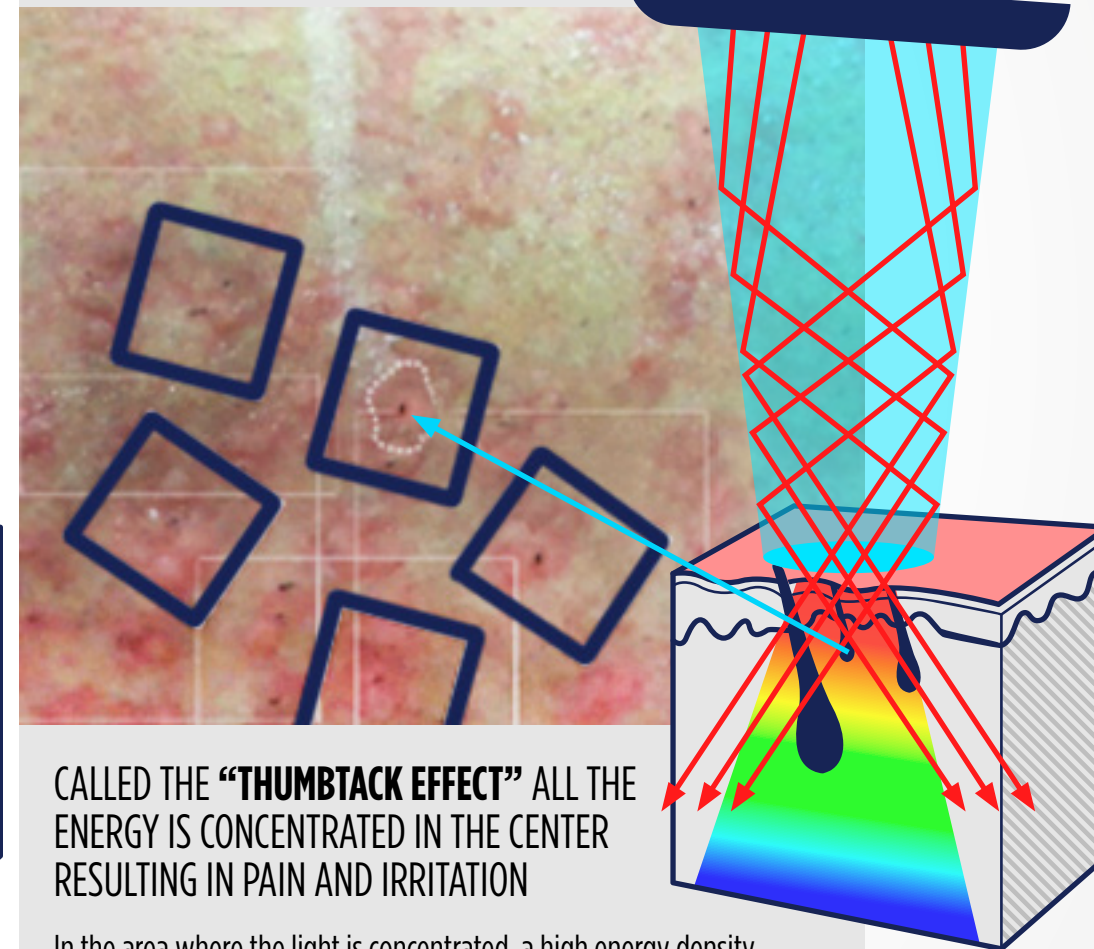
### With VCSEL system

**M milesman** ❄️❄️❄️



### Without VCSEL system

**OTHER LASERS** ❄️



CALLED THE "THUMB TACK EFFECT" ALL THE ENERGY IS CONCENTRATED IN THE CENTER RESULTING IN PAIN AND IRRITATION

In the area where the light is concentrated, a high energy density causes **PAIN, IRRITATION** and a **HIGH RISK** of **BURNING**.

