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Proliferation of data in the cloud has transformed countless industries. However, healthcare has lagged.
Healthcare has a challenging ecosystem
Non-standardized methods of data generation lead to data silos

Today
Disconnected
Data Silos
Single modality
Difficult to scale
Suboptimal ROI
Limited

Tomorrow
Machine learning
Scalable
Knowledge sharing
Decentralized
Global network
Multimodal
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
Q1 2022 at a glance

$35bn
total addressable market

1mm+
total cumulative analyses

384
recurring platform users

141%
net dollar retention

3%
annualized churn rate

$92K
average revenue per platform user

Revenue Growth - IFRS

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in $mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2021</td>
<td>9.0</td>
</tr>
<tr>
<td>Q1 2022</td>
<td>10.9</td>
</tr>
</tbody>
</table>

Revenue Growth - Constant Currency ex COVID-19 (1)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in $mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2021</td>
<td>8.3</td>
</tr>
<tr>
<td>Q1 2022</td>
<td>11.3</td>
</tr>
</tbody>
</table>

(1) Revenue growth excludes the impact of exchange rate fluctuations and revenue contributions from our COVID-19 related solution.
This is just the beginning
we currently address a $35bn opportunity despite being early in our data journey

$35bn total addressable market

$21bn clinical

$14bn biopharma
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.
The workflow from raw data to actionable insights to *data-driven medicine*

- upload raw data
  - genomics
  - radiomics
  - clinical trials
  - clinical & biological

- interpretation & analysis

- integrated reporting

- clinical decision support
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*

Machine Learning
Technology Agnostic
Artificial Intelligence
Continual Learning
1,000,000+ Analyses

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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

Cloud-Based Platform

Standardize, compute and analyze multimodal health data across hospitals and labs

Cloud & On-Prem Analytics

Combined with

Advanced visualization of radiomic data and the versatility of the Edison platform

The Key Enabler

Precision health partnership enabling deeper insights and better patient outcomes

Technology agnostic platform enables broad partnership ecosystem
SOPHiA’s powerful flywheel effect

More raw digital health data uploaded

More analyses performed

More patients benefit from better care through data-driven medicine

More anonymized statistical data insights accessed

New customers
hospitals | labs | cancer institutes | biopharma
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**
  - Longitudinal view across the care journey

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

- **Visualization**
  - 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
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.

- ~32% Decline from COVID-19 Restrictions
- ~33% Recovery From Q2’20
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

- extend network size
- increase usage of network
- expand menu of offerings
- build partnerships
- develop biopharma market
- excel operationally
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
Democratizing Data-Driven Medicine TOGETHER
Investor Contact

Jennifer Pottage
Head of Investor Relations

E: Jpottage@sophiagenetics.com
T: +1 617 901 4480
Appendix
## Interim Condensed Consolidated Statement of Loss

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

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

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<td>2022</td>
</tr>
<tr>
<td>IFRS Revenue</td>
<td>$10,861</td>
</tr>
<tr>
<td>Current period constant currency impact</td>
<td>747</td>
</tr>
<tr>
<td>Constant currency revenue</td>
<td>$11,608</td>
</tr>
<tr>
<td>COVID-19 Revenue</td>
<td>(331)</td>
</tr>
<tr>
<td>Constant currency impact on COVID-19-related revenue</td>
<td>20</td>
</tr>
<tr>
<td>Constant currency revenue excluding COVID-19-related revenue</td>
<td>$11,297</td>
</tr>
</tbody>
</table>
Reconciliation of IFRS to Adjusted Gross Profit and Gross Profit Margin

Amounts in USD thousands (unaudited)

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<td>$6,710</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>198</td>
</tr>
<tr>
<td>Adjusted gross profit</td>
<td>$6,908</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit margin</td>
<td>62%</td>
<td>63%</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>2%</td>
<td>— %</td>
</tr>
<tr>
<td>Adjusted gross profit margin</td>
<td>64%</td>
<td>63%</td>
</tr>
</tbody>
</table>

(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)

<table>
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<tr>
<th></th>
<th>Three months ended March 31,</th>
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<tbody>
<tr>
<td></td>
<td>2022</td>
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<tr>
<td>Operating loss</td>
<td>($25,021)</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses</td>
<td>198</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>158</td>
</tr>
<tr>
<td>Share-based compensation expense</td>
<td>3471</td>
</tr>
<tr>
<td>Non-cash pension expense</td>
<td>194</td>
</tr>
<tr>
<td>Adjusted operating loss</td>
<td>($21,000)</td>
</tr>
</tbody>
</table>

(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.