

24 September 2024

## Botanix presentation at leading investor conferences and roadshow

### Key highlights

- Botanix Pharmaceuticals begins a non-deal investor roadshow today and will participate in two leading investor conferences this week
- Botanix CEO Dr Howie McKibbon will be a featured presenter at ASX Small and Mid-Cap Conference and the E&P Small Cap Healthcare Conference on Wednesday and Thursday, respectively
- Both conferences bring together institutional and sophisticated investors from around Australia and internationally to hear from leading companies on the ASX and in the life sciences sector
- Botanix will also be meeting with many of the leading institutional investors in the healthcare space in one-on-one meetings to provide an update on progress towards commercialisation of *Sofdra*<sup>™</sup>, as launch readiness activities accelerate

**Philadelphia and Phoenix US, 24 September 2024:** Clinical dermatology company, Botanix Pharmaceuticals Limited (ASX:BOT, “Botanix” or “the Company”), is pleased to announce the Company’s participation in two important conferences this week alongside an investor roadshow. Botanix Chief Executive Officer Howie McKibbon will be a featured presenter at ASX Small and Mid-Cap Conference on Wednesday, 25 September, followed by the E&P Small Cap Healthcare Conference on Thursday, 26 September. Both conferences bring together institutional and sophisticated investors from around Australia and internationally to hear from leading companies on the ASX and the life sciences sector, respectively.

Botanix will also be conducting one-on-one meetings with many of the leading Australian healthcare investors in a non-deal road show to provide an update on progress towards commercialisation of *Sofdra*<sup>™</sup>, as launch readiness activities accelerate.

A copy of the presentation being used by the Company this week following its recent Commercial Day Update on 16 September 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*<sup>™</sup> 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/>

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**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*<sup>™</sup> 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.

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September 2024

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# Botanix Pharmaceuticals

September 2024

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



# Botanix overview

## DERMATOLOGY FOCUS

New treatments for underserved common skin diseases, with a first focus on excessive sweating (“primary axillary hyperhidrosis”)

## WORLD CLASS TEAM

US-based team that have been responsible for successful development and commercial launches of more than 30 drugs

## NEW PRODUCT “SOFDRA”

*Sofdra*<sup>™</sup> is the first and only new chemical entity for primary axillary hyperhidrosis (5% product already approved in Japan with solid sales)

## NOW FDA APPROVED

Approved by FDA for the topical treatment of primary axillary hyperhidrosis in adults and children 9 years of age and older

## WELL CAPITALISED

~A\$79 million at end of the financial year to fund commercial launch of *Sofdra* and expansion of platform

Final preparations for Patient Experience Program with *Sofdra* complete

# Corporate Overview

## ASX: BOT TRADING INFORMATION

Share price	A\$0.39
6-month low / high	A\$0.19/0.44
Shares outstanding	1,814,037,788
<b>Market Capitalization</b>	<b>A\$707m</b>
Cash	A\$79m
Debt	Nil

## SUBSTANTIAL SHAREHOLDERS

Shareholder	%
Antares Capital	10.2%
Board and Management	6.0%
Top 20	34.6%

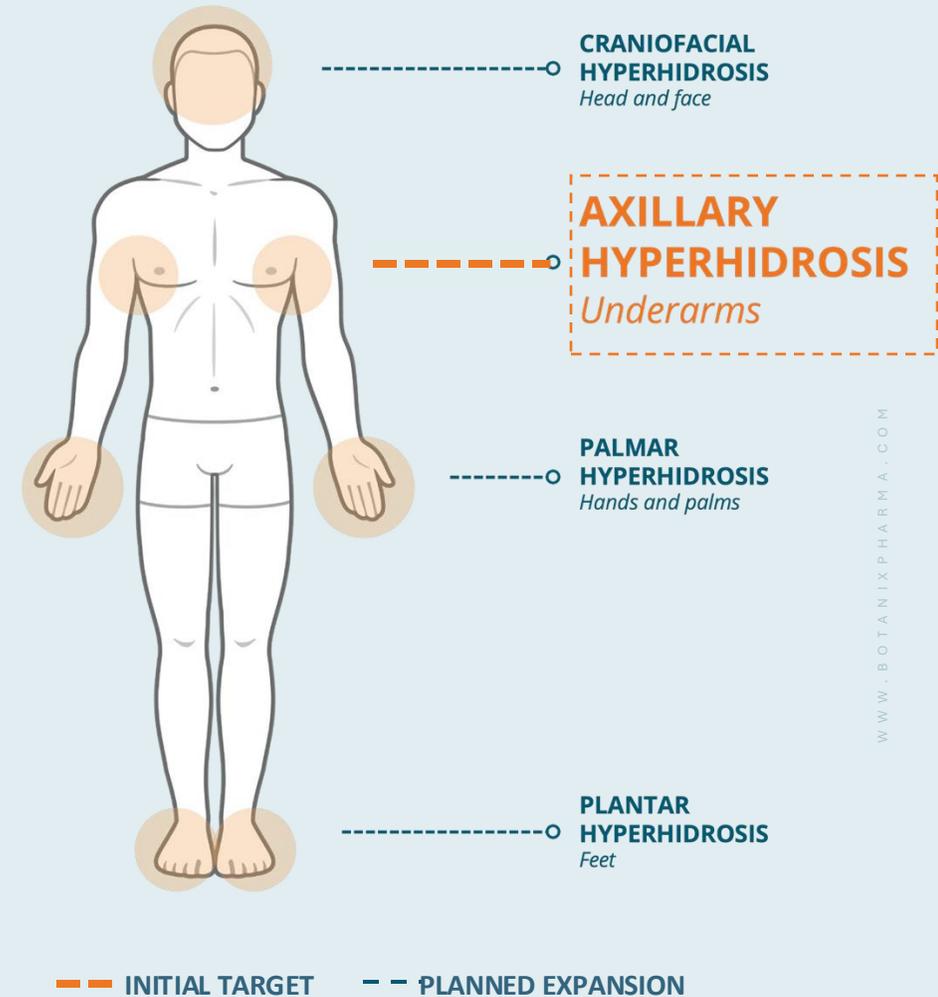


# Hyperhidrosis

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)<sup>1</sup>
- ❖ 90% of axillary (underarm) patients also have it in a second region<sup>1</sup>
- ❖ The most common age of onset for axillary hyperhidrosis patients is 12–17<sup>2</sup>
- ❖ Market for treatments is ~\$US1.6B per annum—projected to grow to \$US2.8B by 2030<sup>2</sup>

Source: 1. Doolittle, J. et al. Arch Dermatol Res, 2016. 2. Hamm H. et al. Dermatology. 2006.



