
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): June 1, 2018

IMPRIMIS PHARMACEUTICALS, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-35814
(Commission
File Number)

45-0567010
(IRS Employer
Identification No.)

12264 El Camino Real, Suite 350
San Diego, CA
(Address of principal executive offices)

92130
(Zip Code)

Registrant's telephone number, including area code: **(858) 704-4040**

N/A

(Former name or former address if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01. Regulation FD Disclosure

Attached as Exhibit 99.1 to this Item 7.01 is a presentation of Imprimis Pharmaceuticals, Inc. (the “Company”), that is being used by the management of the Company at investor conferences and at meetings describing the Company.

The information contained in Item 7.01 of this report and in Exhibit 99.1 shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits**(d) Exhibits**

99.1 [Imprimis Pharmaceuticals, Inc. Corporate Presentation dated June 2018](#)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Imprimis Pharmaceuticals, Inc.

Date: June 1, 2018

By: /s/ Andrew R. Boll

Name: Andrew R. Boll

Title: Chief Financial Officer

At an Inflection Point



NASDAQ: IMMY

JUNE 2018

SAFE HARBOR

This presentation contains express "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. You are cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from Imprimis Pharmaceuticals, Inc.'s (the "Company" or "Imprimis") expectations and projections. Some of these risks and uncertainties include, but are not limited to: the Company's ability to make commercially available its formulations and technologies in a timely manner or at all; market acceptance of the Company's formulations and challenges related to the marketing of the Company's formulations; its ability to obtain intellectual property protection for its assets; its ability to accurately estimate its expenses and cash burn and raise additional funds when necessary; its ability to generate profits from sales of its formulations; risks related to research and development activities; its estimates of the current and potential market size for its technologies and formulations; unexpected data, safety and technical issues; regulatory and market developments impacting compounding pharmacies, outsourcing facilities and the pharmaceutical industry; competition; and market conditions. More detailed information about the Company and the risk factors that may affect the realization of forward-looking statements is set forth in the Company's filings with the Securities and Exchange Commission, including its Annual Reports on Form 10-K and its Quarterly Reports on Form 10-Q filed with the SEC. Such documents may be read free of charge on the SEC's web site at www.sec.gov. All forward-looking statements are qualified in their entirety by this cautionary statement. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Imprimis expressly disclaims any intent or obligation to update these forward-looking statements except as required by law. Our compounded formulations are not FDA approved.



INTRODUCTION TO

IMPRIMIS PHARMACEUTICALS



Pharmaceutical company with 60+ formulation composition and method of use patent filings



153% CAGR during first four years of operations, with record sequential growth (in dollar amount) in most recent quarterly period



Incubated and deconsolidated two subsidiary companies based on IP portfolio; pursuing a third transaction during 2018



imprimis
PHARMACEUTICALS

IMPRIMIS OWNS:
COMPOUNDING COMPANIES

imprimis Rx

PARK
COMPOUNDING

IMPRIMIS IS A LARGE SHAREHOLDER
FDA 505(B)(2) COMPANIES

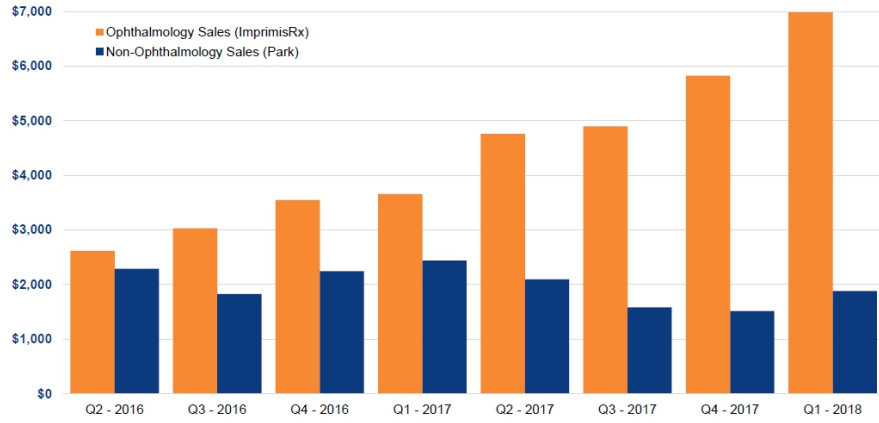
eTon
pharmaceuticals

surface
PHARMACEUTICALS INC.

