

SECURITIES AND EXCHANGE COMMISSION

FORM 8-K

Current report filing

Filing Date: **2013-01-09** | Period of Report: **2013-01-07**  
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FILER

**Alliqua, Inc.**

CIK: [1054274](#) | IRS No.: **582349413** | State of Incorporation: **FL** | Fiscal Year End: **1220**  
Type: **8-K** | Act: **34** | File No.: [000-29819](#) | Film No.: **13520577**  
SIC: **3841** Surgical & medical instruments & apparatus

Mailing Address  
850 THIRD AVENUE  
SUITE 1801  
NEW YORK NY 10022

Business Address  
850 THIRD AVENUE  
SUITE 1801  
NEW YORK NY 10022  
800-518-4879

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

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**FORM 8-K**

**CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934**

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Date of Report (Date of earliest event reported): January 7, 2013

**Alliqua, Inc.**

(Exact Name of Registrant as Specified in its  
Charter)

**Florida**

(State or other jurisdiction  
of incorporation)

**000-29819**

(Commission File Number)

**58-2349413**

(IRS Employer  
Identification No.)

**850 Third Avenue  
Suite 1801**

**New York, New York**

(Address of principal executive offices)

**10022**

(Zip Code)

Registrant's telephone number, including area code: (646) 218-1450

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(Former name or former address, if changed since last  
report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4 (c) under the Exchange Act (17 CFR 240.13e-4(c))
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**ITEM 8.01 OTHER EVENTS.**

On January 7, 2013, James Sapirstein, President and CEO, of Alliqua, Inc. (the “Company”) presented an overview of the Company’s business and recent developments at Biotech Showcase 2013, held January 7-9, 2013, at the Parc 55 Wyndham Union Square Hotel in San Francisco, California. A copy of the presentation is attached as Exhibit 99.1 to this report.

**ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.**

(d) Exhibits

<b>Exhibit Number</b>	<b>Description</b>
<a href="#">99.1</a>	Slide show presentation dated January 7, 2013.

## 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 hereunto duly authorized.

**ALLIQUA, INC.**

Dated: January 9, 2013

By: /s/ Steven Berger

\_\_\_\_\_  
Name: Steven Berger

Title: Chief Financial Officer

## EXHIBIT INDEX

<b>Exhibit Number</b>	<b>Description</b>
<a href="#">99.1</a>	Slide show presentation dated January 7, 2013.



**Alliqua**™

*A Biomedical Products Company*

January, 7 2013  
Biotech Showcase

# Safe Harbor

This presentation contains forward-looking statements. Forward-looking statements are generally identifiable by the use of words like "may," "will," "should," "could," "expect," "anticipate," "estimate," "believe," "intend,"

or "project" or the negative of these words or other variations on these words or comparable terminology. The

reader is cautioned not to put undue reliance on these forward-looking statements, as these statements are subject to numerous factors and uncertainties outside of the our control that can make such statements untrue, including, but not limited to, inadequate capital, adverse economic conditions, intense competition, lack of meaningful research results, entry of new competitors and products, adverse federal, state and local government regulation, termination of contracts or agreements, technological obsolescence of our products, technical problems with our research and products, price increases for supplies and components, inability to carry out research, development and commercialization plans, loss or retirement of key executives and research scientists and other specific risks. We currently have no commercial products intended to diagnose, treat, prevent or cure any disease. The statements contained in this presentation regarding our ongoing research and development and the results attained by us to-date have not been evaluated by the Food and Drug Administration. There can be no assurance that further research and development, and/or whether clinical trial results, if any, will validate and support the results of our preliminary research and studies. Further, there can be no assurance that the necessary regulatory approvals will be obtained or that we will be able to develop new products on the basis of our technologies. In addition, other factors that could cause actual results to differ materially are discussed in our Annual Report on Form 10-K filed with the SEC on March 29, 2012 and our most recent Form 10-Q filings with the SEC. Investors and security holders are urged to read these documents free of charge on the SEC's web site at [www.sec.gov](http://www.sec.gov). We undertake no obligation to publicly update or revise our forward-looking statements as a result of new information, future events or otherwise.

# Alliqua Strategic Vision

To improve patient care and quality of life across a broad range of market segments, including wound healing, through the innovation and commercialization of topically and systemically delivered biotherapeutics using our proprietary hydrogel technology.

