



INVESTOR PRESENTATION

July 2021



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This presentation and the accompanying oral presentation contains “forward-looking” statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. Any statements contained herein that are not of historical facts may be deemed to be forward-looking statements. In some cases, you can identify these statements by words such as “anticipates,” “believes,” “plans,” “expects,” “projects,” “future,” “intends,” “may,” “should,” “could,” “estimates,” “predicts,” “potential,” “continue,” “guidance,” and other similar expressions that are predictions of or indicate future events and future trends. These forward-looking statements include, but are not limited to, statements about our financial performance; the growth in demand for our systems and other products; the anticipated timeline for the release of new products; and general economic conditions, including the global economic impact of COVID-19, involve risks and uncertainties that may cause results to differ materially from those set forth in the statements. These forward-looking statements are based on current expectations, estimates, forecasts, and projections about our business and the industry in which we operate and management's beliefs and assumptions and are not guarantees of future performance or developments and involve known and unknown risks, uncertainties, and other factors that are in some cases beyond our control. As a result, any or all of our forward-looking statements in this presentation may turn out to be inaccurate. Factors that could materially affect our business operations and financial performance and condition include, but are not limited to, those risks and uncertainties described under Part I Item 1A— “Risk Factors” in our most recent Annual Report on Form 10-K, Part II Item 1A— “Risk Factors” in our Form 10-Q for the quarter ended March 31, 2021, and in other documents the Company may file with the SEC. You are urged to consider these factors carefully in evaluating the forward-looking statements and are cautioned not to place undue reliance on the forward-looking statements. The forward-looking statements are based on information available to us as of the date of this presentation. Unless required by law, we do not intend to publicly update or revise any forward-looking statements to reflect new information or future events or otherwise.

This presentation contains estimates and other statistical data made by independent parties relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

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KEY BUSINESS HIGHLIGHTS

VENUSCONCEPT
delivering the promise



Leading Player in Both the \$3.4B¹ Energy Based Aesthetic Market and \$4.6B² Hair Restoration Market



Comprehensive Portfolio and Global Footprint Enhance Business Resilience



Differentiated Aesthetic Player With Advantages in Technology, Business Model and Data Analytics



Key New Product Launches Gaining Rapid Adoption and Driving Growth



Robust Development Pipeline Protected by Extensive IP



Recent Debt Restructuring Significantly Enhances Capital Structure

1. Company estimates based on data from Medical Insight reports: "Energy-Based Body Shaping & Skin Tightening"- August 2019; "Energy-Based Aesthetic Devices"- October 2019; "Energy-Based Feminine Rejuvenation"- March 2019).
2. International Society of Hair Restoration Surgery (ISHRS): 2020 Practice Census Results Report. Represents a 10% increase in market size since 2016 (\$4.1 billion USD in 2016).

GLOBAL SCALE & INFRASTRUCTURE TO SUSTAIN GROWTH



1. Total reported revenue for the fiscal year 2020 and 2019

2. Includes all units shipped in the year ended Dec 31, 2020; exact number is 14,201





3. Includes employees 107 based in the United States, 77 based in Canada, 62 based in Israel, and 138 in the rest of the world as of December 31, 2020.

4. Includes direct sales representatives, sales management, marketing and members of the physician engagement team as of December 31, 2020.

DIFFERENTIATED CUSTOMER-CENTRIC APPROACH

Our key differentiators include a customer friendly subscription sales model, unrivaled practice support and IoT data analytics that can help make customers more profitable



-  **Reduce** financial barriers for customers
-  **Reduce obsolescence risk**
-  **Increase reach to patients**
-  **Only aesthetic company leveraging data** to improve customer performance

GLOBAL AESTHETIC PRODUCT PORTFOLIO



Launch Year

Procedure(s) - US:

Procedure(s) -
OUS:

