

CORNERSTONE THERAPEUTICS INC

Form 10-Q

November 04, 2010

**Table of Contents**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**Washington, DC 20549**  
**Form 10-Q**

**☐ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Quarterly Period Ended September 30, 2010**

**or**

**○ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Transition Period From to**

**Commission File Number: 000-50767**  
**CORNERSTONE THERAPEUTICS INC.**

*(Exact Name of Registrant as Specified in Its Charter)*

**Delaware**  
*(State or Other Jurisdiction of  
Incorporation or Organization)*

**04-3523569**  
*(I.R.S. Employer  
Identification No.)*

**1255 Crescent Green Drive, Suite 250**  
**Cary, North Carolina**  
*(Address of Principal Executive Offices)*

**27518**  
*(Zip Code)*

**(919) 678-6611**

*(Registrant's Telephone Number, Including Area Code)*

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company   
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of October 29, 2010, the registrant had 25,643,964 shares of Common Stock, \$0.001 par value per share, outstanding.

**CORNERSTONE THERAPEUTICS INC.  
FORM 10-Q  
TABLE OF CONTENTS**

	<b>Page</b>
<u>PART I FINANCIAL INFORMATION</u>	3
<u>Cautionary Statement Regarding Forward-Looking Statements</u>	3
<u>Item 1. Financial Statements</u>	4
<u>Consolidated Balance Sheets as of September 30, 2010 (Unaudited) and December 31, 2009</u>	4
<u>Consolidated Statements of Operations for the Three and Nine Months Ended September 30, 2010 and 2009 (Unaudited)</u>	5
<u>Consolidated Statements of Cash Flows for the Nine Months Ended September 30, 2010 and 2009 (Unaudited)</u>	6
<u>Notes to Consolidated Financial Statements (Unaudited)</u>	7
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	17
<u>Item 3. Quantitative and Qualitative Disclosures about Market Risk</u>	28
<u>Item 4. Controls and Procedures</u>	29
<u>Item 4T. Controls and Procedures</u>	29
<u>PART II OTHER INFORMATION</u>	29
<u>Item 1. Legal Proceedings</u>	29
<u>Item 1A. Risk Factors</u>	30
<u>Item 6. Exhibits</u>	35
<u>SIGNATURES</u>	36
<u>EXHIBIT INDEX</u>	37
<u>EX-10.1</u>	
<u>EX-10.2</u>	
<u>EX-10.3</u>	
<u>EX-31.1</u>	
<u>EX-31.2</u>	
<u>EX-32.1</u>	
<u>EX-32.2</u>	

**Table of Contents**

**PART I FINANCIAL INFORMATION**

**Cautionary Statement Regarding Forward-Looking Statements**

This quarterly report on Form 10-Q includes forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act. For this purpose, any statements contained herein, other than statements of historical fact, including statements regarding the progress and timing of our product development programs and related trials; our future opportunities; our strategy, future operations, anticipated financial position, future revenues and projected costs; our management's prospects, plans and objectives; and any other statements about management's future expectations, beliefs, goals, plans or prospects constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. We may, in some cases, use words such as anticipate, believe, could, estimate, expect, intend, may, plan, project, should, other words that convey uncertainty of future events or outcomes to identify these forward-looking statements. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including our critical accounting estimates; our ability to develop and maintain the necessary sales, marketing, supply chain, distribution and manufacturing capabilities to commercialize our products; our ability to replace the revenues from our marketed unapproved products, which we plan to cease manufacturing and distributing at the end of 2010; the possibility that the Food and Drug Administration, or FDA, will take enforcement action against us or one or more of our marketed drugs that do not have FDA-approved marketing applications prior to the end of 2010; patient, physician and third-party payor acceptance of our products as safe and effective therapeutic products; our heavy dependence on the commercial success of a relatively small number of currently marketed products; our ability to maintain regulatory approvals to market and sell our products with FDA-approved marketing applications; our ability to obtain FDA approval to market and sell our products under development; our ability to enter into additional strategic licensing, collaboration or co-promotion transactions on favorable terms, if at all; our ability to maintain compliance with NASDAQ listing requirements; adverse side effects experienced by patients taking our products; difficulties relating to clinical trials, including difficulties or delays in the completion of patient enrollment, data collection or data analysis; the results of preclinical studies and clinical trials with respect to our product candidates and whether such results will be indicative of results obtained in later clinical trials; our ability to develop and commercialize our product candidates before our competitors develop and commercialize competing products; our ability to satisfy FDA and other regulatory requirements; and our ability to obtain, maintain and enforce patent and other intellectual property protection for our products and product candidates. These and other risks are described in greater detail in Part I Item 1A. Risk Factors of our annual report on Form 10-K for the year ended December 31, 2009 filed with the Securities and Exchange Commission, or SEC, on March 4, 2010. Any material changes to the risk factors disclosed in the annual report are discussed below in Part II Item 1A. Risk Factors. If one or more of these factors materialize, or if any underlying assumptions prove incorrect, our actual results, performance or achievements may vary materially from any future results, performance or achievements expressed or implied by these forward-looking statements. In addition, any forward-looking statements in this quarterly report on Form 10-Q represent our views only as of the date of this quarterly report on Form 10-Q and should not be relied upon as representing our views as of any subsequent date. We anticipate that subsequent events and developments will cause our views to change. However, while we may elect to update these forward-looking statements publicly at some point in the future, we specifically disclaim any obligation to do so, whether as a result of new information, future events or otherwise. Our forward-looking statements do not reflect the potential impact of any acquisitions, mergers, dispositions, business development transactions, joint ventures or investments we may enter into or make.

**Table of Contents****ITEM 1. FINANCIAL STATEMENTS**

**CORNERSTONE THERAPEUTICS INC.  
CONSOLIDATED BALANCE SHEETS  
(In thousands, except share and per share data)**

	<b>September 30, 2010 (Unaudited)</b>	<b>December 31, 2009 (Note 1)</b>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 49,672	\$ 18,853
Accounts receivable, net	15,845	16,548
Inventories, net	19,762	18,106
Prepaid and other current assets	3,024	4,808
Income tax receivable	991	
Deferred income tax asset	3,858	3,507
 Total current assets	 93,152	 61,822
 Property and equipment, net	 1,587	 1,312
Product rights, net	116,271	126,806
Goodwill	13,231	13,231
Amounts due from related parties	38	38
Other assets	374	113
 Total assets	 \$ 224,653	 \$ 203,322
<b>Liabilities and Stockholders Equity</b>		
Current liabilities:		
Accounts payable	\$ 9,344	\$ 7,172
Accrued expenses	28,582	23,703
Current portion of license agreement liability	1,227	1,019
Current portion of capital lease	81	10
Income taxes payable		1,606
Deferred revenue	9,195	
 Total current liabilities	 48,429	 33,510
 License agreement liability, less current portion	 1,341	 1,341
Capital lease, less current portion	167	39
Deferred income tax liability	3,496	4,564
 Total liabilities	 53,433	 39,454
 Commitments and contingencies, Note 6		
Stockholders equity		
Preferred stock \$0.001 par value, 5,000,000 shares authorized; no shares issued and outstanding		

Edgar Filing: CORNERSTONE THERAPEUTICS INC - Form 10-Q

Common stock \$0.001 par value, 90,000,000 shares authorized; 25,442,596 and 25,022,644 shares issued and outstanding as of September 30, 2010 and December 31, 2009, respectively	25	25
Additional paid-in capital	159,720	157,745
Retained earnings	11,475	6,098
Total stockholders equity	171,220	163,868
Total liabilities and stockholders equity	\$ 224,653	\$ 203,322

The accompanying notes are an integral part of the consolidated financial statements.

4

---

Table of Contents

**CORNERSTONE THERAPEUTICS INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
**(UNAUDITED)**

(In thousands, except share and per share data)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2010	2009	2010	2009
Net revenues	\$ 27,932	\$ 23,078	\$ 92,803	\$ 78,776
Costs and expenses:				
Cost of product sales (exclusive of amortization of product rights)	7,742	4,143	22,714	10,245
Selling, general and administrative	12,850	13,186	38,089	34,023
Royalties	2,600	4,593	9,846	16,535
Research and development	1,047	691	3,748	3,041
Amortization of product rights	3,595	1,507	10,785	2,528
Total costs and expenses	27,834	24,120	85,182	66,372
Income (loss) from operations	98	(1,042)	7,621	12,404
Other expenses:				
Interest (expense) income, net	(37)	1	(47)	(113)
Other expense, net	(25)		(25)	
Total other (expenses) income	(62)	1	(72)	(113)
Income (loss) before income taxes	36	(1,041)	7,549	12,291
Benefit from (provision for) income taxes	728	503	(2,172)	(4,776)
Net income (loss)	\$ 764	\$ (538)	\$ 5,377	\$ 7,515
Net income (loss) per share, basic	\$ 0.03	\$ (0.03)	\$ 0.21	\$ 0.50
Net income (loss) per share, diluted	\$ 0.03	\$ (0.03)	\$ 0.21	\$ 0.46
Weighted-average common shares, basic	25,430,785	20,741,322	25,395,506	15,009,285
Weighted-average common shares, diluted	26,056,928	20,741,322	26,017,288	16,249,578

The accompanying notes are an integral part of the consolidated financial statements.

**Table of Contents**

**CORNERSTONE THERAPEUTICS INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**(UNAUDITED)**  
**(In thousands)**

	<b>Nine Months Ended</b>	
	<b>September 30,</b>	
	<b>2010</b>	<b>2009</b>
<b>Cash flows from operating activities</b>		
Net income	\$ 5,377	\$ 7,515
Adjustments to reconcile net income to net cash provided by operating activities:		
Amortization and depreciation	11,070	2,695
Provision for prompt payment discounts	2,909	2,316
Provision for inventory allowances	199	506
Loss on sale of fixed assets	25	
Stock-based compensation	970	2,970
Benefit from deferred income taxes	(1,419)	(4,664)
Changes in operating assets and liabilities:		
Accounts receivable	(2,206)	(16,812)
Inventories	(1,855)	(5,271)
Prepaid expenses and other assets	1,523	(2,086)
Accounts payable	2,172	(2,186)
Accrued expenses	5,087	5,796
Income taxes payable/receivable	(2,597)	228
Deferred revenue	9,195	
Net cash provided by (used in) operating activities	30,450	(8,993)
<b>Cash flows from investing activities</b>		
Proceeds from sale of marketable securities		300
Proceeds from sale of fixed assets	2	
Purchase of property and equipment	(361)	(250)
Purchase of product rights	(250)	(5,169)
Net cash used in investing activities	(609)	(5,119)
<b>Cash flows from financing activities</b>		
Proceeds from exercise of common stock options	538	401
Proceeds from issuance of shares of common stock		15,465
Payments for cancellation of warrants		(41)
Excess tax benefit from stock-based compensation	467	
Principal payments on capital lease obligation	(27)	(7)
Net cash provided by financing activities	978	15,818
Net increase in cash and cash equivalents	30,819	1,706
<b>Cash and cash equivalents as of beginning of period</b>	18,853	9,286
<b>Cash and cash equivalents as of end of period</b>	\$ 49,672	\$ 10,992



**Supplemental disclosure of non-cash investing and financing activities**

Acquisition of product rights through equity issued and liabilities assumed	\$	\$ 110,050
---	----	------------

The accompanying notes are an integral part of the consolidated financial statements.

6

---

**Table of Contents**

**CORNERSTONE THERAPEUTICS INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 1: ORGANIZATION AND BASIS OF PRESENTATION**

**Nature of Operations**

Cornerstone Therapeutics Inc., together with its subsidiaries (collectively, the Company), is a specialty pharmaceutical company focused on acquiring, developing and commercializing products primarily for the respiratory and related markets. Key elements of the Company's strategy are to pursue acquisition or licensing transactions to acquire the rights to patent-protected, branded respiratory or related pharmaceutical products, or late-stage product candidates; to implement life cycle management strategies to maximize the potential value and competitive position of the Company's currently marketed products, newly acquired products and product candidates that are currently in development; to grow product revenue through the Company's specialty sales forces; and to maintain and strengthen the intellectual property position of the Company's currently marketed products, newly acquired products and product candidates.

**Principles of Consolidation**

The Company's consolidated financial statements include the accounts of Cornerstone Therapeutics Inc. and its wholly owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation.

**Interim Financial Statements**

The accompanying unaudited consolidated financial statements include all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation of these financial statements. The consolidated balance sheet at December 31, 2009 has been derived from the Company's audited consolidated financial statements included in its annual report on Form 10-K for the year ended December 31, 2009, and these financial statements should be read in connection with those financial statements.

Certain information and footnote disclosure normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States (GAAP) have been condensed or omitted. It is suggested that these financial statements be read in conjunction with the consolidated financial statements and notes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 2009.

