# EURØZ HARTLEYS

QUARTERLY RESULT | PUBLISHED ON 29 JULY 2025

# **BOT: Nothing to Sweat About - Balance Sheet in Good Shape**



# BOT.ASX | BOTANIX PHARMACEUTICALS LIMITED | HEALTHCARE | BIOTECHNOLOGY

RECOMMENDATION

PRICE TARGET PRICE
A\$0.17/sh
A\$0.40/sh

A\$0.40/sh BUY

(UNCHANGED) (UNCHANGED)

## **Event**

BOT has released its June guarter 4C

# **Impact**

The update provided welcome clarity on BOT's funding position, which had remained the key uncertainty following the recent trading update. Most notably, the company confirmed it is funded through to profitability. Key metrics from the release included:

- Operating cash outflow of A\$28.4 million (vs EH est. A\$25.9 million), including A\$11.2 million in inventory purchases
- Cash at June of A\$64.9 million (vs EH est. A\$70.9 million), with a further A\$15.3 million in undrawn debt available (subject to meeting certain milestones)

The variance relative to our forecasts is mainly due to higher inventory purchases (~A\$27 million held at June) and A\$2.6 million in debt-related transaction costs.

This quarter likely marks peak cash burn. BOT expects a rapid decline in cash outflows for the September quarter, with no further inventory purchases planned for 1H FY26, stable core operating costs, and expected rising revenues.

Operating cash outflow should decline by ~40% next quarter to ~A\$17 million, purely from the absence of inventory purchases. Factoring in our forecasted revenue growth – supported by a larger sales force and improving gross-to-net yields – cash outflow should fall further towards circa A\$15 million for the quarter (all else equal).

Considering the A\$64.9 million in cash and total liquidity of A\$80.2 million (including undrawn debt), BOT appears well funded. We model breakeven occurring in FY27.

While the recent trading update fell short of expectations (see research <a href="here">here</a>), we believe the market could now be underestimating the pace of prescription growth. BOT is aggressively expanding its commercial footprint: six new reps joined in 1Q FY26, with a further 17 expected in 2Q, taking the field force to 50 (vs 27 in the June'Q). These hires are funded via internal budget reallocation, requiring no material incremental spend.

The addition of these reps – even assuming flat productivity (i.e., prescriptions per rep) – would lift monthly prescriptions from ~5,600 in June to ~10,300 by February, driving >100,000 prescriptions in FY26 (>6x FY25 total prescriptions). In practice, the sales force has shown consistent productivity gains month-on-month since launch. We remain conservative in our modelling, incorporating only modest productivity improvements. We forecast ~127,200 prescriptions and A\$56.8 million in net revenue for FY 26.

## **Action**

#### We maintain our Buy recommendation and \$0.40 Price Target.

The update brought welcome clarity on BOT's funding position — a key unknown after the recent trading update. With everything now laid out, the share price reaction looks overdone. BOT now trades  $\sim$ 70% below recent 52-wk highs. At current levels, we believe the market is pricing in minimal commercial success. BOT trades at a  $\sim$ 62% discount to the average forward sales multiples of comparable ASX-listed biotechs at launch.

