

**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): September 16, 2015

**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**

**12264 El Camino Real, Suite 350**  
**San Diego, CA 92130**

(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 that is being used by the management of Imprimis Pharmaceuticals, Inc. (the “Company”) in meetings and at conferences 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 Presentation dated September 2015

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**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.**

Dated: September 17, 2015

By: /s/ Andrew R. Boll  
Name: Andrew R. Boll  
Title: Chief Financial Officer

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**EXHIBIT INDEX**

99.1 Presentation dated September 2015

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# **IMPRIMIS PHARMACEUTICALS**

## **NASDAQ: IMMY**

**MARK L. BAUM, CEO**  
**CRAIG-HALLUM CAPITAL GROUP 6<sup>TH</sup> ANNUAL**  
**ALPHA SELECT CONFERENCE**  
**SEPTEMBER 2015**



# 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 the Company's 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; the projected size of the potential market 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](http://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.

# STATE OF DRUG DEVELOPMENT

The cost of developing a prescription drug that gains market approval is \$2.6 billion.

- *Tufts Center for the Study of Drug Development, November 2014*



# IMPRIMIS BUSINESS MODEL



**Lower Costs**



**Decreased Risk**



**Shorter Time to Market**

# TRADITIONAL MARKETS

GENERIC

COMPOUNDING

BRANDED



# IMPRIMIS MARKET POSITIONING

GENERIC

IP-FOCUSED  
COMPOUNDING

BRANDED



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- Dropless Therapy™ Injectables
- LessDrops™ Topicals

## UROLOGY BUSINESS

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# OPHTHALMOLOGY BUSINESS

- DROPLESS THERAPY™ INJECTABLES
- LESSDROPS™ TOPICALS

# OCULAR SURGERY MARKET



## Cataract Surgery

- >24M Americans age 40+ have cataracts
- 3.6M cataract surgeries in 2013 (US)
- 4.3M surgeries expected in 2017

## LASIK and Refractive Surgery

- 43M candidates for refractive surgery (US)
- >35M LASIK performed since 1999 (Global)
- >700,000 LASIK procedures annually (US)

# CATARACT SURGERY MARKET



- Standard of care is eye drop therapy
  - NSAID
  - Antibiotic
  - Steroid
- \$1B+ spent on eye drops in the US
- Eye drops = The Three C's:
  - High Cost
  - Poor Compliance
  - Call Backs to the MD's office
- Dissatisfaction with eye drops

# DROPLESS THERAPY™



- Enabled by SSP Technology™
- Antibiotic and anti-inflammatory prophylaxis
- Significant cost savings
- Eliminates compliance issues
- Decreases staff time
- Patients and MDs prefer Dropleless
- Canadian out-license – Aug. 2015



