

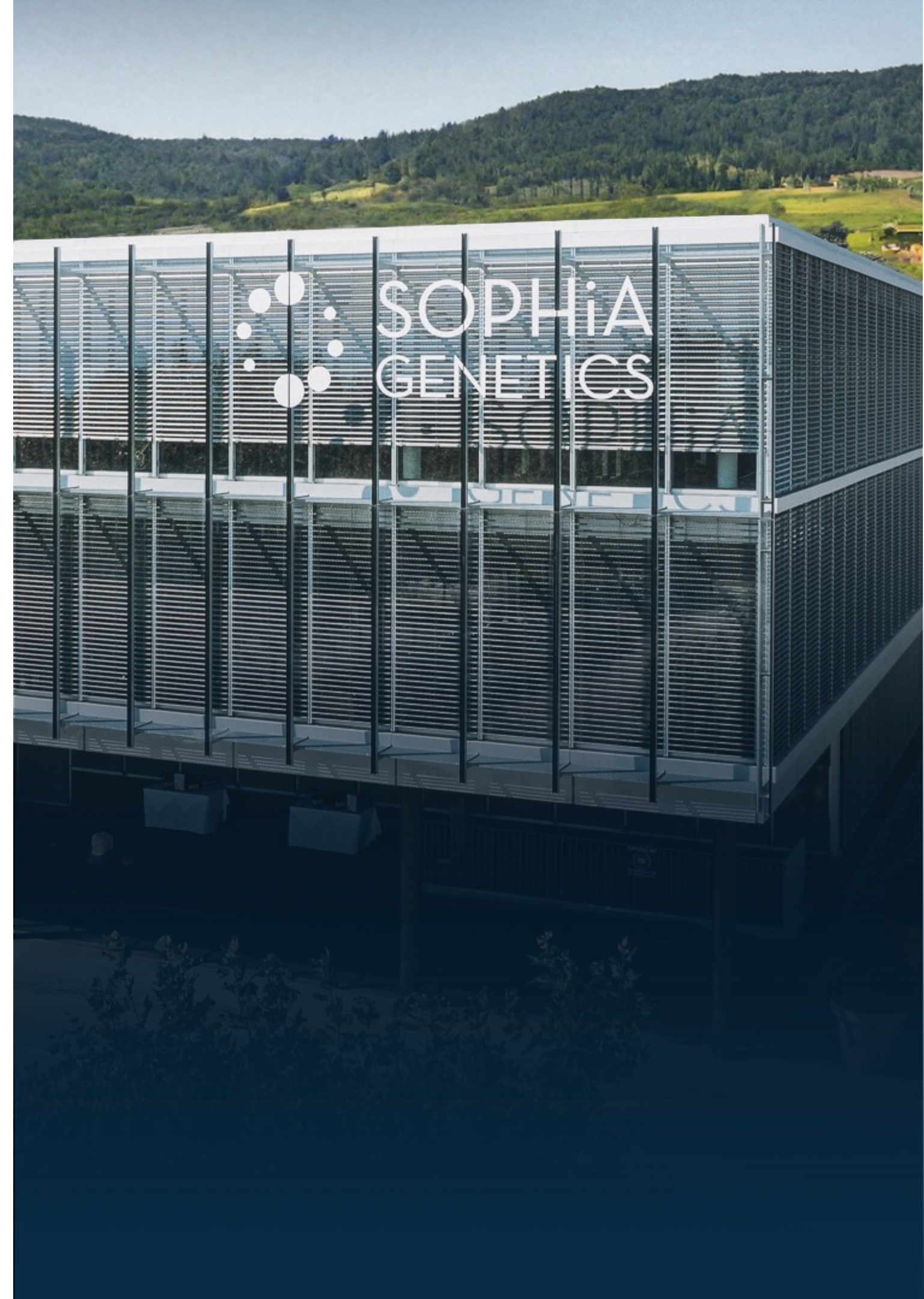


Democratizing Data-Driven Medicine

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Chief Executive Officer & Co-Founder

