



J.P. Morgan Healthcare Conference

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Jurgi Camblong

CEO and Co-Founder at SOPHiA GENETICS

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This presentation includes preliminary and unaudited results of operations. In preparing this information, management made a number of complex and subjective judgments and estimates about the appropriateness of certain reported amounts and disclosures. Our actual financial results for the quarter and year ended December 31, 2023 have not yet been finalized by management or audited or reviewed by the Company's independent auditors. The preliminary financial information is not a comprehensive statement of all financial results for the quarter or year ended December 31, 2023. Subsequent information or events may lead to material differences between the preliminary financial results and those reported in our subsequent SEC filings. Accordingly, you should not place undue reliance on these preliminary financial results.





Explosion of healthcare data



Advancements in cloud-based computing

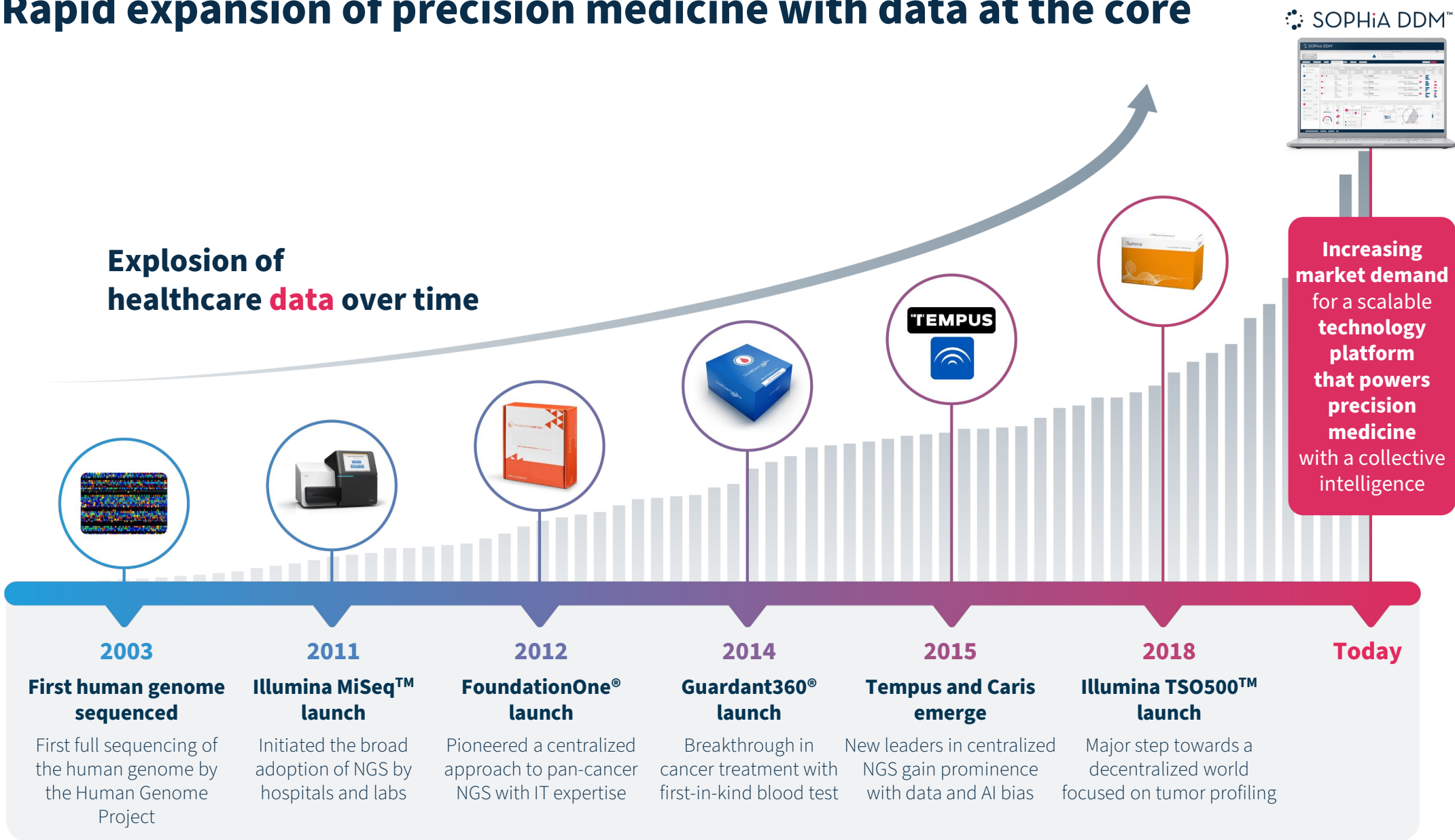


Developments in artificial intelligence

The age of data-driven medicine

 SOPHiA DDM™

Rapid expansion of precision medicine with data at the core



We are targeting a sizeable addressable market

Clinical market

Generating insights from multimodal data to help Clinicians with screening, early detection, diagnosis, therapy selection, and monitoring

\$25B

BioPharma market

Generating insights from multimodal data to help BioPharma companies with drug discovery, development, and deployment

