

8 September 2025

## Botanix to present at HC Wainwright Annual Global Investment Conference

**Philadelphia and Phoenix US, 8 September 2025:** Innovative clinical dermatology company Botanix Pharmaceuticals Limited (ABN 70 009 109 755) (ASX:BOT, “Botanix” or “the Company”) is pleased to announce that their Executive Chairman Vince Ippolito will be a featured presenter on Tuesday, 9 September at 2–2.30 am AEST at the HC Wainwright 27th Annual Global Investment Conference in New York US. This ASX release includes a copy of Mr Ippolito’s presentation.

The conference attracts hundreds of institutional fund managers from around the world, and some of the most promising global growth companies, including those in the healthcare and life sciences sectors, will present at the events.

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/>

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### Cautionary Note on Forward-Looking Statements

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 commercialising product candidates or research collaborations with its partners, including in Japan, the outcome and effects of *Sofdra* and the market for *Sofdra*. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. The forward-looking statements contained in this announcement 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. Investors should consider the forward-looking statements contained in this announcement in light of those disclosures and not place undue reliance on such statements. Except as required by law or regulation, Botanix undertakes no obligation to update forward-looking statements.

## ***Sofdra* Important Safety Information & Indication**

### **Indication**

*Sofdra* (sofipironium) topical gel, 12.45% is a prescription anticholinergic medicine used on the skin (topical) to treat excessive underarm sweating (primary axillary hyperhidrosis) in adults and children 9 years of age and older.

### **IMPORTANT SAFETY INFORMATION**

***Sofdra* is for use on the skin in the underarm area only. Wash your hands right away after you apply *Sofdra*. Do not touch your underarms after applying *Sofdra*. *Sofdra* is flammable. Avoid heat and flame while applying *Sofdra*.**

### **Who should not use *Sofdra*?**

Do not use *Sofdra* if you have certain medical conditions that can be made worse by taking an anticholinergic medicine such as glaucoma, severe ulcerative colitis (UC) or certain other serious bowel problems associated with severe UC, myasthenia gravis, and Sjogren's syndrome.

### **What should I tell my healthcare provider before using *Sofdra*?**

- **Tell your healthcare provider about all of your medical conditions**, including bladder or kidney problems, problems passing urine, if you are pregnant or breastfeeding, or plan to become pregnant or breastfeed. It is not known if *Sofdra* will harm your unborn baby or pass into your breast milk.
- **Tell your healthcare provider about all the medicines you take**, including prescription and over-the-counter medicines, especially any anticholinergic medicines.

### **What are possible side effects of *Sofdra*?**

#### **Serious side effects may include:**

- **Blurred vision.** Stop using *Sofdra*, call your healthcare provider right away, and do not drive or operate machinery or do hazardous work until your vision is clear.
- **New or worsened urinary retention.** Stop using *Sofdra* and call your healthcare provider right away if you experience difficulty urinating, urinating frequently, urination in a weak stream or drips, full bladder or difficulty emptying your bladder.

**The most common side effects of *Sofdra* include** dry mouth; blurred vision; pain, redness, swelling, itching, and irritation in the underarm area; dilation of the pupils of your eyes (mydriasis); and problems with urination. These are not all of the possible side effects of *Sofdra*. Call your doctor for medical advice about side effects.

You are encouraged to report negative side effects of prescription drugs to the FDA. Visit [www.fda.gov/medwatch](http://www.fda.gov/medwatch) or call 1-800-FDA-1088. You may also report side effects to Botanix at 1-866-763-6337.

**Keep *Sofdra* and all medicines out of the reach of children.**

# Botanix Pharmaceuticals Corporate Presentation

By Executive Chairman Vince Ippolito

H.C. Wainwright 27th Annual Global Investment Conference

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## 6. 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 commercialising product candidates or research collaborations with its partners, including in Japan, the outcome and effects of Sofdra™ and the market for Sofdra™. 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). 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 finalise, 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. Certain data used in this Presentation have may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. It should be read in conjunction with Botanix’s other periodic and continuous disclosure announcement lodged with the ASX, which are available at [www.asx.com.au](http://www.asx.com.au) or at <https://botanixpharma.com/invest/>

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This Presentation is authorised for release by the Board.

# Corporate overview: Fast-growing dermatology pharmaceutical company with successful launch of lead product for hyperhidrosis

## Dermatology Focused

***Sofdra™*** is the first and only new chemical entity (sofipironium) to treat primary axillary hyperhidrosis

## Innovative Platform

Fulfillment platform increases patient compliance and improves gross-to-net (GTN)

## Strong Capital Position

**\$64.9M**  
in cash and cash equivalents as of  
**June 30, 2025**  
*(traded on ASX)*  
**~\$300M Market Cap**

## Experienced Leadership Team

**>30 dermatology products successfully launched**

# Driven by *Sofdra*<sup>™</sup>, Botanix is committed to delivering dermatology solutions to patients with high unmet need

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



**FDA-approved treatment  
for Primary Axillary  
Hyperhidrosis in adult and  
pediatric patients 9 years  
of age and older<sup>1</sup>**

