

Botanix Pharmaceuticals

Euroz Hartleys – March 2025

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

Notice and Disclaimer

1. Summary information

This presentation has been prepared by Botanix Pharmaceuticals Ltd (“Botanix”) and contains summary information about Botanix and the business conducted by it which is current as at the date of this presentation (“Presentation”) (unless otherwise indicated).

The information in this Presentation is general in nature and does not purport to be accurate nor complete, nor does it contain all of the information that an investor may require in evaluating a possible investment in Botanix, nor does it contain all the information which would be required in a disclosure document or prospectus prepared in accordance with the requirements of the Corporations Act 2001 (Cth). It has been prepared by Botanix with due care but no representation or warranty, express or implied, is provided in relation to the accuracy, reliability, fairness or completeness of the information, opinions or conclusions in this Presentation by Botanix or any other party.

The information in this Presentation remains subject to change without notice. Reliance should not be placed on information or opinions contained in this Presentation, and Botanix does not have any obligation to finalize, correct or update the content of this Presentation. Certain data used in this Presentation has been obtained from research, surveys or studies conducted by third parties, including industry or general publications.

To the maximum extent permitted by law, Botanix is not responsible for updating, nor undertakes to update, this Presentation. It should be read in conjunction with Botanix’s other periodic and continuous disclosure announcements lodged with the ASX, which are available at www2.asx.com.au or at <https://botanixpharma.com/category/asx-releases/>.

2. Not an offer

Neither this Presentation nor any of its contents will form the basis of any understanding, proposal, offer, invitation, contract or commitment.

3. Industry data

Certain market and industry data used in connection with or referenced in this Presentation has been obtained from public filings, research, surveys or studies made or conducted by third parties, including as published in industry-specific or general publications. Neither Botanix nor its advisers, or their respective representatives, have independently verified any such market or industry data.

4. Financial data

All dollar values are in United States dollars (\$) or US\$) unless otherwise stated. Amounts, totals and change percentages are calculated on whole numbers and not the rounded amounts presented.

5. Forward-looking statements and forecasts

This Presentation contains certain “forward-looking statements” and comments about future matters. Forward-looking statements can generally be identified by the use of forward-looking words such as, “expect”, “anticipate”, “likely”, “intend”, “should”, “could”, “may”, “predict”, “plan”, “propose”, “will”, “believe”, “forecast”, “estimate”, “target”, “outlook”, “guidance” and other similar expressions and include, but are not limited to, plans and prospects for the Company, the Company’s strategy, future operations, the expected timing and/or results of regulatory approvals and prospects of commercializing product candidates or research collaborations with its partners, including in Japan, the outcome and effects of Sotipironium Bromide and the market for Sotipironium Bromide. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. You are cautioned not to place undue reliance on forward-looking statements. Any such statements, opinions and estimates in this Presentation speak only as of the date hereof, are preliminary views and are based on assumptions and contingencies subject to change without notice, as are statements about market and industry trends, projections, guidance and estimates. Forward-looking statements are provided as a general guide only. The forward-looking statements contained in this Presentation are not indications, guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of Botanix, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. Any such forward looking statements are also based on assumptions and contingencies which are subject to change, and which may ultimately prove to be materially incorrect, as are statements about market and industry trends, which are based on interpretations of current market conditions. Investors should consider the forward-looking statements contained in this Presentation in light of those disclosures and not place undue reliance on such statements (particularly in light of the current economic climate and significant volatility, uncertainty and disruption caused by the COVID-19 pandemic). The forward-looking statements in this Presentation are not guarantees or predictions of future performance and may involve significant elements of subjective judgment, assumptions as to future events that may not be correct, known and unknown risks, uncertainties and other factors, many of which are outside the control of Botanix.

Except as required by law or regulation, Botanix undertakes no obligation to finalize, check, supplement, revise or update forward-looking statements or to publish prospective financial information in the future, regardless of whether new information, future events or results or other factors affect the information contained in this Presentation.

6. No liability

The information contained in this document has been prepared in good faith by Botanix. Neither Botanix, nor any of its advisers or any of their respective affiliates, related bodies corporate, directors, officers, partners, advisers, employees and agents have authorised, permitted or caused the issue, lodgment, submission, dispatch or provision of this Presentation in a final form and none of them makes or purports to make any binding statement in this Presentation and there is no statement in this Presentation which is based on any statement by them.

To the maximum extent permitted by law, Botanix and its advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents: expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of or reliance on information contained in this document including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions, forecasts, reports or other matters, express or implied, contained in, arising out of or derived from, or for omissions from, this document including, without limitation, any estimates or projections and any other financial information derived therefrom, whether by way of negligence or otherwise; and expressly exclude and disclaim all liabilities in respect of, make no representations regarding, any part of this Presentation and make no representation or warranty as to the currency, accuracy, adequacy, reliability or completeness or fairness of any statements, estimates, options, conclusions or other information contained in this Presentation.

