UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): December 10, 2020

VENUS CONCEPT INC.
(Exact name of registrant as specified in its charter)

Delaware	**001-38238**	**06-1681204**
(State or other jurisdiction of incorporation)	**(Commission File Number)**	**(IRS Employer Identification Number)**

235 Yorkland Blvd, Suite 900
Toronto, Ontario M2J 4Y8
(Address of principal executive offices, including Zip Code)

Registrant's telephone number, including area code (877) 848-8430

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, $0.0001 par value per share	**VERO**	**The Nasdaq Global Market**

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☒

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 7.01. Regulation FD Disclosure.

On December 10, 2020, Venus Concept Inc. (the "Company") will be using a presentation at the Venus Concept Aesthetic & Hair Restoration Technology Event which is attached hereto as Exhibit 99.1.

The Company does not intend to file any update to this presentation and makes no admission as to the materiality of any information in this Item 7.01 that is required to be disclosed solely by reason of Regulation FD.

The information in this Item 7.01, including Exhibit 99.1 attached hereto, (i) is furnished pursuant to Item 7.01 and shall not be deemed "filed" for any purpose; and (ii) shall not be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, regardless of any general incorporation language in such filing.

Item 9.01. Financial Statements and Exhibits.

Exhibit No.	Description
99.1	Venus Concept Aesthetic & Hair Restoration Technology Event presentation dated December 10, 2020.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

VENUS CONCEPT INC.

Date: December 10, 2020

By: /s/ Domenic Della Penna
Domenic Della Penna
Chief Financial Officer

Exhibit 99.1

WELCOME
VENUS CONCEPT
ANALYST MEETING

Domenic Serafino
CEO and Director

VENUSCONCEPT
delivering the promise

GROWTH DRIVERS

Chad Zaring
CCO

VENUSCONCEPT
delivering the promise

VENUS CONCEPT
MULTI-YEAR GROWTH DRIVERS

VENUS BLISS

Venus Bliss™ Non-invasive Lipolysis System. A Safe and Effective treatment resulting in Fat reduction of the Abdomen and flanks.

ARTAS iX
ROBOTIC HAIR RESTORATION

An intelligent hair transplant technology. Combining cutting edge robotic and AI technology. ARTAS IX™ offers precise, efficient and repeatable harvesting, site-making and implantation functionalities in a single innovative platform.

NeoGraft®

A trusted hair solution. Equipped with unique features designed for maximum profitability and high patient satisfaction. NeoGraft® delivers the next generation of follicular unit extraction and implantation.

MARKET OVERVIEW

NON-SURGICAL FAT REDUCTION

FAT REDUCTION MARKET ESTIMATED AT

$992M

GLOBALLY [1]

ESTIMATED CAGR OF

16.4%

THROUGH 2027 [1]

NUMBER OF TREATMENTS PERFORMED PER YEAR HAS GROWN

15%

SINCE 2015 [2]

CONSISTENTLY A

TOP 5

MOST IN-DEMAND NON-SURGICAL PROCEDURE [3]

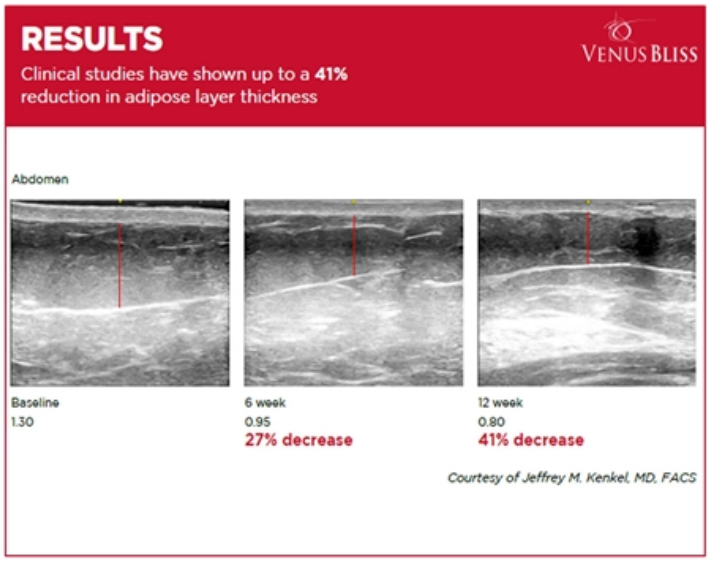
13%

OF PATIENTS ARE MALE, ONE OF THE HIGHEST PARTICIPATION RATES BY MEN IN AESTHETICS [3]

1. Non-invasive Fat Reduction Market Size, Share & Trends Analysis Report By Technology Type (Cryolipolysis, Ultrasound, Low Level Lasers), By End Use, By Region, And Segment Forecasts, 2020 - 2027. (2020, June). Base year for estimate: 2019. Retrieved December 2, 2020, from https://www.grandviewresearch.com/industry-analysis/non-invasive-fat-reduction-market.

2. American Society of Plastic Surgeons, 2019 Plastic Surgery Statistics Report
3. The Aesthetic Society, Aesthetic Plastic Surgery National Databank Statistics, 2019

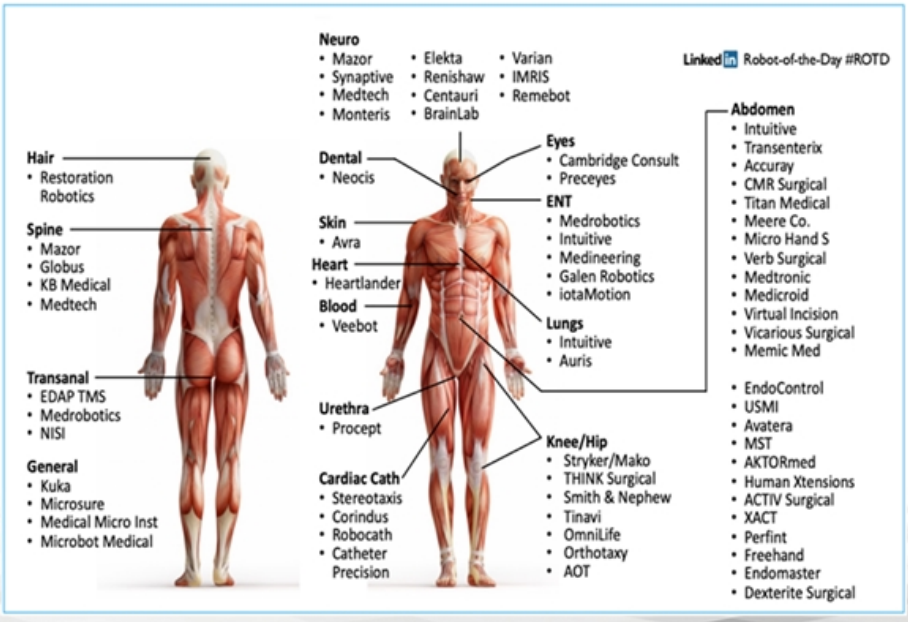
VENUS BLISS - CLINICAL AND ECONOMIC VALUES



