



VENUS CONCEPT
delivering the promise

Investor Deck

November 2021



DISCLAIMER

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 September 30, 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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01 | Company Overview



Our BOD



Domenic Serafino, Chief Executive Officer and Director

Domenic Serafino has served as Venus Concept's Chief Executive Officer since June 2010 and as Chairman of its board of directors since May 2014. Before joining Venus Concept in late 2010, Mr. Serafino served as President of Syneron Medical Ltd. from 2001 to 2007, during which time Syneron completed its initial public offering in the United States. Prior to Syneron, from 1995 to 2001, he served as a Partner, President, and Chief Operating Officer of Sigmacon Group. Mr. Serafino also serves on the board of directors of eSight Medical Inc. (NASDAQ:TMDI) since September 2018, FB Dermatology since October 2018 and Scientus Pharma Inc. since October 2013. Mr. Serafino earned a degree in Business Administration from Centennial College.



Scott Barry, Director and Chairman of the Board

Scott Barry has served as a member of Venus Concept's board of directors since June 2017. Mr. Barry joined EW Healthcare Partners in 2006 and has been a Managing Director of EW Healthcare Partners since 2012. Prior to joining EW Healthcare, Mr. Barry worked at Novartis Pharma AG where he most recently served as the Global Head of Pharma M&A and Collaborations. He was responsible for global acquisitions, equity investments and corporate partnerships across all therapeutic areas. Mr. Barry has a Bachelor of Arts degree from Wesleyan University and a Master of Business Administration from New York University.



Fritz LaPorte, Director

Fritz LaPorte has served as a member of Venus Concept's board of directors, chair of its compensation committee and member of its audit committee since August 2015. Mr. LaPorte co-founded MAKO Surgical Corp., an orthopedic surgical robotic company, in November 2004 and served as Senior Vice President, Chief Financial Officer, and Treasurer all the way through to December 2013. It was then acquired by Stryker Corporation (formerly NASDAQ:MAKO). Since January 2018, he also serves on the board of directors and finance committee of Holy Cross Hospital in Fort Lauderdale, Florida. Mr. LaPorte holds a Bachelors of Business Administration in Accounting from Florida Atlantic University.



Garheng Kong, M.D., Director

Garheng Kong, M.D. has served as a member of Venus Concept's board of directors since June 2017. Dr. Kong has been the managing partner of HealthQuest Capital, a healthcare investment firm, since July 2013. He was the general partner at Sofinnova Ventures, a venture firm focused on healthcare, from September 2010 to December 2013. From 2000 to September 2010, he was at Intersouth Partners, a venture capital firm, most recently as a general partner, where he was a founding investor or board member for multiple healthcare companies, several of which were acquired by large healthcare companies. Dr. Kong holds a B.S. from Stanford University and an M.D., Ph.D., and M.B.A. from Duke University.



Anthony Natale, M.D., Director

Anthony Natale, M.D. has served as a member of Venus Concept's board of directors since December 2014. Dr. Natale has served as a Managing Partner at Aperture Venture Partners, a healthcare venture capital firm, since 2010. Prior to that, Dr. Natale was a Partner at MDS Capital and Prism Ventures, where he made and managed healthcare venture investments. Dr. Natale currently serves on the board of directors of Channel Medsystems, Cortica, and Neuro Medical. He holds a B.A. from the University of Virginia, an M.D. from the University of Florida, and an M.B.A. from Yale University. Prior to transitioning into venture capital, Dr. Natale trained in General Surgery and Otolaryngology/Head and Neck Surgery at the University of Connecticut and Hartford Hospital.



Louise Lacchin, Director

Louise Lacchin has served as a member of Venus Concept's board of directors and chair of the audit committee since August 2015. Prior to joining Venus Concept, Ms. Lacchin was a Director, Treasurer, and Chair of the finance committee at Sheena's Place from October 2011 to May 2015. Ms. Lacchin served as Chair of Weston's disclosure committee from 2008 to 2010. In 2006, Ms. Lacchin was named one of the TOP 100™ Canada's Most Powerful Women. Ms. Lacchin holds a B.A. in Economics and Accounting from Algoma University and an MBA in Accounting and Finance from McMaster University.



Keith Sullivan, Director

Keith Sullivan has served as the Chief Commercial Officer of Restoration Robotics since November 2018 and as a member of the board of directors since July 2018. Mr. Sullivan previously served as Chief Commercial Officer and President (North America) of ZELTIQ Aesthetics, Inc. until the acquisition of ZELTIQ by Allergan, Inc. in April 2017. Prior to that, he held senior roles at ZELTIQ including SVP of worldwide sales & marketing. Mr. Sullivan, who has more than 30 years of senior sales leadership experience in the medical device industry, has previously held leadership positions with Medicis Pharmaceuticals, Reliant Technologies, Medtronic, Vision Quest Laser Center and Coherent Medical. Mr. Sullivan received a Bachelor of Business Administration from the College of William and Mary.

Our Company

\$78M

2020 Revenue¹

\$73M

2021 Revenue YTD¹

12

Available Platforms

65+

Countries where our product are sold



18

Countries with direct sales

100+

Issued U.S patent applications

14K+

Systems shipped (2020)²

165

Members of our global S&M team³

1. Reported revenue for the fiscal year 2020 and 9 months to September 30, 2021

2. Includes all units shipped in the year ended December 31, 2020

3. Includes direct sales representatives, sales management, marketing, and members of the physician engagement team as of September 30, 2021

Proven Track Record of Launching Innovative Products



2022



Legacy

Skin tightening & Cellulite reduction

Viva

Skin rejuvenation & Wrinkle reduction

Versa

Vascular & pigmented lesions, Skin rejuvenation & Hair removal

Velocity

Hair removal

Glow

Skin rejuvenation (Dermabrasion)

Neograft

FUE hair transplant procedure

ARTAS

Robotic FUE hair transplant procedure

Epileve

Hair removal

Bliss

Lypolysis, Circumferential reduction & Cellulite reduction

**Fiore/
Freedom**

Feminine health

Bliss Max

Muscle toning, Lypolysis, Circumferential reduction & Cellulite reduction

Aime

Robotic medical aesthetic platform, Dermal micro-coring

Limitations of The Aesthetic EBD Market Today



Commoditization

Crowded space with lots of device providers (Globally) & very little product differentiation. Product quality varies between different manufacturers but the customer cannot always tell the difference. This leads to discounts and reduced procedure pricing and makes it more difficult for clinic owners to succeed in building their practice without true differentiation.



