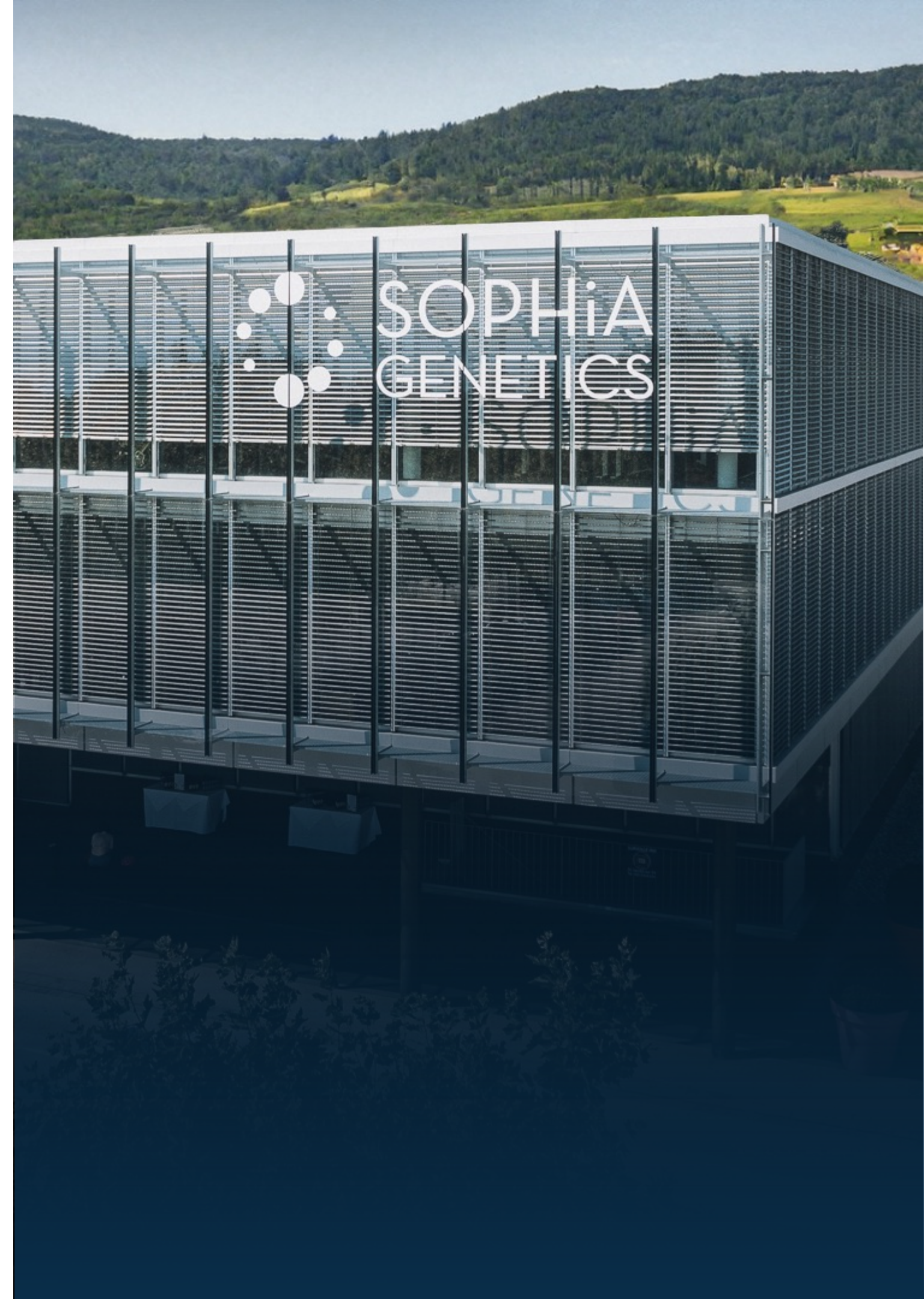




# Investor Presentation

First Quarter Fiscal 2022



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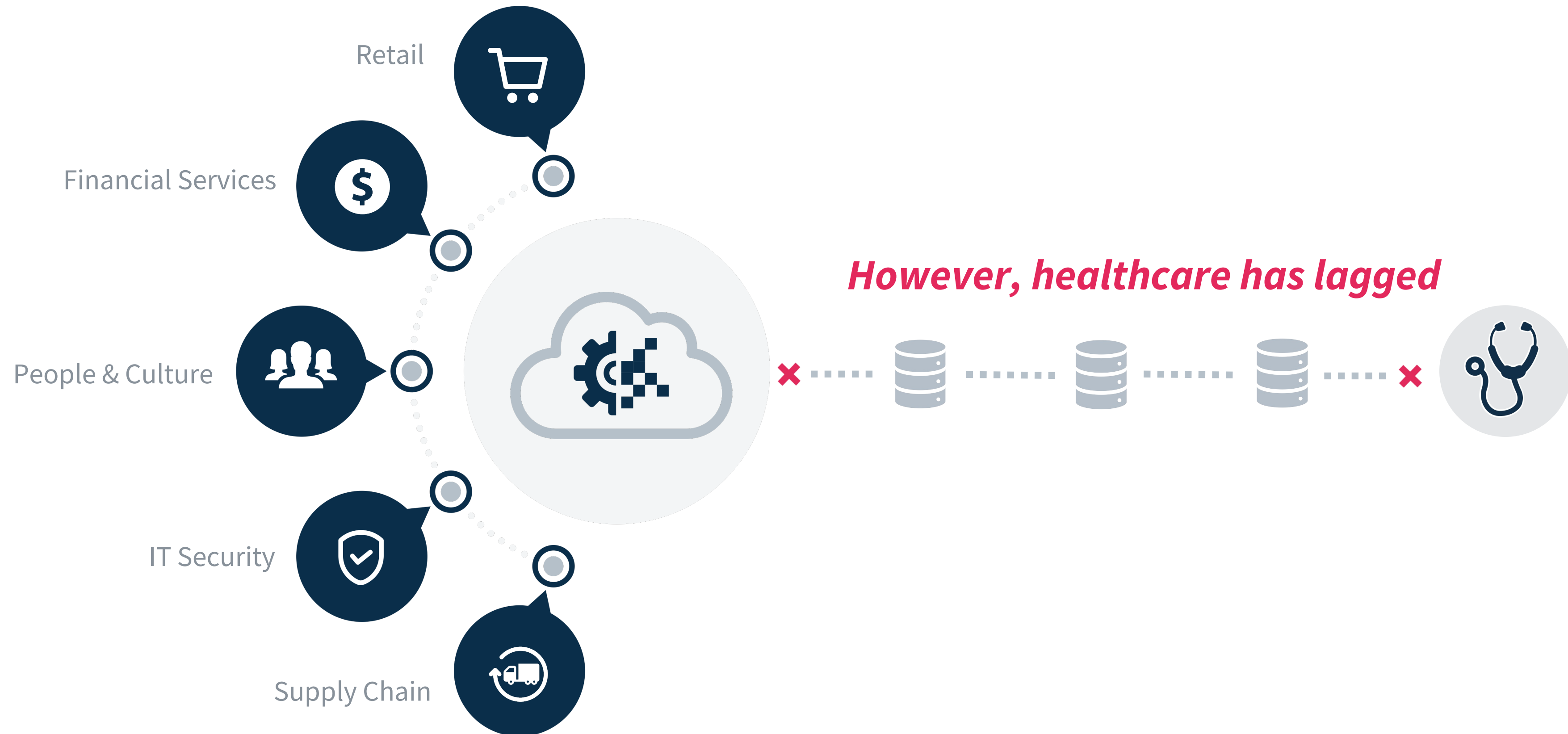
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# Proliferation of data in the cloud

