

6 February 2024

## Euroz Hartleys Healthcare Forum Presentation

### Key highlights

- Botanix CEO Dr Howie McKibbon is presenting at the Euroz Hartleys Healthcare Forum being held today in Perth, Western Australia
- The Conference attracts attendees from leading institutional investors around Australia and the region and features presentations by some of Australia's leading pharmaceutical, biotech and medical device companies
- Botanix will be highlighting the commercial potential of *Sofdra*<sup>™</sup> which remains on track for FDA approval in late June 2024 and the launch preparation activities that are scaling up

**Philadelphia and Phoenix US, 6 February 2024:** Clinical dermatology company, Botanix Pharmaceuticals Limited (ASX: BOT, "Botanix" or "the Company"), is pleased to announce that its CEO, Dr Howie McKibbon, is presenting at the Euroz Hartleys Healthcare Forum being held today in Perth, Western Australia.

The Conference brings together some of Australia's leading listed and private healthcare companies, as well as institutional investors from around Australia and the region. Botanix will be outlining the significant commercial potential of *Sofdra* and sharing some of the launch preparation activities that are currently scaling up in anticipation of FDA approval which is targeted for late June 2024.

A copy of the presentation being given by the Company 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 is progressing its lead product *Sofdra* for the treatment of primary axillary hyperhidrosis through FDA approval. FDA accepted the resubmission of the NDA for *Sofdra* in January 2024 as a complete response and confirmed a target approval timing for late June 2024. *Sofdra* is positioned to be a leading first line and second line therapy and potentially represents a safe and effective new option for patients.

The Company also has a pipeline of other products in late-stage clinical development for range of other dermatology conditions. To learn more please visit: <http://www.botanixpharma.com/>

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# Botanix Overview

February 2024

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Authorised for release by Vince Ippolito, Executive Chairman

# Botanix – Accelerating towards commercialization of Sofdra™ <sup>1</sup>

## DERMATOLOGY FOCUS

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

## 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 successful development and commercial launches of more than 30 dermatology drugs

## NEW PRODUCT “SOFDRA”

*Sofdra* is the first and only new chemical entity for primary axillary hyperhidrosis (5% product already approved in Japan with solid sales)<sup>2</sup>

## TARGETING MID-24 FDA APPROVAL

Resubmission of NDA for approval (the ‘Instructions for Use’) completed in late December 2023, targeting FDA approval in late June 2024 <sup>3</sup>

# 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 MCKIBBON**  
Chief Executive 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



