

BIODELIVERY SCIENCES INTERNATIONAL INC

Form 10-Q

May 09, 2013

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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

(Mark One)

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

For the quarterly period ended March 31, 2013

☐ **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 001-31361

**BioDelivery Sciences International, Inc.**

(Exact name of registrant as specified in its charter)

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<p><b>Delaware</b> (State or other jurisdiction of incorporation or organization)</p> <p><b>801 Corporate Center Drive, Suite #210</b></p> <p><b>Raleigh, NC</b> (Address of principal executive offices)</p>	<p><b>35-2089858</b> (I.R.S. Employer Identification No.)</p> <p><b>27607</b> (Zip Code)</p> <p><b>Registrant's telephone number (including area code): 919-582-9050</b></p>
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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, or a non-accelerated filer or a smaller reporting company. See definition of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer <input type="checkbox"/>	Accelerated filer <input checked="" type="checkbox"/>
Non-accelerated filer <input type="checkbox"/> (Do not check if a smaller reporting company)	Smaller reporting company <input type="checkbox"/>

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 May 8, 2013, there were 38,012,393 shares of company common stock issued and 37,996,902 shares of company common stock outstanding.

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**BioDelivery Sciences International, Inc. and Subsidiaries**

**Quarterly Report on Form 10-Q**

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	<b>March 31, 2013 (Unaudited)</b>	<b>December 31, 2012</b>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 49,666,908	\$ 63,189,307
Accounts receivable, other	227,620	520,812
Prepaid expenses and other current assets	502,103	226,064
Total current assets	50,396,631	63,936,183
Equipment, net	2,724,765	2,835,707
Goodwill	2,715,000	2,715,000
Other intangible assets:		
Licenses	1,900,000	1,900,000
Acquired product rights	9,050,000	9,050,000
Accumulated amortization	(5,025,735)	(4,770,516)
Total other intangible assets	5,924,265	6,179,484
Derivative asset, warrant (note 1)	28,320	50,300
Other assets		21,976
Total assets	\$ 61,788,981	\$ 75,738,650
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 9,540,626	\$ 10,755,049
Deferred revenue, current	7,232,827	7,990,231
Derivative liabilities (note 1)	3,451,046	4,497,977
Total current liabilities	20,224,499	23,243,257
Deferred revenue, long-term	1,853,607	2,718,180
Total liabilities	22,078,106	25,961,437
Commitments and contingencies		
Stockholders' equity:		
Preferred Stock, \$.001 par value; 5,000,000 shares authorized in 2013 and 2012; 2,709,300 shares of Series A Non-Voting Convertible Preferred Stock outstanding in 2013 and 2012.	2,709	2,709
Common Stock, \$.001 par value; 75,000,000 shares authorized; 38,007,205 and 37,497,703 shares issued; 37,991,714 and 37,482,212 shares outstanding in 2013 and 2012, respectively	38,008	37,499
Additional paid-in capital	146,359,376	143,703,583
Treasury stock, at cost, 15,491 shares, 2013 and 2012	(47,183)	(47,183)
Accumulated deficit	(106,642,035)	(93,919,395)
Total stockholders' equity	39,710,875	49,777,213
Total liabilities and stockholders' equity	\$ 61,788,981	\$ 75,738,650

See notes to condensed consolidated financial statements

**Table of Contents****BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS****FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012****(Unaudited)**

	<b>Three Months Ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>Revenues:</b>		
Research fees	\$	\$ 14,200
Contract revenue	1,621,977	16,504,165
 Total Revenue:	 1,621,977	 16,518,365
 Cost of product royalties	 375,000	 375,000
 <b>Expenses:</b>		
Research and development	12,032,168	4,711,610
General and administrative	2,910,256	2,840,795
Related party general and administrative, net	16,500	26,250
 Total Expenses:	 14,958,924	 7,578,655
 (Loss) income from operations	 (13,711,947)	 8,564,710
Interest income	72,510	56,616
Derivative gain (loss)	1,024,951	(1,867,246)
Other expense, net	(23,154)	(3,464)
 (Loss) income before income taxes	 (12,637,640)	 6,750,616
Income tax expense	(85,000)	
 Net (loss) income attributable to common stockholders	 \$ (12,722,640)	 \$ 6,750,616
 <b>Basic:</b>		
Weighted average common stock shares outstanding	37,511,326	29,561,655
 Basic earnings per share	 \$ (0.34)	 \$ 0.23
 <b>Diluted:</b>		
Diluted weighted average common stock shares outstanding	37,511,326	29,586,036
 Diluted earnings per share	 \$ (0.34)	 \$ 0.23

See notes to condensed consolidated financial statements



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**BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES**

**CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Unaudited)**

	Preferred Stock Series A		Common Stock		Additional Paid-In Capital	Treasury Stock	Accumulated Deficit	Total Stockholders' Equity
	Shares	Amount	Shares	Amount				
<b>Balances, January 1, 2013</b>	2,709,300	\$ 2,709	37,497,703	\$ 37,499	\$ 143,703,583	\$ (47,183)	\$ (93,919,395)	\$ 49,777,213
Stock-based compensation					584,166			584,166
Restricted stock awards			8,986	9	(9)			
Shares issued to Arcion in acquisition of R&D license			500,516	500	2,071,636			2,072,136
Net loss							(12,722,640)	(12,722,640)
<b>Balances, March 31, 2013</b>	2,709,300	\$ 2,709	38,007,205	\$ 38,008	\$ 146,359,376	\$ (47,183)	\$ (106,642,035)	\$ 39,710,875

See notes to condensed consolidated financial statements



**Table of Contents****BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****FOR THE THREE MONTHS ENDED MARCH 31, 2013****(Unaudited)**

	<b>Three months Ended March 31,</b>	
	<b>2013</b>	<b>2012</b>
<b>Operating activities:</b>		
Net (loss) income	\$ (12,722,640)	\$ 6,750,616
Adjustments to reconcile net (loss) income to net cash flows from operating activities:		
Depreciation and amortization	366,161	372,760
Derivative (gain) loss	(1,024,951)	1,867,246
Purchase of Arcion license	2,072,136	
Stock-based compensation expense	584,166	461,764
Changes in assets and liabilities:		
Accounts receivable	293,192	(96,586)
Prepaid expenses and other assets	(254,063)	(345,019)
Accounts payable and accrued expenses	(1,299,423)	(6,257)
Income tax payable	85,000	
Deferred revenue	(1,621,977)	13,495,835
Net cash flows from operating activities	(13,522,399)	22,500,359
<b>Investing activities:</b>		
Purchase of equipment		(24,792)
Purchase of intangible assets		(1,050,000)
Net cash flows from investing activities		(1,074,792)
<b>Financing activities:</b>		
Change in amounts due to related parties		(60,805)
Net cash flows from financing activities		(60,805)
Net change in cash and cash equivalents	(13,522,399)	21,364,762
Cash and cash equivalents at beginning of period	63,189,307	10,750,205
Cash and cash equivalents at end of period	\$ 49,666,908	\$ 32,114,967

See notes to condensed consolidated financial statements

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**BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Unaudited)**

**1. Basis of presentation:**

*Overview:*

The accompanying unaudited condensed consolidated financial statements of BioDelivery Sciences International, Inc., a Delaware corporation, together with its wholly-owned subsidiaries, Arius Pharmaceuticals, Inc., a Delaware corporation ( Arius One ) and Arius Two, Inc., a Delaware corporation ( Arius Two ) and its majority-owned, inactive subsidiary, Bioral Nutrient Delivery, LLC, a Delaware limited liability company ( BND , together with Arius One and Arius Two, collectively, the Company or we , us or similar terminology) have been prepared by the Company without audit. In the opinion of management, all adjustments (which include normal recurring adjustments) necessary to present fairly the financial position, results of operations and cash flows at March 31, 2013, and for all periods presented, have been made. All intercompany accounts and transactions have been eliminated.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America ( GAAP ) have been condensed or omitted pursuant to the Securities and Exchange Commission ( SEC ) rules and regulations. These unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto for the year ended December 31, 2012, which are included in the Company's 2012 Annual Report on Form 10-K, filed with the SEC on March 18, 2013 (the 2012 Annual Report ). The accompanying condensed consolidated balance sheet at December 31, 2012 has been derived from the audited financial statements at that date, but does not include all information and footnotes required by GAAP for complete financial statements.

As used herein, the term Common Stock means the Company's common stock, par value \$.001 per share.

The results of operations for the three month period ended March 31, 2013 are not necessarily indicative of results that may be expected for any other interim period or for the full fiscal year. Readers of this Quarterly Report are strongly encouraged to review the risk factors relating to the Company which are set forth in the 2012 Annual Report.

