

#### COMPANY PRESENTATION

NASDAQ: STIM November 2024

### **TAP INTO A NEW POSSIBILITY** *for mental health*



## Forward Looking Statements

This presentation contains estimates and other statistical data prepared by independent parties and by Neuronetics, Inc. ("Neuronetics" or the "Company") relating to market size and growth and other data about the industry in which the Company operates. These estimates and data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates and data.

Certain statements in this presentation, including the documents incorporated by reference herein, include "forward-looking statements" within the meaning of U.S. federal securities laws. These forward-looking statements are subject to the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by words or expressions such as "expect", "anticipate", "intend", "plan", "believe", "estimate", "may", "will", "project", "could", "should", "would", "seek", "forecast", "expect", "anticipate", "predict", "outlook", "potential", or other similar expressions, including without limitation the negative of these terms. Forward-looking statements represent current judgments about possible future events, including, but not limited to statements regarding expectations or forecasts of business, operations, financial performance, prospects, and other plans, intentions, expectations, estimates, and beliefs relating to the proposed transaction between Greenbrook TMS Inc. ("Greenbrook" or "Greenbrook TMS") and Neuronetics, such as statements regarding the combined operations and prospects of Greenbrook and Neuronetics, estimates of pro forma financial information of the combined company, the current and projected market, growth opportunities and synergies for the combined company, federal and state regulatory tailwinds, the expected cash balance of Greenbrook's assets, the expected composition of the management (as such term is defined in the Neuronetics' ability to leverage Greenbrook's assets, the expected composition or waiver of all the required conditions thereto. These forward-looking statements are subject to known and unknown risks and uncertainties. Factors that could cause actual events to differ include, but are not limited to:

- the inherent uncertainty associated with financial or other projections or outlooks, including due to the unpredictability of the underlying assumptions, adjustments and estimates;
- Neuronetics' ability to maintain the listing requirements of Nasdaq;
- the total addressable market of Neuronetics' and Greenbrook's businesses;
- general economic conditions in the markets where Neuronetics and Greenbrook operate;

• the expected timing of any regulatory approvals relating to the Arrangement, the businesses of Greenbrook and Neuronetics and of the combined company and product launches of such businesses and companies;

- the non-performance of third-party vendors and contractors;
- the risks related to the combined company's ability to successfully sell its products and the market reception to and performance of its products;
- Greenbrook's, Neuronetics', and the combined company's compliance with, and changes to, applicable laws and regulations;
- the combined company's limited operating history;
- the combined company's ability to manage growth;
- the combined company's ability to obtain additional or suitable financing;
- the combined company's ability to expand product offerings;
- the combined company's ability to compete with others in its industry;
- the combined company's ability to protect its intellectual property;
- the retention of employees of Greenbrook and Neuronetics following the announcement of the Arrangement;

## Forward Looking Statements (continued)

• Greenbrook's, Neuronetics', and the combined company's ability to defend against legal proceedings;

- the combined company's success in retaining or recruiting, or changes required in, its officers, key employees or directors;
- the combined company's ability to achieve the expected benefits from the Arrangement within the expected time frames or at all;
- the incurrence of unexpected costs, liabilities or delays relating to the proposed Arrangement;
- the satisfaction (or waiver) of closing conditions to the consummation of the Arrangement;

• the occurrence of any event, change or other circumstance or condition that could give rise to the termination of the Arrangement Agreement (as such term is defined in the Neuronetics definitive proxy statement);

• the disruption of the attention of management of Greenbrook and Neuronetics from ongoing business operations due to the Arrangement Agreement;

- the outcome of any legal proceedings related to the Arrangement Agreement;
- the fact that the trading price of the Greenbrook Shares or the Neuronetics Shares may decline significantly if the Arrangement is not completed;
- the effect of the announcement or pendency of the transaction on the combined company's business relationships, operating results and business generally; and

• other economic, business, competitive, and regulatory factors affecting the businesses of the companies generally, including, but not limited to, those set forth in Greenbrook's filings with the SEC and the Canadian Securities Administrators, including in the "Risk Factors" section of the Greenbrook 10-K and any subsequent filings with the U.S. Securities and Exchange Commission (the "SEC") and the Canadian Securities Administrators, and those set forth in Neuronetics' filings with the SEC, including in the "Risk Factors" section of Neuronetics' Annual Report on Form 10-K filed with the SEC on March 8, 2024 and any subsequent SEC filings. These documents with respect to Greenbrook can be accessed on Greenbrook's website at https://www.greenbrooktms.com/investor-relations, on Greenbrook's SEDAR+ profile at www.sedarplus.ca or on Greenbrook's EDGAR profile at www.sec.gov and these documents with respect to Neuronetics' end these documents with respect to Neuronetics and these documents with respect to Neuronetics' EDGAR profile at www.sec.gov.

