Welcome

Jennifer Pottage, Head of Investor Relations

**Opening remarks**
Troy Cox, Chairman of the Board

1:30pm – 2:40pm

**Building a data-driven world**
Dr. Jurgi Camblong, Chief Executive Officer

**Growing the SOPHiA network**
Ken Freedman, Chief Revenue Officer

2:40pm – 2:55pm

**Capitalizing on our expanding biopharma opportunity**
Peter Casasanto, Chief BioPharma Officer

2:55pm – 4:30pm

**The importance of global collective intelligence**
Dr. Philippe Menu, Chief Medical Officer

**Building the platform of the future**
Abhi Verma, Chief Technology Officer & Dr. Zhenyu Xu, Chief Scientific Officer

4:30pm – 5:30pm

**Delivering value creation via sustainable growth**
Ross Muken, Chief Financial Officer

**Executive Q&A**
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Opening remarks

Troy Cox
Chairman of the Board
A perspective shaped from 30+ years in the industry
Nasdaq Welcomes
SOPHIA GENETICS, Inc.
SOPH Nasdaq Listed

Nasdaq
Things you will hear frequently today

- Better informed decisions
- Global network connectivity
- Decentralized platform
- Uniquely qualified as an enabler
VIDEO
Building a data-driven world

Dr. Jurgi Camblong
Chief Executive Officer & co-founder
Meet
SOPHiA GENETICS™

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

2011
Year Founded

IPO
July 23, 2021

500
SOPHiANS

750+
Connected Healthcare Institutions

~70
Countries

1M+
Genomic Profiles Analyzed
Precision medicine opportunities
Building the future with machine learning and knowledge sharing

**Past**
- Disconnected
- Data silos
- Suboptimal ROI
- Difficult to scale
- Limited

**Beyond**
- Machine learning
- Decentralized
- Global network
- Scalable
- Knowledge sharing
- Multimodal
Our ambitious mission started in genomics

2011

Next Generation Sequencing (NGS)

Revolutionary DNA-sequencing technology, but creates large, complex, and noisy datasets for analysis.
SOPHiA DDM Platform
our cloud-native software leverages the power of data analytics and predictive AI to transform the practice of healthcare

- Oncology
- Rare and Inherited Diseases
We are a first mover with critical mass

750+ connected healthcare institutions

<table>
<thead>
<tr>
<th>NORAM</th>
<th>EMEA</th>
<th>APAC</th>
<th>LATAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>~110</td>
<td>~490</td>
<td>~80</td>
<td>~70</td>
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</table>

1 Represents active customers who have generated revenue through DDM platform usage or Alamut licenses
Patient journey of the future

<table>
<thead>
<tr>
<th>Symptoms onset</th>
<th>Diagnosis</th>
<th>First line treatment</th>
<th>Monitoring</th>
<th>Progression</th>
<th>2nd line treatment</th>
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<tbody>
<tr>
<td></td>
<td>Clinical</td>
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<td>Imaging</td>
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<td>Histopathology</td>
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<td>Lab tests</td>
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<tr>
<td></td>
<td>Genomics</td>
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</table>

**GENERATION #1**
Patient journey of the future

<table>
<thead>
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<th>Symptoms onset</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Clinical</td>
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<td><img src="DiagramIcon4.png" alt="Icon" /></td>
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<tr>
<td>Imaging</td>
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<td>Histopathology</td>
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<td>Lab tests</td>
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<tr>
<td>Genomics</td>
<td><img src="DiagramIcon21.png" alt="Icon" /></td>
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</tr>
</tbody>
</table>

**GENERATION #1**

**GENERATION #2**
Predictive models will support data-driven medicine vs. hypothesis-driven medicine.

**DEEP-LUNG-IV**

To date:
- ~80% predictive value
- 23 participating sites
- 7 countries
- ~900 patients
From 23 sites today for Lung cancer
750+ sites for Lung cancer Expanding
Beyond lung

- Lung cancer
- Breast cancer
- Brain cancer
- Kidney cancer
- Colorectal cancer
In the next phase

... we see the patients of today benefitting the patients of tomorrow
Extensive partner ecosystem
joining forces to shape healthcare’s data-driven future
Raising the bar for collective intelligence

A unified vision to create a new gold standard for cancer care

Clinico-Genomic Database
- Decentralized cloud-native database

MSK-IMPACT® (Powered with SOPHiA DDM™)
- Pan cancer, tumor-sequencing solution

Other Collaborative Activities
- Diagnostic technology development
Massive market opportunity with room to grow

$35bn
Total addressable market

$21bn
Clinical

$14bn
BioPharma

Note: This slide presents our estimated addressable market for 2021. These estimates are primarily based on epidemiological data, including incidence and prevalence estimates of addressable populations for each application, as well as a range of price assumptions for our products taking into account differences in panel sizes.
Massive market opportunity with room to grow

$35bn
Total addressable market

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

$14bn
BioPharma
- Insights and Awareness ($9bn)

Note: This slide presents our estimated addressable market for 2021. These estimates are primarily based on epidemiological data, including incidence and prevalence estimates of addressable populations for each application, as well as a range of price assumptions for our products taking into account differences in panel sizes.
A biopharma partnership united in purpose
Optimize, validate, and deploy ecDNA algorithms across technologies to improve patient selection and access

