
**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): August 8, 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))
-
-
-

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 August 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: August 8, 2018

By: /s/ Andrew R. Boll

Name: Andrew R. Boll

Title: Chief Financial Officer

The logo for Imprimis Pharmaceuticals features the word "imprimis" in a bold, dark blue, lowercase sans-serif font. Above the letters "i", "m", and "i" of "imprimis" is a cluster of orange dots of varying sizes, arranged in a roughly circular pattern. Below the word "imprimis" is the word "PHARMACEUTICALS" in a smaller, orange, uppercase sans-serif font. The background of the entire slide is a photograph of a mountain range with white clouds, framed by a dark blue border.

imprimis
PHARMACEUTICALS

NASDAQ: IMMY

AUGUST 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. All trademarks, service marks and trade names included in this presentation are the property of their respective owners.



INTRODUCTION TO

IMPRIMIS PHARMACEUTICALS

PHARMACEUTICAL COMPOUNDING

2014

imprimis_{Rx}

2015

PARK
COMPOUNDING

- 238% revenue CAGR in ophthalmology (2014-2017)
- 153% consolidated revenue CAGR (2014-2017)
- **60+ formulation and method of use patent filings**

SPECIALTY PHARMACEUTICALS

2017

eTon
pharmaceuticals

2018

surface
PHARMACEUTICALS INC.

2018

MELT
PHARMACEUTICALS

- Balance sheet value in retained equity positions
- Significant cash flow potential from royalties



100% OWNERSHIP OPERATING BUSINESSES



EQUITY & ROYALTY INTERESTS



100% OWNERSHIP OPERATING BUSINESSES



imprimis Rx


PARK
COMPOUNDING



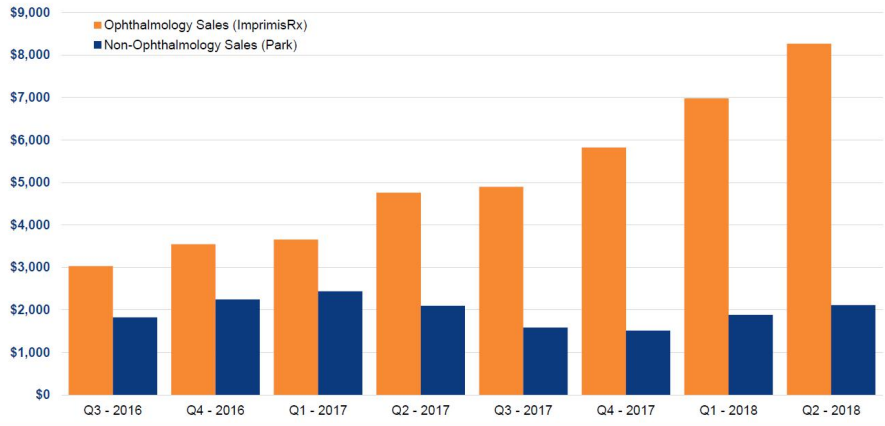
WHAT IS IT?

- ImprimisRx is the leading ophthalmology compounding businesses in U.S.
 - Serve ophthalmologists treating cataracts, LASIK, glaucoma, and dry eye
 - 3,000+ physician customers (and growing) ordering ~20 SKUs
 - IP focused; 60+ patents filed
 - 2M+ sterile doses dispensed
 - 238% ophthalmology revenue CAGR (2014 through 2017)
 - \$10M+ investment made in equipment, facilities, software
 - FDA registered; cGMP production (highest federal standards)
- Park is cash flow generating and is a strategic R&D hub

WHAT IS THE OPPORTUNITY?

- To be the most important pharmaceutical vendor to ophthalmologists in the US
- We are growing, cash flowing and scalable
- Operating efficiencies should expand gross margins beyond 60%
- Goal of \$100M revenue run rate by 2021

CONSOLIDATED FINANCIAL PERFORMANCE (IN THOUSANDS)



Trends

Revenue Growth: 2014-2017

- 238% CAGR (ophthalmic)
- 153% CAGR (consolidated)

Gross Margins: Continued expansion

Profitability: Declining losses, turning to earnings

Revenue Growth y/y	81%	65%	39%	40%	34%	27%	45%	51%
Gross Margins	52%	47%	45%	52%	48%	53%	54%	60%
Adj. E(L)BITDA	(2,882)	(2,378)	(2,846)	(1,945)	(1,643)	(794)	(431)	442
% of Revs. (Ophthalmic)	62%	61%	60%	69%	76%	79%	79%	80%

OPHTHALMOLOGY REVENUE GOAL ROADMAP



OPPORTUNITY IN U.S.

