



Democratizing Data-Driven Medicine **Together**



CORPORATE OVERVIEW

NOVEMBER 2021

Disclosure

- This presentation contains statements that constitute forward-looking statements. All statements other than statements of historical facts contained in this presentation, including statements regarding our future results of operations and financial position, business strategy, products and technology, as well as plans and objectives of management for future operations, are forward-looking statements. Forward-looking statements are based on our management's beliefs and assumptions and on information currently available to our management. Such statements are subject to risks and uncertainties, and actual results may differ materially from those expressed or implied in the forward-looking statements due to various factors, including those described in our filings with the U.S. Securities and Exchange Commission. No assurance can be given that such future results will be achieved. Such forward-looking statements contained in this document speak only as of the date of this presentation. We expressly disclaim any obligation or undertaking to update these forward-looking statements contained in this presentation to reflect any change in our expectations or any change in events, conditions, or circumstances on which such statements are based unless required to do so by applicable law. No representations or warranties (expressed or implied) are made about the accuracy of any such forward-looking statements.
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Q3 Earnings Highlights

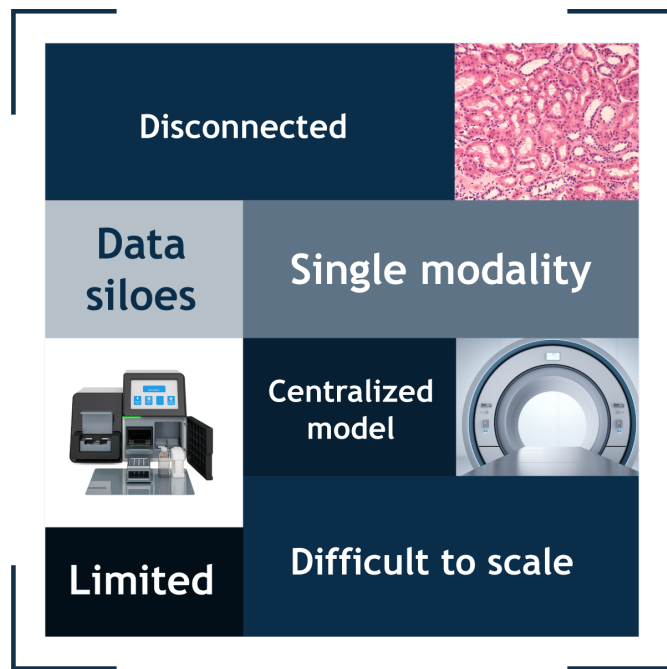
- *\$10.4 million in revenue for the third quarter, representing a 45% increase over the corresponding period of 2020.*
- *Following a previous letter of intent with GE Healthcare, signed a final Master Alliance Agreement to work with GE on a variety of oncology opportunities.*
- *Total recurring platform customers grew from 367 in Q2 to 375 customers in Q3. Net dollar retention for the rolling twelve-month period improved to 137%.*
- *Continued momentum in customer adoption with clinical customers, such as City of Hope and Institut Gustave Roussy, and biopharma customers, such as AstraZeneca.*



SOPHiA GENETICS Reports Third Quarter 2021 Financial Results and Raises 2021 Guidance

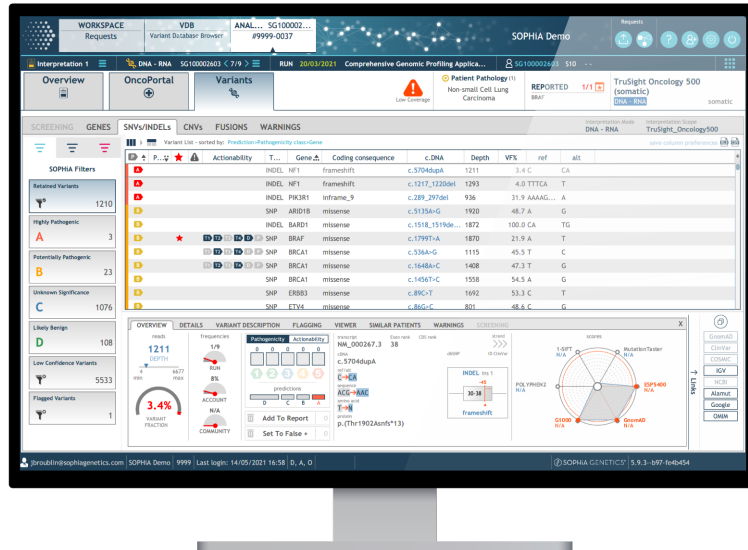
Our Vision for Technology to Improve Patient Care & Diagnosis

Delivering a SaaS platform to break data silos and share insights



Our SaaS Platform in the Cloud

Decentralized analysis, data storage and insight sharing



- + Software as a Service (SaaS) cloud platform
- + Leverages AI to analyze and standardize data
- + Creates network effect

- ✓ Designed to be HIPAA & GDPR compliant
- ✓ Designed to be safe & secure
- ✓ Technology-agnostic

