



Botanix Pharmaceuticals

Annual General Meeting 2024



September 2024

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Highly experienced board and management team

Developed,
secured approval
for, and
commercialized
over 30 successful
dermatology
products



VINCE IPPOLITO
Executive Chairman

- COO of Anacor and Medicis; former President of Dermavant more than 17 years at Novartis
- More than 35 years experience in pharma with 20+ years within dermatology



HOWIE MCKIBBIN
Chief Executive Officer

- Former SVP Commercial of Dermavant, Anacor and Medicis
- 25+ years working in dermatology—launched more than 15 brands and managed over 35 dermatology products



DR PATRICIA WALKER
Chief Medical Adviser

- Former President and head of R&D Brickell Biotech
- Former CMO/CSO at Kythera, Inamed and Allergan Medical responsible for multiple products including Botox® and Tazorac®



MATT CALLAHAN
Board Executive Director

- Serial life sciences exec, lawyer and ex-investment director of two venture capital firms
- Co-founder Botanix, Churchill Pharma, iCeutica, Orthocell, Dimerix, Respiration Pharma



DR BILL BOSCH
Board Director

- 30+ years experience in pharma industry
- Co-inventor of SoluMatrix™ drug delivery technology and NanoCrystal® Technology



JOHN SCHOHL
VP Managed Markets

- Former SVP Commercial Operations Medicis
- 30+ years experience in pharma industry with 23+ years within dermatology



DAVID MORGAN
Head of Corporate Affairs

- 30 years as an ad agency principal
- Clients included Intel, Citibank, and Qwest (CenturyLink)
- Vice President responsible for the Medicis in-house ad agency



DR JACK HOBLITZELL
SVP Pharmaceutical Development

- 30+ years leading world-class technical operations
- Senior leadership roles at Assertio Therapeutics, Pfizer, King, Ivax and Teva



DR BORIS MEYERSON
Chief Business Officer

- Launched four pharma companies
- 20+ years in dermatology
- Proven expertise in commercial operations

Expanding team supports *Sofdra*TM commercialisation



JOHN WALSH
Vice President, Sales



SHEETAL SAHEL
Vice President, Marketing



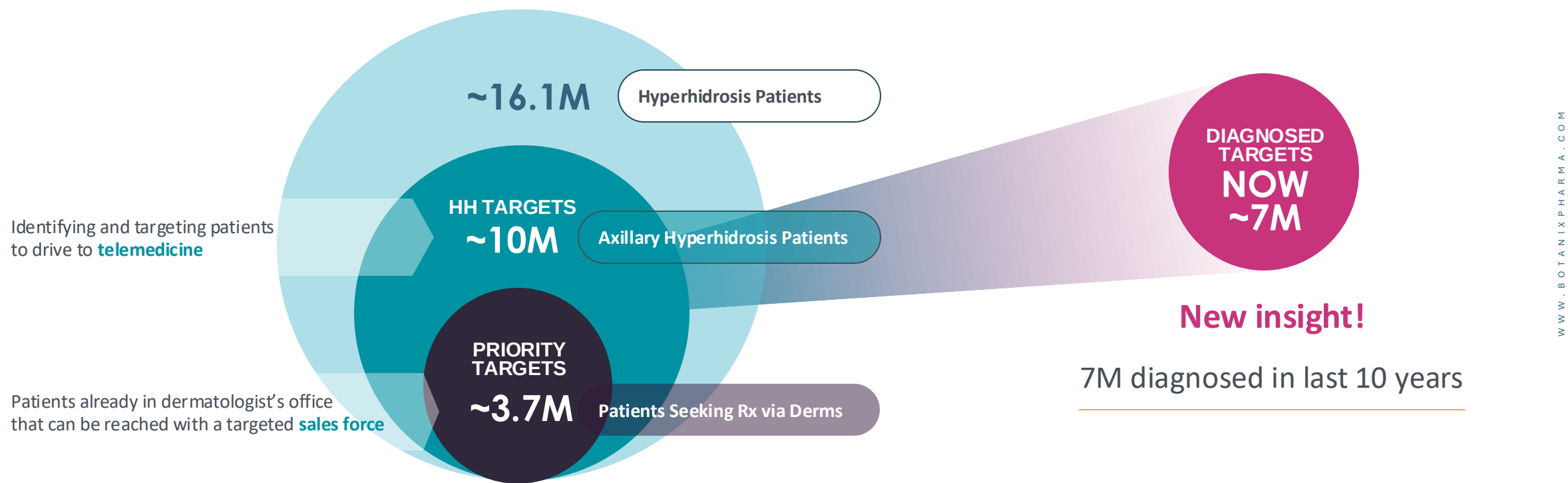
CHRIS LESOVITZ
Chief Financial Officer, USA