VENUS BLISS

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

MAJOR CLASSIFICATIONS OF MEDICAL ROBOTICS

Medtronic Mazor
Assistive Guide (22) Force surgeon compliance with plan

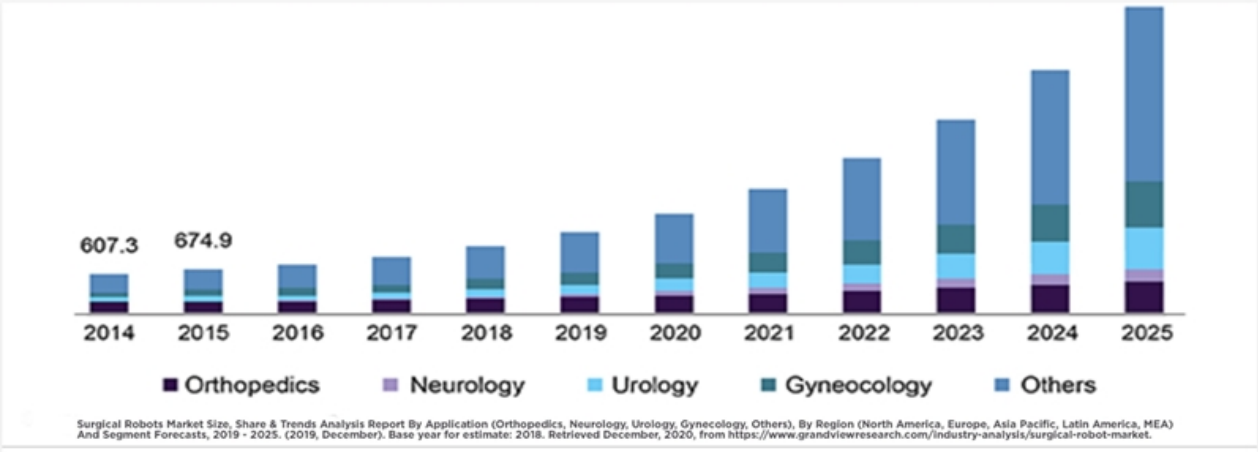
Intuitive da Vinci
Surgeon Waldo (28)
Transfer, scale and stabilize surgeons' movements

ARTAS iX™
Programmable automata (6)
Implement programmed plan

Human Xtensions
Motorized Laparoscopy (14)
Augmented hand tool

THE ADOPTION OF AESTHETIC ROBOTICS IS INEVITABLE

U.S. surgical robots market, by application, 2014-2025 (USD Million)



Surgical Robots Market Size, Share & Trends Analysis Report By Application (Orthopedics, Neurology, Urology, Gynecology, Others), By Region (North America, Europe, Asia Pacific, Latin America, MEA) And Segment Forecasts, 2019 - 2025. (2019, December). Base year for estimate: 2018. Retrieved December, 2020, from https://www.grandviewresearch.com/industry-analysis/surgical-robot-market.

- ✓ Robotic technologies have become standard of care for many minimally invasive procedures.
- ✓ The ARTAS robot has introduced robotic technology into the field of hair restoration.
- ✓ Venus Concept will lead the way in driving deeper penetration of robotics into aesthetic procedures.

YAEL HALAAS, MD, FACS

PHYSICIAN BIO

SPECIALTIES:

- Primary & reconstructive rhinoplasty
- **Medical and surgical treatment of hair loss**

EDUCATION:

- Medical Degree, Alpha Omega Alpha
  - Cornell University
- Residency – Otolaryngology/Head & Neck Surgery
  - Albert Einstein College of Medicine in NY
- 1 Year Fellowship, AAFPRS
  - Facial Plastic & Reconstructive Surgery

BOARD CERTIFICATIONS:

- American Board of Otolaryngology
- American Board of Facial Plastic & Reconstructive Surgery

MEDICAL SOCIETIES:

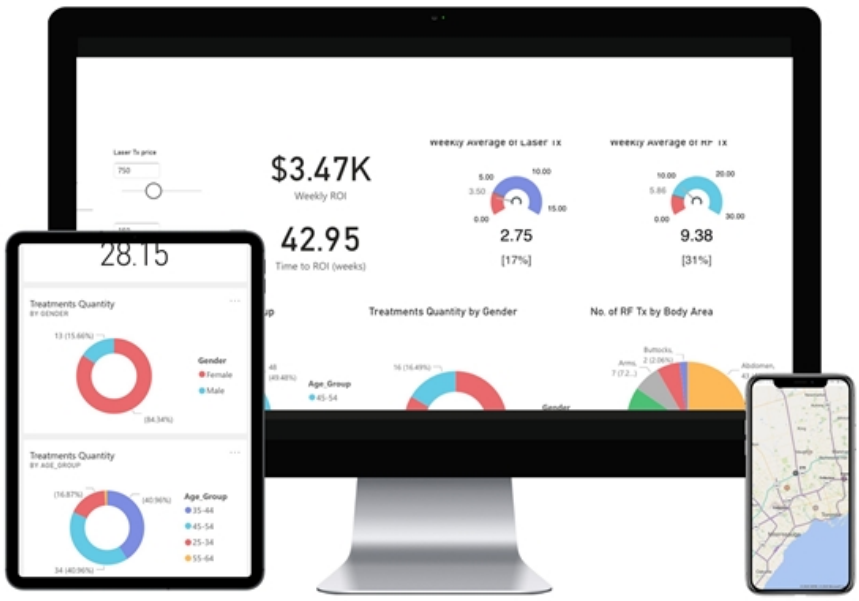
- American Academy of Otolaryngology – Head & Neck Surgery
- New York County Medical Society
- New York Facial Plastic Surgery Society
- International Society for Hair Restoration Surgery