Readers are cautioned not to place undue reliance on forward-looking statements. It is uncertain whether any of the events anticipated by the forward-looking statements will transpire or occur, or, if any of them do, what impact they will have on the results of operations and financial condition of Greenbrook, Neuronetics or the combined company. Forward-looking statements speak only as of the date they are made, and Greenbrook, Neuronetics and the combined company undertake no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, future events, or other factors that affect the subject of these statements, except where they are expressly required to do so by law.

Projections and estimates used in this presentation are considered forward looking statements. See cautionary statement above regarding forward-looking statements. Forward-looking information representing post-closing expectations is inherently uncertain. Estimates such as expected accretion, expected future production, internal rate of return, financial flexibility and balance sheet strength are preliminary in nature. There can be no assurance that the proposed Arrangement will close or that the forward-looking information will prove to be accurate.

## Presenters

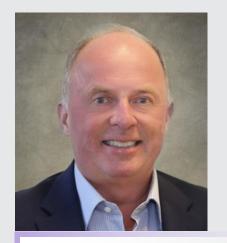
#### **38**+ years of experience



Keith Sullivan President & Chief Executive Officer



#### **37**+ years of experience



**Steve Furlong** Executive Vice President, Chief Financial Officer & Treasurer

neurostar.com



## NeuroStar is Renewing Lives by Transforming Neurohealth

#### We're inspired every day by the opportunity to help people live more fulfilling lives



#### Market Leader in TMS<sup>1</sup>

#1 Physician recommended with over 6.9 million treatment sessions performed in over 188,000 patients



#### **Robust R&D Pipeline**

3<sup>rd</sup> generation system. Largest clinical dataset in the world to drive new indications





#### **Dedicated to Practice Success**

Largest direct sales and customer support team in the industry to support over 1,100 U.S. offices<sup>1</sup>



#### Widely Reimbursed

Dedicated to driving health policy to ensure broad US reimbursement among commercial and government payors

## Over 29 Million People Can Benefit from NeuroStar TMS

#### **Total Available Market**



U.S. Adults and Adolescents (ages 15-21) suffering from depression, depression with anxiety, and OCD

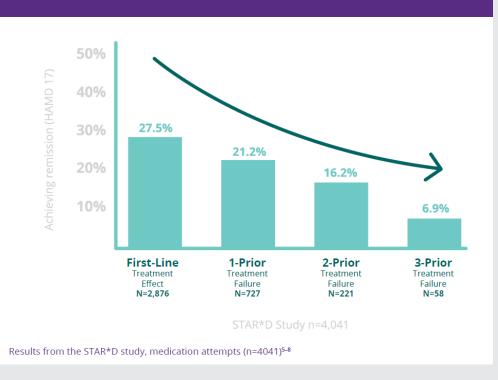
## Nearly 8 million patients are poorly served by antidepressant medication

- Lack of Treatment Efficacy
- Intolerable Side Effects

Adult Depression (MDD)Adolescent Depression21 million suffering1<br/>6.4 million on medication1,2,34.3 million suffering4<br/>1 million on medication5New indication: 35% increase<br/>in addressable marketAnxious DepressionOCD53% of MDD patients have<br/>significant anxiety64 million suffering7<br/>235K on medication8

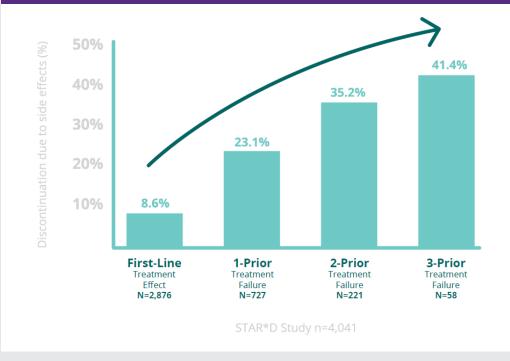
## More Medication Isn't the Answer

#### With every new medication adult MDD patients try<sup>1-4</sup>:



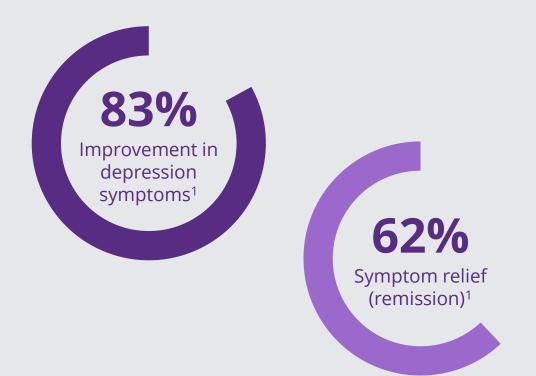
#### The chances of feeling better go down

## And the likelihood of stopping medication because of side effects goes up



## **Only NeuroStar TMS has...** Proven, Long-Term Relief for Adult Depression<sup>1</sup>

#### **Real-World Clinical Results** for Patients with MDD<sup>2</sup>



#### Clinically Proven Durability through 12 Months<sup>1</sup>



1. Dunner DL, et al. (2014). J Clin Psychiatry. 75(12):1394-1401 | 2. Sackeim HA, et al. (2020) J. Affect. Disord. 277:65-74. Based on a real-world,

retrospective study using CGI-S and a sample size of 615 patients.

