

**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): March 3, 2016

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 2.02 Results of Operations and Financial Condition

On March 3, 2016, Imprimis Pharmaceuticals, Inc. (the “Company”) issued a press release announcing certain preliminary unaudited results for the quarter and year ended December 31, 2015. The press release is being furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information furnished under this Item 2.02 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that Section. The information in this Item 2.02, including Exhibit 99.1, shall not be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except to the extent it is specifically incorporated by reference but regardless of any general incorporation language in such filing.

The information furnished under this Item 2.02 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to constitute an admission that such information or exhibit is required to be furnished pursuant to Regulation FD or that such information or exhibit contains material information that is not otherwise publicly available. In addition, the Company does not assume any obligation to update such information or exhibit in the future.

Item 7.01 Regulation FD Disclosure

Attached as Exhibit 99.2 to this Item 7.01 is a presentation that is being used by the management of Imprimis Pharmaceuticals, Inc. (the “Company”) at investor conferences and at meetings describing the Company.

The information contained in Item 7.01 of this report and in Exhibit 99.2 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 Press release dated March 3, 2016 issued by Imprimis Pharmaceuticals, Inc.

99.2 Company presentation dated March 2016

Cautionary Note Regarding Forward-Looking Statements

This Current Report on Form 8-K, including the exhibits filed herewith, contains certain forward-looking statements about the Company’s estimated 2015 financial results, anticipated 2016 performance and its plans to upgrade and construct new pharmacy facilities and register these facilities as outsourcing facilities. Actual events or results may differ materially from those contained in these forward-looking statements. Among the important factors that could cause future events or results to vary from those expressed or implied by the forward-looking statements include, among others, the possibility that the Company’s 2015 financial results will differ materially from its preliminary estimates upon completion and audit of its financial statements; delays or other difficulties associated with the construction and upgrade of the Company’s pharmacy facilities; delays or failures in the Company’s efforts to register certain of its pharmacy facilities as outsourcing facilities; and general regulatory developments impacting compounding pharmacies, outsourcing facilities and the pharmaceutical industry. In addition, please refer to the documents that the Company files with the Securities and Exchange Commission on Forms 10-K, 10-Q and 8-K, which identify and address other important factors that could cause events and results to differ materially from those expressed or implied by the forward-looking statements set forth in this Current Report on Form 8-K, including the exhibits filed herewith, and in the Company’s other filings. The Company is under no duty to update any of the forward-looking statements after the date of this Current Report on Form 8-K to conform to actual results.

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: March 3, 2016

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

EXHIBIT INDEX

99.1 Press release dated March 3, 2016 issued by Imprimis Pharmaceuticals, Inc.

99.2 Company presentation dated March 2016



Imprimis Pharmaceuticals Announces Preliminary Fourth Quarter and Full Year 2015 Financial Results

Revenue growth continues in 2016 with unit sales of core ophthalmology formulations expected to double in the first quarter of 2016 compared to the fourth quarter of 2015

San Diego, CA — March 3, 2016 — Imprimis Pharmaceuticals, Inc. (NASDAQ: IMMY), a specialty pharmaceutical company focused on the development and commercialization of novel compounded drug therapies, today announced certain preliminary unaudited results for the quarter and year ended December 31, 2015.

Total estimated revenue for the fourth quarter of 2015 increased by over 500% between years to \$3.5 million, from \$0.55 million reported in the fourth quarter of 2014. Full year 2015 estimated revenues increased by over 450% between years to \$9.7 million, compared to \$1.66 million reported in 2014. Adjusted EBITDA for the fourth quarter 2015 is expected to be a loss of between \$2.5 million and \$2.9 million. For the fourth quarter of 2015, the company expects to report a net loss of between \$4.7 million and \$5.1 million, compared to a net loss of \$2.7 million for the same period in 2014. The company expects to report a net loss for the full 2015 year of between \$15.5 million and \$15.9 million, compared to \$10.1 million in 2014. The fourth quarter of 2015 net loss includes expenses connected to the company's new Folcroft, Pennsylvania facility, the launch of its sinus business and certain non-recurring expenses.

Imprimis intends to register its Texas and New Jersey facilities with the U.S. Food and Drug Administration (FDA) as outsourcing facilities, which is expected to occur near the end of the first quarter of 2016 for the Texas facility and before the end of the second quarter of 2016 for the New Jersey facility.

Mark L. Baum, CEO of Imprimis, stated, "We are pleased with our fourth quarter estimated results and have seen our growth continue and accelerate in the first quarter of 2016. We are already off to a great start this quarter and expect unit sales of our core ophthalmology formulations to nearly double in the first quarter of 2016 when compared to the fourth quarter of 2015. Other key lines of business are also experiencing growth and we expect they will further accelerate once we register our Texas and New Jersey facilities with the FDA and avail ourselves of the competitive advantages of Section 503B of the Federal Food Drug and Cosmetic Act. We believe positive revenue trends should persist throughout 2016 and beyond as we execute on our operational goals, integrate new efficient systems and processes, and begin our march towards profitability."

The company plans to announce its complete audited fourth quarter and full year 2015 financial results in a press release and conference call on or about March 23, 2016, the details of which will be announced in a separate press release. As the company has not yet completed its preparation and review of its consolidated financial statements for the fourth quarter or year ended December 31, 2015, the information reported in this press release is preliminary and is subject to the completion of such financial statements and their audit by the company's independent registered public accounting firm.

ADJUSTED EBITDA ESTIMATE

In addition to the company's results of operations determined in accordance with accounting principles generally accepted in the U.S. (GAAP), such as revenue and net loss, management also utilizes adjusted EBITDA, an unaudited financial measure that is not calculated in accordance with GAAP, to evaluate the company's financial results and performance and to plan and forecast future periods. Adjusted EBITDA is considered a "non-GAAP" financial measure within the meaning of Regulation G promulgated by the Securities and Exchange Commission. Management believes that this non-GAAP financial measure reflects an additional way of viewing aspects of the company's operations that, when viewed with GAAP results, provides a more complete understanding of the company's results of operations and the factors and trends affecting its business. Management believes adjusted EBITDA provides meaningful supplemental information regarding the company's performance because (i) it allows for greater transparency with respect to key metrics used by management in its financial and operational decision-making; (ii) it excludes the impact of non-cash or, when specified, non-recurring items that are not directly attributable to the company's core operating performance and that may obscure trends in the company's core operating performance; and (iii) it is used by institutional investors and the analyst community to help analyze the company's results. However, adjusted EBITDA and any other non-GAAP financial measures should be considered as a supplement to, and not as a substitute for or superior to, the corresponding measures calculated in accordance with GAAP. Further, non-GAAP financial measures used by the company and the manner in which they are calculated may differ from the non-GAAP financial measures or the calculations of the same non-GAAP financial measures used by other companies, including the company's competitors.