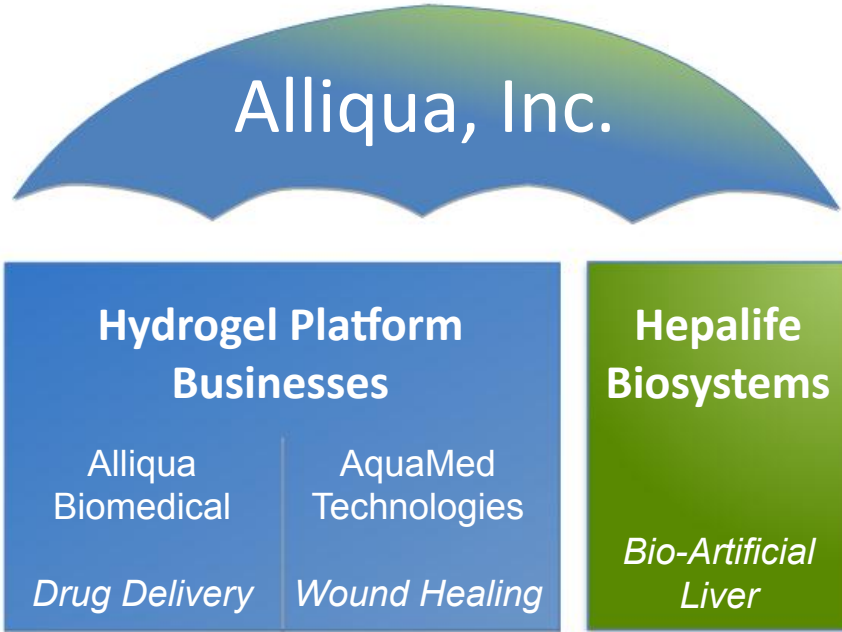




# Corporate Snapshot

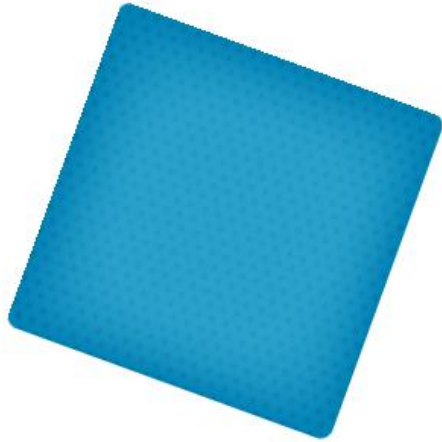
- ◆ Went public 2010
- ◆ Marketed products
  - ◇ SilverSeal<sup>®</sup> antimicrobial dressing
  - ◇ Hydress<sup>®</sup> non-medicated dressing
- ◆ Expand portfolio via strategic in-licensing, internal development
- ◆ Three businesses
  - ◇ Alliqua Biomedical (drug delivery)
  - ◇ AquaMed Technologies (wound healing, contract research)
  - ◇ Hepalife (bio-artificial liver system)

# Three Distinct Market Segments



# Hydrogel Platform:

## *Foundation of Alliqua and AquaMed*



### Versatile Transdermal Drug Delivery Technology

- Cross-linked aqueous polymer gel on colloidal sheets
- Numerous chemical configurations and physical properties
- 3D cross-linked networks of water-soluble polymers
- Electron beam cross-linked
- Up to 97% water composition
- Proprietary manufacturing processes

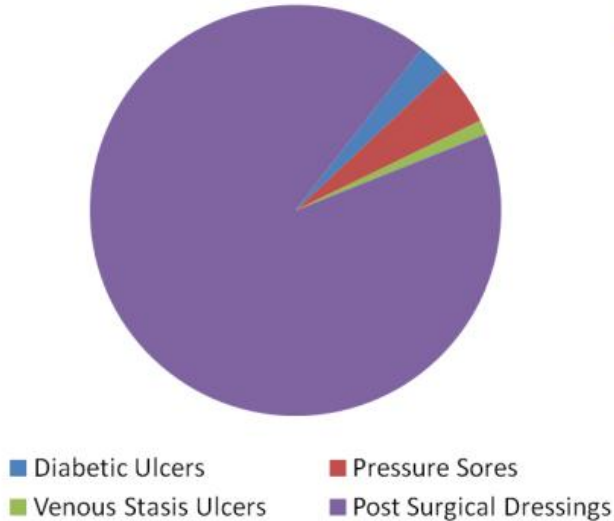
# Alliqua Biomedical Business Unit

- ◆ Current products: SilverSeal<sup>®</sup> and Hydress<sup>®</sup>
  - ◇ HCPCS reimbursement designations\*
- ◆ Next steps: expand infrastructure and product lines
  - ◇ Pre-operative and post-operative dressings
  - ◇ Gram positive antibiotics
  - ◇ Enzymatic debridement agents
  - ◇ Biological modulators
- ◆ Explore non-traditional markets: military, global health initiatives

