For the quarterly period ended September 30, 1996
[ ]
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 0-16109

ADVANCED POLYMER SYSTEMS, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or organization)

94-2875566
(IRS Employer Identification No.)

3696 Haven Avenue, Redwood City, CA 94063 (Address of principal executive offices)
(415) 366-2626
(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.


At October 31, 1996 the number of outstanding shares of the Company's common stock, par value \$.01, was 18,259, 097.

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## ADVANCED POLYMER SYSTEMS，INC

## CONDENSED CONSOLIDATED BALANCE SHEETS

（Unaudited）

ASSETS
Current assets：
Cash and cash equivalents
Trade accounts receivable，net
\＄7，315，773
\＄5，172， 809
3，054， 837
5，065， 028
932，829
Prepaid expenses and other
Total current assets
Property and equipment，net
Deferred loan costs，net
Prepaid license fees
Intangible assets，including goodwill，net
Other assets

## September 30， 1996

December 31， 1995
$16,368,467$
4，840，660 682，775 200， 225
1，335，739 60，603
\＄23，488，469

LIABILITIES \＆SHAREHOLDERS＇EQUITY
Current liabilities：
Accounts payable
Accrued expenses
Accrued melanin purchase commitments
Accounts payable，Johnson \＆Johnson
Deferred revenues
Notes payable
Current portion－long－term debt

Total current liabilities
Long－term debt

Total liabilities

Shareholders＇equity：
Common stock and common stock warrants
Unrealized gain on securities
Accumulated deficit

Total shareholders＇equity
$\$ 1,169,097$
$1,914,857$
600,000
$2,595,339$
750,000
$1,500,000$
$1,156,863$

9，686，156
6，193，220

15，879，376

75，979，110
$(68,370,017)$
7，609， 093
\＄23，488，469
\＄23，082， 242
2，436，815
7，858，584
1，001，672
----------180
$16,469,880$

5，027， 034
832， 324
303，638
345，557
103， 809
＝ニニニニニニニ＝ニ
\＄3，240， 807
1，819，541
600， 000
4，229，637 750， 000

853，987

11，493，972
6，354，969

17，848，941
－－－－－－－－－

67，423，859
12，348
$(62,202,906)$

5，233，301
\＄23，082， 242

See accompanying notes．

ADVANCED POLYMER SYSTEMS, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)


See accompanying notes.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS for the nine months ended September 30, 1996 and 1995 (Unaudited)

Cash flows from operating activities:
Net loss
$(\$ 6,167,111)$
Adjustments to reconcile net loss to
net cash used in operating activities:
Depreciation and amortization
Change in allowance for doubtful accounts
$1,259,332$
2,089
Gain on sale of marketable securities
Accretion of marketable securities
Changes in operating assets and liabilities:
Trade accounts receivable
Inventory
Prepaid expenses and other
Other assets
Accounts payable and accrued expenses
September 30, 1996
$(620,111)$
2,793,556
68, 843
22, 200
$(3,010,692)$

Net cash used in operating activities
$(5,651,894)$
-------

Cash flows from investing activities:
Purchases of fixed assets
$(561,647)$
Purchase of marketable securities
Purchase of U.S. government securities
Proceeds from sale of long-term marketable securities
Maturities and sales of marketable securities
500,165

Net cash provided from (used in) investing activities

Cash flows from financing activities:
Proceeds from the exercise of common stock options and warrants
Proceeds from note payable
Proceeds from long-term debt and warrants
Repayment of long-term debt
Proceeds from private placements net of offering costs

Net cash provided from financing activities

Net increase in cash and cash equivalents
Cash and cash equivalents, beginning of the period

Cash and cash equivalents, end of the period

1,833,329
1,500, 000
731,270
(590, 143)
4,894,397

8,368,853

2,142,964

5,172,809
$\$ 7,315,773$
$=========$

September 30, 1995
(\$4, 850, 818)