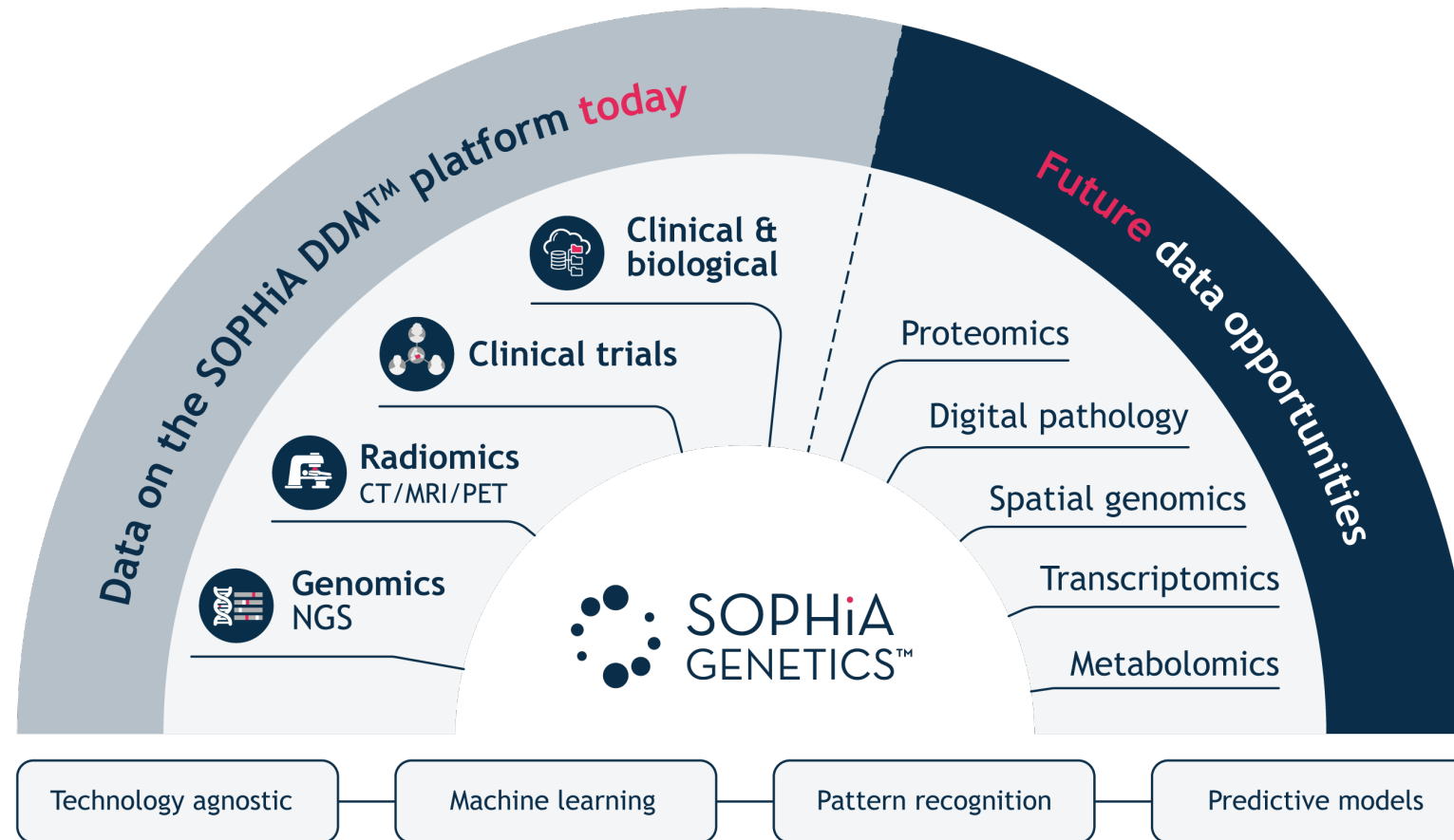
840,000+
GENOMIC PROFILES
ANALYZED ⁽¹⁾

780+
HOSPITALS, LABS &
BIOPHARMA CUSTOMERS ⁽¹⁾

1. As of September 30, 2021

The SOPHiA DDM™ Platform is Adaptable and Scalable

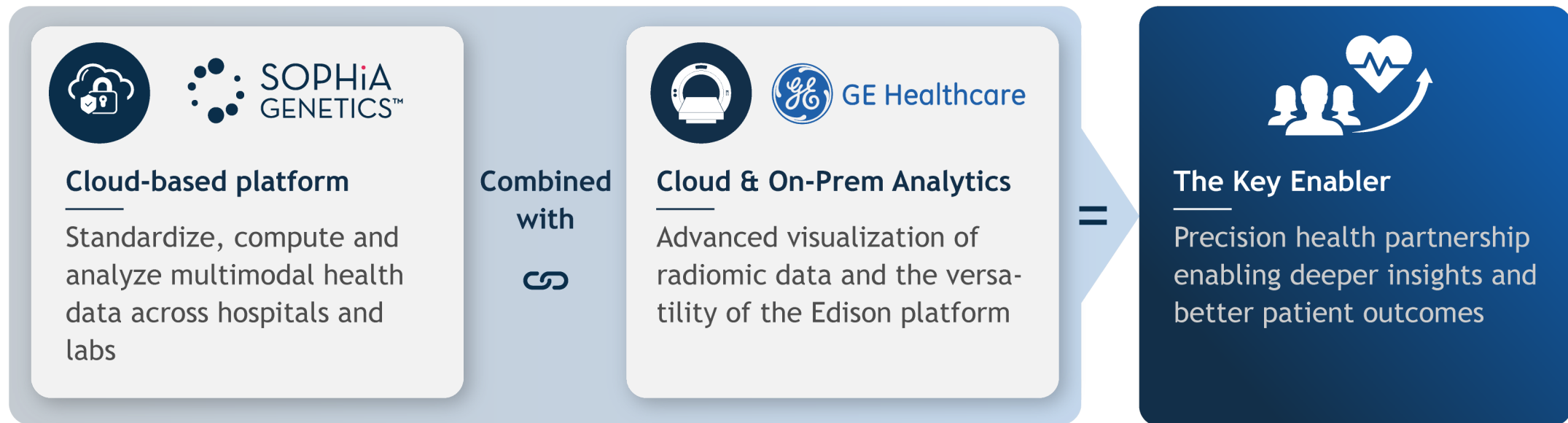
For data-driven decision support



Our vision to generate novel multimodal insights through a global network of connected hospitals to drive better patient outcomes



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



Goals and Initiatives

Goals

- ✓ Address the needs of **different stakeholders** in both the clinical and biopharma segments
- ✓ Build a **collective intelligence** through knowledge sharing
- ✓ Combine **multimodal data** across instruments and across sites
- ✓ Deploy **AI-powered analytics** as CDx and CDS to **standardize and analyze** multimodal health data
- ✓ Ensure **strict adherence to data privacy and information security** rules
- ✓ Establish a **global network of hospitals connected through the cloud** for knowledge building and app deployment

Initiatives

Following the recent execution of a Master Alliance Agreement, initial projects and initiatives include:

- 1) **Integration of data between GE's Edison platform and the SOPHiA DDM™ platform**
- 2) **Commercial collaboration focused on co-marketing and pilot site recruitment**

// *The integration of genomics-based artificial intelligence into oncology workflow solutions would be a major breakthrough for integrated cancer medicine and for future clinical research, which increasingly depend on the ability to select those patients most likely to respond to new therapies.*