Lack of segregation between core & non-Core

Since most procedures are being delegated to nurse practitioners or aestheticians, core doctors (Dermatologists & plastic surgeons) find themselves competing against Med-Spas and other business savvy centers offering the same procedures. This eventually causes procedure price to go down, making it less appealing to core doctors to invest their time in Energy based devices.

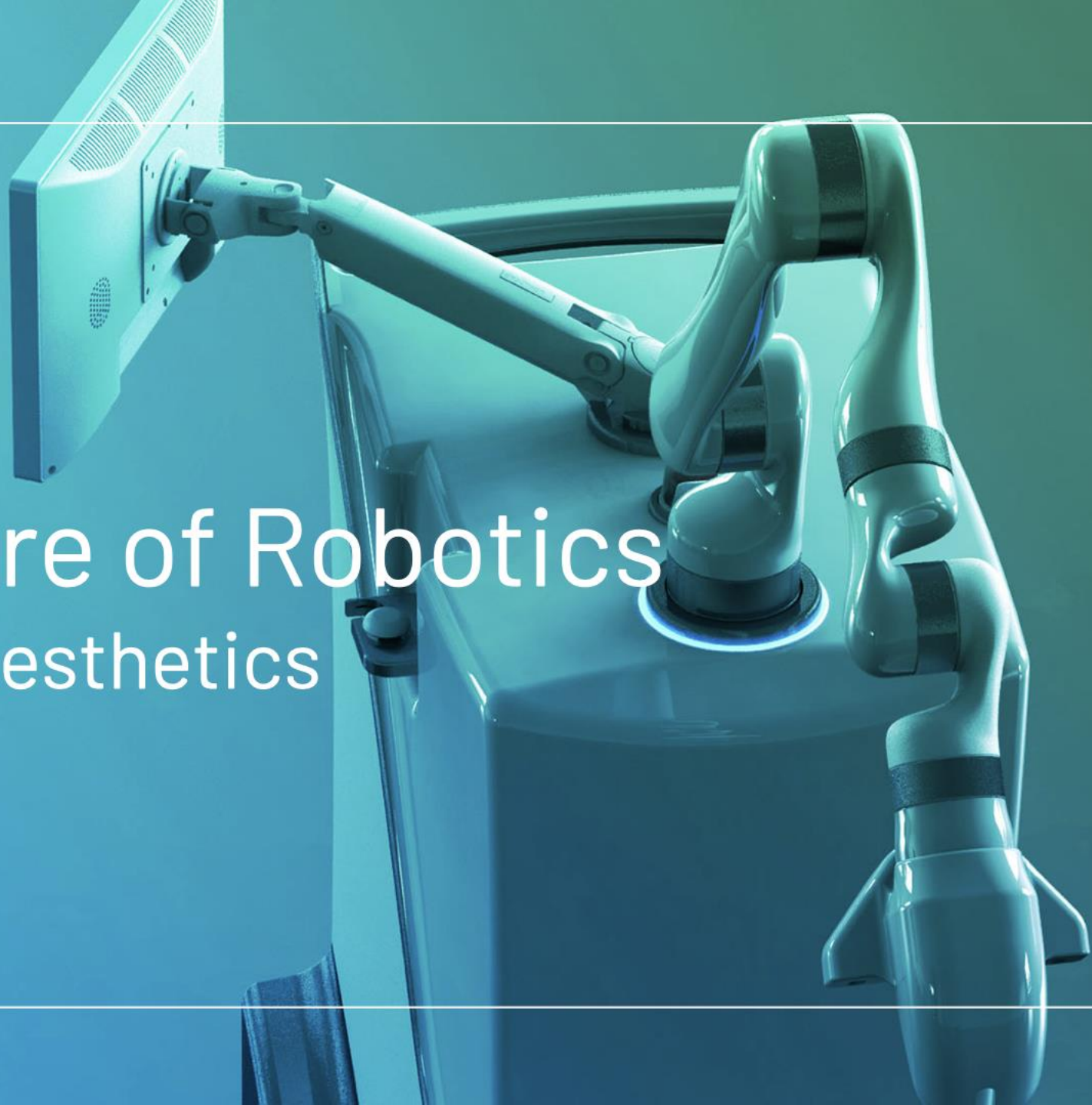


Variability of Tx. Outcomes

The way treatments are conducted today, operator engagement, experience & fatigue can all largely impact treatment outcomes and end results. This leads to lack of consistency in treatment outcomes (even when performed under the same parameters) and makes treatment results & patient satisfaction highly dependent on operator skills.

02

The Future of Robotics in Medical Aesthetics



Our Solution



Consistency

Robotics are agnostic to operator engagement, experience, fatigue or apathy, and will deliver the same results consistently.



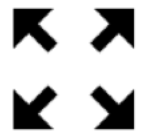
Advanced Visualization

Advanced visualization modules (e.g Ultrasound, OCT) allow Robotics to see what the human eye cannot capture. This itself bears a significant advantage when using Robotics to treat in different layers of the skin.



Personalized Treatments

AI & ML features will provide customizable treatment protocols for each patient providing a clear clinical advantage

