# 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): October 17, 2014**

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

| **Delaware** | **001-35814** | **45-0567010** |
|---|---|---|
| (State or other jurisdiction of incorporation) | (Commission File Number) | (IRS Employer Identification No.) |

| **12264 El Camino Real, Suite 350**<br>**San Diego, CA**<br>(Address of principal executive offices) | **92130**<br>(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 and Exhibit 99.2 to this Item 7.01 are presentations that are being used by the management of Imprimis Pharmaceuticals, Inc. (the "Company") in meetings describing the Company.

The information contained in Item 7.01 of this report and in Exhibits 99.1 and 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 Presentation dated October 2014

99.2 Corporate overview presentation dated October 2014

**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: October 17, 2014

By: */s/ Andrew R. Boll*
Name: Andrew R. Boll
Title: Vice President, Accounting and Public Reporting

**EXHIBIT INDEX**

99.1 Presentation dated October 2014

99.2 Corporate overview presentation dated October 2014

# INTRODUCTION TO IMPRIMIS PHARMACEUTICALS

## NASDAQ: IMMY

MARK L. BAUM, CEO

OCTOBER 2014

# SAFE HARBOR

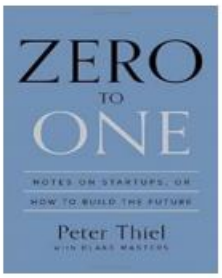
This presentation contains express "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. You are cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate 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; the Company's ability to enter into strategic alliances, including arrangements with pharmacies, physicians and healthcare organizations for the development and distribution of its 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; 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.

# ELEPHANT IN THE ROOM


Of 220 drugs approved over the past decade for publicly traded companies, the companies that invented 3 or more medicines spent an average $4.3 billion in R&D per drug. *September 2013*

THE WALL STREET JOURNAL.

"I am worried about it … at the end of the day, if we can't justify the prices that we put out for our products, show that they create value for patients individually and the healthcare system as a whole, then we're not going to be able to get good prices [from insurers], and good prices are essential." *Regeneron CEO Leonard Schleifer*




"*Eroom's law* – that's Moore's law backward – observes that the number of new drugs approved per billion dollars spent on R&D has halved every nine years since 1950."

FDA U.S. Food and Drug Administration
Protecting and Promoting *Your* Health

"The [biotech] business model is basically falling apart … when the scientific possibilities are unbelievable … The FDA has become too 'risk-averse' at a time when [the pharmaceutical industry] is moving forward like never before."

Dr. Andrew von Eschenbach, Former FDA Commissioner 2007-09
(Tufts University, 8/25/14)