BDSI® and BEMA® are registered trademarks of the Company. The BioDelivery Sciences logo and BUNAVAIL™ are trademarks owned by the Company. ONSOLIS® is a registered trademark of Meda Pharmaceuticals, Inc.

*Fair value of financial assets and liabilities:*

The Company measures the fair value of financial assets and liabilities in accordance with GAAP which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements.

GAAP defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. GAAP also establishes a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. GAAP describes three levels of inputs that may be used to measure fair value:

Level 1 quoted prices in active markets for identical assets or liabilities

Level 2 quoted prices for similar assets and liabilities in active markets or inputs that are observable

Level 3 inputs that are unobservable (for example cash flow modeling inputs based on assumptions)

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The following table summarizes assets and liabilities measured at fair value on a recurring basis at March 31, 2013 and December 31, 2012, respectively:

	March 31, 2013				December 31, 2012			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
<b>Fair Value Measurements Using:</b>								
<b>Assets</b>								
Derivative asset (warrant)	\$	\$ 28,320	\$	\$ 28,320	\$	\$ 50,300	\$	\$ 50,300
<b>Liabilities</b>								
Derivative liabilities	\$	\$ 3,451,046	\$	\$ 3,451,046	\$	\$ 4,497,977	\$	\$ 4,497,977

**Table of Contents****BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012****(Unaudited)****1. Basis of presentation (continued):**

The table below provides a reconciliation of the beginning and ending balances for the assets and liabilities measured at fair value using observable inputs (Level 2). The table reflects net gains and losses for all financial assets and liabilities categorized as Level 2 as of March 31, 2013 and December 31, 2012.

	\$	Number of Warrants
<b>Assets:</b>		
Warrant asset as of December 31, 2012	\$ 50,300	2,000,000
Decrease in fair value of warrants	(21,980)	
Warrant asset as of March 31, 2013	\$ 28,320	2,000,000
<b>Liabilities:</b>		
Warrant liability as of December 31, 2012	\$ 4,497,977	2,009,436
Decrease in fair value of warrants	(1,046,931)	
Warrant liability as of March 31, 2013	\$ 3,451,046	2,009,436

**2. Liquidity and management's plans:**

Since inception, the Company has financed its operations principally from the sale of equity securities, proceeds from short-term borrowings or convertible notes, funded research arrangements and revenue generated as a result of its agreements with Meda AB ( Meda ) regarding ONSOLIS® and Endo Health Solutions, Inc. ( Endo ) regarding its BEM-100 Buprenorphine product. The Company intends to finance its research and development and commercialization efforts and its working capital needs from existing cash, royalty revenue, new sources of financing, existing and new licensing and commercial partnership agreements and, potentially, through the exercise of outstanding Common Stock options and warrants to purchase Common Stock.

Significant financing sources during the year ended December 31, 2012 consisted of:

approximately \$45 million in upfront and milestone payments from the Endo license agreement (see note 4);

approximately \$38.4 million in net proceeds from a registered direct offering of Common Stock and newly designated Series A Non-Voting Convertible Preferred Stock, par value \$.001 per share (the Series A Preferred ) in November 2012;

approximately \$2.1 million from the exercise of stock options; and

approximately \$0.9 million from the exercise of Common Stock warrants.

At March 31, 2013, the Company had cash and cash equivalents of approximately \$49.7 million. The Company used \$13.5 million of cash from operations during the three months ended March 31, 2013. As of March 31, 2013, the Company had stockholders' equity of \$39.7 million, versus \$49.8 million at December 31, 2012. The Company's existing cash, together with other expected cash inflows from other milestones and royalties, are anticipated by management to be sufficient to fully fund the Company's operations through the first quarter of 2014 at the planned level. Certain planned expenditures are discretionary and could be deferred if the Company is required to do so to fund critical operations.

Accordingly, additional capital will likely be required to support commercialization efforts for ONSOLIS®, clinical development programs for BEMA® Buprenorphine (the scale of which is being governed in large part by the requirements of the Company's agreement with Endo), planned development of BEMA® Buprenorphine/Naloxone (known as BUNAVAIL™), planned development of the Company's Clonidine Topical Gel produced for painful diabetic neuropathy (acquired by license in March 2013) and general working capital. Based on product development timelines and agreements with the Company's development partners, the ability to scale up or reduce personnel and associated costs are factors considered throughout the product development life cycle. Available resources may be consumed more rapidly than currently anticipated, resulting in the need for additional funding.

In addition, the worldwide financial and credit crisis that began in 2008 and has fluctuated to the present time has strained investor liquidity and contracted credit markets. During the three months ending March 31, 2013, the financial and credit crisis did not directly nor materially impact the Company. However, if this environment continues, fluctuates or worsens, it may make the future cost of raising funds through the debt or equity markets more expensive or make those markets unavailable at a time when the Company

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**BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Unaudited)**

**2. Liquidity and management's plans (continued):**

requires additional financial investment. If the Company is unable to attract additional funds it may adversely affect its ability to achieve development and commercialization goals, which could have a material and adverse effect on the business, results of operations and financial condition.

**3. Meda License, Development and Supply Agreements:**

In August 2006 and September 2007, the Company entered into the Meda Agreements with Meda to develop and commercialize the ONSOLIS® product, a drug treatment for breakthrough cancer pain delivered through a patented transmucosal drug delivery technology, BEMA® (applied to the inner cheek mucosa). The aforementioned agreements relate to the United States, Mexico and Canada (such agreements, the Meda U.S. Agreements) and to certain countries in Europe (such agreements, the Meda EU Agreements). They carry license terms that commence on the date of first commercial sale in each respective territory and end on the earlier of the entrance of a generic product to the market or upon expiration of the patents, which begin to expire in January 2017.

The Company has assessed these arrangements and their deliverables to determine if such deliverables are considered separate units of accounting at the inception or upon delivery of the items required in the arrangements. The assessment requires subjective analysis and requires management to make estimates and assumptions about whether deliverables within multiple-element arrangements are separable and, if so, to determine the fair value to be allocated to each unit of accounting.

The Company determined that upon inception of both the U.S. and EU Meda arrangements all deliverables are to be considered one combined unit of accounting since the fair value of the undelivered license was not determinable and the research and development efforts provided do not have stand-alone value apart from the license. As such, all cash payments from Meda that were related to these deliverables were recorded as deferred revenue. All cash payments from Meda for upfront and milestone payments and research and development services provided are nonrefundable. Upon commencement of the license term (date of first commercial sale in each territory), the license and certain deliverables associated with research and development services were deliverable to Meda. The first commercial sale in the U.S. occurred in October 2009. As a result, \$59.7 million of the aggregate milestones and services revenue were recognized as revenue. The first commercial sale in a European country occurred in October 2012. As a result, \$17.5 million was recognized as revenue, which includes \$5.0 million in milestones received during the year ended December 31, 2012. At March 31, 2013, there was remaining deferred revenue of \$1.4 million which is related to the Meda research and development services. The Company has estimated the amount of time (based on expected man-days) and associated dollars (based on comparable services provided by outside third parties), as further noted below. As time progresses, the Company will continue to estimate the time required for ongoing obligations, and adjust the remaining deferred revenue accordingly on a quarterly basis.

In connection with delivery of the license to Meda, the Company has determined that each of the undelivered obligations have stand-alone value to Meda as these post-commercialization services encompass additional clinical trials on different patient groups but do not require further product development by the Company. These services and product supply obligations, if needed, can be provided by third-party providers available to Meda. Further, the Company obtained third-party evidence of fair value for the non-cancer and other research and development services and other service obligations, based on hourly rates billed by unrelated third-party providers for similar services contracted by the Company. The Company also obtained third-party evidence of fair value of the product supply deliverable based on the outsourced contract manufacturing cost charged to the Company from the third-party supplier of the product. The arrangements do not contain any general rights of return. Therefore, the remaining deliverables to the arrangements will be accounted for as three separate units of accounting to include: (1) product supply, (2) research and development services for the non-cancer indication and further research and development of the first indication of the ONSOLIS® product and (3) the combined requirements related to the remaining other service-related obligations due to Meda to include participation in committees and certain other specified services. The remaining portion of the upfront payments of approximately

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\$1.36 million (under the Meda U.S. Agreements) and \$0.06 million (under the Meda EU Agreements) attributed to these other service-related obligations will be recognized as revenue as services are provided through expiration of the license terms.

The Company has determined that it is acting as a principal under the Meda Agreements and, as such, will record product supply revenue, research and development services revenue and other services revenue amounts on a gross basis in the Company's consolidated financial statements.

The Company earns royalties based on a percentage of net sales revenue of the ONSOLIS® product. Product royalty revenues are computed on a quarterly basis when revenues are fixed or determinable, collectability is reasonably assured and all other revenue recognition criteria are met. The Company did not earn any product royalty revenue for the three months ended March 31, 2013 or 2012. The Company has incurred cost of product royalties of approximately \$0.4 million for each of the three months ended March 31, 2013 and 2012 related to minimum royalty expenses that the Company is obligated to pay CDC IV, LLC ( CDC ) and NB Athyrium LLC ( Athyrium ) regardless of actual sales.