Cloud-native software company developing and deploying innovative solutions through SOPHiA DDM™

Next generation precision oncology company advancing the first ecDNA-directed therapies (ecDTx) for patients with oncogene amplified cancers
All SOPHiANS are KEY for our success

our people and teams are agile, collaborative, and mission-driven

Fearlessly Adventurous
There isn’t a peak we are not prepared to climb together to achieve our mission

Resilient and Nimble
We don’t back down

Relentlessly Curious
We answer questions that have never been asked, let alone answered
Today, we will answer **THREE** important questions

1. How we sell
2. How we innovate
3. How we grow sustainably
Growing the SOPHiA network

Ken Freedman
Chief Revenue Officer
Ken Freedman
Chief Revenue Officer
Data in, answers out
Uniquely positioned to deliver customer value

- Deliver top analytical performance
- Expedite turnaround time
- Accelerate adoption of precision applications
- Control costs
Expansive global footprint

5,000+ potential customers as demonstrated by industry players

750+ connected healthcare institutions today

~110 NORAM

~70 LATAM

~490 EMEA

~80 APAC
**Wide range of SOPHiA DDM applications**

<table>
<thead>
<tr>
<th>HRD</th>
<th>RNA Solutions</th>
<th>Solid Tumors</th>
<th>BRCA</th>
<th>Whole Exome Sequencing</th>
</tr>
</thead>
<tbody>
<tr>
<td>HRS</td>
<td>Somatic Oncology</td>
<td>Comprehensive Genomic Profiling</td>
<td>Hereditary Cancer</td>
<td>Clinical Exome Sequencing</td>
</tr>
<tr>
<td>Trusight Oncology 500</td>
<td>Liquid Biopsy</td>
<td>Onco-Hematology</td>
<td>Inherited &amp; Rare Diseases</td>
<td>Cardiology</td>
</tr>
<tr>
<td>Myeloid</td>
<td>Lymphoma</td>
<td>Neurology</td>
<td>Metabolism</td>
<td>and more…</td>
</tr>
</tbody>
</table>
Exciting opportunity exists to further expand within our existing customer portfolio

- 50% of customers currently use one SOPHiA DDM application
- 37% use two to three applications
- 13% use four or more applications

750+ connected healthcare institutions
A look into a customer’s expansion journey

Applying our customer success methodology with a large central lab (1)

JAN 2019
• $10K revenue
• 1 application
• 200 analyses

END 2019
• $250K revenue
• 9 applications
• 3,100 analyses

END 2020
• $400K revenue
• 8 applications
• 3,200 analyses

END 2021
• $790K revenue
• 11 applications
• 7,000 analyses

PROJ 2022
• $1.7M revenue
• 10 applications
• 9,200 analyses

Successful partnership founded on collaboration, loyalty, and trust

Since 2019:

90% revenue CAGR
43% analysis CAGR
100% of somatic business converted

FN 1: Approximate values

This is an example of one customer journey and may not be indicative of all customer expansion journeys.
Highly effective land and expand engine

~100 Commercial team

20 customer success executives

Expand strategy
- White space
- Retention
- Customer satisfaction
Opportunity to land new customers

While we have landed 750+ customers…
While we have landed **750+ customers**…

We have a massive opportunity to grow our reach.
Highly effective land and expand engine

- **~100**: Commercial team
- **20**: Global sales executives

**How we sell**
- Direct
- Distributors
- Partners

**Land strategy**
- Targeting 5,000+ potential customers
- Customers include hospitals, research institutions, and central labs
- Focused on US, UK, Germany, Asia
66% of hits during an MLB season are singles.

12% of hits are homeruns.
Our customers’ sales journey

We are laser-focused on optimizing the KPIs throughout the journey

**Awareness**
- KPIs:
  - # opportunities created

**Sales Process**
- KPIs:
  - time in funnel
  - close rate

**Implementation**
- KPIs:
  - time to revenue

**Loyalty**
- KPIs:
  - net promoter score
  - customer health score
Key takeaways

1. Large and growing market
2. Proven land and expand strategy
3. Global team and structure in place
Capitalizing on our expanding biopharma opportunity

Peter Casasanto
Chief BioPharma Officer
BioPharma can leverage the power of data and analytics to more effectively deliver targeted therapies to the market.
BioPharma is a well-established global industry

But not without its challenges

- 10+ years: Average length from IND to approval
- ~80%: Clinical trials fail to meet enrollment timelines
- ~10%: Drugs make it from PI to approval
- ~$2B: Average cost of drug development

These challenges require more than just data...

