

18 March 2026

## Botanix Presents at Euroz Hartleys Institutional Conference

**Philadelphia PA and Phoenix AZ, 18 March 2026:** Commercial dermatology company, Botanix Pharmaceuticals Limited (ABN 70 009 109 755) (ASX:BOT, 'Botanix' or 'the Company'), is pleased to announce the Company's participation in the annual Euroz Hartleys Institutional Conference. The attached presentation will be delivered today by Botanix CEO Dr Howie McKibbon.

Release authorised by

**Vincent 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*<sup>®</sup>, 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/>

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# Botanix Pharmaceuticals Presentation

Euroz Hartleys Rottnest Island  
Institutional Conference

18 March 2026

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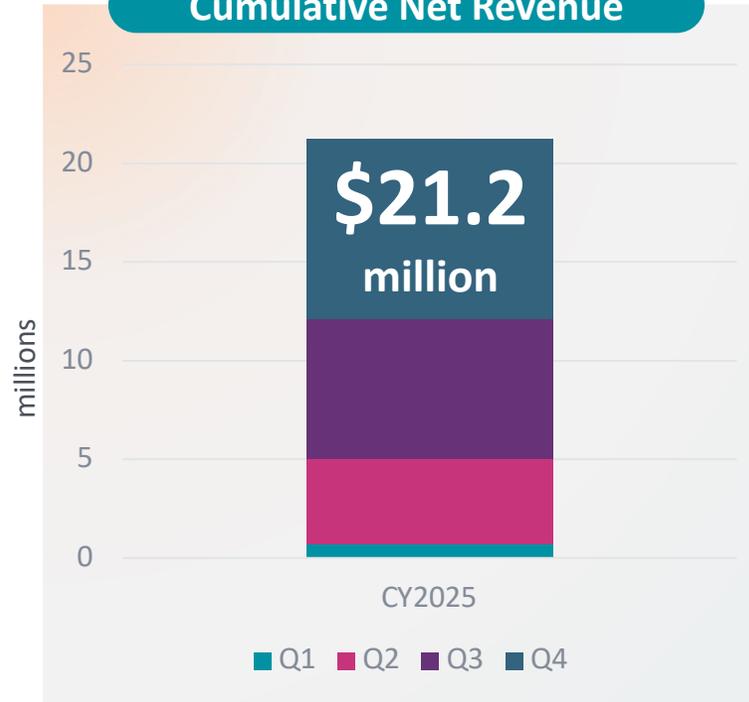
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# Key accomplishments in first 11 months of Sofdra® launch

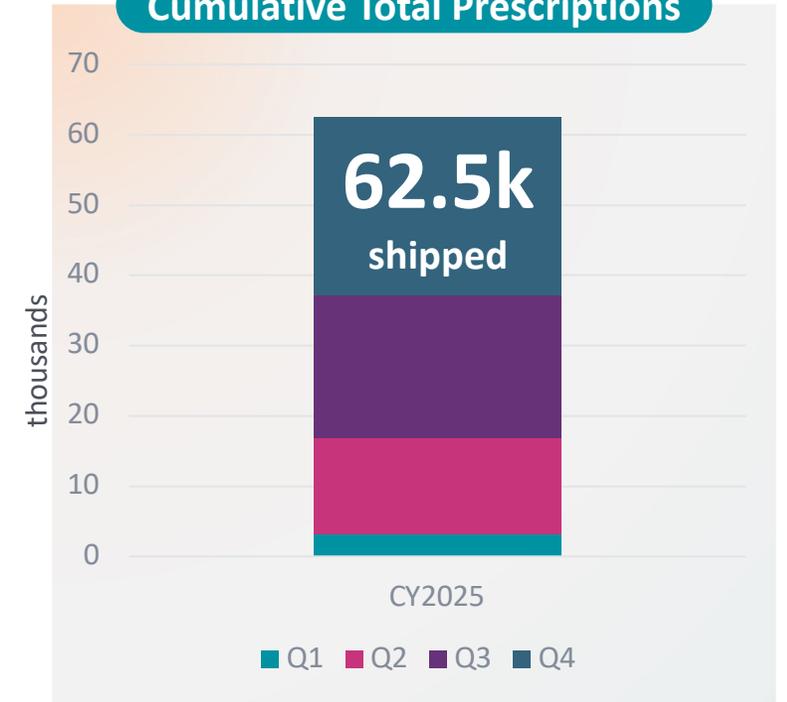
Cumulative Gross Revenue



Cumulative Net Revenue



Cumulative Total Prescriptions



Sales Force Expanded from

**27 to 50**  
in October 2025

Outstanding Fill Rates

**2.5x**  
Industry Standard

Strengthened Patent Protection to

**2040**

# Corporate overview: Growing dermatology pharmaceutical company with high physician satisfaction for *Sofdra*<sup>®</sup>