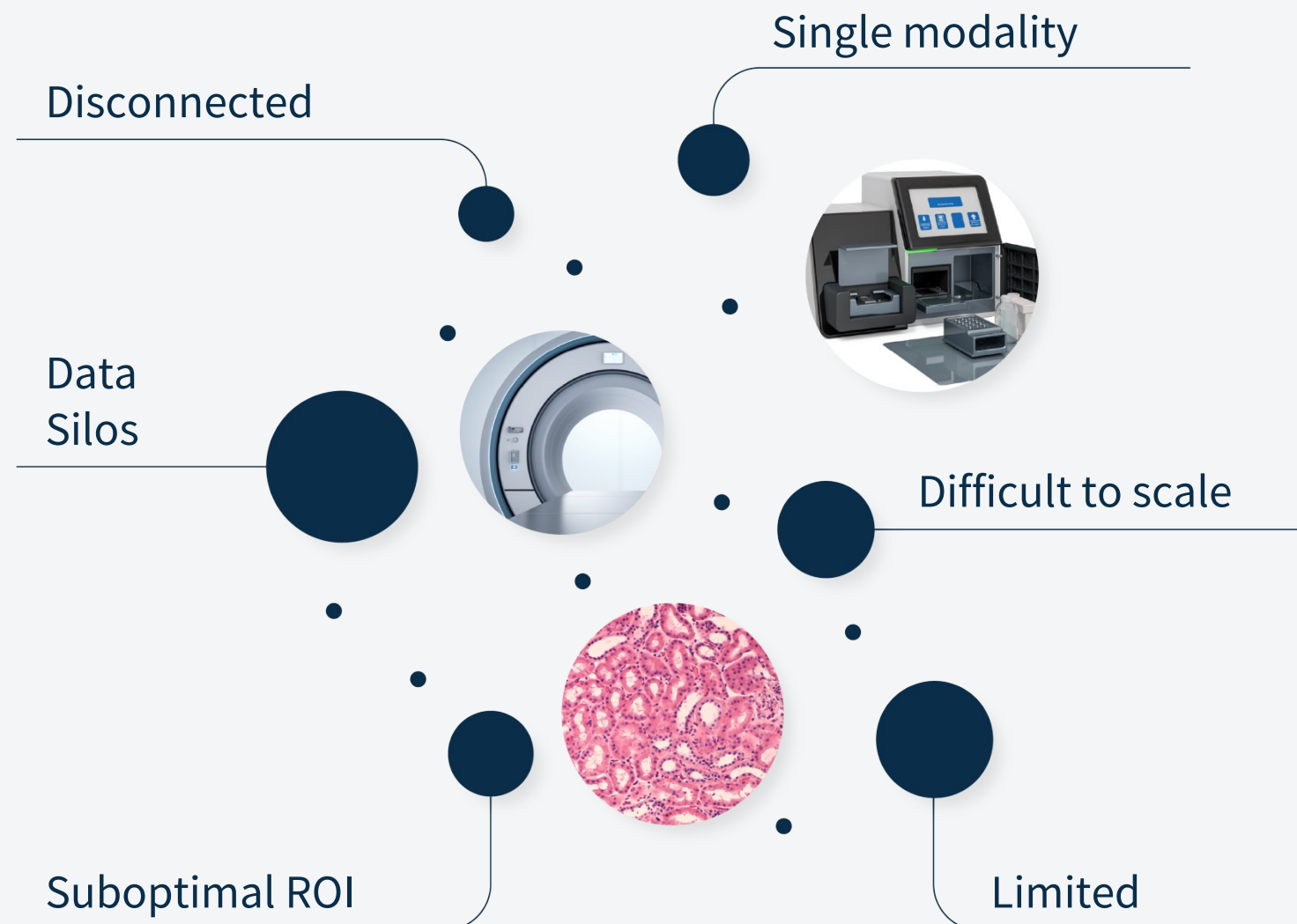
has transformed countless industries



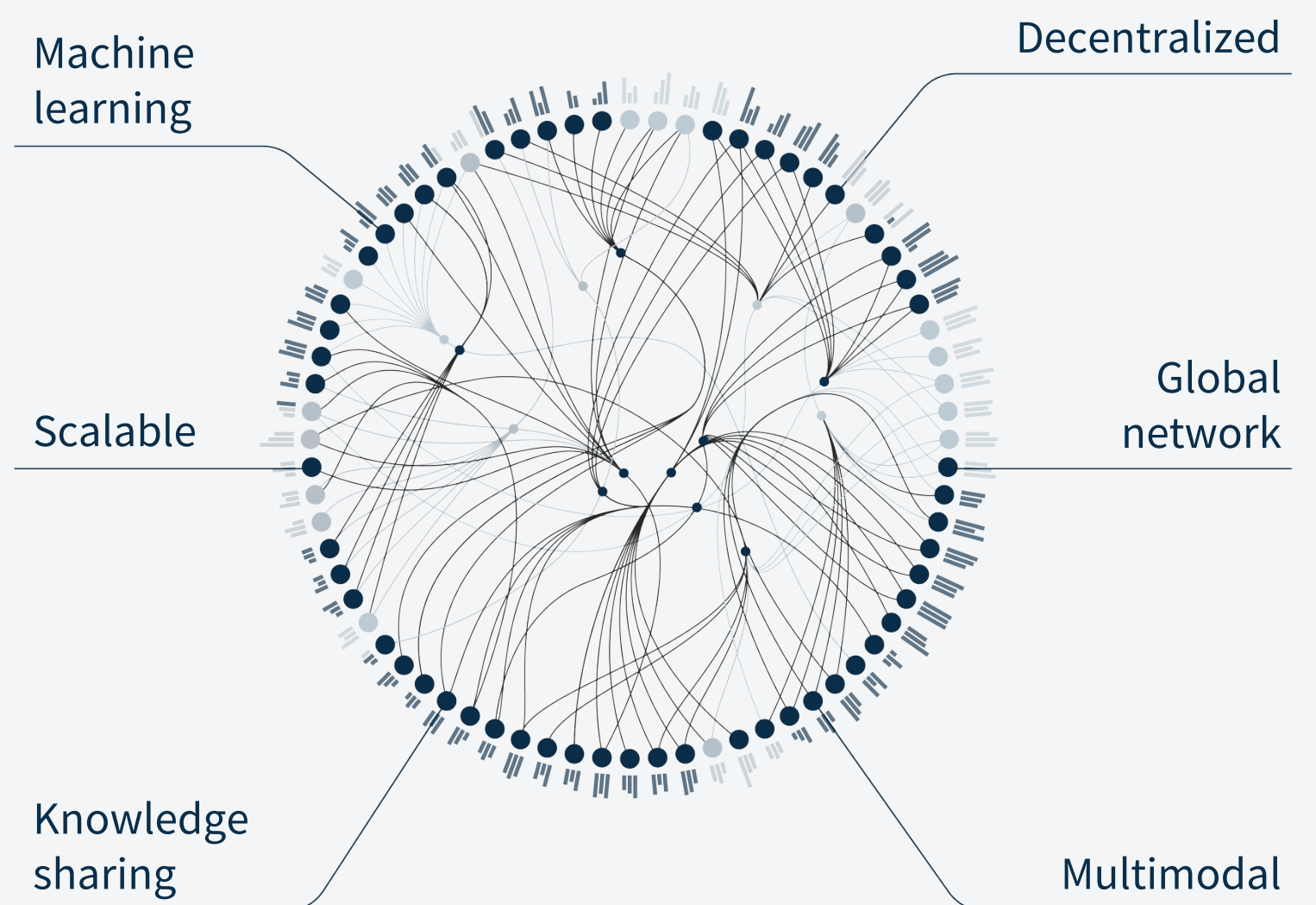
# Healthcare has a challenging ecosystem

Non-standardized methods of data generation lead to data silos

## Today



## Tomorrow





# Meet SOPHiA

We are a cloud-native software platform that enables the healthcare industry to turn complex raw data into insights, with the future promise of improving patient outcomes