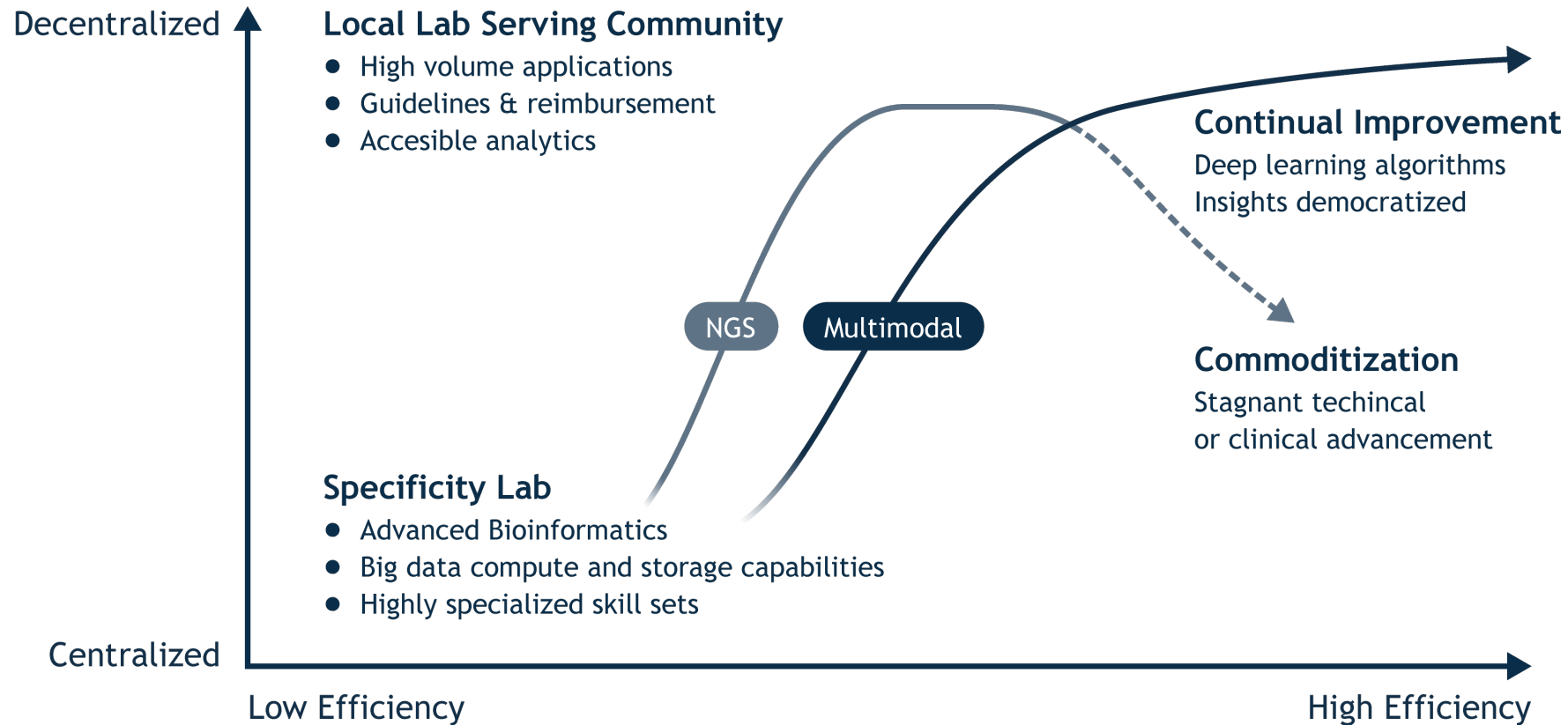


Jan Makela

President & CEO,
Imaging at GE Healthcare

Volume Expected to Drive Tipping Point from Centralized to Decentralized

SOPHiA DDM™ Platform enables labs to serve community with advanced analytics



Current Applications Span the Oncology Continuum of Care

With opportunity to impact additional disease categories

	SCREENING	EARLY DETECTION	DIAGNOSIS	THERAPY SELECTION	MONITORING	CLINICAL TRIALS
GENOMICS GERMLINE						
GENOMICS SOMATIC						
RADIOMICS SOMATIC						

