## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form 10-Q
(Mark One)
[ X ] Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the period ended January 31, 1998
OR
[ ] Transition report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the transition period from $\qquad$ to $\qquad$
Commission file number 0-20772
CYPROS PHARMACEUTICAL CORPORATION
(Exact name of registrant as specified in its charter)
California 33-0476164
(State or other jurisdiction of (I.R.S. Employer incorporation or organization) Identification No.)

2714 Loker Avenue West
Carlsbad, California 92008
(Address of principal executive offices)(Zip Code)
Registrant's telephone number, including area code:
(760) 929-9500

Indicate by mark whether the Registrant (1) has filed all reports required to be filed by Section 13 of $15(d)$ of the Securities Exchange Act 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.
$[\mathrm{X}]$ YES [ ] NO
As of March 9, 1998, the Registrant had $15,660,655$ shares of Common Stock, no par value, outstanding.

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## Signatures

* No information provided due to inapplicability of item.

PART I.
Item 1. Financial Statements
Cypros Pharmaceutical
Corporation
Balance Sheets
January July 31,
31,
1997

| Assets |  |  |
| :--- | ---: | ---: |
| Current assets: |  |  |
| Cash and cash <br> equivalents | $\$ 5,526,986$ | $\$ 5,101,710$ |
| Short-term investments, <br> held to maturity | $10,018,440$ | $9,465,561$ |
| Accounts receivable <br> Inventories | 429,228 | 355,425 |
| Prepaid expenses and <br> other current assets | 128,168 | 93,177 |

Total current assets $16,216,216 \quad 15,090,911$

Property, equipment and
leasehold improvements, net
Purchased technology, net
Deferred financing costs, net
Licenses and patents, net Other assets

1,001,369 $\quad 675,686$
5,060,875
33,437 259,127

189,038 162,592
316,636 95,525

## Total assets

\$22,368, 877 \$ 21, 344,716

## Liabilities and

shareholders' equity
Current liabilities:


Shareholders' equity:
Common stock,
30,000,000 shares
authorized, 15,538,952
and 13,650,405 shares
issued and
outstanding as of
January 31, 1998 and
July 31, 1997,
respectively 40,689,312 32,344,793
Deferred compensation $(110,770) \quad(161,950)$
Accumulated deficit $(19,717,828)(17,156,935)$

| Total shareholders' <br> equity | $20,860,714$ | $\mathbf{1 5 , 0 2 5 , 9 0 8}$ |
| :--- | ---: | ---: |
| Total liabilities <br> and shareholders' <br> equity | $\$ 22,368,877$ | $\$ 21,344,716$ |

Note: The balance sheet at July 31, 1997 has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.
See accompanying notes


See accompanying notes.

Cypros Pharmaceutical Corporation Statements of Cash Flows
(Unaudited)
Six Months Ended
January 31,
19981997

Operating activities

| Net loss | \$(2,560, 893 ) | \$(3, 776,697$)$ |
| :---: | :---: | :---: |
| Adjustments to reconcile net loss to net |  |  |
| cash used in operating activities: |  |  |
| Amortization of deferred compensation | 175, 062 | 174,854 |
| Depreciation and amortization | 613,919 | 478, 040 |
| Amortization of discount and costs on mandatorily |  |  |
| convertible notes | 225,690 | 1,350,699 |
| Deferred rent | 34,121 | 7,758 |
| Changes in operating assets and |  |  |
| liabilities, net of effects |  |  |
| from acquisitions: |  |  |
| Accounts receivable | $(73,803)$ | $(130,477)$ |
| Inventories | $(34,991)$ | 31,406 |
| Prepaid expenses and other current | $(38,356)$ | $(112,061)$ |
| Accounts payable | $(23,640)$ | 197, 969 |
| Accrued liabilities | $(155,280)$ | 100,671 |
| Net cash flows used in operating activities | $(1,838,171)$ | $(1,677,838)$ |
| Investing activities |  |  |
| Payment for business acquisition | - | $(2,286,642)$ |
| Short-term investments | $(552,879)$ | 27,367 |

technology
Purchase of property, equipment and leasehold improvements
(Decrease)/increase in licenses and patents
Increase in other assets
Net cash flows used in investing activities

