

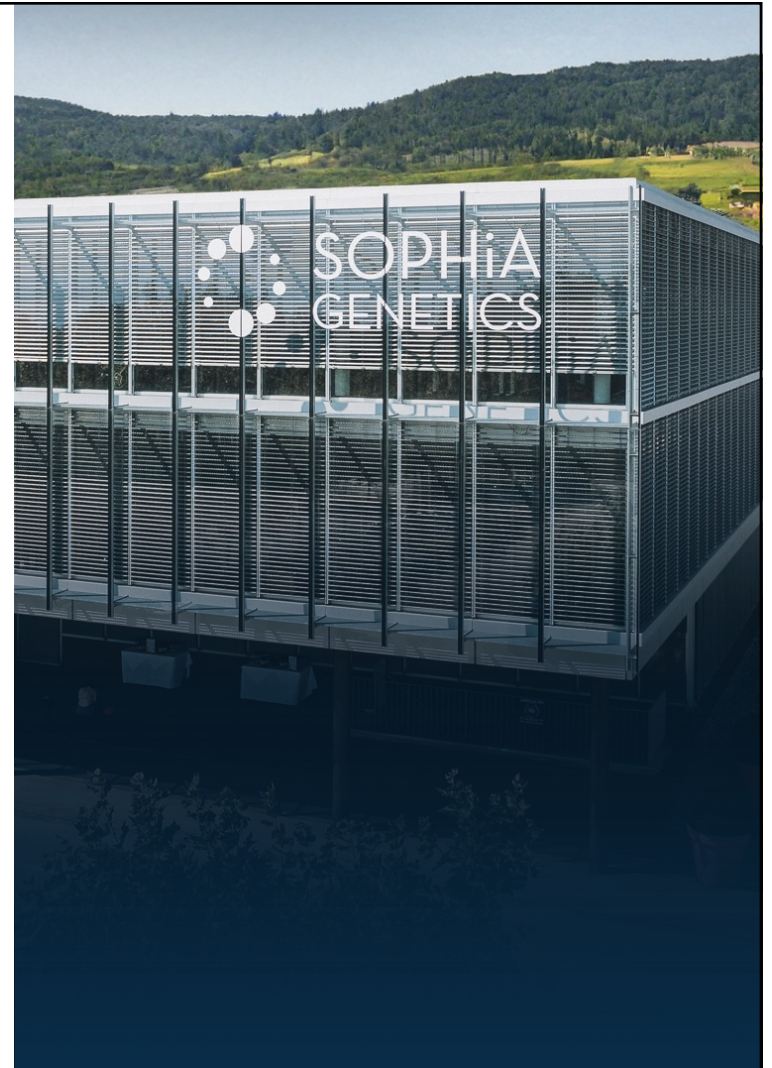


Democratizing Data-Driven Medicine Together



Dr. Jurgi Camblong, Co-Founder & CEO

J.P. Morgan Healthcare Conference - January 11, 2022



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We believe there is an
unprecedented opportunity to
create a **wiser** and more
sustainable healthcare system

SOPHiA

Σοφία

SOF-EE'-AH : WISDOM

A Global, **Leading Health Tech Company**

Pioneering The Data-Driven Medicine Revolution

 Nasdaq : SOPH



2011

Year Founded



500+

Employees Globally ⁽¹⁾



70+

Countries ⁽¹⁾



GENEVA BOSTON

Headquarters



30%

of Employees Hold PhDs ⁽¹⁾



790+

Hospitals, Labs &
BioPharma Customers ⁽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