IoT DATA & BUSINESS INSIGHTS

Anat Kotler
Director Product Management

VENUSCONCEPT
delivering the promise

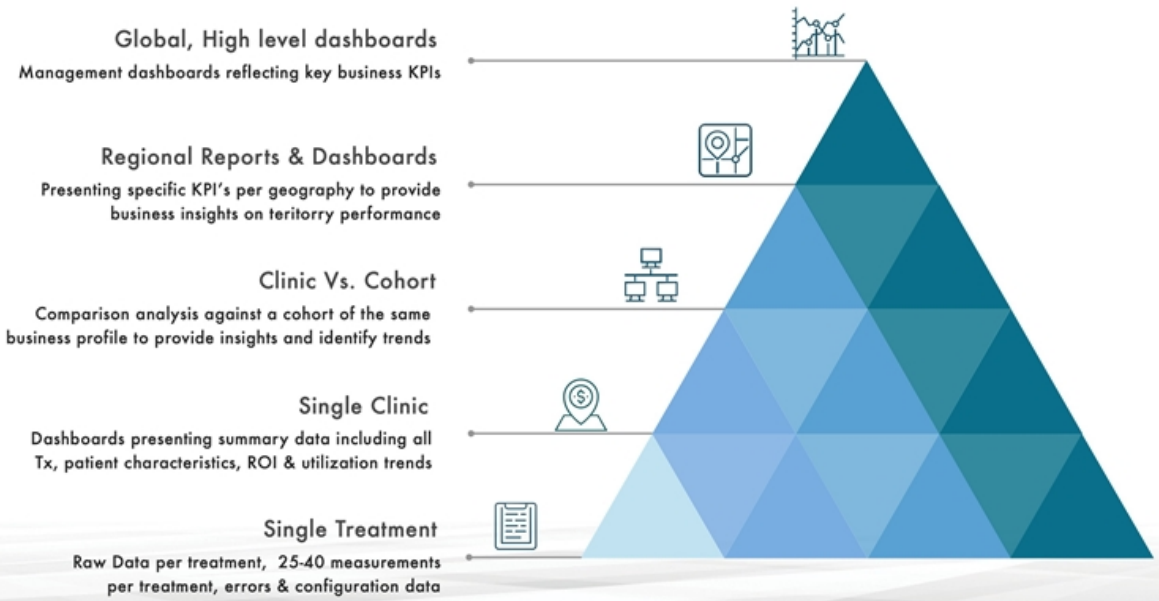
DATA COLLECTION, DASHBOARDS & REPORTS



Each Device reports between 25-40 measurements on each treatment

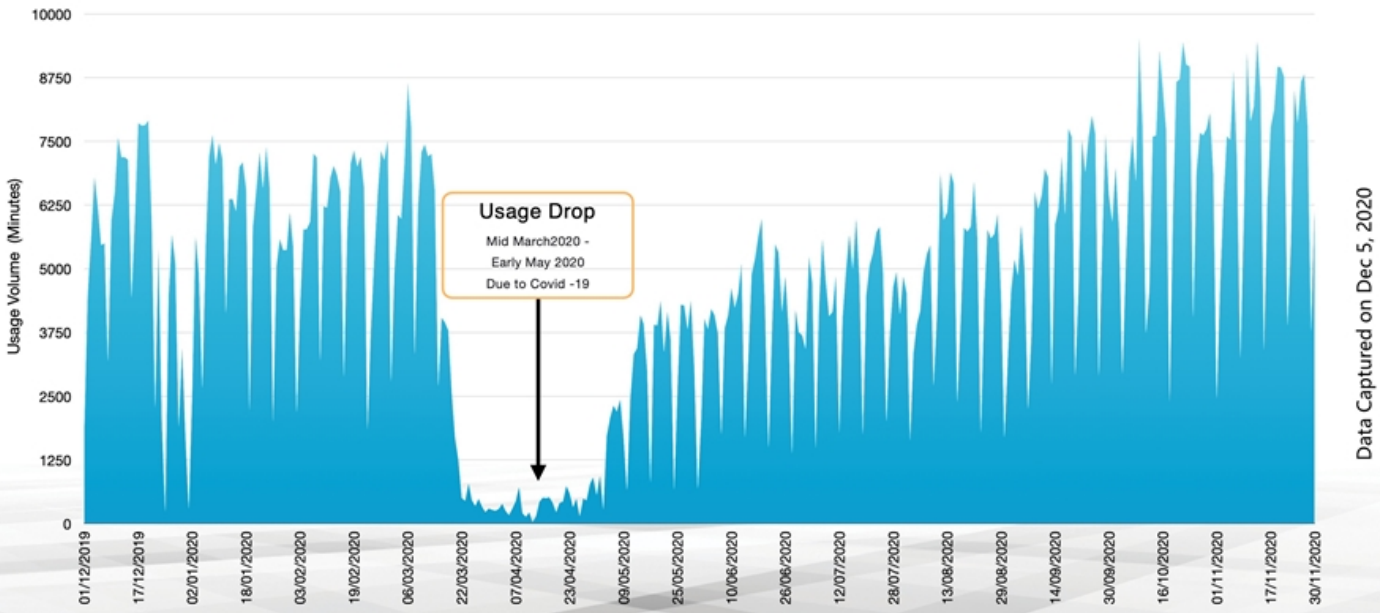
Data includes information about Tx. Date & Time,Tx. Duration, patient characteristics, Tx. Mode, body area, Temp. profile, energy settings, errors & more

DATA ANALYSIS, KPIs, METRICS & BUSINESS INSIGHTS

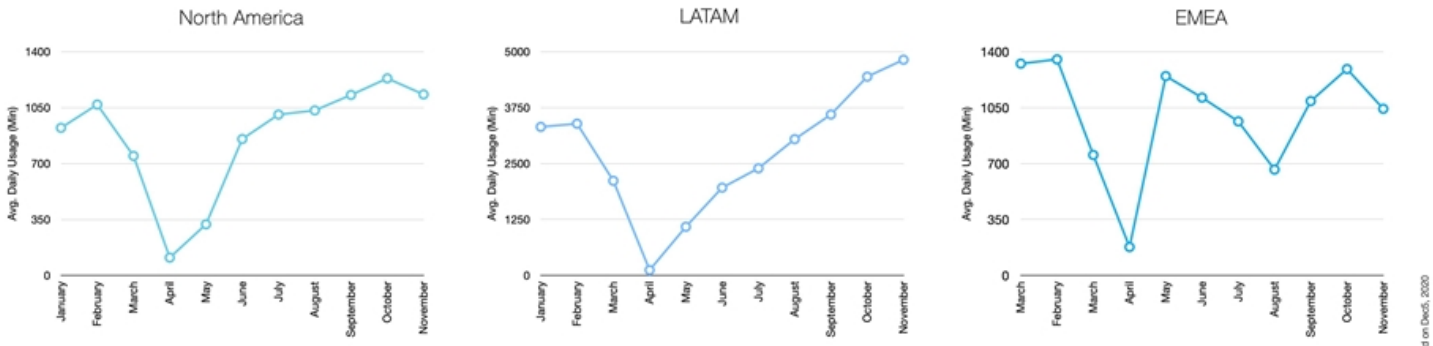


UTILIZATION VOLUME, GLOBAL INSTALL BASE

Covid-19 Dramatic effect is reflected in utilization drop between mid March and early May, 2020

