

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

**Form 10-Q**

(Mark One)

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

For the quarterly period ended March 31, 2024  
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: 001-34186

**VANDA PHARMACEUTICALS INC.**  
(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction of  
incorporation or organization)

03-0491827  
(I.R.S. Employer  
Identification No.)

2200 Pennsylvania Avenue NW, Suite 300E  
Washington, DC 20037  
(202) 734-3400  
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Exchange Act:

<u>Title of Each Class</u>	<u>Trading Symbol(s)</u>	<u>Name of Exchange on Which Registered</u>
Common Stock, par value \$0.001 per share	VNDA	The Nasdaq Global Market
Series A Junior Participating Preferred Stock Purchase Right, par value \$0.001 per share	-	The Nasdaq Global Market

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 every Interactive Data File required to be submitted 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 such files). Yes  No

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

Large accelerated filer	<input type="checkbox"/>	Accelerated filer	<input checked="" type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input type="checkbox"/>
		Emerging growth company	<input type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

As of May 2, 2024, there were 58,198,273 shares of the registrant's common stock issued and outstanding.



**Vanda Pharmaceuticals Inc.**  
**Quarterly Report on Form 10-Q**  
**For the Quarter Ended March 31, 2024**  
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### **CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS**

This quarterly report on Form 10-Q (Quarterly Report) contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended (Securities Act), and Section 21E of the Securities Exchange Act of 1934, as amended (Exchange Act). Words such as, but not limited to, “believe,” “expect,” “anticipate,” “estimate,” “intend,” “plan,” “project,” “target,” “goal,” “likely,” “will,” “would,” and “could,” or the negative of these terms and similar expressions or words, identify forward-looking statements. Forward-looking statements are based upon current expectations and assumptions that involve risks, changes in circumstances and uncertainties. If the risks, changes in circumstances or uncertainties materialize or the assumptions prove incorrect, the results of Vanda Pharmaceuticals Inc. (we, our, the Company or Vanda) may differ materially from those expressed or implied by such forward-looking statements. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. The forward-looking statements in this Quarterly Report may include, but are not limited to, statements about:

- our ability to commercialize Fanapt® (iloperidone) oral tablets for the acute treatment of manic or mixed episodes associated with bipolar I disorder;
- our ability to continue to generate United States (U.S.) sales of Fanapt® oral tablets for the treatment of schizophrenia;
- our ability to continue to commercialize HETLIOZ® (tasimelteon) capsules for the treatment of Non-24-Hour Sleep-Wake Disorder (Non-24) in the U.S., in light of existing and potential generic competition, and Europe and HETLIOZ® capsules and oral suspension (HETLIOZ LQ®) for the treatment of nighttime sleep disturbances in Smith-Magenis Syndrome (SMS) in the U.S.;
- our ability to obtain approval from the U.S. Food and Drug Administration (FDA) for HETLIOZ® beyond the currently approved indications;
- our ability to increase market awareness of Non-24 and SMS and market acceptance of HETLIOZ®;
- our ability to commercialize PONVORY® (ponesimod) tablets for the treatment of adults with relapsing forms of multiple sclerosis, to include clinically isolated syndrome, relapsing-remitting disease and active secondary progressive disease in the U.S. and Canada and our ability to transition regulatory and manufacturing responsibility to us;
- our ability to obtain approval from the FDA for PONVORY® beyond the currently approved indications;
- our ability to obtain regulatory approval for tradipitant from the FDA;
- our level of success in commercializing Fanapt® and HETLIOZ® in new markets;
- our ability to overcome the continued reimbursement and patient access challenges we face as a result of third-party payor coverage;
- the impact of public health crises, epidemics, pandemics or similar events on our business and operations, including our revenue, our supply chain, our commercial activities, our ongoing and planned clinical trials and our regulatory activities;
- our dependence on third-party manufacturers to manufacture Fanapt®, HETLIOZ®, HETLIOZ LQ® and PONVORY® in sufficient quantities and quality;
- our ability to prepare, file, prosecute, defend and enforce any patent claims and other intellectual property rights;
- our ability to maintain rights to develop and commercialize our products under our license agreements;
- our ability to obtain and maintain regulatory approval of our products, and the labeling for any approved products;
- our expectations regarding the timing and success of preclinical studies and clinical trials;
- the safety and efficacy of our products;
- regulatory developments in the U.S., Europe and other jurisdictions;
- limitations on our ability to utilize some or all of our prior net operating losses and orphan drug and research and development credits;
- the size and growth of the potential markets for our products and our ability to serve those markets;
- our expectations regarding trends with respect to our revenues, costs, expenses, liabilities and cash, cash equivalents and marketable securities;
- our ability to identify or obtain rights to new products;

- our ability to attract and retain key scientific or management personnel;
- our expectations regarding the cost, time frame, outcome, insurance coverage and effects of any litigation or other dispute;
- our ability to obtain the capital necessary to fund our research and development or commercial activities;
- potential losses incurred from product liability claims made against us; and
- the use of our existing cash, cash equivalents and marketable securities.

All forward-looking statements in this report are expressly qualified in their entirety by the cautionary statements contained throughout this report. We caution you not to rely too heavily on such forward-looking statements. Each forward-looking statement speaks only as of the date of this Quarterly Report, and we undertake no obligation, and specifically decline any obligation, to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

We encourage you to read *Management's Discussion and Analysis of Financial Condition and Results of Operations* and our unaudited condensed consolidated financial statements contained in this Quarterly Report. In addition to the risks described in Part I, Item 1A, *Risk Factors*, of our annual report on Form 10-K (Annual Report) for the fiscal year ended December 31, 2023 and Item 1A, *Risk Factors*, of this Quarterly Report, other unknown or unpredictable factors also could affect our results. Therefore, the information in this report should be read together with other reports and documents that we file with the Securities and Exchange Commission from time to time, including on Form 10-Q and Form 8-K, which may supplement, modify, supersede or update those risk factors. As a result of these factors, we cannot assure you that the forward-looking statements in this report will prove to be accurate. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not regard these statements as a representation or warranty by us or any other person that we will achieve our objectives and plans in any specified time frame, or at all.

**Part I — FINANCIAL INFORMATION****ITEM 1 Financial Statements (Unaudited)**

**VANDA PHARMACEUTICALS INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)**

<i>(in thousands, except for share and per share amounts)</i>	March 31, 2024	December 31, 2023
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 125,158	\$ 135,821
Marketable securities	268,984	252,443
Accounts receivable, net	36,713	34,155
Inventory	1,505	1,357
Prepaid expenses and other current assets	7,065	9,170
Total current assets	439,425	432,946
Property and equipment, net	2,306	2,037
Operating lease right-of-use assets	6,742	7,103
Intangible assets, net	119,351	121,369
Deferred tax assets	75,341	75,000
Non-current inventory and other	9,517	9,985
Total assets	\$ 652,682	\$ 648,440
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current liabilities:</b>		
Accounts payable and accrued liabilities	\$ 37,773	\$ 38,460
Product revenue allowances	55,569	49,237
Total current liabilities	93,342	87,697
Operating lease non-current liabilities	6,514	7,006
Other non-current liabilities	8,831	8,827
Total liabilities	108,687	103,530
<b>Commitments and contingencies (Notes 9 and 14)</b>		
<b>Stockholders' equity:</b>		
Preferred stock, \$0.001 par value; 20,000,000 shares authorized, and no shares issued or outstanding at March 31, 2024 and December 31, 2023	—	—
Common stock, \$0.001 par value; 150,000,000 shares authorized; 58,196,523 and 57,534,499 shares issued and outstanding at March 31, 2024 and December 31, 2023, respectively	58	58
Additional paid-in capital	703,858	700,274
Accumulated other comprehensive loss	(383)	(30)
Accumulated deficit	(159,538)	(155,392)
Total stockholders' equity	543,995	544,910
Total liabilities and stockholders' equity	\$ 652,682	\$ 648,440

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

**VANDA PHARMACEUTICALS INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)**

<i>(in thousands, except for share and per share amounts)</i>	Three Months Ended	
	March 31, 2024	March 31, 2023
Revenues:		
Net product sales	\$ 47,462	\$ 62,498
Total revenues	47,462	62,498
Operating expenses:		
Cost of goods sold excluding amortization	3,440	4,774
Research and development	21,154	19,237
Selling, general and administrative	30,085	36,104
Intangible asset amortization	2,018	379
Total operating expenses	56,697	60,494
Income (loss) from operations	(9,235)	2,004
Other income	4,571	3,524
Income (loss) before income taxes	(4,664)	5,528
Provision (benefit) for income taxes	(518)	2,276
Net income (loss)	\$ (4,146)	\$ 3,252
Net income (loss) per share:		
Basic	\$ (0.07)	\$ 0.06
Diluted	\$ (0.07)	\$ 0.06
Weighted average shares outstanding:		
Basic	57,760,940	57,011,396
Diluted	57,760,940	57,400,152

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

**VANDA PHARMACEUTICALS INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) (Unaudited)**

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2024	March 31, 2023
Net income (loss)	\$ (4,146)	\$ 3,252
Other comprehensive income (loss):		
Net foreign currency translation gain (loss)	(19)	9
Change in net unrealized gain (loss) on marketable securities	(430)	1,206
Tax benefit (provision) on other comprehensive income (loss)	96	(277)
Other comprehensive income (loss), net of tax	(353)	938
Comprehensive income (loss)	\$ (4,499)	\$ 4,190

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.



**VANDA PHARMACEUTICALS INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY (Unaudited)**

<i>(in thousands, except for share amounts)</i>	Common Stock		Additional Paid-in Capital	Accumulated Other Comprehensive Loss	Accumulated Deficit	Total
	Shares	Par Value				
<b>Balances at December 31, 2023</b>	57,534,499	\$ 58	\$ 700,274	\$ (30)	\$ (155,392)	\$ 544,910
Issuance of common stock from the exercise of stock options and settlement of restricted stock units	662,024	—	—	—	—	—
Stock-based compensation expense	—	—	3,584	—	—	3,584
Net loss	—	—	—	—	(4,146)	(4,146)
Other comprehensive loss, net of tax	—	—	—	(353)	—	(353)
<b>Balances at March 31, 2024</b>	<u>58,196,523</u>	<u>\$ 58</u>	<u>\$ 703,858</u>	<u>\$ (383)</u>	<u>\$ (159,538)</u>	<u>\$ 543,995</u>

<i>(in thousands, except for share amounts)</i>	Common Stock		Additional Paid-in Capital	Accumulated Other Comprehensive Loss	Accumulated Deficit	Total
	Shares	Par Value				
<b>Balances at December 31, 2022</b>	56,783,764	\$ 57	\$ 686,235	\$ (1,193)	\$ (157,901)	\$ 527,198
Issuance of common stock from the exercise of stock options and settlement of restricted stock units	657,228	—	—	—	—	—
Stock-based compensation expense	—	—	4,351	—	—	4,351
Net income	—	—	—	—	3,252	3,252
Other comprehensive income, net of tax	—	—	—	938	—	938
<b>Balances at March 31, 2023</b>	<u>57,440,992</u>	<u>\$ 57</u>	<u>\$ 690,586</u>	<u>\$ (255)</u>	<u>\$ (154,649)</u>	<u>\$ 535,739</u>

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

**VANDA PHARMACEUTICALS INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2024	March 31, 2023
<b>Cash flows from operating activities</b>		
Net income (loss)	\$ (4,146)	\$ 3,252
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation of property and equipment	206	291
Stock-based compensation	3,584	4,351
Amortization of premiums and accretion of discounts on marketable securities	(1,466)	(2,288)
Loss on sale of marketable securities	—	655
Intangible asset amortization	2,018	379
Deferred income taxes	(246)	2,014
Other non-cash adjustments, net	641	1,109
Changes in operating assets and liabilities:		
Accounts receivable	(2,587)	8,901
Prepaid expenses and other assets	1,781	11,345
Inventory	29	74
Accounts payable and other liabilities	1,165	(10,791)
Product revenue allowances	6,590	12,511
Net cash provided by operating activities	7,569	31,803
<b>Cash flows from investing activities</b>		
Asset acquisition	(2,705)	—
Purchases of property and equipment	(7)	(51)
Purchases of marketable securities	(76,006)	(163,045)
Sales and maturities of marketable securities	60,500	350,390
Net cash provided by (used in) investing activities	(18,218)	187,294
Effect of exchange rate changes on cash, cash equivalents and restricted cash	(14)	45
Net change in cash, cash equivalents and restricted cash	(10,663)	219,142
<b>Cash, cash equivalents and restricted cash</b>		
Beginning of period	136,290	135,498
End of period	\$ 125,627	\$ 354,640

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

**VANDA PHARMACEUTICALS INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)****1. Business Organization and Presentation*****Business Organization***

Vanda Pharmaceuticals Inc. (the Company) is a global biopharmaceutical company focused on the development and commercialization of innovative therapies to address high unmet medical needs and improve the lives of patients. The Company commenced its operations in 2003 and operates in one reporting segment.