June 6, 2023



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Snapshot of SOPHiA Genetics

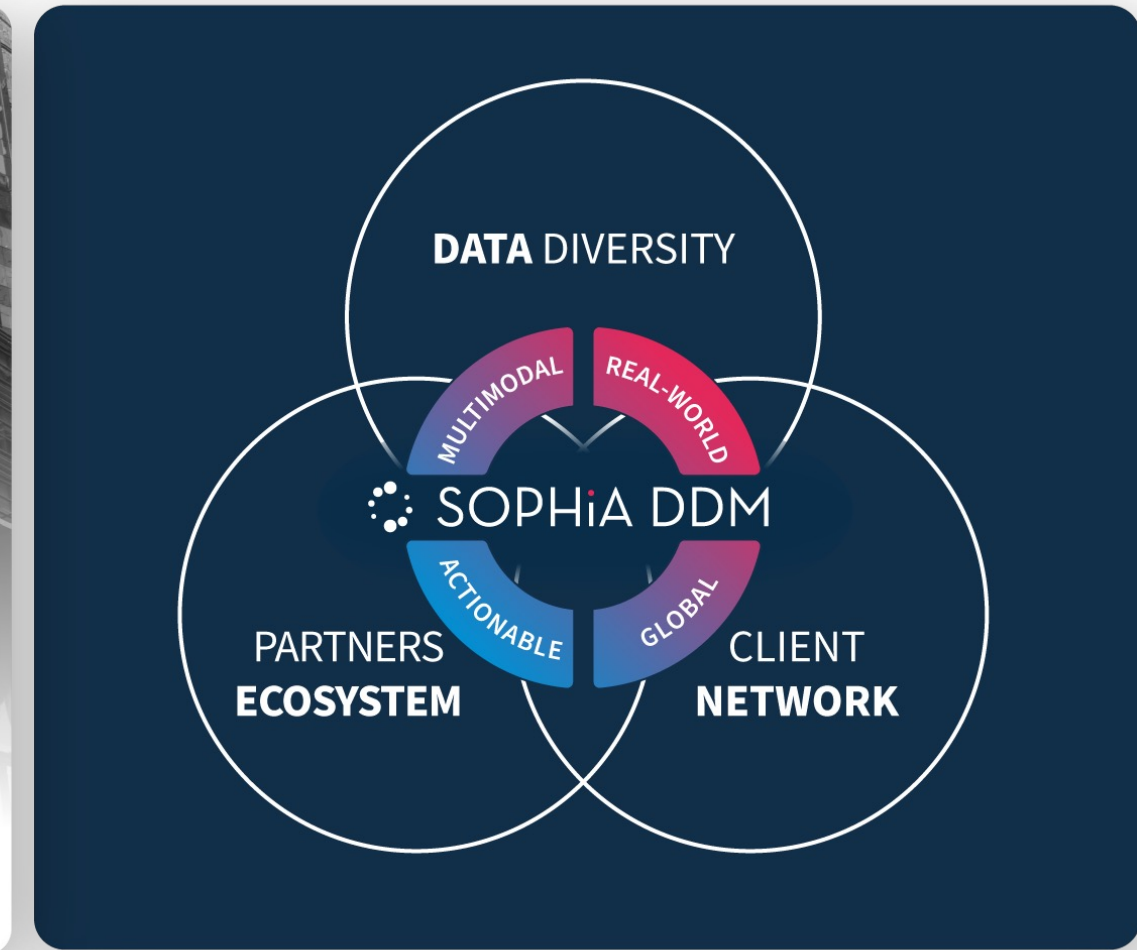



 **2011**
Year Founded
Jurgi Camblong | Pierre Hutter | Lars Steinmetz


 **~72**
Countries

 **750+**
Connected
Healthcare
Institutions

 **450+**
SOPHiANS



 **Headquarters**
USA (Boston) &
Switzerland (Geneva area)

 **1.3 Million+**
Genomic Profiles
ANALYZED

CGP HRS **Somatic Oncology** RNA
Liquid Biopsy Hereditary Cancer Myeloid Lymphoma Metabolism Solid Tumors
HRD TSO500 **Inherited & Rare Diseases**
BRCA Neurology Cardiology Onco-Hematology

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.

The Emergence of the Cloud and AI

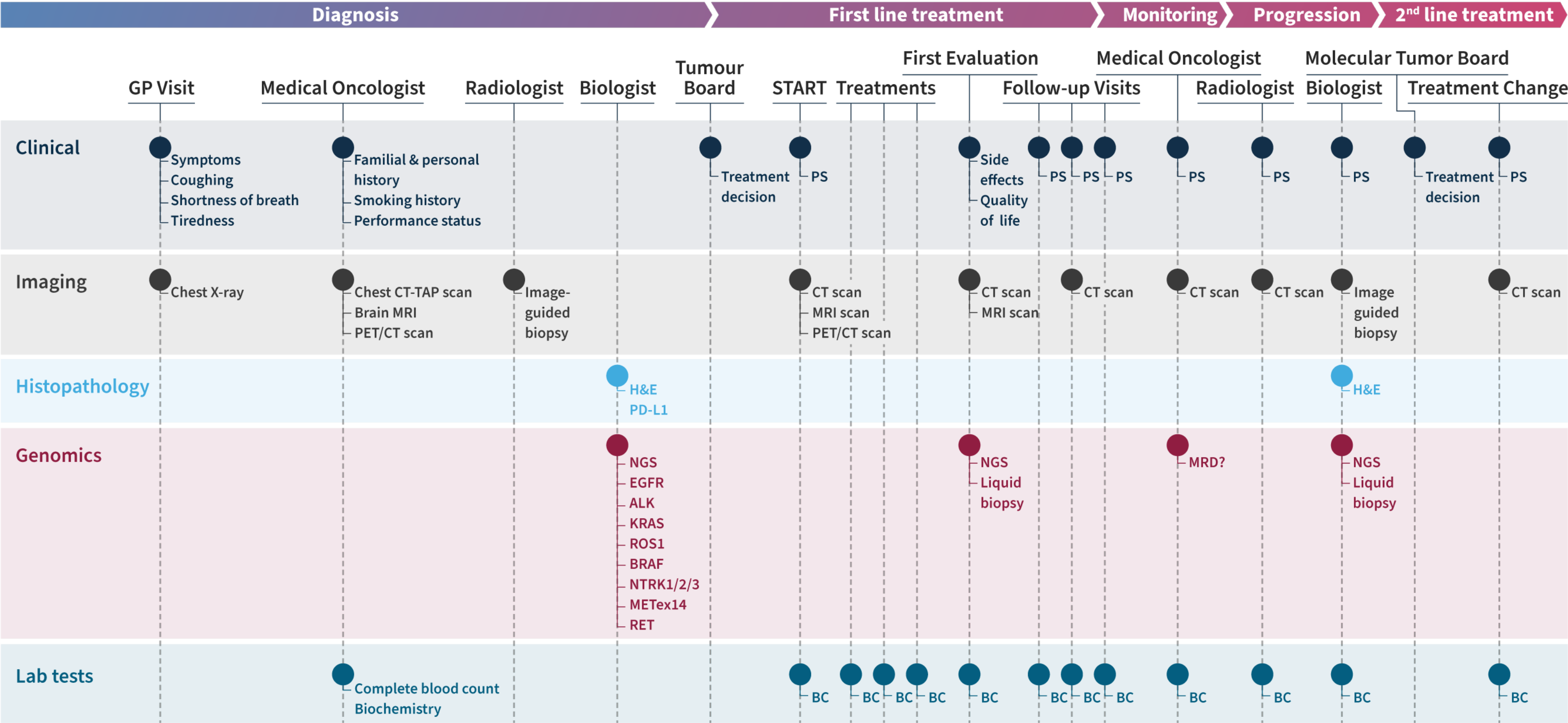
have transformed countless of industries