FREQUENTLY  
CHANGE  
CLOTHES



FRESHEN UP  
BY WIPING OR  
BATHING



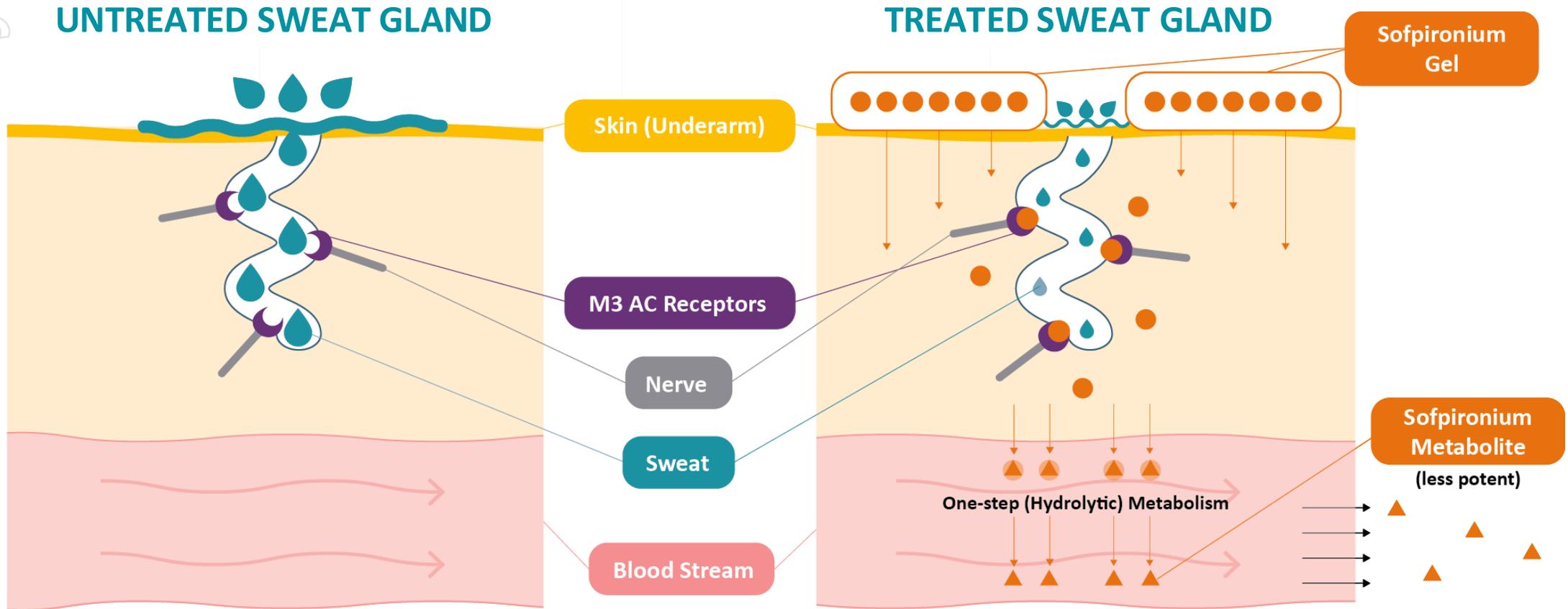
PLACE NAPKINS OR  
PADS UNDER THEIR  
ARMS OR THEIR  
POCKETS



HIDE UNDER  
DARK-COLOURED,  
BULKY CLOTHES

# Sofdra mechanism of action

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



**M3 AC Receptors** = Muscarinic Acetylcholine Receptors which regulate the function of sweat glands

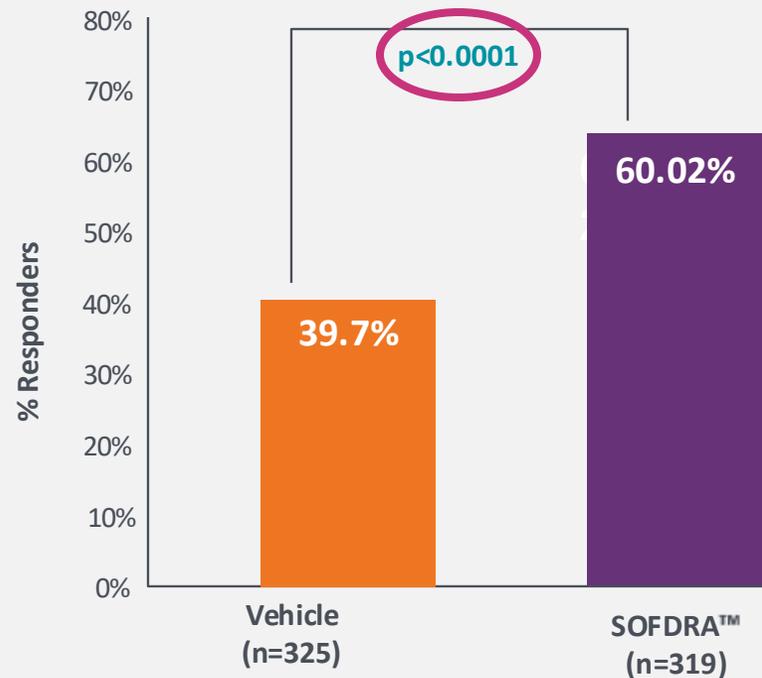
**Sofpironium Metabolite** = Sofpironium is converted into a less active form to help minimize side effects

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# Both Phase 3 clinical study co-primary endpoints were highly statistically significant