Operating results for the three and nine-month periods ended September 30, 2010 are not necessarily indicative of the results for the full year.

**Reclassifications**

Sales and marketing expenses and other charges, which were both previously stated separately on the consolidated statements of operations, are included in selling, general and administrative expenses in the accompanying consolidated statements of operations. These reclassifications had no effect on net income as previously reported.

**NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Use of Estimates**

The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. The more significant estimates reflected in the Company's consolidated

**Table of Contents**

financial statements include certain judgments regarding revenue recognition, product rights, inventory valuation, accrued expenses and stock-based compensation. Actual results could differ from those estimates or assumptions.

**Concentrations of Credit Risk and Limited Suppliers**

The financial instruments that potentially subject the Company to concentrations of credit risk are cash, cash equivalents and accounts receivable. The Company's cash and cash equivalents are maintained with one financial institution and are monitored against the Company's investment policy, which limits concentrations of investments in individual securities and issuers.

The Company relies on certain materials used in its development and manufacturing processes, some of which are procured from a single source. The Company purchases its pharmaceutical ingredients pursuant to long-term supply agreements with a limited number of suppliers. The failure of a supplier, including a subcontractor, to deliver on schedule could delay or interrupt the development or commercialization process and thereby adversely affect the Company's operating results. In addition, a disruption in the commercial supply of or a significant increase in the cost of the active pharmaceutical ingredient (API) from any of these sources could have a material adverse effect on the Company's business, financial position and results of operations. During the nine months ended September 30, 2010, one supplier individually accounted for 64% of the Company's total inventory purchases during this period. Amounts due to this supplier represented 36% of total accounts payable as of September 30, 2010.

The Company sells its products primarily to large national wholesalers, which in turn resell the products to smaller or regional wholesalers, hospitals, retail pharmacies, chain drug stores, government agencies and other third parties. The following tables list the Company's customers that individually comprise greater than 10% of total gross product sales for the three and nine months ended September 30, 2010 and 2009 or 10% of total accounts receivable as of September 30, 2010 and December 31, 2009:

	<b>Three Months Ended</b>		<b>Nine Months Ended</b>	
	<b>September 30,</b>		<b>September 30,</b>	
	<b>2010</b>	<b>2009</b>	<b>2010</b>	<b>2009</b>
	<b>Gross</b>	<b>Gross</b>	<b>Gross</b>	<b>Gross</b>
	<b>Product</b>	<b>Product</b>	<b>Product</b>	<b>Product</b>
	<b>Sales</b>	<b>Sales</b>	<b>Sales</b>	<b>Sales</b>
Cardinal Health, Inc.	38%	34%	39%	35%
McKesson Corporation	29	30	32	34
AmerisourceBergen Drug Corporation	25	21	22	18
Total	92%	85%	93%	87%

	<b>September</b>	<b>December</b>
	<b>30,</b>	<b>31,</b>
	<b>2010</b>	<b>2009</b>
	<b>Accounts</b>	<b>Accounts</b>
	<b>Receivable</b>	<b>Receivable</b>
Cardinal Health, Inc.	33%	26%
McKesson Corporation	35	37
AmerisourceBergen Drug Corporation	24	24
Total	92%	87%

**Cash and Cash Equivalents**

The Company considers all highly liquid investments with maturities of three months or less when purchased to be cash equivalents. The Company maintains cash deposits with a federally insured bank that exceed federally insured

limits. The Company is exposed to credit risk in the event of a default by the financial institution holding its cash deposits to the extent such deposits exceed federally insured limits. The Company has not experienced any losses due to such concentration of credit risk.

**Accounts Receivable**

The Company typically requires its customers to remit payments within the first 30 to 90 days, depending on the customer and the products purchased. In addition, the Company offers wholesale distributors a prompt payment

**Table of Contents**

discount if they make payments within these deadlines. This discount is generally 2%, but may be higher in some instances due to product launches or customer and/or industry expectations. Because the Company's wholesale distributors typically take the prompt payment discount, the Company accrues 100% of the prompt payment discounts, based on the gross amount of each invoice, at the time of sale, and the Company applies earned discounts at the time of payment. The Company adjusts the accrual periodically to reflect actual experience. Historically, these adjustments have not been material.

The Company performs ongoing credit evaluations and does not require collateral. As appropriate, the Company establishes provisions for potential credit losses. In the opinion of management, no allowance for doubtful accounts was necessary as of September 30, 2010 or December 31, 2009. The Company writes off accounts receivable when management determines they are uncollectible and credits payments subsequently received on such receivables to bad debt expense in the period received. There were no write offs during the three and nine months ended September 30, 2010 or 2009.

The following table represents accounts receivable, net, as of September 30, 2010 and December 31, 2009 (in thousands):

	<b>September 30, 2010</b>	<b>December 31, 2009</b>
Trade accounts receivable	\$ 16,210	\$ 16,932
Less allowance for prompt payment discounts	(365)	(384)
Accounts receivable, net	\$ 15,845	\$ 16,548

**Inventories**

Inventories are stated at the lower of cost or market value with cost determined under the first-in, first-out method and consist of raw materials, work in process and finished goods. Raw materials include the API for a product to be manufactured, work in process includes the bulk inventory of tablets that are in the process of being coated and/or packaged for sale and finished goods include pharmaceutical products ready for commercial sale or distribution as samples.

On a quarterly basis, the Company analyzes its inventory levels and records allowances for inventory that has become obsolete, inventory that has a cost basis in excess of the expected net realizable value and inventory that is in excess of expected requirements based upon anticipated product sales.

The following table represents inventories, net, as of September 30, 2010 and December 31, 2009 (in thousands):

	<b>September 30, 2010</b>	<b>December 31, 2009</b>
Raw materials	\$ 6,881	\$ 5,597
Work in process	1,761	2,007
Finished goods:		
Pharmaceutical products trade	9,010	9,962
Pharmaceutical products samples	3,124	2,342
Total	20,776	19,908
Inventory allowances	(1,014)	(1,802)
Inventories, net	\$ 19,762	\$ 18,106

**Revenue Recognition**

The Company's consolidated net revenues represent the Company's net product sales, license and royalty agreement revenues. The following table sets forth the categories of the Company's net revenues (in thousands):

9

---

**Table of Contents**

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2010</b>	<b>2009</b>	<b>2010</b>	<b>2009</b>
Gross product sales	\$ 41,616	\$ 34,681	\$ 140,724	\$ 108,384
Sales allowances	(15,206)	(11,603)	(49,462)	(29,845)
Net product sales	26,410	23,078	91,262	78,539
License and royalty agreement revenues	1,522		1,541	237
Net revenues	\$ 27,932	\$ 23,078	\$ 92,803	\$ 78,776

The Company records all of its revenue from product sales, license agreements and royalty agreements when realized or realizable and earned. Revenue is realized or realizable and earned when all of the following criteria are met: (1) persuasive evidence of an arrangement exists; (2) delivery has occurred or services have been rendered; (3) the seller's price to the buyer is fixed or determinable; and (4) collectability is reasonably assured.

**Net Product Sales**

*Product Sales.* The Company recognizes revenue from its product sales upon transfer of title, which occurs when product is received by its customers. The Company sells its products primarily to large national wholesalers, which have the right to return the products they purchase. The Company is required to reasonably estimate the amount of future returns at the time of revenue recognition. The Company recognizes product sales net of estimated allowances for product returns, rebates, price adjustments, chargebacks, and prompt payment and other discounts. When the Company cannot reasonably estimate the amount of future product returns, it records revenues when the risk of product return has been substantially eliminated. As of September 30, 2010, the Company had \$9.2 million of deferred revenue related to sales for which future returns could not be reasonably estimated at the time of sale. The deferred revenue is recognized when the product is sold through to the end user based upon prescriptions filled. To estimate product sold through to end users, the Company relies on third-party information, including prescription data and information obtained from significant distributors with respect to their inventory levels and sell-through to customers.

*Product Returns.* Consistent with industry practice, the Company offers contractual return rights that allow its customers to return the majority of its products within an 18-month period, from six months prior to and up to twelve months subsequent to the expiration date of its product. The Company's products, except for CUROSURF®, have a 24 to 36 month expiration period from the date of manufacture. CUROSURF has an 18-month expiration period. The Company adjusts its estimate of product returns if it becomes aware of other factors that it believes could significantly impact its expected returns. These factors include its estimate of inventory levels of its products in the distribution channel, the shelf life of the product shipped, review of consumer consumption data as reported by external information management companies, actual and historical return rates for expired lots, the remaining time to expiration of the product, and the forecast of future sales of the product, as well as competitive issues such as new product entrants and other known changes in sales trends. The Company evaluates this reserve on a quarterly basis, assessing each of the factors described above, and adjusts the reserve accordingly.

*Rebates.* The liability for government program rebates is calculated based on historical and current rebate redemption and utilization rates contractually submitted by each program's administrator.

*Price Adjustments and Chargebacks.* The Company's estimates of price adjustments and chargebacks are based on its estimated mix of sales to various third-party payors, which are entitled either contractually or statutorily to discounts from the Company's listed prices of its products. These estimates are also based on the contract fees the Company pays to certain group purchasing organizations (GPOs) in connection with the Company's sales of CUROSURF. In the event that the sales mix to third-party payors or the contract fees paid to GPOs are different from the Company's estimates, the Company may be required to pay higher or lower total price adjustments and/or chargebacks than it has estimated.

The Company, from time to time, offers certain promotional product-related incentives to its customers. These programs include sample cards to retail consumers, certain product incentives to pharmacy customers and other sales stocking allowances. The Company has initiated voucher programs for its promoted products whereby the



**Table of Contents**

Company offers a point-of-sale subsidy to retail consumers. The Company estimates its liabilities for these voucher programs based on the historical redemption rates for similar completed programs used by other pharmaceutical companies as reported to the Company by a third-party claims processing organization and actual redemption rates for the Company's completed programs. The Company accounts for the costs of these special promotional programs as price adjustments, which are a reduction of gross revenue.

*Prompt Payment Discounts.* The Company typically offers its wholesale customers a prompt payment discount of 2% as an incentive to remit payments within the first 30 to 90 days after the invoice date depending on the customer and the products purchased (see *Accounts Receivable* above).

***License and Royalty Agreement Revenues***

Payments from the Company's licensees are recognized as revenue based on the nature of the arrangement (including its contractual terms), the nature of the payments and applicable accounting guidance. Non-refundable fees where the Company has no continuing performance obligations are recognized as revenues when there is persuasive evidence of an arrangement and collection is reasonably assured. If the Company has continuing performance obligations, nonrefundable fees are deferred and recognized ratably over the estimated performance period. At-risk milestone payments, which are typically related to regulatory, commercial or other achievements by the Company's licensees, are recognized as revenues when the milestone is accomplished and collection is reasonably assured. Refundable fees are deferred and recognized as revenues upon the later of when they become nonrefundable or when performance obligations are completed.

License agreement revenues were \$1.5 million for the three and nine months ended September 30, 2010. In August 2010, in accordance with a license agreement with Targacept, Inc. ( *Targacept* ) under which the Company out-licensed certain rights with respect to its alpha-7 receptor technology, the Company received an upfront nonrefundable payment of \$1.5 million. The Company is also eligible for success-based milestone payments of up to \$74.9 million, depending on which compound is progressed by Targacept.

Royalty agreement revenues are earned under license agreements which provide for the payment of royalties based on sales of certain licensed products. These revenues are recognized based on products sales that occurred in the relevant period. Royalty agreement revenues were \$22,000 and \$0 during the three months ended September 30, 2010 and 2009, respectively. For the nine months ended September 30, 2010 and 2009, royalty agreement revenues were \$41,000 and \$237,000, respectively.

**NOTE 3: GOODWILL AND INTANGIBLE ASSETS**

**Goodwill**

The Company's goodwill balance as of September 30, 2010 and December 31, 2009 was \$13.2 million and relates to the merger whereby the Company, which was then known as Critical Therapeutics, Inc. ( *Critical Therapeutics* ), merged (through a transitory subsidiary) with Cornerstone BioPharma Holdings, Inc. ( *Cornerstone BioPharma* ) on October 31, 2008 (the *Merger* ). Cornerstone BioPharma was deemed to be the acquiring company for accounting purposes and the transaction was accounted for as a reverse acquisition in accordance with GAAP. Accordingly, the total purchase price of \$25.2 million was allocated to acquired tangible and intangible assets and assumed liabilities of Critical Therapeutics based on their estimated fair values as of the closing date of the Merger. The excess of the purchase price over the estimated fair values of the assets acquired and liabilities assumed was allocated to goodwill. No amount of the goodwill balance at September 30, 2010 will be deductible for income tax purposes.