## Dermatology Focused

*Sofdra* is the first and only new chemical entity FDA approved to treat excessive underarm sweating (primary axillary hyperhidrosis)

## Innovative Platform

Direct to Patient fulfilment platform improves patient compliance and increases profitability

## Capital Position

Cash of A\$31.6 million, and an additional A\$14.9 million (before costs) received under tranche 1 of the placement  
Additional ~A\$30.1 million in capital raise commitments<sup>1</sup>  
Additional A\$14.9 million of undrawn debt capacity<sup>2</sup>

## Positioned for Growth

50 highly productive sales professionals driving demand through an innovative fulfilment platform

# Botanix is led by an experienced group of dermatology executives



**VINCE IPPOLITO**  
Executive Chairman



**HOWIE MCKIBBON**  
Chief Executive Officer



**CAREY HERBERT**  
Chief Legal & Compliance Officer



**CHRIS LESOVITZ**  
Chief Financial Officer, U.S.



**LEISHA MARTIN**  
VP, Quality, Regulatory & PV



**PAUL SEABACK**  
Chief Technical Officer



**MARTINA CARTWRIGHT**  
VP, Medical Affairs

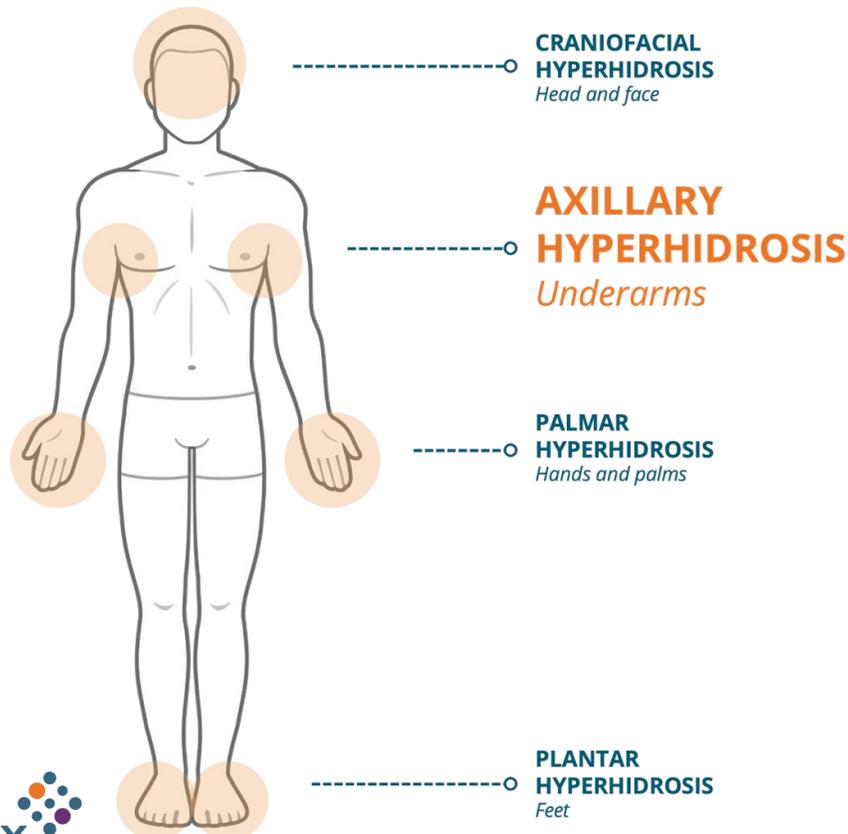


**>30**  
**successful**  
**dermatology**  
**product**  
**launches**

*developed, secured  
approval for, and  
commercialised*

# Hyperhidrosis is a medical condition characterised by excessive sweating

Hyperhidrosis patients have excessive sweating beyond what is needed to maintain normal body temperature<sup>1</sup>



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Sources: 1. Doolittle J, et al. Hyperhidrosis: an update on prevalence and severity in the United States. *Arch Dermatol Res*. 2016;308:743-749.; 2. Kamudoni P, et al. The impact of hyperhidrosis on patients' daily life and quality of life: a qualitative investigation. *Health Qual Life Outcomes*. 2017;15:121; 3. Parashar K, Adlam T, Potts G. the impact of hyperhidrosis on quality of life: a review of the literature. *AJCN*. 2023;24(2):187-198.; 4. Glaser DA, et al. Understanding patient experience with hyperhidrosis: a national survey of 1,985 patients. *JDD*. 2018;17:392-396.; 5. Bahar R, et al. The prevalence of anxiety and depression in patients with or without hyperhidrosis (HH). *JAAD*. 2016;75:1126-1133.