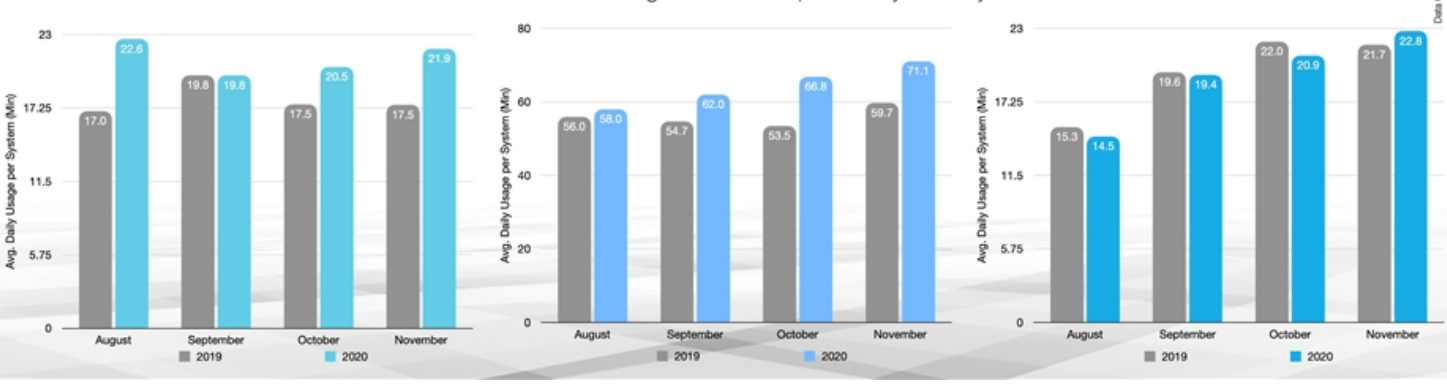


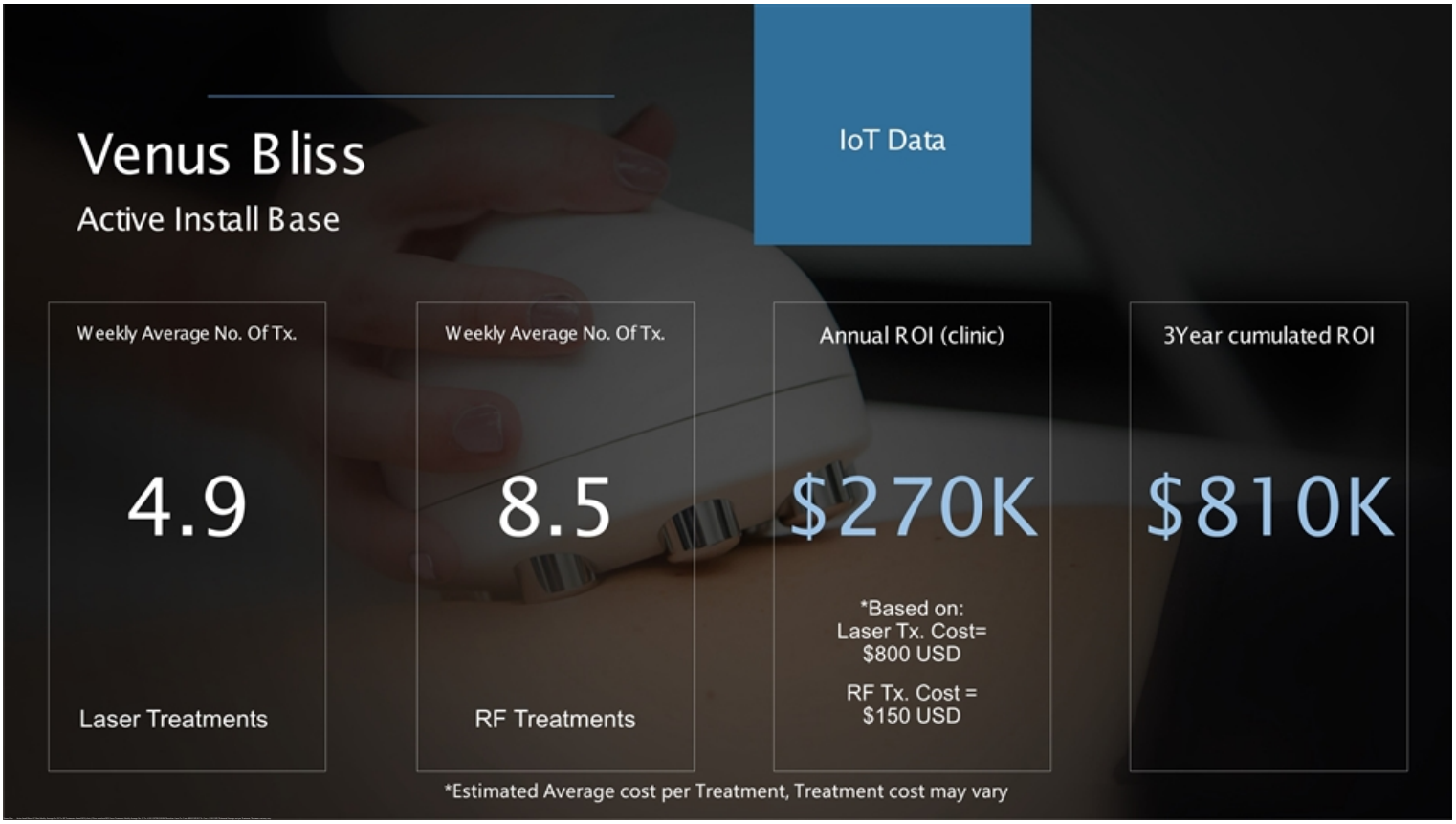
DATA BUSINESS INSIGHTS- UTILIZATION VOLUME BY TERITORRY

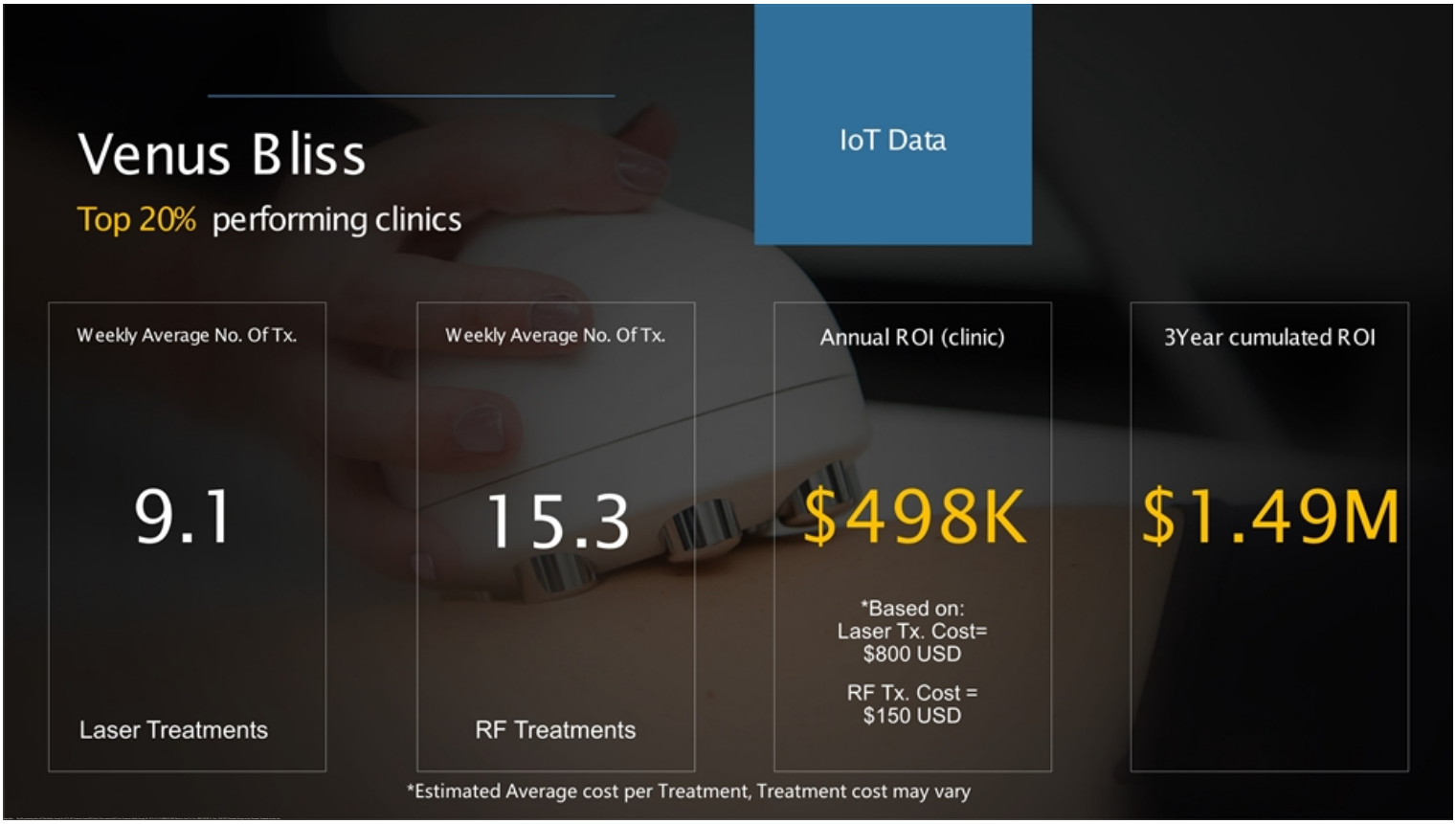


Data Captured on Dec5, 2020

Data Business Insights- YoY Comparison by Territory




Venus Bliss
Active Install Base
IoT Data
Weekly Average No. Of Tx.
4.9
Laser Treatments
Weekly Average No. Of Tx.
8.5
RF Treatments
Annual ROI (clinic)
$270K
*Based on:
Laser Tx. Cost=
$800 USD
RF Tx. Cost =
$150 USD
3Year cumulated ROI
$810K
*Estimated Average cost per Treatment, Treatment cost may vary


Venus Bliss
Top 20% performing clinics
IoT Data
Weekly Average No. Of Tx.
9.1
Laser Treatments
Weekly Average No. Of Tx.
15.3
RF Treatments
Annual ROI (clinic)
$498K
*Based on:
Laser Tx. Cost=
$800 USD
RF Tx. Cost =
$150 USD
3Year cumulated ROI
$1.49M
*Estimated Average cost per Treatment, Treatment cost may vary

AESTHETIC & HAIR RESTORATION ROBOTIC TECHNOLOGY

Eric Selvik
Director Product Management

VENUSCONCEPT
delivering the promise

ARTAS OVERVIEW

ARTAS iX

- ARTAS iX uses machine vision, AI, and robotics to automatically harvest and implant hair follicles in hair transplantation surgery.
- Replaces highly-repetitive 6-8 hr manual process with a highly-precise, highly-repeatable ~5hr automated solution.
- Eliminates provider fatigue and injuries inherent with long, repetitive manual procedures.
- Only true robotic system commercialized in aesthetic medicine.