**Table of Contents****Product Rights**

The following table represents product rights, net, as of September 30, 2010 and December 31, 2009 (in thousands):

	<b>September 30, 2010</b>			<b>Weighted - Average Amortization Period (yrs.)</b>
	<b>Gross Carrying</b>	<b>Accumulated</b>	<b>Net</b>	
	<b>Amount</b>	<b>Amortization</b>	<b>Amount</b>	
CUROSURF	\$ 107,606	\$ 11,658	\$ 95,948	10.0
FACTIVE®	7,613	1,667	5,946	4.8
SPECTRACEF®	4,505	1,912	2,593	10.0
ZYFLO®	11,500	3,076	8,424	7.1
Propoxyphene/acetaminophen products	7,550	7,550		n/a
Products under development	3,350		3,350	n/a
Other	75	65	10	4.3
<b>Total</b>	<b>\$ 142,199</b>	<b>\$ 25,928</b>	<b>\$ 116,271</b>	<b>9.5</b>

	<b>December 31, 2009</b>			<b>Weighted- Average Amortization Period (yrs.)</b>
	<b>Gross Carrying</b>	<b>Accumulated</b>	<b>Net</b>	
	<b>Amount</b>	<b>Amortization</b>	<b>Amount</b>	
CUROSURF	\$ 107,606	\$ 3,587	\$ 104,019	10.0
FACTIVE	7,613	486	7,127	4.8
SPECTRACEF	4,505	1,597	2,908	10.0
ZYFLO	11,500	1,872	9,628	7.1
Propoxyphene/acetaminophen products	7,550	7,550		n/a
Products under development	3,100		3,100	n/a
Other	75	51	24	4.3
<b>Total</b>	<b>\$ 141,949</b>	<b>\$ 15,143</b>	<b>\$ 126,806</b>	<b>9.5</b>

The Company amortizes the product rights related to its currently marketed products over their estimated useful lives, which range from four to ten years. As of September 30, 2010, the Company had \$3.4 million of product rights related to products it expects to launch in the future. The Company expects to begin amortizing these rights upon the commercial launch of the first product using these rights, which is expected to be shortly after regulatory approval of such first product. The rights will be amortized over the estimated useful lives of the new products.

**NOTE 4: ACCRUED EXPENSES**

The components of accrued expenses are as follows (in thousands):

	<b>September 30, 2010</b>	<b>December 31, 2009</b>
Accrued product returns	\$ 10,402	\$ 10,962

Edgar Filing: CORNERSTONE THERAPEUTICS INC - Form 10-Q

Accrued rebates	3,366	1,013
Accrued price adjustments and chargebacks	8,309	3,503
Accrued compensation and benefits	2,897	2,486
Accrued royalties	2,894	5,547
Accrued expenses, other	714	192
Total accrued expenses	\$ 28,582	\$ 23,703

**Table of Contents****NOTE 5: STOCK-BASED COMPENSATION****Stock Options**

The Company currently uses the Black-Scholes-Merton option pricing model to determine the fair value of its stock options. The determination of the fair value of stock-based payment awards on the date of grant using an option pricing model is affected by the Company's stock price, as well as assumptions regarding a number of complex and subjective variables. These variables include the Company's expected stock price volatility over the term of the awards, actual employee exercise behaviors, risk-free interest rate and expected dividends.

There were 718,950 and 407,452 stock options granted and exercised, respectively, during the nine months ended September 30, 2010.

The following table shows the assumptions used to value stock options on the date of grant, as follows:

	<b>Nine Months Ended September 30, 2010</b>
Estimated dividend yield	0.0%
Expected stock price volatility	85%
Risk-free interest rate	1.73-1.80%
Expected life of option (in years)	5.00
Weighted-average fair value per share	\$ 3.59

The Company has not paid and does not anticipate paying cash dividends; therefore, the expected dividend rate is assumed to be 0%. The expected stock price volatility for the stock options is based on the Company's historical volatility from July 1, 2004 through the month of grant. The risk-free rate was based on the U.S. Treasury yield curve in effect at the time of grant commensurate with the expected life assumption. The expected life of the stock options granted was estimated based on the historical exercise patterns over the option lives while considering employee exercise strategy and cancellation behavior.

As of September 30, 2010, the aggregate intrinsic value of options outstanding and exercisable was \$7.0 million and \$5.6 million, respectively.

As of September 30, 2010, there was \$3.1 million of total unrecognized compensation cost related to unvested stock options, which is expected to be recognized over a weighted-average period of 2.92 years.

**Restricted Stock**

During the nine months ended September 30, 2010, no shares of restricted stock were issued and 12,500 shares vested. As of September 30, 2010, there were 200,000 restricted common shares outstanding and \$1.0 million of total unrecognized compensation cost related to unvested restricted stock, which is expected to be recognized over a weighted-average period of 2.89 years.

**Stock-Based Compensation Expense**

The following table shows the approximate amount of total stock-based compensation expense recognized for employees and non-employees based on the total grant date fair value of shares vested (in thousands):

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2010</b>	<b>2009</b>	<b>2010</b>	<b>2009</b>
Employee	\$ 286	\$ 2,102	\$ 907	\$ 2,930
Non-employee	29	16	63	40
Total	\$ 315	\$ 2,118	\$ 970	\$ 2,970

**Table of Contents****NOTE 6: COMMITMENTS AND CONTINGENCIES****Lease Obligations**

The Company leases its facilities, certain equipment and automobiles under non-cancelable operating leases expiring at various dates through 2016. The Company recognizes lease expense on a straight-line basis over the term of the lease, excluding renewal periods, unless renewal of the lease is reasonably assured. Lease expense was approximately \$339,000 and \$273,000 for the three months ended September 30, 2010 and 2009, respectively, and approximately \$1.0 million and \$708,000 for the nine months ended September 30, 2010 and 2009, respectively.

**Supply Agreements**

The Company has entered into various supply agreements with certain vendors and pharmaceutical manufacturers. Financial commitments related to these agreements totaled approximately \$20.1 million as of September 30, 2010, which includes any minimum amounts payable and penalties for failure to satisfy purchase commitments that the Company has determined to be probable and that are reasonably estimable. Since many of these commitment amounts are dependent on variable components of the agreements, actual payments and the timing of those payments may differ from management's estimates. As of September 30, 2010, the Company had outstanding purchase orders related to inventory, excluding commitments under supply agreements, totaling approximately \$10.6 million.

**Royalty Agreements**

The Company has contractual obligations to pay royalties to the former owners or licensors of certain product rights that have been acquired by or licensed to the Company, some of which are described in Note 7 to the Company's consolidated financial statements included in the Company's annual report on Form 10-K for the year ended December 31, 2009. These royalties are typically based on a percentage of net sales of the particular licensed product. For the three months ended September 30, 2010 and 2009, total royalty expenses were \$2.6 million and \$4.6 million, respectively and \$9.8 million and \$16.5 million, respectively, for the nine months ended September 30, 2010 and 2009. Certain of these royalty agreements also require minimum annual payments, which have been included in royalty expense on the consolidated statements of operations. Pursuant to these agreements, the Company is obligated to pay future minimum royalties of \$1.4 million.

**Collaboration Agreements**

The Company is committed to make potential future milestone payments to third parties as part of licensing, distribution and development agreements. Payments under these agreements generally become due and payable only upon achievement of certain development, regulatory and/or commercial milestones. The Company may be required to make \$57.4 million in additional payments to various parties if all milestones under the agreements are met. Because the achievement of milestones is neither probable nor reasonably estimable, such contingent payments have not been recorded on the consolidated balance sheets. The Company is also obligated to pay royalties on net sales or gross profit, if any, of certain product candidates currently in its portfolio following their commercialization.

As of September 30, 2010, the Company had outstanding commitments related to ongoing research and development contracts totaling approximately \$343,000.

**Co-Promotion and Marketing Services Agreements**

The Company has entered into a co-promotion and marketing service agreement and co-promotion agreements that grant third parties the exclusive rights to promote and sell certain products in conjunction with the Company. Under these agreements, the third parties are responsible for the costs associated with their sales representatives and the product samples distributed by their sales representatives, as well as certain other promotional expenses related to the products. Under one agreement, the Company pays the third party co-promotion fees equal to the ratio of total prescriptions written by pulmonary specialists to total prescriptions during the applicable period multiplied by a percentage of quarterly net sales of the products covered by the agreement, after third-party royalties. Under the other agreements, the Company pays the third parties fees based on a percentage of the net profits from sales of the product above a specified baseline within assigned sales territories. The co-promotion agreements are also subject to sunset fees that require the Company to pay additional fees for up to one year in the event of certain defined terminations of these agreements.

**Table of Contents**

As of September 30, 2010, the Company had outstanding financial commitments related to various marketing and analytical service agreements totaling approximately \$4.8 million.

**Severance**

Selected executive employees of the Company have employment agreements which provide for severance payments of up to two times base salary, bonuses and benefits upon termination, depending on the reasons for the termination. The executive would also be required to execute a release and settlement agreement prior to receiving any severance payments.

**Legal Proceedings**

In 2008, the U.S. Patent and Trademark Office ( USPTO ) ordered a re-examination of a patent licensed to the Company that covers one or more of the Company's day-night products. In June 2009, the USPTO examiner issued an office action, rejecting claims of the patent as failing to satisfy the novelty and non-obviousness criteria for U.S. patent claims, in view of the patents and publications cited. In August 2009, the patent owner filed an amendment to the claims and a request for reconsideration of the office action issued in June 2009. In October 2010, the USPTO re-examination examiner filed an advisory action stating that the proposed amendment would not be allowed and that an appeal brief must be filed by the patent owner by March 8, 2011 in order to continue with re-examination proceedings. If the USPTO re-examination examiner maintains one or more of the USPTO rejections of the claims of the patent, the patent owner may appeal to the Board of Patent Appeals to seek reversal of the examiner's rejections. If the Board of Patent Appeals thereafter affirms the examiner's rejections, the patent owner could take various further actions, including requesting reconsideration by the Board of Patent Appeals, filing a further appeal to the U.S. Court of Appeals for the Federal Circuit or instituting a reissue of the patent with narrowed claims. The further proceedings involving the patent therefore may be lengthy in duration, and may result in invalidation of some or all of the claims of the patent. The Company's intellectual property counsel believes that valid arguments exist for distinguishing the claims of the Company's patent over the references cited in the request for re-examination.

**NOTE 7: INCOME TAXES**

The Company computes an estimated annual effective tax rate for interim financial reporting purposes. The estimated annual effective tax rate is used to compute the tax expense or benefit related to ordinary income or loss. Tax expense or benefit related to all other items is individually computed and recognized when the items occur. The Company's effective tax rate for the three and nine months ended September 30, 2010 was (2,022.2)% and 28.8%, respectively. The Company's effective tax rate for the three and nine months ended September 30, 2009 was 48.3% and 38.9%, respectively. The significant variance in the rate for the three months ended September 30, 2010 compared to the three months ended September 30, 2009 is primarily due to changes in the estimated income tax provision related to the year ended December 31, 2009. These changes resulted from an increase in the Company's net operating loss usage generating a tax benefit recognized in the three months ended September 30, 2010.

The estimated annual effective tax rate for the year ending December 31, 2010 includes a benefit of approximately 7% related to a reduction in the valuation allowance offsetting deferred tax assets. As of the date of the Merger, Critical Therapeutics had approximately \$64.0 million in deferred tax assets, primarily relating to NOL carryforwards and tax credits. The Company determined that utilization of these deferred tax assets was limited due to the requirements of Section 382 of the Internal Revenue Code. Therefore, the deferred tax assets resulting from these NOLs and tax credits were offset by a full valuation allowance. The reversal of the valuation allowance that relates to the Company's use of these deferred tax assets in 2010 is approximately \$663,000 and has been recorded as a reduction to tax expense. The Company has not established any other valuation allowances.

As of September 30, 2010, the Company has no unrecognized tax benefits, including those that would affect the effective tax rate. There were no changes in unrecognized tax positions for the three or nine months ended September 30, 2010. The Company does not reasonably expect any change to the amount of unrecognized tax benefits within the next twelve months.

**Table of Contents**

The Company recognizes any annual interest and penalties related to uncertain tax positions as operating expenses in its statements of operations. For the three and nine months ended September 30, 2010, the Company recognized no interest or penalties related to uncertain tax positions in the statements of operations.

The 2007 through 2009 tax years of the Company are open to examination by federal tax and state tax authorities. The Company has not been informed by any tax authorities for any jurisdiction that any of its tax years is under examination as of September 30, 2010.