**Botanix acquired worldwide exclusive rights to sofpironium; patent protection through mid-2040**

***Sofdra* approved by FDA in 2024 as the first new chemical entity for hyperhidrosis**

**US Launch of *Sofdra*, February 2025, with strong uptake in a large, underserved market**

# Botanix leadership has a rich history of successful launch execution in dermatology



**VINCE IPPOLITO**  
Executive Chairman



**HOWIE MCKIBBON**  
Chief Executive Officer



**CAREY HERBERT**  
Chief Legal & Compliance Officer



**CHRIS LESOVITZ**  
Chief Financial Officer, U.S.



**LEISHA MARTIN**  
VP, Quality, Regulatory & PV



**PAUL SEABACK**  
Chief Technical Officer



**MARTINA CARTWRIGHT**  
VP, Medical Affairs



**>30  
successful  
dermatology  
product  
launches**

*developed, secured  
approval for, and  
commercialized*

# Three key pillars drive Botanix's near- and long-term value



**Strong Opportunity  
for Lead Asset,  
*Sofdra*<sup>TM</sup>**



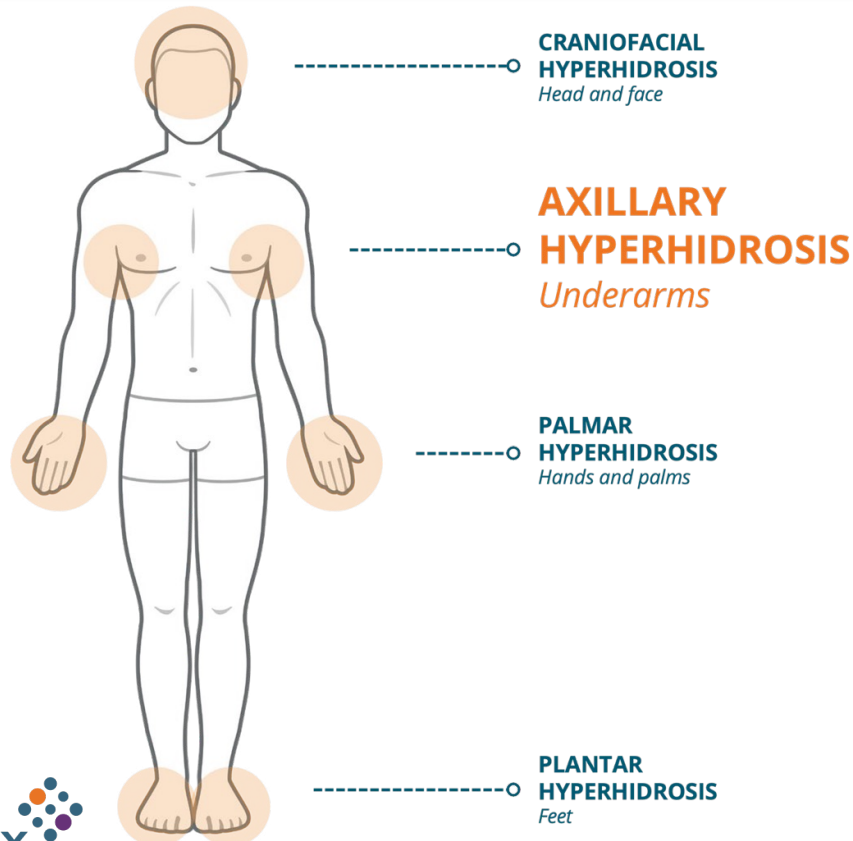
**Differentiated  
Fulfilment Platform**



**Clear Pathway to  
Profitability and  
Future Growth**

# Hyperhidrosis is a medical condition characterized by excessive sweating

Hyperhidrosis patients have excessive sweating beyond what is needed to maintain normal body temperature<sup>1</sup>



## Hyperhidrosis Poses Day-to-Day Challenge for Patients<sup>1-4</sup>



Frequently change clothes



Place napkins or pads under their arms or their pockets



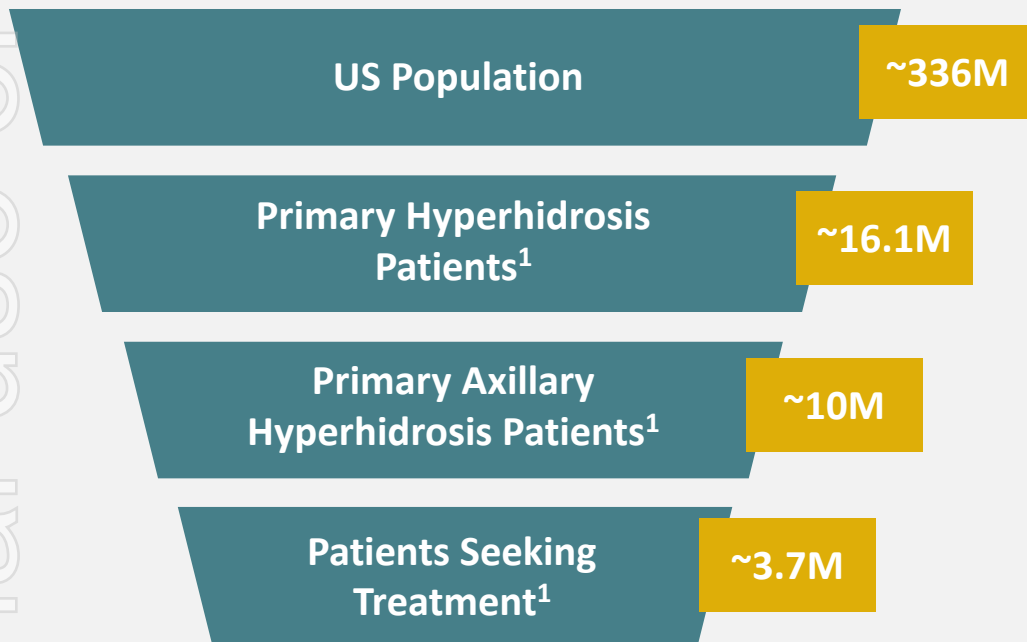
Freshen up by wiping or bathing



Hide under dark-colored, bulky clothes

Many hyperhidrosis patients report **negative psychological impacts** including **persistent worry, disrupted social lives, heightened anxiety, and depression**<sup>5</sup>