2014
Venus Legacy

- Cellulite Reduction

- Cellulite Reduction
- Skin Tightening
- Body Contouring

2015
Venus Viva Viva MD (2020)

- Skin Rejuvenation

- Wrinkle Reduction

2016
Venus Versa

- Vascular & Pigmented Lesions
- Skin Rejuvenation
- Hair Removal

- Vascular & Pigmented Lesions
- Skin Rejuvenation
- Hair Removal
- Body Contouring

2016
Venus Freeze Plus

- Rhytids & Fine Lines

- Rhytids & Fine Lines
- Skin Tightening

2017
Venus Velocity

- Diode Laser Hair Removal

- Diode Laser Hair Removal

2017
Venus Fiore

- N/A

- Vaginal Rejuvenation

2018
Venus Glow

- Skin Rejuvenation (Dermabrasion)

- Skin Rejuvenation (Dermabrasion)

2018
NeoGraft

- FUE hair transplant procedure

- FUE hair transplant procedure

2019
Venus Heal

- Muscle Aches & Pain

- Muscle spasms
- Back Pain
- Soft Tissue Injuries

2019
Venus Bliss

- Non-Invasive Lipolysis of Abdomen & Flanks
- Cellulite Reduction

- Skin Tightening
- Circumferential Reduction
- Cellulite reduction

2019
ARTAS

- Robotic FUE hair transplant procedure

- Robotic FUE hair transplant procedure

2019
Epileve

- N/A

- Diode Laser Hair Removal



Key New Product Launches/Growth Drivers

107 / 11

Issued / Pending U.S. Patent Applications ¹

111 / 27

Issued / Pending Foreign Counterpart Patent Applications ¹

FIRST MULTI-PURPOSE PLATFORM IN THE \$1.4B BODY CONTOURING MARKET¹

Non-invasive, multi-purpose platform enjoying robust adoption and high user satisfaction



Overview

Diode Laser with (MP)² technology

Non-invasive lipolysis of the abdomen
and flanks²
Cellulite reduction

Fat reduction and skin tightening in one
device

Key Features

Fast, comfortable treatments

Statistically significant clinical results³

No consumable cost
3-year warranty

1. Medical Insights: "Energy-Based Body Shaping & Skin Tightening"- August 2019

2. In individuals with a Body Mass Index (BMI) of 30 or less

3. In a 60-patient clinical study done with the Venus Bliss device, all participants received a single diode laser treatment to either their flanks or abdomen. Based on the data review, subjects saw a statistically significant reduction in adipose layer thickness as measured by ultrasound, 6- and 12-weeks following treatment. Greater than 90% of the subjects found the treatment to be comfortable and the majority were satisfied with the results.

VENUS BLISS™ RESULTS

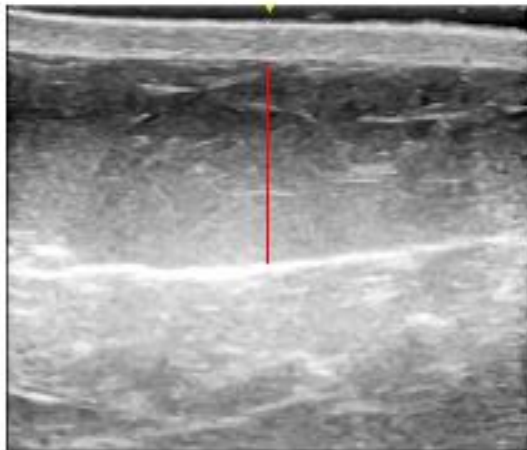
Clinical data shows a 41% decrease in adipose layer thickness