# HEALTHCARE SAVINGS POTENTIAL

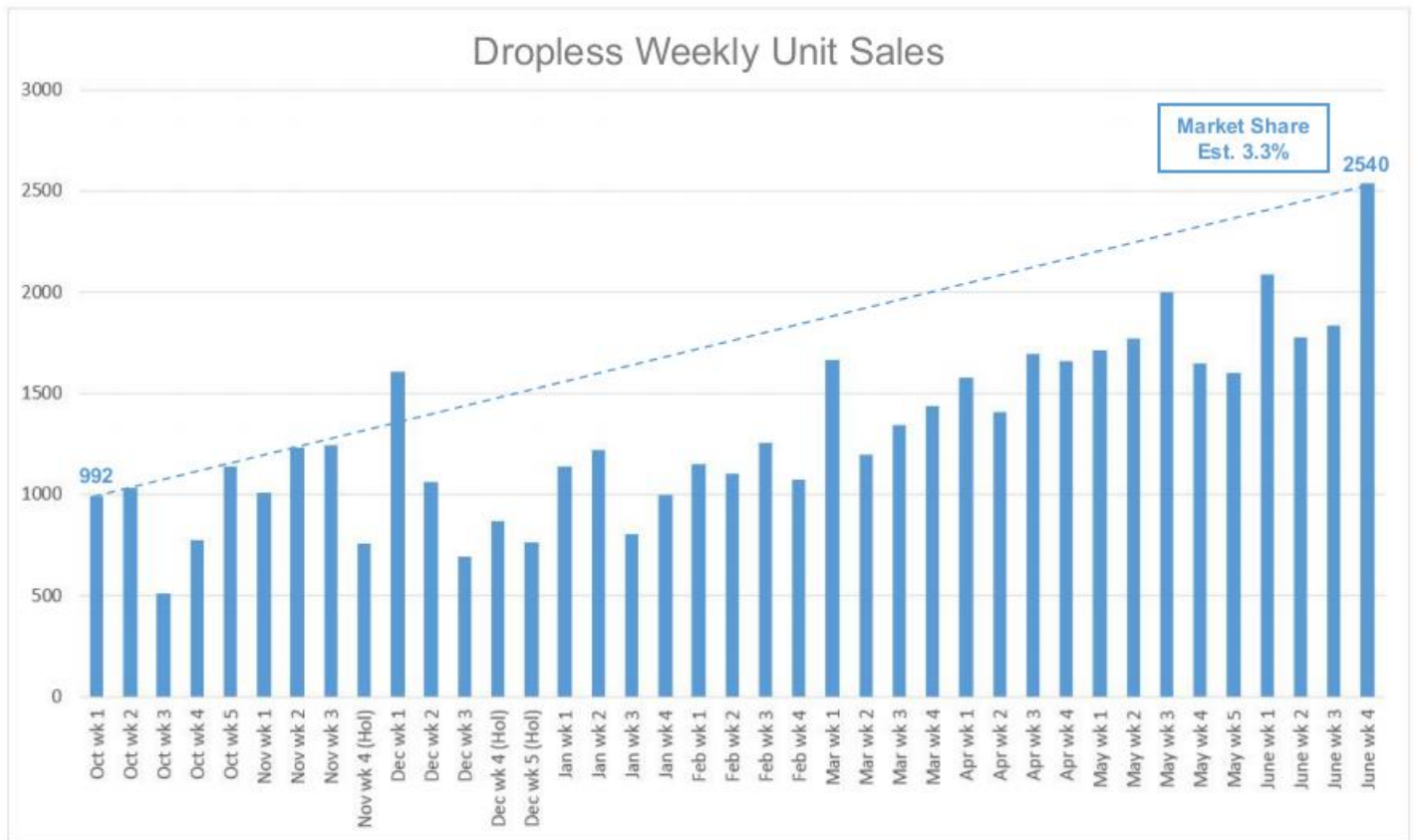
Dropleess Therapy = >\$1 Billion Savings



2.8M of estimated 3.6M US cataract procedures are Medicare recipients.

\*Based on survey of Walmart.com in Nov. 2014 for Vigamox (\$128.79), Durezol (\$194.84) and Ilevro (\$159.28). Total: \$482.91.

# DROPLESS MARKET GROWTH



# DROPLESS MARKET FACTORS



- April 2015 Grail Research\* (n=257)
  - 57% MD awareness of Dropleless
  - 52% cite payor issue (MD or CMS)
  - 91% adoption if made in FDA facility
- Focused on near-term solutions
  - Working on CMS strategy
  - Registering NJ facility with FDA
  - Implementing cGMP standards

\* Third party survey and research report conducted by Grail Research, a division of Integreon, April 2015

# LESSDROPS™ PLATFORM



- Enabled by SSP Technology™
- Combination drop platform
  - Antibiotic + Steroid
  - NSAID + Steroid
  - Triple Drop™
- 50% fewer drops
- Lower cost (\$420 vs. \$60)
- Better compliance
- Canadian License – Aug. 2015
- Guidance for Q2/Q3 – triple growth

# UROLOGY BUSINESS

- INTERSTITIAL CYSTITIS (IC)

# INTERSTITIAL CYSTITIS (IC)

DEFEAT IC



- Highly underdiagnosed
- Up to 10M men and women (US)
- 85% are women
- Severe bladder pain/pressure (flares)
- Urinary frequency - up to 60 times
- High suicide rate
- Elmiron® FDA-approved oral
  - 3-6 months to starting working
  - Compliance issues
  - Reported side effects