The Company's commercial portfolio is currently comprised of three products, Fanapt<sup>®</sup> for the acute treatment of manic or mixed episodes associated with bipolar I disorder and the treatment of schizophrenia, HETLIOZ<sup>®</sup> for the treatment of Non-24-Hour Sleep-Wake Disorder (Non-24) and for the treatment of nighttime sleep disturbances in Smith-Magenis Syndrome (SMS), and PONVORY<sup>®</sup> for the treatment of relapsing forms of multiple sclerosis (MS) to include clinically isolated syndrome, relapsing-remitting disease and active secondary progressive disease, in adults. HETLIOZ<sup>®</sup> is the first product approved by the United States Food and Drug Administration (FDA) for patients with Non-24 and for patients with SMS. In addition, the Company has a number of drugs in development, including:

- Milsaperidone (VHX-896), the active metabolite of Fanapt<sup>®</sup> (iloperidone), for the acute treatment of manic or mixed episodes associated with bipolar I disorder and for the treatment of schizophrenia;
- Fanapt<sup>®</sup> (iloperidone) long acting injectable (LAI) formulation for the treatment of schizophrenia;
- HETLIOZ<sup>®</sup> (tasimelteon) for the treatment of jet lag disorder, insomnia, delayed sleep phase disorder (DSPD) and pediatric Non-24;
- PONVORY<sup>®</sup> (ponesimod) for the treatment of psoriasis and ulcerative colitis;
- Tradipitant (VLY-686), a small molecule neurokinin-1 (NK-1) receptor antagonist, for the treatment of gastroparesis, motion sickness and atopic dermatitis;
- Portfolio of Cystic Fibrosis Transmembrane Conductance Regulator (CFTR) activators and inhibitors, including VSJ-110 for the treatment of dry eye and ocular inflammation and VPO-227 for the treatment of secretory diarrhea disorders, including cholera;
- VTR-297, a small molecule histone deacetylase (HDAC) inhibitor for the treatment of onychomycosis and hematologic malignancies and with potential use as a treatment for several oncology indications;
- VQW-765, a small molecule nicotinic acetylcholine receptor partial agonist, for the treatment of social/performance anxiety and psychiatric disorders; and
- Antisense oligonucleotide (ASO) molecules, including VCA-894A for the treatment of Charcot-Marie-Tooth Disease, Type 2S (CMT2S), caused by cryptic splice site variants within the IGHMBP2 gene.

***Basis of Presentation***

The accompanying unaudited condensed consolidated financial statements include the accounts of Vanda Pharmaceuticals Inc. and its wholly-owned subsidiaries and have been prepared in accordance with United States generally accepted accounting principles (GAAP) for interim financial information and the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all the information and footnotes required by GAAP for complete financial statements and should be read in conjunction with the Company's consolidated financial statements and accompanying notes included in the Company's annual report on Form 10-K (Annual Report) for the fiscal year ended December 31, 2023. The financial information as of March 31, 2024 and for the three months ended March 31, 2024 and 2023 is unaudited, but in the opinion of management, all adjustments considered necessary for a fair statement of the results for these interim periods have been included. All intercompany accounts and transactions have been eliminated in consolidation. The condensed consolidated balance sheet data as of December 31, 2023 was derived from audited financial statements but does not include all disclosures required by GAAP. The results of the Company's operations for any interim period are not necessarily indicative of the results that may be expected for any other interim period or any future year or period.

**2. Summary of Significant Accounting Policies**

There have been no material changes to the significant accounting policies previously disclosed in the Annual Report.

### Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates that affect the reported amounts of assets and liabilities at the date of the financial statements, disclosure of contingent assets and liabilities, and the reported amounts of revenue and expenses during the reporting period. Management continually re-evaluates its estimates, judgments and assumptions, and management's evaluation could change. Actual results could differ from those estimates.

### Cash, Cash Equivalents and Restricted Cash

For purposes of the Condensed Consolidated Balance Sheets and Condensed Consolidated Statements of Cash Flows, cash equivalents represent highly-liquid investments with a maturity date of three months or less at the date of purchase. Cash and cash equivalents include investments in money market funds with commercial banks and financial institutions, and commercial paper of high-quality corporate issuers. Restricted cash relates primarily to amounts held as collateral for letters of credit for leases for office space at the Company's Washington, D.C. headquarters.

The following table provides a reconciliation of cash, cash equivalents and restricted cash reported within the Condensed Consolidated Balance Sheets to the total end of period cash, cash equivalents and restricted cash reported within the Condensed Consolidated Statements of Cash Flows:

<i>(in thousands)</i>	March 31, 2024	March 31, 2023
Cash and cash equivalents	\$ 125,158	\$ 354,171
Restricted cash included in non-current inventory and other	469	469
Total cash, cash equivalents and restricted cash	\$ 125,627	\$ 354,640

### Revenue from Net Product Sales

The Company's net product sales consist of sales of Fanapt<sup>®</sup>, HETLIOZ<sup>®</sup> and PONVORY<sup>®</sup>. Net sales by product for the three months ended March 31, 2024 and 2023 were as follows:

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2024	March 31, 2023
Fanapt <sup>®</sup> net product sales	\$ 20,579	\$ 22,882
HETLIOZ <sup>®</sup> net product sales	20,053	39,616
PONVORY <sup>®</sup> net product sales	6,830	—
Total net product sales	\$ 47,462	\$ 62,498

The Company's HETLIOZ<sup>®</sup> net product sales as reported for the three months ended March 31, 2023 reflected higher unit sales as compared to recent prior periods. The higher unit sales during the three months ended March 31, 2023 resulted in a significant increase of inventory stocking at specialty pharmacy customers at March 31, 2023. During the remainder of 2023, HETLIOZ<sup>®</sup> net product sales reflected lower unit sales as a result of the continued reduction of the elevated inventory levels at specialty pharmacy customers. During the three months ended March 31, 2024, net product sales for HETLIOZ<sup>®</sup> reflected higher unit sales as compared to the most recent three quarters of 2023. The higher unit sales during the three months ended March 31, 2024 again resulted in an increase of inventory stocking at specialty pharmacy customers at March 31, 2024. During 2023 and the three months ended March 31, 2024, inventory levels at specialty pharmacy customers have remained elevated relative to inventory levels prior to the entrance of generic competition. Going forward, HETLIOZ<sup>®</sup> net product sales may reflect lower unit sales as a result of reduction of the elevated inventory levels at specialty pharmacy customers. Further, HETLIOZ<sup>®</sup> net product sales will likely decline in future periods, potentially significantly, related to continued generic competition in the U.S. The Company constrained HETLIOZ<sup>®</sup> net product sales for the three months ended March 31, 2024 and 2023 to an amount not probable of significant revenue reversal. The amount of revenue recognized during the three months ended March 31, 2024 related to changes in estimates on revenue constrained during the year ended December 31, 2023 was not material. HETLIOZ<sup>®</sup> net product sales could experience variability in future periods as the remaining uncertainties associated with variable consideration related to inventory stocking by specialty pharmacy customers are resolved.

### Major Customers

Fanapt<sup>®</sup> is available in the U.S. for distribution through a limited number of wholesalers and is available in retail pharmacies. HETLIOZ<sup>®</sup> is available in the United States (U.S.) for distribution through a limited number of specialty pharmacies and is not available in retail pharmacies. PONVORY<sup>®</sup> is available in the U.S. for distribution primarily through specialty distributors. The

Company invoices and records revenue when its customers, wholesalers, specialty pharmacies and specialty distributors, receive product from the third-party logistics warehouse, which is the point at which control is transferred to the customer. Outside the U.S., the Company has a distribution agreement for the commercialization of Fanapt® in Israel and sells HETLIOZ® in Germany. There were five major customers that each accounted for more than 10% of total revenues and, as a group, represented 72% of total revenues for the three months ended March 31, 2024. There were five major customers that each accounted for more than 10% of accounts receivable and, as a group, represented 71% of total accounts receivable at March 31, 2024. Receivables are carried at transaction price net of allowance for credit losses. Allowance for credit losses is measured using historical loss rates based on the aging of receivables and incorporating current conditions and forward-looking estimates.

### **Recent Accounting Pronouncements**

In November 2023, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures, which is intended to provide enhanced segment disclosures. The standard will require disclosures about significant segment expenses and other segment items and identifying the Chief Operating Decision Maker and how they use the reported segment profitability measures to assess segment performance and allocate resources. These enhanced disclosures are required for all entities on an interim and annual basis, even if they have only a single reportable segment. The standard is effective for years beginning after December 15, 2023, and interim periods within annual periods beginning after December 15, 2024 and early adoption is permitted. The Company is evaluating this standard to determine if adoption will have a material impact on the Company's consolidated financial statements.

In December 2023, the FASB issued ASU 2023-09, Income Taxes (Topic 740): Improvements to Income Tax Disclosures, which is intended to provide enhancements to annual income tax disclosures. The standard will require more detailed information in the rate reconciliation table and for income taxes paid, among other enhancements. The standard is effective for years beginning after December 15, 2024 and early adoption is permitted. The Company is evaluating this standard to determine if adoption will have a material impact on the Company's consolidated financial statements.

### **3. PONVORY® Acquisition**

On December 7, 2023, the Company entered into an Asset Purchase Agreement (the Purchase Agreement) to acquire the U.S. and Canadian rights to PONVORY® from Actelion Pharmaceuticals Ltd. (Janssen), a Johnson & Johnson Company, and the closing of the transaction took place simultaneously with signing. PONVORY® is a once-daily oral selective sphingosine-1-phosphate receptor 1 modulator, indicated to treat adults with relapsing forms of multiple sclerosis, to include clinically isolated syndrome, relapsing-remitting disease and active secondary progressive disease. The total consideration for the acquisition was \$104.9 million consisting of cash paid to Janssen and acquisition-related transaction costs, of which \$1.5 million of the consideration remained accrued as of March 31, 2024 and recorded in the accounts payable and accrued liabilities balance of the Condensed Consolidated Balance Sheets. The Purchase Agreement includes customary representations, warranties and covenants, as well as standard mutual indemnities covering losses arising from any material breach of the Purchase Agreement or inaccuracy of representations and warranties. Janssen has agreed to indemnify the Company against losses arising from its activities prior to the closing, and the Company has agreed to indemnify Janssen against losses arising from the Company's activities pertaining to PONVORY® after the closing. Simultaneously and in connection with the Purchase Agreement, the parties have also entered into certain supporting agreements, including a customary transition agreement, pursuant to which, during a transition period, Janssen will continue PONVORY® operations and the Company and Janssen will transition regulatory and supply responsibility for PONVORY® to the Company.

The acquisition of PONVORY® has been accounted for as an asset acquisition in accordance with ASC 805-50 because substantially all of the fair value of the assets acquired is concentrated in a single asset, the PONVORY® product rights. The PONVORY® products rights consist of certain patents and trademarks, regulatory approvals, marketing assets, and other records, and are considered a single asset as they are inextricably linked. The total consideration of \$104.9 million was fully allocated to the acquired intangible asset for the U.S. and Canada rights to PONVORY®. The straight-line method is used to amortize the intangible asset, as disclosed in Note 7, *Intangible Assets*.

#### 4. Marketable Securities

The following is a summary of the Company's available-for-sale marketable securities as of March 31, 2024, which all have contractual maturities of less than two years:

<i>(in thousands)</i>	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Market Value
U.S. Treasury and government agencies	\$ 167,877	\$ 19	\$ (440)	\$ 167,456
Corporate debt	101,614	—	(86)	101,528
<b>Total marketable securities</b>	<b>\$ 269,491</b>	<b>\$ 19</b>	<b>\$ (526)</b>	<b>\$ 268,984</b>

The following is a summary of the Company's available-for-sale marketable securities as of December 31, 2023, which all have contractual maturities of less than two years:

<i>(in thousands)</i>	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Market Value
U.S. Treasury and government agencies	\$ 185,168	\$ 227	\$ (280)	\$ 185,115
Corporate debt	67,352	2	(26)	67,328
<b>Total marketable securities</b>	<b>\$ 252,520</b>	<b>\$ 229</b>	<b>\$ (306)</b>	<b>\$ 252,443</b>

#### 5. Fair Value Measurements

Authoritative guidance establishes a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value. These tiers include:

- Level 1 — defined as observable inputs such as quoted prices in active markets
- Level 2 — defined as inputs other than quoted prices in active markets that are either directly or indirectly observable
- Level 3 — defined as unobservable inputs in which little or no market data exists, therefore requiring an entity to develop its own assumptions

The Company's assets classified in Level 1 and Level 2 as of March 31, 2024 and December 31, 2023 consist of cash equivalents and available-for-sale marketable securities. The valuation of Level 1 instruments is determined using a market approach and is based upon unadjusted quoted prices for identical assets in active markets. The valuation of Level 2 instruments is also determined using a market approach based upon quoted prices for similar assets in active markets, or other inputs that are observable for substantially the full term of the financial instrument. Level 2 securities include certificates of deposit, commercial paper and corporate notes that use as their basis readily observable market parameters.

The Company held certain assets that are required to be measured at fair value on a recurring basis as of March 31, 2024, as follows:

<i>(in thousands)</i>	Total Fair Value	Fair Value Measurement as of March 31, 2024 Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
U.S. Treasury and government agencies	\$ 167,456	\$ 167,456	\$ —	\$ —
Corporate debt	139,899	—	139,899	—
<b>Total assets measured at fair value</b>	<b>\$ 307,355</b>	<b>\$ 167,456</b>	<b>\$ 139,899</b>	<b>\$ —</b>

The Company held certain assets that are required to be measured at fair value on a recurring basis as of December 31, 2023, as follows:

(in thousands)	Total Fair Value	Fair Value Measurement as of December 31, 2023 Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
U.S. Treasury and government agencies	\$ 209,103	\$ 209,103	\$ —	\$ —
Corporate debt	107,108	—	107,108	—
Total assets measured at fair value	\$ 316,211	\$ 209,103	\$ 107,108	\$ —

Total assets measured at fair value as of March 31, 2024 and December 31, 2023 include \$38.4 million and \$63.8 million cash equivalents, respectively.