BUT,
Healthcare
is lagging



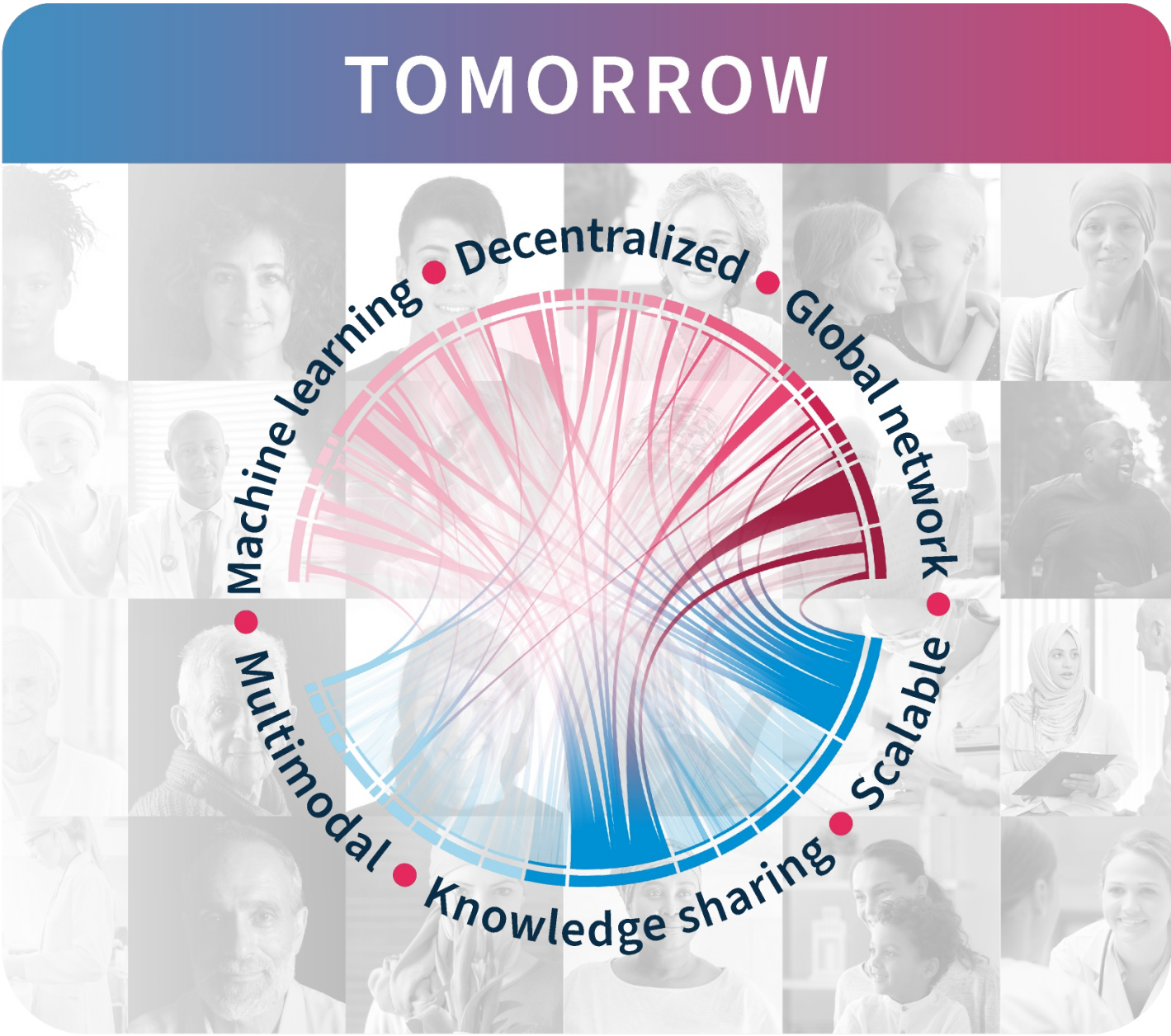
Healthcare Data is Complex, Siloed and Diverse



