28 October 2024

Botanix Pharmaceuticals Quarterly Activity Report and 4C Quarterly Cash Flow Report

Key highlights

- **Botanix is on track to launch its patient experience program in Q4 CY2024**
- **Botanix has finalised contractual arrangements with a number of key US payers (insurers) which reflect the target financial and patient access restrictions previously communicated, with further contracts to be signed in coming months**
- **Botanix has filled key positions in sales, marketing, sales training and sales operations that will support the commercialization of *Sofdra***
- **In September Botanix was featured in both the ASX Small and Mid-Cap Conference and the E&P Small Cap Healthcare Conference in concert with a non-deal roadshow**
- **Cash position of A$67.62 million at September 2024 quarter end with no debt**

Philadelphia PA and Phoenix AZ 28 October 2024: Clinical dermatology company, Botanix Pharmaceuticals Ltd (ASX: BOT, "**Botanix**" or "the **Company**"), is pleased to release its Quarterly Activity Report and Appendix 4C Quarterly Cash Flow report for the period ended 30 September 2024.

Sofdra™ (sofpironium) topical gel, 12.45% ready for launch and first sales

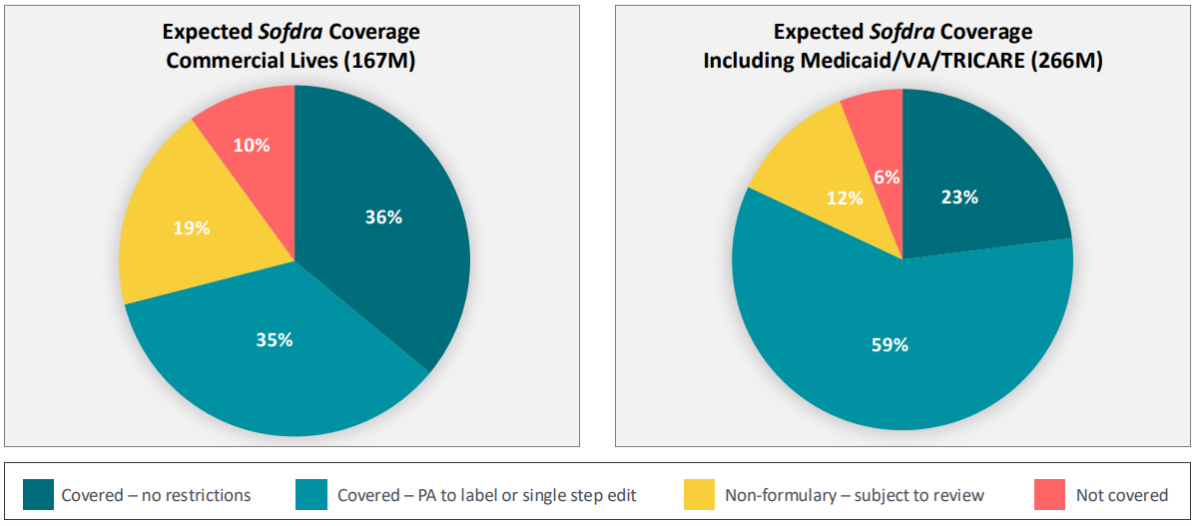
During the quarter, Botanix's preparations for launch and first sales reached substantial completion as the *Sofdra* Patient Experience Program is finalised for commencement. In collaboration with International Hyperhidrosis Society, highly qualified patients will initially be educated about Sofdra and then have the opportunity to gain early access to *Sofdra*. These first commercial users of the product will provide valuable initial feedback regarding the telemedicine and fulfillment processes, while Botanix will also gain insights into optimisation of its telemedicine and fulfilment processes before they are exposed to significantly larger volumes of patients in Q1 CY2025.

A broader digital launch of *Sofdra* to hyperhidrosis sufferers will follow the initial International Hyperhidrosis Society Patient Experience Program and Botanix is on track to generate first prescriptions from these sales in the coming months, followed by first refills.