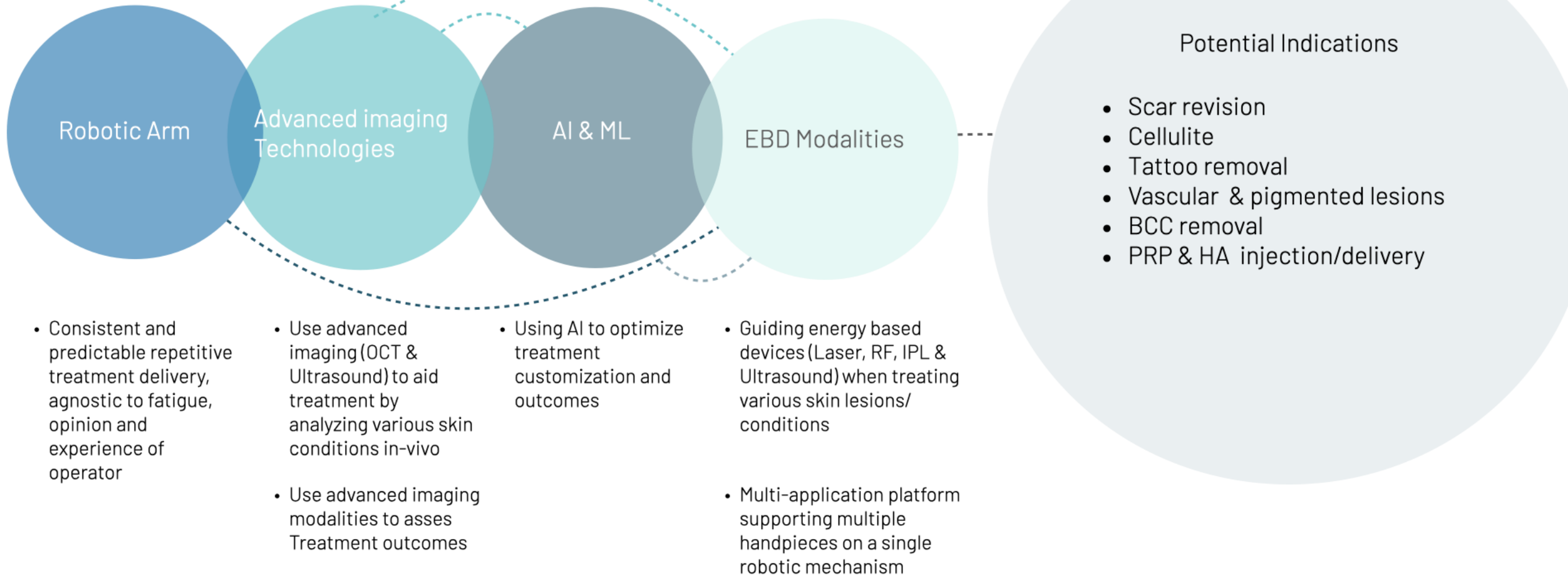


Differentiation

Robotics will offer a premium solution, a new level of consistency, predictability, and Visualization which will differentiate it from the other energy based devices in the market. This will differentiate the doctors offering it (Core doctors) from other Aesthetic businesses. This clear competitive advantage will allow doctors to charge premium for the procedures.

Our Robotic-EBD High-level Roadmap

A truly disruptive approach to provide consistent, predictable, clinical results in various treatment categories to clearly differentiate the robotic solution



03

Venus Bliss & Bliss Max



Bliss Max, a Key Growth Driver for 2022

The only device in the market to integrate these 3 technologies in a single body contouring work station¹



EMS for Muscle Toning

Laser Fat Reduction

RF Skin Tightening & Cellulite



1. As of current date, Venus Concept is not aware of any other platform available in the market that is combining these 3 modalities

Expanding The Current Bliss Offering



Bliss Max will offer a new modality treating muscle stimulation, aimed at what is becoming known as "the muscle sculpting market¹." In addition to laser fat reduction, RF skin tightening & Cellulite reduction



Bliss Max will include a high-margin fee per EMS procedure. A full treatment will be priced at approximately \$100 and will serve as an additional revenue stream³



The current Bliss provides us with data from over **5,500²** Treatments a month, data is collected and stored for business intelligence & practice enhancement purposes



The Bliss Max will include a unique FlexMax algorithm designed to optimize different muscle stimulation programs on various body areas (e.g. abdomen, flanks, buttocks, thighs & arms) in order to offer a personalized patient experience

1. Medical Insights, November 2021

2. Exact Avg. no. of treatments per month is 5723. Avg. calculated over 6 month (April-Sep 2021)

3. Intended Price Only, Device is currently not available for commercial use

Real-Time Venus Bliss Data Validates Investment Return

4.43 Laser¹ Tx.
per week

9.51 RF¹ Tx. per
week

Weekly Avg. revenue
per system²
\$4975

Data from over 5,500
treatments each month⁴

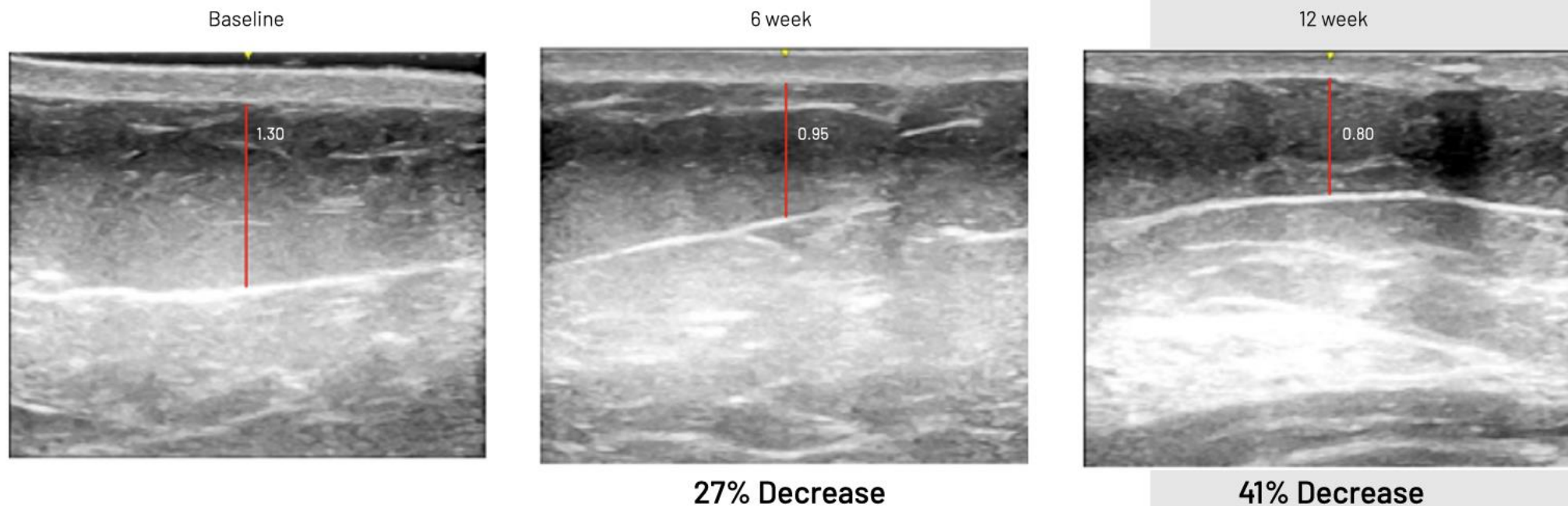
Time to ROI³
26 weeks



1. Weekly Avg no. of Tx. calculated over 8 weeks (Calendar week 32-39, 2021)
2. Avg. Revenue calculated based on market data. Laser Tx. Price is \$800, RF Tx. Price is \$150
3. Time to ROI is calculated based on a product's target ASP
4. Exact Avg. no. of treatments per month is 5723. Avg. calculated over 6 month (April-Sep 2021)