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**BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Unaudited)**

**3. Meda License, Development and Supply Agreements (continued):**

On March 12, 2012, the Company announced the postponement of the U.S. re-launch of ONSOLIS® until the product formulation could be modified to address two appearance issues raised by the U.S. Food and Drug Administration ( FDA ) following an inspection of the Aveva manufacturing facility where ONSOLIS® is produced. The FDA requested that the Company identify, characterize and address the formation of microscopic crystals and a slight fading of the color during the 24-month shelf life of the product. While these changes do not affect the product's underlying integrity or safety, the FDA believes that the fading of the color in particular may potentially confuse patients, necessitating a modification of the product and product specifications before additional product can be manufactured and distributed. Therefore, the U.S. re-launch and additional manufacturing of ONSOLIS® has been postponed until such product appearance issues have been resolved.

On December 18, 2012, the crystal and fading issues for ONSOLIS® were successfully presented to the FDA. The outcome of the meeting was favorable, and the Company plans to produce the revised formulation for ONSOLIS® to provide FDA with supporting 6 month stability data, while concurrently offering to bridge the supply demands of ONSOLIS® in the market place with the current ONSOLIS® formulation by reducing the shelf life of the product until the new formulation is approved by the FDA. The documentation required for FDA review of the new formulation was submitted in March 2013. If the Company's plan is accepted by the FDA, the current formulation could be reintroduced into the marketplace by the second half of 2013 and distributed until the new formulation is available.

On May 21, 2012, the Company announced receipt of a pre-launch milestone payment of \$2.5 million from Meda in conjunction with the first country registration and pricing approval for BREAKYL (tradename for ONSOLIS in the EU). A final milestone payment related to the EU of \$2.5 million was paid at the time of commercial launch, which occurred in October 2012. BREAKYL is commercialized in the EU by Meda.

On September 13, 2012, the Company executed a Manufacturing, Supply, and License Agreement, effective April 26, 2012, with LTS Lohmann Therapie-Systeme AG ( LTS ), under which LTS will manufacture and supply the Company its BREAKYL product for distribution outside of the U.S. and Canada. The Company is required to supply BREAKYL product to Meda, Kunwha Pharmaceutical Co., Ltd. ( Kunwha ), and TTY Biopharm Co. Ltd. ( TTY ) pursuant to its obligations under certain license and supply agreements under which Meda, Kunwha, and TTY develop and commercialize the BREAKYL product. In conjunction with the agreement, LTS has waived all royalties on products that they produce. This does not preclude royalties that the Company owes to LTS if the Company produces BREAKYL with another company.

**4. Endo License and Development Agreement:**

In January 2012, the Company entered into a License and Development Agreement (the Endo Agreement ) with Endo pursuant to which the Company granted to Endo an exclusive commercial world-wide license to develop, manufacture, market and sell the Company's BEMA® Buprenorphine product and to complete U.S. development of such product candidate for purposes of seeking FDA approval.

Pursuant to the Endo Agreement, Endo has obtained all rights necessary to complete the clinical and commercial development of BEMA® Buprenorphine and to sell the product worldwide. Although Endo has obtained all such necessary rights, the Company has agreed under the Endo Agreement to be responsible for the completion of certain clinical trials regarding BEMA® Buprenorphine (and providing clinical trial materials for such trials) necessary to submit a New Drug Application ( NDA ) to the FDA in order to obtain approval of BEMA® Buprenorphine in the U.S., in each case pursuant to a development plan set forth in the Endo Agreement (as it may be amended pursuant to the Endo Agreement). The Company is responsible for development activities through the filing of the NDA in the U.S., while Endo is responsible for the development following the NDA submission as well as the manufacturing, distribution, marketing and sales of BEMA® Buprenorphine on a worldwide basis. In addition, Endo is responsible for all filings required in order to obtain regulatory approval of BEMA® Buprenorphine.



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Pursuant to the Endo Agreement, the Company has received (or is expected to receive upon satisfaction of applicable conditions) the following payments (some portion(s) of which will be utilized by the Company to support its development obligations under the Endo Agreement with respect to BEMA® Buprenorphine):

\$30 million non-refundable upfront license fee (received January 17, 2012);

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**BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Unaudited)**

**4. Endo License and Development Agreement (continued):**

up to an aggregate of \$95 million in six separate potential milestone payments based on the following pre-defined events: (i) enhancement of intellectual property rights (two milestones aggregating \$35 million in potential milestone payments, including \$15 million upon issuance of a certain patent covering the product which was received May 2012), (ii) clinical development (two milestones aggregating \$20 million in potential milestone payments) and (iii) regulatory events (two milestones aggregating \$40 million in potential milestone payments);

up to an aggregate of \$55 million based on the achievement of four separate post-approval sales thresholds; and

sales-based royalties in a particular percentage range on U.S. sales of BEMA<sup>®</sup> Buprenorphine, and royalties in a lesser range on sales outside the United States, subject to certain restrictions and adjustments.

The Company has assessed its arrangement with Endo and the Company's deliverables thereunder at inception to determine: (i) the separate units of accounting for revenue recognition purposes, (ii) which payments should be allocated to which of those units of accounting and (iii) the appropriate revenue recognition pattern or trigger for each of those payments. The assessment requires subjective analysis and requires management to make judgments, estimates and assumptions about whether deliverables within multiple-element arrangements are separable and, if so, to determine the amount of arrangement consideration to be allocated to each unit of accounting.

At the inception of the Endo arrangement and in accordance with the revenue recognition criteria under ASC Topic 605, the Company determined that the Endo Agreement is a multi-deliverable arrangement under ASC Topic 605 with three deliverables: (1) the license rights related to BEMA<sup>®</sup> Buprenorphine, (2) services related to obtaining enhanced intellectual property rights through the issuance of a particular patent and (3) clinical development services. The Company concluded that the license delivered to Endo at the inception of the Endo Agreement has stand-alone value under ASC 605-25 because Endo obtained, at the inception of the Endo Agreement, all of the rights and knowledge necessary to fully exploit its license without the Company's further involvement. It was also determined that there was a fourth deliverable, the provision of clinical trial material (CTM). The amounts involved are, however, immaterial and delivered in essentially the same time frame as the clinical development services. Accordingly, the Company has not separately accounted for the CTM deliverable, but considers it part of the clinical development services deliverable.

The initial non-refundable \$30 million license fee was required to be allocated to each of the three deliverables based upon their relative selling prices using best estimates. The analysis of the best estimate of the selling price of the deliverables was based on the income approach, the Company's negotiations with Endo and other factors, and was further based on management's estimates and assumptions which included consideration of how a market participant would use the license, estimated market opportunity and market share, Company's estimates of what contract research organizations would charge for clinical development services, the costs of clinical trial materials and other factors. Also considered were entity specific assumptions regarding the results of clinical trials, the likelihood of FDA approval of the subject product and the likelihood of commercialization based in part on the Company's prior agreements with the BEMA<sup>®</sup> technology.

Based on this analysis, \$15.6 million of the up-front license fee was allocated to the license (which was estimated to have a value significantly in excess of \$30 million), and \$14.4 million to clinical development services (which is inclusive of the cost of CTM). Although the intellectual property component was considered a separate deliverable, no distinct amount of the up-front payment was assigned to this deliverable because the Company determined the deliverable to be perfunctory. In April 2012, the patent being sought by the Company was granted as described

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further below, and in May 2012, the applicable intellectual property milestone payment of \$15 million was received and recognized as revenue. The amount allocated to the license was recognized as revenue in January 2012.

The portion of the upfront license fee allocated to the clinical development services deliverable (\$14.4 million) is being recognized as those services are performed. The Company estimates that such performance will extend into early 2014. Based on the estimated proportion of those services performed, \$5.1 million was recognized as revenue in fiscal year 2012 and during the three months ended March 31, 2013, \$1.6 million of that amount was recognized as revenue. As a result, \$7.7 million remains deferred at March 31, 2013.

The Company analyzed the milestone payments noted above in accordance with ASC 605-28 to determine if such milestones are substantive. This determination included an analysis of the Company's performance to achieve each milestone, the enhancement of value of the delivered items, the timing of performance related to the milestone, and the reasonability of the milestone relative to all the deliverables and payment terms. The Company concluded that each of the milestones are substantive under the guidance in ASC 605-28.