RESULTS

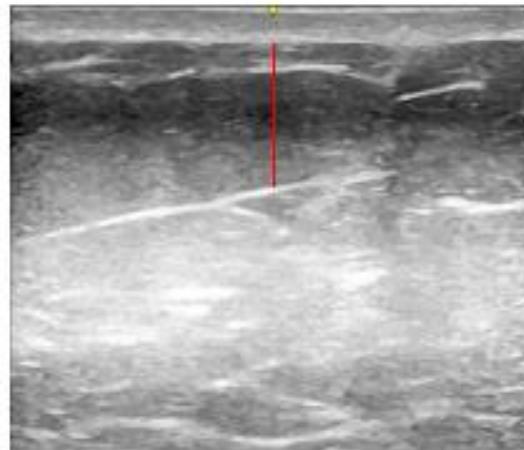
Clinical studies have shown up to a **41%** reduction in adipose layer thickness



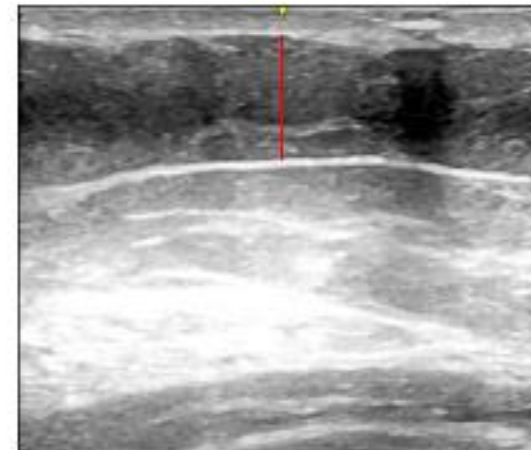
Abdomen



Baseline
1.30



6 week
0.95
27% decrease



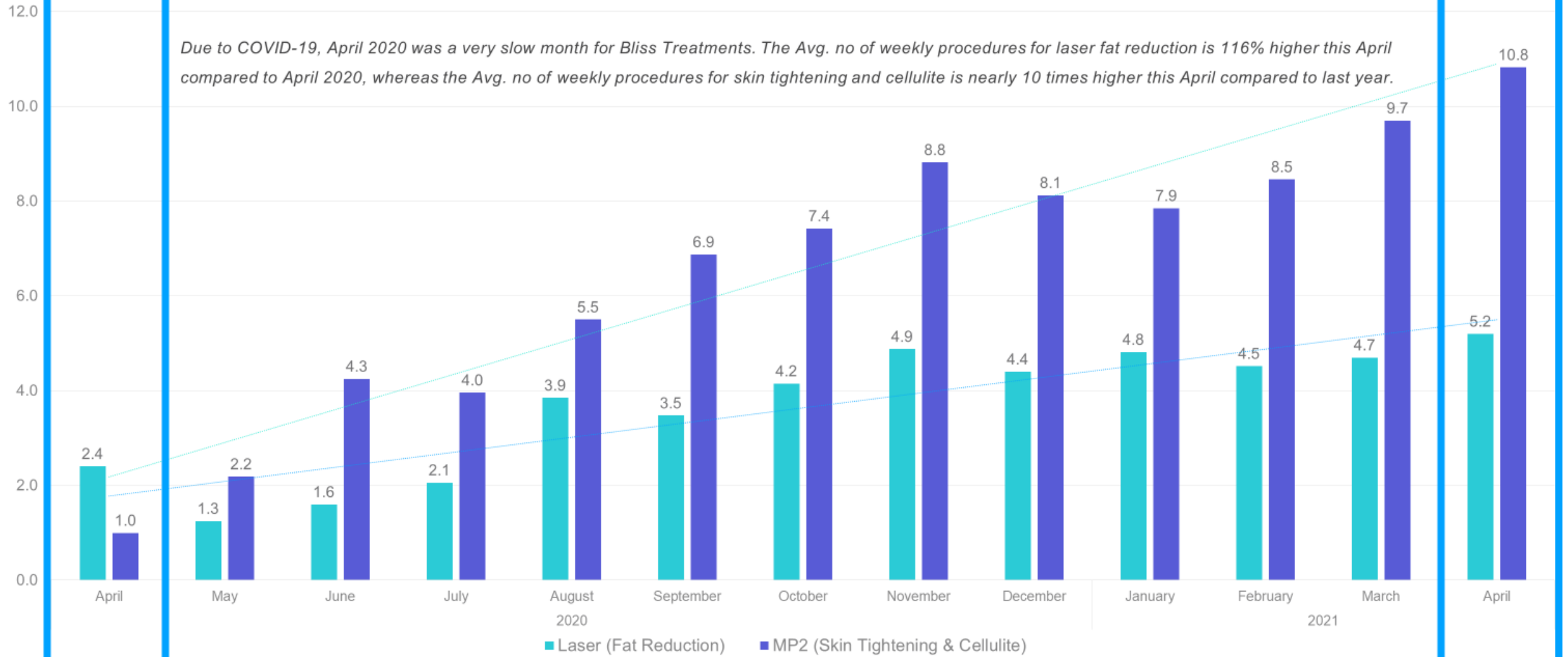
12 week
0.80
41% decrease

Courtesy of Jeffrey M. Kenkel, MD, FACS

Venus Bliss Usage- YoY 2020-2021

YoY Avg. no. of weekly procedures

Due to COVID-19, April 2020 was a very slow month for Bliss Treatments. The Avg. no of weekly procedures for laser fat reduction is 116% higher this April compared to April 2020, whereas the Avg. no of weekly procedures for skin tightening and cellulite is nearly 10 times higher this April compared to last year.