Genomics impact in other categories
offers significant opportunity



Rare diseases



Cardiology



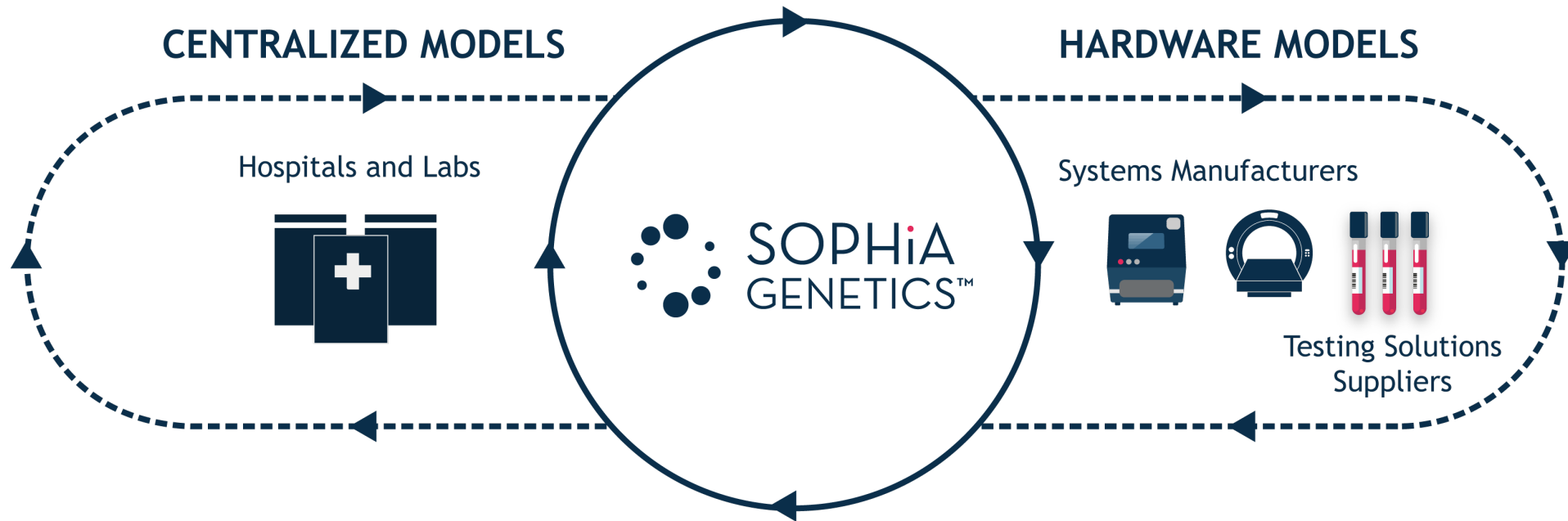
Neurology



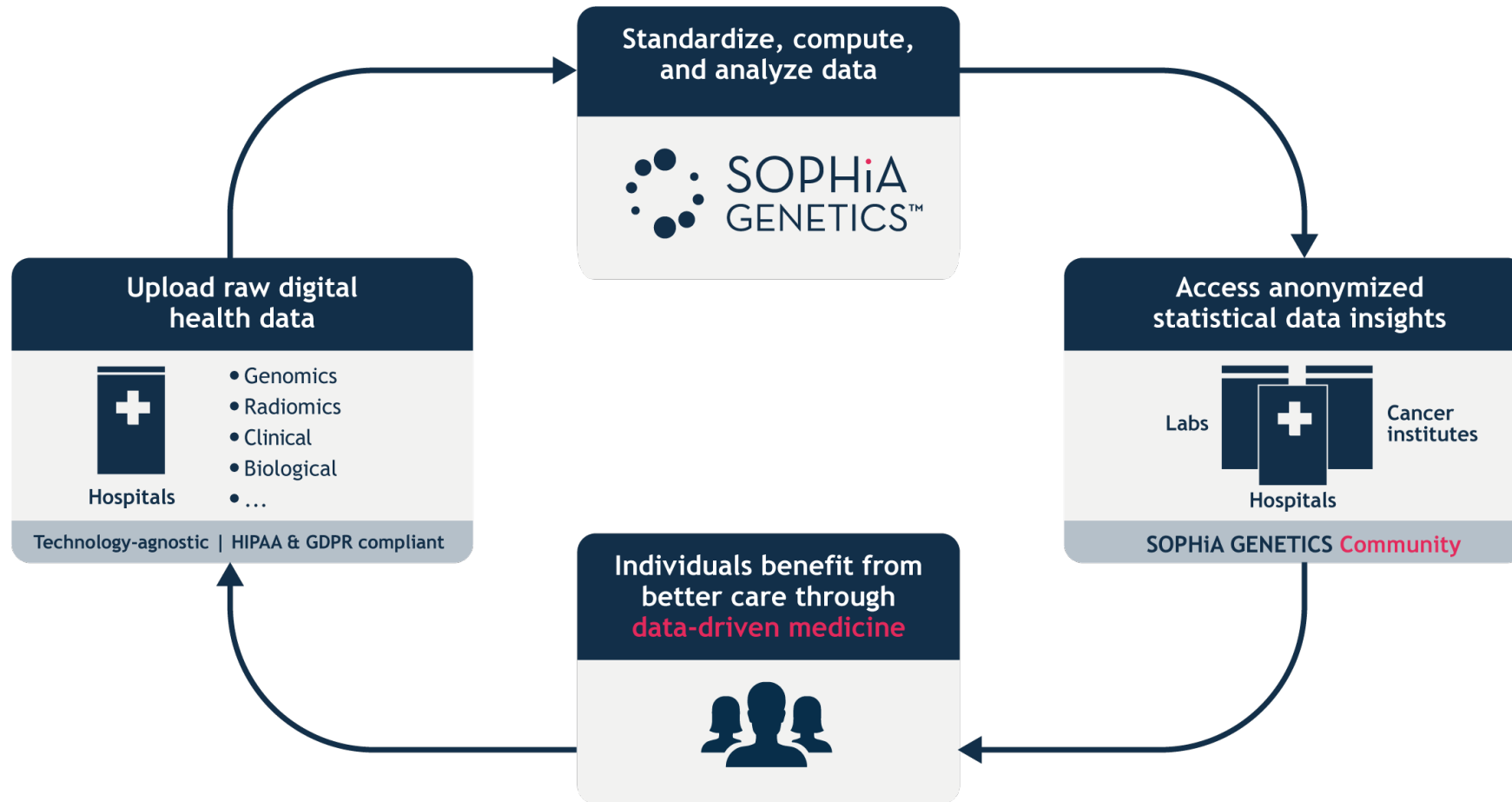
Metabolism

SOPHiA GENETICS Has a Unique Position in the Healthcare Ecosystem

Allowing for broad partnerships



Overview of the SOPHiA DDM™ platform



SOPHiA GENETICS' Offerings Address an Underpenetrated | \$35 billion market opportunity in 2020

Total Global Addressable Market \$35bn									
By application	Clinical Market \$21bn						Biopharma Market \$14bn		
By disease area	Oncology \$20.5bn					Rare Diseases \$0.5bn	Oncology \$14bn		
By segment	Screening	Early Detection	Diagnosis	Therapy Selection	Monitoring	Diagnosis	Clinical Trials	Insights & Awareness	CDx
Global	\$7bn	\$8bn	\$2bn	\$1bn	\$2.5bn	\$0.5bn	\$4bn	\$9bn	\$1bn
U.S.	\$2bn	\$3.5bn	\$0.5bn	\$0.5bn	\$1.2bn	\$0.2bn	n.a.	\$6.5bn	n.a.
Global (U.S.) patients	45mm (11mm) at risk of inherited cancer	147mm (50mm) ages 50-79	5mm (900k) newly diagnosed cancer patients	2mm (900k) metastatic patients	20mm (9mm) metastatic patients and survivors	3.3mm (900k) new-borns	400k enrolled in 4,000+ oncology clinical programs	1.4mm (900k) metastatic patients	n.a.
	Established market	Emerging market							

Over time, our platform could enable meaningful TAM expansion through new disease areas / modalities

SOPHiA DDM™ Platform Applications Currently in the Market

Clinical Applications

- ✓ **SOPHiA DDM™**
Applications for analyzing genomic data, empowering customers to build their own precision medicine operations
- ✓ **Alamut™**
Applications for analyzing genomic data, empowering customers to build their own precision medicine operations

Biopharma Applications

- ✓ **SOPHiA Trial Match™**
Place “molecular alerts” in SOPHiA platform to accelerate biomarker-defined patient enrollment into clinical trials
- ✓ **SOPHiA Insights™**
Leverage SOPHiA platform dataset and multimodal AI analytics capabilities to generate insights pre- and post-approval of a drug
- ✓ **SOPHiA CDx™**
Leverage SOPHiA’s capabilities to develop variant detection and identification algorithms to support companion diagnostics programs
- ✓ **SOPHiA Awareness™**
Provide real-world insights on NGS testing to support BioPharma customers’ market-shaping and commercial strategies



Oncology



Rare diseases



Cardiology



Neurology



Metabolism

Cutting Edge Technologies

Exceptional analytical performance

19 PATENTED TECHNOLOGIES

Leveraging 2 Core Proprietary Algorithmic Technologies



Accurate SNP and INDEL detection



Superior CNV resolution

	Somatic Oncology ¹	Germline Oncology ²	Rare Diseases ³	Cardiology ⁴
SENSITIVITY	98.77%	100.00%	98.93%	100.00%
SPECIFICITY	100.00%	99.99%	99.99%	99.99%
ACCURACY	99.97%	99.99%	99.99%	99.99%
PRECISION	100.00%	99.86%	99.41%	99.62%

1.

Results of the CE-IVD study based on our Solid Tumor Solution (STS) that included data from 6 different sequencing centers and a total of 155 clinical and commercial FFPE samples in which 192 confirmed variants were used as the standard.

2.

Results of the CE-IVD study based on our Hereditary Cancer Solution (HCS) that included data from 7 different sequencing centers and a total of 159 clinical and commercial samples in which 1252 confirmed variants were used as the standard.

3.

Results based on the clinical exome analysis of the Ashkenazim trio (mother, father and son's DNA) from the Genome In a Bottle consortium that included data from 2 different sequencing centers and a total of 9 samples (including replicates) in which an average of 6241.2 confirmed variants per sample were used as the standard.

4.

Results based on two similar studies that included data from 2 different sequencing centers and a total of 113 clinical and commercial samples in which 833 confirmed variants were used as the standard.

Robust Body of Evidence

Improving life science research

290+
PEER REVIEWED
PUBLICATIONS¹

GENOMICS

RADIOMICS

MULTIMODAL

1. As of September 30, 2021



Multimodal Approach to Non-Small Cell Lung Cancer

Predicting response to immunotherapy

CONTEXT

POPULATION STUDY

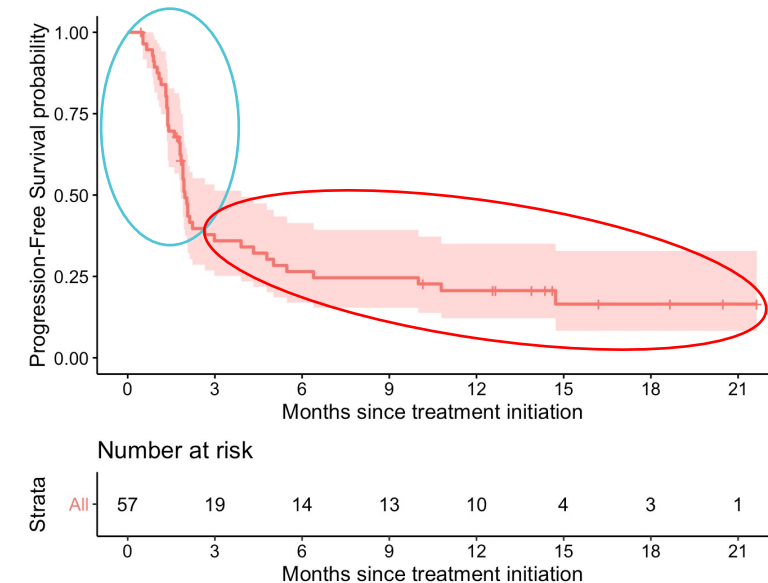
- Retrospective analysis of 57 patients treated for NSCLC using nivolumab in R/R setting
- 3+ previous lines of therapy

OBJECTIVE

Identify predictive markers of IO response based on multiple sources of data (clinical, genomics, biological and imaging) through machine learning analysis