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**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Unaudited)**

**4. Endo License and Development Agreement (continued):**

The term of the Endo Agreement shall last, on a country-by-country basis, until the later of: (i) 10 years from the date of the first commercial sale of BEMA® Buprenorphine in a particular country or (ii) the date on which the last valid claim of the Company's patents covering BEMA® Buprenorphine in a particular country has expired or been invalidated. The Endo Agreement shall be subject to termination: (i) by Endo, at any time, upon a specific amount of prior written notice to the Company, (ii) by Endo and the Company upon mutual written agreement, (iii) by either party upon a material default or breach of the Endo Agreement and such default or breach is not cured within a specified timeframe, (iv) the voluntary or involuntary bankruptcy of either party or (v) by the Company if Endo does not meet certain diligence obligations outside of the United States.

On February 16, 2012, the Company announced that the U.S. Patent and Trademark Office issued a Notice of Allowance regarding its patent application (No. 13/184306), which patent will extend the exclusivity of the BEMA® drug delivery technology for the Company's BEMA® Buprenorphine and BUNAVAIL™ product candidates from 2020 to 2027. On April 17, 2012, the Company announced that this patent was granted. As a result, pursuant to the Endo Agreement, the Company received a milestone payment from Endo in the amount of \$15 million in May 2012. As discussed above, this milestone had been evaluated to be a substantive milestone under ASC 605-28, and therefore was recognized as revenue when the milestone was received.

The remaining milestone payments are expected to be recognized as revenue as and if they are achieved, except that one milestone is contingently refundable for a period of time. Revenue related to that milestone is expected to be recognized as refund provisions as defined in the agreement expire. Sale threshold payments and sales-based royalties will be recognized as they accrue under the terms of the Endo Agreement.

**5. Arcion License Agreement:**

On March 26, 2013, the Company entered into a definitive Exclusive License Agreement (the "Arcion Agreement") with Arcion Therapeutics, Inc., ("Arcion"), pursuant to which Arcion agreed to grant to the Company an exclusive commercial world-wide license, with rights of sublicense, under certain patent and other intellectual property rights of Arcion to develop, manufacture, market, and sell gel products containing clonidine (or a derivative thereof), alone or in combination with other active ingredients, for topical administration for the treatment of painful diabetic neuropathy and other indications (the "Products").

Pursuant to the Arcion Agreement, the Company is responsible for using commercially reasonable efforts to develop and commercialize Products, including the use of such efforts to conduct certain clinical trials within certain time frames.

Upon execution of the Arcion Agreement, the Company issued to Arcion 500,516 unregistered shares of the Company's common stock (having a fair market value of \$2.1 million), which shares are subject to a nine month lock-up and certain limitations on sale thereafter. The issuance of such shares (delivered April 2013) was exempt from registration under the Securities Act of 1933, as amended, in reliance on Section 4(2) thereof. In addition, the Company is required to make the following payments to Arcion:

\$2.5 million upon filing and acceptance by the FDA of an NDA with respect to a Product, payable at the Company's option, in cash or unregistered shares of the Company's common stock (with such shares also being subject to a nine month lock-up and certain limitations on sale thereafter); and

up to a potential \$60 million in cash payments upon achieving certain pre-determined sales thresholds in the U.S., none of which occur prior to achieving at least \$200 million in U.S. net sales.

In addition, the Company shall pay Arcion \$35 million in cash on initial FDA approval of a Product, unless:

the Company does not receive at least \$70 million in FDA approval-related milestone payments from its US sublicensees (if any sublicensees are involved) with respect to the subject Product, in which case the Company shall pay Arcion a prorated amount between \$17.5 million and \$35 million based on the total amount of such milestone payments received by the Company and its affiliates from its sublicensees (if any sublicensees are involved); or

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**(Unaudited)**

**5. Arcion License Agreement (continued):**

the FDA requires or recommends the performance of a capsaicin challenge test as a precondition or precursor to the prescribing of the Product (as a condition of approval, a labeling requirement, or otherwise), in which case such milestone shall be reduced to \$17.5 million, but the first and second sales threshold payments described above shall each be increased by \$8 million.

All milestone payments due Arcion under the Arcion Agreement are payable only once each.

In addition to the milestones set forth above, the Company will pay Arcion:

a low single digit royalty on the Company's and its affiliates' net sales of Products in the U.S.;

a low double digit percentage of all sales-based payments received by the Company and its affiliates with respect to sublicensees sales of Products in the U.S.;

a low single digit royalty on all net sales of Products outside the U.S.; and

a low double digit percentage of all milestone payments received by the Company and its affiliates from their sublicensees that are triggered by the receipt of regulatory approval of the Product in certain jurisdictions outside of the U.S.

The aforementioned sales royalties are subject to certain reductions, on a country-by-country and Product-by-Product basis, under certain agreed upon circumstances. In addition, in the event the amount due upon FDA approval of the Product in the U.S. is less than \$35 million for any reason other than an FDA requirement or recommendation of a capsaicin challenge test, as described above, the Company shall pay Arcion a portion of any milestone payments received by the Company and its affiliates from their sublicensees on the basis of any events occurring in the U.S. following FDA approval but prior to (and including) first commercial sale of a Product in the U.S., and certain of the payments to Arcion referred to above shall also be subject to upward adjustment (with such upward adjustments payable in the form of cash or unregistered shares of the Company's common stock, as elected solely by the Company), until such time as the sum of all such additional payments and upward adjustments (including the value of any issuances of stock, if elected by the Company) and the initial amount paid on the initial FDA approval totals \$35 million.

The term of the Arcion Agreement continues, on a country-by-country and Product-by-Product basis, until the earlier of (i) the expiration of the royalty term for a particular Product in a particular country or (ii) the effective date of termination by either party pursuant to customary termination provisions. The Royalty Term for any given country is the later of (i) the first date there are no valid claims against any Arcion patent, (ii) expiration of patent exclusivity or (iii) tenth anniversary of the first commercial sale. Further, the Company may, in its sole discretion, terminate the Arcion Agreement upon certain notice to Arcion. Upon expiration of the Agreement pursuant to clause (i) above with respect to a particular Product and country, the Company and its affiliates shall have the perpetual, unrestricted, irrevocable, fully-paid, royalty-free exclusive right, with rights of sublicense, to make, have made, use, sell, offer for sale, and import such Product in such country.

In conjunction with this transaction, the March 2013 payment to Arcion of \$2.1 million in unregistered common stock was for in-process research and development and has been recorded as research and development expense in the condensed consolidated statement of operations for the three months ended March 31, 2013.

**6. Other License Agreements and Acquired Product Rights:**

*Kunwha License Agreement*

In May 2010, the Company entered into a License and Supply Agreement (the "Kunwha License Agreement") with Kunwha to develop, manufacture, sell and distribute the Company's BEMA<sup>®</sup> Fentanyl product in the Republic of Korea (the "Kunwha Territory"). BEMA<sup>®</sup> Fentanyl is marketed as ONSOLIS<sup>®</sup> in North America. The Kunwha License Agreement is for a term beginning on May 26, 2010 until the date of expiration of the patents, or July 23, 2027, whichever is later.

Under the terms of the Kunwha License Agreement, Kunwha was granted exclusive licensing rights for BEMA<sup>®</sup> Fentanyl in the Kunwha Territory, while the Company will retain all other licensing rights to the Licensed Product not previously granted to third parties. Kunwha paid to the Company an upfront payment of \$0.3 million (net of taxes approximating \$0.25 million) and will be responsible to make certain milestone payments which could aggregate up to \$1.3 million (net of taxes approximating \$1.1 million).

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**(Unaudited)**

**6. Other License Agreements and Acquired Product Rights (continued):**

In addition, Kunwha will pay royalties to the Company based on Net Sales (as defined in the Kunwha License Agreement) and will purchase all supplies of BEMA® Fentanyl from the Company.

Kunwha will be responsible for payment of all costs associated with BEMA® Fentanyl in the Kunwha Territory. Kunwha and the Company will own any Improvements (as defined in the Kunwha License Agreement) made exclusively by such party with respect to BEMA® Fentanyl and will jointly own any Improvements that are the product of collaboration.

*TTY License and Supply Agreement*

On October 7, 2010, the Company announced a license and supply agreement with TTY for the exclusive rights to develop and commercialize BEMA® Fentanyl in the Republic of China, Taiwan. The agreement results in potential milestone payments to the Company of up to \$1.3 million, which includes an upfront payment of \$0.3 million, which is recorded as contract revenue in the accompanying condensed consolidated statements of operations. In addition, the Company will receive an ongoing royalty based on net sales. TTY will be responsible for the regulatory filing of BEMA® Fentanyl in Taiwan as well as future commercialization in that territory. The term of the agreement with TTY is for the period from October 4, 2010 until the date fifteen (15) years after first commercial sale unless the agreement is extended in writing or earlier terminated as provided for in the agreement.