Abhi Verma
Chief Technology Officer



Dr. Philippe Menu
Chief Medical Officer



Dr. Zhenyu Xu
Chief Scientific Officer



Daan Van Well
General Counsel



Manuela Valente
Chief People Officer

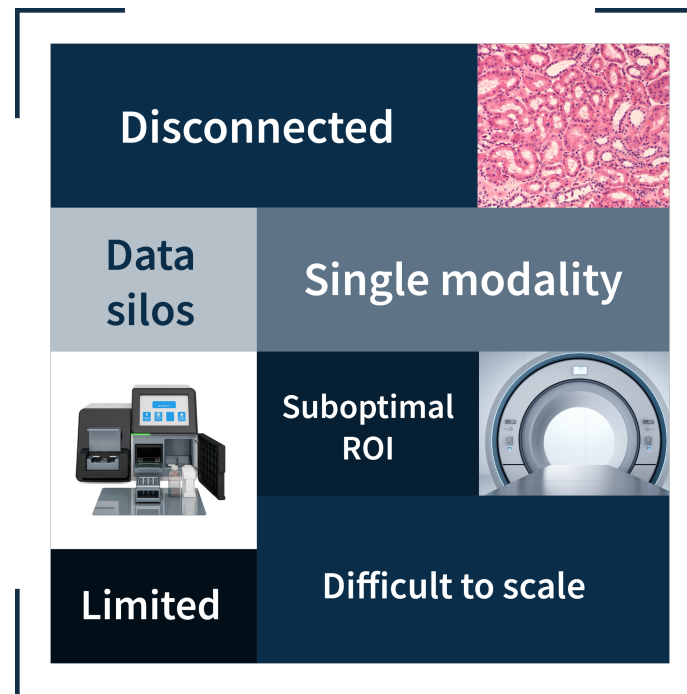


Peter Casasanto
Chief BioPharma Officer



Healthcare's **Challenging Ecosystem**

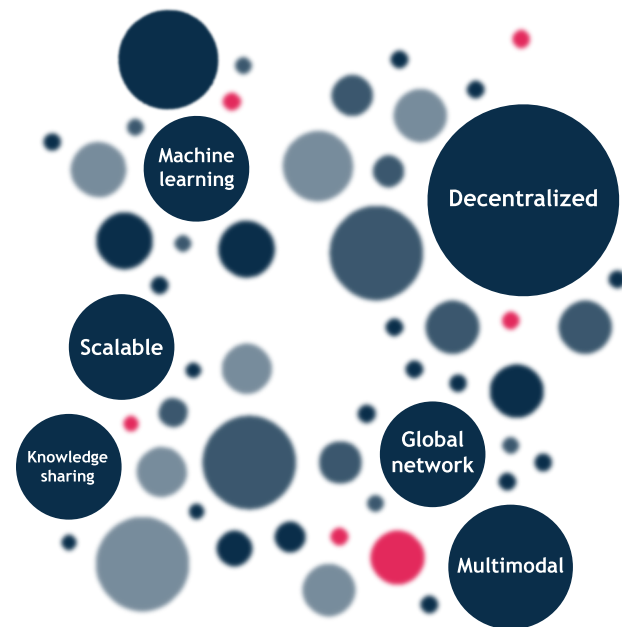
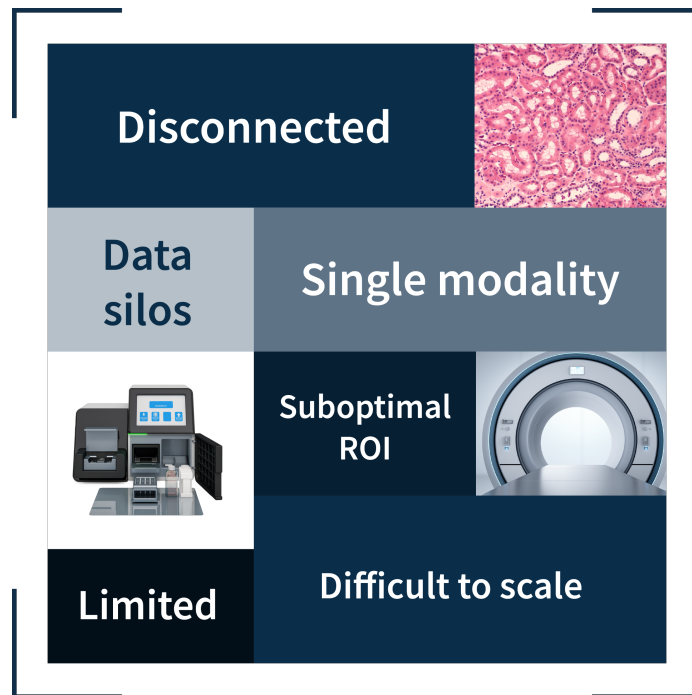
Non-Standardized Methods of Data Generation Lead to Data Silos