MELT
PHARMACEUTICALS

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CONSOLIDATED REVENUE PERFORMANCE (IN THOUSANDS)



Trends:

16 consecutive quarters of double digit revenue growth

Margins expected to hit 60%

Decreasing Adj. EBITDA losses
Increasing share of business is focused on ophthalmic drugs

Revenue Growth y/y	149%	81%	65%	39%	40%	34%	27%	45%
Gross Margins	56%	52%	47%	45%	52%	48%	53%	54%
Adj. E(L)BITDA	(2,302)	(2,882)	(2,378)	(2,846)	(1,945)	(1,643)	(794)	(431)
% of Revs. (Ophthalmic)	53%	62%	61%	60%	69%	76%	79%	79%



imprimis Rx OPTHALMOLOGY

imprimis_{Rx} VALUE CHAIN



PHYSICIAN AND INSTITUTION BENEFITS

- In most states, physicians can dispense direct to patient
- No insurance company, pharmacy benefit manager (PBM), wholesaler or distributor middlemen
- No formulary rejections, discount cards or rebates
- No payment submittals, investigations or PBM clawbacks

OPHTHALMOLOGY MARKET DATA

	OPPORTUNITY IN US	FY 2021 GOALS	WHERE WE ARE
<p>OPHTHALMIC SURGERY</p>	<ul style="list-style-type: none"> \$1 billion drug market ~4.6M ocular surgeries and other procedures¹⁴ Demographic growth in the overall market ~6% per yr¹⁵ 	<ul style="list-style-type: none"> 525,000 procedures 13% market share Increase revenue to >\$75 per surgery by adding new products 	<ul style="list-style-type: none"> 400,000+ per year ~\$45 per surgery Launched in 2014
<p>GLAUCOMA</p>	<ul style="list-style-type: none"> \$2 billion drug market 19+ million targeted prescriptions³ 4 million Americans¹⁶ 	<ul style="list-style-type: none"> 600,000 annual prescription equivalents 3% prescription share \$65 per monthly prescription 	<ul style="list-style-type: none"> Launched in Q2-2017 Exceeding internal refill rate goals thus far Helped by recent addition of drug shortage formulations
<p>DRY EYE</p>	<ul style="list-style-type: none"> \$2 billion drug market 4 million prescriptions³ Estimated 30 million Americans suffer from some form of dry eye¹⁷ 	<ul style="list-style-type: none"> 400,000 annual prescription equivalents 10% prescription share \$49 per monthly prescription 	<ul style="list-style-type: none"> Launched in Q4-2017 Exceeding internal growth and refill rate goals thus far

FORMULATIONS FOR INDIVIDUAL PATIENTS: SIMPLE DROPS™



PROPRIETARY FORMULATIONS INCLUDE:

Latanoprost (PA) – *preservative-free*

Timolol (BB) + latanoprost (PA)

Timolol (BB) + brimonidine (AA) +
dorzolamide (CAI)

Timolol (BB) + brimonidine (AA) +
dorzolamide (CAI) + latanoprost (PA)

FROM THE MEDICAL LITERATURE:

- Patient compliance decreases when a patient is prescribed more than one bottle¹⁸
- Greater than 50% of glaucoma patients require more than one medicine¹⁹
- Most FDA-approved glaucoma medications use preservatives, known to cause corneal toxicity if chronically used²⁰
- Combined fixed treatments and preservative-free topical treatments should improve adherence and quality of life by simplifying instillation and tolerance of eye drops²¹

SIMPLE DROPS™ UNIQUE FEATURES:

- Combine carbonic anhydrase inhibitors (CAI), beta blockers (BB), alpha agonists (AA) and prostaglandin analogs (PA) into one formulation
- Contains no preservatives
- Cost out-of-pocket is generally lower for patient³

FORMULATIONS FOR INDIVIDUAL PATIENTS: TOTALTEARS™



PROPRIETARY FORMULATIONS INCLUDE:

Chondroitin sulfate + 0.1% cyclosporine

Omega-3 AR

Omega-3 AR/Doxycycline

Klarity (chondroitin sulfate + dextran)

FROM THE MEDICAL LITERATURE:

- Ocular burning/stinging is a major cause of therapy discontinuation for patients using commercial 0.05% cyclosporine eye drops²²
- Only 10% of patients stay on Rx after one year¹⁷
- Some commercial dry eye medications in the U.S. use preservatives, known to cause corneal toxicity if chronically used²⁰

