



# Botanix Pharmaceuticals

**Bell Potter Healthcare Conference 2024**



September 2024

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# Botanix overview

DERMATOLOGY FOCUS	WORLD CLASS TEAM	NEW PRODUCT "SOFDRA"	NOW FDA APPROVED	WELL CAPITALISED
New treatments for underserved common skin diseases	US-based team responsible for successful commercial launches of more than 30 drugs	First and only new chemical entity for primary axillary hyperhidrosis	Approved by FDA for the topical treatment of primary axillary hyperhidrosis*	~A\$67 million at end of the last quarter to fund commercial launch

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Final preparations for Patient Experience Program with *Sofdra* complete

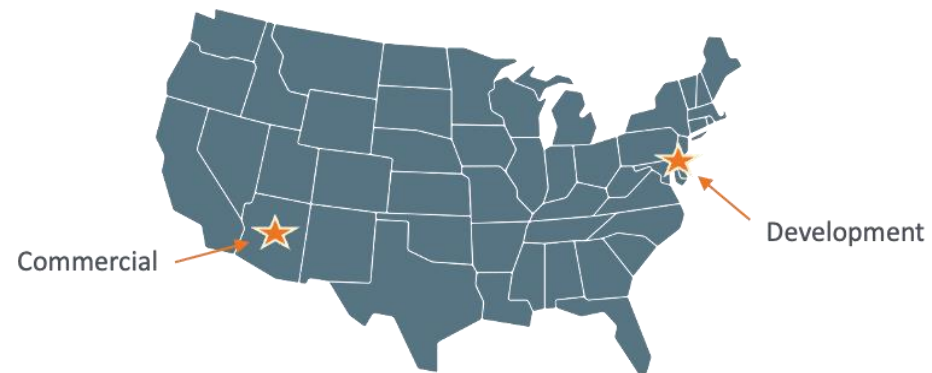
# Corporate Overview

## ASX: BOT TRADING INFORMATION

Share price	A\$0.32
6-month low / high	A\$0.19/0.44
Shares outstanding	1,814,037,788
Market Capitalization	A\$580m
Cash	A\$69m
Debt	Nil

## SUBSTANTIAL SHAREHOLDERS

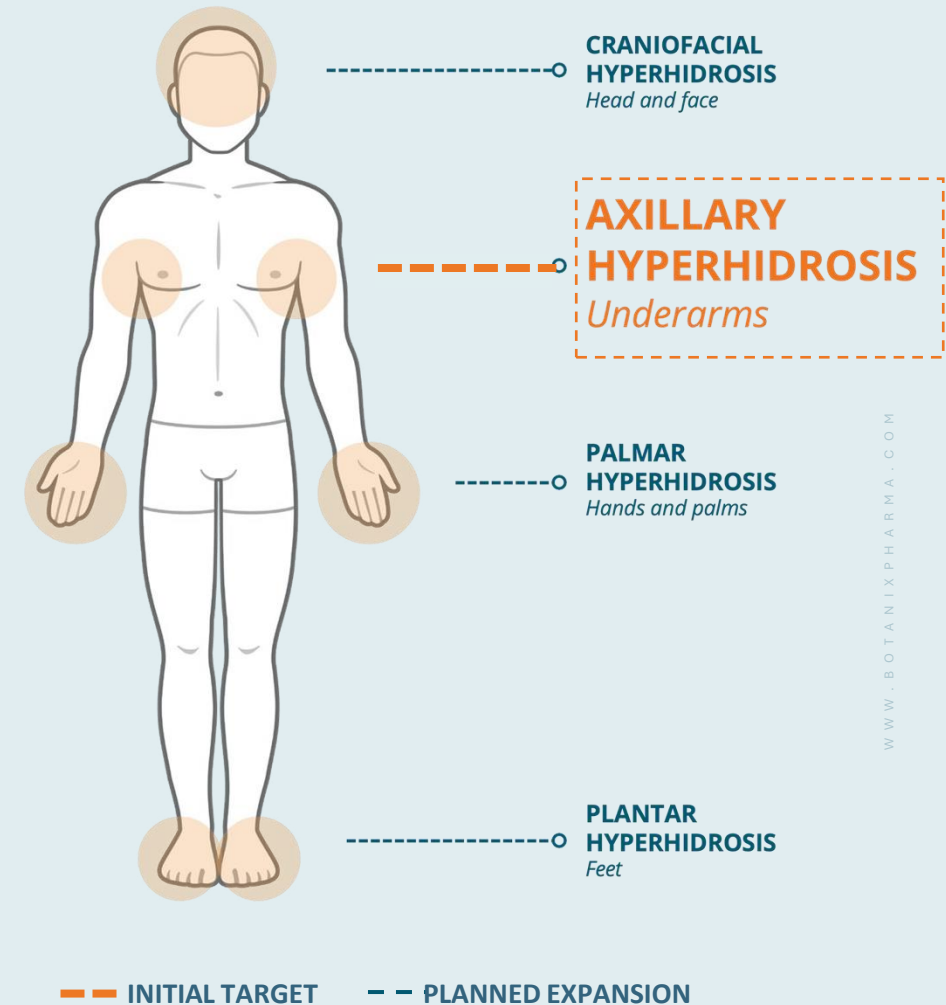
Shareholder	%
Antares Capital	10%
Board and Management	6.0%
Top 20	35%