# Primary hyperhidrosis affects 2 times more patients than psoriasis and is the third largest patient category in dermatology



16.1M

PRIMARY HYPERHIDROSIS PATIENTS



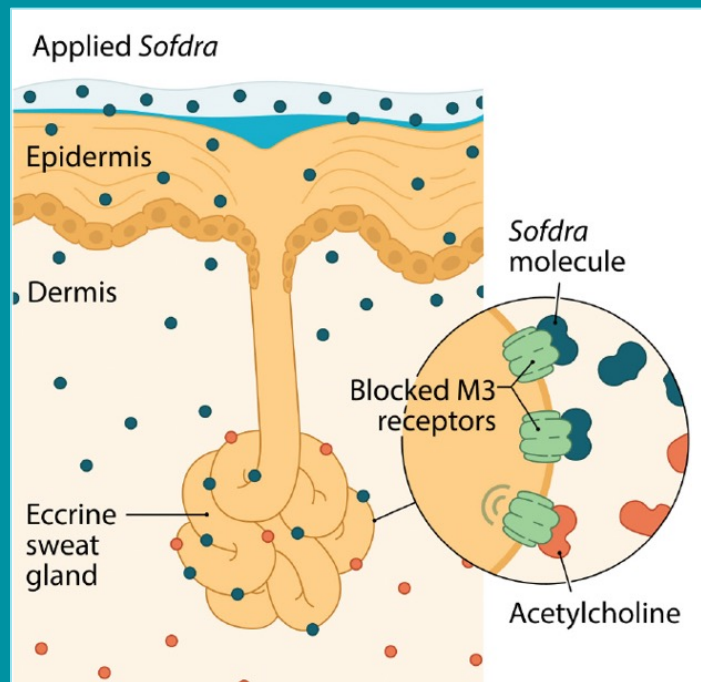
7.5M

PSORIASIS PATIENTS<sup>2</sup>



# Sofdra™ provides a targeted solution for patients

**Sofdra binds selectively to M3 receptors in the sweat gland, blocks acetylcholine to inhibit sweat, and is rapidly metabolised<sup>1</sup>**



## FDA-Approved Indication<sup>2</sup>

The treatment of primary axillary hyperhidrosis (PAH) in adults and pediatric patients 9 years of age and older

## Efficacy<sup>2</sup>

High statistical significance across both co-primary endpoints: Patient Reported (HDSM-Ax-7) and Objective (GSP)

## Safety and Tolerability<sup>2</sup>

Well-tolerated with adverse events that were mostly mild or moderate and transient; No serious TEAEs were reported

## Proprietary Drug Delivery System

Applicator helps limit unwanted drug contact to hands during application and ensures consistent dosing



# Sofdra™ is well positioned as a first-line prescription treatment



**OTC**

Degree Old Spice

**CLINICAL STRENGTH**

CERTAIN DRI ANTIPERSPIRANT SWEAT BLOCK

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

**ALUMINUM CHLORIDE**

DRYSOL™

**REFORMULATED ORAL DRUG INTO A SOLUTION**

cuvposa.