Operations East:

150 N Radnor Chester Road
Wayne PA 19087

Operations West:

2390 East Camelback Road
Phoenix, Arizona 85016

Corporate Office:

Suite 3 41 – 47 Colin Street West
Perth Western Australia 6005

Authorized for release by:

Vince Ippolito
Executive Chairman

Botanix overview

DERMATOLOGY FOCUS

New treatments for underserved common skin diseases

WORLD CLASS TEAM

US-based team responsible for successful commercial launches of more than 30 drugs

NEW PRODUCT "SOFDRA"

First and only new chemical entity to treat primary axillary hyperhidrosis*

COMMERCIAL LAUNCH

Sales team in the field starting February 2025, followed by full digital launch in March

WELL CAPITALISED

~A\$48 million to fund commercial launch and platform development

*Sofdra*TM commercial launch underway and sales on target

SofdraTM (sofprionium) topical gel, 12.45%

Sofdra: for your patients with primary axillary hyperhidrosis
Designed for sweat like this

SofdraTM (sofprionium) topical gel, 12.45% is an anticholinergic indicated for the treatment of primary axillary hyperhidrosis in adults and pediatric patients 9 years of age and older.

IMPORTANT SAFETY INFORMATION

CONTRAINDICATIONS

Sofdra is contraindicated in patients with medical conditions that can be exacerbated by the anticholinergic effect of Sofdra (e.g., glaucoma, paralytic ileus, unstable cardiovascular status in acute hemorrhage, severe ulcerative colitis, toxic megacolon complicating ulcerative colitis, myasthenia gravis, Sjogren's syndrome).

PAH	MOA	EFFICACY	SAFETY	APPLICATION & DOSING	SENDRX	SUMMARY
*	**	***	**		*	*

Highly experienced board and management team

Developed, secured approval for, and commercialized over 30 successful dermatology products



VINCE IPPOLITO
Executive Chairman

- Former COO of Anacor and Medicis and President of Dermavant with more than 17 years at Novartis
- More than 35 years experience in pharma with 20+ years within dermatology



HOWIE MCKIBBON
Chief Executive Officer

- Former SVP Commercial of Dermavant, Anacor and Medicis
- 25+ years working in dermatology—launched more than 15 brands and managed over 35 dermatology products



DR PATRICIA WALKER
Chief Medical Adviser

- Former President and head of R&D Brickell Biotech
- Former CMO/CSO at Kythera, Inamed and Allergan Medical responsible for multiple products including Botox® and Tazorac®



MATT CALLAHAN
Board Executive Director

- Serial life sciences exec, lawyer and ex-investment director of two venture capital firms
- Co-founder Botanix, iCeutica, Orthocell, Dimerix, Respirion Pharma



SHEETAL SAHEL
VP of Marketing

- Founder of MQ Network LLC with vast leadership experience in marketing
- 16+ years in dermatology with experience in executing company and product launches



JOHN SCHOHL
VP Managed Markets

- Former SVP Commercial Operations Medicis
- 30+ years experience in pharma industry with 23+ years within dermatology



DAVID MORGAN
Head of Corporate Affairs

- 30 years as an ad agency principal
- Clients included Intel, Citibank, and Qwest (CenturyLink)
- Vice President responsible for the Medicis in-house ad agency



JOHN WALSH
VP of Sales

- Former Regional Business Director at Dermavant and Pfizer
- 22+ years working in dermatology with experience in specialty pharma sales leadership



DR BORIS MEYERSON
Chief Business Officer

- Launched four pharma companies
- 20+ years in dermatology
- Proven expertise in commercial operations

Hyperhidrosis

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



Reported experiencing constant worry about noticeable sweating¹⁵

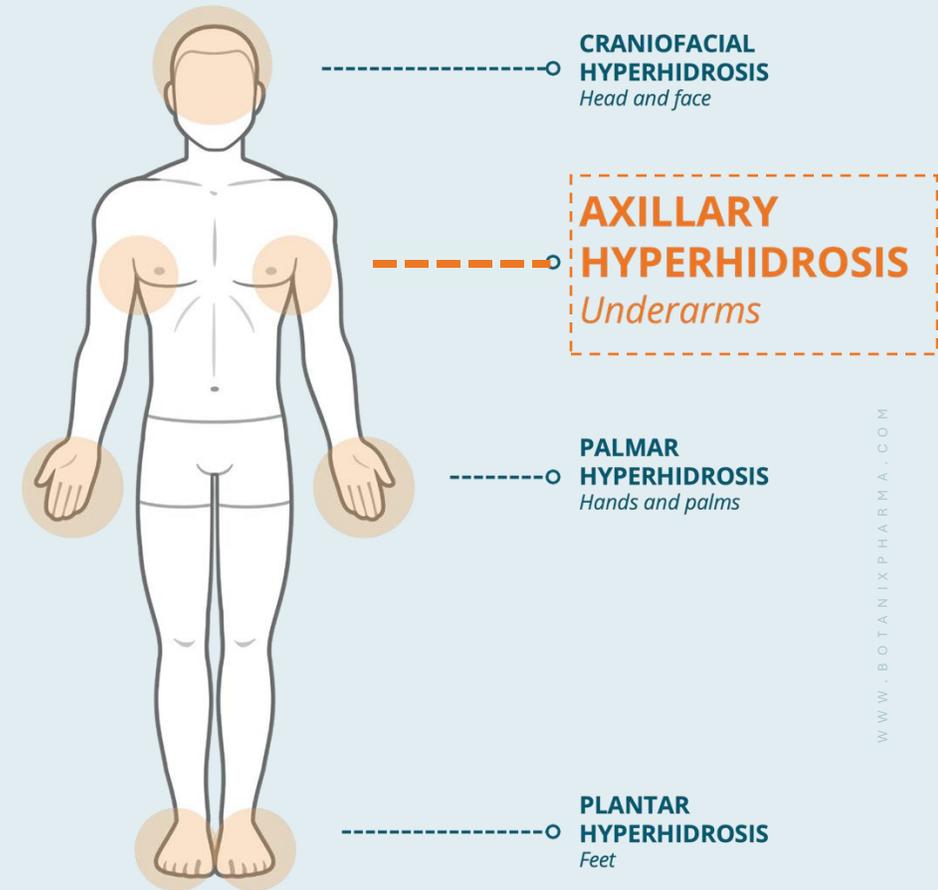
↑ 70%

Reported that excessive sweating has had a negative impact on their social life¹⁵

~3x

Anxiety and depression more prevalent in patients with hyperhidrosis¹⁴

1 in 2 Patients have never discussed their excessive sweating with a healthcare provider.