**NOTE 8: RELATED PARTY TRANSACTIONS**

Chiesi Farmaceutici S.p.A. ( Chiesi ), the Company's majority stockholder, manufactures all of the Company's requirements for CUROSURF pursuant to a license and distribution agreement that became effective on July 28, 2009. The Company began promoting and selling CUROSURF in September 2009. Inventory purchases from Chiesi aggregated \$5.1 million and \$16.8 million for the three and nine months ended September 30, 2010, respectively. As of September 30, 2010, the Company had prepaid inventory of \$268,000 due from Chiesi and accounts payable of \$3.3 million due to Chiesi.

**NOTE 9: NET INCOME (LOSS) PER SHARE**

Basic net income (loss) per share is computed by dividing net income (loss) by the weighted-average number of common shares outstanding during each period. Diluted net income (loss) per share is computed by dividing net income (loss) by the sum of the weighted-average number of common shares and dilutive common share equivalents outstanding during the period. Dilutive common share equivalents consist of the incremental common shares issuable upon the exercise of stock options and warrants and the impact of non-vested restricted stock grants.

The following table sets forth the computation of basic and diluted net income (loss) per share (in thousands, except share and per share data):

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2010</b>	<b>2009</b>	<b>2010</b>	<b>2009</b>
Numerator:				
Net income (loss)	\$ 764	\$ (538)	\$ 5,377	\$ 7,515
Denominator:				
Weighted-average common shares, basic	25,430,785	20,741,322	25,395,506	15,009,285
Dilutive effect of stock options, warrants and restricted stock	626,143		621,782	1,240,293
Weighted-average common shares, diluted	26,056,928	20,741,322	26,017,288	16,249,578
Net income (loss) per share, basic	\$ 0.03	\$ (0.03)	\$ 0.21	\$ 0.50
Net income (loss) per share, diluted	\$ 0.03	\$ (0.03)	\$ 0.21	\$ 0.46
Anti-dilutive weighted-average shares	1,448,660	3,108,446	1,515,849	1,096,426

**NOTE 10: SUBSEQUENT EVENTS**

The Company has evaluated all events or transactions that occurred after September 30, 2010. The Company did not have any material subsequent events that require adjustment or disclosure in these financial statements.

**NOTE 11: RECENT ACCOUNTING PRONOUNCEMENTS**

There were no recent accounting pronouncements that have not yet been adopted by the Company that are expected to have a material impact on the Company's consolidated financial statements.

**Table of Contents**

**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*The following discussion is designed to provide a better understanding of our unaudited consolidated financial statements, including a brief discussion of our business and products, key factors that impact our performance and a summary of our operating results. You should read the following discussion and analysis of financial condition and results of operations together with our unaudited consolidated financial statements and the related notes included in Part I Item 1. Financial Statements of this quarterly report on Form 10-Q and the consolidated financial statements and notes thereto and Management's Discussion and Analysis of Financial Condition and Results of Operations contained in our annual report on Form 10-K for the year ended December 31, 2009. In addition to historical information, the following discussion contains forward-looking statements that involve risks, uncertainties and assumptions. Our actual results could differ materially from those anticipated by the forward-looking statements due to important factors including, but not limited to, those set forth under Part II Item 1A. Risk Factors of this quarterly report on Form 10-Q.*

**Executive Overview**

***Strategy***

We are a specialty pharmaceutical company focused on acquiring, developing and commercializing products for the respiratory and related markets.

Our long-term commercial strategy is to pursue acquisition or licensing transactions to acquire rights to patent or trade secret protected branded pharmaceutical products that we can promote through our respiratory and hospital sales forces and to advance our development projects.

We have historically derived a large part of our revenues from branded or branded generic versions of products that have or had limited intellectual property protection, which we refer to as our legacy products. Some of these legacy products are marketed without approved new drug applications, or NDAs, or abbreviated new drug applications, or ANDAs.

We will continue to build our business around our strategic products. In order to focus our resources on this effort, we will cease manufacturing and distributing our marketed unapproved products by the end of 2010 and plan to divest our valuable but non-core technologies as appropriate opportunities to do so arise. We believe that if we implement our strategy successfully, we can offset declines in marketed unapproved product sales and deliver more consistent long-term earnings growth for our stockholders. Our performance for the nine months ended September 30, 2010 reflects the execution of our strategy as the proportion of our sales generated by strategic products increased over the same period in the prior year.

***Third Quarter 2010 Highlights***

The following is a summary of key financial results achieved for the three months ended September 30, 2010, as well as certain key non-financial achievements that reflect the continuing strides we are taking to transform our company and attain our goals:

Our net revenues increased 21% to \$27.9 million for the three months ended September 30, 2010 compared to the three months ended September 30, 2009, of which the percentage of revenue derived from strategic products increased from 38% to 63%;

Our income from operations increased \$1.1 million to \$98,000 on a GAAP basis, and 56% to \$4.0 million on a non-GAAP basis, for the three months ended September 30, 2010 compared to the three months ended September 30, 2009;

Our net income increased \$1.3 million to \$764,000 on a GAAP basis, and 119% to \$3.8 million on a non-GAAP basis, for the three months ended September 30, 2010 compared to the three months ended September 30, 2009; and



**Table of Contents**

Our cash and cash equivalents increased \$30.8 million or 163% to \$49.7 million at September 30, 2010 compared to \$18.9 million at December 31, 2009.

Sales of some of our products fluctuate with the seasonality of the cough/cold season, which primarily results in higher revenues in our first and fourth quarters of the year. We do not believe that our product sales for the three months ended September 30, 2010 are indicative of the results we expect for the remaining three months of 2010. However, we will continue to focus on growing sales of all of our strategic products, even during the periods when demand for certain of those products is customarily lower.

***Opportunities and Trends***

During the remainder of 2010, we plan to continue to deliver on our strategy of developing our core strategic business and advancing our pipeline, while decreasing our focus on marketed unapproved products, and divesting our non-core technologies. We believe we are well positioned to manage this transition as we expect to generate revenues from our pipeline products and use our strong cash position to seek acquisition of other products to boost revenue in future periods.

By the end of 2010, we will cease manufacturing and distributing our marketed unapproved products, which include our ALLERX<sup>®</sup> Dose Pack products and our HYOMAX<sup>®</sup> products. These products represented approximately \$29.9 million of our net revenues for the nine months ended September 30, 2010. During the second and third quarters of 2010, revenues from sales of certain ALLERX products were deferred due to our inability to reasonably estimate returns as a result of recent changes in market dynamics including uncertain consumer demand and the level of competition. We expect this trend to continue during the remainder of 2010. As a result, revenue from additional sales of these products will be recorded when the risk of product returns has been substantially eliminated, which we expect will be when the product is sold to the end-user based upon prescriptions filled. Sales of these products will therefore be reflected in our consolidated financial statements after 2010 for the duration of the product shelf life, or until channel inventory has been exhausted, whichever is shorter.

Following the discontinuance of our marketed unapproved products, the only legacy products we will continue to manufacture and distribute will be our propoxyphene/acetaminophen products, which we market subject to approved ANDAs.

By focusing on our strategic products and divesting our valuable but non-core technologies, we believe we will be better positioned to advance our product pipeline and develop our strategic products by combining organic growth, strategic acquisitions and product development. We will be evaluating our performance with particular reference to the following fiscal and management measures, which we believe will be drivers of our success:

Sales growth of our strategic products through our respiratory and hospital sales forces;

Acquisition of rights to proprietary respiratory or hospital products that align with our strategy and that offer potential for sustainable growth;

Progress in the development of our product candidates, including receiving marketing approval by the FDA for CRTX 067 in 2011; and

Control of our manufacturing and selling, general and administrative expenses.

**Table of Contents****Results of Operations****Comparison of the Three Months Ended September 30, 2010 and 2009**

The following table sets forth certain consolidated statement of operations data and certain non-GAAP financial information for the periods indicated (in thousands, except percentages and per share data):

	<b>Three Months Ended</b>		<b>Change</b>	
	<b>September 30,</b>	<b>September 30,</b>	<b>\$</b>	<b>%</b>
	<b>2010</b>	<b>2009</b>		
<i>Net product sales</i>				
CUROSURF®	\$ 8,051	\$ 2,153	\$ 5,898	274%
FACTIVE®	850	91	759	834
SPECTRACEF® product family	1,194	1,554	(360)	(23)
ZYFLO® product family	7,574	5,034	2,540	50
ALLERX Dose Pack products	3,812	3,541	271	8
HYOMAX product family	2,002	7,616	(5,614)	(74)
Propoxyphene/acetaminophen products	2,935	2,949	(14)	NM
Other products	(8)	140	(148)	(106)
Total net product sales	26,410	23,078	3,332	14
<i>License and royalty agreement revenues</i>	1,522		1,522	NM
Net revenues	27,932	23,078	4,854	21
Cost of product sales (exclusive of amortization of product rights)	7,742	4,143	3,599	87
Selling, general and administrative	12,850	13,186	(336)	(3)
Royalties	2,600	4,593	(1,993)	(43)
Research and development	1,047	691	356	52
Amortization of product rights	3,595	1,507	2,088	139
Income (loss) from operations	98	(1,042)	1,140	NM
Total other expenses, net	(62)	1	(63)	NM
Income (loss) before income taxes	36	(1,041)	1,077	NM
Benefit from income taxes	728	503	225	45
Net income (loss)	\$ 764	\$ (538)	\$ 1,302	NM
Net income (loss) per share, diluted	\$ 0.03	\$ (0.03)	\$ 0.06	NM
Non-GAAP income from operations (1)	\$ 4,008	\$ 2,565	\$ 1,443	56%
Non-GAAP net income (1)	\$ 3,834	\$ 1,753	\$ 2,081	119%
Non-GAAP net income per share, diluted (1)	\$ 0.15	\$ 0.08	\$ 0.07	88%

(1) See  
Reconciliation  
of Non-GAAP  
Financial

Measures  
below.

NM Not meaningful.

***Net Revenues***

*Net Product Sales.*

CUROSURF and FACTIVE net product sales were \$8.1 million and \$850,000, respectively, for the three months ended September 30, 2010. We added CUROSURF and FACTIVE to our product portfolio during the third quarter of 2009. We began promoting and selling CUROSURF in September 2009 and began marketing and promoting FACTIVE in October 2009.

SPECTRACEF product family net product sales decreased \$360,000, or 23%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009, primarily due to lower sales volumes caused by some dilution of our sales promotion efforts as a result of the introduction of FACTIVE into our product portfolio, partially offset by \$1.2 million of additional reserves recorded during the third quarter of 2009 to adjust for a change in our estimate of product returns.

**Table of Contents**

ZYFLO CR® and ZYFLO net product sales increased \$2.5 million, or 50%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009, primarily due to alignment of our price to market and steady prescription volume.

ALLERX Dose Pack net product sales increased \$271,000, or 8%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009, primarily due to a price increase, partially offset by the deferral of revenue from sales made during the three months ended September 30, 2010. At September 30, 2010, approximately \$9.2 million of revenue was deferred due to the inability to estimate returns for the sales of certain ALLERX Dose Pack products. As a result of recent changes in market dynamics, we are unable to estimate returns due to uncertainty regarding consumer demand, future availability of active pharmaceutical ingredient, or API, and the level of competition. Deferred revenue related to these sales will be recognized as revenue when prescriptions are filled.

HYOMAX net product sales decreased \$5.6 million, or 74%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009, primarily due to lower net prices and volume as a result of increased competition from other manufacturers.

*License and Royalty Agreement Revenues.*

License and royalty agreement revenues were \$1.5 million for the three months ended September 30, 2010. In August 2010, in accordance with our license agreement with Targacept, Inc., or Targacept, under which we out-licensed certain rights with respect to our alpha-7 receptor technology, we received an upfront nonrefundable payment of \$1.5 million. We are also eligible for success-based milestone payments of up to \$74.9 million, depending on which compound is progressed by Targacept.

*Costs and Expenses*

*Cost of Product Sales.* Cost of product sales (exclusive of amortization of product rights of \$3.6 million and \$1.5 million for the three months ended September 30, 2010 and 2009, respectively) increased \$3.6 million, or 87%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009.

Gross margin (exclusive of royalty agreement revenues and amortization of product rights) was as follows (dollars in thousands):

	<b>Three Months Ended</b>		<b>Change</b>	
	<b>September 30,</b>			
	<b>2010</b>	<b>2009</b>	<b>\$</b>	<b>%</b>
Net product sales	\$ 26,410	\$ 23,078	\$ 3,332	14%
Cost of product sales (exclusive of amortization of product rights)	7,742	4,143	3,599	87
Gross margin	\$ 18,668	\$ 18,935	\$ (267)	(1)%
% of net product sales	71%	82%		(11)%

Gross margin as a percentage of net product sales for the three months ended September 30, 2010 decreased 11% compared to the three months ended September 30, 2009 due to a relatively higher portion of our net product sales in the third quarter of 2010 derived from products that have lower gross margins, primarily CUROSURF, and an increase in our provision for inventory allowances of \$628,000 compared to the third quarter of 2009. The increase in the provision for inventory allowances was due primarily to an increase in our expected excess inventory related to SPECTRACEF and FACTIVE.