Financing activities
Decrease in sublease obligation, net
Proceeds from exercise of B Warrants
Issuance of long-term debt
Repayments of capital lease obligations
Net cash flows provided by (used in) by financing activities

Increase/decrease in cash and cash equivalents

Cash and cash equivalents at beginning of period
$(1,200,000)$

| $(470,545)$ | $(59,269)$ |
| ---: | ---: |
| $(46,809)$ | 2,266 |
| $(221,111)$ | $(40,209)$ |
| $(2,491,344)$ | $(2,356,487)$ |
| $(11,260)$ | $(7,642)$ |
| $4,707,576$ |  |
| 112,001 |  |
| $(53,526)$ | $(49,641)$ |
| $(43,137)$ |  |
| $4,754,791$ | $(100,420)$ |
| 425,276 | $(4,134,745)$ |
| $5,101,710$ | $8,306,752$ |

Cash and cash equivalents at end of period

Supplemental disclosures of cash flow information:
Cash paid for interest $\quad \$ \quad 113,569 \quad \$ \quad 26,932$
Noncash investing and financing
activities:
Equipment financed under capital leases \$ - \$ 79,992
Issuance of purchased asset obligation
in business acquisitions
\$ 5,526,986 \$ 4, 172, 007

Notes converted to common stock
\$ 3,513,061 \$
See accompanying notes.

## CYPROS PHARMACEUTICAL CORPORATION

NOTES TO FINANCIAL STATEMENTS

1. Organization and Summary of Significant Accounting Policies

Organization and Business Activity
Cypros Pharmaceutical Corporation (the "Company") is engaged in the development and marketing of acute-care, hospitalbased products. The Company is currently marketing three products, Ethamolin, Glofil and Inulin, and developing two drugs, CPC-111 and Ceresine. The Company's pre-clinical and clinical development programs focus on cytoprotective drugs designed to reduce ischemia (low blood flow) induced tissue damage in acute-care settings. The Company expects to be in late-phase clinical trials with CPC-111 and Ceresine in 1998.

## Basis of Presentation

The unaudited financial statements for the three and six months ended January 31, 1998 and 1997 have been prepared on the same basis as the Company's audited financial statements for the year ended July 31, 1997 and reflect all adjustments (consisting only of normal recurring accruals) which are, in the opinion of management, necessary for the fair presentation of the results of the interim periods presented. Results for the interim periods are not necessarily indicative of the results for the entire year.

For more complete financial information, these financial statements should be read in conjunction with the audited financial statements and the related notes thereto for the year ended July 31, 1997 included in the Company's Annual Report on Form 10-K.

The Company has experienced significant quarterly
fluctuations in operating results and increases in expenses and losses since inception and it expects these fluctuations, expenses and losses will continue.

Inventory is stated at the lower of cost (first-in, firstout method) or market and is comprised of raw materials of $\$ 3,856$ and finished goods of $\$ 124,312$.

## Revenue Recognition

Revenues from product sales of whole vials of Glofil and Inulin are recognized upon shipment. Revenues from Glofil unit sales are recognized upon receipt by the Company of monthly sales reports from Syncor, the exclusive marketing agent for Glofil in this form.

Sales are reported when products are shipped. These sales are subsequently adjusted for discounts and allowances due to contractual discounts on certain pharmaceuticals under contracts with hospitals and hospital buying groups. At January 31, 1998, such discounts and allowances totaled \$55,921.

The Company's policy is not to accept returns of product sold. Certain contracts with wholesale drug distributors provide for product returns if the product is within a certain number of months of expiration. To date, the Company has experienced few returns.

## Net Loss Per Share Data

In the second quarter of fiscal years ended January 31, 1998 and 1997, the Company adopted the provisions of Financial Accounting Standards Board Statement No. 128, "Earnings Per Share". This statement redefines the standards for computing and presenting earnings per share, previously promulgated by Accounting Principles Board Opinion No. 15, "Earnings Per Share". Under Statement 128, basic loss per share is based on net loss for the relevant period, divided by the weighted average number of common shares outstanding during the period. Diluted loss per share is based on net loss for the relevant period, divided by the weighted average number of common shares outstanding during the period. Diluted earnings per share also gives effect to all potential dilutive common shares outstanding during the period such as options, warrants, and convertible securities, and contingently issuable shares. All potential dilutive common stock equivalents have been excluded from the calculation of diluted loss per share as their inclusion would have been antidilutive.