ARTAS iX System

Robotic Harvesting

Stereoscopic, high speed vision system
- 44-micron resolution (~1/2 width of hair)
- 60 frames/second

AI identifies all hairs in field
- Lengths
- Direction in 3-D space
- Number of hairs per follicular unit (F1, F2, F3, etc)

ARTAS iX User Interface

AI selects best grafts and most efficient path
- # of hairs per FU
- Proper spacing per MD plan
- Pseudo-randomization – natural, no over-harvesting

Image-guided robotic treatment delivery
- Precise, repeatable, does not fatigue
- Safe: Stops if patient moves, waits until settled


Tensioner ("Grid") with Fiducials

ARTAS iX SYSTEM

ARTAS iX Harvesting Video

Play Harvest Video Eric with Voiceover

ARTAS iX SYSTEM

Implantation Update

- ARTAS iX System is cleared to implant hair follicles in hair transplantation surgery
- Improved speed, repeatability and workflow in Implantation
- Offering as upgrade on same basic COGS, increasing profit margin
- Dr. Chumak gave a video presentation at the International Society of Hair Restoration Surgeons (ISHRS) Annual Meeting in October on robotic implantation.

ARTAS iX SYSTEM

ISHRS Robotic Implantation Presentation

Play Implantation Video - Dr Chumak

Q&A DR. MAXIM CHUMAK

PHYSICIAN BIO

Maxim Chumak, MD, ABFM, CAQ ABHR

SPECIALTIES:

- Family Medicine
- **Medical and surgical treatment of hair loss**

EDUCATION:

- Medical School - American University of Antigua College of Medicine, Doctor of Medicine
- Michigan State University, Residency in General Surgery
- Wayne State University, Henry Ford Hospital, Residency in Family Medicine

BOARD CERTIFICATIONS:

- American Board of Family Medicine

MEDICAL SOCIETIES:

- American Board of Hair Restoration Surgeons

VEROBOTICS

Eric Selvik
Director Product Management

Oggie Petrovic
Sr. Director R&D

VENUSCONCEPT
delivering the promise

ROBOCOR

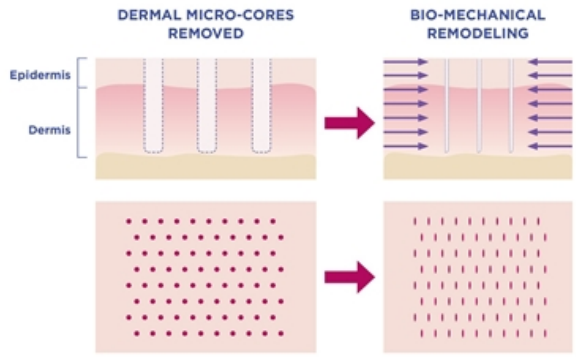
Directional Skin Tightening

Tighten skin through dermal micro-coring and directional compression during healing

1. Remove up to 15% of skin in an area through excising hundreds of <1mm diameter dermal cores
2. Apply compression during healing

Results: Directional skin tightening without scarring

- Non-surgical skin tightening of 10-15% per treatment
- Initial target indications: upper arm lift, necklift, facelift, scars, stretchmarks, cellulite
- Anticipate ability to offer upgrade for each different indication at minimal COGS increase
- Consumable for each procedure



THE FUTURE IS HERE - SYSTEM FUNCTIONALITY MODEL

OTHER ROBOTIC PRODUCTS

Current ARTAS Capabilities

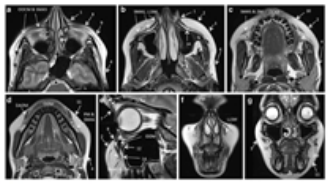
1. Detects and targets <100 micron features on skin
2. Automatically aligns itself for ideal approach
3. Inserts 19G needle (~1.0 mm) into dermis at +/- 100 micron depth
4. Removes a dermal micro-core or delivers dermal hair graft at precise depth in proper 3-D orientation per Pre-op Patient Plan
    - Detects and avoids existing hairs, scars, other important features
    - Stops if patient moves; waits until settled

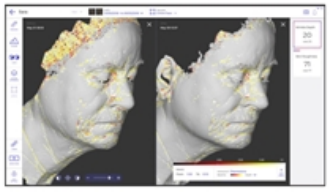
ARTAS iX currently does this 1000 times per hour

THE ROBOTIC FUTURE OF INJECTABLES

Injection Robot

Machine Vision, AI, and Robotics can provide significant improvements in the delivery of neurotoxins and volumizers





Machine Vision:

- Multi-modal diagnostic imaging provides 3-D model of patient facial anatomy.
- Image-guidance for safe, precise treatment delivery with fewer adverse events

Machine Learning and AI:

- Teach robot to identify and analyze dermatologic features of interest
- Create a personalized treatment plan based on diagnostic information and desired outcome.
- Provide objective proof on efficacy

Robotic Automation:

- Precise, accurate and safe image-guided delivery of the treatment plan, with minimal variability and human error