We are a *global leader* in data-driven medicine



We are on a mission

to democratize data-driven  
medicine *together* 

**2011**

SOPHiA was founded

**Global**

Offices in Boston (US),  
Switzerland, and France

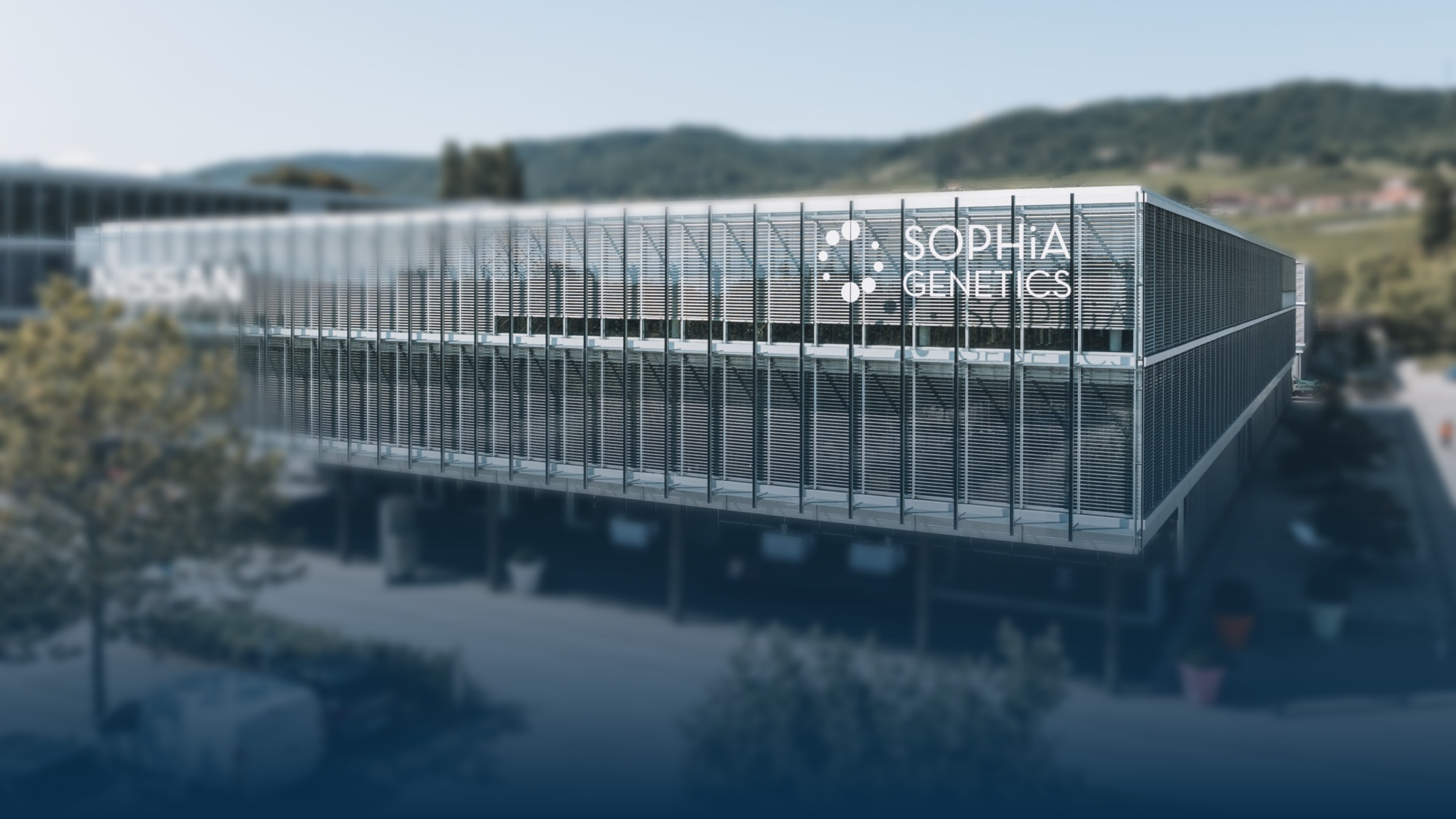
**IPO**

July 23, 2021  
NASDAQ: SOPH

**500+**

Employees





SOPHIA  
GENETICS



# Q1 2022 at a glance

**\$35bn**

total addressable  
market

**1mm+**

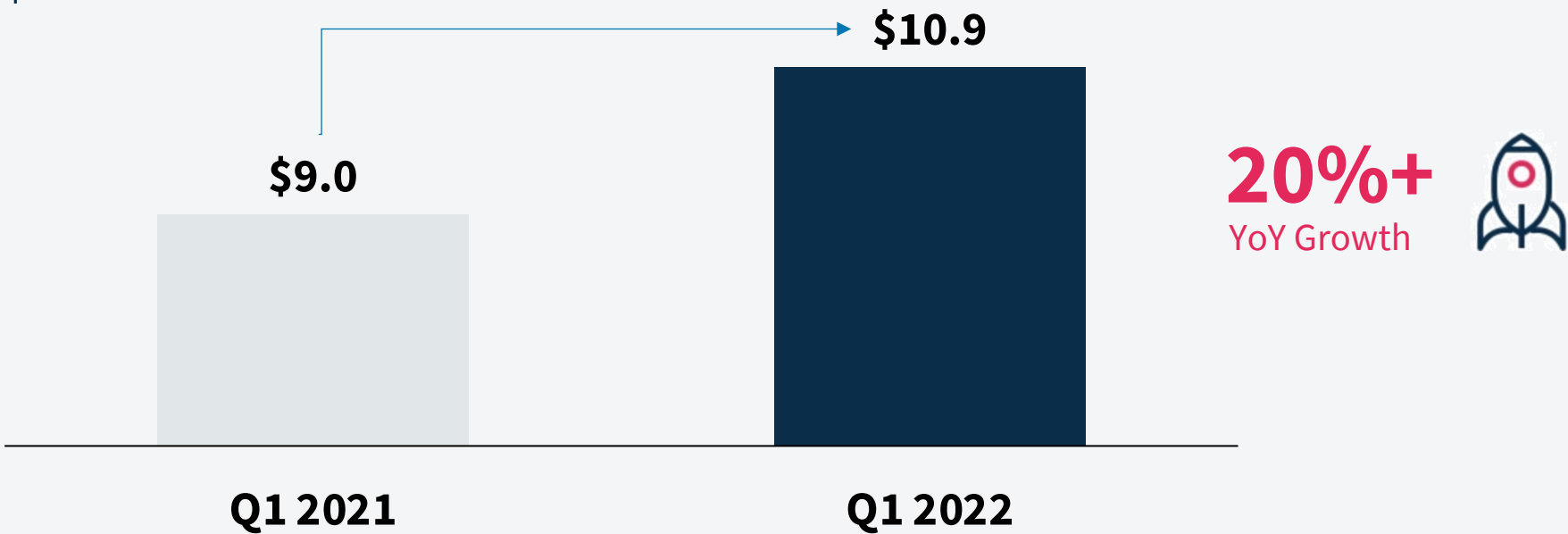
total cumulative  
analyses

**384**

recurring platform  
users

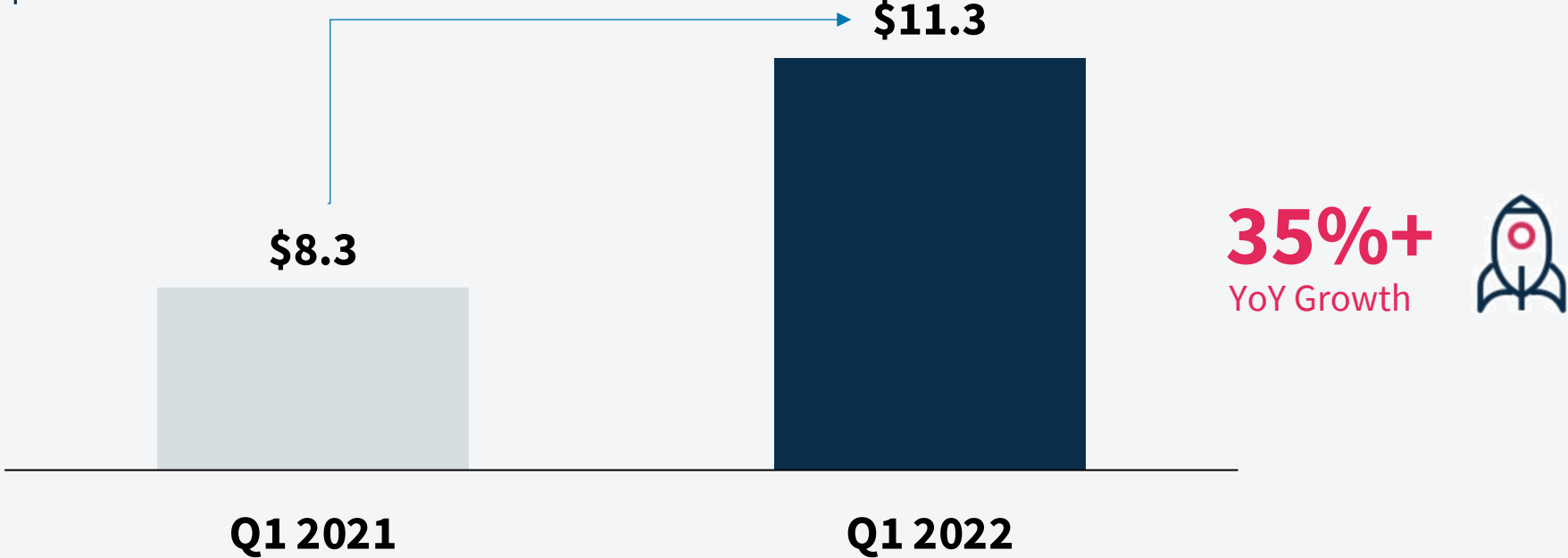