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# VISION

**To deliver customized and other novel medicines to physicians and patients TODAY at accessible prices.**

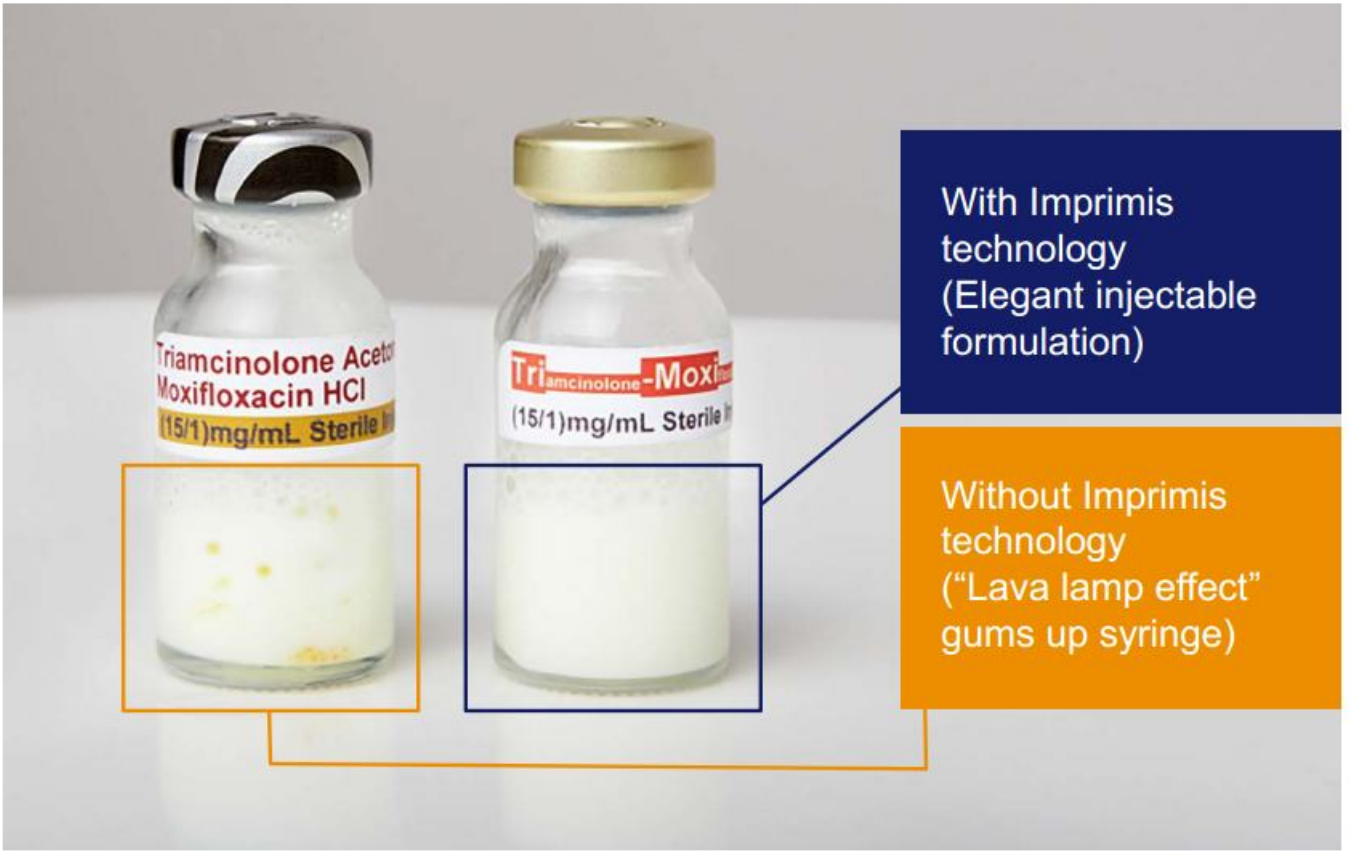
# MARKET IN NEED OF A SOLUTION

## Ocular Surgery Market

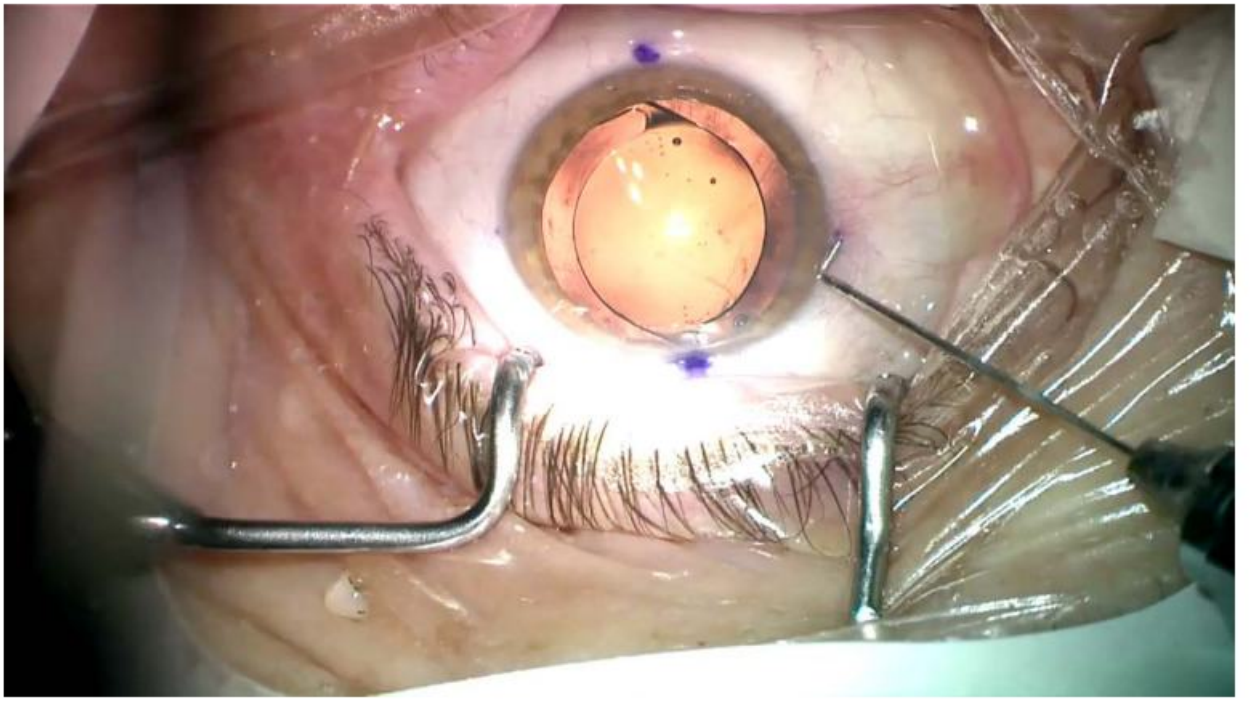
- Standard of care is self-administered steroid, NSAID and antibiotic eye drop therapy
- Significant patient compliance issues; high cost to patients; and increased staff time required for patient counseling
- Physicians and patients are dissatisfied with post cataract surgery eye drop therapy