For Research Use Only. Not for Diagnostic Procedures

Two groups of patients - fast relapse and slow relapse



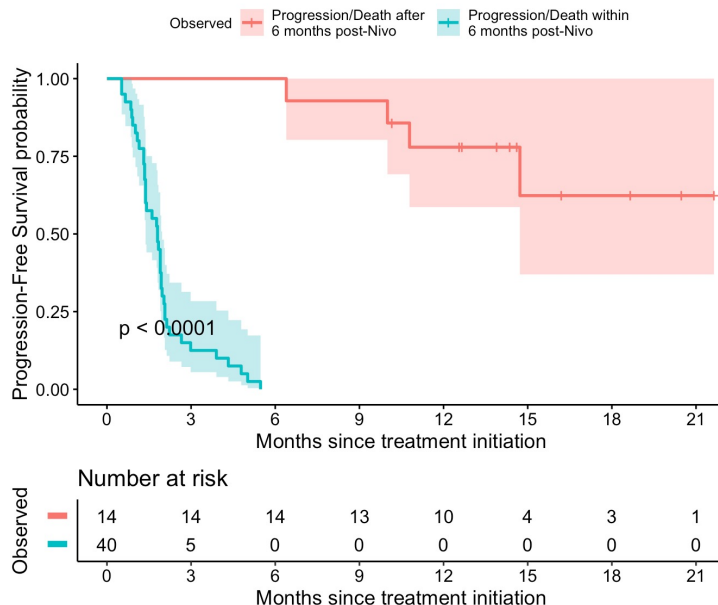
PFS Kaplan-Meier curves show there are two groups of patients responding to the IO therapy

Machine Learning Models Predict Response

Using baseline data and can help identify markets that are predictive of response

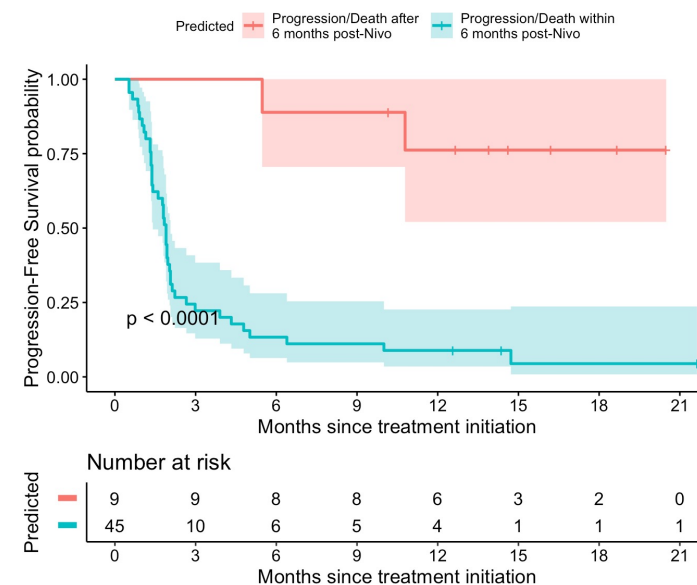
PFS Curves Observed

Stratification with respect to PFS>6 months



PFS Curves Predicted

Applying algorithm on multimodal data available at diagnosis



Progression at First Evaluation:

(6 patients excluded because of missing data)

- **Sensitivity: 27/32 (84%)**
(27 progressions well predicted)
- **Specificity: 13/19 (68%)**
(13 partial responses well predicted)

PFS <> 6 Months:

(3 patients excluded because of missing data)

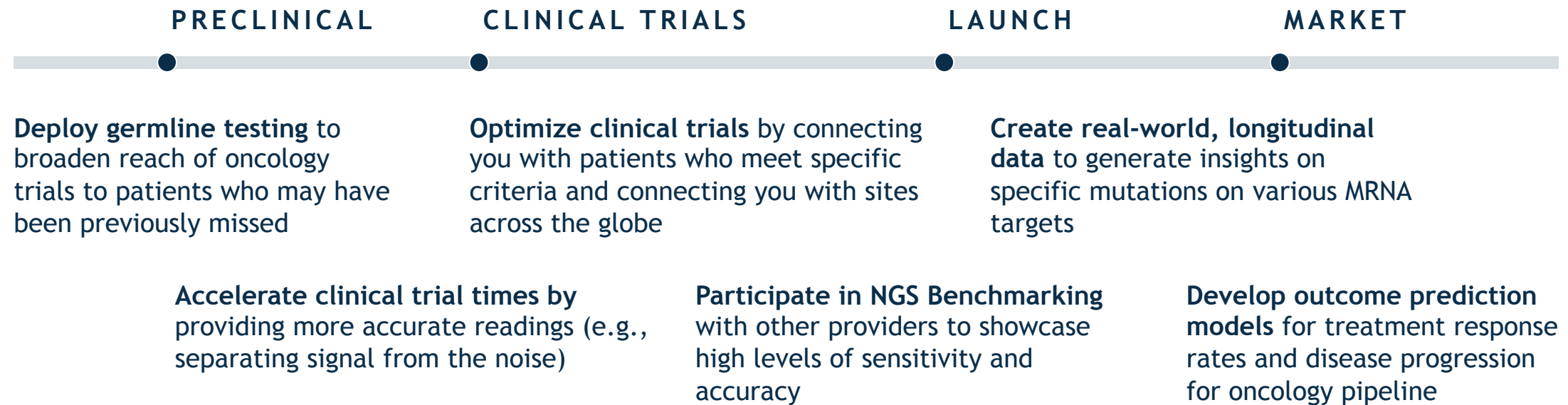
- **Sensitivity: 39/40 (98%)**
(39 PFS < 6 months well predicted)
- **Specificity: 8/14 (57%)**
(8 PFS > 6 months well predicted)

Confirming results in a large-scale real-world observational study recruiting 4,000 patients in 1L NSCLC

For Research Use Only. Not for Diagnostic Procedures

The SOPHiA DDM™ Platform can be utilized by BioPharmas to

Reduce bottlenecks across the entire value chain



SOPHiA's Data-Driven Medicine™ Platform combines cutting-edge technologies and deep knowledge of real-world data to...



