



**TAP INTO A
NEW POSSIBILITY**
for depression

COMPANY PRESENTATION

NASDAQ: STIM

March 2024



Disclaimers

This presentation contains estimates and other statistical data prepared by independent parties and by Neuronetics, Inc. (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 and accompanying commentary that are not historical facts are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may be identified by terms such as “outlook,” “potential,” “believe,” “expect,” “plan,” “anticipate,” “predict,” “may,” “will,” “could,” “would” and “should” as well as the negative of these terms and similar expressions. These statements include those relating to the Company’s business outlook and current expectations for upcoming quarters and fiscal year 2024, including with respect to revenue, expenses, growth, and any statements of assumptions underlying any of the foregoing items. These statements are subject to significant risks and uncertainties and actual results could differ materially from those projected. The Company cautions investors not to place undue reliance on the forward-looking statements contained in this presentation. These risks and uncertainties include, without limitation, risks and uncertainties related to: the impact of public health crises on the Company’s operations, manufacturing and supply chain interruptions or delays; the Company’s ability to execute its business strategy; the Company’s ability to achieve or sustain profitable operations due to its history of losses; the Company’s reliance on the sale and use of its NeuroStar Advanced Therapy system to generate revenues; the scale and efficacy of the Company’s salesforce; the Company’s ability to retain talent; availability of coverage and reimbursement from third-party payors for treatments using the Company’s products; physician and patient demand for treatments using the Company’s products; developments in competing technologies and therapies for the indications that the Company’s products treat; product defects; the Company’s ability to obtain and maintain intellectual property protection for its technology; developments in clinical trials or regulatory review of NeuroStar Advanced Therapy system for additional indications; developments in regulation in the U.S. and other applicable jurisdictions; our ability to successfully roll-out our Better Me Guarantee Provider Program on the planned timeline; our self-sustainability and existing cash balances; and our ability to achieve cash flow break-even in the fourth quarter of 2024 and on a full-year basis in 2025. For a discussion of these and other related risks, please refer to the Company’s recent filings with the U.S. Securities and Exchange Commission (the “SEC”), which are available on the SEC’s website at www.sec.gov. These forward-looking statements are based on the Company’s expectations and assumptions as of the date of this presentation. Except as required by law, the Company undertakes no duty or obligation to update any forward-looking statements contained in this presentation as a result of new information, future events, or changes in the Company’s expectations.

Presenters

38+ years of experience



Keith Sullivan
President &
Chief Executive Officer

37+ years of experience



Steve Furlong
Executive Vice President,
Chief Financial Officer & Treasurer



Our Mission: Renewing Lives by Transforming Neurohealth

NeuroStar Advanced Therapy for Mental Health



Prevalence

Adults with Major Depressive Disorder (MDD) (21 million US adults) or Obsessive-Compulsive Disorder (OCD) (4 million US adults)



Market Leader

Market leader in TMS for depression with over 6.1 million treatment sessions and over 169,000 patients treated



Sales & Customer Support

Largest direct sales and customer support team in the industry¹



Reimbursement

Broad US reimbursement among commercial and government payors



Clinical Dataset

Largest clinical dataset in TMS for depression



Outcomes Registry

Largest depression outcomes registry in the world²

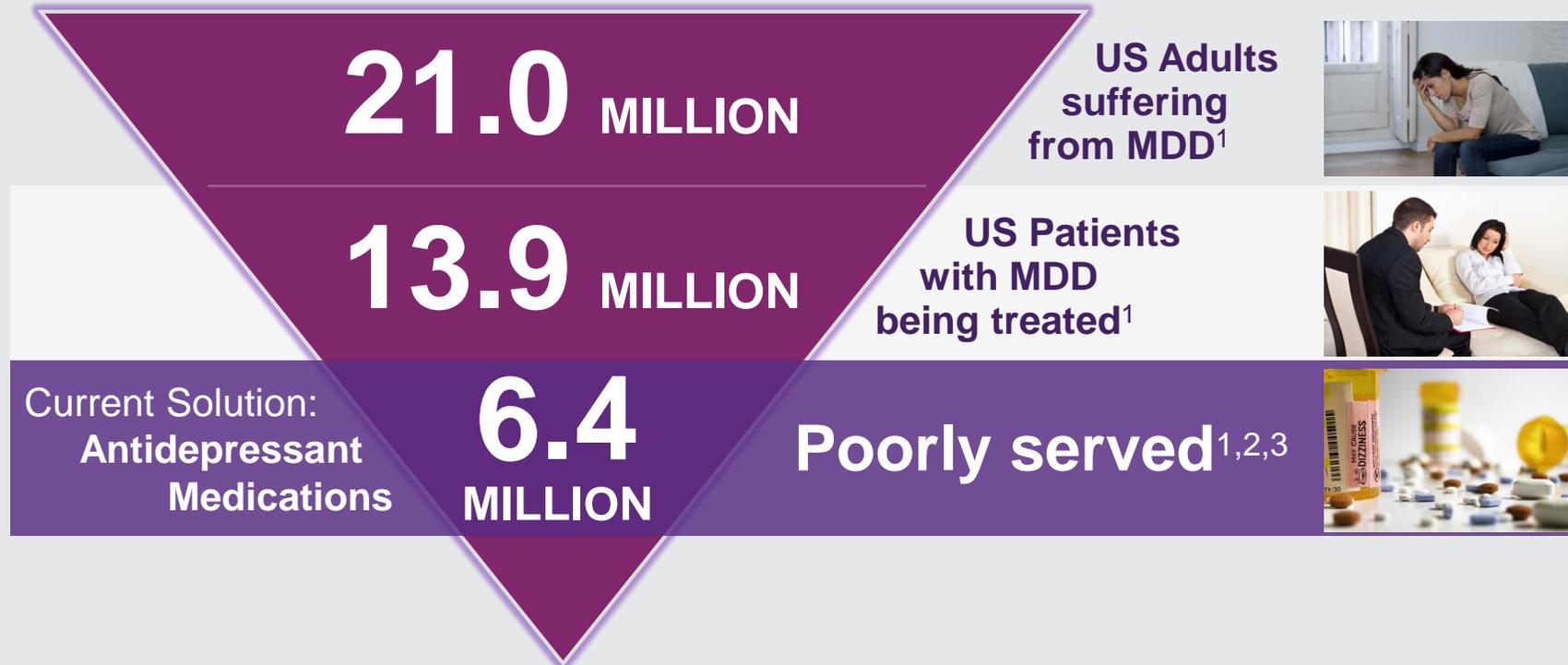


Indications & Growth

New indication opportunities and geographic expansion for growth (Anxious Depression and OCD added 2022)



Patients with Major Depressive Disorder are Underserved



- Lack of Efficacy
- Intolerable Side Effects
- Increased Need for Solutions Post-COVID

Our Unique Differentiators: Only NeuroStar Has...