*Selling, General and Administrative Expenses.* Selling, general and administrative expenses decreased \$336,000, or 3%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009. This decrease was primarily due to lower stock compensation, legal and consulting fees during the three months ended September 30, 2010 as compared to the three months ended September 30, 2009 when we incurred significant expenses related to our transaction with Chiesi. Costs associated with the Chiesi transaction during the three months ended September 30, 2009 included \$2.1 million of additional stock-based compensation expense and legal,



**Table of Contents**

accounting and related fees. This decrease was partially offset by increases in labor and benefits-related costs as a result of the addition of our hospital sales force in September 2009 and its related management team expenses; co-promotion expenses relating to ZYFLO CR and BALACET; travel-related expenses due to the increased number of sales representatives; and consulting expenses relating to increased market research.

*Royalty Expenses.* Royalty expenses decreased \$2.0 million, or 43%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009. This decrease was primarily due to lower net revenues of the HYOMAX products, partially offset by increased royalties for ZYFLO CR.

*Research and Development Expenses.* Research and development expenses increased \$356,000, or 52%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009. This increase is due to the timing of our product development expenses, which remains consistent with our development plan. Our product development expenses for particular product candidates vary significantly from period to period depending on the product development stage and the nature and extent of the activities undertaken to advance the product candidate's development in a given reporting period.

*Amortization of Product Rights.* Amortization of product rights increased \$2.1 million, or 139%, during the three months ended September 30, 2010 compared to the three months ended September 30, 2009. This increase was due to the amortization of CUROSURF and FACTIVE product rights. We added CUROSURF and FACTIVE to our product portfolio during the third quarter of 2009.

*Benefit from Income Taxes*

The benefit from income taxes was \$728,000 and \$503,000 for the three months ended September 30, 2010 and 2009, respectively. Our effective tax rates for the three months ended September 30, 2010 and 2009 were (2,022.2)% and 48.3%, respectively. The increase in the effective tax rate was due primarily to changes in the estimated income tax provision related to the year ended December 31, 2009. These changes resulted from an increase in our net operating loss usage generating a tax benefit recognized in the three months ended September 30, 2010.

*Comparison of the Nine Months Ended September 30, 2010 and 2009*

The following table sets forth certain consolidated statement of operations data and certain non-GAAP financial information for the periods indicated (in thousands, except percentages and per share data):

	<b>Nine Months Ended</b>		<b>Change</b>	
	<b>September 30, 2010</b>	<b>2009</b>	<b>\$</b>	<b>%</b>
<i>Net product sales</i>				
CUROSURF	\$ 23,767	\$ 2,153	\$ 21,614	1004%
FACTIVE	4,163	91	4,072	4475
SPECTRACEF product family	3,478	6,896	(3,418)	(50)
ZYFLO product family	21,855	13,837	8,018	58
ALLERX Dose Pack products	22,105	22,985	(880)	(4)
HYOMAX product family	7,801	25,017	(17,216)	(69)
Propoxyphene/acetaminophen products	8,007	6,817	1,190	17
Other products	86	743	(657)	(88)
<b>Total net product sales</b>	<b>91,262</b>	<b>78,539</b>	<b>12,723</b>	<b>16</b>
<i>License and royalty agreement revenues</i>	1,541	237	1,304	550
<b>Net revenues</b>	<b>92,803</b>	<b>78,776</b>	<b>14,027</b>	<b>18</b>
Cost of product sales (exclusive of amortization of product rights)	22,714	10,245	12,469	122
Selling, general and administrative	38,089	34,023	4,066	12
Royalties	9,846	16,535	(6,689)	(40)
Research and development	3,748	3,041	707	23

Edgar Filing: CORNERSTONE THERAPEUTICS INC - Form 10-Q

Amortization of product rights	10,785	2,528	8,257	327
Income from operations	7,621	12,404	(4,783)	(39)
Total other expenses, net	(72)	(113)	41	(36)
Income before income taxes	7,549	12,291	(4,742)	(39)
Provision for income taxes	(2,172)	(4,776)	(2,604)	(55)

**Table of Contents**

	<b>Nine Months Ended</b>		<b>Change</b>	
	<b>September 30,</b>		<b>\$</b>	<b>%</b>
	<b>2010</b>	<b>2009</b>		
Net income	\$ 5,377	\$ 7,515	\$ (2,138)	(28)%
Net income per share, diluted	\$ 0.21	\$ 0.46	\$ (0.25)	(54)%
Non-GAAP income from operations (1)	\$ 19,376	\$ 19,352	\$ 24	NM
Non-GAAP net income (1)	\$ 13,750	\$ 11,760	\$ 1,990	17%
Non-GAAP net income per share, diluted (1)	\$ 0.53	\$ 0.72	\$ (0.19)	(26)%

(1) See  
Reconciliation  
of Non-GAAP  
Financial  
Measures  
below.

NM Not meaningful.

**Net Revenues***Net Product Sales.*

CUROSURF and FACTIVE net product sales were \$23.8 million and \$4.2 million, respectively, for the nine months ended September 30, 2010. We added CUROSURF and FACTIVE to our product portfolio during the third quarter of 2009. We began promoting and selling CUROSURF in September 2009 and began marketing and promoting FACTIVE in October 2009.

SPECTRACEF product family net product sales decreased \$3.4 million, or 50%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009, primarily due to lower sales volumes caused by some dilution of our sales promotion efforts as result of the introduction of FACTIVE into our product portfolio.

ZYFLO CR and ZYFLO net product sales increased \$8.0 million, or 58%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009, primarily due to alignment of our price to market and steady prescription volume.

ALLERX Dose Pack net product sales decreased \$880,000, or 4%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009, primarily due to the deferral of revenue from sales made during the nine months ended September 30, 2010. At September 30, 2010, approximately \$9.2 million of revenue was deferred due to the inability to estimate returns for the sales of certain ALLERX Dose Pack products. As a result of recent changes in market dynamics, we are unable to estimate returns due to uncertainty regarding consumer demand, future availability of API and the level of competition. Deferred revenue related to these sales will be recognized as revenue when prescriptions are filled.

HYOMAX net product sales decreased \$17.2 million, or 69%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009, primarily due to lower net prices and volume as a result of increased competition from other manufacturers.

Net product sales from our propoxyphene/acetaminophen products increased \$1.2 million, or 17%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009, primarily due to an increase in sales volume.



Net product sales from our other products decreased \$657,000, or 88%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009, primarily due to the wind-down of certain legacy products.

*License and Royalty Agreement Revenues.*

License and royalty agreement revenues increased \$1.3 million, or 550%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009. In August 2010, in accordance with our license agreement with Targacept, we received an upfront nonrefundable payment of \$1.5 million. We are also eligible for success-based milestone payments of up to \$74.9 million, depending on which of two specified lead

**Table of Contents**

compounds is progressed by Targacept. This revenue was partially offset by a decrease in royalty agreement revenue during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009 due to the expiration of our supply and marketing agreement with Pliva, Inc., or Pliva, for APAP 500. Upon expiration of our agreement with Pliva on December 31, 2008, we stopped supplying Pliva with inventory; however, Pliva continued to sell existing inventory through six months ended June 30, 2009. All sales of APAP 500 subsequent to June 30, 2009 are included in net product sales from our propoxyphene/acetaminophen products.

*Costs and Expenses*

*Cost of Product Sales.* Cost of product sales (exclusive of amortization of product rights of \$10.8 million and \$2.5 million for the nine months ended September 30, 2010 and 2009, respectively) increased \$12.5 million, or 122%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009.

Gross margin (exclusive of royalty agreement revenues and amortization of product rights) was as follows (dollars in thousands):

	<b>Nine Months Ended</b>		<b>Change</b>	
	<b>September 30,</b>	<b>September 30,</b>	<b>\$</b>	<b>%</b>
	<b>2010</b>	<b>2009</b>		
Net product sales	\$ 91,262	\$ 78,539	\$ 12,723	16%
Cost of product sales (exclusive of amortization of product rights)	22,714	10,245	12,469	122
Gross margin	\$ 68,548	\$ 68,294	\$ 254	NM
% of net product sales	75%	87%		(12)%

Gross margin as a percentage of net product sales for the nine months ended September 30, 2010 decreased 12% compared to the nine months ended September 30, 2009 due to a relatively higher portion of our net product sales during the first nine months of 2010 derived from products that have lower gross margins, primarily CUROSURF, partially offset by a decrease in our provision for inventory allowances of \$306,000 for the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009. The decrease in the provision for inventory allowances resulted from adjustments made during 2010 for previously reserved excess inventory that was sold during the nine months ended September 30, 2010.

*Selling, General and Administrative Expenses.* Selling, general and administrative expenses increased \$4.1 million, or 12%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009. This increase was primarily due to increases in labor and benefits-related costs as a result of the growth of our sales force and the addition of our hospital sales force in September 2009 and its related management team expenses; co-promotion expenses relating to ZYFLO CR and BALACET; travel-related expenses due to the increased number of sales representatives; and advertising and promotion expenses including samples, partially offset by lower stock compensation and legal and consulting expenses during the nine months ended as of September 30, 2010 compared to the nine months ended September 30, 2009 when we incurred significant expenses related to our transaction with Chiesi. Costs associated with the Chiesi transaction during the nine months ended September 30, 2009 included \$3.6 million of additional stock-based compensation expense, legal, accounting and related fees.

*Royalty Expenses.* Royalty expenses decreased \$6.7 million, or 40%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009. This decrease was primarily due to lower net revenues of the HYOMAX products, partially offset by increased royalties related to ZYFLO CR and FACTIVE, which was acquired during the third quarter of 2009.

*Research and Development Expenses.* Research and development expenses increased \$707,000, or 23%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009. This increase is primarily due to the restructuring of our obligations related to non-core technologies acquired from The Feinstein Institute, offset by the timing of other product development expenses, which remains consistent with our development plan. Our product development expenses for particular product candidates vary significantly from period to period

depending on the product development stage and the nature and extent of the activities undertaken to advance the product candidate's development in a given reporting period.

**Table of Contents**

*Amortization of Product Rights.* Amortization of product rights increased \$8.3 million, or 327%, during the nine months ended September 30, 2010 compared to the nine months ended September 30, 2009. This increase was due to the amortization of CUROSURF and FACTIVE product rights. We added CUROSURF and FACTIVE to our product portfolio during the third quarter of 2009.

*Provision for Income Taxes*

The provision for income taxes was \$2.2 million for the nine months ended September 30, 2010 compared to \$4.8 million for the nine months ended September 30, 2009. Our effective tax rates for the nine months ended September 30, 2010 and 2009 were 28.8% and 38.9%, respectively. The decrease in the effective tax rate is a result of changes in the estimated income tax provision related to the year ended December 31, 2009. These changes resulted from an increase in our net operating loss usage generating a tax benefit recognized in the three months ended September 30, 2010.

***Reconciliation of Non-GAAP Financial Measures***

To supplement the consolidated financial statements presented in accordance with GAAP, we use non-GAAP measures of certain components of financial performance. These non-GAAP measures include non-GAAP operating income, non-GAAP net income and non-GAAP net income per diluted share. Our management regularly uses supplemental non-GAAP financial measures to understand, manage and evaluate our business and make operating decisions. These non-GAAP measures are among the primary factors management uses in planning for and forecasting future periods.

These non-GAAP measures are not in accordance with, or an alternative to, measures prepared in accordance with GAAP and may be different from similarly titled non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. The additional non-GAAP financial information presented herein should be considered in conjunction with, and not as a substitute for or superior to the financial information presented in accordance with GAAP (such as operating income, net income and earnings per share) and should not be considered measures of our liquidity. These non-GAAP measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures.

The non-GAAP financial measures reflect adjustments for stock-based compensation expense, amortization of product rights and acquisition-related expenses. Acquisition-related expenses consist of certain expenses that were incurred in connection with the 2009 transaction with Chiesi. We exclude these expenses from our non-GAAP measures because we believe that their exclusion provides an additional means to assess the extent to which our efforts and execution of our strategy are reflected in our operating results. In particular, stock-based compensation expense is excluded primarily because it is a non-cash expense that is determined based on subjective assumptions, product rights amortization is excluded because it is not reflective of the cash-settled expenses incurred related to product sales, and acquisition-related expenses are excluded because they arise from prior acquisitions and management believes they have no direct correlation to current operating results. Our management believes that these non-GAAP measures, when shown in conjunction with the corresponding GAAP measures, enhance investors' and management's overall understanding of our current financial performance and our prospects for the future.