LEISHA MARTIN
VP, Quality & Regulatory

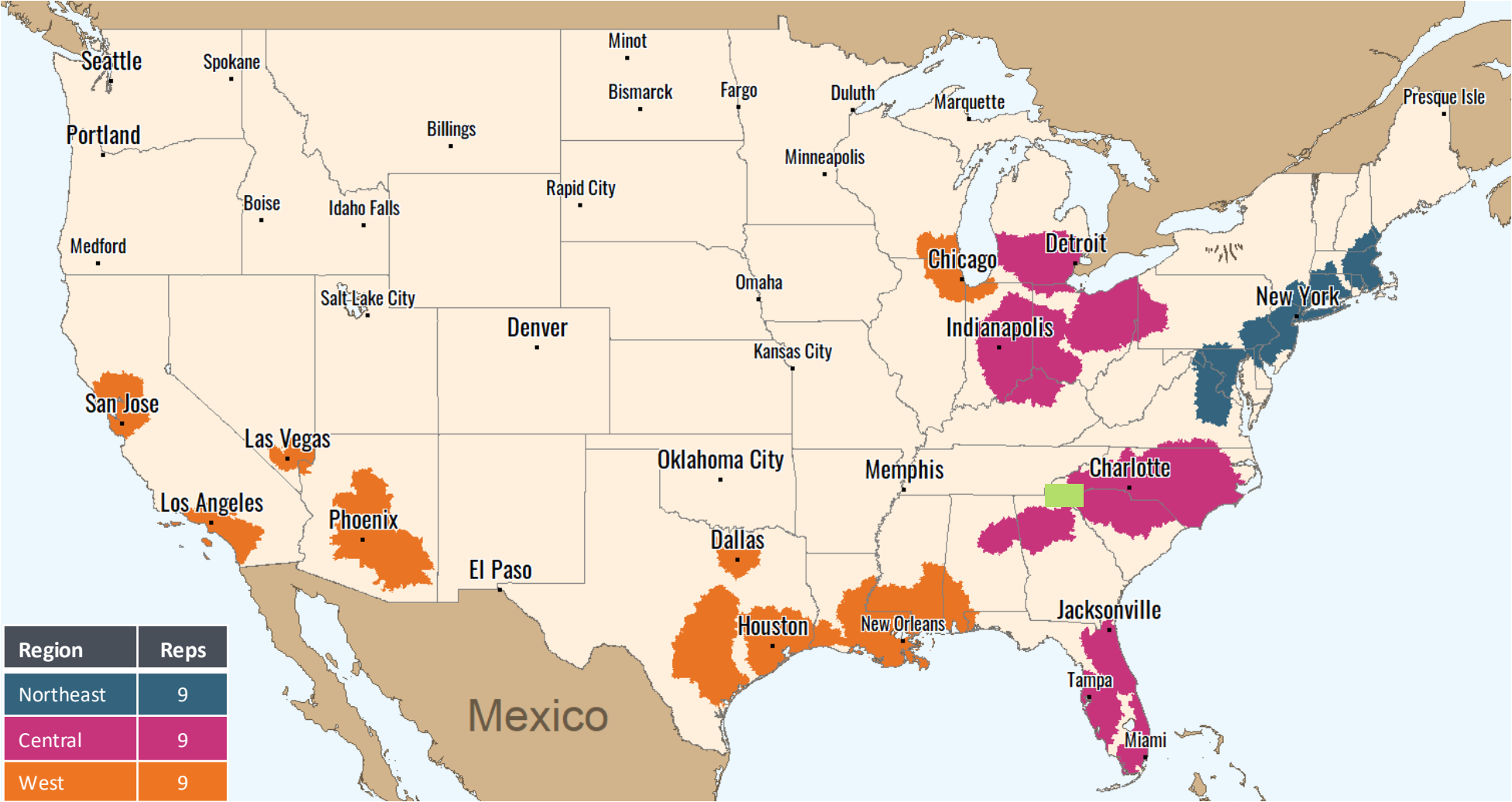
SALES	MARKETING	BUSINESS OPERATIONS	FINANCE & CORPORATE
CHRIS BALIJA Regional Manager	KEVIN WOJCIECHOWSKI Head HCP Marketing & Training	MENG JIA Sr Director, Data Warehouse	SHARON FOX-MEYERS US Controller
FABIO MUNROE Regional Manager	KATHERINE BARNES Marketing Coordinator	DARIN VANARSDALEN Director,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

