

## NASDAQ: GBNH

## **Corporate Presentation**

June 2023

### Cautionary Note Regarding Forward-Looking Statements & Other Disclaimers

Some of the information contained in this presentation, including with respect to the Company's future financial and/or operating performance, the Company's expectations regarding the impact of the acquisition of Check Five LLC (*d/b/a*/ Success TMS) and the previously-announced Restructuring Plan on our business, the continued roll-out of the Spravato® offering at additional treatment centers (as described herein) and its future growth prospects, constitute forward-looking information within the meaning of applicable securities laws in Canada and the United States, including the United States Private Securities Litigation Reform Act. This information is based on management's reasonable assumptions and beliefs in light of the information currently available to us and is current as of the date of this presentation. Actual results and the timing of events may differ materially from those anticipated in the forward-looking information contained in this presentation as a result of various factors. Particularly, information can be identified by the use of forward-looking terminology such as "plans", "targets", "expects" or "does not expect", "is expected", "an opportunity exists", "budget", "scheduled", "estimates", "outlook", "forecasts", "projection", "prospects", "strategy", "intends", "anticipates", "does not anticipate", "believes", or variations of such words and phrases or statements that refer to expectations, events or results "may", "could", "wolld", "will", "will", "will be taken", "occur" or "be achieved". In addition, any statements that refer to expectations, intentions, projections regarding future events or circumstances. Many factors could cause our actual results, level of activity, performance or achievements or developments to differ materially from those expressed or implied by the forward-looking statements, including, without limitation, the factors discussed in the "Risks and Uncertainties" section of Management's Discussion & Analysis for the period ended March 31, 2023 (the "MD&A"), and in

The purpose of the forward-looking information is to provide the reader with a description of management's current expectations regarding the Company's financial performance and may not be appropriate for other purposes; readers should not place undue reliance on forward-looking information contained herein. To the extent any forward-looking information in this presentation constitutes future-oriented financial information or financial outlook, within the meaning of applicable securities laws, such information is being provided to demonstrate the potential of the Company and readers are cautioned that this information may not be appropriate for any other purpose. Future-oriented financial information and financial outlook, as with forward-looking information generally, are based on current assumptions and are subject to risks, uncertainties and other factors. Furthermore, unless otherwise stated, the forward-looking statements contained in this presentation are made as of the date of this presentation and we have no intention and undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable securities law. The forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.

For more information, please refer to the Company's regulatory filings available on the Company's website at www.greenbrooktms.com and under the Company's SEDAR profile at www.sedar.com and on EDGAR at www.sec.gov.

All values in this Presentation are in United States dollars, unless otherwise stated.

### **Corporate Highlights**





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1. As at March 31, 2023, the Company operated 162 Treatment Centers. As at May 15, 2023, the Company had reduced its operating footprint to 133 Treatment Centers as a result of executing on its previously-announced Restructuring Plan.

2. U.S. Census Bureau; 2017 National Survey on Drug Use and Health; Star\*D Study (Note: 72% of treatment seekers fail to achieve remission)

### **Key Investment Considerations**





### A FAST-GROWING AND LEADING PROVIDER OF TMS THERAPY WITH EXPANSION INTO SPRAVATO® TO LEVEARGE OUR LARGE NETWORK OF CENTERS

- ~50% annual revenue growth since 2015
- Growing behavioral health service delivery platform of 133 locations
- Proven organic and M&A growth strategy



#### SIGNIFICANT UNDERSERVED MARKET OPPORTUNITY

- Currently 51% of treated patients in the U.S. fail first line drug therapy<sup>1</sup>
- ~5.3M patients could benefit from TMS and other treatment modalaties<sup>2</sup> currently low market penetration
- All major U.S. commercial payers provide reimbursement highly compelling value proposition for payers



#### SAFE AND EFFECTIVE TREATMENT FOR DEPRESSION

- TMS 62% response rate and 42% remission rate<sup>3</sup>
- Spravato® 69 % response and 53% remission rate<sup>4</sup>



#### EXPERIENCED MANAGEMENT TEAM, CLINICAL LEADERSHIP AND STRONG EQUITY SPONSORS

- Greenbrook's founders built TLC Vision Corp. from a single location to 300+ sites across the U.S.
- · Clinical leadership team are pioneers in the field of treatment resistant depression
- Significant holdings from leading healthcare specialized institutional sponsors
  - 1. Star\*D Study; Rush et al., Am J Psychiatry 2006 PMID 17074942 (Star\*D Study)
  - 2. U.S. Census Bureau; 2017 National Survey on Drug Use and Health; Star\*D Study (Note: 72% of treatment seekers fail to achieve remission)
  - 3. Journal of Clinical Psychiatry, 2014 Dec; 75(12)
  - 4. Am J Psychiatry, 2019 Jun 1;176(6)



