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Proliferation of data in the cloud has transformed countless industries.

However, healthcare has lagged.
Healthcare has a challenging ecosystem

Non-standardized methods of data generation lead to data silos

**Today**
- Disconnected
- Data Silos
- Single modality
- Difficult to scale
- Suboptimal ROI
- Limited

**Tomorrow**
- Machine learning
- Scalable
- Knowledge sharing
- Decentralized
- Global network
- Multimodal
Meet SOPHiA

We are a cloud-native software platform that enables the healthcare industry to turn complex raw data into insights, with the future promise of improving patient outcomes.

We are a *global leader* in data-driven medicine.
We are on a mission
to democratize data-driven medicine *together* 🌍

**2011**
SOPHiA was founded

**Global**
Offices in Boston (US), Switzerland, and France

**IPO**
July 23, 2021
NASDAQ: SOPH

**500+**
Employees
Q2 2022 at a glance

$35bn
total addressable market

1mm+
total cumulative analyses

388
recurring platform users

120%+
net dollar retention

7%
annualized churn rate

$92K
average revenue per platform user

Revenue Growth - IFRS
in $mm

Q2 2021
$10.2

Q2 2022
$11.7
15%
YoY Growth

Revenue Growth - Constant Currency ex COVID-19
in $mm

Q2 2021
$9.5

Q2 2022
$12.9
36%
YoY Growth

(1) Revenue growth excludes the impact of exchange rate fluctuations and revenue contributions from our COVID-19 related solution.
This is just the beginning

we currently address a $35bn opportunity despite being early in our data journey

$35bn total addressable market

$21bn clinical

$14bn biopharma
SOPHiA DDM™ Platform

The platform started with the production of high-quality genomic data on a decentralized basis.

Insights from the raw data were then shared across the network with patients benefiting from a data-driven approach.

Cumulative Platform Volume

- 79,000 analyses in 2016
- +1,000,000 analyses in 2022

62% CAGR
The workflow
from raw data to actionable insights to *data-driven medicine*

- upload raw data
  - genomics
  - radiomics
  - clinical trials
  - clinical & biological

- interpretation & analysis

- integrated reporting

- clinical decision support
Multimodal data offers a stronger window into human biology and disease.
We are now focused on unlocking **NEW** data modalities
and creating a comprehensive streaming view of the patient over time.
Collective intelligence all-in-one platform
A decade of cumulative data analysis to develop breadth and depth of solutions with finely tuned accuracy
Better together

A robust partner ecosystem has also amplified these network effects and allowed industry transformation to accelerate

SOPHiA & 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-Native Platform
Standardize, compute and analyze multimodal health data across hospitals and labs

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

Combined with

| Cloud-Native Platform | SOPHiA & GE Healthcare |

= The Key Enabler

Precision health partnership enabling deeper insights and better patient outcomes

Technology agnostic platform enables broad partnership ecosystem

Agilent Technologies
Danaher
Thermo Fisher Scientific
Qiagen
RealM
OncoDNA
Twist Bioscience
SOPHiA’s powerful flywheel effect

More raw digital health data uploaded

New customers
hospitals | labs | cancer institutes | biopharma

More patients benefit from better care through data-driven medicine

More analyses performed

More anonymized statistical data insights accessed
Our DEEP-Lung-IV initiative

is a prime example of the potential of data-driven medicine in a multimodal world

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

Our machine learning models predict response using baseline data, which has the potential to be transformative

Study objectives

Predict treatment response at first evaluation
Commercialization of CarePath will enable this strategy at scale and unlock new markets.

CarePath is a new module that guides clinicians along the care continuum by better predicting an individual patient’s disease progression and treatment options.

- **Prediction**
- **Cohorting**
- **Visualization**

- Longitudinal view across the care journey
- Placing the patient in the context of other similar patients
- Prediction analytics modules

Expected deployment: 2H 2022
SOPHiA’s biopharma solutions

empowers the development and commercialization of precision medicines spanning the entire value chain from pre-market development to post-market commercialization
Future State

vast amounts of patient data stream securely in the cloud on a global basis

patients of *today* benefit patients of *tomorrow*
We deploy a traditional land and expand model
a compelling software-centric growth algorithm

steady growth is fueled by a balanced mix of drivers, de-risking reliance on a singular strategy
However, we are *NOT* SaaS

94% of revenue is consumption-based

Reported revenue has a direct relationship with the consumption of our platform during the period

Our model is not fixed, meaning there are no limits set on how much of our platform a customer can consume
Best evidenced by growing analysis volumes
record consumption despite market challenges

~32% Decline from COVID-19 Restrictions

~33% Recovery From Q2'20

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>9k</td>
<td>11k</td>
<td>11k</td>
<td>16k</td>
<td>17k</td>
<td>19k</td>
<td>19k</td>
<td>25k</td>
</tr>
<tr>
<td>2017</td>
<td>26k</td>
<td>29k</td>
<td>29k</td>
<td>34k</td>
<td>36k</td>
<td>40k</td>
<td>43k</td>
<td>45k</td>
</tr>
<tr>
<td>2018</td>
<td>45k</td>
<td>53k</td>
<td>41k</td>
<td>44k</td>
<td>31k</td>
<td>41k</td>
<td>44k</td>
<td>53k</td>
</tr>
<tr>
<td>2019</td>
<td>63k</td>
<td>62k</td>
<td>66k</td>
<td>65k</td>
<td>66k</td>
<td>66k</td>
<td>66k</td>
<td>66k</td>
</tr>
</tbody>
</table>

