

19 November 2024

Botanix presentation at Bell Potter Healthcare Conference

Key highlights

- Botanix Founder and Board Executive Director Matt Callahan will be a featured presenter the Bell Potter Healthcare Conference 2024
- The presentation will provide an update in relation to the commercialization of *Sofdra*[™], progress of the Company's sales and marketing infrastructure, new Payer coverage, and a general corporate update

Philadelphia and Phoenix US, 19 November 2024: Clinical dermatology company, Botanix Pharmaceuticals Limited (ASX:BOT, "Botanix" or "the Company"), is pleased to announce the Company's participation in Bell Potter Healthcare Conference 2024. Botanix Founder and Board Executive Director Matt Callahan will be a featured presenter on Tuesday, 19 November and will provide an update in relation to the commercialization of *Sofdra*[™], progress of the Company's sales and marketing infrastructure, new Payer coverage, and a general corporate update. The conference brings together institutional and sophisticated investors from around Australia and internationally.

A copy of the presentation is attached to this press release.

This ASX announcement is authorised for release by the Board.

About Botanix Pharmaceuticals

Botanix Pharmaceuticals Limited (ASX:BOT) is a dermatology company based in Philadelphia and Phoenix (US) which has received FDA approval for its lead product *Sofdra*[™] for the treatment of primary axillary hyperhidrosis. *Sofdra* is the first and only new chemical entity approved by FDA to treat primary axillary hyperhidrosis and presents a novel safe and effective solution for patients who have lacked treatment options for this socially challenging medical condition

To learn more please visit: <http://www.botanixpharma.com/>

For more information, please contact:

General enquiries

Corporate Communications

Botanix Pharmaceuticals

P: +61 8 6555 2945

investors@botanixpharma.com

Investor enquiries

Hannah Howlett

WE Communications

P: +61 450 648 064

hhowlett@we-worldwide.com

Media enquiries

Haley Chartres

H^CK

P: +61 423 139 163

haley@hck.digital

Cautionary Note on Forward-Looking Statements

Any statements in this press release about future expectations, plans and prospects for the Company, the Company's strategy, future operations, and other statements containing the words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "predict," "project," "target," "potential," "will," "would," "could," "should," "continue," and similar expressions, constitute forward-looking statements. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including: the Company's ability to successfully develop its product candidates and timely complete its planned clinical programs, the Company's ability to obtain marketing approvals for its product candidates, the expected timing and/or results of regulatory approvals and the outcome and effects of *Sofdra*[™] and the market for *Sofdra*. In addition, the forward-looking statements included in this press release represent the Company's views as of the date hereof. The Company anticipates that subsequent events and developments will cause the Company's views to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date hereof.



Botanix Pharmaceuticals

Bell Potter Healthcare Conference 2024

 **Sofdra**
(sofpironium) topical gel, 12.45%

September 2024

WWW.BOTANIXPHARMA.COM

Botanix overview

DERMATOLOGY FOCUS	WORLD CLASS TEAM	NEW PRODUCT “SOFDRA”	NOW FDA APPROVED	WELL CAPITALISED
New treatments for underserved common skin diseases	US-based team responsible for successful commercial launches of more than 30 drugs	First and only new chemical entity for primary axillary hyperhidrosis	Approved by FDA for the topical treatment of primary axillary hyperhidrosis*	~A\$69 million at end of the financial year to fund commercial launch

WWW.BOTANIXPHARMA.COM

Final preparations for Patient Experience Program with *Sofdra* complete

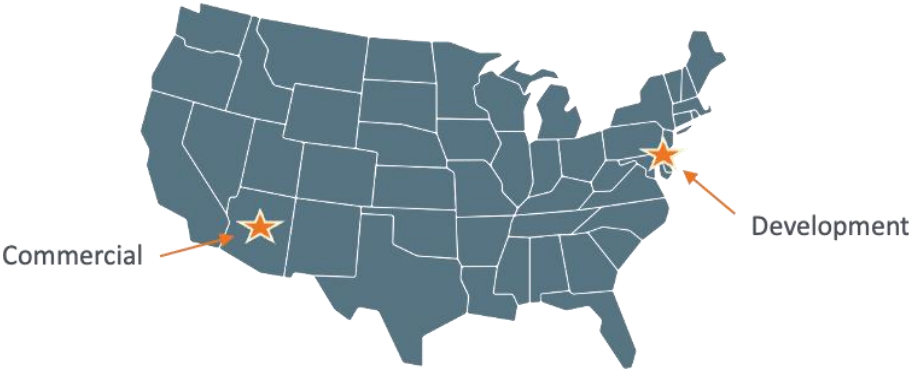
Corporate Overview

ASX: BOT TRADING INFORMATION

Share price	A\$0.32
6-month low / high	A\$0.19/0.44
Shares outstanding	1,814,037,788
Market Capitalization	A\$580m
Cash	A\$69m
Debt	Nil