The Company also has financial assets and liabilities not required to be measured at fair value on a recurring basis, which primarily consist of cash, accounts receivable, restricted cash, accounts payable and accrued liabilities, and product revenue allowances, the carrying values of which materially approximate their fair values.

## 6. Inventory

Inventory consisted of the following as of March 31, 2024 and December 31, 2023:

(in thousands)	March 31, 2024	December 31, 2023
<b>Current assets</b>		
Work-in-process	\$ —	\$ 27
Finished goods	1,505	1,330
Total inventory, current	\$ 1,505	\$ 1,357
<b>Non-Current assets</b>		
Raw materials	\$ 934	\$ 934
Work-in-process	7,066	7,177
Finished goods	411	737
Total inventory, non-current	8,411	8,848
Total inventory	\$ 9,916	\$ 10,205

Inventory, which is recorded at the lower of cost or net realizable value, includes the cost of third-party manufacturing and other direct and indirect costs and is valued using the first-in, first-out method. The Company evaluates the risk of excess inventory and product expiry by evaluating current and future product demand relative to product shelf life. The Company builds demand forecasts by considering factors such as, but not limited to, overall market potential, market share, market acceptance, patient usage, and generic competition. The Company's inventory balance consisted of \$2.7 million and \$3.0 million of Fanapt® product and \$7.3 million and \$7.2 million of HETLIOZ® product as of March 31, 2024 and December 31, 2023, respectively.

## 7. Intangible Assets

**HETLIOZ®.** In January 2014, the Company announced that the FDA had approved the New Drug Application (NDA) for HETLIOZ®. As a result of this approval, the Company met a milestone under its license agreement with Bristol-Myers Squibb (BMS) that required the Company to make a license payment of \$8.0 million to BMS. In April 2018, the Company met its final milestone under its license agreement with BMS when cumulative worldwide sales of HETLIOZ® reached \$250.0 million. As a result of the achievement of this milestone, the Company made a payment to BMS of \$25.0 million in 2018. These milestone payments were determined to be additional consideration for the acquisition of HETLIOZ® and capitalized as an intangible asset and are being amortized on a straight-line basis over the estimated economic useful life of the related product patents.

**PONVORY®.** On December 7, 2023, the Company acquired the U.S. and Canadian rights to PONVORY® from Janssen. The total purchase price was allocated to the acquired intangible for the U.S. and Canada rights to PONVORY®. See Note 3, *PONVORY® Acquisition*, for additional details. The PONVORY® intangible asset is being amortized on a straight-line basis over the estimated economic useful life of the related product rights. During the first quarter of 2024, the estimated useful life

for the PONVORY® intangible asset was changed from 2035 to 2042 based on a change in the estimated economic useful life of the related product rights.

The following is a summary of the Company's amortizing intangible assets as of March 31, 2024:

<i>(in thousands)</i>	Estimated Useful Life	March 31, 2024		
		Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
HETLIOZ®	2035	\$ 33,000	\$ 16,303	\$ 16,697
PONVORY®	2042	104,894	2,240	102,654
Total amortizing intangible assets		\$ 137,894	\$ 18,543	\$ 119,351

The following is a summary of the Company's amortizing intangible assets as of December 31, 2023:

<i>(in thousands)</i>	Estimated Useful Life	December 31, 2023		
		Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
HETLIOZ®	2035	\$ 33,000	\$ 15,937	\$ 17,063
PONVORY®	2035	104,894	588	104,306
Total amortizing intangible assets		\$ 137,894	\$ 16,525	\$ 121,369

As of March 31, 2024 and December 31, 2023, the Company also had \$27.9 million of fully amortized intangible assets related to Fanapt®.

Intangible assets are amortized over their estimated useful economic life using the straight-line method. Amortization expense was \$2.0 million and \$0.4 million for the three months ended March 31, 2024 and 2023, respectively. The following is a summary of the future intangible asset amortization schedule as of March 31, 2024:

<i>(in thousands)</i>	Total	2024	2025	2026	2027	2028	Thereafter
HETLIOZ®	\$ 16,697	\$ 1,097	\$ 1,463	\$ 1,463	\$ 1,463	\$ 1,463	\$ 9,748
PONVORY®	102,654	4,158	5,544	5,544	5,544	5,544	76,320
Total amortizing intangible assets	\$ 119,351	\$ 5,255	\$ 7,007	\$ 7,007	\$ 7,007	\$ 7,007	\$ 86,068

## 8. Accounts Payable and Accrued Liabilities

The following is a summary of the Company's accounts payable and accrued liabilities as of March 31, 2024 and December 31, 2023:

<i>(in thousands)</i>	March 31, 2024	December 31, 2023
Research and development expenses	\$ 15,008	\$ 15,691
Consulting and other professional fees	11,398	4,404
Operating lease liabilities	2,410	2,398
Compensation and employee benefits	2,378	6,413
Royalties payable	2,237	2,409
Accounts payable and other accrued liabilities	4,342	7,145
Total accounts payable and accrued liabilities	\$ 37,773	\$ 38,460

## 9. Commitments and Contingencies

### Guarantees and Indemnifications

The Company has entered into a number of standard intellectual property indemnification agreements in the ordinary course of its business. Pursuant to these agreements, the Company indemnifies, holds harmless, and agrees to reimburse the indemnified party for losses suffered or incurred by the indemnified party, generally the Company's business partners or customers, in connection with any U.S. patent or any copyright or other intellectual property infringement claim by any third party with respect to the Company's products. The term of these indemnification agreements is generally perpetual from the date of execution of the agreement. The maximum potential amount of future payments the Company could be required to make under



these indemnification agreements is unlimited. Since inception, the Company has not incurred costs to defend lawsuits or settle claims related to these indemnification agreements. The Company also indemnifies its officers and directors for certain events or occurrences, subject to certain conditions.

### ***License Agreements***

The Company's rights to develop and commercialize its products are subject to the terms and conditions of licenses granted to the Company by other pharmaceutical companies.

***Fanapt®***. Pursuant to the terms of a settlement agreement with Novartis Pharma AG (Novartis), Novartis transferred all U.S. and Canadian rights in the Fanapt® franchise to the Company on December 31, 2014. The Company paid directly to Sanofi S.A. (Sanofi) a fixed royalty of 3% of net sales through December 2019 related to manufacturing know-how. The Company is also obligated to pay Sanofi a fixed royalty on Fanapt® net sales equal to 6% on Sanofi know-how not related to manufacturing under certain conditions for a period of up to 10 years in markets where the new chemical entity (NCE) patent has expired or was not issued. The Company is obligated to pay this 6% royalty on net sales in the U.S. through November 2026.

***HETLIOZ®***. In February 2004, the Company entered into a license agreement with BMS under which it received an exclusive worldwide license under certain patents and patent applications, and other licenses to intellectual property, to develop and commercialize HETLIOZ®. As of March 31, 2024, the Company has paid BMS \$37.5 million in upfront fees and milestone obligations, including \$33.0 million of regulatory approval and commercial milestones capitalized as intangible assets (see Note 7, *Intangible Assets*). The Company has no remaining milestone obligations to BMS. Additionally, the Company is obligated to make royalty payments on HETLIOZ® net sales to BMS. The royalty period in each territory where the Company commercializes HETLIOZ® is 10 years following the first commercial sale in the territory. In territories outside the U.S., the royalty is 5% on net sales. In the U.S., the royalty on net sales in the U.S. decreased from 10% to 5% in December 2022. This U.S. royalty will end in April 2024. The Company is also obligated under the license agreement to pay BMS a percentage of any sublicense fees, upfront payments and milestone and other payments (excluding royalties) that it receives from a third party in connection with any sublicensing arrangement, at a rate which is in the mid-twenties. The Company is obligated to use its commercially reasonable efforts to develop and commercialize HETLIOZ®.

***Tradipitant***. In April 2012, the Company entered into a license agreement with Eli Lilly and Company (Lilly) pursuant to which the Company acquired an exclusive worldwide license under certain patents and patent applications, and other licenses to intellectual property, to develop and commercialize an NK-1 receptor antagonist, tradipitant, for all human indications. Lilly is eligible to receive future payments based upon achievement of specified development, regulatory approval and commercialization milestones as well as tiered-royalties on net sales at percentage rates up to the low double digits. As of March 31, 2024, the Company has paid Lilly \$5.0 million in upfront fees and development milestones. These payments for upfront fees and development milestones include a \$2.0 million milestone paid to Lilly during the year ended December 31, 2023 for the filing of the first application for marketing authorization for tradipitant in either the U.S. or European Union (E.U.). As of March 31, 2024, remaining milestone obligations include \$10.0 million and \$5.0 million milestones for the first approval of an application for marketing authorization for tradipitant in the U.S. and E.U., respectively, and up to \$80.0 million for sales milestones. The Company is obligated to use its commercially reasonable efforts to develop and commercialize tradipitant.

***Portfolio of CFTR activators and inhibitors***. In March 2017, the Company entered into a license agreement with the University of California San Francisco (UCSF), under which the Company acquired an exclusive worldwide license to develop and commercialize a portfolio of CFTR activators and inhibitors. Pursuant to the license agreement, the Company will develop and commercialize the CFTR activators and inhibitors and is responsible for all development costs, including current pre-investigational new drug development work. UCSF is eligible to receive future payments based upon achievement of specified development and commercialization milestones as well as single-digit royalties on net sales. As of March 31, 2024, the Company has paid UCSF \$1.6 million in upfront fees and development milestones. As of March 31, 2024, remaining milestone obligations include \$11.9 million for development milestones and \$33.0 million for future regulatory approval and sales milestones. Included in the \$11.9 million of development milestones are \$1.1 million of milestone obligations due upon the conclusion of clinical studies for each licensed product but not to exceed \$3.2 million in total for the CFTR portfolio.

***VQW-765***. In connection with a settlement agreement with Novartis relating to Fanapt®, the Company received an exclusive worldwide license under certain patents and patent applications, and other licenses to intellectual property, to develop and commercialize VQW-765, a Phase II alpha-7 nicotinic acetylcholine receptor partial agonist. Pursuant to the license agreement, the Company is obligated to use its commercially reasonable efforts to develop and commercialize VQW-765 and is responsible for all development costs. The Company has no milestone obligations; however, Novartis is eligible to receive tiered-royalties on net sales at percentage rates up to the mid-teens.

**Other Agreements**

In September 2022, the Company entered into an agreement with OliPass Corporation (OliPass) to jointly develop a set of ASO molecules based on OliPass' proprietary modified peptide nucleic acids. As consideration for entering into the arrangement, the Company paid OliPass an upfront fee of \$3.0 million, which was recorded as research and development expense in 2022. The Company is funding the research and development activities and has the option to license jointly developed intellectual property upon successful development.

**Purchase Commitments**

In the course of its business, the Company regularly enters into agreements with third-party vendors under fee service arrangements, which generally may be terminated on 90 days' notice without incurring additional charges, other than charges for work completed or materials procured but not paid for through the effective date of termination and other costs incurred by the Company's contractors in closing out work in progress as of the effective date of termination. The Company's non-cancellable purchase commitments for agreements longer than one year are not material. Various other long-term agreements entered into for services with other third-party vendors, such as inventory purchase commitments, are cancellable in nature or contain variable commitment terms within the agreement.

**10. Accumulated Other Comprehensive Loss**

The accumulated balances related to each component of other comprehensive loss, net of taxes, were as follows as of March 31, 2024 and December 31, 2023:

<i>(in thousands)</i>	March 31, 2024	December 31, 2023
Foreign currency translation	\$ 2	\$ 21
Unrealized loss on marketable securities	(385)	(51)
Accumulated other comprehensive loss	<u>\$ (383)</u>	<u>\$ (30)</u>

**11. Stock-Based Compensation**

As of March 31, 2024, there were 7,497,782 shares subject to outstanding options and restricted stock units (RSUs) under the 2006 Equity Incentive Plan (2006 Plan) and the Amended and Restated 2016 Equity Incentive Plan (2016 Plan, and together with the 2006 Plan, Plans). The 2006 Plan expired by its terms in April 2016, and the Company adopted the 2016 Plan. Outstanding options under the 2006 Plan remain in effect and the terms of the 2006 Plan continue to apply, but no additional awards can be granted under the 2006 Plan. In June 2016, the Company's stockholders approved the 2016 Plan. The 2016 Plan has been amended a number of times since to increase the number of shares reserved for issuance, among other administrative changes. Each of the amendments to the 2016 Plan was approved by the Company's stockholders. There is a total of 13,790,000 shares of common stock authorized for issuance under the 2016 Plan, 3,059,300 shares of which remained available for future grant as of March 31, 2024.

**Stock Options**

The Company has granted option awards under the Plans with service conditions (service option awards) that are subject to terms and conditions established by the compensation committee of the board of directors. Service option awards have 10-year contractual terms. Service option awards granted to employees and new directors upon their election vest and become exercisable over four years, with the first 25% of the shares subject to service option awards vesting on the first anniversary of the grant date and the remaining 75% of the shares subject to the service option awards in 36 equal monthly installments thereafter. Subsequent annual service option awards granted to directors vest and become exercisable in full on the first anniversary of the grant date. Service option awards granted to executive officers and certain other employees provide for partial acceleration of vesting if the executive officer or employee is subject to an involuntary termination, and full acceleration of vesting if the executive officer or employee is subject to an involuntary termination within 24 months after a change in control of the Company. Service option awards granted to directors provide for accelerated vesting if there is a change in control of the Company or if the director's service terminates as a result of the director's death or total and permanent disability.