FY 2021: \$100M RUN RATE

WHERE WE ARE

<p>OPHTHALMIC SURGERY Formulations include antibiotics, anti-inflammation, sedation, mydriatics, and anesthetics</p>	<ul style="list-style-type: none"> \$1+ billion drug market ~4.6M ocular surgeries and other procedures^{1-6, 8, 10, 12-17} Demographic growth in the overall market ~6% per yr¹⁸ 	<p>Target:</p> <ul style="list-style-type: none"> 525,000 procedures ~13% market share Increase revenue to >\$75 avg per surgery by adding new products 	<ul style="list-style-type: none"> 400,000+ per year ~\$45 per surgery Launched in 2014
<p>GLAUCOMA Formulations include prostaglandin analogs, beta blockers, alpha agonists, carbonic anhydrase inhibitors</p>	<ul style="list-style-type: none"> \$2 billion drug market 19+ million targeted Rx¹² <ul style="list-style-type: none"> Patients taking >1 Rx 4 million Americans¹⁹ 	<p>Target:</p> <ul style="list-style-type: none"> 600,000 annual prescription equivalents 3% prescription share \$65 avg per monthly prescription 	<ul style="list-style-type: none"> Launched in Q2-2017 Increasing auto-refill rates Recent addition of drug shortage formulations
<p>DRY EYE Formulations include immunosuppressive agents and steroids</p>	<ul style="list-style-type: none"> \$2 billion drug market 4 million prescriptions¹² Estimated 30 million Americans suffer from some form of dry eye²⁰ 	<p>Target:</p> <ul style="list-style-type: none"> 400,000 annual prescription equivalents 10% prescription share \$49 avg per monthly prescription 	<ul style="list-style-type: none"> Fastest growth launch (Q4-2017) Increasing auto-refill rates

EQUITY & ROYALTY INTERESTS



WHAT IS IT?

- Focus on drug candidates requiring single small PIII trials, bio-equivalence, or literature-based 505(b)(2) NDA filings
- Seven active drug development programs:
 - One NDA filed; one ANDA filed
 - Additional NDA filings planned in 2019
- Successful PIII data on allergic conjunctivitis drug candidate recently announced
- \$20M Series A investment made in June of 2017
- Strong BOD and dynamic CEO with strong M&A and licensing background

WHAT IS THE OPPORTUNITY?

- Imprimis owns 3.5M shares of Eton common stock (27% equity interest)
- Royalty opportunity on drug candidate to compete with \$1B+ rev H.P. Acthar Gel®
 - Patent-pending 39 amino acid chain synthetic corticotropin formulation
 - Dispensed as a compounded drug
- *IPO obligation (December 31, 2018)*



WHAT IS IT?

- Focused on >\$1B ocular surface disease and related markets
- Imprimis contributed 505(b)(2) drug candidates have up to five indications:
 - Dry eye disease (chronic, episodic and refractory), pain and inflammation, post ocular surgery and blepharitis
- Patented delivery technology, invented by Richard L. Lindstrom, MD, is designed to protect and rehabilitate the ocular surface
- \$21M Series A investment from William (Bill) Link's Flying L Partners in 2018
- Strong management and Board of Directors team with a history of success in ophthalmology product development and capital investment

WHAT IS THE OPPORTUNITY?

- Imprimis owns 3.5M shares of Surface common stock (30% equity interest)
- Royalty opportunity on all current drug candidates



WHAT IS IT?

- Owns patented non-opioid conscious sedation / analgesia drug candidates
- ~100 million U.S. procedures annually¹⁻¹¹ where Melt formulations could replace and/or augment IV sedation
- Multi-billion dollar market opportunity (ophthalmology, dental, MRI claustrophobia, ER, OBGYN, pediatrics, plastics and dermatology)
- Completed a 610 patient randomized, controlled study on MKO Melt compounded formulation used during cataract surgery
- Compounded MKO Melt formulation dispensed nearly 100,000 times
- Strong regulatory and clinical advisory consulting team

WHAT IS THE OPPORTUNITY?