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

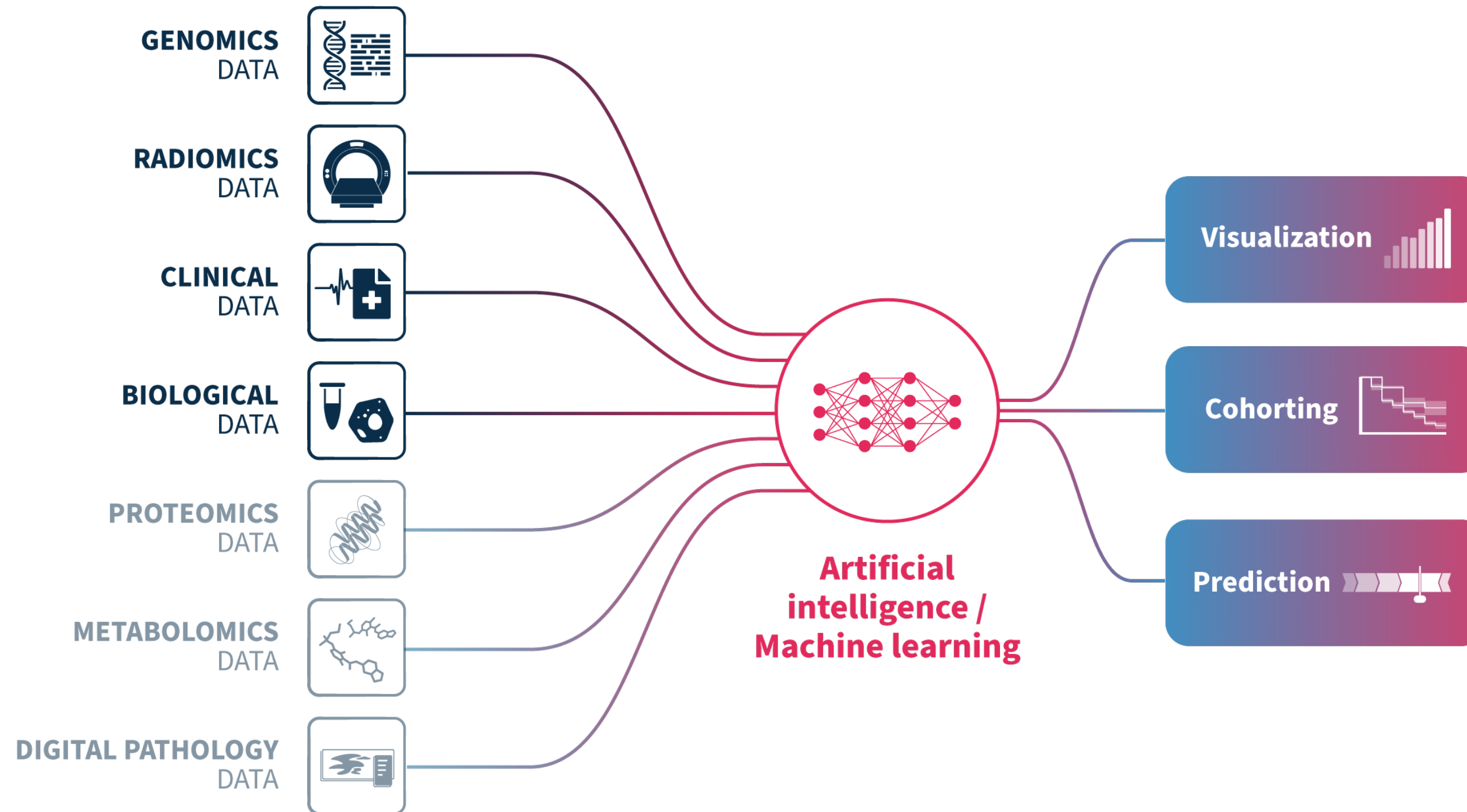
>25 Million New
Cancer Cases per Year¹

Rare Diseases

~5% of the global population
suffers from a Rare Disease²

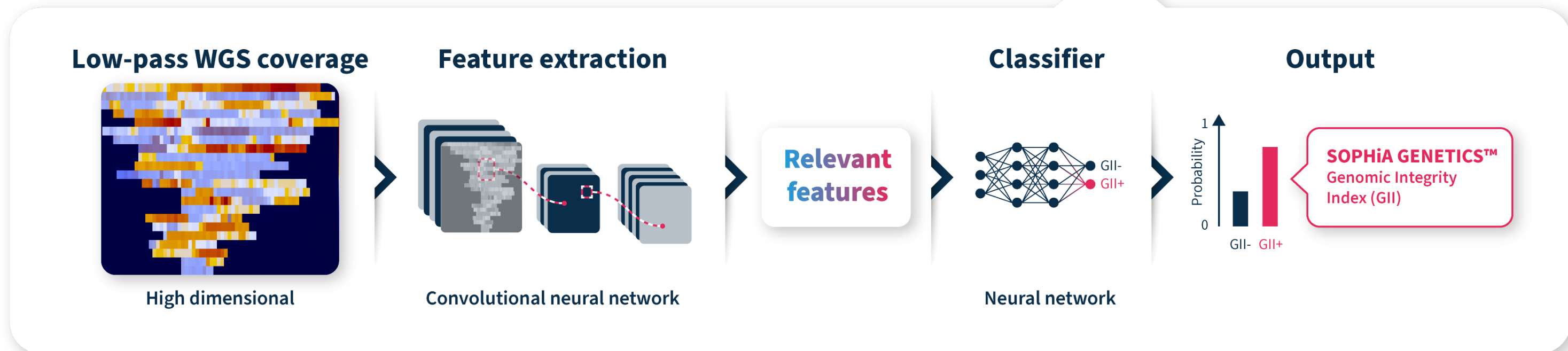
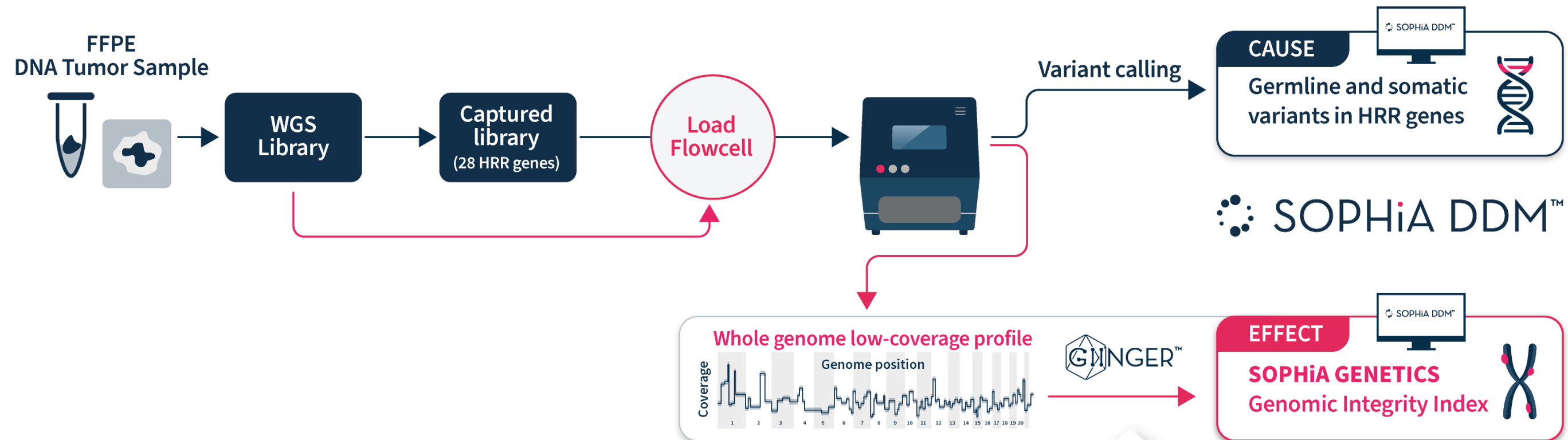
New Data Modalities Bring Objectivity