Our Vision to Deliver a **Decentralized Solution**

Enhancing Patient Care, Diagnosis and Drug Development

Today → Tomorrow



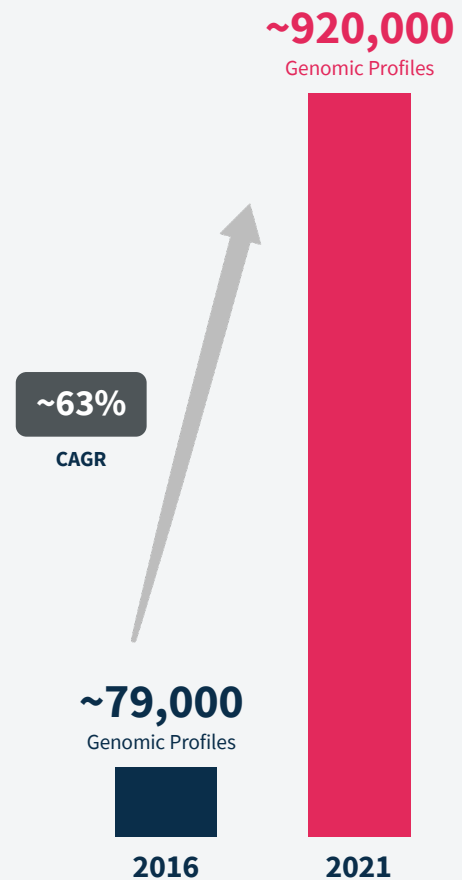
The SOPHiA DDM™ Platform

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



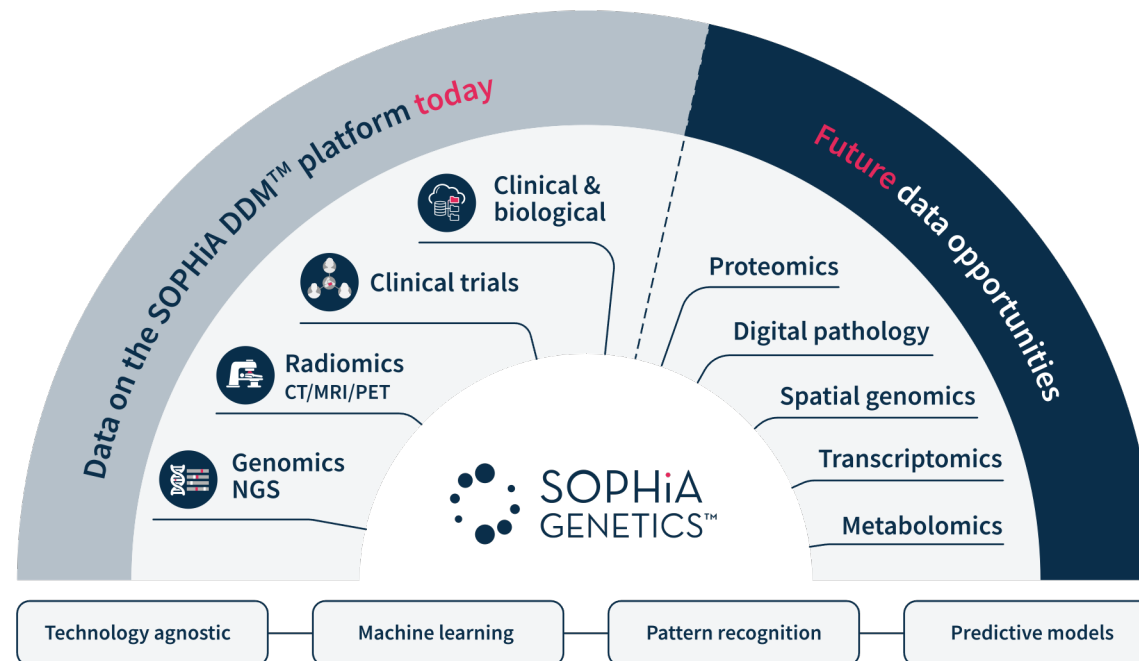
- Leverages AI to standardize complex multimodal data
- Improves and scales as more data is analyzed
- Amplifies network effects
- Designed to be safe and secure