# 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>**



FREQUENTLY  
CHANGE  
CLOTHES



FRESHEN UP  
BY WIPING OR  
BATHING

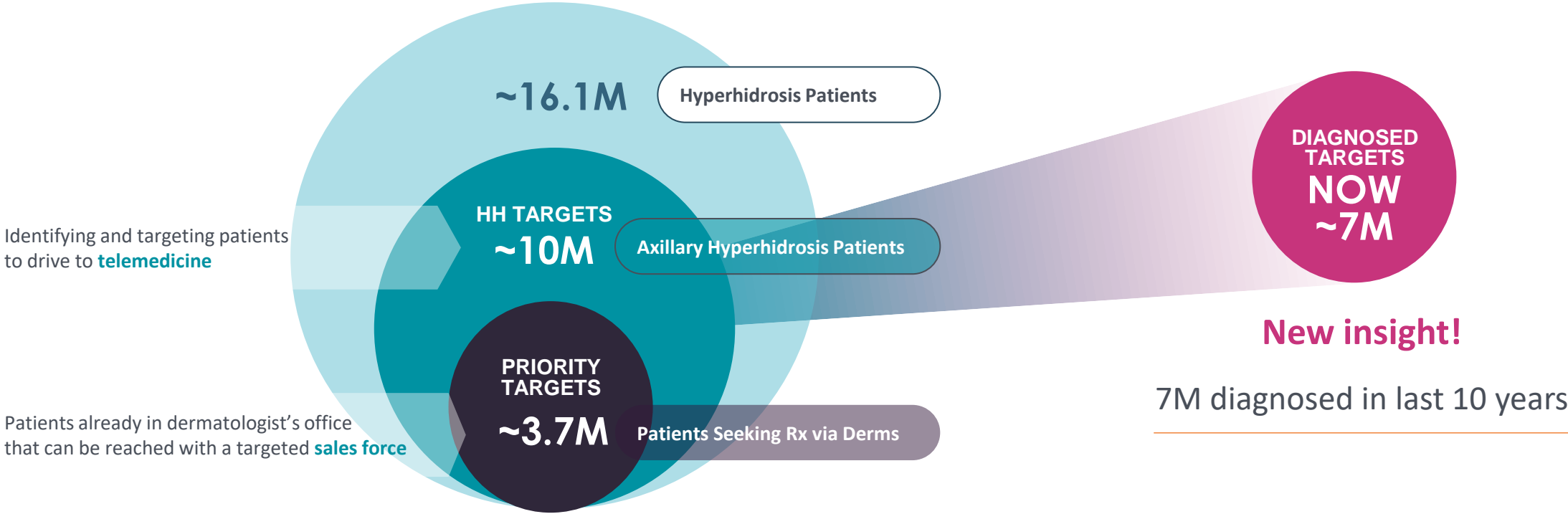


PLACE NAPKINS OR  
PADS UNDER THEIR  
ARMS OR THEIR  
POCKETS



HIDE UNDER  
DARK-COLOURED,  
BULKY CLOTHES

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



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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.