Propel
speed-to-market



Identify target patient
populations more
effectively



Improve probability
of success



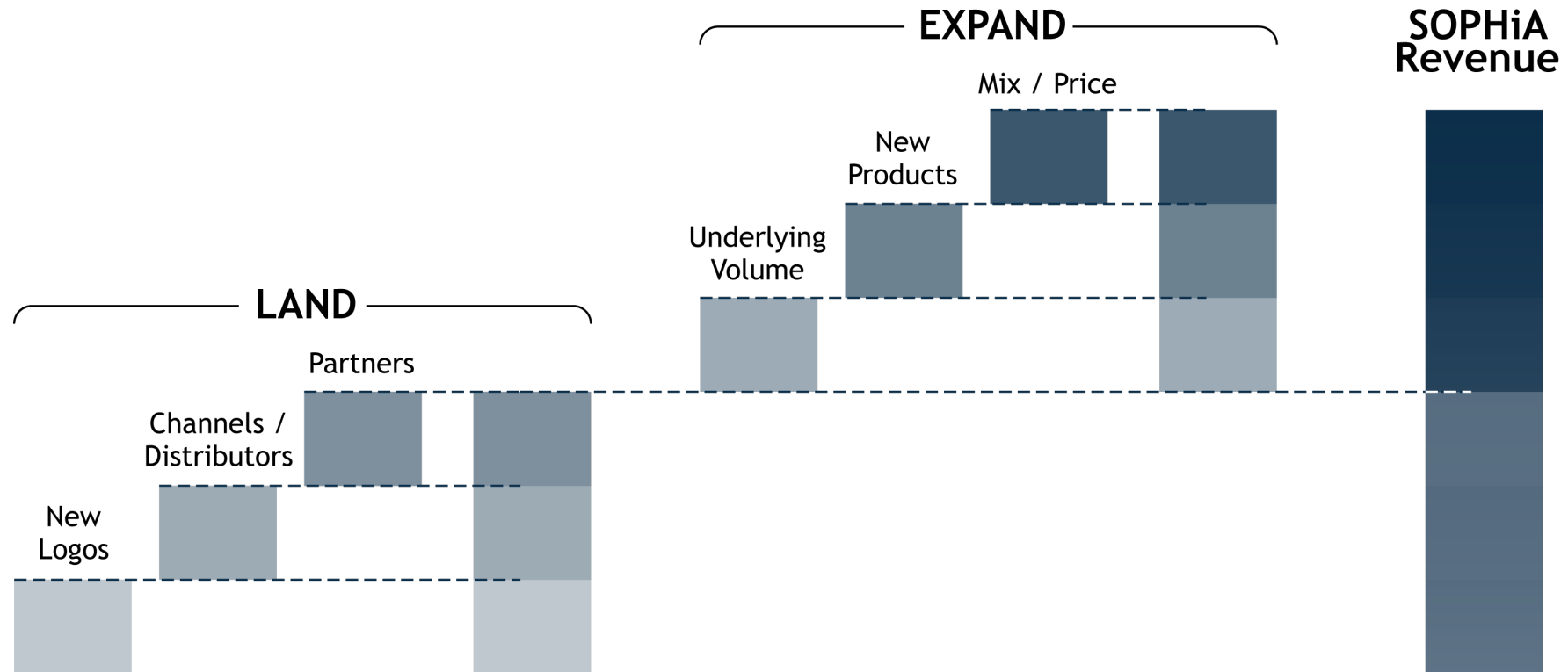
Achieve better ROI on
drug development

Key Q3 2021
Customer Win

AstraZeneca 

Our Land and Expand Revenue Build

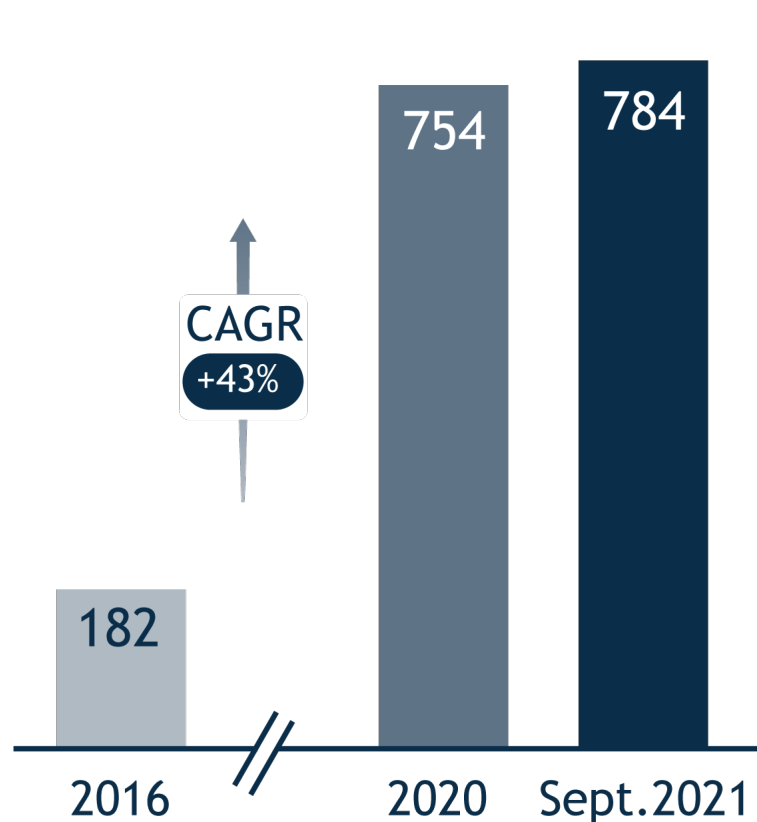
Is a hallmark of our growth algorithm



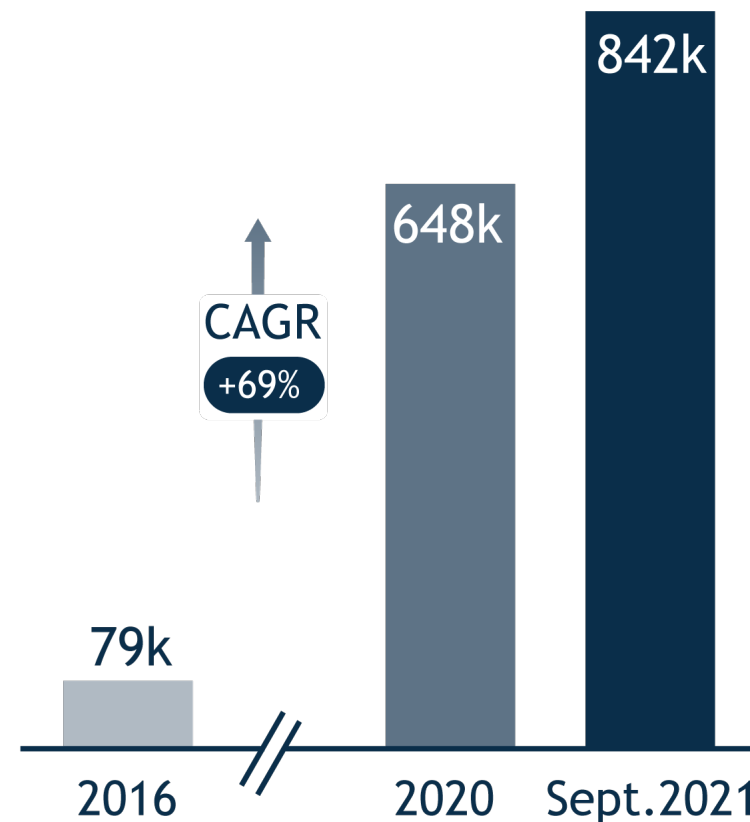
SOPHiA GENETICS' steady growth is fueled by a balanced mix of drivers, de-risking reliance on a singular strategy