## **About Depression**

## About TMS & Spravato®

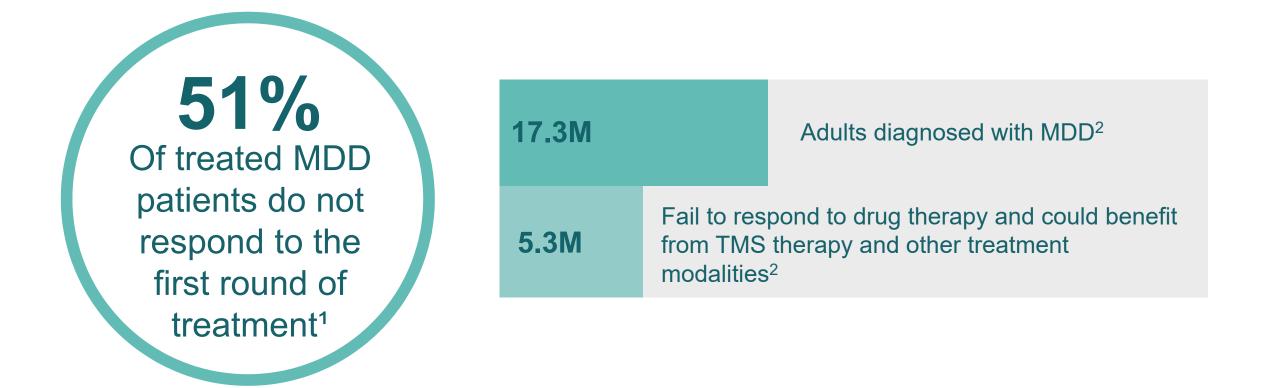
**Our Business** 

## **Financial Performance**

**Looking Forward** 

Millions of MDD patients can potentially benefit from TMS and other treatment modalities





1. Star\*D Study (Note: 51% of MDD patients do not respond to first round of medication treatment)

2. U.S. Census Bureau; 2017 National Survey on Drug Use and Health; Star\*D study (Note: 72% of medication treatment seekers fail to achieve remission)

### **New Paradigms in Treating Depression**



### **Current First-Line Treatment**

#### Pharmacotherapy

+ / – Psychotherapy

# Drugs can be highly effective but only **49%** of the treated population benefit. Probability of successful treatment diminishes with each new drug tried or added to a regimen **51% TREATMENT FAILURE**<sup>1</sup>

- 🛞 No response / loss of response
- X Inadequate response
- Side effects not tolerated

### When Drugs Fail

### New tools to treat TRD: TMS and Spravato®

High efficacy
Non-invasive
Outpatient clinic setting

## Electroconvulsive Therapy (ECT or "Shock Therapy")

Invasive Requires Hospitalization **Major side effects include:** Memory loss, Nausea & Mood changes

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## **About Depression**

## About TMS & Spravato®

**Our Business** 

## **Financial Performance**

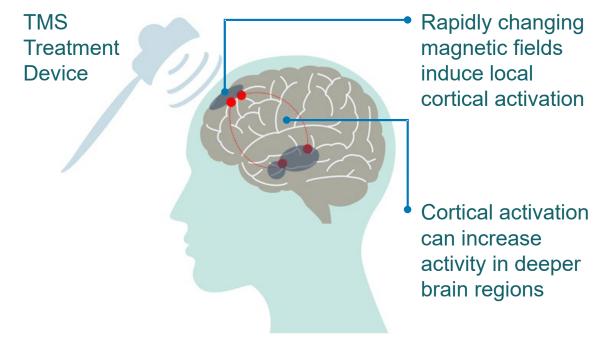
**Looking Forward** 



### TMS is an FDA-cleared neurostimulation therapy for MDD

An alternative to ECT and a potential life-changing treatment option for MDD patients not responding to pharmacotherapy and psychotherapy

TMS therapy provides local electromagnetic stimulation to specific brain regions known to function in mood regulation



Improvement in depressive symptoms, including complete remission in some patients<sup>1</sup>