Practice Development Manager



Delivers the



a proven framework
to grow your
NeuroStar practice

83% Response / 62% Remission¹



Clinical results
validated with

**15 years of data via
the largest Outcomes Registry**



Marketing Spend

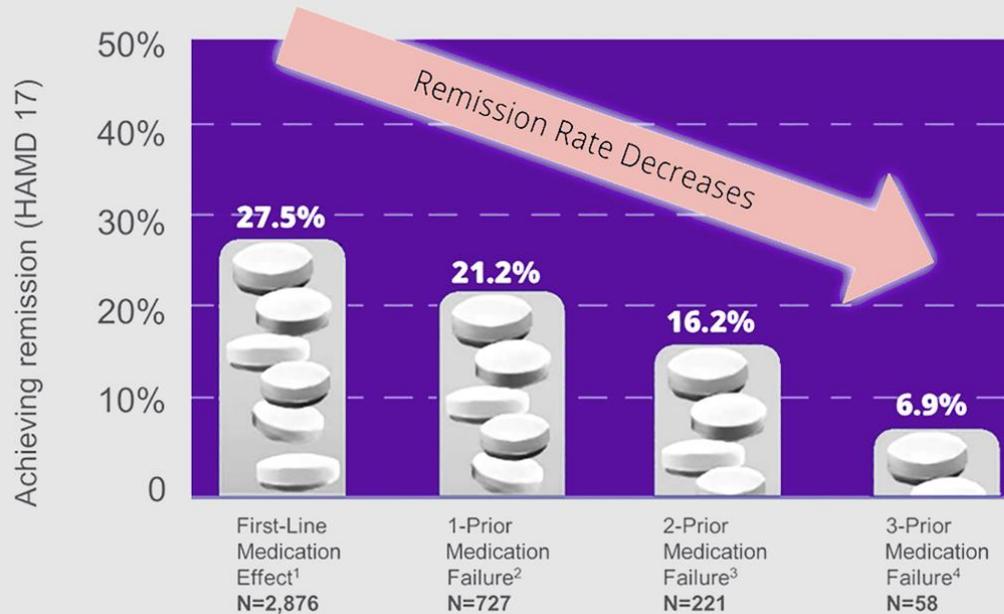


To drive Consumer
Awareness

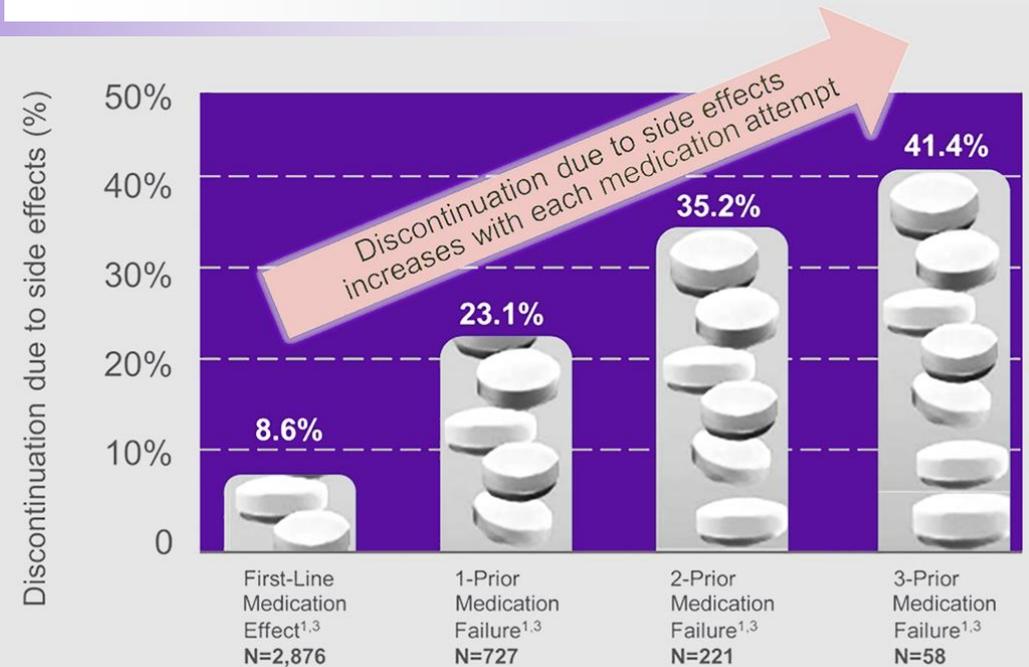
and grow the category. Increased
brand awareness by 33% in 2022.

Limitations of Antidepressant Medications

The largest prospective clinical trial of MDD ever conducted, **STAR*D**, showed that treatment resistance causes a patient's chance for remission to decrease with each subsequent medication attempt.



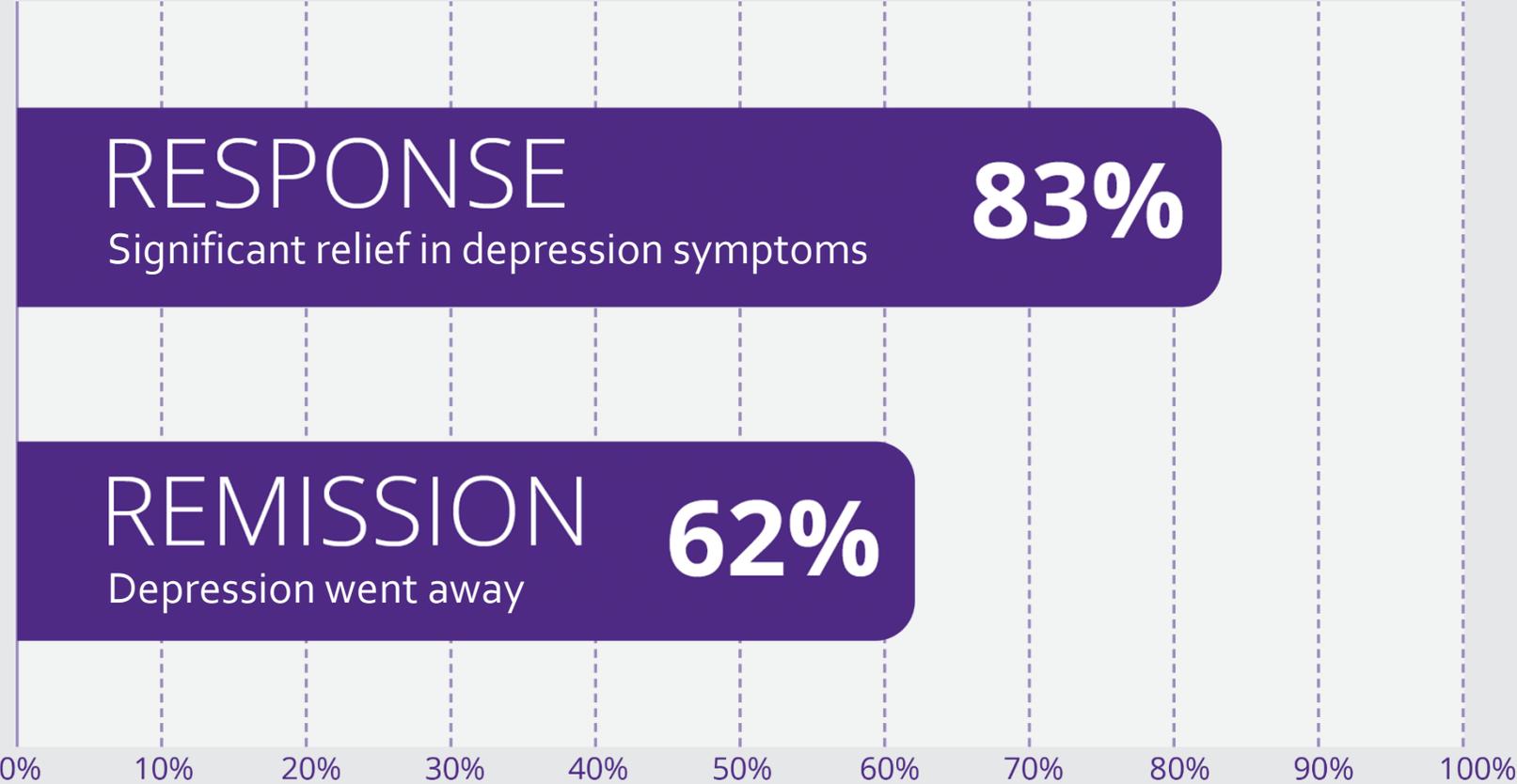
STAR*D also showed discontinuation due to side effects increases with each medication attempt.



