

31 January 2023

## Investor Presentation and Video

### Key highlights

- Release of updated corporate presentation to be used in a number of non-deal investor meetings scheduled this week
- The presentation includes:
  - a focus on the mid-cycle review meeting scheduled for this quarter (1Q 2023) with FDA for Sofpironium Bromide; and
  - further insights into the market opportunity for Sofpironium Bromide
- Addition of new video on the Botanix Pharmaceuticals website featuring international hyperhidrosis expert, Professor David Pariser, as well as Gautam Aggarwal from Triangle Insights and Dr Howie McKibbon, COO of Botanix

**Philadelphia PA and Phoenix USA, 31 January 2023:** Clinical dermatology company, Botanix Pharmaceuticals Limited (ASX: BOT, “Botanix” or “the Company”), is pleased to release an updated corporate presentation being used for a number of non-deal investor meetings scheduled this week.

The presentation focuses on the upcoming mid-cycle review meeting scheduled with the FDA for Sofpironium Bromide, as well as further insights into the market opportunity for Sofpironium Bromide.

Botanix is also pleased to add a new video to the Company website (available at [www.botanixpharma.com](http://www.botanixpharma.com)) featuring international hyperhidrosis expert Professor David Pariser, as well as market research leader Gautam Aggarwal from Triangle Insights, alongside our COO Dr Howie McKibbon.

Release authorised by

**Vince Ippolito**

President and 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 is expected in 1Q 2023 with approval on track 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

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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 Update

January 2023

Preparing for FDA mid-cycle review of Sofpironium Bromide in Q1 2023



# Botanix: a leader in topical drug development

Preparing to file for FDA approval of first product in a \$1.6 billion market



## Dermatology focus

New treatments for common skin diseases - such as excessive sweating (hyperhidrosis), rosacea and acne – as well as life-threatening bacterial infections



## Topically driven

Targeting key indications with topical (gel) treatments that are safe, well tolerated and validated with clinical efficacy



## World class team

US based team that have been responsible for more than 30 dermatology drug developments and launches



## Sofpironium Bromide (“SB”)

First and only new drug for “primary axillary hyperhidrosis” (medical condition which results in excessive underarm sweating) already approved in Japan and sales ramping up with partner<sup>1</sup>



## Mid-cycle review catalyst

*FDA mid-cycle review of SB scheduled for 1Q 2023, which will identify if there are any significant issues remaining for review*

# World class board and management team

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



**VINCE IPPOLITO**

*Executive Chairman*

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



**HOWIE MCKIBBIN**

*Chief Operating Officer*

- Former SVP Commercial of Dermavant, Anacor and Medicis
- 20+ 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 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 founder and ex-investment director of two venture capital firms in life sciences
- Developed four products through FDA approval and launch



**DR BILL BOSCH**

*Board Director*

- 30+ years experience in pharma industry
- Co-inventor of SoluMatrix™ drug delivery technology and NanoCrystal® Technology



**ANTHONY ROBINSON**

*VP of Development*

- Recently Vice President R&D at Advicenne
- Senior leadership roles at Aquestive Therapeutics, Intromune and Shire Pharmaceuticals



**DR JACK HOBLITZELL**

*SVP Pharmaceutical Development*

- 30+ years leading world-class technical operations
- Senior leadership roles at Assertio Therapeutics, Pfizer, King, Ivax and Teva



**DR IRA LAWRENCE**

*Clinical and Regulatory Adviser*

- 30+ years of senior level leadership experience within the global pharmaceutical and medical device industries
- Former SVP R&D Medicis, Astellas and Fujisawa

# Corporate Overview

Modest market cap for a company with a Phase 3 asset under FDA review

## ASX: BOT TRADING INFORMATION

Share price	A\$0.057
6-month low / high	A\$0.052/0.095
Shares outstanding	1,187,481,068
<b>Market Capitalisation</b>	<b>A\$67.7m</b>
Cash (31 Dec 2022)	A\$ 8.7m
Debt (30 Jun 2022)	Nil
Enterprise value	A\$59.0m