 SOPHiA GENETICS™



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**

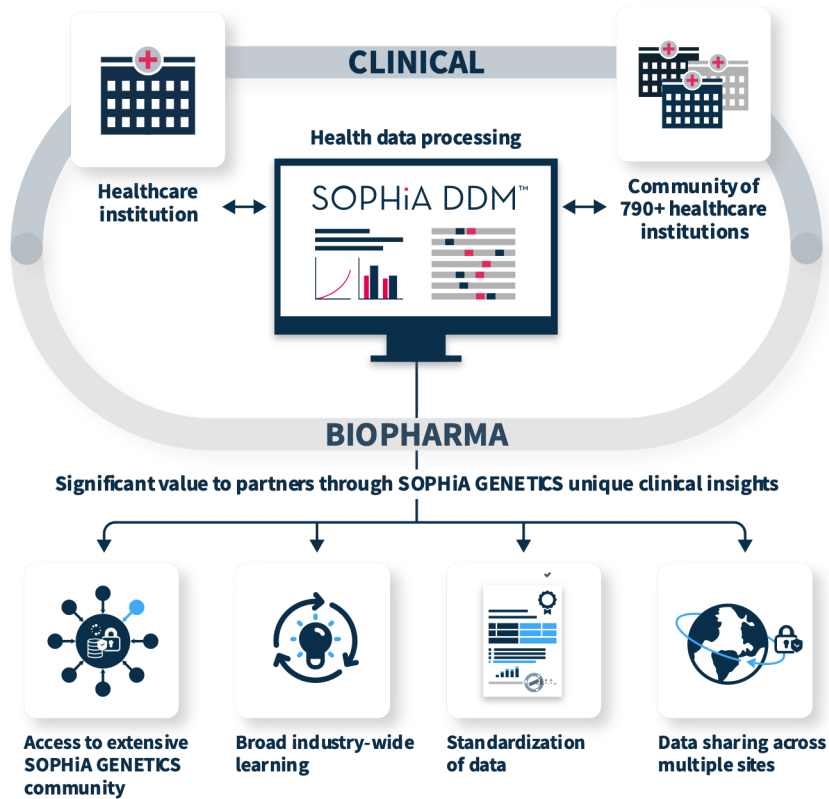
	Screening	Early Detection	Diagnosis	Therapy Selection	Monitoring	Clinical Trials
Genomics Germline	✓	✓	✓	✓		✓
Genomics Somatic		✓	✓	✓	✓	✓
Radiomics Somatic		✓	✓	✓	✓	✓