## Revenue Growth - IFRS

in \$mm



## Revenue Growth - Constant Currency ex COVID-19 <sup>(1)</sup>

in \$mm



**141%**

net dollar retention

**3%**

annualized churn  
rate

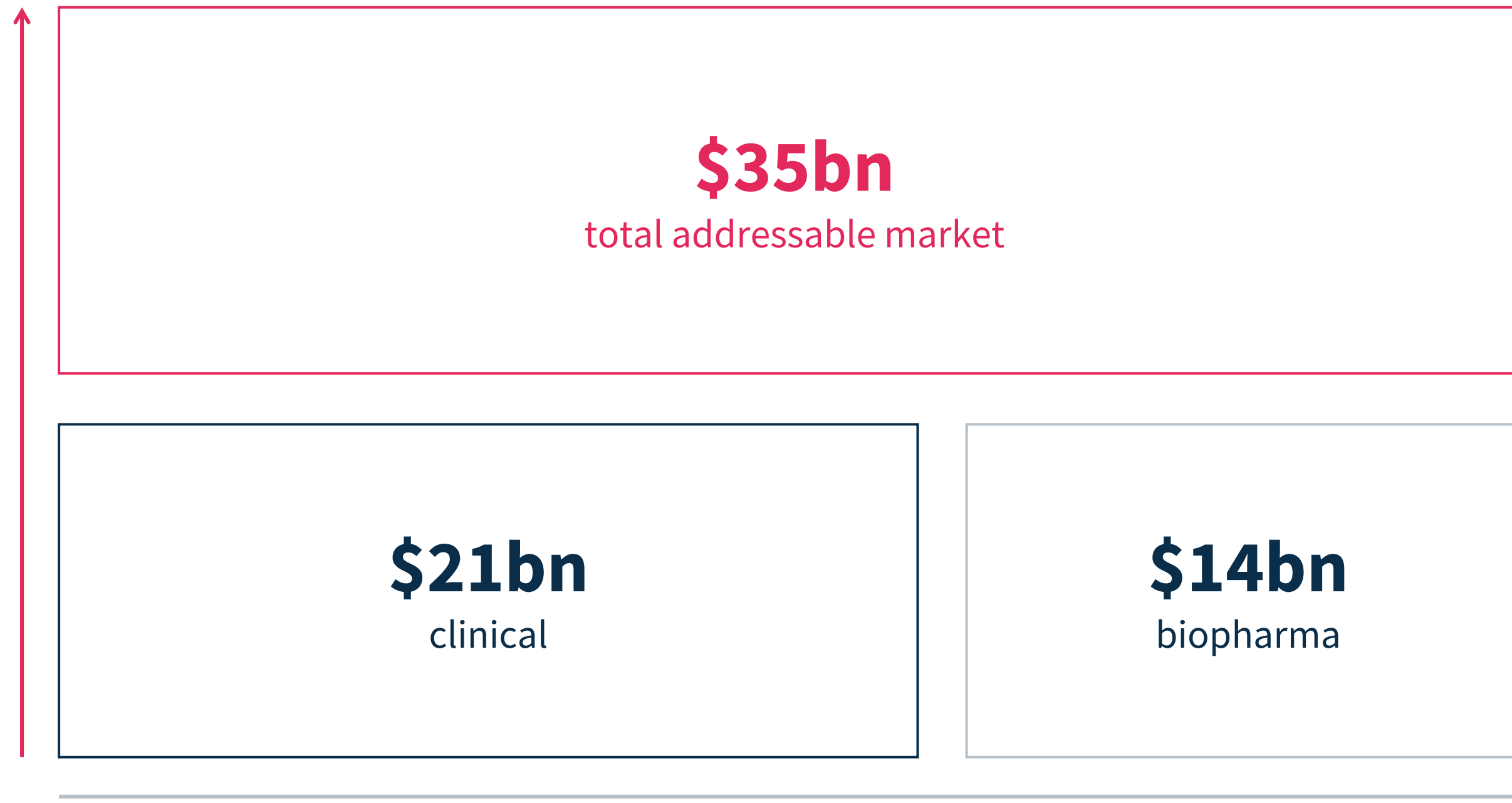
**\$92K**

average revenue per  
platform user



# This is just the beginning

we currently address a \$35bn opportunity despite being early in our data journey



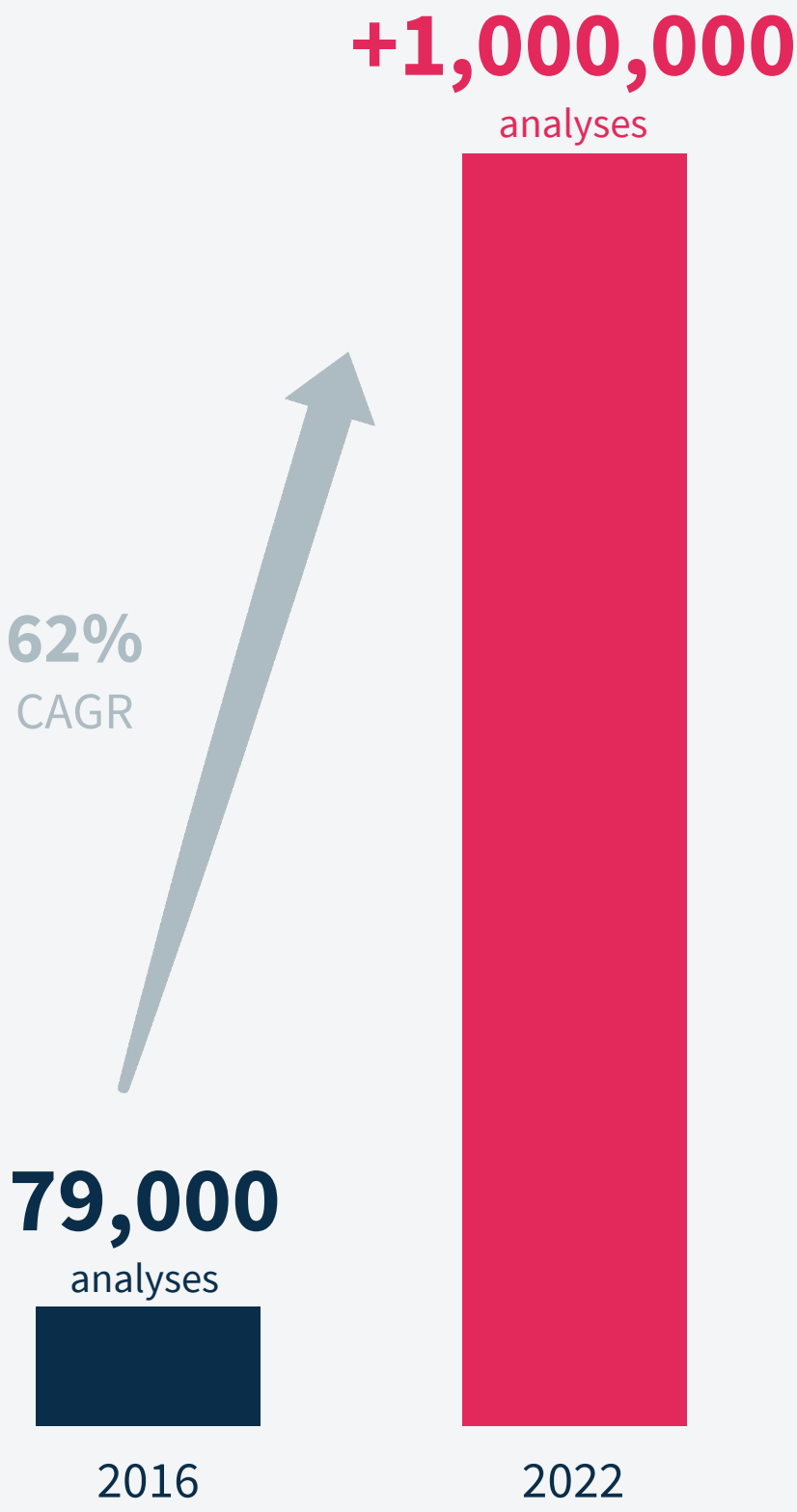
# SOPHiA DDM™ Platform

The platform started with the production of high-quality genomic data on a decentralized basis

