

27 January 2026

Botanix Pharmaceuticals Quarterly Activity Report and 4C Quarterly Cash Flow Report Q2 FY26

Philadelphia PA and Phoenix AZ 27 January 2026: Clinical dermatology company, Botanix Pharmaceuticals Limited (ABN 70 009 109 755) (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 31 December 2025.

Key highlights

- Total prescriptions shipped grew 24% for the quarter from 20,418 in Q1 FY26 to 25,351 in Q2 FY26
- *Sofdra* net revenue (unaudited) increased from \$7.1 million in Q1 FY26 to \$9.1 million in Q2 FY26, representing an increase of 28%
- Operating cash outflow increased from \$13.1 million in Q1 FY26 to \$17.2 million in Q2 FY26, primarily due to the addition of 23 sales professionals and associated one-time start-up costs
- Cash position of \$31.5 million on 31 December 2025 and undrawn debt facility of \$14.9 million¹
- New market research showed strong acceptance for *Sofdra* and SendRx by healthcare professionals, with 90% expecting to increase *Sofdra* prescribing volume in the next six months
- 50 sales professionals are currently active; new hires and existing sales professionals are highly productive and performing as expected

Operating and Financial Results

In Q2 FY26, the commercial launch of *Sofdra* (sofpironium) topical gel, 12.45% continued to demonstrate growth across key metrics. The Company is pleased overall with the strong sales growth and trajectory of total prescriptions shipped during the quarter. The early performance of new sales professionals who started in late October and grew their territories during the US holiday season slowdown has been impressive. Botanix is confident in the continuing sales momentum for *Sofdra*.

Total prescriptions shipped for the quarter grew by 24% from 20,418 in Q1 FY26 to 25,351 in Q2 FY26 driven by our fulfilment platform and productive sales team. The increase in prescriptions and strong refill rates is an indication of the rapid acceptance of the benefits of *Sofdra* by physicians and patients alike.

Market research conducted by Botanix during the quarter showed that the advantages of *Sofdra* resonated with physicians and that 90% of interviewed healthcare professionals (HCPs) anticipate increasing *Sofdra* prescribing over the next six months.

¹ Available to be drawn upon achieving certain milestones. ASX Release 10 June 2025 Botanix Signs Debt Facility with Kreos Capital and the Company's Annual Report, Note 10, released 29 August 2025.

Q2 FY26 gross sales of *Sofdra* were \$37.9 million (vs \$30.2 million in Q1 FY26) and net revenue (unaudited) to Botanix increased by 28% to \$9.1 million (vs \$7.1 million in Q1 FY26). Gross to Net (GTN) improved to 24% in Q2 FY26 (vs 23% in Q1 FY26).

Operating cash outflow for the quarter was \$17.2 million compared to \$13.1 million in Q1 FY26. The Company's operating cash outflow primarily increased due to the addition of 23 sales professionals, which included a one-month prepayment in October, one-time start-up costs, and production of their initial marketing materials. Certain annual costs, such as bonuses for corporate staff and the FDA's annual PDUFA licensing fee, were also paid during the quarter.

Botanix continued to benefit from prior inventory investment. Manufacturing costs have remained steady from \$2.2 million in Q1 FY2026 to \$2.7 million in Q2 FY2026, reflecting costs for converting raw materials into finished goods in a quarter without purchases of drug substance (API). The current inventory balance will be sufficient to support increased prescriptions generated by the expanded sales force in Q3 FY26. Further API purchases will be required in order to meet the continued strong demand for *Sofdra*. The Company is currently engaging potential secondary API suppliers to decrease cost of goods sold (COGS), increase gross profit, and derisk the supply chain. The Company is highly focused on this initiative, as it represents a potential 25 – 40% reduction in COGS.

The Company had a cash position of \$31.5 million at 31 December 2025 and undrawn debt of \$14.9 million (which may be drawn upon achieving certain milestones).¹ The investment in sales force expansion that increased sales and marketing expenses is expected to lead to accelerated sales revenue growth. The Company sees a clear path to profitability.