STAR*D Study n = 4,041

NeuroStar Delivers Proven Results

Real World Clinical Rating for Patients with MDD¹



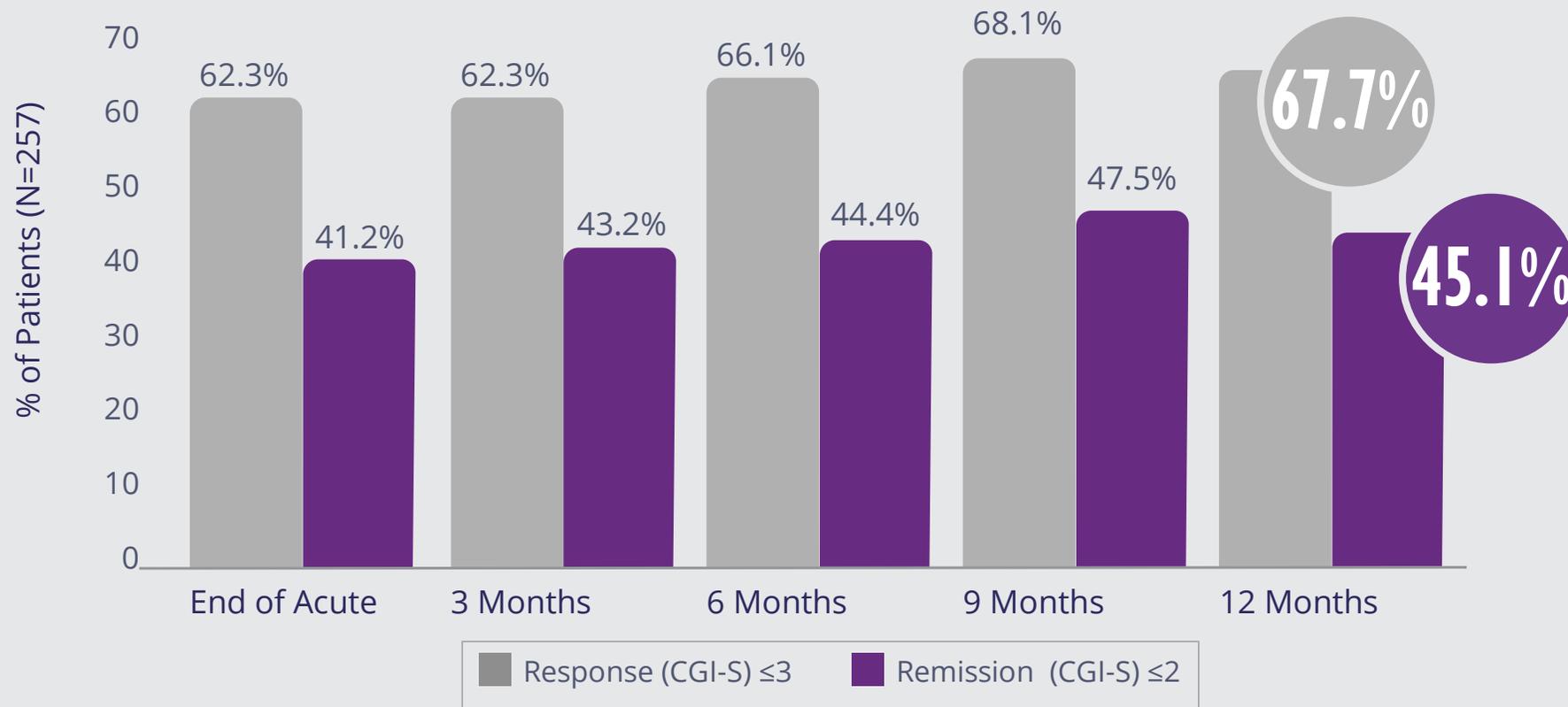
¹ Sackeim HA, et al. (2020) *J. Affect. Disord.* 277:65-74. Based on a real-world, retrospective study using CGI-S and a sample size of 615 patients.



Only NeuroStar Has...

Clinically Proven Durability Established Through 12 Months

Long-term post-acute treatment¹



Only NeuroStar has... Substantial Body of Clinical Evidence¹

15
Studies

>1,000
Patients

Resulting
in 31
Publications



Safety Record

- **6.1 million+** treatment sessions delivered globally
- Over **169,000** patients treated
- Low discontinuation rate from adverse events **~5%**²

Investigator-initiated Trials

- More than **65** studies with over **1,900** patients
- Wide range of conditions, including anxiety, bipolar disorder, pain, PTSD, addiction, schizophrenia, tinnitus, and others

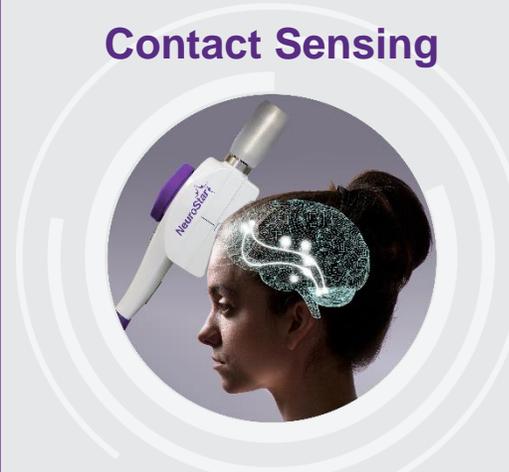
Only NeuroStar has... Patented Contact Sensing Technology

Delivers Consistent and Repeatable Treatment

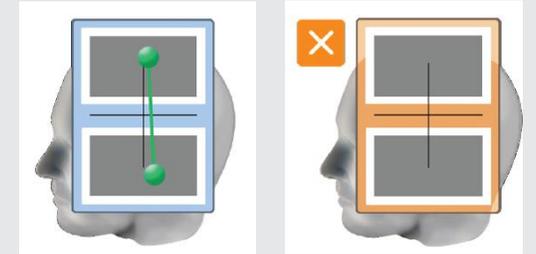
- The smallest movements can result in a dramatic loss of the prescribed TMS dose
- Even **1 mm** movement away from the head can result in **40% loss** of the TMS prescribed dose
- Continuous contact sensing solves this problem



Contact Sensing



- Constantly monitors patient contact with the NeuroStar coil and alerts the clinician if the coil loses contact with the scalp or is angled incorrectly



Good
Contact

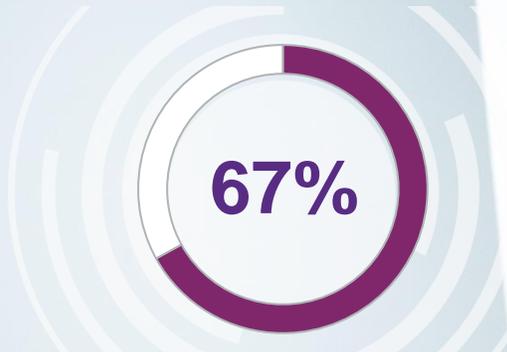
Bad
Contact

- Only NeuroStar Advanced Therapy provides real-time feedback about the coil's angle and contact

Only NeuroStar has... Proprietary TrakStar[®] Data Management System



Only NeuroStar is... Invested in Understanding the Market



67% of patients with MDD are **unhappy with their current treatment**

Based on market research study of 500 diagnosed depression patients



Two Distinct Groups

Challenged Optimists

**WILLING TO ASK
THEIR PHYSICIAN
ABOUT NEUROSTAR**

Struggling Independents

**NO LONGER TRUST
THEIR PHYSICIAN**
– will seek out other
doctor for new treatment

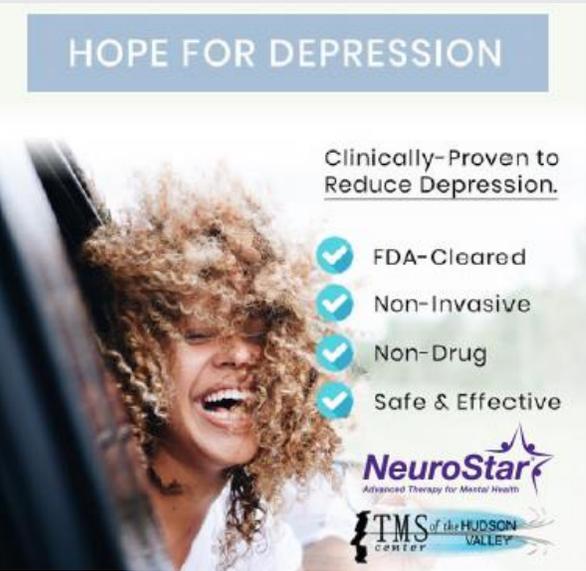
*Patients Are Looking for
New Treatment Solutions*