***How do you reduce reliance on eye drops?***

# PATENT-PENDING NOVEL SOLUTION



# DROPLESS CATARACT SURGERY



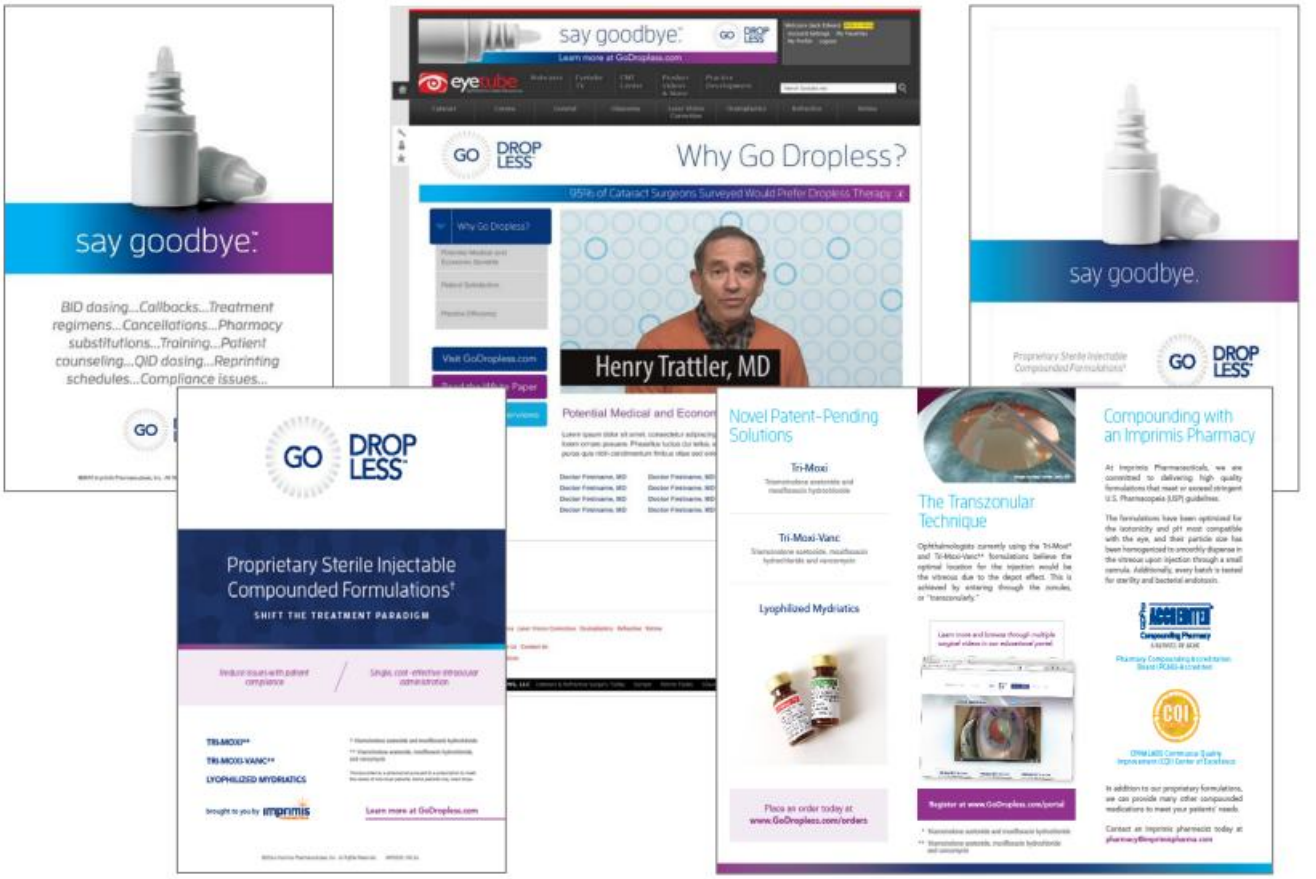
Courtesy of Richard Lindstrom, MD and James Lewis, MD