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	FY2025			FY2026	
	Q2	Q3	Q4	Q1	Q2
Cash flows from operating activities					
Receipts from royalties	423	218	195	504	435
Receipts from product sales, net of fees		326	3,836	8,271	11,890
Payments for gross to net deductions from product sales				(2,666)	(5,051)
Payments for					
a) Product manufacturing	(11,548)	(3,434)	(11,156)	(2,171)	(2,705)
b) Operating costs	(6,927)	(12,702)	(14,358)	(10,241)	(14,665)
c) Staff Costs	(2,426)	(2,244)	(4,513)	(3,471)	(4,588)
d) G&A	(2,169)	(2,403)	(2,401)	(1,873)	(1,454)
e) Royalty				(495)	(598)
Interest received	563	327	363	402	303
Interest paid			(264)	(531)	(791)
R&D Refund	1,500				
Net GST (paid)/refunded	1	(51)	(112)		
Other (non-recurring costs)				(844)	
Net cash from / (used in) operating activities	<u>\$ (20,583)</u>	<u>\$ (19,963)</u>	<u>\$ (28,410)</u>	<u>\$ (13,115)</u>	<u>\$ (17,224)</u>
Cash flows from investing activities					
Cash flows from loans to other entities					(436)

Net cash from / (used in) investing activities	\$-	\$-	\$-	\$-	\$-
Cash flows from financing activities					
Proceeds from issues of equity securities		40,000			
Proceeds from exercise of options			21		
Transaction costs related to issues of equity securities		(2,400)			
Proceeds from borrowings		30,746			
Transaction costs related to loans and borrowings		(2,615)	(2,331)	(39)	
Dividends paid		(20)			
Other (Payment for right-of-use asset)	(116)	(132)	(137)	(108)	(136)
Net cash from / (used in) financing activities	\$116	\$(132)	\$65,574	\$(2,418)	\$(175)
Net increase / (decrease) in cash and cash equivalents for the period					
Cash and cash equivalents at beginning of period	\$68,672	\$48,358	\$28,080	\$64,888	\$49,246
Net cash from / (used in) operating activities	(20,583)	(19,963)	(28,410)	(13,115)	(17,224)
Net cash from / (used in) investing activities					(436)
Net cash from / (used in) financing activities	(116)	(132)	65,574	(2,418)	(175)
Effect of movement in exchange rate on cash	385	(183)	(356)	(109)	87
Cash and cash equivalents at end of period	\$48,358	\$28,080	\$64,888	\$49,246	\$31,498

The high performing Botanix Fulfilment Platform drives gross-to-net and steady refills.

Overall, the Botanix Fulfilment Platform has continued to deliver strong prior authorisation (PA) approval rates and increase the number of fully reimbursed prescriptions, contributing to gross-to-net (GTN) yield improvement in each quarter since the launch of *Sofdra*. In Q2 FY26, GTN increased to an average of 24% (vs 23% in Q1 FY26). Over time, the Company aims to achieve an average GTN of 30% – 40%, which is typical of successful US dermatology pharmaceutical companies.

Sofdra adherence, the extent to which a patient stays with their drug treatment, continues to greatly exceed the industry benchmark, being 2.5x the industry standard.

A key cost-saving benefit derived from the Botanix Fulfilment Platform is the elimination of the wholesaler and direct consignment of *Sofdra* to SendRx pharmacy. The platform also provides high visibility into pharmacy operations, facilitating rapid insights and timely decision-making.

***Sofdra* resonates with HCPs in recent market research – 90% expect to increase prescribing**

Botanix conducted in-depth online market research in October and November 2025 with 30 US dermatology healthcare providers, including 12 dermatologists, 15 physician assistants and three nurse practitioners.² The participants were a mix of high, medium or low prescribers of *Sofdra*. Twenty per cent were also high prescribers of a competitor product. The research showed that among all cohorts, *Sofdra* use was driven by its streamlined access, strong efficacy, unique applicator and safety.

² Data on file. Triangle Insights Interviews with N=30 HCPs (Dermatologists, NP/PAs), conducted October–November 2025.

