

7 June 2023

Investor Webinar Presentation

Philadelphia and Phoenix US, 7 June 2023: Clinical dermatology company, Botanix Pharmaceuticals Limited (ASX: BOT, “Botanix” or “the Company”), is pleased to provide a copy of its investor presentation as attached to this release.

Release authorised by

Vince Ippolito

Executive Chairman

About Botanix Pharmaceuticals

Botanix Pharmaceuticals Limited (ASX:BOT) is a dermatology company based in Philadelphia and Phoenix (US) which is progressing its lead product Sofpironium Bromide for the treatment of primary axillary hyperhidrosis, through FDA approval. A mid-cycle review for the product has been successfully completed by FDA in 1Q 2023, which subject to other information that may be required by FDA, remains on track for approval for Q3 2023. Sofpironium Bromide is positioned to be a leading first line and second line therapy and represents a safe and effective new option for patients.

The Company also has a pipeline of other products in late-stage clinical studies for the treatment of moderate to severe rosacea (successful Phase 1b/2 study in 4Q 2022), dermatitis and acne respectively. Botanix is also developing a topical antimicrobial product for the eradication of bacteria on the skin surface, initially in patients who are undergoing hemodialysis. To learn more please visit: <http://www.botanixpharma.com/>

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Investor Webinar

June 2023

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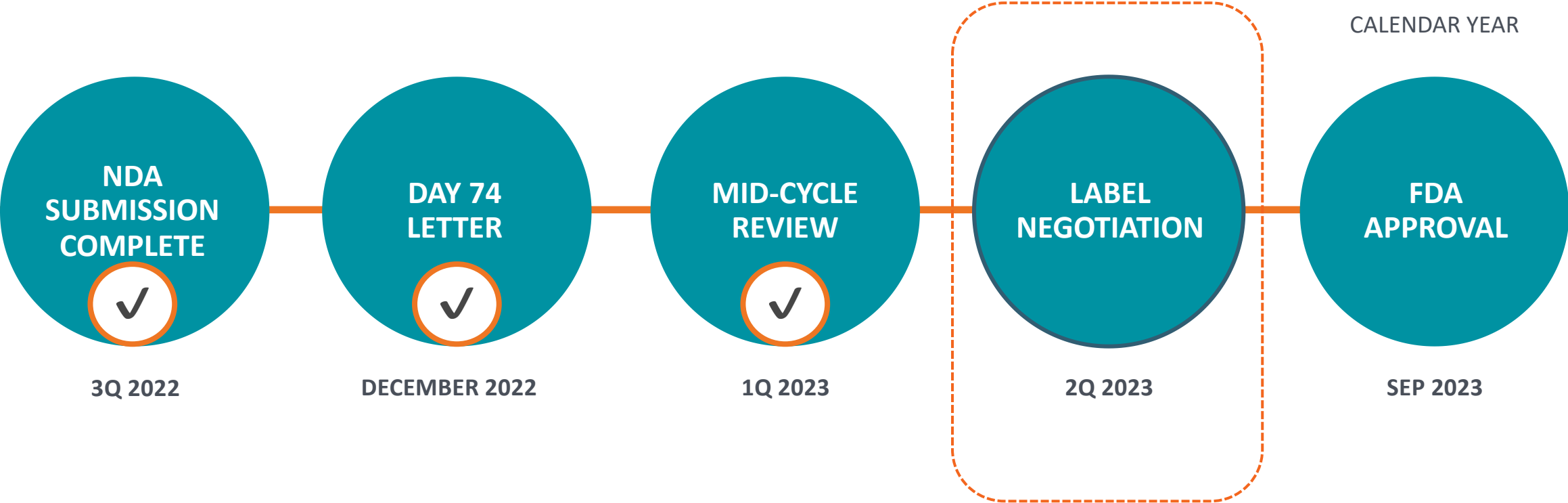
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Authorised for release by Vince Ippolito, Executive Chairman

Executing on planned commercial and regulatory milestones



Activities leading up to FDA approval

Initiation of label negotiations accelerates Botanix's commercial activities ready for launch

LABEL NEGOTIATIONS

- ❖ Planned to commence late Q2 2023 to be finalized before anticipated approval in Q3 2023

COMMERCIAL MANUFACTURING & PACKAGING

- ❖ Finalizing the branded packaging and timing manufacturing to coincide with launch

COMMERCIAL LAUNCH STRATEGY

- ❖ Rapidly establish SB Gel as a safe and effective first line treatment for hyperhidrosis

Label negotiations

Towards the end of the NDA review process, FDA and Botanix negotiate the drug's final package label