## Hyperhidrosis Poses Day-to-Day Challenges for Patients<sup>1-4</sup>



Frequently change clothes



Place napkins or pads under their arms or their pockets



Freshen up by wiping or bathing

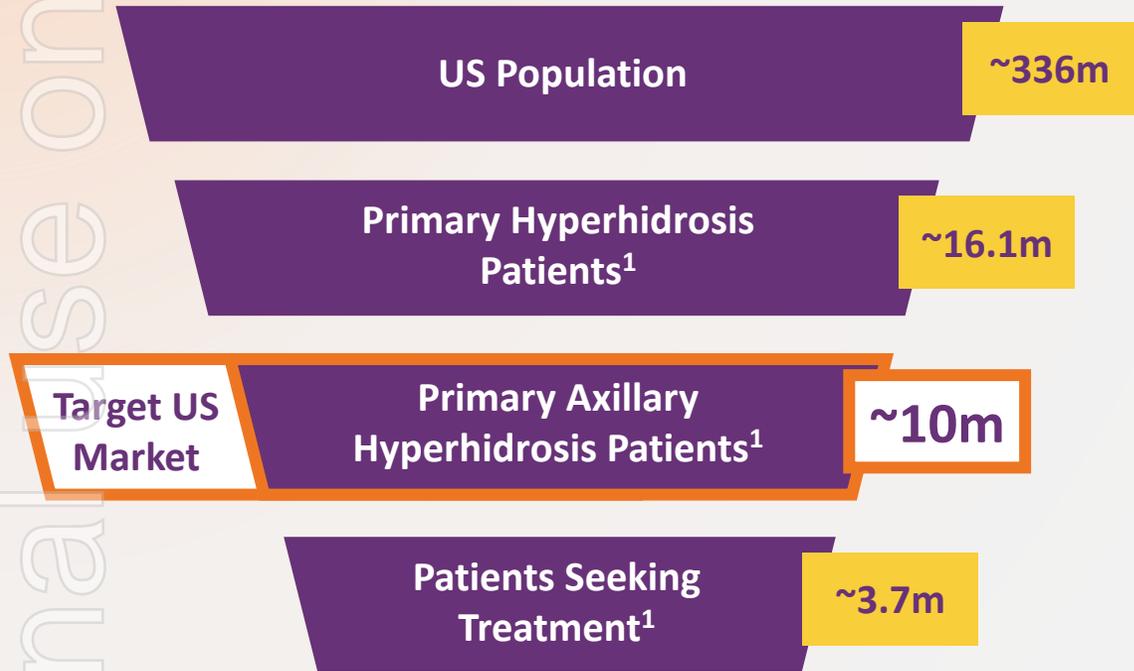


Hide under dark-colored, bulky clothes

Many hyperhidrosis patients report **negative psychological impacts** including **persistent worry, disrupted social lives, heightened anxiety, and depression**<sup>5</sup>

# Primary hyperhidrosis affects twice as many patients as psoriasis and is the third largest patient category in dermatology