## POOLED DATA (CARDIGAN I AND II)

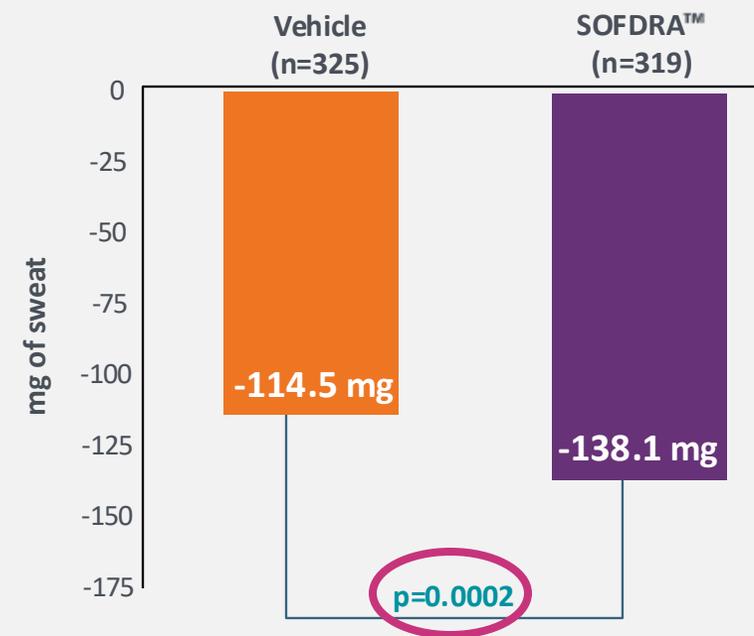
≥2-point improvement in HDSM-Ax-7 from baseline to end of treatment<sup>1</sup>



HDSM-Ax-7 scale measures patient reported severity of axillary (underarm) hyperhidrosis

## POOLED DATA (CARDIGAN I AND II)

GSP change from baseline to end of treatment<sup>1</sup>



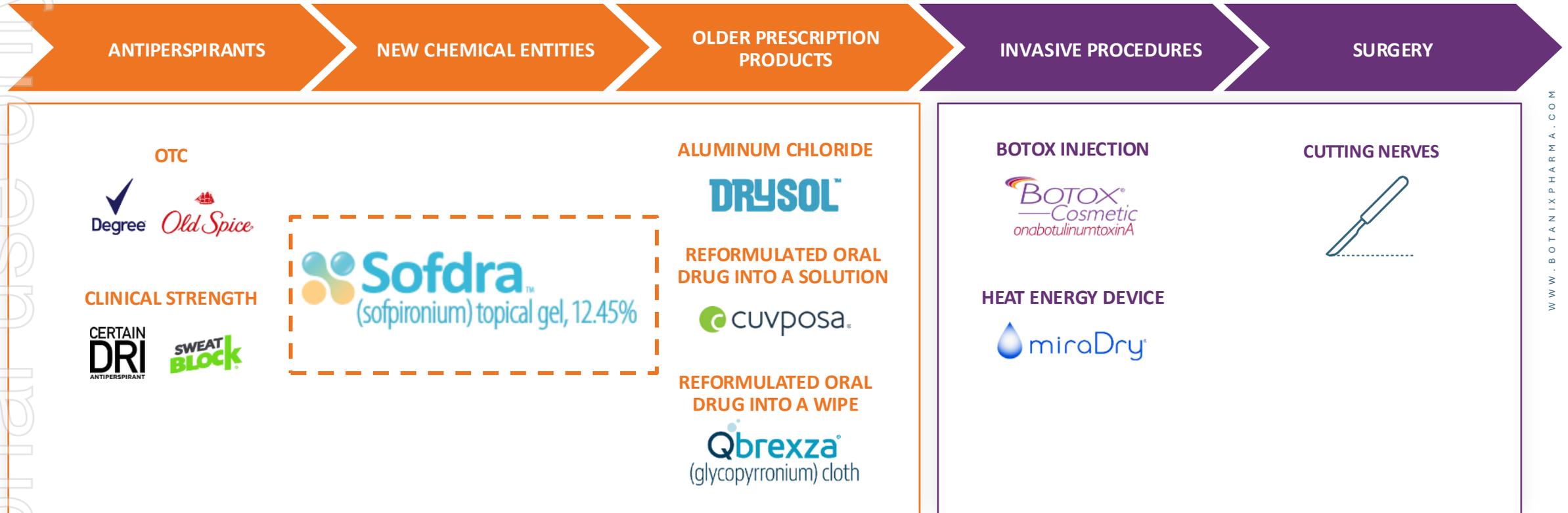
GSP (Gravimetric Sweat Production) is an objective measurement of underarm sweat production (mg/5 min)

Source: 1. Data on File.

SB = Sofpironium Bromide

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

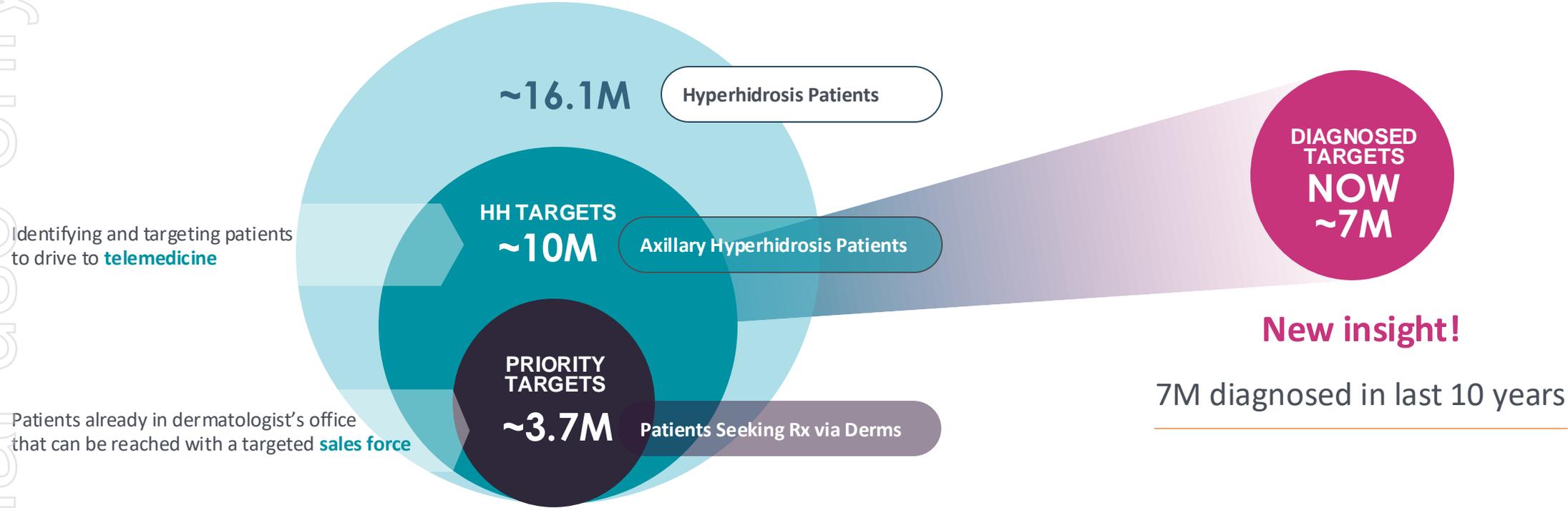
No new chemical entities have ever been approved for hyperhidrosis



