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.

• This presentation shall not constitute an offer to sell or a solicitation of an offer to buy any securities in any jurisdiction in which such offer, solicitation or sale would be unlawful.

• This presentation does not contain all material information about SOPHiA GENETICS SA. No representations or warranties (expressed or implied) are made regarding the accuracy, completeness or reliability of the information contained in this presentation.
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.
Our Vision for Technology to Improve Patient Care & Diagnosis

Delivering a SaaS platform to break data silos and share insights

From

Disconnected
Data siloes
Centralized model
Limited
Single modality
Difficult to scale

To

Machine learning
Decentralized
Scalable
Global network
Multimodal
Knowledge sharing
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

Cloud-based platform
Standardize, compute and analyze multimodal health data across hospitals and labs

Combined with

Cloud & On-Prem Analytics
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
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

- **Local Lab Serving Community**
  - High volume applications
  - Guidelines & reimbursement
  - Accessible analytics

- **Specificity Lab**
  - Advanced Bioinformatics
  - Big data compute and storage capabilities
  - Highly specialized skill sets

- **Continual Improvement**
  - Deep learning algorithms
  - Insights democratized

- **Commoditization**
  - Stagnant technical or clinical advancement

Decentralized vs. Centralized Efficiency Chart
Current Applications Span the Oncology Continuum of Care

With opportunity to impact additional disease categories

<table>
<thead>
<tr>
<th></th>
<th>SCREENING</th>
<th>EARLY DETECTION</th>
<th>DIAGNOSIS</th>
<th>THERAPY SELECTION</th>
<th>MONITORING</th>
<th>CLINICAL TRIALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>GENOMICS GERMLINE</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>GENOMICS SOMATIC</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>RADIOMICS SOMATIC</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

Genomics impact in other categories offers significant opportunity
SOPHiA GENETICS Has a Unique Position in the Healthcare Ecosystem
Allowing for broad partnerships
Overview of the SOPHiA DDM™ platform

1. **Upload raw digital health data**
   - Hospitals
   - Technology-agnostic | HIPAA & GDPR compliant
   - Genomics
   - Radiomics
   - Clinical
   - Biological
   - ...

2. **Standardize, compute, and analyze data**

3. **Access anonymized statistical data insights**
   - Labs
   - Cancer Institutes
   - Hospitals
   - SOPHIA GENETICS Community

4. **Individuals benefit from better care through data-driven medicine**
### SOPHiA GENETICS’ Offerings Address an Underpenetrated $35 billion market opportunity in 2020

<table>
<thead>
<tr>
<th>Total Global Addressable Market</th>
<th>$35bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clinical Market</td>
<td>$21bn</td>
</tr>
<tr>
<td>Biopharma Market</td>
<td>$14bn</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>By application</th>
<th></th>
<th>By disease area</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Clinical Market</td>
<td>$21bn</td>
<td>Oncology</td>
<td>$20.5bn</td>
</tr>
<tr>
<td>Biopharma Market</td>
<td>$14bn</td>
<td>Rare Diseases</td>
<td>$0.5bn</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Oncology</td>
<td>$14bn</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>By segment</th>
<th></th>
<th>By disease area</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>Screening</td>
<td>$7bn</td>
<td>Early Detection</td>
</tr>
<tr>
<td>U.S.</td>
<td>Diagnosis</td>
<td>$2bn</td>
<td>Therapy Selection</td>
</tr>
<tr>
<td></td>
<td>Monitoring</td>
<td>$2.5bn</td>
<td>Diagnosis</td>
</tr>
<tr>
<td></td>
<td>Clinical Trials</td>
<td>$4bn</td>
<td>Insights &amp; Awareness</td>
</tr>
<tr>
<td></td>
<td>CDx</td>
<td>$1bn</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Global (U.S.) patients</th>
<th>Emerging market</th>
<th>Established market</th>
</tr>
</thead>
<tbody>
<tr>
<td>45mm (11mm) at risk of inherited cancer</td>
<td>147mm (50mm) ages 50-79</td>
<td>5mm (900k) newly diagnosed cancer patients</td>
</tr>
<tr>
<td>5mm (900k) metastatic patients</td>
<td>2mm (900k) metastatic patients and survivors</td>
<td>20mm (900k) new-borns</td>
</tr>
<tr>
<td>3.3mm (900k) enrolled in 4,000+ oncology clinical programs</td>
<td>1.4mm (900k) metastatic patients</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

