Building a data-driven world

Dr. Jurgi Camblong
Chief Executive Officer & Co-Founder
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SOPHiA Genetics - Quick Snapshot

1. As of September 30, 2022, 2. As of December 31, 2022
Heterogeneity Creates Massive Challenges

Sample prep heterogeneity → Sequencer heterogeneity → Broad range of open-source bioinformatics approaches → Limited clinically relevant outcomes
We Find Signal in the Noise

Sample prep heterogeneity > Sequencer heterogeneity > Broad array of sophisticated algorithms > Targeted clinically relevant outcomes

1. Patents pending
Multimodality Further Increases Complexity

**Beyond genomics**
Radiomics • Proteomics • Metabolomics
Digital Pathology

**Amalgamation of siloed point solutions**

**Uncorrelated clinical results**
But our Algorithms are Up for the Challenge

Beyond genomics
Radiomics • Proteomics • Metabolomics
Digital Pathology

Broad array of proprietary algorithms

Personalized clinically relevant outcomes

1. Patents pending
Introducing SOPHiA DDM
Generation #2 | SOPHiA CarePath
Notable Adoption of SOPHiA DDM Platform

750+ connected healthcare institutions

- NORAM: ~110
- EMEA: ~490
- APAC: ~80
- LATAM: ~70

1.2 Million+ Genomic Profiles ANALYZED

1 Represents active customers who have generated revenue through DDM platform usage or Alamut licenses as of September 30, 2022.
But the Total Addressable Market is Significant

$35bn
Total addressable market

$21bn
Clinical
- Diagnosis ($2bn)
- Therapy Selection ($1bn)
- Monitoring ($2.5bn)

$14bn
BioPharma
- Insights and Awareness ($9bn)
Clinical TAM Supported by a Broad Set of Disease Indications

Disease Indications

- Somatic Oncology
- Liquid Biopsy
- HemOnc
- Hereditary Cancers
- Rare and Inherited Disorders

Clinical TAM

$21bn
For a Variety of Customers Producing Data Locally

University Hospitals
Comprehensive Cancer Centers
Specialty Labs
Central Labs

In-House Sequencing

Upload Data

SOPHiA Patented Algorithms

Consumption based model

Clinical Reporting

Interpret Data

Targeted Clinical Outcomes

1. Patents pending
Benefiting from a Rich Application Offering

- Trusight Oncology 500
- Hereditary Cancer
- Liquid Biopsy
- RNA Solutions
- Somatic Oncology
- Solid Tumors
- BRCA
- Onco-Hematology
- Cardiology
- Inherited & Rare Diseases
Increased Account Penetration Crucial to Expand Strategy

50% of customers currently use one SOPHiA application

37% use two or three SOPHiA applications

13% use four or more SOPHiA applications
A Look into a Customer’s Expansion Journey

**Successful partnership founded on collaboration, loyalty, and trust.**

Since 2019

- **87%** Revenue CAGR
- **46%** analysis CAGR
- **100%** of somatic business converted

**FN 1:** Approximate values

**FN 2:** Projected values as of November 30, 2022.
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. **FN 2:** Projected values as of November 30, 2022. **FN 3:** For top 20 customers, 2022 average revenue of $825K+ on a constant currency basis as compared to 2021.
The Commercial Organization is at Scale

- **NORAM**: ~10
- **LATAM**: ~10
- **EMEA**: ~25
- **APAC**: ~5

**~40**

Sales Operations & Customer Support
Strong Existing Partnership Ecosystem
Strong Existing Partnership Ecosystem

With THREE meaningful new additions
Strong Existing Partnership Ecosystem

With THREE meaningful new additions

- HITACHI
- GE Healthcare
- Thermo Fisher Scientific
- Microsoft
- SOPHiA GENETICS™
- Agilent Technologies
- QIAGEN
- DANAHER
- 华大智造
Strong Existing Partnership Ecosystem

With **THREE** meaningful new additions
BioPharma TAM is an Emerging Opportunity

BioPharma TAM
$14bn

Data
Aggregating a growing number of data modalities with partnerships

Development
Powering predictive multimodal algorithms through CarePath

Deployment
Entering markets worldwide with new solutions via our network
Strong Early Traction Across BioPharma

**PRE- AND POST- APPROVAL**

**Data**
Providing insights from multimodal datasets across decentralized network

**PRE- APPROVAL**

**Development**
Leveraging AI\(^1\) and ML\(^2\) for the development of new solutions & predictive analytics

**POST- APPROVAL**

**Deployment**
Deploying proprietary and commercial solutions

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1 AI Artificial Intelligence, 2 ML Machine Learning
Key Financial Metrics

750+
Total customers (1)(2)

380+
Recurring platform customers (1)(3)

2,750+
Users across network (1)