## NeuroStar Clinical Excellence Validated by Extensive Research and Publications





6 High Impact NeuroStar Registry Publications <sup>2-7</sup>

#### **Investigator Initiated Studies**

Expands understanding of TMS and its potential clinical applications



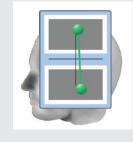
#### 65+ studies with 1,900+ patients<sup>1</sup>

### **Only NeuroStar ...** Delivers Consistent, Repeatable Treatment for Optimal Outcomes

#### **Contact Sensing with Real-Time Feedback**

Proprietary to NeuroStar





Good Contact

#### **Continuous Monitoring** Ensures the prescribed dose is delivered every time

#### Precise Coil Placement – NeuroSite™

Proprietary to NeuroStar



Consistent Coil Placement



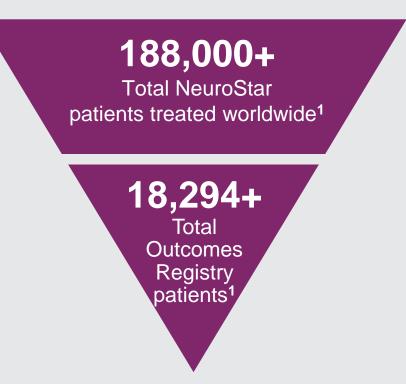
Faster Patient Setup with Fewer Steps



Reproducible Patient Setup

## Proprietary TrakStar Platform Provides Actionable Insights for NeuroStar and its Practices

World's Largest Depression Outcomes Registry<sup>1</sup> Contributes to Future Indications and Publications



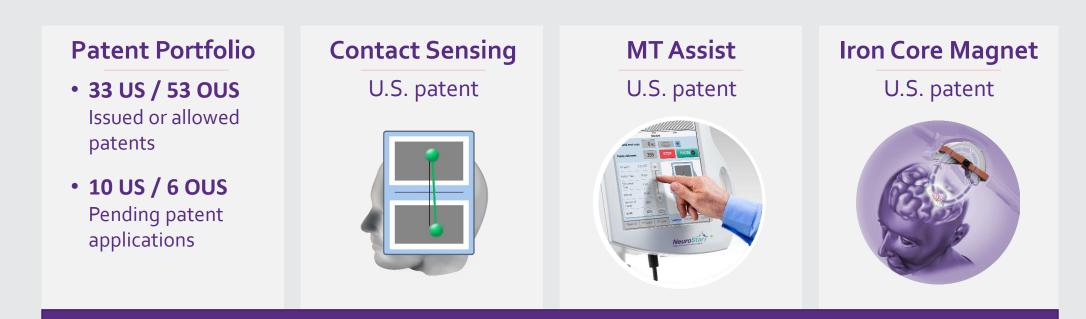
#### Patient Management Database and Reporting System



Tools to identify more patient candidates (PHQ-10, Benefits Investigations)

Automated tools to efficiently manage the patient journey

## NeuroStar Has one of the Largest Issued Patent Portfolio of All TMS Companies...



...protecting our technical advantage and ensuring freedom to operate globally

## NeuroStar: The Unrivaled TMS Solution





# TAP INTO ANEW POSSIBILITYfor adolescent depression

Now FDA-Cleared as a First-Line, Adjunct Treatment for Ages 15 and Older

NEW: FDA-Cleared March 22, 2024



## Treating Adolescent Depression Had Two Choices... <u>Until Now</u>

#### Youth Depression is On the Rise



- Nearly 1 in 5 US adolescents experience at least one major depressive episode each year<sup>1</sup>
- Mental health concerns top parents' list of worries, even above children's physical safety<sup>2</sup>

#### **Limited Options for Adolescents**

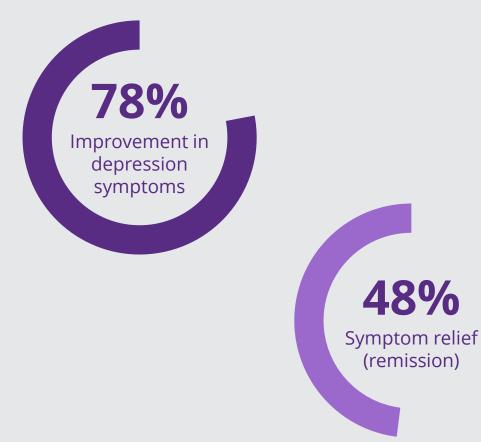


- Only 2 antidepressants are FDA-approved for use in adolescents: Prozac (fluoxetine) and Lexapro (escitalopram)<sup>3</sup>
- The FDA has issued a "black box" warning indicating the use of these drugs to treat MDD in adolescents may increase the risk of suicidal ideations and behaviors<sup>4</sup>