## Reclassifications

Certain previously reported amounts have been reclassified to conform with the 1998 presentation.

## Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and disclosures made in the accompanying notes to the financial statements. Actual results could differ from those estimates.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Except for the historical information contained herein, the following discussion contains forward-looking statements that involve risks and uncertainties, including statements regarding the period of time during which the Company's existing capital resources and income from various sources will be adequate to satisfy its capital requirements. The Company's actual results could differ materially from those discussed herein. Factors that could cause or contribute to such differences include but are not limited to, those discussed in this section, as well as in the sections entitled "Business", "Licenses", "Manufacturing", "Sales and Marketing", "Competition", "Government Regulation", "Patents and Proprietary Rights" of the Company's Annual Report (Form $10-\mathrm{K}$ ) for the fiscal year ended July 31, 1997 and those discussed in the S-3 Registration Statement File No. 33325661 filed with U.S. Securities and Exchange Commission, as well as those discussed in any documents incorporated by reference herein or therein.

The Company was founded in 1990, commenced its research and development activities in 1991, completed an initial public offering (the "IPO") in November 1992, commenced clinical
trials in December 1994 acquired two FDA-cleared products, Glofil and Inulin, in August 1995, and acquired a third FDAcleared product, Ethamolin, in November 1996.. The Company has sustained an accumulated deficit of $\$ 19,717,828$ from inception through January 31, 1998. As the Company will not have positive net operating cash flow for the next few years and the Company's sales and marketing, research and development, clinical testing and regulatory and general and administrative expenses during these years will be substantial and increasing, the Company expects to incur increasing losses for the foreseeable future.

## Results of Operations

Three Months Ended January 31, 1998 Versus Three Months Ended January 31, 1997

During the quarter ended January 31, 1998, the Company reported sales of $\$ 916,045$, a $55.9 \%$ increase over the $\$ 587,665$ reported in the prior-year period, principally due to the acquisition of Ethamolin, and a gross profit on sales of $\$ 708,347$, a $56.4 \%$ increase over the $\$ 452,924$ reported in the prior-year period. As a percent of sales, the gross margin in the current quarter was $77.3 \%$ compared to $77.1 \%$ in the prior-year period.

Total operating expenses increased only 4.5\% during the quarter to $\$ 2,173,115$ from $\$ 2,078,746$ during the prior-year quarter. Sales and marketing expense increased by more than $24.9 \%$ principally due to the expansion of the field sales force, sales-related commissions and advertising costs. General and administrative expense increased 13.1\% principally due to the acquisition of the Dimac drug delivery technology during November, the hiring of a project manager to establish and scale-up the manufacturing for the Dimac products and consulting and other expenses related to the manufacturing scale-up.

During the current quarter, research grant income increased 47.9\%, due to increased income from a Phase I Small Business Innovation Research Grant during the current quarter.

In addition, net interest and other income for the current quarter increased more than $187.1 \%$ to $\$ 287,736$ from $\$ 100,217$ during the prior-year quarter, principally because the Company had a larger investment portfolio during the current quarter (as a result of the March 1997 common stock private placement and the November 1997 exercises of the Company's Redeemable Class B Warrants) which yielded more interest income.

Amortization of discount and costs on mandatorily
convertible notes (the "Notes") decreased $94.2 \%$ to \$39,001
in the current quarter from $\$ 674,184$ in the prior-year quarter principally as a result of the fact that the amortization of discounts on the Notes was allocated over the lock-up periods for the Noteholders which began on the date of closing of the transactions in April and July 1996 and ended on the first possible conversion dates which ranged from January 1997 to July 1997. Thus, all of the amortization of the discount was recognized by the end of fiscal 1997, and the current quarter's amortization relates completely to deferred financing costs.