PRODUCT & TECHNOLOGY GROWTH DRIVERS

Yoni Iger, PhD

VP Regulatory, Science, Technology

VENUSCONCEPT

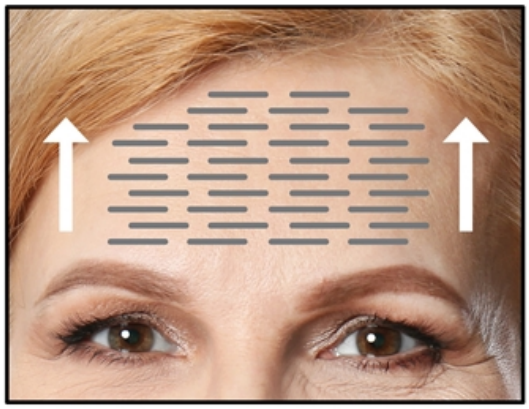
delivering the promise

ROBOCOR – CONCEPT SCHEMATICS

The Problem	The Need	The Solution

Loose Skin

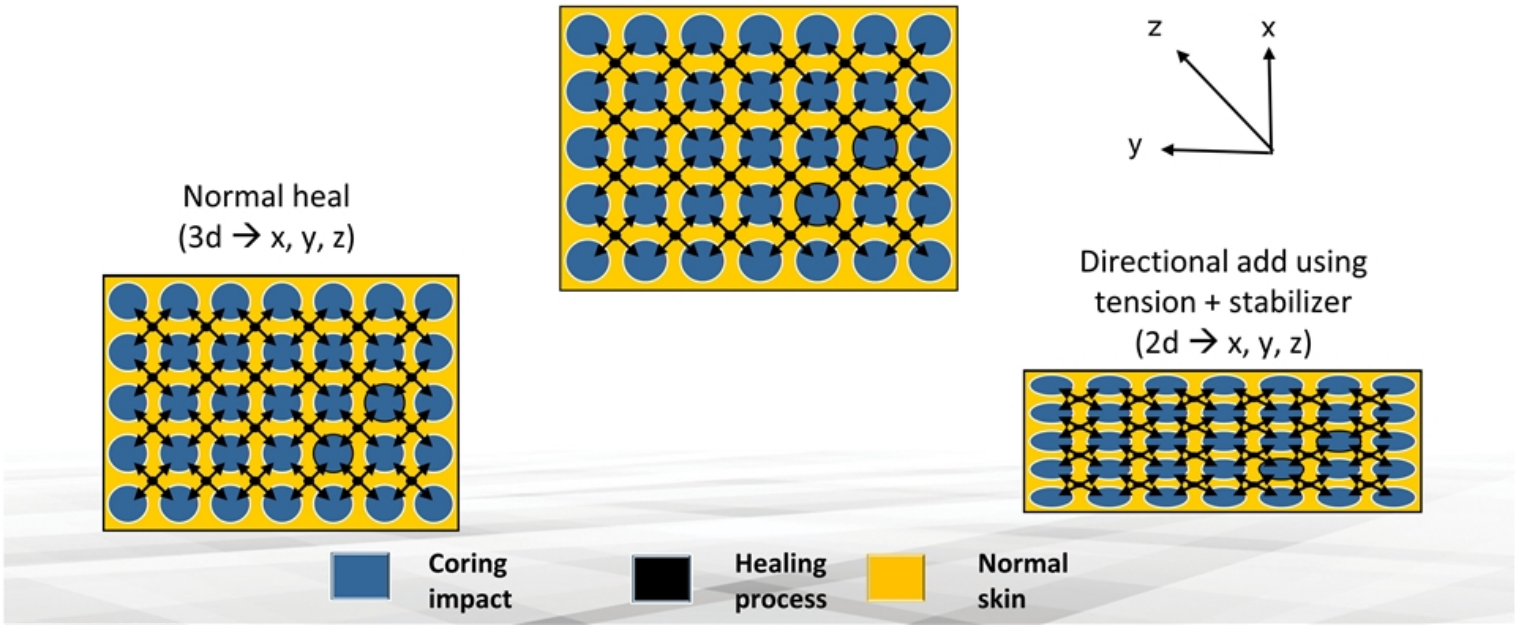
Directional Tightening



Example: Robotic Precise Lifting, Firming & Smoothening

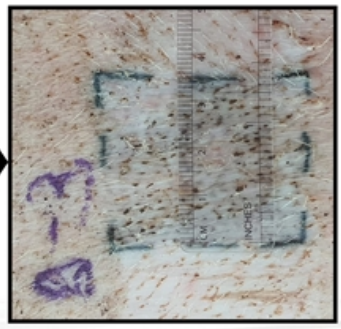
FRACTIONAL TISSUE REMOVAL AND HEALING

RoboCor – Robotic tx toward directional tightening



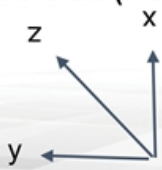
DIFFERENT CORING METHODS AND DIRECTIONAL IMPACT

Post Mechanical / Ablative Coring – B&A (2 Weeks Post, Swine Model)