# Expanding team supports *Sofdra*<sup>TM</sup> commercialisation



**JOHN WALSH**  
Vice President, Sales



**SHEETAL SAHEL**  
Vice President, Marketing



**CHRIS LESOVITZ**  
Chief Financial Officer, USA



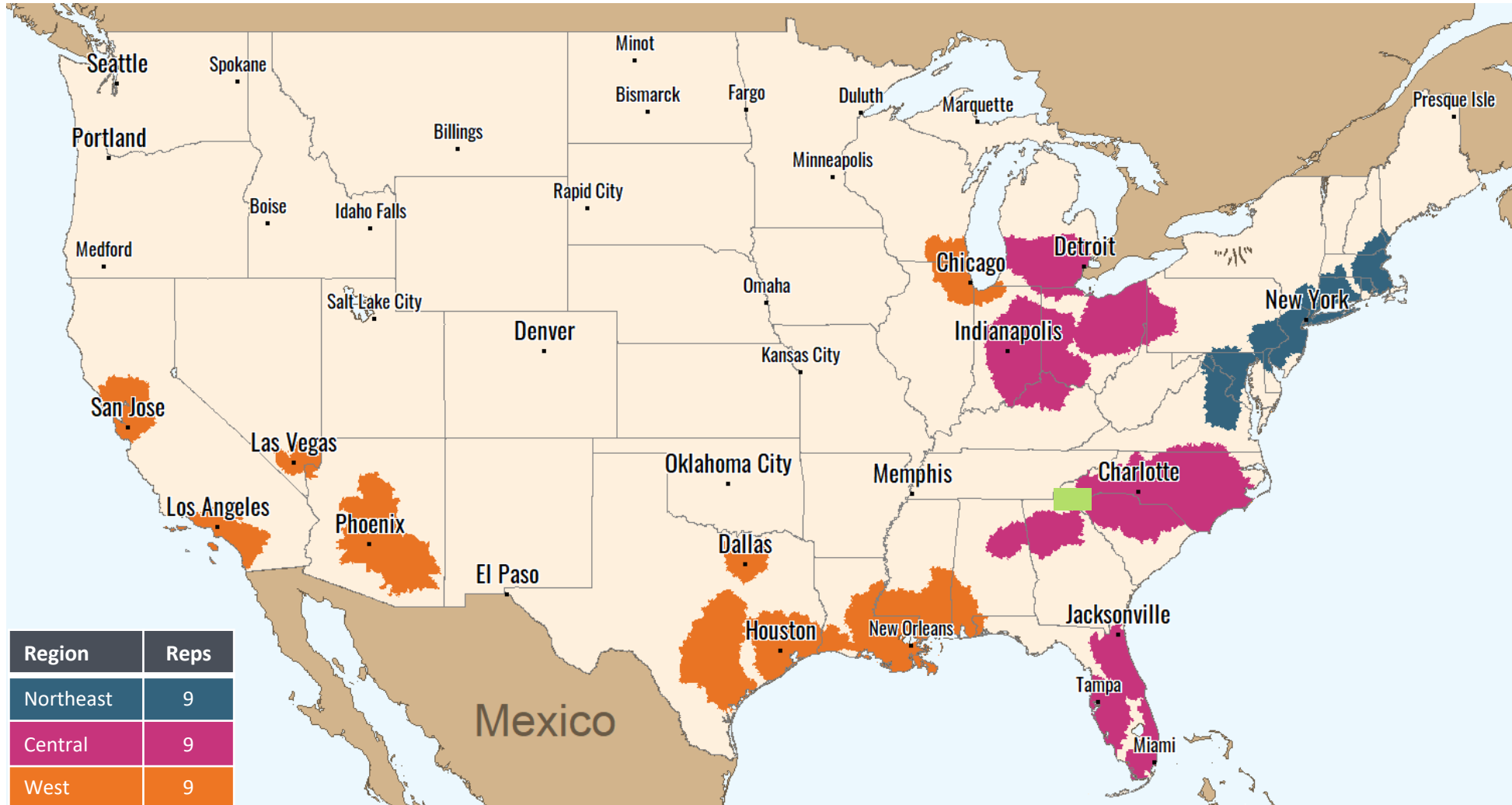
**LEISHA MARTIN**  
VP, Quality & Regulatory

SALES	MARKETING	BUSINESS OPERATIONS	FINANCE & CORPORATE
<b>CHRIS BALIJA</b> Regional Manager	<b>KEVIN WOJCIECHOWSKI</b> Head HCP Marketing & Training	<b>MENG JIA</b> Sr Director, Data Warehouse	<b>SHARON FOX-MEYERS</b> US Controller
<b>FABIO MUNROE</b> Regional Manager	<b>KATHERINE BARNES</b> Marketing Coordinator	<b>DARIN VANARSDALEN</b> Director, Sales Ops	<b>RACHEL SHAVIT</b> Director, HR and Accounting
<b>KATE SHANLEY</b> Regional Manager			<b>DOLORES GONZALES</b> Operations Manager