# HEP-LIDO-A (HLA™)

DEFEAT IC

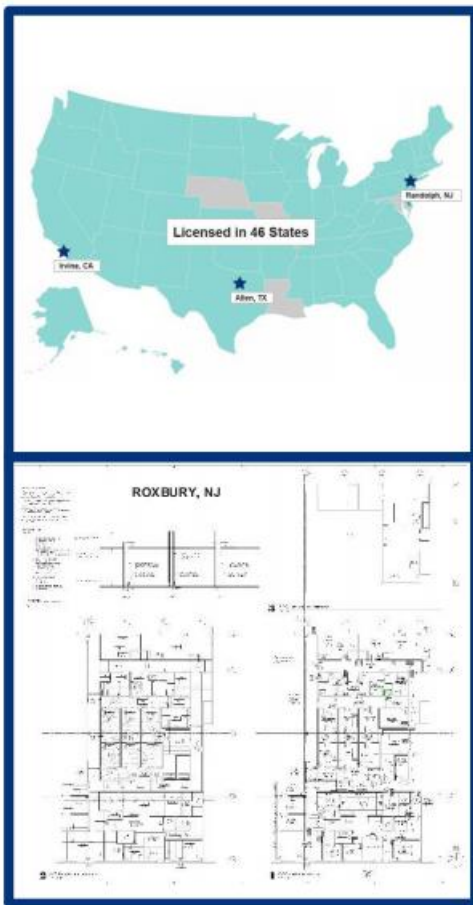


- Patented through 2026
- Heparin + alkalinized lidocaine
- Developed by inventor of Elmiron®
- Reimbursed by insurance
  - \$60-\$90 per dose
  - \$150-\$180 for procedure
- Data supports relief of symptoms
- Recommended option by the AUA
- Mean HLA patient value ~\$1,600/mo.

# COMPOUNDING INFRASTRUCTURE

- IMPRIMISRX™ FACILITIES
- LAND AND EXPAND STRATEGY





- Three compounding centers
  - Irvine, CA (PCAB-accredited)
  - Randolph, NJ (PCAB-accredited)
  - Allen, TX
- Licensed nationwide
- New FDA outsourcing facility
  - cGMP production standards
  - 8,600 sq. feet, Roxbury, NJ
  - No individual Rx required
  - Interstate shipping
  - Focus on flagship formulations

# LAND AND EXPAND STRATEGY imprimis<sup>Rx</sup>

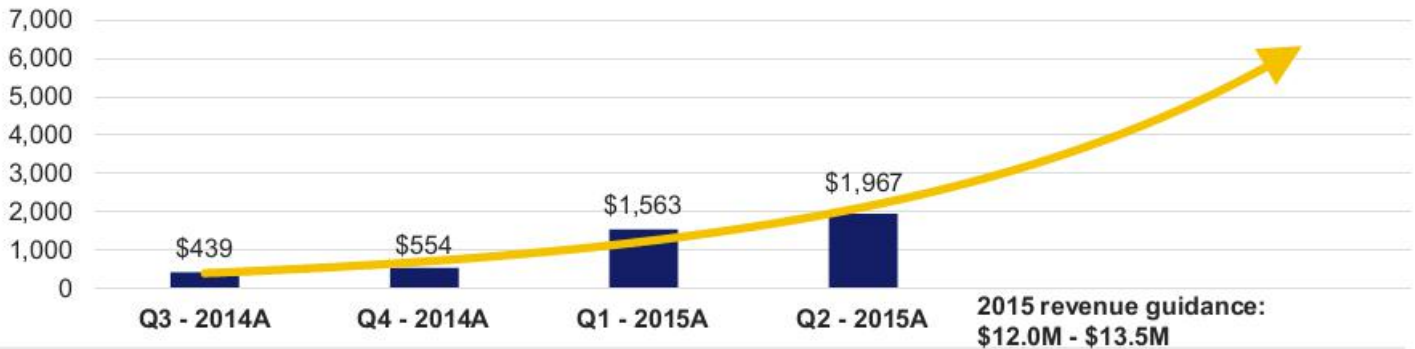


- Investing in relationship-building
- “Land” by solving pain points
- “Expand” with generic “add-ons”
- Strong margins on proprietary and non-proprietary offerings
- Providing A+ customer service
- Expand OUS through licenses