NeuroStar STARS SOLUTION

Proven Program to Ensure Successful Device Operationalization



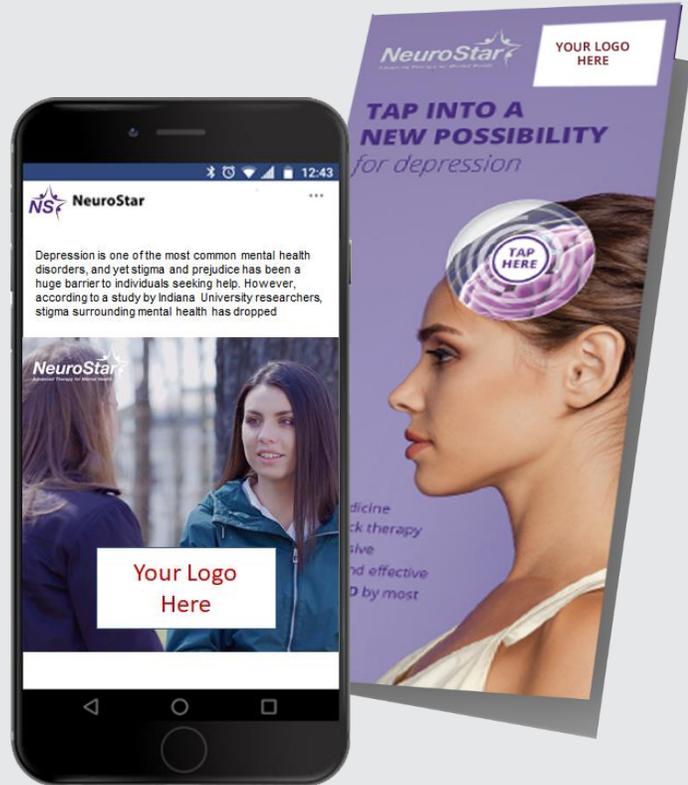
Programs Designed to Help NeuroStar Practices Build Awareness



CO-OP MARKETING WITH VARIOUS LEVELS OF REIMBURSEMENT
Designed to increase patient awareness and access to NeuroStar treatment at your practice by expanding marketing efforts in your local area.

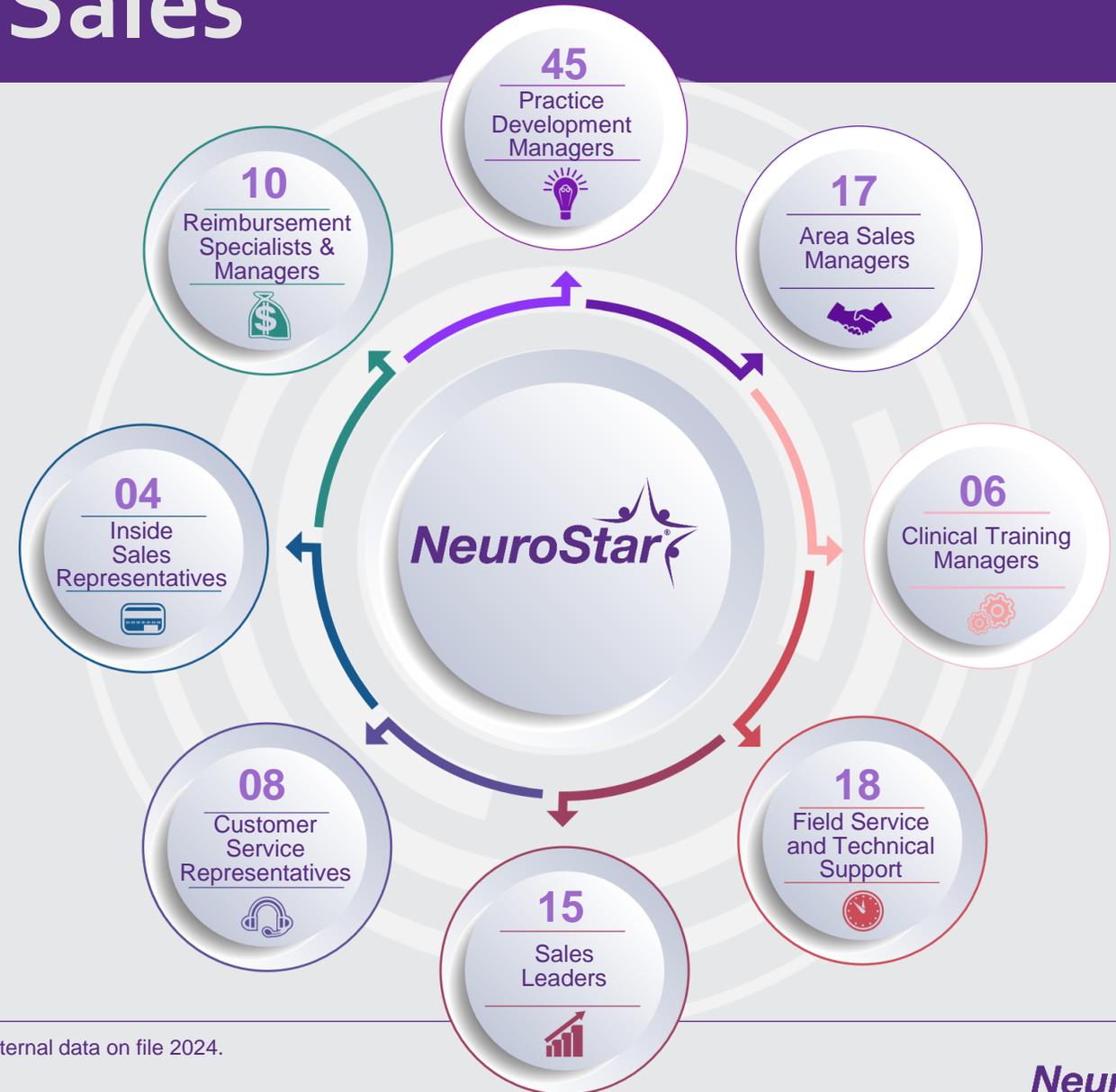
MYNEUROSTAR.COM

CUSTOMER PORTAL WITH MANY MARKETING ASSETS
Branded materials as well as co-branded digital and print-ready customizable advertising assets are available to customers at myneurostar.com.



The Largest Direct Sales

and Customer Support Team¹





NeuroStar University

By December 2023, attendees to NSU increased patient treatment 44% more than accounts that did not attend.



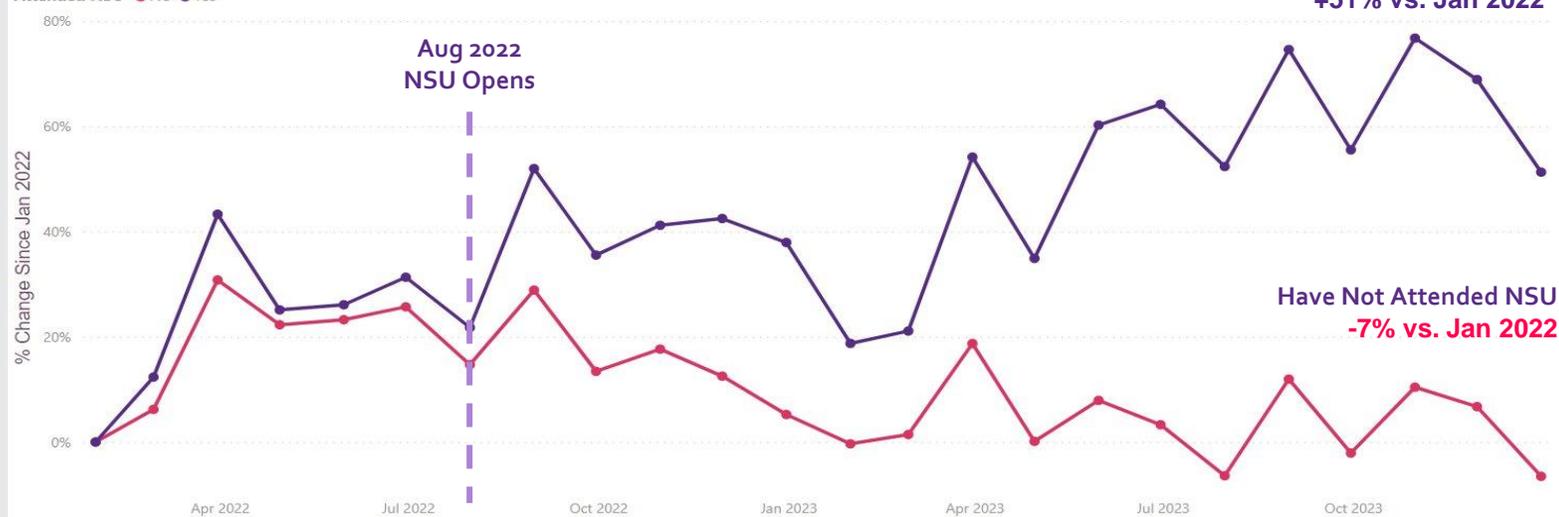
A 2-DAY COURSE HELD AT OUR STATE-OF-THE-ART TRAINING CENTER
Practices learn how to achieve the best clinical outcomes and market their NeuroStar business, through a combination of instruction and peer to peer learning.