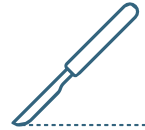
**REFORMULATED ORAL DRUG INTO A WIPE**

Qbrexza®  
(glycopyrronium) cloth

**BOTOX INJECTION**

BOTOX® Cosmetic  
onabotulinumtoxinA

**CUTTING NERVES**



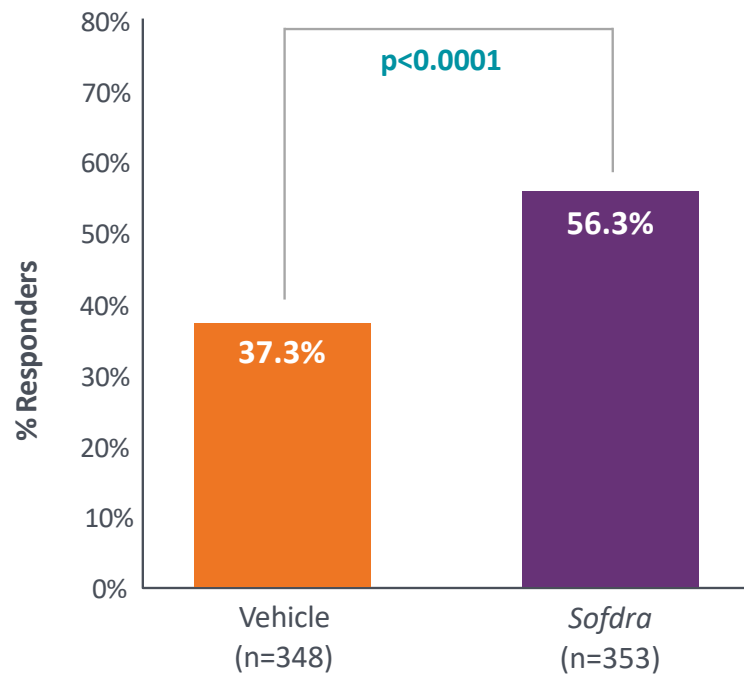
**HEAT ENERGY DEVICE**

miraDry®

# In Sofdra™ phase 3 clinical trials, co-primary endpoints were highly statistically significant

≥2-point improvement in HDSM-Ax-7  
from baseline to Day 43<sup>1</sup>

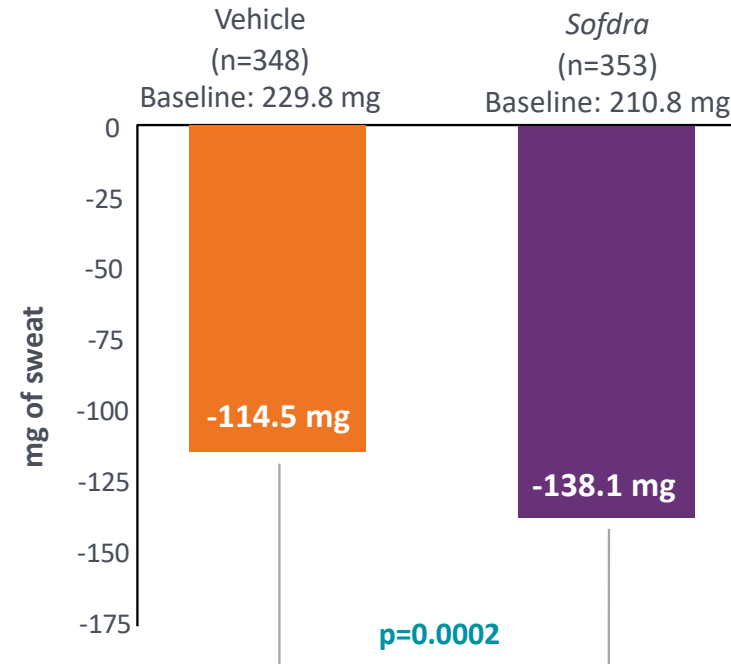
Pooled Data (Cardigan 1 & 2)



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

GSP change from baseline  
to Day 43<sup>1</sup>

Pooled Data (Cardigan 1 & 2)

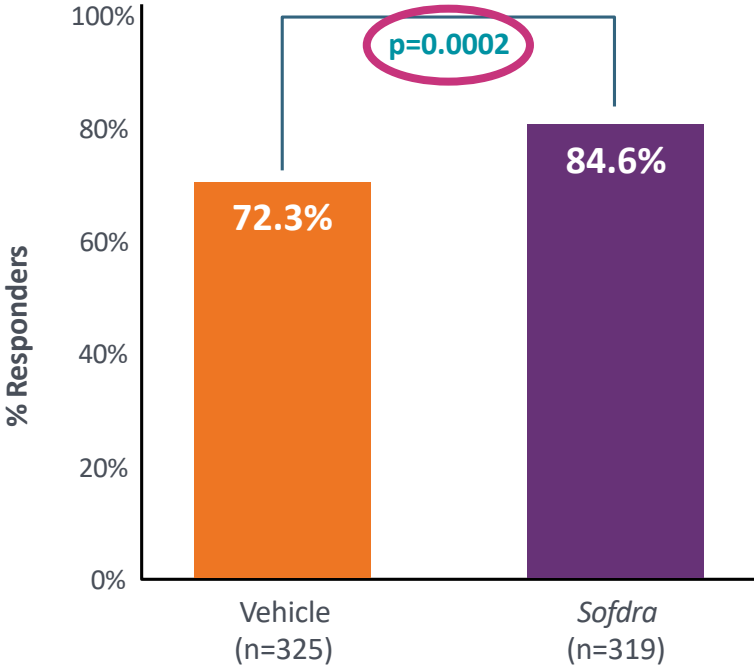


GSP (Gravimetric Sweat Production) is an objective measurement  
of underarm sweat production (mg/5 min)

# A pooled analysis of two 6-week trials of Sofdra™ in severe to very severe patients

## Pooled Data (Cardigan 1 and 2)

HDSM-Ax-7 reduction (≥1-point improvement) from baseline to end of treatment<sup>1</sup>



Almost **85%** of *Sofdra* patients experienced a *statistically significant and clinically meaningful response*

# In practice, Sofdra™ provides breakthrough relief for patients

“My patient said this is the best treatment he’s ever used. Nothing has worked for him. He considered his sweating to be a 9/10. Now, after Sofdra, it’s a 1/10.”

“I’ve never used a specialty pharmacy that has been as seamless as SendRx. I put a prescription in on Friday afternoon and the patient had their medication by Saturday morning.”