## As the Market Leader, NeuroStar is Revolutionizing Mental Health with New Adolescent Indication

## NeuroStar is the only FDA-cleared TMS 1<sup>st</sup> and Only to Market treatment for adolescent depression<sup>1</sup> For adolescents, NeuroStar can be used as an 1<sup>st</sup> Line Treatment add-on treatment, without prior medication failures

## TrakStar<sup>®</sup> Real-World Data Demonstrates Improvement in Adolescent Depression Severity



**TrakStar**<sup>®</sup>

Real-world data was collected through NeuroStar's proprietary TrakStar<sup>®</sup> platform, saving valuable time and money

Results analyzed from a subset with available CGI-S data demonstrated a 78% response rate and 48% remission rate, while PHQ-9 demonstrated 59.4% response and 30.0% remission respectively. Patients had an average 10+ point improvement in their depression symptoms when using the PHQ-9.

## New Opportunity with Adolescent Psychiatrists

#### **New Customers**

Supported by 17 Capital Sales Representatives

- Expanded opportunity
  - 11,400+ child and adolescent psychiatrists<sup>1</sup>
  - 13,000+ family/lifespan nurse practitioners<sup>2,3</sup>



#### 1,100+ Existing Customers

Supported by 45 Practice Development Managers

- Increases the value of NeuroStar system by broadening label to additional patients
- 50% of customers treated adolescents 15-21 in past year
- Increase awareness and education among adolescents and highly motivated parents through digital, social media, and mass media outreach

#### Sales force size remains the same

1. https://www.aacap.org/aacap/Advocacy/Federal\_and\_State\_Initiatives/Workforce\_Maps/Home.aspx, accessed 7/16/2024 | 2. AANP National Nurse Practitioner Database, 2022. – 6.5% Identified as Psychiatric/Mental Health NPs | 3. APNA 2022 PMH NURSING WORKFORCE REPORT - 53% of Survey respondents identified as PMH-NP Family/Lifespan

## 2024 Adolescent Marketing Strategy Focused on Parents and Practices

#### **Key Messages**

Treats depression at the source | Non-drug, non-invasive | Proven safe and effective