SUBSTANTIAL SHAREHOLDERS

Shareholder	%
Antares Capital	10%
Board and Management	6.0%
Top 20	35%

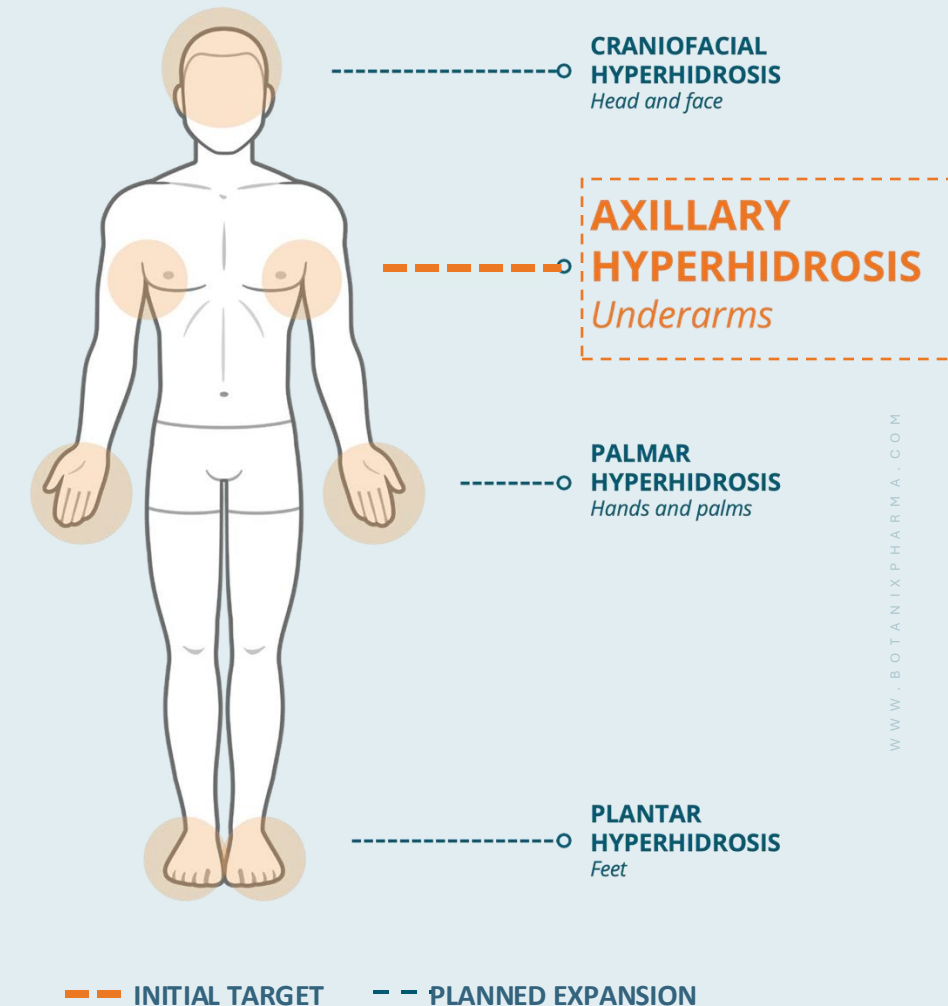


WWW.BOTANIXPHARMA.COM

Hyperhidrosis

A medical condition where excessive sweating occurs beyond what is needed to maintain normal body temperature

- ❖ Results from overstimulation of the nervous system (a physiological not psychological condition)¹
- ❖ 90% of axillary (underarm) patients also have it in a second region¹
- ❖ The most common age of onset for axillary hyperhidrosis patients is 12–17²
- ❖ Market for treatments is ~\$US1.6B per annum—projected to grow to \$US2.8B by 2030²



