

Esperion Therapeutics, Inc.  
Form 10-Q  
November 05, 2015  
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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**Form 10-Q**

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

**For the quarterly period ended September 30, 2015**

**OR**

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

**For the transition period from                      to**

**Commission file number: 001-35986**

**Esperion Therapeutics, Inc.**

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(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**26-1870780**  
(I.R.S. Employer  
Identification No.)

**3891 Ranchero Drive, Suite 150**

**Ann Arbor, MI 48108**

(Address of principal executive office) (Zip Code)

Registrant's telephone number, including area code:

**(734) 887-3903**

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

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

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

Large accelerated filer

Accelerated filer

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

Smaller reporting company

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

As of November 1, 2015, there were 22,518,907 shares of the registrant's Common Stock, \$0.001 par value per share, outstanding.



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## Esperion Therapeutics, Inc.

## Condensed Balance Sheets

(In thousands, except share and per share data)

|   | September 30,<br>2015<br>(Unaudited) | December 31,<br>2014 |
|---|--------------------------------------|----------------------|
| <b>Assets</b>   |                                      |                      |
| Current assets:   |                                      |                      |
| Cash and cash equivalents   | \$ 80,824                            | \$ 85,038            |
| Short-term investments  | 134,772                              | 20,803               |
| Prepaid clinical development costs  | 1,963                                | 366                  |
| Other prepaid and current assets  | 1,286                                | 492                  |
| Total current assets  | 218,845                              | 106,699              |
| Property and equipment, net   | 722                                  | 780                  |
| Intangible assets   | 56                                   | 56                   |
| Long-term investments   | 86,771                               | 35,741               |
| Total assets  | \$ 306,394                           | \$ 143,276           |
| <b>Liabilities and stockholders equity</b>  |                                      |                      |
| Current liabilities:  |                                      |                      |
| Accounts payable  | \$ 1,979                             | \$ 2,040             |
| Current portion of long-term debt   | 1,578                                | 638                  |
| Accrued clinical development costs  | 963                                  | 1,978                |
| Other accrued liabilities   | 2,308                                | 835                  |
| Total current liabilities   | 6,828                                | 5,491                |
| Long-term debt, net of discount and issuance costs  | 3,084                                | 4,231                |
| Total liabilities   | \$ 9,912                             | \$ 9,722             |
| <b>Stockholders equity:</b>   |                                      |                      |
| Preferred stock, \$0.001 par value; 5,000,000 shares authorized as of September 30, 2015 and December 31, 2014; no shares issued or outstanding at September 30, 2015 and December 31, 2014   |                                      |                      |
| Common stock, \$0.001 par value; 120,000,000 shares authorized as of September 30, 2015 and December 31, 2014; 22,518,907 shares issued and 22,514,720 outstanding at September 30, 2015 and 20,352,876 shares issued and 20,343,325 outstanding at December 31, 2014 |                                      |                      |
|   | 23                                   | 20                   |
| Additional paid-in capital  | 437,548                              | 238,031              |
| Accumulated other comprehensive income (loss)   | 11                                   | (59)                 |
| Accumulated deficit   | (141,100)                            | (104,438)            |
| Total stockholders equity   | 296,482                              | 133,554              |
| Total liabilities and stockholders equity   | \$ 306,394                           | \$ 143,276           |

*See accompanying notes to the condensed financial statements.*



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## Esperion Therapeutics, Inc.

## Condensed Statements of Operations and Comprehensive Loss

(In thousands, except share and per share data)

(Unaudited)

|   | Three Months Ended<br>September 30, |                   | Nine Months Ended<br>September 30, |                    |
|---|-------------------------------------|-------------------|------------------------------------|--------------------|
|   | 2015                                | 2014              | 2015                               | 2014               |
| <b>Operating expenses:</b>                              |                                     |                   |                                    |                    |
| Research and development                                | \$ 7,247                            | \$ 7,174          | \$ 21,846                          | \$ 19,102          |
| General and administrative                              | 5,672                               | 2,526             | 14,960                             | 7,742              |
| Total operating expenses                                | 12,919                              | 9,700             | 36,806                             | 26,844             |
| <b>Loss from operations</b>                             | <b>(12,919)</b>                     | <b>(9,700)</b>    | <b>(36,806)</b>                    | <b>(26,844)</b>    |
| Interest expense  | (130)                               | (135)             | (399)                              | (136)              |
| Other income, net                                       | 248                                 | 29                | 543                                | 62                 |
| <b>Net loss</b>   | <b>\$ (12,801)</b>                  | <b>\$ (9,806)</b> | <b>\$ (36,662)</b>                 | <b>\$ (26,918)</b> |
| Net loss per common share (basic and diluted)           | \$ (0.57)                           | \$ (0.64)         | \$ (1.68)                          | \$ (1.75)          |
| Weighted-average shares outstanding (basic and diluted) | 22,494,075                          | 15,432,641        | 21,854,685                         | 15,397,745         |
| <b>Other comprehensive income (loss):</b>               |                                     |                   |                                    |                    |
| Unrealized gain (loss) on investments                   | \$ 71                               | \$ 3              | \$ 70                              | \$ (2)             |
| <b>Total comprehensive loss</b>                         | <b>\$ (12,730)</b>                  | <b>\$ (9,803)</b> | <b>\$ (36,592)</b>                 | <b>\$ (26,920)</b> |

*See accompanying notes to the condensed financial statements.*

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## Esperion Therapeutics, Inc.

## Condensed Statements of Cash Flows

(In thousands)

(Unaudited)

|   | Nine Months Ended September 30, |             |
|---|---------------------------------|-------------|
|   | 2015                            | 2014        |
| <b>Operating activities</b>   |                                 |             |
| Net loss  | \$ (36,662)                     | \$ (26,918) |
| Adjustments to reconcile net loss to net cash used in operating activities: |                                 |             |
| Depreciation expense  | 169                             | 104         |
| Amortization of debt discount   | 22                              | 8           |
| Amortization of debt issuance costs   | 24                              | 8           |
| Amortization of premiums and discounts on investments                       | 396                             | 160         |
| Stock-based compensation expense  | 8,341                           | 2,626       |
| Loss related to assets held for sale  |                                 | 29          |
| (Gain)/Loss on sale of assets   | (3)                             | 1           |
| Changes in assets and liabilities:  |                                 |             |
| Prepays and other assets  | (2,391)                         | (1,016)     |
| Accounts payable  | (80)                            | 1,051       |
| Other accrued liabilities   | 477                             | 134         |
| Net cash used in operating activities                                       | (29,707)                        | (23,813)    |
| <b>Investing activities</b>   |                                 |             |
| Purchases of investments  | (242,195)                       | (4,800)     |
| Proceeds from sales/maturities of investments                               | 76,870                          | 7,926       |
| Proceeds from sale of assets  | 9                               | 12          |
| Purchase of property and equipment  | (97)                            | (853)       |
| Net cash (used in) provided by investing activities                         | (165,413)                       | 2,285       |
| <b>Financing activities</b>   |                                 |             |
| Proceeds from issuance of common stock, net of issuance costs               | 189,982                         |             |
| Proceeds from exercise of common stock options                              | 1,177                           | 307         |
| Proceeds from warrant issuance  |                                 | 78          |
| Proceeds from debt issuance, net of issuance costs                          |                                 | 4,838       |
| Payments on long-term debt  | (253)                           |             |
| Net cash provided by financing activities                                   | 190,906                         | 5,223       |
| Net decrease in cash and cash equivalents                                   | (4,214)                         | (16,305)    |
| Cash and cash equivalents at beginning of period                            | 85,038                          | 56,537      |
| Cash and cash equivalents at end of period                                  | \$ 80,824                       | \$ 40,232   |

*See accompanying notes to the condensed financial statements.*





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**Esperion Therapeutics, Inc.**

**Notes to the Condensed Financial Statements**

**(Unaudited)**

**1. The Company and Basis of Presentation**

The Company is a pharmaceutical company whose planned principal operations are focused on developing and commercializing first-in-class, oral, low-density lipoprotein cholesterol ( LDL-C ) lowering therapies for the treatment of patients with hypercholesterolemia. ETC-1002, or bempedoic acid, the Company's lead product candidate, is an inhibitor of ATP Citrate Lyase, a well-characterized enzyme on the cholesterol biosynthesis pathway. ETC-1002 inhibits cholesterol synthesis, decreases intracellular cholesterol, up-regulates LDL-receptors, and causes increased LDL-C clearance and reduced plasma levels of LDL-C. The Company held an End-of-Phase 2 meeting with the Food and Drug Administration in August 2015. The Company intends to initiate a global long-term safety study for ETC-1002 by the end of 2015. The Company owns the exclusive worldwide rights to ETC-1002.