#### **Outside the Practice**

Parent Awareness & Education



#### **Inside the Practice**

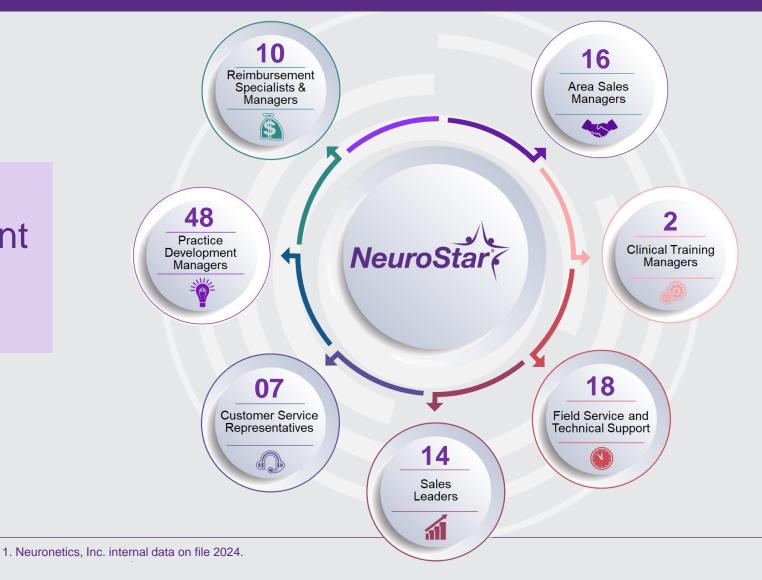
Practice Tools & Education



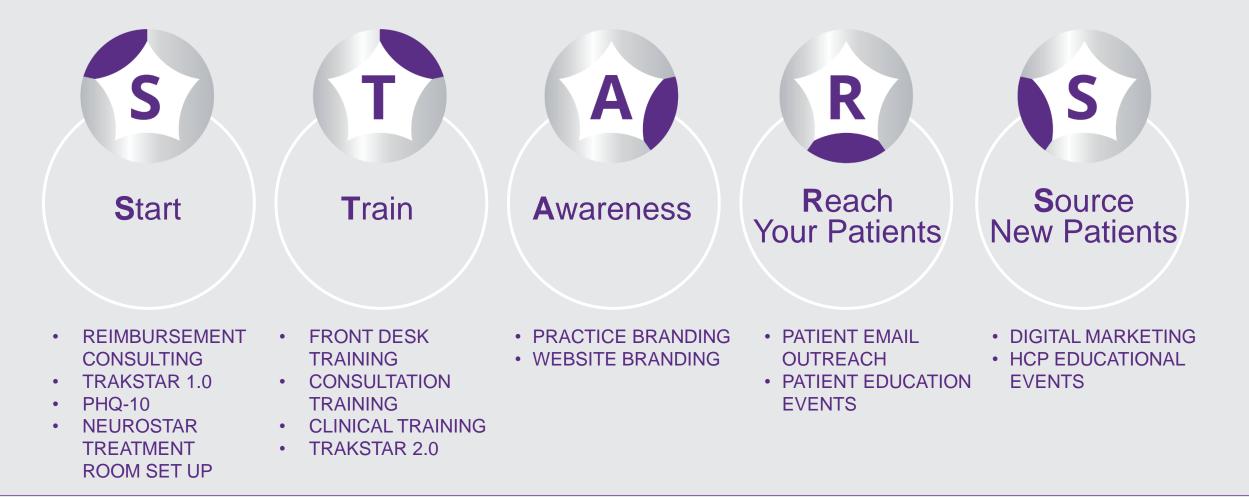


### The Largest Direct Sales & Customer Support Team<sup>1</sup>

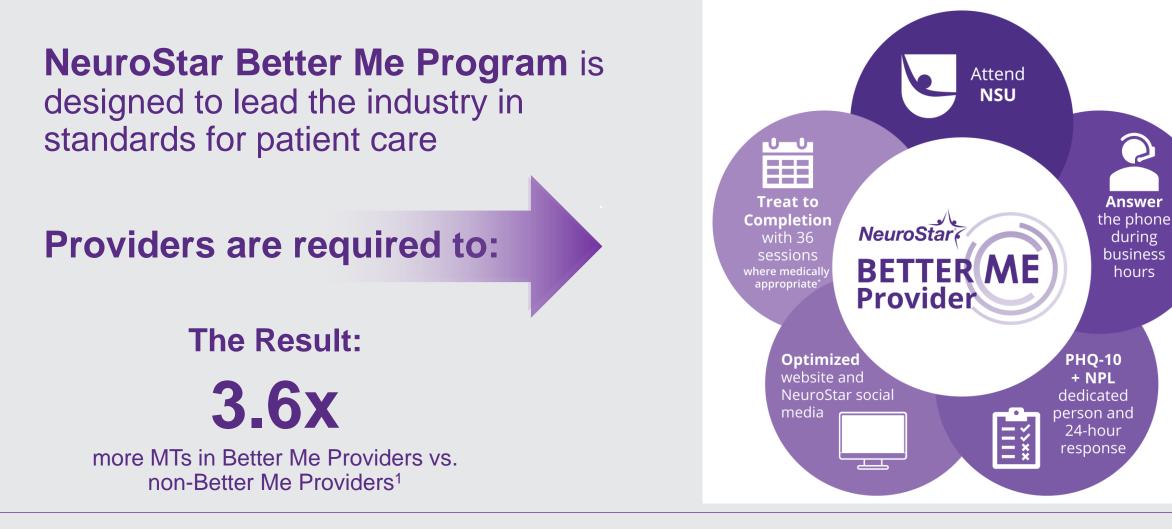
Experienced team dedicated to consistent growth and practice success



## **NeuroStar STARS SOLUTION** Proven Program for Ongoing Practice Success



## NeuroStar Better Me Providers Reach the Lives of More Patients



### Better Me Providers are Quickly Addressing Interested Patients in Need

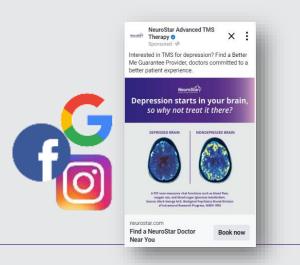
## **5x Faster**

from potential patient interest to MT<sup>1</sup>

Q1 2023	Q1 2024
82 days	17 days



All patient interest in Local Consumable Offices based on webform submissions from www.neurostar.com Phase 2: Feb 1, 2024 – Apr 7, 2024 vs. PY



1. Data on file, Neuronetics, Inc.

## NeuroStar University

By September 2024, attendees to NSU increased patient treatment 62% more than accounts that did not attend.\*



#### A 2-DAY COURSE HELD AT OUR STATE-OF-THE-ART TRAINING CENTER

Practices learn how to achieve the best clinical outcomes and market their NeuroStar business, through a combination of instruction and peer to peer learning.