The company defines adjusted EBITDA as net income (loss) excluding the effects of interest, taxes, depreciation, amortization, stock-based compensation, other income (expense) and, if any and when specified, non-recurring income or expense items. The company believes that the most directly comparable GAAP financial measure to adjusted EBITDA is net loss. Adjusted EBITDA has limitations and should not be considered as an alternative to gross profit or net loss as a measure of operating performance or to net cash provided by (used in) operating, investing or financing activities as a measure of ability to meet cash needs.

The following is a reconciliation of estimated adjusted EBITDA, a non-GAAP measure, to the most comparable GAAP measure, net loss, for the quarter ended December 31, 2015 (in thousands):

Net loss	\$	(4,700) to (5,100)
Stock-based compensation		1,120
Depreciation		80
Amortization		90
Interest (income) expense, net		430
Income taxes		-
Other (income) expense, net		-
Non-recurring expense(1)		440
Adjusted EBITDA	\$	(2,540) to (2,940)

(1) Non-recurring expense items included certain transactional expenses and expenses related to restructuring the company's sales and marketing efforts, including severance expenses.

ABOUT IMPRIMIS PHARMACEUTICALS

San Diego-based Imprimis Pharmaceuticals, Inc. (NASDAQ: IMMY) is a national leader in the development, production and dispensing of novel compounded pharmaceuticals. The Company's two business segments, *Imprimis Cares*[™] and *Custom Compounding Choice*[™], focus on patient outcomes and affordability, by offering high quality customizable compounded drugs in all 50 states. Imprimis is headquartered in San Diego, California and operates four dispensing facilities located in California, Texas, New Jersey and Pennsylvania. For more information about Imprimis, please visit the corporate website at www.ImprimisPharma.com.

SAFE HARBOR

This press release contains forward looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Any statements in this release that are not historical facts may be considered such "forward looking statements," such as the statements made about the company's estimated revenue, adjusted EBITDA and net loss for the quarter and year ended December 31, 2015, the company's expected performance in 2016, including certain anticipated results for the first quarter of 2016, and the company's plans to upgrade and construct new pharmacy facilities and register these facilities as outsourcing facilities. Forward looking statements are based on management's current expectations and are subject to risks and uncertainties which may cause results to differ materially and adversely from the statements contained herein. Some of the potential risks and uncertainties that could cause actual results to differ from those predicted include the possibility that the company's 2015 financial results will differ materially from its preliminary estimates upon completion and audit of its financial statements; failure to meet projected unit sales for the first quarter of 2016; delays or other difficulties associated with the construction and upgrade of the company's pharmacy facilities; delays or failures in the company's efforts to register certain of its pharmacy facilities as outsourcing facilities; other risks related to the company's compounding pharmacy operations; the company's ability to make commercially available its compounded formulations and technologies in a timely manner, in sufficient quantities or at all; physician interest in prescribing and patient interest in using its formulations; the company's ability to accurately estimate its expenses and cash burn and raise additional funds when necessary; the projected size of the potential market for its technologies and formulations; unexpected new data, safety and technical issues; regulatory and market developments impacting compounding pharmacies, outsourcing facilities and the pharmaceutical industry; competition; and market conditions. These and additional risks and uncertainties are more fully described in the company's filings with the Securities and Exchange Commission, including its most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Such documents may be read free of charge on the Securities and Exchange Commission's web site at www.sec.gov. Undue reliance should not be placed on forward looking statements, which speak only as of the date they are made. Except as required by law, the company undertakes no obligation to update any forward looking statements to reflect new information, events or circumstances after the date they are made or to reflect the occurrence of unanticipated events.

Investor Contact

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bortega@imprimispharma.com
858.704.4587



NASDAQ: IMMY
Mark L. Baum, CEO
March 2016





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. 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.

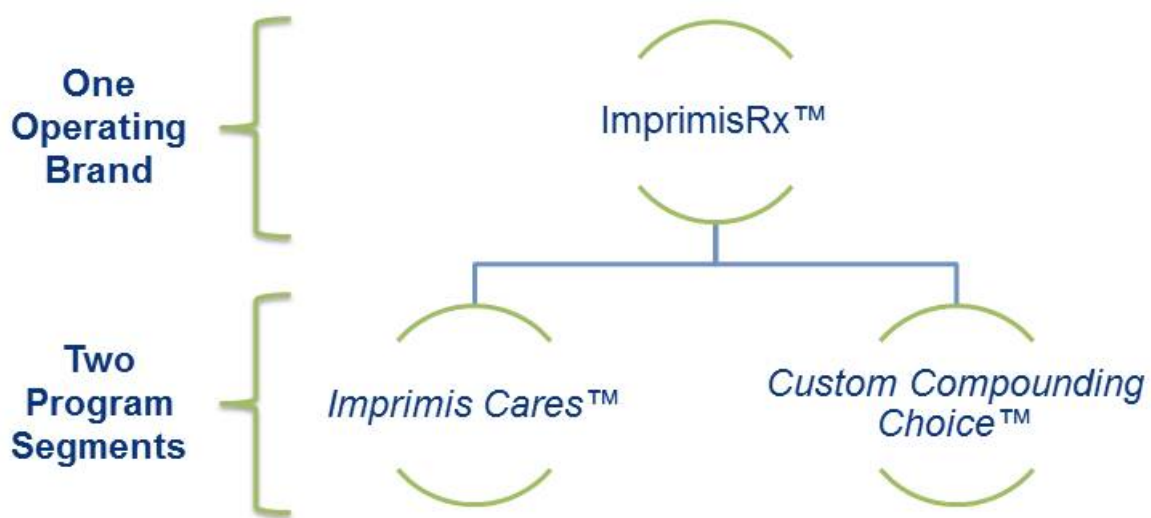
We offer compounded drugs as alternative choices to expensive branded and generic drugs, lowering drug costs and driving greater patient access