The Company's primary activities since incorporation have been conducting research and development activities, including nonclinical, preclinical and clinical testing, performing business and financial planning, recruiting personnel and raising capital. Accordingly, the Company has not commenced principal operations and is subject to risks and uncertainties which include the need to research, develop and clinically test potential therapeutic products; obtain regulatory approvals for its products and commercialize them, if approved; expand its management and scientific staff; and finance its operations with an ultimate goal of achieving profitable operations.

The Company has sustained operating losses since inception and expects such losses to continue over the foreseeable future. Management plans to continue to fund operations through public or private equity or debt financings or through other sources, which may include collaborations with third parties. If adequate funds are not available, the Company may not be able to continue the development of its current or future product candidates, or to commercialize its current or future product candidates, if approved.

On March 24, 2015, the Company completed an underwritten public offering of 2,012,500 shares of common stock, including 262,500 shares sold pursuant to the full exercise of an over-allotment option granted to the underwriters. All the shares were offered by the Company at a price to the public of \$100.00 per share. The aggregate net proceeds received by the Company from the offering were \$190.0 million, net of underwriting discounts and commissions and expenses payable by the Company.

**Basis of Presentation**

The accompanying condensed financial statements are unaudited and were prepared by the Company in accordance with generally accepted accounting principles in the United States of America ( GAAP ). In the opinion of management, the Company has made all adjustments, which include only normal recurring adjustments necessary for a fair statement of the Company's financial position and results of operations for the interim periods presented. Certain information and disclosures normally included in the annual financial statements prepared in accordance with

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GAAP have been condensed or omitted. These condensed interim financial statements should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2014, and the notes thereto, which are included in the Company's Annual Report on Form 10-K for the year ended December 31, 2014. The results of operations for the interim periods are not necessarily indicative of the results to be expected for a full year, any other interim periods or any future year or period.

### 2. Summary of Significant Accounting Policies

In April 2015, the Financial Accounting Standards Board issued Accounting Standards Update 2015-03 which simplifies the presentation of debt issuance costs by requiring that debt issuance costs related to a recognized debt liability be presented on the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts, rather than as a deferred charge. The recognition and measurement guidance for debt issuance costs are not affected by the amendment. The Company early-adopted the amendment effective January 1, 2015, which resulted in a change in the balance sheet presentation of net debt; in prior period disclosures the debt issuance costs related to the Company's debt liability were presented on the balance sheet as deferred charges within Other prepaid and current assets. Upon adoption of the amended guidance, the debt issuance costs associated with the Company's debt liability are presented on the balance sheet as a direct deduction from the carrying amount of the debt liability. Within the September 30, 2015, and December 31, 2014, balance sheets, Long-term debt, net of discount and issuance costs includes \$0.1 million and \$0.1 million, respectively, of debt issuance costs.

There have been no other material changes to the significant accounting policies previously disclosed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2014.

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In June 2014, the Company entered into a loan and security agreement (the **Credit Facility**) with Oxford Finance LLC which provided for an initial borrowing of \$5.0 million under the term loan (the **Term A Loan**) and additional borrowings of \$15.0 million (the **Term B Loan**) at the Company's option, for a maximum of \$20.0 million. On June 30, 2014, the Company received proceeds of \$5.0 million from the issuance of secured promissory notes under the Term A Loan. Upon achieving positive clinical development results in March 2015, the remaining \$15.0 million under the Term B Loan became available to be drawn down, at the Company's sole discretion, until March 31, 2015. The Company did not elect to draw down the Term B Loan as of March 31, 2015. The secured promissory notes issued under the Credit Facility are due on July 1, 2018, and are collateralized by substantially all of the Company's personal property, other than its intellectual property.

The Company is obligated to make monthly, interest-only payments on the Term A Loan until July 1, 2015, and, thereafter, to pay 36 consecutive, equal monthly installments of principal and interest from August 1, 2015, through July 1, 2018. The Term A Loan bears interest at an annual rate of 6.40%. In addition, a final payment equal to 8.0% of the Term A Loan is due upon the earlier of the maturity date or prepayment of the term loan. The Company is recognizing the final payment as interest expense using the effective interest method over the life of the Credit Facility.

There are no financial covenants associated to the Credit Facility. However, so long as the Credit Facility is outstanding, there are negative covenants that limit or restrict the Company's activities, which include limitations on incurring indebtedness, granting liens, mergers or acquisitions, dispositions of assets, making certain investments, entering into certain transactions with affiliates, paying dividends or distributions, encumbering or pledging interest in its intellectual property and certain other business transactions. Additionally, the Credit Facility also includes events of default, the occurrence and continuation of any of which provides the lenders the right to exercise remedies against the Company and the collateral securing the loans under the Credit Facility, which includes cash. These events of default include, among other things, non-payment of any amounts due under the Credit Facility, insolvency, the occurrence of a material adverse event, inaccuracy of representations and warranties, cross default to material indebtedness and a material judgment against the Company. Upon the occurrence of an event of default, all obligations under the Credit Facility shall accrue interest at a rate equal to the fixed annual rate plus five percentage points.

In connection with the borrowing of the Term A Loan, the Company issued a warrant to purchase 8,230 shares of common stock at an exercise price of \$15.19 (see Note 4). The warrant resulted in a debt discount of \$0.1 million which is amortized into interest expense using the effective interest method over the life of the Term A Loan. In addition, the Company incurred debt issuance costs of \$0.1 million in connection with the borrowing of the Term A Loan. The debt issuance costs were capitalized and included in long-term debt on the condensed balance sheet at the inception of the Term A Loan, and are amortized to interest expense using the effective interest method over the same term. As of September 30, 2015, the remaining unamortized discount and debt issuance costs associated with the debt were less than \$0.1 million and \$0.1 million, respectively.

Estimated future principal payments due under the Credit Facility are as follows:

| <b>Years Ending December 31,</b> | <b>(in thousands)</b> |
|----------------------------------|-----------------------|
| 2015                             | 385                   |
| 2016                             | 1,604                 |
| 2017                             | 1,709                 |
| 2018                             | 1,049                 |
| <b>Total</b>                     | <b>\$ 4,747</b>       |

During the three and nine months ended September 30, 2015, the Company recognized \$0.1 million and \$0.4 million, respectively of interest expense, and made cash interest payments of \$0.1 million and \$0.2 million, respectively, and principal payments of \$0.3 million and \$0.3 million, respectively, related to the Credit Facility.

#### **4. Warrants**

In connection with the Credit Facility entered into in June 2014, the Company issued a warrant to purchase 8,230 shares of common stock at an exercise price of \$15.19. The warrant will terminate on the earlier of June 30, 2019, and the closing of a merger or consolidation transaction in which the Company is not the surviving entity. The warrant was recorded at fair value of \$0.1 million to additional paid-in capital in accordance with Accounting Standards Codification 815-10 based upon the allocation of the debt proceeds. The Company estimated the fair value of the warrant using a Black-Scholes option-pricing model, which is based, in part, upon subjective assumptions including but not limited to stock price volatility, the expected life of the warrant, the risk-free interest rate and the fair value of the common stock underlying the warrant. The Company estimates the volatility of its stock based on public company peer group historical volatility that is in line with the expected remaining life of the warrant. The risk-free interest rate is based on the U.S. Treasury zero-coupon bond for a maturity similar to the expected remaining life of the warrant. The expected remaining life of the warrant is assumed to be equivalent to its remaining contractual term.

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Upon the closing of the Company's initial public offering in July 2013, all warrants exercisable for 1,940,000 shares of Series A preferred stock, at an exercise price of \$1.00 per share (unadjusted for stock splits), were automatically converted into warrants exercisable for 277,690 shares of common stock, at an exercise price of \$6.99 per share. As a result, the Company concluded the warrants outstanding no longer met the criteria to be classified as liabilities and were reclassified to additional paid-in capital at fair value on the date of reclassification. During the nine months ended September 30, 2015, 29,330 warrants were net exercised for 25,445 shares of the Company's common stock. The remaining 248,360 warrants outstanding as of September 30, 2015, expire in February 2018.