into human biology and diseases



Applying AI to Genomic Data

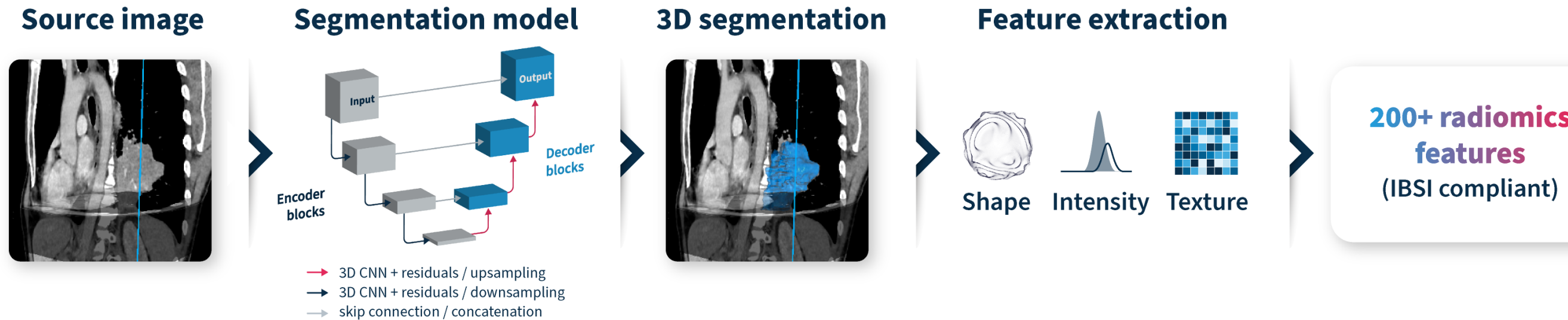
HRD example for PARP inhibitors



Applying AI to Multimodal Data

NSCLC example for Immunotherapy

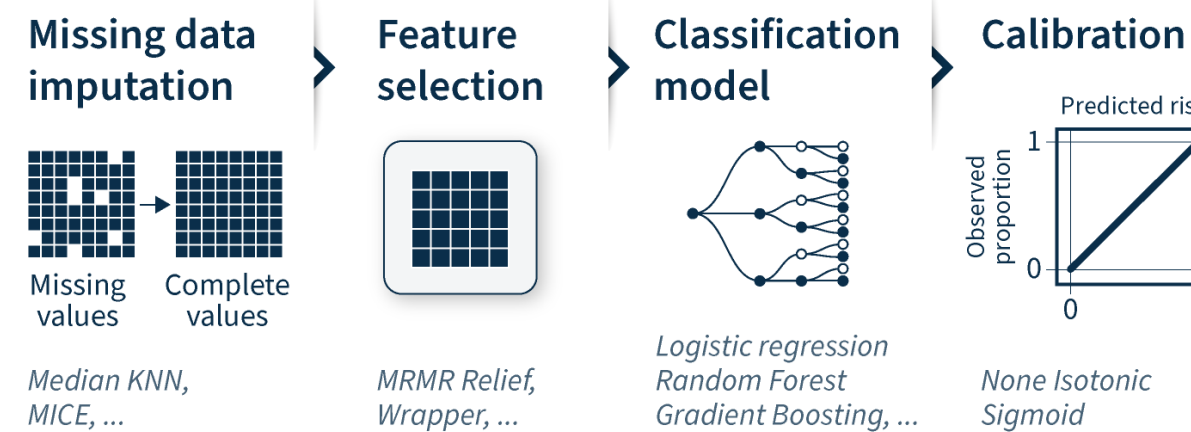
Image processing



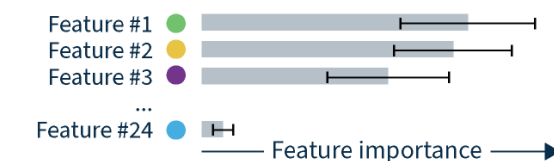