## SUBSTANTIAL SHAREHOLDERS

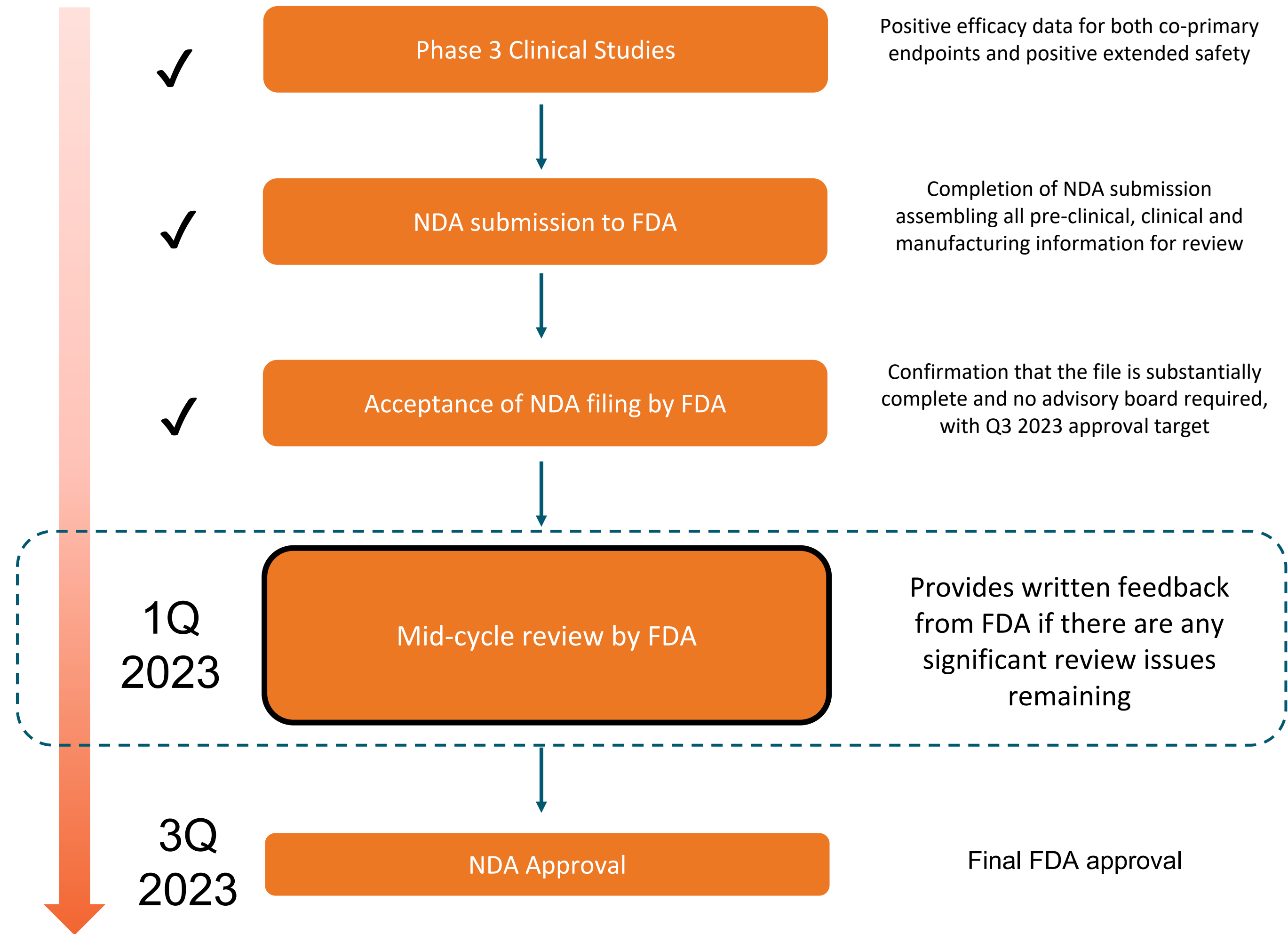
Shareholder	%
Board and Management	8.29%
Caperi Pty Ltd, Co-Founder	5.4%