Our value proposition to BioPharma is driven by SOPHIA GENETICS' core competencies

- Global clinical network
- Real-time computing
- Multimodal data
- Improved decision making
- Enhanced comparative analysis
- Advanced patient finding

Decentralized Scalable
3 pillars for growth: the three d’s

Data
Providing insights from multimodal datasets across decentralized network

Development
Leveraging AI and ML for the development of new solutions & predictive analytics

Deployment
Deploying proprietary and commercial solutions
Our ability to deliver innovative biopharma solutions
A catalyst for SOPHiA GENETICS’ growth strategy…

Total addressable market in 2021
$14bn biopharma

Catalysts for growth

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
Data:
Putting our shared vision into practice

- Decentralize key solutions for testing tumors
- Generate standardized, clinically actionable insights
- Collaborate to validate predictive algorithms
- Accelerate longitudinal data sharing

SOPHiA GENETICS™
Memorial Sloan Kettering Cancer Center
Development:
A partnership powered by our decentralized platform

- Oncogene amplifications frequently occur on ecDNA
- Boundless Bio has built an ecDNA detection algorithm to identify patients with ecDNA driven cancers
- Partnering with SOPHiA to validate ecDNA detection algorithm for the first clinical study of ecDTx

- Decentralized, technology agnostic platform enables the end-to-end development of new solutions
- Application of gene signature across assays to identify patients
- Unlocks a broad spectrum of SOPHiA GENETICS Biopharma capabilities
Deployment:
Expanding access to HRD testing globally

10+ Countries
30+ Institutions

Offering laboratories **innovative solutions** to enable locally-delivered HRD testing

Empowering lab customers to **increase range of options** for HRD detection

Providing labs with **full control of data** to save time and cost
Tearing down data silos to become a full-scale partner

Building an invaluable multimodal data set for better patient care

- Improve multimodal data sets to support trial design and asset management
- Expand the diversity and depth of clinico-genomic data cohorts
- Support translational and clinical trials for patient selection & stratification
- Accelerate collective intelligence through contributions of retro and prospective data
<table>
<thead>
<tr>
<th>Comment</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>We see you as a data player… You are on our data strategy roadmap</td>
<td>Head of BD Precision Medicine Top 20 pharma</td>
</tr>
<tr>
<td>Your global footprint, universal approach and ability to deliver data through your tech platform is unique</td>
<td>Immuno-Oncology Lead Top 20 pharma</td>
</tr>
<tr>
<td>We also learn from your approach, which we find as the only true holistic view</td>
<td>SVP of Translational Medicine Top 10 biotech</td>
</tr>
<tr>
<td>When we hear that major institutions are willing to partner, this is a sign that your approach is solid</td>
<td>Immuno-Oncology Biomarker Lead Top 20 pharma</td>
</tr>
<tr>
<td>I continue to hear about you guys, your data and the platform</td>
<td>Head of Diagnostics Top 10 biotech</td>
</tr>
</tbody>
</table>

Traction best evidenced by customer testimonials…
... and we are seeking to maximize the traction

1. **Number of pipeline opportunities**
   - 2021 vs. 2022: ~35%
   - Driven by multimodal deals and better targeting

2. **Customer meetings**
   - 2021 vs. 2022: ~400%
   - Higher demand across Data, Development and Deployment

3. **Bookings projections**
   - 2021 vs. 2022: ~4-5X
   - Improved hit rate and larger deal sizes
This is just the tip of the iceberg

Product market fit

Identify and nurture
Key takeaways

1. Informed strategy and targeting
2. Collaboration across 3 d's
3. Positioned to be the multimodal partner of the future
15-minute Break
The importance of a global collective intelligence

Dr. Philippe Menu
Chief Medical Officer
Dr. Philippe Menu
Chief Medical Officer
Oncology has evolved from an organ-level view to a focus on molecular alterations, fueled by genomics.

20 years ago

Lung cancer as an organ disease

Today

Dozens of lung cancer subtypes based on genomic signatures
Data-driven medicine is ushering a new era for cancer care
Fueled by increasingly targeted therapies, technology and advanced analytics
Cancer outcomes have been slowly improving over the past 50 years, yet high unmet medical need remains. Average five-year survival rates from common cancer types in the United States, shown as the rate over the period 1970-1977 and over the period 2007-2013. This five-year interval indicates the percentage of people who live longer than five years following diagnosis.
Today’s reality: every cancer is different…
Example: metastatic lung cancer is increasingly a collection of rare diseases

- Specific variants (e.g., KRAS G12C)
- Co-mutations
- Tumor mutational fingerprint evolving over time
... and oncologists face complex therapeutic decisions

Current standard of care for non-oncogene addicted stage IV non-squamous NSCLC

- **PD-L1 ≥50%**
  - PS 0-1: Pembrolizumab (I, A); Atezolizumab (I, B); Cemiplimab
  - Pembrolizumab + platinum/pemetrexed ChT followed by pembrolizumab/pemetrexed (I, A)
  - Nivolumab/ipilimumab + platinum/pemetrexed followed by nivolumab/ipilimumab (I, A)
  - Atezolizumab/bevacizumab + carboplatin/paclitaxel followed by atezolizumab/bevacizumab (I, A)
  - Atezolizumab + carboplatin/nab-P followed by atezolizumab (I, A)
- **Any PD-L1**
  - PS 0-2
    - PD-L1 positive: Nivolumab-ipilimumab (I, A)
    - PD-L1 negative: Nivolumab-ipilimumab (II, A)
  - PS 3-4
    - IO ineligible: Platinum doublet ± bevacizumab
  - PS 3-4: Best supportive care

Source: ESMO Guidelines Committee, 2020
Our SOPHiA DDM platform is part of the solution

- High **accuracy** in picking the signal from the noise
- **Multimodal and longitudinal** real-world data
- **Global collective intelligence**
Unlocking the power of multimodal digital health data sets

Predicting response to immunotherapy in first-line metastatic non-small cell lung cancer