As of March 31, 2024, \$5.0 million of unrecognized compensation costs related to unvested service option awards are expected to be recognized over a weighted average period of 1.0 years. No option awards are classified as a liability as of March 31, 2024.

A summary of option activity under the Plans for the three months ended March 31, 2024 follows:

<i>(in thousands, except for share and per share amounts)</i>	Number of Shares	Weighted Average Exercise Price at Grant Date	Weighted Average Remaining Term (Years)	Aggregate Intrinsic Value
<b>Outstanding at December 31, 2023</b>	4,792,506	\$ 12.95	6.00	\$ —
Expired	(16,000)	12.28		
<b>Outstanding at March 31, 2024</b>	<u>4,776,506</u>	12.95	5.77	—
Exercisable at March 31, 2024	<u>3,586,512</u>	14.05	4.89	—
Vested and expected to vest at March 31, 2024	<u>4,670,652</u>	13.06	5.70	—

There were no options granted for the three months ended March 31, 2024. The weighted average grant date fair value of options granted was \$3.57 per share for the three months ended March 31, 2023. There were no proceeds from the exercise of stock options for the three months ended March 31, 2024 and 2023.

### **Restricted Stock Units**

An RSU is a stock award that entitles the holder to receive shares of the Company's common stock as the award vests. The fair value of each RSU is based on the closing price of the Company's stock on the date of grant. The Company has granted RSUs under the Plans with service conditions (service RSUs) that are subject to terms and conditions established by the compensation committee of the board of directors. Service RSUs granted to employees and new directors upon their election vest in four equal annual installments. Subsequent annual service RSUs granted to directors vest on the first anniversary of the date of grant. Service RSUs granted to executive officers and certain other employees provide for accelerated vesting if the executive officer or employee is subject to an involuntary termination within 24 months after a change in control. Service RSUs granted to directors provide for accelerated vesting if there is a change in control of the Company.

As of March 31, 2024, \$17.6 million of unrecognized compensation costs related to unvested service RSUs are expected to be recognized over a weighted average period of 1.8 years. No RSUs are classified as a liability as of March 31, 2024.

A summary of RSU activity for the Plans for the three months ended March 31, 2024 is as follows:

	Number of Shares	Weighted Average Grant Date Fair Value
<b>Unvested at December 31, 2023</b>	1,905,310	\$ 10.87
Granted	1,494,900	4.37
Forfeited	(16,910)	12.43
Vested	(662,024)	12.17
<b>Unvested at March 31, 2024</b>	<u>2,721,276</u>	6.98

The grant date fair value for the 662,024 shares underlying RSUs that vested during the three months ended March 31, 2024 was \$8.1 million.

### **Stock-Based Compensation Expense**

Stock-based compensation expense recognized for the three months ended March 31, 2024 and 2023 was comprised of the following:

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2024	March 31, 2023
Research and development	\$ 864	\$ 1,066
Selling, general and administrative	2,720	3,285
<b>Total stock-based compensation expense</b>	<u>\$ 3,584</u>	<u>\$ 4,351</u>

The fair value of each option award is estimated on the date of grant using the Black-Scholes-Merton option pricing model that uses the assumptions noted in the following table. Expected volatility rates are based on the historical volatility of the Company's publicly traded common stock and other factors. The expected terms are determined based on a combination of historical exercise data and hypothetical exercise data for unexercised stock options. The risk-free interest rates are based on the U.S. Treasury yield for a period consistent with the expected term of the option in effect at the time of the grant. The Company

has never paid cash dividends to its stockholders and does not plan to pay dividends in the foreseeable future. No options were granted during the three months ended March 31, 2024. Assumptions used in the Black-Scholes-Merton option pricing model for employee and director stock options granted during the three months ended March 31, 2023 were as follows:

	<b>Three Months Ended</b>
	<b>March 31,</b>
	<b>2023</b>
Expected dividend yield	0 %
Weighted average expected volatility	47 %
Weighted average expected term (years)	6.15
Weighted average risk-free rate	3.92 %

## 12. Income Taxes

For the three months ended March 31, 2024 and 2023, the Company recorded an income tax benefit of \$0.5 million and a provision for income taxes of \$2.3 million, respectively. The income tax expense (benefit) for the three months ended March 31, 2024 and 2023 was primarily driven by the estimated effective tax rate for the year, as well as discrete income tax expense of \$0.5 million and \$1.1 million, respectively.

## 13. Earnings per Share

Basic earnings per share (EPS) is calculated by dividing the net income (loss) by the weighted average number of shares of common stock outstanding. Diluted EPS is computed by dividing the net income (loss) by the weighted average number of shares of common stock outstanding, plus potential outstanding common stock for the period. Potential outstanding common stock includes stock options and shares underlying RSUs, but only to the extent that their inclusion is dilutive, as calculated using the treasury stock method.

The following table presents the calculation of basic and diluted net income (loss) per share of common stock for the three months ended March 31, 2024 and 2023:

<i>(in thousands, except for share and per share amounts)</i>	<b>Three Months Ended</b>	
	<b>March 31,</b>	<b>March 31,</b>
	<b>2024</b>	<b>2023</b>
<b>Numerator:</b>		
Net income (loss)	\$ (4,146)	\$ 3,252
<b>Denominator:</b>		
Weighted average shares outstanding, basic	57,760,940	57,011,396
Effect of dilutive securities	—	388,756
Weighted average shares outstanding, diluted	57,760,940	57,400,152
<b>Net income (loss) per share, basic and diluted:</b>		
Basic	\$ (0.07)	\$ 0.06
Diluted	\$ (0.07)	\$ 0.06
Antidilutive securities excluded from calculations of diluted net income (loss) per share	7,029,644	6,133,050

The Company incurred a net loss for the three months ended March 31, 2024 causing inclusion of any potentially dilutive securities to have an anti-dilutive effect, resulting in dilutive loss per share and basic loss per share attributable to common stockholders being equivalent.

## 14. Legal Matters

**HETLIOZ®.** Between April 2018 and March 2021, the Company filed numerous Hatch-Waxman lawsuits in the U.S. District Court for the District of Delaware (Delaware District Court) against Teva Pharmaceuticals USA, Inc. (Teva), MSN Pharmaceuticals Inc. and MSN Laboratories Private Limited (MSN) and Apotex Inc. and Apotex Corp. (Apotex, and collectively with Teva and MSN, the HETLIOZ® Defendants) asserting that U.S. Patent Nos. RE46,604 ('604 Patent), 9,060,995, 9,539,234, 9,549,913, 9,730,910 ('910 Patent), 9,844,241, 10,071,977, 10,149,829 ('829 Patent), 10,376,487 ('487 Patent), 10,449,176, 10,610,510, 10,610,511, 10,829,465, and 10,611,744 will be infringed by the HETLIOZ® Defendants'

generic versions of HETLIOZ<sup>®</sup> for which they were seeking FDA approval. As initially disclosed in the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on January 14, 2022, in January 2022, the Company entered into a license agreement with MSN and Impax Laboratories LLC (Impax) resolving the lawsuits against MSN (the MSN/Impax License Agreement). The MSN/Impax License Agreement grants MSN and Impax a non-exclusive license to manufacture and commercialize MSN's generic version of HETLIOZ<sup>®</sup> in the U.S. effective as of March 13, 2035, unless prior to that date the Company obtains pediatric exclusivity for HETLIOZ<sup>®</sup>, in which case the license will be effective as of July 27, 2035. The MSN/Impax License Agreement also provides that MSN and Impax may launch a generic version of HETLIOZ<sup>®</sup> earlier under certain limited circumstances. In January 2023, MSN and its commercial partner, Amneal Pharmaceuticals, Inc., informed the Company of their belief that such circumstances have occurred and have since launched their generic version. The Company disagrees with this position and continues to aggressively defend its legal rights to exclusivity for HETLIOZ<sup>®</sup>. The consolidated lawsuits against the remaining HETLIOZ<sup>®</sup> Defendants were tried in March 2022.

In December 2022, the Delaware District Court ruled that Teva and Apotex did not infringe the '604 Patent, and that the asserted claims of the '604, '910, '829 and '487 Patents were invalid. In December 2022, the Company appealed the Delaware District Court's decision to the U.S. Court of Appeals for the Federal Circuit (Federal Circuit) and an oral argument for the appeal was held in March 2023. In May 2023, a three-judge panel of the Federal Circuit affirmed the Delaware District Court's ruling, and in June 2023, the Company requested a rehearing or rehearing en banc from the Federal Circuit. In August 2023, the Federal Circuit denied the Company's petition for a rehearing. In January 2024, the Company filed a petition for a writ of certiorari with the U.S. Supreme Court to review the Federal Circuit's decision. In April 2024, the U.S. Supreme Court denied the Company's petition for a writ of certiorari.

In December 2022, the Company filed patent infringement lawsuits, including Hatch-Waxman Act claims, against each of Teva and Apotex in the U.S. District Court for the District of New Jersey (NJ District Court) asserting that U.S. Patent No. 11,285,129, a method of administration patent that was not litigated in the Delaware District Court cases ('129 Patent), will be infringed by Teva's and Apotex' generic versions of HETLIOZ<sup>®</sup>, each of which was approved by the FDA. The Company asked the NJ District Court to, among other things, order that the effective date of the FDA's approval of Teva's and Apotex' generic versions of HETLIOZ<sup>®</sup> be a date that is no earlier than the expiration of the '129 Patent, or such later date that the NJ District Court may determine, and enjoin each of Teva and Apotex from the commercial manufacture, use, import, offer for sale and/or sale of their generic versions of HETLIOZ<sup>®</sup> until the expiration of the '129 Patent, or such later date that the NJ District Court may determine. In February 2023, the case was transferred to the Delaware District Court, where the Company's lawsuit remains pending.

In January 2023, the Company filed a lawsuit in the NJ District Court against Teva challenging Teva's advertising and marketing practices related to its at risk launch of its generic version of HETLIOZ<sup>®</sup> for the single indication of Non-24. The Company believes that Teva's advertising and marketing practices related to its generic version of HETLIOZ<sup>®</sup> promote its product for uses beyond the limited labeling that Teva sought, and the FDA approved. The Company seeks to, among other things, enjoin Teva from engaging in false and misleading advertising and recover monetary damages. In December 2023, the case was transferred to the Delaware District Court. The Company's lawsuit remains pending.

In January 2023, the Company filed a lawsuit in the U.S. District Court for the District of Columbia (DC District Court) against the FDA challenging the FDA's approval of Teva's Abbreviated New Drug Application (ANDA) for its generic version of HETLIOZ<sup>®</sup> capsules under the Administrative Procedure Act, the Food, Drug, and Cosmetic Act (FDCA), and FDA regulations. Under the FDCA, every ANDA must contain information to show that the labeling proposed for the generic drug is the same as the labeling approved for the listed drug. The labeling and packaging for HETLIOZ<sup>®</sup> includes Braille, but Teva's generic version does not. On this basis, the Company believes that Teva's approved labeling does not comply with applicable requirements. The Company has asked the DC District Court to, among other things, vacate the FDA's approval of Teva's ANDA, declare that the approval of the ANDA was unlawful, arbitrary, and capricious and compel the FDA to order Teva to recall its generic HETLIOZ<sup>®</sup> product. In February 2023, Teva intervened in the lawsuit as a defendant. In September 2023, the Company amended its lawsuit to request that the DC District Court set aside the FDA's July 2023 denial of the Company's citizen petition, originally filed with the FDA in January 2023. In April 2024, the Company filed a motion for summary judgment. The Company's lawsuit remains pending.

In September 2023, the Company filed a lawsuit in the DC District Court against the FDA challenging the FDA's approval of MSN's ANDA for its generic version of HETLIOZ<sup>®</sup> capsules under the APA, the FDCA, and FDA regulations. The Company believes that MSN's underlying approval data, particularly its bioequivalence studies, are faulty. On this basis, the Company has asked the DC District Court to, among other things, vacate the FDA's approval of MSN's ANDA, declare that the approval of the ANDA was unlawful, arbitrary, and capricious and compel the FDA to order MSN to recall its generic HETLIOZ<sup>®</sup> product. In December 2023, the Company filed a motion for summary judgment. In January 2024, the FDA opposed the Company's motion and moved to waive the administrative record, following which the court held an oral argument on the

cross-motions. The DC District Court issued an order compelling the FDA to serve the administrative record and has set deadlines for further proceedings. In April 2024, the Company filed a motion for summary judgment. The Company's lawsuit remains pending.

In April 2024, the Company filed a lawsuit in the Delaware District Court against MSN Pharmaceuticals, Inc., MSN Laboratories Private Limited, Amneal Pharmaceuticals, Inc., and Impax Laboratories LLC alleging claims for false advertising in violation of the Lanham Act and unfair competition under several state laws as well as claims for breach of express representation and fraudulent inducement of a license agreement. The Company's lawsuit remains pending.