\$15B



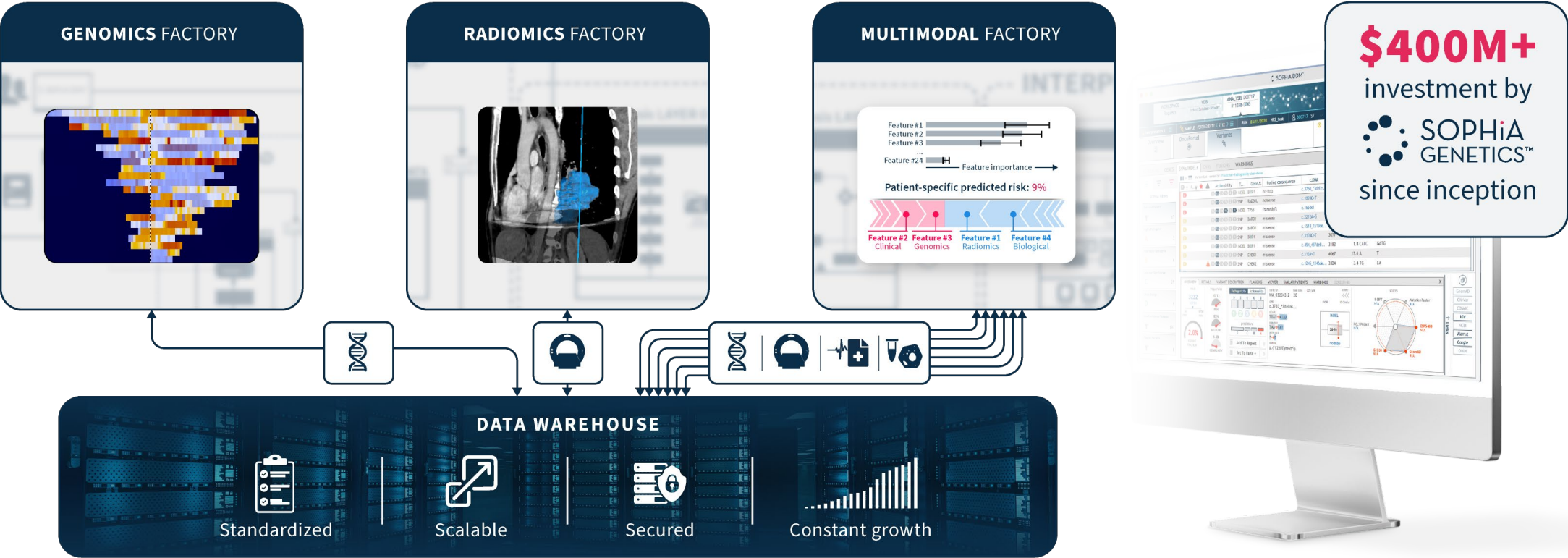
The decentralized, cloud-based analytics platform at the center of it all

\$40B

market opportunity



Industry-leading multimodal capabilities driven by AI makes us the platform of choice for actionable patient insights



Underpinned by universal compatibility and a decentralized approach



ACCURATE



AI/ML powered to accurately analyze and standardize data

UNIVERSAL



Technology agnostic to be easily integrated in your existing workflow

DECENTRALIZED



In-house analytics to **maintain institutional ownership** of samples and data

INTEROPERABLE WORKFLOWS



Seamless, automated data transfer between technologies, EHR, LIMS, databases, and interpretation tools for streamlined workflows

SCALABLE



CPUs operating in tandem with powerful NVIDIA GPUs to **process computationally heavy workloads**

SECURED



- HIPAA and GDPR compliant
- Strict access control
- End-to-end encryption
- MSFT Azure Cloud-based data storage
- Distributed file system



FY 2023 highlights



750+

Healthcare
institutions using
SOPHiA DDM™¹



87

New core genomics
customers signed in
2023²



315K+

Analysis volume on
SOPHiA DDM™ in
2023³

- (1) Total customer count reported from the 12-month period ending November 30, 2023.
- (2) New signed core genomics customers as of December 31, 2023.
- (3) Analysis volume reported as of December 31, 2023. Figure includes volumes related to COVID-19.

Q4 2023 highlights



35

New core genomics
customers signed in
Q4¹



80K+

Analysis volume on
SOPHiA DDM™ in
Q4²

(1) New signed core genomics customers as of December 31, 2023.

(2) Analysis volume reported as of December 31, 2023. Figure includes volumes related to COVID-19.

SOPHiA DDM™ serves oncology and rare disease patients with a comprehensive portfolio of applications across the patient journey