*\* Note: Local coverage determinations for all Medicare jurisdictions allow for daily use of product.*

# Wound Care: Market Size

U.S. Wound Care Market  
(in millions)



U.S. Wound Care Market  
Increasing to \$2.8B by 2016<sup>1</sup>

- 1.3M new cases of diabetic foot ulceration annually<sup>2</sup>
- 2.5M treated for pressure sores annually (60,000 die from complications)<sup>3</sup>
- 600,000 Americans treated annually for venous stasis ulcers<sup>4</sup>
- 48M inpatient surgical procedures performed annually<sup>5</sup>
- 400,000 moderate-severe burns annually, 40,000 require hospitalization<sup>6</sup>

<sup>1</sup> Millennium Research Group (MRG) US Markets for Wound Care Biomaterials 2012 report

<sup>2</sup> GlobalData presentations 2012 ADA Scientific Sessions

<sup>3</sup> American Geriatric Society: State of the Art: Pressure Ulcers; May 2012

<sup>4</sup> Hankin et al, Clinical and Cost Efficacy of Advanced Wound Care Matrices for Venous Ulcers; Vol. 18, No. 5 June 2012

<sup>5</sup> Journal of Managed Care Pharmacy

<sup>5</sup> CDC National Hospital Discharge Survey: 2009 table, Procedures by selected patient characteristics - Number by procedure

<sup>8</sup> category and age

<sup>6</sup> WHO Burn Fact Sheet May 2012

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 **Alliqua**<sup>™</sup>  
A Biomedical Products Company

# Wound Care:

## *SilverSeal*®

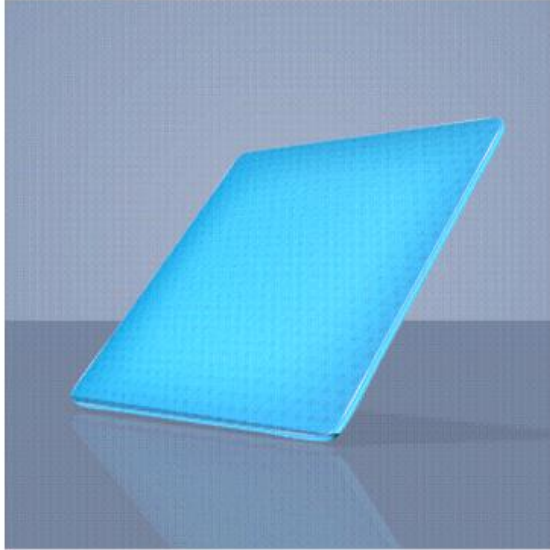


- Manages bacterial burden
- Continuous antimicrobial protection
- Superior fluid management
- No need to pre-wet or re-wet
- 7 day wear time
- Provides moist environment
- Very comfortable, painless application and removal
- Cost effective



# Wound Care:

## *Hydress*®



- Non-medicated dressing
- Improved wound healing
- Highly breathable
- Non-bonding
- Thin physical profile
- Very comfortable
- Class I exempt device, no FDA submission required



# Manufacturing Facilities



- 16,500 sq. ft. facility in PA
- 1 of 2 manufacturers in the world
- Can handle significant growth
- FDA registered
- cGMP compliant
- High barrier to entry
  - Expensive to replace
  - 2 - 3 year lead time
  - Proprietary processes



# Contract Research Business Unit

- ◆ Revenue generator poised for growth
- ◆ Hydrogel is applicable to a wide range of products:
  - ◇ Wound healing: basic moist dressings, advanced dressings incorporating actives or drugs
  - ◇ Cosmetics
  - ◇ Conductive adhesives
  - ◇ Temperature control
  - ◇ Drug delivery: passive, iontophoretic
- ◆ Current revenue stream derived from CRO business



# Hepalife Business Unit

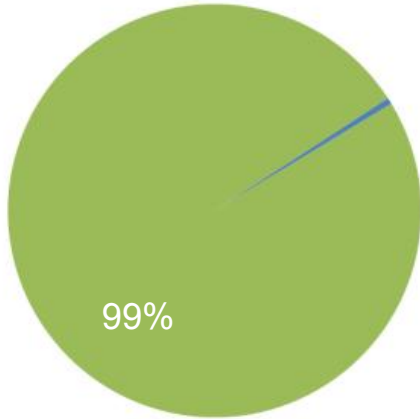
- HepaMate™ extracorporeal cell-based bioartificial liver system
- Seeking to monetize asset