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 sweating<sup>1</sup>

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

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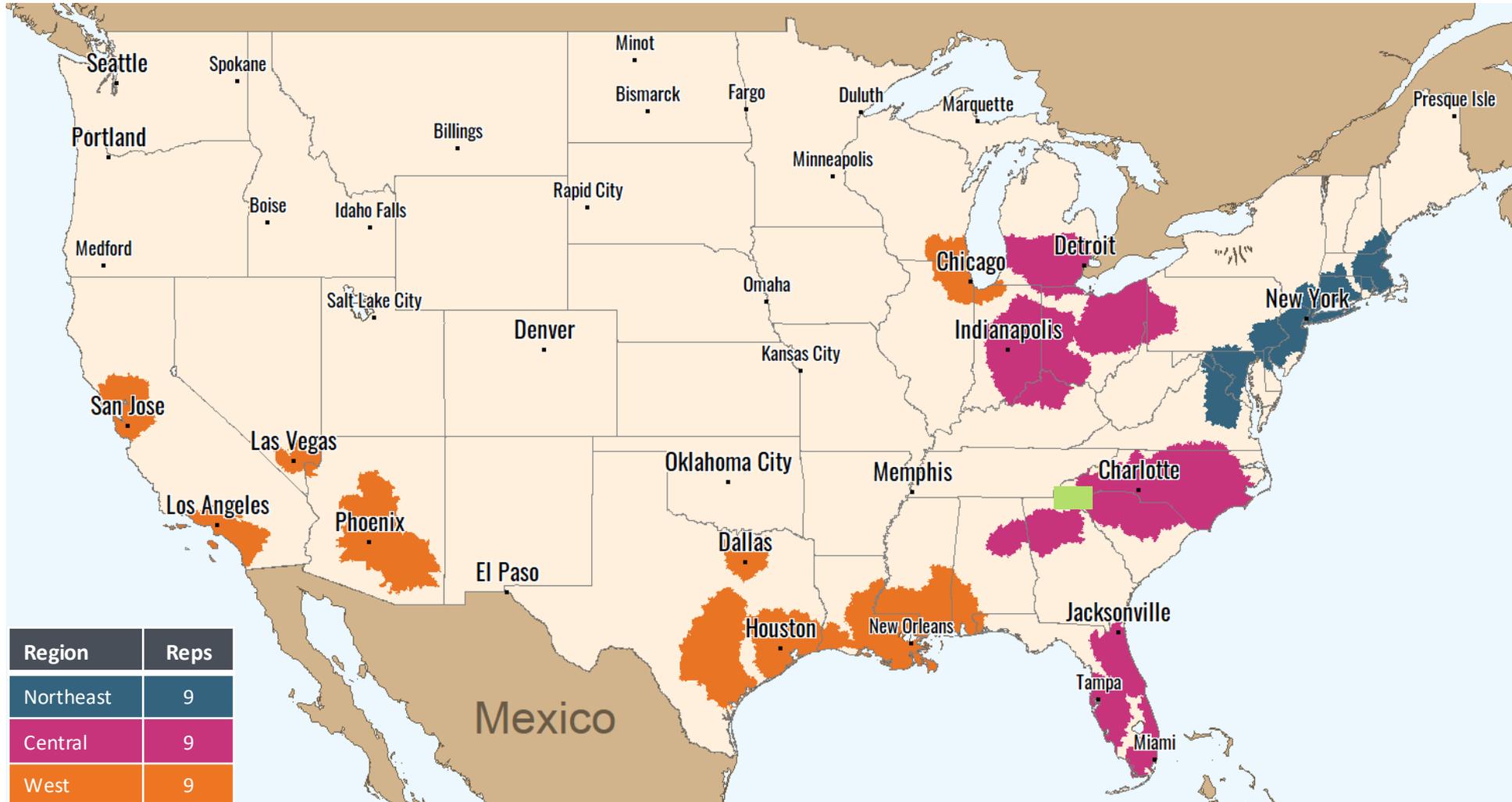


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Sources: 1. Glaser et al, HIS & JDD (2018), 2 - Doolittle et. al., Arch Dermatol Res (2016), 3 - Klick Sermo analysis 100 PCPs for HH (2024), 4 - Klick Dermatologist interview, 5 - Komodo claims data review 2015-2024, 6 Confidential. Internal use only.