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.
## Cutting Edge Technologies

**Exceptional analytical performance**

### 19 PATENTED TECHNOLOGIES

Leveraging 2 Core Proprietary Algorithmic Technologies

- **PEPPER™**
  - Accurate SNP and INDEL detection
- **MUSKAT™**
  - Superior CNV resolution

### Performance Table

<table>
<thead>
<tr>
<th></th>
<th>Somatic Oncology&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Germline Oncology&lt;sup&gt;2&lt;/sup&gt;</th>
<th>Rare Diseases&lt;sup&gt;3&lt;/sup&gt;</th>
<th>Cardiology&lt;sup&gt;4&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SENSITIVITY</strong></td>
<td>98.77%</td>
<td>100.00%</td>
<td>98.93%</td>
<td>100.00%</td>
</tr>
<tr>
<td><strong>SPECIFICITY</strong></td>
<td>100.00%</td>
<td>99.99%</td>
<td>99.99%</td>
<td>99.99%</td>
</tr>
<tr>
<td><strong>ACCURACY</strong></td>
<td>99.97%</td>
<td>99.99%</td>
<td>99.99%</td>
<td>99.99%</td>
</tr>
<tr>
<td><strong>PRECISION</strong></td>
<td>100.00%</td>
<td>99.86%</td>
<td>99.41%</td>
<td>99.62%</td>
</tr>
</tbody>
</table>

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 PUBLICATIONS

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
The SOPHiA DDM™ Platform can be utilized by BioPharmas to
Reduce bottlenecks across the entire value chain

**PRECLINICAL**
Deploy germline testing to broaden reach of oncology trials to patients who may have been previously missed

**CLINICAL TRIALS**
Optimize clinical trials by connecting you with patients who meet specific criteria and connecting you with sites across the globe

**LAUNCH**
Create real-world, longitudinal data to generate insights on specific mutations on various mRNA targets

**MARKET**
Develop outcome prediction models for treatment response rates and disease progression for oncology pipeline

**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
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

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2020</th>
<th>Sept. 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR</td>
<td>+43%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

GENOMICS PROFILES ANALYZED

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2020</th>
<th>Sept. 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR</td>
<td></td>
<td>+69%</td>
<td></td>
</tr>
</tbody>
</table>
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 by Cohort

<table>
<thead>
<tr>
<th>Cohort</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>29,586</td>
<td>36,473</td>
<td>47,926</td>
<td>55,874</td>
<td>56,921</td>
<td>18%</td>
</tr>
<tr>
<td>2016</td>
<td>23,291</td>
<td>25,205</td>
<td>29,864</td>
<td>33,499</td>
<td></td>
<td>13%</td>
</tr>
<tr>
<td>2017</td>
<td>22,924</td>
<td>28,689</td>
<td>33,626</td>
<td></td>
<td></td>
<td>21%</td>
</tr>
<tr>
<td>2018</td>
<td>19,602</td>
<td>24,322</td>
<td></td>
<td></td>
<td></td>
<td>24%</td>
</tr>
<tr>
<td>2019</td>
<td>20,476</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>NA</td>
</tr>
</tbody>
</table>

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

## Illustrative SOPHiA Dashboard

<table>
<thead>
<tr>
<th>Top Account</th>
<th>Institution</th>
<th>City</th>
<th>Country</th>
<th>Access Mode</th>
<th>Clinical Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checked</td>
<td>Comprehensive Cancer Center</td>
<td>Not Disclosed</td>
<td>USA</td>
<td>Bundle</td>
<td>Somatic liquid tumors</td>
</tr>
<tr>
<td>Checked</td>
<td>Central Laboratory</td>
<td>Not Disclosed</td>
<td>Brazil</td>
<td>Bundle</td>
<td>Hereditary cancers</td>
</tr>
<tr>
<td>Checked</td>
<td>Central Laboratory</td>
<td>Not Disclosed</td>
<td>Brazil</td>
<td>Dry lab</td>
<td>Somatic solid tumors</td>
</tr>
<tr>
<td>Checked</td>
<td>Central Laboratory</td>
<td>Not Disclosed</td>
<td>Brazil</td>
<td>Bundle</td>
<td>Clinical exome</td>
</tr>
<tr>
<td>Checked</td>
<td>Academic Hospital</td>
<td>Not Disclosed</td>
<td>USA</td>
<td>Bundle</td>
<td>Somatic solid tumors</td>
</tr>
<tr>
<td>Checked</td>
<td>University Hospital</td>
<td>Not Disclosed</td>
<td>France</td>
<td>Bundle</td>
<td>Cardiology</td>
</tr>
<tr>
<td>Checked</td>
<td>Centre de Lutte Contre le Cancer (Cliche)</td>
<td>Not Disclosed</td>
<td>France</td>
<td>Dry lab</td>
<td>Somatic solid tumors</td>
</tr>
<tr>
<td>Checked</td>
<td>Academic Hospital</td>
<td>Not Disclosed</td>
<td>Spain</td>
<td>Bundle</td>
<td>Somatic solid tumors</td>
</tr>
<tr>
<td>Checked</td>
<td>University Hospital</td>
<td>Not Disclosed</td>
<td>Australia</td>
<td>Dry lab</td>
<td>Whole exome</td>
</tr>
</tbody>
</table>