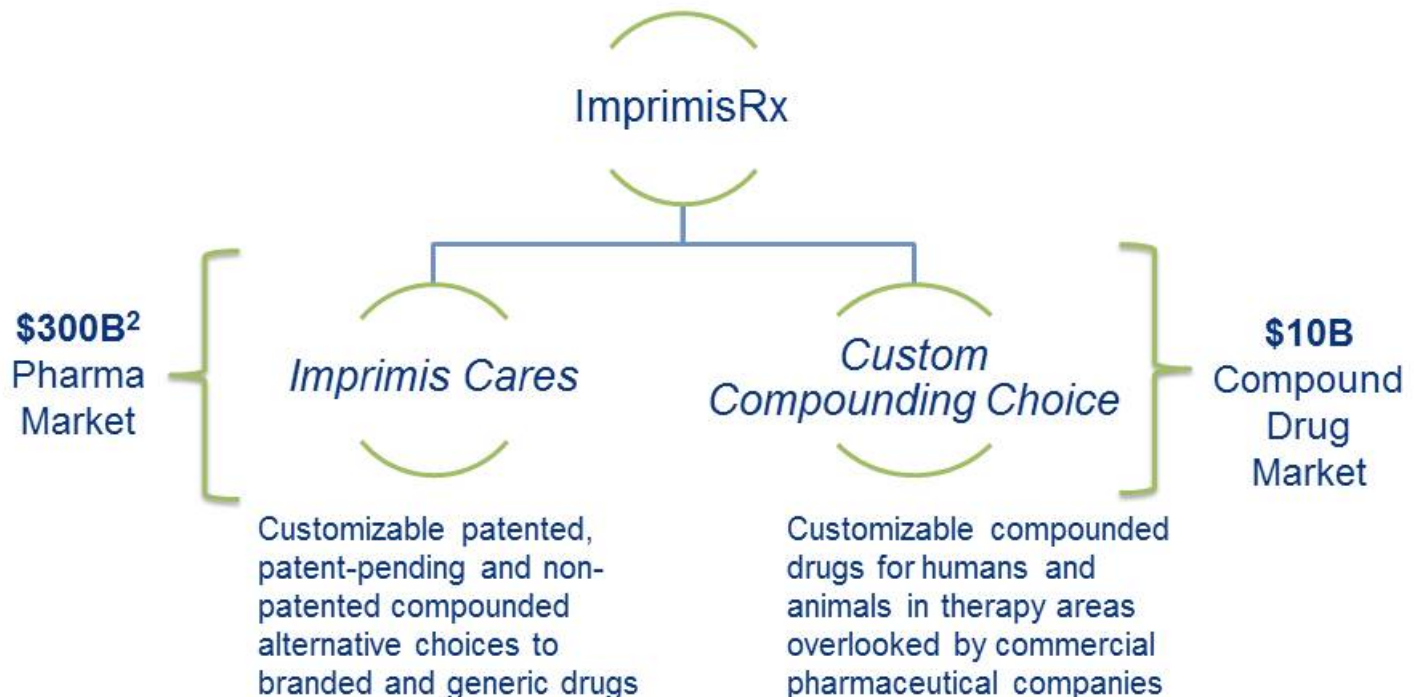
Opportunity

- Lack of competition for branded drugs has led to price expansion
- 12% of drugs do not and likely will not have generic competition¹
- PBMs and insurance companies are demanding lower cost options
- We believe Imprimis can thrive in a lower cost environment
- We have demonstrated:
 - 60% - 80% savings compared to branded incumbents
 - >60% gross margins on our core proprietary formulations
 - we can take significant market share from FDA approved drugs
- **Over the next 3-5 years, we expect to accelerate market share capture from the >\$300B² year branded and generic companies**

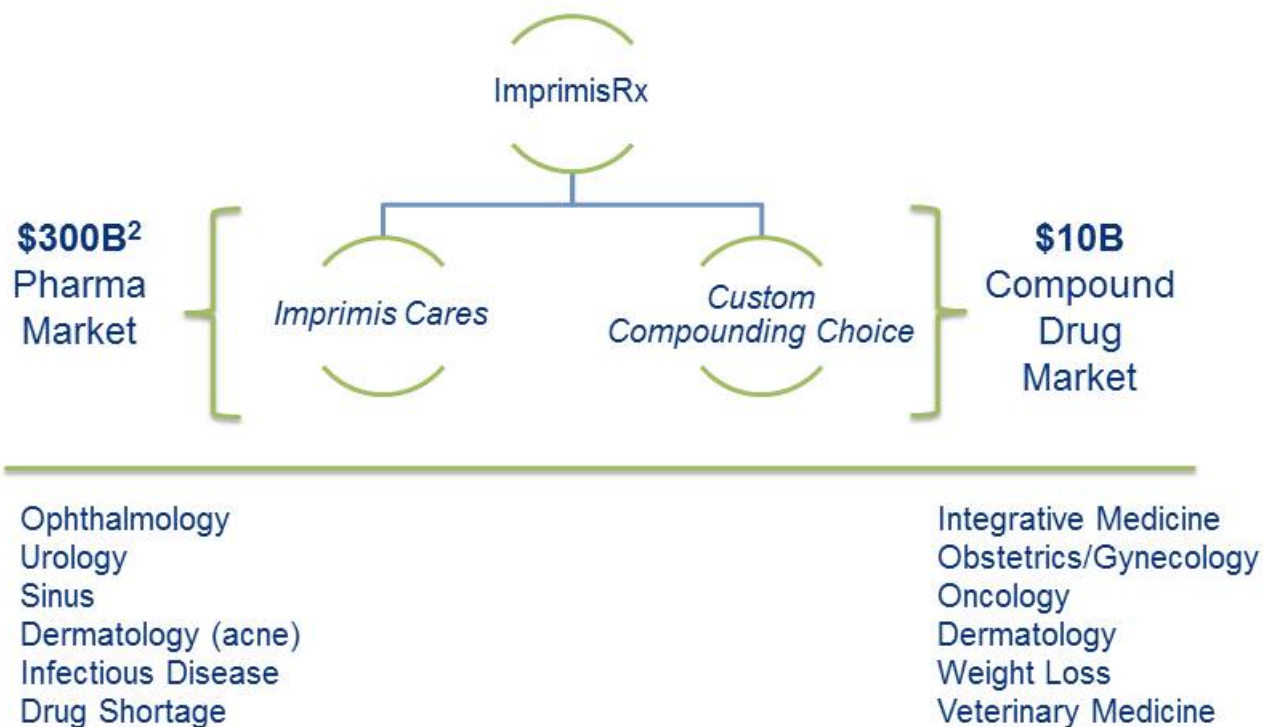
Structure



Business Description



Therapeutic Markets



Company Overview

- Own library of 33 drug formulation patents and patents pending
- Sell to prestigious healthcare institutions nationwide through PBM networks, and via cash-pay to buy-and-bill customers
- Headquartered in San Diego, CA and operate four facilities:
 - Irvine, CA
 - Randolph, NJ
 - Allen, TX
 - Folcroft, PA
- Licensed to ship to all 50 states
- Registering TX and NJ facilities with FDA in 1H 2016