On November 7, 2011, the Company announced that TTY had submitted a New Drug Application for marketing authorization of BEMA® Fentanyl to the Taiwan Food and Drug Administration. This triggered a milestone payment to the Company of approximately \$0.3 million, which was received November 2011.

*Agreement with Tolmar to Purchase BEMA® Rights*

In August 2006, the Company purchased from QLT USA, Inc. (renamed TOLMAR Therapeutics, Inc. and referred to herein as Tolmar ) all of the non-U.S. rights to the BEMA® drug delivery technology, including all patent rights and related intellectual property and other assets. This is included in acquired product rights in the accompanying condensed consolidated balance sheet. The Company had previously licensed such rights from Tolmar. The aggregate purchase price for the non-U.S. portion of the BEMA® technology was \$3 million, consisting of \$1 million in cash paid at closing and a promissory note of \$2 million to be paid over time as follows: (i) \$1 million by the end of first quarter 2007 (which was paid March 30, 2007) and (ii) \$1 million to be paid within 30 days of regulatory approval of the first non-U.S. BEMA® product. On June 18, 2010, in conjunction with BEMA® approval in Canada, the Company paid \$0.75 million of the \$1 million to Tolmar and the remaining \$0.25 million was paid in December 2011. As part of the transaction, and solely with respect to the non-U.S. portion of the former license with Tolmar, no further milestone payments or ongoing royalties will be due to Tolmar for the non-U.S. BEMA® rights.

In September 2007, the Company purchased all North American (U.S., Canada and Mexico) assets related to the BEMA® drug delivery technology from Tolmar for \$7 million, consisting of \$3 million in cash and a promissory note of \$4 million, \$2 million of which was paid in July 2009 following approval of ONSOLIS® in the U.S., and \$2 million of which is due within thirty (30) days of the end of the calendar quarter during which cumulative net sales of BEMA®-based products reach \$30 million. This is included in acquired product rights in the accompanying condensed consolidated balance sheet. The Company had previously licensed such rights from Tolmar. As part of the transaction, no further milestone payments or ongoing royalties will be due to Tolmar for the North American territory. To secure the Company's obligation to pay the remaining \$2 million amount when due, Tolmar was granted a security interest in the North American BEMA® assets, subject to a license of those assets from Tolmar to us for North America that would be granted to us on the original license terms upon any exercise of rights under such security interest.



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On January 5, 2012, the Company and Arius Two executed a letter agreement with Tolmar and its parent company, TOLMAR Holding, Inc., whereby the parties agreed that, if Arius Two paid Tolmar \$1.05 million by February 28, 2012, Tolmar would accept such payment as satisfaction in full of the remaining \$2 million outstanding under the Tolmar note (pursuant to which the Company acquired the North American rights to the BEMA<sup>®</sup> technology) and, upon receipt of such payment (i) the related security agreements, security interests, liens, guaranties and payment obligations with respect to such note and the assets securing its repayment would terminate, (ii) Tolmar would execute a corresponding release and (iii) neither the Company nor Arius Two will have any further payment obligations to Tolmar under the note or BEMA<sup>®</sup> acquisition documents, except with respect to certain indemnification obligations of Arius Two. Arius Two paid the \$1.05 million contemplated by the letter agreement on January 6, 2012, fully satisfying the outstanding balance of the note, and Tolmar subsequently executed its final release of the related security interests contemplated by the letter agreement. As a result, the Company now owns all rights to the BEMA<sup>®</sup> technology on a worldwide basis.

**Table of Contents****BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012****(Unaudited)****7. Related Party Transactions:**

In 2009, as part of a settlement arrangement, the Company received a warrant from Accentia Biopharmaceuticals, Inc., a related party ( Accentia ), to purchase 2 million shares of common stock of Biovest International, Inc. ( Biovest ) held by Accentia. Biovest is a majority-owned subsidiary of Accentia. Such warrant has an exercise price of \$0.89 per share and qualifies as a derivative asset for financial reporting purposes. During three months ended March 31, 2013, the stock price of Biovest's common stock decreased, resulting in a derivative loss of \$0.02 million in the accompanying condensed consolidated statement of operations. During the three months ended March 31, 2012, the stock price of Biovest's common stock increased, resulting in a derivative gain of \$0.3 million which is included within the derivative loss in the accompanying condensed consolidated statement of operations.

**8. Derivative Financial Instruments:**

The Company generally does not use derivative instruments to hedge exposures to cash-flow risks or market-risks that may affect the fair values of its financial instruments. However, certain other financial instruments, such as warrants and embedded conversion features that are indexed to the Company's Common Stock, are classified as liabilities when either: (a) the holder possesses rights to net-cash settlement or (b) physical or net-share settlement is not within the control of the Company. In such instances, net-cash settlement is assumed for financial accounting and reporting, even when the terms of the underlying contracts do not provide for net-cash settlement. Such financial instruments are initially recorded at fair value estimated on the settlement date using the Black-Scholes valuation model that uses assumptions for expected volatility, expected dividends, expected term, and the risk-free interest rate, and then adjusted to fair value at the close of each reporting period.

**9. Stockholders' Equity:***Stock-based compensation:*

During the three months ended March 31, 2013, a total of 116,242 options with an aggregate fair market value of approximately \$0.3 million were granted to Company employees and directors. The options granted have a term of 10 years from the grant date. The options vest ratably over a three year period. The fair value of each option is amortized as compensation expense evenly through the vesting period. The fair value of each option award is estimated on the grant date using the Black-Scholes valuation model that uses assumptions for expected volatility, expected dividends, expected term, and the risk-free interest rate. Expected volatilities are based on implied volatilities from historical volatility of the Common Stock, and other factors estimated over the expected term of the options. The expected term of options granted is derived using the simplified method which computes expected term as the average of the sum of the vesting term plus contract term. The risk-free rate is based on the U.S. Treasury yield curve in effect at the time of grant for the period of the expected term. The weighted average for key assumptions used in determining the fair value of options granted during the three months ended March 31, 2013 follows:

Expected price volatility	80.63%
Risk-free interest rate	0.81%
Weighted average expected life in years	6 years
Dividend yield	

Option activity during the three months ended March 31, 2013 was as follows:

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	Number of Shares	Weighted Average Exercise Price Per Share	Aggregate Intrinsic Value
Outstanding at January 1, 2013	4,279,919	\$ 3.70	
Granted in 2013:			
Officers and Directors			
Others	116,242	4.41	
Exercised			
Forfeitures	(183,431)	2.50	
Outstanding at March 31, 2013	4,212,730	\$ 3.77	\$ 3,958,862

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Options outstanding at March 31, 2013 are as follows:

Range of Exercise Prices	Number Outstanding	Weighted Average Remaining Contractual Life (Years)	Weighted Average Exercise Price	Aggregate Intrinsic Value
\$ 1.00 5.00	3,306,230	5.93	\$ 3.08	
\$ 5.01 10.00	906,500	4.42	\$ 6.30	
	4,212,730			\$ 3,958,862

Options exercisable at March 31, 2013 are as follows:

Range of Exercise Prices	Number Exercisable	Weighted Average Remaining Contractual Life (Years)	Weighted Average Exercise Price	Aggregate Intrinsic Value
\$ 1.00 5.00	2,700,716	5.25	\$ 3.03	
\$ 5.01 10.00	906,500	4.42	\$ 6.30	
	3,607,216			\$ 3,314,340

The weighted average grant date fair value of options granted during the three months ended March 31, 2013 was \$1.50. There were no options granted during the three months ended March 31, 2013 whose exercise price was lower than the estimated market price of the stock at the grant date. A summary of the status of the Company's non-vested stock options as of January 1, 2013, and changes during the three months ended March 31, 2013 is summarized as follows:

Nonvested Shares	Shares	Weighted Average Grant Date Fair Value	Aggregate Intrinsic Value
Nonvested at January 1, 2013	854,640		
Granted	116,242		

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Vested	(211,087)			
Forfeited	(154,281)			
Nonvested at March 31, 2013	605,514	\$	2.21	\$ 644,522

As of March 31, 2013, there was approximately \$0.7 million of unrecognized compensation cost related to unvested share-based compensation awards granted. These costs will be expensed ratably over the next three years.

## Warrants:

The Company has granted warrants to purchase shares of Common Stock. Warrants may be granted to affiliates in connection with certain agreements. Warrants outstanding at March 31, 2013, all of which are exercisable are as follows:

Range of Exercise Prices	Number Outstanding	Weighted Average Remaining Contractual Life (Years)	Weighted Average Exercise Price	Aggregate Intrinsic Value
\$ 0.01 - 5.00	2,009,436	1.65	\$ 3.88	\$ 1,308,616

## Restricted Stock Units:

During the three months ended March 31, 2013, a total of 1,078,336 restricted stock units ( RSUs ) with a fair market value of approximately \$4.5 million were granted to members of the Company's senior management. The fair value of restricted units is

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determined using quoted market prices of the common stock and the number of shares expected to vest. These RSUs were issued under the Company's 2011 Equity Incentive Plan and vest in equal installments over three years. This grant was in lieu of the 2012 annual option grant typically given to senior management in order to bring the percentage ownership of our senior management in line with the senior management of companies in the Company's peer group.

