

FORM 10-Q
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Quarterly Report Under Section 13 or 15(d)
of the Securities Exchange Act of 1934

For the quarterly period ended September 30, 1997

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 0-16109

ADVANCED POLYMER SYSTEMS, INC.

(Exact name of registrant as specified in its charter)

Delaware

94-2875566

(State or other jurisdiction of
incorporation or organization)

(IRS Employer
Identification No.)

3696 Haven Avenue, Redwood City, CA 94063

(Address of principal executive offices)

(650) 366-2626

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports
required to be filed by Section 13 or 15 (d) of the Securities Exchange
Act of 1934 during the preceding 12 months (or for such shorter period
that the registrant was required to file such reports), and (2) has
been subject to such filing requirements for the past 90 days.

Yes No
--- ---

At October 31, 1997, the number of outstanding shares of the Company's
common stock, par value \$.01, was 19,106,372.

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PART I. FINANCIAL INFORMATION

ITEM 1. Financial Statements (unaudited):

Condensed Consolidated Balance Sheets
September 30, 1997 and December 31, 1996

Condensed Consolidated Statements of Operations
for the three months and nine months ended September 30,
1997 and 1996

Condensed Consolidated Statements of Cash Flows
for the nine months ended September 30, 1997 and 1996

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PART I. FINANCIAL INFORMATION

ITEM 1. Financial Statements (unaudited):

BALANCE SHEETS (UNAUDITED)

	September 30, 1997	December 31, 1996
	-----	-----
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 8,543,868	\$ 5,394,509
Trade accounts receivable, net	3,165,362	1,666,148
Inventory	2,661,188	2,085,073
Prepaid expenses and other	458,426	328,028
Assets held for sale	--	2,181,004
	-----	-----
Total current assets	14,828,844	11,654,762
Property and equipment, net	5,418,848	4,681,292
Deferred loan costs, net	419,510	616,958
Prepaid license fees	103,598	165,752
Intangible assets, including goodwill, net	1,522,906	1,265,801
Other assets	150,180	59,603
	-----	-----
	\$22,443,886	\$18,444,168
	=====	=====
LIABILITIES & SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 1,269,942	\$ 1,543,143
Accrued expenses	2,157,326	1,456,512
Accrued melanin purchase commitments	1,800,000	1,800,000
Accounts payable, Johnson & Johnson	271,140	814,509
Deferred revenues	2,250,000	750,000
Current portion - long-term debt	2,496,655	1,490,779
	-----	-----
Total current liabilities	10,245,063	7,854,943
Long-term debt	3,696,565	5,578,849
	-----	-----
Total liabilities	13,941,628	13,433,792
	-----	-----
Shareholders' equity:		
Common stock and common stock warrants	80,691,341	76,591,381
Accumulated deficit	(72,189,083)	(71,581,005)
	-----	-----
Total shareholders' equity	8,502,258	5,010,376
	-----	-----
	\$22,443,886	\$18,444,168
	=====	=====

See accompanying notes.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	1997	1996	1997	1996
Microsponge product and technology revenues	\$ 4,136,606	\$ 2,174,089	\$12,183,254	\$ 5,680,354
Sales of consumer products	--	2,266,441	--	9,267,168
Milestone payment	--	--	1,500,000	--
Total revenues	4,136,606	4,440,530	13,683,254	14,947,522
Cost of sales	1,757,132	2,251,891	5,200,826	8,546,079
Operating expenses:				
Research & development	915,361	990,300	2,748,652	2,864,099
Selling, marketing & advertising	873,450	2,346,638	2,996,331	6,770,953
General & administration	818,826	739,165	2,731,825	2,243,056
Total operating expenses	2,607,637	4,076,103	8,476,808	11,878,108
Operating (loss) income	(228,163)	(1,887,464)	5,620	(5,476,665)
Interest income	100,579	141,612	260,106	255,580
Interest expense	(260,705)	(320,086)	(800,959)	(933,112)
Other expense	(6,978)	(23,820)	(72,845)	(12,915)
Net loss	\$ (395,267)	\$ (2,089,758)	\$ (608,078)	\$ (6,167,112)
Loss per common share	\$ (0.02)	\$ (0.11)	\$ (0.03)	\$ (0.34)
Weighted average common shares outstanding	18,895,691	18,220,264	18,626,475	17,885,248