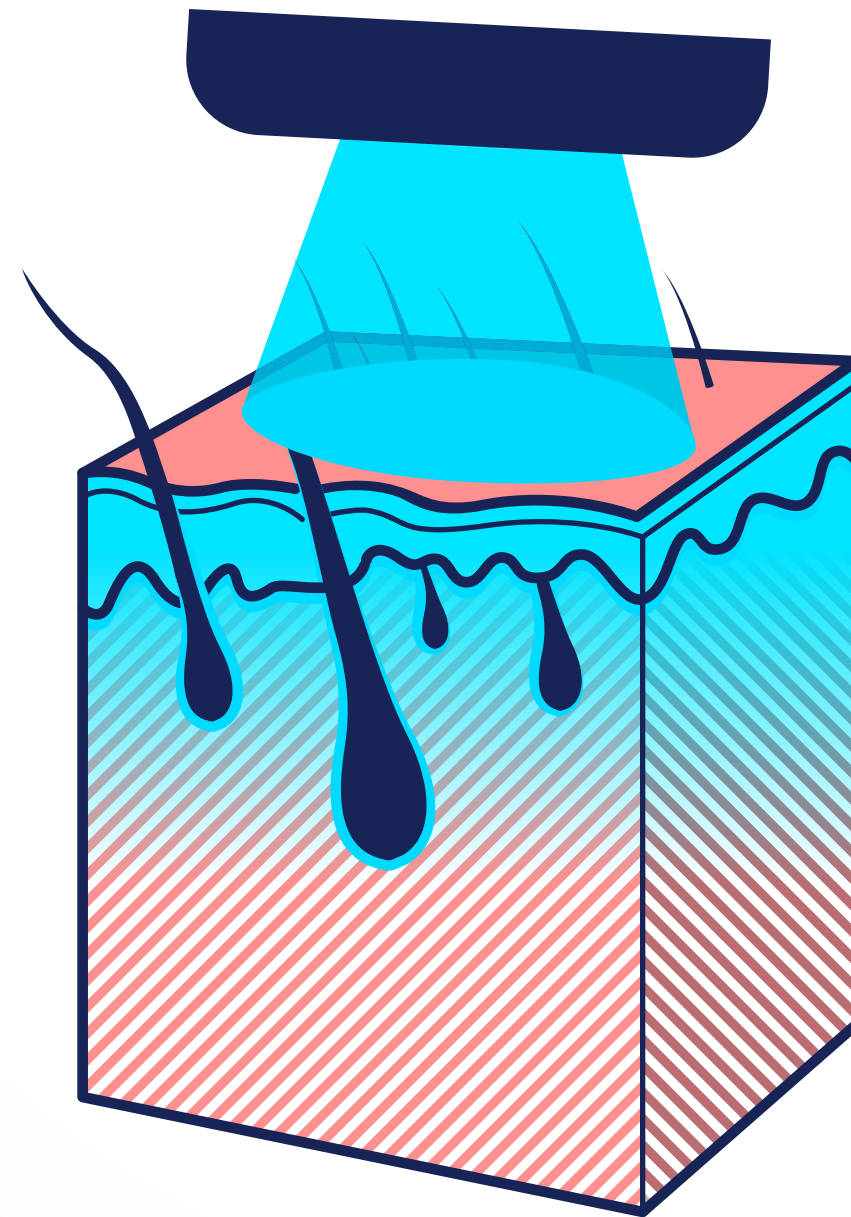
**M milesman**

**New laser** emitters capable of producing 810 nm laser light with greater efficiency.

Special features that makes **Milesman** compact a **unique technology**

03

**LASER  
EMISSION  
WITH  
MINIMAL  
HEAT  
GENERATION**



## **ADVANTAGES**

Avoids the necessity of a heavy, secondary chiller unit.

Latest generation diodes are 90% more reliable than current diode technology.