*Other Matters.* From April 2022 to February 2024, the Company filed fourteen lawsuits in the DC District Court against the FDA to compel the FDA to produce records under the Freedom of Information Act (FOIA) regarding, among other matters: the FDA's denial of the Company's supplemental New Drug Application (sNDA) for HETLIOZ<sup>®</sup> in the treatment of jet lag disorder; cases in which the FDA waived its putative requirement of a 9-month non-rodent toxicity study before drugs can be tested on human patients for extended durations; communications external to and within the FDA relating to tradipitant, HETLIOZ<sup>®</sup> and Fanapt<sup>®</sup>; a warning letter that the FDA sent to the Company concerning its webpages for HETLIOZ<sup>®</sup> and Fanapt<sup>®</sup>; the FDA's removal of a clinical trials design presentation from its website; discipline reviews relating to the FDA's evaluations of the Company's sNDA for HETLIOZ<sup>®</sup> and a third-party sNDA for jet lag; internal standard operating procedures or guidance relating to the FDA's processing of incoming FOIA requests; and bioequivalence and other study reports submitted relating to the FDA's consideration of tasimelteon ANDAs. Four of these lawsuits were resolved in the Company's favor in June 2023, August 2023, January 2024 and April 2024, respectively, one is pending resolution and the other nine remain outstanding. The FDA has failed to respond and provide the requested documents within the statutory timeframe with respect to each of these ten outstanding requests. The Company has asked the DC District Court to, among other things, compel the FDA to comply with its obligations and declare that its lack of compliance violates FOIA.

In April 2022, the Company filed a lawsuit in the U.S. District Court for the District of Maryland (MD District Court) against the Centers for Medicare & Medicaid Services (CMS) and the Administrator of CMS challenging CMS' rule broadly interpreting the defined terms "line extension" and "new formulation" under the Patient Protection and Affordable Care Act, as amended by the Health Care and Education Reconciliation Act of 2010 (ACA), which went into effect in January 2022 (the Rule). The Company believes that the Rule is unlawful and contrary to the intent of Congress when it passed the ACA. Under the Rule, certain of the Company's products would be treated as line extensions and new formulations subject to enhanced rebates, despite the statutory text and CMS' own long-standing practice, under which such products would not constitute line extensions or new formulations. In March 2023, the MD District Court ruled that CMS' interpretation of the terms was reasonable and consistent with Congress' intent. In April 2023, the Company appealed the ruling to the U.S. Court of Appeals for the Fourth Circuit (Fourth Circuit). In January 2024, the Fourth Circuit held an oral argument. In April 2024, the Fourth Circuit ruled against the Company. The Company is currently evaluating future options with respect to this litigation.

In May 2022, the Company filed a lawsuit in the DC District Court against the FDA challenging the FDA's denial of Fast Track designation for tradipitant. In October 2021, the Company submitted to the FDA a request for Fast Track designation for tradipitant under the Food and Drug Administration Modernization Act of 1997 (FDAMA). The FDAMA provides for expedited development and review of drugs that receive Fast Track designation from the FDA. Under the FDAMA, the FDA must designate a drug as a Fast Track product if it both (1) is intended to treat a serious or life-threatening disease or condition and (2) demonstrates the potential to address unmet medical needs for such disease or condition. Although Fast Track designation is non-discretionary when the criteria are satisfied, the FDA denied the Company's request for Fast Track designation. The Company does not believe that the FDA based its decision on the relevant criteria. Therefore, among other reasons, the Company maintains that the FDA's denial is unlawful. The Company has asked the DC District Court to, among other things, set aside and vacate the FDA's denial. An oral argument was held in January 2023. In August 2023, the DC District Court ruled against the Company. In September 2023, the Company appealed the ruling to the U.S. Court of Appeals for the District of Columbia Circuit, where the Company's lawsuit remains pending.

In September 2022, the Company filed a lawsuit in the DC District Court against the FDA to compel the FDA to comply with two separate non-discretionary obligations under the FDCA and its implementing regulations: an obligation to publish a notice of an opportunity for a hearing on the Company's sNDA for HETLIOZ<sup>®</sup> in the treatment of jet lag disorder in the Federal Register within 180 days of the filing of the sNDA, and a separate obligation to publish the same notice within 60 days of the request for a hearing. The FDA published the notice of an opportunity for a hearing on October 11, 2022. The Company has asked the DC District Court to, among other things, compel the FDA to comply with its obligations and declare that its lack of compliance violates the FDCA and the FDA regulations. In January 2024, the DC District Court held an oral argument on dispositive cross-motions, following which the DC District Court granted in part the Company's motion for summary judgment. The DC District Court ruled that the FDA violated the statute and ordered the FDA to either finally resolve the Company's application or commence a hearing on or before March 5, 2024. In March 2024, the Company and the FDA filed a consent

motion for entry of final judgment in the Company's favor on its Administrative Procedure Act claim for the FDA's unreasonable delay in resolving the hearing request.

In May 2023, the Company filed a lawsuit in the U.S. Court of Federal Claims (Federal Claims Court) against the federal government for the uncompensated taking and misuse of the Company's trade secrets and confidential information. The Company believes that the FDA violated the Fifth Amendment's due process clause by improperly providing confidential details from the Company's drug master files for HETLIOZ<sup>®</sup> and Fanapt<sup>®</sup> to generic drug manufacturers during the FDA's review of the manufacturers' ANDAs. The Company has asked the Federal Claims Court to, among other things, declare that the FDA's disclosure of the Company's confidential commercial information constitutes a taking for purposes of the Fifth Amendment and award just compensation. The federal government filed a motion to dismiss the complaint, which the Company opposed. In January 2024, the Federal Claims Court held an oral argument on the motion to dismiss, following which the Federal Claims Court issued a decision denying in part the government's motion, allowing the Company's takings claim to proceed. The Company's lawsuit remains pending.

In February 2024, the Company filed a lawsuit in the DC District Court against the FDA to compel the FDA to comply with its statutory obligations under the FDCA and its implementing regulations, and to challenge the FDA's complete response letter and 60-day filing regulations, which the Company believes do not absolve the FDA of its statutory responsibilities. Under the FDCA, the FDA has an obligation to either approve the Company's sNDA for HETLIOZ<sup>®</sup> in the treatment of insomnia characterized by difficulties with sleep initiation within 180 days of the filing of the sNDA or give the Company a notice of an opportunity for a hearing. The Company submitted the sNDA on May 4, 2023. The Company has asked the DC District Court to, among other things, compel the FDA to comply with its obligations, declare that its lack of compliance violates the FDCA and the FDA regulations and declare the FDA's complete response letter and 60-day filing regulations unlawful. The Company's lawsuit remains pending.

In March 2024, the Company filed a petition for review in the U.S. Court of Appeals for the District of Columbia Circuit seeking review of the FDA's final order refusing to hold a hearing or to approve Vanda's sNDA for HETLIOZ<sup>®</sup> in the treatment of jet lag disorder. Under the FDCA, the FDA has an obligation to either approve an sNDA or to hold a hearing on the application's approvability. The Company's petition asks the DC Circuit to set aside the FDA's order refusing to hold a hearing and refusing approval. The Company's petition remains pending.

On April 22, 2024, a purported stockholder of the Company filed a lawsuit in the Court of Chancery of the State of Delaware against the members of the Company's board of directors and the Rights Agent, along with the Company as nominal defendant (collectively, the Defendants), captioned *Steamfitters Local 449 Pension Fund v. Mihael H. Polymeropoulos, et al., CA No. 2024-0416-KSJM*. The lawsuit contends, among other things, that the members of the Company's board of directors breached their fiduciary duties in instituting the Rights Agreement. See Note 15, *Subsequent Events*, for additional details on the Rights Agent and Rights Agreement. The lawsuit seeks relief declaring, in part, that provisions of the Rights Agreement be deemed unenforceable and seeks to enjoin the use of such provisions as well as damages, costs, and other remedies, and also seeks to enjoin for 30 days the Company's 2024 Annual Meeting of Stockholders (the Annual Meeting) to be held on May 17, 2024. At a hearing on May 7, 2024, the Delaware Chancery Court denied the plaintiff's request to enjoin the Annual Meeting. A trial in the case is expected to be set later this year. The Defendants believe the claims are without merit and intend to vigorously defend the matter. The Company does not anticipate that this litigation will have a material adverse effect on its business, results of operations or financial condition. However, this lawsuit is subject to inherent uncertainties, the actual cost may be significant, and the Company may not prevail. The Company believes it is entitled to coverage under its relevant insurance policies, subject to a retention, but coverage could be denied or prove to be insufficient.

## 15. Subsequent Events

On April 17, 2024, the Company's board of directors authorized and declared a dividend distribution of one right (each, a Right) for each outstanding share of common stock of the Company to stockholders of record as of the close of business on April 29, 2024 (the Record Date). Each Right entitles the registered holder to purchase from the Company one one-thousandth of a share of Series A Junior Participating Preferred Stock, par value \$0.001 per share (the Preferred Stock), of the Company at an exercise price of \$25.00 (the Exercise Price), subject to adjustment. The complete terms of the Rights are set forth in a Rights Agreement, dated as of April 17, 2024, between the Company and Equiniti Trust Company, LLC, as rights agent (the Rights Agent), as amended by that certain Amendment No. 1 to the Rights Agreement, by and between the Company and the Rights Agent (as amended, the Rights Agreement).

In general terms, subject to certain enumerated exceptions, the Rights Agreement works by imposing a significant penalty upon any person or group that acquires beneficial ownership of 10% or more of the shares of common stock without the prior approval of the board of directors. In general, any person will be deemed to beneficially own any securities (a) as to which such

person has any agreement, arrangement or understanding with another person for the purpose of acquiring, holding, voting or disposing of any shares of Common Stock or (b) that are the subject of a derivative transaction or constitute a derivative security. As a result, the overall effect of the Rights Agreement and the issuance of the Rights may be to render more difficult or discourage a merger, tender or exchange offer or other business combination involving the Company that is not approved by the Board. However, neither the Rights Agreement nor the Rights should interfere with any merger, tender or exchange offer or other business combination approved by the Board.



## ITEM 2 Management's Discussion and Analysis of Financial Condition and Results of Operations

### Overview

Vanda Pharmaceuticals Inc. (we, our or Vanda) is a leading global biopharmaceutical company focused on the development and commercialization of innovative therapies to address high unmet medical needs and improve the lives of patients.

We strive to advance novel approaches to bring important new medicines to market through responsible innovation. We are committed to the use of technologies that support sound science, including genetics and genomics, in drug discovery, clinical trials and the commercial positioning of our products.

Our commercial portfolio is currently comprised of three products, Fanapt<sup>®</sup> for the acute treatment of manic or mixed episodes associated with bipolar I disorder and the treatment of schizophrenia, HETLIOZ<sup>®</sup> for the treatment of Non-24-Hour Sleep-Wake Disorder (Non-24) and for the treatment of nighttime sleep disturbances in Smith-Magenis Syndrome (SMS), and PONVORY<sup>®</sup> for the treatment of relapsing forms of multiple sclerosis (MS) to include clinically isolated syndrome, relapsing-remitting disease and active secondary progressive disease, in adults. HETLIOZ<sup>®</sup> is the first product approved by the United States Food and Drug Administration (FDA) for patients with Non-24 and for patients with SMS. In addition, we have a number of drugs in development, including:

- Milsaperidone (VHX-896), the active metabolite of Fanapt<sup>®</sup> (iloperidone), for the acute treatment of manic or mixed episodes associated with bipolar I disorder and for the treatment of schizophrenia;
- Fanapt<sup>®</sup> (iloperidone) long acting injectable (LAI) formulation for the treatment of schizophrenia;
- HETLIOZ<sup>®</sup> (tasimelteon) for the treatment of jet lag disorder, insomnia, delayed sleep phase disorder (DSPD) and pediatric Non-24;
- PONVORY<sup>®</sup> (ponesimod) for the treatment of psoriasis and ulcerative colitis;
- Tradipitant (VLY-686), a small molecule neurokinin-1 (NK-1) receptor antagonist, for the treatment of gastroparesis, motion sickness and atopic dermatitis;
- Portfolio of Cystic Fibrosis Transmembrane Conductance Regulator (CFTR) activators and inhibitors, including VSJ-110 for the treatment of dry eye and ocular inflammation and VPO-227 for the treatment of secretory diarrhea disorders, including cholera;
- VTR-297, a small molecule histone deacetylase (HDAC) inhibitor for the treatment of onychomycosis and hematologic malignancies and with potential use as a treatment for several oncology indications;
- VQW-765, a small molecule nicotinic acetylcholine receptor partial agonist, for the treatment of social/performance anxiety and psychiatric disorders; and
- Antisense oligonucleotide (ASO) molecules, including VCA-894A for the treatment of Charcot-Marie-Tooth Disease, Type 2S (CMT2S), caused by cryptic splice site variants within the IGHMBP2 gene.

### Operational Highlights

#### Psychiatry Portfolio

- Fanapt<sup>®</sup>: We announced in April 2024 that the FDA approved Fanapt<sup>®</sup> as a first line treatment of acute bipolar I disorder in adults. This approval of Fanapt<sup>®</sup> for acute bipolar I disorder significantly expands the addressable patient population. Patent exclusivity is expected to last at least through late 2027. We are initiating a host of commercial activities, including the expansion of our existing sales force, a prescriber awareness program and a comprehensive marketing program.
- Milsaperidone: We expect to submit a New Drug Application (NDA) for milsaperidone (also known as VHX-896 and P-88), the active metabolite of Fanapt<sup>®</sup>, in schizophrenia and acute bipolar I disorder to the FDA in early-2025. If approved, there are pending patent applications that, if issued, could extend exclusivity into the 2040s.
- Fanapt<sup>®</sup> LAI: We expect to initiate a Phase III program for the LAI formulation of Fanapt<sup>®</sup> by the end of 2024. Fanapt<sup>®</sup> LAI could reach the United States (U.S.) market after 2026 and there are pending patent applications that, if issued, could extend exclusivity into the 2040s.
- We are currently planning clinical programs to test the efficacy of Fanapt<sup>®</sup> and milsaperidone in the treatment of depressive symptoms which, if successful, will significantly expand the addressable patient population.

