Democratizing Data-Driven Medicine

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Chief Executive Officer & Co-Founder

June 6, 2023
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Snapshot of SOPHiA Genetics

We are a category defining software company on a mission to
Democratize Data-Driven Medicine

The information on this slide is as of 05/30/2023.

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The Emergence of the Cloud and AI have transformed countless of industries

BUT, Healthcare is lagging
## Healthcare Data is Complex, Siloed and Diverse

### Diagnosis
- **GP Visit**
  - Symptoms: Coughing, Shortness of breath, Tiredness

- **Medical Oncologist**
  - Familial & personal history, Smoking history

- **Radiologist**
  - Performance status

- **Biologist**
  - Treatment decision

- **Tumour Board**
  - START, Treatments

### First line treatment
- **First Evaluation**
  - Side effects, Quality of life

- **Medical Oncologist**
  - Follow-up Visits

- **Radiologist**
  - PS

- **Biologist**
  - PS

- **Treatment Change**
  - PS

### Imaging
- **Clinical**
  - Chest X-ray
  - Chest CT-TAP scan
  - Brain MRI
  - PET/CT scan

- **Imaging**
  - Image-guided biopsy
  - CT scan
  - MRI scan
  - PET/CT scan

### Histopathology
- **Histopathology**
  - H&E
  - PD-L1

### Genomics
- **Genomics**
  - NGS
  - EGFR
  - ALK
  - KRAS
  - ROS1
  - BRAF
  - NTRK1/2/3
  - METex14
  - RET

- **NGS Liquid biopsy**
- **MRD?**

### Lab tests
- **Lab tests**
  - Complete blood count
  - Biochemistry

- **BC**

### Notes
- BC, blood count; H&E, hematoxylin and eosin; MRD, minimal residual disease; PS, performance status.
Creating Network Effects in Healthcare is Difficult
given non-standardized methods and sensitive data
Significantly Important for Key Diseases
driven by genomic alterations

Cancer
>25 Million New Cancer Cases per Year\(^1\)

Rare Diseases
\(~5\%\) of the global population suffers from a Rare Disease\(^2\)

1. by 2040, 2. https://www.rarediseasesinternational.org/
New Data Modalities Bring Objectivity into human biology and diseases

Artificial intelligence / Machine learning

Visualization
Cohorting
Prediction

GENOMICS DATA
RADIOMICS DATA
CLINICAL DATA
BIOLOGICAL DATA
PROTEOMICS DATA
METABOLICOMICS DATA
DIGITAL PATHOLOGY DATA
Applying AI to Genomic Data
HRD example for PARP inhibitors
Applying AI to Multimodal Data
NSCLC example for Immunotherapy

Image processing
Source image → Segmentation model → 3D segmentation → Feature extraction

Multimodal data aggregation
Radiomics • Genomics • Clinical • Biological

Outcome prediction model
Missing data imputation → Feature selection → Classification model → Calibration

Model interpretability

Patient-specific prediction
Our Ability to Deliver Healthcare Solutions
Built on collective intelligence from our global network

**Discovery**
Apply benefits of proprietary AI/ML to late-stage discovery phases

**Development**
Comprehensive suite of applications backed by AI-based algorithms to aid in harmonization and reporting

**Deployment**
Expand access to genomic applications (both internal or 3rd party) by leveraging our global network
Transforming Healthcare through Key Strategic Collaborations

- Generate robust insights
- Break data silos
- Create a collective intelligence
- Accelerate adoption of precision medicine
Growing with our Customer’s Volume
via a consumption based SaaS model

University Hospitals

Comprehensive Cancer Centers

Specialty Labs

Central Labs

In-House Sequencing

Clinical Reporting

Upload Data

Consumption based model

Proprietary Algorithms and patented technologies

MUKA™
GINGER™
PEPPER™
MUSKAT™
CLUMIN™
MUSTARD™

Interpret Data

Targeted Clinical Outcomes

FN 1: Patents pending.
A Look into a Customer’s Expansion Journey
as volume and the number of applications increase

- **JAN 2019**
  - $8K revenue
  - 5 applications
  - 200 analyses

- **END 2019**
  - $160K revenue
  - 7 applications
  - 3,000 analyses

- **END 2020**
  - $270K revenue
  - 9 applications
  - 6,100 analyses

- **END 2021**
  - $650K revenue
  - 9 applications
  - 9,900 analyses

- **2022**
  - $1.1M revenue
  - 9 applications
  - 9,900 analyses

Since 2019:
- **91%** Revenue CAGR
- **47%** analysis CAGR
- **100%** of somatic business converted

Successful partnership founded on collaboration, loyalty, and trust.
Importantly, Customer Growth Accelerates as they get Larger