NSU Utilization Performance Index

Baseline index values are based on January 2022 utilization. Excludes new sites from Classes 2022 and 2023.

% Change Since Jan 2022 by Month and Attended NSU

Attended NSU ● No ● Yes



*Practices that attend NSU **consistently outperform** practices that do not on a month-to-month basis. In the month of December 2023, NSU practices performed 44% better than sites that have not attended NSU vs. January 2022 .*

Offered by the Largest National Providers



Formerly known as Active Recovery TMS



Widely Reimbursed



95% Coverage

Estimated to cover 95% of total private payor covered lives in the US for MDD and Anxious Depression¹



Top 25 US Private Insurers

65+ major US private insurers provide coverage policies representing 300 million covered lives¹



100% Medicare Coverage

61 million covered lives¹



New indications paid for by existing codes*

| CPT Code | 90867 | 90868 | 90869 |
|----------|----------------------|-------------------|---------------------------------|
| | MT Treatment Session | Treatment Session | Subsequent MT Treatment Session |

*Anxious depression - same coverage policies as MDD / OCD emerging coverage policies

OCD rTMS Coverage Growing



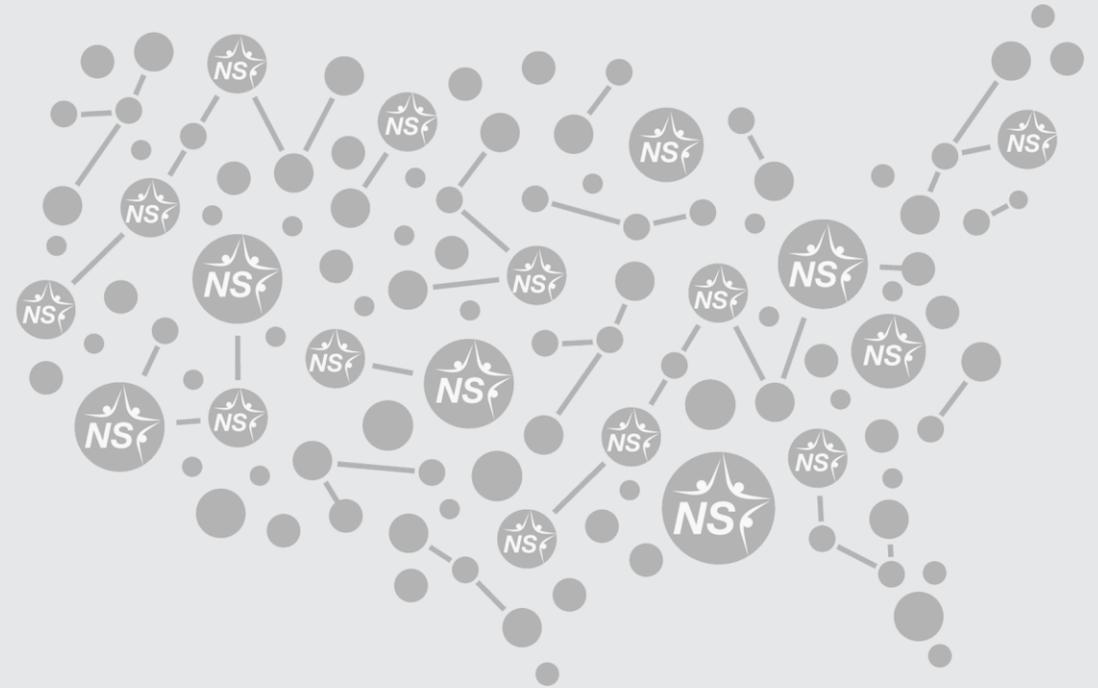
Neuronetics Tools Driving Awareness



1 National plan
4 BCBS plans



Palmetto Medicare MAC



OCD claims paid via existing codes at the same rates

| CPT Code | 90867 | 90868 | 90869 |
|----------|--------------------------|-------------------|-------------------------------------|
| | MT and Treatment Session | Treatment Session | Subsequent MT and Treatment Session |

NeuroStar Advanced Therapy for Mental Health Has Potential to Enhance Physician Practice Economics



Proven return on investment for physicians



Meaningful incremental income potential for physician practice



Recoup capital investment by treating ~12 patients



Generate ~\$8,500 average revenue per patient per course of treatment

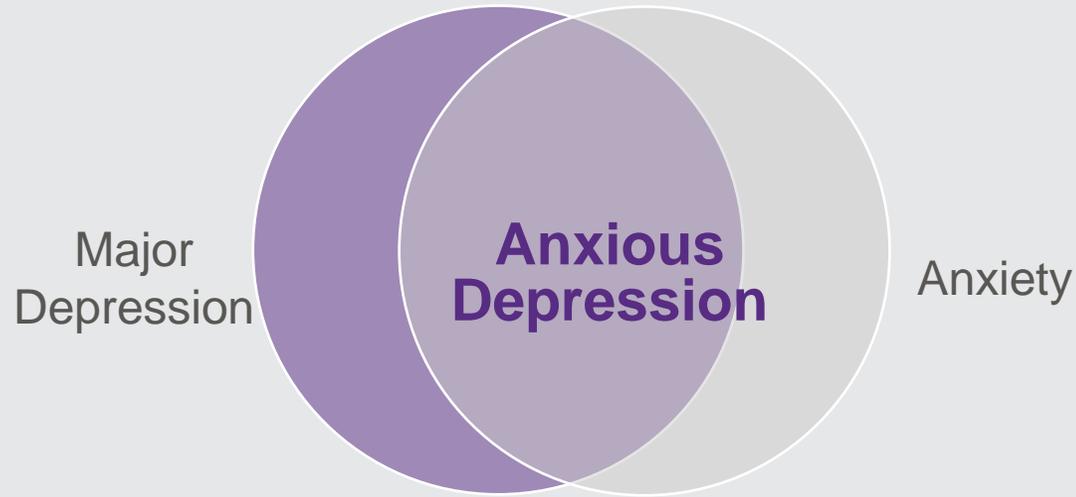
Conclusion: 1 patient per month can equal **\$100,000** in practice revenue

Competitive Positioning

| | NeuroStar | BrainsWay | magstim | MagVenture <small>Versatility in Magnetic Stimulation</small> | CLOUDTMS™ | Nexstim | MAG & more |
|--|-------------------------------------|-----------|---------|--|-----------|---------|------------|
| Practice Consultants | ✓ | — | — | — | — | — | — |
| Marketing including DTC Advertising | ✓ | — | — | — | — | — | — |
| FDA-cleared for Anxious Depression | ✓ | ✓ | — | — | — | — | — |
| FDA-cleared for OCD | ✓ | ✓* | — | ✓* | — | — | — |
| FDA-cleared for iTBSTheta Burst | TouchStar ✓ w/Contact Sensing | ✓ | ✓ | ✓ | — | ✓ | — |
| Contact Sensing | ✓ | — | — | — | — | — | — |
| World's Largest MDD Outcomes Registry | ✓ | — | — | — | — | — | — |
| Publications from Depression Registration Trials | 12 | 1 | — | 1 | — | — | — |