Data Captured on May 18, 2021

Venus Bliss Non-Invasive Fat Reduction/Body Contouring

Multi-Purpose Platform Drives Compelling ROI

Avg. No. Of Weekly Tx. Laser

5.2

Avg. No. Of Weekly Tx. RF

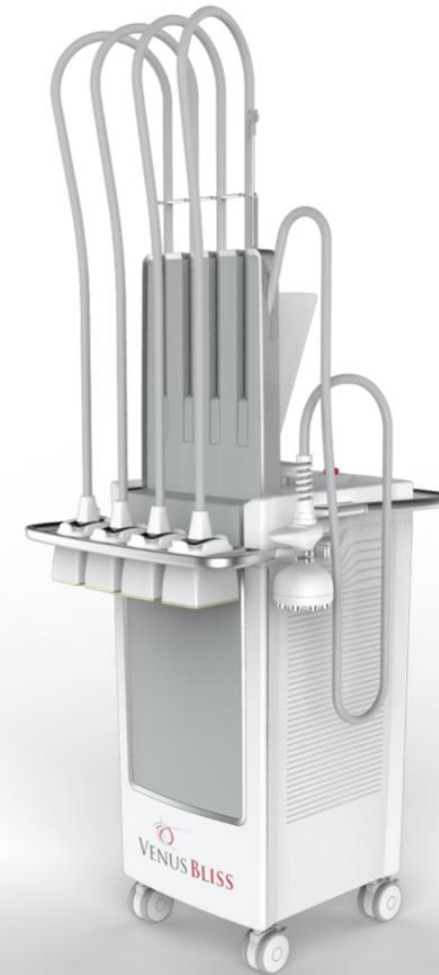
10.8

Avg. weekly Revenue per clinic

\$5780

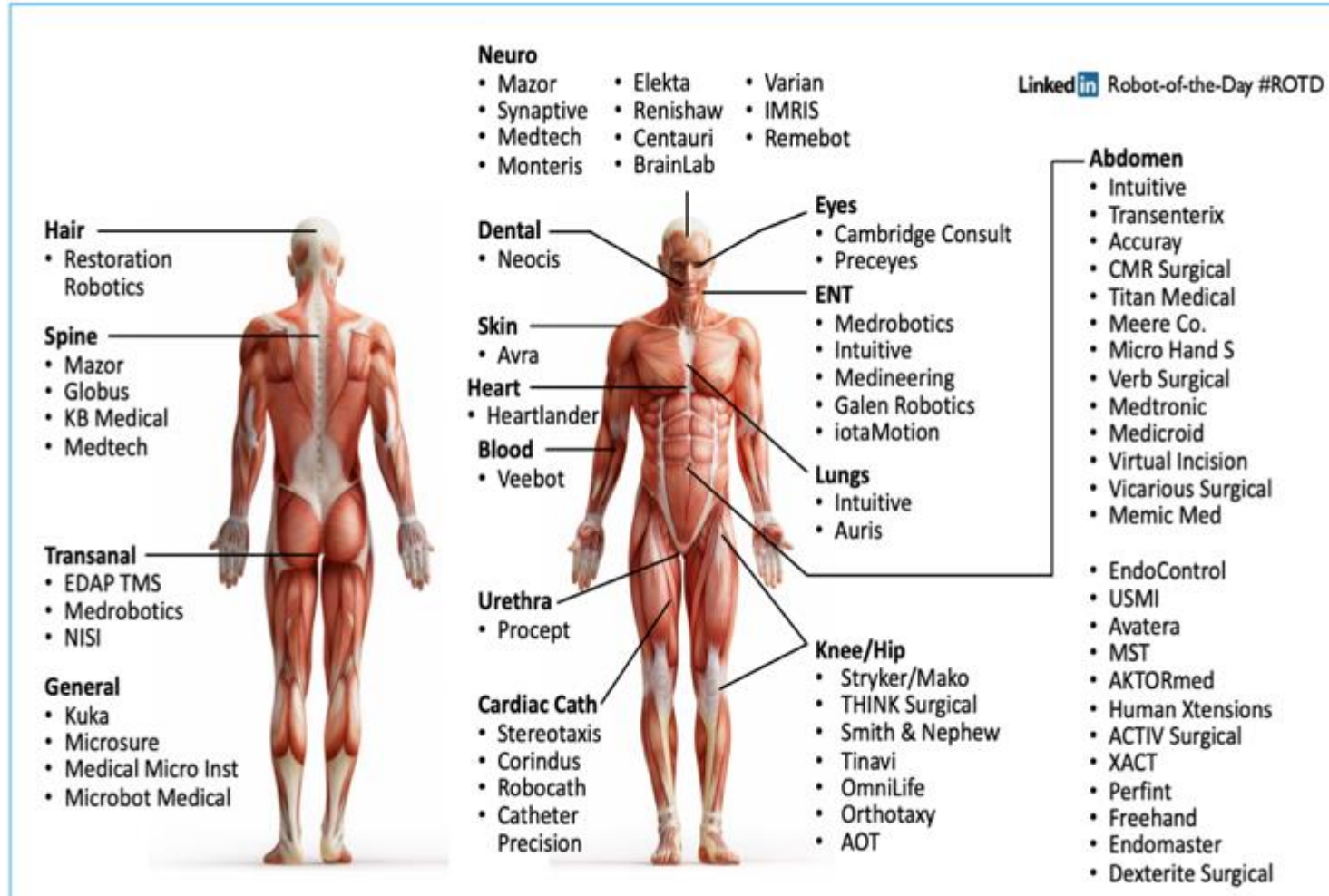
Avg. Time to ROI (Weeks)

27.5



ROBOTICS IN MEDICINE

FUTURE IS ALREADY HERE



Over **70** companies are developing a robotic technology to be used in medical intervention

Millions of patients have been treated for a wide variety of conditions worldwide

The Medical Robotics Market could **quadruple** over the next 5 years

COMPREHENSIVE HAIR RESTORATION PORTFOLIO

DIFFERENTIATED SOLUTIONS IN THE \$4.6 BILLION¹ GLOBAL HAIR RESTORATION MARKET



MECHANICAL FUE

- Women
- Curly hair
- Less shaving
- Color blind (light & blond hairs)
- Lower volume cases
- Fine tuning of specific areas of scalp (temples/temporal peaks, post face lift)

