

8 July 2025

## Botanix Provides *Sofdra*<sup>™</sup> Launch Update

### Key highlights

- *Sofdra*<sup>™</sup> has shown strong demand and performance in line with recent dermatology launches
- Gross sales of approximately \$25 million AUD since January 2025<sup>1,2</sup>
- 2,300+ unique prescribers wrote *Sofdra* prescriptions in June with refill rates exceeding the industry average<sup>3,4</sup>
- Over 16,000 prescriptions filled across 6,700 patients since launch<sup>3</sup>
- Strategic investments are underway to further accelerate growth

**Philadelphia PA and Phoenix AZ, 8 July 2025:** Clinical dermatology company, Botanix Pharmaceuticals Ltd (ASX: BOT, “**Botanix**” or “**the Company**”), is pleased to present a launch update showing strong demand for *Sofdra*<sup>™</sup> (sofipironium) topical gel, 12.45% and performance in line with recent successful dermatology launches. Gross sales of approximately \$25 million AUD were reached with increases month over month, January through June 2025<sup>1</sup>.

*Sofdra* has achieved important milestones.

The prescriber base continues to expand as *Sofdra* awareness increases. More than 2,300 unique prescribers wrote prescriptions for *Sofdra* in June 2025, which shows that the productivity of sales representatives meets or exceeds recent derm launches<sup>3,5,6</sup>.

Total prescriptions (TRx) grew monthly, having over 16,000 prescriptions filled across 6,700 patients from launch to 30 June 2025<sup>7</sup>. A refill rate exceeding the industry average contributed strongly to TRx growth<sup>4</sup>. Patients starting *Sofdra* in February have already received 3.4 fills on average, compared to the industry average of 2 fills per year<sup>3,4,8</sup>. Patients enrolled in the auto-refill program had a 95% adherence rate, a measure of how consistently patients obtain refills for their prescribed medications<sup>9</sup>. The adherence rate was 79% amongst all patients<sup>9</sup>. Continued refill growth reflects a positive patient experience and the strength of the Botanix Fulfilment Platform.

*Sofdra*'s gross to net (GTN) indicators are tracking positively with month-over-month increases leading to a 23% GTN yield in total by June<sup>10</sup>. *Sofdra* GTN yield is tracking with top US dermatology companies and targeting a 30–40% range.

Botanix is making strategic investments to further accelerate *Sofdra*'s growth. At launch, the initial regional alignment included three regions, each consisting of nine territories, for a total of 27 territories. In Q1 FY2026, the number of territories was expanded to 33. Further investment has been planned to increase the number of regions to five and the number of territories to 50 in Q2 FY2026. Hiring is well advanced for the two additional regional managers.

Further investment for healthcare practitioners' offices includes sales materials for representatives to introduce *Sofdra*, as well as point-of-care materials to stimulate patient inquiries during an office visit.

Botanix maintains a digital presence to activate and grow the potential user base for *Sofdra* through its telehealth platform.

The Botanix speaker program combines peer influence, scientific rigor and clinical relevance to educate healthcare professionals about *Sofdra*<sup>™</sup>. Medical education is also supported, as demonstrated by the recent publication of *Sofdra*'s phase 3 clinical data in the Journal of the American Academy of Dermatology (JAAD).

A special event series named "Summer of Sweat" is currently underway. It provides a forum for Botanix corporate executives to meet with healthcare providers to introduce the Company and *Sofdra* in 14 major cities across the US.

*Sofdra* remains poised for continued growth.

**Botanix Executive Chairman Vince Ippolito commented:** *"We are pleased with the overall performance of Sofdra since its launch in February 2025.*

*"The launch trajectory of Sofdra is trending in a positive direction, and we expect continued growth."*

1. USD to AUD conversion average from 2025-1-1 to 2025-6-30 – US\$1 : AU\$1.55.
2. SendRx gross sales data between 2025-1-1 and 2025-6-30.
3. SendRx pharmacy data between 2025-2-1 and 2025-6-30.
4. Industry average for topicals based on refills in 12-month period following first Rx (<https://pmc.ncbi.nlm.nih.gov/articles/PMC9056466/>)
- 5 Subject to monthly data warehouse reconciliation.
6. Based on IQVIA TRx data for ZORYVE Q4 2022.
7. SendRx TRx data between 2025-2-1 and 2025-6-30.
8. Data source: SendRx shipments as of 2025-6-30, for patients with the first fill on or after 2025-2-1.
9. Botanix data on file.
10. Source: SendRx shipments between 2025-2-1 and 2025-6-30. Unaudited numbers.

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

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 its product candidates, the expected timing and/or results of regulatory approvals and the outcome and effects of *Sofdra* and the launch and market for *Sofdra*. In addition, the forward-looking statements included in this press release represent the Company's views as of the date hereof. 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.

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## **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.**