EFFICACY AND SAFETY DATA

- ❖ The label will reflect the efficacy and safety data that FDA and the Sponsor (Botanix) agrees needs to be included

DOSING AND ADMINISTRATION

- ❖ The label provides instructions for the dermatologist and patient about how SB Gel should be applied, how often and when

INDICATION AND CLAIMS

- ❖ Based on the age groups tested (in SB Gel's case, down to age 9), the label will specify those populations and target application area (ie underarm or axillary)

FINAL STEP IN THE APPROVAL PROCESS

- ❖ Once the label is agreed, no further reviews are required before FDA approval anticipated in September 2023

Commercial manufacturing and packaging

Utilizing same site as Phase 3 studies and at same scale and equipment

DRUG SUBSTANCE (API)

- ❖ Well-characterised synthetic process - room temperature stability >36 months
- ❖ Manufactured by same company as for our partner Kaken in Japan (at 450 kg scale)

DRUG PRODUCT (Gel)

- ❖ Process includes filling, capping and secondary packaging (cartons)
- ❖ Commercial contract manufacturer for US already appointed and manufactured 4x registration & 2x qualification batches at 200 kg scale

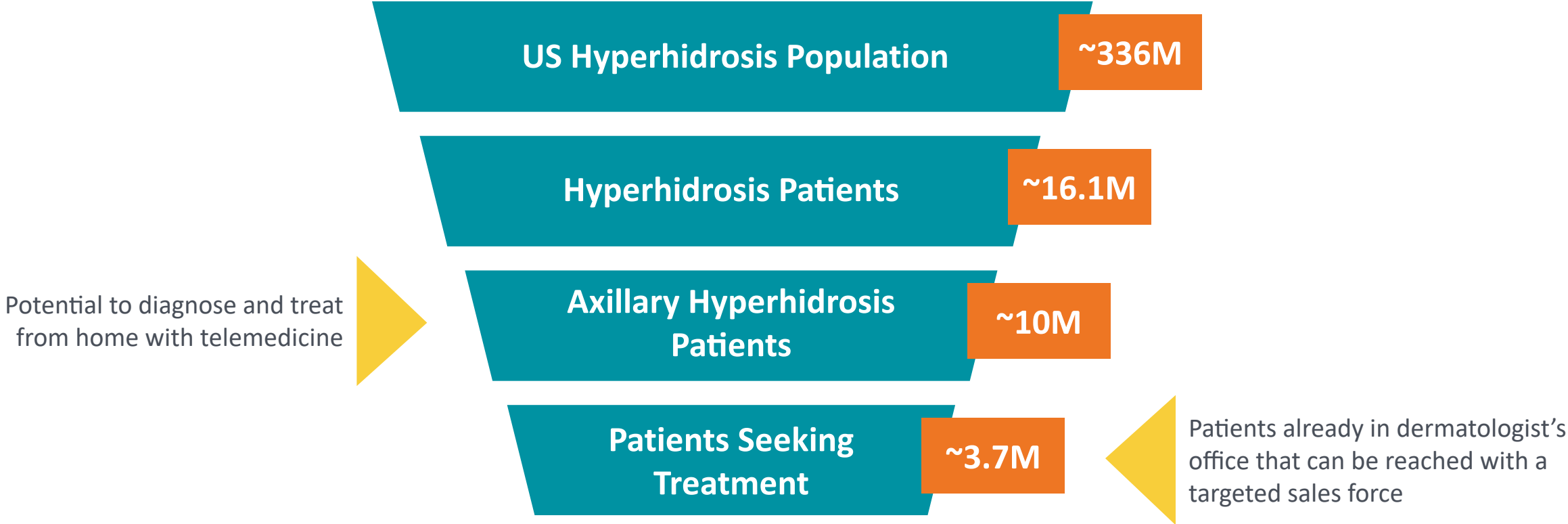
CONTAINER (Dispenser)

- ❖ Proprietary applicator to limit direct patient contact to the drug product during application
- ❖ Patents covering the container-closure system already submitted in key markets

PACKAGING (Label and IFU)