# Botanix sales force deployment

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



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Source: AlignMix, IQVIA 12m TRx AD Branded Market

# Engaging a highly qualified segment of our priority targets

## *Sofdra*<sup>™</sup> Patient Experience Program (PEP)

- ❖ Highly qualified patients selected from the IHhS database will utilize the platform to gain early access to *Sofdra*
- ❖ At points in the PEP process, participants will be asked to take surveys to give feedback on the telemedicine and product access experience
- ❖ Patient feedback from survey responses will be used to improve the platform for hyperhidrosis patients
- ❖ The PEP will provide first revenues, data on conversion rates for prospective patient leads and prepare for full commercial launch in Q1 CY2025



# Accessing Sofdra™ and providing feedback

Email invite by IHhS



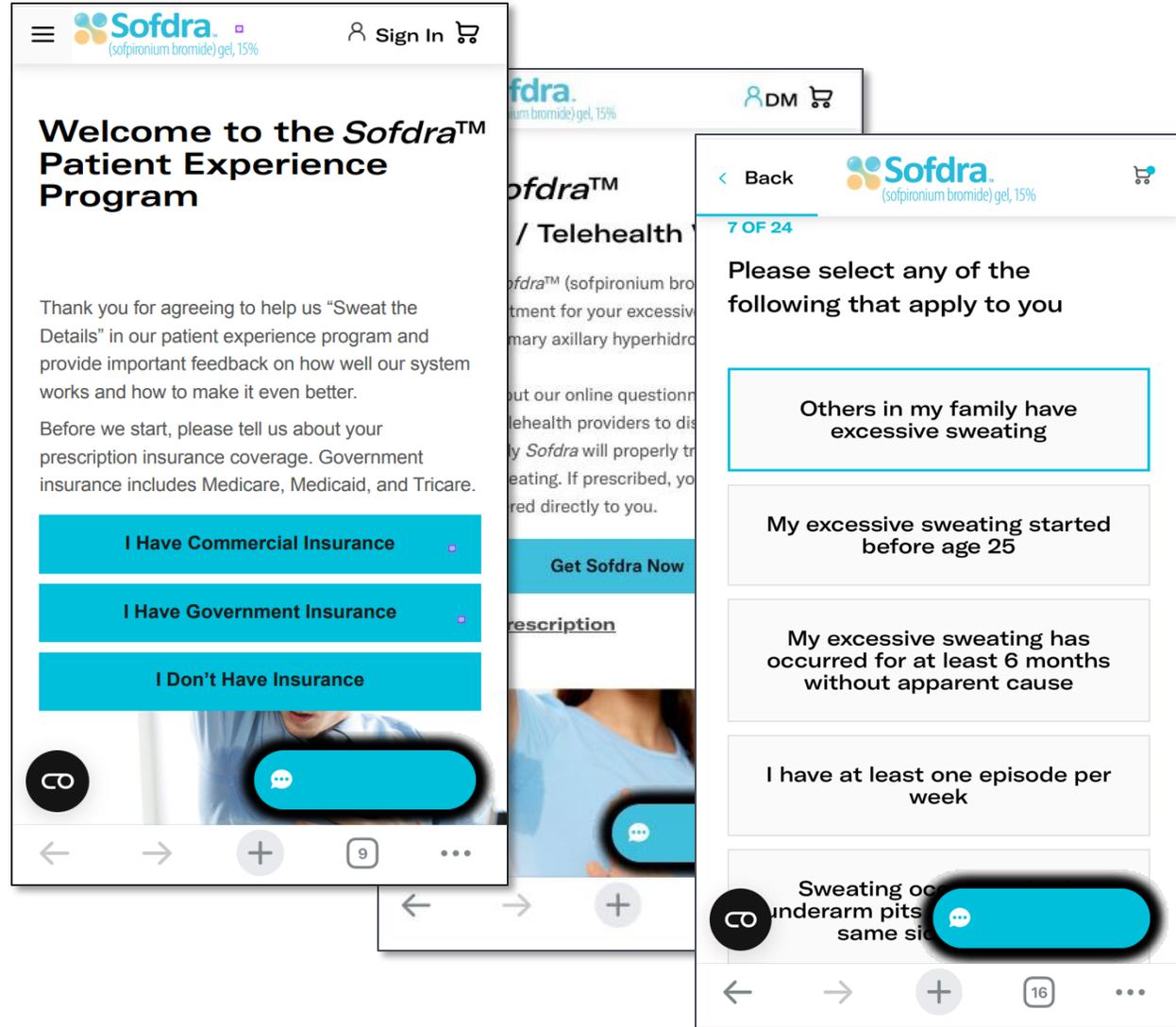
Click thru to telehealth



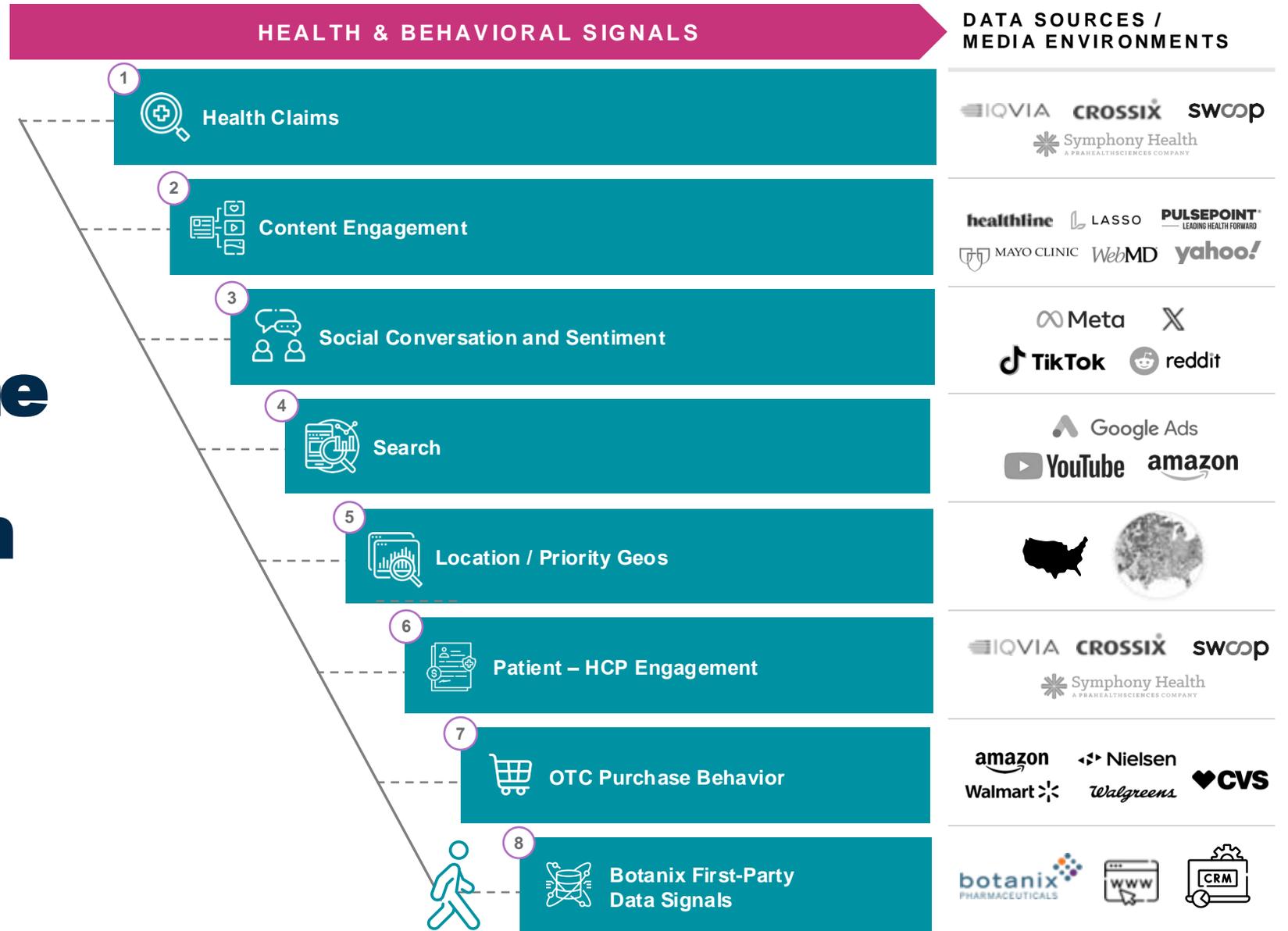
Diagnose and ship



Survey and adjust



**Distinct health and behavioral signals identify patients in the most need, exactly when they need it**



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# Hone in on actual patients while sharing sweat stories with AI social sentiment targeting

There were 396,464+ highly qualified hyperhidrosis patients talking about their symptoms and personal journeys last month<sup>1</sup>

## 1 SOCIAL POSTS/HASHTAGS



### HASHTAG EXAMPLES:

- #hyperhidrosis