*Preferred Stock*

The Company had authorized five million blank check shares of \$.001 par value convertible preferred stock. At March 31, 2013, 2,709,300 shares of Series A Preferred were outstanding and 2,290,700 shares of blank check preferred stock remain authorized but undesignated.

**10. Earnings per Common Share**

The following table reconciles the numerators and denominators of the basic and diluted loss per share computations.

	<b>March 31, 2013</b>	<b>March 31, 2012</b>
<b>Basic:</b>		
Net (loss) income attributable to common stockholders	\$ (12,722,640)	\$ 6,750,616
Weighted average common shares outstanding	37,511,326	29,561,655
<b>Basic earnings per common share</b>	<b>\$ (0.34)</b>	<b>\$ 0.23</b>
<b>Diluted:</b>		
Effect of dilutive securities:		
Net (loss) income	\$ (12,722,640)	\$ 6,750,616
Adjustments to Income for Dilutive options and warrants		
	(12,722,640)	6,750,616
Weighted average common shares outstanding	37,511,326	29,561,655
Effect of Dilutive options and warrants		24,381
Diluted weighted average common shares outstanding	37,511,326	29,586,036
<b>Diluted earnings per common share</b>	<b>\$ (0.34)</b>	<b>\$ 0.23</b>

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Basic earnings per common share is calculated using the weighted average shares of Common Stock outstanding during the period. In addition to the weighted average shares of Common Stock outstanding, common equivalent shares from stock options and warrants using the treasury stock method, are included in the diluted per share calculations unless the effect of inclusion would be antidilutive. During the three months ended March 31, 2013 and 2012, outstanding stock options and warrants of 6,222,166 and 6,419,130, respectively, were not included in the computation of diluted earnings per common share, because to do so would have had an antidilutive effect because the outstanding exercise prices were greater than the average market price of the common shares during the relevant periods.

The following is the total outstanding options and warrants for the three months ended March 31, 2013 and 2012, respectively.

	March 31, 2013	March 31, 2012
Options and warrants to purchase Common Stock	6,222,166	7,076,172

### 11. Commitments and contingencies:

In March 2012, the Company announced that the New Jersey Federal Court granted a stay of further litigation in the patent infringement lawsuit previously filed by MonoSol Rx, LLC ( MonoSol ) against the Company and its ONSOLIS commercial partners. The court ordered that the case would be stayed pending resolution by USPTO of reexamination proceedings and follows the recent rejection by the USPTO of all claims in all three patents asserted by MonoSol against the Company and its commercial partners for ONSOLIS®.

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**11. Commitments and contingencies (continued):**

In July 2012, a Reexamination Certificate for MonoSol's 292 Patent in its amended form was issued by the USPTO. The USPTO also issued a second Office Action closing prosecution on MonoSol's 588 Patent. The Action rejects all claims as anticipated or obvious for a second time. It also rejects the amended claims proposed by MonoSol as unclear and lacking support. In August 2012, a Reexamination Certificate for MonoSol's 891 Patent in its amended form was issued.

On January 23, 2013, the USPTO issued a Right of Appeal Notice, rejecting all claims of the 588 Patent and closing reexamination proceedings. This action confirms that all claims of this patent are also invalid, but unlike 292 and 891, the USPTO has not found that any amended or narrower claims should be granted. On February 22, 2013, MonoSol filed both a Notice of Appeal to the Board of Patent Appeals and Interferences and a Request for Continuing Examination of the 588 Patent. To date the USPTO has taken no further action and all claims of the 588 Patent stand rejected (See Part II, Item 1, Legal Proceedings).

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

*The following discussion and analysis should be read in conjunction with the Condensed Consolidated Financial Statements and Notes thereto included elsewhere in this Quarterly Report. This discussion contains certain forward-looking statements that involve risks and uncertainties. The Company's actual results and the timing of certain events could differ materially from those discussed in these forward-looking statements as a result of certain factors, including, but not limited to, those set forth herein and elsewhere in this Quarterly Report and in the Company's other filings with the Securities and Exchange Commission (the SEC). See Cautionary Note Regarding Forward Looking Statements below.*

**For the three months ended March 31, 2013 compared to the three months ended March 31, 2012**

**Research Revenues.** We recognized \$0.01 million of revenue related to a research and development agreement with Meda during the three months ended March 31, 2012. There was no research revenue during the three months ended March 31, 2013.

**Contract Revenues.** We recognized \$1.6 million and \$16.5 million in contract revenue during the three months ended March 31, 2013 and 2012, respectively, under our license agreement with Endo. We also recognized \$0.05 million during the three months ended March 31, 2013 and 2012, respectively, in contract revenue related to previously deferred revenue under our license agreement with Meda.

**Cost of Product Royalties.** We recognized \$0.4 million during the three months ended March 31, 2013 and 2012, respectively, in cost of product royalties which is related to minimum quarterly payments owed to CDC.

**Research and Development Expenses.** During the three months ended March 31, 2013 and 2012, research and development expenses totaled \$12 million and \$4.7 million, respectively. The increase in research and development expenses can be attributed to the major clinical studies underway pursuant to the Endo agreement for our Buprenorphine Chronic program. These studies did not get underway until the second quarter of 2012. Also contributing to the 2013 increase in research and development expenses was in-process research and development associated with the aforementioned license agreement with Arcion. Our scientific staff continues to work toward development and application of our BEMA<sup>®</sup> delivery technology, particularly with respect to ONSOLIS<sup>®</sup> and BEMA<sup>®</sup> Buprenorphine. Funding of this research in 2013 and 2012 was obtained through contract revenue, deferred license revenue, a private placement stock offering, exercise of options by employees and directors and sales of securities. Research and development expenses generally include compensation for scientific personnel, research supplies, facility rent, manufacturing equipment depreciation and a portion of overhead operating expenses and other costs directly related to the development and



application of the BEMA<sup>®</sup> drug delivery technologies.

**General and Administrative Expenses, net.** During the three months ended March 31, 2013 and 2012, general and administrative expenses totaled \$2.9 million and \$2.8 million, respectively. General and administrative costs include legal, accounting and management wages, legal and professional fees, office supplies, travel costs, compensation costs, consulting fees and business development costs. The increase in general and administration expenses can be primarily attributed to stock compensation expense, which was \$0.6 million and \$0.5 million for the three months ended March 31, 2013 and 2012, respectively.

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**Interest Income.** During the three months ended March 31, 2013 and 2012 we had interest income of \$0.07 million and \$0.06 million, respectively.

**Derivative gain (loss).** Our derivative liability consists of free standing warrants measured at their fair market value, using the Black-Scholes method. During the three months ended March 31, 2013, our stock price decreased, and the volatility used in the calculation also decreased. These are the two largest components of the Black-Scholes change. As a result, our warrant liability also decreased, resulting in a \$1 million gain. This gain was offset by a \$0.02 million loss from 2 million shares of Biovest related party options that we own. During the three months ended March 31, 2012, our stock price increased. Therefore, our derivative liability increased, resulting in a \$2.1 million loss. This loss was offset by a \$0.3 million gain on the value of our Biovest options.

## **Liquidity and Capital Resources**

Since inception, we have financed our operations principally from the sale of equity securities, proceeds from short-term borrowings or convertible notes, funded research arrangements, revenue generated as a result of our worldwide license and development agreement with Meda regarding ONSOLIS® and revenue generated as a result of our January 2012 agreement with Endo regarding our BEMA® Buprenorphine product candidate. We intend to finance our research and development, commercialization efforts and our working capital needs from existing cash, royalty revenue, new sources of financing, licensing and commercial partnership agreements and, potentially, through the exercise of outstanding Common Stock options and warrants to purchase Common Stock.

At March 31, 2013, we had cash and cash equivalents of approximately \$49.7 million. We used \$13.5 million of cash from operations during the three months ended March 31, 2013. As of March 31, 2013, we had stockholders' equity of \$39.7 million versus \$49.8 million at December 31, 2012. Our existing cash, together with other expected cash inflows from other milestones and royalties, is anticipated by management to be sufficient to fully fund our planned level of operations through the first quarter of 2014.

Capital will be required to support commercialization efforts for ONSOLIS®, clinical development programs for BEMA® Buprenorphine (the scale of which is being governed in large part by the requirements of our agreement with Endo), planned development of BEMA® Buprenorphine/Naloxone (BUNAVAIL™) and general working capital. Based on product development timelines and agreements with our development partners, the ability to scale up or reduce personnel and associated costs are factors considered throughout the product development life cycle. Available resources may be consumed more rapidly than currently anticipated, resulting in the need for additional funding.