Venus Bliss Clinical Data Shows a Decrease in Adipose Layer Thickness

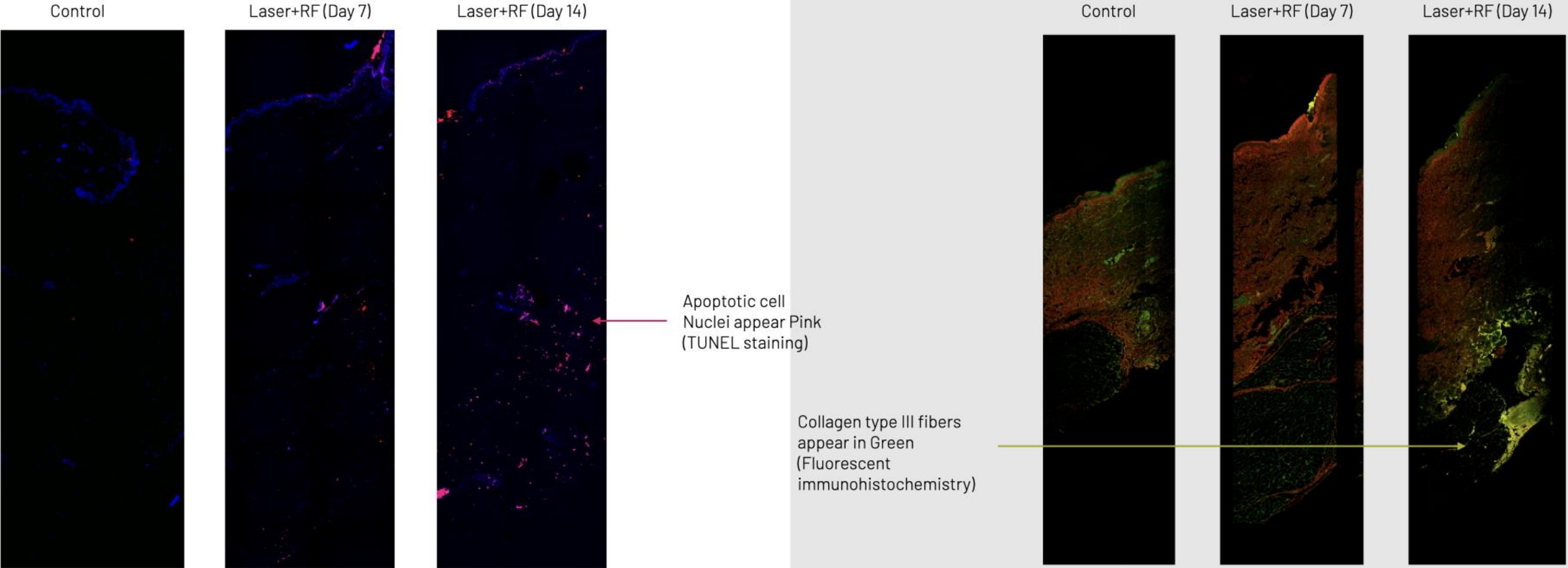
Clinical studies have shown up to a 41% reduction in adipose layer thickness¹



1. Courtesy of Jeffrey Kenkel, MD

Clinically Validated Apoptosis & Neocollagenesis

Venus Bliss in-Vivo clinical study histologies demonstrate Apoptosis & Neocollagenesis¹