Multimodal data aggregation



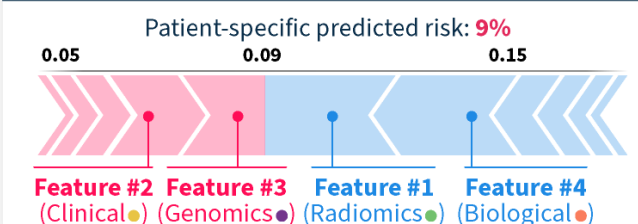
Outcome prediction model



Model interpretability

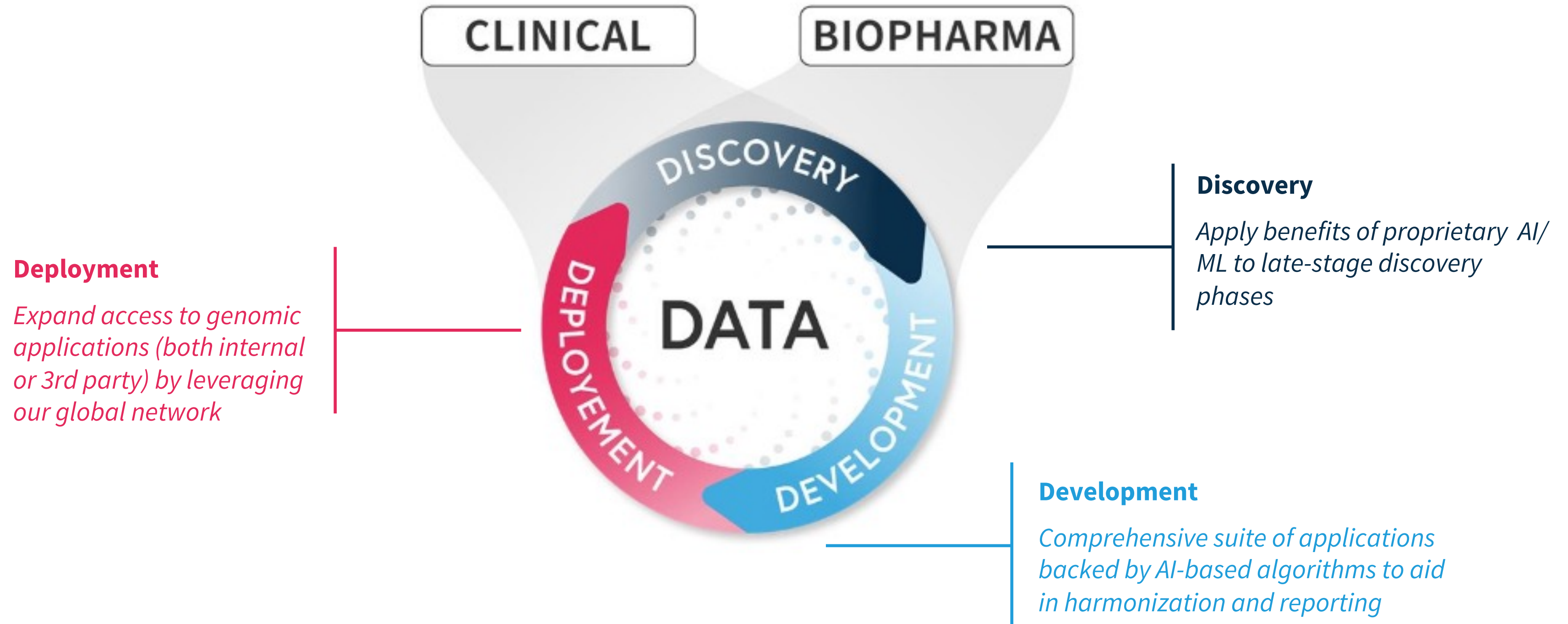


Patient-specific prediction



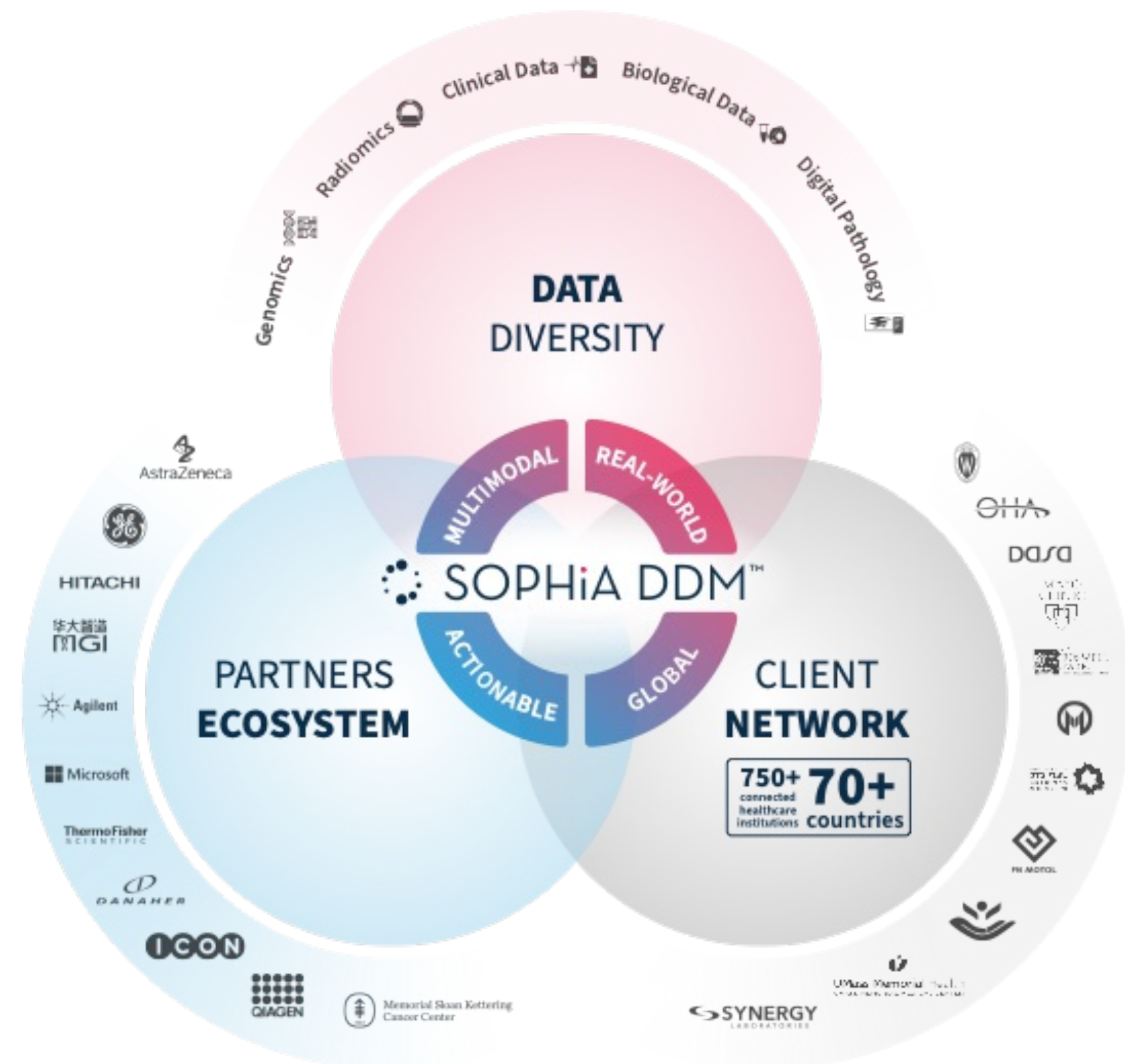
Our Ability to Deliver Healthcare Solutions