# FINANCIAL HIGHLIGHTS

# FINANCIAL PERFORMANCE

Revenue (in thousands of dollars)



<b>% Growth</b>	-	26%	182%	26%
<b>% Margin</b>	46%	39%	36%	47%
<b>Droptess</b>	\$149	\$299	\$321	\$516
<b>LessDrops</b>	-	-	-	\$96
<b>HLA</b>	-	-	\$7	\$215

# CONCLUSION

- Capital efficient business model
- Diversified intellectual property portfolio
- Regulatory environment leading to consolidation
- Rapidly growing ophthalmology franchise
- Urology business accelerating growth
- Land and expand strategy is working
- Infrastructure in place to sustain growth
- Smart money investing in compounding

# COMPANY PROFILE

- Trading Symbol: **NASDAQ: IMMY**
- Current Price per Share (9-11-15): **\$7.43**
- Market Cap: **\$71 million**
- Shares Outstanding: **9.6 million**
- 52-Wk Range: **\$6.72 – \$9.24**
- Number of Employees: **94**
- Headquarters: **San Diego, CA**
- 503A Pharmacies: **Randolph, NJ; Irvine, CA; and Allen, TX**
- 503B Outsourcing Facility: **Roxbury, NJ (under construction – Apr '16)**
- YTD 2015 Revenues: **\$3.5 million**

# CONTACT US

**Imprimis Pharmaceuticals  
(NASDAQ: IMMY)**

12264 El Camino Real, #350  
San Diego, CA 92130  
858-704-4040  
[www.imprimispharma.com](http://www.imprimispharma.com)



# THE EYE DROP JOURNEY



## PATIENT PROFILE

- 80 years old
- Arthritis
- Scoliosis
- Lives alone
- Social Security



## SCHEDULING

- Rxs for multiple eye drops



## SURGERY DAY

- Pharmacy switched Rxs
- Cannot afford QD and BID drops (on Rx)
- Patient brings QID generic drops



## POST-OP

- Difficulty administering
- Confusion on regimen
- Runs out; no refills



## SUMMARY

- Higher cost to the patient
- Compliance concerns
- Calls to office staff
- Risk of endophthalmitis, inflammation and CME