FREQUENTLY
CHANGE
CLOTHES



FRESHEN UP
BY WIPING OR
BATHING

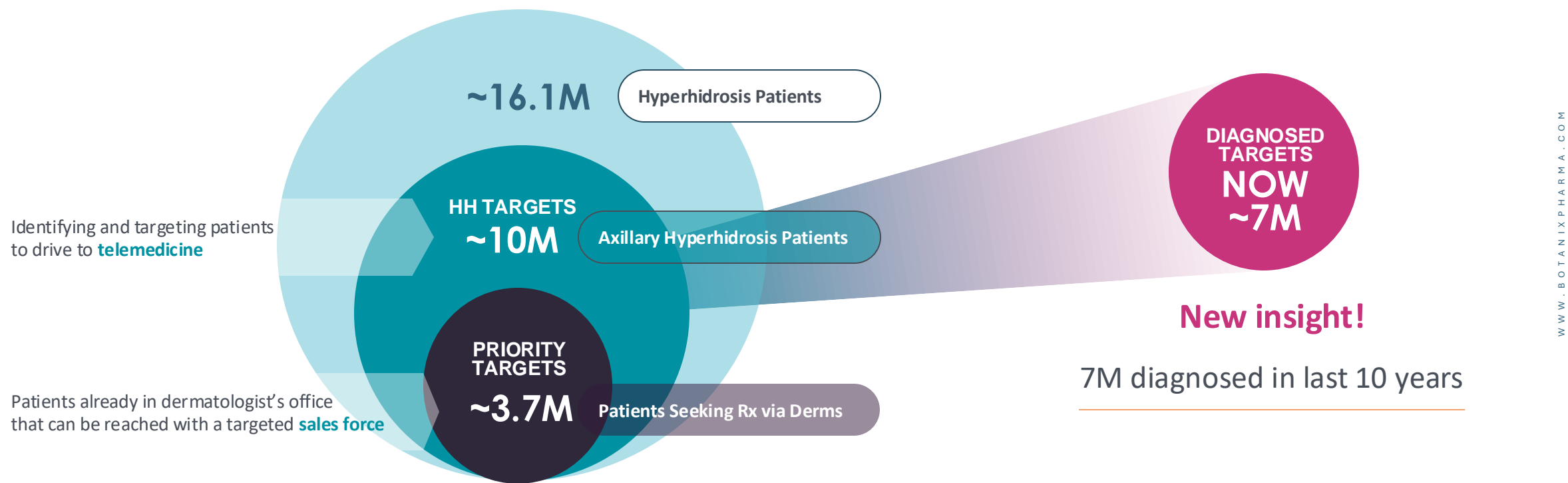


PLACE NAPKINS OR
PADS UNDER THEIR
ARMS OR THEIR
POCKETS



HIDE UNDER
DARK-COLOURED,
BULKY CLOTHES

Targeting the patients and the dermatologists in the office and separately accessing the untreated patients