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

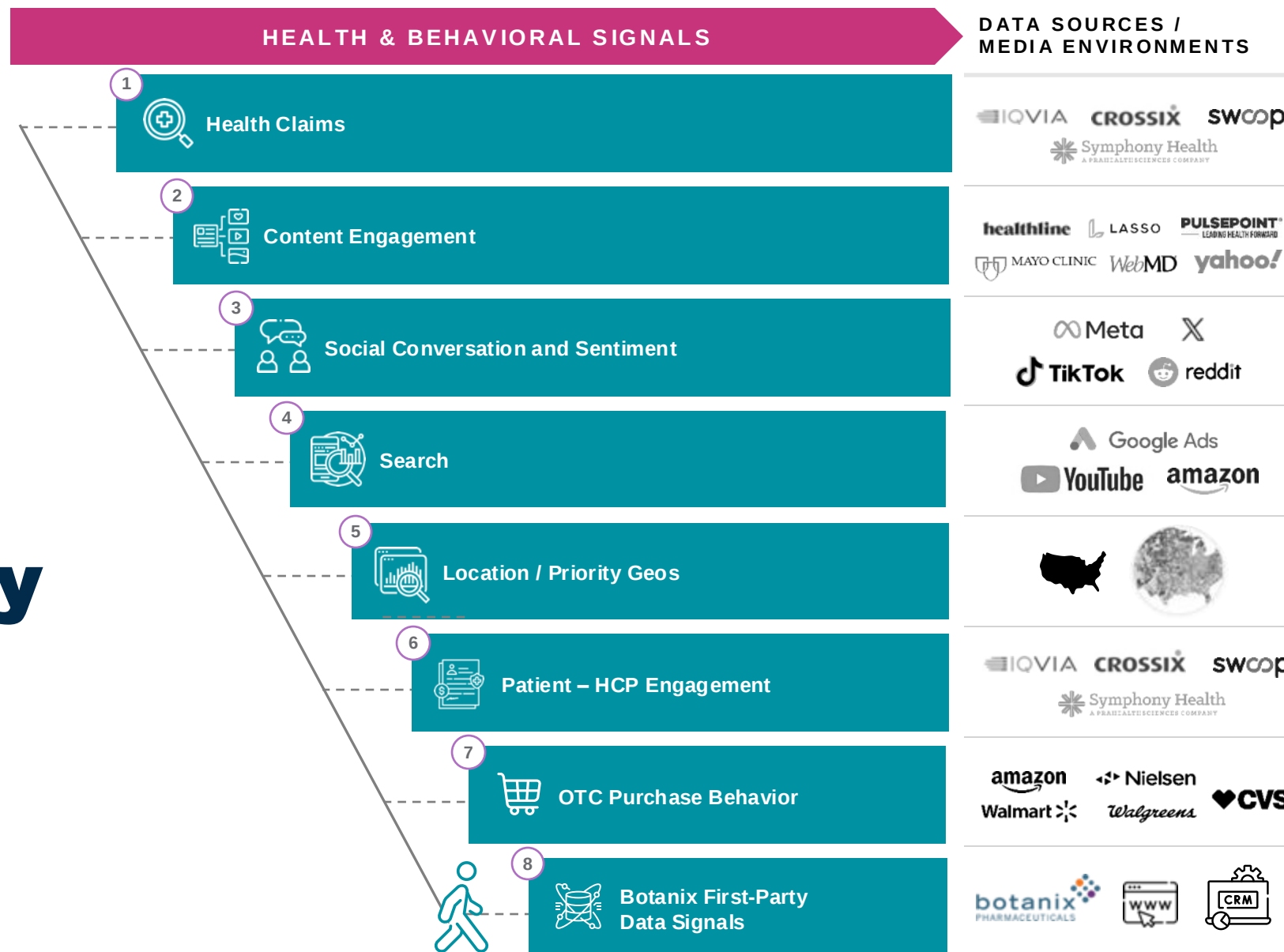


Botanix sales force deployment

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



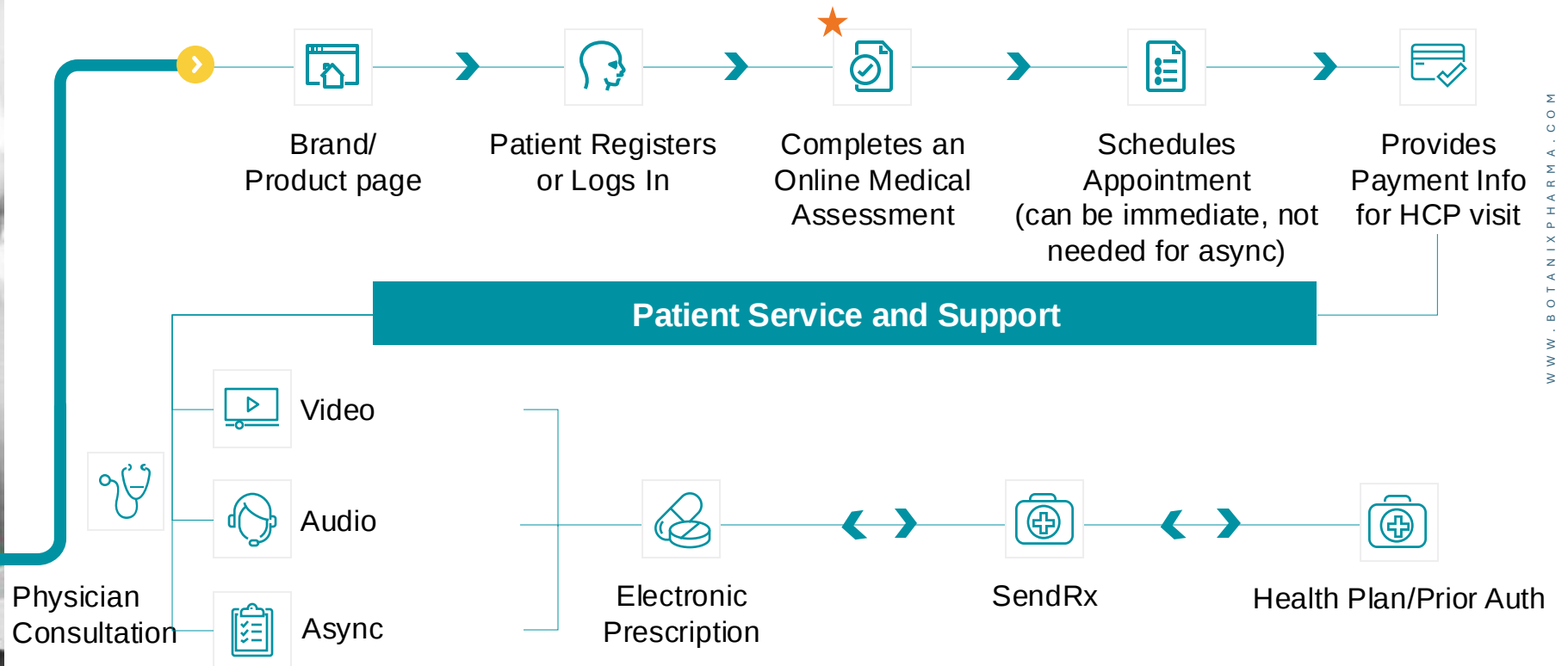
Distinct health and behavioral signals identify patients in the most need, exactly when they need it



Patient Path – UpScript’s fully integrated model allows patients direct access from anywhere 24/7