During the quarter, Botanix has successfully concluded its first contractual arrangements with payers, which reflect the target financial and patient access restrictions previously discussed with them and as communicated to shareholders. The restrictions require a simple confirmation of diagnosis for primary axillary hyperhidrosis as per the label and that the patient has tried aluminum chloride as a prior therapy. Some only require the confirmation of diagnosis.

Botanix will provide the market with percentage of lives covered announcements over the coming months. The chart below remains current for expectations of coverage for *Sofdra*.

Expected *Sofdra* coverage



Sofdra is the first and only new chemical entity approved by FDA to treat primary axillary hyperhidrosis, the third largest dermatology condition (after acne and atopic dermatitis), which impacts approximately 10 million patients in the US.[1] The disproportionate sweat production that characterises hyperhidrosis, results in a disabling medical condition with profound effects on the patient's quality of life.[2]

New additions to Botanix Staff support commercialisation

During the quarter, Botanix welcomed a number of new experienced staff in sales management, marketing management, sales training and sales operations functions that will support the commercialisation of *Sofdra* including:

John Walsh — Vice President, Sales — Mr Walsh was most recently Regional Business Director for Dermavant Sciences (a company previously managed by Mr Ippolito and Botanix CEO Dr Howie McKibbon, which was sold to Organon for up to $1.2 billion recently). Mr Walsh has held senior sales roles with a variety of leading dermatology focused companies including with Anacor and Pfizer.

Sheetal Sahel — Vice President, Marketing — Ms Sahel recently was SVP Marketing and Commercial Operations at Novan Inc. and was VP Marketing and Head of Commercial Strategy at Cassiopea Inc., and before that senior marketing roles with Galderma. Ms Sahel has more than 17 years marketing and brand development experience.

Kevin Wojciechowski — Head of HCP Marketing and Sales Training — Mr Wojciechowski joins Botanix from Avalere Health after being the Executive Director of Marketing and Sales Training at Journey Medical Corporation as well as Senior Product Marketing Manager with Medicis, amongst other senior sales training and field operations management roles with Stryker, Cephalon and J&J.

Darin Van Arsdalen — Director of Operations — Mr Van Arsdalen comes to Botanix with previous experience at Incyte, Strata Skin Sciences, Encore Dermatology and Graceway Pharmaceuticals where he held senior sales operations and planning roles responsible for forecasting, field operations,

[1] Dolittle, et al, 2016, Hyperhidrosis: an update on prevalence and severity in the United States, Archives of Dermatology Research. [2] Hamm H, Naumann MK, Kowalski JW, Kutt S, Kozma C, Teale C. Primary focal hyperhidrosis: disease characteristics and functional impairment. Dermatology. 2006;212(4):343–353. doi: 10.1159/000092285

alignments and data management. With more than 20 years specialised experience in sales force optimisation, Mr Van Arsdalen will be heavily involved in development of tools for reporting around the commercialisation of *Sofdra*.

The Company has now also hired the regional sales managers who will lead teams of sales professionals that will be deployed into the field following the sales launch meeting in late January 2025. Sales professionals are undergoing the final recruitment screening and hiring process in the coming month and will join the Company in early January 2025. Data support, marketing and other operational support personnel have also been hired and first revenue generation is expected begin this quarter.

Corporate activities

Botanix held a Commercial Day Webinar on Tuesday, 17 September to provide a comprehensive update on its commercial launch plans and market insights for *Sofdra*. The event was hosted by Executive Chairman, Vince Ippolito and Chief Executive Officer, Dr Howie McKibbon and attended by key Botanix commercial team members and valued guests Lisa Pieretti, Executive Director of the International Hyperhidrosis Society, George Jones, Chief Operations Officer of telehealth provider UpScript Health, Bill Bush, Managing Partner of SendRx Retail Pharmacy and Jay Manara, SVP, Strategy & Planning for advertising agency Klick Health.

The Commercial Day Webinar was followed up with a non-deal road show in September 2024. In concert with the roadshow, Botanix participated in two investor conferences. Botanix Chief Executive Officer Howie McKibbon was a featured presenter at both the ASX Small and Mid-Cap Conference on Wednesday, 25 September and the E&P Small Cap Healthcare Conference on Thursday, 26 September. These important conferences attract institutional and sophisticated investors from Australia and internationally.