Imprimis CARES! ...In Action



- Post-cataract surgery eye drops are expensive and challenging to administer
- Our **Dropless Therapy**® is a patent-pending injectable combination of steroid & antibiotic
- Single injection vs. >150 eye drop applications
- >90% of Dropless Therapy cases eliminate the need for eye drops³
- Reduces patient compliance issues related to topical eye drop administration⁴⁻⁹
- Decreases doctor office staff time responding to patient calls concerning eye drops⁴⁻⁹
- 97% of Dropless Therapy users perceived it as equally effective or better than eye drops¹⁰

Imprimis CARES! ...In Action

- Eye drop market >\$1B U.S.^{11,12}
- 3.6M cataract surgeries in 2013; 4.3M estimated in 2017 (U.S.)¹¹
- >50% market share potential derived from study by Grail Research¹⁰
- Factors we believe for greater adoption at payment of \$100 per eye:
 - Medicare patients must be able to pay out of pocket
 - Dropless formulations must be made in FDA registered facility
- Imprimis is:
 - Executing “patient pay and patient choice” strategy with CMS based on the success of a similar strategy for premium IOLs
 - Registering with FDA as outsourcing facilities and implementing cGMPs
- **We estimate >\$200M annual revenue potential with change in CMS policy**

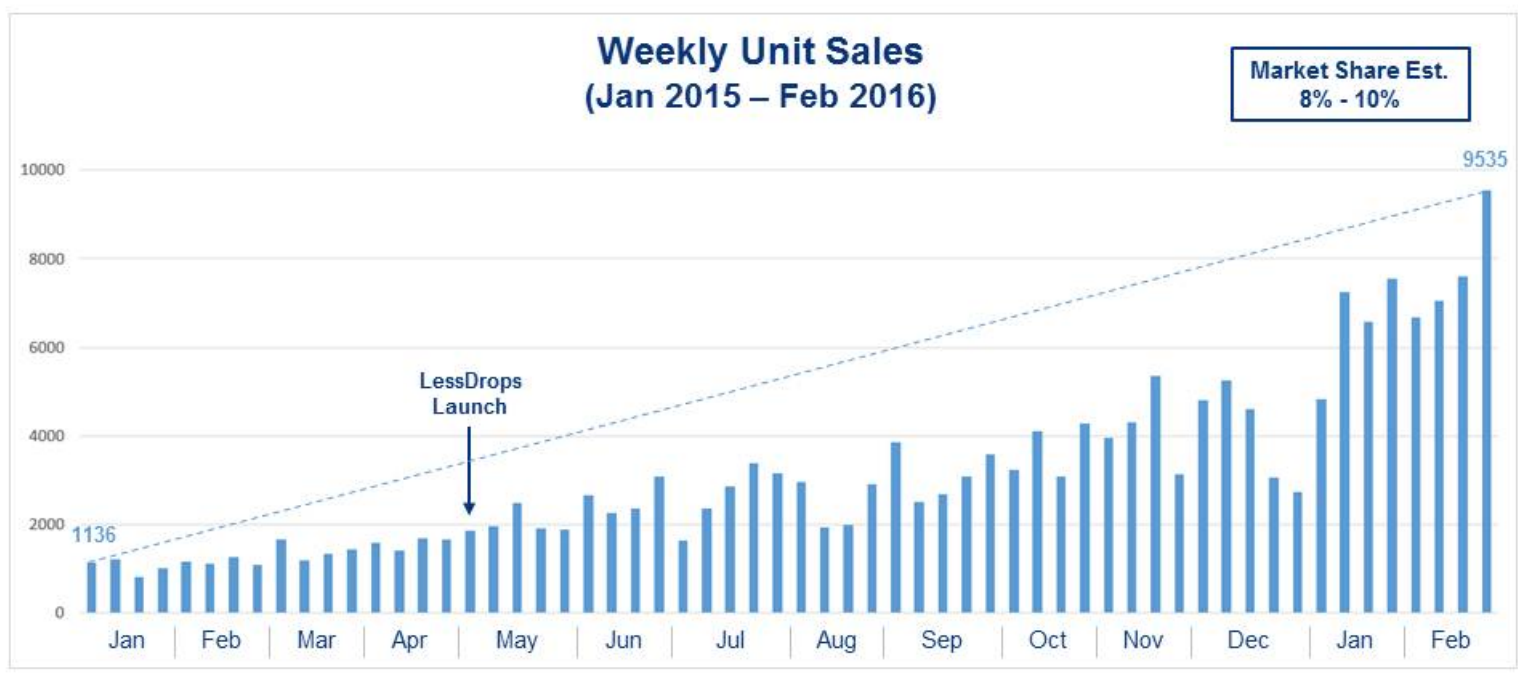
Imprimis CARES! ...In Action

LessDrops® topical combination eye drops



- One bottle vs. 3 separate bottles
 - Antibiotic + Steroid
 - NSAID + Steroid
 - Triple Drop™
- 50% fewer drops¹³
- Lower cost (\$60 vs. \$323¹²)
- Better patient compliance¹³
- Prescribed for cataract surgery and LASIK

Ophthalmology Market Growth



Imprimis CARES! Media Coverage

[BLOOMBERG US](#) [THE NEW YORK TIMES](#) [THE WALL STREET JOURNAL](#) [CNN MONEY](#)

[ASSOCIATED PRESS](#)   [FORTUNE](#)

[FIERCE PHARMA](#)   [FOX BUSINESS NEWS](#)

[CBS](#)   [CNBC](#)