Topline conclusions showed strong growth potential for *Sofdra*:

- **90% expect to increase *Sofdra*** prescribing in the next six months – providing the Company with confidence in the continuing strong sales growth of *Sofdra* in the coming quarters.
- **Many patients remain undiagnosed/untreated** in HCPs' practices – providing a large opportunity for the Company to target moving forward.

Primary drivers of *Sofdra* prescriptions:

- **35% Access/SendRx**
 - 96% rated SendRx favourably; 67% very favourably
 - 56% found *insurance clearance easier*
 - 72% said their *patients preferred home delivery*
- **34% Efficacy**
- **21% Applicator**
- **10% Safety**

Botanix proudly supported Hyperhidrosis Awareness Month.

We share the International Hyperhidrosis Society's compassionate belief that 'together, we can amplify the message that excessive, uncontrollable sweating is a serious medical condition warranting serious attention.'

During November, Botanix sales professionals visited dermatology offices nationwide, carrying over 28,000 promotional materials designed to stimulate conversations about primary axillary hyperhidrosis and *Sofdra* between physicians and patients. A series of themed 'Did You Know?' flashcards was used to prompt *Sofdra* discussions with healthcare providers. Our sales professionals wore a different lapel button each week to provoke curiosity and help initiate conversations. Hyperhidrosis Awareness Month stickers were affixed to the Company's posters to raise awareness in waiting areas and exam rooms.

The contribution of new sales professionals is on pace.

As previously stated, the Company is pleased overall with the strong sales growth and trajectory of total prescriptions shipped during the quarter. The early performance of new sales professionals who started in late October and grew their territories during the US holiday season slowdown has been impressive. Botanix is confident in the continuing sales momentum for *Sofdra*.

Corporate and Financial

On 13 October 2025, the Company appointed Mr Andrew Bickley as Joint Company Secretary. Mr Bickley has more than 15 years of experience as a company secretary across large, listed companies on the Australian securities exchange.

During the 31 December 2025 quarter, the following events occurred involving the Company's securities:

Issuance of shares

On 2 October 2025, the Company issued 9,333,334 ordinary shares to Dr Howard McKibbon, the Chief Executive Officer, upon conversion of BOTAAD performance rights which had vested.

On 18 December 2025, the Company issued 4,600,000 ordinary shares to staff (not considered key management personnel) upon conversion of BOTAAD performance rights which had vested.

Issuance of options and performance rights

On 8 October 2025, the Company issued 4,500,000 BOTAAD Performance Rights to staff pursuant to the terms and conditions of the Employee Awards Plans. These Performance Rights expire on 08 October 2030 and, if vested, can be converted to ordinary shares at \$nil exercise price. In addition, 13,500,000 unlisted options were issued on 8 October 2025 to staff with an exercise price of \$0.11 and expiring on 8 October 2030.

Further, on 24 December 2025, the Company issued 8,750,000 options to staff with an exercise price of \$0.125 and expiring on 24 December 2029.

Cancellation of shares and buy back

On 29 December 2025, the Company cancelled the issuance of 6,928,586 ordinary shares previously issued erroneously for \$nil compensation upon vesting of Performance Rights, effectively resulting in a buy back for \$nil.

Annual General Meeting results

On 20 November 2025, the Company convened its financial year 2025 Annual General Meeting (AGM) where four of the five resolutions put to members were carried, including the re-election of Dr Patricia Walker, Mr Daniel Sharp and Mr Stewart Washer. The Company notes that at the AGM, the resolution to adopt the remuneration report was not carried at the meeting. As such, the Company has undertaken an extensive process to engage with key shareholders and consultants to remedy the concerns noted at the meeting.

Remuneration of Key Management Personnel

During the December 2025 quarter, the Company paid \$1.2 million 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. Included in these payments is approximately \$0.6 million of bonuses paid to key management personnel earned during financial year 2025 and paid in October 2025.