**DR JACK HOBLITZELL**  
SVP Pharmaceutical Development

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

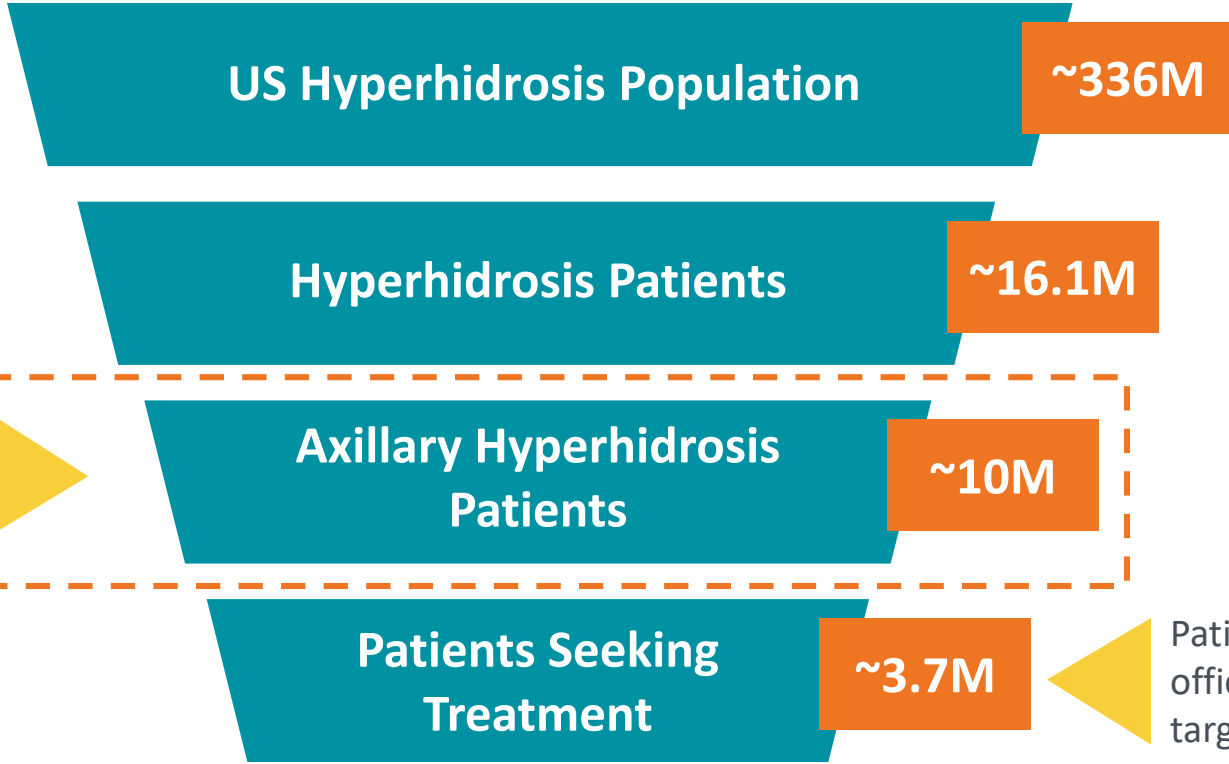


**DR IRA LAWRENCE**  
Clinical and Regulatory Adviser

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

# Large addressable market of ~10M patients actively seeking solutions

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Potential to diagnose and treat from home with telemedicine

Patients already in dermatologist's office that can be reached with a targeted sales force



Source: 1. International Hyperhidrosis Society, 2. Dolittle, et al, 2016, Hyperhidrosis: an update on prevalence and severity in the United States, Archives of Dermatology Research

# Significant opportunity for a new topical agent



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>



# Sofdra™ launch strategy

Rapidly establish Sofdra as a first-line topical treatment of primary axillary hyperhidrosis, in patients 9 years of age and older

- Drive dermatology adoption through comprehensive engagement around a compelling clinical story
- Engage and motivate patients to take control of their hyperhidrosis and visit a physician for appropriate diagnosis and prescription
- Ensure favorable coverage with payers
- Provide patient access and immediate fulfillment through telemedicine and a dedicated pharmacy network, to drive trial and usage
- Hire and train a highly effective sales force and target accordingly

# Proactive, pre-approval engagement with plans >200K lives

Rx Con PBM	Account	Lives	Rnk	Clin Pres	
CVS	CVS Caremark - Advanced Control, Performance Standard Control, Value	1,845,000	1	Yes	
EXPRESS	Express Scripts - High Performance, Basic	1,718,678	1	Yes	
Rx Con PBM	Account	Lives	Rnk	Clin Pres	
EMISAR					
ASCENT					
ASCENT	ZINC	CVS Caremark - Advanced Control, Performance Standard Control, Value	30,650,000	1	Yes
N/A	ASCENT	Express Scripts - National Preferred Formulary	26,709,534	1	Yes
ZINC	EMISAR	OptumRX Premium Standard, Value, Select Standard	15,435,000	1	Yes
PROCARE	ZINC	Anthem Essential HMO, PPO, National, Traditional	12,833,835	2	Yes
PRIME	EMISAR	United Healthcare- Access, Advantage, Choice, Essential, Flex	12,658,000	2	Yes
ASCENT	ASCENT	Cigna- Advantage, National Preferred, Performance	8,760,900	2	No
EMISAR	KAISER	Kaiser Permanente	8,303,484	1	Yes
EMISAR	TRICARE	TriCare	7,214,213	2	Yes
EMISAR	ZINC	AETNA- Open, Standard, Fully Insured	5,958,336	2	Yes
DIVIDEND	CVS	(FEHBP)- Basic, Focus, Standard	5,330,051	1	Yes
NAVITUS	DoD	DEPARTMENT OF VETERANS AFFAIRS	4,701,838	2	Yes
	PRIME	BCBS IL/ Tx/NM/MT (HCSC)- HMO or PPO Enhanced, Performance, Multi Tier	4,575,000	2	No
	ASCENT	Prime Therapeutics	2,460,000	2	Yes
	PRIME	BCBS FL- HMO, PPO Multi Tier	2,125,000	2	No

- ❖ Completed payor profiles and engagement plan
- ❖ Engaged target payors around unmet need in primary axillary hyperhidrosis and *Sofdra* value proposition
- ❖ Confirmed hyperhidrosis reimbursement status as medical condition
- ❖ Commenced initial discussions with target payors responsible for 80% of covered lives

# Focused pre-launch period ahead

- ❖ FDA approval targeted for late June 2024
- ❖ Only remaining issue to be addressed for FDA approval relates to patient Instructions for Use – no efficacy, safety or manufacturing issues
- ❖ Commercial preparation accelerating, given de-risking of FDA approval
- ❖ Company is funded to approval and has multiple commercialization options



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