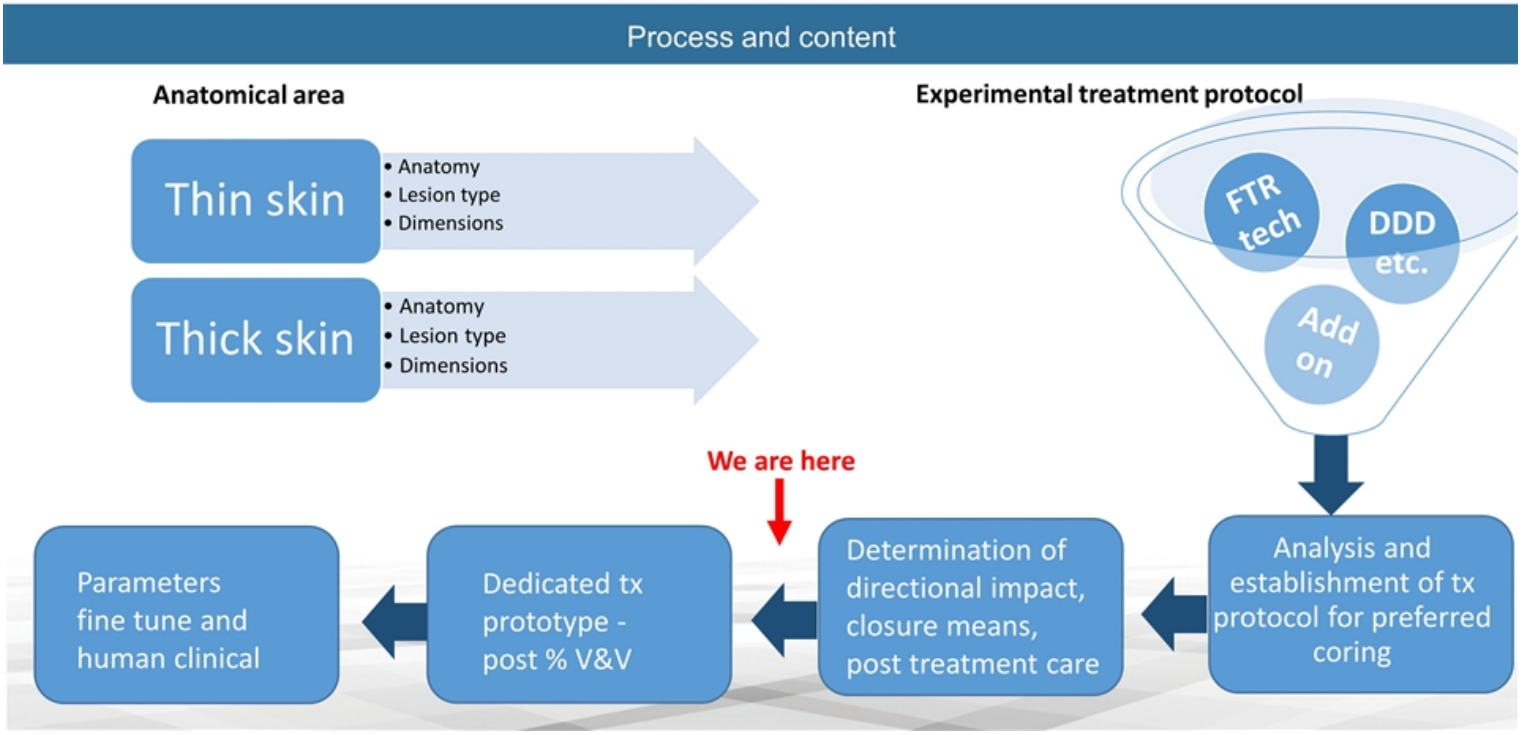


Before 4.1 cm **After 3.4 cm (-17%)**

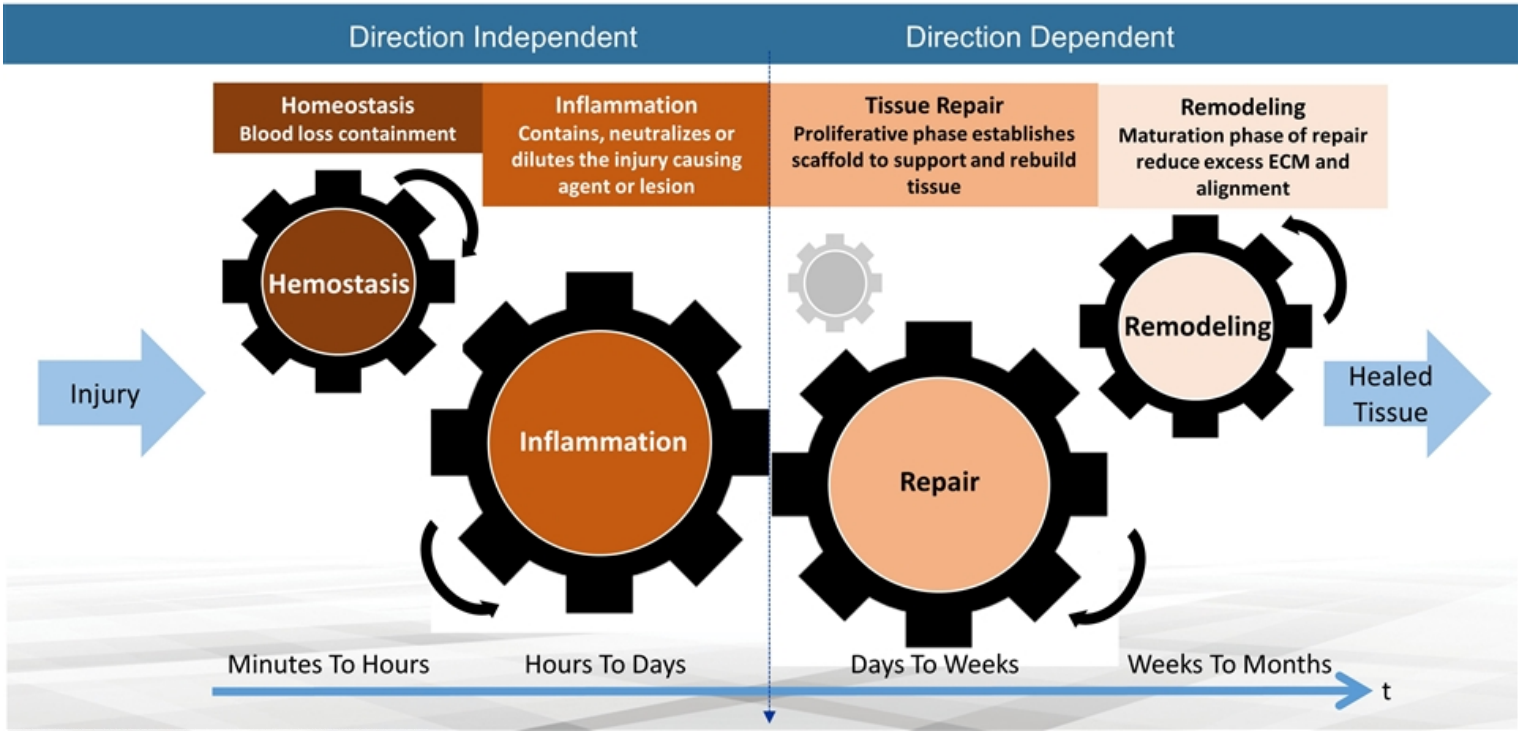
Before Tx 4.3 cm **After 3.5 cm (-19%)**