Genomics impact in other categories offers significant opportunity



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

 SOPHIA GENETICS™

Peer-Reviewed Publications

127

2021

91

2020

61

2019

28

2018

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



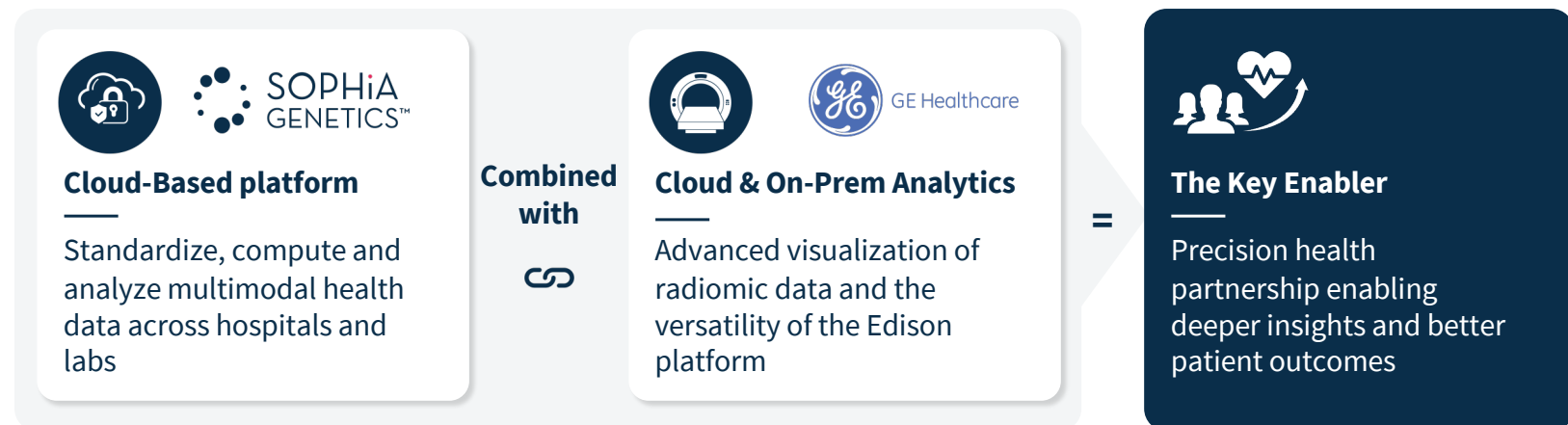
- ✓ **More informed and evidence-based clinical decision making**
- ✓ **More responsive and patient-centric care**
- ✓ **Predictive and personalized medicine**