Botanix provided one-on-one updates to many leading Australian healthcare investors on the Company's substantial progress towards commercialisation of *Sofdra* during the road show.

Financial

During the 30 September 2024 quarter, the Company issued the following securities:

Performance Rights and Options

On 12 July 2024, the Company issued performance rights and options to employees and consultants pursuant to its Employee Rewards Plan. The issuances included:

- 23,000,000 BOTADD performance rights;
- 2,000,000 options at A$0.364, expiring on 12 July 2027;
- 4,000,000 options at A$0.24, expiring on 12 July 2027; and
- 10,000,000 options exercisable A$0.24, expiring on 12 July 2028.

None of these securities were issued to either Directors or the CEO of the Company. The performance rights and options vest based on the completion of various performance hurdles.

Exercise of Options and Issuance of Ordinary Shares

On 4 September 2024, 2,000,000 options expiring on 12 September 2024 were exercised at A$0.132 and 2,000,000 options expiring on 12 September 2024 were exercised at A$0.099 raiseingcash of A$462,000.

Remuneration of key management personnel

During the September 2024 quarter, the Company paid $764,319 to Directors and Executive staff either on payroll or acting as consultants, all of whom represent key management personnel. The payments were for the provision of services under staff, consulting, and Director contracts and includes the payments of financial year 2024 annual bonuses of US$330,000 accrued and reported in the Company's 2024 Annual Report.

Cash position

At the end of the 30 September 2024, the Company has a cash balance of A$68.672 million with zero debt (other than typical trade creditors).

Release authorised by

Vince Ippolito
Executive Chairman

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

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 is product candidates, the expected timing and/or results of regulatory approvals and the outcome and effects of *Sofdra* 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.

Sofdra Important Safety Information & Indication

Indication

Sofdra (sofpironium) 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 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.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Botanix Pharmaceuticals Limited

ABN	**Quarter ended ("current quarter")**
70 009 109 755	30 September 2024

Consolidated statement of cash flows		**Current quarter $A'000**	**Year to date (3 months) $A'000**
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	375	375
1.2	Payments for		
	(a) Product manufacturing	(3,740)	(3,740)
	(b) Operating costs	(3,838)	(3,838)
	(c) Staff costs	(1,805)	(1,805)
	(d) General and administration	(2,276)	(2,276)
1.3	Dividends received	-	-
1.4	Interest received	619	619
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Net GST (paid)/refunded	294	294
1.9	**Net cash from / (used in) operating activities**	**(10,371)**	**(10,371)**
2.	**Cash flows from investing activities**		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	(763)	(763)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-

Consolidated statement of cash flows		Current quarter $A'000	Year to date (3 months) $A'000
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other	-	-
2.6	**Net cash from / (used in) investing activities**	**(763)**	**(763)**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	462	462
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (payment for right-of-use asset)	(34)	(34)
3.10	**Net cash from / (used in) financing activities**	**428**	**428**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	79,308	79,308
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(10,371)	(10,371)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(763)	(763)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	428	428
4.5	Effect of movement in exchange rates on cash held	70	70
4.6	**Cash and cash equivalents at end of period**	**68,672**	**68,672**

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter $A'000	Previous quarter $A'000
5.1	Bank balances	68,672	79,308
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**68,672**	**79,308**

6.	Payments to related parties of the entity and their associates	Current quarter $A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	764
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

7.	Financing facilities *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	Total facility amount at quarter end[(1)] $A'000	Amount drawn at quarter end $A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	**Total financing facilities**	**-**	**-**
7.5	**Unused financing facilities available at quarter end**		-
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8.	Estimated cash available for future operating activities	$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(10,371)
8.2	Cash and cash equivalents at quarter end (item 4.6)	68,672
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	68,672

8.5	**Estimated quarters of funding available (item 8.4 divided by item 8.1)**	6.6

Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

Date: 28 October 2024

Authorised by: By the Board

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.