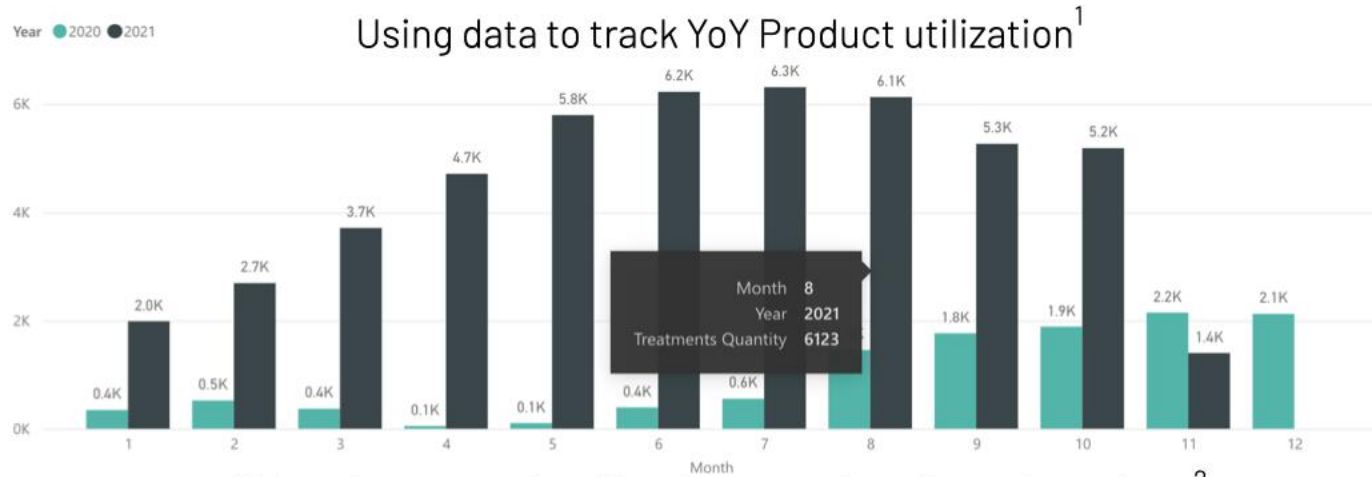
1. Courtesy of Jeffrey Kenkel, MD

04

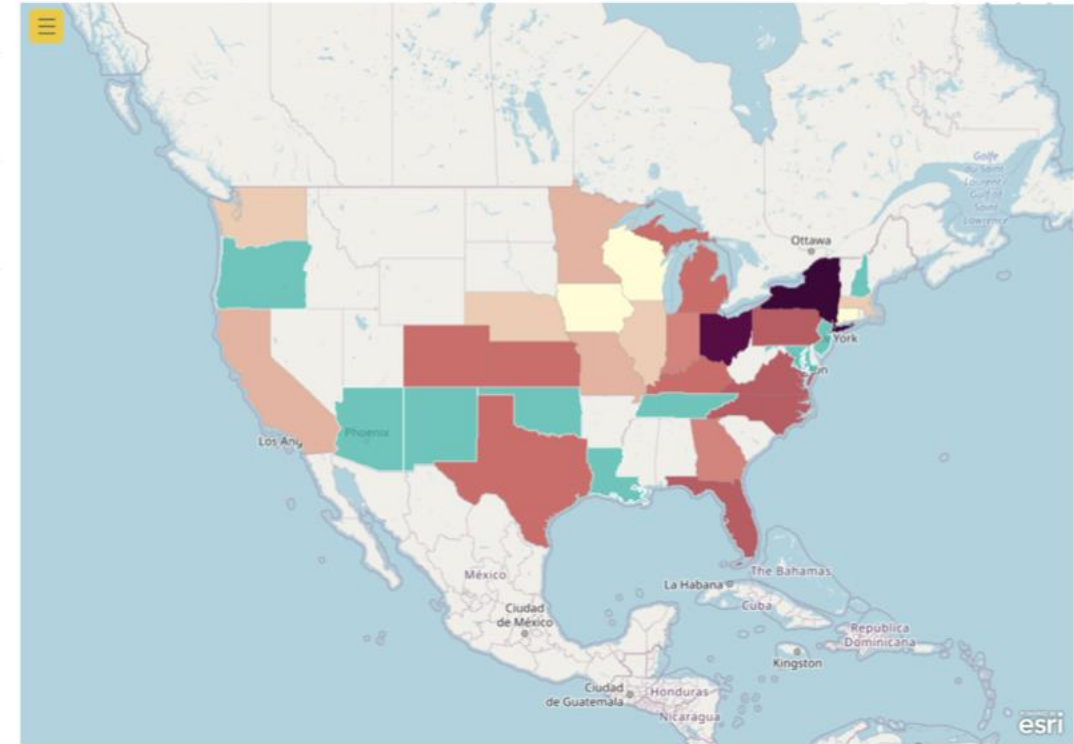
Data Driven Aesthetics



Using Data to Support Business Strategy & Identify Device Utilization

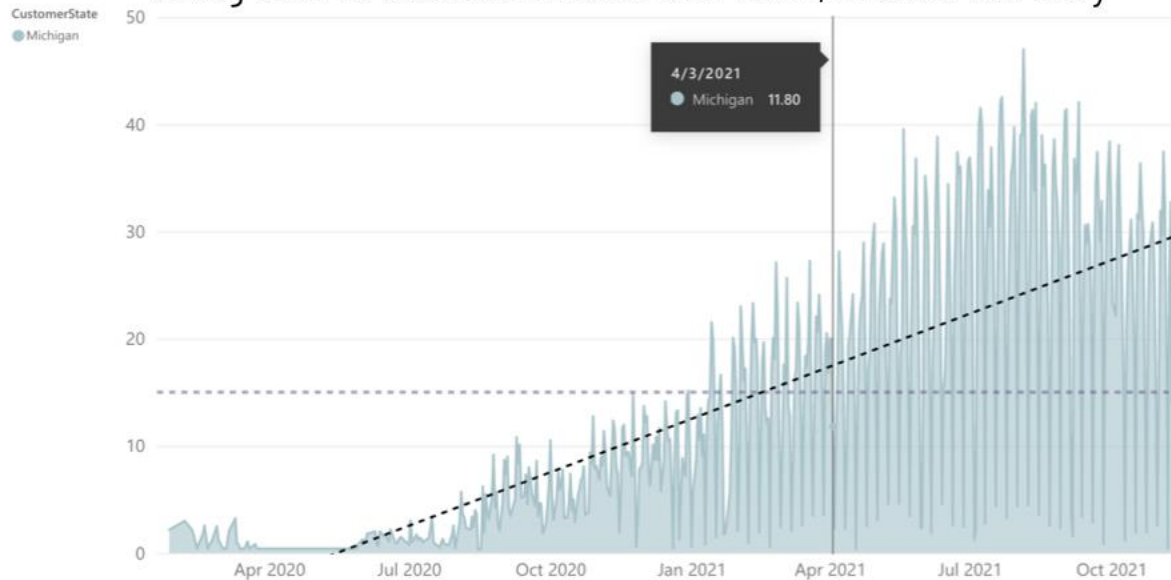


Using data to identify high performing Vs. low performing territories



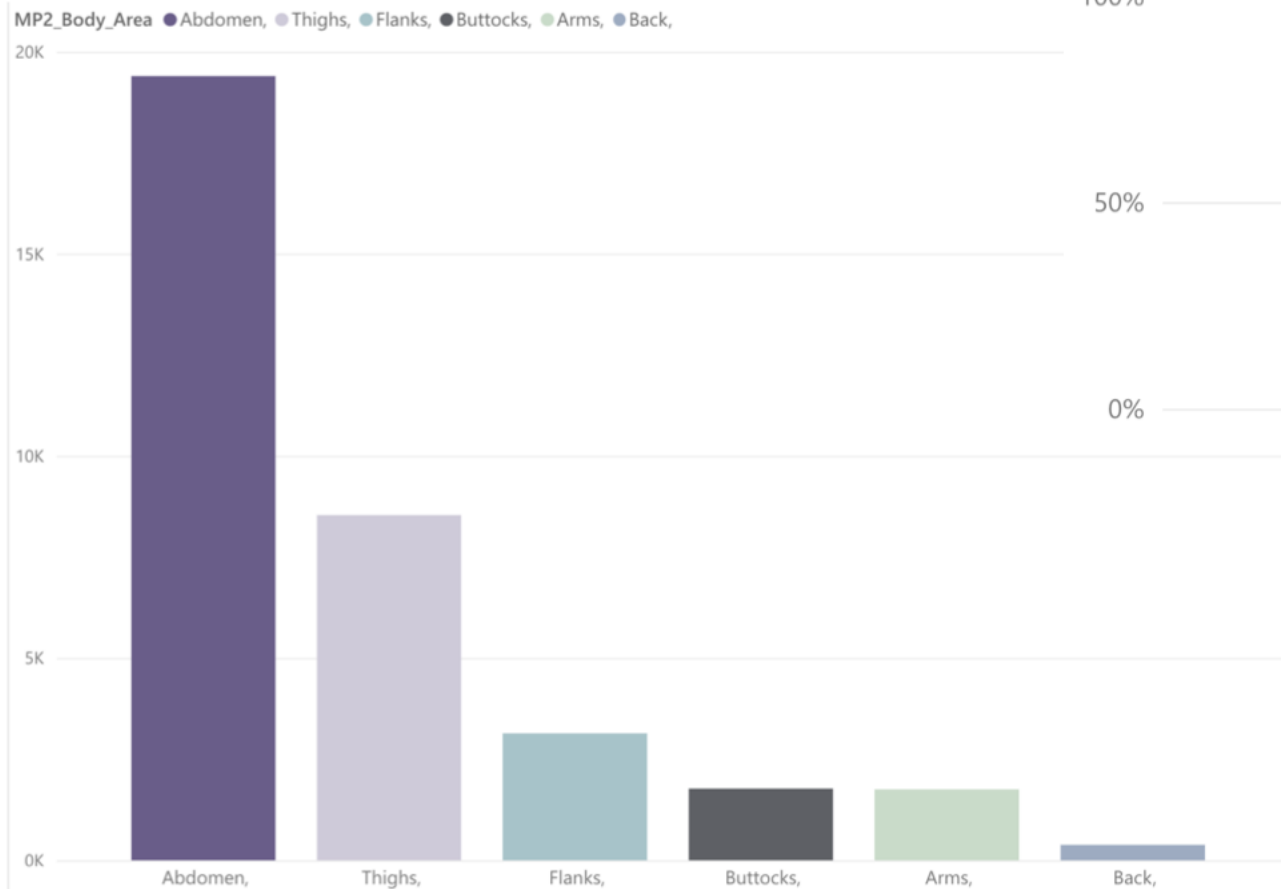
1. Venus Bliss data (no. of total treatments (2020-2021), provided by the IoT system)
2. Venus Bliss Data (device utilization in hours), Michigan Territory (2020-2021), provided by the IoT system
3. Venus Bliss data (YoY growth) North America (2020-2021), provided by the IoT system