The non-GAAP measures are subject to inherent limitations because (1) they do not reflect all of the expenses associated with the results of operations as determined in accordance with GAAP and (2) the exclusion of these expenses involved the exercise of judgment by management. Even though we have excluded stock-based compensation expense, amortization of product rights and acquisition-related expenses from the non-GAAP financial measures, stock-based compensation is an integral part of our compensation structure, the acquisition of product rights is an important part of our business strategy and the transaction with Chiesi resulted in significant cash expenses.

**Table of Contents**

The following tables reconcile our non-GAAP measures to the most directly comparable GAAP financial measures (in thousands, except share and per share data):

	For the three months ended September 30,		For the nine months ended September 30,	
	2010	2009	2010	2009
GAAP income (loss) from operations	\$ 98	\$ (1,042)	\$ 7,621	\$ 12,404
Add: stock-based compensation	315	305	970	1,157
Add: amortization of product rights	3,595	1,507	10,785	2,528
Add: acquisition-related expenses <sup>1</sup>		1,795		3,263
Non-GAAP income from operations	\$ 4,008	\$ 2,565	\$ 19,376	\$ 19,352
GAAP net income (loss)	\$ 764	\$ (538)	\$ 5,377	\$ 7,515
Add: stock-based compensation	315	305	970	1,157
Add: amortization of product rights	3,595	1,507	10,785	2,528
Add: acquisition-related expenses <sup>1</sup>		1,795		3,263
Less: tax effects related to above items <sup>2</sup>	(840)	(1,316)	(3,382)	(2,703)
Non-GAAP net income	\$ 3,834	\$ 1,753	\$ 13,750	\$ 11,760
GAAP net income (loss) per share, diluted	\$ 0.03	\$ (0.03)	\$ 0.21	\$ 0.46
Non-GAAP net income per share, diluted	\$ 0.15	\$ 0.08	\$ 0.53	\$ 0.72
Shares used in diluted net income (loss) per share calculation:				
GAAP net income (loss)	26,056,928	20,741,322	26,017,288	16,249,578
Non-GAAP net income	26,056,928	21,679,818	26,017,288	16,249,578

1 Acquisition-related expenses include legal, accounting and related costs that resulted from or were incurred in connection with the Chiesi transaction.

2 Tax effects for the three months ended September 30, 2010 and 2009 are calculated using effective tax rates

of 21.5% and 36.5% respectively. Tax effects for the nine months ended September 30, 2010 and 2009 are calculated using effective tax rates of 28.8% and 38.9% respectively.

## **Liquidity and Capital Resources**

### ***Sources of Liquidity***

We require cash to meet our operating expenses and for capital expenditures, acquisitions and in-licenses of rights to products and payments on our license agreement liability. To date, we have funded our operations primarily from product sales, royalty agreement revenues, the investment from Chiesi and borrowings under a related party note payable and our previous line of credit, which we terminated in May 2009. As of September 30, 2010, we had \$49.7 million in cash and cash equivalents.

### ***Cash Flows***

The following table provides information regarding our cash flows (in thousands):

	<b>Nine Months Ended September 30,</b>	
	<b>2010</b>	<b>2009</b>
Cash provided by (used in):		
Operating activities	\$ 30,450	\$ (8,993)
Investing activities	(609)	(5,119)
Financing activities	978	15,818
Net increase in cash and cash equivalents	\$ 30,819	\$ 1,706

**Table of Contents***Net Cash Provided By Operating Activities*

Our primary sources of operating cash flows are product sales. Our primary uses of cash in our operations are for inventories and other costs of product sales; selling, general and administrative expenses; and royalties.

Net cash provided by operating activities for the nine months ended September 30, 2010 reflected our net income of \$5.4 million, adjusted by non-cash expenses totaling \$13.8 million and changes in accounts receivable, inventories, income taxes payable, accrued expenses and other operating assets and liabilities totaling \$11.3 million. Non-cash items consisted primarily of amortization and depreciation of \$11.1 million, changes in allowances for prompt payment discounts and inventory of \$3.1 million, stock-based compensation of \$970,000 and changes in deferred income tax assets of \$1.4 million. Accounts receivable increased by \$2.2 million from December 31, 2009 to September 30, 2010, primarily due to timing of net product sales and customer payments. Inventories increased by \$1.9 million from December 31, 2009 to September 30, 2010, primarily due to purchases of CUROSURF finished product and the API for ZYFLO CR and ZYFLO. Prepaid expenses and other assets decreased by \$1.5 million, primarily due to amortization of regulatory fees and insurance, usage of prepaid inventory and changes in our voucher programs. Accounts payable increased by \$2.2 million from December 31, 2009 to September 30, 2010, primarily due amounts payable to Chiesi for inventory purchases. Accrued expenses increased by \$5.1 million from December 31, 2009 to September 30, 2010, primarily due to increased rebates as a result of new laws, specifically the Patient Protection and Affordable Care Act and the Healthcare and Education Reconciliation Act of 2010, and wholesale and contract fees resulting from increased competition and product sales, partially offset by a decrease in royalties. Deferred revenue increased \$9.2 million from December 31, 2009 to September 30, 2010, due to sales that were deferred due to the inability to estimate product returns. Income taxes payable decreased by \$2.6 million from December 31, 2009 to September 30, 2010, primarily due to changes in the estimated tax provision for the year ending December 31, 2010 which resulted in an income tax benefit during the three months ended September 30, 2010.

Net cash used in operating activities for the nine months ended September 30, 2009 reflected our net income of \$7.5 million, adjusted by non-cash expenses totaling \$3.8 million and changes in accounts receivable, inventories, income taxes payable, accrued expenses and other operating assets and liabilities totaling \$20.3 million.

*Net Cash Used in Investing Activities*

Net cash used in investing activities for the nine months ended September 30, 2010 reflected the purchase of property and equipment for \$361,000, purchase of product rights for \$250,000 and proceeds from sale of equipment.

Net cash used in investing activities for the nine months ended September 30, 2009 reflected the purchase of FACTIVE product rights for \$5.2 million and property and equipment for \$250,000, partially offset by net proceeds from the sale of marketable securities of \$300,000.

*Net Cash Provided by Financing Activities*

Net cash provided by financing activities for the nine months ended September 30, 2010 reflected proceeds from common stock option exercises of \$538,000 and an excess tax benefit from stock options of \$467,000, partially offset by principal payments on capital leases.

Net cash provided by financing activities for the nine months ended September 30, 2009 reflected proceeds of \$15.5 million from our issuance of shares of common stock to Chiesi and common stock option exercises of \$401,000, partially offset by principal payments on capital leases and payments for cancellation of warrants.

**Funding Requirements**

Our future capital requirements will depend on many factors, including:

- the level of product sales of our currently marketed products and any additional products that we may market in the future;

**Table of Contents**

the scope, progress, results and costs of development activities for our current product candidates;

the costs, timing and outcome of regulatory review of our product candidates;

the number of, and development requirements for, additional product candidates that we pursue;

the costs of commercialization activities, including product marketing, sales and distribution;

the costs and timing of establishing manufacturing and supply arrangements for clinical and commercial supplies of our product candidates and products;

the extent to which we acquire or invest in products, businesses and technologies;

the extent to which we choose to establish collaboration, co-promotion, distribution or other similar arrangements for our marketed products and product candidates; and

the costs of preparing, filing and prosecuting patent applications and maintaining, enforcing and defending claims related to intellectual property owned by or licensed to us.

To the extent that our capital resources are insufficient to meet our future capital requirements, we will need to finance our cash needs through public or private equity offerings, debt financings, corporate collaboration and licensing arrangements or other financing alternatives. Our only committed external source of funds is borrowing availability under the line of credit we entered into in January 2010. We may borrow up to \$5.0 million under our line of credit subject to certain conditions. Additional equity or debt financing, or corporate collaboration and licensing arrangements, may not be available on acceptable terms, if at all.

As of September 30, 2010, we had approximately \$49.7 million of cash and cash equivalents on hand. Based on our current operating plans, we believe that our existing cash and cash equivalents and anticipated revenues from product sales are sufficient to continue to fund our existing level of operating expenses and capital expenditure requirements for the foreseeable future.

**Contractual Obligations**

Contractual obligations represent future cash commitments and liabilities under agreements with third parties and exclude contingent contractual liabilities for which we cannot reasonably predict future payment, including contingencies related to potential future development, financing, contingent royalty payments and/or scientific, regulatory or commercial milestone payments under development agreements. There have been no material changes outside the ordinary course of business to our contractual obligations during the nine months ended September 30, 2010. The following table summarizes our contractual obligations as of September 30, 2010 (in thousands):

	<b>Total</b>	<b>Payments Due by Period</b>			<b>More than 5 Years</b>
		<b>Less than 1 Year</b>	<b>1-3 Years</b>	<b>3-5 Years</b>	
Capital lease obligations	\$ 290	\$ 25	\$ 199	\$ 66	\$
Operating leases(1)	3,088	111	1,101	1,125	751
Purchase obligations(2)	37,039	12,497	20,906	3,636	
Royalty obligations(3)	1,380	15	690	450	225
Other long-term liabilities(4)	2,750	1,250	1,500		
<b>Total contractual obligations</b>	<b>\$ 44,547</b>	<b>\$ 13,898</b>	<b>\$ 24,396</b>	<b>\$ 5,277</b>	<b>\$ 976</b>



- (1) Operating leases include minimum payments under leases for our facilities, automobiles and certain equipment. Our total minimum lease payments for the corporate headquarters are \$400,000 in 2010 (of which we paid 326,000 during the first nine months of 2010), \$482,000 in 2011, \$492,000 in 2012, \$536,000 in 2013 and \$1.3 million thereafter.

**Table of Contents**

- (2) Purchase obligations include fixed or minimum payments under manufacturing and supply agreements with third-party manufacturers of \$30.7 million; clinical trial and research agreements with contract research organizations and consultants of \$343,000; agreements with providers of marketing analytical services of \$4.8 million; and open purchase orders for the acquisition of goods and services in the ordinary course of business of \$1.1 million.
- (3) Royalty obligations include minimum royalty payments due in connection with our agreements with Pharmaceutical Innovations and The Feinstein Institute.

- (4) Other long-term liabilities include principal and interest due under our license agreement liability with Meiji Seika Kaisha, Ltd.

In addition to the material contractual cash obligations included in the chart above, we have committed to make potential future milestone payments to third parties as part of licensing, distribution and development agreements. Payments under these agreements generally become due and payable only upon achievement of certain development, regulatory and/or commercial milestones. We may be required to make additional payments of \$57.4 million if all milestones are met. Because the achievement of milestones is neither probable nor reasonably estimable, such contingent payments have not been recorded on our consolidated balance sheets and have not been included in the table above.

#### **Off-Balance Sheet Arrangements**

Since inception, we have not engaged in any off-balance sheet arrangements, including structured finance, special purpose entities or variable interest entities.

#### **Critical Accounting Policies and Estimates**

Our consolidated financial statements have been prepared in accordance with GAAP. For information regarding our critical accounting policies and estimates please refer to Management's Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies and Estimates contained in our annual report on Form 10-K for the year ended December 31, 2009 and Note 2 to our consolidated financial statements contained therein. There have been no material changes to the critical accounting policies previously disclosed in that report.

#### **Recent Accounting Pronouncements**

As discussed in Note 11 to our consolidated financial statements included in Part I Item 1. Financial Statements of this quarterly report on Form 10-Q, there are no recent accounting pronouncements that we have not yet adopted that are expected to have a material impact on our consolidated financial statements.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

#### **Interest Rate Risk**

Our exposure to market risk is confined to our cash equivalents, all of which have maturities of less than three months and bear and pay interest in U.S. dollars. Since we invest in highly liquid, relatively low yield investments, we do not believe interest rate changes would have a material impact on us.

Our risk associated with fluctuating interest expense is limited to future capital leases and other short-term debt obligations we may incur in our normal operations. The interest rates on our existing long-term debt borrowings are fixed and as a result, interest due on borrowings are not impacted by changes in market-based interest rates. If amounts are drawn down on our line of credit during 2010, we will be exposed to interest rate risk. The line of credit bears a variable interest rate equal to the prime rate published by the Wall Street Journal with a floor of 5%. Given the amount of borrowing availability we have under the line of credit, we do not believe that interest rate changes would have a material impact on us.