## **Catalysts**

Quarterly Updates / Full Year Results

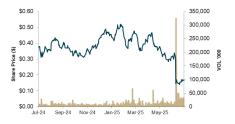
#### **Analysts**

#### Seth Lizee

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Share Price	0.17	A\$/sh	
Price Target	0.40	A\$/sh	
Valuation	0.40	A\$/sh	
Discount Rate	10%	%	
Terminal Growth Rate	0%	%	
Shares on issue*	2,162	m, dil	
Market Capitalisation	356.7	A\$m	
Enterprise Value	299.7	A\$m	
Debt (June'Q)	30.5	A\$m	
Cash (June'Q)	64.9	A\$m	
Unpaid capital	22.6	A\$m	
*Fully Diluted			
Key Metrics	26F	27F	28F
Revenue (A\$m)	57.4	111.8	158.6
EBITDA (A\$m)	-29.1	7.1	28.3
Reported NPAT (A\$m)	-34.9	1.9	23.9
Norm NPAT (A\$m)	-34.9	1.9	23.9
Gross CF (A\$m)	-33.3	3.2	25.7
Capex (A\$m)	0.0	0.0	0.0
Op. FCF (A\$m)	-40.0	0.7	23.1
EBITDA Gwth (%)	-0.5	-1.2	3.0
NPAT Gwth (%)	-46%	-105%	1172%
Norm EPS (Ac)	-1.6	0.1	1.1
Norm. EPS gwth (%)	-0.5	-1.1	11.7
PER (x)	na	na	13.5
EV/EBITDA (x)	na	42.4	10.6
EV/Revenue (x)	5.2	2.7	1.9
Net Cash (A\$m)	-8.4	-7.7	15.4