Additionally, the worldwide financial and credit crisis that began in 2008 and has fluctuated to the present time has strained investor liquidity and contracted credit markets. During the three months ending March 31, 2013, the financial and credit crisis did not directly nor materially impact us. However, if this environment continues, fluctuates or worsens, it may make the future cost of raising funds through the debt or equity markets more expensive or make those markets unavailable at a time when we require additional financial investment. If we are unable to attract additional funds it may adversely affect our ability to achieve development and commercialization goals, which could have a material and adverse effect on the business, results of operations and financial condition.

Also, product development timelines and agreements with our development partners, the ability to scale up or reduce personnel and associated costs are factors considered throughout the product development life cycle. Available resources may be consumed more rapidly than currently anticipated, resulting in the need for additional funding.

Accordingly, we anticipate that we will be required to raise additional capital, which may be available to us through a variety of sources, including:

public equity markets;

private equity financings;

commercialization agreements and collaborative arrangements;

sale of product royalty;

grants and new license revenues;

bank loans;

equipment financing;

public or private debt; and

exercise of existing warrants and options.

Readers are cautioned that additional funding, capital or loans (including, without limitation, milestone or other payments from potential commercialization agreements) may be unavailable on favorable terms, if at all. If adequate funds are not available, we may



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March 31, 2013 was \$5.9 million, net of accumulated amortization of \$5 million. We begin amortizing capitalized intangibles on their date of acquisition.

### ***Impairment Testing***

The FASB issued ASU 2011-08, Testing Goodwill for Impairment . The update allows us to qualitatively assess whether the fair value of a reporting unit is less than its carrying amount, and is effective for fiscal years beginning after December 15, 2011. We perform this analysis in conjunction with our annual impairment test described below.

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Our goodwill impairment testing is calculated at the reporting unit level. Our annual impairment test, which is performed in December, has two steps. The first identifies potential impairments by comparing the fair value of the reporting unit with its carrying value. If the fair value exceeds the carrying amount, goodwill is not impaired and the second step is not necessary. If the carrying value exceeds the fair value, the second step calculates the possible impairment loss by comparing the implied fair value of goodwill with the carrying amount. If the implied fair value of goodwill is less than the carrying amount, a write-down is recorded.

In accordance with generally accepted accounting principles related to the impairment of long-lived assets other than goodwill (our other amortizing intangibles), impairment exists if the sum of the future estimated undiscounted cash flows related to the asset is less than the carrying amount of the intangible asset or to its related group of assets. In that circumstance, then an impairment charge is recorded for the excess of the carrying amount of the intangible over the estimated discounted future cash flows related to the asset.

In making this assessment, we predominately use a discounted cash flow model derived from internal budgets in assessing fair values for our impairment testing. Factors that could change the result of our impairment test include, but are not limited to, different assumptions used to forecast future net sales, expenses, capital expenditures, and working capital requirements used in our cash flow models. In addition, selection of a risk-adjusted discount rate on the estimated undiscounted cash flows is susceptible to future changes in market conditions, and when unfavorable, can adversely affect our original estimates of fair values. In the event that our management determines that the value of intangible assets have become impaired using this approach, we will record an accounting charge for the amount of the impairment.

There were no impairment charges during the three months ended March 31, 2013 or 2012.

### ***Stock-Based Compensation and other stock based valuation issues (derivative accounting)***

We account for stock-based awards to employees and non-employees in accordance with generally accepted accounting principles related to share based payments, which provides for the use of the fair value based method to determine compensation for all arrangements where shares of stock or equity instruments are issued for compensation. Fair values of equity securities issued are determined by management based predominantly on the trading price of our Common Stock. The values of these awards are based upon their grant-date fair value. That cost is recognized over the period during which the employee is required to provide the service in exchange for the award. We use the Black-Scholes options-pricing model to determine the fair value of stock option and warrant grants. We also use the Black-Scholes option pricing model as the primary basis for valuing our derivative liabilities and assets at each reporting date (both embedded and free-standing derivatives). The underlying assumptions used in this determination are primarily the same as are used in the determination of stock-based compensation previously discussed except contractual lives of the derivative instruments are utilized rather than expected option terms as previously discussed.

### ***Revenue recognition***

We periodically enter into license and development agreements to develop and commercialize our products. The arrangements typically are multi-deliverable arrangements that are funded through up-front payments and milestones and covered under generally accepted accounting standards promulgated through ASC Topic 605. We have two major agreements (Meda and Endo) that are described fully in Footnotes 3 and 4. We adopted the milestone method of revenue recognition in 2010.

## **Item 3. Quantitative and Qualitative Disclosures About Market Risk**

### ***Interest rate risk***

Our cash and cash equivalents include all highly liquid investments with an original maturity of three months or less. Our cash equivalents include Ultra Short Term Government Funds. Because of the short-term maturities of our cash and cash equivalents, we do not believe that an increase in market rates would have a significant impact on the realized value of our investments. We place our cash and cash equivalents on deposit with financial institutions in the United States. The Federal Deposit Insurance Corporation ( FDIC ) covers \$250,000 for substantially all depository accounts. We may from time to time have amounts on deposit in excess of the insured limits. As of March 31, 2013, we had approximately \$49.2 million, which exceed these insured limits.

### ***Foreign currency exchange risk***

We currently have limited, but may in the future have increased, clinical and commercial manufacturing agreements which are denominated in Euros or other foreign currencies. As a result, our financial results could be affected by factors such as a change in the foreign currency exchange rate between the U.S. dollar and the Euro or other applicable currencies, or by weak economic conditions in Europe or elsewhere in

the world. We are not currently engaged in any foreign currency hedging activities.

***Market indexed security risk***

We have a warrant to purchase 2 million shares of common stock of Biovest International and have issued warrants to various holders underlying shares of our Common Stock. These warrant investments are re-measured to their fair value at each reporting period with changes in their fair value recorded as derivative gain (loss) in the condensed consolidated statement of operations. We use the Black-Scholes model for valuation of the warrants.

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### **Item 4. Controls and Procedures**

#### *Evaluation of Disclosure Controls and Procedures*

As of the end of the period covered by this Quarterly Report, the Company's management, with the participation of the Company's Chief Executive Officer and Chief Financial Officer (the "Certifying Officers"), conducted evaluations of our disclosure controls and procedures. As defined under Sections 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), the term "disclosure controls and procedures" means controls and other procedures of an issuer that are designed to ensure that information required to be disclosed by the issuer in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the rules and forms of the SEC. Disclosure controls and procedures include without limitation, controls and procedures designed to ensure that information required to be disclosed by an issuer in the reports that it files or submits under the Exchange Act is accumulated and communicated to the issuer's management, including the Certifying Officers, to allow timely decisions regarding required disclosures.

Based on this evaluation, the Certifying Officers have concluded that our disclosure controls and procedures were effective to ensure that material information is recorded, processed, summarized and reported by our management on a timely basis in order to comply with our disclosure obligations under the Exchange Act and the rules and regulations promulgated thereunder.

#### *Changes in Internal Control over Financial Reporting*

Further, there were no changes in our internal control over financial reporting during our first fiscal quarter of 2013 that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

#### *Limitations on the Effectiveness of Internal Controls*

Readers are cautioned that our management does not expect that our disclosure controls and procedures or our internal control over financial reporting will necessarily prevent all fraud and material error. An internal control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within our control have been detected. The design of any system of controls also is based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any control design will succeed in achieving its stated goals under all potential future conditions. Over time, controls may become inadequate because of changes in conditions, or the degree of compliance with the policies or procedures may deteriorate.

### **CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS**

Certain information set forth in this Quarterly Report on Form 10-Q, including in Item 2, "Management's Discussion and Analysis of Financial Condition and Results of Operations" (and the "Liquidity and Capital Resources" section thereof) and elsewhere may address or relate to future events and expectations and as such constitutes "forward-looking statements" within the meaning of the Private Securities Litigation Act of 1995. Such forward-looking statements involve significant risks and uncertainties. Such statements may include, without limitation, statements with respect to our plans, objectives, projections, expectations and intentions and other statements identified by words such as "projects," "may," "could," "would," "should," "believes," "expects," "anticipates," "estimates," "intends," "plans" or similar expressions. These statements are based upon the expectations of our management and are subject to significant risks and uncertainties, including those detailed in our filings with the SEC. Actual results, including, without limitation: (i) actual sales results and royalty or milestone payments, if any, (ii) the application and availability of corporate funds and our need for future funds, or (iii) the timing for completion, and results of, scheduled or additional clinical trials and the FDA's review and/or approval and commercial launch of our products and product candidates and regulatory filings related to the same, may differ significantly from those set forth in the forward-looking statements. Such forward-looking statements also involve other factors which may cause our actual results, performance or achievements to materially differ from any future results, performance, or achievements expressed or implied by such forward-looking statements and to vary significantly from reporting period to reporting period. Such factors include, among others, those listed under Item 1A of our 2012 Annual Report and other factors detailed from time to time in our other filings with the SEC. Although management believes that the assumptions made and expectations reflected in the forward-looking statements are reasonable, there is no assurance that the underlying assumptions will, in fact, prove to be correct or that actual future results will not be different from the expectations expressed in this Quarterly Report. We undertake no obligation to publically update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.