# THE DROPLESS JOURNEY



## PATIENT PROFILE

- 80 years old
- Arthritis
- Scoliosis
- Lives alone
- Social Security



## SCHEDULING

- No eye drop Rx's
- Informed about Dropless Therapy



## SURGERY DAY

- Dropless Therapy injected intravitreally



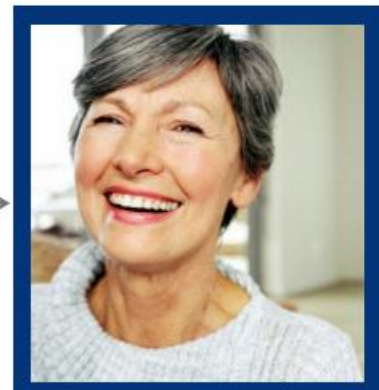
## POST-OP

- Eye looks quiet
- No infection
- No inflammation



## SUMMARY

- Patient saves money
- Patient happy
- No compliance concerns



# OTHER IC OFFERINGS



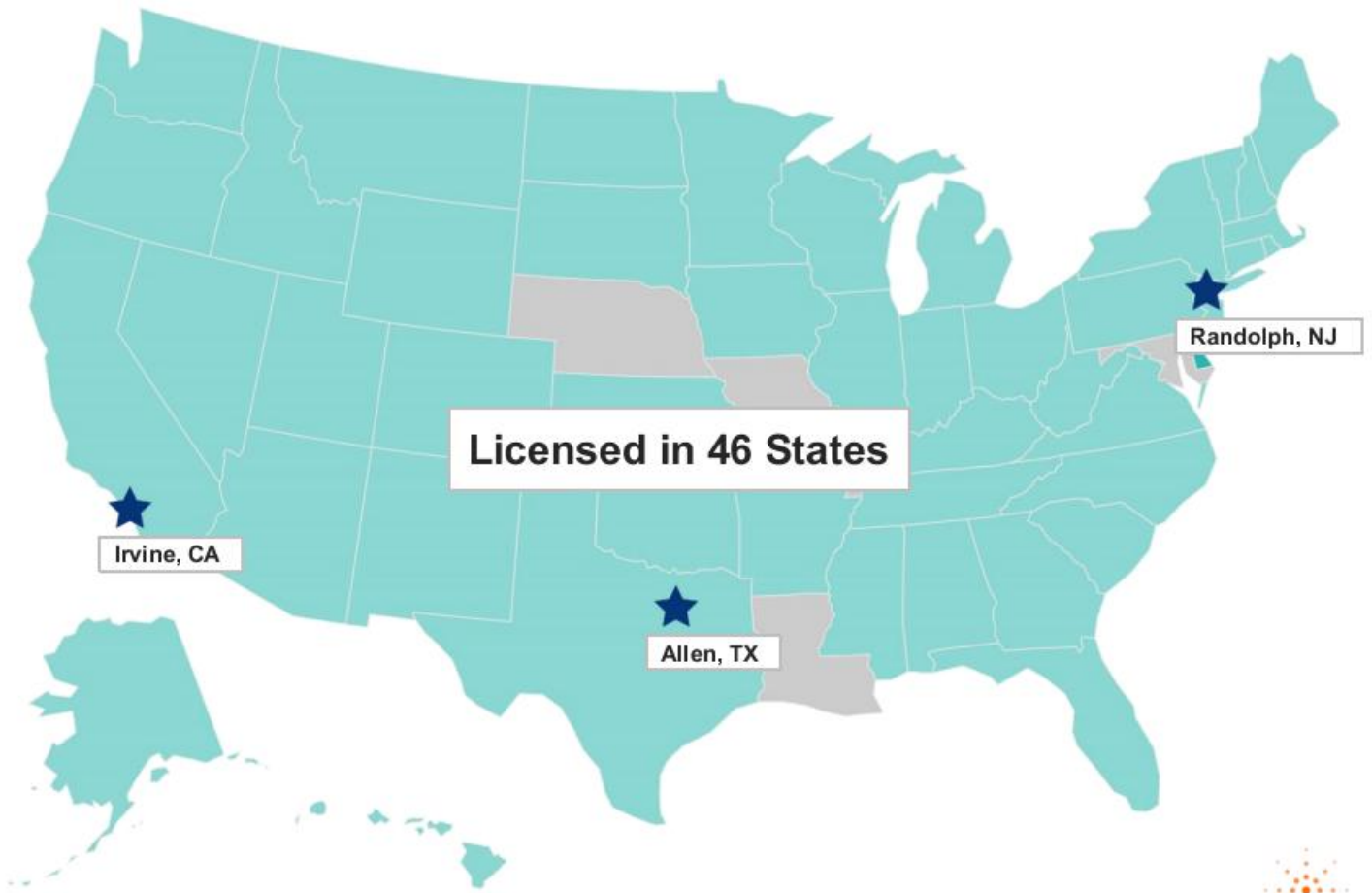
- Elmiron® to complement HLA
- Physicians prescribe with HLA
  - Elmiron for long-term care
  - HLA for acute treatment option
- PPS-DR™
  - Pentosan polysulfate sodium
  - Same active as in Elmiron
  - Delayed release capsules
  - BID dosing
  - Less than 50% of Elmiron cost

# DEVELOPMENT PIPELINE

	Evaluation	Validation/ Investigator Studies	Commercial
<b>OPHTHALMOLOGY</b>			
Dropless Injectables™	→		
LessDrops Topicals™	→		
Needleless Sedation™	→		
<b>UROLOGY</b>			
HLA™	→		
Pentoxifylline (Peyronie's)	→		
Lyophilized Quad-Mix (ED)	→		

# IMPRIMIS<sup>RX</sup> COMPOUNDING

imprimis<sup>Rx</sup>



imprimis  
PHARMACEUTICALS