ONCOLOGY

>25 Million New Cancer Cases per Year

- Hereditary Cancers
- Solid Tumors
- HemOnc
- Liquid Biopsy



RARE & INHERITED DISORDERS

~5% of the global population suffers from a RD

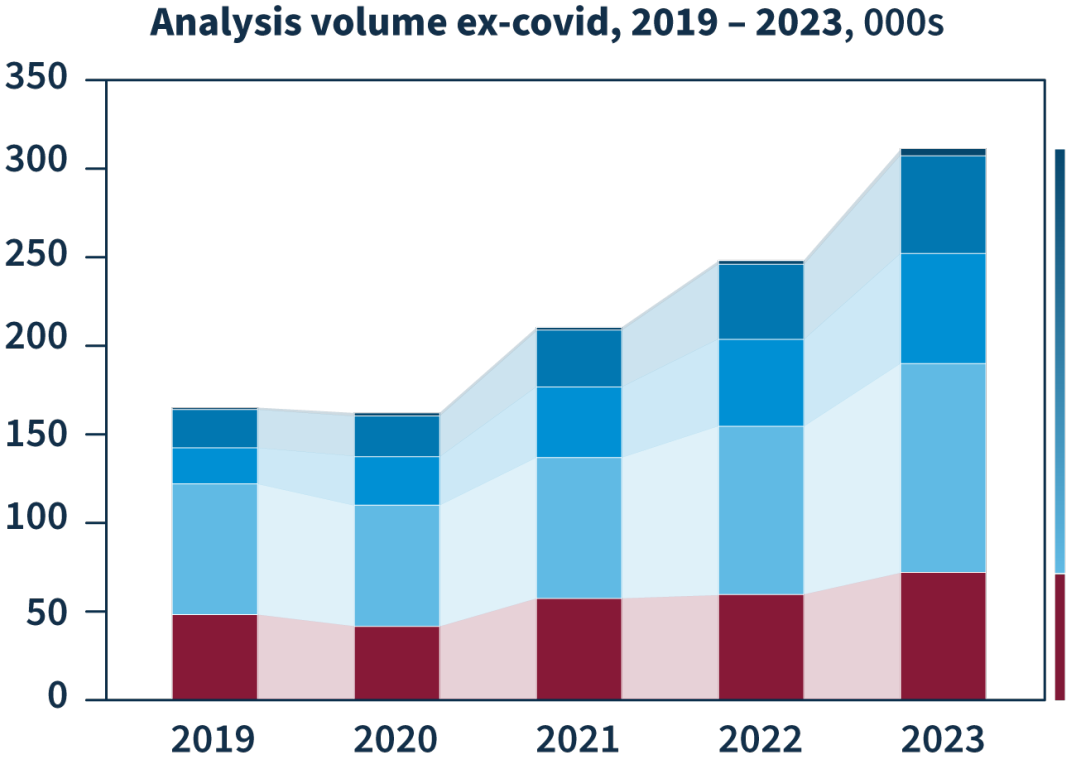
- Inherited Disorders
- Rare Diseases



- Brain
- Lung
- Cardiac
- Breast
- Intestine
- Liver
- Kidney
- Prostate
- Ovary
- Bladder



Analysis volume on SOPHiA DDM™ is growing rapidly across all applications



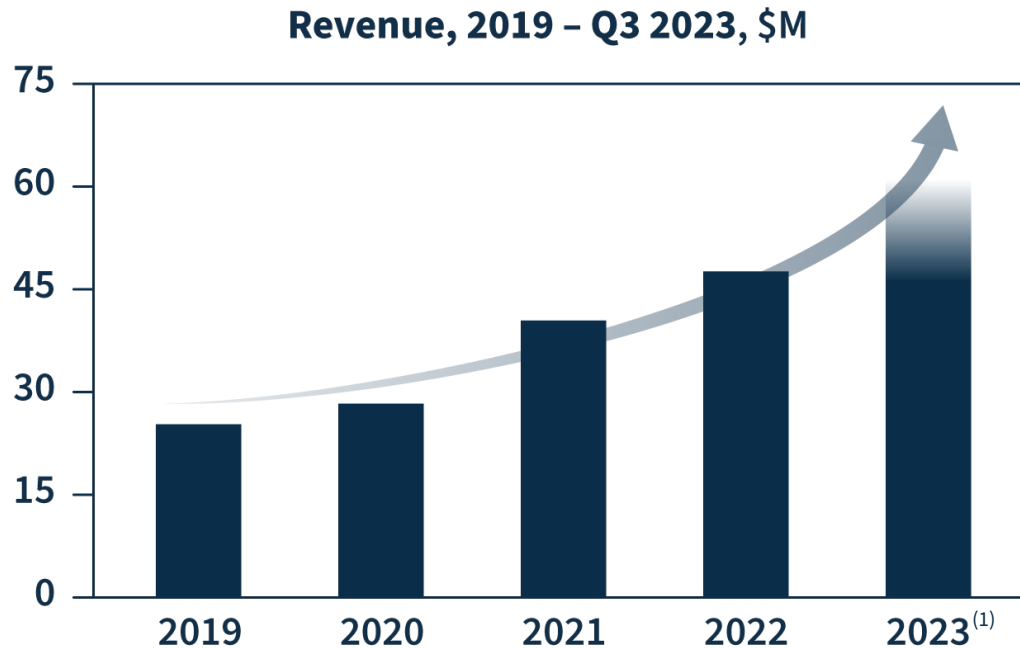
Oncology

Rare & Inherited disorders

Application	2023 growth% ¹
● Liquid Biopsy	362%
● SolidTumors	32%
● HemOnc	26%
● Hereditary Cancers	25%
● Rare & Inherited disorders	19%



Platform consumption driving strong revenue growth in 2023 and beyond



40%
y/y reported
revenue growth
in Q3 2023

37%
y/y revenue growth
constant currency,
ex-covid in Q3 2023

FY results expected to be in line with guidance provided at Q3 earnings:

- **Reported revenue growth:** Full-year growth at or above 30%
- **Constant currency revenue growth excluding COVID-19 revenue:** Full-year growth between 30% and 35%
- **Operating loss:** FY 2023 below FY 2022 operating Loss levels

Key growth drivers in 2024:

- **Solid tumors:** Increasing complexity of signatures including **HRD**
- **Liquid biopsy (LBx):** Growing demand on MSK-ACCESS[®] powered with SOPHiA DDM[™]
- **US:** Significant momentum mounting with recent wins