**Immunotherapy offering potential for cures in metastatic lung cancer**

- Majority of non-responders
- Side effects
- Financial toxicity
- Suboptimal biomarkers

**Need for individual-level predictions for patient outcomes**

**Multimodality offers a stronger window into biology and disease**
The data we need to enable individualized medicine is everywhere – lung cancer example

<table>
<thead>
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<th>2nd line treatment</th>
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</thead>
<tbody>
<tr>
<td>GP Visit</td>
<td>Medical Oncologist</td>
<td>Radiologist</td>
<td>Biologist</td>
<td>Tumour Board</td>
</tr>
<tr>
<td>Clinical</td>
<td>Symptoms &lt;br&gt;- Coughing &lt;br&gt;- Shortness of breath &lt;br&gt;- Tiredness</td>
<td>Familial &amp; personal history &lt;br&gt;- Smoking history &lt;br&gt;- Performance status</td>
<td>Treatment decision</td>
<td>START</td>
</tr>
<tr>
<td>Imaging</td>
<td>Chest X-ray</td>
<td>Chest CT-TAP scan &lt;br&gt;- Brain MRI &lt;br&gt;- PET/CT scan</td>
<td>Image-guided biopsy</td>
<td>CT scan</td>
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<tr>
<td>Histopathology</td>
<td>H&amp;E PD-L1</td>
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<tr>
<td>Genomics</td>
<td>NGS&lt;br&gt;- EGFR&lt;br&gt;- ALK&lt;br&gt;- KRAS&lt;br&gt;- ROS1&lt;br&gt;- BRAF&lt;br&gt;- NTRK1/2/3&lt;br&gt;- METex14&lt;br&gt;- RET</td>
<td></td>
<td></td>
<td>NGS&lt;br&gt;- Liquid biopsy&lt;br&gt;- MRD7</td>
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<tr>
<td>Lab tests</td>
<td>Complete blood count Biochemistry</td>
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</table>
Multimodal approaches have the potential to transform medicine – lung cancer example

**Objective:**
Predict response to immunotherapy leveraging machine learning predictive models based on multimodal data

**Enrolling target:**
4,000 patients

**Design:**
Multicentric, international (~30 sites, ~10 countries), observational

### Multimodal data collection timepoint overview (indicate)

<table>
<thead>
<tr>
<th></th>
<th>Baseline</th>
<th>1st evaluation</th>
<th>Progression</th>
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<tr>
<td>Imaging</td>
<td></td>
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<tr>
<td>CT scan</td>
<td>●</td>
<td>●</td>
<td>●</td>
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<tr>
<td>PET scan, MRI</td>
<td>●</td>
<td>●</td>
<td></td>
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<tr>
<td>Imaging report</td>
<td>●</td>
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<td>●</td>
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<tr>
<td>Genomics</td>
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<td>NGS</td>
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<td>Histopathology</td>
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<tr>
<td>PD-L1 immunohistochemistry</td>
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<td>histopathology</td>
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<td>Lab tests (Blood analysis)</td>
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<tr>
<td>Hematology, biochemistry</td>
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<td>●</td>
<td>●</td>
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<tr>
<td>Clinical data</td>
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<tr>
<td>Demographics, medical history</td>
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<td>Treatment history</td>
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</tr>
<tr>
<td>Treatment, adverse events, clinical outcomes</td>
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</table>
A portfolio of multimodal applications will fuel the SOPHiA CarePath module of our platform.

Patient stratification and predictive models to fuel new applications into SOPHiA CarePath module of the platform.
SOPHiA CarePath enables multimodal longitudinal analysis of health data

Data Visualization
Longitudinal view across the care journey and across data modalities

Cohorting
Placing the patient in the context of other similar patients across the network

Prediction
Predictive analytics modules at an individual level
SOPHiA CarePath enables multimodal longitudinal analysis of health data

Data Visualization
Longitudinal view across the care journey and across data modalities

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Placing the patient in the context of other similar patients across the network

Prediction
Predictive analytics modules at an individual level
Key takeaways

1. Vision of individualized data-driven medicine
2. Breaking data silos across instruments and institutions
3. Building a global multimodal collective intelligence
Building the platform of the future

Abhi Verma
Chief Technology Officer

Dr. Zhenyu Xu
Chief Scientific Officer
Our technology platform is the frame... powered by our data science engine

- Safe
- Performant
- Precise
- Innovative
- Leading
- Adaptable
The building blocks integrate to make a state-of-the-art platform.

- **kubernetes**
- **DELTA LAKE**
- **GraphQL**
- **databricks**
- **Keras**
- **PostgreSQL**
- **kafka**
- **Azure**

**Modules**:
- **Modular Architecture**
- **Real-World, Real-Time Insights**
- **Knowledge Network**
- **Scalable & Extensible**
- **Cloud Based**
- **Semantic Technologies**
- **Federated Data Querying**
- **CE-IVD, GDPR, HIPAA compliant**
- **Embedded Data Protection**
The SOPHiA DDM platform breaks data silos and creates networks

Breaking data silos enables...