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 *Sofdra*, its product 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/>

For more information, please contact:

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Cautionary Note on Forward-Looking Statements

Forward-looking statements can generally be identified by the use of forward-looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "predict", "plan", "propose", "will", "believe", "forecast", "estimate", "target" "outlook", "guidance" and other similar expressions and include, but are not limited to, plans and prospects for the Company, the Company's strategy, future operations, the expected timing and/or results of regulatory approvals and prospects of commercialising product candidates or research collaborations with its partners, including in Japan, the outcome and effects of *Sofdra* and the market for *Sofdra*. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. The forward-looking statements contained in this Presentation are not indications, guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of Botanix, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. Investors should consider the forward-looking statements contained in this Presentation in light of those disclosures and not place undue reliance on such statements. Except as required by law or regulation, Botanix undertakes no obligation to update forward-looking statements

Appendix 4C

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

Name of entity

Botanix Pharmaceuticals Limited

ABN

70 009 109 755

Quarter ended ("current quarter")

31 December 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from royalties	435	939
1.2 Receipts from product sales, net of deductions	11,890	20,161
1.3 Payments for gross to net deductions from product sales	(5,051)	(7,717)
1.4 Payments for		
(a) Product manufacturing	(2,705)	(4,876)
(b) Operating costs	(14,665)	(24,906)
(c) Staff costs	(4,588)	(8,059)
(d) General and administration	(1,454)	(3,327)
(e) Royalties	(598)	(1,093)
1.5 Interest received	303	705
1.6 Interest paid	(791)	(1,322)
1.7 Other	-	(844)
1.8 Net cash from / (used in) operating activities	(17,224)	(30,339)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(f) entities	-	-
(g) businesses	-	-
(h) property, plant and equipment	-	-
(i) investments	-	-
(j) intellectual property	-	-
(k) other non-current assets	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
2.2	Proceeds from disposal of:		
	(l) entities	-	-
	(m) businesses	-	-
	(n) property, plant and equipment	-	-
	(o) investments	-	-
	(p) intellectual property	-	-
	(q) other non-current assets	-	-
2.3	Cash flows from loans to other entities	(436)	(436)
2.4	Dividends received (see note 3)	-	-
2.5	Other	-	-
2.6	Net cash from / (used in) investing activities	(436)	(436)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	21	21
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	(39)	(2,370)
3.8	Dividends paid	-	-
3.9	Other (payment for right-of-use asset)	(136)	(244)
3.10		(175)	(2,593)
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	49,246	64,888
4.2	Net cash from / (used in) operating activities (item 1.8 above)	(17,224)	(30,339)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(436)	(436)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(175)	(2,593)
4.5	Effect of movement in exchange rates on cash held	87	(22)
4.6	Cash and cash equivalents at end of period	31,498	31,498

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	31,498	49,246
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)	31,498	49,246

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	1,240
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 <i>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.</i>	Total facility amount at quarter end ⁽¹⁾ \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	44,823	29,882
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	44,823	29,882
7.5	Unused financing facilities available at quarter end		14,941
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.		
	(1) Facility is with Kreos Capital VII (UK) Limited ("Kreos") for a loan facility of up to the euro equivalent of US\$30 million. Tranche A of US\$20M was drawn on 10 June 2025 and a further US\$10M (Tranche B) may be drawn down up to 1 October 2026 subject to draw down conditions, which are fully disclosed in the Company's Annual Report, Note 10. Due to these draw down conditions, no portion of this facility was available for Tranche 2 on 31 December 2025. The loan is secured by the assets of Botanix and its subsidiaries. Kreos had the option to convert part of the loan into fully paid ordinary shares in the Company under certain conditions. Interest on the facility is 9.95% per annum. Maturity date of 1 October 2028 for Tranche A and 1 July 2029 for Tranche B.		
	Refer to ASX Release 10 June 2025 Botanix Signs Debt Facility with Kreos Capital and the Company's Annual Report, Note 10 released 29 August 2025.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.8)	(17,224)
8.2	Cash and cash equivalents at quarter end (item 4.6)	31,498
8.3	Unused finance facilities available at quarter end (item 7.5)	14,941
8.4	Total available funding (item 8.2 + item 8.3)	46,439
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	2.70
	<i>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.</i>	
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	
	<i>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.</i>	

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: 27January 2026

Authorised by: the Board of Botanix Pharmaceuticals Limited

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.

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 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.

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