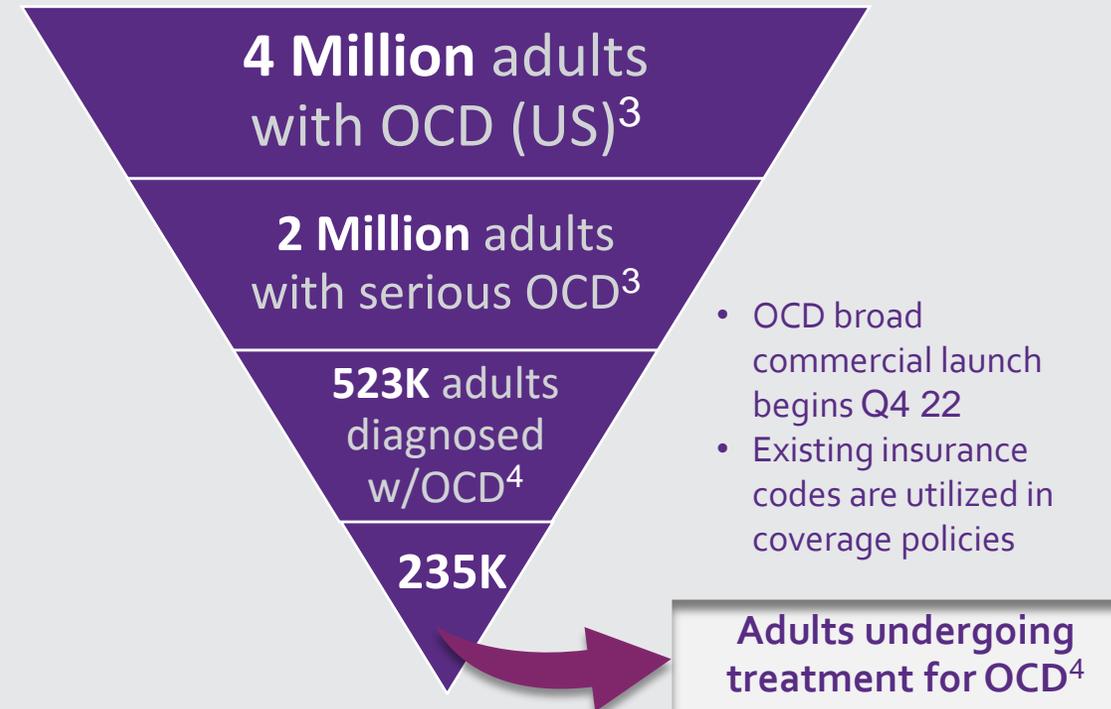
* Additional hardware purchase required

New indications make NeuroStar the most versatile treatment device in the industry¹

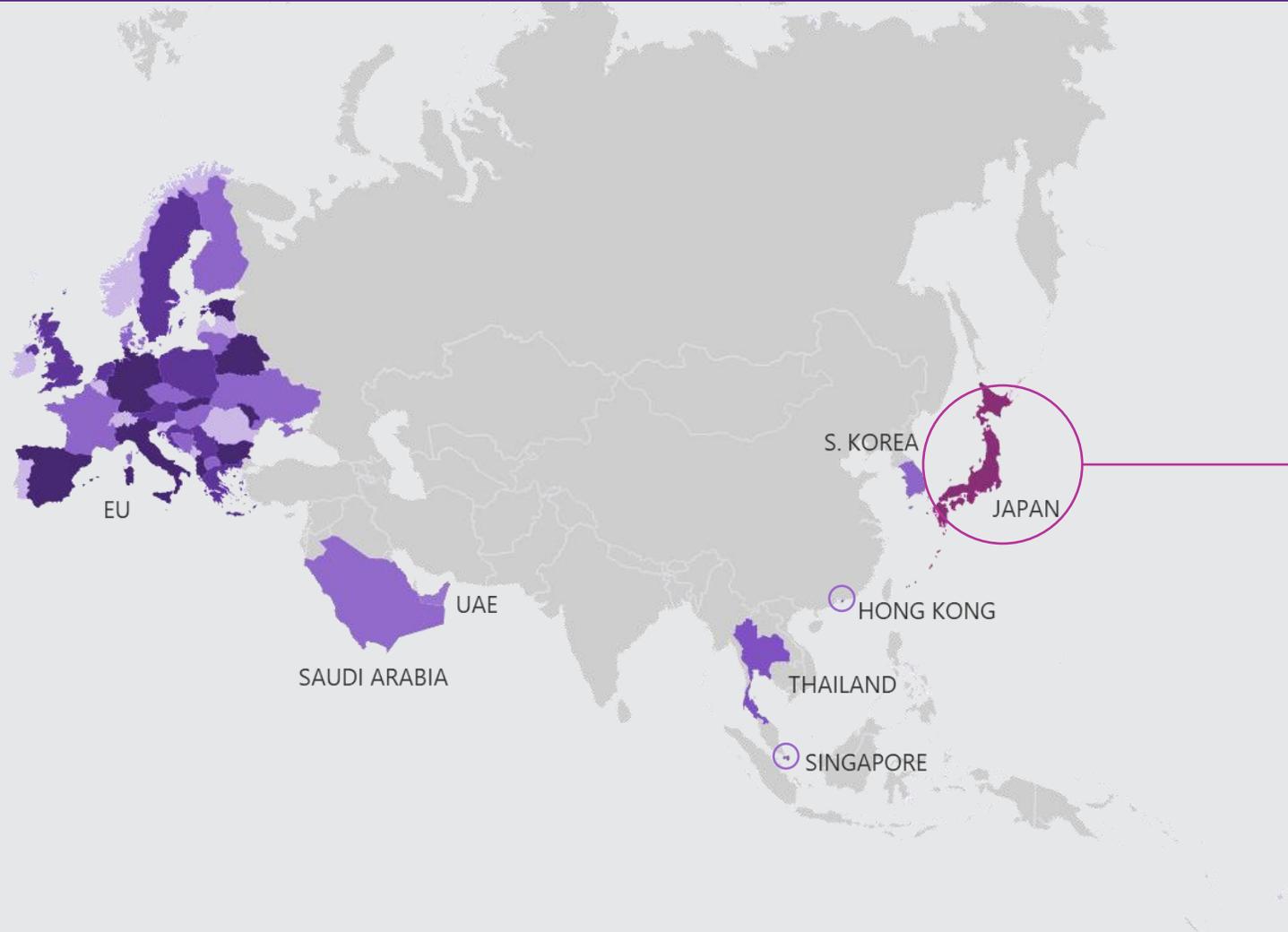


- STAR*D showed 53% of patients with Major Depression had significant anxiety and were considered to have Anxious Depression²
- Anxious depression immediately commercially available
- Real-world data from TrakStar contributed to FDA clearance for anxious depression

An estimated 1.2% of U.S. adults had OCD in the past year



NeuroStar Expansion



Japan Roadmap

- Primary international focus is on Japan
- Third largest healthcare spend globally
- Single payor healthcare system
- Shonin approval
- Exclusive distribution agreement with Teijin Pharma
- Reimbursement

Estimated TAM in Japan for Treatment Sessions

- Adults Suffering from MDD 2.4 million
- Treated by a Psychiatrist 655,000
- Failed to achieve remission 475,000
- **~\$600 Million Addressable Market**

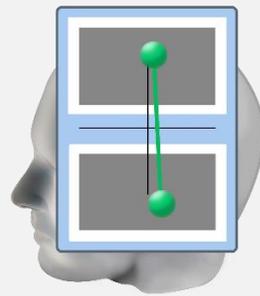
NeuroStar Has the Largest Issued Patent Portfolio of All TMS Companies...

Patent Portfolio

- **38 US / 60 OUS**
Issued or allowed patents
- **10 US / 8 OUS**
Pending patent applications

Contact Sensing

Multiple U.S. patents



MT Assist

U.S. patent



Iron Core Magnet

Multiple U.S. patents



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

The NeuroStar Difference

PROOF

Over 13 years as market leader¹

ONLY NEUROSTAR HAS...

- The world's largest depression Patient Outcomes Registry
- Proven long-term durability
- Contact Sensing
- TrakStar® – manage/track/report
- TouchStar™ – theta burst
- 30 Publications including 12 in depression registry trials

PEOPLE

Team dedicated to your practice success

ONLY NEUROSTAR PROVIDES...

- More than 100 team members dedicated to growing NeuroStar practices¹
- Lifetime support with strength in numbers
- On-site service within 24 hours for non-operational NeuroStar Systems

PROGRAMS

Driving market awareness to grow your practice

ONLY NEUROSTAR HAS INCREASED BRAND AWARENESS BY 33% IN 2022 AND HAS¹...