A Leading Position

By number of client institutions and genomics profiles analyzed



CLIENT INSTITUTIONS



GENOMICS PROFILES ANALYZED

Steady Expansion

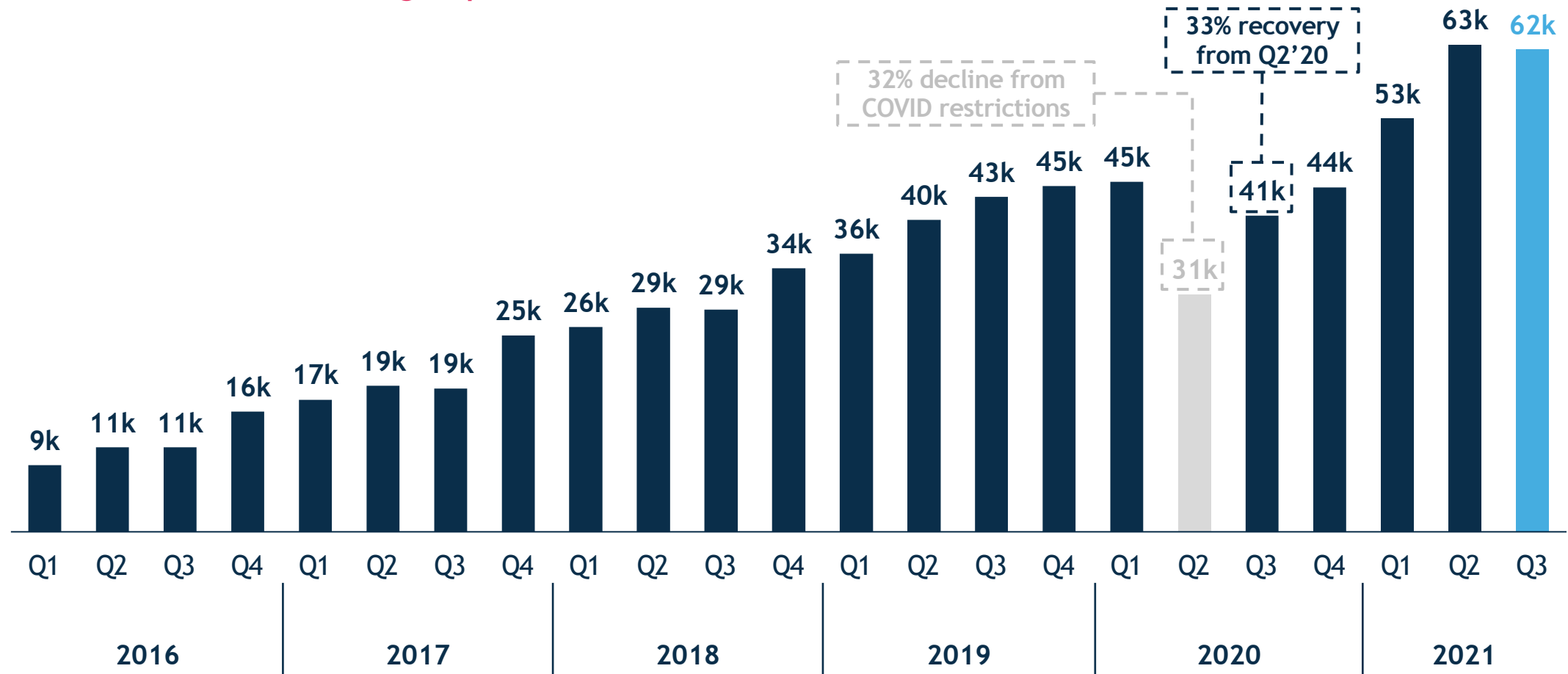
Fueled by balanced volume growth + NPI + price/mix

Platform Analysis Volume by Cohort						
Cohort	Year 1	Year 2	Year 3	Year 4	Year 5	CAGR
2015	29,586 100%	36,473 123%	47,926 162%	55,874 189%	56,921 192%	18%
2016	23,291 100%	25,205 108%	29,864 128%	33,499 144%		13%
2017	22,924 100%	28,689 125%	33,626 147%			21%
2018	19,602 100%	24,322 124%				24%
2019	20,476 100%					NA

Our customers are assigned to a particular cohort based on the year in which they first accessed our SOPHiA platform through the dry lab or bundle access model. We track and aggregate analysis volume generated through our platform grouped by customer cohorts in 12-month intervals from the respective customer onboard date. "Customer" refers to any customer who accesses our SOPHiA platform through the dry lab and bundle access models. We exclude from this definition any customers accessing our SOPHiA platform using the integrated business model because they tend to use our platform in an ad hoc manner compared to our dry lab and bundle access customers who typically do so in a recurring fashion, generate an immaterial portion of our revenue and analysis volume and constitute a small part of our customer base. We also exclude from this definition customers who only use Alamut through our SOPHiA platform.

Platform Analysis Volume

Has been at all time highs post-COVID



Analysis volumes have been at all time highs post recovery from COVID shock

Note: Includes chargeable dry lab and bundle access analyses.

Real-Time Visibility Into the healthcare ecosystem

From

To

LOAD >

22,189
Patients

24,313
Analyses

Current Month ▼

Client ▼

Product ▼

Product Owner ▼

Germline & Somatic ▼

Contract Type ▼

Territory Manager ▼

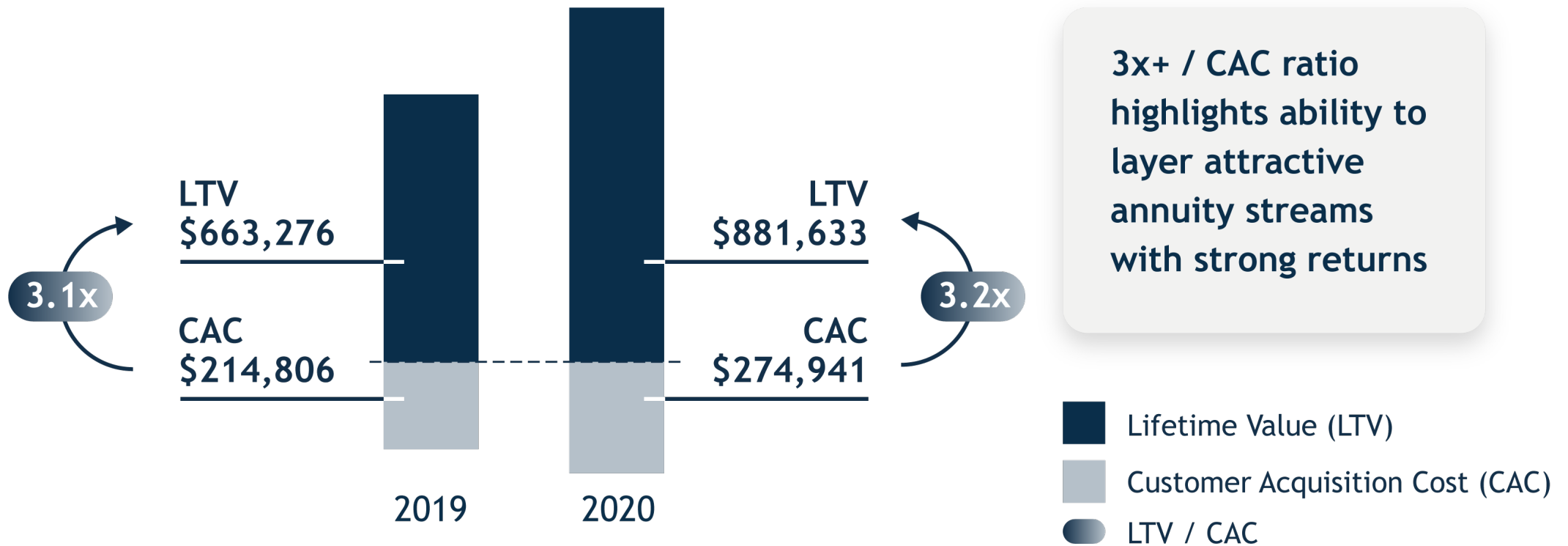
Opportunity Owner ▼

Solution Type ▼

Billing Country ▼

Top Account ▼	Institution ▼	City ▼	Country ▼	Access Mode ▼	Clinical Application ▼
✓	Comprehensive Cancer Center	Not Disclosed	USA	Bundle	Somatic liquid tumors
✓	Central Laboratory	Not Disclosed	Brazil	Bundle	Hereditary cancers
✓	Central Laboratory	Not Disclosed	Brazil	Dry lab	Somatic solid tumors
✓	Central Laboratory	Not Disclosed	Brazil	Bundle	Clinical exome
✓	Academic Hospital	Not Disclosed	USA	Bundle	Somatic solid tumors
✗	University Hospital	Not Disclosed	France	Bundle	Cardiology
✓	Centre de Lutte Contre le Cancer (CLCC)	Not Disclosed	France	Dry lab	Somatic solid tumors
✓	Academic Hospital	Not Disclosed	Spain	Bundle	Somatic solid tumors
✓	University Hospital	Not Disclosed	Australia	Dry lab	Whole exome