**M milesman**

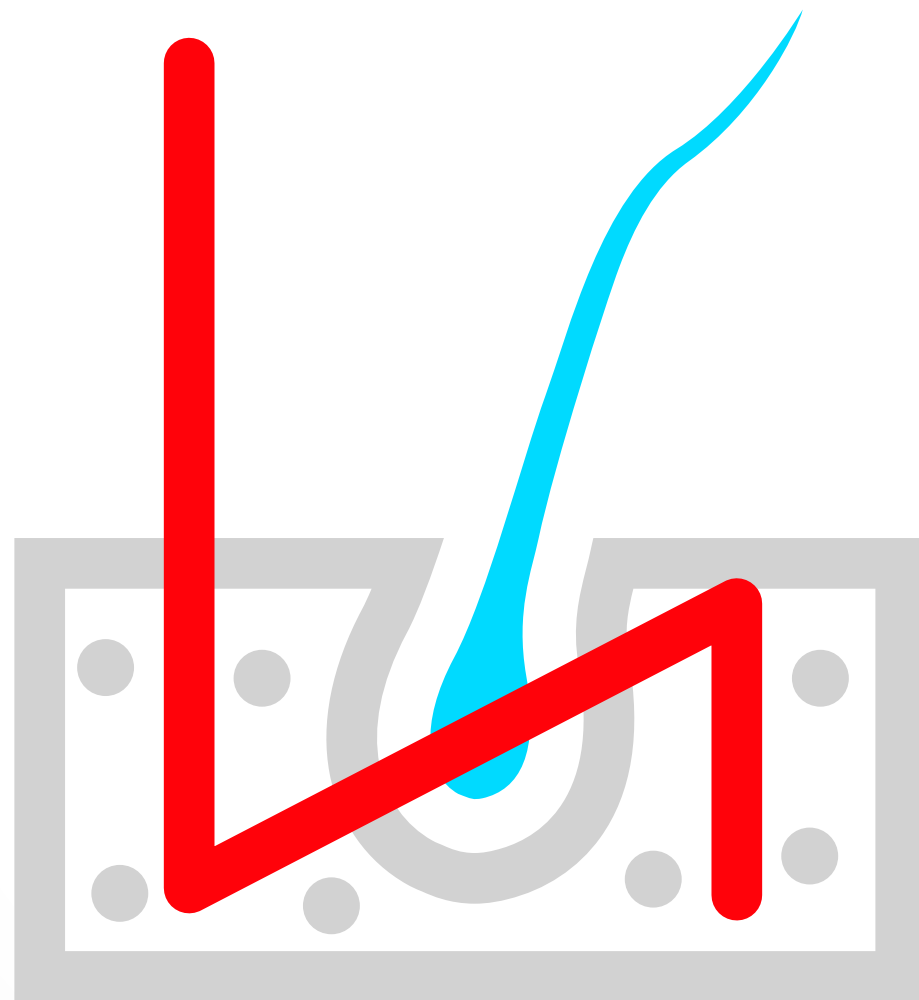


15% of the laser light is reflected when it comes in contact with the skin. **Milesman has a unique technology for recovering this reflected light.**

Special features that makes **Milesman** compact a **unique technology**

03

## RECOVERY OF REFLECTED LIGHT



## ADVANTAGES

Nearly 100% of available laser energy is utilized.