#### **NSU Utilization Performance Index**

Baseline index values are based on January 2022 utilization. Excludes new sites from Classes 2022-2024.

Attended NSU • No • Yes

Attended NSU

Aug 2022

NSU Opens

Aug 2022

Aug 2022

NSU Opens

Aug 2022

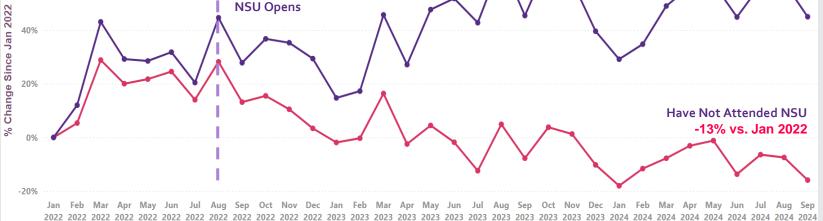
Aug 2022

NSU Opens

Aug 2022

Aug 202

Aug 20



Month

Practices that attend NSU **consistently outperform** practices that do not on a month-to-month basis. In the month of September 2024, NSU practices performed 62% better than sites that have not attended NSU vs. January 2022.

\*As of 9/30/2024

## Only NeuroStar Invests in Co-Op Marketing to Build Local Consumer Awareness<sup>1</sup>

**Co-Op Marketing:** collaborative effort with practices to increase local patient awareness while sharing advertising costs

## +15% treatment session utilization\*

**+16%** in new MTs\*

## NeuroStar is Available at the Largest National Mental Health Centers













Active path MENTAL MEALTH

Formerly known as Active Recovery TMS





## Only NeuroStar is Dedicated to Driving Health Policy to Ensure Broad US Reimbursement

BlueCross BlueShield

**KAISER** 

United Healthcare

NeuroStar TMS is covered by most commercial insurance carriers, all Medicare jurisdictions and many state Medicaid programs providing access to more than 300 million people<sup>1</sup>

Anthem

NeuroStar also connects our practice partners with financing companies to provide options for patients who have insurance out-of-pocket costs or opt to pay for the procedure themselves.

ADVANCE



**2 Care**Credit

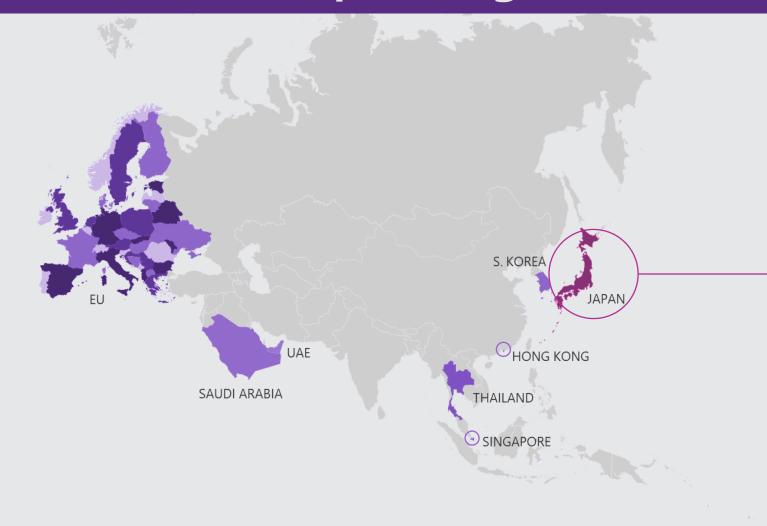


♦aetna™

Medicare.gov

Cigna. Humana

## NeuroStar is the U.S. Market Leader, Opportunity to Continue Expanding Worldwide



#### Japan Roadmap

- 11<sup>th</sup> largest healthcare spend globally<sup>1</sup>
- 2<sup>nd</sup> highest suicide rate after Korea<sup>2</sup>
- Single payor healthcare system
- Shonin approval since 2017
- Exclusive distribution agreement with Teijin Pharma <sup>3</sup>
- Secured national reimbursement listing <sup>4</sup>

#### Estimated TAM in Japan for Treatment Sessions<sup>2</sup>

- Adults Suffering from MDD 2.4 million
- Active Drug Treatment Population 1.0 million
- Treatment Resistant Population 600,000
- ~\$750 Million Addressable Market