### Current Month

- Client
- Product
- Product Owner
- Germline & Somatic
- Contract Type
- Territory Manager
- Opportunity Owner
- Solution Type
- Billing Country

<table>
<thead>
<tr>
<th>From</th>
<th>2021-03-01</th>
</tr>
</thead>
<tbody>
<tr>
<td>To</td>
<td>2021-03-31</td>
</tr>
</tbody>
</table>

**22,189 Patients**  **24,313 Analyses**
Scalable Business Model

3x+ / CAC ratio highlights ability to layer attractive annuity streams with strong returns

<table>
<thead>
<tr>
<th>Year</th>
<th>LTV</th>
<th>CAC</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$663,276</td>
<td>$214,806</td>
</tr>
<tr>
<td>2020</td>
<td>$881,633</td>
<td>$274,941</td>
</tr>
</tbody>
</table>

- LTV: Lifetime Value
- CAC: Customer Acquisition Cost
- 3.1x: LTV / CAC ratio for 2019
- 3.2x: LTV / CAC ratio for 2020
## Historical Financial Performance

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

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
- 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

Note: As of September 30, 2021.
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)

<table>
<thead>
<tr>
<th></th>
<th>For the three months ended September 30,</th>
<th>For the nine months ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021</td>
<td>2020</td>
</tr>
<tr>
<td>Revenue</td>
<td>$10,359</td>
<td>$7,168</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>(3,815)</td>
<td>(2,901)</td>
</tr>
<tr>
<td>Gross profit</td>
<td>6,544</td>
<td>4,267</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>152</td>
<td>—</td>
</tr>
<tr>
<td>Custom inventory write-off (2)</td>
<td>—</td>
<td>419</td>
</tr>
<tr>
<td>Adjusted Gross Profit</td>
<td>$6,696</td>
<td>$4,686</td>
</tr>
<tr>
<td>Gross profit margin</td>
<td>63%</td>
<td>60%</td>
</tr>
<tr>
<td>Amortization of capitalized research and development expenses (1)</td>
<td>2%</td>
<td>—%</td>
</tr>
<tr>
<td>Custom inventory write-off (2)</td>
<td>—%</td>
<td>5%</td>
</tr>
<tr>
<td>Adjusted gross profit margin</td>
<td>65%</td>
<td>65%</td>
</tr>
</tbody>
</table>

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)

<table>
<thead>
<tr>
<th></th>
<th>For the three months ended September 30,</th>
<th>For the nine months ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2021</td>
<td>2020</td>
</tr>
<tr>
<td>Operating loss</td>
<td>$ (20,502)</td>
<td>$ (9,431)</td>
</tr>
<tr>
<td>Amortization of capitalized research and development costs (1)</td>
<td>152</td>
<td>—</td>
</tr>
<tr>
<td>Custom inventory write-off (2)</td>
<td>—</td>
<td>419</td>
</tr>
<tr>
<td>Amortization of intangible assets (3)</td>
<td>143</td>
<td>174</td>
</tr>
<tr>
<td>Share-based compensation expense (4)</td>
<td>3,038</td>
<td>410</td>
</tr>
<tr>
<td>Non-cash pension expense (5)</td>
<td>187</td>
<td>381</td>
</tr>
<tr>
<td>Non-recurring IPO-related expenses (6)</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>Adjusted operating loss</strong></td>
<td>$ (16,982)</td>
<td>$ (8,047)</td>
</tr>
</tbody>
</table>

### 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.