# OPHTHALMOLOGY LAUNCH

## Since Our *Go Dropless* Launch in April 2014:

- More than 100 ophthalmologists have been trained or have begun prescribing our formulations for their patients
- At leading eye meetings, physicians report >90% success in eliminating the use of post-operative eye drops
- Our patent-pending ophthalmic formulations have been referenced in over 36 trade press print and on-line articles since January 2014
- By year-end, Imprimis expects its Dropless therapy will be evaluated and/or initiated in ambulatory surgery centers representing over 50,000 cataract procedures annually
- Go Dropless™ education campaign is gathering momentum (www.GoDropless.com)

# PHYSICIAN OUTREACH



# TRAINING & EDUCATION

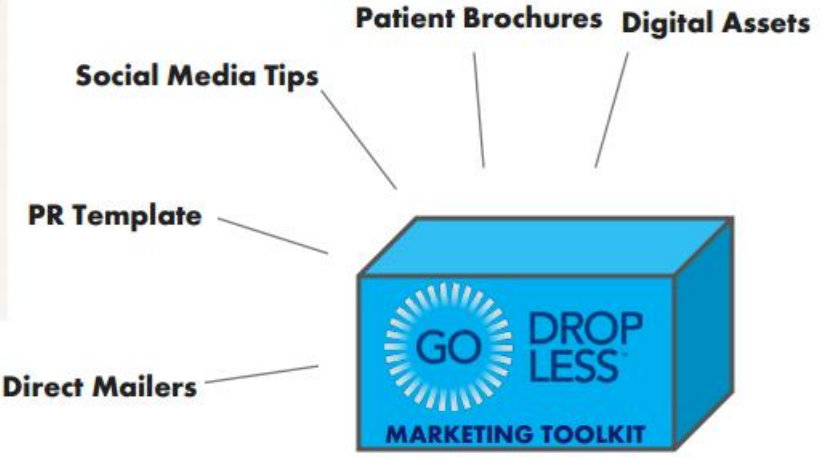
## Training Portal Development and Website Relaunch


**Online training portal** provides new users with education on injection technique, special cases, and preparation


**GoDropless.com** gets a new look and feel, is optimized for mobile/tablet, and splits into patient and physician sites

# PRACTICE MARKETING

Become a Dropless Provider!

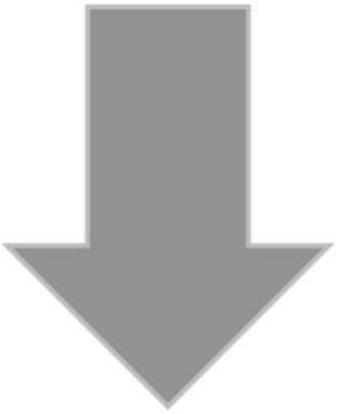



- Promotions for physicians to gain a competitive advantage
- Locator map at www.GoDropless.com with physician locations
- Marketing/PR tools to to spread patient awareness

# RETURNING POWER TO THE Rx PAD

## 505(b)(2)

- Single generic drug (G)
- Combo of generic drugs (G+G)



Time
Expense
Inflexibility
Food & Drug Cosmetic Act (FDCA)

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- Each formulation is patient-specific

Speed to market
Low-cost development
Flexibility
State Pharmacy Law & DQSA (2013)