SOPHiA DDM™’s best-in-class HRD application

SOPHiA GENETICS proprietary algorithm GInger™ uses a unique, patented method of detecting HRD and other cancer types





HRD delivering substantial growth in 2023 and beyond




Expanding our success in oncology with a world-class application in LBx

**MSK selected SOPHiA DDM™ in 2022
to deploy MSK-ACCESS® globally**


Memorial Sloan Kettering
Cancer Center™

 SOPHiA DDM™



AstraZeneca



Proprietary algorithm
for molecular barcoding
ensures accuracy



Cloud-based platform
enables decentralization
at scale


Universal compatibility
ideal for widespread
adoption

**Massive market excitement driven
by early adopters and BioPharma-
sponsored deployment**


New logo
announcement


First to adopt
MSK-ACCESS® in November


Sponsoring deployment
globally



Significant momentum in the US market

Announcing the signing of
Tennessee Oncology



TENNESSEE
ONCOLOGY

- Tennessee Oncology, **one of the largest cancer care networks** with over 30 locations, becomes the latest US customer to adopt **MSK-ACCESS® powered with SOPHiA DDM™**
- MSK-ACCESS® and MSK-IMPACT® powered with SOPHiA DDM™ are **substantial growth drivers in the US** with brand-name appeal
- Momentum is building as **more top US cancer centers adopt SOPHiA DDM™**

MOFFITT
CANCER CENTER

UCSF Health

HENRY
FORD
HEALTH

BioReference®

UNC
HEALTH

Memorial
Healthcare System

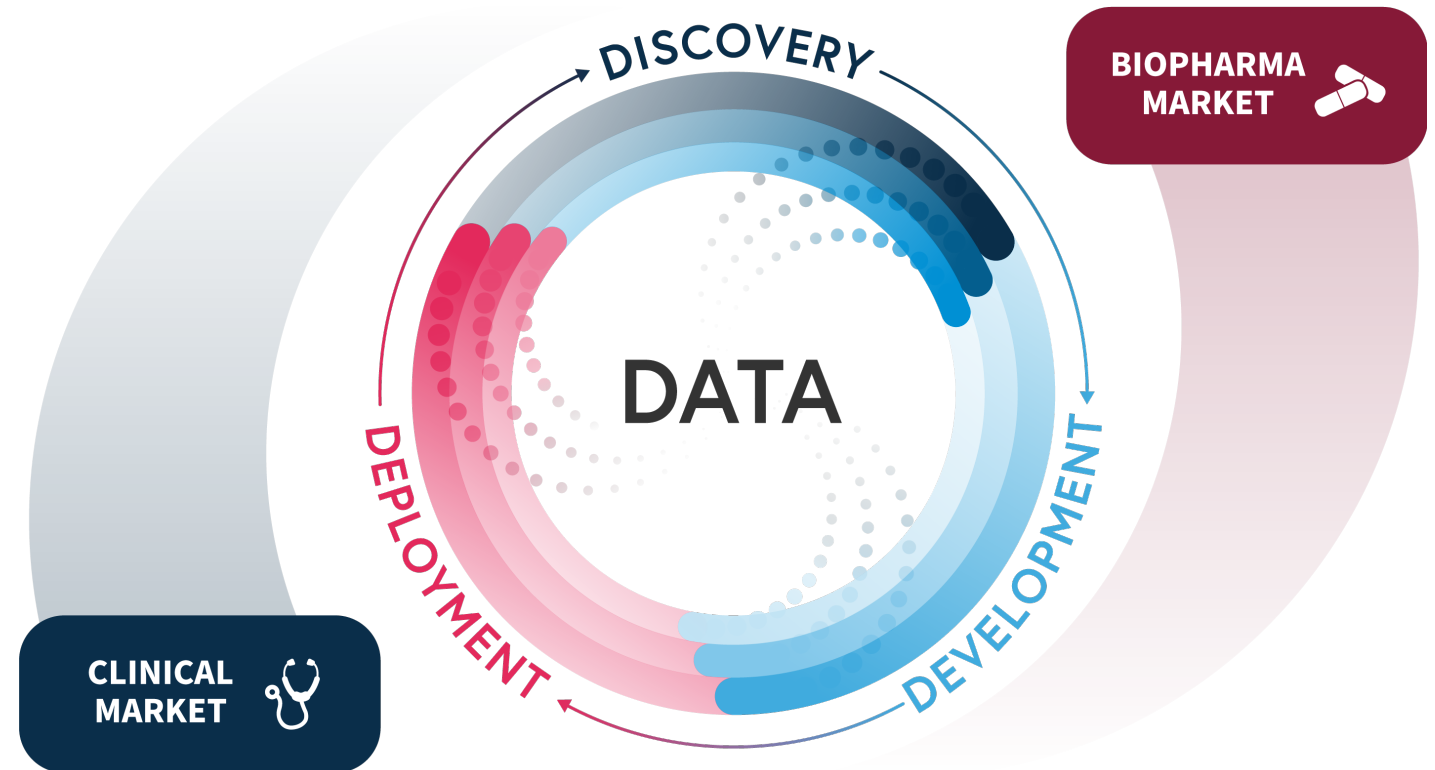
M
MICHIGAN MEDICINE
UNIVERSITY OF MICHIGAN



The Clinical and BioPharma flywheel

DEPLOYING SOPHiA DDM™ in the clinical market creates a flywheel effect...