## SHARE PRICE PERFORMANCE



# Value inflection points accrue as FDA review progresses

Critical mid-cycle review scheduled for 1Q 2023



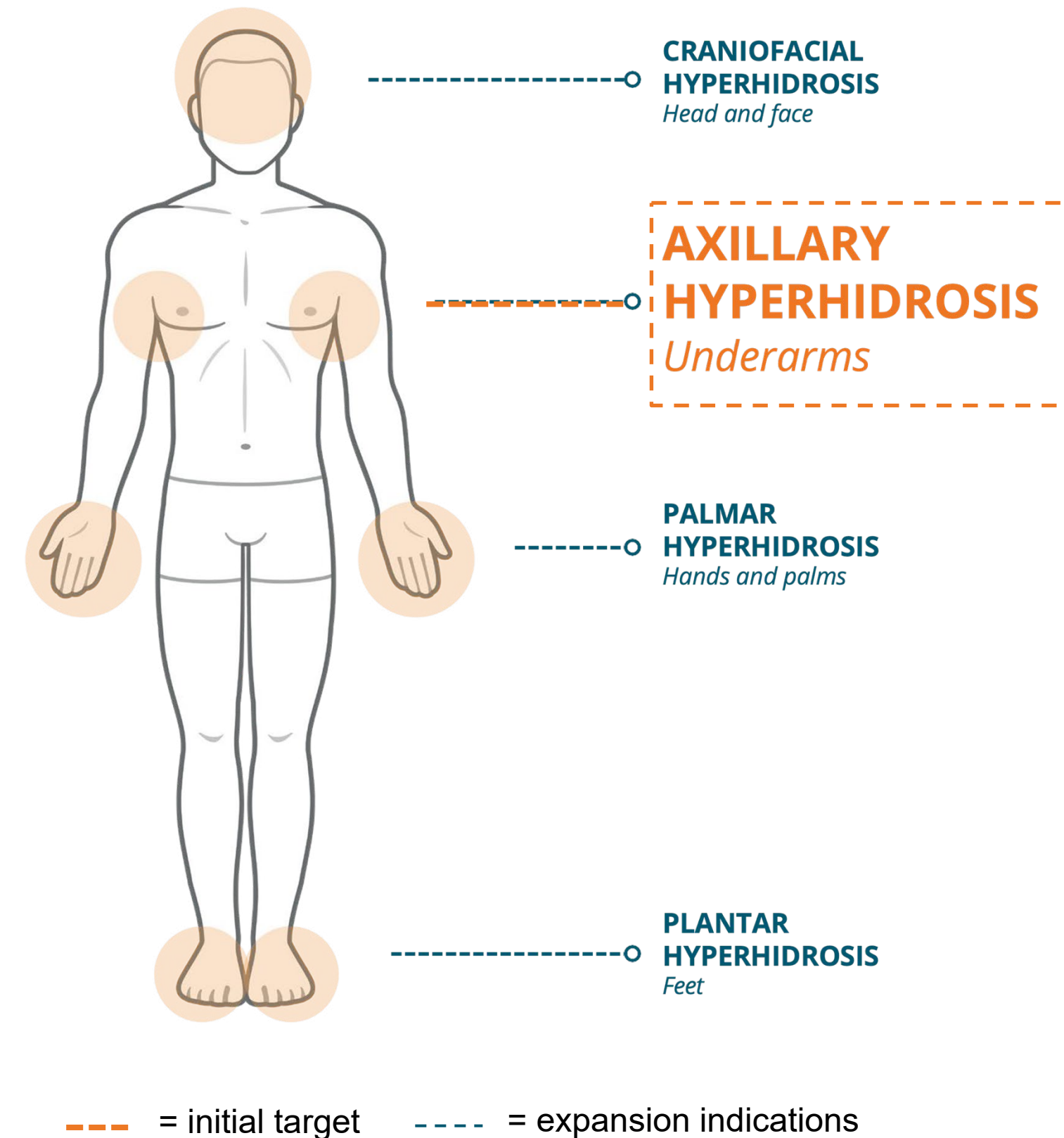
# Hyperhidrosis

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

Hyperhidrosis affects ~16M people in the US:<sup>1</sup>

- 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**



FREQUENTLY  
CHANGE  
CLOTHES



FRESHEN UP  
