

### First Quarter 2022 **Earnings Presentation**

May 3, 2022





























#### Symptom tracke Depression

None - Low While you do not have that are keeping you st









### **Disclaimer**

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. All statements contained in this press release that do not relate to matters of historical fact should be considered forward-looking, including statements regarding our financial condition, anticipated financial performance, achieving profitability, business strategy and plans, market opportunity and expansion and objectives of our management for future operations. These forward-looking statements generally are identified by the words "anticipate," "contemplate," "continue," "could," "estimate," "expect," "forecast", "future", "intend," "may," "might", "opportunity", "plan," "possible", "potential," "predict," "should," "strategy", "strive", "target," "will," or "would", the negative of these words does not mean that a statement is not forward-looking. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many important factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including but not limited to: our history of losses; the rapid evolution of our business and the markets in which we operate; our ability to continue growing at the rates we have historically grown, or at all; the development of the virtual behavioral health market; COVID-19 and its impact on business and economic conditions; competition in our industry; and our relationships with affiliated professional entities to provide physician and other professional services. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in under the caption "Risk Factors" in our Annual Report on Form 10-K for the annual period ended December 31, 2021 filed with the Securities and Exchange Commission ("

The financial results reported in this presentation are unaudited and subject to change as additional information becomes available pending completion of the audit.

Certain information contained in this presentation relate to or are based on studies, publications, surveys and other data obtained from third-party sources and the Company's own internal estimates and research. While the Company believes these third-party sources to be reliable as of the date of this presentation, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources, and you are urged not to give undue weight to such third-party information. While the Company believes its internal research is reliable, such research has not been verified by any independent source.

# **1Q 2022 Performance Highlights**

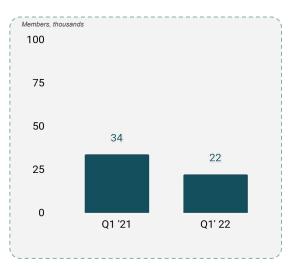
### Revenue 1 USD, millions \$35 \$30.2 \$27.2 \$30 \$25 \$20 \$15 \$10 \$12.9 \$5 \$8.6 \$0 Q1 '21 Q1 '22

■ B2C ■ B2B





#### **B2C Active Members**<sup>3</sup>



<sup>(1)</sup> B2B Revenue includes reserve allowance for credit losses on receivables. B2C Revenue includes a one-time non-cash reversal in deferred revenue.

Includes EAP and MBH sessions.

Reflects active members at the end of the period.

### **Executing On Our Strategic Priorities**

Deta testing new unified funnel

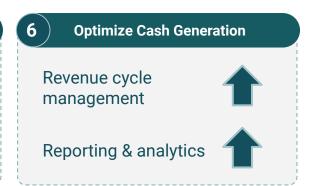
Streamlined matching process



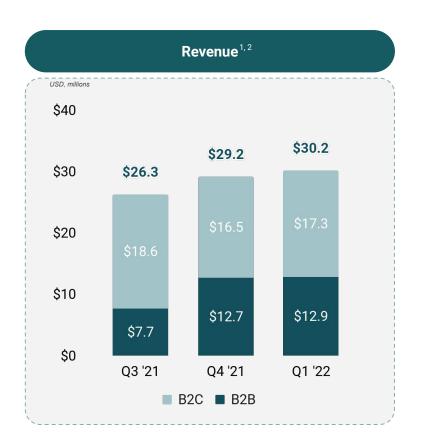


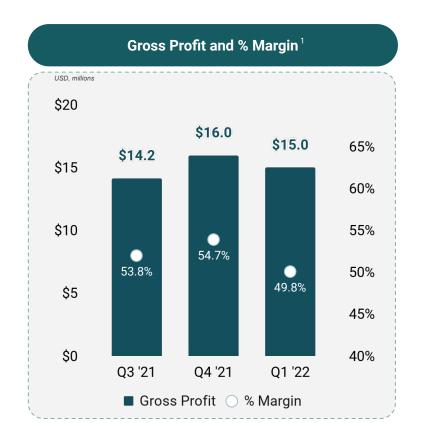




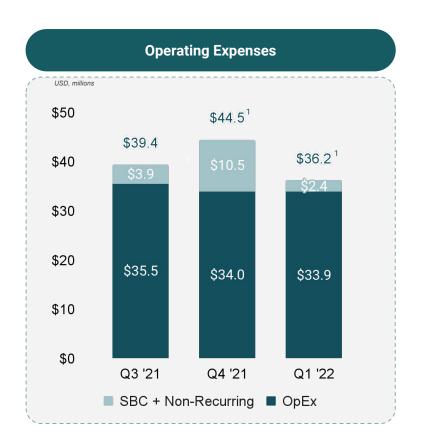


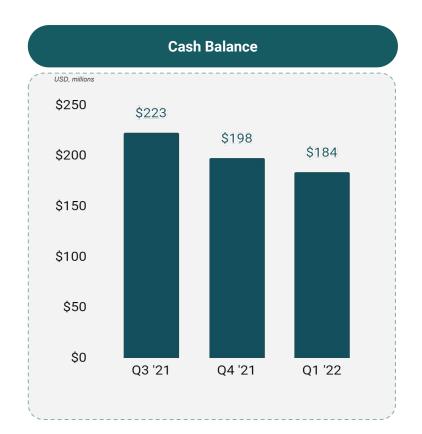
### **1Q 2022: Key Performance Metrics**





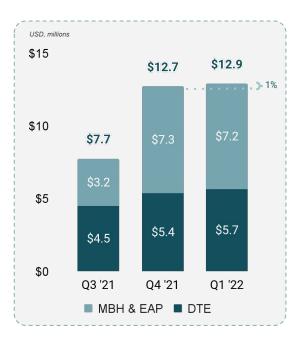
# 1Q 2022: Key Performance Metrics (cont'd)





### 1Q 2022 Key Operating Metrics: B2B

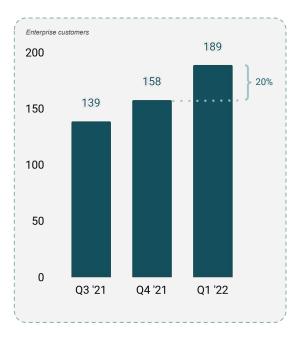
#### Revenue by Customer Type



#### **B2B Sessions**



#### **# DTE Accounts**



### 1Q 2022 Key Operating Metrics: B2C

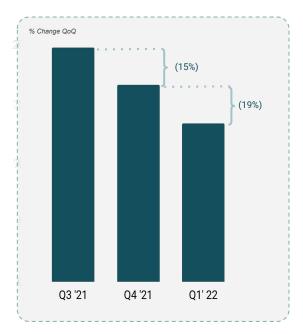
### Revenue 1



#### **Active Members**<sup>2</sup>



### **Advertising Spend**





Full-stack behavioral health platform to serve sizable, underpenetrated & growing TAM



Integrated machine learning model to drive member engagement & improve clinical efficacy

# **Closing Remarks**



Growing B2B business with multiple drivers to increase market penetration & enhance profitability



Solid brand to leverage across multiple distribution channels



Network of licensed clinicians addressing a wide spectrum of specialties



Strong balance sheet enabling investments to accelerate revenue growth & boost cash flow