FIRST 2 YEARS - ROBOCOR TASKS

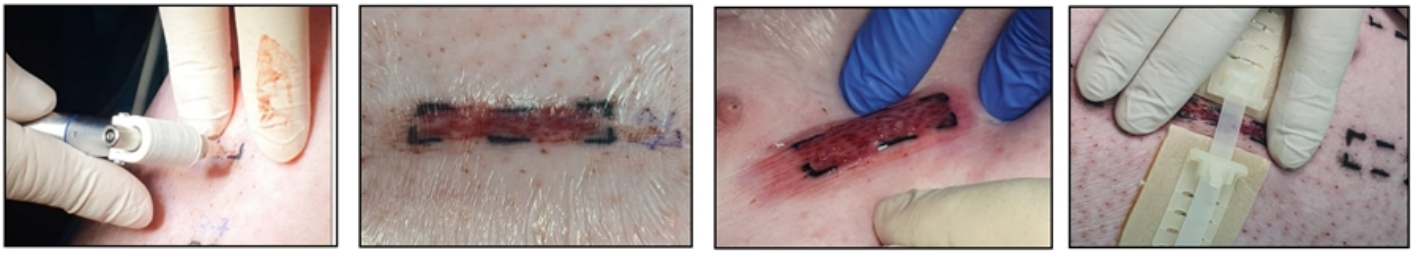


NATURAL WOUND HEALING IN SERVICE OF ROBOCOR



OVERALL IMPACT – PRECLINICAL BRIEF

Different Closures And Phenotype Impact

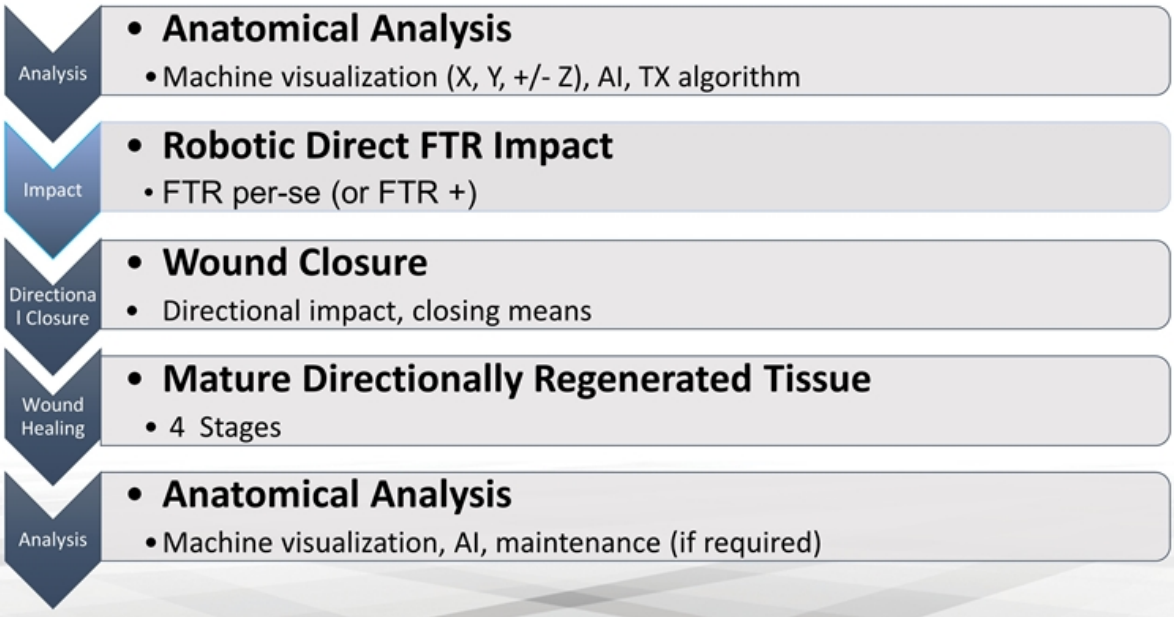


Coring | Tegaderm Film | Dermabond Glue | Top Closure

Immediately post coring | With closure | Post closure removal

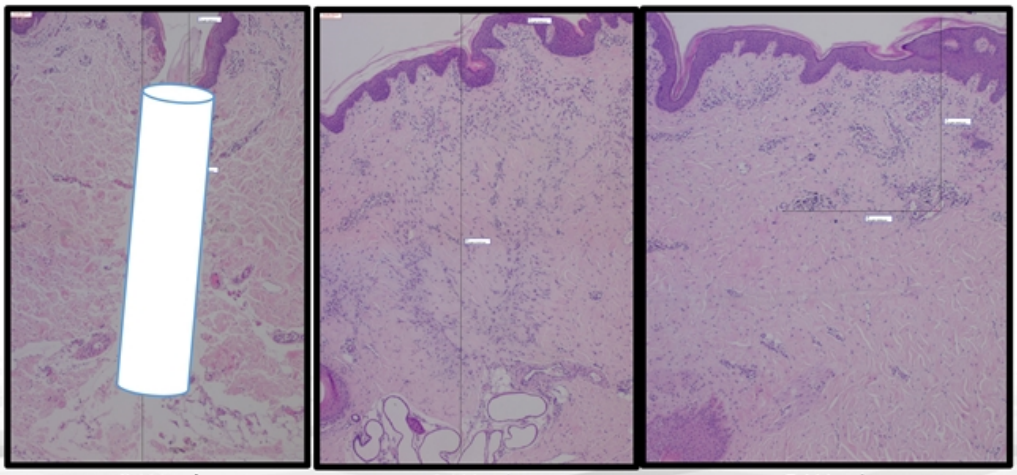
ROBOCOR – TREATMENT STAGES

Perceived Protocol



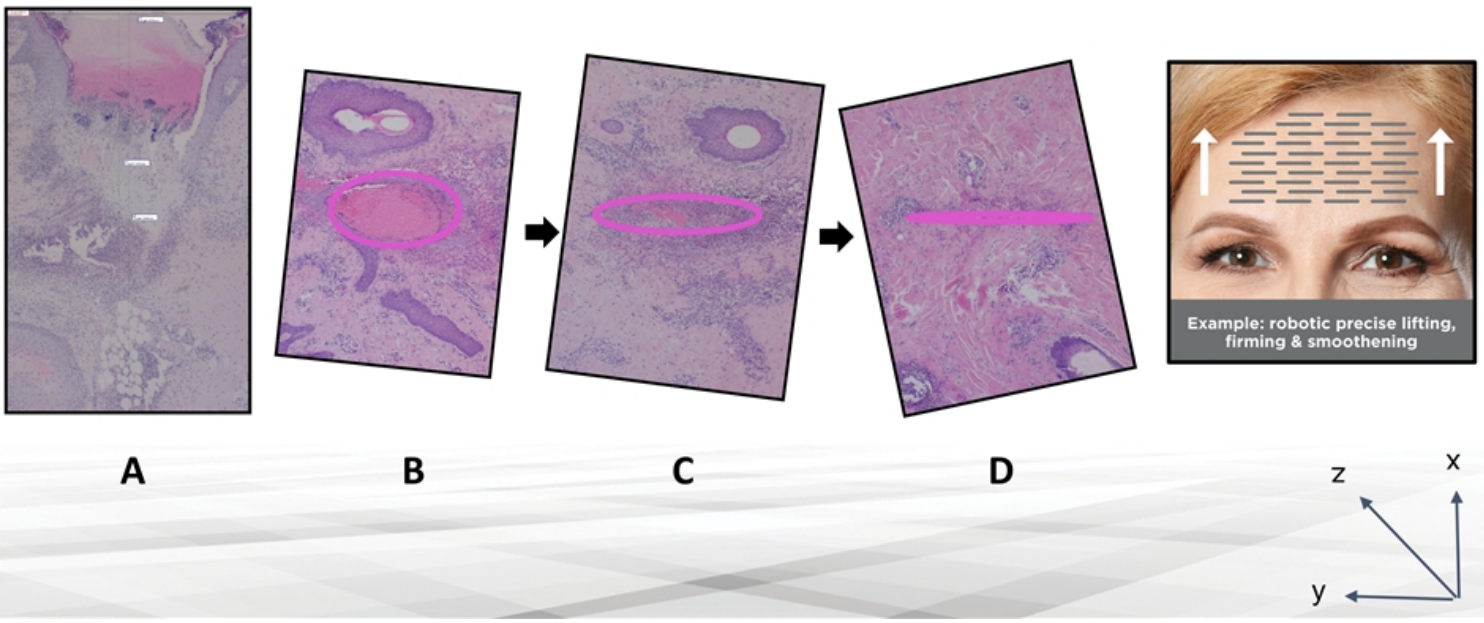
ACTUAL IMPACT AND HEALING POST FRACTIONAL TISSUE REMOVAL AND CLOSURE

Histological analysis – cross tissue section



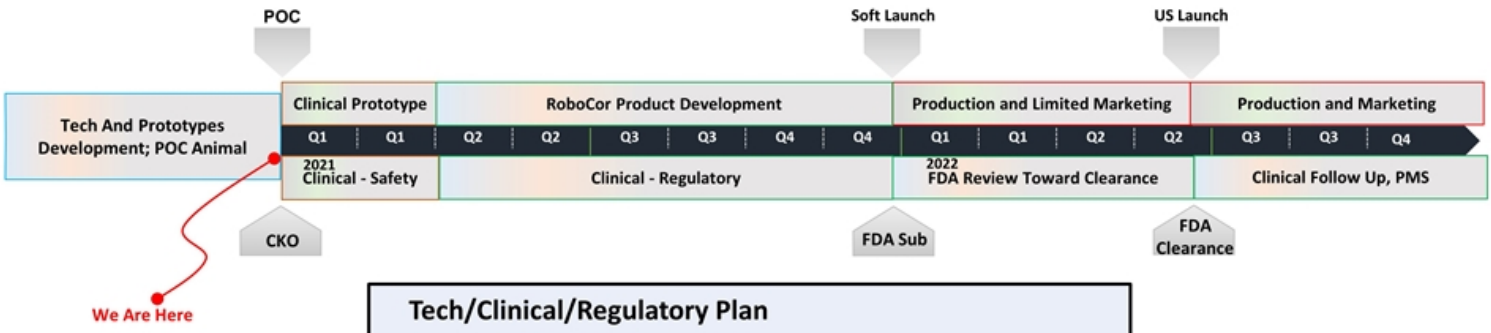
ACTUAL IMPACT AND HEALING POST FRACTIONAL TISSUE REMOVEAL AND CLOSURE

Histological Analysis – Sectioning Parallel To Skin Surface



ROBOCOR – GO TO MARKET PLAN

Technological, Clinical And Regulatory Milestones



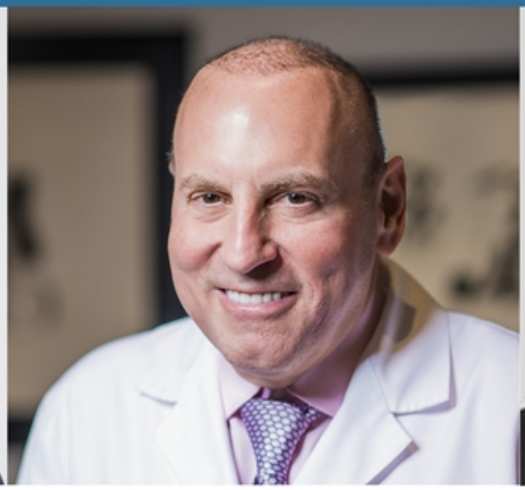
Tech/Clinical/Regulatory Plan

• Finalizing clinical prototype	Q1 2021
• Clinical safety	Q1 2021
• Clinical trial, MAG	Q2-Q4 2021
• FDA submission	Q4 2021
• Soft launch	Q4 2021
• US launch	Q2 2022

KOL PANEL

Q&A

Dr. Sebastian Cotofana
MD, PhD
associate professor of anatomy in the Department of Clinical Anatomy at Mayo Clinic College of Medicine and Science



Dr. Neil Sadick
MD FAAD, FAACS, FACP, FACPh
Clinical Professor of Dermatology at Weill Cornell Medical College, and President Elect of the International Society for Dermatologic Surgeons.

Dr. Brian Kinney
MD, FACS
member of the Board of Directors of the American Society of Plastic Surgeons and a Past President of the Plastic Surgery Educational Foundation of the United States.