# QUALITY IS PARAMOUNT

| | USP <797> | PCAB® | ImprimisRx | 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**<br>**Endotoxin Results** | ✓ |
| **BEYOND USE DATING** | Literature and experience based<br>Stability Study Recommended | Comply with USP | **Literature and experience based**<br>**Stability Study Data (in progress)** | ✓ |
| **PERSONNEL** | Initial Aseptic training<br>Annual Aseptic Evaluation | Comply with USP | **Initial Aseptic Training**<br>**Semi-Annual Evaluations** | ✓ |
| **COMPOUNDING FACILITIES** | Aseptic in ISO5<br>Disinfectant Rotation | Aseptic in ISO5<br>Disinfectant Rotation | **All aseptic in ISO5**<br>**Disinfectant Rotation** | ✓ |
| **QA PROGRAM DOCUMENTATION AND POLICIES** | Written SOPs<br>• Equipment monitoring/calibration<br>• Compounding filling and labeling<br>• Equipment and supplies<br>• Training of staff<br>• Procedure for handling hazards<br>• Quality assurance program<br>• Record keeping requirements<br>• Recall procedures | Written SOPs<br>• Equipment monitoring/calibration<br>• Compounding filling and labeling<br>• Equipment and supplies<br>• Training of staff<br>• Procedure for handling hazards<br>• Quality assurance program<br>• Record keeping requirements<br>• Recall procedures | **Written SOPs**<br>• **Equipment monitoring/calibration**<br>• **Compounding filling and labeling**<br>• **Equipment and supplies**<br>• **Training of staff**<br>• **Procedure for handling hazards**<br>• **Quality assurance program**<br>• **Record keeping requirements**<br>• **Recall procedures** | ✓ |

*Applies to triamcinolone acetonide, moxifloxacin hydrochloride and vancomycin formulations, compounded by a pharmacist pursuant to a prescription to meet the needs of individual patients.

# INVESTIGATOR IND STUDIES

| Study | State | *n*= | Primary Objective/Outcome | Est. Start |
|---|---|---|---|---|
| **Prospective I-I study, single site** | NJ | 40 eyes | To evaluate endothelial cell count in patients who receive triamcinolone 15mg/ml, moxifloxacin 1mg/ml, and vancomycin 10mg/ml compounded ophthalmic injection | Nov 2014 |
| **Prospective I-I study, multi-site** | FL | 100 eyes | To evaluate the properties of a proprietary compounded formulation of triamcinolone acetonide, moxifloxacin HCl, and vancomycin injected into the vitreous to prevent infection and reduce inflammation after cataract surgery | Nov 2014 |
| **Prospective I-I study, multi-site** | OH | 100 eyes | To evaluate the properties of a proprietary compounded formulation of triamcinolone acetonide, moxifloxacin HCl, and vancomycin injected into the vitreous to prevent infection and reduce inflammation after cataract surgery | Dec 2014 |

# FORMULATION PIPELINE

## OPHTHAMOLOGY

**Triamcinolone acetonide and moxifloxacin hydrochloride (Tri-Moxi) and added vancomycin (Tri-Moxi-Vanc)**

- Sterile injection during human ocular surgeries
- Sterile injection during animal ocular surgeries
- Combination eye drop post-LASIK surgery

**Prednisone and moxifloxacin hydrochloride (Pred-Moxi)**

- Combination eye drop post-LASIK surgery

**Mydriatics and More**

- Lyophilized epinephrine, shugarcaine or phenylephrine
- Other proprietary formulations being evaluated and validated

## UROLOGY

**Injectable pentoxifylline**

- Treatment for Peyronie's Disease

# 2014 and 2015 Strategic Goals

## Ophthalmology

- Continue adoption momentum
- Introduce new novel ophthalmology formulations
- Normalize Dropless™ cataract surgery pricing

## Monetize Non-Ophthalmology Formulations

- Urology program launch
- Build on non-proprietary formulations business
- Continue evaluation of proprietary formulations for expansion into other therapeutic markets

## Rx Fulfillment Strategy

- Scale national footprint
- Continue to implement best quality practices

# FINANCIAL SNAPSHOT

Trading Symbol: NASDAQ: IMMY
Current Price per Share (10-6-14): $8.14
Market Cap: $74 Million
52-Wk Range: $3.01 - $9.62
Average Daily Trading Volume: 23,000 shares

- Clean capital structure
- No preferred shares or convertible debt; No significant debt
- Strong cash position - $12M as of 6-30-2014
- Began to record revenue in Q2: $668K
- Shift in Q2 expenses from R&D to Selling & Marketing

# CONCLUSION

- Focused on proprietary high quality, novel, sterile and topical drug formulations in the ophthalmology and urology therapeutic areas
- Pioneering a new business model operating under the regulatory framework of the Drug Quality & Security Act (2013) to de-risk pharmaceutical development
- Proprietary drug formulations are born from the clinical experiences of physician prescribers and pharmacist formulators
- Ophthalmology formulations now being used by leading surgeons during cataract and other ocular surgeries
- Orders fulfilled through ImprimisRx pharmacy, licensed to distribute in 34 states
- Intent to expand distribution network nationwide

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# QUESTIONS?

