

Neuronetics, Inc. Supplemental Financial and Operating Information

For the period ended March 31, 2020

Revenue (\$ thousands)	2018				2019				2020	2018	2019
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
NeuroStar Capital (1)	\$1,909	\$3,268	\$3,428	\$4,338	\$2,939	\$4,034	\$4,264	\$4,959	\$2,410	\$12,942	\$16,196
<i>YoY Change</i>	76%	65%	54%	48%	54%	23%	24%	14%	-18%	57%	25%
NeuroStar Operating Lease (2)	\$258	\$181	\$269	\$230	\$182	\$187	\$184	\$177	\$155	\$939	\$730
<i>YoY Change</i>	13%	-38%	-7%	-2%	-29%	3%	-31%	-24%	-15%	-10%	-22%
Other (3)	\$206	\$120	\$211	\$185	\$229	\$407	\$167	\$278	\$29	\$722	\$1,081
<i>YoY Change</i>	NM	-50%	-34%	-35%	11%	239%	-21%	50%	-87%	-15%	50%
Total U.S. NeuroStar Advanced Therapy System Revenues	\$2,373	\$3,568	\$3,908	\$4,753	\$3,350	\$4,628	\$4,616	\$5,413	\$2,594	\$14,603	\$18,007
<i>YoY Change</i>	80%	42%	38%	37%	41%	30%	18%	14%	-23%	44%	23%
Total U.S. Treatment Sessions Revenues	\$7,240	\$8,920	\$9,218	\$9,907	\$8,778	\$10,847	\$10,252	\$11,243	\$8,193	\$35,287	\$41,120
<i>YoY Change</i>	26%	21%	28%	23%	21%	22%	11%	13%	-7%	24%	17%
Total U.S. Other Revenues	\$359	\$410	\$392	\$429	\$418	\$415	\$426	\$374	\$390	\$1,587	\$1,633
<i>YoY Change</i>	11%	25%	15%	22%	16%	1%	9%	-12%	-7%	19%	3%
Total U.S. Revenues	\$9,972	\$12,898	\$13,518	\$15,089	\$12,546	\$15,890	\$15,294	\$17,030	\$11,177	\$51,477	\$60,760
<i>YoY Change</i>	36%	26%	30%	22%	26%	23%	13%	13%	-11%	29%	18%
Total International Revenues	\$180	\$354	\$219	\$546	\$182	\$682	\$706	\$326	\$299	\$1,299	\$1,896
<i>YoY Change</i>	36%	325%	137%	101%	1%	93%	222%	-40%	64%	124%	46%
Total Revenues	\$10,152	\$13,252	\$13,737	\$15,635	\$12,728	\$16,572	\$16,000	\$17,356	\$11,476	\$52,776	\$62,656
<i>YoY Change</i>	35%	29%	31%	24%	25%	25%	16%	11%	-10%	31%	19%
Operating and Financial Metrics	2018				2019				2020	2018	2019
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	FY	FY
Active Installed Base											
Active Installed Base - Beginning of Period	752	781	816	858	907	931	976	1,032	1,085	752	907
Active Installed Base - End of Period	781	816	858	907	931	976	1,032	1,085	1,119	907	1,085
Total NeuroStar Systems Sold (4)	24	43	47	61	43	61	68	78	38	175	250
<i>YoY Change</i>	71%	72%	57%	53%	79%	42%	45%	28%	-12%	61%	43%
Average Revenue Per Active System (\$ (4))	\$9,627	\$11,421	\$11,297	\$11,549	\$9,678	\$11,651	\$10,504	\$10,895	\$7,551	\$46,924	\$45,337
<i>YoY Change</i>	8%	4%	8%	4%	1%	2%	-7%	-6%	-22%	7%	-3%

(1) = Revenue from Capital Sales and Sales Type Leases

(2) = Revenue derived from Operating Lease revenue during the period

(3) = Primarily includes revenue derived from Treatment Coils in US

(4) = Includes all systems sold during the period, both as Capital Sales or Sales Type Leases

(5) = Total Treatment Session Revenue / Active Installed Base (End of Prior Period)