## Performance



Source: IRESS

Issued Capital

Retained earnings

Reserves

**Total equity** 

Income Statement (A\$m)	25F	26F	27F	28F	Performance Ratios	25F	26F	27F	28F
Net Sales	5.0	56.8	111.2	158.0	Growth & Margins				
Royalties	0.6	0.6	0.6	0.6	Revenue Growth	163%	917%	95%	42%
Other (inc R&D)	0.0	0.0	0.0	0.0	EBITDA Growth	359%	-54%	-124%	299%
Total Revenue	5.6	57.4	111.8	158.6	EBIT Growth	370%	-53%	-119%	357%
(-) COGS (inc. roy)	-1.3	-14.2	-27.8	-39.5	Net Profit Growth	370%	-46%	-105%	
Gross Profit	4.4	43.2	84.0	119.1	Margins	0.070	.0,0	.0070	,
(-) R&D	0.0	0.0	0.0	0.0	EBITDA margin	-1126%	-51%	6%	18%
(-) SG&A	-68.0	-72.3	-76.9	-90.9	EBIT margin	-1157%	-54%	5%	17%
EBITDA	-63.6	-72.3 - <b>29.1</b>	-70.9 <b>7.1</b>	28.3	Net profit margin	-1157 %	-54 % -61%	2%	15%
(-) D&A	-1.8	-1.7	-1.3	-1.8	Effective tax rate	0%	0%	0%	0%
EBIT	-65.4	-30.7	5.8	26.4	Liquidity				
(-) Net finance	0.2	-4.2	-3.9	-2.5	Capex/depreciation	0.0	0.0	0.0	0.0
(+/-) Other	0.0	0.0	0.0	0.0	Current ratio	17.2	14.7	10.6	10.6
PBT	-65.2	-34.9	1.9	23.9	Quick ratio	11.8	8.7	5.8	6.5
(-) Tax	0.0	0.0	0.0	0.0	Receivable days	57.2	44.5	35.2	33.6
NPAT	-65.2	-34.9	1.9	23.9	Payable days	30.0	25.2	30.0	30.0
(+/-) Adj.	0.0	0.0	0.0	0.0	Risk Measures				
Norm NPAT	-65.2	-34.9	1.9	23.9	Dividend Cover	na	na	na	na
	25F	26F	27F	28F		0%	0%	0%	0%
Cashflow Statement (A\$m)					Payout ratio				
NPAT	-65.2	-34.9	1.9	23.9	Net interest cover	na	na	na	na
(+) D&A	1.8	1.7	1.3	1.8	Net debt/equity	-0.4	0.2	0.1	-0.2
(+) Non-cash expenses	10.5	0.0	0.0	0.0	Returns				
(-) Leases	0.0	0.0	0.0	0.0	ROIC	-51%	-42%	8%	24%
(+/-) Other	0.0	0.0	0.0	0.0	ROA	-52%	-34%	2%	23%
Gross Cash Flow	-52.9	-33.3	3.2	25.7	ROE	-73%	-68%	4%	31%
(-) Capital expenditure	0.0	0.0	0.0	0.0	Share Data/Valuation	25F	26F	27F	28F
(+/-) Working capital	-27.3	-6.7	-2.4	-2.7	Issued shares	1,961	1,961	1,961	1,961
Operating Free Cash Flow	-80.2	-40.0	0.7	23.1	Weighted ave shares	1,885	1,961	1,961	1,961
(-) Acquisition	0.0	0.0	0.0	0.0	Fully diluted shares	2,159	2,159	2,159	2,159
	0.0	0.0	0.0	0.0	Basic EPS	-3.3	-1.8	0.1	1.2
(-) Milestone payment									
(+) Placement	37.6	0.0	0.0	0.0	YoY change	334%	-46%	-105%	
(+) Disposal	0.0	0.0	0.0	0.0	Fully diluted EPS	-3.0	-1.6	0.1	1.1
(+/-) Other	-2.6	-2.5	0.0	0.0	YoY change	316%	-46%		1172%
Net Cash Flow	-45.2	-42.5	0.7	23.1	Fully diluted norm EPS	-3.0	-1.6	0.1	1.1
					YoY change	316%	-46%	-105%	1172%
BoP Net Cash / (Debt)	79.3	34.1	-8.4	-7.7	Dividend/share	0.0	0.0	0.0	0.0
(+/-) Net Cash Flow	-45.2	-42.5	0.7	23.1	Franking	na	na	na	na
(+/-) Other	0.0	0.0	0.0	0.0	Gross cash flow/share	-2.7	-1.7	0.2	1.3
EoP Net Cash / (Debt)	34.1	-8.4	-7.7	15.4	NBV/share	4.5	2.6	2.7	3.9
Balance Sheet (A\$m)	25F	26F	27F	28F	NTA/Share	3.1	1.3	1.5	2.8
Cash	64.9	36.3	25.7	33.8	Valuation	0.1	1.0	1.0	2.0
	27.0	27.0	27.0	27.0		no	no	no	13.5
Inventory				I	PER (Basic) (x)	na	na	na	
Receivables	0.9	7.0	10.8	14.6	PER (Fully diluted) (x)	na	na	na	14.9
Prepayments	5.0	5.0	5.0	5.0	PER (Fully diluted, norm) (x)	na	na	na	14.9
Current Assets	97.7	75.3	68.4	80.4	P/CFPS (x)	na	na	na	12.6
PP&E	0.1	0.1	0.0	0.0	Price/NBV (x)	3.6	6.3	6.0	4.2
Intangible	27.7	26.1	24.8	23.0	Price/NTA (x)	5.3	12.7	11.3	5.9
ROUĂ	0.0	0.0	0.0	0.0	Dividend Yield (%)	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	EV/EBITDA (x)	na	na	42.4	10.6
Non-current Assets	27.8	26.1	24.8	23.0	EV/EBIT (x)	na	na	na	11.3
Total Assets	125.5	101.4	93.3	103.4	EV/Revenue (x)	na	5.2	2.7	1.9
Payables	5.6	5.0	6.3	7.5					
Lease liabilities	0.0	0.0	0.0	0.0					
Provisions	0.1	0.1	0.1	0.1					
Current Liabilities	5.7	5.1	6.4	7.6					
Lease liabilities	0.0	0.0	0.0	0.0					
Borrowing	30.8	44.7	33.3	18.4					
Non-current liabilities	30.8	44.7	33.3	18.4					
Total liabilities	36.5	49.8	39.8	26.0					
Net Assets	89.1	51.6	53.5	77.4					

220.8

21.7

77.4

-165.1

220.8

-189.0

21.7

53.5

220.8

21.7

51.6

-190.9

223.3

21.7

89.0

-156.0

# June Quarter 4C Analysis

BOT has released it June quarter 4C, providing welcome clarity on the company's funding position, which had remained the key uncertainty following the recent trading update. Most notably, the company confirmed it is funded through to profitability.