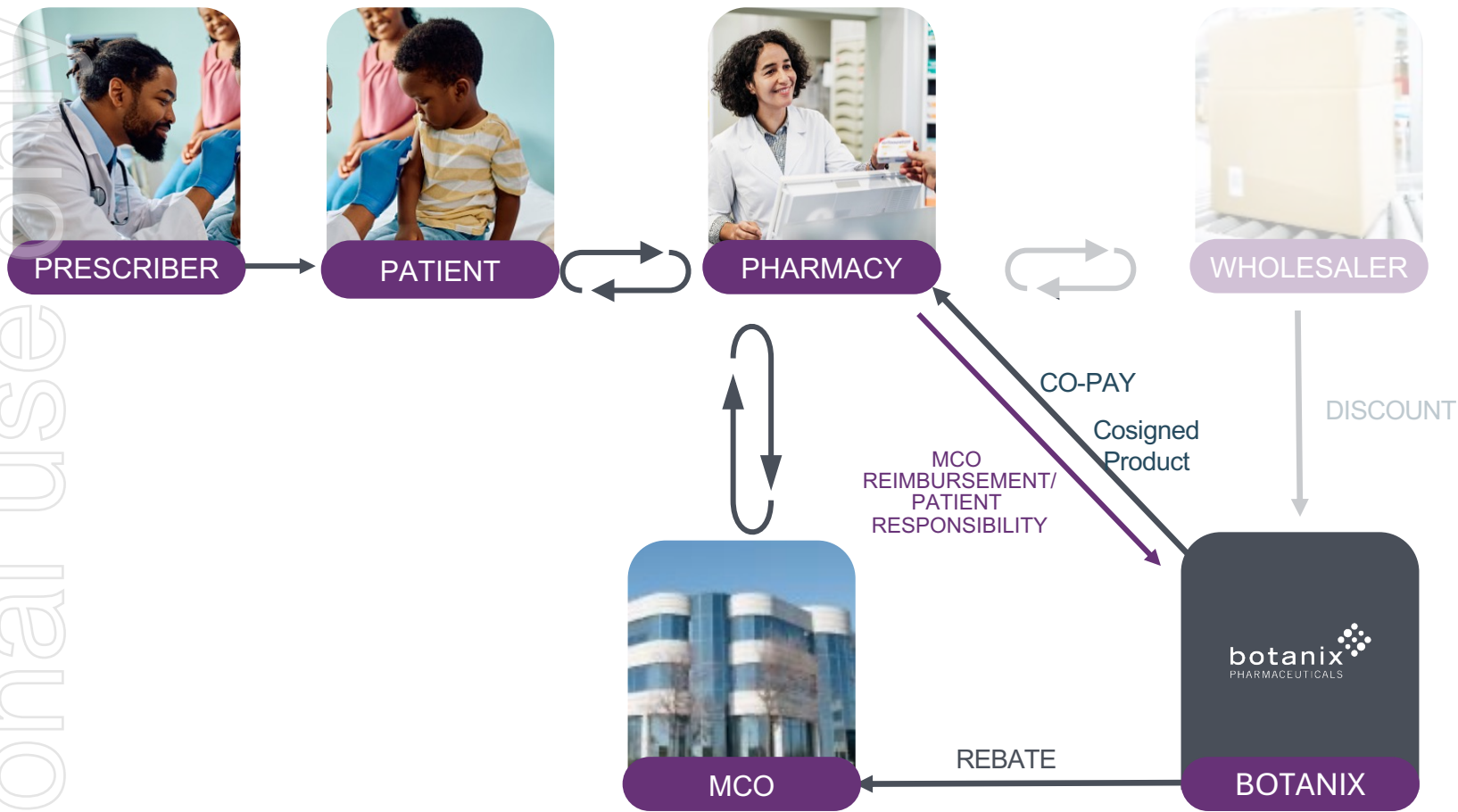
“It’s great to have a new novel molecule that is a ‘topical gel’ with a unique applicator to treat PAH. You can tell a lot of thought went into it. Plus, ordering Sofdra is very straightforward, simple, and easy for us. Most importantly, it’s very easy on our patients.”

“In my opinion it’s a complete no-brainer. Free, little to no irritation, great efficacy, and little to no risk of getting it on their hands with the easy applicator use. So glad that my patients have a new option in this market that’s been underserved for years!”

“I had a patient who would discontinue their previous medication...in the winter time because he had bad irritation in the cold weather. I started him on treatment in early February and he already asked about a refill.”

“Sofdra is my new go to for HH. It’s nice to have a product that works well and is easy to get. You usually only get one or the other with pharmaceuticals.”