# Botanix sales force deployment

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

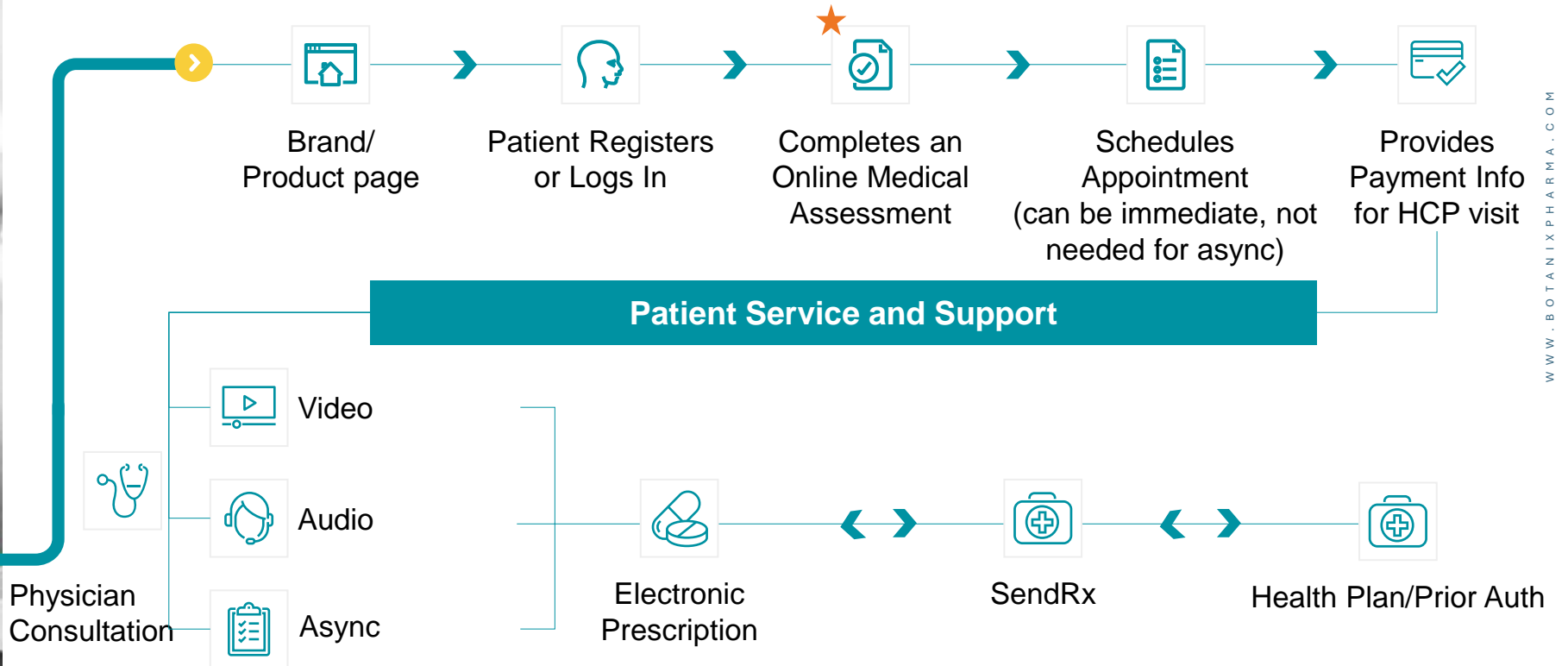


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# Patient Path - UpScript's fully integrated model allows patients direct access from anywhere 24/7