Key financial metrics from the release include:

- Operating cash outflow of A\$28.4 million (vs EH est. A\$25.9 million), including A\$11.2 million in inventory purchases
- Cash at June of A\$64.9 million (vs EH est. A\$70.9 million), with a further A\$15.3 million in undrawn debt available (subject to milestones)

The variance relative to our forecasts was primarily driven by higher inventory purchases (~A\$27 million held as of June) and A\$2.6 million in debt-related transaction costs, which were not included in our model.

While clearly a large quarter in terms of outflows, this likely marks **peak cash burn**. BOT expects a material reduction in cash burn from the September quarter, underpinned by:

- No further inventory purchases in 1H FY26
- · Stable core operating costs
- · Further revenue growth

Removing inventory spend alone would reduce quarterly operating cash outflow by ~40%, to ~A\$17 million. Factoring in revenue growth would lower outflows further.

The table below (see Figure 1) illustrates projected operating cash outflow in the September and December quarters, based on forecast revenue uplift and no additional inventory purchases (all else equal, but incorporating forecast finance costs).

Figure 1: High-level Operating Cash Flow Analysis

Cash Flow Analysis	Units	Jun'Q Actuals	Jun'Q (Excl. Inventory Purchases)	Sep'Q EH Estimate	Dec'Q EH Estimate
Prescriptions Sold	'000s	16.9	16.9	20.1	27.4
Net Revenue	A\$m	4.3	4.3	7.5	13.0
Receipts from Product Sales*	A\$m	3.8	3.8	6.6	11.0
Receipts from royalties	A\$m	0.2	0.2	0.2	0.2
(-) Inventory Purchases	A\$m	-11.2	0.0	0.0	0.0
(-) Operating Costs	A\$m	-21.3	-21.3	-21.3	-21.3
(+/-) Other**	A\$m	0.0	0.0	-0.8	-1.1
Net Operating Cash Flow	A\$m	-28.4	-17.3	-15.2	-11.2
difference vs June'Q	%	na	-39%	-46%	-60%
End of Period Cash	A\$m	64.9	64.9	49.6	38.4
End of Period Liquidity^	A\$m	80.2	80.2	65.0	53.8

Source: EH analysis, Company Announcement, assuming ~30 days receivable, \*\*incorporates forecasted finance costs, ^\$15.3 million undrawn debt as of end of June, subject to meeting certain milestones

Indicatively, this simple analysis suggests operating cash outflow could fall by ~46% and ~60% over the next two quarters, respectively. Considering the A\$64.9 million in cash and total liquidity of A\$80.2 million (including undrawn debt), BOT appears well funded.

# **Sofdra Sales Force Expansion**

While the recent trading update fell short of expectations, we believe the market may be underestimating the pace at which prescription volumes can scale.

BOT is aggressively expanding its commercial footprint: six new reps joined in 1Q FY26, with a further 17 expected in 2Q, taking the total field force to 50 (up from 27 in June, See Figure 2 and 3). Importantly, these hires are funded via internal budget reallocation, requiring no material incremental spend.

Figure 2: Initial Sales Force (27 Reps)

## Botanix Initial Regional Alignment - Q3 FY2025



Figure 3: Post Expansion Sales Force (50 Reps)

Botanix Regional Alignment - Q2 FY2026 Expansion



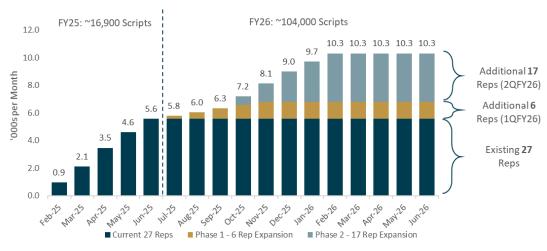
Source: Company presentation

Source: Company presentation

All else equal, the simple addition of headcount should drive higher script volumes. Even assuming no uplift in per-rep productivity (i.e., number of prescriptions per rep) — and applying a similar ramp-up curve for the new hires — monthly prescriptions would increase from ~5,600 in June 2025 to ~10,300 by February 2026 (See Figure 4).