**Table of Contents**

**Foreign Currency Exchange Risk**

The majority of our transactions occur in U.S. dollars and we do not have subsidiaries or investments in foreign countries. Therefore, we are not subject to significant foreign currency exchange risk. We currently have two development agreements denominated in foreign currencies, Euros and Swiss francs. Unfavorable fluctuations in these exchange rates could have a negative impact on our consolidated financial statements. The impact of the changes in these exchange rates related to these contracts was immaterial to our consolidated financial statements for the three and nine months ended September 30, 2010 and 2009. We do not believe a fluctuation in these exchange rates would have a material impact on us. To date, we have not considered it necessary to use foreign currency contracts or other derivative instruments to manage changes in currency rates. These circumstances may change.

**ITEM 4. CONTROLS AND PROCEDURES**

**Conclusion Regarding the Effectiveness of Disclosure Controls and Procedures**

As of September 30, 2010, our management evaluated the effectiveness of our disclosure controls and procedures pursuant to Rule 13a-15(b) promulgated under the Securities Exchange Act of 1934, as amended (the Exchange Act). Based upon that evaluation, our Chief Executive Officer, also serving as our interim Chief Financial Officer, concluded that, as of September 30, 2010, our disclosure controls and procedures were effective in ensuring that information required to be disclosed in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms, including ensuring that such information is accumulated and communicated to our management, including our Chief Executive Officer, also serving as our interim Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

**Changes in Internal Control Over Financial Reporting**

There were no changes in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) during the quarter ended September 30, 2010 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

**ITEM 4T. CONTROLS AND PROCEDURES**

Not applicable.

**PART II OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

Prior to March 2008, we used a different formulation for ALLERX 10 Dose Pack and ALLERX 30 Dose Pack that we believe was protected under claims in U.S. patent number 6,270,796, or the '796 Patent. In 2007, the U.S. Patent and Trademark Office, or the USPTO, ordered a re-examination of the '796 Patent as a result of a third-party request for ex parte re-examination.

In proceedings before a re-examination examiner in the USPTO, the examiner rejected claims of the '796 Patent as failing to satisfy the novelty and non-obviousness criteria for U.S. patent claims. The '796 Patent owner, J-Med Pharmaceuticals, Inc., or J-Med, appealed to the USPTO Board of Patent Appeals and Interferences, or Board of Patent Appeals, on June 13, 2008, seeking reversal of the examiner's rejections. On the same date, J-Med filed additional documents with the USPTO for review by the examiner. The examiner responded with an advisory action, withdrawing several of the rejections, but maintaining other rejections. An appeal brief was filed on August 18, 2008, a supplemental appeal brief was filed on May 7, 2009 and a reply brief was filed on January 25, 2010. The examiner did not reverse her prior rejections and, on April 13, 2010, the re-examination was docketed to the Board of Patent Appeals. The appeal was heard by the Board of Patent Appeals on August 4, 2010. After reviewing the statements of appeal, the Board of Patent Appeals affirmed the examiner's rejections in whole. J-Med is reviewing various further actions, including requesting reconsideration by the Board of Patent Appeals, or filing a further

**Table of Contents**

appeal to the U.S. Court of Appeals for the Federal Circuit. The further proceedings involving the 796 Patent therefore may be lengthy in duration, and may result in invalidation of some or all of the claims of the 796 Patent.

On June 13, 2008, counsel for Vision Pharma, LLC, or Vision, filed in the USPTO a request for re-examination of certain claims under U.S. patent number 6,843,372, or the 372 Patent, which we believe covers our current formulation of ALLERX 10 Dose Pack and ALLERX 30 Dose Pack, as well as ALLERX Dose Pack PE and ALLERX Dose Pack PE 30. Our counsel reviewed the request for re-examination and the patents and publications cited by counsel for Vision, and our counsel have concluded that valid arguments exist for distinguishing the claims of the 372 Patent over the references cited in the request for re-examination. On June 18, 2009, the USPTO examiner issued an office action, rejecting claims of the 372 Patent as failing to satisfy the novelty and non-obviousness criteria for U.S. patent claims, in view of the patents and publications cited by Vision. On August 18, 2009, the patent owner, Pharmaceutical Innovations, LLC, or Pharmaceutical Innovations, filed an amendment to the claims and a request for reconsideration of the office action issued on June 18, 2009. On October 8, 2010, the USPTO re-examination examiner filed an advisory action stating that the proposed amendment would not be allowed and that an appeal brief must be filed by Pharmaceutical Innovations by March 8, 2011 in order to continue with re-examination proceedings. If the USPTO re-examination examiner maintains one or more of the USPTO rejections of the claims of the 372 Patent, Pharmaceutical Innovations may appeal to the Board of Patent Appeals to seek reversal of the examiner's rejections. If the Board of Patent Appeals thereafter affirms the examiner's rejections, Pharmaceutical Innovations could take various further actions, including requesting reconsideration by the Board of Patent Appeals, filing a further appeal to the U.S. Court of Appeals for the Federal Circuit or instituting a reissue of the 372 Patent with narrowed claims. The further proceedings involving the 372 Patent therefore may be lengthy in duration, and may result in invalidation of some or all of the claims of the 372 Patent.

On May 15, 2008, the TTAB issued written notice to us indicating that Bausch & Lomb, Incorporated, or Bausch & Lomb, had initiated a cancellation proceeding (Cancellation No. 92049358) against U.S. Reg. No. 3,384,232. The petition for cancellation filed in this proceeding alleges that the ALLERX registration dilutes the distinctive quality of Bausch & Lomb's Alex® trademark, that the ALLERX mark so resembles Bausch & Lomb's Alex® trademark as to cause confusion as to the source of goods sold under ALLERX mark and that Bausch & Lomb is likely to be damaged by the ALLERX registration. On October 1, 2010, we entered into a Trademark License Agreement with Bausch & Lomb under which we will assign the ALLERX registration to Bausch & Lomb in return for the rights to use the mark for a certain period of time.

**ITEM 1A. RISK FACTORS**

We operate in a rapidly changing environment that involves a number of risks that could materially and adversely affect our business, financial condition, prospects, operating results or cash flows. For a detailed discussion of the risk factors that should be understood by any investor contemplating an investment in our stock, please refer to Item 1A of our annual report on Form 10-K for the year ended December 31, 2009, which was filed with the SEC on March 4, 2010.

There have been no material changes from the risk factors previously disclosed in that annual report on Form 10-K, except as follows:

***Legislative or regulatory reform of the healthcare system may affect our ability to sell our products profitably.***

On March 23, 2010, President Obama signed into law H.R. 3590, the Patient Protection and Affordable Care Act, or Affordable Care Act. On March 30, 2010, the President signed H.R. 4872, the Healthcare and Education Reconciliation Act of 2010, or Reconciliation Act, which included a package of fixes to the Affordable Care Act as well as additional elements to reform healthcare in the United States. We refer to the Affordable Care Act and the Reconciliation Act as Health Care Reform.

The passage of Health Care Reform is expected to result in a transformation of the delivery and payment for healthcare services in the U.S. The combination of these measures will expand health insurance coverage to an estimated 32 million Americans. In addition, there are significant health insurance reforms that will improve patients ability to obtain and maintain health insurance. Such measures include the elimination of lifetime caps, no

**Table of Contents**

rescission of policies, and no denial of coverage due to preexisting conditions. The expansion of healthcare insurance and these additional market reforms should result in greater access to our products.

However, a number of provisions contained in Health Care Reform may adversely affect reimbursement for our products. In 2010, the new law will increase the minimum basic Medicaid rebate for brand name prescription drugs from 15.1% to 23.1%, increase the minimum basic Medicaid rebate for generic drugs from 11% to 13%, require pharmaceutical manufacturers to pay states rebates on prescription drugs dispensed to Medicaid managed care enrollees, potentially increase the additional Medicaid rebate calculation for line extensions of oral solid dosage forms of innovator products and expand the entities eligible for 340B pricing and the revision of the average manufacturer price definition to remove certain classes of trade.

Health Care Reform also requires drug manufacturers to provide a 50% discount on brand-name prescriptions filled in the Medicare Part D coverage gap, also known as the donut hole. The legislation also provides a \$250 payment to Part D beneficiaries who reach the coverage gap during 2010, and mandates the gradual elimination of the coverage gap, beginning in 2011 and finishing in 2020. Moreover, Health Care Reform reduces Part D premium subsidies for higher-income beneficiaries, expands medication therapy management requirements, and makes a number of other revisions to Part D program requirements. The elimination of the coverage gap may result in greater access to our products for Part D beneficiaries.

The new law also imposes a significant annual fee on companies that manufacture or import branded prescription drug products (beginning in 2011). Substantial new provisions affecting compliance also have been added, which may require us to modify the manner in which we advertise, promote and the distribute product samples to health care practitioners.

We are unable to predict the future course of federal or state healthcare legislation and regulations, including regulations that will be issued to implement provisions of Health Care Reform. Health Care Reform and further changes in the law or regulatory framework that reduce our revenues or increase our costs could also have a material adverse effect on our business, financial condition and results of operations and cash flows.

***Some of our specialty pharmaceutical products are now being marketed without approved NDAs or ANDAs.***

Even though the FDCA requires pre-marketing approval of all new drugs, as a matter of history and regulatory policy, the FDA has practiced enforcement discretion against some marketed, unapproved new drugs by employing a risk-based enforcement policy. Although the FDA considers all such drugs to require its approval, the FDA's enforcement policy prioritizes unapproved products that pose potential safety risks, lack evidence of effectiveness, prevent patients from seeking effective therapies or are marketed fraudulently. In addition, the FDA is more likely to bring an enforcement action with respect to an unapproved drug if it finds that the marketer and its manufacturers are also allegedly in non-compliance with current Good Manufacturing Practices, or cGMPs requirements. Also, the FDA has indicated that approval of an NDA for one drug within a class of drugs marketed without FDA approval may also trigger agency enforcement of the new drug requirements against all other drugs within that class that have not been so approved. While the FDA generally provides sponsors with a one-year grace period during which time they are permitted to continue selling the unapproved drug, it is not statutorily required to do so and the FDA could at any time ask or require that the products be removed from the market immediately.

In November 2009, we reported that as a result of an inspection of one of our contract manufacturers' facilities we had received a warning letter from the FDA alleging that Deconsal CT (phenylephrine hydrochloride, pyrilamine maleate) chewable tablets and Deconsal DM (phenylephrine hydrochloride, pyrilamine maleate, dextromethorphan hydrobromide) chewable tablets were new drugs lacking an approved application and as such should not be introduced into interstate commerce. We responded to the warning letter by advising the FDA that although we did not admit its allegations, we had not sold any Deconsal CT products since July 2009 and had not sold any Deconsal DM products since January 2009, and do not intend to manufacture, or have manufactured, any further lots of these products.

In accordance with our overall business strategy, we have recently informed the FDA that we have decided to discontinue manufacturing and distribution of all of our marketed unapproved products, including our ALLERX Dose Pack products and our HYOMAX line of products, as of December 31, 2010. Our decision does not limit the



## **Table of Contents**

FDA's enforcement authority and there is no certainty that the FDA will not seek to require the withdrawal of these products before December 31, 2010.

For the nine months ended September 30, 2009 and 2010, our ALLERX Dose Pack products and our HYOMAX line of products generated \$48.0 million and \$29.9 million of net product sales, respectively. Once we have discontinued these products, there is no guarantee that we will be able to replace these revenues with revenues from our strategic products. If we are not able to replace these product revenues, this discontinuance could also have a material adverse effect on our business, financial condition and results of operations and cash flows.

***If we fail to comply with regulatory requirements for our products or if we experience unanticipated problems with them, the FDA may take regulatory actions detrimental to our business, resulting in temporary or permanent interruption of distribution, withdrawal of products from the market or other penalties.***

We, our products, our contract manufacturers and other partners are subject to comprehensive regulation by the FDA. These requirements include submissions of safety and other post-marketing information; record-keeping and reporting; annual registration of manufacturing facilities and listing of products with the FDA; ongoing compliance with cGMP regulations; and requirements regarding advertising, promotion and the distribution of samples to physicians and related recordkeeping. For example, we received a warning letter from the FDA's Division of Drug Marketing, Advertising and Communications on June 22, 2010 relating to certain promotional and labeling material for our ZYFLO CR extended release tablets. The FDA asserted that our ZYFLO CR webpage was false and misleading because it presented efficacy claims for ZYFLO CR, but failed to contain certain risk information associated with the product, and that certain promotional material was false or misleading because it omitted important information about the risks associated with the use of ZYFLO CR, made unsubstantiated superiority claims and omitted material facts. Additionally, the FDA stated that the web page and promotional material were disseminated with an outdated version of the FDA-approved product labeling for ZYFLO CR. Although we did not admit and in fact denied some of FDA's allegations, as part of our response and in connection with the close out of this matter, we ceased dissemination of the relevant promotion materials, disabled and revised the web page, retrieved and destroyed the relevant promotional materials and updated our procedures regarding promotional material and labeling. We will also disseminate updated messaging to the recipients of the aforementioned promotional materials. If our promotional activities fail to comply with the FDA's regulations and guidelines, we could be subject to additional regulatory actions by the FDA, including product seizure, injunctions and other penalties, and, if so, our business and reputation could be harmed.