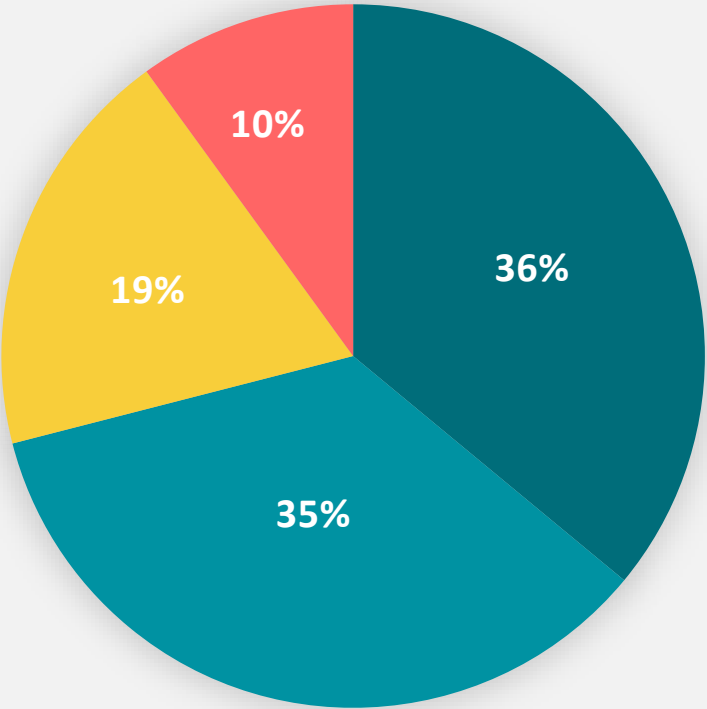
Sofdra™ Patient Path



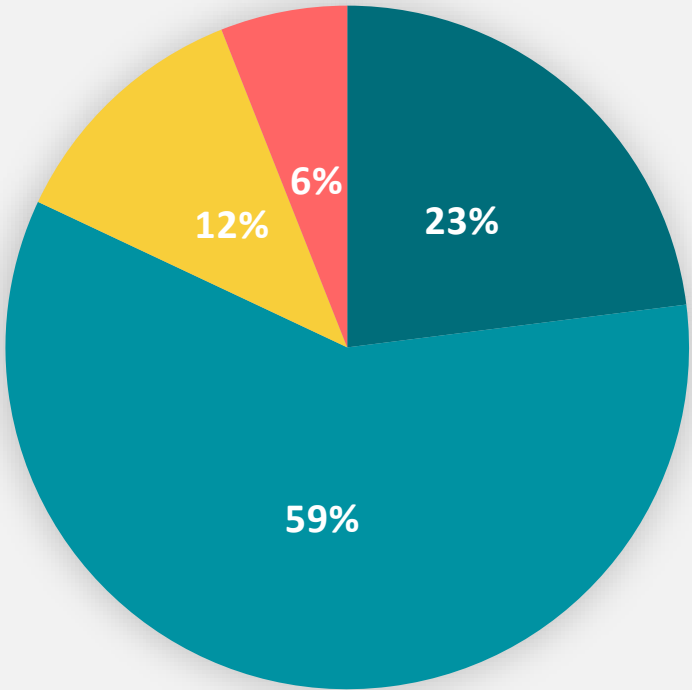
★ Information gathered in the “Online Medical Assessment” allows the UpScriptHealth physician network to work expeditiously with SendRx to process Prior Authorizations

Expected Sofdra™ coverage

Expected Sofdra Coverage
Commercial Lives (167M)



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



Payer success continues

- ❖ Contracts already signed or currently being signed with Commercial Payers that represent ~80M commercial lives
- ❖ Finalizing terms on contracts with Commercial Payers representing a further ~80M lives in the coming weeks
- ❖ On track to have ~72M Medicaid lives eligible
- ❖ Contracts signed and being negotiated reflect the expected Payer coverage mix (see chart previous slide)
- ❖ Where there *are* Payer restrictions, those restrictions only limited to those negotiated:
 - ensuring that the patient actually *has* the medical condition per the label; and/or
 - the patient confirms they've tried an existing product such as Drysol™