WWW.BOTANIXPHARMA.COM



FREQUENTLY CHANGE CLOTHES



FRESHEN UP BY WIPING OR BATHING



PLACE NAPKINS OR PADS UNDER THEIR ARMS OR THEIR POCKETS

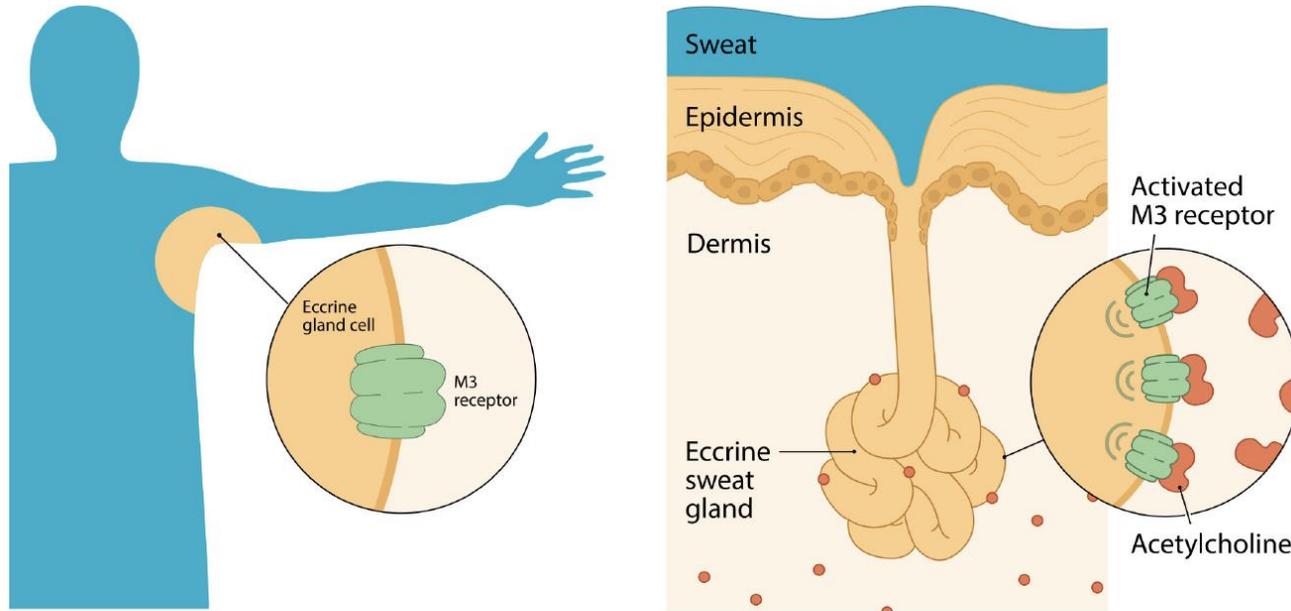


HIDE UNDER DARK-COLOURED, BULKY CLOTHES

Sofdra mechanism of action

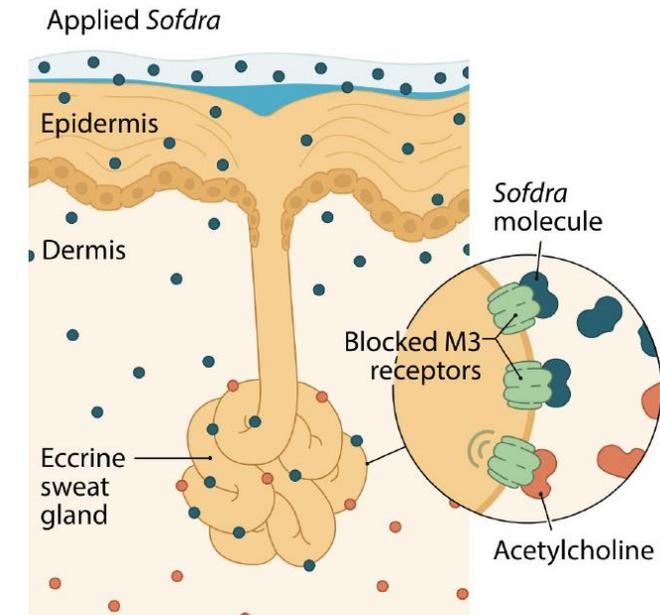
Binds selectively to the M3 receptors in the sweat gland, blocks acetylcholine to inhibit sweat and is rapidly metabolized

Dysregulated muscarinic signaling in an untreated eccrine sweat gland⁸



In primary axillary hyperhidrosis, sweat glands are overstimulated by acetylcholine binding to **M3 receptors**, triggering excessive sweat. **M3 is the receptor primarily involved in eccrine sweat gland signaling**. It is also found in smooth muscle structures (e.g., pupils, bladder, gastrointestinal tract).⁸⁻¹²