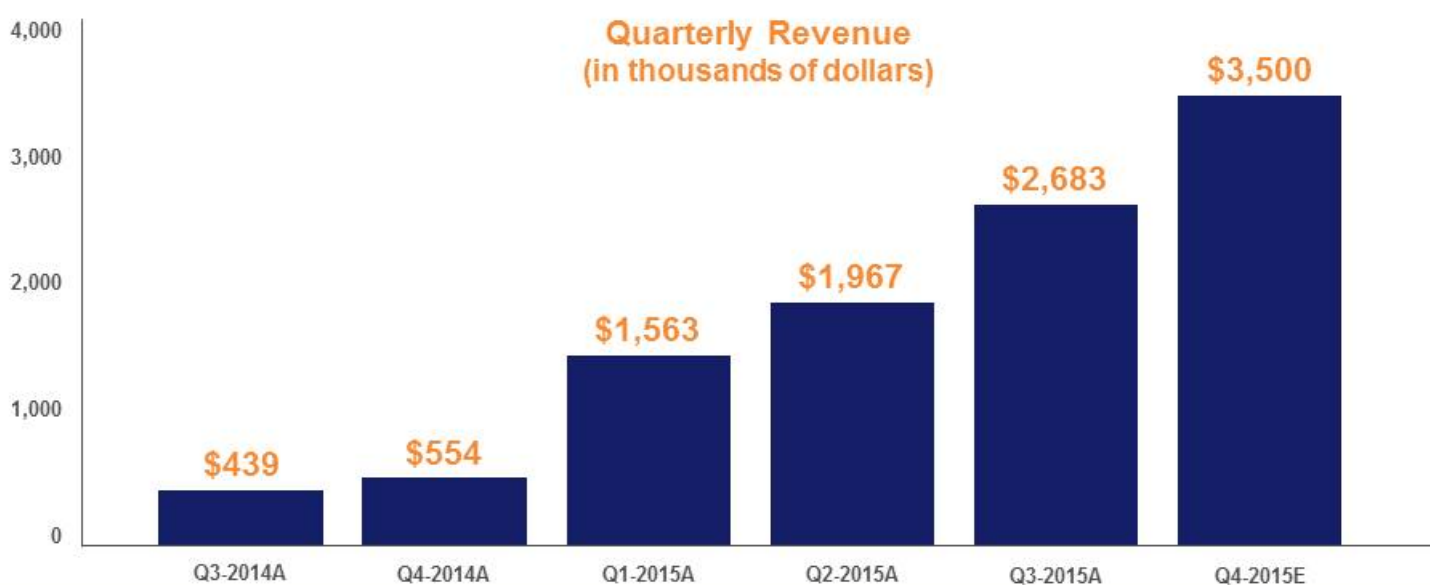
[US NEWS & WORLD REPORT](#)   [BUSINESS INSIDER](#)

[EQUITIES.COM](#)  [REUTERS](#)

[USA TODAY](#) [THE DAILY BEAST](#) [MSNBC](#)

Revenue Performance

Quarterly Revenue
(in thousands of dollars)



% Growth	-	26%	182%	26%	36%	-
Gross Margin	46%	39%	36%	47%	55%	-



Near Term Potential Growth Catalysts

- *Imprimis Cares* formulary expansion in 2016 to significant new, large and profitable markets
- Developing current and new PBM relationships to make our formulations available for in-network reimbursement
- Two FDA registered outsourcing facilities will provide opportunities to secure new large customer accounts
- Shift in CMS policy to allow Medicare recipients to pay for Dropless Therapy we believe would create >\$200M in annual revenue potential for our Dropless Therapy formulations
- “Land and Expand” with existing institutional accounts



2016 Execution

- Accelerate revenue growth
 - Continued focus towards large national account acquisition
 - Hold ground and grow share with smaller accounts
- Improve margins
 - Implement automation
 - Transition high volume Rx sterile orders to 503B facilities
- Complete integration of improvements to pharmacies
- Implement systems to improve efficiencies



Capital Structure

As of September 30, 2015 (unaudited):

Common stock issued and outstanding	9,681,646
Options, weighted avg. ex. \$6.54*	963,213
Warrants, weighted avg. ex. \$7.41	240,688
RSUs**	330,617
<hr/>	
Total diluted outstanding	11,216,164

*Number of options does not include CEO's 600,000 market based options, vesting at stock prices ranging from \$9 to \$15 and an exercise price \$7.87

**Number of RSUs includes RSUs vested, but shares that have not been issued. Does not include 1,207,500 CEO's and CFO's market based vesting PSUs, at stock prices ranging from \$10 to \$30



Company Profile

- Trading Symbol: **NASDAQ: IMMY**
- Current Price per Share (2-22-16): **\$4.08**
- Market Cap: **\$39.5 million**
- Shares Outstanding: **9.6 million**
- 52-Wk Range: **\$3.80 – \$8.79**
- Number of Employees: **108**
- Headquarters: **San Diego, CA**
- Q4 2015 estimated revenues: **\$3.5 million**
- Calendar 2015 estimated revenue: **\$9.7 million**



**Imprimis Pharmaceuticals
(NASDAQ: IMMY)**

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(858) 704-4040

www.imprimispharma.com



References and Appendix





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Pharmaceutical Compounding

Imprimis uses the more than 7,800 FDA-approved off-patent generic drugs¹⁴ to create *new* low cost, high quality, customizable and often patentable compounded drug formulations

“Compounding pharmacies were the original drug companies. Compounding existed before Merck & Co. and before Pfizer. Compounding existed before the FDA ... If you go into virtually every hospital in the United States, they all use compounded drugs. You go into any ophthalmology practice, any urology practice or any dermatology practice, they're all using compounded drugs — every single day. It is an integral part of our drug economy.”

Mark L. Baum, Founder and CEO of Imprimis Pharmaceuticals, Inc.
US News & World Report (December 15, 2015)¹⁵



Compounding Investment Trends

- Compounding sector undergoing “growth renaissance” (*Eric Coldwell, Baird Equity Research, WSJ, Oct 2015*)¹⁶
- Amerisource Bergen (ABC) acquired PharMEDium in Oct 2015, the largest compounding pharmacy company in the U.S., for \$2.6B, equating to 22x EBITDA¹⁶
- QuVa Pharma, a Bain Capital company, acquired privately-held Healix, Inc., TX-based sterile compounding company, in Aug 2015¹⁶ and assets of Unique Pharmaceuticals, Ltd, including its 503B outsourcing facility in Nov 2015.
- “Indeed, drug compounding businesses are drawing investors.”¹⁶ *Wall Street Journal – Oct 2015*



Cost Savings

Formulation	Imprimis Pricing	Branded Drug	Branded Pricing
Droplless Therapy	\$25 (one-time)	2-3 eye drops	\$323 (30 days)
LessDrops	\$60 (30 days)	2-3 eye drops	\$323 (30 days)
PPS-DR	\$99 (60)	Elmiron	\$840 (90)
Pyrimethamine and leucovorin	\$99 (100)	Daraprim	\$67,500 (100)
Tiopronin	\$1,688 (30)	Thiola	\$9,000 (30)