Using data to track utilization over time, in each territory²

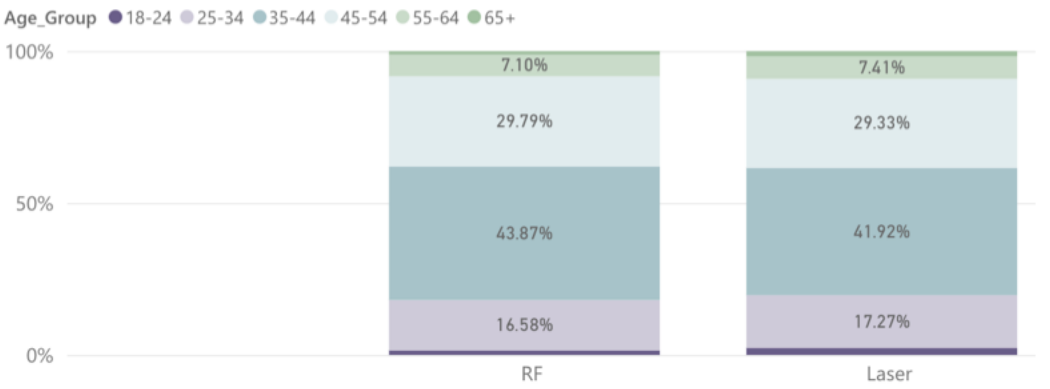
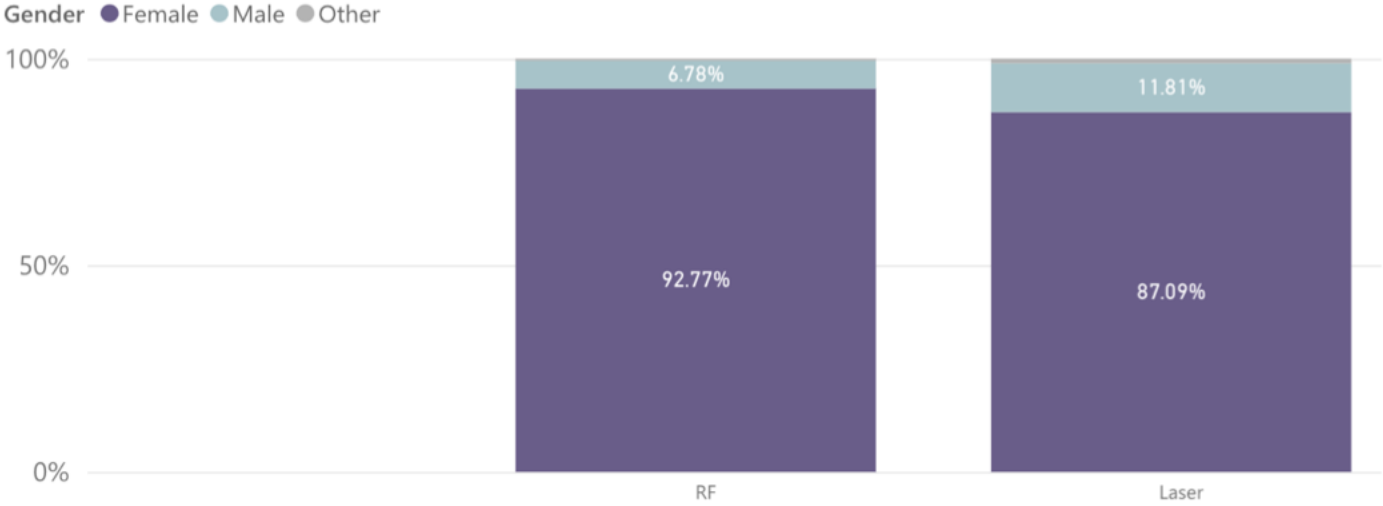


Using Data to Identify Real-time Market Trends, and Target Patient Population

Using data to identify to most desirable clinical indications¹ and areas of patient demand



Using data to identify target patient population and optimize marketing ROI²



1. Venus Bliss data (no. of RF procedures by body area (2021), provided by the IoT system)
 2. Venus Bliss data (patient gender & age group)(2021), provided by the IoT system