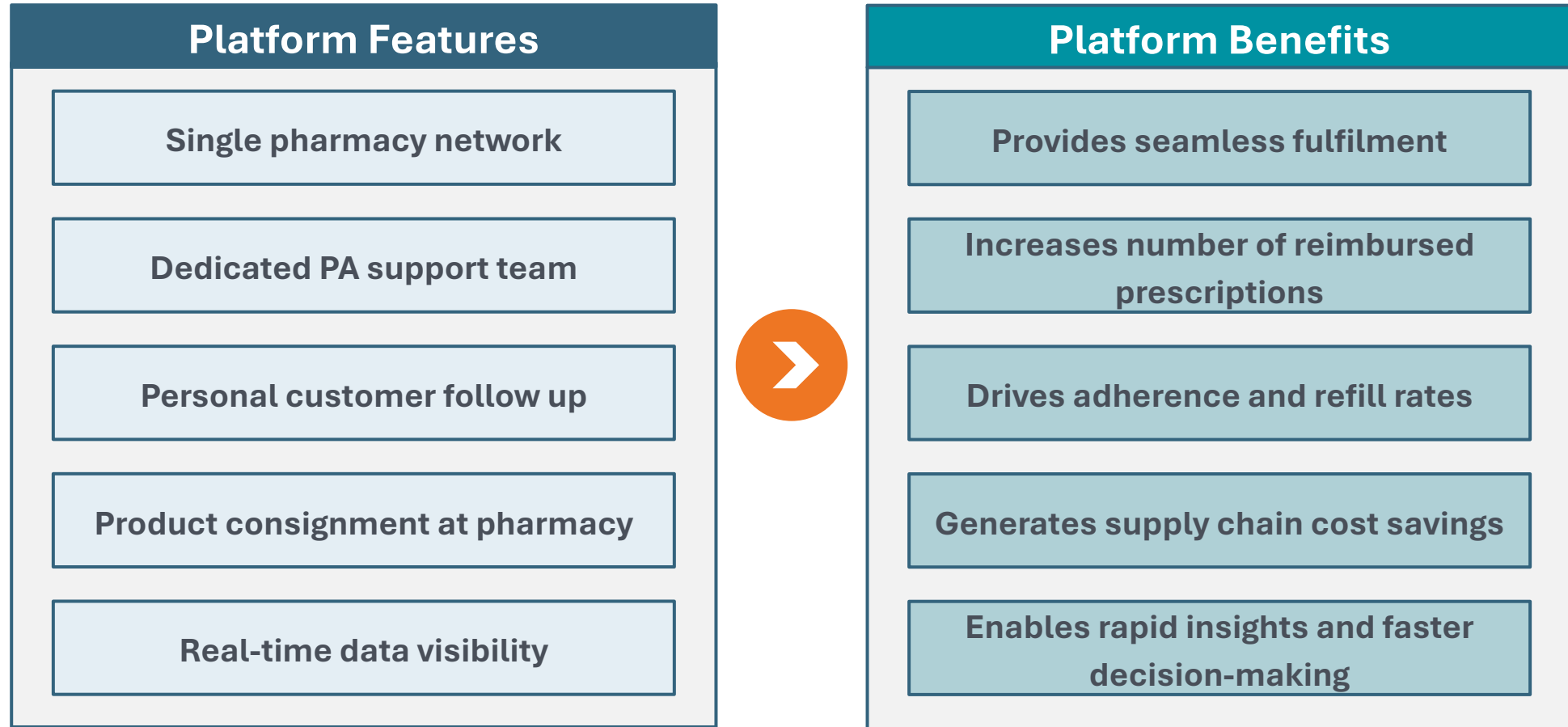
# The Botanix fulfilment platform removes the wholesaler, improving GTN yield and expediting fulfilment



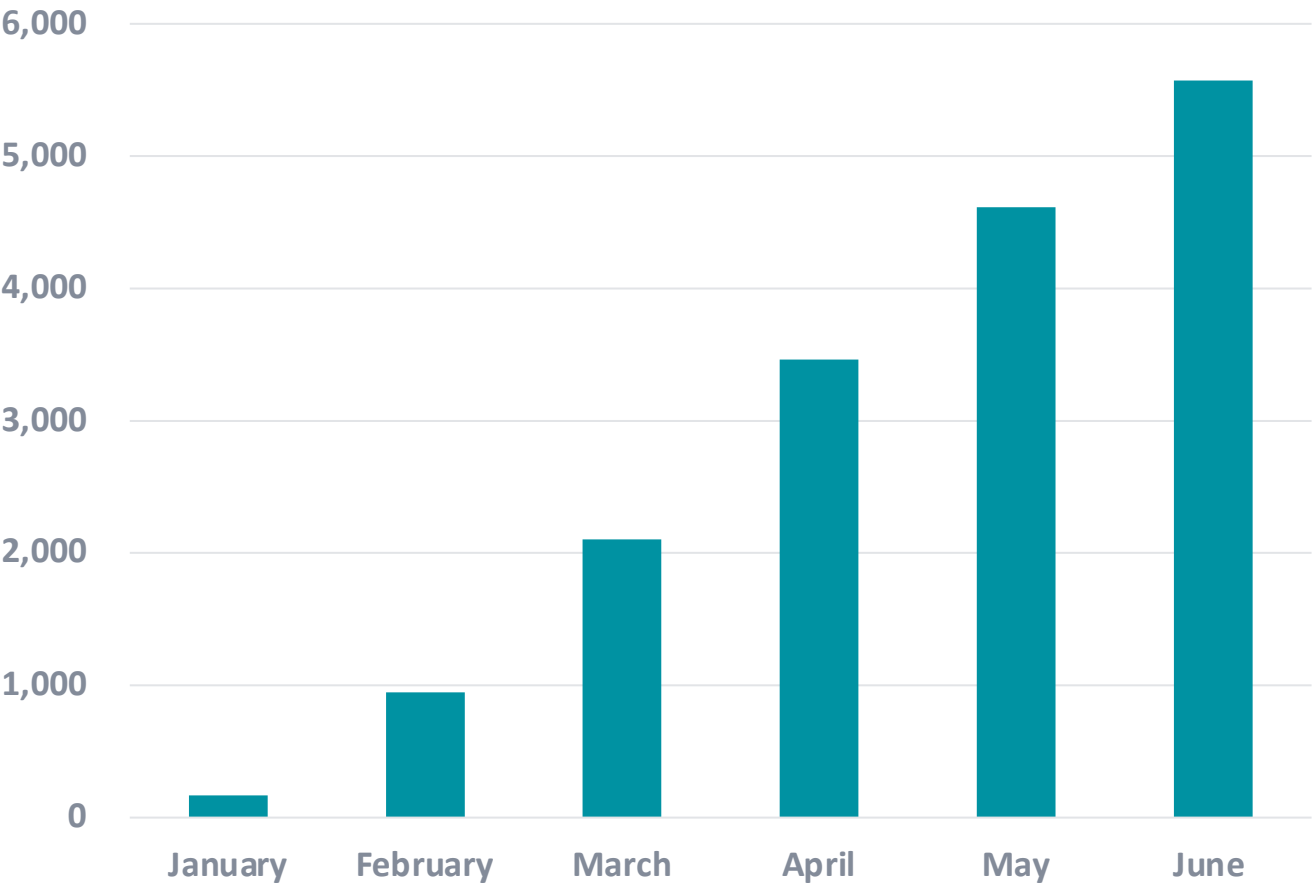
GTN Deductions	Traditional Model	Botanix Model
Wholesale DSA	18%	N/A
Wholesale Prompt Pay	2%	N/A
Pharmacy Fee	0%	↑%
Managed Care	35%	≈%
Patient Rebate	30%	↓%
Reserves	3%	↓%
Returns	2%	N/A
Outcome	90% GTN	~60–70% GTN