As of September 30, 2015, the Company had warrants outstanding that were exercisable for a total of 256,590 shares of common stock at a weighted-average exercise price of \$7.25 per share.

### 5. Investments

The following table summarizes the Company's cash equivalents and investments:

|                                   | Amortized<br>Cost | September 30, 2015           |                               | Estimated<br>Fair<br>Value |
|-----------------------------------|-------------------|------------------------------|-------------------------------|----------------------------|
|                                   |                   | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |                            |
| (in thousands)                    |                   |                              |                               |                            |
| <b>Cash equivalents:</b>          |                   |                              |                               |                            |
| Money market funds                | \$ 13,604         | \$                           | \$                            | \$ 13,604                  |
| <b>Short-term investments:</b>    |                   |                              |                               |                            |
| Certificates of deposit           | 14,197            | 1                            |                               | 14,198                     |
| U.S. treasury notes               | 13,232            | 5                            |                               | 13,237                     |
| U.S. government agency securities | 107,340           | 10                           | (14)                          | 107,336                    |
| <b>Long-term investments:</b>     |                   |                              |                               |                            |
| Certificates of deposit           | 11,276            |                              |                               | 11,276                     |
| U.S. treasury notes               | 12,528            | 10                           |                               | 12,538                     |
| U.S. government agency securities | 62,959            | 12                           | (13)                          | 62,958                     |
| <b>Total</b>                      | <b>\$ 235,136</b> | <b>\$ 38</b>                 | <b>\$ (27)</b>                | <b>\$ 235,147</b>          |

|                                | Amortized<br>Cost | December 31, 2014            |                               | Estimated<br>Fair<br>Value |
|--------------------------------|-------------------|------------------------------|-------------------------------|----------------------------|
|                                |                   | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |                            |
| (in thousands)                 |                   |                              |                               |                            |
| <b>Cash equivalents:</b>       |                   |                              |                               |                            |
| Money market funds             | \$ 357            | \$                           | \$                            | \$ 357                     |
| <b>Short-term investments:</b> |                   |                              |                               |                            |
| Certificates of deposit        | 2,934             |                              |                               | 2,934                      |
| U.S treasury notes             | 9,020             | 4                            |                               | 9,024                      |

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|                                   |           |      |                   |
|-----------------------------------|-----------|------|-------------------|
| U.S. government agency securities | 8,853     | (8)  | 8,845             |
| <b>Long-term investments:</b>     |           |      |                   |
| Certificates of deposit           | 1,848     |      | 1,848             |
| U.S. treasury notes               | 2,494     | (5)  | 2,489             |
| U.S. government agency securities | 31,454    | (50) | 31,404            |
| Total                             | \$ 56,960 | \$ 4 | \$ (63) \$ 56,901 |

At September 30, 2015, and December 31, 2014, remaining contractual maturities of available-for-sale investments classified as current on the balance sheet were less than 12 months and remaining contractual maturities of available-for-sale investments classified as long-term were less than two years.

There were no unrealized gains or losses on investments reclassified from accumulated other comprehensive income (loss) to other income in the Statements of Operations during the three and nine months ended September 30, 2015 and 2014.

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The Company follows accounting guidance that emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair value measurements are defined on a three level hierarchy:

- Level 1 inputs: Quoted prices for identical assets or liabilities in active markets;
- Level 2 inputs: Observable inputs other than Level 1 prices, such as quoted market prices for similar assets or liabilities or other inputs that are observable or can be corroborated by market data; and
- Level 3 inputs: Unobservable inputs that are supported by little or no market activity and require the reporting entity to develop assumptions that market participants would use when pricing the asset or liability.

The following table presents the Company's financial assets and liabilities that have been measured at fair value on a recurring basis:

| Description                       | Total          | Level 1   | Level 2    | Level 3 |
|-----------------------------------|----------------|-----------|------------|---------|
|                                   | (in thousands) |           |            |         |
| <b>September 30, 2015</b>         |                |           |            |         |
| Assets:                           |                |           |            |         |
| Money market funds                | \$ 13,604      | \$ 13,604 | \$         | \$      |
| Available-for-sale securities:    |                |           |            |         |
| Certificates of deposit           | 25,474         | 25,474    |            |         |
| U.S. treasury notes               | 25,775         | 25,775    |            |         |
| U.S. government agency securities | 170,294        |           | 170,294    |         |
| Total assets at fair value        | \$ 235,147     | \$ 64,853 | \$ 170,294 | \$      |
| <b>December 31, 2014</b>          |                |           |            |         |
| Assets:                           |                |           |            |         |
| Money market funds                | \$ 357         | \$ 357    | \$         | \$      |
| Available-for-sale securities:    |                |           |            |         |
| Certificates of deposit           | 4,782          | 4,782     |            |         |
| U.S. treasury notes               | 11,513         | 11,513    |            |         |
| U.S. government agency securities | 40,249         |           | 40,249     |         |
| Total assets at fair value        | \$ 56,901      | \$ 16,652 | \$ 40,249  | \$      |

There were no transfers between Levels 1, 2 or 3 during the three and nine months ended September 30, 2015.

**7. Stock Compensation****2013 Stock Option and Incentive Plan**



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In May 2015, the Company's stockholders approved the amended and restated 2013 Stock Option and Incentive Plan (as amended, the 2013 Plan) which, among other things, increased the number of shares of common stock reserved for issuance thereunder. The number of shares of common stock available for awards under the 2013 Plan was increased by 923,622 shares from 2,051,378 shares to 2,975,000 shares, plus (i) shares of common stock that are forfeited, cancelled, held back upon the exercise or settlement of an award to cover the exercise price or tax withholding, reacquired by the Company prior to vesting, satisfied without the issuance of common stock or otherwise terminated (other than by exercise) under the 2013 Plan and the Company's 2008 Incentive Stock Option and Restricted Stock Plan are added back to the shares of common stock available for issuance under the 2013 Plan, and (ii) on January 1, 2016 and each January 1, thereafter, the number of shares of common stock reserved and available for issuance under the 2013 Plan will be cumulatively increased by 2.5% of the number of shares of common stock outstanding on the immediately preceding December 31, or such lesser number of shares of common stock determined by the compensation committee.

The 2013 Plan provides for the granting of stock options, stock appreciation rights, restricted stock awards, restricted stock units (RSUs), unrestricted stock awards, cash-based awards, performance share awards and dividend equivalent rights. The Company incurs stock-based compensation expense related to stock options and RSUs. The fair value of RSUs is determined by the closing market price of the Company's common stock on the date of grant. The fair value of stock options is calculated using a

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Black-Scholes option-pricing model. The Company accounts for stock-based compensation in accordance with the provisions of ASC 718, Compensation Stock Compensation. Accordingly, compensation costs related to equity instruments granted are recognized over the requisite service periods of the awards on a straight-line basis at the grant-date fair value, taking into account estimated forfeitures.

During the three and nine months ended September 30, 2015, the Company granted 25,000 RSUs to employees with a fair value for each outstanding RSU of \$57.54. During the three and nine months ended September 30, 2015, equity compensation cost related to RSUs was less than \$0.1 million. As of September 30, 2015, there was approximately \$1.3 million of unrecognized compensation cost related to unvested RSUs, adjusted for forfeitures, which will be recognized over a weighted-average period of approximately 3.8 years.

The following table summarizes the activity relating to the Company's options to purchase common stock for the nine months ended September 30, 2015:

|                                   | Number of<br>Options | Weighted-Average<br>Exercise<br>Price<br>Per Share | Weighted-Average<br>Remaining<br>Contractual<br>Term (Years) | Aggregate<br>Intrinsic<br>Value<br>(in thousands) |
|-----------------------------------|----------------------|--|--|---|
| Outstanding at December 31, 2014  | 1,729,586            | \$ 11.44   | 8.43   | \$ 50,155   |
| Granted                           | 1,125,100            | \$ 62.28   |  |   |
| Forfeited or expired              | (128,738)            | \$ 31.80   |  |   |
| Exercised                         | (128,086)            | \$ 9.19  |  |   |
| Outstanding at September 30, 2015 | 2,597,862            | \$ 32.56   | 8.58   | \$ 18,457   |

The following table summarizes information about the Company's stock option plan as of September 30, 2015:

|  | Number of<br>Options | Weighted-Average<br>Exercise<br>Price<br>Per Share | Weighted-Average<br>Remaining<br>Contractual<br>Term (Years) | Aggregate<br>Intrinsic<br>Value<br>(in thousands) |
|--|----------------------|--|--|---|
| Vested and expected to vest at<br>September 30, 2015 | 2,506,612            | \$ 32.04   | 8.55   | \$ 18,184   |
| Exercisable at September 30, 2015                    | 974,698              | \$ 11.52   | 7.68   | \$ 13,510   |

As of September 30, 2015, there was approximately \$40.7 million of unrecognized compensation cost related to unvested options, adjusted for forfeitures, which will be recognized over a weighted-average period of approximately 3.2 years.

