

# Q2-2016 | NASDAQ: IMMY

Our vision is to deliver customized and other novel medicines to physicians and patients TODAY at accessible prices.

## **Investment Highlights**

- Imprimis is pioneering a business model focused on making prescription drugs affordable
- Imprimis Cares<sup>®</sup> portfolio of lower-cost therapeutic alternatives to expensive FDAapproved drugs are creating an estimated 80% cost savings to payors
- Imprimis Cares is comprised of a growing portfolio of 25+ distinct patented and patentpending compounded drug formulations
- Dropless Therapy<sup>®</sup> injectables and LessDrops<sup>®</sup> topical drops are capturing an estimated 10% market share from branded drugs
- Strong sales growth trajectory with seven consecutive quarters of double digit sales growth
- Improving gross margin 56% in Q2-2016
- Expanding relationships with payors to facilitate widespread in-network reimbursement for our formulations
- Experienced senior leadership team in operations, quality, manufacturing and client relations



"Imprimis was founded on the belief that all Americans deserve access to affordable prescription drugs. We are demonstrating that high quality innovative medicines can be brought to market while still driving down costs. Each day we

are making a difference in the lives of the customers we serve as we grow our share within our key markets. We plan to expand our Imprimis Cares portfolio with additional lower-cost therapeutic alternatives to help address the needs of patients. With the momentum we gained in the first half of the year by strengthening our leadership team and expanding our drug production infrastructure, we believe 2016 will be a truly pivotal year for Imprimis.

-Mark L. Baum, Founder and CEO

## **Financial Snapshot**

Trading Symbol: NASDAQ: IMMY Price per Share: \$3.82 (Aug. 1, '16) Market Cap: \$51 Million Shares Outstanding: 13.3 Million



## **Imprimis Cares: Making Drugs Affordable**

Under the Imprimis Cares platform, the company owns and sells an extensive portfolio of innovative compounded prescription drugs in several large markets including ophthalmology, urology, dermatology, nephrology and infectious diseases. These formulations offer significant savings over branded drugs while targeting gross margins greater than 60% on core offerings. In October 2015, the company introduced a pyrimethamine and leucovorin compounded formulation, a low-cost alternative to Daraprim<sup>®</sup> for the treatment of toxoplasmosis, and partnered with the largest U.S. pharmacy benefit manager. Imprimis also introduced a patent-pending tiopronin and potassium citrate delayed release compounded formulation for patients suffering from cystinuria, an inherited disease that causes stones to form in the kidneys, bladder and/or urethra. Over the next 12 months, Imprimis plans to introduce new formulations with the potential to disrupt multi-billion dollar markets.

Branded Drug	Imprimis Cares Compounded Alternative	Estimated Cost Savings
Bausch & Lomb and Alcon steroid, antibiotic and NSAID eye drops for post-cataract and post-LASIK surgery infection and inflammation	Dropless Therapy Formulations	92%
	LessDrops Formulations	81%
Elmiron <sup>®</sup> for interstitial cystitis	PPS-DR™	88%
Daraprim <sup>®</sup> for toxoplasmosis	Pyrimethamine and Leucovorin	99.8%
EpiPen® for anaphylaxis symptoms	Epinephrine Injectables (In Development)	80%
Thiola <sup>®</sup> for cystinuria	Customized Delayed Release Tiopronin	81%

## Imprimis Cares: Disrupting the \$1B+ Eye Drop Market

#### **Ophthalmology Market (U.S.)**

- Eye drop market post-cataract surgery exceeds \$1 billion
- 4.3 million cataract surgeries expected in 2017
- 700,000 LASIK surgeries performed annually
- Imprimis current market share is approximately 10%
- Estimated >\$200M annual revenue opportunity with Dropless and LessDrops proprietary formulations

Based on the company's SSP Technology<sup>®</sup>, Dropless Therapy injectable and LessDrops topical compounded formulations are impacting the over 4.5 million cataract, LASIK and ocular surgery procedures performed annually in the U.S.





Dropless Therapy compounded antibiotic and steroid formulations are available in single, injectable intraocular doses administered by physicians following

ocular surgery. Dropless Therapy may substantially reduce or eliminate the need for patient-administered eye drops following surgery, thereby largely eliminating patient non-compliance and dosing errors associated with post-operative care regimens.

- A co-sponsored economic study conducted by Andrew Chang & Co, LLC demonstrated that Dropless Therapy formulations could provide collective savings to Medicare, Medicaid and patients of up to \$13 billion over a 10-year period.
- Since the launch of the Go Dropless campaign in April 2014, more than 1,000 ophthalmologists are now prescribers.
- Dropless Therapy and LessDrops formulations have been used in over 300,000 ophthalmic surgeries.



LessDrops combination topical eye drops may reduce the need for multiple postoperative eye drops following cataract, LASIK and other ocular surgeries.

This convenient and cost-effective approach may help to cut medication costs, improve compliance and enhance the patient experience. It is estimated that LessDrops combination topical drops can require up to 50% fewer drops to be administered by patients and cost up to 75% less than current post-surgery eye drop regimens.

#### Other Significant Therapeutic Market Opportunities

The company's portfolio of proprietary and non-proprietary customizable compounded drugs includes sterile and non-sterile integrative therapies used in therapeutic areas that may be overlooked by commercial pharmaceutical companies, including oncology, urology, autoimmunity, chronic infectious diseases, and endocrine and metabolic diseases.

Many of the company's formulations are developed in formats different than other available drugs, such as in suspension or lyophilized, which may provide differentiating and beneficial factors compared to competing therapies.

Imprimis' new patent-pending IV Free MKO Melt<sup>™</sup> (midazolam, ketamine and ondansetron) compounded conscious sedation formulation is an alternative option to IV anesthetic for patients undergoing ocular and other surgical procedures. The MKO Melt, in troche format, may provide consistent predictable dosing and allows for quick and easy administration, resulting in increased positive experiences for patients and staff. The company recently submitted applications to register some of its facilities as DEA manufacturers to provide additional distribution flexibility into other large surgery markets.

#### **Corporate Information**

Leadership	IR Contact
Leadership Mark L. Baum, Founder/CEO Andrew R. Boll, CFO John P. Saharek, CCO Clayton Edwards, SVP, Operations Pramod Sharma, VP, Quality Eric Rice, VP, Client Services Gary Seelhorst, VP, Corporate Development	IR Contact Imprimis Pharmaceuticals 12264 El Camino Real Suite 350 San Diego, CA 92130 T: 858.704.4587 E: ir@imprimispharma.com www.ImprimisRx.com Download our new IR App

Source material referenced is available by contacting the company.

Currently, all Imprimis compounded formulations may only be prescribed pursuant to a physician prescription for an individually identified patient consistent with federal and state laws governing compounded drug formulations. Certain statements contained in this material 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." 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. These and additional risks and uncertainties are more fully described in Imprimis' filings with the Securities and Exchange Commission (www.sec.gov), including its Annual Report on form 10-K and its Quarterly Reports on Form 10-Q. Except as required by law, Imprimis 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.