Targeted M3 inhibition in a sweat gland treated with Sofdra^{1,7}



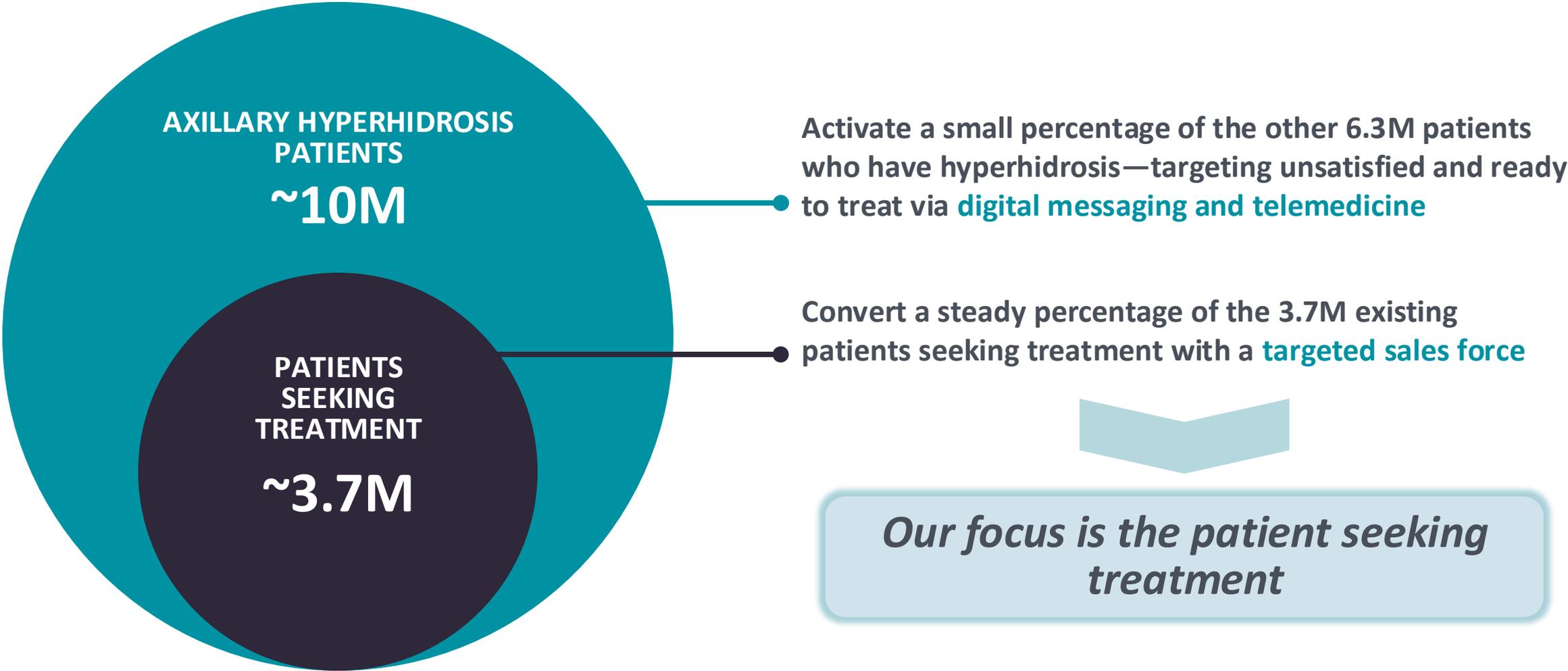
Sofdra selectively **binds to and blocks M3 sweat gland receptors** to reduce sweat at the source.^{1,7}

Sofdra has a significant opportunity as a new treatment option for hyperhidrosis patients



Due to its significant psychological impact, 54% of respondents suffering from hyperhidrosis say that they would pay anything for a treatment to stop their excessive sweating¹

Large market and engaged patient population primes Sofdra™ for commercial success



WWW.BOTANIXPHARMA.COM

There are 4 main priorities that drive success for Sofdra and Botanix



Drive demand with and educate dermatologists to prescribe *Sofdra*



Maximize and maintain favorable Payer coverage and pricing



Provide seamless fills and refills with administrative and patient access support