See accompanying notes.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	For the nine months ended September 30,	
	1997	1996
Cash flows from operating activities:		
Net loss	\$ (608,078)	\$ (6,167,112)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	725,224	1,061,255
Provision for obsolescence of inventory	165,000	--
Provision for deferred compensation	171,757	--
Changes in operating assets and liabilities:		
Trade accounts receivable	(1,499,214)	(618,022)
Inventory	(741,115)	2,793,556
Prepaid expenses and other	(115,398)	68,843

Deferred loan costs	197,448	198,078
Other assets	(490,577)	22,200
Accounts payable and accrued expenses	(205,756)	(3,010,692)
Deferred revenue	1,500,000	--
	-----	-----
Net cash used in operating activities	(900,709)	(5,651,894)
	-----	-----
Cash flows from investing activities:		
Purchases of fixed assets	(1,257,731)	(561,647)
Purchase of marketable securities	(1,596,617)	(512,513)
Maturities and sales of marketable securities	1,596,617	500,165
Proceeds from assets held for sale	2,181,004	--
	-----	-----
Net cash provided from (used in) investing activities	923,273	(573,995)
	-----	-----
Cash flows from financing activities:		
Proceeds from the exercise of common stock options and warrants	4,003,203	1,833,329
Proceeds from note payable	--	1,500,000
Proceeds from long-term debt and warrants	--	731,270
Repayment of long-term debt	(876,408)	(590,143)
Proceeds from private placement, net of offering costs	--	4,894,397
	-----	-----
Net cash provided from financing activities	3,126,795	8,368,853
	-----	-----
Net increase in cash and cash equivalents	3,149,359	2,142,964
Cash and cash equivalents, beginning of the period	5,394,509	5,172,809
	-----	-----
Cash and cash equivalents, end of the period	\$ 8,543,868	\$ 7,315,773
	=====	=====

Supplemental disclosure of non-cash investing and financing transactions:

During the first quarter of 1996, the Company acquired all rights to the Polytrap(R) technology from Dow Corning Corporation in exchange for 200,000 shares of Common Stock valued at \$1,200,000. During the first quarter of 1996, the Company paid Biosource for the 1995 purchase commitment totalling \$600,000 by issuing 94,000 shares of Common Stock.

See accompanying notes.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 1997 AND 1996 (UNAUDITED)

(1) Basis of Presentation

In the opinion of management, the accompanying unaudited condensed consolidated financial statements contain all adjustments, consisting of normal recurring adjustments, necessary to present fairly the financial position of Advanced Polymer Systems, Inc. and subsidiaries ("the Company" or "APS") as of September 30, 1997 and the results of their operations for the three and nine months ended September 30, 1997 and 1996, and their cash flows for the nine months ended September 30, 1997 and 1996.

These condensed consolidated statements should be read in conjunction with the Company's audited consolidated financial statements for the years ended December 31, 1996, 1995 and 1994.

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

Effective January 1997, as part of the Company's long-term strategic plan to move away from the direct marketing of consumer products, APS licensed its consumer products to Lander Company. The Company is no longer generating revenues from sales of these products, but is receiving revenues from royalties on product sales and the supply of Microsponge(R) systems incorporated into various products. Prior year results include the sales of consumer products and related selling, marketing and distribution expenses.

The Company considers all short-term investments which have original maturities of less than three months to be cash equivalents. Investments which have original maturities longer than three months are classified as marketable securities in the accompanying balance sheets.

Certain reclassifications have been made to the prior year financial statements to conform with the presentation in 1997.