Commitment to Quality

	U.S. Pharmacopeia (USP) <797>	PCAB®	An Imprimis Pharmacy*	Status
STERILITY TESTING	Sterile lots per USP <71>	Comply with USP	All Sterile lots	✓
ENDOTOXIN TESTING	Sterile Injectable lots per USP <85>	Comply with USP	All Sterile Injectable lots	✓
PRE-SHIPMENT QUARANTINE	Not required, but recommended	Comply with USP	14 days for sterility result	✓
ENVIRONMENTAL TESTING	Every 6 months	Every 6 months	Every 3 months	✓
TEST RESULTS INCLUDED WITH ORDER	No requirement	No requirement	Sterility Results Endotoxin Results**	✓
BEYOND USE DATING	Literature and experience based Stability Study Recommended	Comply with USP	Literature and experience based Stability Study Data (in progress)	✓
PERSONNEL	Initial Aseptic training Annual Aseptic Evaluation	Comply with USP	Initial Aseptic Training Semi-Annual Evaluations	✓
COMPOUNDING ENVIRONMENT	Aseptic in ISO5 Disinfectant Rotation	Aseptic in ISO5 Disinfectant Rotation	All aseptic in ISO5 Disinfectant Rotation	✓
QA PROGRAM DOCUMENTATION AND POLICIES	Written SOPs <ul style="list-style-type: none"> • Equipment monitoring and calibration • Compounding filing and labeling • Equipment and supplies • Training of staff • Procedure for handling hazardous drugs • Quality assurance program • Record keeping requirements • Recall procedures 	Written SOPs <ul style="list-style-type: none"> • Equipment monitoring and calibration • Compounding filing and labeling • Equipment and supplies • Training of staff • Procedure for handling hazardous drugs • Quality assurance program • Record keeping requirements • Recall procedures 	Written SOPs <ul style="list-style-type: none"> • Equipment monitoring and calibration • Compounding filing and labeling • Equipment and supplies • Training of staff • Procedure for handling hazardous drugs • Quality assurance program • Record keeping requirements • Recall procedures 	✓

Dropless Research Report



- Findings of independent research report by Grail Research¹⁰ (n=257)
 - 57% MDs are aware of Dropless Therapy
 - 91% of aware are likely to use a compounded formulation if made in FDA approved facility
 - 52% of non-users (n=118) cited high cost as barrier to Dropless adoption
 - 69% of users perceive Dropless Therapy as equally effective and 28% better than eye drops

Current Eye Drop Costs¹²

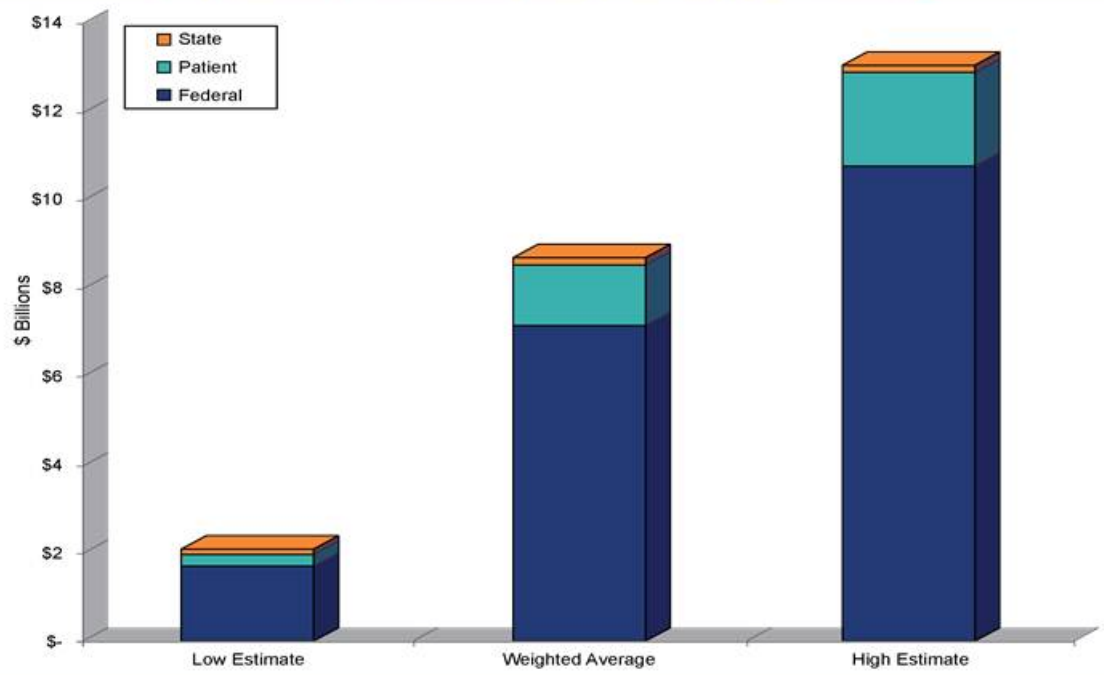
	Medicare			Medicaid		
	Weighted Average	Low	High	Weighted Average	Low	High
NSAID	\$165	\$139 (Bromfenac Sodium)	\$207 (Bromday)	\$168	\$137 (Bromfenac Sodium)	\$206 (Bromday)
Antibiotic	\$89	\$12 (Tobramycin)	\$109 (Besivance)	\$89	\$12 (Tobramycin)	\$109 (Besivance)
Steroid	\$70	\$24 (Prednisolone Acetate)	\$114 (Durezol)	\$80	\$25 (Prednisolone Acetate)	\$115 (Durezol)
Total	\$323	\$175	\$431	\$337	\$174	\$431

Economics of Disruption

	 GO DROP LESS™	 LESS DROPS™	Total	<i>Losses to Eye Drop Companies</i>
Daily Surgeries (1 month)	750	140	890	890 cases
Avg. Rx Price (1 month)	\$22.50	\$52.48	\$27.21	\$323 avg. \$/case
Total Daily Sales (1 month)	\$16,875	\$7,339	\$24,214	\$287,470/day
Total Daily (\$100/Rx)	\$75,000	\$14,000	\$89,000	\$287,470
Annualized (\$100/Rx - 5% share)	\$19.5M	\$3.6M	\$23.1M	>\$74.7M/year Currently
Annualized (\$100/Rx - 20% share)	\$78M	\$14.4M	\$92.4M	\$298.8M/year Potential near future