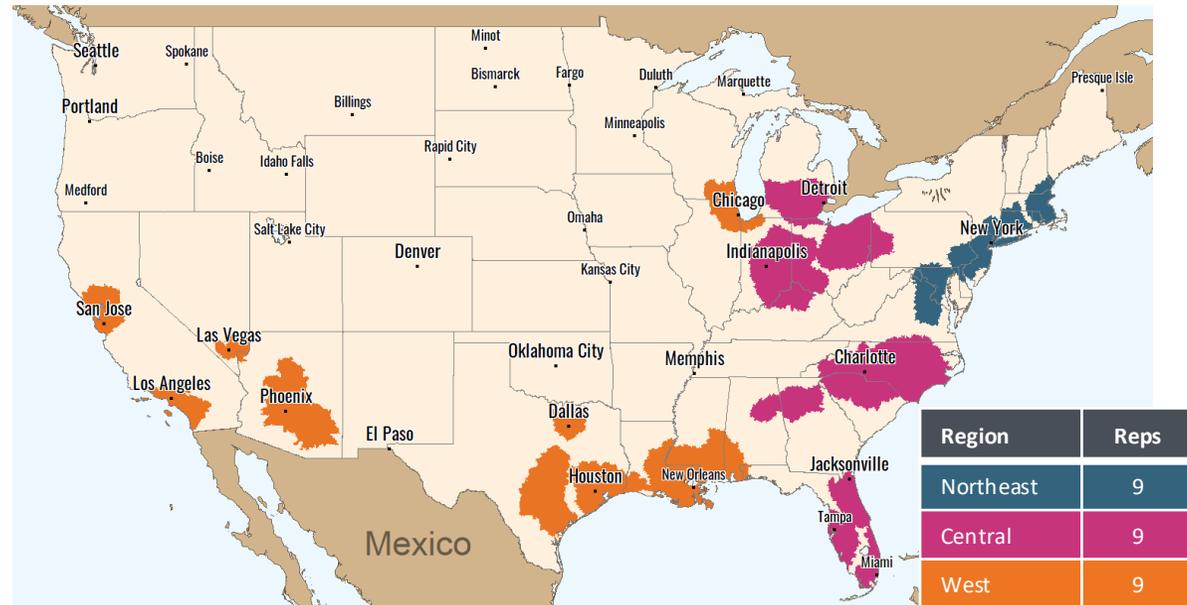


Engage and motivate patients to use telemedicine through digital reach

“Botanix Platform”

Drive demand with the sales team

A team that brings extensive expertise in dermatology and a proven track record of excellence



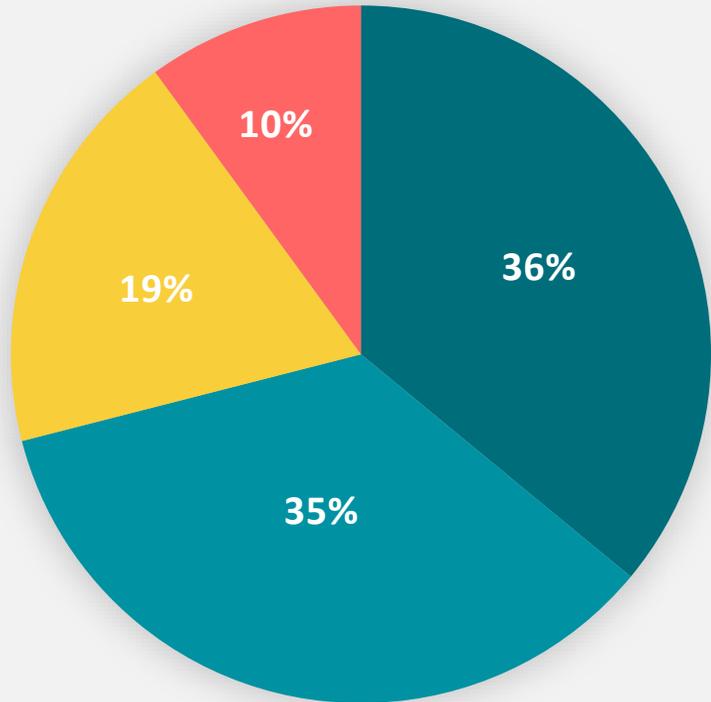
WWW.BOTANIXPHARMA.COM

- 27 sales reps
- 338 cumulative years in derm
- 79 President's Club wins
- 123 products launched

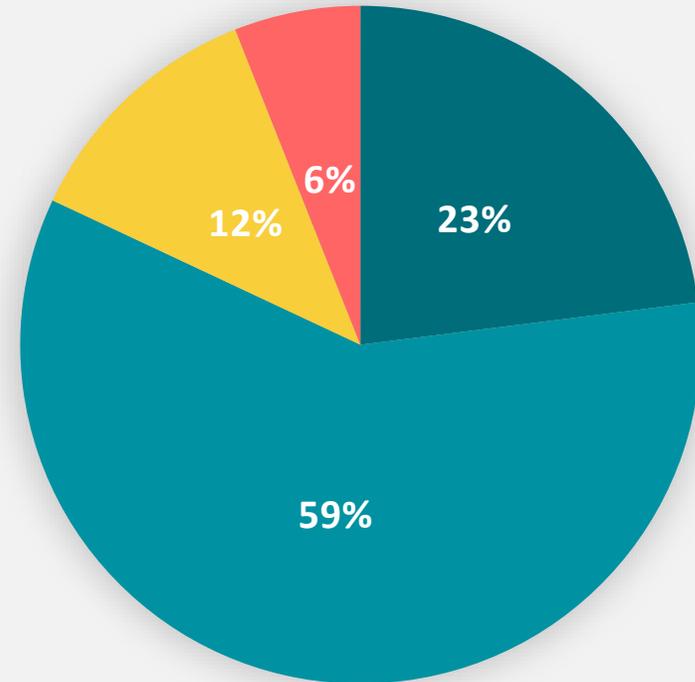
Contracted *Sofdra*TM coverage with Payers



Expected *Sofdra* Coverage
Commercial Lives (167M)



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



Provide seamless fulfilment and refills

Patient concierge service helps overcome any Payer obstacles and manages Rx distribution



Benefits to dermatologists

- ✓ Dedicated assistance for Payer requirements
- ✓ Integrated to ePrescribing systems
- ✓ Less likelihood of call backs and office involvement



Benefits to patients

- ✓ Commercially insured patients pay no copay
- ✓ Delivered directly to patients – no pharmacy wait
- ✓ Auto-refill program requires no effort from patient



Benefits to Botanix

- ✓ Enhanced visibility of prescription/refill process
- ✓ Integrated system to overcome Payer obstacles
- ✓ Transforms refill process and grows Rx base