(2) Common Shares Outstanding and per Share Information

Common stock outstanding as of September 30, 1997 is as follows:

	Number of Shares

Common stock outstanding as of December 31, 1996	18,359,744
Warrants exercised after December 31, 1996	593,380
Options exercised after December 31, 1996	148,498

Total shares	19,101,622 =====

The number of shares used in calculating earnings per share was the weighted average number of shares of common stock outstanding. Common stock equivalents were not considered since they were anti-dilutive.

(3) New Accounting Standards

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, "Earnings per Share" (SFAS 128), which will be effective for financial statements for periods ending after December 15, 1997, including interim periods, and establishes standards for computing and presenting earnings per share. Earlier application is not permitted. In its consolidated financial statements for the year ending December 31, 1997, the Company will make the required

disclosures of basic and diluted earnings per share. All prior period earnings per share data will be restated by the Company upon adoption of SFAS 128.

In June 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 130 "Reporting Comprehensive Income" (SFAS 130) which will be effective for financial statements for periods beginning after December 15, 1997, and establishes standards for reporting and display of comprehensive income and its components in a full set of general purpose financial statements. Earlier application is permitted. The Company will make the required reporting of comprehensive income in its consolidated financial statements for the first quarter ending March 31, 1998.

In June 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 131 "Disclosures about Segments of a Business Enterprise" (SFAS 131) which will be effective for financial statements beginning after December 15, 1997, and establishes standards for disclosures about segments of an enterprise. Earlier application is encouraged. In its consolidated financial statements for the year December 31, 1998, the Company will make the required disclosures.

(4) Milestone Payment

In February 1997, upon receipt of marketing clearance from the Food and Drug Administration ("FDA") to market Retin-A(R) Micro(TM) (tretinoin gel) 0.1% - microsphere for the treatment of acne, APS received \$3,000,000 from Ortho McNeil Pharmaceutical Corporation, a subsidiary of Johnson & Johnson. One half of the amount received was a milestone payment which was recognized as revenues in the first quarter of 1997 and the other half was prepaid royalties which was recorded as deferred revenue.

(5) Inventory

The major components of inventory are as follows:

	September 30, 1997	December 31, 1996
	-----	-----
Raw materials and work-		
in-process	\$1,021,207	\$ 604,852
Finished goods	1,639,981	1,480,221
	-----	-----
Total inventory	\$2,661,188	\$2,085,073
	=====	=====

ITEM 2. Management's Discussion and Analysis of Financial Condition

and Results of Operations (all dollar amounts rounded to the

nearest thousand)

Results of Operations for the Three Months Ended September 30, 1997

and 1996

Except for statements of historical fact, the statements herein are forward-looking and are subject to a number of risks and uncertainties that could cause actual results to differ materially from the statements made. These include, among others, uncertainty associated with timely approval, launch and acceptance of new products, establishment of new corporate alliances, progress in research and development programs and other risks described below or identified from time to time in the Company's Securities and Exchange Commission filings.

The Company's revenues are derived principally from product sales, license fees and royalties. The Company is currently manufacturing and selling Microsponge(R) delivery systems for use by customers in almost 100 different personal care and cosmetic products. Under strategic alliance arrangements entered into with certain multinational corporations, APS generally receives an initial cash infusion, future milestone payments, royalties based on third party product sales and revenues from the supply of Microsponge systems.

These strategic alliances are intended to provide the Company with the marketing expertise and/or financial strength of other companies. In this respect, the Company's periodic financial results are dependent upon the degree of success of current collaborations and the Company's ability to negotiate acceptable collaborative agreements in the future.

Microsponge product and technology revenues were \$4,137,000 in the third quarter of 1997 compared to \$2,174,000, an increase of \$1,963,000 or 90% over the third quarter of the prior year. This was primarily attributable to increased shipments of Microsponge systems to manufacturers of personal care and cosmeceutical products, resulting from the launches of new products in the second quarter of 1997 by the Company's marketing partners. These included Retin-A(R)Micro(TM) by Ortho Dermatological for which the Company received FDA marketing clearance in February 1997, ANEW Retinol Recovery Complex PM Treatment which is marketed by Avon and TxSystems(TM) AFIRM retinol formulation and B-LIFT peel kits which are marketed by Medicis Pharmaceutical. The third quarter 1997 revenues also included up-front technology revenues and increased shipments to Procter and Gamble in preparation for the launch of their new adult wipes product, which will be marketed under the brand name Attends(R).