Insights from the raw data were then shared across the network with patients benefiting from a data-driven approach



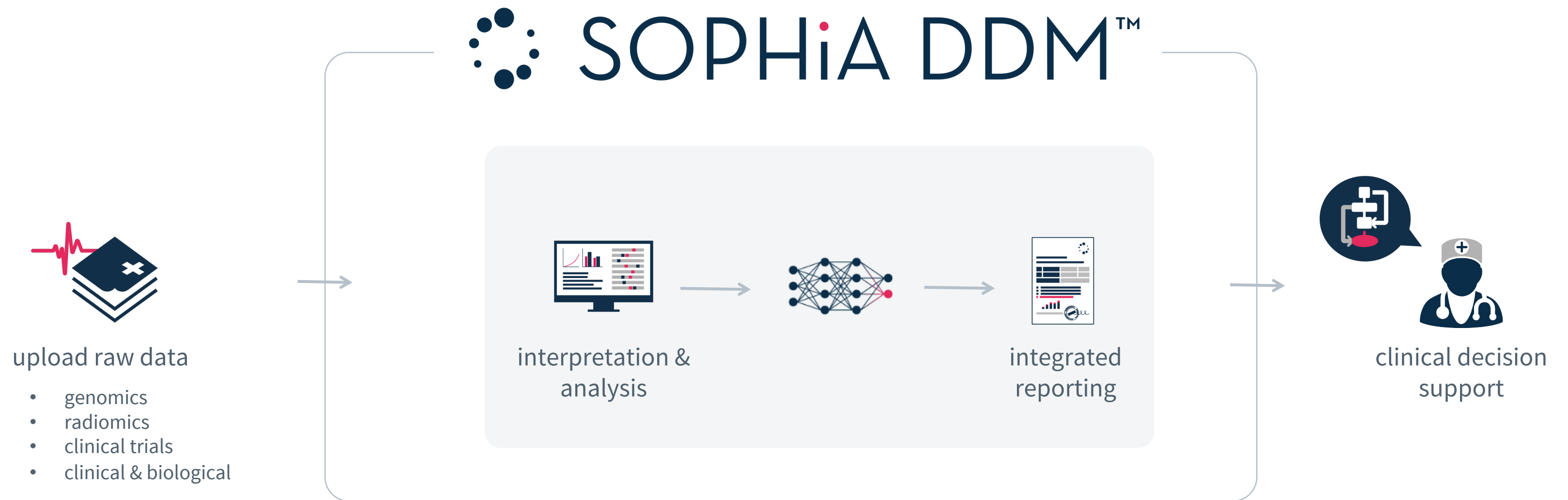
## Cumulative Platform Volume





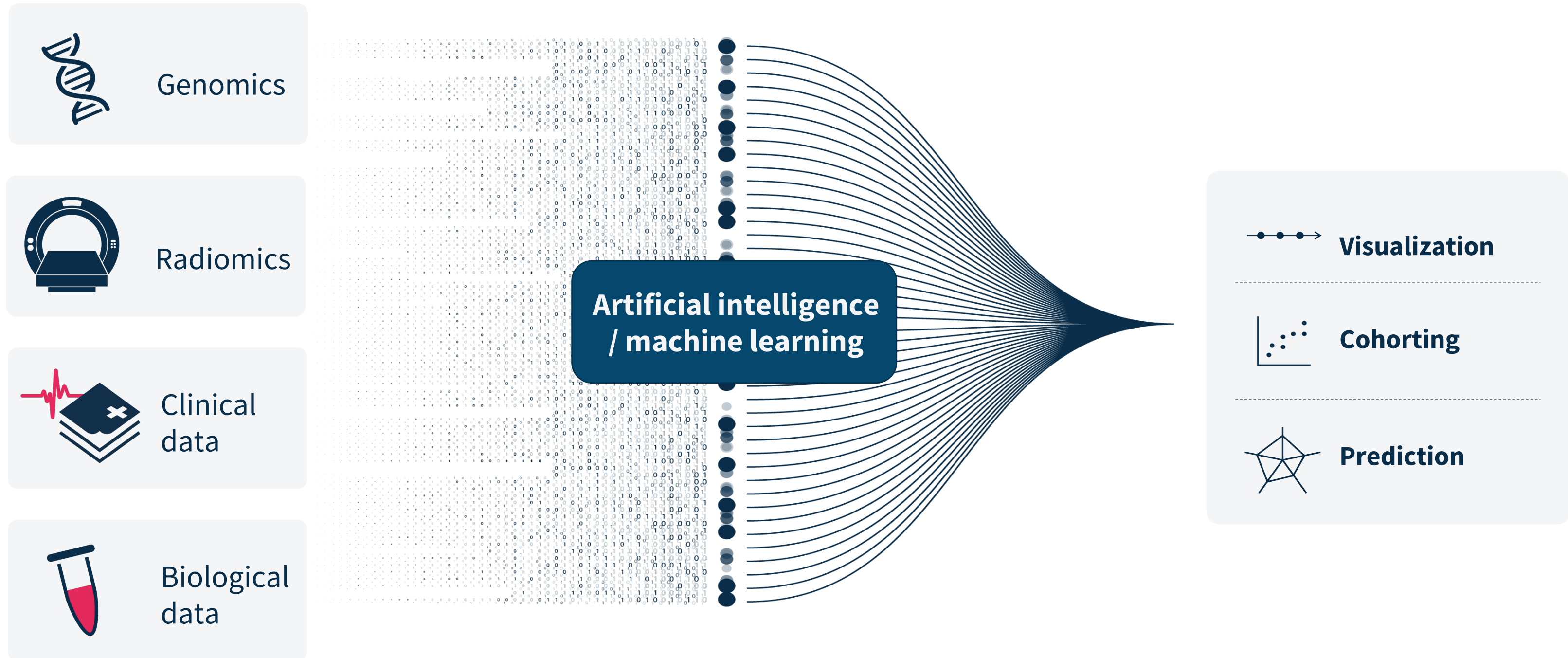
# The workflow

from raw data to actionable insights to *data-driven medicine*



# Multimodal data offers a stronger window

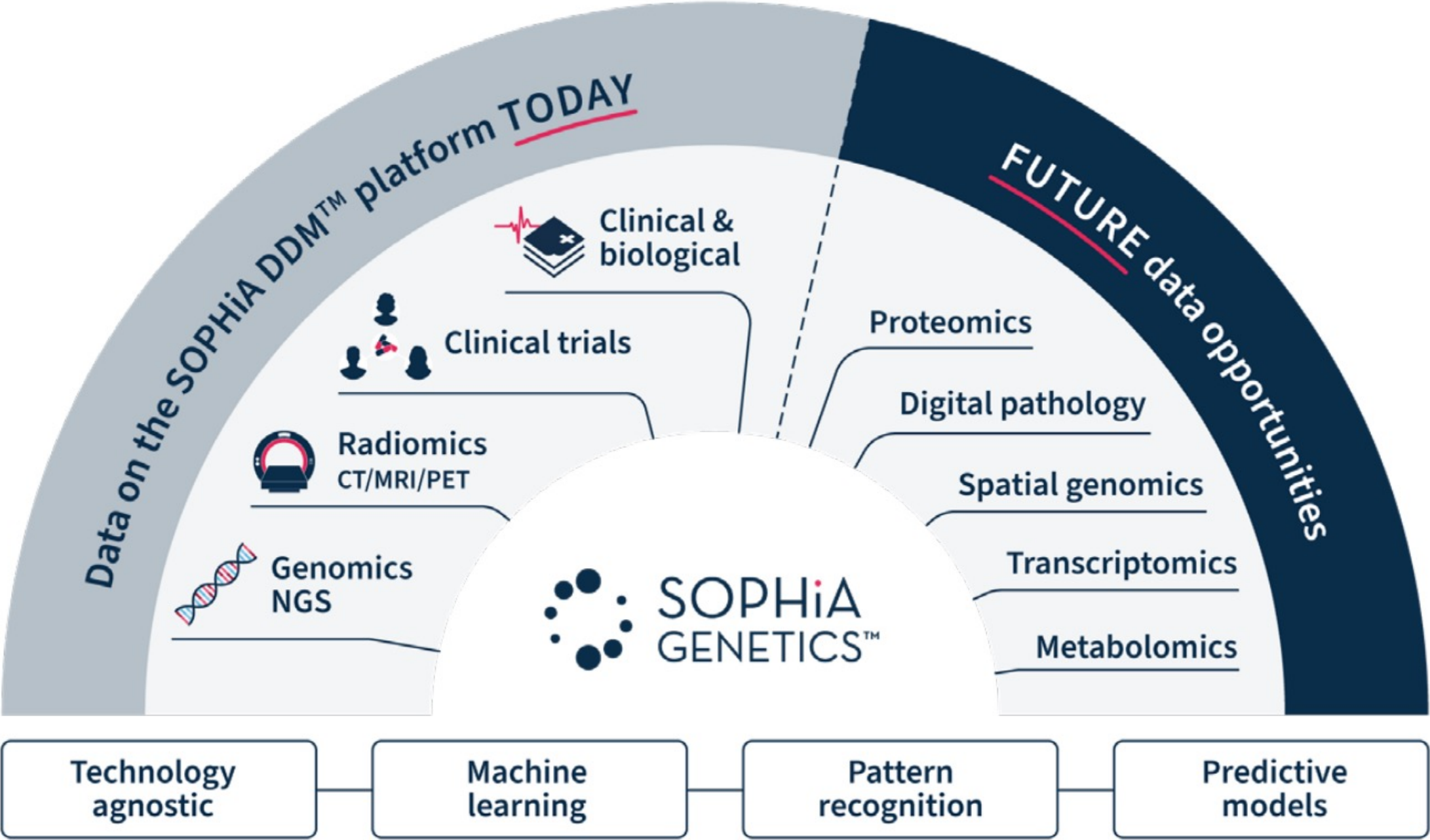
into human biology and disease





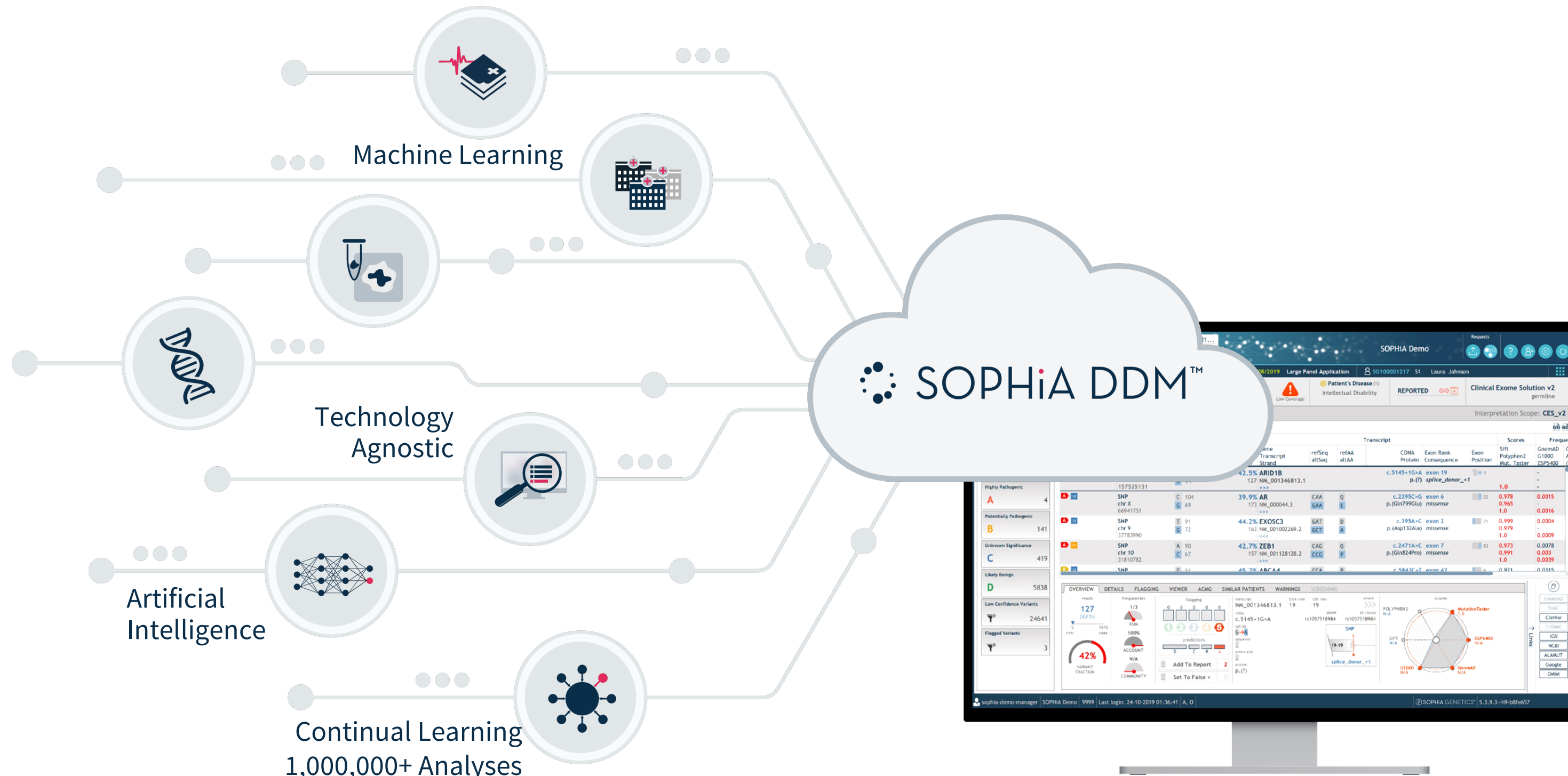
# We are now focused on unlocking **NEW** data modalities

and creating a comprehensive streaming view of the patient over time



# Collective intelligence all-in-one platform

A decade of cumulative data analysis to develop breadth and depth of solutions with *finely tuned accuracy*

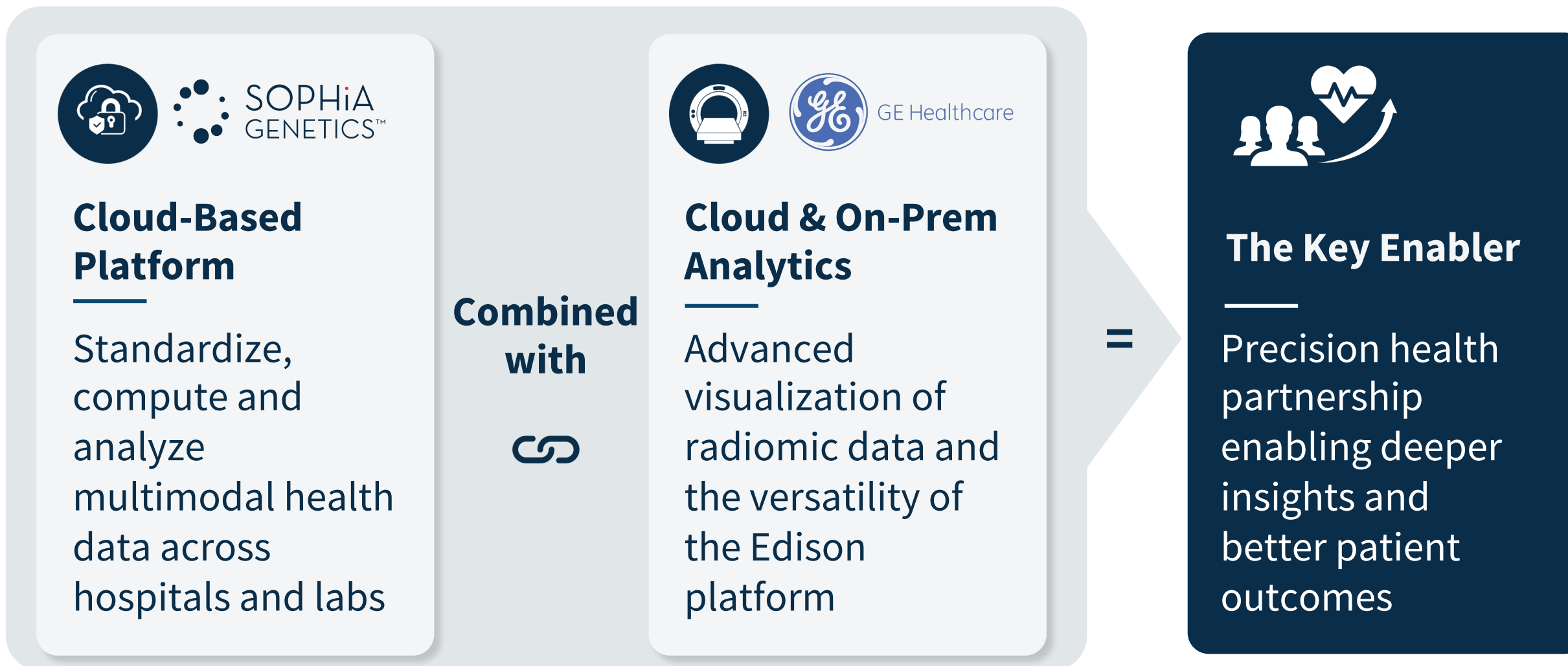


# Better together

A robust partner ecosystem has also amplified these network effects and allowed industry transformation to accelerate

## SOPHiA & GE Healthcare

A partnership intended to facilitate clinical trial precision and efficiency and make it easier and faster for clinicians to provide the integrated insights they need to stratify, treat and care for their patients more effectively