Under the Food and Drug Administration Amendments Act of 2007, or FDAAA, the FDA is also authorized, among other things, to require the submission of REMS with NDAs, or post-approval upon the discovery of new safety information, to monitor and address potential product safety issues. The FDAAA also grants the FDA the authority to mandate labeling changes in certain circumstances and establishes requirements for registering and disclosing the results of clinical trials. For example, as part of the REMS for FACTIVE, the FDA required the packaging to be revised to include a boxed warning and a medication guide. The FDA also requires us to periodically submit a REMS assessment for FACTIVE to evaluate whether the REMS are sufficient to inform patients of the serious risks associated with their use. Completion of the REMS assessment could be costly and time consuming.

The manufacturers and the manufacturing facilities used to make our products and product candidates are also subject to comprehensive regulatory requirements. While we generally negotiate for the right under our long-term manufacturing contracts to periodically audit our third-party manufacturers' performance, we do not have control over our third-party manufacturers' compliance with applicable regulations. We cannot assure you that our current quality assurance program is reasonably designed to, or would, discover all instances of non-compliance by our third-party manufacturers with these regulations. For instance, the FDA inspected one of our contract manufacturer's facilities in 2009 and as a result of alleged failure of the manufacturer to comply with cGMPs, the FDA issued a warning letter to the manufacturer. Companies, including us, whose products were cited in the manufacturer's warning letter were issued warning letters for separate allegations.

The FDA periodically inspects sponsors, marketers and manufacturers for compliance with these requirements. On March 24, 2010, the FDA issued us a Notice of Inspectional Observations, or Form 483, in connection with a March 2010 inspection of our cGMPs. The Form 483 stated that our processes related review of batch specific





**Table of Contents**

documentation, analytical information, deviations and investigations prior to releasing finished product for distribution; our validation assessment procedure; and our documentation related to product complaints, the resultant investigations and close out are areas of possible non-compliance with FDA regulations. We responded to the FDA on May 5, 2010 and have taken actions to address each of the observations identified by the FDA in the Form 483 as quickly as practicable.

If the FDA makes additional inspectional observations in other inspections or if the FDA is not satisfied with the corrective actions we take in response to the Form 483, we could be subject to further FDA action, including sanctions. We may also be subject to sanctions as a result of discovery of previously unknown problems with our products, manufacturers or manufacturing processes, or failure to comply with applicable regulatory requirements. Possible sanctions include the following:

withdrawal of the products from the market;

restrictions on the marketing or distribution of such products;

restrictions on the manufacturers or manufacturing processes;

warning letters;

refusal to approve pending applications or supplements to approved applications that we submit;

recalls;

fines;

suspension or withdrawal of regulatory approvals;

refusal to permit the import or export of our products;

product seizures; or

injunctions or the imposition of civil or criminal penalties.

Any of these actions could have a material adverse effect on our business, financial condition and results of operations.

***Our patents may be challenged by ANDA applicants.***

If a drug is claimed to be covered by an unexpired patent that the NDA holder has listed with the FDA, an ANDA applicant must certify in a so-called paragraph IV certification that the patent is invalid, unenforceable or not infringed by the product that is the subject of the ANDA. If the holder of the NDA sues the ANDA applicant within 45 days of being notified of the paragraph IV certification, the FDA will not approve the ANDA until the earlier of a court decision favorable to the ANDA applicant or the expiration of 30 months.

For example, on May 30, 2008, Orchid Healthcare, a Division of Orchid Chemicals & Pharmaceuticals Ltd., or Orchid, filed an ANDA seeking approval for a generic version of FACTIVE. In the application, Orchid certified that certain of the FDA-listed patents covering FACTIVE are invalid and/or will not be infringed by Orchid's manufacture, importation, use or sale of the product for which Orchid submitted its ANDA. The certification did not include a certification with respect to U.S. Patent No. 5,633,262, which is listed in the Orange Book as covering FACTIVE and expires in June 2015. We are evaluating whether to commence litigation in response to Orchid's Paragraph IV certification.

While Orchid received tentative approval by the FDA for their ANDA on July 2, 2010, they will not be permitted to launch the generic version until expiry of U.S. Patent No. 5,633,262 in June 2015.



**Table of Contents*****As our competitors introduce their own pharmaceutical and/or therapeutic equivalents of our products, our net revenues from such products are expected to decline.***

Product sales of pharmaceutical and/or therapeutic equivalents often follow a particular pattern over time based on regulatory and competitive factors. The first company to introduce an equivalent of a branded product is often able to capture a substantial share of the market. However, as other companies introduce competing equivalent products, the first entrant's market share, and the price of its equivalent product, will typically decline. The extent of the decline generally depends on several factors, including the number of competitors, the price of the branded product and the pricing strategy of the new competitors. It is possible that competitors to our ANDA, or generic, products have already begun the process of developing and obtaining FDA approval for competitive products. Our inability to introduce generic equivalents to our branded products or our withdrawal of existing products from the market due to increased competition would have a material adverse effect on our financial condition and results of operations.

For example, in the generic drug industry, when a company is the first to introduce a generic drug, the pricing of the generic drug is typically set based on a discount from the published price of the equivalent branded product. Other generic manufacturers or a manufacturer contracted to market an authorized generic to the brand may enter the market and, as a result, the price of the drug may decline significantly. In such event, we may in our discretion provide our customers a credit with respect to the customers' remaining inventory for the difference between our new price and the price at which we originally sold the product to our customers. There are circumstances under which we may, as a matter of business strategy, not provide price adjustments to certain customers and, consequently, we may lose future sales to competitors.

***We face competition, which may result in others discovering, developing or commercializing products before or more successfully than us.***

The development and commercialization of drugs is highly competitive. We face competition with respect to our currently marketed products, our current product candidates and any products that we may seek to develop or commercialize in the future. Our competitors include major pharmaceutical companies, specialty pharmaceutical companies and biotechnology companies worldwide. Potential competitors also include academic institutions, government agencies and other private and public research organizations that seek patent protection and establish collaborative arrangements for development, manufacturing and commercialization. We face significant competition for our currently marketed products. Some of our currently marketed products do not have patent protection and in many cases face competition from generics and other unbranded products. All of these products face significant price competition from a range of branded, unbranded and generic products for the same therapeutic indications.

Given that our product development approach is to develop new formulations of existing drugs, some or all of our product candidates, if approved, may face competition from other branded and generic drugs approved for the same therapeutic indications, approved drugs used off label for such indications and novel drugs in clinical development. For example, our CRTX 073 product candidate, which is a modified formulation of an existing product, may not demonstrate sufficient additional clinical benefits to physicians to justify a higher price compared to generic equivalents within the same therapeutic class. Our commercial opportunity could be reduced or eliminated if competitors develop and commercialize products that are more effective, safer, have fewer or less severe side effects, are more convenient or are less expensive than any products that we may develop.

Our patents will not protect our products if competitors devise ways of making products that compete with our products without legally infringing our patents. The FDCA and FDA regulations and policies provide certain exclusivity incentives to manufacturers to create modified, non-infringing versions of a drug in order to facilitate the approval of ANDAs for generic substitutes. These same types of exclusivity incentives encourage manufacturers to submit NDAs that rely, in part, on literature and clinical data not prepared for or by such manufacturers. Manufacturers might only be required to conduct a relatively inexpensive study to show that their product has the same API, dosage form, strength, route of administration and conditions of use or labeling as our product and that the generic product is absorbed in the body at the same rate and to the same extent as our product, a comparison known as bioequivalence. Such products would be significantly less costly than our products to bring to market and could lead to the existence of multiple lower-priced competitive products, which would substantially limit our ability to obtain a return on the investments we have made in those products.



**Table of Contents**

Our competitors also may obtain FDA or other regulatory approval for their product candidates more rapidly than we may obtain approval for our product candidates. The FDCA provides a five-year period of exclusivity for a drug approved under the first NDA covering an API, and the drug approval for any of our product candidates may be blocked by such a period of marketing exclusivity. Similarly, the FDCA provides a three-year period of exclusivity for a drug approved under the first NDA covering a new indication or formulation of a drug that includes a previously approved API. These provisions may delay approval of our product candidates.

Even if we are not excluded from obtaining marketing approval for our product candidates, it may adversely affect the revenue potential of those product candidates if our competitors succeed in commercializing similar products more rapidly or effectively than we are able to. For instance, one of our competitors, Par Pharmaceutical Companies, Inc., recently announced that its licensing partner, Tris Pharma, Inc., has received approval from the FDA to market a generic hydrocodone polistirex and chlorpheniramine polistirex extended-release oral suspension product, which, like our CRTX 067 product candidate, is a generic version of UCB, Inc.'s, or UCB, Tussionex®. In addition, UCB may launch its own generic version of Tussionex, which would make us the third entrant into the Tussionex® generic market. While we continue to expect that CRTX 067 will receive marketing approval by the FDA in 2011, the presence of competing products in the market may adversely affect both the price we can charge for our product and the portion of the market for that product that may be available to us.

The principal competitors to our products and potential competitors to our product candidates are more fully described under the caption "Competition" in Item 1 of our annual report on Form 10-K for the year ended December 31, 2009, which was filed with the SEC on March 4, 2010.

Many of our competitors have significantly greater financial, technical and human resources than we have and superior expertise in research and development, manufacturing, preclinical testing, conducting clinical trials, obtaining regulatory approvals and marketing approved products and thus may be better equipped than us to discover, develop, manufacture and commercialize products. These competitors also compete with us in recruiting and retaining qualified scientific and management personnel, establishing clinical trial sites, registering patients for clinical trials and acquiring technologies. Many of our competitors have collaborative arrangements in our target markets with leading companies and research institutions. In many cases, products that compete with our currently marketed products and product candidates have already received regulatory approval or are in late-stage development, have well known brand names, are distributed by large pharmaceutical companies with substantial resources and have achieved widespread acceptance among physicians and patients. Smaller or early stage companies may also prove to be significant competitors, particularly through collaborative arrangements with large and established companies.

We will face competition based on the safety and effectiveness of our products, the timing and scope of regulatory approvals, the availability and cost of supply, marketing and sales capabilities, reimbursement coverage, price, patent position and other factors. Our competitors may develop or commercialize more effective, safer or more affordable products, or products with more effective patent protection, than our products. Accordingly, our competitors may commercialize products more rapidly or effectively than we are able to, which would adversely affect our competitive position, the likelihood that our product candidates will achieve initial market acceptance and our ability to generate meaningful revenues from our product candidates. Even if our product candidates achieve initial market acceptance, competitive products may render our products noncompetitive. If our product candidates are rendered noncompetitive, we may not be able to recover the expenses of developing and commercializing those product candidates.

**ITEM 6. EXHIBITS**

The exhibits listed in the accompanying exhibit index are filed as part of this quarterly report on Form 10-Q, and such exhibit index is incorporated by reference herein.

**Table of Contents**

**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 thereunto duly authorized.

**CORNERSTONE THERAPEUTICS  
INC.**

Date: November 4, 2010

/s/ Craig Collard  
Craig Collard  
*President, Chief Executive Officer and  
Interim Chief Financial Officer  
(Principal Executive Officer)*

Date: November 4, 2010

/s/ Ira Duarte  
Ira Duarte  
*Director of Accounting  
(Principal Accounting Officer)*

36

---

**Table of Contents**

**EXHIBIT INDEX**

<b>Exhibit No.</b>	<b>Description</b>
10.1+	Amendment No. 4, dated August 3, 2010, to Sponsored Research and License Agreement between the Registrant and The Feinstein Institute for Medical Research (formerly known as The North Shore-Long Island Jewish Research Institute) effective January 1, 2003.
10.2+	Amendment No. 5, dated August 3, 2010, to Sponsored Research and License Agreement between the Registrant and The Feinstein Institute for Medical Research (formerly known as The North Shore-Long Island Jewish Research Institute) effective January 1, 2003.
10.3+	Amendment No. 6, dated August 3, 2010, to Sponsored Research and License Agreement between the Registrant and The Feinstein Institute for Medical Research (formerly known as The North Shore-Long Island Jewish Research Institute) effective January 1, 2003.
31.1	Certification of Principal Executive Officer pursuant to Rule 13a-14(a) and 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification of Principal Financial Officer pursuant to Rule 13a-14(a) and 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification of Principal Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification of Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
+	Portions of the exhibit have been omitted pursuant to a request for confidential treatment, which portions have been separately filed with the Securities and Exchange Commission.