Figure 4: Impact of Sales Force Expansion; Even with No Productivity Improvements

Monthly Sofdra Prescriptions: Impact of New Sales Reps (Assuming No Productivity Growth)



Source: EH analysis

Under this conservative 'no productivity growth' scenario, FY26 prescriptions would still exceed 104,000 — implying ~A\$155 million in gross revenue and circa A\$46-62 million in net revenue, based on the company's 30–40% gross-to-net yield guidance.

In reality, we would expect productivity growth considering the existing sales force has shown consistent month-on-month gains since launch. That said, we remain conservative in our modelling, incorporating only modest productivity improvements. We forecast 127,200 prescriptions and A\$56.8 million in net revenue for FY26.

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#### **Forecasts**

We have made minor adjustments to our modelling following the June quarter 4C, primarily to reflect updated working capital assumptions. Key changes include:

- Inventory: We have aligned our model to the A\$27 million June inventory balance
  quoted in the earnings call. This represents a sizable inventory relative to our forward
  prescription forecasts, and as such, we do not forecast any increase in inventory in
  the near term. The company has stated that no further purchases are planned for 1H
  FY26; beyond that, inventory growth will likely track prescription demand. Should
  volumes exceed our forecasts, inventory levels may rise accordingly.
- Receivables: Reflecting improved payment terms as evidenced by the stronger cash receipts in the June quarter we now assume circa 30-day receivable terms.

Our prescription volume forecasts are unchanged. We continue to model prescriptions using a monthly waterfall approach, incorporating new patient starts and an assumed number of refills per patient. Our net revenues are driven by an average net price, derived from an assumed gross-to-net yield. Some of our key assumptions include:

- Modest month-on-month growth in new patient starts, tied to the field force expansion, with Sofdra capturing ~1% market penetration of US axillary hyperhidrosis patients (currently ~7 million) over a decade.
- · An average of 5 fills per patient

Source: EH estimates

 Seasonal gross-to-net dynamics moving towards a long-term yield range of 30–40%, implying a net realised price of US\$290–US\$390 per prescription (based on a ~US\$967 list price)

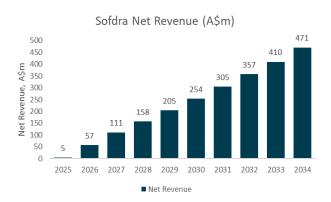
Based on these assumptions, we forecast BOT to reach cash flow breakeven in FY27.

Our updated forecasts are presented in the table below (See Figure 7)

Figure 5: EH Sofdra Prescriptions Forecasts



Figure 6: EH Sofdra Net Revenue Forecasts



Source: EH estimates

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Figure 7: US Sofdra Forecasts