## **Neuronetics**



**Keith Sullivan** President & CEO



**Cory Anderson** SVP, R&D and Clinical

Steve Furlong

EVP, CFO & Treasurer

& Quality

**Rick Grubbs** SVP, National Accounts



Sara Grubbs SVP, Chief Revenue Officer



**Andrew Macan Rusty Page** EVP, GC & Chief SVP, Operations **Compliance Officer** 



Lisa Rosas SVP, Chief Marketing Officer



**Rob Cascella** Board Chairman



**Glenn Muir** 

Megan Rosengarten



**Keith Sullivan** 

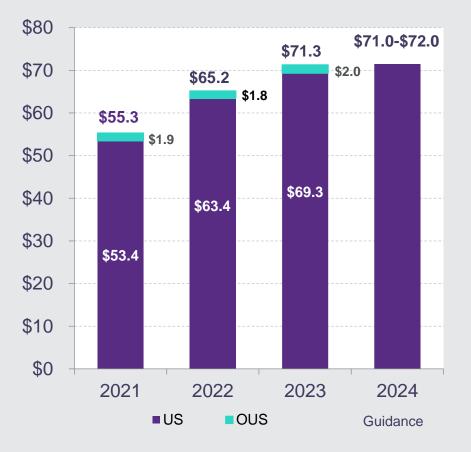


## **Financial Overview**

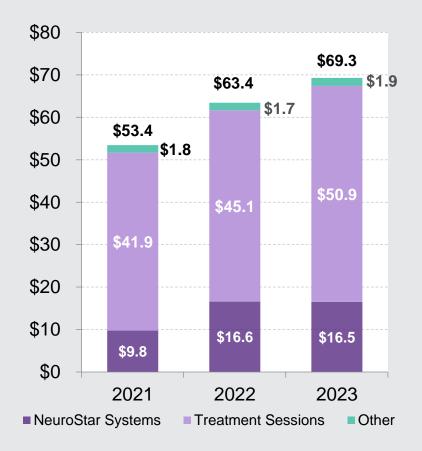
NeuroStar Advanced Therapy for Mental Health

#### Annual Revenue

#### Annual Revenue by Geography



#### Annual Product Revenue (US)



#### Worldwide Quarterly Revenue

#### Q3 2024 Revenue of \$18.5M, a 4% increase from Q3 2023



#### **Results of Operations**

#### (\$ in thousands)

	Three Months Ended September 30,						
	2023	2024					
Revenues	\$17,884	\$18,530					
YOY Growth		4%					
Gross Profit	11,764	14,001					
Gross Margin	66%	76%					
Operating Expenses:							
Sales and Marketing	12,141	11,877					
% of Revenues	68%	64%					
General and Administrative	6,339	7,436					
% of Revenues	35%	40%					
Research and Development	2,155	2,416					
% of Revenues	12%	13%					
Total Operating Expenses	20,635	21,729					
Loss from Operations	(\$8,871)	(\$7,728)					
% of Revenues	-50%	-42%					

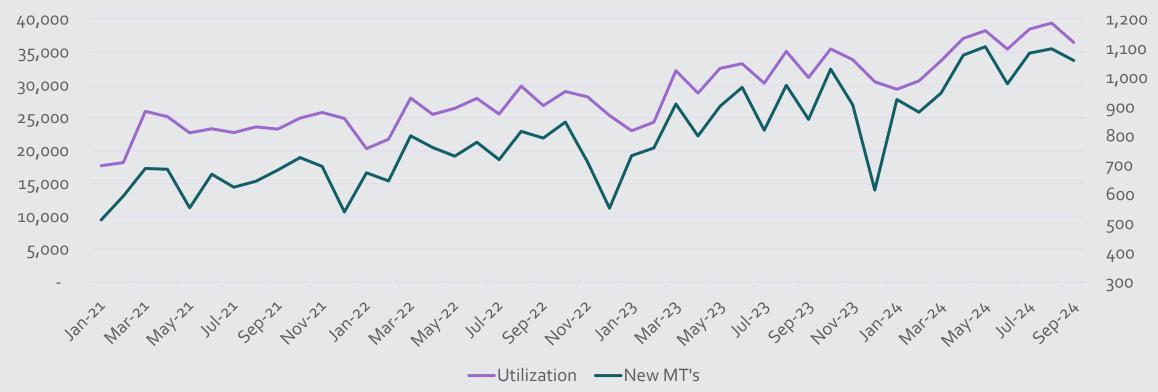
(\$ in thousands)	As of September 30, 2024
Cash and Cash Equivalents	\$20,867
Other Assets	\$53,250
Total Assets	\$74,117
Long-term debt, net	\$46,002
Convertible Preferred Stock Warrant Liability	\$0
Convertible Preferred Stock	\$0
Accumulated Deficit	(\$407,127)
Total Stockholders' Equity	\$9,381