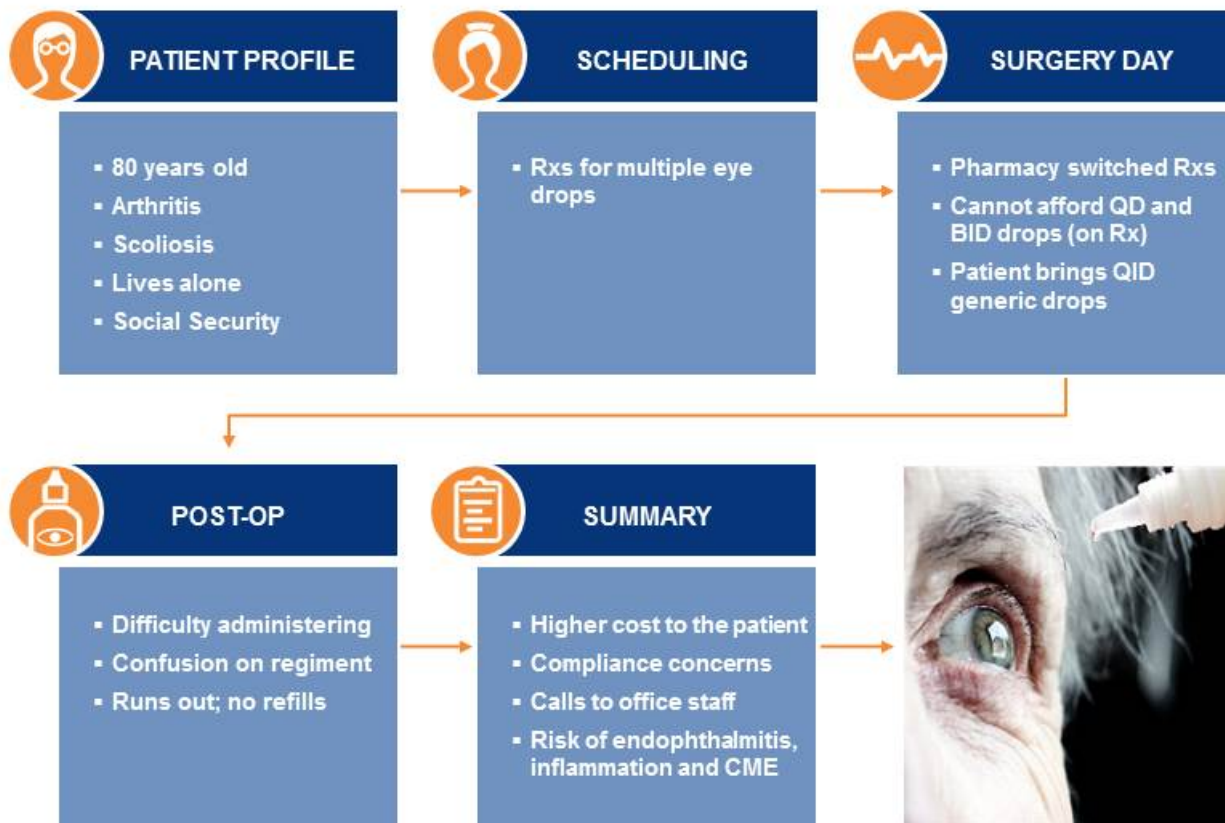
Value Creation from Cost Savings

Andrew Chang & Co, LLC estimates up to \$13B savings to US healthcare system and patients over next 10 years with Dropless Therapy¹²