- #sweatypits
- #sweatfree
- #excessivesweating
- #sweatproblems
- #sweatissues



## 2 IMAGES/VIDEOS



## 3 AUDIO RECOGNITION



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1. Klick Health social listening survey May 2024 – data on file

# Telemedicine platforms are now a mainstream tool for many companies in a wide range of indications

FOR THE ACUTE TREATMENT OF MIGRAINE AND THE PREVENTIVE TREATMENT OF EPISODIC MIGRAINE IN ADULTS.

Recall to provide child-resistant pouches to patients for storage of their medicine. [Click for details.](#)

talk to a doctor now >

**THE ONLY**  
MIGRAINE MEDICATION THAT  
**TREATS & PREVENTS**  
**ALL IN ONE**

discover real patient stories

**#1** PRESCRIBED MIGRAINE TREATMENT

IMPORTANT SAFETY INFORMATION & USES

**Do not take Nurtec ODT** if you are allergic to Nurtec ODT (rimegepant) or any of its ingredients.

**WHAT IS NURTEC ODT?**  
Nurtec ODT orally disintegrating tablets a prescription medicine that is used to

Pfizer: Nurtec ODT brand.com page, with link to the telehealth platform

Migraine	
Pfizer	Lilly abbvie
Psychiatry	Birth Control
Supernus Pharmaceuticals	EVOFEM BIOSCIENCES
Diabetes	Respiratory
Lilly dexcom	AstraZeneca
Obesity	Gastroenterology
Lilly novo nordisk	Phathom PHARMACEUTICALS

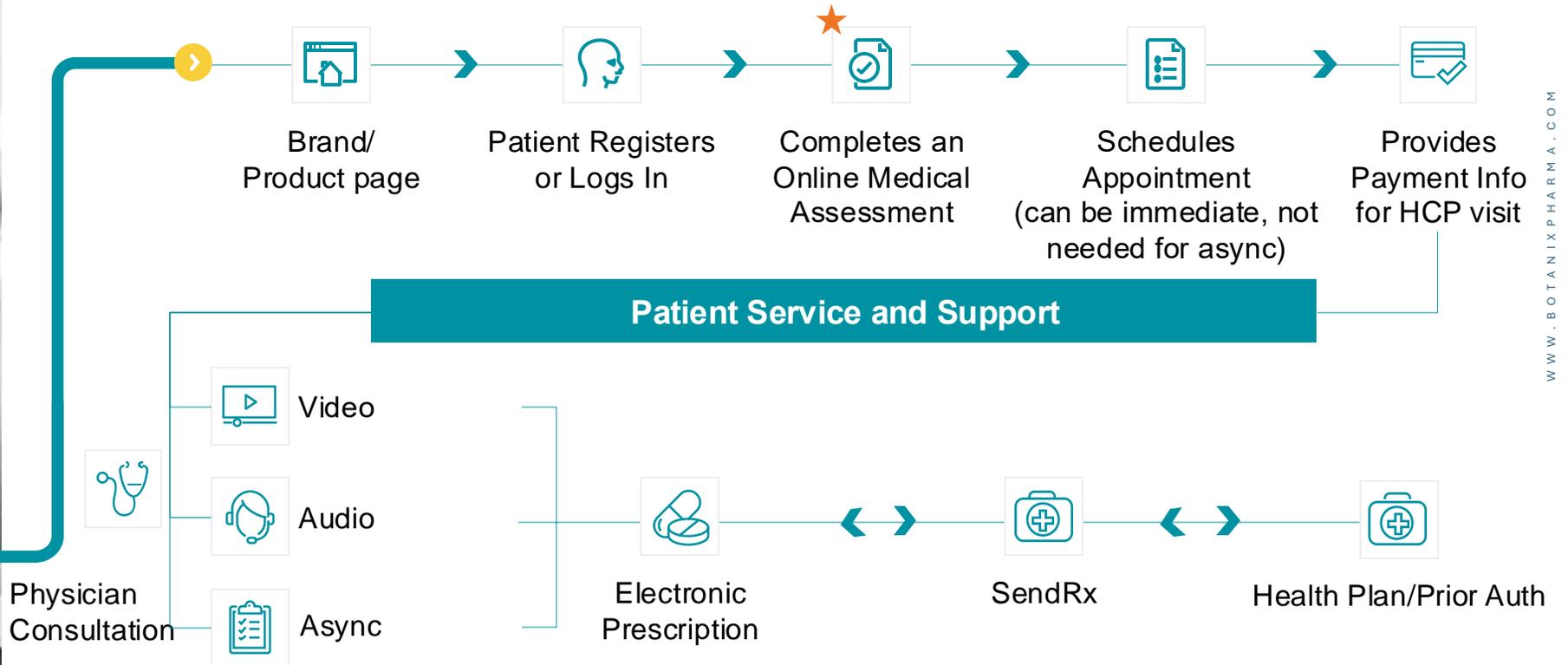
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# Patient Path - UpScript's fully integrated model allows patients direct access from anywhere 24/7