30–40% GTN Yield

# Botanix fulfilment platform provides several additional differentiated benefits



# Sofdra™ total prescriptions (TRx) growing month over month



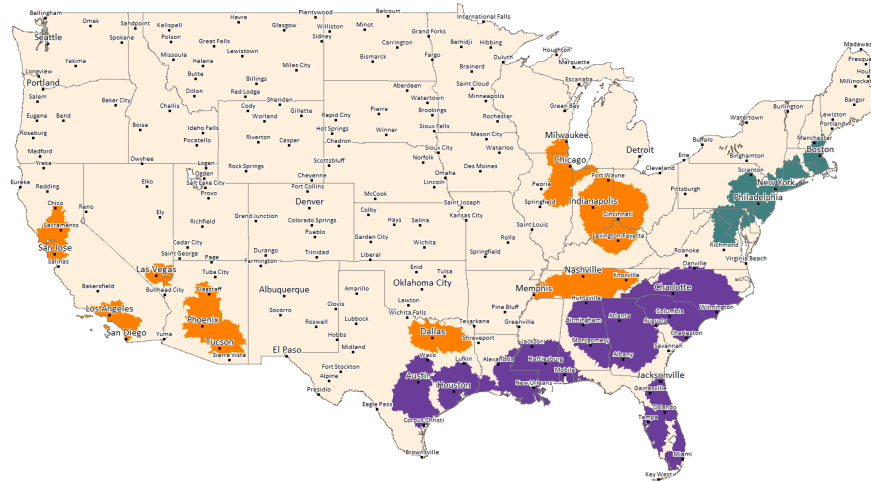
**TRx Growth:**  
Q2 2025 vs. Q1 2025

**+323.5%**

*Consistent growth in TRx  
driven by new patients  
and refill success*

# Undertaking sales force expansion due to high physician response

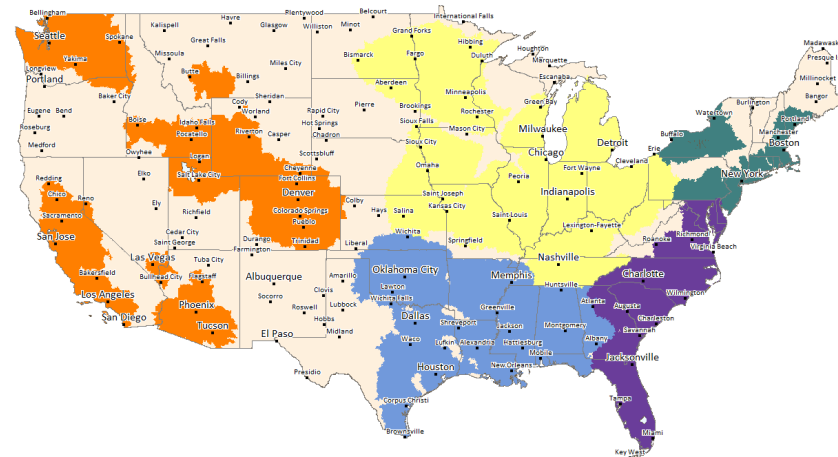
Feb 2025



# of Sales Professionals

27

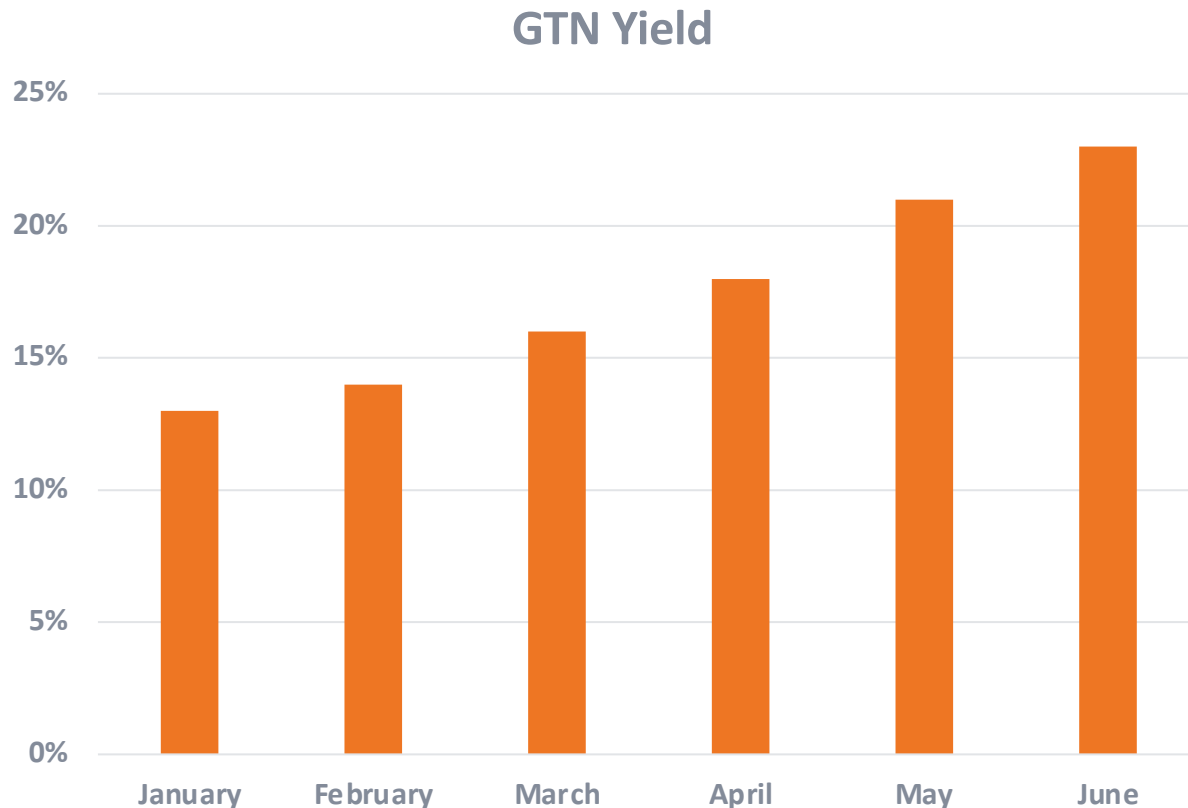
Oct 2025



50

# Sofdra™ GTN yield has improved every month since launch with a target range of 30–40%

personal use only



GTN Yield:  
Month of June 2025

23%

*Fulfilment platform continues to improve prior authorisation approval rates and the number of fully reimbursed prescriptions*

# Botanix clear path to profitability



**Strong Balance Sheet:** As of 30 June 2025, Botanix had **\$64.9M in cash** and **\$15.3M in undrawn debt\***

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**Operating Costs are Consistent and Stable:** Inventory purchases are not anticipated in 1H FY2026

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**Rapidly Increasing Revenue:** Revenue is projected to increase rapidly quarter on quarter, due to growth and expansion