1, 024,914
(460)
$(234,323)$
$(22,769)$
$(2,174,487)$
$(1,546,353)$
$(118,311)$
$(576,067)$
2,651,343
$(5,847,331)$
(274,970)
$(1,958,891)$
$(2,500,000)$
2,228,670
3,153,728
----------

648,537

1,005,731
$6,147,234$
1,384, 027

8,536,992

3,338,198

2,741,994
\$6, 080, 192
===========

Supplemental disclosure of non-cash financing transactions:
During the first quarter of 1996, the Company acquired all rights to the
Polytrap(R) technology from Dow Corning Corporation in exchange for shares of Common Stock valued at $\$ 1,200,000$.

During the first quarter of 1996, the Company paid BioSource for the 1995 purchase commitment totalling $\$ 600,000$ by issuing 94,000 shares of Common Stock.

In September, 1995, the Company offset its note payable to Dow Corning Corporation ("DCC") against its receivable from DCC. This resulted in a decrease in long-term debt, short-term debt and accounts receivable of $\$ 478,935, \$ 100,000$ and \$578,935 respectively.

During the third quarter of 1995, the Company extinguished a debt through an insubstance defeasance transaction by placing U.S. government securities in an irrevocable trust to fund all future scheduled payments on the debt.
(1) Basis of Presentation

In the opinion of management, the accompanying unaudited condensed consolidated financial statements contain all adjustments (consisting of normal recurring adjustments) necessary to present fairly the financial position of Advanced Polymer Systems, Inc. and subsidiaries ("the Company") as of September 30, 1996 and the results of their operations for the three and nine months ended September 30, 1996 and 1995, and their cash flows for the nine months ended September 30, 1996 and 1995.

These condensed consolidated statements should be read in conjunction with the Company's audited consolidated financial statements for the years ended December 31, 1995, 1994 and 1993.

The condensed consolidated financial statements include the financial statements of the Company and its subsidiaries, Premier, Inc. ("Premier"), Advanced Consumer Products, Inc., APS Analytical Standards, Inc., and APS Joint Venture Corporation. All significant intercompany balances and transactions have been eliminated in consolidation.

The business of Premier, the Company's marketing and distribution subsidiary, is highly seasonal in that it markets and distributes sunscreen products under an exclusive distribution agreement with Johnson \& Johnson. In addition, effective September 1995, the Company licensed from Reckitt \& Colman the exclusive U.S. rights to the Neet(R) line of depilatory products. Sales of the two sunscreen products and the depilatory product line are heavily weighted to the first two quarters of the calendar year, so the results of operations for the interim periods are not necessarily indicative of the results for the full year.

The Company considers all short-term investments which have original maturities of less than three months to be cash equivalents.

Certain reclassifications have been made to the prior period financial statements to conform with the presentation in 1996.

Common stock outstanding as of September 30, 1996 is as follows:

## Number of Shares

------------
$17,026,666$
Common stock outstanding as of December 31, 1995
Options exercised after December 31, 1995
Warrants exercised
Shares issued to Lander Company
292,736
356, 761
Shares issued in debt financing arrangements
Shares issued for acquisition of all rights to the Polytrap technology from Dow Corning

356, 761
10,675

Shares issued to pay BioSource for the 1995 Melanin commitment

200, 000

Shares issued in Private Placement
TOTAL SHARES
201, 922
----------
18, 249, 097
==========

Per share information is based on the weighted average number of shares of common stock outstanding, as adjusted during each of the periods. Stock options and warrants (common stock equivalents) are not included in the calculations as their inclusion would be anti-dilutive.

Sale of Common Stock
In the first quarter of 1996, the Company formed a collaborative agreement with the Lander Company under which the Company received $\$ 2,976,000$ in net proceeds from the sale of 356,761 shares of Common Stock. In addition, the Company will receive licensing fees, research and development funding and royalties on product sales in the future.
(4) Acquisition of All Rights to Polytrap Technology

In the first quarter of 1996, APS acquired all patents and rights to the Polytrap technology from Dow Corning in exchange for 200,000 shares of APS Common Stock. APS recorded intangible assets totalling \$1,200,000 relating to this transaction. The intangible assets are being amortized on a straight line basis over a period of approximately 10 years, which is the remaining life of the main patent acquired.