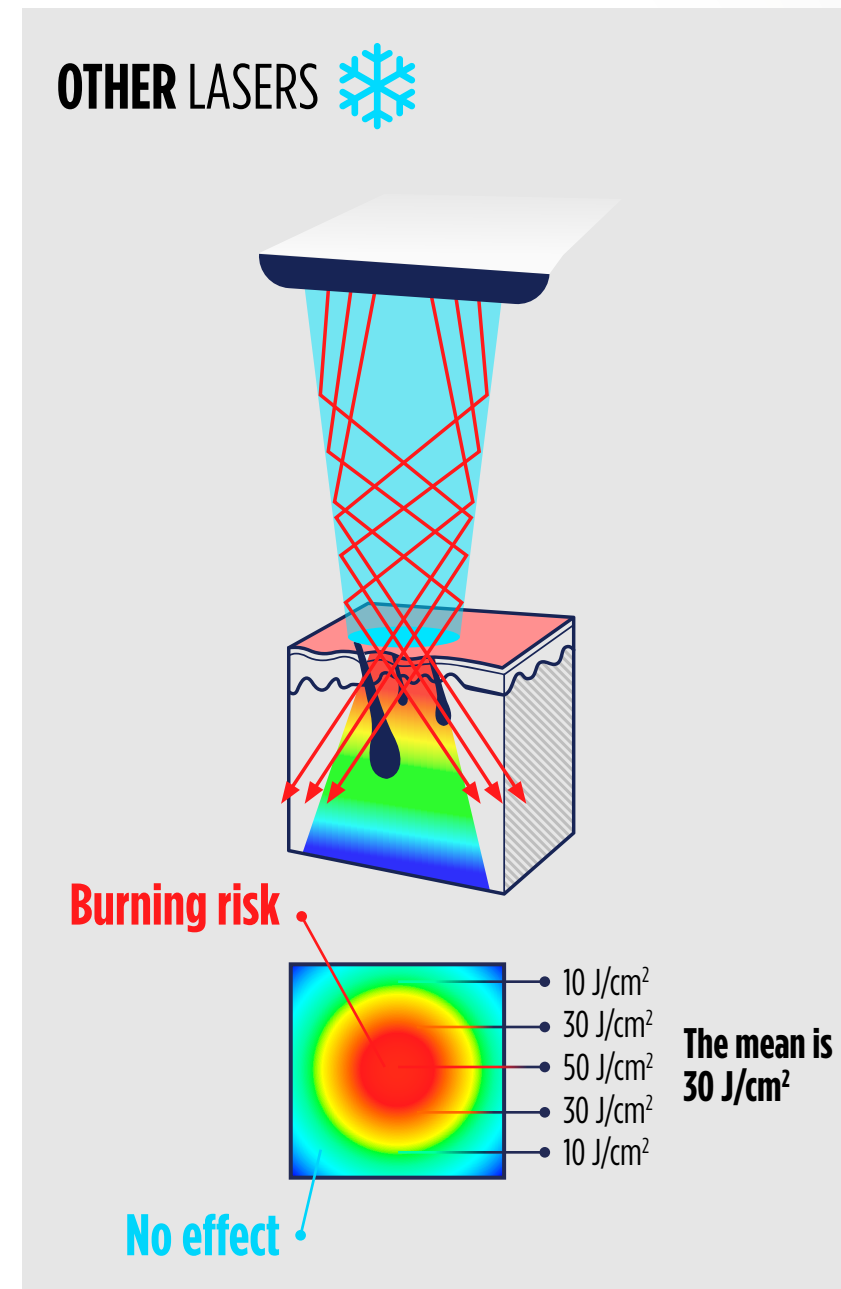