# CONTACT US

## PRESENTATION BY:


Imprimis Pharmaceuticals, Inc.
(NASDAQ: IMMY)

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OCTOBER 2014

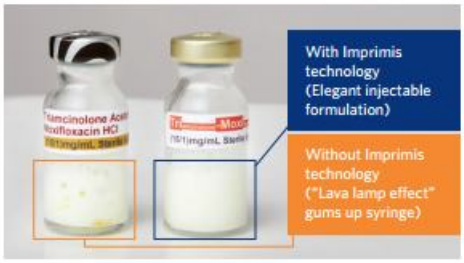
www.ImprimisPharma.com
www.GoDropless.com

NASDAQ: **IMMY**

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

# Disrupting the Billion Dollar Cataract Surgery Eye Drop Market

Imprimis Pharmaceuticals (NASDAQ: IMMY) is currently selling a proprietary single-dose formulation containing triamcinolone acetonide and moxifloxacin hydrochloride (Tri-Moxi) and a second formulation with vancomycin (Tri-Moxi-Vanc), which have been used for injection by ophthalmologists during ocular surgeries. Physicians report that the Company's single-use sterile injectable formulations virtually eliminate the need for patient-administered eye drops following ocular surgery. The results of the market adoption of the Company's formulations, branded Go Dropless™, include decreased costs to the patient, reduced physician and staff time spent on patient education of eye drop administration, and fewer follow-up visits due to complications arising from compliance issues.




The company's Go Dropless™ cataract surgery campaign was launched in April 2014. Since then, more than 100 ophthalmologists have been trained or have begun using Dropless™ therapy. At leading ophthalmology meetings, physicians report a greater than 90 percent success rate in eliminating the use of post-operative eye drops. Dropless™ formulations have been used in over 40,000 ocular surgeries to date. In the near future, Imprimis expects its Dropless™ therapies to be evaluated and/or initiated at additional large ambulatory surgery centers throughout the United States. Dropless™ therapy has garnered extensive national media attention and has been featured in over 36 trade publications.

*95% of leading cataract surgeons surveyed indicated they would prefer dropless therapy over existing eye drop solutions.*

## INDUSTRY COMPARABLES

**Peer Valuation: Based on product pipeline and target markets**

| Company (Symbol) | Imprimis (IMMY) | Ophthotech (OPHT) | Omeros (OMER) | Aerie (AERI) | BioSpecifics (BSTC) | Auxilium (AUXL) |
|---|---|---|---|---|---|---|
| Stock Price (10/6/14) | $8.14 | $38.22 | $12.80 | $20.31 | $35.26 | $30.04 |
| Market Cap (10/6/14) | $74M | $1.2B | $435M | $485M | $228M | $1.5B |
| Revenue Quarter Ended (6/30/14) | $677K | $0 | $449K | $0 | $2.7M | $83M |
| R&D Expense Quarter Ended (6/30/14) | $36K | $34.7M | $12.4K | $6.7M | $286K | $11.3M |
| Market Focus | Ophth and Urology | Ophth | Ophth | Ophth | Urology | Urology |

**Robert Weinstock, MD***, *"It's a no brainer. I mean it's clearly something that I think we would all welcome and get behind... I think it would be a tremendous move forward for cataract surgery."*

**Steven Vold, MD***, *"I really believe that if we could avoid drops or medication after cataract surgery it would be a huge deal for patients... And, at the end of the day have happier patients and happier doctors."*

**Mark Kontos, MD***, *"I think the way we do it now is way too cumbersome, it is unnecessary, it is way more expensive than it needs to be. So in my mind I think it's a great opportunity to make cataract surgery a little bit more of a simpler process for patients and for us."*

**For more physician testimonials: www.dropless/why-go-dropless/**

*Not an Imprimis consultant or employee.