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16.1m

PRIMARY HYPERHIDROSIS PATIENTS



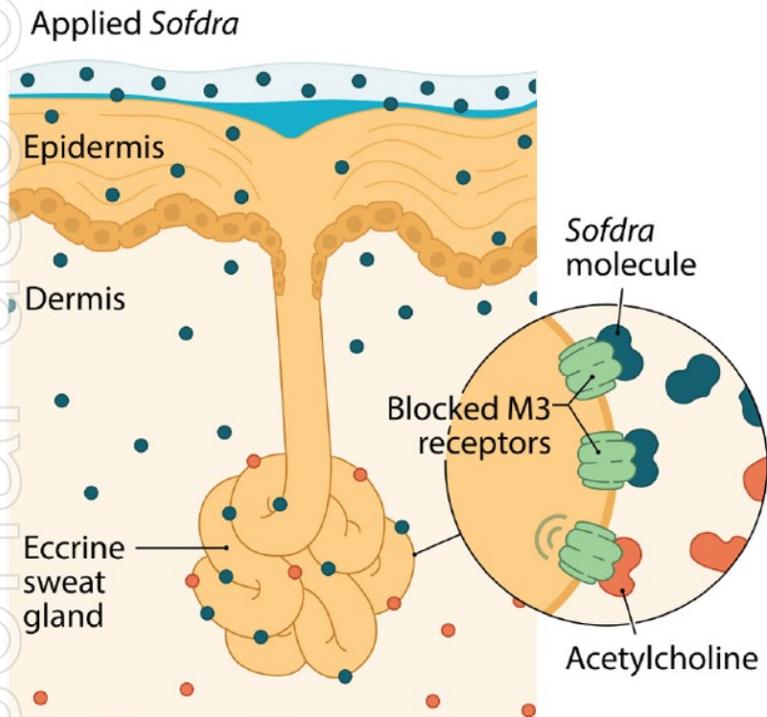
7.5m

PSORIASIS PATIENTS<sup>2</sup>



# Sofdra<sup>®</sup> is the first and only new chemical entity for primary axillary hyperhidrosis, providing a safe and effective treatment option

Sofdra binds selectively to **M3 receptors** in the sweat gland, **blocks acetylcholine** to inhibit sweat, and is rapidly metabolised<sup>1</sup>



## FDA-Approved Indication<sup>2</sup>

The treatment of primary axillary hyperhidrosis in adults and pediatric patients 9 years of age and older

## Efficacy<sup>2</sup>

High statistical significance across co-primary endpoints: Patient Reported (HDSM-Ax-7) and Objective (GSP)

## Safety and Tolerability<sup>2</sup>

Well-tolerated with adverse events that were mostly mild or moderate and transient; No serious TEAEs were reported

## Proprietary Drug Delivery System

Applicator helps limit unwanted drug contact to hands during application and ensures consistent dosing