Built on collective intelligence from our global network



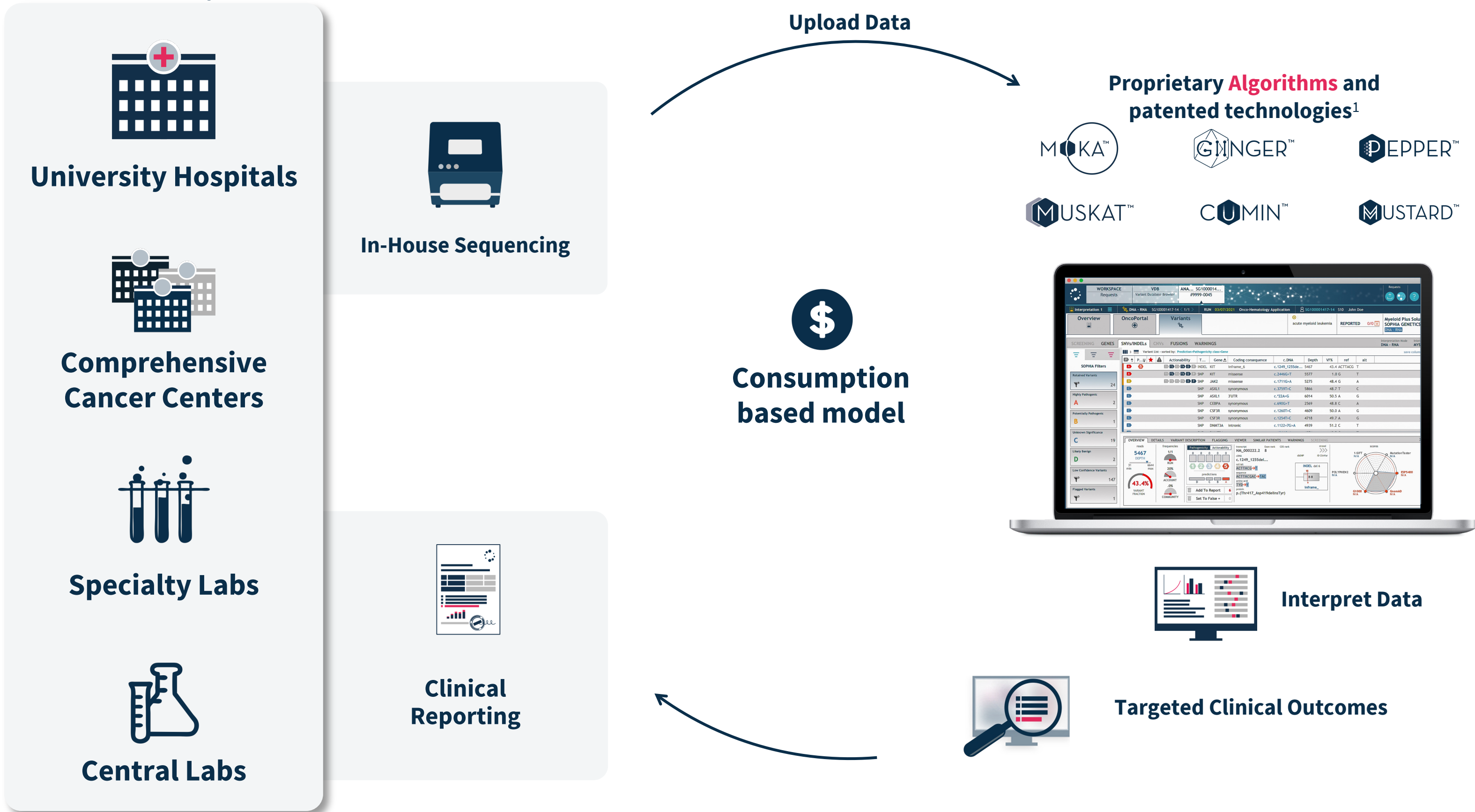
Transforming Healthcare through Key Strategic Collaborations

- Generate robust insights
- Break data silos
- **Create a collective intelligence**
- Accelerate adoption of precision medicine