ROBOTIC FUE

- High volume cases
- Faster & higher yield
- Market differentiation with AI and robotic technology
- Attract patients who want the newest robotic technology
- Reduce human variability and fatigue



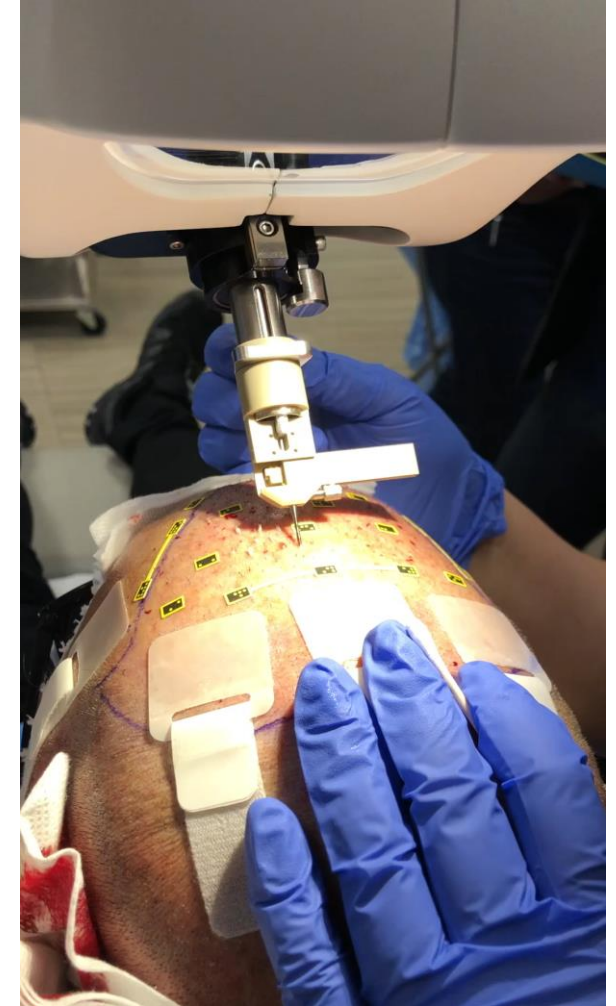
TWO COMPLEMENTARY TECHNOLOGIES

VeroBotics Development Update

Significant upgrades to enhance ARTAS' margins

Implantation Update

- Product Improvements:
 - Upgrades and new accessories to improve repeatability and workflow
 - New software has speed and repeatability improvements
 - 2,000 follicle transplants can now be completed within 5 hours
- Commercial Re-launch:
 - Training Focus Sites in implantation
 - Build clinical experience / data
 - Dr. Chumak presentation on Robotic Implantation at ISHRS Meeting
 - White paper – implantation case series
- Next Development Projects – workflow improvements
 - Cartridge improvements – easier to load, higher capacity, faster workflow
 - Implant mechanism upgrades – higher capacity, improved geometry and usability

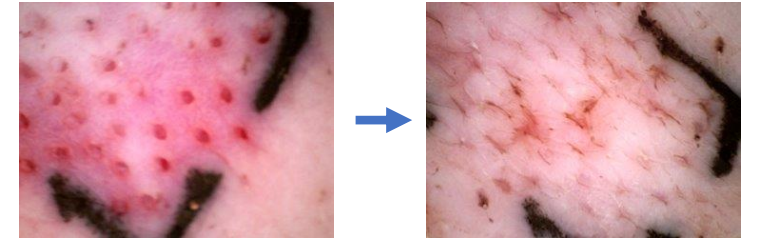


RoboCor

Non-surgical procedure with potential to disrupt the skin tightening market

Animal Studies:

- Confirmed directional skin tightening effect with micro-coring and compressive wound dressing
- Compared different core removal and compression methods
- Understanding healing histology and biologic requirements to achieve rapid, scar-less healing