# Sofdra<sup>®</sup> is well positioned as a first-line prescription treatment

## Antiperspirants

OTC



CLINICAL STRENGTH



## New Chemical Entities



## Older Prescription Products

ALUMINUM CHLORIDE



REFORMULATED ORAL DRUG INTO A SOLUTION



REFORMULATED ORAL DRUG INTO A WIPE



## Invasive Procedures

BOTOX INJECTION



HEAT ENERGY DEVICE



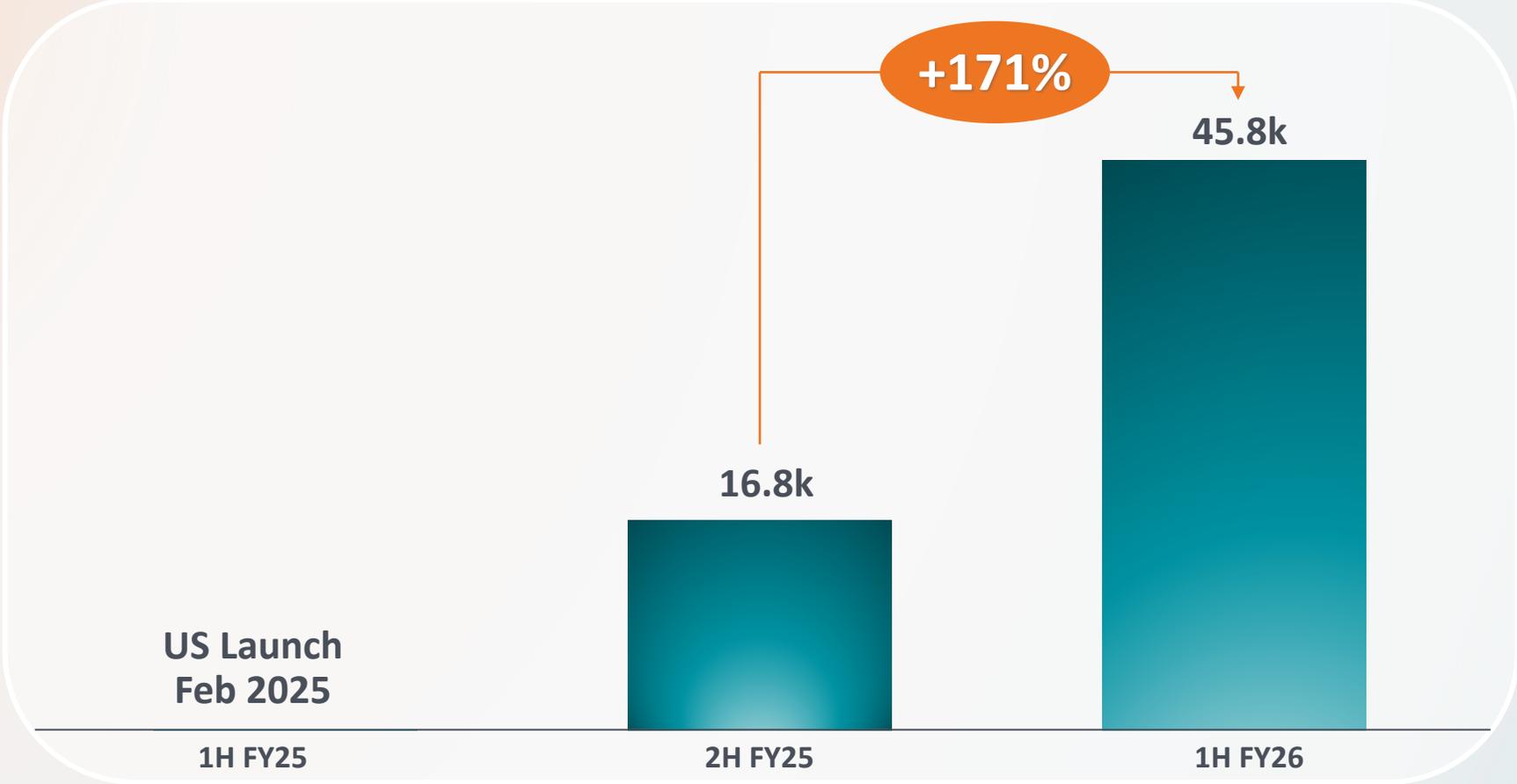
## Surgery

CUTTING NERVES



# Sofdra<sup>®</sup> TRx shipments grew 171% in 1H FY26

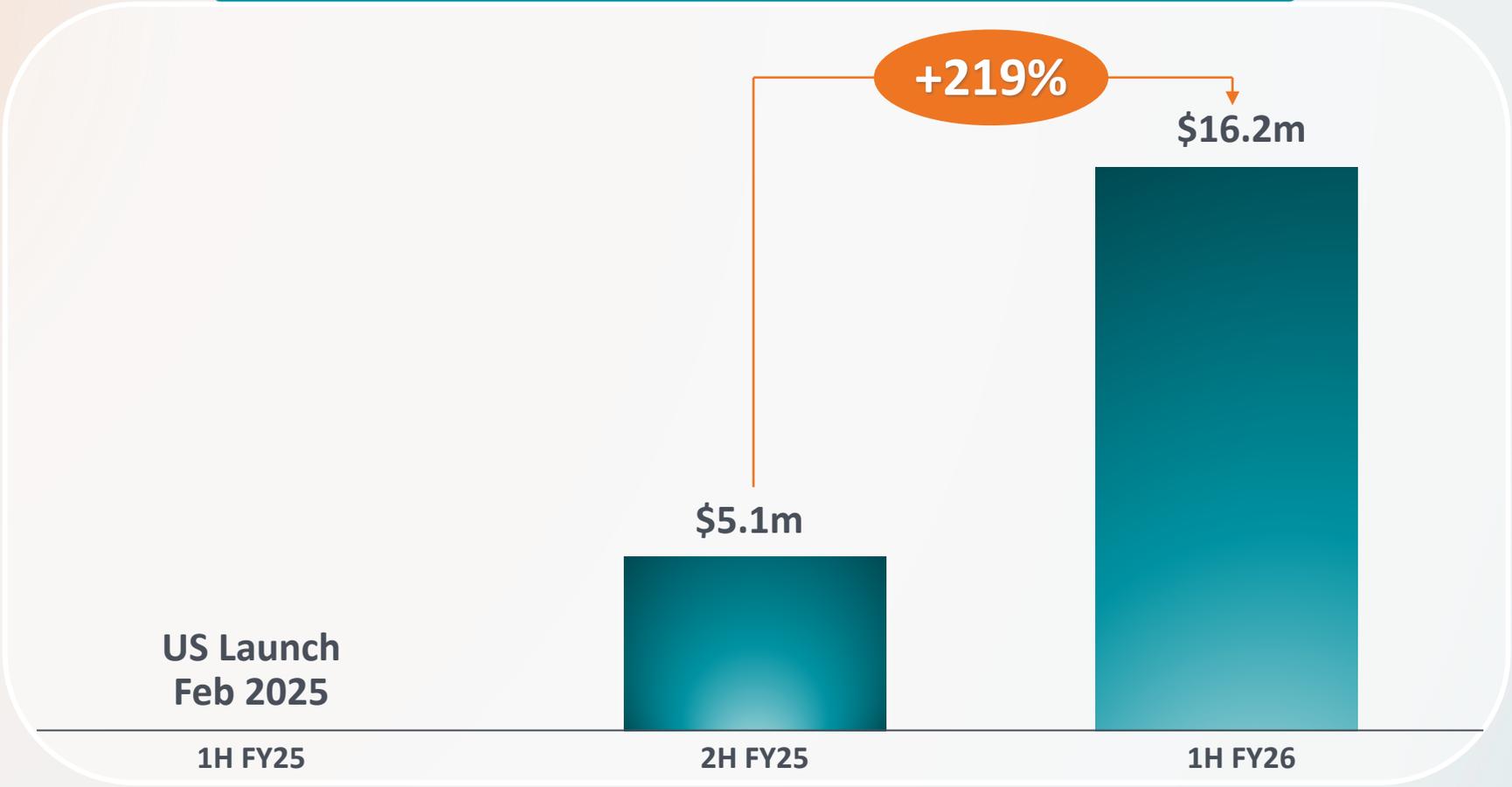
## Growth in Volume of Total Prescriptions Shipped