05 | Aime

The First Robotic Dermal Micro-coring system- Aime



Coring

- Robot precisely removes tiny cylindrical cores of skin (~0.7mm)
- Coring goes 2-3mm in Depth
- Saline is used to wash out the needle



Wound dressing

Compressive dressing closes holes during healing



Skin Tightening

Skin is tightened in direction of compression



No scars

Aime- Clinical Studies

Clinical evaluation of the safety and efficacy of Aime robotic mechanical coring device for the treatment of moderate to severe facial wrinkles:



3-4 study sites, in the USA



Steven H. Dayan, MD, Chicago, IL
Brian Kinney, MD, Los Angeles, CA
& 1-2 Additional sites



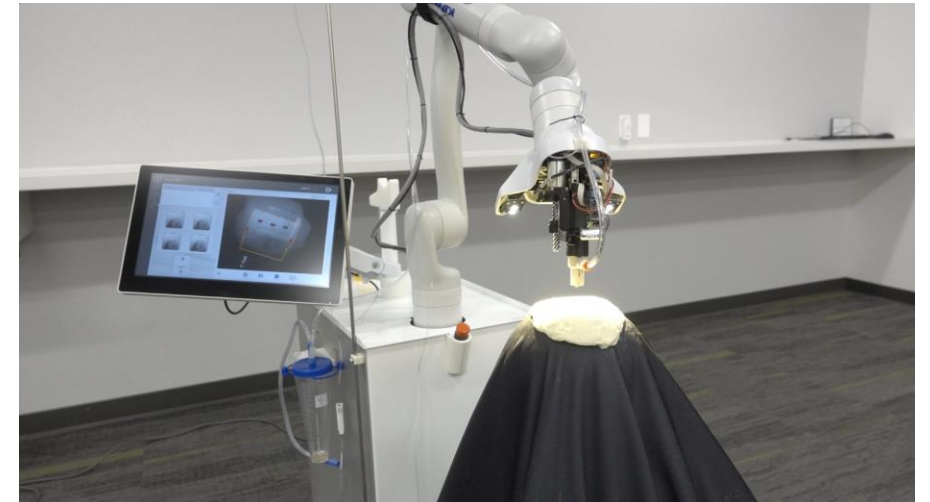
60 patients, male & female



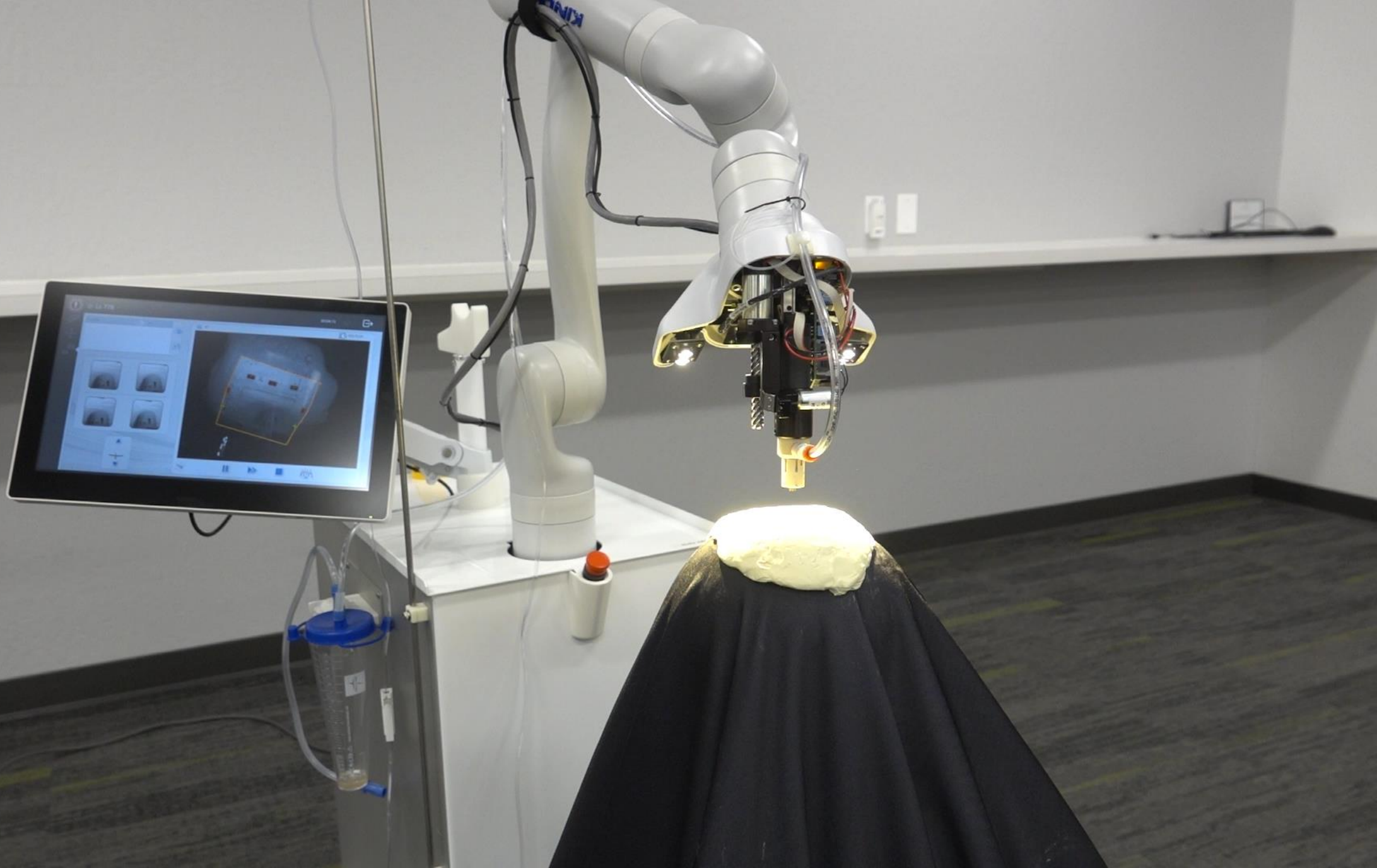
2 treatments, 1 months apart, and a 3 months follow-up post last treatment