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### **PART II. OTHER INFORMATION**

#### **Item 1. Legal Proceedings.**

On November 2, 2010, MonoSol Rx, LLC ( MonoSol ) filed an action against us and our commercial partners for ONSOLIS® in the Federal District Court of New Jersey ( DNJ ) for alleged patent infringement and false marking. We were formally served in this matter on January 19, 2011. MonoSol claims that our manufacturing process for ONSOLIS®, which has never been disclosed publicly and which we and our partners maintain as a trade secret, infringes its patent (United States Patent No. 7,824,588) (the 588 Patent ). Of note, the BEMA® technology itself is not at issue in the case, nor is BEMA® Buprenorphine or BUNAVAIL™, but rather only the manner in which ONSOLIS®, which incorporates the BEMA® technology, is manufactured. Pursuant to its complaint, MonoSol is seeking an unspecified amount of damages, attorney's fees and an injunction preventing future infringement of MonoSol's patents.

We strongly refute as without merit MonoSol's assertion of patent infringement, which relates to our confidential, proprietary manufacturing process for ONSOLIS®. On February 23, 2011, we filed our initial answer in this case. In our answer, we stated our position that our products, methods and/or components do not infringe MonoSol's 588 Patent because they do not meet the limitations of any valid claim of such patent. Moreover, in our answer, we stated our position that MonoSol's 588 Patent is actually invalid and unenforceable for failure to comply with one or more of the requirements of applicable U.S. patent law.

On September 12, 2011, we filed a request for inter partes reexamination in the United States Patent and Trademark Office ( USPTO ) of MonoSol's 588 Patent demonstrating that all claims of such patent were anticipated by or obvious in the light of prior art references, including several prior art references not previously considered by the USPTO, and thus invalid. On September 16, 2011, we filed in court a motion for stay pending the outcome of the reexamination proceedings, which subsequently was granted due to the results of the USPTO proceedings as described below.

On November 28, 2011, we announced that we were informed by the USPTO that it had rejected all 191 claims of MonoSol's 588 Patent. On January 20, 2012, we filed requests for reexamination before the USPTO of MonoSol's US patent No 7,357,891 (the 891 Patent ), and No 7,425,292 (the 292 Patent ), the two additional patents asserted by MonoSol, demonstrating that all claims of those two patents were anticipated by or obvious in the light of prior art references, including prior art references not previously considered by the USPTO, and thus invalid.

In February and March 2012, respectively, the USPTO granted the requests for reexamination we filed with respect to MonoSol's 292 and 891 Patents. In its initial office action in each, the USPTO rejected every claim in each patent. Based on the action of the USPTO on these three patent reexaminations, the court in our case with MonoSol conducted a status conference on March 7, 2012, at which it granted our motion to stay the case pending final outcome of the reexamination proceedings in the USPTO.

As expected, in the 891 Patent and 292 Patent Ex Parte Reexamination proceedings, MonoSol amended the claims several times and made multiple declarations and arguments in an attempt to overcome the rejections made by the US Patent Office. These amendments, declarations and other statements regarding the claim language significantly narrowed the scope of their claims in these two patents. In the case of the 891 Patent, not one of the original claims survived reexamination and five separate amendments were filed confirming our position that the patent was invalid. Additionally, we believe that arguments and admissions made by MonoSol prevent it from seeking a broader construction during any subsequent litigation by employing arguments or taking positions that contradict those made during prosecution.

A Reexamination Certificate for MonoSol's 891 Patent in its amended form was issued August 21, 2012. A Reexamination Certificate for MonoSol's 292 Patent in its amended form was issued on July 3, 2012. These actions by the USPTO confirm the invalidity of the original patents and through the narrowing of the claims in the reissued patents strengthens our original assertion that our products and technologies do not infringe on MonoSol's original patents.

Importantly, in the case of MonoSol's 588 Patent, the USPTO on July 20, 2012 issued a second Office Action closing prosecution and rejecting for a second time all claims as anticipated or obvious. It also rejected the amended claims proposed by MonoSol as unclear and lacking support. Then, on January 23, 2013, the USPTO issued a Right of Appeal Notice, rejecting all claims of the 588 Patent and closing reexamination proceedings. This action confirms that all claims of this patent are also invalid, but unlike 292 and 891, the USPTO has not found that any amended or narrower claims should be granted. On February 22, 2013, MonoSol filed both a Notice of Appeal to the Board of Patent Appeals and Interferences and a Request for Continuing Examination of the 588 Patent. To date the USPTO has taken no further action and all claims of the 588 Patent stand rejected.

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Based on our original assertion that our proprietary manufacturing process for ONSOLIS® does not infringe on patents held by MonoSol, and the denial and subsequent narrowing of the claims on the two reissued patents MonoSol has asserted against BDSI while the third has had all claims rejected by the USPTO, we remain very confident in our original stated position regarding this matter. Thus far we have proven that the original 292 and 891 patents in light of their reissuance with fewer and narrower claims were indeed invalid and the third and final patent, 588, has had all claims rejected and appears to have had a similar fate. Importantly, we will continue to defend this case vigorously, and we anticipate that MonoSol's claims against us will ultimately be rejected.

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No update.

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.**

None.

**Item 3. Defaults upon Senior Securities.**

None.

**Item 4. Mine Safety Disclosures.**

None.

**Item 5. Other Information.**

*Update on Relaunch Activities in the U.S. for ONSOLIS®*

Subsequent to our announcement on March 12, 2012 regarding the postponement of the U.S. relaunch of our FDA-approved ONSOLIS® until the product formulation could be modified to address two appearance issues raised by FDA following an inspection of the Aveva manufacturing facility where ONSOLIS® is produced, the FDA requested that we identify, characterize and address the formation of microscopic crystals and a slight fading of the color during the 24-month shelf life of the product. While these changes do not affect the product's underlying integrity or safety, the FDA believes that the fading of the color in particular may potentially confuse patients, necessitating a modification of the product and product specifications before additional product can be manufactured and distributed. Therefore, the U.S. re-launch and additional manufacturing of ONSOLIS® has been postponed until such product appearance issues have been resolved.

On December 18, 2012, the crystal and fading issues for ONSOLIS® were presented to the FDA. We believe that the outcome of the meeting was favorable, and we plan to produce the revised formulation for ONSOLIS® to provide FDA with supporting 6 month stability data, while concurrently offering to bridge the supply demands of ONSOLIS® in the market place with the current ONSOLIS® formulation by reducing the shelf life of the product until the new formulation is approved by the FDA. The documentation required for FDA review of the new formulation was submitted in March 2013. If our plan is accepted by the FDA, the current formulation could be reintroduced into the marketplace by the second half of 2013 and distributed until the new formulation is available.

**Item 6. Exhibits.**

Number	Description
31.1	Certification of Chief Executive Officer Pursuant To Sarbanes-Oxley Section 302
31.2	Certification of Chief Financial Officer Pursuant To Sarbanes-Oxley Section 302
32.1	Certification Pursuant To 18 U.S.C. Section 1350 (*)
32.2	Certification Pursuant To 18 U.S.C. Section 1350 (*)
101.ins**	XBRL Instance Document
101.xsd**	XBRL Taxonomy Extension Schema Document

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101.cal**	XBRL Taxonomy Calculation Linkbase Document
101.def**	XBRL Taxonomy Definition Linkbase Document
101.lab**	XBRL Taxonomy Label Linkbase Document
101.pre**	XBRL Taxonomy Presentation Linkbase Document

\* A signed original of this written statement required by Section 906 has been provided to the Company and will be retained by the Company and furnished to the Securities and Exchange Commission or its staff upon request.

\*\* Furnished. Not filed. Not incorporated by reference. Not subject to liability.

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**SIGNATURES**

Pursuant to the requirements of the Exchange Act, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

BIODELIVERY SCIENCES INTERNATIONAL, INC.

Date: May 9, 2013

By: /s/ Mark A. Sirgo  
Mark A. Sirgo, President and Chief Executive Officer

(Principal Executive Officer)

Date: May 9, 2013

By: /s/ James A. McNulty  
James A. McNulty, Secretary, Treasurer and Chief Financial Officer

(Principal Financial Officer)

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