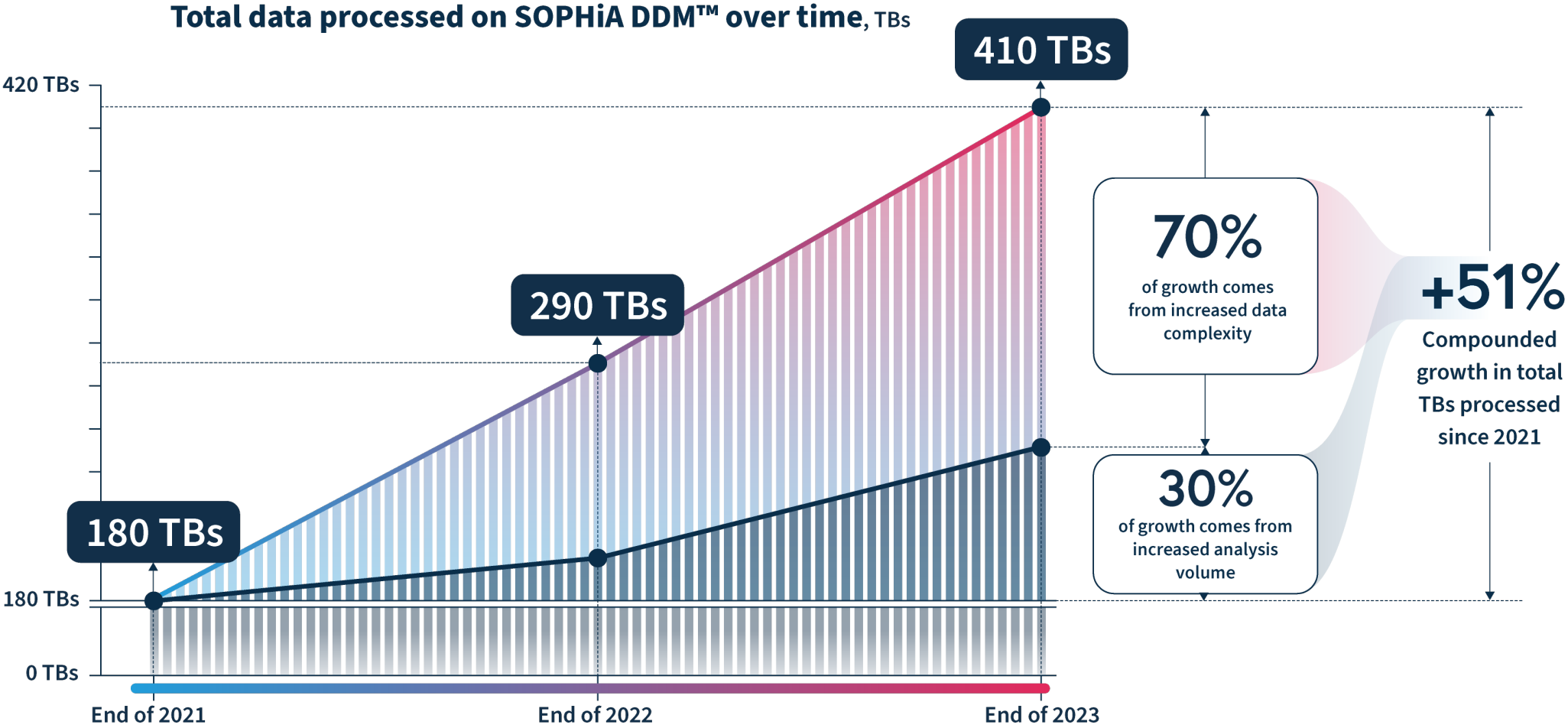
... by collecting data and insights which enable BioPharma customers to **DISCOVER** and **DEVELOP** better treatments as well as **DEPLOY** their treatments to new populations