### 8. Income Taxes

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There was no provision for income taxes for the three and nine months ended September 30, 2015 and 2014 because the Company has incurred operating losses since inception. At September 30, 2015, the Company concluded that it is not more likely than not that the Company will realize the benefit of its deferred tax assets due to its history of losses. Accordingly, a full valuation allowance has been applied against the net deferred tax assets.

### **9. Net Loss Per Common Share**

Basic net loss per share is calculated by dividing net loss by the weighted-average number of common shares outstanding during the period, without consideration for common stock equivalents. Diluted net loss per share is computed by dividing net loss by the weighted-average number of common stock equivalents outstanding for the period determined using the treasury-stock method. For purposes of this calculation, warrants for common stock, stock options and unvested restricted stock are considered to be common stock equivalents and are only included in the calculation of diluted net loss per share when their effect is dilutive.

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The shares outstanding at the end of the respective periods presented below were excluded from the calculation of diluted net loss per share due to their anti-dilutive effect:

|                                 | September 30,<br>2015 | December 31,<br>2014 |
|---------------------------------|-----------------------|----------------------|
| Warrants for common stock       | 256,590               | 285,920              |
| Common shares under option      | 2,597,862             | 1,729,586            |
| Unvested restricted stock       | 29,187                | 9,551                |
| Total potential dilutive shares | 2,883,639             | 2,025,057            |

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

*The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our condensed financial statements and related notes appearing elsewhere in this Quarterly Report on Form 10-Q and our annual report on Form 10-K dated December 31, 2014.*

**Forward-Looking Statements**

*This Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act). These forward-looking statements are based on our management's belief and assumptions and on information currently available to management. Although we believe that the expectations reflected in these forward-looking statements are reasonable, these statements relate to future events, including our clinical development plans, or our future financial performance and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements, including in relation to the clinical development of ETC-1002, to be materially different from any future results, performance or achievements, including in relation to the clinical development of ETC-1002, expressed or implied by these forward-looking statements.*

*Forward-looking statements are often identified by the use of words such as, but not limited to, may, will, should, expects, intends, plans, anticipates, believes, estimates, predicts, potential, continue or the negative of these terms or other similar terminology. These statements are only predictions. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which are, in some cases, beyond our control and that could materially affect results. Factors that may cause actual results to differ materially from current expectations include, among other things, those referred to or discussed in or incorporated by reference into the section titled Risk Factors included in Item 1A of Part II of this Quarterly Report on Form 10-Q. If one or more of these risks or uncertainties occur, or if our underlying assumptions prove to be incorrect, actual events or results may vary significantly from those implied or projected by the forward-looking statements. No forward-looking statement is a guarantee of future performance.*

*The forward-looking statements in this report represent our views as of the date of this quarterly report. Except as required by law, we undertake no obligation to update any forward-looking statements to reflect events or circumstances after the date of such statements.*

**Overview**

*Corporate Overview*

We are a pharmaceutical company focused on developing and commercializing first-in-class, oral, low-density lipoprotein cholesterol (LDL-C) lowering therapies for the treatment of patients with hypercholesterolemia. ETC-1002, or bempedoic acid, our lead product candidate, is an inhibitor of ATP Citrate Lyase (ACL), a well-characterized enzyme on the cholesterol biosynthesis pathway. ETC-1002 inhibits cholesterol synthesis, decreases intracellular cholesterol, up-regulates LDL-receptors, and causes increased LDL-C clearance and reduced plasma levels of LDL-C. We held an End-of-Phase 2 meeting with the Food and Drug Administration (FDA) in August 2015. We intend to initiate a global long-term safety study for ETC-1002 by the end of 2015. We own the exclusive worldwide rights to ETC-1002.

We were incorporated in Delaware in January 2008, and commenced our operations in April 2008. Since our inception, we have focused substantially all of our efforts and financial resources on developing ETC-1002, for which we intend to initiate a global long-term safety study by the end of 2015. We have funded our operations to date primarily through proceeds from sales of preferred stock, convertible promissory notes and warrants, public offerings of common stock and the incurrence of indebtedness and we have incurred losses in each year since our inception.

We have not commenced principal operations and do not have any products approved for sale. To date, we have not generated any revenue. We have never been profitable and our net losses were \$12.8 million and \$9.8 million for the three months ended September 30, 2015 and 2014, and were \$36.7 million and \$26.9 million for the nine months ended September 30, 2015 and 2014, respectively. Substantially all of our net losses resulted from costs incurred in connection with research and development programs, general and administrative costs associated with our operations. We expect to incur significant expenses and increasing operating losses for the foreseeable future. We expect our expenses to increase in connection with our ongoing activities, including, among others:

- completing the clinical development of ETC-1002;
- undertaking development activities on a fixed-dose combination of ETC-1002 and ezetimibe;
- initiating a cardiovascular outcomes trial (CVOT) for ETC-1002;

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- seeking regulatory approval for ETC-1002;
- commercializing ETC-1002; and
- operating as a public company.

Accordingly, we will need additional financing to support our continuing operations. We will seek to fund our operations through public or private equity or debt financings or through other sources, which may include collaborations with third parties. Adequate additional financing may not be available to us on acceptable terms, or at all. Our failure to raise capital as and when needed would have a material adverse effect on our financial condition and our ability to pursue our business strategy or continue operations. We will need to generate significant revenues to achieve profitability and we may never do so.

***Product Overview***

ETC-1002, or bempedoic acid, the Company's lead product candidate, is an inhibitor of ACL, a well-characterized enzyme on the cholesterol biosynthesis pathway. ETC-1002 inhibits cholesterol synthesis, decreases intracellular cholesterol, up-regulates LDL-receptors, and causes increased LDL-C clearance and reduced plasma levels of LDL-C. ETC-1002 is being developed for patients with hypercholesterolemia. We acquired the rights to ETC-1002 from Pfizer in 2008. We own the exclusive worldwide rights to ETC-1002 and we are not obligated to make any royalty or milestone payments to Pfizer.

During the nine months ended September 30, 2015, we incurred \$12.9 million in expenses related to our Phase 2b clinical study in patients with hypercholesterolemia already receiving statin therapy (ETC-1002-009), our Phase 2 exploratory clinical safety study in patients with both hypercholesterolemia and hypertension (ETC-1002-014), and clinical pharmacology studies.

During the nine months ended September 30, 2014, we incurred \$12.0 million in expenses related to our Phase 2b clinical study in patients with hypercholesterolemia with or without statin intolerance (ETC-1002-008), our Phase 2b clinical study in patients with hypercholesterolemia already receiving statin therapy (ETC-1002-009), our Phase 2 exploratory clinical safety study in patients with both hypercholesterolemia and hypertension (ETC-1002-014), and clinical pharmacology studies.

We also have two other early-stage programs. We licensed one of these product candidates from the Cleveland Clinic Foundation (CCF) and are obligated to make certain royalty and milestone payments (consisting of cash and common stock) to CCF, including a minimum annual cash payment of \$50,000 during years when a milestone payment is not met. No milestone or royalty payments will be due to any third-party in connection with the development and commercialization of our other preclinical product candidate, ESP41091.