Expanding team supports *Sofdra*TM commercialisation



JOHN WALSH
Vice President, Sales



SHEETAL SAHEL
Vice President, Marketing



CHRIS LESOVITZ
Chief Financial Officer, USA

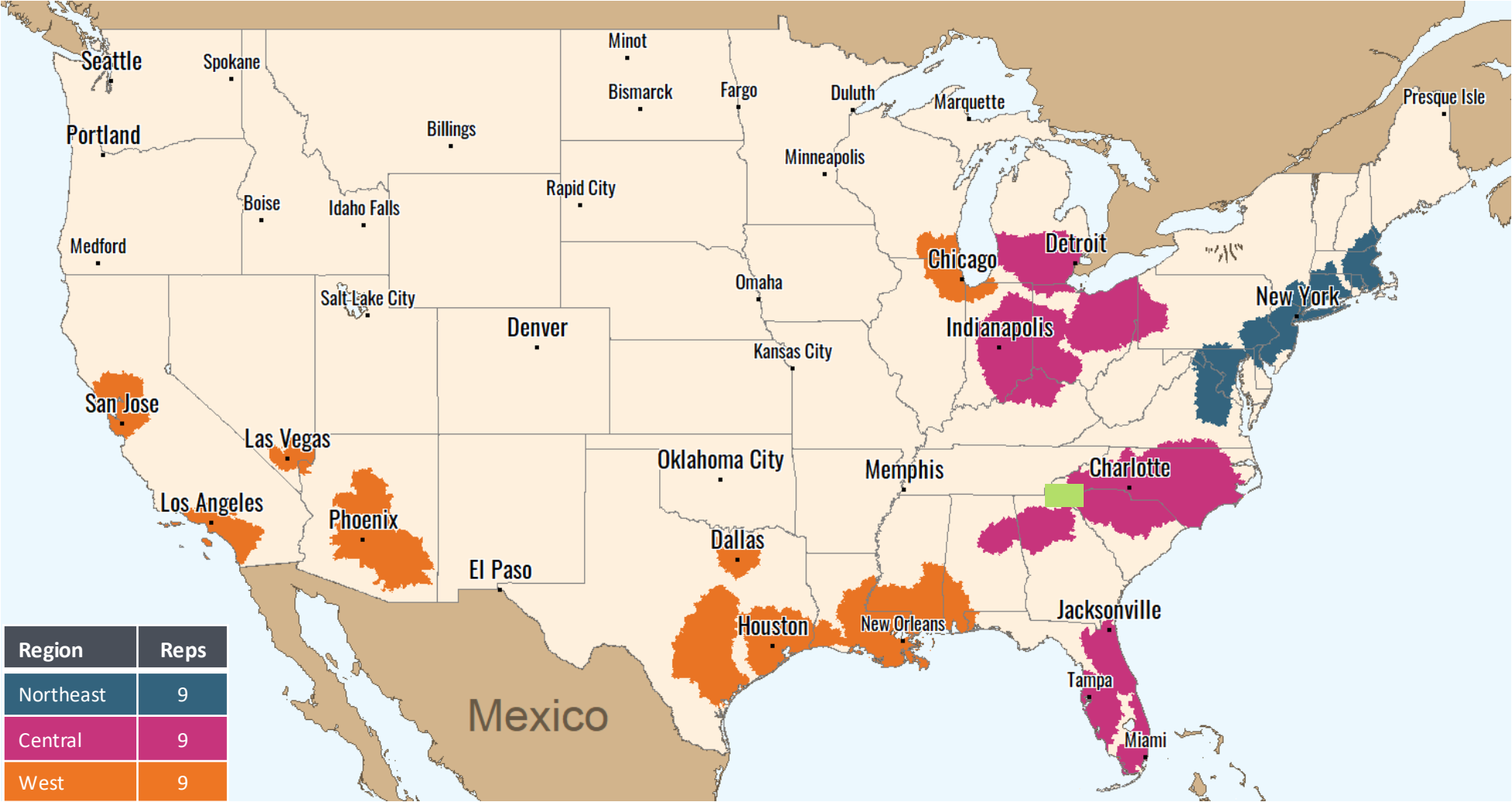


LEISHA MARTIN
VP, Quality & Regulatory

SALES	MARKETING	BUSINESS OPERATIONS	FINANCE & CORPORATE
CHRIS BALIJA Regional Manager	KEVIN WOJCIECHOWSKI Head HCP Marketing & Training	MENG JIA Sr Director, Data Warehouse	SHARON FOX-MEYERS US Controller
FABIO MUNROE Regional Manager	KATHERINE BARNES Marketing Coordinator	DARIN VANARSDALEN Director, Sales Ops	RACHEL SHAVIT Director, HR and Accounting
KATE SHANLEY Regional Manager			DOLORES GONZALES Operations Manager