The third quarter of the prior year included sales of \$2,266,000 from consumer products which are no longer directly marketed by the company.

Gross profit on product and technology revenues for the third quarter of 1997 was \$2,379,000 or 58% compared to \$2,189,000 or 49% in the corresponding period of the prior year. The increase is principally due to increased sales of higher margin proprietary cosmeceutical products.

Operating expenses for the third quarter of 1997 decreased by \$1,468,000 or 36% compared to the same period of the prior year. Selling, marketing and advertising expense decreased by \$1,473,000 or 63% principally due to the advertising and variable selling costs associated with consumer products which the company no longer directly markets. Research and development expense decreased by \$75,000 or 8% due mainly to a reallocation of resources as more products which incorporate the Company's technologies are being commercialized.

General and administrative expenses increased by \$80,000 or 11% due mainly to a variety of outside services.

The 1997 third quarter operating loss of \$228,000 represented an improvement of \$1,659,000 or 88% from the corresponding quarter of the prior year. This was primarily the result of the improvement in gross

margins and the significant reduction in selling, marketing and advertising expense.

Interest expense, net decreased by \$18,000 or 10% compared to the same period of the prior year due mainly to principal debt repayments.

The net loss for the period of \$395,000 represented an improvement of \$1,694,000 over the corresponding period of the prior year.

Results of Operations for the Nine Months Ended September 30, 1997

and 1996

Microsponge product and technology revenues for the nine months ended September 30, 1997 increased by \$6,503,000 or 114% to \$12,183,000 compared to the corresponding period of the prior year. This increase was due mainly to up-front technology revenues received from certain corporate partners and increased shipments of Microsponge systems due to the launches of new products incorporating the Company's proprietary technology which were licensed by three key marketing partners -- Retin-A(R) Micro(TM) by Ortho Dermatological for which the Company received FDA marketing clearance in February 1997, ANEW(R) Retinol Recovery Complex PM Treatment which is marketed by Avon, Inc., and TxSystems(TM) AFIRM(TM) retinol formulation and B-LIFT peel kits which are marketed by Medicis Pharmaceutical. Also included in revenues in the first nine months of 1997 was a milestone payment of \$1,500,000, representing half of the \$3,000,000 received from Ortho Dermatological on the FDA marketing clearance of Retin-A(R) Micro(TM). The remaining \$1,500,000 was prepaid royalties which was recorded as deferred revenue.

The first nine months of 1996 included revenues of \$9,267,000 relating to sales of consumer products which are no longer marketed by the Company.

Gross profit on product and technology revenues for the first nine months of 1997 was \$6,982,000 or 57% compared with \$6,401,000 or 43% in the corresponding period of the prior year. This was due primarily to increased sales of higher margin proprietary cosmeceutical products, up-front technology revenues, and increased manufacturing volume.

Operating expenses for the first nine months of 1997 decreased by \$3,401,000 or 29%. This was due primarily to a reduction in selling, marketing and advertising expense of \$3,775,000 or 56% to \$2,996,000. This decrease was mainly due to the fact the Company licensed its consumer products to Lander Company in January 1997 and discontinued sales of in-licensed suncare products, thus avoiding the high cost of advertising and distributing consumer products.

Research and development expense decreased by \$115,000 or 4% to \$2,749,000. This was due mainly to a reallocation of resources as the Company's proprietary technologies are being increasingly commercialized and the fact that the year-ago period included FDA filing fees for Retin-A(R) Micro(TM) for which the Company received marketing clearance in February 1997. These decreases were partially offset by increased spending in the first nine months of 1997 on clinical studies and patent protection for products which have been both newly licensed and internally developed.