### HETLIOZ®

- We are currently planning to initiate a HETLIOZ LQ® program in pediatric insomnia. Although exact estimates of prevalence of insomnia in children are difficult to quantify, it is estimated that 20-40% of children experience significant sleep problems. There are currently no approved treatments for pediatric insomnia. If ultimately approved for marketing, the addressable patient population for HETLIOZ LQ® would be significantly expanded and market exclusivity would be expected to last into the 2040s.
- We announced in March 2024 that we received a complete response letter (CRL) from the FDA related to the supplemental New Drug Application (sNDA) for HETLIOZ® in the treatment of insomnia. We are reviewing the CRL and evaluating our next steps. In addition to insomnia, we continue to pursue FDA approval of HETLIOZ® in the treatment of jet lag disorder where the final agency rejection of our application is being challenged in the U.S. Court of Appeals for the D.C. Circuit.
- We announced in April 2024 that the U.S. Supreme Court denied our petition for a writ of certiorari to review the decision of the U.S. Court of Appeals for the Federal Circuit in our HETLIOZ® Abbreviated New Drug Application (ANDA) litigation against Teva Pharmaceuticals USA, Inc. (Teva), Apotex Inc. and Apotex Corp (together, Apotex). The lower court decision held that certain claims of our U.S. Patent Nos. RE46,604; 9,730,910; 10,149,829; and 10,376,487 were invalid. Our suit asserting U.S. Patent No. 11,285,129 will be infringed by Teva's and Apotex's generic versions of HETLIOZ® is currently pending in the U.S. District Court for the District of Delaware.

### PONVORY®

- We expect to complete the transition of PONVORY® from Janssen and commercially launch the product for multiple sclerosis in the third quarter of 2024. We are initiating a host of commercial activities including the creation of a specialty sales force, a prescriber awareness program and a comprehensive marketing program. Currently approved as a once-a-day oral treatment for people with multiple sclerosis, PONVORY® has a differentiated profile from other drugs in the class with high specificity and rapid reversibility, making for a versatile use to address the needs of people with multiple sclerosis and exclusivity is expected to last into the 2040s.
- Positive results from a Phase II clinical study for PONVORY® in the treatment of psoriasis were previously published in Lancet where PONVORY® demonstrated significant effects in both induction and maintenance of response. We expect to file an Investigational New Drug (IND) application with the FDA for PONVORY® in the treatment of psoriasis. We expect to initiate a Phase III study for PONVORY® in the treatment of psoriasis by the end of 2024. If ultimately approved for marketing, PONVORY® would be the first oral sphingosine-1-phosphate (S1P) analog approved for the treatment of psoriasis and would significantly expand the addressable patient population of PONVORY®, with over 8 million people diagnosed with psoriasis in the U.S.
- We expect to file an IND application with the FDA for PONVORY® in the treatment of ulcerative colitis. We expect to initiate a Phase III study for PONVORY® in the treatment of ulcerative colitis by the end of 2024. If ultimately approved for marketing, PONVORY® would follow other oral sphingosine-1-phosphate (S1P) analogs approved for the treatment of ulcerative colitis and would significantly expand the addressable patient population of PONVORY®, with an estimated prevalence in the U.S. of approximately 2 million individuals.

### Tradipitant

- The NDA for tradipitant for the treatment of symptoms of gastroparesis is under review by the FDA with a PDUFA target action date of September 18, 2024. Gastroparesis is a significant unmet medical need with the last treatment option approved over 40 years ago and an estimated prevalence in the U.S. of over 6 million individuals.
- The second Phase III clinical study of tradipitant in the treatment of motion sickness is fully enrolled and results are expected in the second quarter of 2024. The efficacy of tradipitant in the treatment of motion sickness has previously been demonstrated in two clinical studies in which tradipitant was effective in preventing vomiting associated with motion. We expect to submit an NDA for the treatment of motion sickness to the FDA in the fourth quarter of 2024. An eventual NDA approval of tradipitant in the treatment of motion sickness would significantly expand the addressable patient population, with approximately 30% of the U.S. population reported to suffer from motion sickness under ordinary travel conditions that include sea, air and land.

### Early-Stage Programs

- The Phase II study of VSJ-110 for the treatment of dry eye is ongoing and more than 50% enrolled.

- The Phase I clinical study for VCA-894A in the treatment of a patient with Charcot-Marie-Tooth disease, axonal, type 2S (CMT2S), an inherited peripheral neuropathy for which there is no available treatment, expects to enroll the patient in mid-2024.
- The Phase I clinical study of VTR-297 for the treatment of onychomycosis, a fungal infection of the nail, was initiated in April 2024.
- VQW-765, an alpha-7 nicotinic acetylcholine receptor partial agonist, is currently in clinical development for treatment of acute performance anxiety in social situations.

Since we began operations, we have devoted substantially all of our resources to the in-licensing, clinical development and commercialization of our products. Our ability to generate meaningful product sales and achieve profitability largely depends on our level of success in commercializing Fanapt® and HETLIOZ® in the U.S. and Europe and PONVORY® in the U.S. and Canada, on our ability, alone or with others, to complete the development of our products, and to obtain the regulatory approvals for and to manufacture, market and sell our products. The results of our operations will vary significantly from year-to-year and quarter-to-quarter and depend on a number of factors, including risks related to our business, risks related to our industry, and other risks that are detailed in Part I, Item 1A, *Risk Factors*, of our annual report on Form 10-K (Annual Report) for the year ended December 31, 2023 and Item 1A, *Risk Factors*, of this Quarterly Report.

### **Critical Accounting Policies and Estimates**

The preparation of our condensed consolidated financial statements requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of our financial statements, as well as the reported revenues and expenses during the reported periods. We base our estimates on historical experience and on various other factors that we believe are reasonable under the circumstances, the results of which form the basis for making judgments about the carrying value of assets and liabilities that are not apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions.

There have been no significant changes in our critical accounting policies including estimates, assumptions and judgments from those described in Part II, Item 7, *Management's Discussion and Analysis of Financial Condition and Results of Operations*, included in the Annual Report. A summary of our significant accounting policies appears in the notes to our audited consolidated financial statements included in the Annual Report. However, we believe that the following accounting policies are important to understanding and evaluating our reported financial results as they involve the most significant judgments and estimates used in the preparation of our condensed consolidated financial statements, and we have accordingly included them in this discussion.

*Revenue from net product sales.* We account for a contract when it has approval and commitment from both parties, the rights of the parties are identified, payment terms are identified, the contract has commercial substance and collectability of consideration is probable. We recognize revenue when control of the product is transferred to the customer in an amount that reflects the consideration we expect to be entitled to in exchange for those product sales, which is typically once the product physically arrives at the customer.

Fanapt® is available in the U.S. for distribution through a limited number of wholesalers and is available in retail pharmacies. HETLIOZ® is available in the U.S. for distribution through a limited number of specialty pharmacies and is not available in retail pharmacies. PONVORY® is available in the U.S. for distribution primarily through specialty distributors. We invoice and record revenue when customers, wholesalers, specialty pharmacies and specialty distributors, receive product from the third-party logistics warehouse, which is the point at which control is transferred to the customer. Revenues and accounts receivable are concentrated with these customers. Outside the U.S., we have a distribution agreement for the commercialization of Fanapt® in Israel and sell HETLIOZ® in Germany. Receivables are carried at transaction price net of allowance for credit losses. Allowance for credit losses is measured using historical loss rates based on the aging of receivables and incorporating current conditions and forward-looking estimates.

The transaction price is determined based upon the consideration to which we will be entitled in exchange for transferring product to the customer. Our product sales are recorded net of applicable product revenue allowances for which reserves are established and include discounts, rebates, chargebacks, service fees, co-pay assistance and product returns that are applicable for various government and commercial payors. Where appropriate, our estimates of variable consideration included in the transaction price consider a range of possible outcomes. Allowances for rebates, chargebacks and co-pay assistance are based upon the insurance benefits of the end customer, which are estimated using historical activity and, where available, actual and pending prescriptions for which we have validated the insurance benefits. Variable consideration may be constrained and is

included in the transaction price if, in our judgment, it is probable that a significant future reversal of cumulative revenue under the contract will not occur. Overall, these reserves reflect our best estimates of the amount of consideration to which we are entitled based on the terms of the respective underlying contracts. If actual results in the future vary from our estimates, we adjust our estimate in the period identified, which would affect net product sales in the period such variances become known. During the three months ended March 31, 2024 and 2023, we constrained the variable consideration for HETLIOZ<sup>®</sup> net product sales. The constrained revenue relates to the uncertainties of payor utilization, patient demand and chargeback and rebate amounts, including Medicaid, and other reserves related to transactions that resulted in elevated levels of inventory at specialty pharmacy customers.

Reserves for variable consideration are classified as product revenue allowances on the Condensed Consolidated Balance Sheets, with the exception of prompt-pay discounts, which are classified as reductions of accounts receivable. The reserve for product returns for which the product may not be returned for a period of greater than one year from the balance sheet date is included as a component of other non-current liabilities in the Condensed Consolidated Balance Sheets. Uncertainties related to variable consideration are generally resolved in the quarter subsequent to period end, with the exception of Medicaid rebates, which are dependent upon the timing of when states submit reimbursement claims, Medicare inflationary rebates, and product returns that are resolved during the product expiry period specified in the customer contract. Due to transactions that resulted in increased inventory stocking at specialty pharmacy customers of HETLIOZ<sup>®</sup> in 2024 and 2023, the time it takes to resolve these uncertainties is expected to be longer than we have historically experienced. We currently record sales allowances for the following:

*Prompt-pay:* Specialty pharmacies and wholesalers are generally offered discounts for prompt payment. We expect that the specialty pharmacies and wholesalers will earn prompt payment discounts and, therefore, deduct the full amount of these discounts from total product sales when revenues are recognized.

*Rebates:* Allowances for rebates include mandated discounts under the Medicaid Drug Rebate Program as well as contracted rebate programs with other payors, including the new Medicare Part D inflationary rebate effective October 1, 2022. Rebate amounts owed after the final dispensing of the product to a benefit plan participant are based upon contractual agreements or legal requirements with public sector benefit providers, such as Medicaid and Medicare. The allowances for rebates are based on statutory or contracted discount rates and estimated patient utilization.

*Chargebacks:* Chargebacks are discounts that occur when contracted indirect customers purchase directly from specialty pharmacies and wholesalers. Contracted indirect customers, which currently consist primarily of Public Health Service institutions and federal government entities purchasing via the Federal Supply Schedule, generally purchase the product at a discounted price. The specialty pharmacy or wholesaler, in turn, charges back the difference between the price initially paid by the specialty pharmacy or wholesaler and the discounted price paid to the specialty pharmacy or wholesaler by the contracted customer.

*Medicare Part D coverage gap:* The Medicare Part D prescription drug benefit requires manufacturers to fund approximately 70% of the Medicare Part D insurance coverage gap for prescription drugs sold to eligible patients for applicable drugs. We account for the Medicare Part D coverage gap using a point of sale model. Estimates for expected Medicare Part D coverage gap are based in part on historical activity and, where available, actual and pending prescriptions when we have validated the insurance benefits. Beginning January 1, 2025, the Medicare Part D coverage gap discount program will be replaced with a new discounting program under the Inflation Reduction Act.

*Service fees:* We receive sales order management, data and distribution services from certain customers, for which we are assessed fees. These fees are based on contracted terms and are known amounts. We accrue service fees at the time of revenue recognition, resulting in a reduction of product sales and the recognition of an accrued liability, unless it is a payment for a distinct good or service from the customer in which case the fair value of those distinct goods or services are recorded as selling, general and administrative expense.

*Co-pay assistance:* Patients who have commercial insurance and meet certain eligibility requirements may receive co-pay assistance. Co-pay assistance utilization is based on information provided by our third-party administrator.

*Product returns:* We generally offer direct customers a limited right to return as contractually defined with our customers. We consider several factors in the estimation process, including expiration dates of product shipped to customers, inventory levels within the distribution channel, product shelf life, historical return activity, including activity for product sold for which the return period has past, prescription trends and other relevant factors. We do not expect returned goods to be resalable. There was no right of return asset as of March 31, 2024 or December 31, 2023.

The following table summarizes sales discounts and allowance activity as of and for the three months ended March 31, 2024:

<i>(in thousands)</i>	Rebates & Chargebacks	Discounts, Returns and Other	Total
<b>Balances at December 31, 2023</b>	\$ 40,151	\$ 10,427	\$ 50,578
Provision related to current period sales	21,197	7,135	28,332
Adjustments for prior period sales	(2,711)	46	(2,665)
Credits/payments made	(12,454)	(6,743)	(19,197)
<b>Balances at March 31, 2024</b>	<u>\$ 46,183</u>	<u>\$ 10,865</u>	<u>\$ 57,048</u>

The provision of \$21.2 million for rebates and chargebacks for the three months ended March 31, 2024 and its ending balance at March 31, 2024 primarily represents Medicaid rebates applicable to sales of Fanapt® and, to a lesser extent, HETLIOZ®. The provision of \$7.1 million for discounts, returns and other for the three months ended March 31, 2024 primarily represents wholesaler distribution fees applicable to sales of Fanapt® and estimated product returns of Fanapt®, and co-pay assistance costs and prompt-pay discounts applicable to the sales of both Fanapt® and HETLIOZ®.