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# Net revenue is accelerating in step with prescription growth

## Sofdra<sup>®</sup> Net Revenue<sup>1</sup>

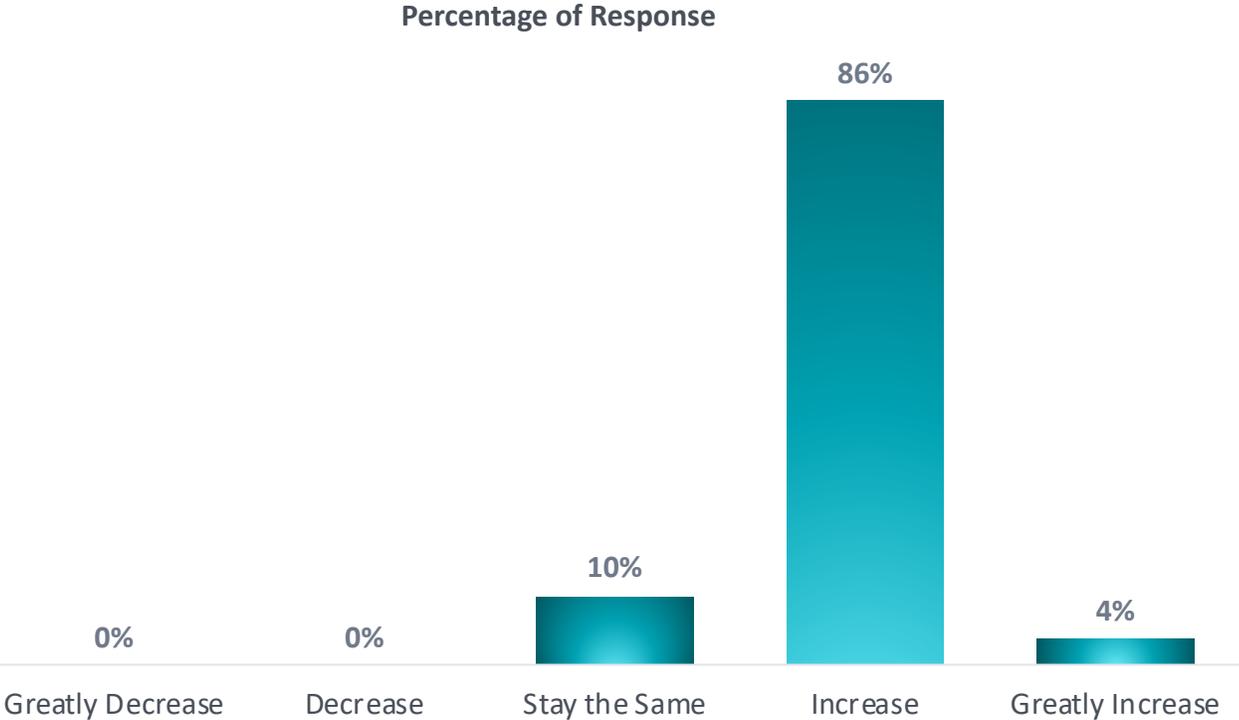


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Note: 1. Does not include royalty revenue.