BY WIPING OR  
BATHING



PLACE NAPKINS OR  
PADS UNDER THEIR  
ARMS OR THEIR  
POCKETS

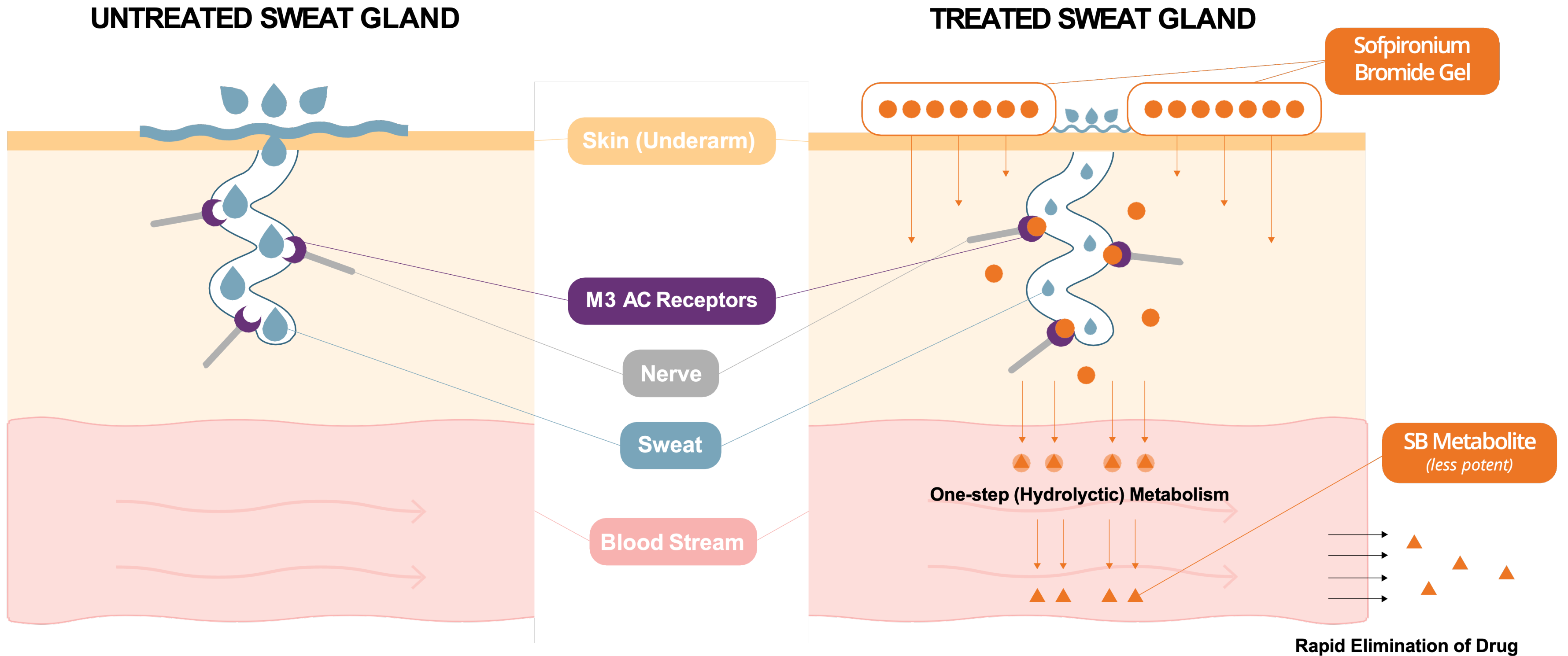


HIDE UNDER  
DARK-COLOURED,  
BULKY CLOTHES



# Sofpironium Bromide mechanism of action

Blocks sweat gland receptors and rapidly degrades for excretion



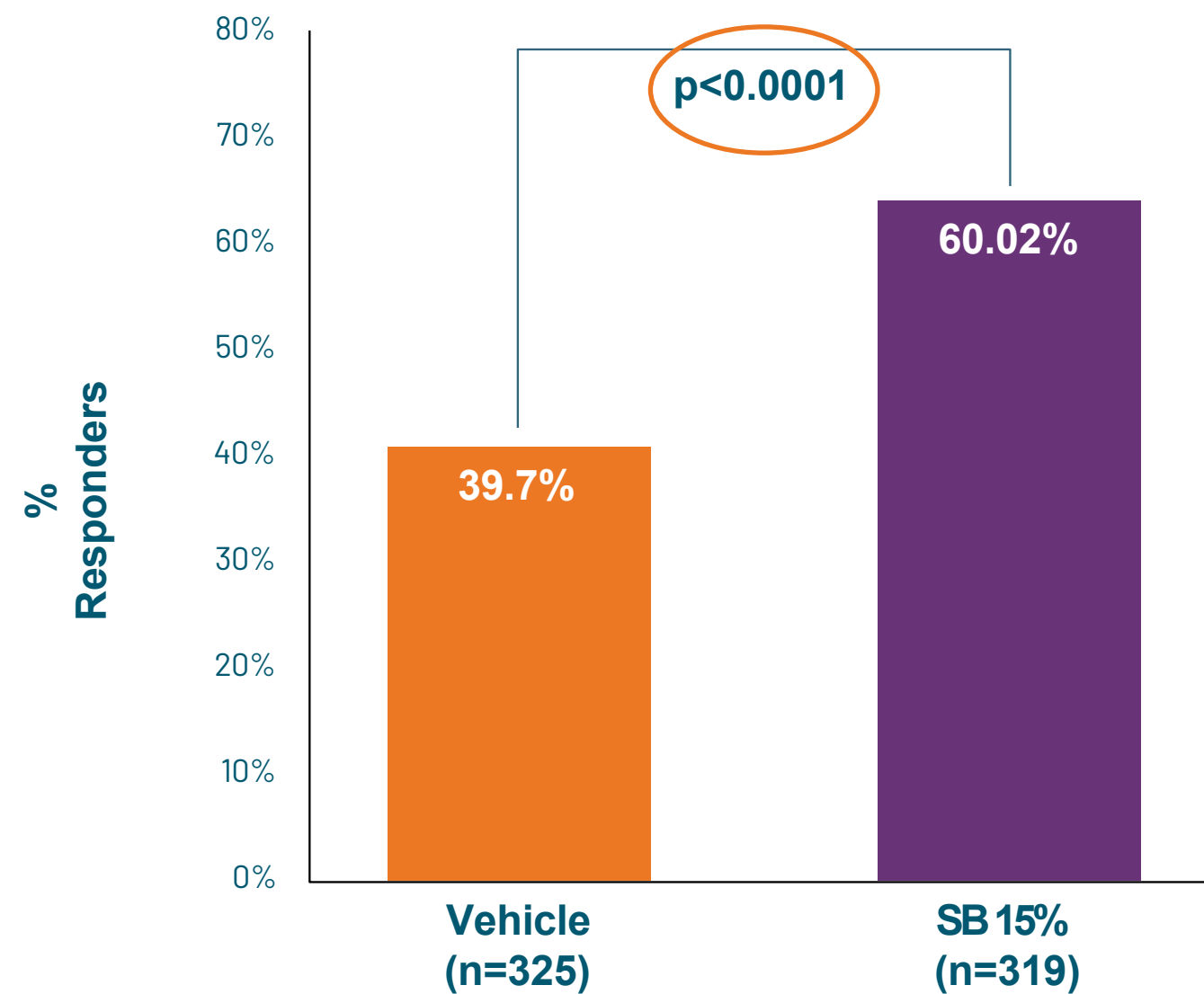
**M3 AC Receptors** = Muscarinic Acetylcholine Receptors which regulate the function of sweat glands