*Program Developments*

*ETC-1002-014 Phase 2 exploratory clinical safety study in patients with both hypercholesterolemia and hypertension*

On July 28, 2015, we announced top-line results for our Phase 2 ETC-1002-014 exploratory clinical safety study. ETC-1002-014 was a randomized, double-blind, multi-center, placebo-controlled, parallel group exploratory study that evaluated 180 mg of ETC-1002 versus placebo for six weeks in 144 patients with both hypercholesterolemia and hypertension. The primary endpoint of this clinical study was to assess the LDL-C lowering efficacy of ETC-1002 monotherapy versus placebo. Secondary endpoints were to characterize the safety and tolerability of ETC-1002 in patients with co-morbid hypertension; assess the effect of ETC-1002 on systolic blood pressure and diastolic blood pressure; assess the effect of ETC-1002 on additional lipid and cardiometabolic risk markers, including high-sensitivity C-reactive protein (hsCRP); and characterize the safety and tolerability of ETC-1002. A total of 143 patients with hypercholesterolemia and hypertension were washed out of any lipid-regulating and blood pressure therapies for up to six weeks prior to initiating therapy with ETC-1002 or placebo. 71 patients received ETC-1002 180 mg and 72 patients received placebo. While analyses of the complete safety and efficacy results from ETC-1002-014 are ongoing, the top-line results of this exploratory clinical safety study are summarized as follows:

- ETC-1002-treated patients achieved LDL-C lowering of 21% at six weeks (24% greater than placebo,  $p < 0.0001$ ).
- Levels of hsCRP were reduced by 25% with ETC-1002 (44% greater than placebo,  $p < 0.0001$ ).
- ETC-1002 was safe and well tolerated, with neutral effects on all blood pressure measures and no muscle-related AEs or ETC-1002-related SAEs.

*ETC-1002-009 Phase 2b clinical study in patients with hypercholesterolemia already receiving statin therapy*

On March 17, 2015, we announced top-line results for our Phase 2b ETC-1002-009 clinical study. ETC-1002-009 was a randomized, double-blind, multi-center placebo-controlled Phase 2b clinical study that evaluated 180 mg and 120 mg of ETC-1002 versus placebo for 12 weeks in 134 patients already receiving stable statin therapy. The primary endpoint of this clinical study was to assess the LDL-C lowering efficacy of ETC-1002 in patients with hypercholesterolemia already on stable statin therapy. Secondary



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endpoints included assessment of the dose response of ETC-1002, assessment of the effect of ETC-1002 on additional lipid and cardiometabolic risk markers including hsCRP and characterization of safety, tolerability and rates of muscle-related AEs. While analyses of the complete efficacy and safety results from ETC-1002-009 are ongoing, the top-line results of this clinical study are summarized as follows:

**LDL-C Percent Change from Baseline to Week 12 Endpoint**

| Treatment Group | Number of Patients | LDL-cholesterol Baseline Mean (SD) mg/dL | LDL-cholesterol Week 12 Endpoint Mean (SD) mg/dL | LS Mean (SE) | Average Additional Percent Change from Baseline, Beyond Stable Statin Therapy Alone | P Value vs. placebo |
|-----------------|--------------------|--|--|--------------|---|---------------------|
| ETC-1002 180 mg | 43                 | 143(28)                                  | 104(31)  |              | 24%(4)  | <0.0001             |
| ETC-1002 120 mg | 41                 | 134(20)                                  | 112(27)  |              | 17%(4)  | 0.0055              |
| Placebo         | 43                 | 132(22)                                  | 128(31)  |              | 4%(4)   |                     |

LS = least squares; SD = standard deviation; SE = standard error; mITT population

**hsCRP Nonparametric Analysis**

| Treatment       | Number of Patients | Baseline Level (mg/L) | Percent Change from Baseline Median Change, Beyond Stable Statin Therapy Alone | P Value vs. placebo |
|-----------------|--------------------|-----------------------|--|---------------------|
| ETC-1002 180 mg | 38                 | 1.95                  | 30%  | 0.08                |
| ETC-1002 120 mg | 38                 | 1.80                  | 22%  | 0.26                |
| Placebo         | 39                 | 1.70                  | 0%   |                     |

mITT population

- LDL-C levels after 12 weeks of treatment of ETC-1002, the primary endpoint of the study, were reduced by an additional 24% (p<0.0001) for patients dosed with ETC-1002 180 mg and 17% (p=0.0055) for patients dosed with ETC-1002 120 mg, beyond stable statin therapy alone, compared to an average reduction of 4% for patients who received placebo.

- hsCRP, a marker of inflammation in coronary disease, was reduced by an additional 30% (p=0.08) for

patients dosed with ETC-1002 180 mg and 22% (p=0.26) for patients dosed with ETC-1002 120 mg, beyond stable statin therapy alone, after 12 weeks of therapy versus 0% reduction with placebo.

- Discontinuation rates for ETC-1002 were low, less than those seen with placebo and were not muscle-related.

#### *Phase 3 Clinical Studies*

In August 2015, we held our End-of-Phase 2 meeting with the FDA and, in September 2015, we received the official End-of-Phase 2 Meeting Minutes from the FDA. Based on our meeting and receipt of the official Meeting Minutes, in September 2015, we announced an update regarding our ETC-1002 global Phase 3 clinical development strategy.

We plan to conduct multiple Phase 3 clinical studies that will separately evaluate patients with statin intolerance, as well as patients who are inadequately treated despite maximally tolerated statin therapy. This dual strategy focuses development on the hypercholesterolemia patient populations with high unmet medical needs: statin intolerance, HeFH and ASCVD. This strategy leverages the profile of ETC-1002 to uniquely address the needs of the statin intolerant patient population while also addressing the larger patient populations taking maximally tolerated statin therapy but who still require additional LDL-C lowering.

For the statin intolerant patient population, we are working with key opinion leaders and will continue to seek advice from global regulatory authorities on the design of the Phase 3 program. Specifics of the Phase 3 development program are anticipated to be finalized in the first half of 2016.

For patients on maximally tolerated statin therapy who require additional LDL-C lowering, we plan to conduct efficacy and long-term safety studies. We intend to initiate a global long-term safety study for ETC-1002 as an add-on to statins by the end of 2015.

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FDA has encouraged us to initiate a CVOT promptly, which would be well underway at the time of the New Drug Application submission and review, since any concern regarding the benefit/risk assessment of ETC-1002 could necessitate a completed CVOT before approval.

*FDA Action Related to Partial Clinical Holds*

In 2009, upon submission of the original IND for ETC-1002, the FDA had determined that ETC-1002 was a potential peroxisome proliferator activated receptor (PPAR) agonist and as a result was subject to a partial clinical hold. The partial clinical hold permitted clinical studies of up to six months in duration for ETC-1002, but required us to evaluate the drug candidate in two-year rat and mouse carcinogenicity studies before initiating clinical studies of longer than six months in duration. On January 12, 2015, we announced the submission to the FDA of a complete response to the PPAR partial clinical hold. On February 2, 2015, we announced that the FDA removed the PPAR partial clinical hold on ETC-1002. The removal of the PPAR partial clinical hold by the FDA will allow us to conduct clinical studies of longer than six months in duration, including the planned Phase 3 global long-term safety study.

In 2012, the FDA limited our ability to dose ETC-1002 above 240 mg in our clinical studies with a partial clinical hold for doses above this level. On January 12, 2015, we announced the submission to the FDA of a response to the 240 mg partial clinical hold. On July 7, 2015, we announced that the FDA removed the 240 mg partial clinical hold on ETC-1002. The removal of the 240 mg partial clinical hold by the FDA will allow ETC-1002 to be used at doses above 240 mg in clinical studies.

**Financial Operations Overview**

*Revenue*

To date, we have not generated any revenue. In the future, we may generate revenue from the sale of ETC-1002 or our other product candidates. If we fail to complete the development of ETC-1002 or our other product candidates and secure approval from regulatory authorities, our ability to generate future revenue and our results of operations and financial position will be adversely affected.

*Research and Development Expenses*

Since our inception, we have focused our resources on our research and development activities, including conducting nonclinical, preclinical and clinical studies. Our research and development expenses consist primarily of costs incurred in connection with the development of ETC-1002, which include:

- expenses incurred under agreements with consultants, contract research organizations (CROs) and investigative sites that conduct our preclinical and clinical studies;

- the cost of acquiring, developing and manufacturing clinical study materials;
- employee-related expenses, including salaries, benefits, stock-based compensation and travel expenses;
- allocated expenses for rent and maintenance of facilities, insurance and other supplies; and
- costs related to compliance with regulatory requirements.

We expense research and development costs as incurred. To date, substantially all of our research and development work has been related to ETC-1002. Costs for certain development activities, such as clinical studies, are recognized based on an evaluation of the progress to completion of specific tasks using data such as patient enrollment, clinical site activations or information provided to us by our vendors. Our direct research and development expenses consist principally of external costs, such as fees paid to investigators, consultants, central laboratories and CROs in connection with our clinical studies. We do not allocate acquiring and manufacturing clinical study materials, salaries, stock-based compensation, employee benefits or other indirect costs related to our research and development function to specific programs.