- 5-STARS Solution
- Precision Pulse Program
- Co-op Marketing
- Stellar Distinctions

Neuronetics

Management Team



Keith Sullivan
President & CEO



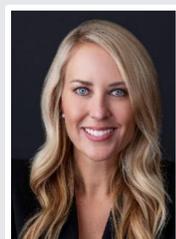
Cory Anderson
SVP, R&D and Clinical



Steve Furlong
EVP, CFO & Treasurer



Rick Grubbs
SVP, National
Accounts



Sara Grubbs
SVP, Chief Revenue Officer



Andrew Macan
EVP, GC & Chief
Compliance Officer



Rusty Page
SVP, Operations
& Quality



Lisa Rosas
SVP, Chief
Marketing Officer

Board of Directors



Rob Cascella
Board Chairman



John Bakewell



Joseph Capper



Sheryl Conley



Wilfred Jaeger



Glenn Muir



**Megan
Rosengarten**



Keith Sullivan



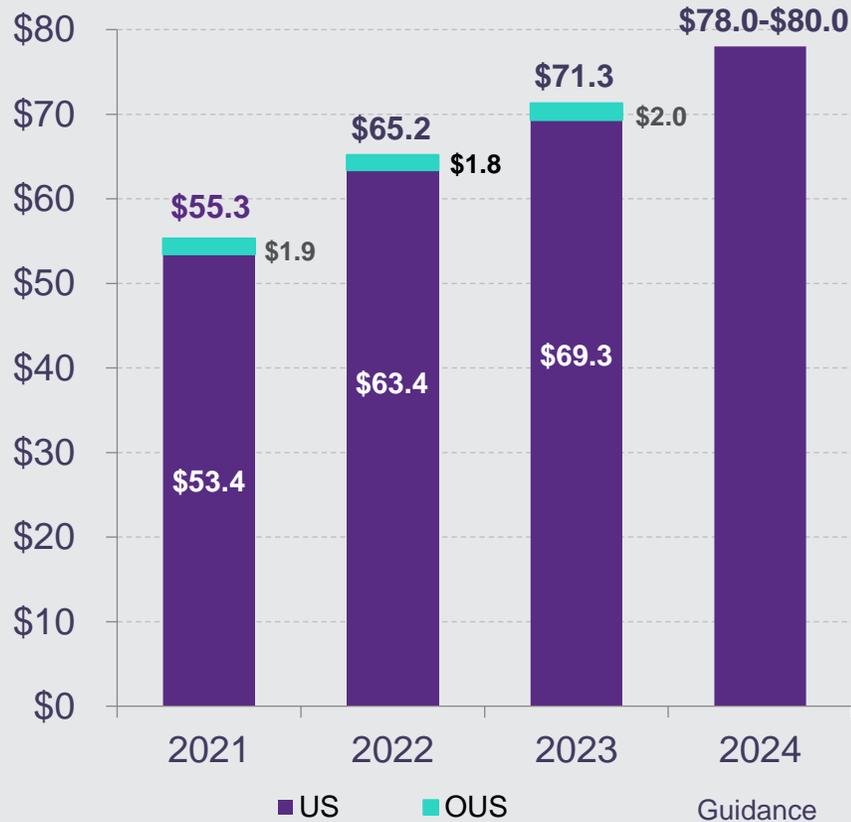
Financial Overview

NeuroStar Advanced Therapy for Mental Health

Annual Revenue

(\$ in millions)

Annual Revenue by Geography



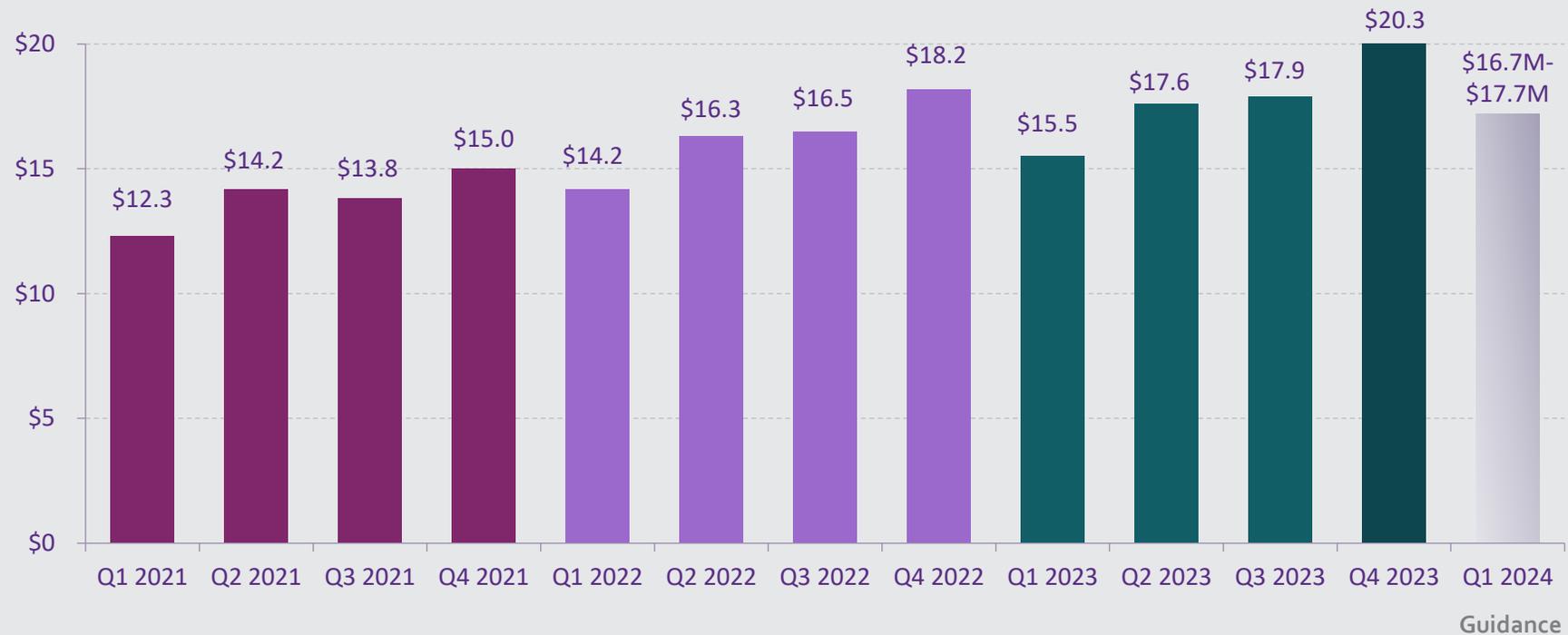
Annual Product Revenue (US)



Worldwide Quarterly Revenue

(\$ in millions)

Q4 2023 Revenue of \$20.3M was up 12% from Q4 2022



Results of Operations

(\$ in thousands)

| | Three Months Ended December 31, | |
|---------------------------------|------------------------------------|------------------|
| | 2022 | 2023 |
| Revenues | \$18,198 | \$20,314 |
| <i>YOY Growth</i> | | 12% |
| Gross Profit | 13,809 | 15,771 |
| <i>Gross Margin</i> | 76% | 78% |
| Operating Expenses: | | |
| Sales and Marketing | 12,005 | 11,716 |
| <i>% of Revenues</i> | 66% | 58% |
| General and Administrative | 6,391 | 6,276 |
| <i>% of Revenues</i> | 35% | 31% |
| Research and Development | 3,139 | 2,206 |
| <i>% of Revenues</i> | 17% | 11% |
| Total Operating Expenses | 21,535 | 20,198 |
| Loss from Operations | (\$7,726) | (\$4,427) |
| <i>% of Revenues</i> | -42% | -22% |

Financial Position

(\$ in thousands)

| | As of December 31, 2023 |
|---|-------------------------|
| Cash and Cash Equivalents | \$59,677 |
| Other Assets | \$56,154 |
| Total Assets | \$115,831 |
| Long-term debt, net | \$59,283 |
| Convertible Preferred Stock Warrant Liability | \$0 |
| Convertible Preferred Stock | \$0 |
| Accumulated Deficit | (\$376,081) |
| Total Stockholders' Equity | \$34,190 |