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

# 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>

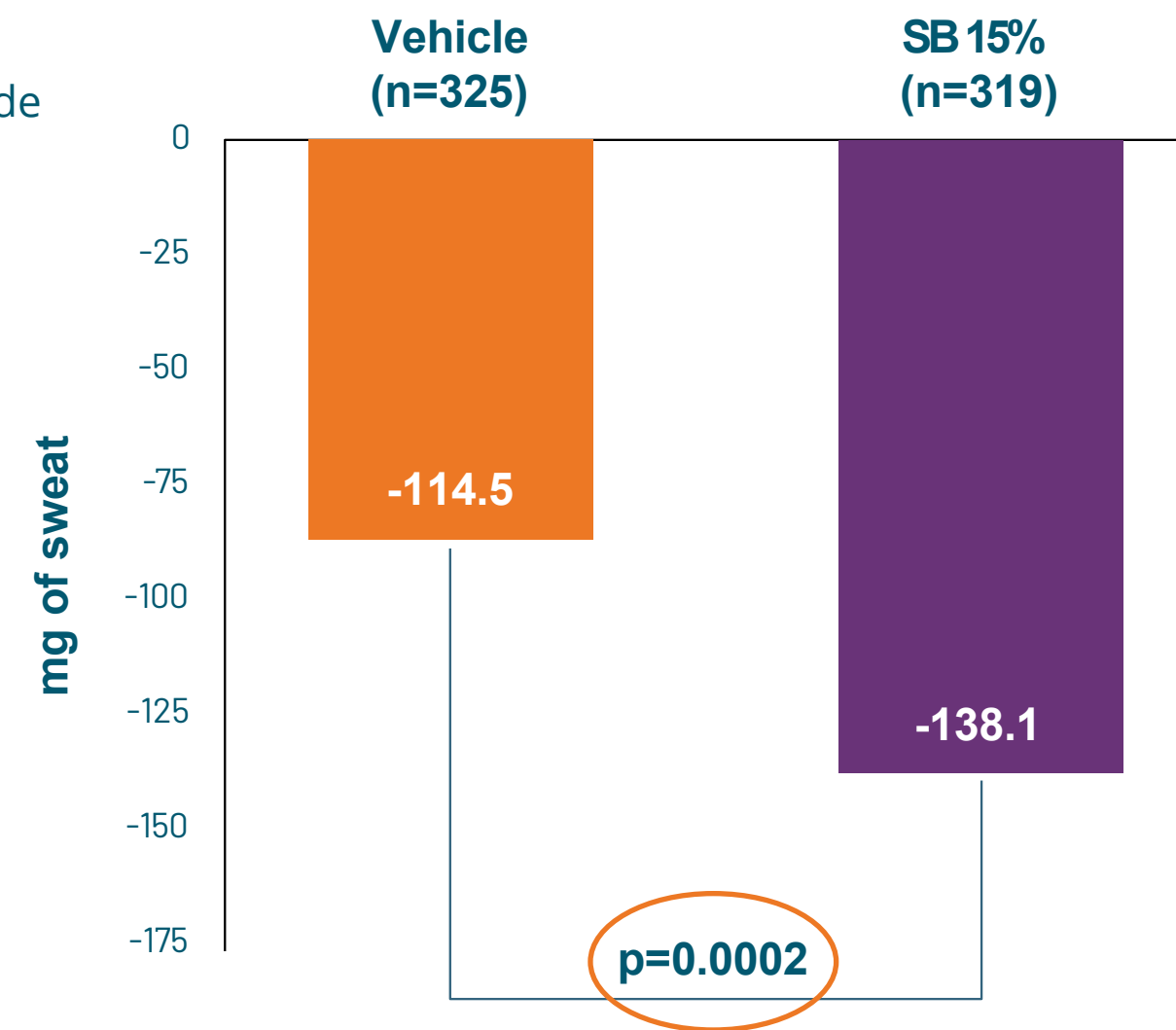


SB = Solfipironium Bromide

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>



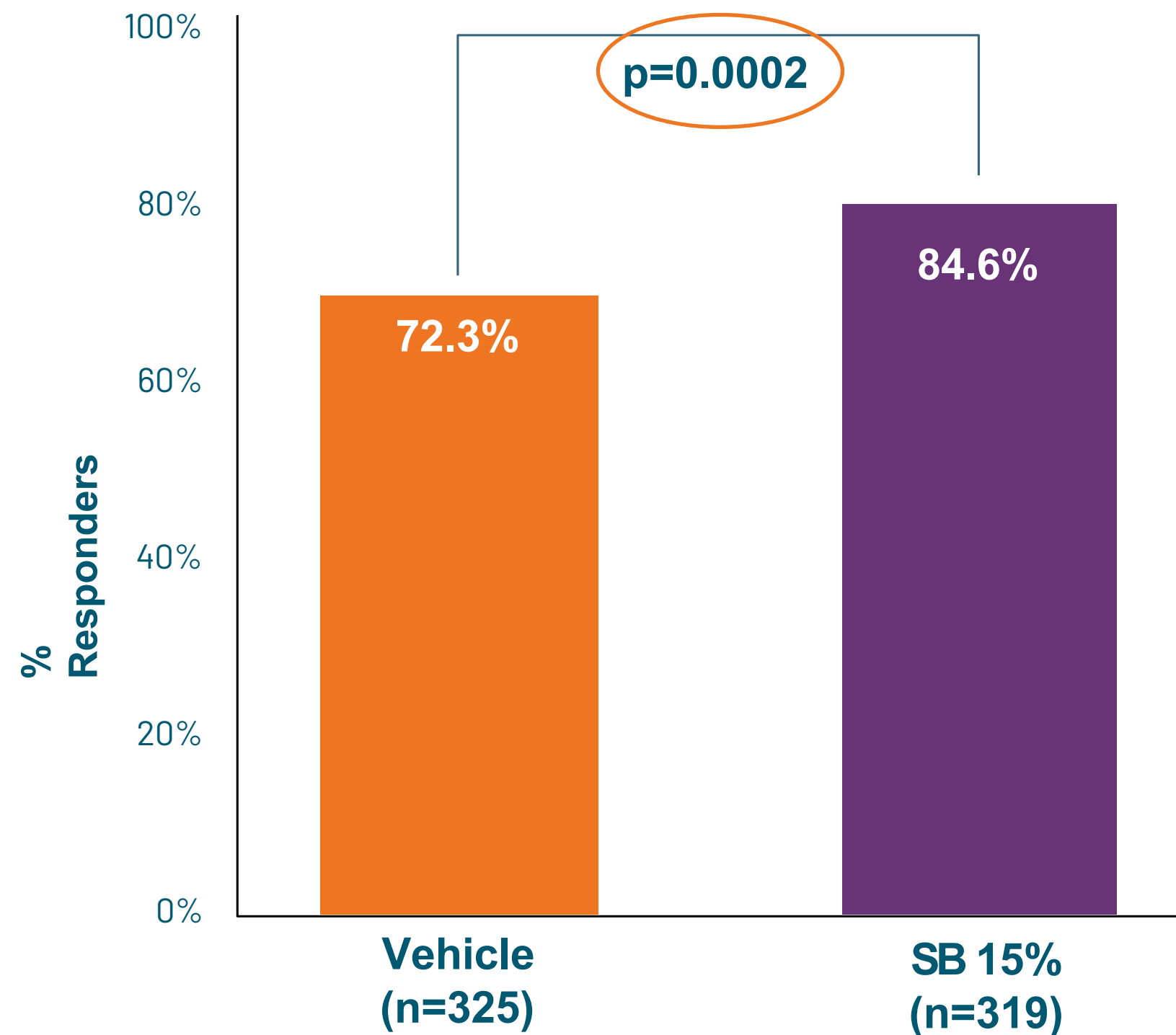
GSP (Gravimetric Sweat Production) is an objective measurement of underarm sweat production over 5 minutes

## Secondary Efficacy Endpoint:

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

### Pooled Data (Cardigan I and II)

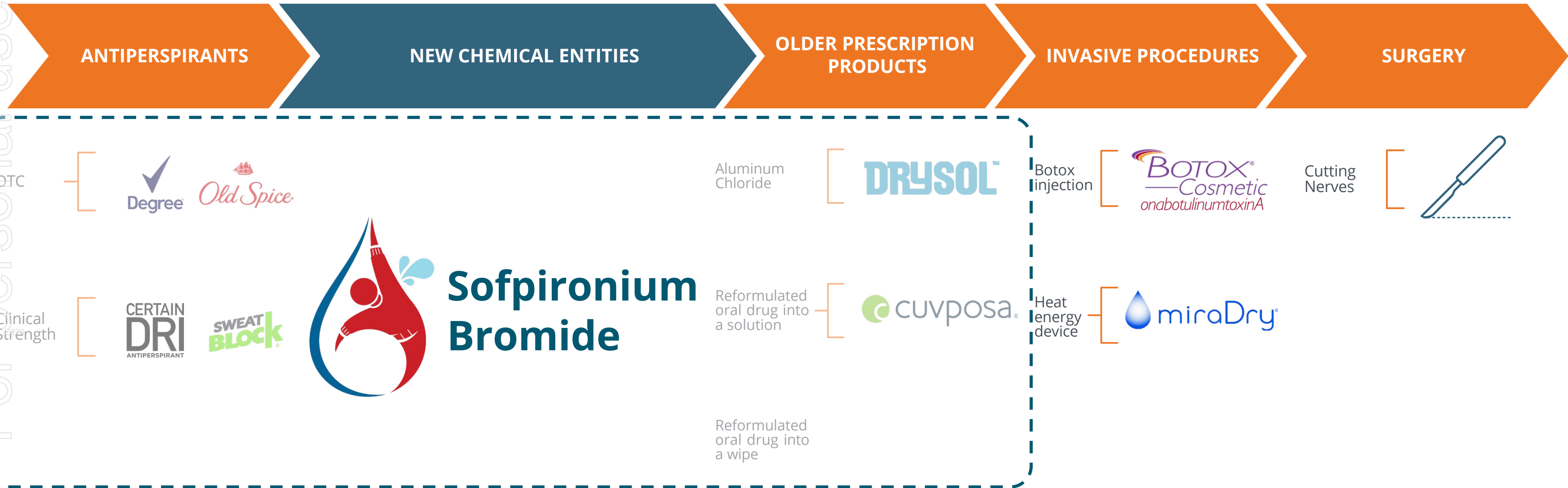
HDSM-Ax-7 reduction ( $\geq 1$ -point improvement) from baseline to end of treatment<sup>1</sup>