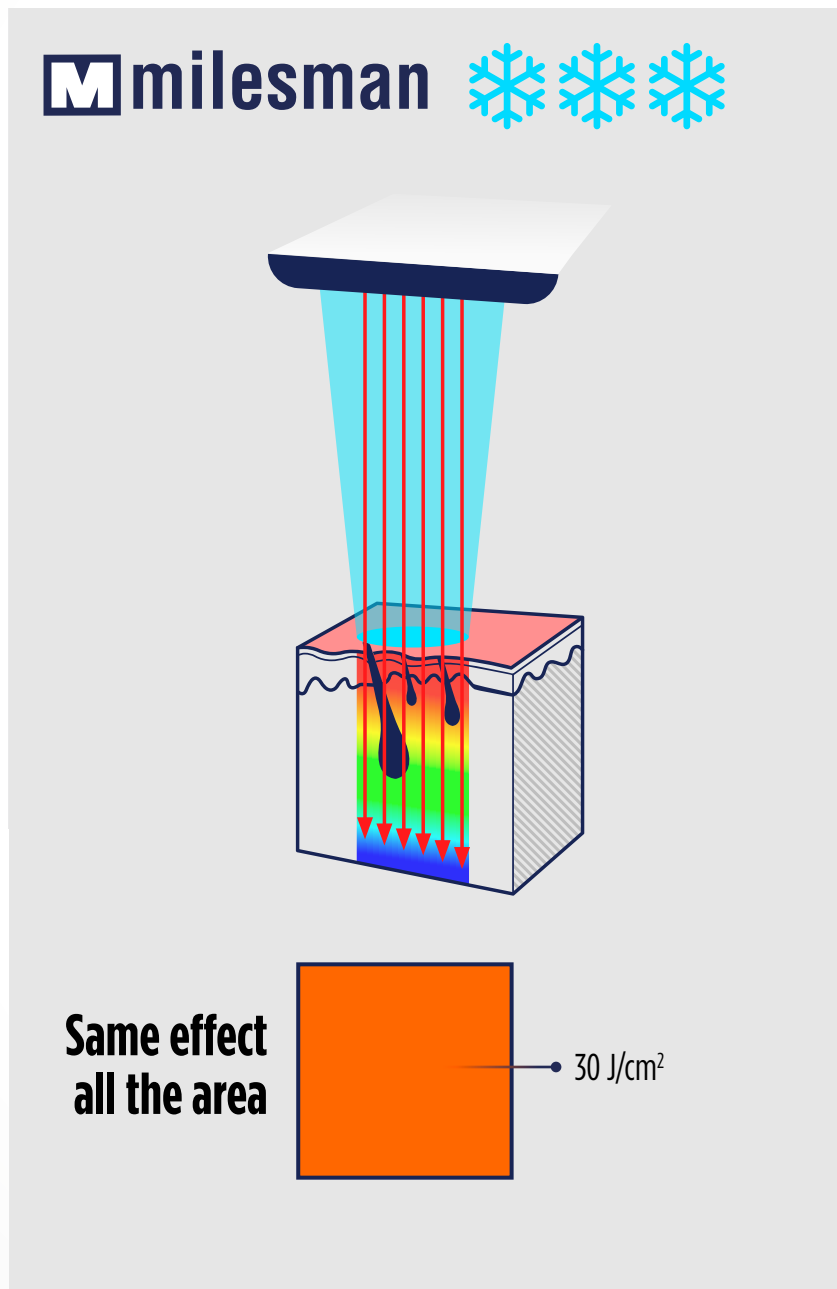
Produced longer lived diodes.