IMPRIMIS'S 0.1% CYCLOSPORINE UNIQUE FEATURES:

- 0.1% cyclosporine is the standard of care in Europe, Japan, and Latin America²³
- Contains no preservatives
- Formulated with Klarity – chondroitin sulfate and dextran
- Cost out-of-pocket is generally lower for patient³

FORMULATIONS FOR OFFICE USE: PHARMAPACK™



PROPRIETARY FORMULATIONS INCLUDE:

Prednisolone acetate + gatifloxacin

Prednisolone acetate + gatifloxacin +
bromfenac

Prednisolone acetate + bromfenac

Midazolam + ketamine HCl + ondansetron

● OCULAR SURGERY MARKET:

- ~4.6M ocular surgeries and other procedures annually in the U.S. ¹⁻⁴
- Demographic growth in the overall market averages ~6% per year¹⁵

● CHALLENGES DOCTORS FACE:

- Patient compliance with post procedure medications
- Cost of drugs, often from multiple companies
- Call backs to MD office due to medication confusion

● PHARMAPACK™ UNIQUE FEATURES:

- Intellectual property creates durability of our market position
- New formulations in 2018 to increase revenue per order/surgery
- Enables ophthalmic physicians to use a single supplier to create a customizable PharmaPack™

OTHER IMPRIMIS BUSINESSES





ETON PHARMACEUTICALS, INC. DECONSOLIDATED COMPANY

WHAT IS IT?

- 505(b)(2) company developing 6 drug programs
- Deconsolidated from Imprimis June 2017 with a \$20M Series A investment
- Strong management team and Board of Directors with a history of success

WHY IS IT IMPORTANT?

- Imprimis holds a 27% equity stake in Eton
- Mid-single digit royalty on potential sales of Imprimis contributed patent-pending drug candidate

WHAT IS THE OPPORTUNITY?

- Imprimis owns 3.5M shares of Eton common stock
- Royalty opportunity for the following candidate:
 - Synthetic corticotropin as a potential competitor to H.P. Acthar gel
- >\$1B annual market opportunity

SURFACE PHARMACEUTICALS, INC. DECONSOLIDATED COMPANY



WHAT IS IT?

- 505(b)(2) company with three pipeline drug assets focused on the ocular surface disease market (Dry Eye)
- Deconsolidated from Imprimis May 2018 with a \$20M Series A investment
- Strong management and Board of Directors team with a history of success

WHY IS IT IMPORTANT?

- Imprimis holds a 30% equity stake in Surface
- Single digit royalty on potential sales of Imprimis contributed drug candidates targeting the three areas of dry eye disease: chronic, episodic and refractory

WHAT IS THE OPPORTUNITY?

- Imprimis owns 3.5M shares of Surface common stock
- Royalty opportunity for three contributed drug candidates:
 - Up to five unique indications
 - Each indication is a potential billion dollar market opportunity

MELT
PHARMACEUTICALS, INC.
SUBSIDIARY COMPANY



WHAT IS IT?

- Developing patented non-opioid conscious sedation drug candidates under 505(b)(2)
- Very strong regulatory and clinical advisory consulting team
- May pursue deconsolidation transaction similar to Eton and Surface

WHY IS IT IMPORTANT?

- Compounded formulation has been dispensed nearly 100,000 times
- We believe strong patient preference for sublingual sedation delivery vs. IV sedation
- Data from 610 patient randomized, controlled study to inform clinical development program
- Additional clinical studies underway

WHAT IS THE OPPORTUNITY?

- We estimate over 100 million U.S. procedures annually where Melt formulations could replace and/or augment IV sedation
- Multi-billion dollar market opportunity
- Potential for Imprimis to maintain ownership stake and royalties on sales of contributed assets

PARK
COMPOUNDING, INC.
SUBSIDIARY COMPANY

21% OF Q1-2018
REVENUES



WHAT IS IT?

- Wholly owned subsidiary
- Focused on patient-specific customized drugs
- Incubator of new drug formulation ideas from physician customers

WHY IS IT IMPORTANT?

- Large, growing and loyal customer base
- Cash flow generating revenues
- Responsible for research and development of the drugs spun out into Eton and Surface

WHAT IS THE OPPORTUNITY?