During the second quarter of 1996, APS received $\$ 1,946,475$ net of offering costs, through a private placement and sale of 201,922 shares of common stock and 86,538 warrants exercisable over a three-year period. The warrants are exercisable at the following prices:


Exercise Price
-------------
$\$ 7.43$
$\$ 9.90$
\$12.38

The private placement was pursuant to an agreement for the sale of up to $\$ 5,000,000$ of common stock and warrants, which can be initiated at the Company's sole discretion.

Notes Payable
During the first nine months of 1996, the Company received advances from a supplier totalling $\$ 1,500,000$, with an interest rate equal to the Prime Rate. All principal and interest outstanding were paid in October 1996.

Long-Term Debt
During the third quarter of 1996, APS received $\$ 581,270$ from an existing financing arrangement. The amount received was a deposit that was previously offset against the outstanding loan balance and subsequently refunded to APS upon satisfaction of certain conditions identified in the financing agreement.
(8) Stockholders Rights Plan

On August 19, 1996, the Board of Directors approved a Shareholder Rights Plan under which stockholders of record on September 3, 1996 received a dividend of one Preferred Stock purchase right ("Rights") for each share of Common Stock outstanding. The Rights are not generally exercisable until 10 business days after a person or group acquires $20 \%$ or more of the outstanding shares of Common Stock or announces a tender offer which could result in a person or group beneficially owning $20 \%$ or more of the outstanding shares of Common Stock (an "Acquisition"). Each Right, should it become exercisable, will entitle the holder (other than acquirer) to purchase Company Stock at a discount. The Board of Directors may terminate the Rights Plan or, under certain circumstances, redeem the Rights.

In the event of an Acquisition without the approval of the Board, each Right will entitle the registered holder, other than an acquirer and certain related parties, to buy at the Right's then current exercise price a number of shares of Common Stock with a market value equal to twice the exercise price.

In addition, if at the time when there was a $20 \%$ shareholder, the Company were to be acquired by merger, shareholders with unexercised Rights could purchase common stock of the acquirer with a value of twice the exercise price of the Rights.

The Board may redeem the Right for $\$ 0.01$ per Right at any time prior to Acquisition. Unless earlier redeemed, the Rights will expire on August 19, 2006.

Item 2.
Management's Discussion and Analysis of Financial Condition and Results of Operations
(all dollar amounts rounded to the nearest thousand)
Results of Operations for the Three Months Ended September 30, 1996 and 1995
To the extent that this report discusses financial projections, information or expectations about our products or markets, or otherwise makes statements about future events, such statements are forward-looking and are subject to a number of risks and uncertainties that could cause actual results to differ materially from the statements made. These include, among others, uncertainty associated with timely approval and acceptance of new products, the costs associated with new product introductions, establishment of new corporate alliances, progress in research and development programs and other risks listed from time to time in the Company's Securities and Exchange Commission filings.

Revenues for the three months ended September 30, 1996 were $\$ 4,441,000$ compared to $\$ 3,296,000$ in the corresponding quarter of the prior year. This represented product revenues of $\$ 4,091,000$, an increase of $\$ 815,000$ or $25 \%$, and licensing fees of $\$ 350,000$, compared with $\$ 20,000$ in the third quarter of the prior year.

The increase in product revenues was primarily attributable to increased shipments of Microsponge(R) entrapments to manufacturers of personal care products and a full quarter's sales of the Neet line of depilatory products which was acquired from Reckitt and Colman in September 1995.

The increase in licensing fees is due to the receipt of initial upfront fees from various companies on the signing of license and supply agreements for products incorporating the Company's technology.