Scalable Business Model



Historical Financial Performance

<i>\$ millions</i>	2019	2020	Q3 2021	YTD 2021
Revenue (Y-O-Y Growth)	\$25.4 --	\$28.4 12%	\$10.4 45%	\$29.5 44%
Gross Profit (Gross Margin)	\$17.8 (70%)	\$17.7 ⁽¹⁾ (62%)	\$6.5 (63%)	\$18.4 (62%)
Adj. Gross Profit ⁽²⁾ (Adj. Gross Margin)	--	--	\$6.7 (65%)	\$18.7 (63%)
Operating Loss	(\$32.3)	(\$37.4)	(\$20.5)	(\$50.5)
Adjusted Operating Loss ⁽³⁾	--	--	(\$17.0)	(\$44.0)
Net Cash Used in Operating Activities	(\$31.7)	(\$31.7)	(\$16.2)	(\$42.5)

Despite COVID headwinds, SOPHiA GENETICS exhibited growth in 2020, and 2021 is on track to be a record year

Notes:

(1) Includes the impact of a one-time write-off of inventory associated with the loss of a key customer

(2) Adjusted gross profit excludes the amortization of capitalized research and development expenses. See Appendix A for reconciliation.

(3) Adjusted operating loss excludes the adjustments made to calculate adjusted gross profit, amortization of intangible assets, share-based compensation expense, non-cash portion of pension expenses paid in excess of actual contributions to match the actuarial expense, and non-recurring expenses related to the IPO. See Appendix A for reconciliation.

Industry-Leading Experts



Bram Goorden
Chief Operating Officer



Ross Muken
Chief Financial Officer



Lara Hashimoto
Chief Business Officer



Melissa Finocchio
SVP Regulatory /Quality



Jurgi Camblong
CEO - Founder



Philippe Menu
Chief Medical Officer



Zhenyu Xu
Chief Scientific Officer



Daan Van Well
General Counsel



Manuela Valente
Chief People Officer



Board of Directors

Jurgi Camblong
CEO - Founder



Troy Cox
Chairman of the Board



Tomer Berkovitz
Director



Kathy Hibbs
Director



Didier Hirsch
Director



Vincent Ossipow
Director



Milton Silva-Craig
Director



- **497** employees across **28** countries
- **44%** of employees in R&D
- **30%** of employees have PhDs

SOPHiA DDM™ Platform

Bringing value to patients

+ Network

One of the largest global network of connected hospitals with over **780 institutions** connected across **72 countries**

+ Technology

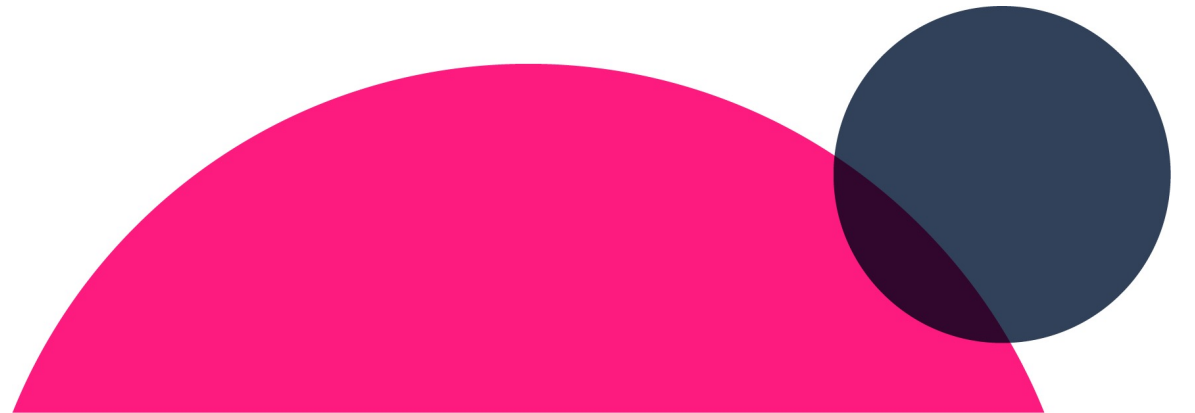
Accuracy recognized and valued by customers who pay on a per usage basis

+ Scalability

50 terabytes of data generated per month for genomics, radiomics and multimodal data across a broad range of disease areas



Appendix A



Reconciliation of IFRS to Adj. Gross Profit and Adj. Gross Profit Margin

(Amounts in USD thousands, except percentages)

	For the three months ended September 30,		For the nine months ended September 30,	
	2021	2020	2021	2020
Revenue	\$ 10,359	\$ 7,168	\$ 29,513	\$ 20,565
Cost of revenue	(3,815)	(2,901)	(11,122)	(7,764)
Gross profit	6,544	4,267	18,391	12,801
Amortization of capitalized research and development expenses ⁽¹⁾	152	—	329	—
Custom inventory write-off ⁽²⁾	—	419	—	419
Adjusted Gross Profit	\$ 6,696	\$ 4,686	\$ 18,720	\$ 13,220
Gross profit margin	63%	60%	62%	62%
Amortization of capitalized research and development expenses ⁽¹⁾	2%	—%	1%	—%
Custom inventory write-off ⁽²⁾	—%	5%	—%	2%
Adjusted gross profit margin	65%	65%	63%	64%

Notes:

- (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) Custom inventory write-off consists of expenses associated with the write-off of inventory related to the cancellation of a customer contract due to the acquisition of the customer. The inventory was specifically procured to satisfy a contract and could not be liquidated, sold, or otherwise marketed to other customers due to the nature of the contract. Given the unusual nature of the cancellation, and overall scarcity of contract cancellations, these expenses are not expected to be a recurring event in our business.

Reconciliation of IFRS to Adjusted Operating Loss

(Amounts in USD thousands)

	For the three months ended September 30,		For the nine months ended September 30,	
	2021	2020	2021	2020
Operating loss	\$ (20,502)	\$ (9,431)	\$ (50,480)	\$ (26,100)
Amortization of capitalized research and development costs ⁽¹⁾	152	—	329	—
Custom inventory write-off ⁽²⁾	—	419	—	419
Amortization of intangible assets ⁽³⁾	143	174	456	437
Share-based compensation expense ⁽⁴⁾	3,038	410	4,874	994
Non-cash pension expense ⁽⁵⁾	187	381	522	954
Non-recurring IPO-related expenses ⁽⁶⁾	—	—	323	—
Adjusted operating loss	\$ (16,982)	\$ (8,047)	\$ (43,976)	\$ (23,296)

Notes:

- (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) Custom inventory write-off consists of expenses associated with the write-off of inventory related to the cancellation of a customer contract due to the acquisition of the customer. The inventory was specifically procured to satisfy a contract and could not be liquidated, sold, or otherwise marketed to other customers due to the nature of the contract. Given the unusual nature of the cancellation, and overall scarcity of contract cancellations, these expenses are not expected to be a recurring event in our business.
- (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.