- Add new products and expand customer base
- Focus on higher volume and chronic care formulations
- Continue to incubate innovation

SUMMARY



IMPRIMISRX IS ONE OF THE LARGEST OPHTHALMOLOGY COMPOUNDING BUSINESSES IN THE US

- Disrupting US ophthalmic drug markets with novel compounded formulations
 - Ophthalmic Surgery \$1B existing drug market
 - Glaucoma \$2B+ existing drug market
 - Dry Eye \$2B existing drug market
- Over 2,000 ophthalmology customers and growing



PRODUCTS AND MARKET SHARE

- IP focused; 60+ patents or pending patents (US & Int'l) for our formulations
- 4 years of consistent growth in ophthalmology market
- Products offer unique value propositions at lower costs



GROWTH AND PROFITABILITY

- Strong revenue growth from new formulations expected in 2018
- Plans to significantly expand average revenue per order/surgery during 2018
- Management team focused on near term profitability
- FDA registered cGMP 503B outsourcing facility increases efficiency



BALANCE SHEET VALUE FROM SUBSIDIARIES AND DECONSOLIDATED COMPANIES

- Equity ownership / royalty interest in three 505(b)(2) companies
 - Eton Pharma: Billion dollar market potential and a strong management team
 - Surface Pharma: Billion dollar market potential and a strong management team
 - Melt Pharma: Billion dollar market potential and building a strong management team
- Park Compounding: drug formulation incubator with cash flow generating revenues

COMPANY PROFILE

TRADING SYMBOL: NASDAQ: IMMY	PRICE PER SHARE (5-31-2018): \$2.23	STOCK PRICE RANGE (52-WEEK): \$1.35 - \$4.69
AVG. DAILY Q1 TRADING VOLUME: 492,000 SHARES	MARKET CAP: \$47 MILLION	SHARES OUTSTANDING: 20.9 MILLION
INSIDER BENEFICIAL OWNERSHIP: 13% <small>*PARTICIPATION BY CEO, CFO, DIRECTOR IN DEC 2016 FINANCING</small>	CORPORATE HEADQUARTERS: SAN DIEGO, CA	PRODUCTION FACILITIES: IRVINE, CA & LEDGEWOOD, NJ

WWW.IMPRIMISRX.COM

REFERENCES AND APPENDIX

REFERENCES

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PUBLISHED CLINICAL DATA

Kindle, Trevor, MD, et al. (2018, January). Safety and efficacy of intravitreal injection of steroid and antibiotics in the setting of cataract surgery and trabecular microbypass stent. *Journal of Cataract and Refractive Surgery*.

In a study of 483 eyes undergoing cataract surgery with concomitant trabecular microbypass stent insertion, there were no statistically significant differences in the safety profiles of a study group of 234 eyes receiving an intravitreal injection (pars plana) of 0.2mL of Drolless® at the time of surgery compared to a control group of 249 eyes that received a standard topical regimen postoperatively. To measure safety, intraocular pressure was recorded as were cases of inflammation, cystoid macular edema, infection, or retinal detachments.

Lindstrom, R.L., et al. (2017, February). Drolless Cataract Surgery: An Overview. *Current Pharmaceutical Design*.

Compliance issues are diminished with Drolless Therapy compared to standard post-surgery topical drop regimens. Cost savings to patients can range from \$200 to \$600 per cataract procedure. Staff time is reduced without patient, insurance and pharmacy callbacks about eye drop substitutions and confusion over topical regimens. A retrospective review of Drolless Therapy cases found no postoperative endophthalmitis. Post-surgery infection and inflammation rates were similar to reported rates with other alternative prophylactic therapies, such as topical drops.⁶

Tyson, S. L., et al. (2017, January). Clinical outcomes after injection of a compounded pharmaceutical for prophylaxis after cataract surgery: a large-scale review. *Current Opinion in Ophthalmology*.

No major intraoperative complications associated with the transzonular injection technique. There were no cases of postoperative endophthalmitis. Rates of infection and inflammation reported in this retrospective review of 1,541 cases from 922 patients receiving a transzonular injection of Tri-Moxi-Vanc for prophylaxis after cataract surgery appear similar to reported rates with alternative prophylactic therapies such as topical drops.⁵

Fisher, B. L., & Potvin, R, (2016, July 18). Transzonular vitreous injection vs a single drop compounded topical pharmaceutical regimen after cataract surgery. *Current Pharmaceutical Design*. Review of the rationale for reducing topical therapy in cataract surgery prophylaxis, and what is known to date about the efficacy and safety of the Drolless® approach. Both groups expressed similar satisfaction with surgery, but patients who received Drolless® preferred the overall experience (P=0.01).⁴



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