Our research and development expenses are expected to increase in the foreseeable future. Costs associated with ETC-1002 will increase as we initiate our Phase 3 clinical program and a CVOT. We cannot determine with certainty the duration and completion costs associated with the ongoing or future clinical studies of ETC-1002. Also, we cannot conclude with certainty if, or when, we will generate revenue from the commercialization and sale of ETC-1002 or our other product candidates for which we obtain regulatory approval, if ever. We may never succeed in obtaining regulatory approval for any of our product candidates, including ETC-1002. The duration, costs and timing associated with the development and commercialization of ETC-1002 and our other product candidates will depend on a variety of factors, including uncertainties associated with the results of our clinical studies and our ability to obtain regulatory approval. For example, if the FDA or another regulatory authority were to require us to conduct clinical studies beyond those that we currently anticipate will be required for the completion of clinical development or post-commercialization clinical studies of ETC-1002, or if we experience significant delays in enrollment in any of our clinical studies, we could be required to

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expend significant additional financial resources and time on the completion of clinical development or post-commercialization clinical studies of ETC-1002.

***General and Administrative Expenses***

General and administrative expenses primarily consist of salaries and related costs for personnel, including stock-based compensation and travel expenses, associated with our executive, accounting and finance, operational and other administrative functions. Other general and administrative expenses include facility related costs, communication expenses and professional fees for legal, patent prosecution, protection and review, consulting and accounting services.

We anticipate that our general and administrative expenses will increase in the future in connection with the continued research and development and commercialization of ETC-1002, increases in our headcount, expansion of our information technology infrastructure, and increased expenses associated with being a public company and complying with exchange listing and Securities and Exchange Commission (SEC) requirements, including the additional complexities and related costs of our transition from an emerging growth company to a large accelerated filer under the rules of the SEC. These increases will likely include higher legal, compliance, accounting and investor and public relations expenses.

***Interest Expense***

Interest expense consists primarily of cash interest costs associated with our credit facility and non-cash interest costs associated with the amortization of the related debt discount, deferred issuance costs and final payment fee.

**Critical Accounting Policies and Significant Judgments and Estimates**

Our discussion and analysis of our financial condition and results of operations is based on our financial statements, which have been prepared in accordance with generally accepted accounting principles in the United States of America. The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of assets, liabilities and expenses and the disclosure of contingent assets and liabilities in our financial statements. We evaluate our estimates and judgments on an ongoing basis, including those related to accrued expenses and stock-based compensation. We base our estimates on historical experience, known trends and events, contractual milestones and other various factors that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Our actual results may differ from these estimates under different assumptions or conditions.

In April 2015, the Financial Accounting Standards Board issued Accounting Standards Update 2015-03 which simplifies the presentation of debt issuance costs by requiring that debt issuance costs related to a recognized debt liability be presented on the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts, rather than as a deferred charge. The recognition and measurement guidance for debt issuance costs are not affected by the amendment. We early-adopted the amendment effective January 1, 2015,

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which resulted in a change in the balance sheet presentation of net debt; in prior period disclosures the debt issuance costs related to our debt liability were presented on the balance sheet as deferred charges within Other prepaid and current assets. Upon adoption of the amended guidance, the debt issuance costs associated with our debt liability are presented on the balance sheet as a direct deduction from the carrying amount of the debt liability. Within the September 30, 2015, and December 31, 2014, balance sheets, Long-term debt, net of discount and issuance costs includes \$0.1 million and \$0.1 million, respectively, of debt issuance costs.

With the exception of the adoption of the accounting standard noted above, there have been no material changes to the significant accounting policies previously disclosed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2014.

### Results of Operations

#### *Comparison of the Three Months Ended September 30, 2015 and 2014*

The following table summarizes our results of operations for the three months ended September 30, 2015 and 2014:

|                             | Three Months Ended September 30, |            | Change     |
|-----------------------------|----------------------------------|------------|------------|
|                             | 2015                             | 2014       |            |
|                             | (Unaudited, in thousands)        |            |            |
| <b>Operating Expenses:</b>  |                                  |            |            |
| Research and development    | \$ 7,247                         | \$ 7,174   | \$ 73      |
| General and administrative  | 5,672                            | 2,526      | 3,146      |
| <b>Loss from operations</b> | (12,919)                         | (9,700)    | (3,219)    |
| Interest expense            | (130)                            | (135)      | 5          |
| Other income, net           | 248                              | 29         | 219        |
| <b>Net loss</b>             | \$ (12,801)                      | \$ (9,806) | \$ (2,995) |

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***Research and development expenses***

Research and development expenses for the three months ended September 30, 2015, were \$7.2 million, compared to \$7.2 million for the three months ended September 30, 2014. Research and development expenses are primarily related to the further clinical development of ETC-1002.

***General and administrative expenses***

General and administrative expenses for the three months ended September 30, 2015, were \$5.7 million, compared to \$2.5 million for the three months ended September 30, 2014, an increase of approximately \$3.2 million. The increase in general and administrative expenses was primarily attributable to costs to support public company operations, increases in our headcount, which includes increased stock-based compensation expense, and other costs to support our growing organization.

***Interest expense***

We incurred interest expense of \$0.1 million for the three months ended September 30, 2015, compared to \$0.1 million in interest expense for the three months ended September 30, 2014. Interest expense was related to our credit facility.

***Other income, net***

Other income, net for the three months ended September 30, 2015, was \$0.2 million, compared to less than \$0.1 million for the three months ended September 30, 2014. This increase was primarily related to an increase in interest income earned on our cash, cash equivalents and investment securities.

**Results of Operations**

***Comparison of the Nine Months Ended September 30, 2015 and 2014***

The following table summarizes our results of operations for the nine months ended September 30, 2015 and 2014:

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|                             | Nine Months Ended September 30, |                    |                   |
|-----------------------------|---------------------------------|--------------------|-------------------|
|                             | 2015                            | 2014               | Change            |
|                             | (Unaudited, in thousands)       |                    |                   |
| <b>Operating Expenses:</b>  |                                 |                    |                   |
| Research and development    | \$ 21,846                       | \$ 19,102          | \$ 2,744          |
| General and administrative  | 14,960                          | 7,742              | 7,218             |
| <b>Loss from operations</b> | <b>(36,806)</b>                 | <b>(26,844)</b>    | <b>(9,962)</b>    |
| Interest expense            | (399)                           | (136)              | (263)             |
| Other income, net           | 543                             | 62                 | 481               |
| <b>Net loss</b>             | <b>\$ (36,662)</b>              | <b>\$ (26,918)</b> | <b>\$ (9,744)</b> |

*Research and development expenses*

Research and development expenses for the nine months ended September 30, 2015, were \$21.8 million, compared to \$19.1 million for the nine months ended September 30, 2014, an increase of \$2.7 million. The increase in research and development expenses is primarily related to the further clinical development of ETC-1002.

*General and administrative expenses*

General and administrative expenses for the nine months ended September 30, 2015, were \$15.0 million, compared to \$7.7 million for the nine months ended September 30, 2014, an increase of approximately \$7.3 million. The increase in general and administrative expenses was primarily attributable to costs to support public company operations, increases in our headcount, which includes increased stock-based compensation expense, and other costs to support our growing organization.

*Interest expense*

We incurred interest expense of \$0.4 million for the nine months ended September 30, 2015, compared to \$0.1 million in interest expense for the nine months ended September 30, 2014. The increase in interest expense was related to our credit facility.

*Other income, net*

Other income, net for the nine months ended September 30, 2015, was \$0.5 million, compared to less than \$0.1 million for the nine months ended September 30, 2014. This increase was primarily related to an increase in interest income earned on our cash, cash equivalents and investment securities.



Table of Contents**Liquidity and Capital Resources**

We have funded our operations to date primarily through proceeds from sales of preferred stock, convertible promissory notes and warrants, public offerings of common stock and the incurrence of indebtedness. In July 2013, we completed our initial public offering (IPO), whereby we sold 5,750,000 shares of common stock (including 750,000 shares of common stock sold by us pursuant to the underwriters' exercise in full of their over-allotment option) at a price of \$14.00 per share for net proceeds of \$72.2 million. In June 2014, we entered into a loan and security agreement (the credit facility) with Oxford Finance LLC whereby we received net proceeds of \$4.9 million from the issuance of secured promissory notes under a term loan as part of the facility. In October 2014, we sold 4,887,500 shares of common stock (including 637,500 shares of common stock sold by us pursuant to the underwriters' exercise in full of their over-allotment option) at a price of \$20.00 per share for net proceeds of \$91.6 million. In March 2015, we sold 2,012,500 shares of common stock (including 262,500 shares of common stock sold by us pursuant to the underwriters' exercise in full of their over-allotment option) at a price of \$100.00 per share for net proceeds of \$190.0 million. To date, we have not generated any revenue and we anticipate that we will continue to incur losses for the foreseeable future.