- Multimodal Data Capture
- Peer Network
- Curated Database Capture
- Data Organization & Management

Multimodal insights & a collective intelligence

- 19% of the flagged community insights in SOPHiA DDM are not classified in public databases

416,626 Community Insights
We develop and operate with rapid innovation and continuous improvement

To address the needs and requirements of a constantly evolving market and regulatory environment

- Continuous Customer Feedback Loop
- Enhanced Features & Analytical Functionalities
- Minimum Viable Product
- Highly Automated
- 2 Week Release Cycles
- Leading DevOps Practices
Customer centric approach remains the heart of our platform

Easy to Deploy
• Click-and-go installation
• Seamless integration across customer IT environments
• Integrated with customer systems and workflows

Easy to Use
• Intuitive user interface
• Independent of instruments and chemistries
• Rapid, high quality targeted insights via customized reports
We are in pole position

Disciplined execution of fundamentals keep us in the lead to Democratize Data-Driven Medicine

Customer Centric

Continuous Improvement

Scalability

Innovation
Leveraging decades of scientific expertise

**Science**

**Gene Loops Enhance Transcriptional Directionality**

Zhenyu Xu, Wu Weid, Julien Gagnier, Sandra Clauden-Hörnitz, Nicole Simél, Wolfgang Huber, Lars Hartmann

**molecular systems biology**

Antisense expression increases gene expression variability and focus interdependency

Zhenyu Xu, Wu Weid, Julien Gagnier, Valeria Pomperchi, Sandra Clauden-Hörnitz, Juan Cambronero, Elisa DeFerrari, Tranquilwe Sou, Wolfgang Huber, Lars Hartmann

**Bidirectional promoters generate pervasive transcription in yeast**

Zhenyu Xu, Wu Weid, Julien Gagnier, Valeria Pomperchi, Sandra Clauden-Hörnitz, Juan Cambronero, Elisa DeFerrari, Tranquilwe Sou, Wolfgang Huber, Lars Hartmann

Widespread bidirectional promoters are the major source of cryptic transcripts in yeast

**nature**

Set3 HDAC Mediates Effects of Overlapping Noncoding Transcription on Gene Induction Kinetics

Valeria Pomperchi, Sandra Clauden-Hörnitz, Jaun Cambronero, Elisa DeFerrari, Tranquilwe Sou, Wolfgang Huber, Lars Hartmann

Extensive Degradation of RNA Precursors by the Exosome in Wild-Type Cells

Valeria Pomperchi, Sandra Clauden-Hörnitz, Jaun Cambronero, Elisa DeFerrari, Tranquilwe Sou, Wolfgang Huber, Lars Hartmann

Control of Cdc28 Cdk1 by a Stress-Induced IncRNA

Valeria Pomperchi, Sandra Clauden-Hörnitz, Jaun Cambronero, Elisa DeFerrari, Tranquilwe Sou, Wolfgang Huber, Lars Hartmann

**Cell**

**Molecular Cell**


**Total citations**

3,241

**h-index**

17

**i10-index**

18

**Citations by year**

Creating the data science engine of the future

Machine Learning
Deep Learning
Innovative
Precise & Accurate
Adaptable
Our engine has been field tested
Across hundreds of peer-reviewed applications in multiple fields

~400
As of September 2022

genomics
radiomics
multimodal

133
2021
91
2020
61
2019
28
2018
Cancer is the most common human genetic disease. Many internal and external factors can trigger genetic change eventually leading to cancer.
Challenges in mutation identification
Combination of technical factors are the major sources of assay discordance

“Missed mutations (false negatives) were more common than erroneous candidates (false positives)…indicating that the reliable sampling of rare ctDNA fragments is the key challenge for ctDNA assays”
Challenges in mutation identification

Diversity of library prep is needed to address different applications but causes workflow challenges.

Blood/Tissue sample → DNA → Library Prep (Qiagen, Agilent, IDT, Twist, Paragon) → Sequencing (Illumina, Thermo Fisher, MGI) → Mutation Detection

Assay 1

Assay 2
Challenges in mutation identification

Different sequencers also generate variations in results

- Blood/Tissue sample
- DNA
- Library Prep
  - Qiagen
  - Agilent
  - IDT
  - Twist
  - Paragon
- Sequencing
  - Illumina
  - Thermo Fisher
  - MGI
- Mutation Detection

Sequencers:
- HiSeq
- GNAS
- KMT2D
- NextSeq
Solving the complexity of heterogenous workflows

There is a need for a platform that can harmonize the heterogeneity of workflows.

- Deep Learning
- Lab Components, e.g. Polymerase
- Enrichment Methods
- Targeted Genes / Regions
- Sequencing Technologies
SOPHiA DDM – Our Versatile Platform

Our innovative technologies help enable such harmonization

Library Prep | Disease Area | Sequencer | Application
---|---|---|---
Lab 1 | Qiagen Agilent | Germline / Hereditary Cancer | Illumina | BRCA1 c.874del SLC2A c.696_697insAT
Lab 2 | Thermo Fisher | Somatic / Solid Tumor | Thermo Fisher | EGFR+
Lab 3 | IDT Illumina Invitae | Germline / Hereditary Cancer Somatic / Myeloid Disease Somatic / Fusion | Illumina | Boland Inversion FLT3 ITD ALK+
Lab 4 | Paragon | Germline / Hereditary Cancer | MGI | BRCA1 exon 1-2 dup m.16189T>C
Lab 5 | | Germline / Rare Disease | | No NGS Capacity