# 90% of surveyed healthcare professionals (HCPs) expect to increase *Sofdra*<sup>®</sup> prescribing in the next six months

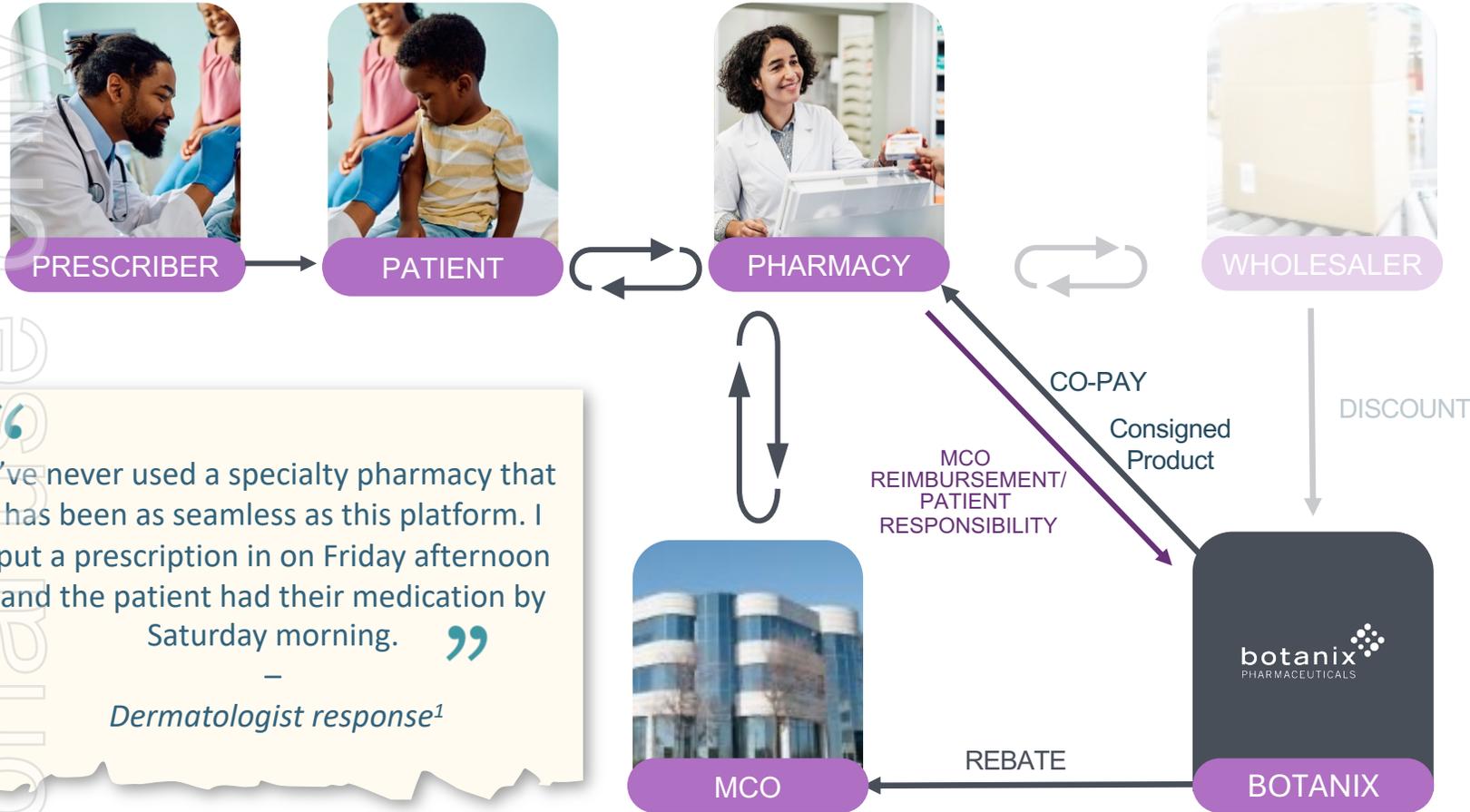
■ Is your prescribing of *Sofdra* likely to increase or decrease in the next 6 months?