As of September 30, 2015, our primary sources of liquidity were our cash and cash equivalents and available-for-sale investments, which totaled \$80.8 million and \$221.5 million, respectively. We invest our cash equivalents and investments in highly liquid, interest-bearing investment-grade and government securities to preserve principal.

The following table summarizes the primary sources and uses of cash for the periods presented below:

|  | <b>Nine Months Ended September 30,</b> |                    |
|--|--|--------------------|
|  | <b>2015</b>                            | <b>2014</b>        |
|  | <b>(in thousands)</b>                  |                    |
| Cash used in operating activities                | \$ (29,707)                            | \$ (23,813)        |
| Cash (used in) provided by investing activities  | (165,413)                              | 2,285              |
| Cash provided by financing activities            | 190,906                                | 5,223              |
| <b>Net decrease in cash and cash equivalents</b> | <b>\$ (4,214)</b>                      | <b>\$ (16,305)</b> |

***Operating Activities***

We have incurred and expect to continue to incur, significant costs in the areas of research and development, regulatory and other clinical study costs, associated with the development of ETC-1002 and our operations.

Net cash used in operating activities totaled \$29.7 million and \$23.8 million for the nine months ended September 30, 2015 and 2014, respectively. The primary use of our cash was to fund the development of ETC-1002, adjusted for non-cash expenses such as stock-based compensation expense, depreciation and amortization and changes in working capital.

***Investing Activities***

Net cash used in investing activities of \$165.4 million for the nine months ended September 30, 2015, consisted primarily of purchases of highly liquid, interest bearing investment-grade and government securities.

***Financing Activities***

Net cash provided by financing activities of \$190.9 million for the nine months ended September 30, 2015, related primarily to the proceeds from our underwritten public offering of common stock.

***Plan of Operations and Funding Requirements***

We expect to continue to incur significant expenses and increasing operating losses for the foreseeable future as we progress through the ETC-1002 clinical development program. We expect that our existing cash and cash equivalents and available-for-sale investments will enable us to fund our operating expenses and capital expenditure requirements through at least the end of 2018 and the potential approval of ETC-1002, and that we will likely need to raise additional capital thereafter to continue to fund the further development and commercialization of ETC-1002 and our operations. We announced top-line results from our Phase 2b ETC-1002-008 and ETC-1002-009 clinical studies in October 2014, and March 2015, respectively, and from our Phase 2 ETC-1002-014 exploratory clinical safety study in July 2015. We held an End-of-Phase 2 meeting with the FDA in August 2015. We intend to initiate a global long-term safety study for ETC-1002 by the end of 2015. The FDA has encouraged us to initiate a CVOT promptly, which, if undertaken, we expect to result in us expending significantly more resources than if we do not, or are not required to, undertake a CVOT. We have based these estimates on assumptions that may prove to be wrong and we may use our available capital resources sooner than we currently expect. Because of the numerous risks and uncertainties associated with the development and commercialization of ETC-1002 and the extent to which we may enter into collaborations with pharmaceutical partners regarding the development and commercialization of ETC-1002, we are unable to estimate the amounts of increased capital outlays and operating

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expenses associated with completing the development and commercialization of ETC-1002. Our future funding requirements will depend on many factors, including, but not limited to:

- our ability to successfully develop and commercialize ETC-1002 and our other product candidates;
- the costs, timing and outcomes of our ongoing and planned clinical studies of ETC-1002;
- the time and cost necessary to obtain regulatory approvals for ETC-1002, if at all;
- our ability to establish a sales, marketing and distribution infrastructure to commercialize ETC-1002 in the United States and abroad or our ability to establish any future collaboration or commercialization arrangements on favorable terms, if at all;
- the costs of preparing, filing and prosecuting patent applications, maintaining and enforcing our intellectual property rights and defending intellectual property-related claims; and
- the implementation of operational and financial information technology.

Until such time, if ever, as we can generate substantial product revenues, we expect to finance our cash needs through a combination of equity offerings, debt financings, collaborations, strategic alliances and licensing arrangements. We do not have any committed external source of funds. To the extent that we raise additional capital through the sale of equity or convertible debt securities, the ownership interest of our stockholders will be diluted and the terms of these securities may include liquidation or other preferences that adversely affect your rights as a common stockholder. Debt financing, if available, may involve agreements that include covenants limiting or restricting our ability to take specific actions, such as incurring additional debt, making capital expenditures or declaring dividends. If we raise additional funds through collaborations, strategic alliances or licensing arrangements with pharmaceutical partners, we may have to relinquish valuable rights to our technologies, future revenue streams or ETC-1002 or grant licenses on terms that may not be favorable to us. If we are unable to raise additional funds through equity or debt financings or through collaborations, strategic alliances or licensing arrangements when needed, we may be required to delay, limit, reduce or terminate our product development or future commercialization efforts or grant rights to develop and market ETC-1002 that we would otherwise prefer to develop and market ourselves.

**Contractual Obligations and Commitments**

We were originally party to a single lease that covered both office and laboratory space in Plymouth, Michigan. The Plymouth lease, as amended over time, was scheduled to expire in April 2014. In February 2014, we signed a new lease to move our principal executive offices to Ann Arbor, Michigan, while still maintaining our laboratory space in Plymouth. The Ann Arbor lease has a term of 63 months and provides for fixed monthly rent of approximately \$7,900, with monthly rent increasing every 12 months, and also provides for certain rent adjustments to be paid as determined by the landlord. In May 2014, we amended the Plymouth lease to (i) extend the expiration date from April 2014 to April 2017, (ii) adjust the rentable space to 3,045 square feet, (iii) adjust our proportionate share of the landlord's expenses and taxes to 7.40%, (iv) extend our option to renew for one term of three years through written notice to the landlord by February 2017 and (v) decrease the annual base rent to \$37,000, subject to certain increase and adjustments.

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We are also party to a license agreement pursuant to which we are obligated to make future minimum annual payments of \$50,000 in years during which milestone payments are not triggered under the agreement. In addition, we are also contractually obligated to issue up to an aggregate of 11,451 shares of common stock upon various milestones set forth in the agreement.

In June 2014, we entered into a credit facility which provided for an initial borrowing of \$5.0 million and additional borrowings of \$15.0 million until March 2015. We received proceeds of \$4.9 million, net of issuance costs, from the issuance of secured promissory notes under a term loan as part of the credit facility and we have not drawn upon any additional borrowings. Under the credit facility, we are obligated to make monthly, interest-only payments on the term loan funded until July 1, 2015, and, thereafter, to pay 36 consecutive, equal monthly installments of principal and interest from August 1, 2015, through July 1, 2018. The term loan outstanding under the credit facility bears interest at an annual rate of 6.40%. In addition, a final payment equal to 8.0% of the amount drawn upon under the credit facility is due upon the earlier of the maturity date or prepayment of the term loan.

There have been no material changes to our contractual obligations and commitments outside the ordinary course of business from those disclosed above.

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

We do not currently have, nor did we have during the periods presented, any off-balance sheet arrangements as defined by Securities and Exchange Commission rules.

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

We had cash and cash equivalents and available-for-sale investments of approximately \$80.8 million and \$221.5 million at September 30, 2015, and \$85.0 million and \$56.5 million at December 31, 2014, respectively. The primary objectives of our investment activities are to preserve principal, provide liquidity and maximize income without significantly increasing risk. Our primary exposure to market risk relates to fluctuations in interest rates which are affected by changes in the general level of U.S. interest rates. Given the short-term nature of our cash and cash equivalents, we believe that a sudden change in market interest rates would not be expected to have a material impact on our financial condition and/or results of operation. We do not have any foreign currency or other derivative financial instruments.

We do not believe that our cash and cash equivalents and available-for-sale investments have significant risk of default or illiquidity. While we believe our cash and cash equivalents do not contain excessive risk, we cannot provide absolute assurance that in the future our investments will not be subject to adverse changes in market value. In addition, we maintain significant amounts of cash and cash equivalents at one or more financial institutions that are in excess of federally insured limits.