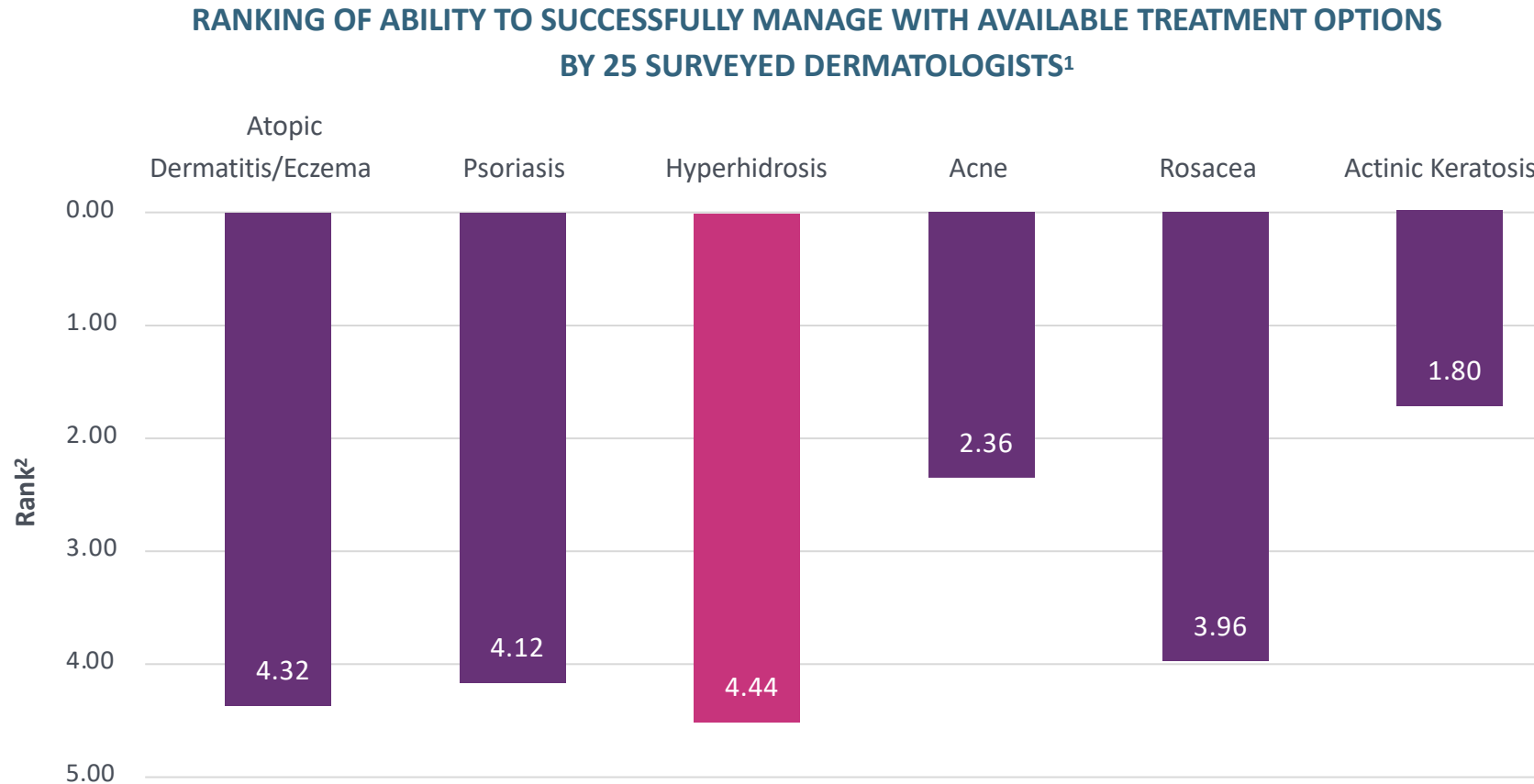
- ❖ Branded carton with trade name and logo
- ❖ Label and patient instructions for use included in final packaging

Efficient dermatologist targeting plus digital strategy—expands the addressable patient population



Hyperhidrosis: Significant Unmet Medical Need

When provided with a selection of key dermatologic indications, surveyed clinicians ranked hyperhidrosis last in their ability to successfully manage with available treatment options



SB Gel launch strategy

Rapidly establish SB Gel as a safe and effective first-line topical treatment of primary axillary hyperhidrosis, in patients 9 years of age and older

- Drive dermatology adoption through comprehensive engagement around a compelling clinical story
- Engage and motivate patients to take control of their hyperhidrosis and visit a telemedicine doctor for appropriate diagnosis and prescription
- Maximize favorable coverage through strategic contracting with insurance companies
- Provide patient access and immediate fulfillment through telemedicine and a pharmacy network, to drive trial and usage while optimizing profitability ('gross to net')
- Hire and train a highly effective sales force and target accordingly

Create tools to drive early adoption

Targeted at dermatologists and patients

- ❖ Creative
- ❖ Messaging
- ❖ Logo
- ❖ Carton
- ❖ Brand website
- ❖ Email
- ❖ Direct mail
- ❖ E-detail
- ❖ Placebo demonstration video
- ❖ Mechanism of action video