# Business Unit Evolution

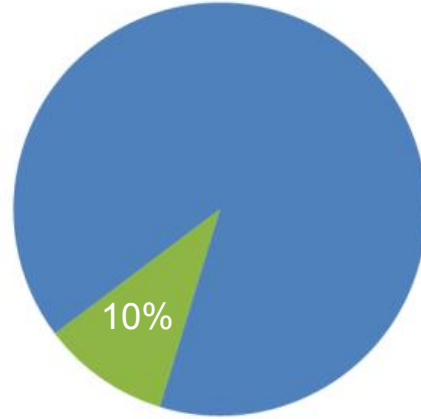
## Five Year Plan

2012 Revenues



- Wound Care
- Contract Manufacturing

2017 Revenues



- Wound Care, Drug Delivery, Proprietary Therapeutics
- Contract Manufacturing



# Seasoned Management

- ◆ James Sapirstein- President and CEO
  - ◇ Eli Lilly, Hoffman-LaRoche, Bristol-Myers Squibb, Gilead, Serono Labs, Tobira
  - ◇ Involved in launch and/or market positioning of 23 products including Viread, Toradol, Rocephin, Maxipime, Videx EC
- ◆ Steve Berger - CFO
  - ◇ Harborview Advisors, Global/CHC Worldwide, Morgan Harris & Co,
- ◆ Joseph Laudano - Medical Affairs
  - ◇ Hoffmann-LaRoche, Forest Labs

# Board of Directors

- Jerome Zeldis
  - Chairman, Alliqua BOD;  
CMO, Celgene
- David Johnson
  - Exec Chair, AquaMed  
Technologies; Former CEO,  
Convatec
- Joe Leone
  - Audit committee chairman;  
Former CFO, CIT Group
- Ken Londoner
  - Endicott Management  
Partners
- Kenneth Pearsen, M.D.
  - Western New York  
Radiology Associates
- Richard Rosenblum
  - Harborview Advisors
- James Sapirstein
  - Alliqua, Inc.
- Jeffrey Sklar
  - Sklar, Heyman and  
Company
- David Stefansky
  - Harborview Advisors

# Expert Scientific Advisors

- ◆ Stephen Brigido, DPM
  - ◇ Foot and ankle surgeon, Coordinated Health
- ◆ Michael Goldberg, MD
  - ◇ Managing partner, Montaur Capital Partners
- ◆ Michael Moore, MD, FACCWS
  - ◇ Medical Director, Wound Institute & Research Center
- ◆ Harold Schoenhaus, DPM
  - ◇ Professor, Temple University School of Podiatric Medicine
- ◆ Charles Wolff, DPM, FACFAS
  - ◇ Director, Podiatric Medicine & Surgery, Nyack Hospital

# Investment Opportunity

- ◆ Multibillion dollar market segments
- ◆ Comparable companies in space have raised significant funds at much higher valuations
- ◆ GMP Manufacturing facility - primed for vertical integration
- ◆ Experienced management and Board of Directors
- ◆ Past investors participating in future rounds
  - ◇ Support of majority of shareholder base
  - ◇ Clean balance sheet; no debt



**Alliqua**™

*A Biomedical Products Company*

*Thank you for your  
attention*



# Back Ups



# Company History

- ◆ Hydrogel Design Systems founded December 1996
- ◆ Company restructured and renamed Aquamed Technologies 2009
- ◆ Aquamed Technologies reverse merged into Alliqua May 2010
- ◆ Acquired 510k for SilverSeal® October 2011
- ◆ Completed validation processes June 2012

# Reimbursement

- The Company has received HCPCS designations for the SilverSeal<sup>®</sup> and Hydress<sup>®</sup>:

- SilverSeal<sup>®</sup>

- Size: 2X3

- HCPCS: A6242

- Minimum reimbursement amount: \$6.51

- Size: 4X5

- HCPCS: A6243

- Minimum reimbursement amount: \$13.23

- Hydress<sup>®</sup>

- Size: 2X3

- HCPCS: A6242

- Minimum reimbursement amount: \$6.51

Note: Local coverage determinations for all Medicare jurisdictions allow for daily use of product.