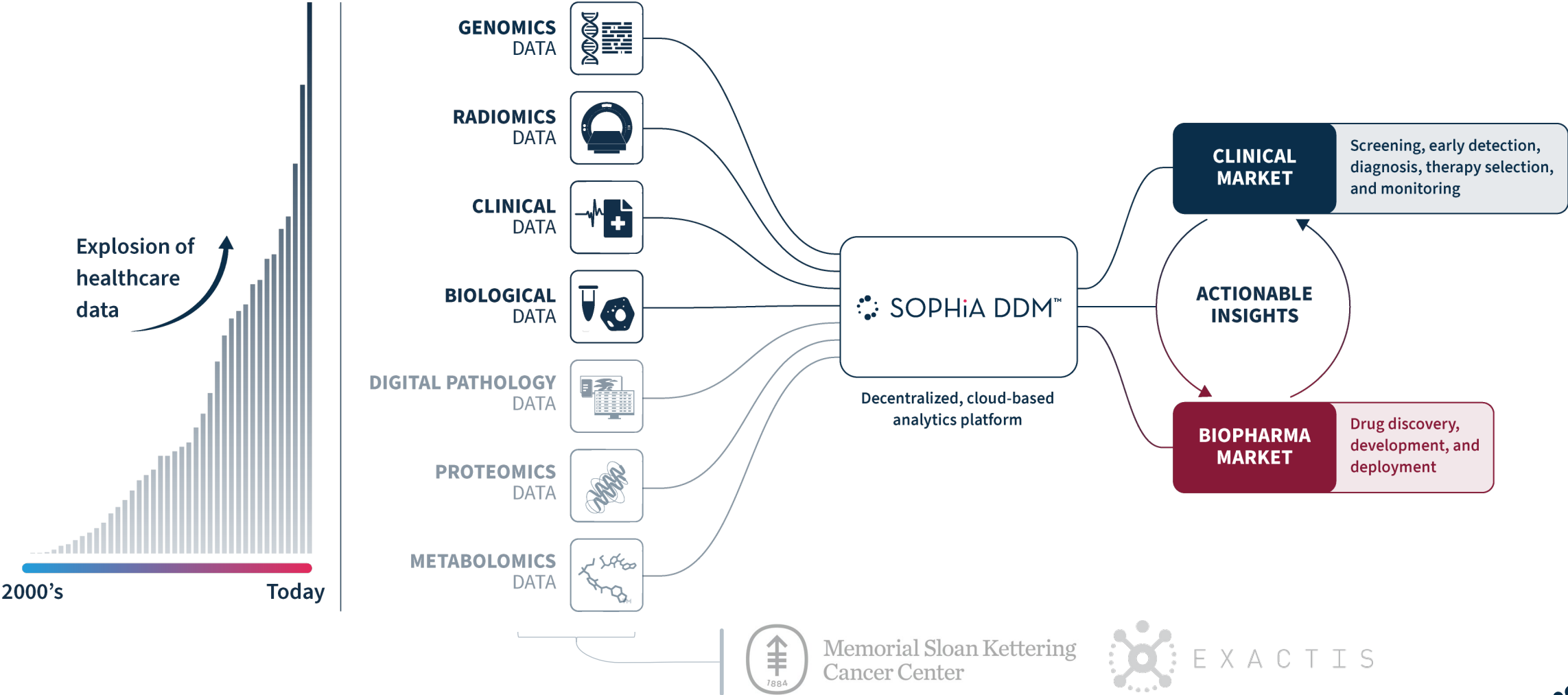
The background of the entire image is a dense collage of numerous small, square portrait photographs of people from various ethnicities and ages. Overlaid on this collage are glowing digital effects, including streams of white particles and binary code (0s and 1s) that create a sense of data flow and connectivity.

Building a new age of medicine,
with data at the center of every decision we make

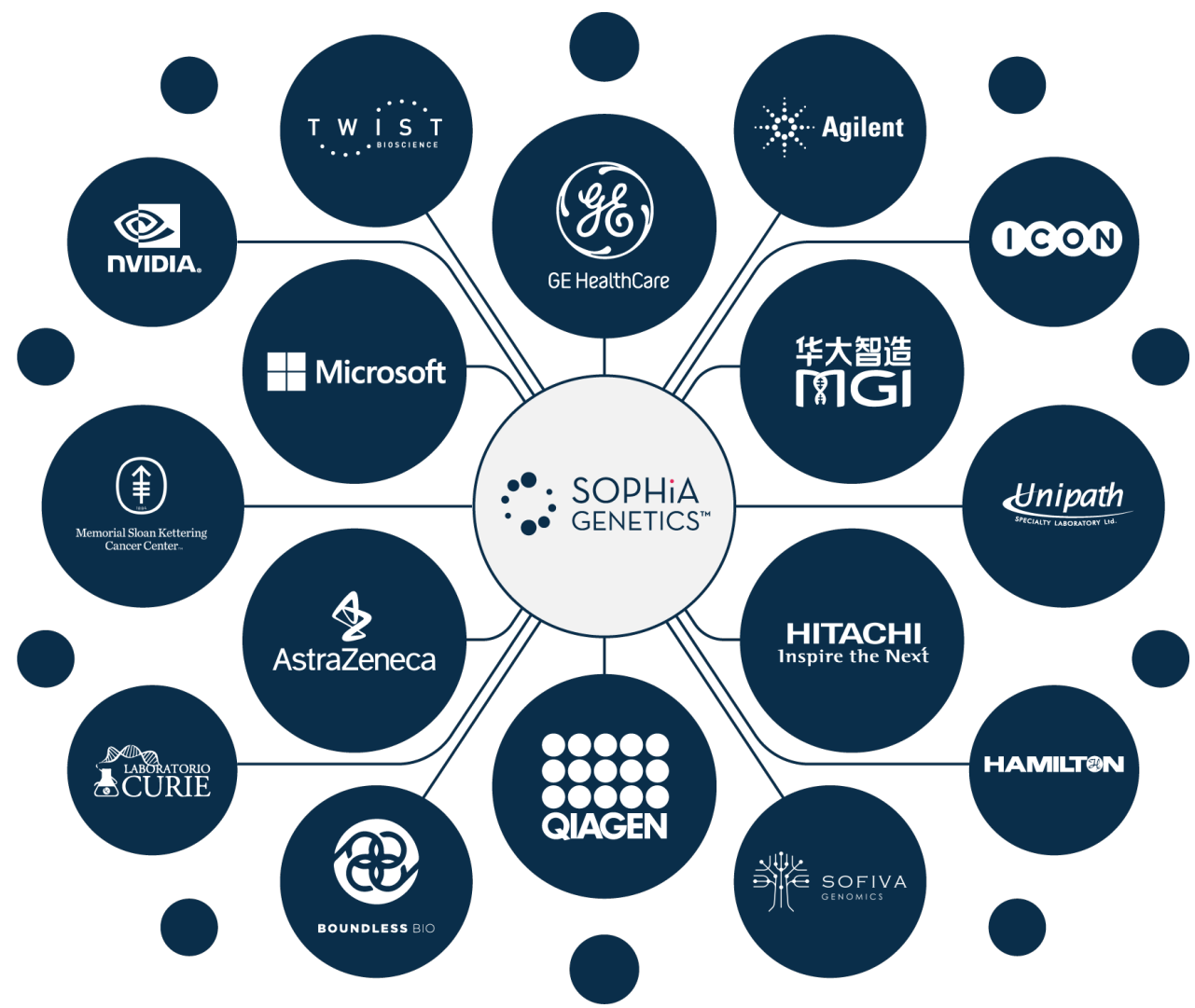
Data processed on SOPHiA DDM™ has exploded over the years