Changes the refill rate from the industry standard (i.e less than 2 fills total)*

Sofdra
(sofipronium) topical gel, 12.45%

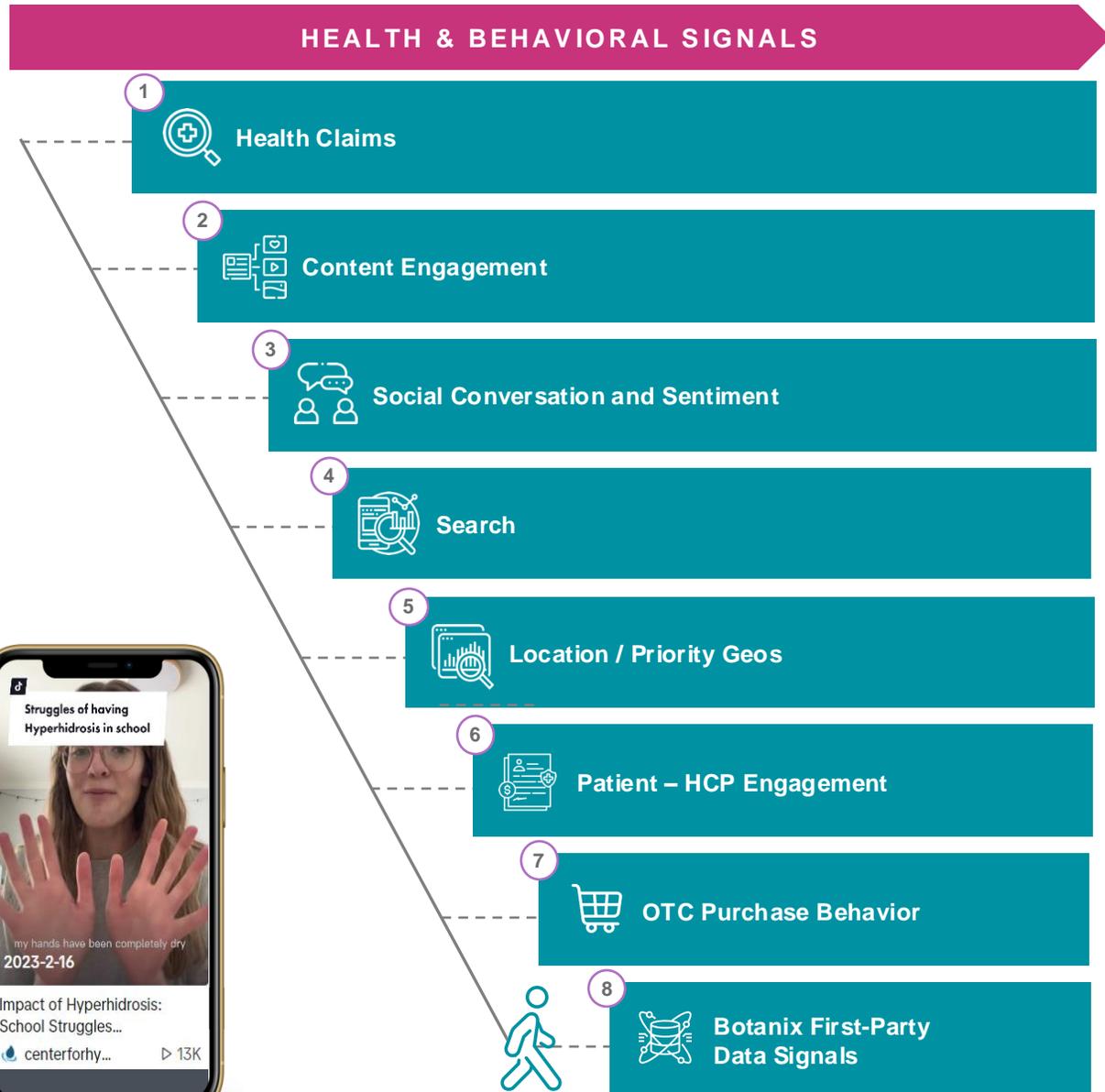
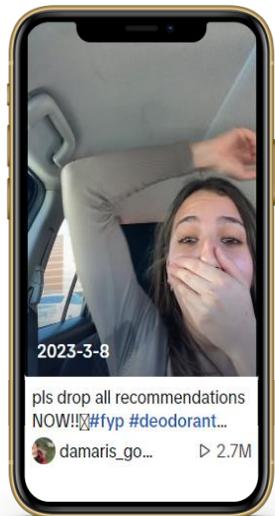
Commercially insured patients may pay \$0 for Sofdra*
Sofdra is only available through SendRx Pharmacy Network
Your healthcare provider will send your Sofdra prescription to SendRx Pharmacy, who will ship it directly to your door *free of charge*.

Sign up at SendRx.
Save time and pharmacy calls by providing contact and shipping information online to get Sofdra on its way without delay.

More ways to contact SendRx about your prescription:
224-385-1262
Call or text SendRx
Info@SendRx.com

*Terms and Conditions apply. Visit Sofdra.com/termsandconditions for details.

Full digital launch rolling out



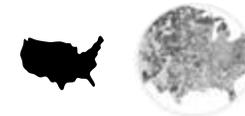
DATA SOURCES / MEDIA ENVIRONMENTS

IQVIA CROSSIX SWCOOP
Symphony Health
A PRAHEALTHSCIENCES COMPANY

healthline LASSO PULSEPOINT™ LEADING HEALTH FORWARD
MAYO CLINIC WebMD yahoo!