## Sofdra™ Patient Path

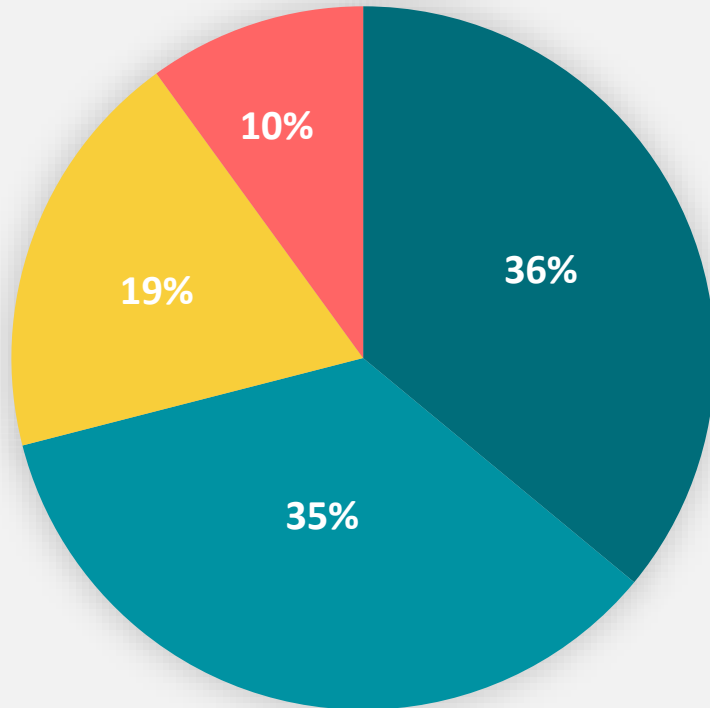


★ Information gathered in the "Online Medical Assessment" allows the UpScriptHealth physician network to work expeditiously with SendRx to process Prior Authorizations

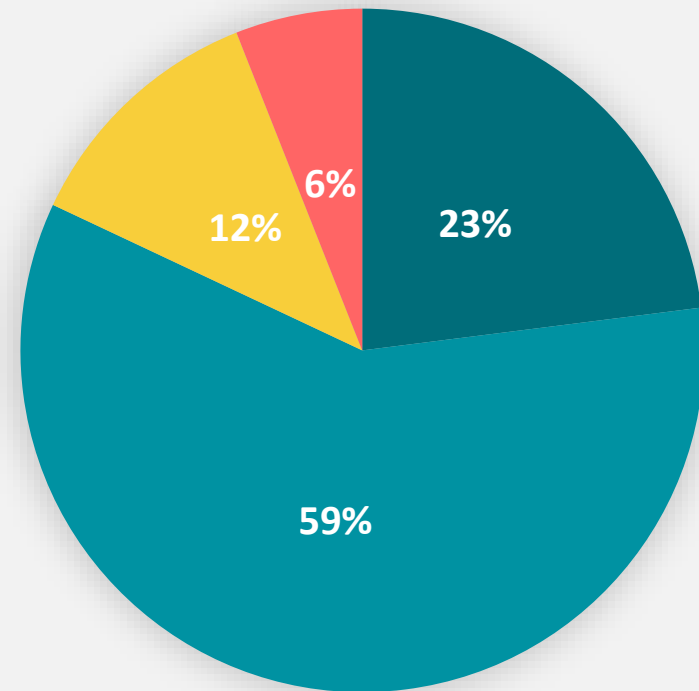


# Expected Sofdra™ coverage

Expected Sofdra Coverage  
Commercial Lives (167M)