The financing costs of the Notes are amortized as Notes are converted in proportion to the percentage of outstanding Notes converted, but no less than on a straight-line basis over the three-year maturity of the Notes. At the end of the current quarter only $\$ 33,437$ of these costs remained to be amortized. The decline in this amortization expense is the principal reason for the decreased net loss for the quarter of $\$ 1,168,562$ (or $\$ .08$ per share), compared to a loss of $\$ 2,167,699$ (or $\$ .19$ per share) for the prior-year quarter.

During the current quarter, $\$ 600,000$ in principal amount of the Notes was exercised into 161,805 shares of Common Stock and $\$ 514,400$ in principal amount remained outstanding as of January 31, 1998.

Six Months Ended January 31, 1998 Versus Six Months Ended January 31, 1997
reported in the prior-year period. As a percent of sales, the gross margin in the current period was $77.7 \%$ compared to $74.9 \%$ in the prior-year period.

During the six months ended January 31, 1998, the Company sustained a loss of $\$ 2,560,893$ (or $\$ .17$ per share), compared to a loss of $\$ 3,776,697$ (or $\$ .33$ per share) for the prioryear period, as operating expenses increased overall. Total operating expenses increased $17.7 \%$ during the current period to $\$ 4,241,857$ from $\$ 3,605,135$ during the prior-year period. Sales and marketing expense accounted for $40.6 \%$ of the increase in total operating expenses, as it increased 61.5\% to $\$ 677,833$ from $\$ 419,638$ for the reasons set forth in the three-month analysis above. General and administrative expense accounted for $27.0 \%$ of the increase in total operating expenses, as it increased $13.0 \%$ to $\$ 1,492,876$ from \$1,320,934 for the reasons set forth in the three-month analysis above. Clinical testing and regulatory expense increased by more than $12.1 \%$ to $\$ 1,009,378$ form $\$ 900,433$, principally due to increased payroll and related benefits. Depreciation and amortization expense increased more than 27.8\% to \$611,138 from \$478,040, principally due to increased amortization of purchased technology related to the acquisition of Ethamolin. The current period expense reflects six months of such amortization, while the prior period only reflects three months of such expense, since the acquisition occurred halfway through that period in November 1996.

In addition, net interest and other income for the current period increased more than $35.8 \%$ to $\$ 522,327$ from $\$ 384,713$ during the prior-year period for the reasons set forth in the three-month analysis.

Amortization of discount and costs on mandatorily convertible notes (the "Notes") decreased 83.3\% to \$225,690 in the current period from $\$ 1,350,699$ in the prior-year period for the same reason discussed above in the threemonth analysis. The decline in this expense is the principal reason for the decreased net loss for the quarter of
$\$ 2,560,893$ (or $\$ .17$ per share), compared to a loss of $\$ 3,776,697$ (or $\$ .33$ per share) for the prior-year period.

## Liquidity and Capital Resources

The Company has principally funded its activities to date through various issuances of equity securities, which have raised total net proceeds of $\$ 30.3$ million, as well as product sales.

At January 31, 1998, the Company had cash, cash equivalents and short-term investments of $\$ 15,544,426$ compared to $\$ 14,567,271$, at July 31, 1997. At January 31, 1998, working capital was $\$ 15,561,714$, compared to $\$ 13,052,547$ at July 31, 1997. The increase in both balance sheet items was principally due to the receipt of the proceeds from the exercise of the Redeemable Class B Warrants.

The Company expects that its cash needs will increase significantly in future periods due to expansion of research and development programs, increased clinical testing activity, growth of administrative, clinical and laboratory staff and expansion of facilities to accommodate increased numbers of employees. The Company's management believes that the Company's working capital will be sufficient to fund the operations of the Company for more than two years dependent, in part, on the timing of the commencement of each phase of the clinical trials on CPC-111 and Ceresine and the funding priorities that it gives its various research programs, the results of clinical tests and research programs; competing technological and market developments; the time and costs involved in obtaining regulatory approvals and in obtaining, maintaining and enforcing patents; the cost of product acquisitions and their resulting cash flows and other factors.