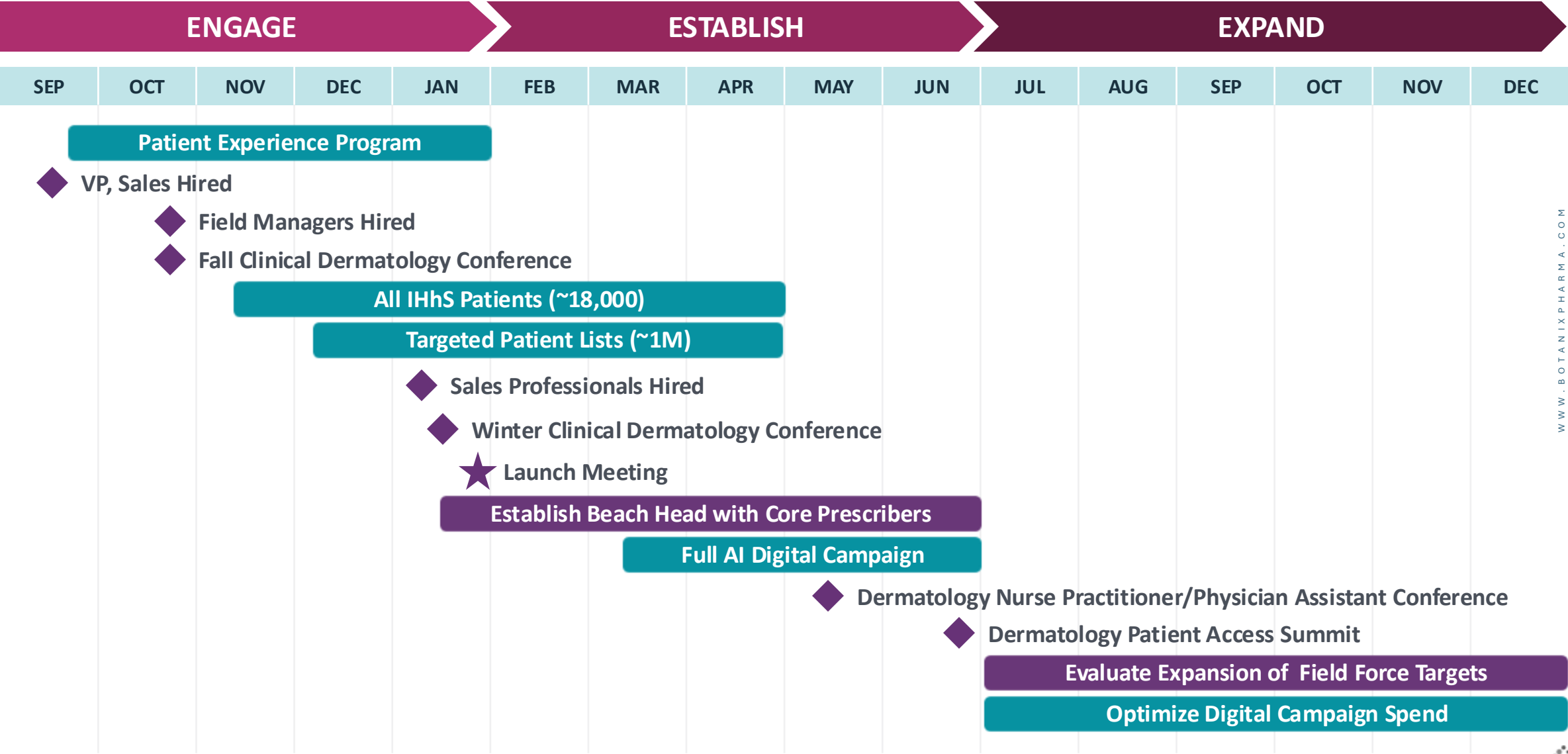
On track to have the entire commercial lives target pool contracted at target price, rebate levels and Payer restrictions

Patient Experience Program initiated



- ❖ Specific patients have been identified from the IHhS database to gain early access to *Sofdra*
- ❖ Marketing materials, surveys and presentations complete reflecting launch messaging and positioning are complete
- ❖ Introductory seminar to be hosted by IHhS President Lisa Pieretti scheduled
- ❖ First prescriptions will follow the seminar, with clearance of each patient's insurance and shipping direct from SendRx to the patient's door
- ❖ Refills will be sent to these first patient users in advance of expanded digital program and broader commercial launch in Q1 CY2025