Exceptional net dollar retention rate
driven by increased application uptake and strong retention

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2021 Q1</th>
<th>2021 Q2</th>
<th>2021 Q3</th>
<th>2021 Q4</th>
<th>2022 Q1</th>
<th>2022 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retention</td>
<td>109%</td>
<td>125%</td>
<td>137%</td>
<td>143%</td>
<td>141%</td>
<td>121%</td>
</tr>
</tbody>
</table>
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
SOPHiA’s distinguished leadership team

our diverse and innovative force leverages decades of experience to chart a new course for data analytics and A.I. in healthcare
Investor Contact

Jennifer Pottage
Head of Investor Relations

E: Jpottage@sophiagenetics.com
T: +1 617 901 4480
Appendix
## Interim Condensed Consolidated Statement of Loss

Amounts in USD thousands, except per share data  
(unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Three months ended June 30,</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$11,667</td>
<td>$10,178</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>(4,047)</td>
<td>(3,948)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>$7,620</td>
<td>$6,230</td>
</tr>
<tr>
<td>Research and development costs</td>
<td>(8,990)</td>
<td>(6,385)</td>
</tr>
<tr>
<td>Selling and marketing costs</td>
<td>(8,235)</td>
<td>(7,573)</td>
</tr>
<tr>
<td>General and administrative costs</td>
<td>(14,697)</td>
<td>(8,224)</td>
</tr>
<tr>
<td>Other operating (expense) income, net</td>
<td>223</td>
<td>28</td>
</tr>
<tr>
<td><strong>Operating loss</strong></td>
<td>($24,079)</td>
<td>($15,924)</td>
</tr>
<tr>
<td>Finance (expense) income, net</td>
<td>(608)</td>
<td>(2,426)</td>
</tr>
<tr>
<td><strong>Loss before income taxes</strong></td>
<td>($24,687)</td>
<td>($18,350)</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>6</td>
<td>(40)</td>
</tr>
<tr>
<td><strong>Loss for the period</strong></td>
<td>($24,681)</td>
<td>($18,390)</td>
</tr>
<tr>
<td>Attributable to the owners of the parent</td>
<td>($24,681)</td>
<td>($18,390)</td>
</tr>
<tr>
<td><strong>Basic and diluted loss per share</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>($0.39)</td>
<td>($0.38)</td>
</tr>
</tbody>
</table>
## Reconciliation of IFRS Revenue Growth to Constant Currency Revenue Growth and Constant Currency Revenue Growth Excluding COVID-19-Related Revenue

Amounts in USD thousands (unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Three months ended June 30,</th>
<th></th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2021</td>
<td></td>
</tr>
<tr>
<td>IFRS Revenue</td>
<td>$11,667</td>
<td>$10,178</td>
<td>15%</td>
</tr>
<tr>
<td>Current period constant currency impact</td>
<td>1,535</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant currency revenue</td>
<td>$13,202</td>
<td>$10,178</td>
<td>30%</td>
</tr>
<tr>
<td>COVID-19 Revenue</td>
<td>(292)</td>
<td>(653)</td>
<td></td>
</tr>
<tr>
<td>Constant currency impact on COVID-19-related revenue</td>
<td>35</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant currency revenue excluding COVID-19-related revenue</td>
<td>$12,945</td>
<td>$9,525</td>
<td>36%</td>
</tr>
</tbody>
</table>
## Reconciliation of IFRS to Adjusted Gross Profit and Gross Profit Margin

Amounts in USD thousands (unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Three months ended June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
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<td>Revenue</td>
<td>$11,667</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>(4,047)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>$7,620</td>
</tr>
</tbody>
</table>
| Amortization of capitalized research and development expenses  
  \(^{(1)}\)         | 253                         | 109                         |
| **Adjusted gross profit**| $7,873                      | $6,339                      |

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit margin</td>
<td>65%</td>
<td>61%</td>
</tr>
</tbody>
</table>
| Amortization of capitalized research and development expenses  
  \(^{(1)}\)         | 2%    | 1%    |
| **Adjusted gross profit margin** | 67%  | 62%   |

\(^{(1)}\) 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 Loss

Amounts in USD thousands (unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Three months ended June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
</tr>
<tr>
<td>Operating loss</td>
<td>($24,079)</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>253</td>
</tr>
<tr>
<td>Amortization of intangible assets (2)</td>
<td>188</td>
</tr>
<tr>
<td>Share-based compensation expense (3)</td>
<td>3,889</td>
</tr>
<tr>
<td>Non-cash pension expense (4)</td>
<td>178</td>
</tr>
<tr>
<td>Adjusted operating loss</td>
<td>($19,571)</td>
</tr>
</tbody>
</table>

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