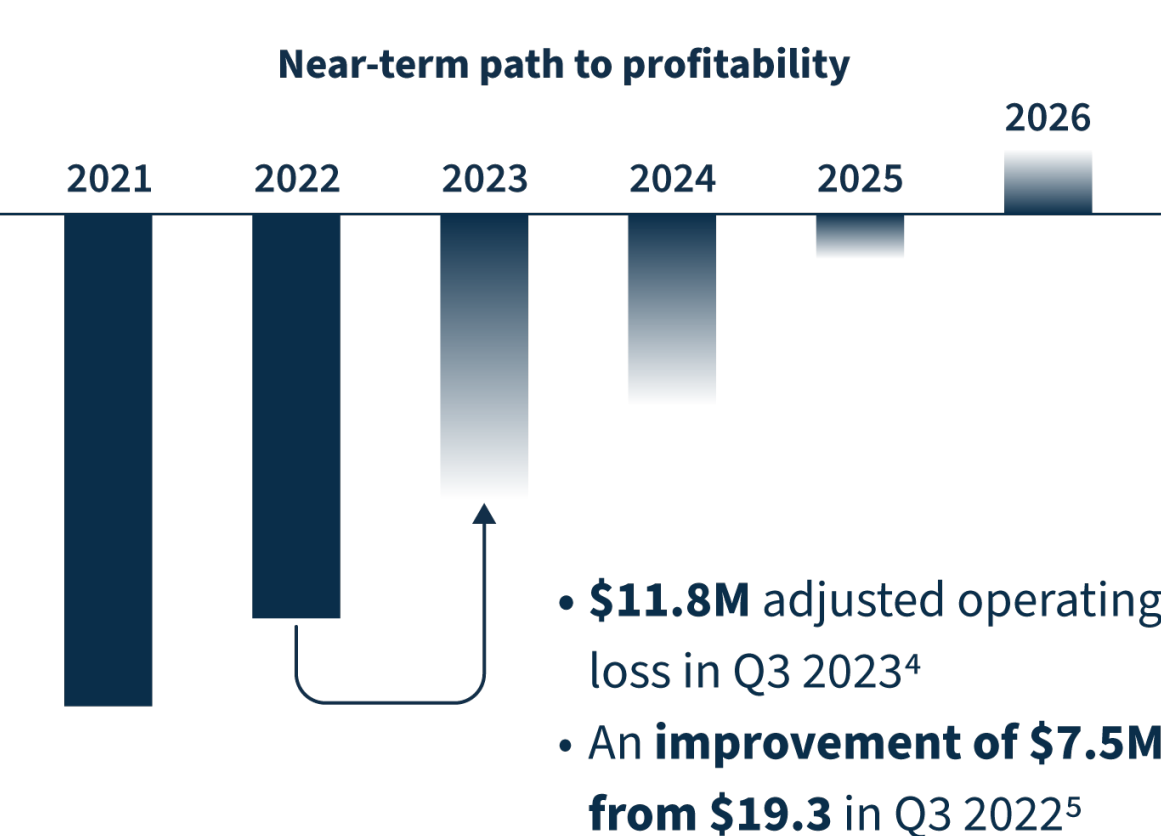
SOPHiA DDM™ connects multimodal data globally to enable the age of data-driven medicine



But we are not alone in this mission



We are committed to achieve profitability over the next 2+ years



Backed by a consistent track-record of strong top- and bottom-line improvement

40%

YoY IFRS revenue growth in Q3 2023

37%

YoY revenue growth constant currency, ex-COVID in Q3 2023

73%

Adjusted gross margin in Q3 2023¹

9,300bps

YoY adjusted operating margin improvement in Q3 2023²

5 quarters

out of 7 of continued adj. operating margin improvement from Q1 2022 to Q3 2023

42%

YoY cash burn improvement with cash balance of **\$132.8M** as of Q3 2023³

(1) IFRS gross margin in Q3 2023 of 69%.

(2) IFRS operating margin improvement in Q3 2023 of 10,200 bps.

(3) Cash burn represents the change in cash and cash equivalents during the quarter.