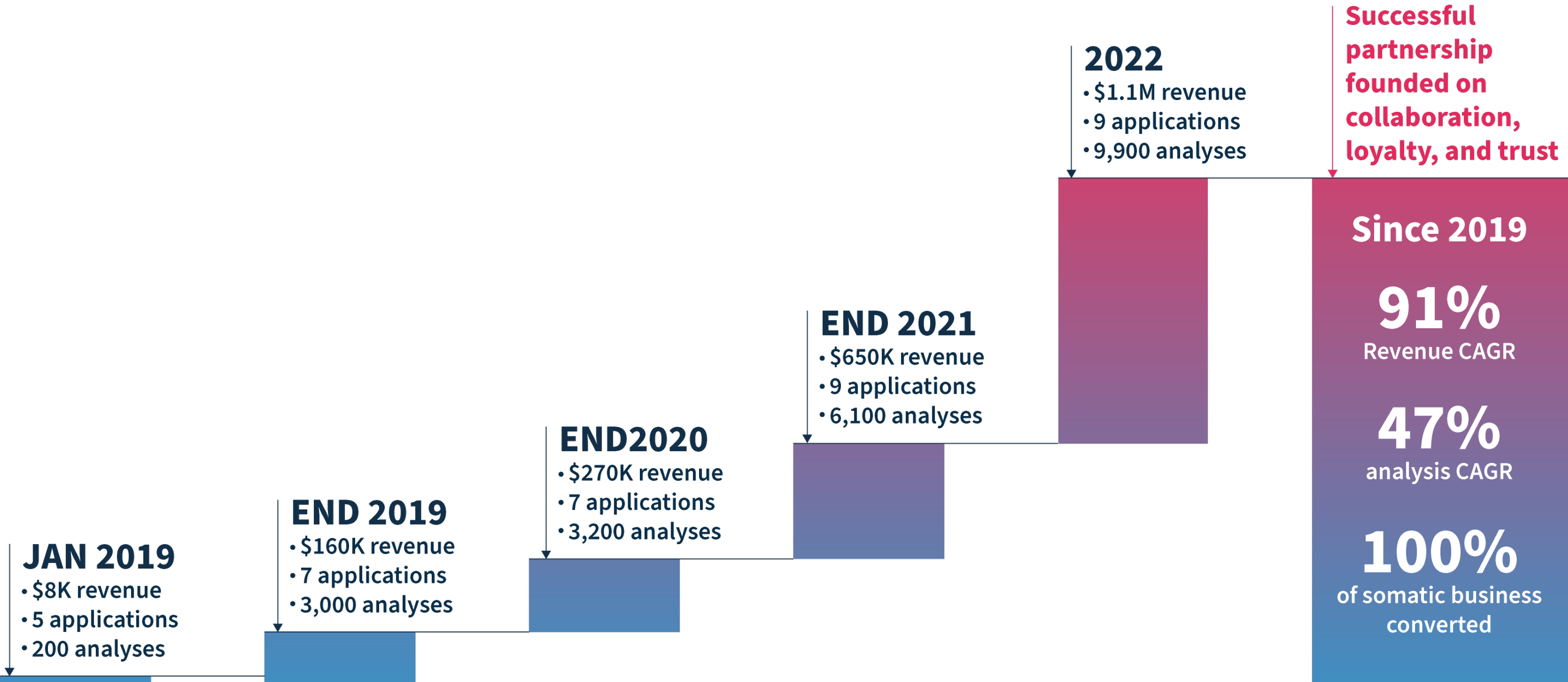
Growing with our Customer's Volume

via a consumption based SaaS model

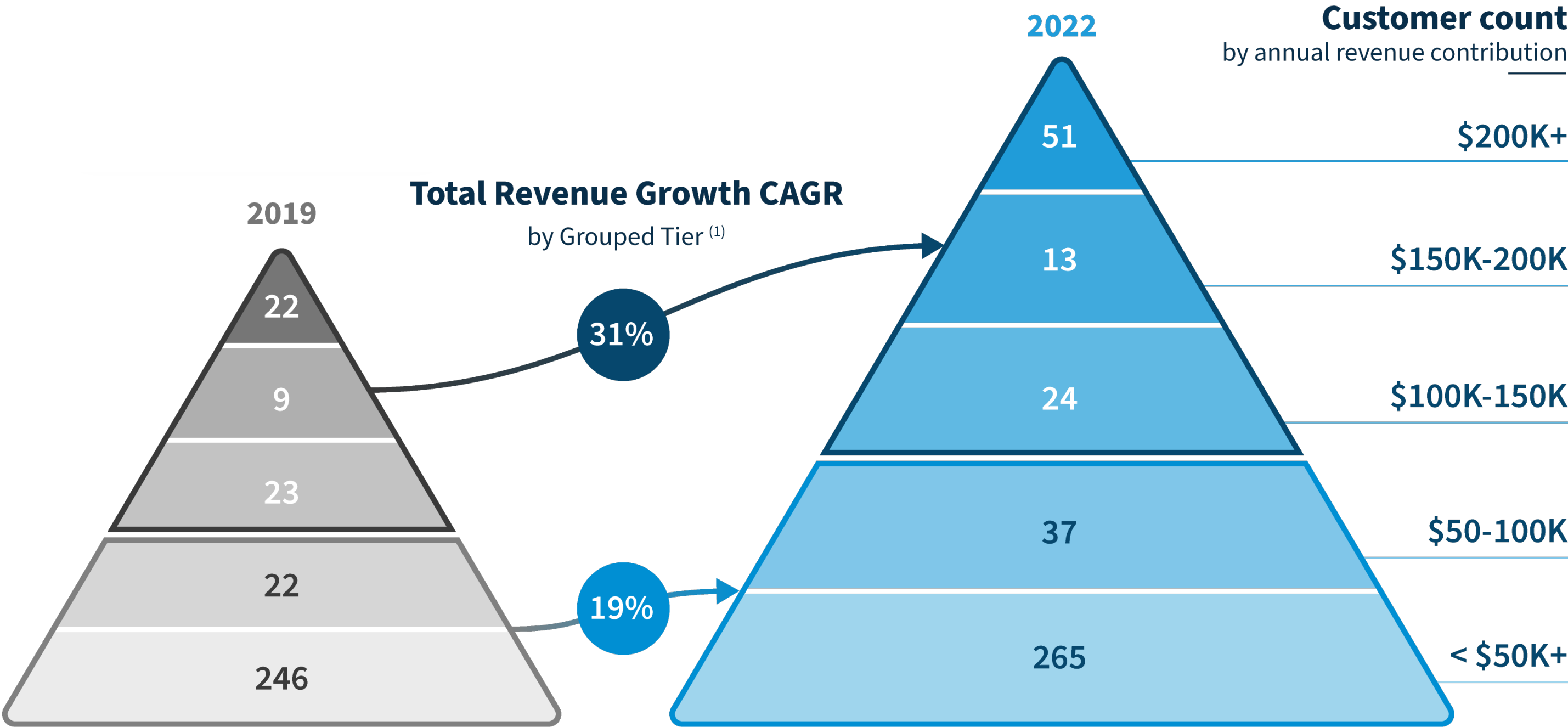


A Look into a Customer's Expansion Journey

as volume and the number of applications increase



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.

Key Financial Metrics

750+

Total customers ⁽¹⁾

430+

Core Genomics customers ⁽¹⁾

1.3 million+

Genomic Profiles Analyzed ⁽⁵⁾

~77,000+

Genomic profiles analyzed in 1Q 2023⁽¹⁾

30% - 35%

2023 constant currency ex COVID revenue growth guidance
as of May 9, 2023 ^(2,4)

37%

1Q2023 constant currency ex COVID revenue growth ⁽³⁾

69% | 73%

Q1 2023 IFRS gross profit margin | adjusted gross profit margin ⁽³⁾

~\$162M

Cash, cash equivalents, & term deposits ⁽¹⁾

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
(unaudited)

	Three months ended March 31, 2023
Revenue	\$13,966
Cost of revenue	(4,272)
Gross profit	\$9,694
Amortization of capitalized research and development expenses ⁽¹⁾	432
Adjusted gross profit	\$10,126
Gross profit margin	69%
Amortization of capitalized research and development expenses ⁽¹⁾	4%
Adjusted gross profit margin	73%

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

(Amounts in USD thousands)	2022	2023
	Q1	Q1
Revenue		
Reported Revenue	\$10,861	\$13,966
<i>Y-o-Y Growth</i>	21%	29%
Current Period Constant Currency Impact		618
Constant Currency Revenue	\$10,861	\$14,584
<i>Y-o-Y Growth</i>		34%
COVID-19 Revenue	(331)	(125)
Constant Currency Impact on COVID-19 Revenue		5
Constant Current Revenue Excluding COVID-19 Revenue	\$10,530	\$14,464
<i>Y-o-Y Growth</i>		37%

Notes to the Reconciliation of IFRS to Adjusted Financials

- (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