SB = Sofpironium Bromide

# Significant opportunity for a new topical agent with class leading efficacy and safety

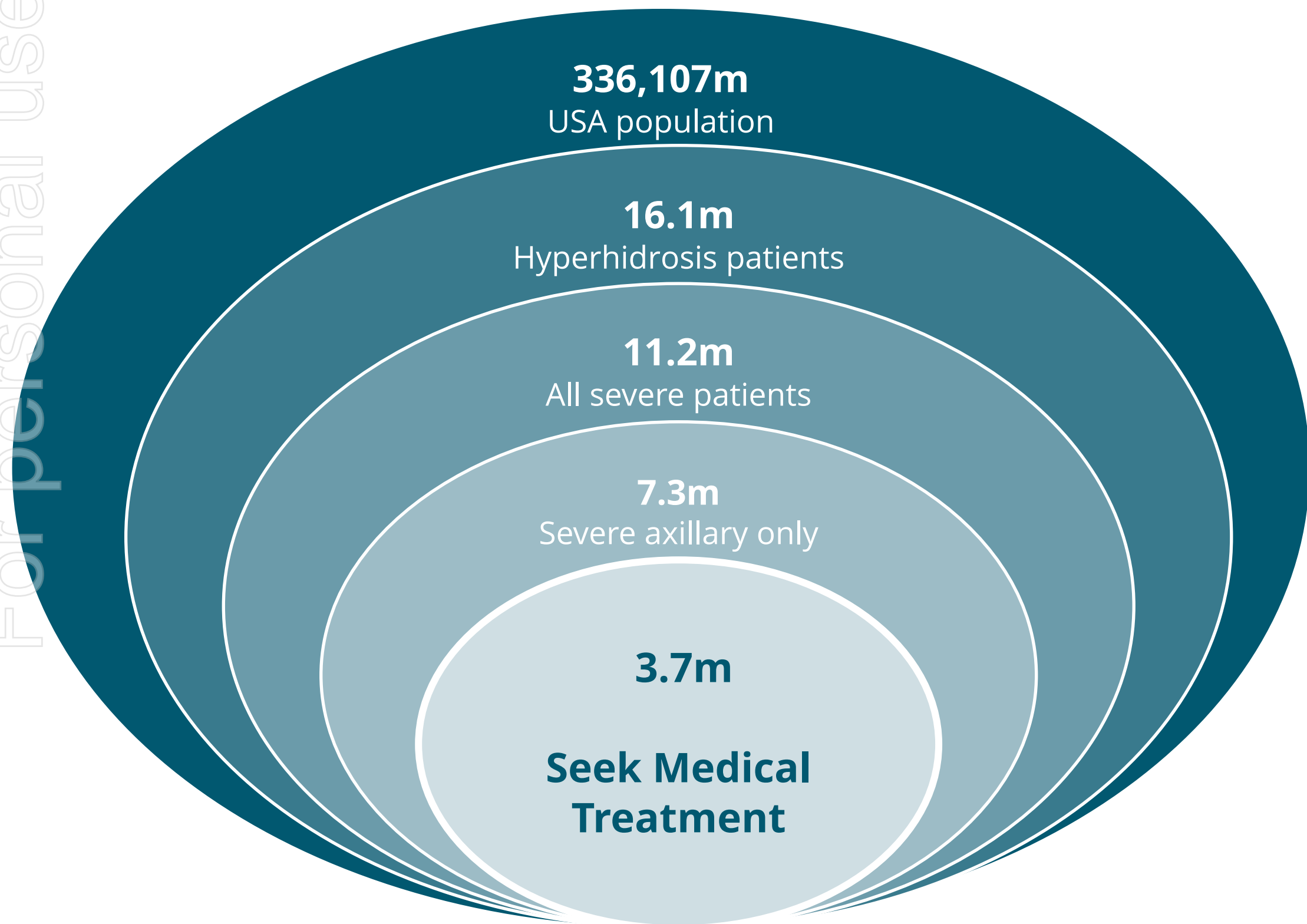
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**Due to its significant psychological impact, 54% of respondents suffering from hyperhidrosis say that they would pay anything for a treatment to stop their excessive sweating<sup>1</sup>**

# US market opportunity for hyperhidrosis<sup>1</sup>

Even a modest market share provides a significant financial opportunity



Share of patients <u>already seeking treatment</u>	Patients	Potential gross sales*
0.5%	18,500	\$144,300,000
1.0%	36,700	\$288,600,000
1.5%	55,500	\$432,900,000
2.0%	74,000	\$577,200,000
2.5%	92,500	\$721,500,000
3.0%	111,000	\$865,800,000

\* Current yearly cost of topical treatment is ~US\$7,800

# Independent market research shows 85% of patients and dermatologists would use and prescribe Sofpironium Bromide

Stakeholders indicated the *top two unmet needs* are as follows:  
1) New treatment options (i.e., limited options) and 2) More efficacious treatments without access/cost concerns.



Unmet Need: ~6 out of 7

“I can count on one hand my total armory for treating hyperhidrosis. I need **more tools in my toolbox** and a **convenient product** for my patients.”