## **Supplemental Information**

NeuroStar Advanced Therapy for Mental Health

#### Local Consumables New MTs (New Patient Starts) & Utilization





36

#### U.S. NeuroStar Treatment Sessions

		20	)22			20	023	2024			
Treatment Session REVENUE Total U.S. Treatment Session Revenues	Q1-22 \$9,469	Q2-22 \$11,295	Q3-22 \$11,864	Q4-22 \$12,450	Q1-23 \$10,643	Q2-23 \$12,314	Q 3-23 \$13,060	Q4-23 \$14,879	Q1-24 \$12,988	Q2-24 \$11,660	Q3-24 \$13,326
YoY 1	-2%	5%	16%	11%	12%	9%	10%	20%	22%	-5%	2%
Average Revenue per Active Site (\$000) (1)	\$9.9	\$11.3	\$11.4	\$11.5	\$9.7	\$11.4	\$11.9	\$13.2	\$11.3	\$10.0	\$11.4
YoY 1	-6%	-6%	2%	-5%	-2%	1%	5%	15%	17%	-12%	-4%

(1) = Total Treatment Session Revenue / Active Sites (Ending of Prior Quarter)

#### **Revenue Growth Trends**

	2021				202	22	2023			
Revenue:	Full Year Act		YoY Growth	Full Yea h Act		YoY Growth	Full Year Act		YoY Growth	
Revenue Growth Drivers (NSTS)	\$	35,113	20%	\$ 37,618		9%	9% \$ 43,936		17%	
NeuroStar Capital	\$	9,760	-12%	\$	16,575	70%	\$	16,460	-1%	
International	\$	1,865	8%	\$	1,800	-4%	\$	2,012	12%	
Fixed Price Contracts	\$	6,820	23%	\$	7,460	9%	\$	6,960	-7%	
All Other Revenue	\$	1,754	12%	\$	1,754	0%	\$	1,980	13%	
Subtotal (non/low growth)	\$	20,199	1%	\$	27,588	37%	\$	27,411	-1%	
Total Revenue	\$	55,312	12%	\$	65,206	18%	\$	71,348	9%	

#### **Supplemental Financial and Operating Information**

For the period ended September 30, 2024													
		20	22			20	23			2024	2022	2023	
Revenue (\$ thou sands)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	FY	FY
Total U.S. Neuro Star Advanced The rapy System Revenues	\$3,642	\$4,382	\$3,934	\$4,616	\$3,850	\$4,489	\$3,597	\$4,524	\$3,310	\$4,000	\$4,108	\$16,575	\$16,460
YoY Change	108%	70%	51%	64%	6%	2%	-9%	-2%	-14%	-11%	14%	70%	-1%
Total U.S. Treatment Sessions Revenues	\$9,469	\$11,295	\$11,864	\$12,450	\$10,643	\$12,314	\$13,060	\$14,879	\$12,988	\$11,660	\$13,326	\$45,077	\$50,896
YoY Change	-2%	5%	16%	11%	12%	9%	10%	20%	22%	-5%	2%	7%	13%
Total U.S. Other Revenues	\$406	\$455	\$446	\$447	\$471	\$486	\$554	\$469	\$495	\$470	\$488	\$1,754	\$1,980
YoY Change	-3%	6%	9%	-10%	16%	7%	24%	5%	5%	-3%	-12%	0%	13%
Total U.S. Revenues	\$13,517	\$16,132	\$16,244	\$17,513	\$14,964	\$17,289	\$17,211	\$19,872	\$16,793	\$16,130	\$17,922	\$63,406	\$69,336
YoY Change	15%	17%	22%	20%	11%	7%	6%	13%	12%	-7%	4%	19%	9%
Total International Revenues	\$664	\$198	\$253	\$686	\$576	\$321	\$673	\$442	\$624	\$320	\$608	\$1,800	\$2,012
YoY Change	36%	-50%	-51%	47%	-13%	62%	166%	-36%	8%	0%	-10%	-3%	12%
Total Revenues	\$14,181	\$16,329	\$16,498	\$18,199	\$15,540	\$17,610	\$17,884	\$20,313	\$17,417	\$16,450	\$18,530	\$65,206	\$71,348
YoY Change	15%	15%	20%	21%	10%	8%	8%	12%	12%	-7%	4%	18%	9%
		20				20				2024		2022	2023
U.S. Operating and Financial Metrics	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	FY	FY
Total NeuroStar Systems	46	59	50	58	49	54	43	58	40	49	48	213	204
YoY Change	100%	64%	25%	21%	7%	-8%	-14%	0%	-18%	-9%	12%	45%	-4%
Average Revenue Per Active Site (\$) (1) YoY Change	\$9,874 -6%	\$11,280 -6%	\$11,364 2%	\$11,517 -5%	\$9,667 -2%	\$11,391 <i>1</i> %	\$11,916 <i>5</i> %	\$13,238 15%	\$11,300 17%	\$10,000 -12%	\$11,390 -4%		

Neuronetics, Inc. Supplemental Financial and Operating Information

(1) = Total U.S. Treatment Session Revenue / Active Sites (End of Prior Period)