General and administrative expense for the first nine months of 1997 increased by \$489,000 or 22% over the year-ago period due mainly to a variety of outside services.

Interest income for the first nine months of 1997 was essentially flat compared to the corresponding period of the prior year. Interest expense for the same period of \$801,000 decreased by \$132,000 or 14% due to principal repayments.

The net loss for the first nine months of 1997 of \$608,000 represented an improvement of \$5,559,000 or 90% over the corresponding period of the prior year.

Capital Resources and Liquidity

Total assets as of September 30, 1997 were \$22,444,000 compared with \$18,444,000 at December 31, 1996, and working capital increased to \$4,584,000 from \$3,800,000. In the same period, cash and cash equivalents increased to \$8,544,000 from \$5,395,000. During the first

nine months, the Company's operating activities used \$901,000 of cash. This principally related to an increase in inventory and receivables as a result of the launches of new products by corporate partners. The Company invested approximately \$2,749,000 in product research and development and \$2,996,000 in selling and marketing the Company's products and technologies.

Capital expenditures for the nine months ended September 30, 1997 totaled \$1,258,000 compared to \$562,000 in the same period of the prior year. The increase in capital expenditures is mainly due to capital projects that will increase capacity in the Company's manufacturing facility in Lafayette, Louisiana, which is necessary in order to meet anticipated higher volume requirements. This plant expansion project is expected to be completed by July, 1998.

The Company has financed its operations, including product research and development, from amounts raised in debt and equity financings, the sale of Microsponge delivery systems, consumer products and analytical standard products; payments received under licensing agreements; and interest earned on short-term investments.

In February of 1997, upon receipt of marketing clearance from the FDA to market Retin-A Micro (tretinoin gel) microsphere for the treatment of acne, APS received \$3,000,000 from Ortho McNeil Pharmaceutical of which one half was a milestone payment which was recognized as revenue in the first quarter of 1997 and half was prepaid royalties which was recorded as deferred revenue.

During the first nine months of 1997, approximately 593,000 warrants which had been issued in conjunction with a 1994 private placement were exercised. The Company received approximately \$3,300,000 from the exercise of these warrants.

The Company's existing cash and cash equivalents, collections of trade accounts receivable, together with interest income and other revenue producing activities including licensing fees and milestone payments, are expected to be sufficient to meet the Company's working capital requirements for the foreseeable future, assuming no changes to existing business plans.

New Accounting Standards

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, "Earnings per Share" (SFAS 128), which will be effective for financial statements for periods ending after December 15, 1997, including interim periods, and establishes standards for computing and presenting earnings per share. Earlier application is not permitted. In its consolidated financial statements for the year ending December 31, 1997, the Company will make the required disclosures of basic and diluted earnings per share. All prior period earnings per share data will be restated by the Company upon adoption of SFAS 128.

In June 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 130 "Reporting Comprehensive Income" (SFAS 130) which will be effective for financial statements for periods beginning after December 15, 1997, and establishes standards for reporting and display of comprehensive income and its components in a full set of general purpose financial statements. Earlier application is permitted. The Company will make the required reporting of comprehensive income in its consolidated financial statements for the first quarter ending March 31, 1998.

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PART II. OTHER INFORMATION

ITEM 1. Legal Proceedings

None

ITEM 6. Exhibits and Reports on Form 8-K

(a) Exhibits: 27 Financial Data Schedule as of and for the 9 months ended September 30, 1997.

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.

ADVANCED POLYMER SYSTEMS, INC.

Date: November 12, 1997

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

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

Date: November 12, 1997

By: /s/ Michael O'Connell

Michael O'Connell
Executive Vice President,
Chief Administrative Officer and
Chief Financial Officer

EXHIBIT INDEX

Form 10-Q

EXHIBIT	DESCRIPTION
27	Financial Data Schedule

THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEET AS OF SEPTEMBER 30, 1997, AND CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 1997, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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DEC-31-1997	
SEP-30-1997	
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	43,298
	2,661,188
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