Better Together

Leveraging Strategic Partnerships to Solve Unmet Healthcare Needs

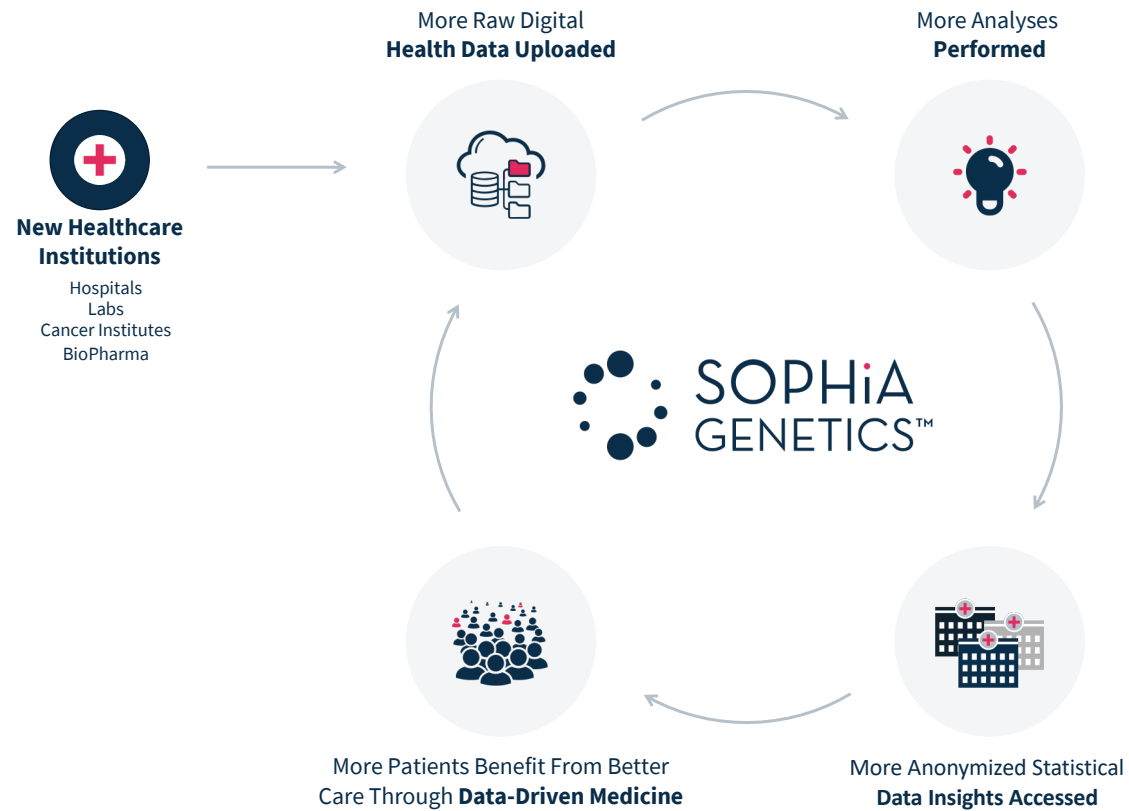
SOPHiA GENETICS and GE Healthcare

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



Continual Enhanced Efficiency

Driven by Powerful Network Effects



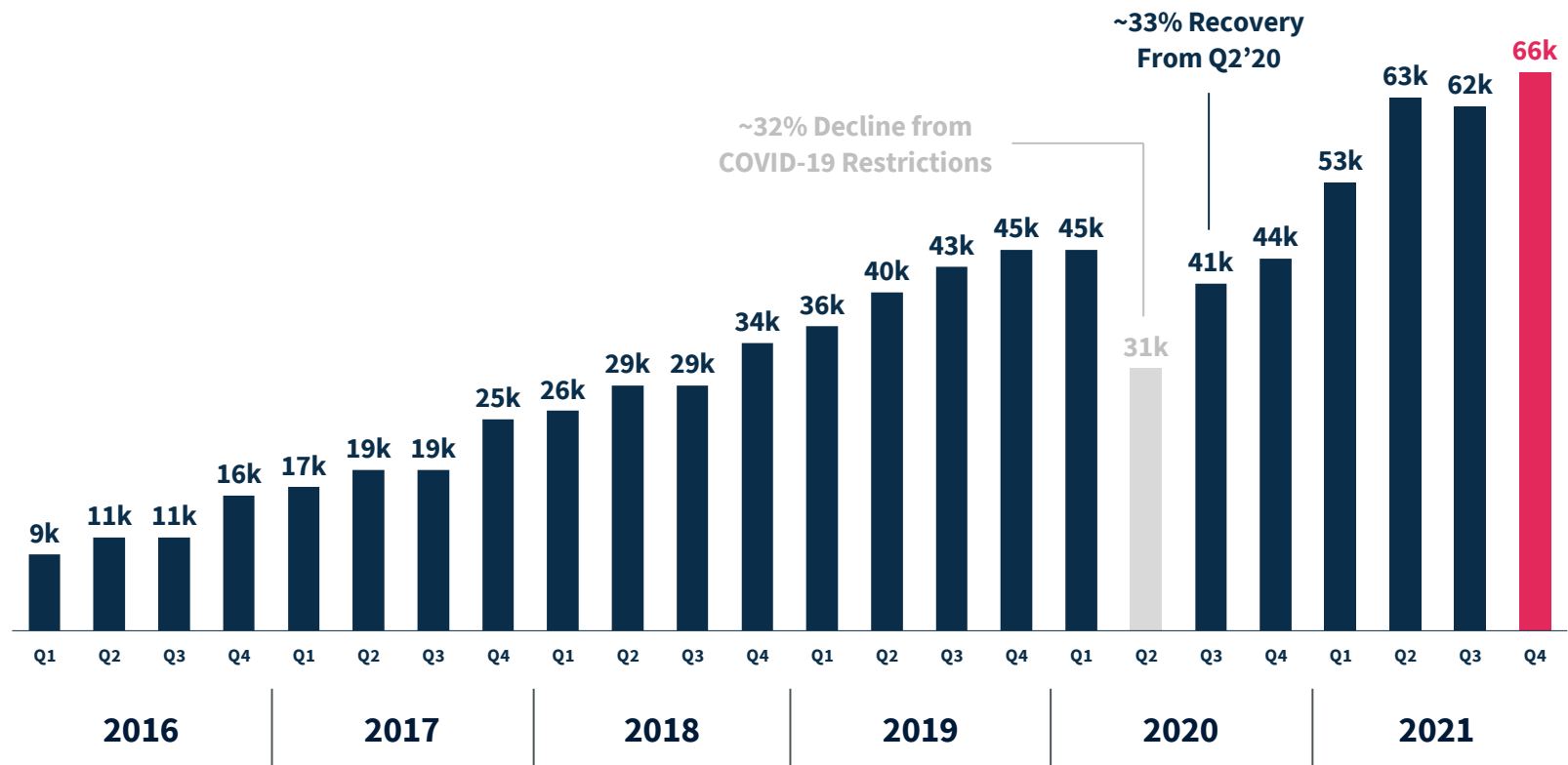
This is Just The **Beginning** for SOPHiA