- ❖ Sales force leave behind
- ❖ Sales force objection handler
- ❖ Sales force generated emails
- ❖ Journal advertisement
- ❖ Clinical reprint
- ❖ HCP website
- ❖ HCP banner advertisements
- ❖ Congress booth & materials
- ❖ PR plan
- ❖ HCP SEO/SEM



Create consumer collateral to engage and motivate patients

Targeted at dermatologists and patients

- ❖ Consumer creative
 - ❖ Consumer messaging
 - ❖ Branded banners ads
 - ❖ Consumer website
 - ❖ Consumer print ad
 - ❖ Consumer social media ads
 - ❖ Consumer in-office materials
 - ❖ Consumer digital video
- ❖ Patient advocacy plan
 - ❖ Public relations plan
 - ❖ Consumer medical plan
 - SEO/SEM
 - Social media
 - Print
 - Digital video
 - Banner ad placement



Implement insurance (payer) plans

PAYER VALUE PROPOSITION & KEY COMMUNICATIONS

- ❖ Compelling payer value proposition, leveraging market research/internal expertise
- ❖ Tools and resources to effectively communicate value proposition
- ❖ Communicate key product info to payers and channel at approval to expedite reimbursement and enable fulfillment

PRICING & CONTRACTING

- ❖ Supporting data to justify desired price point for SB Gel
- ❖ Contracting strategy supported by robust research and analysis

PAYER ENGAGEMENT

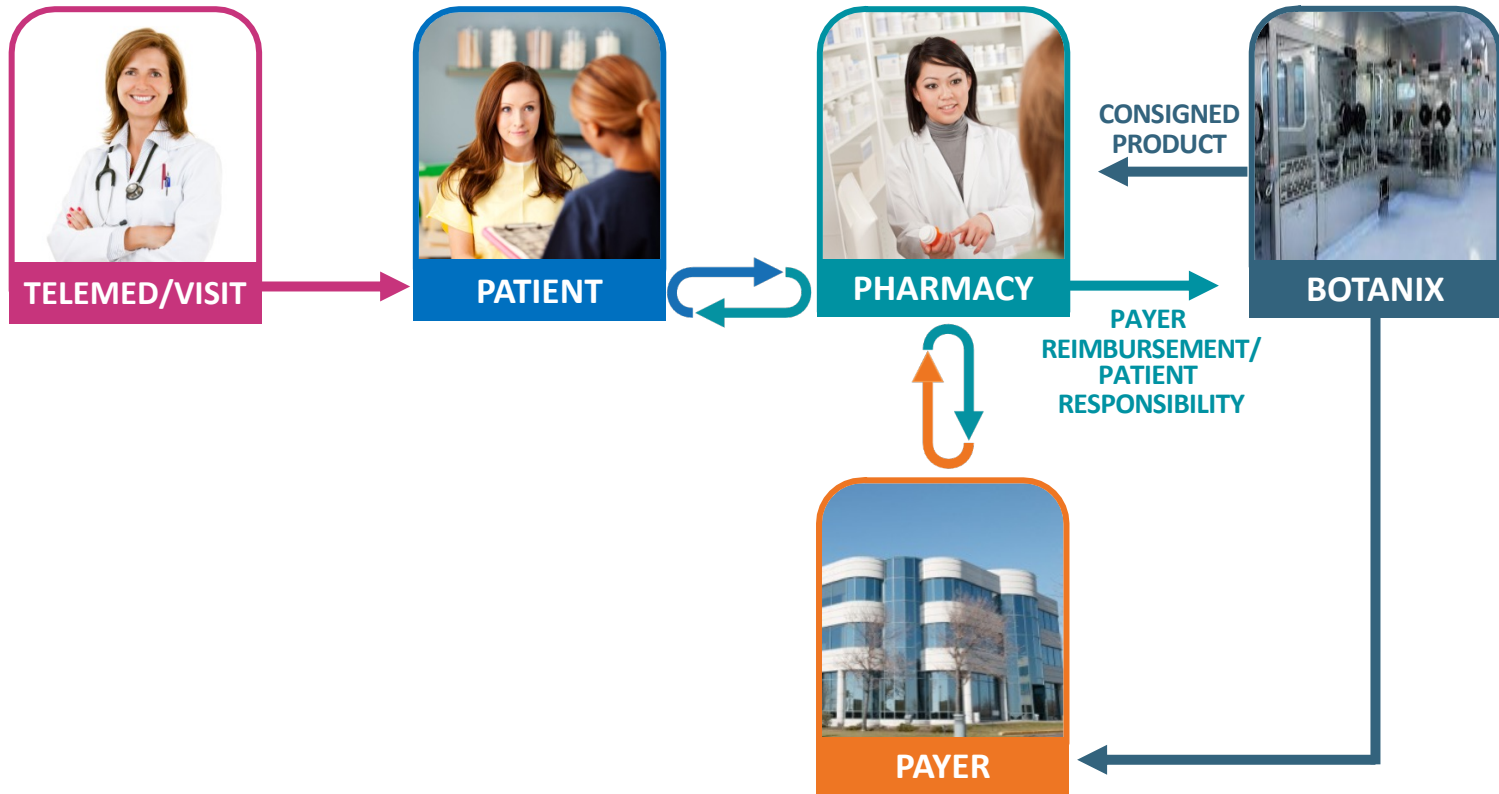
- ❖ Understanding of payers' intent and ability to manage hyperhidrosis category and SB Gel through market research/internal feedback
- ❖ Payer profiles and engagement plan to maximize access at FDA approval