Gross profit on product revenues for the third quarter totaled $\$ 1,839,000$, an increase of $\$ 467,000$ or $34 \%$ over the comparable period of the prior year. As a percentage of product sales, gross profit was $45 \%$ in the third quarter compared to $42 \%$ in the corresponding period of the prior year. This increase resulted mainly from increased manufacturing efficiencies due to higher volume.

Operating expenses for the third quarter increased by $\$ 491,000$ or $14 \%$ over the prior year quarter. Selling and marketing expense increased by $\$ 103,000$ or $9 \%$ over the third quarter of the prior year due mainly to increased activities in the ethical pharmaceutical and personal care fields.

Advertising and promotion expense increased by $\$ 313,000$ or $42 \%$ due mainly to print advertising for the Exact line of acne products and advertising for Neet which was acquired late in the third quarter of 1995. Research and development expense increased by $\$ 49,000$ or $5 \%$ due mainly to an increase in filings of patents and trademarks for new technologies and applications, both domestically and internationally.

General and administrative expense was essentially flat between periods.
The operating loss for the third quarter of $\$ 1,888,000$ represented an improvement of $\$ 306,000$ or $14 \%$ over the third quarter of the prior year.

Interest income for the three months ended September 30, 1996 increased by $\$ 90,000$ to $\$ 142,000$ over the prior year third quarter due to higher average cash balances. Interest expense increased by $\$ 249,000$ to $\$ 320,000$ over the prior year's third quarter due to the debt financing completed at the end of the third quarter of 1995. Other income/(expense) decreased by $\$ 238,000$ due to the gain recognized on the sale of securities executed as part of the insubstance defeasance, also completed at the end of the third quarter of 1995.

The net loss for the three months ended September 30, 1996 was essentially flat with the corresponding period of the prior year, as increased advertising and interest expense was offset by higher gross profit.

Results of Operations for the Nine Months Ended September 30, 1996
Revenues for the nine months ended September 30, 1996 increased by \$1,769,000 or $13 \%$ over the corresponding period of the prior year.

Product revenues increased by $\$ 2,224,000$ or $18 \%$ due mainly to sales of the Neet line of depilatory products which was acquired in September 1995, and increased shipments of polymeric delivery systems to manufacturers of personal care and toiletry products. These increases were partially offset by decreased sales of the in-licensed Johnson \& Johnson suncare and specialty products. Licensing income decreased by $\$ 455,000$ to $\$ 450,000$ principally due to the significant milestone payment received from Johnson \& Johnson, Inc. in the third quarter of the prior year on the filing of the NDA for Microsponge-entrapped tretinoin which was partially offset by initial upfront fees received from new corporate partners related to new products incorporating the Company's technology.

Gross profit on product revenues for the nine months ended September 30, 1996 increased by $\$ 1,954,000$ or $49 \%$ over the corresponding period of the prior year. As a percentage of product revenues, gross profit for the first nine months of the year increased from $33 \%$ in 1995 to $41 \%$ in 1996 due to both increased manufacturing efficiencies resulting from higher volume, and sales of higher margin consumer products.

Operating expenses for the nine months ended September 30, 1996 increased by $\$ 1,888,000$ or $19 \%$ to $\$ 11,878,000$. Research and development expense of $\$ 2,864,000$ was approximately the same as the corresponding period of the prior year.

Selling and marketing expenses for the nine month period increased by $\$ 498,000$ or $14 \%$ to $\$ 4,050,000$ due mainly to increased activities in the ethical dermatology and personal care fields. Advertising and promotion expense increased by $\$ 1,382,000$ or $103 \%$ to $\$ 2,720,000$ due mainly to a sampling program involving the Company's consumer products, television advertising for the Neet line of depilatories and print advertising for the Exact line of acne medications. General and administrative expense was flat compared with the corresponding period of the prior year at $\$ 2,243,000$.

