

Neuronetics, Inc. Supplemental Financial and Operating Information

For the period ended September 30, 2020

Revenue (\$ thousands)	2018				2019				2020	2020	2020	2018	2019
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	FY	FY
NeuroStar Capital (1)	\$1,909	\$3,268	\$3,428	\$4,338	\$2,939	\$4,034	\$4,264	\$4,959	\$2,410	\$2,224	\$2,438	\$12,942	\$16,196
YoY Change	76%	65%	54%	47%	54%	23%	24%	14%	-18%	-45%	-43%	57%	25%
NeuroStar Operating Lease (2)	\$258	\$181	\$269	\$231	\$182	\$187	\$184	\$177	\$155	\$114	\$88	\$939	\$730
YoY Change	13%	-38%	-7%	-2%	-29%	3%	-31%	-24%	-15%	-39%	-52%	-10%	-22%
Other (3)	\$206	\$120	\$211	\$185	\$229	\$407	\$167	\$278	\$29	\$0	\$15	\$722	\$1,081
YoY Change	NM	-50%	-34%	-35%	11%	239%	-21%	50%	-87%	-100%	-91%	-15%	50%
Total U.S. NeuroStar Advanced Therapy System Revenues	\$2,373	\$3,568	\$3,908	\$4,754	\$3,350	\$4,628	\$4,616	\$5,413	\$2,594	\$2,338	\$2,541	\$14,603	\$18,007
YoY Change	80%	42%	38%	37%	41%	30%	18%	14%	-23%	-49%	-45%	44%	23%
Total U.S. Treatment Sessions Revenues	\$7,240	\$8,920	\$9,218	\$9,909	\$8,778	\$10,847	\$10,252	\$11,243	\$8,193	\$6,547	\$9,083	\$35,287	\$41,120
YoY Change	26%	21%	28%	23%	21%	22%	11%	13%	-7%	-40%	-11%	24%	17%
Total U.S. Other Revenues	\$359	\$410	\$392	\$426	\$418	\$415	\$426	\$374	\$390	\$382	\$404	\$1,587	\$1,633
YoY Change	11%	25%	15%	21%	16%	1%	9%	-12%	-7%	-8%	-5%	19%	3%
Total U.S. Revenues	\$9,972	\$12,898	\$13,518	\$15,089	\$12,546	\$15,890	\$15,294	\$17,030	\$11,177	\$9,267	\$12,029	\$51,477	\$60,760
YoY Change	35%	26%	30%	27%	26%	23%	13%	13%	-11%	-42%	-21%	29%	18%
Total International Revenues	\$180	\$354	\$219	\$546	\$182	\$682	\$706	\$326	\$299	\$474	\$419	\$1,299	\$1,896
YoY Change	36%	325%	137%	100%	1%	93%	222%	-40%	64%	-31%	-41%	124%	46%
Total Revenues	\$10,152	\$13,252	\$13,737	\$15,635	\$12,728	\$16,572	\$16,000	\$17,356	\$11,476	\$9,741	\$12,448	\$52,776	\$62,656
YoY Change	35%	29%	31%	29%	25%	25%	16%	11%	-10%	-41%	-22%	31%	19%
Operating and Financial Metrics	2018				2019				2020	2020	2020	2018	2019
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q1	Q1	FY	FY
Active Installed Base													
Active Installed Base - Beginning of Period	752	781	816	858	907	931	976	1,032	1,085	1,119	1,122	752	907
Active Installed Base - End of Period	781	816	858	907	931	976	1,032	1,085	1,119	1,122	1,143	907	1,085
Total NeuroStar Systems Sold (4)	24	43	47	61	43	61	68	78	38	35	39	175	250
YoY Change	71%	72%	57%	53%	79%	42%	45%	28%	-12%	-43%	-43%	61%	43%
Average Revenue Per Active System (\$) (5)	\$9,627	\$11,421	\$11,297	\$11,549	\$9,678	\$11,651	\$10,504	\$10,895	\$7,552	\$5,850	\$8,096	\$46,924	\$45,337
YoY Change	8%	4%	8%	4%	1%	2%	-7%	-6%	-22%	-50%	-23%	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)