Note: Based on recurring platform customers.  **FN 1:** Represents CAGR of total tier revenue of customers with $100K+ in revenue and CAGR of total tier revenue of customers with $0 - $100K in revenue. © SOPHIA GENETICS 2023
## Key Financial Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total customers</td>
<td>750+</td>
</tr>
<tr>
<td>Core Genomics customers</td>
<td>430+</td>
</tr>
<tr>
<td>Genomic Profiles Analyzed</td>
<td>1.3 million+</td>
</tr>
<tr>
<td>Genomic profiles analyzed in 1Q 2023</td>
<td>~77,000+</td>
</tr>
<tr>
<td>2023 constant currency ex COVID revenue</td>
<td>30% - 35%</td>
</tr>
<tr>
<td>Q1 2023 IFRS gross profit margin</td>
<td>69%</td>
</tr>
<tr>
<td>Q1 2023 adjusted gross profit margin</td>
<td>73%</td>
</tr>
<tr>
<td>1Q2023 constant currency ex COVID revenue</td>
<td>37%</td>
</tr>
<tr>
<td>Cash, cash equivalents, &amp; term deposits</td>
<td>~$162M</td>
</tr>
</tbody>
</table>

**FN 1:** Represents statistic as of 03/31/2023. **FN 2:** The Company is unable to provide a reconciliation of forward-looking constant currency revenue growth excluding COVID-19-related revenue to Revenue, the most comparable IFRS financial measure, due to the inherent difficulty in forecasting and quantifying the impact of foreign currency translation. **FN 3:** Please refer to appendix for non-IFRS reconciliation. **FN 4:** Represents financial outlook as of May 9, 2023. This presentation does not represent an update or affirmation of previously disclosed guidance. **FN 5:** Represents statistic as of 05/30/2023.
Thank You
Reconciliation of IFRS to Adjusted Gross Profit and Gross Profit Margin for the Three Months Ended March 31, 2023

Amounts in USD thousands

<table>
<thead>
<tr>
<th></th>
<th>Three months ended March 31, 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$13,966</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>(4,272)</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$9,694</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>432</td>
</tr>
<tr>
<td>Adjusted gross profit</td>
<td>$10,126</td>
</tr>
</tbody>
</table>

Gross profit margin

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit margin</td>
<td>69%</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>4%</td>
</tr>
<tr>
<td>Adjusted gross profit margin</td>
<td>73%</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)

<table>
<thead>
<tr>
<th></th>
<th>2022 Q1</th>
<th>2023 Q1</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reported Revenue</td>
<td>$10,861</td>
<td>$13,966</td>
</tr>
<tr>
<td>Y-o-Y Growth</td>
<td>21%</td>
<td>29%</td>
</tr>
<tr>
<td>Current Period Constant Currency Impact</td>
<td></td>
<td>618</td>
</tr>
<tr>
<td><strong>Constant Currency Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Y-o-Y Growth</td>
<td>$10,861</td>
<td>$14,584</td>
</tr>
<tr>
<td>COVID-19 Revenue</td>
<td>(331)</td>
<td>(125)</td>
</tr>
<tr>
<td>Constant Currency Impact on COVID-19 Revenue</td>
<td></td>
<td>5</td>
</tr>
<tr>
<td><strong>Constant Current Revenue Excluding COVID-19 Revenue</strong></td>
<td>$10,530</td>
<td>$14,464</td>
</tr>
<tr>
<td>Y-o-Y Growth</td>
<td></td>
<td>37%</td>
</tr>
</tbody>
</table>

Source: [SOPH FY 2022 6-K](https://www.sec.gov/Archives/edgar/data/1840706/000184070623000008/sophiageneticssaq42022.htm)

SOPH Q1 2023 6-K: [https://www.sec.gov/Archives/edgar/data/1840706/000184070623000014/q12023sophiageneticssa6-k.htm]
(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.
Consistent Growth in Analysis Volume
accelerated momentum of analysis volume conducted on our platform going into 2023

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>17k</td>
<td>19k</td>
<td>19k</td>
<td>26k</td>
</tr>
<tr>
<td>2018</td>
<td>27k</td>
<td>29k</td>
<td>29k</td>
<td>34k</td>
</tr>
<tr>
<td>2019</td>
<td>36k</td>
<td>41k</td>
<td>44k</td>
<td>45k</td>
</tr>
<tr>
<td>2020</td>
<td>31k</td>
<td>41k</td>
<td>40k</td>
<td>45k</td>
</tr>
<tr>
<td>2021</td>
<td>54k</td>
<td>63k</td>
<td>62k</td>
<td>5k</td>
</tr>
<tr>
<td>2022</td>
<td>66k</td>
<td>66k</td>
<td>66k</td>
<td>5k</td>
</tr>
<tr>
<td>2023</td>
<td>71k</td>
<td>81k</td>
<td>83k</td>
<td>3k</td>
</tr>
</tbody>
</table>

Source: SOPH Q1 2023 6-K [https://www.sec.gov/Archives/edgar/data/1840706/000184070623000014/q12023sophiageneticssa6-k.htm]

Note: Includes analysis volume from all Core Genomics Customers using dry lab, bundle access, and integrated access models