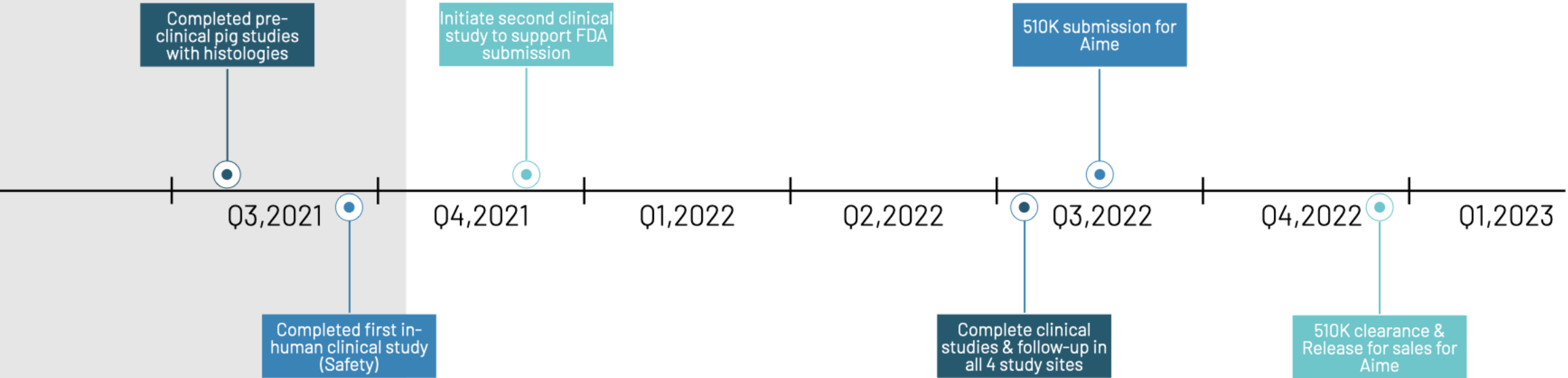
A video of Aime procedure, July 28, 2021



Aime mechanism in action, demo



Aime- Timelines



06

Financial Information



Financial Information, Q3 2021, Fiscal Year 2020 and 2021 Revenue guidance

Venus Concept Inc. supplemental financial information- revenue by geographic area

(Dollars in millions)	Nine months ended September 30,		Increase/ (decrease)		Twelve months ended December 31,
	2021	2020	\$	%	2020
United States	\$ 37.0	\$ 22.3	\$ 14.7	65.7%	\$ 34.0
International	36.0	29.8	6.1	20.5%	44.0
Total	\$ 73.0	\$ 52.2	\$ 20.8	39.9%	\$ 78.0

*Numbers may not foot due to rounding

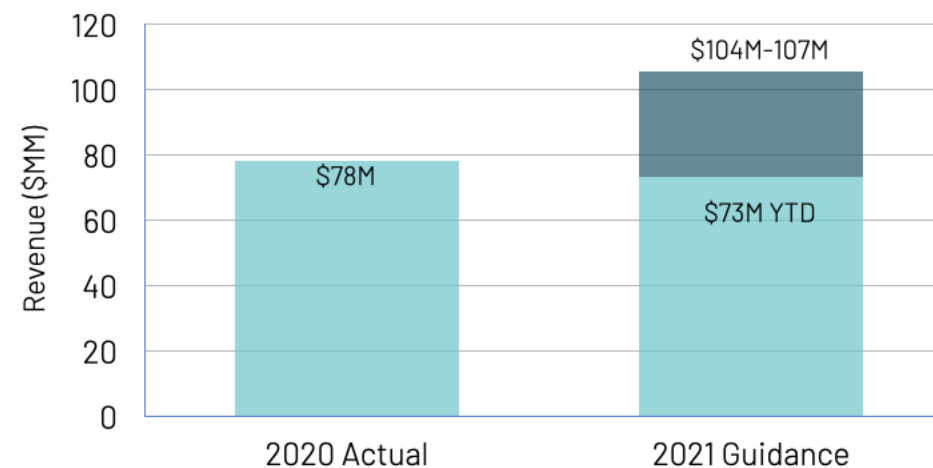
Venus Concept Inc. supplemental financial information- revenue by type

(Dollars in millions)	Nine months ended September 30,		Increase/ (decrease)		Twelve months ended December 31,
	2021	2020	\$	%	2020
Lease revenue	\$ 34.0	\$ 23.7	\$ 10.2	43.2%	\$ 33.4
System revenue	26.5	17.8	8.8	49.4%	29.0
Product revenue	9.3	7.1	2.2	30.7%	10.9
Service revenue	3.2	3.6	(0.4)	(11.4%)	4.8
Total	\$ 73.0	\$ 52.2	\$ 20.8	39.9%	\$ 78.0

*Numbers may not foot due to rounding

2021 revenue guidance represents YoY increase of 33% to 37%

(Dollars in millions)	Nine months ended September 30,	
	2021 Guidance	2020 Actual
Total Annual Revenue	\$ 104.0-107.0	\$ 78.0



Source: Form 10-K for Fiscal year 2020 filed March 30, 2021 and Q3/FY2021 earnings press release filed via Form 10-Q filed November 12, 2021

Financial Information, Q3 2021

Venus Concept Inc.

Summary Balance Sheet (in thousands except for shares and per share data)

	September 30, 2021	
ASSETS		
Cash and cash equivalents	\$	15,781
Other current assets		78,759
Total current assets		94,540
Total long-term assets		43,613
TOTAL ASSETS	\$	138,153
LIABILITIES AND STOCKHOLDERS' EQUITY		
Total current liabilities		28,236
Government assistance loans		950
Long-term debt		76,857
Other long-term liabilities		3,339
Total long-term liabilities		80,196
TOTAL LIABILITIES		109,382
TOTAL STOCKHOLDERS' EQUITY		28,771
TOTAL LIABILITIES & TOTAL STOCKHOLDERS' EQUITY	\$	138,153

Balance Sheet summary (As of September 30, 2021)

- **Cash:** \$15.8M
- **Debt:** \$77.8M
 - Main Street term loan: \$50.2M
 - 30 day LIBOR +3%
 - Matures in Dec 2025
 - Madryn convertible notes: \$26.7
 - Interest @8%, falling to 6% in Dec 2023
 - Matures in Dec 2025
- **Capital/funding:** Lincoln Park equity facility with \$21M available

Source: Q3/FY2021 earnings press release filled via Form 10-Q filled November 12, 2021

Thank You

Venus Concept

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