**Data Generation** | **Sequencing** | **Variant Detection** | **Interpretation** | **Reporting**
Leveraging our platform to inform PARP1 inhibition

Double-strand Break in DNA

Homologous Recombination Repair Genes (BRCA1/2 etc)

HRD Score

Homologous Recombination Deficient Cell

Accumulated Damage

Cancer cell

HRD+ and eligible for PARP inhibitor treatment

Double-strand DNA Break

Normal cell
SOPHiA DDM Dx HRD Solution
Creating a harmonized, highly accurate and precise technology

~1 year to develop and deploy
### SOPHiA DDM Dx HRD Solution

Creating a harmonized, highly accurate and precise technology

#### Excellent concordance with reference method in a decentralized way

<table>
<thead>
<tr>
<th>Performance metric</th>
<th>Value (95% CI interval)</th>
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<tr>
<td>Overall percent agreement (OPA)</td>
<td>93.7% (91.0%, 95.6%)</td>
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<tr>
<td>Negative percent agreement (NPA)</td>
<td>96.4% (93.1%, 98.2%)</td>
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<tr>
<td>Positive percent agreement (PPA)</td>
<td>90.8% (86.2%, 94.0%)</td>
</tr>
<tr>
<td>Overall rejection rate</td>
<td>4.9%</td>
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<tr>
<td>Relative rejection rate</td>
<td>1.9%</td>
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</table>

**Equal performance to a centralized method**

#### Consistency across genomic workflows

#### Consistency across laboratories
SOPHiA DDM Dx HRD Solution

Creating a harmonized, highly accurate and precise technology

- Excellent concordance with reference method
- Consistency across genomic workflows
- Consistency across laboratories
SOPHiA DDM Dx HRD Solution

Creating a harmonized, highly accurate and precise technology

- Excellent concordance with reference method
- Consistency across genomic workflows
- Consistency across laboratories

Consistency across 9 different laboratories
Applying our technologies and expertise to other data modalities

Leveraging our deep genomics expertise to harmonize radiomics

3D tumor segmentation

CT – Lung Cancer

MRI – Brain Cancer

PET – Head and Neck Cancer

Data standardization and pre-processing

Radiomics features extraction (200+)
Unlocking the potential of multimodal health data

Expanding our reach to other modalities will help **further amplify our platform’s capabilities**

- Genomics
- Radiomics
- Digital Pathology
- Proteomics

Artificial intelligence / machine learning model

Data Visualization
Cohorting
Prediction

Technology and concepts in development. May not be available for sale.
Key takeaways

We are the platform of the future

1. Unmatched platform fundamentals
2. Unique algorithmic capabilities
3. Potential to evolve & expand
Delivering value creation via sustainable growth

Ross Muken
Chief Financial Officer
Ross Muken
Chief Financial Officer
SOPHiA's platform strategy is resonating with customers

750+ Total customers (1)(2)

380+ Recurring platform customers (1)(3)

5,000+ Users across network (4)

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

$47.0 – $49.5M 2022 revenue guidance (5)

30% – 35% ‘21 - ‘22 constant currency core revenue growth (5)

64% | 66% 1H 2022 IFRS gross margin | adjusted gross margin (1)(6)

$215M+ Cash, cash equivalents, & term deposits (1)

FN 1: Represents statistic as of 06/30/2022. FN 2: Please refer to appendix for customer disclosure. FN 3: Please refer to appendix for recurring platform customer disclosure. FN 4: Represents statistic for DDM & Alamut users as of 06/30/2022. FN 5: Represents financial outlook as of 06/30/2022. This presentation does not represent an update or affirmation of previously disclosed guidance. FN 6: Please refer to appendix for IFRS to adjusted gross margin reconciliation.
SOPHiA's platform strategy is resonating with customers

- **750+** Total customers \(^{(1)(2)}\)
- **380+** Recurring platform customers \(^{(1)(3)}\)
- **5,000+** Users across network \(^{(4)}\)
- **~260,000** Genomic profiles analyzed over last 12 months \(^{(1)}\)
- **$47.0 – $49.5M** 2022 revenue guidance \(^{(5)}\)
- **30% – 35%** '21 - '22 constant currency core revenue growth \(^{(5)}\)
- **64% | 66%** 1H 2022 IFRS gross margin | adjusted gross margin \(^{(1)(6)}\)
- **$215M+** Cash, cash equivalents, & term deposits \(^{(1)}\)
Our key software KPIs remain exceptional

- **30+ New Logos**
  - 1H 2022 New recurring platform customers
  - Evidence of success in the land portion of our growth strategy
  - Strong new customer growth – Showcases our ability to continue penetrating our large addressable market

- **$91K+ ARPU**
  - Average revenue per platform customer\(^{(1)}\)
  - Evidence of success in the expand portion of our growth strategy
  - Consistent growth historically – Mix of same-store analysis / patient volume growth and menu expansion

- **120%+ NDR**
  - Net dollar retention\(^{(2)}\)
  - Evidence of success in the expand portion of our growth strategy
  - Top tier performance – Proxy for organic customer growth less churn (supports high revenue visibility)

- **3.1x LTV / CAC**
  - Lifetime value / customer acquisition cost\(^{(3)}\)
  - Evidence of success in the efficiency of our commercial efforts and ability to create value via Land and Expand
  - Strong performance – Demonstrates ability to cost effectively acquire new logos, grow and retain them