Inflation generally affects us by increasing our cost of labor and clinical study costs. We do not believe that inflation has had a material effect on our results of operations during the nine months ended September 30, 2015.

**Item 4. Controls and Procedures**

*Evaluation of Disclosure Controls and Procedures*

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in the reports that we file or submit under the Securities and Exchange Act of 1934 is (1) recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms and (2) accumulated and communicated to our management, including our President and Chief Executive Officer, who is our principal executive officer and principal financial officer, to allow timely decisions regarding required disclosure.

As of September 30, 2015, our management, with the participation of our principal executive officer and principal financial officer, evaluated the effectiveness of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities and Exchange Act of 1934). Our management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives and management necessarily applies its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Our principal executive officer and principal financial officer has concluded based upon the evaluation described above that, as of September 30, 2015, our disclosure controls and procedures were effective at the reasonable assurance level.

*Changes in Internal Control over Financial Reporting*

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There were no changes to our internal control over financial reporting that occurred during the period covered by this report that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

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**PART II OTHER INFORMATION**

**Item 1A. Risk Factors**

You should carefully review and consider the information regarding certain factors that could materially affect our business, financial condition or future results set forth under Item 1A. (Risk Factors) in our Annual Report on Form 10-K for the fiscal year ended December 31, 2014. Other than as set forth below, there have been no material changes from the factors disclosed in our 2014 Annual Report on Form 10-K, although we may disclose changes to such factors or disclose additional factors from time to time in our future filings with the Securities and Exchange Commission.

*The results of our Phase 2b ETC-1002-008 and ETC-1002-009 clinical studies and our Phase 2 ETC-1002-014 exploratory clinical safety study may not be indicative of results that we may obtain in later studies, including our planned Phase 3 clinical studies for ETC-1002, or guarantee approval of ETC-1002 by the FDA.*

There is a high failure rate for drugs proceeding through clinical studies. A number of companies in the pharmaceutical and biotechnology industries have suffered significant setbacks in later stage clinical studies even after achieving promising results in earlier stage clinical studies. Data obtained from clinical activities are subject to varying interpretations, which may delay, limit or prevent regulatory approval. In addition, regulatory delays or rejections may be encountered as a result of many factors, including changes in regulatory policy during the period of product development. In particular, the results of our Phase 2b ETC-1002-008 and ETC-1002-009 clinical studies and our Phase 2 ETC-1002-014 exploratory clinical safety study may not be indicative of results that we may obtain in our planned Phase 3 clinical studies for ETC-1002, nor do they guarantee approval of ETC-1002 by the FDA in a timely manner or at all.

*Commencing December 31, 2015, we will no longer be an emerging growth company, and the reduced disclosure requirements applicable to emerging growth companies will no longer apply to us.*

We are currently an emerging growth company, as defined in the Jumpstart Our Business Startups Act of 2012. Because as of June 30, 2015, the market value of our common stock that was held by non-affiliates exceeded \$700 million, we will no longer qualify for such status commencing December 31, 2015. As a large-accelerated filer, we will be subject to certain disclosure requirements that are applicable to other public companies that have not been applicable to us as an emerging growth company. These requirements include:

- compliance with the auditor attestation requirements in the assessment of our internal control over financial reporting;
- compliance with any requirement that may be adopted by the Public Company Accounting Oversight Board regarding mandatory audit firm rotation or a supplement to the auditor's report providing additional information about the audit and the financial statements;
- full disclosure obligations regarding executive compensation; and
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compliance with the requirements of holding a nonbinding advisory vote on executive compensation and shareholder approval of any golden parachute payments not previously approved.

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

#### **Use of Proceeds from Initial Public Offering of Common Stock**

On July 1, 2013, we closed the sale of 5,000,000 shares of common stock to the public at an initial public offering price of \$14.00 per share. On July 11, 2013, the underwriters exercised their over-allotment option in full, pursuant to which we sold an additional 750,000 shares of common stock at a price of \$14.00 per share. The offer and sale of the shares in the IPO was registered under the Securities Act pursuant to registration statements on Form S-1 (File No. 333-188595), which was filed with the SEC on May 14, 2013, and amended subsequently and declared effective on June 25, 2013, and Form S-1MEF (File No. 333-189590), which was filed with the SEC on June 25, 2013, and declared effective on June 25, 2013. Following the sale of the shares in connection with the closing of our IPO, the offering terminated. The offering did not terminate before all the securities registered in the registration statements were sold. The underwriters of the offering were Credit Suisse Securities (USA) LLC and Citigroup Global Markets Inc., acting as joint book-running managers for the offering and as representatives of the underwriters. JMP Securities LLC and Stifel, Nicolaus & Company, Incorporated acting as co-managers for the offering.



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We raised approximately \$72.2 million in net proceeds after deducting underwriting discounts and commissions of approximately \$5.6 million and other offering expenses of approximately \$2.7 million. No offering expenses were paid directly or indirectly to any of our directors or officers (or their associates) or persons owning ten percent or more of any class of our equity securities or to any other affiliates.

As of September 30, 2015, we have used approximately \$56.2 million of the net offering proceeds primarily to fund the ETC-1002 Phase 2b clinical program. We invested a significant portion of the balance of the net proceeds from the offering in cash equivalents and other short-term investments in accordance with our investment policy. None of such payments were direct or indirect payments to any of our directors or officers (or their associates), to persons owning ten percent or more of our common stock or to any other affiliates. As described in our final prospectus filed with the SEC on June 26, 2013, pursuant to Rule 424(b) under the Securities Act, the net proceeds from our IPO funded the clinical development of ETC-1002 through our End-of-Phase 2 meeting with the FDA held in August 2015, and we expect to use the remaining net proceeds from our IPO for working capital and general corporate purposes, including funding the costs of operating as a public company.

**Item 6. Exhibits**

The exhibits filed or furnished as part of this Quarterly Report on Form 10-Q are set forth on the Exhibit Index, which Exhibit Index is incorporated herein by reference.

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

ESPERION THERAPEUTICS, INC.

November 5, 2015

By:

/s/ Tim M. Mayleben

Tim M. Mayleben

*President and Chief Executive Officer*

*(Principal Executive Officer and Principal*

*Financial Officer)*

Table of Contents**EXHIBIT INDEX**

| Exhibit No. | Description  | Form or Schedule | Incorporated by Reference to: |                      |                 |
|-------------|--|------------------|-------------------------------|----------------------|-----------------|
|             |  |                  | Exhibit No.                   | Filing Date with SEC | SEC File Number |
| 3.1         | Amended and Restated Certificate of Incorporation of the Registrant.   | S-1/A            | 3.1                           | 6/12/2013            | 333-188595      |
| 3.2         | Amended and Restated By-Laws of the Registrant.  | S-1/A            | 3.2                           | 6/12/2013            | 333-188595      |
| 4.1         | Specimen Common Stock Certificate of the Registrant.   | S-1/A            | 4.1                           | 6/12/2013            | 333-188595      |
| 31.1*       | Certification of Principal Executive Officer and Principal Financial Officer pursuant to Exchange Act rules 13a-14 or 15d-14.                                  |                  |                               |                      |                 |
| 32.1+       | Certification of Principal Executive Officer and Principal Financial Officer pursuant to Exchange Act rules 13a-14(b) or 15d-14(b) and 18 U.S.C. Section 1350. |                  |                               |                      |                 |
| 101.INS*    | XBRL Instance Document.  |                  |                               |                      |                 |
| 101.SCH*    | XBRL Taxonomy Extension Schema Document.   |                  |                               |                      |                 |
| 101.CAL*    | XBRL Taxonomy Extension Calculation Document.  |                  |                               |                      |                 |
| 101.DEF*    | XBRL Taxonomy Extension Definition Linkbase Document.  |                  |                               |                      |                 |
| 101.LAB*    | XBRL Taxonomy Extension Labels Linkbase Document.  |                  |                               |                      |                 |
| 101.PRE*    | XBRL Taxonomy Extension Presentation Link Document.  |                  |                               |                      |                 |

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\* Filed herewith.

+ The certification furnished in Exhibit 32.1 hereto is deemed to be furnished with this Quarterly Report on Form 10-Q and will not be deemed to be filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, except to the extent that the Registrant specifically incorporates it by reference.