In House Study

- Tested coring device behind ear and on upper arm
- Advanced our understanding of core removal in human skin
- Completed feasibility trial on 16 patients including 1 patient treated robotically; approximately 80 Tx zones, with positive early results

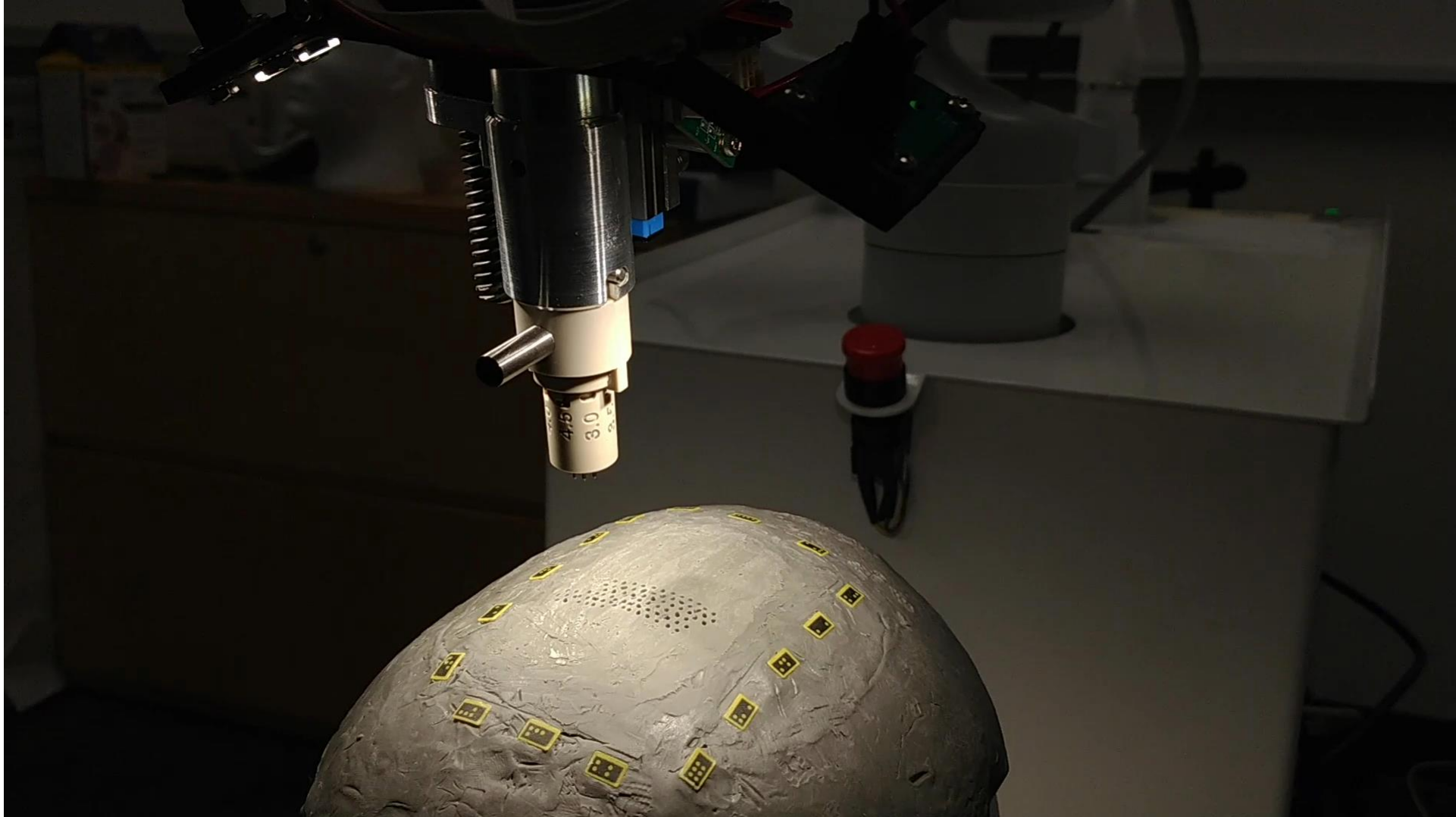


Next:

- IRB studies to continue in-vivo research and development
- Finalize coring methods and parameters
- Adjunctive energy-based wound healing modalities

RoboCor

Innovative skin tightening technique



FINANCIAL INFORMATION

Q1 2021, Fiscal Year 2020 and 2021 Revenue Guidance

Venus Concept Inc.
Supplemental Financial Information - Revenue by Geographic Area*

(Dollars in millions)	Three months ended March 31,		Increase / (decrease)		Twelve months ended December 31,		Increase / (decrease)	
	2021	2020	\$	%	2020	2019	\$	%
United States	\$ 10.9	\$ 5.6	\$ 5.2	92.9 %	\$ 34.0	\$ 47.7	\$ (13.7)	(28.8) %
International	11.7	8.9	2.9	32.2 %	44.0	62.7	(18.7)	(29.8) %
Total	\$ 22.6	\$ 14.5	\$ 8.1	55.8 %	\$ 78.0	\$ 110.4	\$ (32.4)	(29.3) %

*numbers may not foot due to rounding

**2021 Revenue Guidance Represents YoY increase of
28% to 35%**

Venus Concept Inc.
Supplemental Financial Information - Revenue by Type*

(Dollars in millions)	Three months ended March 31,		Increase / (decrease)		Twelve months ended December 31,		Increase / (decrease)	
	2021	2020	\$	%	2020	2019	\$	%
Lease revenue	\$ 8.5	\$ 6.8	\$ 1.7	25.3 %	\$ 33.4	\$ 65.2	\$ (31.7)	(48.7) %
System revenue	9.8	3.5	6.3	180.5 %	29.0	31.7	(2.8)	(8.7) %
Product revenue	3.1	2.7	0.3	12.4 %	10.9	6.9	3.9	56.4 %
Service revenue	1.2	1.5	(0.3)	(19.2) %	4.8	6.6	(1.8)	(27.3) %
Total	\$ 22.6	\$ 14.5	\$ 8.1	55.8 %	\$ 78.0	\$ 110.4	\$ (32.4)	(29.3) %

*numbers may not foot due to rounding

(Dollars in millions)	2021 Guidance	2020 Actual	2019 Actual
Total Annual Revenue	\$100.0 - 105.0	\$78.0	\$110.4

FINANCIAL INFORMATION

Q1'21 and Fiscal Year 2020

VENUS CONCEPT INC.
Summary Balance Sheet
(in thousands, except for shares and per share data)

	31-Mar-21
ASSETS	
Cash and cash equivalents	\$ 27,075
Other current assets	79,600
Total current assets	106,675
Total long-term assets	42,082
TOTAL ASSETS	\$ 148,757
LIABILITIES AND STOCKHOLDERS' EQUITY	
Total current liabilities	29,131
Long-term debt	75,940
Government assistance loans	4,151
Other long-term liabilities	3,586
Total long-term liabilities	83,677
TOTAL LIABILITIES	112,808
TOTAL STOCKHOLDERS' EQUITY	35,949
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 148,757

Balance Sheet Summary:
(as of March 31, 2021)

- **Cash:** \$27.1 million
- **Debt:** \$80.7 million
 - Main Street Term Loan: \$50.0 million
 - 30-day LIBOR + 3%
 - matures in Dec 2025
 - Madryn Convertible Notes: \$26.7 million
 - Interest @ 8%, falling to 6% in Dec 2023
 - matures in Dec 2025
 - Government Assistance Loans: \$4.0 million
 - Interest 1%, of which \$1.1 million has been forgiven
- **Recent Financing:** Raised \$22.50 million through a public offering in December 2020. *(net proceeds of \$20.5 million)*