~260,000
Genomic profiles analyzed over last 12 months (1)

~$47.0M+
2022 revenue guidance (4)

30% – 35%
‘21 - ‘22 constant currency core revenue growth (4)

63% | 65%
Q1 – Q3 2022 IFRS gross margin | adjusted gross margin (1)(5)

~$190M
Cash, cash equivalents, & term deposits (1)

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FN 1: Represents statistic as of 09/30/2022. FN 2: Please refer to appendix for customer disclosure. FN 3: Please refer to appendix for recurring platform customer disclosure. FN 4: Represents financial outlook as of 11/8/22. FN 5: Please refer to appendix for IFRS to adjusted gross margin reconciliation.
Key Drivers for 2023 Performance

1. Somatic Oncology
   i.e. HRD, CGP

2. BioPharma
   i.e. Data & Liquid Biopsy

3. Multimodality
   i.e. CarePath
Thank You
**Customer Disclosure:** Represents active customers who have generated revenue through DDM platform usage or Alamut licenses in the trailing 12-month period as of Sept 30, 2022.

**Recurring Platform Customer Disclosure:** Defined as the number of customers who accessed our platform through the dry lab access and bundled access models and generated revenue during the specified time period, which, in this case, is the twelve months ended Sept 30, 2022.

**ARPU Disclosure:** We calculate a rolling 12-month average revenue per platform customer based on the total revenue generated by our customers divided by the total number of customers. Average revenue per platform customer is a function of analysis volume, product pricing, access model used, and customer size mix.

**NDR Disclosure:** To calculate net dollar retention, we first specify a measurement period consisting of the trailing two-year period from our fiscal period end. Next, we define a measurement cohort consisting of platform customers who use our dry lab access and bundle access models from whom we have generated revenues during the first month of the measurement period, which we believe is generally representative of our overall dry lab access and bundle access customer base. We then calculate our net dollar retention as the ratio between the U.S. dollar amount of revenue generated from this cohort in the second year of the measurement period and the U.S. dollar amount of revenue generated in the first year. Any customer in the cohort that did not use our platform in the second year is included in the calculation as having contributed zero revenue in the second year.

**LTV / CAC Disclosure:** We calculate LTV for the stated time period by dividing the average revenue per customer by the revenue churn rate, which we define as the annualized revenues we estimate to have lost from customers who have not generated revenue over the past 12 months in that period based on their average quarterly revenue contributions from point of onboarding as a percentage of total recurring platform revenue and multiplying by average gross margin for dry lab and bundle access customers. We calculate CAC for the stated time period based on sales and marketing expenses divided by the number of new customers that we acquired who have generated revenue over the period.

**RPO Disclosure:** Remaining performance obligation ("RPO") as of a determination date is defined as the approximate revenue expected by SOPHiA GENETICS SA ("the Company") for the three-year period beginning after such determination date based on its existing contracts. The Company classifies its contracts with customers into four types: hard commitment, public tenders, soft commitment, no commitment. Hard contracts contain legally enforceable minimum order amounts. Public tenders are contracts with public institutions pursuant to a request for proposal process that specify expected minimum order amounts. Soft commitment contracts contain expected order amounts that are not legally enforceable but contain certain incentives for the customer to achieve such order amounts. No commitment contracts have expected order amounts that are not legally enforceable and do not contain any incentives for the customer to achieve such order amounts. In calculating RPO, the Company assumes that it will (i) collect on all revenues associated with the minimum order amounts in hard commitment contracts and public tenders entered into prior to January 1, 2022, (ii) collect on a percentage of revenues associated with the expected order amounts in hard commitment contracts entered into prior to January 1, 2022, with such percentage being equal to the percentage of total recurring platform revenue and multiplying by average gross margin for dry lab and bundle access customers. We calculate CAC for the stated time period based on sales and marketing expenses divided by the number of new customers that we acquired who have generated revenue over the period.
# Reconciliation of IFRS to Adjusted Gross Profit and Gross Profit Margin for the Nine Months Ended September 30, 2022

## Amounts in USD thousands (unaudited)

<table>
<thead>
<tr>
<th>Description</th>
<th>Nine months ended September 30, 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$34,176</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>(12,552)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>$21,624</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>755</td>
</tr>
<tr>
<td><strong>Adjusted gross profit</strong></td>
<td>$22,379</td>
</tr>
</tbody>
</table>

**Gross profit margin**

<table>
<thead>
<tr>
<th>Description</th>
<th>63%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Adjusted gross profit margin</strong></td>
<td>65%</td>
</tr>
</tbody>
</table>
### Summary Income Statement, Balance Sheet, & Cash Flow

(Amounts in USD thousands)