The Company is funding a significant portion of its operating expenses through cash flow from product sales, but expects to seek additional funds through exercises of its currently outstanding options and warrants, public or private equity financings, collaborations or from other sources. There can be no assurance that additional funds can be obtained on desirable terms or at all. The Company may seek to raise additional capital whenever conditions in the financial markets are favorable, even if the Company does not have an immediate need for additional cash at that time.

The Company held its annual meeting of shareholders on February 10, 1998. The following matters received the votes for, votes against, abstentions and broker non-votes set forth across from them at the meeting:

| Votes | Votes |  | Broker |
| :--- | :--- | :--- | :--- |
| For | Against | Abstentio | Non- |
|  |  |  | Votes |

(1) Election of Directors to hold office until 1999 Annual Meeting of Shareholders

| Paul Marangos | $12,859,502$ | 181,594 | 0 | 0 |
| :--- | :--- | :--- | :--- | :--- |
| Robert F. Allnutt | $12,867,902$ | 173,194 | 0 | 0 |
| Digby Barrios | $12,849,302$ | 191,794 | 0 | 0 |
| Virgil Thompson | $12,856,902$ | 183,194 | 0 | 0 |
| Robert A. Vukovich | $12,838,802$ | 201,244 | 0 | 0 |

Virgil Thompson
Robert A. Vukovich
(2) Amendment of the

Company's 1992 Stock
Option Plan (the "Plan")
to increase the aggregate number of shares of the Company's Common Stock authorized for issuance under the Plan from
$2,266,288$ to $2,766,288 \quad 12,368,263494,602 \quad 65,791 \quad 112,440$
(3) Ratification of the selection of Ernst \& Young LLP as the Company's independent auditors for the fiscal year ending July 31, 1999 12,842,612 168,859 29,625 0

Item 6. Exhibits and Reports on Form 8-K.
(a) Exhibits.

No exhibits are included in this report.
(b) Reports on Form 8-K.

## SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) 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, in the City of Carlsbad, County of San Diego, State of California, on the 6th day of March, 1998.

CYPROS PHARMACEUTICAL CORPORATION
By /s/ Paul J. Marangos
Paul J. Marangos
Chairman of the Board,
President and Chief Executive Officer
/s/ David W. Nassif
------------------------
David W. Nassif
Senior Vice President, Chief Financial Officer
and Secretary
(Principal Financial and Accounting Officer)

| [PERIOD-TYPE] | 6-MOS |
| :---: | :---: |
| [FISCAL-YEAR-END] | JUL-31-1998 |
| [PERIOD-END] | JAN-31-1998 |
| [CASH] | 5,526,986 |
| [SECURITIES] | 10,018,440 |
| [RECEIVABLES] | 429,228 |
| [ALLOWANCES] | 0 |
| [INVENTORY] | 128,168 |
| [CURRENT-ASSETS] | 113,394 |
| [PP\&E] | 8,331,682 |
| [DEPRECIATION] | $(2,529,094)$ |
| [TOTAL-ASSETS] | 22,368,877 |
| [CURRENT-LIABILITIES] | 654,502 |
| [BONDS] | 853,661 |
| [PREFERRED-MANDATORY] | 0 |
| [PREFERRED] | - 0 |
| [COMMON] | 40,689,312 |
| [OTHER-SE] | $(19,717,828)$ |
| [TOTAL-LIABILITY-AND-EQUITY] | 22,368,877 |
| [SALES] | 1,311,819 |
| [TOTAL-REVENUES] | 1,311,819 |
| [CGS] | 4,241,857 |
| [TOTAL-COSTS] | 4,241,857 |
| [OTHER-EXPENSES] | $(413,389)$ |
| [LOSS-PROVISION] | 0 |
| [INTEREST-EXPENSE] | 44,244 |
| [INCOME-PRETAX] | (2,560,893) |
| [INCOME-TAX] | 0 |
| [INCOME-CONTINUING] | $(2,560,893)$ |
| [DISCONTINUED] | 0 |
| [EXTRAORDINARY] | 0 |
| [CHANGES] | $\bigcirc$ |
| [NET-INCOME] | $(2,560,893)$ |
| [EPS-PRIMARY] | (0.17) |
| [EPS-DILUTED] | (0.17) |

