Democratizing Data-Driven Medicine Together

Dr. Jurgi Camblong, Co-Founder & CEO
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We believe there is an unprecedented opportunity to create a wiser and more sustainable healthcare system.
A Global, Leading Health Tech Company
Pioneering The Data-Driven Medicine Revolution

Nasdaq: SOPH

2011
Year Founded

500+
Employees Globally

70+
Countries

GENEVA BOSTON
Headquarters

30%
of Employees Hold PhDs

790+
Hospitals, Labs & BioPharma Customers

As of December 31, 2021

(1)
SOPHiA’s Distinguished Team of Industry Leaders
The Diverse and Innovative Force Behind Our Company

Dr. Jurgi Camblong
CEO & Co-Founder

Ross Muken
Chief Financial Officer

Lara Hashimoto
Chief Business Officer

Melissa Finocchio
Chief Regulatory Officer

Dr. Jurgi Camblong
CEO & Co-Founder

Dr. Philippe Menu
Chief Medical Officer

Dr. Zhenyu Xu
Chief Scientific Officer

Daan Van Well
General Counsel

Dr. Philippe Menu
Chief Medical Officer

Peter Casasanto
Chief BioPharma Officer

McKinsey & Company

SOPHiA GENETICS®

EVERCORE

Click Therapeutics

Roche

SOPHiA GENETICS™

PwC

Ahold Delhaize

IQVIA

Medtronic

TEMPUS

NEO

EVANS
Healthcare’s **Challenging Ecosystem**

Non-Standardized Methods of Data Generation Lead to Data Silos

- **Disconnected**
- **Data silos**
- **Single modality**
- **Limited**
- **Suboptimal ROI**
- **Difficult to scale**
Our Vision to Deliver a Decentralized Solution
Enhancing Patient Care, Diagnosis and Drug Development

Today ————————————> Tomorrow

Disconnected

Data silos

Single modality

Suboptimal ROI

Limited

Difficult to scale

Decentralized

Machine learning

Scalable

Global network

Knowledge sharing

Multimodal
The SOPHiA DDM™ Platform

Our Cloud Native Consumption-Based Platform
Developed to Unlock Data Silos and Allow Healthcare Professionals to Work Together Around the World

- Leverages AI to standardize complex multimodal data
- Improves and scales as more data is analyzed
- Amplifies network effects
- Designed to be safe and secure

~920,000 Genomic Profiles

~79,000 Genomic Profiles

~63% CAGR

2016

2021
Adaptable and **Scalable**

For Data-Driven Clinical Insights

Enabled to compute more data volume, support additional data modalities and deploy new applications and functionalities
Potential Applications Span the **Oncology Continuum of Care**

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<th>Screening</th>
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<th>Diagnosis</th>
<th>Therapy Selection</th>
<th>Monitoring</th>
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Genomics impact in other categories offers significant opportunity

[Images of different categories: Oncology, Rare diseases, Cardiology, Neurology, Metabolism]
One Global, **Collaborative Platform**

Supporting Clinical and BioPharma Solutions

Translates data into actionable insights to support clinical experts in their fight against cancers and inherited diseases

Revolutionizes drug discovery, clinical development and commercialization of new drugs
Robust Body of **Real-World Evidence**
Momentum to Drive Accelerated Market Adoption

300+ Peer-Reviewed Publications (1)

**Genomics**

**Radiomics**

**Multimodal**

Peer-Reviewed Publications

- 127 (2021)
- 91 (2020)
- 61 (2019)
- 28 (2018)

As of December 31, 2021
DEEP-Lung-IV Multimodal Clinical Study

Utilizing Machine Learning Models to Predict Response using Baseline Data has Potential to be Transformative

**Study Outline**

Multicenter observational study allowing analysis of the aggregation of multimodal data associated with the response to treatment and prognosis of patients with metastatic non-small cell lung cancer

Aims to enroll 4,000 patients from approx. 30 sites worldwide

**Study Objectives**

Predict treatment response at first evaluation

Predict Progression Free Survival (PFS) and Overall Survival (OS)

Provide validated predictive models to deploy on CarePath
Introducing CarePath: From Data to Insights to Data-Driven Medicine
Transforming Clinical Intelligence and SOPHiA’s Long-Term Opportunity Set

- More informed and evidence-based clinical decision making
- More responsive and patient-centric care
- Predictive and personalized medicine
**Better Together**
Leveraging Strategic Partnerships to Solve Unmet Healthcare Needs

**SOPHiA GENETICS and GE Healthcare**

A partnership intended to facilitate clinical trial precision and efficiency and make it easier and faster for clinicians to provide the integrated insights they need to stratify, treat and care for their patients more effectively.

Cloud-Based platform
- SOPHiA GENETICS
  - Standardize, compute and analyze multimodal health data across hospitals and labs

Combined with

Cloud & On-Prem Analytics
- GE Healthcare
  - Advanced visualization of radiomic data and the versatility of the Edison platform

= The Key Enabler
- Precision health partnership enabling deeper insights and better patient outcomes
Continual Enhanced **Efficiency**

Driven by Powerful Network Effects

- More Raw Digital Health Data Uploaded
- More Analyses Performed
- More Patients Benefit From Better Care Through **Data-Driven Medicine**
- More Anonymized Statistical Data Insights Accessed

**New Healthcare Institutions**
- Hospitals
- Labs
- Cancer Institutes
- BioPharma
This is Just The Beginning for SOPHiA
Market Leader with ~$35bn TAM and Growing

~$35 Billion
Total Addressable Market

~$21 Billion
Clinical Market

~$14 Billion
BioPharma Market
Platform Analysis Volume At All-Time Highs

Record Consumption Despite Market Challenges

~32% Decline from COVID-19 Restrictions
~33% Recovery From Q2'20


9k | 11k | 11k | 19k | 19k | 25k | 26k | 29k | 29k | 34k | 36k | 40k | 43k | 45k | 45k | 31k | 41k | 44k | 53k | 63k | 62k | 66k

SOPHiA GENETICS™
Our Land and Expand Revenue Build
A Hallmark Of Our Growth Algorithm

Steady growth is fueled by a balanced mix of drivers, de-risking reliance on a singular strategy.
Strategic Pillars For Long-Term Success

Committed to Attractive Sustainable Growth and Operational Excellence

- Extend Network Size
- Increase Usage of Network
- Expand Menu of Offerings
- Build Partnerships
- Develop BioPharma Market
- Excel Operationally
Our Progress: 2021 Highlights
A Milestone Year of Growth and Accomplishments

$263mm gross proceeds raised through our IPO & concurrent private placement from GE Healthcare

~140% net dollar retention (vs. 118% avg. of top 50+ cloud companies)

<1% customer churn

30+ new products launched including HRD, TSO500

5 new partnerships (GE, OncoDNA, IBEX, Agilent & ARCAGY)
Looking Ahead: **Initiating 2022 Revenue Guidance**

Continued Strong Momentum Expected

- **~66k**
  - Q4 2021 Analysis Volume
- **240k+**
  - 2021 Analysis Volume
- **16**
  - Q4 2021 New Logos Onboarded

**$51.5mm – $54.0mm**

Projected Total 2022 Revenue Range
THANK YOU
Q&A

Dr. Jurgi Camblong
CEO & Co-Founder

Ross Muken
Chief Financial Officer