## 2014 AND 2015 GOALS

**Ophthalmology**

- Continue Go Dropless™ adoption momentum
- Introduce new ophthalmology formulations
- Normalize Tri-Moxi pricing

**Non-Ophthalmology**

- Urology program launch
- Build on non-proprietary formulations business
- Continue evaluation of proprietary formulations for expansion into other therapeutic markets

**Rx Fulfillment Strategy**

- Scale to national footprint
- Continuous quality improvements

## MANAGEMENT TEAM

**Mark L. Baum**, Founder, CEO, Board Member

**Andrew R. Boll**, VP, Accounting & Public Reporting

**John Saharek**, VP, Commercialization, Ophthalmology

**Gary Seelhorst**, VP, Corporate Development

**Joe Bitterman,** Sr. Operations Director

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Director, Investor Relations
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bortega@imprimispharma.com

## LARGE MARKET OPPORTUNITIES†

### OPHTHALMOLOGY (CATARACT SURGERY)

- Over $1 Billion total U.S. drug market (NSAID, steroid and antibiotic)
- 3.6 million cataract surgeries annually in U.S., 22 million globally
- Estimated average post-op eye drop cost: $300 - $400 / procedure
- Estimated Medicare patient co-pay for eye drops: $75 - $125 / procedure
- Competitors: Bausch+Lomb (VRX); Allergan (AGN); and Alcon (NVS)

†Imprimis is currently focused on the U.S. market; however, the company has plans to access international markets with its formulations in due course.

### UROLOGY (PEYRONIE'S DISEASE)*

- Over $1 Billion U.S. drug market
- 1 in 11 men suffer from Peyronie's disease
- 95,000 men diagnosed annually
- Leading competitor cost: $3,300 (8 injections) - $26,000 total
- Adverse events include penile rupture, allergic reactions and bruising
- Competitors: Auxilium (AUXL), Teva (TEVA), Impax (IPXL), and Apotex

*Formulations may have potential as an injectable for other fibrotic conditions (Duypuytren's contracture, human/canine lipomas, frozen shoulder and cellulite reduction).

## FORMULATION PIPELINE

### OPHTHAMOLOGY

**Triamcinolone acetonide and moxifloxacin hydrochloride (Tri-Moxi) and added vancomycin (Tri-Moxi-Vanc)**

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**Prednisone and moxifloxacin hydrochloride (Pred-Moxi)**

- Combination eye drop post-LASIK surgery

**Compounded mydriatics**

- Lyophilized epinephrine, shugarcaine or phenylephrine

**Non-Proprietary Formulations**

- Compounded Avastin
- Hyaluronidase
- Compounded mitomycin

### UROLOGY

**Injectable pentoxifylline**

- Treatment for Peyronie's Disease

## INVESTMENT HIGHLIGHTS

**Unique capital efficient business model:** Imprimis is a specialty pharmaceutical company dedicated to delivering high quality, novel, sterile and topical drug formulations in the ophthalmology and urology therapeutic areas. The Company's innovative proprietary drug formulations are born from the clinical experience of physician prescribers and pharmacist formulators to address the unmet needs of their patients. Operating under the regulatory framework of the Drug Quality & Security Act (2013), Imprimis fulfills patient specific prescriptions through its wholly-owned pharmacy. The pharmacy is currently licensed to distribute drug formulations in 34 states. Imprimis plans to expand its distribution network nationwide by gaining additional state pharmacy licenses and by acquiring additional prescription fulfillment pharmacies.

**Pipeline presents growth opportunity:** In addition to the existing Dropless™ formulations, the Company is validating other ophthalmology formulations, including a prednisone and moxifloxacin hydrochloride (Pred-Moxi) combination eye drop formulation to be used post-LASIK surgery. An estimated 700,000 LASIK surgeries are performed in the U.S. annually. In addition, Imprimis is currently evaluating an injectable pentoxifylline formulation for the treatment of Peyronie's disease and, once further validated, expects to launch its urology program in 2015.

**Established proof of concept:** Imprimis started reporting sales following the successful launch of its Go Dropless™ cataract surgery campaign in April 2014. The Company plans to replicate the success of its Dropless formulations and introduce new formulations initially in the ophthalmology and urology therapeutic areas.

**Strong financials:** Imprimis has a clean balance sheet, sufficient cash, low research and development expenses, and during the second quarter of 2014 generated its first quarter of sales.

**Experienced management team:** Experienced management team and board of directors consisting of seasoned business and healthcare professionals and supported by leading physician and pharmacist experts.