PULL-THROUGH

- ❖ Resources to ensure dermatologists' confidence in the availability and affordability of SB Gel

Create a pharmacy network that is directly connected to a telemedicine provider, that will facilitate prescribing of SB Gel

PROPOSED PROGRAM DESIGN
Remove barriers to use by providing doctors with the ability to prescribe SB Gel at launch



Finalize contracts with partners that meet key criteria

Discussions underway

Telemedicine Partner

- ❖ History of experience
- ❖ Prescribing in all 50 states
- ❖ Exceeds industry standard for patient experience
- ❖ Provides end to end closed loop solution
- ❖ Supports a “digital first” approach
- ❖ Allows for asynchronous diagnosis and prescribing
- ❖ Experience with Dermatology & Consumer spaces

Pharmacy Partner

- ❖ Fulfillment in all 50 states
- ❖ Coordinates central filling to optimize data
- ❖ Provides weekly data refresh
- ❖ Average shipment time less than 3 days
- ❖ Enough space to allow for growth of program
- ❖ Patient interactions provided by licensed HCPs



Rapid scale up of sales force after FDA approval

- ❖ Rapid scale-up of a 20–30 rep field force
- ❖ Efficient & effective onboarding and initial training
- ❖ Targeted deployment in high value areas only



Comprehensive, pressure-tested, onboarding and training plan anchored to the key field activities that we initially target

Key live Sales meetings to provide training and certification to enable compliant and effective physician engagement

SALES FORCE ONBOARDING & TRAINING PLAN

Team	Role	Type of Hire	Offer Acceptance Date	Start Date	90 Day Onboarding Schedule (per 9 months)	Onboarding	1-3	4-6	7-9
Internal Transfer	Sales Representative	Internal Transfer	8/15/2018	9/1	9/1-9/30	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)
						Total Hours	Total Hours	Total Hours	Total Hours
Internal Promotion	Sales Representative	Internal Promotion	8/15/2018	9/1	9/1-9/30	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)
						Total Hours	Total Hours	Total Hours	Total Hours
External	Sales Representative	External	8/15/2018	9/1	9/1-9/30	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)	Onboarding Meeting (Completed)
						Total Hours	Total Hours	Total Hours	Total Hours

Why we're excited about the Sofpironium Bromide opportunity

Significant Market Opportunity

- ❖ **Hyperhidrosis (HH) impacts >16M people in U.S**
- ❖ **~10M with axillary HH in U.S.**
- ❖ **Broad reimbursement already in place** (no need to get a code or new category)

Potential Best-in-Class

- ❖ **New chemical entity** specifically designed for axillary hyperhidrosis
- ❖ **Multiple ways to differentiate** (efficacy, safety, formulation, device)
- ❖ **First-to-market** outside U.S.

Robust Clinical Data

- ❖ **Positive and statistically significant results in U.S. and Japan P3 pivotal programs**
- ❖ **Completed U.S. and Japanese P3 long-term safety studies**
- ❖ **Exposure in >1,600 HH patients for U.S. NDA; submission expected mid-2022**

Launched in Japan

- ❖ **SB gel, 5% (ECCLOCK®) approved & launched in Japan** for primary axillary HH by Kaken Pharmaceutical
- ❖ **~300k units sold** in second year of launch

Global IP Protection

- ❖ **Comprehensive IP** in U.S. and other countries
- ❖ **Patent protection extends through 2040**

Source: 1. International Hyperhidrosis Society, 2. Dolittle, et al, 2016, Hyperhidrosis: an update on prevalence and severity in the United States, Archives of Dermatology Research

Executing on planned commercial and regulatory milestones