- **$85M+ RPO**
  - Remaining performance obligation\(^{(4)}\)
  - Evidence of visibility and predictability into future revenue performance (backlog coverage)
  - Superior visibility – Majority of forward revenue derived from existing consumption + upcoming expansion / implementations

---

**Note:** Represents statistic as of 06/30/2022. FN 1: Please refer to appendix for ARPU disclosure. FN 2: Please refer to appendix for NDR disclosure. FN 3: Please refer to appendix for LTV / CAC disclosure. FN 4: Please refer to appendix for RPO disclosure.
Focused initiatives to drive continued durable growth

1. Fueling our growth engine

New product launches
- CarePath
- HRD

Tier-1 partnerships
- Memorial Sloan Kettering
- Launch of GE Healthcare

BioPharma traction
- Boundless Bio
- AstraZeneca

Geographic penetration
- Significant new wins in APAC & LATAM
- Continued central lab momentum in US

Enhancing customer journey
- Repositioning sales force
- Enhanced focus on upselling / cross selling

2. Driving sustainability

Enhancing FTE productivity
- Consistent focus on process improvement
- Proper utilization of automation / systems
- Key KPI: Revenue per FTE

Gross margin efficiencies
- Cloud compute / storage optimization effort
- Leverage existing customer service organization
- Key KPI: Gross margin

Optimizing R&D and commercial investments
- NORAM / Pharma salesforce now complete
- Product roadmap narrowed to high impact launches
- Key KPI: OpEx growth vs. revenue

OpEx efficiencies
- Public company cost normalization
- Leverage quality and regulatory investments
- Key KPI: Fixed cost leverage (operating loss)
The path to $100M+ in revenue by 2025

- $40M in 2021
- $100M+ in 2025

30% - 35%
2021 – 2025 constant currency growth p.a.

- ~500K annual genomic profile analyses
- CarePath / MSK BioPharma acceleration
- U.S. Central Labs / HRD / MSK Clinical strength
Flywheel effect to boost biopharma contribution

Constant Currency CAGR

- Clinical
- BioPharma

2021

2025

100%+

~30%

10% - 20% of revenue base

80% - 90% of revenue base
Land and expand fuels efficient value creation

Phase 1: Landing
- Land customer
- Scale initial solution
- Achieve run rate

Phase 2: Expanding
- Expand into new solution
- Scale new solution
- Achieve run rate

Virtuous flywheel
Consistently expanding value contributed by customer
Customer consumption momentum builds over time

Our largest customers will continue to get even bigger

Evolution of Top 20 Largest Customers Average Revenue

2019 ~$385K
2021 $675K+

Total Revenue Growth CAGR by Grouped Tier

<table>
<thead>
<tr>
<th>Grouped Tier</th>
<th>2019</th>
<th>2021</th>
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<tbody>
<tr>
<td>$200K+</td>
<td></td>
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<tr>
<td>$150K - $200K</td>
<td>246</td>
<td>46</td>
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<tr>
<td>$100K - $150K</td>
<td>23</td>
<td>15</td>
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<tr>
<td>$50K - $100K</td>
<td>9</td>
<td>20</td>
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<tr>
<td>$0 - $50K</td>
<td>22</td>
<td>252</td>
</tr>
</tbody>
</table>

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.
Sizable opportunity to cross/upsell our broad application set

Recurring platform customers consistently **add solutions** as they **spend more time** on the platform

- **50%** of customers currently use one SOPHiA DDM application
- **37%** use two to three applications
- **13%** use four or more applications

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<tr>
<th>Years on platform (by customer cohort)</th>
<th>Average number of solutions used</th>
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<td>5 - 6</td>
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<td>7</td>
<td>5</td>
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</table>
GM expansion through efficiency and economies of scale

- 64% in 2021
- 70%+ in 2025

500bps+
Adj. gross margin improvement

Economies of scale

Labor efficiency
Cloud cost leverage

Note: Please refer to appendix for IFRS to adjusted gross margin reconciliation.
Operating leverage across the cost continuum

<table>
<thead>
<tr>
<th>FY2022 adj. operating expenses</th>
<th>Go-forward trend</th>
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<tr>
<td>Wages &amp; benefits</td>
<td>• Limited headcount growth expected as future revenue can be supported by existing human capital base</td>
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<tr>
<td>Adj. Fixed Costs</td>
<td>• Public company-related fees not expected to grow substantively</td>
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<tr>
<td>Adj. Variable Costs</td>
<td>• Fixed asset growth and facility expansion to be modest</td>
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<td></td>
<td>• Discretionary compensation growing with revenue, albeit more slowly</td>
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<td></td>
<td>• Cost savings initiatives will help improve leverage, as non-headcount related expenses are not expected to scale proportionately with revenue</td>
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Incremental margin

> 55%

Strong OM leverage due to efficient growth
Positioning us on a path to breakeven

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- **2021 Revenue Unit**: 
  - $1.00
  - ($0.38)
  - ($0.36)
  - ($0.30)
- **2021 COGS**: 
  - ($1.33)
  - ($1.33)
- **2021 Wages & Benefits**: 
  - ($0.40)
  - ($0.23)
- **2021 Variable Costs**: 
  - ($0.71)
  - ($0.50)
- **2021 Fixed Costs**: 
  - ($0.35)
  - ($0.33)
- **2021 Op Profit / $ of Revenue**: 
  - ($1.77)
  - ($1.52)
Ample capital to execute on key initiatives