*Stock-based compensation.* Compensation costs for all stock-based awards to employees and directors are measured based on the grant date fair value of those awards and recognized over the period during which the employee or director is required to perform service in exchange for the award. We use the Black-Scholes-Merton option pricing model to determine the fair value of stock options. The determination of the fair value of stock options on the date of grant using an option pricing model is affected by our stock price as well as assumptions regarding a number of complex and subjective variables. These variables include the expected stock price volatility over the expected term of the awards, actual and projected employee stock option exercise behaviors, risk-free interest rate and expected dividends. Expected volatility rates are based on the historical volatility of our publicly traded common stock and other factors. The risk-free interest rates are based on the U.S. Treasury yield for a period consistent with the expected term of the option in effect at the time of the grant. We have never paid cash dividends to our stockholders and do not plan to pay dividends in the foreseeable future. As stock-based compensation expense recognized in the Condensed Consolidated Statements of Operations is based on awards ultimately expected to vest, it has been reduced for estimated forfeitures. Forfeitures are estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates.

*Research and development expenses.* Research and development expenses consist primarily of fees for services provided by third parties in connection with the clinical trials, costs of contract manufacturing services for clinical trial use, milestone payments made under licensing agreements prior to regulatory approval, costs of materials used in clinical trials and research and development, costs for regulatory consultants and filings, depreciation of capital resources used to develop products, related facilities costs, and salaries, other employee-related costs and stock-based compensation for research and development personnel. We expense research and development costs as they are incurred for products in the development stage, including manufacturing costs and milestone payments made under license agreements prior to FDA approval. Upon and subsequent to FDA approval, manufacturing and milestone payments made under license agreements are capitalized. Milestone payments are accrued when it is deemed probable that the milestone event will be achieved. Costs related to the acquisition of intellectual property are expensed as incurred if the underlying technology is developed in connection with our research and development efforts and has no alternative future use.

Clinical trials are inherently complex, often involve multiple service providers, and can include payments made to investigator physicians at study sites. Because billing for services often lags delivery of service by a substantial amount of time, we often are required to estimate a significant portion of our accrued clinical expenses. Our assessments include, but are not limited to: (i) an evaluation by the project manager of the work that has been completed during the period, (ii) measurement of progress prepared internally and/or provided by the third-party service provider, (iii) analyses of data that justify the progress, and (iv) management's judgment. In the event that we do not identify certain costs that have begun to be incurred or we under- or over-estimate the level of services performed or the costs of such services, our reported expenses for such period would be too low or too high.

*Intangible assets and impairment of long-lived assets.* Our intangible assets consist of capitalized license costs for products approved by the FDA or costs to acquire already commercialized products. We amortize our intangible assets on a straight-line basis over the estimated useful economic life of the related product patents. We assess the impairment of intangible assets whenever events or changes in circumstances indicate that the carrying value may not be recoverable. Factors we consider important that could trigger an impairment review include significant underperformance relative to expected historical or projected future operating results, a significant adverse change in legal or regulatory factors that could affect the value or patent life including our ability to defend and enforce patent claims and other intellectual property rights and significant negative industry or economic trends. When we determine that the carrying value of our intangible assets may not be recoverable based

upon the existence of one or more of the indicators of impairment, we measure any impairment based on the amount that carrying value exceeds fair value.

As a result of the unfavorable events and subsequent developments in 2022 and 2023 related to the HETLIOZ<sup>®</sup> patent litigation (see Note 14, *Legal Matters*, to the condensed consolidated financial statements included in Part I of this Quarterly Report) we performed impairment reviews for our HETLIOZ<sup>®</sup> asset group in those years and determined, based upon our review of undiscounted cash flows, that the carrying value of our HETLIOZ<sup>®</sup> asset group, inclusive of the intangible asset, is recoverable. Accordingly, we have not recorded an intangible asset impairment charge in any period. The litigation and subsequent developments do not affect the sale of HETLIOZ<sup>®</sup> in the E.U. and there is no generic litigation pending outside of the U.S. with respect to HETLIOZ<sup>®</sup>. Furthermore, the litigation and subsequent events do not relate to the HETLIOZ LQ<sup>®</sup> oral suspension formulation. Our expected cash flows continue to support our estimated useful economic life of the intangible asset through 2035.

*Income taxes.* We assess the need for a valuation allowance against our deferred tax asset each quarter through the review of all available positive and negative evidence. Deferred tax assets are reduced by a tax valuation allowance when, in the opinion of management, it is more likely than not that some portion of the deferred tax assets will not be realized. The analysis is highly dependent upon historical and projected taxable income. Projected taxable income includes significant assumptions related to revenue, commercial expenses and research and development activities, which could be affected by the HETLIOZ<sup>®</sup> generic competition and our ability to obtain regulatory approval from the FDA for products or new indications in development, among other factors. Tax benefits are recognized from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities based on the technical merits of the position. The tax benefit recognized in the financial statements for a particular tax position is based on the largest benefit that is more likely than not to be realized upon settlement.

### Recent Accounting Pronouncements

See Note 2, *Summary of Significant Accounting Policies*, to the condensed consolidated financial statements included in Part I of this quarterly report on Form 10-Q (Quarterly Report) for information on recent accounting pronouncements.

### Results of Operations

We anticipate that our results of operations will fluctuate for the foreseeable future due to several factors, including our and our partners' ability to continue to successfully commercialize our products, including activities related to the recent approval of Fanapt<sup>®</sup> for the acute treatment of manic or mixed episodes associated with bipolar I disorder in adults and recently acquired rights to PONVORY<sup>®</sup> in the U.S. and Canada, any possible payments made or received pursuant to license agreements, progress of our research and development efforts, the timing and outcome of clinical trials and related possible regulatory approvals and the status of existing and future potential litigation involving our products and intellectual property.

For HETLIOZ<sup>®</sup>, the FDA has approved ANDAs for Teva and Apotex, both of which have since launched their generic versions of HETLIOZ<sup>®</sup> at risk in the U.S. In December 2022, the U.S. District Court for the District of Delaware (Delaware District Court) ruled in favor of Teva and Apotex in our patent litigation relating to their filing of ANDAs for generic versions of HETLIOZ<sup>®</sup> in the U.S. The Federal Circuit affirmed this ruling, and the U.S. Supreme Court denied our petition for a writ of certiorari in April 2024. See Note 14, *Legal Matters*, to the condensed consolidated financial statements in Part I of this Quarterly Report. The FDA has also approved the ANDA for MSN Pharmaceuticals, Inc. and MSN Laboratories Private Limited (MSN). The license agreement that we entered into when we settled our patent litigation with MSN (MSN/Impax License Agreement) grants MSN and Impax Laboratories LLC (Impax) a non-exclusive license to manufacture and commercialize MSN's generic version of HETLIOZ<sup>®</sup> in the U.S. effective as of March 13, 2035, unless prior to that date we obtain pediatric exclusivity for HETLIOZ<sup>®</sup>, in which case the license will be effective as of July 27, 2035, or earlier under certain limited circumstances. In January 2023, MSN and its commercial partner, Amneal Pharmaceuticals, Inc., informed us of their belief that such circumstances had occurred and have since launched their generic version. In April 2024, we filed litigation against MSN, Impax, and Amneal alleging fraudulent inducement of the license agreement. See Note 14, *Legal Matters*, to the condensed consolidated financial statements in Part I of this Quarterly Report. HETLIOZ<sup>®</sup> could face even more competition from other generic companies in the U.S. in the near term in light of the patent litigation rulings against us. In addition, sales of generic versions of HETLIOZ<sup>®</sup> have resulted in and could continue to result in a reduction in the demand for HETLIOZ<sup>®</sup> and/or the price at which we can sell it and/or create volatility in net product sales in future periods, which could have a material impact on our revenues and results of operations.

**Three months ended March 31, 2024 compared to three months ended March 31, 2023**

*Revenues.* Total revenues decreased by \$15.0 million, or 24%, to \$47.5 million for the three months ended March 31, 2024 compared to \$62.5 million for the three months ended March 31, 2023. Revenues were as follows:

<i>(in thousands)</i>	Three Months Ended			
	March 31, 2024	March 31, 2023	Net Change	Percent
Fanapt <sup>®</sup> net product sales	\$ 20,579	\$ 22,882	\$ (2,303)	(10)%
HETLIOZ <sup>®</sup> net product sales	20,053	39,616	(19,563)	(49)%
PONVORY <sup>®</sup> net product sales	6,830	—	6,830	N/A
Total net product sales	<u>\$ 47,462</u>	<u>\$ 62,498</u>	<u>\$ (15,036)</u>	<u>(24)%</u>

Fanapt<sup>®</sup> net product sales decreased by \$2.3 million, or 10%, to \$20.6 million for the three months ended March 31, 2024 compared to \$22.9 million for the three months ended March 31, 2023. The decrease to net product sales was attributable to a decrease in volume.

HETLIOZ<sup>®</sup> net product sales decreased by \$19.6 million, or 49%, to \$20.1 million for the three months ended March 31, 2024 compared to \$39.6 million for the three months ended March 31, 2023. The decrease to net product sales was attributable to a decrease in volume, partially offset by an increase in price net of deductions. The Company's HETLIOZ<sup>®</sup> net product sales as reported for the three months ended March 31, 2023 reflected higher unit sales as compared to recent prior periods. The higher unit sales during the three months ended March 31, 2023 resulted in a significant increase of inventory stocking at specialty pharmacy customers at March 31, 2023. During the remainder of 2023, HETLIOZ<sup>®</sup> net product sales reflected lower unit sales as a result of the continued reduction of the elevated inventory levels at specialty pharmacy customers. During the three months ended March 31, 2024, net product sales for HETLIOZ<sup>®</sup> reflected higher unit sales as compared to the most recent three quarters of 2023. The higher unit sales during the three months ended March 31, 2024 again resulted in an increase of inventory stocking at specialty pharmacy customers at March 31, 2024. During 2023 and the three months ended March 31, 2024, inventory levels at specialty pharmacy customers have remained elevated relative to inventory levels prior to the entrance of generic competition. Going forward, HETLIOZ<sup>®</sup> net product sales may reflect lower unit sales as a result of reduction of the elevated inventory levels at specialty pharmacy customers. Further, HETLIOZ<sup>®</sup> net product sales will likely decline in future periods, potentially significantly, related to continued generic competition in the U.S. We constrained HETLIOZ<sup>®</sup> net product sales for the three months ended March 31, 2024 and 2023 to an amount not probable of significant revenue reversal. The amount of revenue recognized during the three months ended March 31, 2024 related to changes in estimates on revenue constrained during 2023 was not material. HETLIOZ<sup>®</sup> net product sales could experience variability in future periods as the remaining uncertainties associated with variable consideration related to inventory stocking by specialty pharmacy customers are resolved.

In December 2023, we purchased the right to market and sell PONVORY<sup>®</sup> in the U.S. and Canadian markets from Actelion Pharmaceuticals Ltd. (Janssen), a Johnson & Johnson Company. PONVORY<sup>®</sup> net product sales were \$6.8 million for the three months ended March 31, 2024.

*Cost of goods sold.* Cost of goods sold decreased by \$1.3 million, or 28%, to \$3.4 million for the three months ended March 31, 2024 compared to \$4.8 million for the three months ended March 31, 2023. Cost of goods sold includes third-party manufacturing costs of product sold, third-party royalty costs and distribution and other costs. Third-party royalty costs were 6% of Fanapt<sup>®</sup> net product sales and 5% of HETLIOZ<sup>®</sup> net product sales in Germany. Third-party royalty costs on HETLIOZ<sup>®</sup> net product sales in the U.S. decreased from 10% to 5% in December 2022 and are expected to end in the second quarter of 2024. We evaluate the risk of excess inventory and product expiry by evaluating current and future product demand relative to product shelf life and build demand forecasts by considering factors such as, but not limited to, overall market potential, market share, market acceptance, patient usage, and generic competition. Our inventory balance consisted of \$2.7 million and \$3.0 million of Fanapt<sup>®</sup> product and \$7.3 million and \$7.2 million of HETLIOZ<sup>®</sup> product as of March 31, 2024 and December 31, 2023, respectively.

*Research and development expenses.* Research and development expenses increased by \$1.9 million, or 10%, to \$21.2 million for the three months ended March 31, 2024 compared to \$19.2 million for the three months ended March 31, 2023. The increase was primarily due to an increase in expenses associated with our CFTR development program.

The following table summarizes the costs of our product development initiatives for the three months ended March 31, 2024 and 2023:

<i>(in thousands)</i>	Three Months Ended	
	March 31, 2024	March 31, 2023
Direct project costs (1)		
Fanapt®	\$ 2,438	\$ 2,030
Milsaperidone	907	795
HETLIOZ®	2,407	2,478
Tradipitant	8,469	8,339
VTR-297	553	444
CFTR	2,357	378
VQW-765	196	362
Other	1,516	2,019
Total direct project costs	18,843	16,845
Indirect project costs (1)		
Stock-based compensation	864	1,066
Other indirect overhead	1,447	1,326
Total indirect project costs	2,311	2,392
Total research and development expense	\$ 21,154	\$ 19,237

(1) We record direct costs, including personnel costs and related benefits, on a project-by-project basis. Many of our research and development costs are not attributable to any individual project because we share resources across several development projects. We record indirect costs that support a number of our research and development activities in the aggregate, including stock-based compensation.

We expect to incur significant research and development expenses as we continue to develop our products. In addition, we expect to incur licensing costs in the future that could be substantial, as we continue our efforts to expand our product pipeline.

*Selling, general and administrative expenses.* Selling, general and administrative expenses decreased by \$6.0 million, or 17%, to \$30.1 million for the three months ended March 31, 2024 compared to \$36.1 million for the three months ended March 31, 2023. The decrease in selling, general and administrative expenses was primarily the result of a decrease in spending on sales and other corporate activities.