- Intention to pursue multiple 505(b)(2) drug candidates
- May pursue transaction structure similar to Eton and Surface
- Imprimis likely to maintain ownership stake and royalties on sales of contributed assets

SUMMARY OF LAUNCHED 505(B)(2) DRUG DEVELOPMENT COMPANIES

COMPANY	DRUG CANDIDATE	MARKET OPPORTUNITY	ROYALTY RATE
	Synthetic Corticotropin (39 peptide AA) <i>Infantile Spasms, Rheumatoid Arthritis</i>	\$1.1B+ (Acthar Gel® '17 sales ¹²)	6%
	Mycophenolic Acid + Klarity <i>Chronic Dry Eye</i>	\$1.5B+ (Restasis®/Xiidra® '17 sales ¹²)	4%
	Betamethasone + Klarity <i>Episodic Dry Eye Pain and Inflammation</i>	\$1B+ (Comp: Kala Pharmaceuticals)	4%
	Doxycycline + Omega-3 (Oral) <i>Refractory Dry Eye Blepharitis</i>	\$1B+	6%
	Midazolam + Ketamine (sublingual) <i>Procedural/Conscious Sedation Cataract, Colonoscopy, Pediatrics ...</i>	\$1B+ (Up to 100M U.S. uses annually)	5%

SUMMARY

KEY TAKEAWAYS



Our operating business is profitable; it's an innovation engine; and on plan to reach \$100M in revenue in 2021



Growing balance sheet with equity positions in well funded and well managed 505(b)(2) pharmaceutical companies



Significant income potential through royalty stakes in numerous funded drug development programs



Leveraging our growing IP portfolio and business model to pursue additional compounding-to-505(b)(2) opportunities

COMPANY PROFILE

(as of August 1, 2018)

TRADING SYMBOL:

NASDAQ: IMMY

PRICE PER SHARE:

\$2.40

STOCK PRICE RANGE (52-WEEK):

\$1.35 - \$4.69

AVG. DAILY Q2 TRADING VOLUME:

84,000 SHARES

MARKET CAP:

\$51 MILLION

SHARES OUTSTANDING:

21.05 MILLION

INSIDER BENEFICIAL OWNERSHIP:

13%

*PARTICIPATION BY CEO, CFO,
DIRECTOR IN DEC 2016
FINANCING

CORPORATE HEADQUARTERS:

SAN DIEGO, CA

PRODUCTION FACILITIES:

**IRVINE, CA &
LEDGEWOOD, NJ**

WWW.IMPRIMISRX.COM

REFERENCES AND APPENDIX

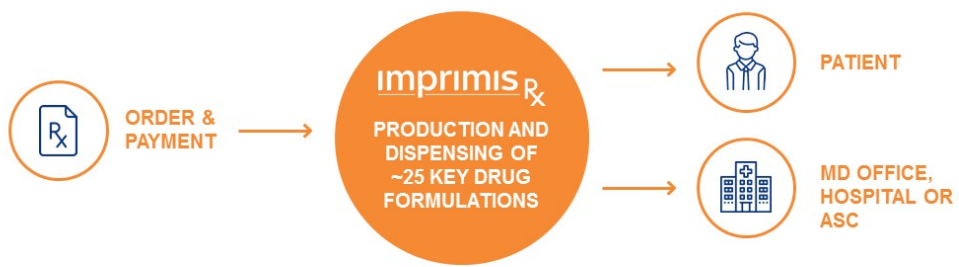
REFERENCES

1. Market Scope, LLC, Comprehensive Report on the Global IOL Market (2013, May).
2. Allen, A. (2007). Vasectomy Risks and Benefits. Retrieved November 08, 2016, from <http://www.webmd.com/men/features/vasectomy-risks-benefits>
3. US Market Report Suite for Gastrointestinal Endoscopic Devices 2017 – MedSuite. (2016, August 01). Retrieved January 08, 2017, from <https://dataresearch.com/product/us-market-report-suite-for-gastrointestinal-endoscopic-devices-2017-medsuite/>
4. Endodontic Facts by the American Association of Endodontists. (n.d.). Retrieved January 07, 2017, from <http://www.aae.org/about-aae/news-room/endodontic-facts.aspx>
5. Sklavos, M. M., Spracklen, C. N., Saftlas, A. F., & Pinto, L. A. (2014, February 23). Does Loop Electrosurgical Excision Procedure of the Uterine Cervix Affect Anti-Müllerian Hormone Levels? Retrieved January 08, 2017, from <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3953513/> and Centers for Disease Control and Prevention -United States, 2013. (2016, November 24). Retrieved January 07, 2017, from <https://www.cdc.gov/mmwr/volumes/65/ss/ss6512a1.htm>
6. Voigt, J., & Mosier, M. (2013, September). A powered bone marrow biopsy system versus manual methods: a systematic review and meta-analysis of randomised trials. Retrieved January 08, 2017, from <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3756462/>
7. Internal estimate based on data from National Hospital Ambulatory Medical Care Survey: 2015 Emergency Department Summary Tables https://www.cdc.gov/nchs/data/nhamcs/web_tables/2015_ed_web_tables.pdf
8. ASPS 2015 Plastic Surgery Statistics Report - American Society of Plastic Surgeons. (2015). Retrieved January 8, 2017, from <https://d2wirczt3b6wjm.cloudfront.net/News/Statistics/2015/plastic-surgery-statistics-full-report-2015.pdf>
9. Internal estimate based on data from S. Amin (2015) ; Trends in Fracture Incidence: A Population-Based Study over 20 Years <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3929546/>
10. IMV Medical Information Division, Inc. Benchmark Report MR2013 (2013, July). Retrieved December 15, 2016.
11. LaPointe. Bunion Surgery: A Prospective Clinical Outcomes Study; http://www.podiatryinstitute.com/pdfs/Update_2001/2001_11.pdf
12. Imprimis Pharmaceuticals internal business data, including IMS data, 2015-2017, and proprietary surveys
13. Number of LASIK surgeries in the United States from 1996 to 2020. Retrieved February 9, 2016 from <https://www.statista.com/statistics/271478/number-of-lasik-surgeries-in-the-us/>
14. Friedman, J. W. (2007, September). The Prophylactic Extraction of Third Molars: A Public Health Hazard. Retrieved January 08, 2017, from <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC1963310/>
15. Elmore, J. G., MD, Longton, G. M., MS, & Carney, P. A., PhD. (2015, March 17). Diagnostic Concordance in Interpreting Breast Biopsies. Retrieved January 08, 2017, from <http://jamanetwork.com/journals/jama/fullarticle/2203798>

REFERENCES

16. Irwin, K. (2012, December 10). Prostate cancer now detectable using imaging-guided biopsy, UCLA study shows. Retrieved January 08, 2017, from <http://newsroom.ucla.edu/releases/prostate-cancer-now-detectable-241575>
17. Centers for Disease Control and Prevention - United States, 2013. (2016, November 24). Retrieved January 07, 2017, from <https://www.cdc.gov/mmwr/volumes/65/ss/ss6512a1.htm>
18. Market Scope, Steady Growth in Cataract Surgical Procedures is Expected Over the Next 5 Years, July 27, 2017, <https://market-scope.com/pressrelease/steady-growth-in-cataract-surgical-procedures-is-expected-over-the-next-5-years/>
19. Glaucoma Research Foundation. Glaucoma Facts and Stats. Retrieved February 9, 2017 from <http://www.glaucoma.org/glaucoma/facts-statistics/glaucoma-facts-and-stats.php>
20. Schott, Chris, J.P. Morgan, "Eye' deally Positioned to Expand the Dry Eye Market ..." August 14, 2017

imprimis_{Rx} VALUE CHAIN



We reduce the complexity of the pharmaceutical Value Chain, eliminating the need for:

Insurance companies
Pharmacy benefit managers (PBM)
Wholesalers
Distributors

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). Droplless Cataract Surgery: An Overview. *Current Pharmaceutical Design*.

Compliance issues are diminished with Droplless 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 Droplless 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.

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.

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 Droplless approach. Both groups expressed similar satisfaction with surgery, but patients who received Droplless preferred the overall experience (P=0.01).



12264 EL CAMINO REAL, SUITE 350

SAN DIEGO, CA 92130

(858) 704-4040

IR@IMPRIMISPHARMA.COM

WWW.IMPRIMISRX.COM