– Dermatologist

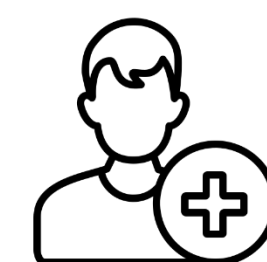
A rating of 4 out of 7 is high based on our experience with payers across therapeutic areas



Unmet Need: ~4 out of 7

“We are always looking for more **efficacious** therapies that are **easier to take...**”

– Payer



Unmet Need: ~6 out of 7

“The treatments that we have are **not very convenient** and are **pretty costly**. I just feel like there are **not enough options.**”

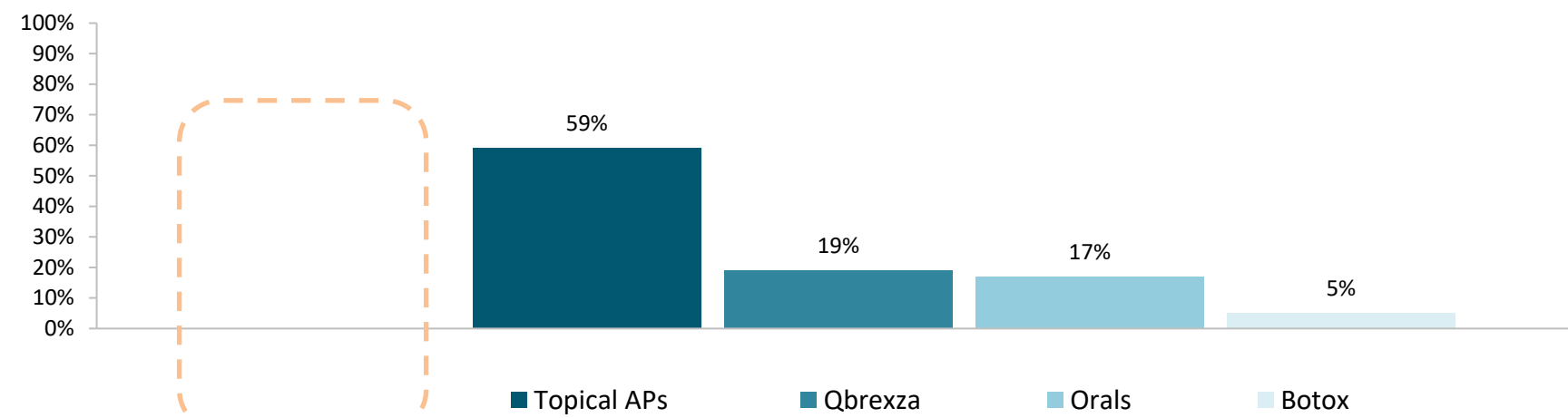
– Patient

With ~13M hyperhidrosis patients in the US, a significant opportunity exists for a new topical product to address an unmet need if it is effective, convenient, and not priced prohibitively.

# Research indicates dermatologists would start new patients on Sofpironium Bromide in addition to moving existing patients

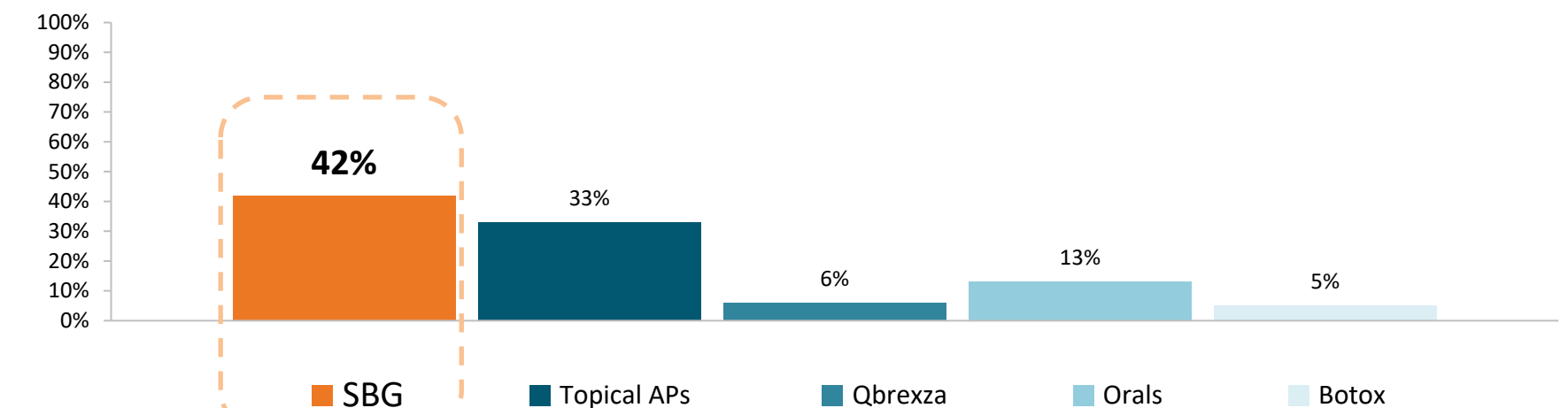
## Current Prescription Preferences

Share of Patients Receiving Treatments (1L)