Planned commercialization timeline



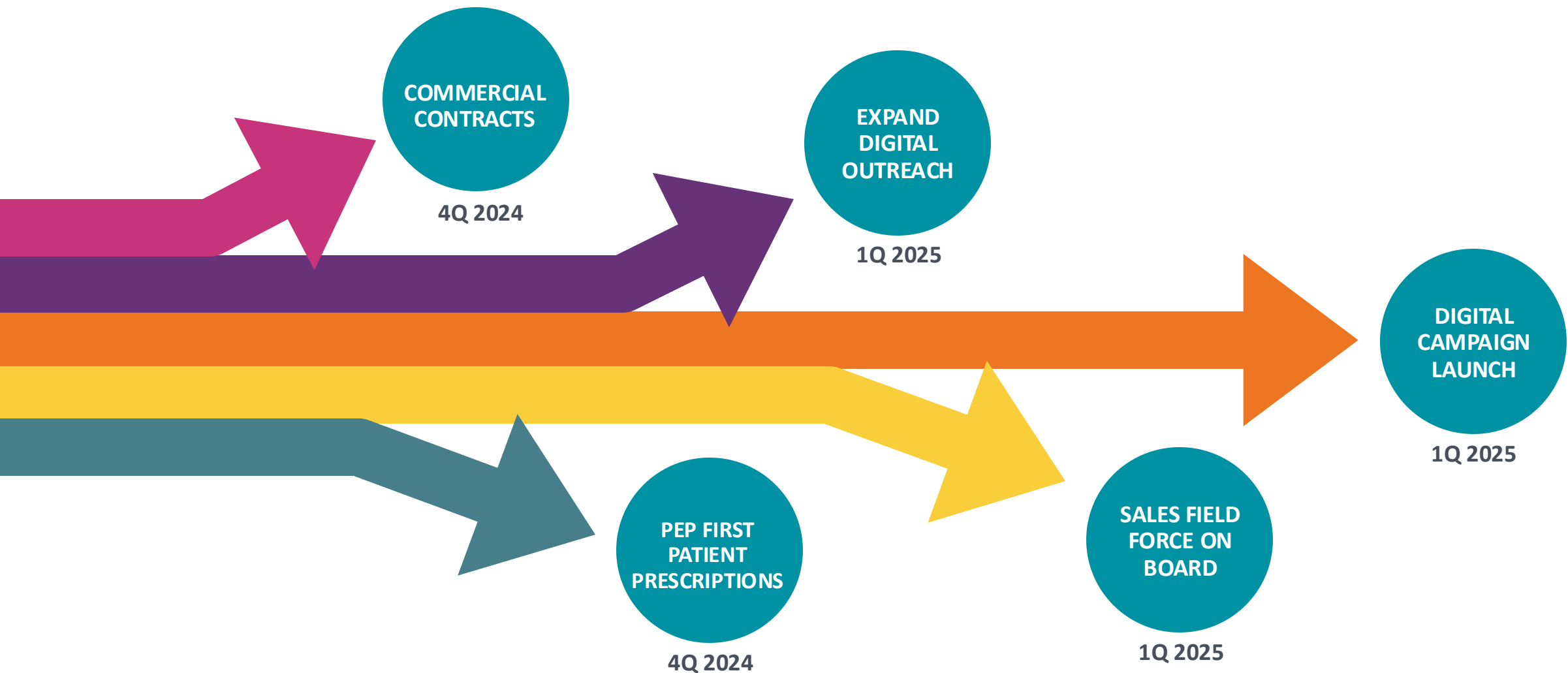
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Manufacturing inventory in place

- ❖ Launch supplies manufactured by partner CPL and both warehouse operations and direct to pharmacy option in place
- ❖ Significant investment in drug substance, bottles, labels, packaging etc to meet anticipated demand and provide flexibility for future supply
- ❖ Commercial technical team hired to augment manufacturing expertise



Upcoming milestones*



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Sofdra™ commercial success is built on 3 pillars

1

LARGE MARKET AND ENGAGED POPULATION

AXILLARY
HYPERHIDROSIS
PATIENTS

~10M

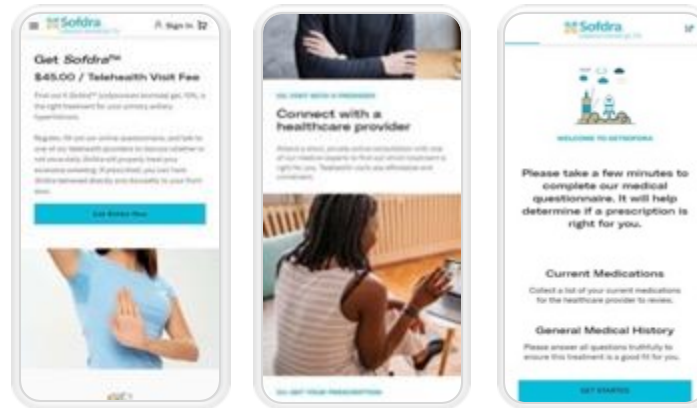
PATIENTS
SEEKING RX
WITH DERM

~3.7M

- ❖ 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

FRICTIONLESS 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

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