Botanix sales force deployment

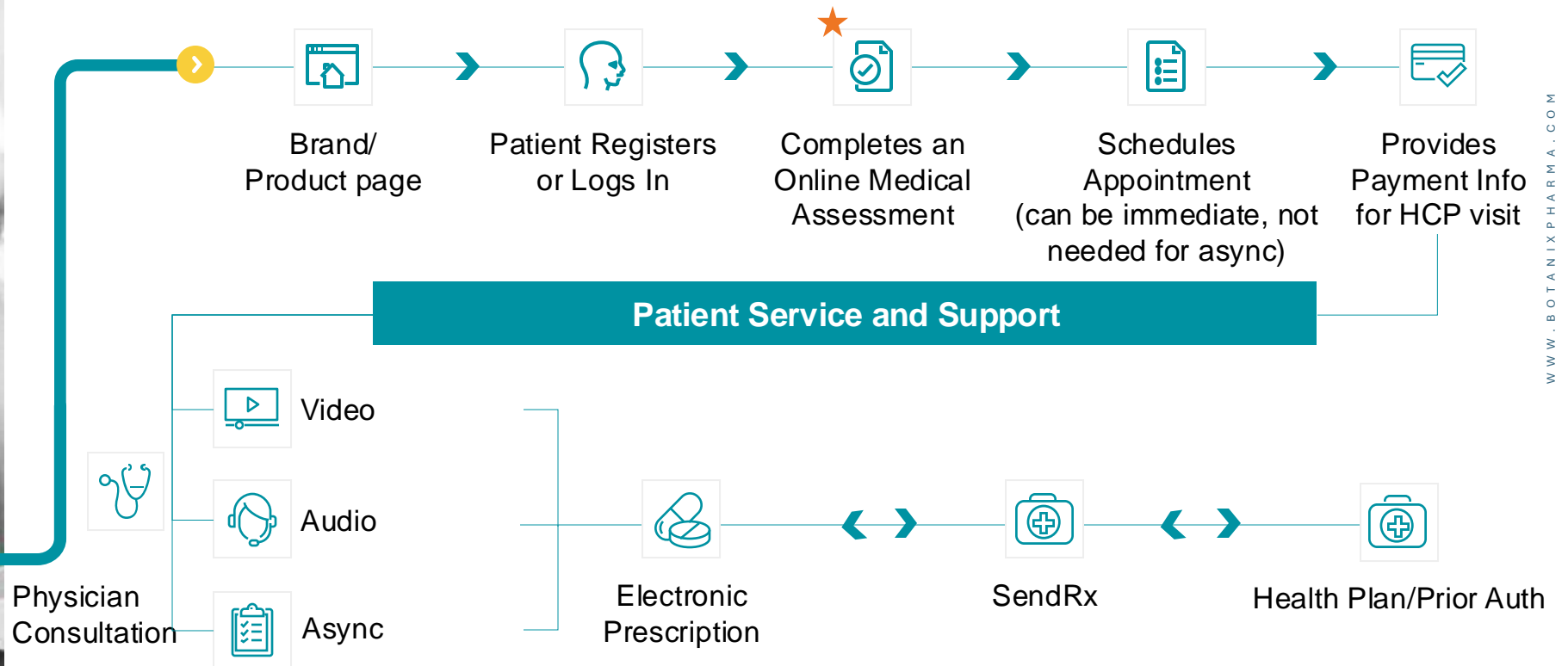
Three Regions: Northeast, Central & West (9 per Region)



Patient Path - UpScript's fully integrated model allows patients direct access from anywhere 24/7