### **About TMS Therapy**



#### Ø

#### SHORT AND CONVENIENT TREATMENT

- · Administered in an office setting
- 19 to 38 minutes per treatment session
- 36 treatment sessions, conducted over 4 to 6 week period
- Typically, 5 treatments per week
- Post-TMS treatment, patients can immediately return to their normal routine, including driving home

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#### NON-INVASIVE AND NON-SEDATIVE

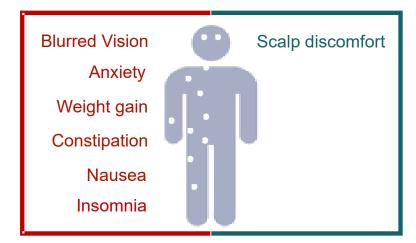
• No anesthesia, no hospitalization

#### **NO MAJOR SIDE EFFECTS**

- Well-tolerated
- Most common side effect is mild and temporary scalp discomfort
- Non-systemic therapy
- Minimal increase in the risk of seizure



#### Drug Therapy vs.TMS Therapy





### There are 8 TMS devices currently cleared by FDA

#### **Current Greenbrook TMS device offerings**





magstim



SEBERS Medical Because we care

### **Greenbrook Spravato® Program**



In March 2019, the FDA approved Spravato® (esketamine) nasal spray, in conjunction with an oral antidepressant, for TRD in adults and in August 2020, the FDA added a second indication for depressive symptoms in adults with MDD with acute suicidal ideation or behavior



- Spravato® fills the gap in the treatment paradigm between or before TMS and ECT, providing for a complimentary treatment to TMS, effectively broadening Greenbrook TMS's offering to patients
- Delivered in a two-spray dispenser under supervision from a health care professional as patients self-administer

#### Treatment consists of:

- Induction (8 treatments) Twice a week for 4 weeks
- Taper (4 treatments) Once a week for 4 weeks
- Maintenance Once every one-to-two weeks for the next year

A successful pilot program of Spravato® was conducted across a selected subset of centers in 2021. We currently have a total of 45 TMS Centers now offering Spravato® with an expectation to continue to expand this offering



### Safe and Effective Alternatives for TRD



TREATMENT CLASS	Medications	TMS	Spravato®	ECT/Shock Therapy
Efficacy	49% Response <sup>1</sup> 28% Remission	62% Response <sup>2</sup> 42% Remission	69% Response <sup>3</sup> 53% Remission	64 - 79% Response <sup>4</sup> 47 - 75% Remission
Intervention	Pharmacological	Non-convulsive Electromagnetic stimulation	NMDA receptor antagonist nasal spray	Convulsion Electrically induced seizures
FDA Approval/Clearance	$\bigotimes$	$\bigotimes$	$\bigotimes$	$\bigotimes$
Non-Invasive	$\bigotimes$	$\bigotimes$	$\bigotimes$	$\bigotimes$
No Hospitalization/ Anesthesia	$\bigotimes$	$\bigotimes$	$\bigotimes$	$\bigotimes$
No Major Side Effects	$\bigotimes$	$\bigotimes$	Sedation, numbness, nausea	X Memory loss, nausea, mood changes
Recovery Time	n/a	Minutes - patients can drive home independently	2-hour observation period	Hours - Days

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1. Star\*D Study;

2. Journal of Clinical Psychiatry, 2014 Dec; 75(12)

3. Am J Psychiatry, 2019 Jun 1;176(6)

4. Journal of Clinical Psychiatry, 2004 Apr; 65(4); Biol Psychiatry, 2004 Feb; 55(3).



## **About Depression**

## About TMS & Spravato®

**Our Business** 

## **Financial Performance**

**Looking Forward** 

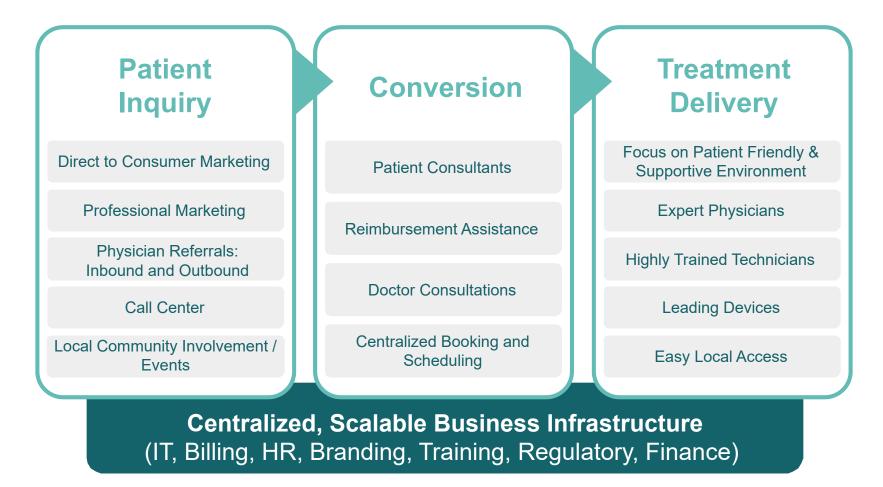
### Greenbrook TMS - Key Opportunity/ Growth Drivers