The increase in operating expenses was partially offset by the increased gross profit, resulting in an operating loss of $\$ 5,477,000$, an increase of $\$ 389,000$ or 8\%.

Interest income for the nine months ended September 30, 1996 increased by $\$ 18,000$ or $7 \%$ to $\$ 256,000$ over the corresponding period of the prior year due to higher average cash balances. Interest expense for the nine month period increased by $\$ 729,000$ to $\$ 933,000$ compared with the prior year period due to the debt financing arranged in the second half of 1995. Other income/(expense) decreased by $\$ 216,000$ due mainly to the gain on sale of securities executed as part of the insubstance defeasance in the third quarter of the prior year.

The net loss for the nine month period ended September 30, 1996 totaled $\$ 6,167,000$, an increase of $\$ 1,316,000$ or $27 \%$ from the corresponding period of the prior year.

## Capital Resources and Liquidity

Total assets as of September 30, 1996 were $\$ 23,488,000$ compared with $\$ 23,082,000$ at December 31, 1995, and working capital increased to $\$ 6,682,000$ from $\$ 4,976,000$. In the same period, cash and cash equivalents increased to $\$ 7,316,000$ from $\$ 5,173,000$. During the first nine months of 1996, Company operations used $\$ 5,652,000$ of cash. The Company invested approximately $\$ 2,864,000$ in product research and development and $\$ 6,771,000$ in selling, marketing and promoting products.

The Company has financed its operations, including product research and development and promotional activities, from amounts raised in debt and equity financings; product sales; payments received under licensing agreements; and interest earned on short-term investments.

In prior years, cash was expended with regard to Phase III clinical tests on tretinoin entrapped in a Microsponge delivery system for the treatment of acne, and on APS' melanin-Microsponge sun protectant product, together with related research and development costs, all of which decreased substantially in 1995 following the filing of the respective NDAs. Additionally, the Company is contractually obligated to purchase minimum annual quantities of melanin.

Failure to purchase the minimum quantities results in a mandatory annual payment of $\$ 600,000$ to its melanin supplier under "take or pay" provisions. The minimum financial commitments not yet expensed by APS under the current agreements are $\$ 600,000$ per annum for each of the years in the two year period ending December 31, 1998, for an aggregate of $\$ 1,200,000$.

In the second quarter of 1996, the Company entered into an agreement for the sale of up to $\$ 5,000,000$ of common stock and warrants, which can be initiated at the Company's sole discretion. The Company initiated a drawdown of \$2,000,000 in May 1996 in return for 201,922 shares and 86,538 warrants exercisable over a three year period. This, together with the Company's existing cash and cash equivalents, collections of trade accounts receivable, interest income and other revenue producing activities including milestone payments, are expected to be sufficient to meet the Company's near-term cash requirements assuming no changes to existing business plans.

During the third quarter of 1996, APS received $\$ 581,000$ from an existing financing arrangement. The amount received was a deposit that was previously offset against the outstanding loan balance and subsequently refunded to APS upon satisfaction of certain conditions identified in the financing agreement.

Item 1. Legal Proceedings
None
Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits: 27 Financial Data Schedule
(b) Reports on Form 8-K: None

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.

ADVANCED POLYMER SYSTEMS, INC.

Date: November 12, 1996

Date: November 12, 1996

By: /s/ John J. Meakem, Jr.

John J. Meakem, Jr.
Chairman, President and Chief Executive Officer

By: /s/ Michael O'Connell
Michael O'Connell Chief Financial Officer

EXHIBIT INDEX

## Form 10-Q

ADVANCED POLYMER SYSTEMS, INC.

## 9-MOS

DEC-31-1996
JAN-01-1996
SEP-30-1996
7,315,773
3, 054,837
66,035
5, 065, 028
16,368,467
13,529, 931
8,689,271
23,488, 469
9,686,156
6,193,220
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182,491
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23,488, 469
7,426,602
13,569,782
14,947,522
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