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## Sofdra™ Patient Path



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

# Reimbursement plan is on track

- ❖ Primary axillary hyperhidrosis is a reimbursed medical condition that does not require a separate “code”
- ❖ A patient’s access to *Sofdra*™ will either be:
  - covered with no restrictions;
  - covered with one or two minor obstacles that a Payer (insurance company) may impose;
  - non-formulary (subject to review by the Payer); or
  - not covered
- ❖ In the case of *Sofdra* – the potential obstacles that a Payer (insurance company) may impose are:
  - ensuring that the patient actually *has* the medical condition per the label; and/or
  - the patient confirms they’ve tried an existing product such as Drysol™
- ❖ Qualified commercial patients will have \$0 pharmacy co-pay

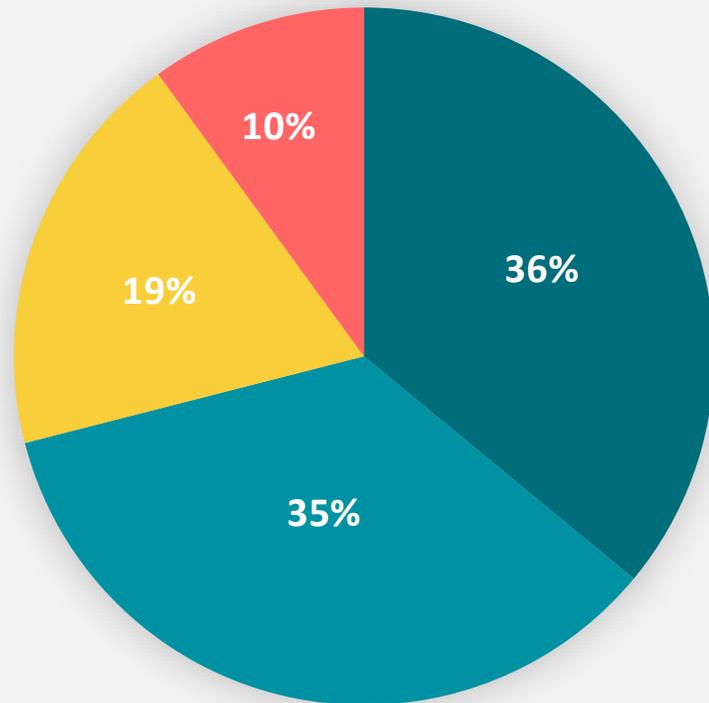
# Botanix fully engaged with clinical and financial discussions with all target accounts

Zinc Health (GPO) / CVS Caremark PBM	34M	BCBS MA	1.3M	Horizon (BCBS NJ)	650k
Emisar (GPO) / OptumRx PBM	27M	BCBS AL	1.2M	HealthPartners	595k
Ascent Health (GPO) / Express Scripts PBM	22.6M	Florida Blue (BCBS FL)	1.2M	ProCare	560k
Prime Therapeutics*	33.5M	Cambia (Regence)	1.1M	Medical Mutual OH	560k
State Medicaid	80.6M	CareFirst	1.1M	Select Health	560k
VA – Dept of Defense	9.0M	Premera	1.1M	MVP	500k
TRICARE	9.5M	Empire Blue Cross	1M	BCBS SC	422k
United Healthcare	15M	Independence Blue Cross	1M	Emblem Health	400k
Kaiser Permanente	12.2M	DividendGroup (MedImpact)	1M	Centene	380k
CIGNA	9M	Wellmark	950k	HMSA (BCBS Hawaii)	380k
CarelonRx / Anthem	6.1M	BCBS TN	900k	BCBS Arizona	380k
Federal Employee Program	5.5M	Excellus	820k	Tufts Health Plan	307k
HCSC (NM/OK/MT)	465k	BCBS MN	735k	BCBS Kansas City	297k
HCSC BCBS IL	2.8M	BCBS NC	730k	BCBS MS	271k
HCSC BCBS TX	2.6M	Kroger PBM	700k	BCBS KS	260k
Highmark	2.5M	BCBS LA	700k	BCBS NE	236k
Blue Shield California	2.2M	Harvard Pilgrim	125k	BCBS ND	228k
BCBS Michigan	1.7M	Elixir	677k	Health Alliance Plan	206k

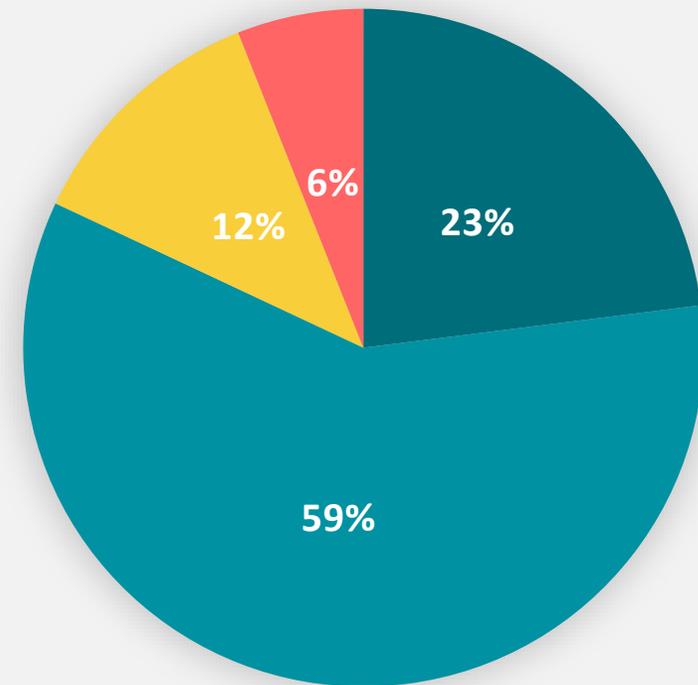
\*Prime Therapeutics: all lives captures under individual accounts listed