- Growing awareness / acceptance of depression and reduced stigma surrounding mental health issues broadly
- Significant increase in the number of individuals exhibiting symptoms of depressive disorders as the COVID-19 pandemic has progressed<sup>1</sup>
- Growing acceptance of TMS and other treatment modalities as an effective second line therapy for TRD
- Safety and efficacy of TMS and Spravato® as an option for patients suffering from MDD (a true paradigm shift in MDD treatment)
- Slow historical adoption of new treatment modalities and methods outside of the traditional practice of psychiatry created opportunity for a new, differentiated service channel
- Fragmented competitive landscape provides opportunity for consolidation

### Greenbrook TMS Center Model – Patient Focused Service





Centralized corporate functions provide operating leverage as the footprint grows

### The Greenbrook Patient Experience



#### **PATIENT-FOCUS**

 TMS Centers are located in heavily-trafficked areas for ease of access, but locations are discrete given the sensitive nature of depression treatment



#### CENTER AESTHETICS AND TECHNOLOGY

- We offer an inviting atmosphere through attention to detail, including selection of warm paint colors to help relax our patients
- State-of-the-art TMS devices and equipment



#### EXPERIENCED AND CARING PROFESSIONAL STAFF

• Our physician staff and certified TMS technicians provide expert care and emotional support to help deliver the best patient outcomes





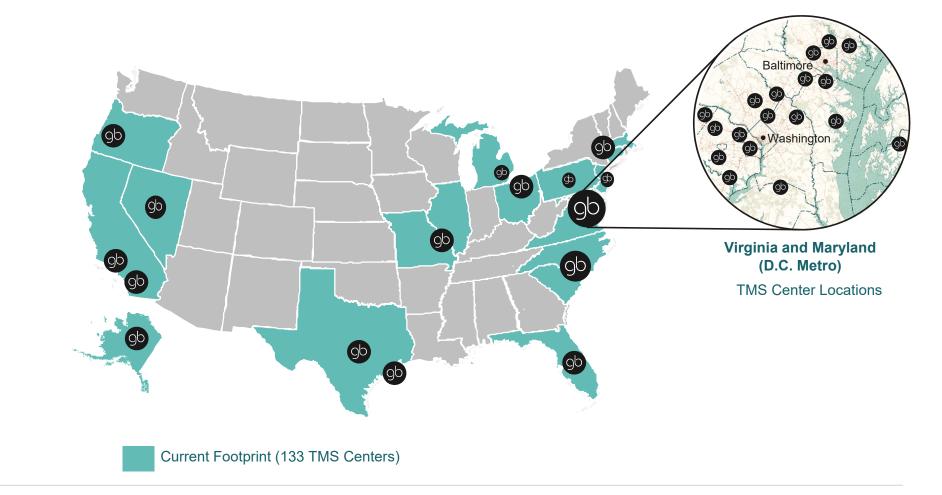


### **Current Footprint**



#### **Operating 133 Treatment Centers spanning 18 states**

**Operating Regions** Virginia Maryland North/South Carolina St. Louis Texas Connecticut Cleveland Florida Michigan California Oregon Alaska Massachusetts Nevada Pennsylvania New Jersey Illinois