Long-term sustainability
Visible path to profitability and cash flow generation

Cash, cash equivalents, & term deposits

Q2 2022

$217M
Though we have been successful…
this is only the beginning

- Transformative product launches
- Enhanced customer journey
- BioPharma traction
- Leading partnerships
- Gross margin improvements
- Sustained operating leverage
- Optimized product and commercial investments
- Ample cash runway and path to profitability

Though we have been successful…
this is only the beginning
Today, we answered **THREE** important questions

1. How we sell
2. How we innovate
3. How we grow sustainably
Democratizing Data-Driven Medicine
Q&A

LEARN MORE ABOUT SOPHiA GENETICS

- sophiagenetics.com
- linkedin.com/company/sophiagenetics
- @sophiagenetics
Appendix

Customer Disclosure: Represents active customers who have generated revenue through DDM platform usage or Alamut licenses in the trailing 12-month period as of June 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 June 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 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 do 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 soft commitment contracts entered into prior to January 1, 2022, with such percentage being equal to the percentage of revenues associated with expected order amounts in soft commitment contracts that the Company collected over the three most recently completed fiscal years prior to the determination date, (iii) collect on a percentage of revenues associated with the expected order amounts in no commitment contracts entered into prior to January 1, 2022, with such percentage being equal to the percentage of revenues associated with expected order amounts in no commitment contracts that the Company collected over the three most recently completed fiscal years prior to the determination date, and (iv) collect on all revenues associated with contracts entered into on or after January 1, 2022, which assumption the Company believes is supported by a review process implemented for such contracts which aims to ensure that the expected order amounts in such contracts reflect the amounts that the customer will actually order. The expected revenues are converted to United States Dollar (“USD”) using the foreign exchange rates prevailing on the determination date. RPO is a calculation of future revenues associated with the Company’s existing contracts and is calculated using various assumptions that may be incorrect. The Company’s actual revenues from such contracts to be lower than the RPO amount. You are cautioned not to unduly rely on RPO as a measure of future financial performance.
## Reconciliation of IFRS to adjusted gross profit and gross profit margin for 1H 2022

Amounts in USD thousands (unaudited)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Six months ended June 30, 2022</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$22,528</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>$(8,197)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>$14,331</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>451</td>
</tr>
<tr>
<td><strong>Adjusted gross profit</strong></td>
<td>$14,782</td>
</tr>
<tr>
<td><strong>Gross profit margin</strong></td>
<td>64%</td>
</tr>
<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>66%</td>
</tr>
</tbody>
</table>

**FN 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 profit for FY 2021

Amounts in USD thousands (unaudited)

<table>
<thead>
<tr>
<th></th>
<th>IFRS Financials</th>
<th>Amortization of Capitalized R&amp;D Expenses (1)</th>
<th>Damaged Inventory Write-off (2)</th>
<th>Amortization of Intangible Assets (3)</th>
<th>Share-Based Compensation Expense (4)</th>
<th>Non-Cash Pension Expense (5)</th>
<th>Non-Recurring IPO-related Expenses (6)</th>
<th>Adjusted Financials</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$40,450</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$40,450</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(15,229)</td>
<td>483</td>
<td>88</td>
<td></td>
<td></td>
<td></td>
<td>(14,658)</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$25,221</td>
<td></td>
<td>$483</td>
<td>$88</td>
<td></td>
<td></td>
<td></td>
<td>$25,792</td>
</tr>
<tr>
<td>Wages &amp; Benefits</td>
<td>(53,739)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(53,739)</td>
</tr>
<tr>
<td>Variable Expenses</td>
<td>(28,759)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(20,245)</td>
</tr>
<tr>
<td>Fixed Expenses</td>
<td>(14,212)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(13,353)</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>(96,710)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(87,337)</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td>($71,489)</td>
<td></td>
<td>$483</td>
<td>$88</td>
<td>$609</td>
<td>$8,514</td>
<td>($73)</td>
<td>$323</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>IFRS Financials</th>
<th>% of Revenue</th>
<th>Adjusted Financials</th>
<th>% of Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$40,450</td>
<td>(38%)</td>
<td>$14,658</td>
<td>(36%)</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$25,221</td>
<td>62%</td>
<td>$25,792</td>
<td>64%</td>
</tr>
<tr>
<td>Wages &amp; Benefits</td>
<td>(53,739)</td>
<td>(133%)</td>
<td>(53,739)</td>
<td>(133%)</td>
</tr>
<tr>
<td>Variable Expenses</td>
<td>(28,759)</td>
<td>(71%)</td>
<td>(20,245)</td>
<td>(50%)</td>
</tr>
<tr>
<td>Fixed Expenses</td>
<td>(14,212)</td>
<td>(35%)</td>
<td>(13,353)</td>
<td>(33%)</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>(96,710)</td>
<td>(23%)</td>
<td>(87,337)</td>
<td>(216%)</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td>($71,489)</td>
<td>(177%)</td>
<td>($61,545)</td>
<td>(152%)</td>
</tr>
</tbody>
</table>
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) 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 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.