(4) IFRS operating loss of \$16.5M

(5) IFRS operating loss improvement of \$7.1M from \$23.6M





Democratizing Data-Driven Medicine, **Together**

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

(Amounts in USD Thousands)	Q3 2022	Q3 2023	Y-o-Y Growth
IFRS Revenue	\$11,648	\$16,303	40%
Current Period Constant Currency Impact ⁽¹⁾	—	(766)	
Constant Currency Revenue	\$13,800	\$15,537	33%
COVID-19 Related Revenue	(290)	(16)	
Constant Currency Impact on COVID-19-Related Revenue	—	—	
Constant Currency Revenue Excluding COVID-19-Related Revenue	\$13,563	\$15,521	37%

Presentation of Constant Currency Revenue and Excluding COVID-19-Related Revenue

SOPHiA GENETICS operates internationally, and its revenues are generated primarily in the U.S. dollar, the euro and Swiss franc and, to a lesser extent, British pound, Australian dollar, Brazilian real, Turkish lira and Canadian dollar depending on the company's customers' geographic locations. Changes in revenue include the impact of changes in foreign currency exchange rates. We present the non-IFRS financial measure "constant currency revenue" (or similar terms such as constant currency revenue growth) to show changes in revenue without giving effect to period-to-period currency fluctuations. Under IFRS, revenues received in local (non-U.S. dollar) currencies are translated into U.S. dollars at the average monthly exchange rate for the month in which the transaction occurred. When the company uses the term "constant currency", it means that it has translated local currency revenues for the current reporting period into U.S. dollars using the same average foreign currency exchange rates for the conversion of revenues into U.S. dollars that we used to translate local currency revenues for the comparable reporting period of the prior year. The company then calculates the difference between the IFRS revenue and the constant currency revenue to yield the "constant currency impact" for the current period.

The company's management and board of directors use constant currency revenue growth to evaluate growth and generate future operating plans. The exclusion of the impact of exchange rate fluctuations provides comparability across reporting periods and reflects the effects of customer acquisition efforts and land-and-expand strategy. Accordingly, it believes that this non-IFRS measure provides useful information to investors and others in understanding and evaluating revenue growth in the same manner as the management and board of directors. However, this non-IFRS measure has limitations, particularly as the exchange rate effects that are eliminated could constitute a significant element of its revenue and could significantly impact performance and prospects. Because of these limitations, you should consider this non-IFRS measure alongside other financial performance measures, including revenue and revenue growth presented in accordance with IFRS and other IFRS results.

In addition to constant currency revenue, the company presents constant currency revenue excluding COVID-19-related revenue to further remove the effects of revenues that are derived from sales of COVID-19-related offerings, including a NGS assay for COVID-19 that leverages the SOPHiA DDMTM Platform and related products and solutions analytical capabilities and COVID-19 bundled access products. SOPHiA GENETICS do not believe that these revenues reflect its core business of commercializing its platform because the company's COVID-19 solution was offered to address specific market demand by its customers for analytical capabilities to assist with their testing operations. The company does not anticipate additional development of its COVID-19-related solution as the pandemic transitions into a more endemic phase and as customer demand continues to decline. Further, COVID-19-related revenues did not constitute, and the company does not expect COVID-19-related revenues to constitute in the future, a significant part of its revenue. Accordingly, the company believes that this non-IFRS measure provides useful information to investors and others in understanding and evaluating its revenue growth. However, this non-IFRS measure has limitations, including that COVID-19-related revenues contributed to the company's cash position, and other companies may define COVID-19-related revenues differently. Because of these limitations, you should consider this non-IFRS measure alongside other financial performance measures, including revenue and revenue growth presented in accordance with IFRS and other IFRS results.



Reconciliation of IFRS Financials to Adjusted Financials

(Amounts in USD Thousands)	FY 2022				FY 2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
IFRS Revenue	\$10,861	\$11,667	\$11,648	\$13,384	\$13,966	\$15,054	\$16,303
Gross Profit	\$6,710	\$7,620	\$7,293	\$9,631	\$9,694	\$10,047	\$11,273
<i>Gross Margin</i>	62%	65%	63%	72%	69%	67%	69%
Amortization of Capitalized Development Expenses ⁽¹⁾	198	253	304	378	432	496	552
Adjusted Gross Profit	\$6,908	\$7,873	\$7,597	\$10,009	\$10,126	\$10,543	\$11,825
<i>Adjusted Gross Margin</i>	64%	67%	65%	75%	73%	70%	73%

(Amounts in USD Thousands)	FY 2022				FY 2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
IFRS Revenue	\$10,861	\$11,667	\$11,648	\$13,384	\$13,966	\$15,054	\$16,303
Operating Profit / (Loss)	(\$25,021)	(\$24,079)	(\$23,639)	(\$15,083)	(\$19,287)	(\$20,047)	(\$16,544)
<i>Operating Margin</i>	(230%)	(206%)	(203%)	(113%)	(138%)	(133%)	(101%)
Amortization of Capitalized Development Expenses ⁽¹⁾	198	253	304	378	432	496	552
Share-Based Compensation Expense ⁽²⁾	3,471	3,889	3,657	2,596	2,430	4,676	3,930
Amortization of Intangible Expense ⁽³⁾	158	188	191	110	173	179	184
Non-Cash Pension Expense ⁽⁴⁾	194	177	173	(77)	78	84	69
Adjusted Operating Profit / (Loss)	(\$21,000)	(\$19,571)	(\$19,314)	(\$12,076)	(\$16,174)	(\$14,612)	(\$11,809)
<i>Adjusted Operating Margin</i>	(193%)	(168%)	(166%)	(90%)	(116%)	(97%)	(72%)

Notes to the Reconciliation of IFRS to Adjusted Financial Measures Tables

- (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 remains a recurring expense for our business as we continue to make contributions to our plans for the foreseeable future.