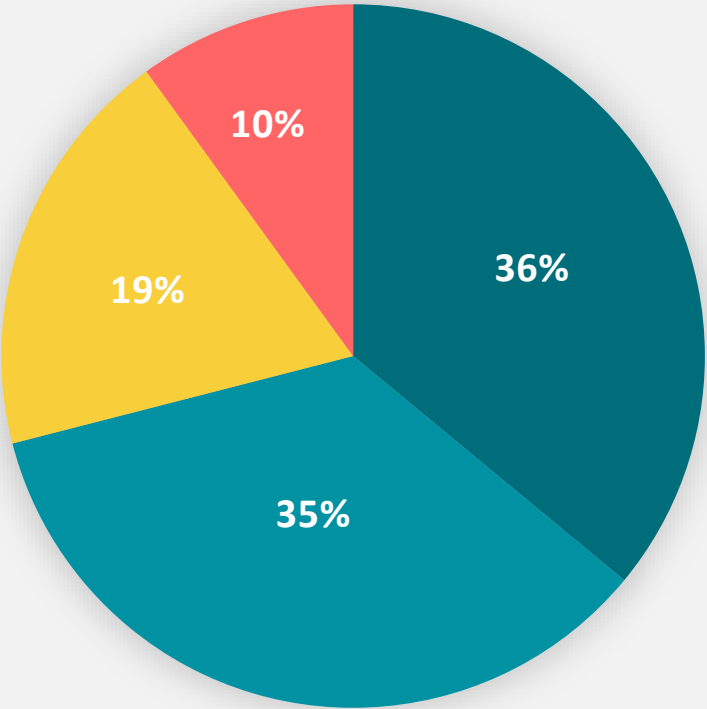
Sofdra™ Patient Path



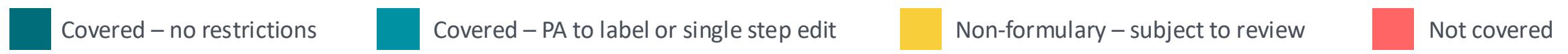
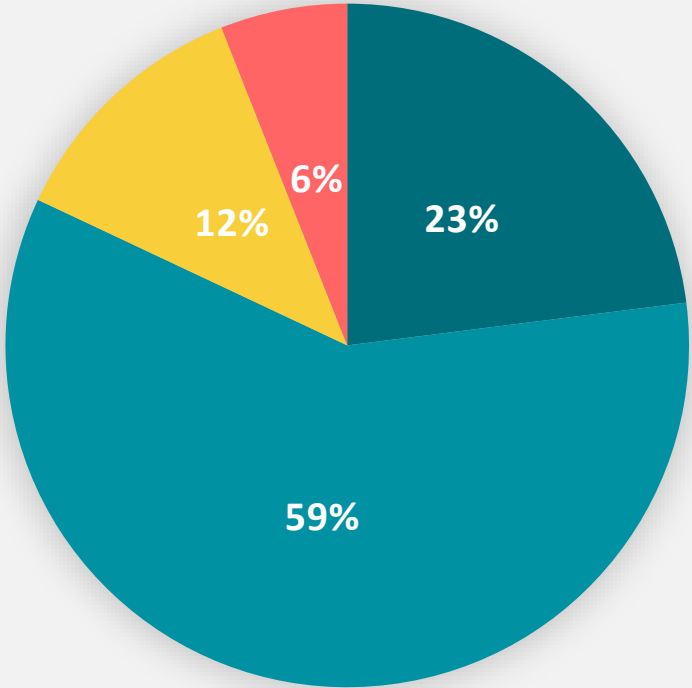
★ Information gathered in the "Online Medical Assessment" allows the UpScriptHealth physician network to work expeditiously with SendRx to process Prior Authorizations

Expected Sofdra™ coverage

Expected Sofdra Coverage
Commercial Lives (167M)



Expected Sofdra Coverage
Including Medicaid/VA/TRICARE (266M)