Market Leader with ~\$35bn TAM and Growing



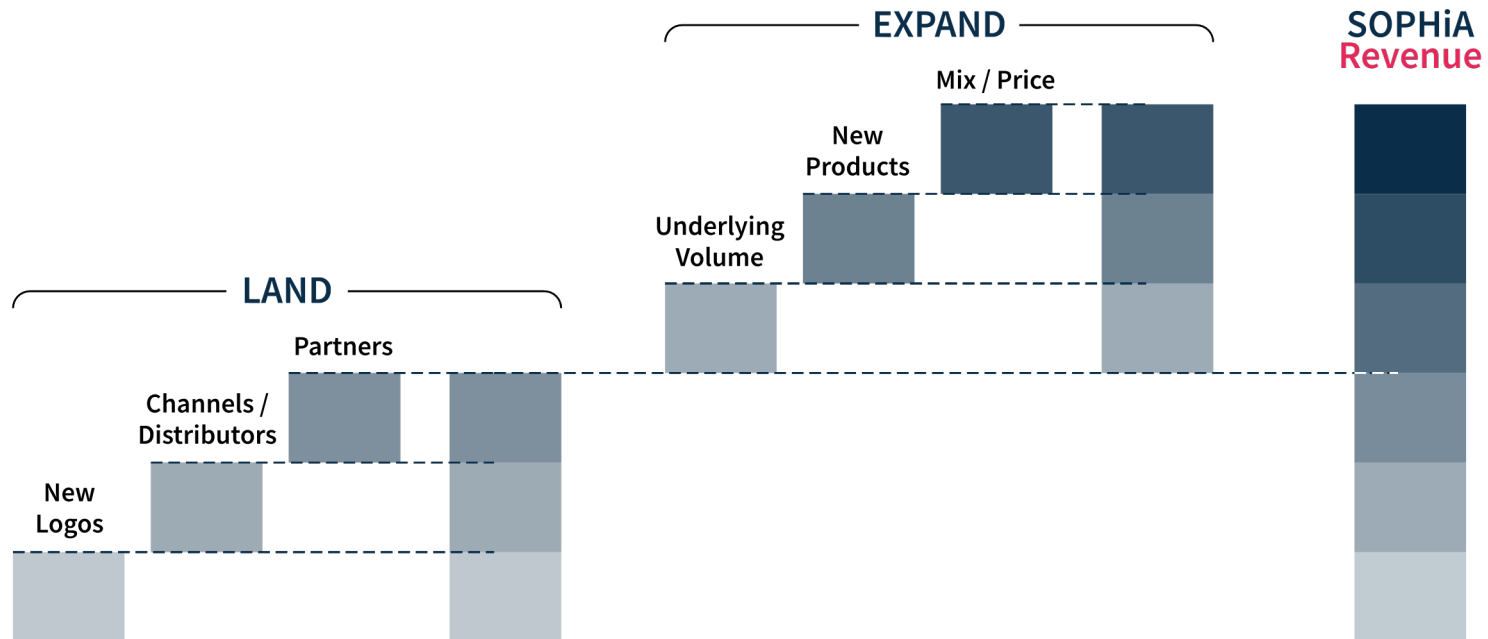
Platform Analysis Volume At **All-Time Highs**

Record Consumption Despite Market Challenges



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