### Primary Drivers of *Sofdra* Prescriptions

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

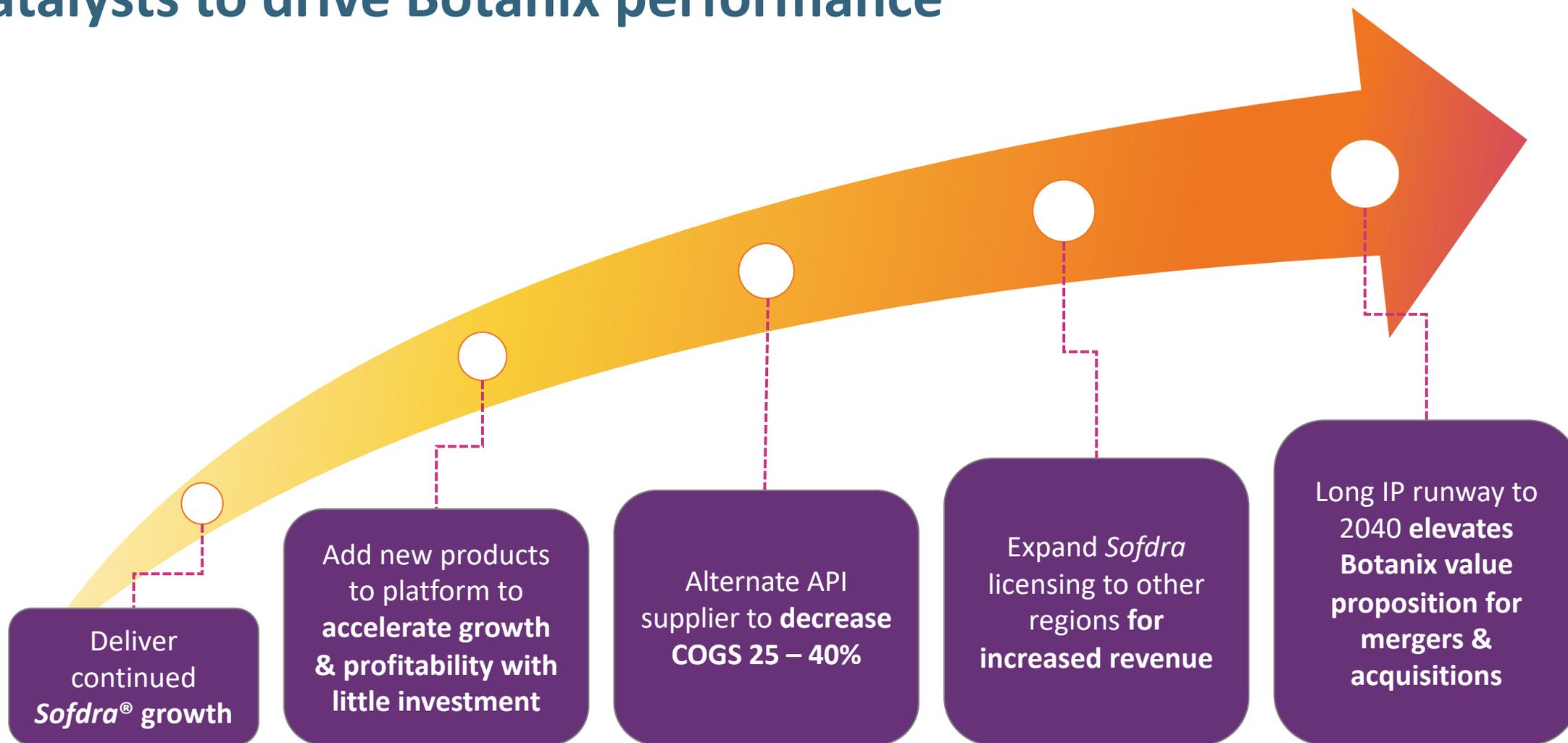
# Platform has unique capabilities and is primed for additional products



- ✓ Seamless fulfilment
- ✓ Increase in reimbursed prescriptions
- ✓ High refill adherence rates
- ✓ Increased profitability—bypassing the wholesaler
- ✓ Faster decisions due to rapid insights

“I’ve never used a specialty pharmacy that has been as seamless as this platform. I put a prescription in on Friday afternoon and the patient had their medication by Saturday morning.”  
 —  
 Dermatologist response<sup>1</sup>

# Catalysts to drive Botanix performance



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# Three key pillars drive Botanix's near- and long-term value

## Strong Opportunity for *Sofdra*<sup>®</sup>

- Large underserved market of 10 million patients
- Prescribers are highly responsive to promotion
- Overwhelmingly high physician and patient satisfaction
- Patent protection to 2040

## Differentiated Fulfilment Platform

- Improves profitability
- Fill rate 2.5 times industry standard
- High rate of fully reimbursed prescriptions
- High physician and patient satisfaction confirmed by market research

## Solid Foundation for Growth & Profitability

- Manufacturing efficiencies increase gross profit
- Validated platform is scalable & ready to add new products
- Sales force expansion to 50 is complete
- 90% of surveyed prescribers expect to increase *Sofdra* prescribing in next 6 months

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