US Sofdra Forecasts	Units	1Q	2Q	3Q	4Q	FY2025	1Q	2Q	3Q	4Q	EV2026	EV2027	EV2020	EV2020	FY2030	EV2024	EV2022	EV2022	EV2024
US Solura Forecasts	Units	TQ	2Q	ડહ	4Q	F12025	TQ	2Q	3Q	4Q	F12026	F12021	F12020	F 1 2 0 2 9	F12030	F12031	F12032	F12033	F12034
Prescriptions Sold	'000s	0.0	0.0	3.2	13.6	16.9	20.1	27.4	36.8	42.9	127.2	213.3	288.0	354.5	418.0	477.8	532.5	581.4	624.2
Growth (YoY)	%					na					654%	68%	35%	23%	18%	14%	11%	9%	7%
Sofdra List Price	US\$/script	968	968	968	968	968	968	968	968	968	968	997	1,026	1,057	1,089	1,122	1,155	1,190	1,226
Price Escalation (YoY)	%											3%	3%	3%	3%	3%	3%	3%	3%
Gross to Net (GTN) Yield	%			15%	21%	20%	25%	32%	29%	32%	30%	34%	35%	36%	36%	37%	38%	39%	40%
Net Price	US\$/script			147	204	193	242	310	281	310	291	339	357	375	395	415	436	458	490
												0.40.0					0.1-0		
Gross Sales	US\$m			3.1	13.2	16.3	19.4	26.5	35.6	41.5	123.0	212.6	295.6	374.8	455.2	535.9	615.2	691.8	765.1
Gross Sales	A\$m			4.8	20.5	25.3	29.9	40.8	54.8	63.9	189.3	327.0	454.8	576.6	700.3	824.5	946.4	1,064.3	1,177.0
Net Sales	US\$m			0.5	2.8	3.3	4.9	8.5	10.3	13.3	36.9	72.3	102.7	133.1	165.0	198.3	232.2	266.3	306.0
Net Sales	A\$m			0.7	4.3	5.0	7.5	13.0	15.9	20.4	56.8	111.2	158.0	204.7	253.9	305.1	357.3	409.8	470.8
Growth	%										1026%	96%	42%	30%	24%	20%	17%	15%	15%
() 0000	US\$m					-0.7					-7.4	-14.5	-20.5	-26.6	-33.0	-39.7	-46.4	-53.3	-61.2
(-) COGS Gross Profit	US\$m					2.6					29.6	-14.5 57.8	-20.5 82.2	-26.6 106.4	-33.0 132.0	-39.7 158.6	- <del>4</del> 6.4 185.8	-53.3 213.1	-61.2 244.8
Gross Margin	%					80%					80%	80%	80%	80%	80%	80%	80%	80%	80%
Oross Margin	70					0070					0070	00 /0	00 /0	00 /0	00 /0	00 /0	00 /0	00 /0	00 /0
(-) SG&A**	US\$m					-37.0					-47.0	-50.0	-59.1	-66.5	-74.3	-79.3	-85.9	-90.6	-91.8
as % of Net sales	%					1137%					127%	69%	58%	50%	45%	40%	37%	34%	30%
() <b>D</b>													- 4				44.0	40.0	4= 0
(-) Royalty	US\$m					-0.2					-1.8	-3.6	-5.1	-6.7	-8.3	-9.9 -0.4	-11.6	-13.3	-15.3
as % of Net sales	%					5%					5%	5%	5%	5%	5%	5%	5%	5%	5%
Operating Income	US\$m					-34.6					-19.3	4.2	18.0	33.3	49.5	69.4	88.2	109.2	137.7

Source: EH analysis; \*\*Excludes ~A\$10.6m of non-cash share based payments in FY25, 0.65 A\$/US\$ Fx

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The companies and securities mentioned in this report, include:

Botanix Pharmaceuticals Limited (BOT.ASX) | Price A\$0.17 | Target price A\$0.40 | Recommendation Buy;

Price, target price and rating as at 29 July 2025 (\* not covered)

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Euroz Hartleys declares that it has provided corporate advice during the last year and has received a fee for these services from: Botanix Pharmaceuticals Limited (BOT.ASX)

Euroz Hartleys declares that it has acted as underwriter to, and/or arranged an equity issue in, and/or been engaged in a capital raising during the last year. Euroz Hartleys has received a fee for these services from: Botanix Pharmaceuticals Limited (BOT.ASX)

Euroz Hartleys has received an allocation of shares and/or options as part of our fee for the provision of Corporate services. These holdings are maintained in our Nominee company, and may present a potential benefit to Euroz Hartleys when sold for: Botanix Pharmaceuticals Limited (BOT.ASX)

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