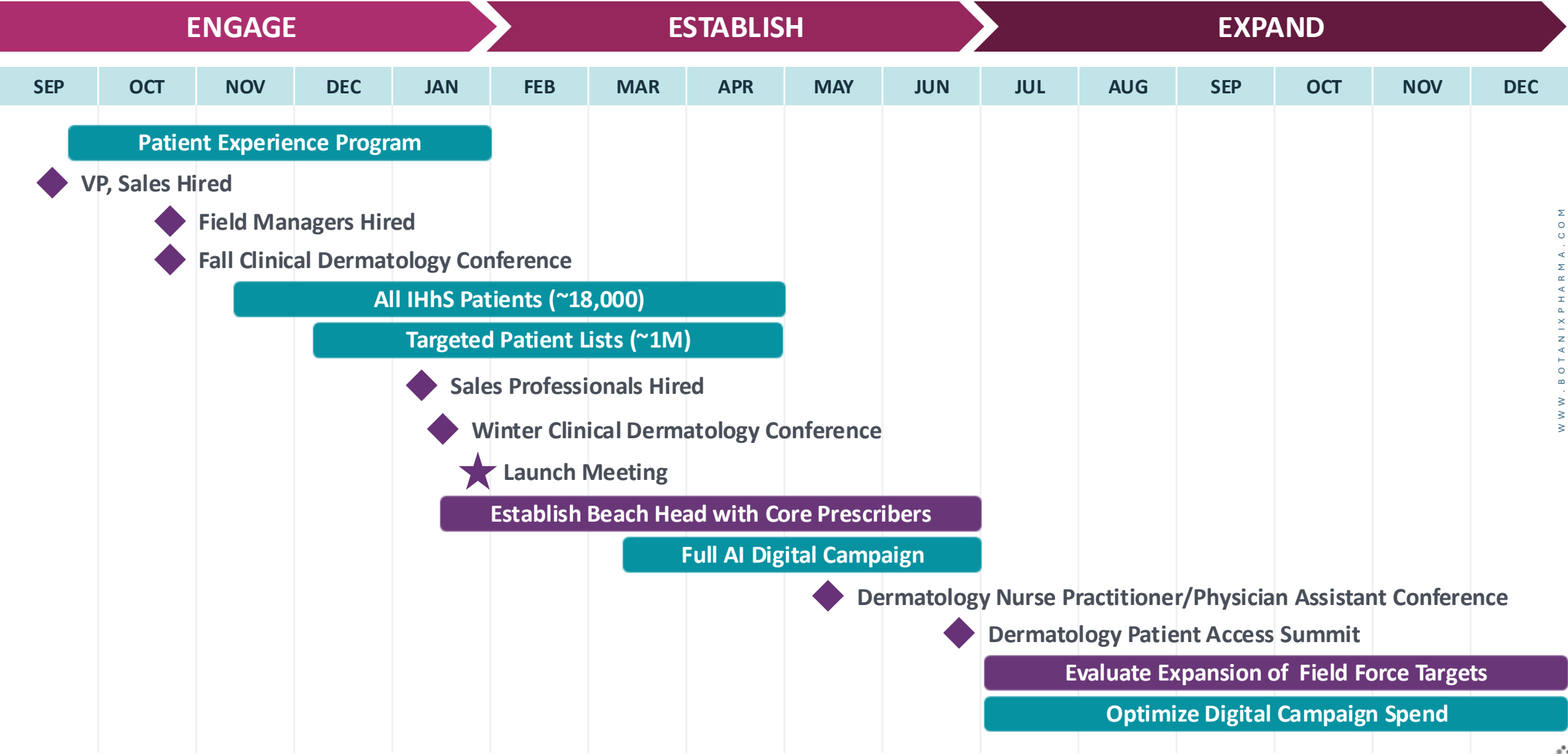


Payer success continues

- ❖ Recently announced coverage with Ascent Health, who are responsible for ~65M commercial lives
- ❖ Ascent adds to the existing Payer coverage already completed, or actively being finalised with Payers, who together represent more than 110 million commercial lives
- ❖ On track to have ~72M Medicaid lives also eligible
- ❖ Coverage reflects the expected Payer coverage mix (see chart previous slide)

On track to have the entire commercial lives target pool covered at target price, rebate levels and Payer restrictions

Planned commercialization timeline



WWW.BOTANIXPHARMA.COM

Sofdra™ commercial success is built on 3 pillars

1

LARGE MARKET AND ENGAGED POPULATION

AXILLARY
HYPERHIDROSIS
PATIENTS

~10M

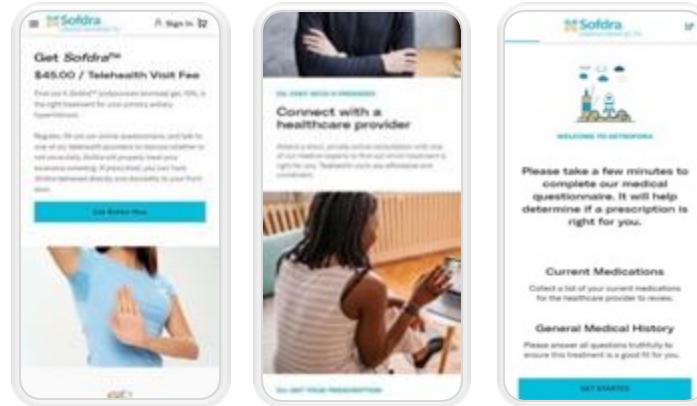
PATIENTS
SEEKING RX
WITH DERM

~3.7M

- ❖ Convert a solid percentage of the 3.7M existing patients seeking treatment
- ❖ Activate a small percentage of the other 6.3M patients who have HH—targeting unsatisfied and ready to treat via digital

2

FRICTIONLESS ACCESS WITH TELEMEDICINE



- ❖ Provide immediate and comfortable access to online diagnosis
- ❖ Rapidly move from diagnosis to prescription utilizing the telemedicine platform

3

PRODUCT SPEED TO PATIENT AND ENSURING EVERY REFILL



- ❖ Avoid distributor fees and other costs by using direct fulfillment
- ❖ Ensure the patient gets every refill to drive positive patient outcomes and profitability

WWW.BOTANIXPHARMA.COM