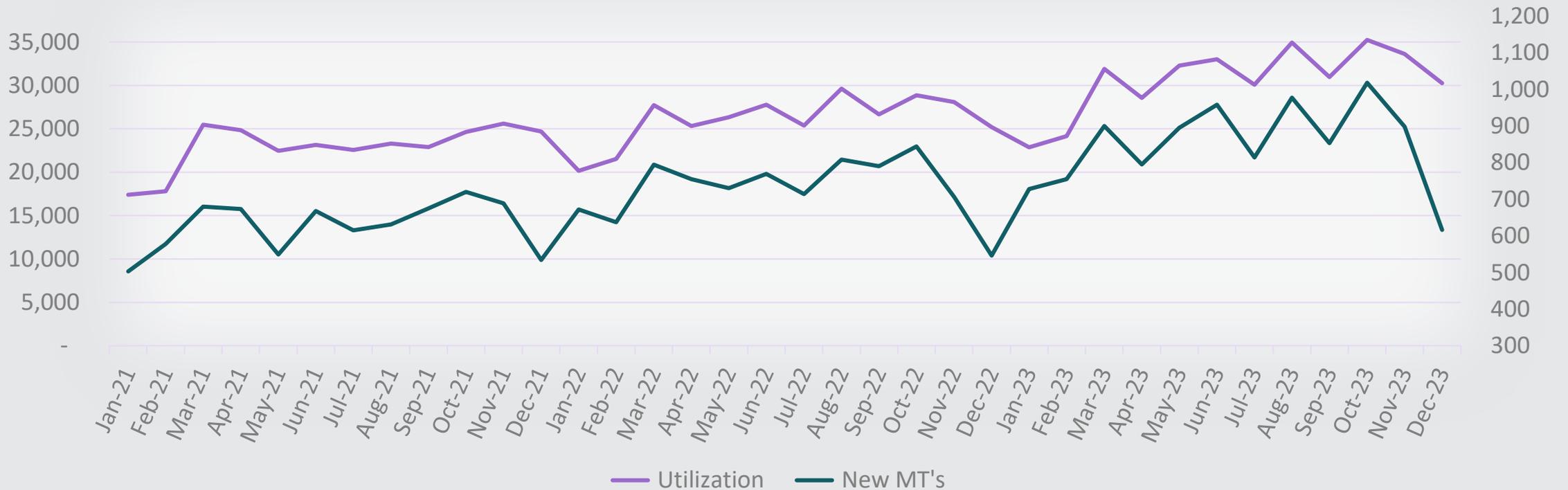


Supplemental Information

NeuroStar Advanced Therapy for Mental Health

Local Consumables New MTs (New Patient Starts) & Utilization

Local Consumable Monthly Utilization & New MTs
Jan 2021 - Dec 2023



U.S. NeuroStar Treatment Sessions

| | 2021 | | | | 2022 | | | | 2023 | | | |
|--|----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Treatment Session REVENUE | Q1-21 | Q2-21 | Q3-21 | Q4-21 | Q1-22 | Q2-22 | Q3-22 | Q4-22 | Q1-23 | Q2-23 | Q3-23 | Q4-23 |
| Total U.S. Treatment Session Revenues (\$000) | \$9,629 | \$10,801 | \$10,259 | \$11,245 | \$9,469 | \$11,295 | \$11,864 | \$12,450 | \$10,643 | \$12,314 | \$13,060 | \$14,879 |
| YoY Δ | 18% | 65% | 13% | 2% | -2% | 5% | 16% | 11% | 12% | 9% | 10% | 20% |
| Average Revenue per Active Site (\$000) (1) | \$10.5 | \$12.0 | \$11.2 | \$12.2 | \$9.9 | \$11.3 | \$11.4 | \$11.5 | \$9.7 | \$11.4 | \$11.9 | \$13.2 |
| YoY Δ | 12% | 62% | 9% | 0.4% | -6% | -6% | 2% | -5% | -2% | 1% | 5% | 15% |

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

Revenue Growth Trends

| | 2021 | | 2022 | | 2023 | |
|--------------------------------------|------------------|------------|------------------|------------|------------------|------------|
| Revenue: | Full Year Act | YoY Growth | Full Year Act | YoY Growth | Full Year Act | YoY Growth |
| Revenue Growth Drivers (NSTS) | \$ 35,113 | 20% | \$ 37,618 | 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

Neuronetics, Inc. Supplemental Financial and Operating Information

For the period ended December 31, 2023

| Revenue (\$ thousands) | 2021 | | | | 2022 | | | | 2023 | | | | 2021 | 2022 | 2023 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | FY | FY | FY |
| Total U.S. NeuroStar Advanced Therapy System Revenues | \$1,755 | \$2,577 | \$2,612 | \$2,815 | \$3,642 | \$4,382 | \$3,934 | \$4,616 | \$3,850 | \$4,489 | \$3,597 | \$4,524 | \$9,760 | \$16,575 | \$16,460 |
| <i>YoY Change</i> | -32% | 10% | 3% | -22% | 108% | 70% | 51% | 64% | 6% | 2% | -9% | -2% | -12% | 70% | -1% |
| Total U.S. Treatment Sessions Revenues | \$9,629 | \$10,801 | \$10,259 | \$11,245 | \$9,469 | \$11,295 | \$11,864 | \$12,450 | \$10,643 | \$12,314 | \$13,060 | \$14,879 | \$41,933 | \$45,077 | \$50,896 |
| <i>YoY Change</i> | 18% | 65% | 13% | 2% | -2% | 5% | 16% | 11% | 12% | 9% | 10% | 20% | 20% | 7% | 13% |
| Total U.S. Other Revenues | \$419 | \$431 | \$409 | \$496 | \$406 | \$455 | \$446 | \$447 | \$471 | \$486 | \$554 | \$469 | \$1,754 | \$1,754 | \$1,980 |
| <i>YoY Change</i> | 7% | 13% | 1% | 25% | -3% | 6% | 9% | -10% | 16% | 7% | 24% | 5% | 12% | 0% | 13% |
| Total U.S. Revenues | \$11,802 | \$13,809 | \$13,280 | \$14,556 | \$13,517 | \$16,132 | \$16,244 | \$17,513 | \$14,964 | \$17,289 | \$17,211 | \$19,872 | \$53,447 | \$63,406 | \$69,336 |
| <i>YoY Change</i> | 6% | 49% | 10% | -3% | 15% | 17% | 22% | 20% | 11% | 7% | 6% | 13% | 12% | 19% | 9% |
| Total International Revenues | \$486 | \$394 | \$519 | \$466 | \$664 | \$198 | \$253 | \$686 | \$576 | \$321 | \$673 | \$442 | \$1,865 | \$1,800 | \$2,012 |
| <i>YoY Change</i> | 63% | -17% | 24% | -13% | 36% | -50% | -51% | 47% | -13% | 62% | 166% | -36% | 8% | -3% | 12% |
| Total Revenues | \$12,288 | \$14,203 | \$13,799 | \$15,022 | \$14,181 | \$16,329 | \$16,498 | \$18,199 | \$15,540 | \$17,610 | \$17,884 | \$20,313 | \$55,312 | \$65,206 | \$71,348 |
| <i>YoY Change</i> | 7% | 46% | 11% | -4% | 15% | 15% | 20% | 21% | 10% | 8% | 8% | 12% | 12% | 18% | 9% |
| U.S. Operating and Financial Metrics | 2021 | | | | 2022 | | | | 2023 | | | | 2021 | 2022 | 2023 |
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | FY | FY | FY |
| Total NeuroStar Systems | 23 | 36 | 40 | 48 | 46 | 59 | 50 | 58 | 49 | 54 | 43 | 58 | 147 | 213 | 204 |
| <i>YoY Change</i> | -39% | 3% | 3% | -11% | 100% | 64% | 25% | 21% | 7% | -8% | -14% | 0% | -11% | 45% | -4% |
| Average Revenue Per Active Site (\$) (1) | \$10,512 | \$12,001 | \$11,163 | \$12,183 | \$9,874 | \$11,280 | \$11,364 | \$11,517 | \$9,667 | \$11,391 | \$11,916 | \$13,238 | | | |
| <i>YoY Change</i> | 12% | 62% | 9% | 0.4% | -6% | -6% | 2% | -5% | -2% | 1% | 5% | 15% | | | |

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