**Technology agnostic platform enables broad partnership ecosystem**

 **Agilent Technologies**

  
**DANAHER**

**ThermoFisher**  
SCIENTIFIC

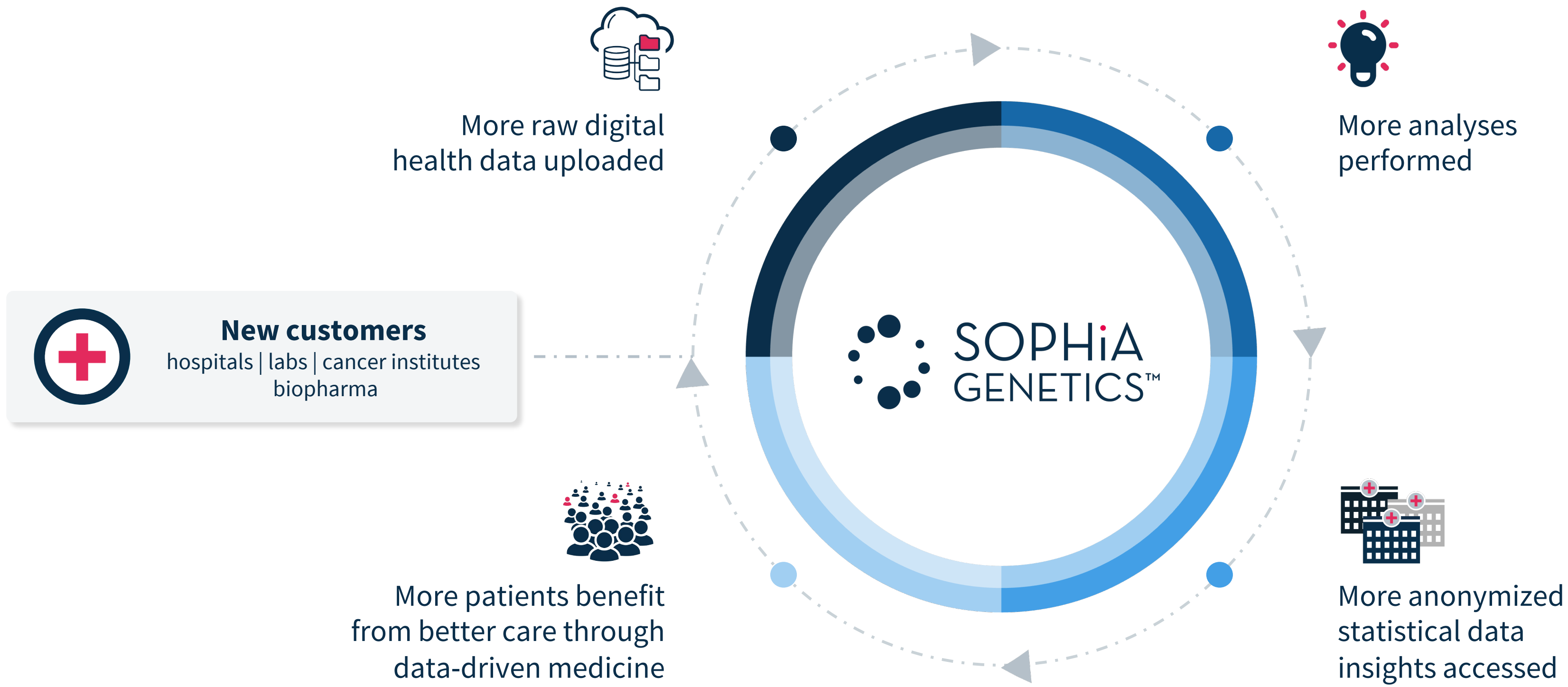
  
**QIAGEN**

**REALM**

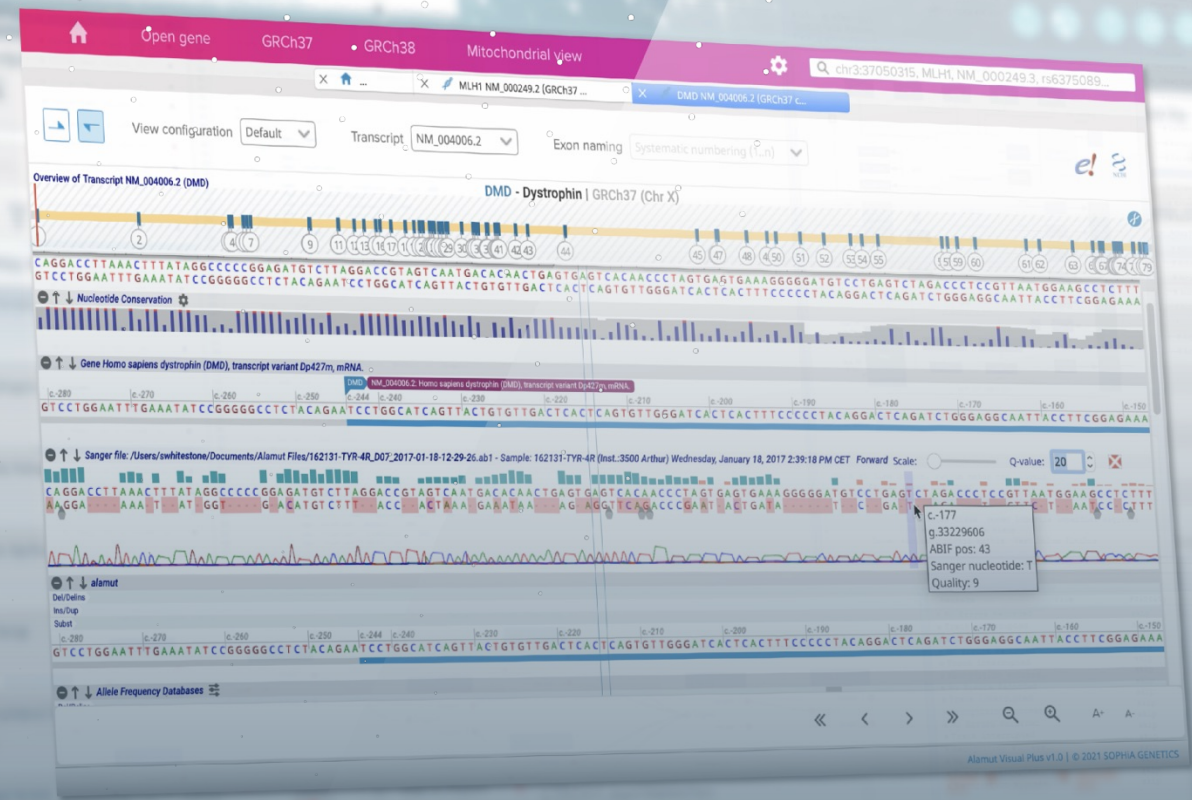
**TWIST**  
BIOSCIENCE



# SOPHiA's powerful flywheel effect









# Our DEEP-Lung-IV initiative

is a prime example of the potential of data-driven medicine in a multimodal world

## Study outline

Multicenter observational study allowing analysis of the aggregation of multimodal data associated with the response to treatment and prognosis of patients with metastatic non-small cell lung cancer

Our **machine learning models** predict response using baseline data, which has the potential to be transformative



## Study objectives

Predict treatment response at first evaluation

Provide validated predictive models to deploy on **CarePath**





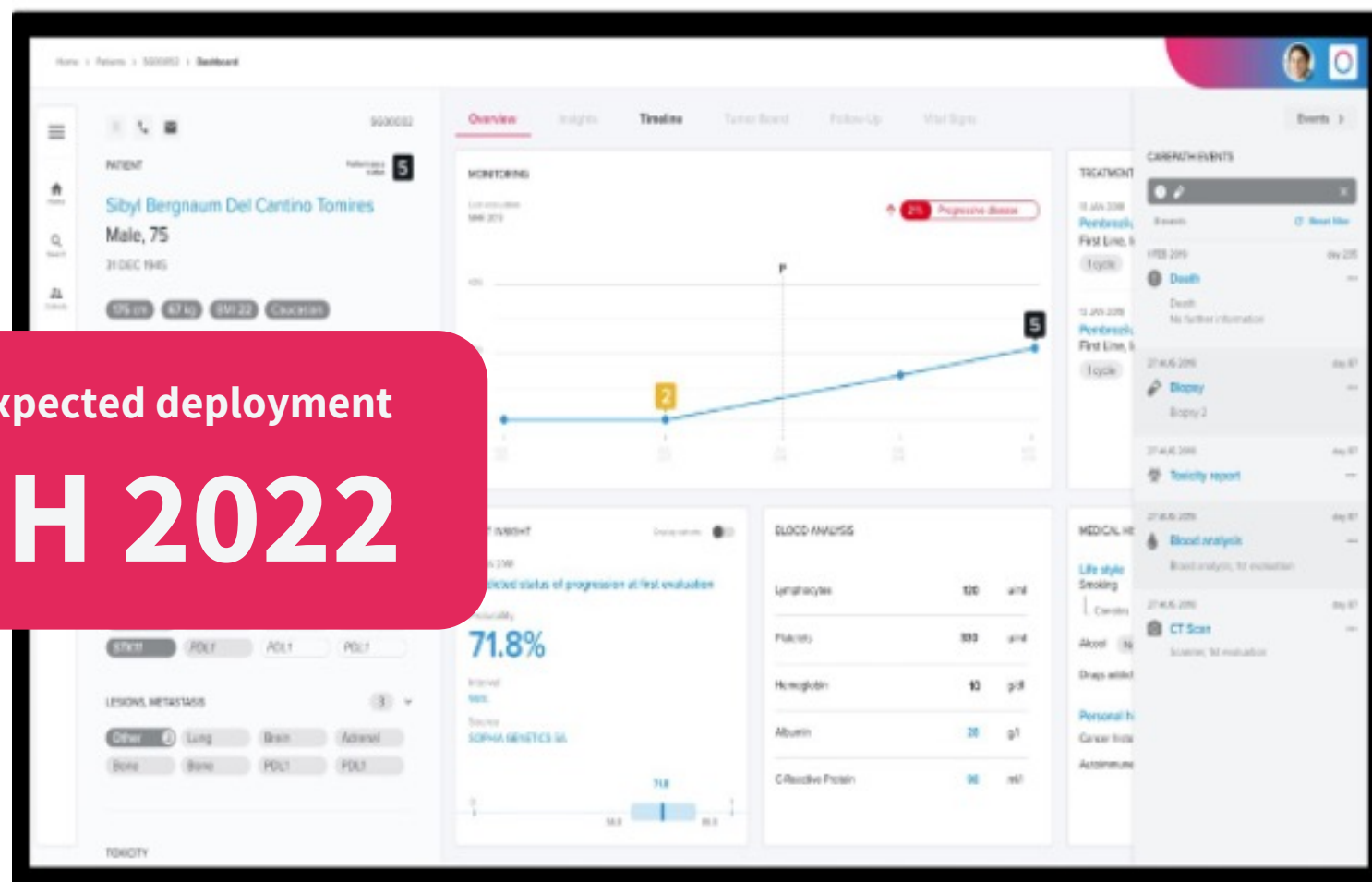
# Commercialization of CarePath

will enable this strategy at scale and unlock new markets

- ✓ CarePath is a new module that guides clinicians along the care continuum by **better predicting** an individual patient's disease progression and treatment options

Expected deployment

**2H 2022**



Prediction

Cohorting

Visualization

*Longitudinal  
view across the  
care journey*

*Placing the patient  
in the context of  
other similar  
patients*

*Prediction  
analytics  
modules*

# SOPHiA's biopharma solutions

empowers the development and commercialization of precision medicines

spanning the entire value chain from pre-market development to post-market commercialization