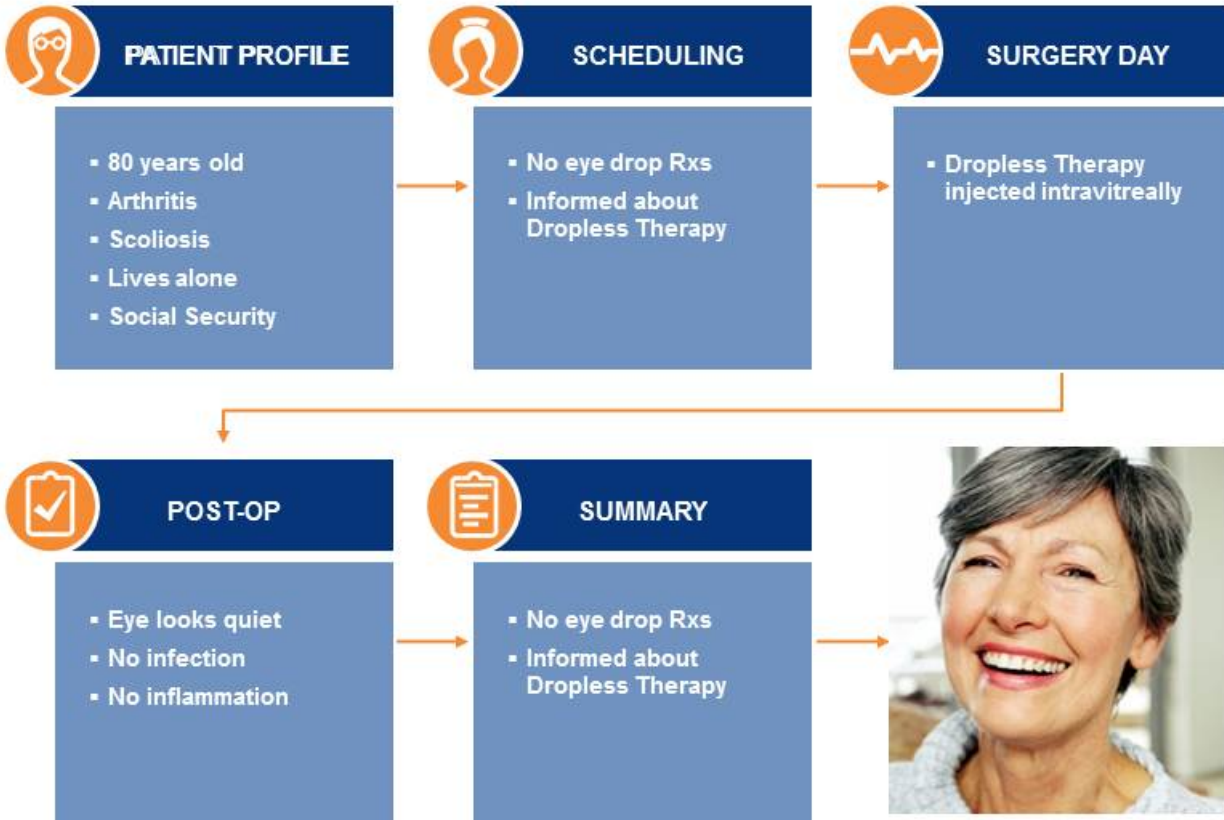


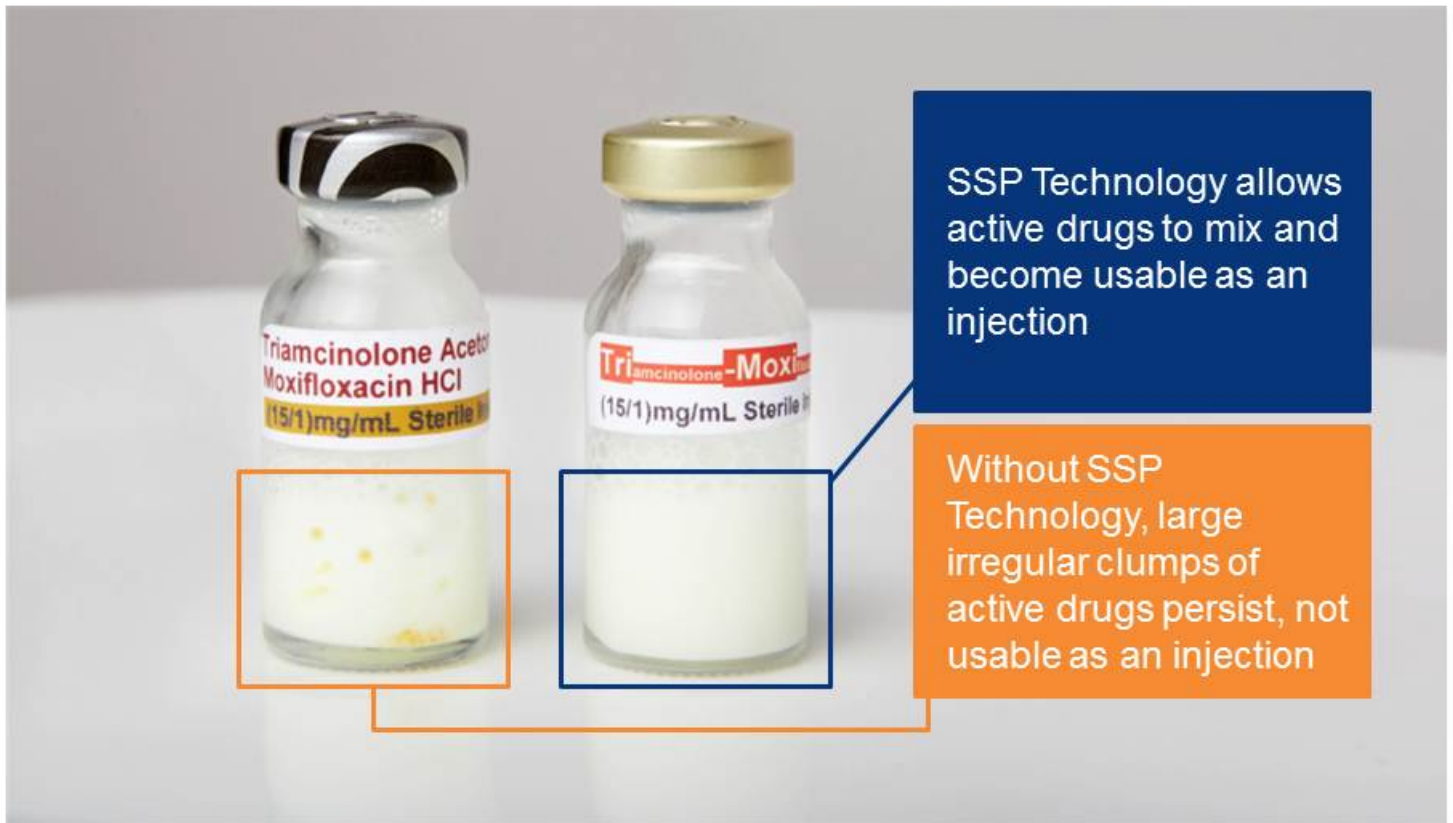
At \$100 per dose, we believe Dropless can create payor cost savings ¹² and drive shareholder value

The Eye Drop Journey



The Dropless Therapy Journey





LessDrops Topical Solutions



>\$323.00



\$60.00

Imprimis CARES! Program

- Provide access to cost-effective clinically relevant compounded alternative choices
- Active in several therapeutic verticals (ophthalmology, urology, sinus, dermatology)
- Introduced pyrimethamine and leucovorin as alternative choice to Daraprim® in Oct 2015
- Partnered with Express Scripts to provide their beneficiaries with our pyrimethamine and leucovorin capsules, supported by the Infectious Disease Society of America (IDSA) and the HIV Medicine Association (HIVMA)
- In the face of high deductible drug benefit plans and massive drug price increases, we are working with MDs, PBMs, hospital groups, and insurance companies to expand the *Imprimis Cares™* program



Imprimis CARES! ...In Action



- Defeat IC™ urology program started in 2015 for chronic interstitial cystitis (IC)
- IC is characterized by bladder pain and frequent urination
- Up to 10M U.S. IC patients¹⁷⁻¹⁸
- Offering:
 - Insurance reimbursed and patented bladder instillation recommended by the American Urological Association¹⁹; and
 - \$99/month PPS DR™ oral capsule as a compounded alternative choice to \$800/month Elmiron®

Imprimis CARES! ...In Action



- Chronic sinusitis business acquired in Oct 2015
- >8,000 MD prescribers and >38,000 paying patients past year
- >30M U.S. adults suffer from sinusitis²⁰
- Costs of chronic/acute sinusitis in U.S. exceeds \$11B annually²⁰
- Our sinus offering:
 - Topical delivery of antibiotics, steroids and antifungal medicines instead of oral systemic dosing
- Topical delivery is an effective method to administer sinus medications²¹

Land and Expand Strategy

“Land” to Establish New Customer Relationship



**Dropless
LessDrops**

“Expand” with Complementary Medications

- Lyophilized Epinephrine
- Shugarcaine
- Hyaluronidase
- Mitomycin
- Other Mydriatic formulations
- Povidone Iodine



HLA

- Pentosan delayed release capsules
- Lyophilized Tri-Mix
- Elmiron®
- Hormone Replacement Therapy
- Progesterone, Estrogen



Sinus

- Antibiotics
- Anti-inflammatories
- Antifungals
- Chelating Agents

Condensed Balance Sheet

(in thousands, unaudited)	At September 30, 2015
Cash, equivalents and short-term investments	\$ 6,706
Accounts receivable	701
Inventories	1,273
Other short-term assets	685
Total current assets	9,365
Furniture and equipment, net	1,067
Intangible assets and goodwill, net	4,589
TOTAL ASSETS	\$ 15,021
Total current liabilities	\$ 3,742
Senior note payable, net of discount, \$10M principal	8,217
Other long term debt	818
TOTAL LIABILITIES	12,777
TOTAL STOCKHOLDERS' EQUITY	2,244
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 15,021