Meta X
TikTok reddit

Google Ads
YouTube amazon



IQVIA CROSSIX SWCOOP
Symphony Health
A PRAHEALTHSCIENCES COMPANY

amazon Nielsen CVS
Walmart Walgreens

botanix PHARMACEUTICALS
WWW CRM

Engage and motivate patients to use telemedicine through digital reach

WWW.BOTANIXPHARMA.COM

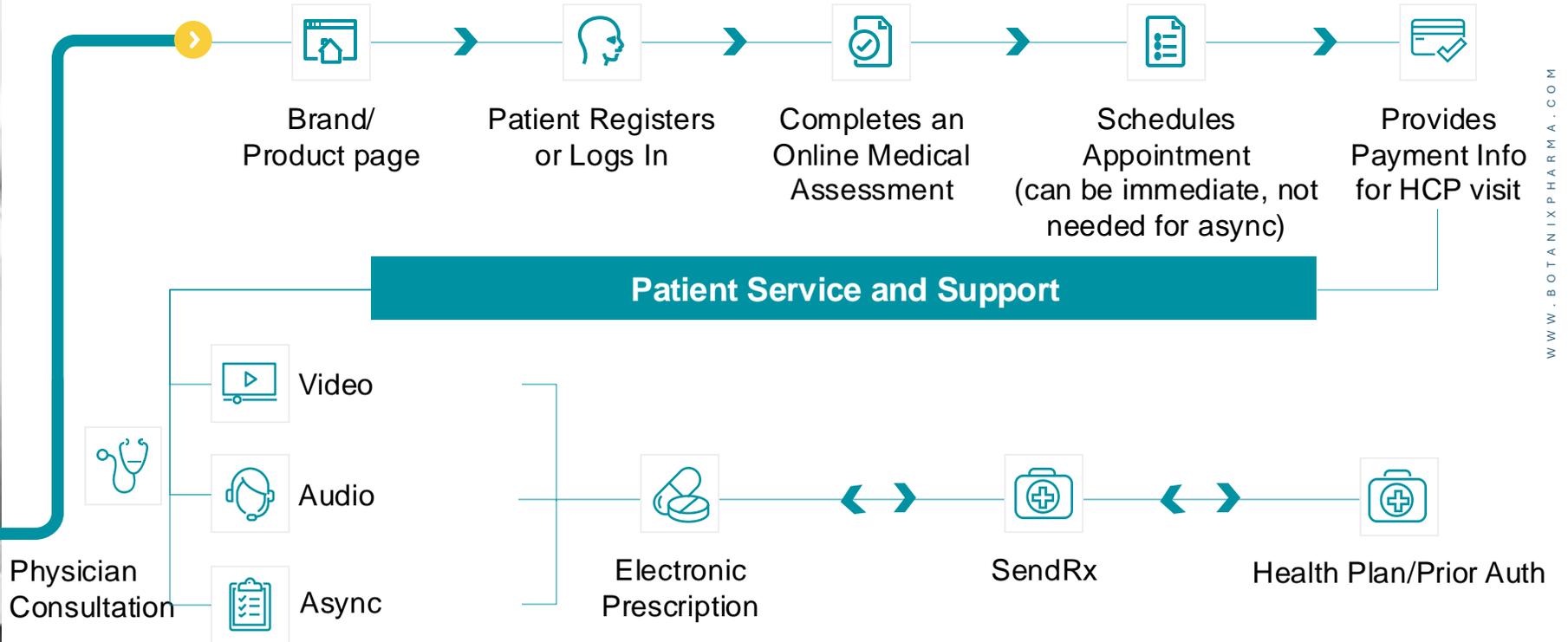
Capturing interest and converting rapidly with telemedicine

Engage and motivate patients to use telemedicine through digital reach



Sofdra.com

Sofdra™ Patient Path



100% refills from prescriptions to date

WWW.BOTANIXPHARMA.COM

Launch on track

Sales team performing on target, with digital launch expected to add prescription volume



- ❖ New patient prescription volume growth on track
- ❖ Refills exceeding target rates
- ❖ High patient satisfaction metrics, including ship times and efficiency of the telehealth/fulfilment platform
- ❖ Positive physician and patient feedback on product usage
- ❖ Digital media rollout now underway in March
- ❖ Physician speakers trained for *Sofdra* education programs
- ❖ No material impact expected from any tariffs on product

Sofdra™ commercial success is built on 3 pillars

1

LARGE MARKET AND ENGAGED POPULATION

AXILLARY
HYPERHIDROSIS
PATIENTS

~10M

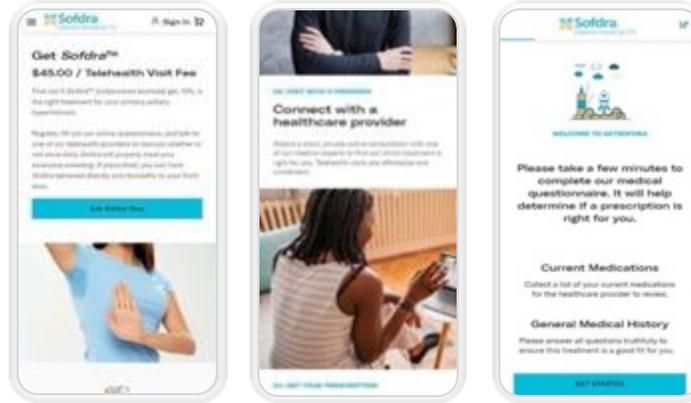
PATIENTS
SEEKING RX
WITH DERM

~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 hyperhidrosis—targeting unsatisfied and ready to treat via digital