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## About TMS & Spravato®

**Our Business** 

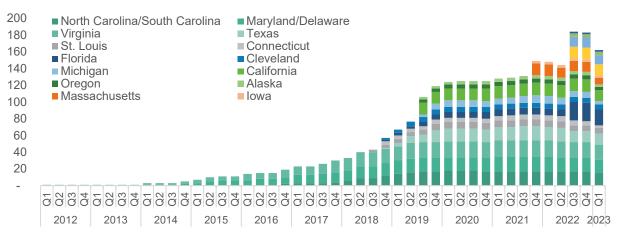
## **Financial Performance**

**Looking Forward** 

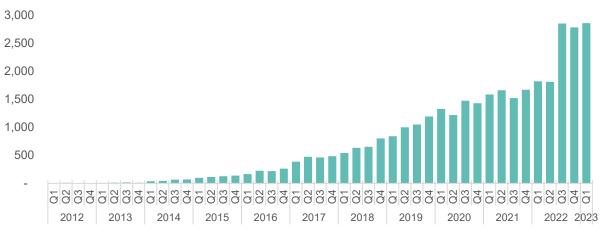
### **Operational Performance**



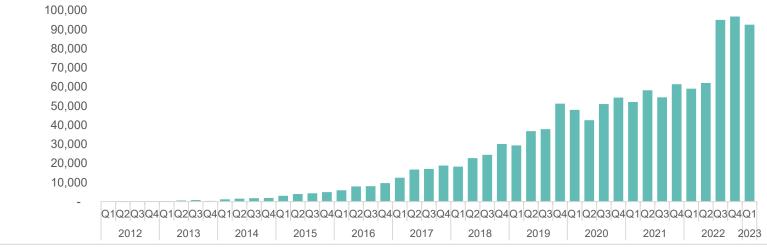
Number of TMS Centers



Number of New Patient Starts

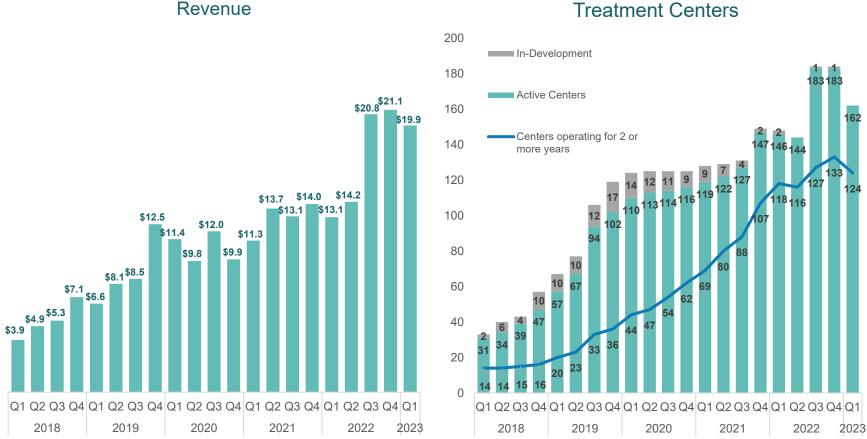


Number of Treatments



### Financial Performance Summary – **Revenue and Centers**





**Treatment Centers** 

**Continued revenue growth** through our regional development strategy paired with organic growth from established regions



## **About Depression**

## About TMS & Spravato®

**Our Business** 

## **Financial Performance**

**Looking Forward** 

### **Leadership Team**



Experienced leadership team that has pioneered the service delivery model for TMS treatment Founders led the growth of TLC Vision Care Centers into a national leader in laser vision correction



#### Sasha Cucuz Executive Chairman

- Co-founder of Greenbrook TMS
- 20 years experience as a private equity executive
- CEO of Greybrook Securities Inc.
- Former CEO and current board member of Greybrook Health



#### Dr. Geoffrey Grammer MD Chief Medical Officer

- Retired Colonel, United States Army
- Served for 8 years as Chief of Inpatient Psychiatric Services at Walter Reed National Military Medical Center where he developed the Transcranial Magnetic Stimulation Program
- Assistant Professor of Psychiatry, Uniformed Services University, Bethesda, MD
- Previously, Board Member of the Clinical TMS Society



#### Bill Leonard President & CEO

- Co-founder of Greenbrook TMS
- 25 years experience as a healthcare executive
- Has pioneered the accessibility of TMS as a therapy in MDD
- Previously, President of the Bio-Pharmaceutical Division for Euclid Vision Corporation and President of TLC Vision Refractive Surgery Division (TLC)



#### Erns Loubser CA CFA Chief Financial Officer

- Over 10 years of financial management, accounting, management consulting, and corporate finance experience
- Previous roles with Deloitte, Stellar Capital Partners, and British Telecom