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IFRS Revenue</td>
<td>$8,976</td>
<td>$10,178</td>
<td>$10,937</td>
</tr>
<tr>
<td>Y-o-Y Growth</td>
<td>20%</td>
<td>72%</td>
<td>45%</td>
</tr>
<tr>
<td>Current Period Constant Currency Impact</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant Currency Revenue</td>
<td>$8,976</td>
<td>$10,178</td>
<td>$10,937</td>
</tr>
<tr>
<td>Y-o-Y Growth</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>COVID-19 Revenue</td>
<td>(632)</td>
<td>(653)</td>
<td>(653)</td>
</tr>
<tr>
<td>Constant Currency Impact on COVID-19 Revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant Current Revenue Excluding COVID-19 Revenue</td>
<td>$8,344</td>
<td>$9,525</td>
<td>$9,706</td>
</tr>
<tr>
<td>Y-o-Y Growth</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>(3,359)</td>
<td>(3,948)</td>
<td>(3,815)</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$5,617</td>
<td>$6,230</td>
<td>$6,544</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>63%</td>
<td>61%</td>
<td>63%</td>
</tr>
<tr>
<td>Amortization of Capitalized R&amp;D Expenses (1)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Damaged Inventory Write-off (2)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted Gross Profit</strong></td>
<td>$5,685</td>
<td>$6,339</td>
<td>$6,696</td>
</tr>
<tr>
<td>Adjusted Gross Margin</td>
<td>63%</td>
<td>62%</td>
<td>65%</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>($6,180)</td>
<td>($6,385)</td>
<td>($7,655)</td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td>(4,882)</td>
<td>(7,573)</td>
<td>(7,706)</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>(8,633)</td>
<td>(8,224)</td>
<td>(11,689)</td>
</tr>
<tr>
<td>Other Operating Income / (Expense), Net</td>
<td>24</td>
<td>28</td>
<td>4</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td>($14,054)</td>
<td>($15,924)</td>
<td>($20,502)</td>
</tr>
<tr>
<td>Amortization of Intangibles (3)</td>
<td>152</td>
<td>162</td>
<td>142</td>
</tr>
<tr>
<td>Share-Based Compensation Expense (4)</td>
<td>639</td>
<td>1,197</td>
<td>3,038</td>
</tr>
<tr>
<td>Non-Cash Pension Expense (5)</td>
<td>177</td>
<td>157</td>
<td>188</td>
</tr>
<tr>
<td>Non-Recurring IPO-related Expense (6)</td>
<td>323</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted Operating Loss</strong></td>
<td>($12,695)</td>
<td>($14,299)</td>
<td>($16,982)</td>
</tr>
<tr>
<td>Adjusted Operating Margin</td>
<td>(141%)</td>
<td>(104%)</td>
<td>(164%)</td>
</tr>
<tr>
<td><strong>Weighted Average Basic Shares</strong></td>
<td>48,019,413</td>
<td>48,917,028</td>
<td>60,172,641</td>
</tr>
<tr>
<td><strong>Cash, Cash Equivalents, &amp; Term Deposits</strong></td>
<td>$78,297</td>
<td>$64,134</td>
<td>$280,557</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>$134</td>
<td>$1,181</td>
<td>$1,349</td>
</tr>
<tr>
<td>Capitalized Research &amp; Development Expenses</td>
<td>$789</td>
<td>$852</td>
<td>$889</td>
</tr>
</tbody>
</table>

(1) Amortization of Capitalized R&D Expenses
(2) Damaged Inventory Write-off
(3) Amortization of Intangibles
(4) Share-Based Compensation Expense
(5) Non-Cash Pension Expense
(6) Non-Recurring IPO-related Expense

**Notes:**
- All amounts are in USD thousands.
- Y-o-Y Growth indicates year-over-year growth.
- Constant Currency Revenue excludes the impact of currency fluctuations.
- Adjusted Gross Profit and Adjusted Gross Margin exclude specific items for a clearer view of core operations.
- Operating Loss includes Amortization of Intangibles, Share-Based Compensation Expense, and other non-cash expenses.
- Adjusted Operating Loss excludes non-recurring and non-cash expenses, providing a more comparable view of core operating performance.
- Weighted Average Basic Shares reflect the average number of shares outstanding for the period.
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.

(2) Damaged inventory write-off consists of expenses associated with the write-off of inventory that were damaged as a result of a refrigeration equipment malfunction. These expenses are not expected to be a recurring event in our business, but we expect such expenses could still be incurred from time to time.

(3) 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.

(4) 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.

(5) 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.

(6) Non-recurring IPO-related expenses represent expenses incurred for our initial public offering that were not capitalized and are not expected to be recurring during the ordinary course of our business.
Platform Analysis Volume Has Been Growing Consistently

Note: Represents statistic as of 09/30/2022. Includes recurring platform customer analyses volume.