2

FRICITIONLESS 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

References

1. Doolittle, J., Walker, P., Mills, T. et al. Hyperhidrosis: an update on prevalence and severity in the United States. *Arch Dermatol Res* 2016; 308: 743–749. <https://doi.org/10.1007/s00403-016-1697-9>
2. Hamm H, Naumann MK, Kowalski JW, Kütt S, Kozma C, Teale C. Primary focal hyperhidrosis: disease characteristics and functional impairment. *Dermatology*. 2006;212(4):343-53. <https://doi.org/10.1159/000092285>
3. Kisielnicka A, Szczerkowska-Dobosz A, Purzycka-Bohdan D, Nowicki RJ. Hyperhidrosis: disease aetiology, classification and management in the light of modern treatment modalities. *Postepy Dermatol Alergol*. 2022;39(2):251-257.
4. International Hyperhidrosis Society (Botanix to provide)
5. Parashar K, Adlam T, Potts G. The Impact of Hyperhidrosis on Quality of Life: A Review of the Literature. *Am J Clin Dermatol*. 2023 Mar;24(2):187-198. <https://doi.org/10.1007/s40257-022-00743-7>
6. Brackenrich J, Fagg C. Hyperhidrosis. NCBI Bookshelf. October 3, 2022. Accessed November 24, 2024. <https://www.ncbi.nlm.nih.gov/books/NBK459227>
7. Mayo Clinic. Diseases and Conditions: Hyperhidrosis. Updated October 25, 2024. <https://www.mayoclinic.org/diseases-conditions/hyperhidrosis/symptoms-causes/syc-20367152>
8. Cleveland Clinic. Dermis. <https://my.clevelandclinic.org/health/body/22357-dermis>. Updated February 7, 2022.
9. American Academy of Dermatology Association. Hyperhidrosis: Signs and Symptoms. Available at: <https://www.aad.org/public/diseases/a-z/hyperhidrosis-symptoms#:~:text=Sweat%20heavily%2C%20usually%20from%20one,most%20people%20wake%20up%20dry>. Accessed December 2024.
10. Ludmann, P. Hyperhidrosis: Causes. American Academy of Dermatology. <https://www.aad.org/public/diseases/a-z/hyperhidrosis-causes>
11. Stefaniak TJ, Proczko M. Gravimetry in sweating assessment in primary hyperhidrosis and healthy individuals. *Clin Auton Res*. 2013 Aug;23(4):197-200. <https://doi.org/10.1007/s10286-013-0201-2>
12. Kowalski JW, Eadie N, Dagget S, Lai P-U. Validity and reliability of the hyperhidrosis disease severity scale (HDSS). *J Am Acad Derm*. 2004 Mar 1; 50 (3 Supp): P51. <https://doi.org/10.1016/j.jaad.2003.10.202>
13. Nelson LM, DiBenedetti D, Pariser DM, Glaser DA, Hebert AA, Hofland H, Drew J, Ingolia D, Gillard KK, Fehnel S. Development and validation of the Axillary Sweating Daily Diary: a patient-reported outcome measure to assess axillary sweating severity. *J Patient Rep Outcomes*. 2019 Sep 5;3(1):59. <https://doi.org/10.1186/s41687-019-0148-8>
14. Kirsch BM, Burke L, Hobart J, Angulo D, Walker PS. The Hyperhidrosis Disease Severity Measure-Axillary: Conceptualization and Development of Item Content. *J Drugs Dermatol*. 2018 Jul 1;17(7):707-714. PMID: 30005091.
15. Kamudoni P, Mueller B, Halford J, et al. The impact of hyperhidrosis on patients' daily life and quality of life: a qualitative investigation. *Health and Quality of Life Outcomes*. 2017;121; doi.org: 10.1186/s12955-017-0693-x
16. Glaser DA, Hebert A, Pieretti L, Pariser D. Understanding Patient Experience With Hyperhidrosis: A National Survey of 1,985 Patients. *J Drugs Dermatol*. 2018 Apr 1;17(4):392-396. PMID: 29601615
17. Bahar R, Zhou P, Liu Y, et al. The prevalence of anxiety and depression in patients with or without hyperhidrosis (HH). *J Am Acad Dermatol*. 2016 Dec;75(6):1126-1133. doi:10.1016/j.jaad.2016.07.001
18. McConaghy JR, Fosselman D. Hyperhidrosis: Management Options. *Am Fam Physician*. 2018;97(11):729-734.
19. Mayo Clinic. Hyperhidrosis Diagnosis and Treatment. Available at: <https://www.mayoclinic.org/diseases-conditions/hyperhidrosis/diagnosis-treatment/drc-20367173>. Accessed December 2024.
20. Data on File. Botanix Pharmaceuticals. Confidential Information BOT-SOF-US-0032
21. Sofdra (sofpironium) [prescribing information]. Wayne, Pennsylvania: Botanix Pharmaceuticals; 2024.
22. Botox (onabotulinumtoxinA) [prescribing information]. Chicago, Illinois: Abbvie Pharmaceuticals; 2004.
23. Qbrexza (glycopyrronium) cloth [prescribing information]. Scottsdale, Arizona: Journey Medical Corporation; 2018.