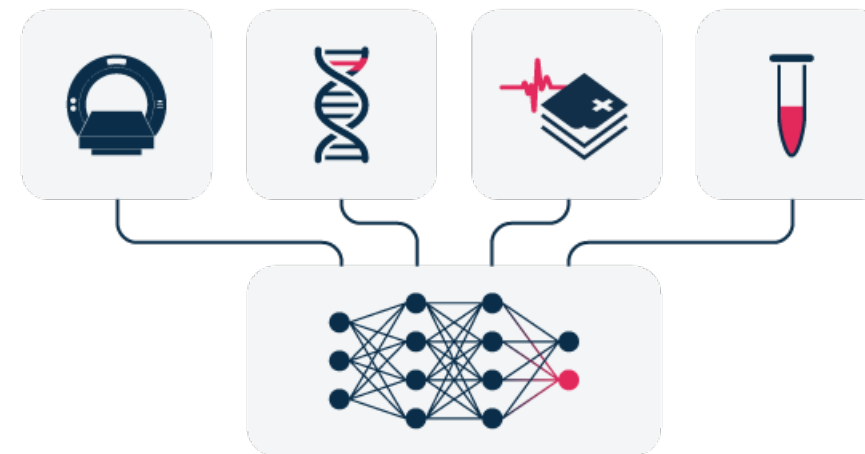
1

## GLOBAL NETWORK



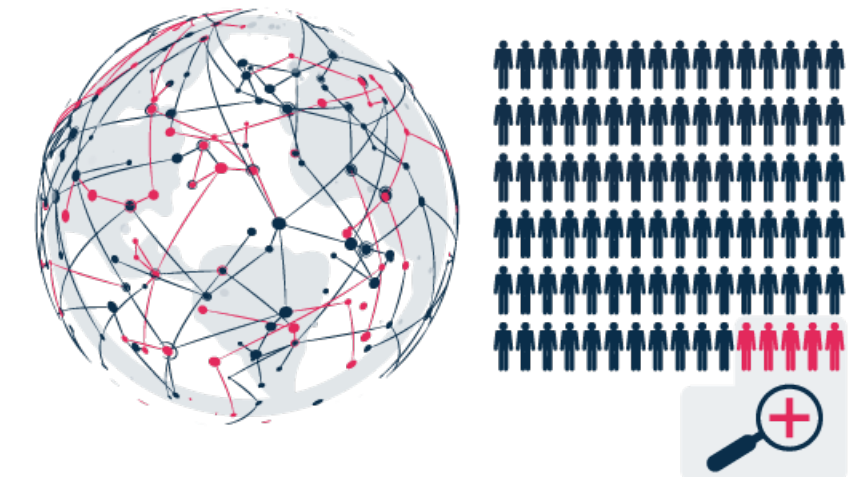
2

## EXCEPTIONAL TECHNOLOGY



3

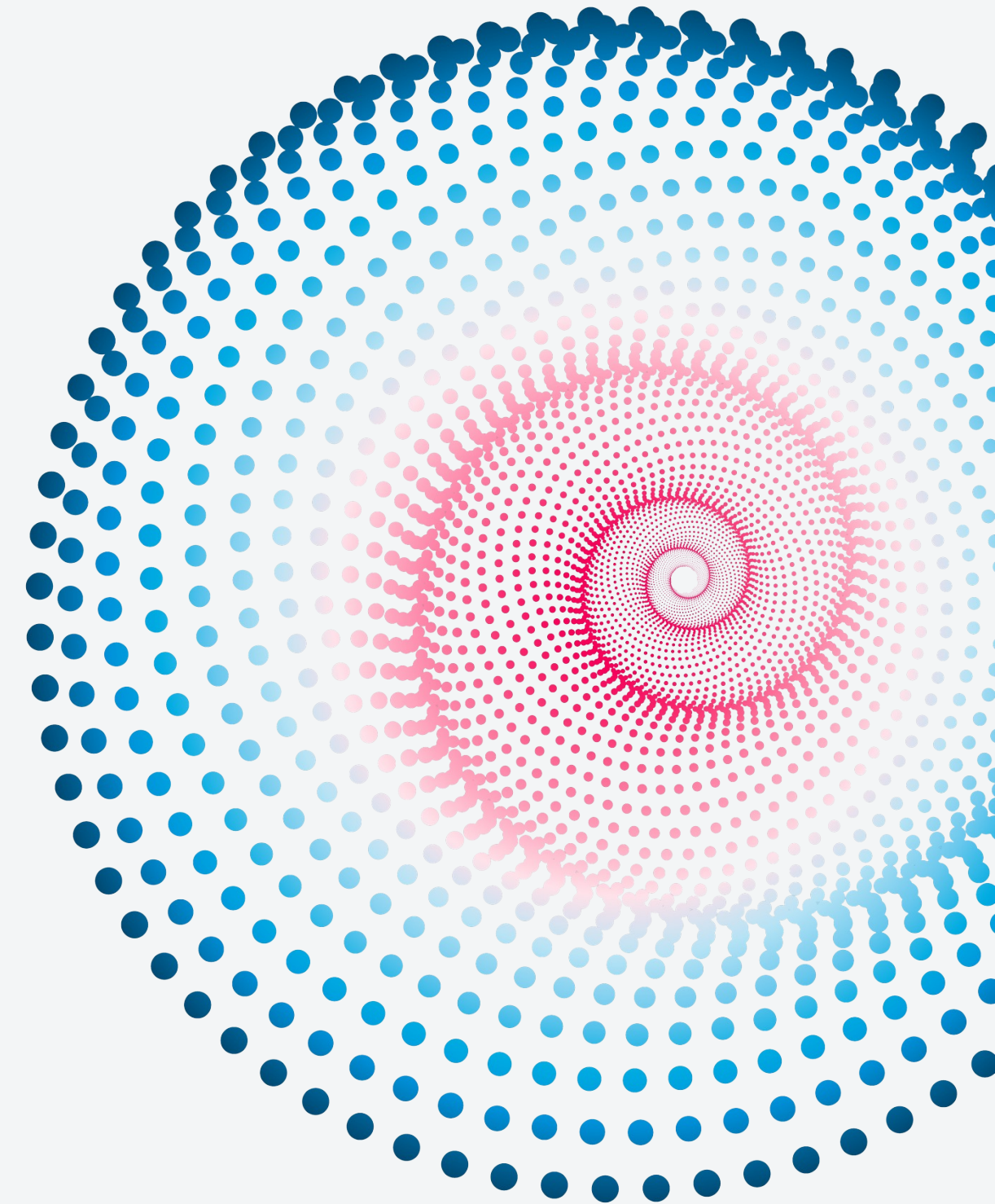
## REAL-WORLD DATA INSIGHTS



## Future State

vast amounts of patient data stream securely  
in the cloud on a global basis

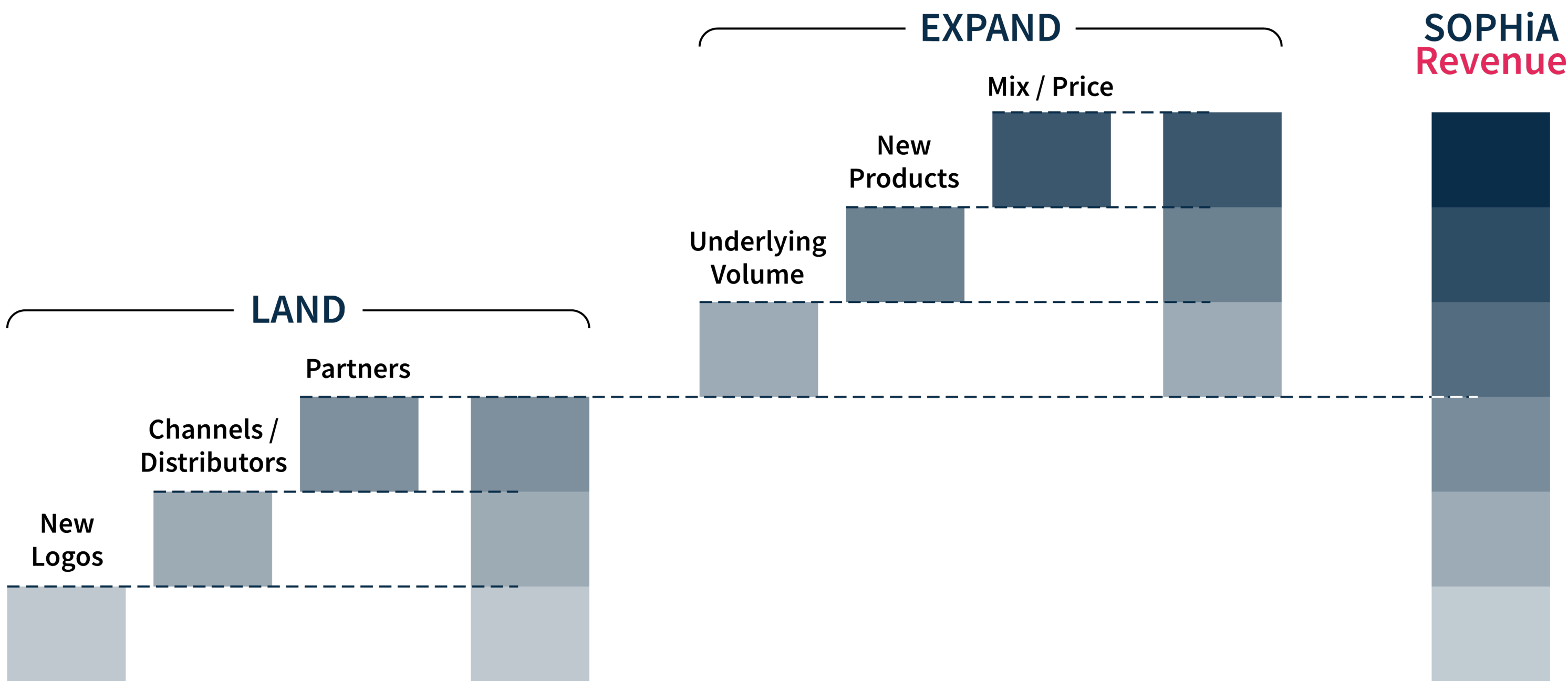
patients of *today* benefit patients of *tomorrow*





# We deploy a traditional land and expand model

a compelling software-centric growth algorithm



steady growth is fueled by a balanced mix of drivers, de-risking reliance on a singular strategy

# However, we are **NOT** SaaS



**We are consumption-based**



**94% of revenue** is  
consumption-based



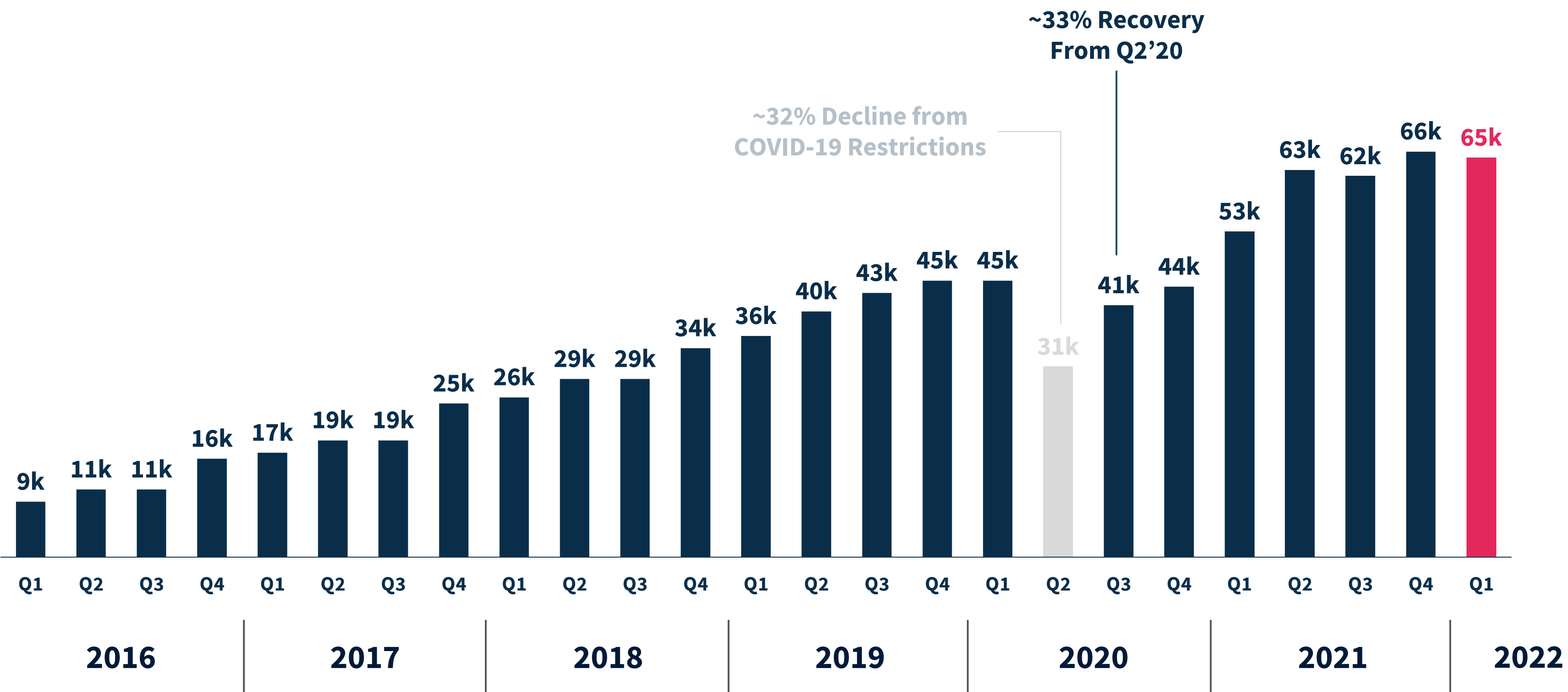
**Reported revenue**  
has a direct  
relationship with the  
consumption of our  
platform during the  
period