### **Board of Directors**



Sasha Cucuz Executive Chairman	Co-founder of Greenbrook TMS Experienced private equity executive and CEO of Greybrook Securities Inc. Former CEO and current board member of Greybrook Health
Elias Vamvakas	Co-founder of Greenbrook TMS Co-founder, former Chairman and CEO of TLC Vision Corporation Founder and Chairman of Greybrook Capital
Bill Leonard	President and CEO Co-founder of Greenbrook TMS
Adrienne Graves, Ph.D.	Former President and CEO of Santen Inc. Director of Akorn Inc, Nicox S.A., Surface Pharmaceuticals, and TearLab Corp. Ph.D. in psychobiology from University of Michigan
Brian P. Burke	Former President of the Pittsburgh Penguins of the National Hockey League Former studio analyst for Rogers Sportsnet, a Canadian television sports network Received his Juris Doctor from Harvard Law School
Colleen Campbell	Vice-chair of BMO Capital Markets with over 38 years of experience in various leadership roles in capital markets and investment banking
Frank Tworecke	Former group president of Warnaco Group with 35 years of experience in leading major retail and apparel companies. Past director of Cherokee Inc., Hampshire Group, Grafton-Fraser Inc. and Sinai Hospital of Baltimore

### Long Term Growth Strategy



### **Three Key Drivers of Sustained Growth**

#### **In-Region**

- Growing TMS and Spravato® awareness
- · Continued organic growth in existing centers
- Focusing resources on high performing Treatment Centers through Restructuring Plan

#### New Indications & Treatment Modalities

- Device manufacturers seeking to expand TMS label
- Greenbrook well established to lead TMS delivery in new indications
- Recently added Spravato® as an additional treatment modality



#### <u>M&A</u>

- Opportunistic acquisitions of established centers
- Fragmented market of many small groups
- Well positioned for rapid integration



Greenbrook TMS is a service delivery platform, with an established and growing network of referring physicians. Our centers are well positioned to incorporate new treatment indications, if and when cleared by the FDA.

Potential Future Indication	Estimated U.S. Patient Population	
	3.3 million <sup>2</sup>	S
<b>Smoking Cessation</b> <sup>1</sup>	36.5 million <sup>3</sup>	Z
PTSD <sup>1</sup>	8.7 million <sup>2</sup>	
Bipolar Disorder <sup>1,4</sup>	5.7 million <sup>2</sup>	
Addiction <sup>1</sup>	36.5 million <sup>3</sup>	

#### TMS device manufacturers actively pursuing clinical trials for new indications for TMS

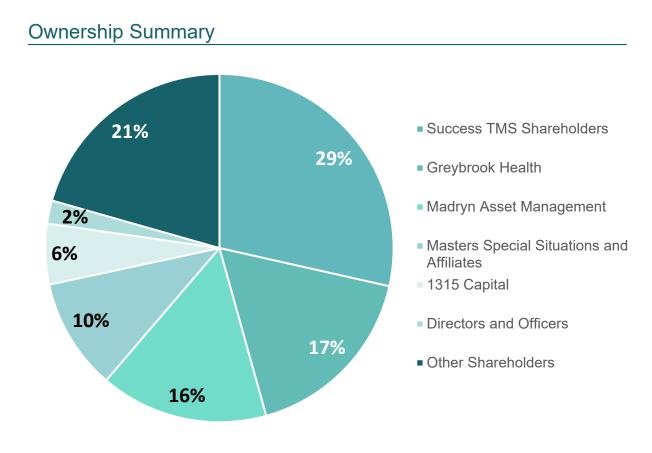
1. Brainsway Ltd. (NASDAQ:BWAY) Company filings; 2. Kessler et al., Arch Gen Psychiatry 2005, PMID 15939839; 3. CDC.Cigarette Smoking Among Adults - United States, 2005-2015. Morbidity and Mortality Weekly Report 2016;65(44):1205–11 (Estimated for smoking cessation only – estimate based on number of cigarette smoking adults in the U.S.); 4. Frost and Sullivan Equity Research.

### **Greenbrook Summary Capital Structure**



#### **Current Capitalization and Ownership**

Current Capitalization <sup>(1)</sup>	
Share Price (GBNH) (June 23, 2023 close)	\$0.70USD
Common Shares O/S (mm)	40.8
Market Cap	\$28.6USD
Equity Capital Structure	(mm)
Basic Shares O/S Dilutive Securities:	40.8
Options	0.7
Fully-Diluted Shares	41.5
Summary Balance Sheet (as at March 31, 202	23) (mm)



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Loans Payable<sup>(3)</sup>

Shareholder Loans

Cash<sup>(2)</sup>

\$ in million, except per share price 1. 2.

Includes restricted cash of \$1mm

Includes senior term debt, promissory notes, and TMS device loans 3.

\$8.05USD

\$64.2USD

\$3.73USD



# Thank You