# Expected Sofdra™ coverage

Expected Sofdra Coverage  
Commercial Lives (167M)



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



# Sofdra opportunity supported by Japanese licensee experience



Product

Sofpironium topical gel (5%)

Approval Date

September 25, 2020

Launch Date

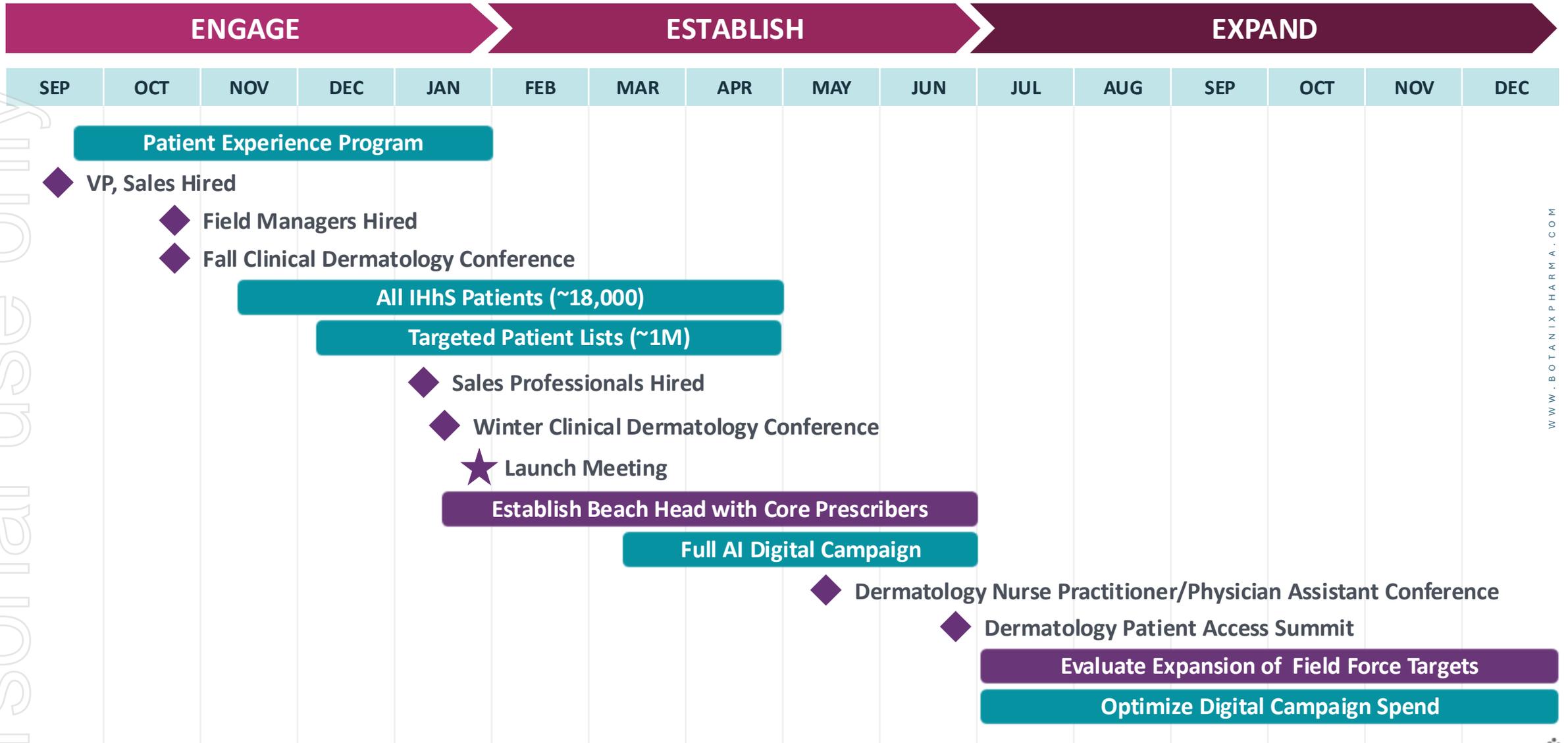
November 26, 2020

Name

Ecclock®

- ❖ ~350,000 units of Ecclock® have been sold by Botanix's licensee in Japan in the last 12 months
- ❖ The incidence and prevalence of hyperhidrosis in Japan and the USA is similar
- ❖ The population of Japan is ~1/3<sup>rd</sup> the size of the USA
- ❖ Kaken has been able to attract significant numbers of new patients – even in the third year of launch

# Planned commercialization timeline



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# Sofdra™ commercial success is built on 3 pillars

1

## LARGE MARKET AND ENGAGED POPULATION

AXILLARY  
HYPERHIDROSIS  
PATIENTS

~10M

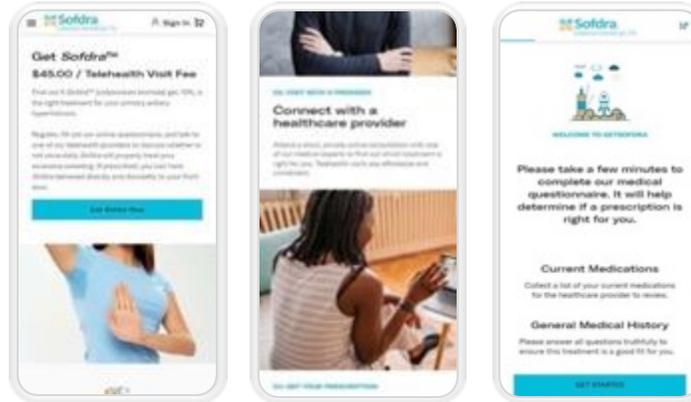
PATIENTS  
SEEKING RX  
WITH DERM

~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