**Our model is not  
fixed**, meaning there  
are no limits set on  
how much of our  
platform a customer  
can consume

# Best evidenced by growing analysis volumes

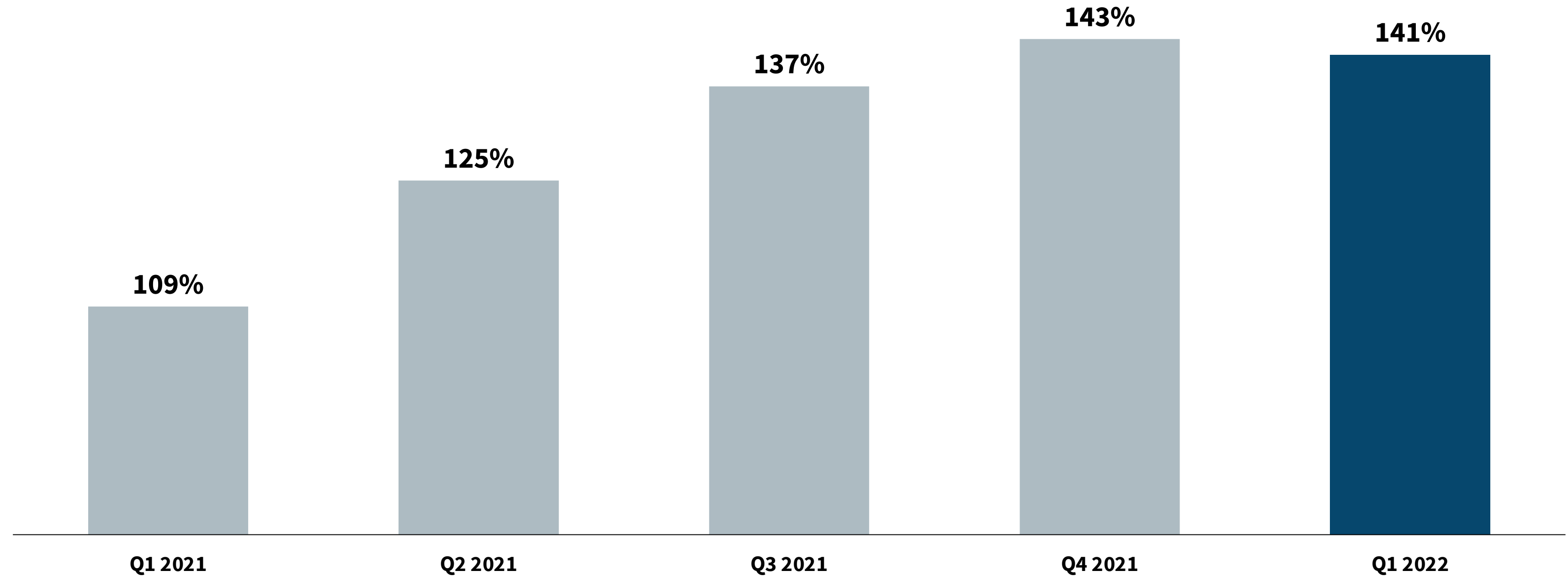
record consumption despite market challenges





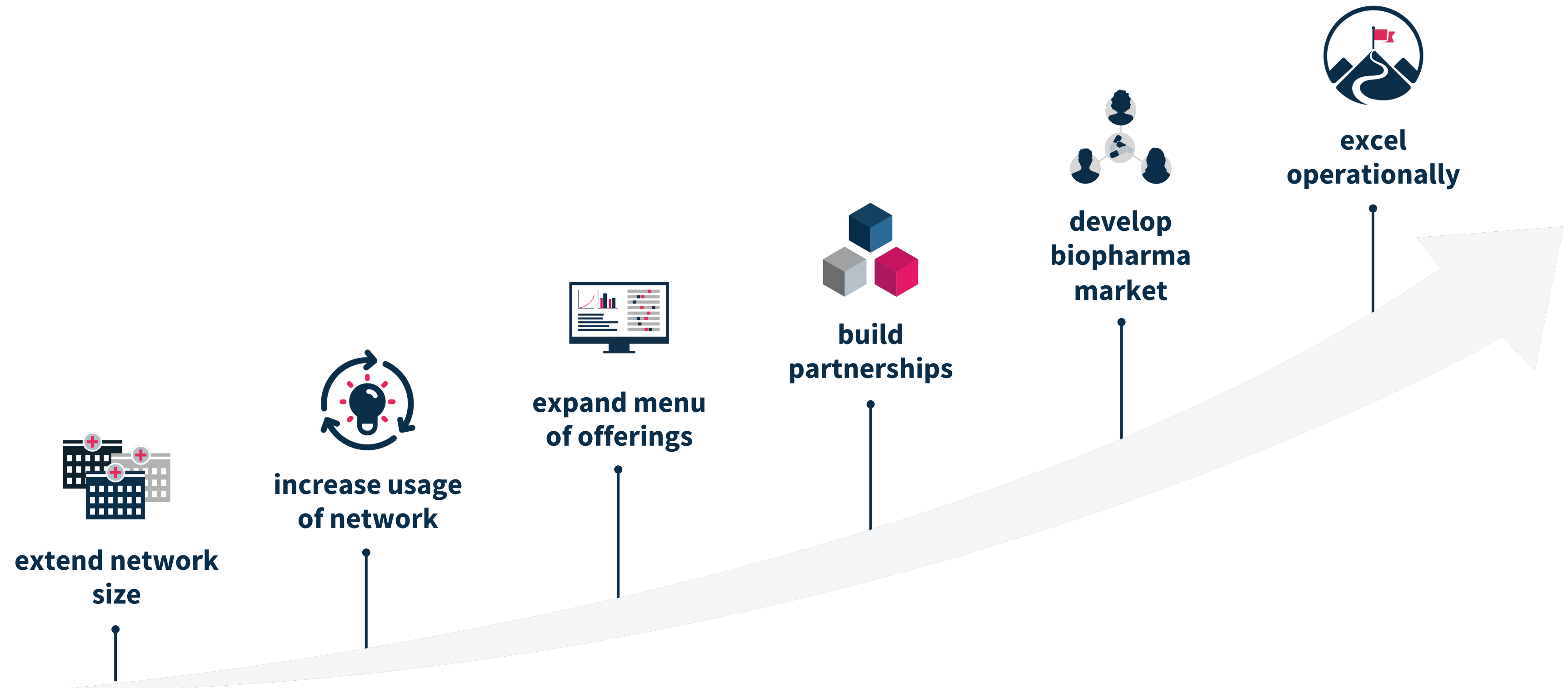
# Exceptional net dollar retention rate

driven by increased application uptake and **strong retention**



# Strategic pillars for long-term success

committed to attractive sustainable growth and operational excellence



# SOPHiA's distinguished leadership team

our diverse and innovative force leverages decades of experience to chart a new course for data analytics and A.I. in healthcare



**Dr. Jurgi Camblong**  
*CEO & Co-Founder*



**Ross Muken**  
*Chief Financial Officer*



**Lara Hashimoto**  
*Chief Business Officer*



**Melissa Finocchio**  
*Chief Regulatory Officer*



**Abhi Verma**  
*Chief Technology Officer*



**Dr. Philippe Menu**  
*Chief Medical Officer*



**Dr. Zhenyu Xu**  
*Chief Scientific Officer*



**Daan Van Well**  
*General Counsel*



**Manuela Valente**  
*Chief People Officer*



**Peter Casasanto**  
*Chief BioPharma Officer*



**Ken Freedman**  
*Chief Revenue Officer*



A person stands on a snowy mountain peak, looking out over a vast landscape of clouds. In the sky, a grid of glowing white dots is visible, suggesting a data visualization or a network. The sun is setting behind the clouds, creating a warm, orange glow.

# Democratizing Data-Driven Medicine **TOGETHER**



# Investor Contact

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Head of Investor Relations

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T: +1 617 901 4480





# Appendix



# Interim Condensed Consolidated Statement of Loss

Amounts in USD thousands, except per share data  
(unaudited)

	Three months ended March 31,	
	2022	2021
<b>Revenue</b>	<b>\$10,861</b>	<b>\$8,976</b>
Cost of revenue	(4,151)	(3,359)
<b>Gross profit</b>	<b>6,710</b>	<b>5,617</b>
Research and development costs	(9,475)	(6,180)
Selling and marketing costs	(7,864)	(4,882)
General and administrative costs	(14,380)	(8,633)
Other operating (expense) income, net	(12)	24
<b>Operating loss</b>	<b>(25,021)</b>	<b>(14,054)</b>
Finance (expense) income, net	(233)	1,561
<b>Loss before income taxes</b>	<b>(25,254)</b>	<b>(12,493)</b>
Income tax expense	(233)	(175)
<b>Loss for the period</b>	<b>(25,487)</b>	<b>(12,668)</b>
<b>Attributable to the owners of the parent</b>	<b>(\$25,487)</b>	<b>(\$12,668)</b>
 <b>Basic and diluted loss per share</b>	 <b>(\$0.40)</b>	 <b>(\$0.26)</b>

# Reconciliation of IFRS Revenue Growth to Constant Currency Revenue Growth and Constant Currency Revenue Growth Excluding COVID-19-Related Revenue

Amounts in USD thousands  
(unaudited)

	Three months ended March 31,		
	2022	2021	Growth
<b>IFRS Revenue</b>	<b>\$10,861</b>	<b>\$8,976</b>	<b>21%</b>
Current period constant currency impact	747	—	
<b>Constant currency revenue</b>	<b>\$11,608</b>	<b>\$8,976</b>	<b>29%</b>
COVID-19 Revenue	(331)	(632)	
Constant currency impact on COVID-19-related revenue	20	—	
<b>Constant currency revenue excluding COVID-19-related revenue</b>	<b>\$11,297</b>	<b>\$8,344</b>	<b>35%</b>

# Reconciliation of IFRS to Adjusted Gross Profit and Gross Profit Margin

Amounts in USD thousands  
(unaudited)

	Three months ended March 31,	
	2022	2021
<b>Revenue</b>	<b>\$10,861</b>	<b>\$8,976</b>
Cost of revenue	(4,151)	(3,359)
<b>Gross profit</b>	<b>\$6,710</b>	<b>\$5,617</b>
Amortization of capitalized research and development expenses <sup>(1)</sup>	198	67
<b>Adjusted gross profit</b>	<b>\$6,908</b>	<b>\$5,684</b>
<b>Gross profit margin</b>	<b>62%</b>	<b>63%</b>
Amortization of capitalized research and development expenses <sup>(1)</sup>	2%	— %
<b>Adjusted gross profit margin</b>	<b>64%</b>	<b>63%</b>

(1) Amortization of capitalized research and development expenses consists of software development costs amortized using the straight-line method over an estimated life of five years. These expenses do not have a cash impact but remain a recurring expense generated over the course of our research and development initiatives.



# Reconciliation of IFRS to Adjusted Operating Loss

Amounts in USD thousands  
(unaudited)

	Three months ended March 31,	
	2022	2021
<b>Operating loss</b>	<b>(\$25,021)</b>	<b>(\$14,054)</b>
Amortization of capitalized research and development expenses <sup>(1)</sup>	198	67
Amortization of intangible assets <sup>(2)</sup>	158	152
Share-based compensation expense <sup>(3)</sup>	3471	603
Non-cash pension expense <sup>(4)</sup>	194	177
<b>Adjusted operating loss</b>	<b>(\$21,000)</b>	<b>(\$13,055)</b>

(1) Amortization of capitalized research and development expenses consists of software development costs amortized using the straight-line method over an estimated life of five years. These expenses do not have a cash impact but remain a recurring expense generated over the course of our research and development initiatives.

(2) Amortization of intangible assets consists of costs related to intangible assets amortized over the course of their useful lives. These expenses do not have a cash impact, but we could continue to generate such expenses through future capital investments.

(3) Share-based compensation expense represents the cost of equity awards issued to our directors, officers, and employees. The fair value of awards is computed at the time the award is granted and is recognized over the vesting period of the award by a charge to the income statement and a corresponding increase in other reserves within equity. These expenses do not have a cash impact but remain a recurring expense for our business and represent an important part of our overall compensation strategy.

(4) Non-cash pension expense consists of the amount recognized in excess of actual contributions made to our defined pension plans to match actuarial expenses calculated for IFRS purposes. The difference represents a non-cash expense, but pensions remain a recurring expense for our business as we continue to make contributions to our plans for the foreseeable future.