# Difference between Milesman Compact and other lasers when 30 J/cm<sup>2</sup> is set on the screen.

Special features that makes **Milesman compact** a **unique technology**

03

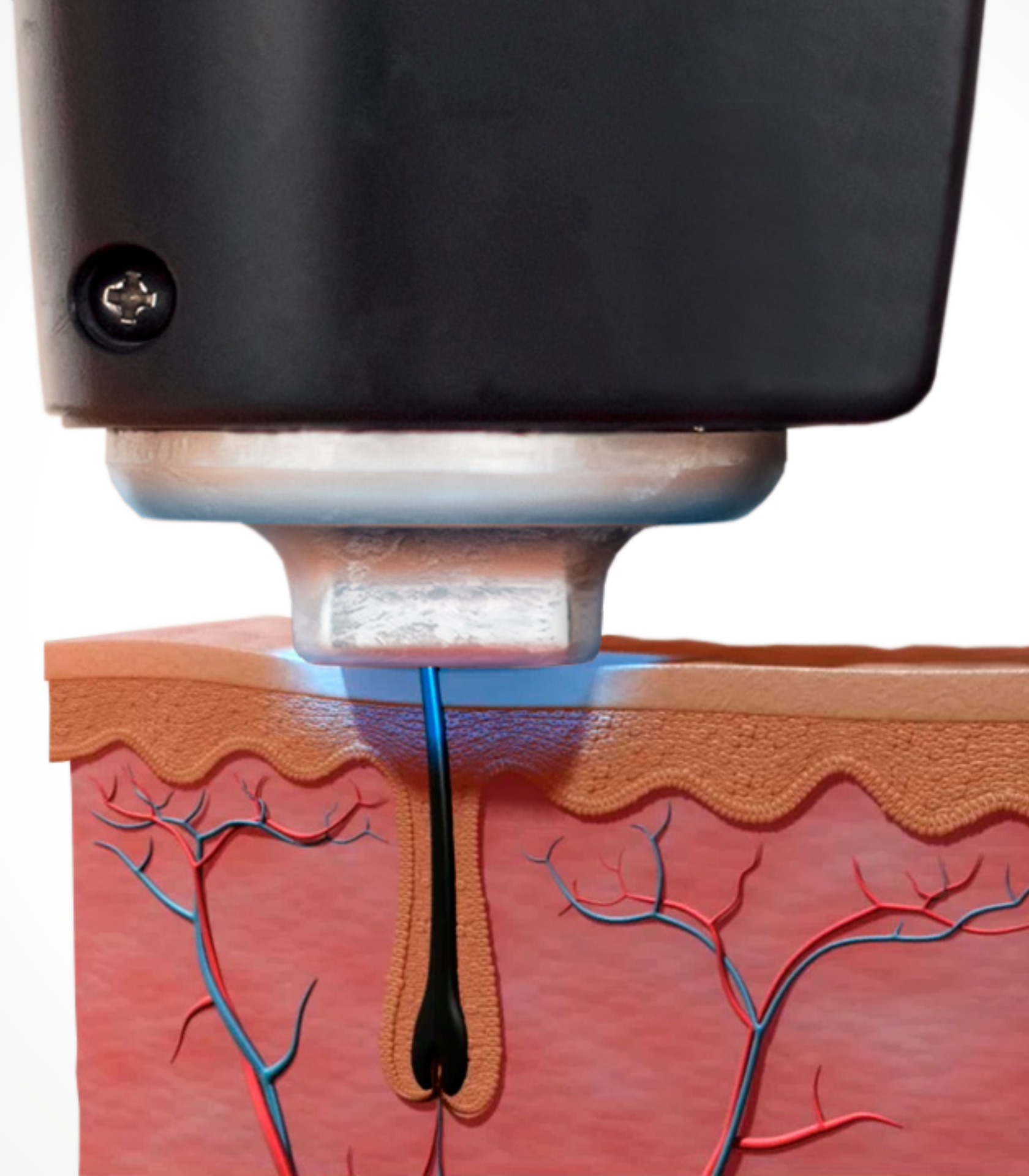
**Optimized distribution** of laser light. Deeper and better penetration in the skin and more homogeneous energy distribution



Special features that makes **Milesman** compact a **unique technology**

03

## ULTRA-POWERFUL COLD TIP



**New cooling** system located in the handpiece tip achieves a stable low temperature.

### ADVANTAGES

Virtually eliminates discomfort during treatment.

Protects the skin more effectively.

**M milesman**



# M

04

## HAIR REMOVAL MARKET



HAIR REMOVAL  
MARKET

04

# THE FUTURE OF LASER HAIR REMOVAL

## PROFITABLE

High growth due to the fact that the treatment is becoming more known and has cheaper prices.

## STRATEGIC

Key service that must be provided to avoid the loss of patients seeking service in other centers.

## MASSIVE

It becomes a known and demanded service. It stops being an “elitist” treatment. Affordable prices, which means a lot of customers.

HAIR REMOVAL  
MARKET

04

## REQUIREMENTS OF A HAIR REMOVAL LASER TO HAVE BUSINESS OPPORTUNITIES

### FAST

To do large areas in a short time.

### ROBUST

Since many sessions are going to be done, it is required that the laser does not break down, nor heat up.

### POWERFUL

Since sessions are usually sold in packs (all the needed sessions) it's important to get results in few sessions and to get that a powerful laser is required.

### NO CONSUMABLES

To not increase the costs.

### PAINLESS

No patient tolerates pain.

### PORTABLE

If the laser is portable there are new business opportunities.

### ALL SKIN TYPES

To treat anybody.



**M** milesman