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

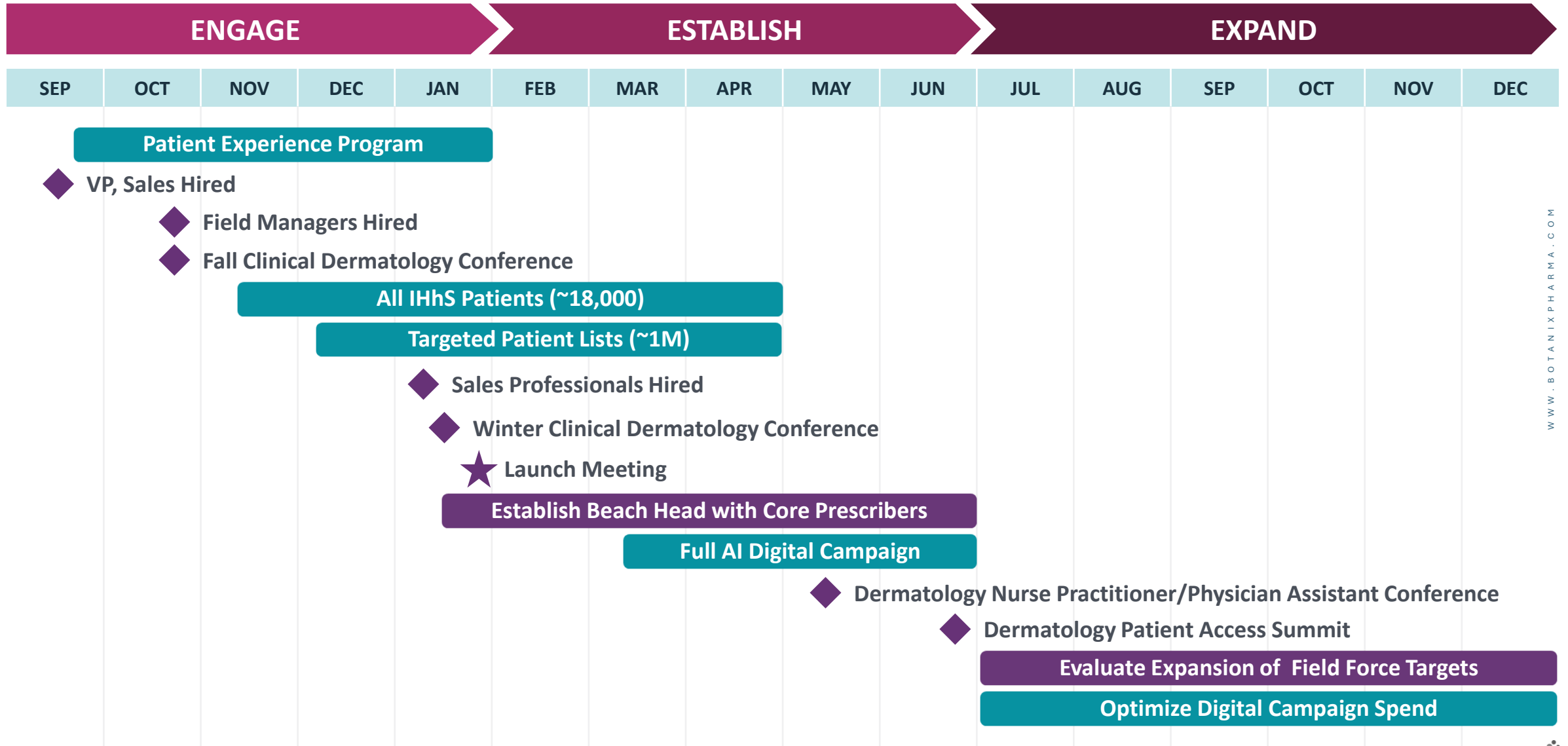


# Payer success continues

- ❖ Recently announced coverage with Ascent Health, who are responsible for ~65M commercial lives
- ❖ Ascent adds to the existing Payer coverage already completed, or actively being finalised with Payers, who together represent more than 110 million commercial lives
- ❖ On track to have ~72M Medicaid lives also eligible
- ❖ Coverage reflects the expected Payer coverage mix (see chart previous slide)

On track to have the entire commercial lives target pool covered at target price, rebate levels and Payer restrictions

# Planned commercialization timeline

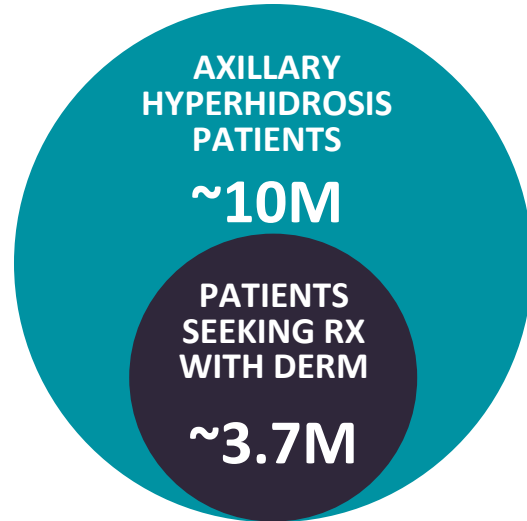


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# Sofdra™ commercial success is built on 3 pillars

1

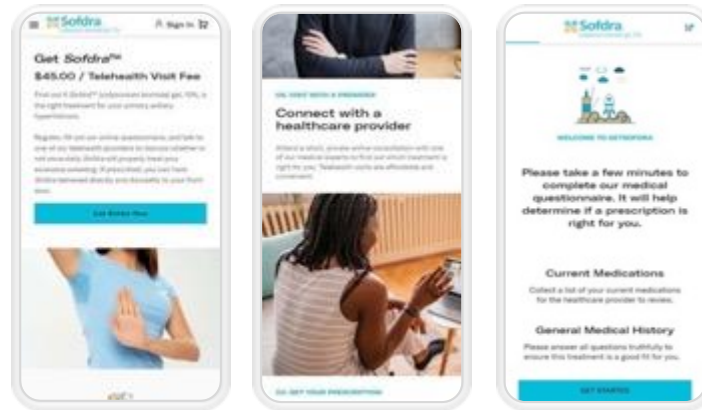
## LARGE MARKET AND ENGAGED POPULATION



- ❖ 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

## 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