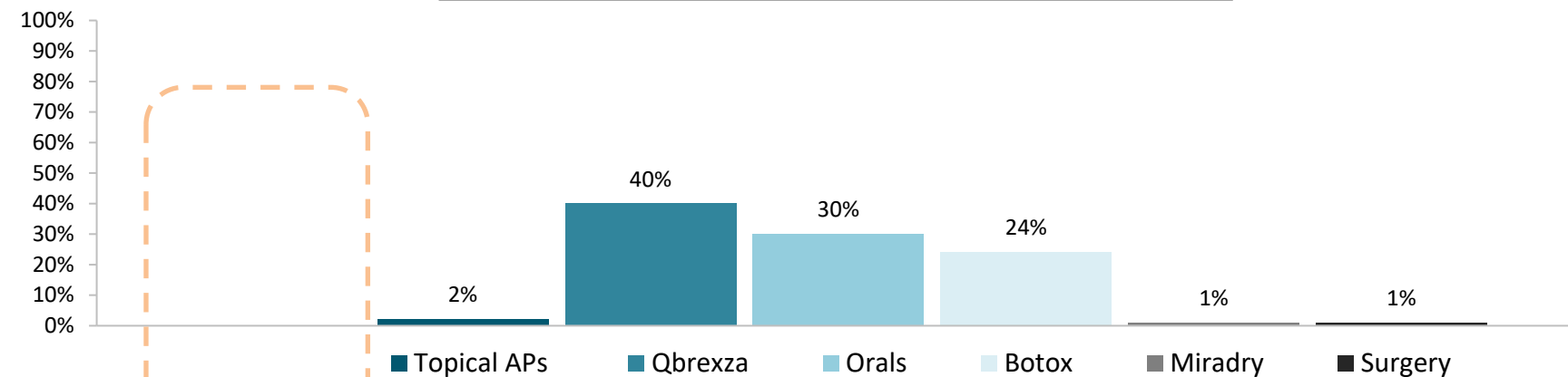


## Prospective Prescription Preferences

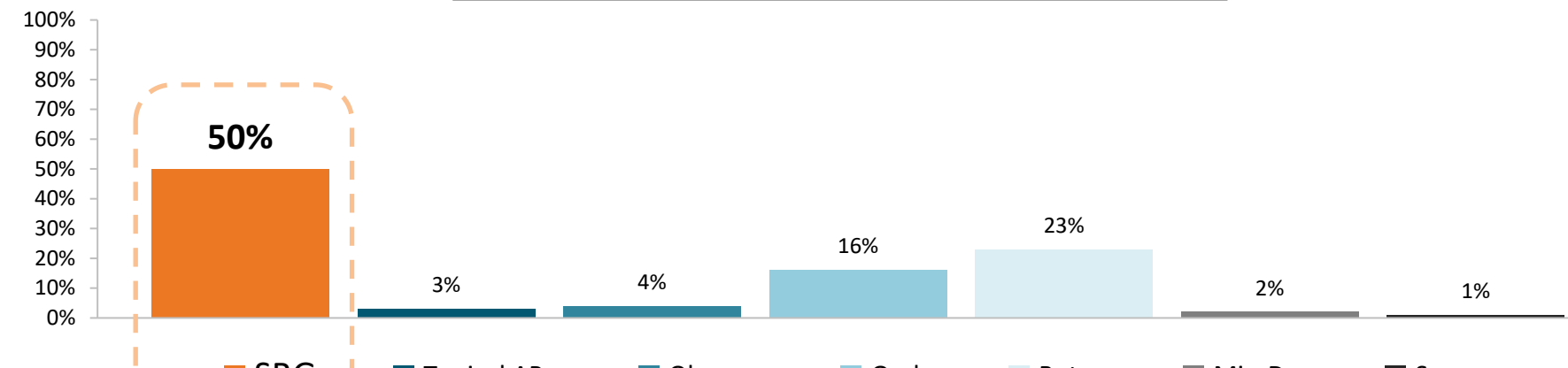
Share of Patients Receiving Treatments (1L)



Share of Patients Receiving Treatments (2L)



Share of Patients Receiving Treatments (2L)



\*Share of patients by treatment type shows a weighted average across severities

Source: Triangle Insights conducted interviews with US dermatologists (n=20), US payers (n=10), US patients (n=20)

# Sofpironium Bromide approval in Japan de-risks FDA approval and supports commercial success



Approval Date	September 25, 2020 in Japan
Indication	Primary axillary hyperhidrosis
Launch Date	November 26, 2020
Application	An applicator allows for drug application without the need for the patient to touch the product
Name	Ecclock®

## Mitigation of Commercial & Clinical Risk

### Clinical & Regulatory

- Japanese approval paired with strong Phase 3 clinical trial results in the U.S. help to support safety and efficacy and de-risk SB from a regulatory standpoint

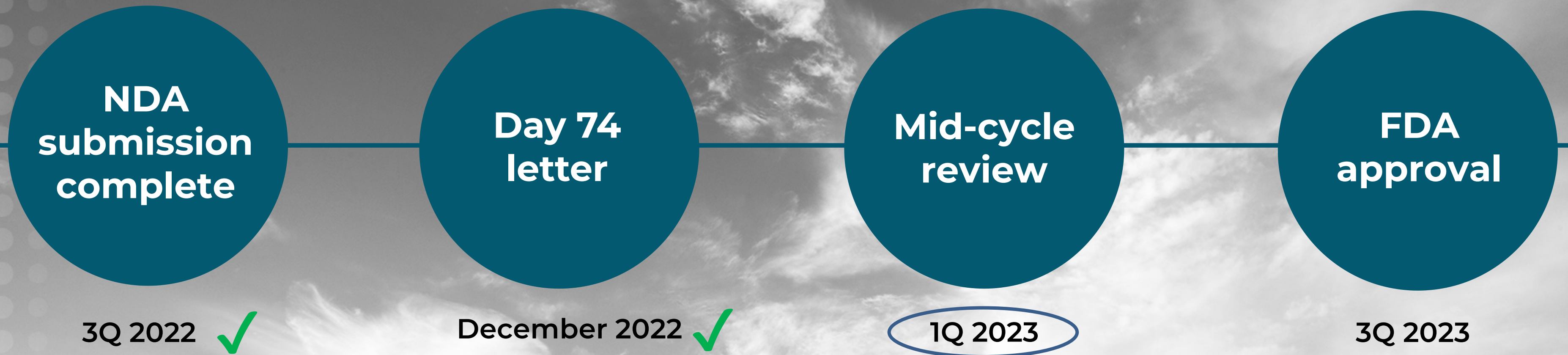
### Commercial

- Inclusion on the National Health Insurance drug reimbursement price list supports the perceived need for the product from payers and suggests receptivity to Ecclock's (SBG) value proposition
- Initial performance in the Japanese market is promising, with year 2 sales estimated to reach ~300K units



# Executing on planned commercial and regulatory milestones

Calendar year



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**Authorised for release by Vince Ippolito, Executive Chairman**