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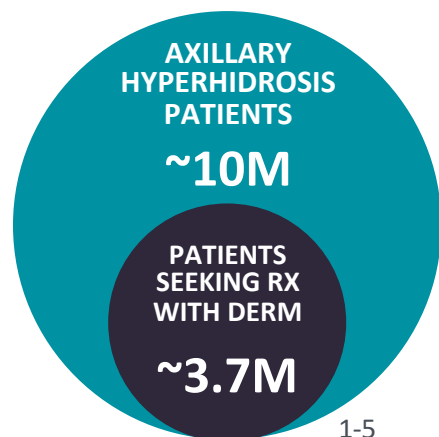
**Improving GTN:** Month-over-month improvement in GTN yield is expected to continue — targeting 30–40% GTN

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# Botanix focus on sustained future value creation

1

## Harvest Large Untapped Market

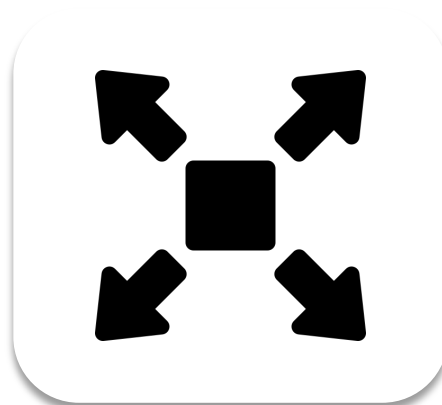


- ❖ Opportunity to activate 6.3M patients with Primary Axillary Hyperhidrosis
- ❖ Drive patients to integrated telemedicine platform



2

## Platform Expansion through Mergers and Acquisitions



- ❖ Platform can be scaled to support additional future products
- ❖ Products that underperform in a traditional fulfilment model can realize immediate net sales growth with little or no up-front and marketing cost

3

## Global Product Licensing



- ❖ Sofpironium was licensed to Kaken (Japan), and was launched in 2020 and then sublicensed to Dong Wha (Korea) in 2023
- ❖ Retain ability to license ex-US development and commercialization
- ❖ Income bolstered by up-front payments, royalties, and other deal features

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