*Intangible asset amortization.* Intangible asset amortization was \$2.0 million and \$0.4 million for the three months ended March 31, 2024 and 2023, respectively. Amortization expense increased in 2024 due to amortization on the intangible asset from the rights to PONVORY® in the U.S. and Canada which were acquired in December 2023.

*Other income.* Other income was \$4.6 million for the three months ended March 31, 2024 compared to \$3.5 million for the three months ended March 31, 2023. Other income primarily consists of investment income on our marketable securities.

*Provision for income taxes.* An income tax benefit of \$0.5 million and a provision for income taxes of \$2.3 million was recorded for the three months ended March 31, 2024 and 2023, respectively. The income tax expense (benefit) for each of the three months ended March 31, 2024 and 2023 was primarily driven by the estimated effective tax rate for the year as well as discrete income tax expense of \$0.5 million and \$1.1 million, respectively.

### Liquidity and Capital Resources

As of March 31, 2024, our total cash and cash equivalents and marketable securities were \$394.1 million compared to \$388.3 million at December 31, 2023. Our cash and cash equivalents are deposits in operating accounts and highly liquid investments with an original maturity of 90 days or less at date of purchase and consist of investments in money market funds with commercial banks and financial institutions and commercial paper of high-quality corporate issuers. Our marketable securities consist of investments in government sponsored and corporate enterprises and commercial paper.



Our liquidity resources as of March 31, 2024 and December 31, 2023 are summarized as follows:

<i>(in thousands)</i>	March 31, 2024	December 31, 2023
Cash and cash equivalents	\$ 125,158	\$ 135,821
Marketable securities:		
U.S. Treasury and government agencies	167,456	185,115
Corporate debt	101,528	67,328
Total marketable securities	268,984	252,443
Total cash, cash equivalents and marketable securities	\$ 394,142	\$ 388,264

As of March 31, 2024, we maintained all of our cash, cash equivalents and marketable securities in two financial institutions. Deposits held with these institutions may exceed the amount of insurance provided on such deposits, but we do not anticipate any losses with respect to such deposits.

In the normal course of our business, we regularly enter into agreements with third-party vendors under fee service arrangements which generally may be terminated on 90 days' notice without incurring additional charges, other than charges for work completed or materials procured but not paid for through the effective date of termination and other costs incurred by our contractors in closing out work in progress as of the effective date of termination. Our non-cancellable purchase commitments for agreements longer than one year are not material. Various other long-term agreements entered into for services with other third-party vendors, such as inventory purchase arrangements, are cancellable in nature or contain variable commitment terms within the agreement that are within our control.

We also have long-term contractual obligations related to our operating leases and license agreements. There have been no material changes to our long-term contractual obligations as disclosed in Part II, Item 7, *Management's Discussion and Analysis of Financial Condition and Results of Operations*, of our Annual Report. For further information regarding our license agreements, see Note 9, *Commitments and Contingencies*, to the condensed consolidated financial statements included in Part I of this Quarterly Report.

We do not have any off-balance sheet arrangements.

Based on our current operating plans, which include costs and expenses in connection with our continued clinical development of tradipitant and our other products, pursuit of regulatory approval of tradipitant, U.S. commercial activities for Fanapt<sup>®</sup>, HETLIOZ<sup>®</sup> and PONVORY<sup>®</sup>, pursuit of further regulatory approvals of Fanapt<sup>®</sup>, HETLIOZ<sup>®</sup> and PONVORY<sup>®</sup>, and payments due upon achievement of milestones under our license agreements, we believe that our cash, cash equivalents and marketable securities and cash received from product sales will be sufficient for at least the next 12 months. Our future cash requirements and the adequacy of our available funds will depend on many factors, primarily including our ability to generate revenue, the scope and costs of our commercial, manufacturing and process development activities, the magnitude of our discovery, preclinical and clinical development programs, and potential costs to acquire or license the rights to additional products.

We may need or desire to obtain additional capital to finance our operations through debt, equity or alternative financing arrangements. We may also seek capital through collaborations or partnerships with other companies. The issuance of debt could require us to grant liens on certain of our assets that may limit our flexibility and debt securities may be convertible into common stock. If we raise additional capital by issuing equity securities, the terms and prices for these financings may be much more favorable to the new investors than the terms obtained by our existing stockholders. These financings also may significantly dilute the ownership of our existing stockholders. If we are unable to obtain additional financing, we may be required to reduce the scope of our future activities, which could harm our business, financial condition and operating results. There can be no assurance that any additional financing required in the future will be available on acceptable terms, if at all.

## Cash Flow

The following table summarizes our net cash flows from operating, investing and financing activities for the three months ended March 31, 2024 and 2023:

(in thousands)	Three Months Ended		
	March 31, 2024	March 31, 2023	Net Change
<b>Net cash provided by (used in):</b>			
Operating activities:			
Net income (loss)	\$ (4,146)	\$ 3,252	\$ (7,398)
Non-cash charges	4,737	6,511	(1,774)
Net change in operating assets and liabilities	6,978	22,040	(15,062)
Operating activities	7,569	31,803	(24,234)
Investing activities:			
Asset acquisition	(2,705)	—	(2,705)
Purchases of property and equipment	(7)	(51)	44
Net purchases, sales and maturities of marketable securities	(15,506)	187,345	(202,851)
Investing activities	(18,218)	187,294	(205,512)
Effect of exchange rate changes on cash, cash equivalents and restricted cash	(14)	45	(59)
Net change in cash, cash equivalents and restricted cash	\$ (10,663)	\$ 219,142	\$ (229,805)

*Operating Activities:* Cash flows provided by operating activities during the three months ended March 31, 2024 were \$7.6 million, a decrease of \$24.2 million compared to \$31.8 million during the three months ended March 31, 2023. The decrease reflects a decrease of \$15.1 million from the net change in operating assets and liabilities primarily due to changes in our accounts receivable and product revenue allowances due to timing of payments as well as the impact of inventory stocking of HETLIOZ® at specialty pharmacy customers, and a decrease of \$7.4 million in net income.

*Investing Activities:* Cash flows used in investing activities during the three months ended March 31, 2024 were \$18.2 million, a decrease of \$205.5 million compared to cash flows provided by investing activities of \$187.3 million during the three months ended March 31, 2023. The change in investing activities primarily reflects the timing of net reinvestment of available cash and cash equivalents in our portfolio of marketable securities. Additionally, the \$2.7 million asset acquisition cash flow during the three months ended March 31, 2024 relates to the payment of consideration for the PONVORY® acquisition that was accrued as of December 31, 2023.

### ITEM 3 Quantitative and Qualitative Disclosures about Market Risk

Our exposure to market risk is currently confined to our cash and cash equivalents, marketable securities and restricted cash. We currently do not hedge interest rate exposure. We have not used derivative financial instruments for speculation or trading purposes.

We deposit our cash with financial institutions that we consider to be of high credit quality and purchase marketable securities that are generally investment grade, liquid, short-term fixed income securities and money-market instruments denominated in U.S. dollars. Our marketable securities consist of commercial paper, corporate notes and U.S. government agency notes and have maturities of less than two years. We do not believe that an increase in market rates would have any significant impact on the realized value of our cash equivalents and marketable securities.

We are also exposed to risks related to changes in foreign currency exchange rates relating to our foreign operations. The functional currency of our international subsidiaries is the local currency. We are exposed to foreign currency risk to the extent that we enter into transactions denominated in currencies other than our subsidiaries' respective functional currencies. We are also exposed to unfavorable fluctuations of the U.S. dollar, which is our reporting currency, against the currencies of our operating subsidiaries when their respective financial statements are translated into U.S. dollars for inclusion in our condensed consolidated financial statements. We do not currently hedge our foreign currency exchange rate risk. Foreign currency has not had, nor do we believe that a decrease or increase in any foreign currency exchange rates would have, a material impact on our results of operations.

## ITEM 4 Controls and Procedures

### Conclusion Regarding the Effectiveness of Disclosure Controls and Procedures

Under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, we evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (Exchange Act)) as of March 31, 2024. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures are effective as of March 31, 2024, the end of the period covered by this quarterly report on Form 10-Q, to ensure that the information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosures.

### Changes in Internal Control over Financial Reporting

There has been no change in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) during the first quarter of 2024 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## PART II — OTHER INFORMATION

### ITEM 1 Legal Proceedings

Information with respect to this item may be found in Note 14, *Legal Matters*, to the condensed consolidated financial statements in Part I of this quarterly report on Form 10-Q, which is incorporated herein by reference.

### ITEM 1A Risk Factors

We previously disclosed in Part I, Item 1A of our annual report on Form 10-K (Annual Report) for the year ended December 31, 2023, filed with the Securities and Exchange Commission on February 8, 2024, important factors which could affect our business, financial condition, results of operations and future operations under the heading Risk Factors. Our business, financial condition and operating results can be affected by a number of factors, whether currently known or unknown, including but not limited to those described as risk factors, any one or more of which could, directly or indirectly, cause our actual operating results and financial condition to vary materially from past, or anticipated future, operating results and financial condition. Any of these factors, in whole or in part, could materially and adversely affect our business, financial condition, operating results and the price of our common stock. Other than as set forth below, there have been no material changes in our risk factors subsequent to the filing of our Annual Report for the fiscal year ended December 31, 2023.

*Anti-takeover provisions in our charter and bylaws and under Delaware law, and the adoption of a rights plan, could prevent or delay a change in control of our company.*

We are a Delaware corporation and the anti-takeover provisions of Section 203 of the Delaware General Corporation Law may discourage, delay or prevent a change in control by prohibiting us from engaging in a business combination with an interested stockholder for a period of three years after the person becomes an interested stockholder, even if a change of control would be beneficial to our existing stockholders. In addition, our amended and restated certificate of incorporation and bylaws may discourage, delay or prevent a change in our management or control over us that stockholders may consider favorable. Our amended and restated certificate of incorporation and bylaws:

- authorize the issuance of “blank check” preferred stock that could be issued by our board of directors to thwart a takeover attempt;
- do not provide for cumulative voting in the election of directors, which would allow holders of less than a majority of the stock to elect some directors;
- establish a classified board of directors, as a result of which the successors to the directors whose terms have expired will be elected to serve from the time of election and qualification until the third annual meeting following their election;

- require that directors only be removed from office for cause;
- provide that vacancies on the board of directors, including newly created directorships, may be filled only by a majority vote of directors then in office;
- limit who may call special meetings of stockholders;
- prohibit stockholder action by written consent, requiring all actions to be taken at a meeting of the stockholders; and
- establish advance notice requirements for nominating candidates for election to the board of directors or for proposing matters that can be acted upon by stockholders at stockholder meetings.

Moreover, in April 2024, our board of directors adopted a rights agreement which provided each stockholder of record as of the close of business on April 29, 2024 a right for each outstanding share of common stock of the Company held by such stockholder (each, a Right), which entitles the registered holder to purchase from the Company one one-thousandth of a share of Series A Junior Participating Preferred Stock, par value \$0.001 per share, of the Company at an exercise price of \$25.00, subject to adjustment. The complete terms of the Rights are set forth in the rights agreement, dated as of April 17, 2024, between the Company and Equiniti Trust Company, LLC, as rights agent (Rights Agent), as amended by that certain Amendment No. 1 to the Rights Agreement, by and between the Company and the Rights Agent (as amended, the Rights Agreement). The Rights Agreement has a one-year term, expiring on April 16, 2025, and could have the effect of discouraging, delaying or preventing a change in management or control over us. While there is no plan to do so at this time, our board of directors may choose to adopt a new rights plan in the future.

**ITEM 2 Unregistered Sales of Equity Securities and Use of Proceeds**

None.

**ITEM 3 Defaults Upon Senior Securities**

None.

**ITEM 4 Mine Safety Disclosures**

Not applicable.

**ITEM 5 Other Information**

On April 25, 2024, our board of directors approved, subject to stockholder approval, an amendment to our Amended and Restated 2016 Equity Incentive Plan, as amended (the 2016 Plan). The amendment to the 2016 Plan, if approved by the stockholders, will increase the aggregate number of shares of common stock that may be issued by us pursuant to awards under the 2016 Plan by 1,900,000 shares.

During the fiscal quarter ended March 31, 2024, none of our directors or officers informed us of the adoption, modification or termination of a “Rule 10b5-1 trading arrangement” or “non-Rule 10b5-1 trading arrangement,” as those terms are defined in Regulation S-K, Item 408. Furthermore, during the fiscal quarter ended March 31, 2024, we did not adopt or terminate a “Rule 10b5-1 trading arrangement” or “non-Rule 10b5-1 trading arrangement,” as those terms are defined in Regulation S-K, Item 408.

**ITEM 6 Exhibits**

Exhibit Number	Description
3.1	<a href="#"><u>Form of Amended and Restated Certificate of Incorporation of the registrant (filed as Exhibit 3.8 to Amendment No. 2 to the registrant's registration statement on Form S-1 (File No. 333-130759) on March 17, 2006 and incorporated herein by reference).</u></a>
3.2	<a href="#"><u>Amended and Restated Bylaws of the registrant, as amended and restated on December 13, 2023 (filed as Exhibit 3.1 to the registrant's current report on Form 8-K (File No. 001-34186) on December 15, 2023 and incorporated herein by reference).</u></a>
3.3	<a href="#"><u>Amended and Restated Certificate of Designation of Rights, Preferences and Privileges of Series A Junior Participating Preferred Stock of Vanda Pharmaceuticals Inc. (filed as Exhibit 3.1 to the registrant's current report on Form 8-K (File No. 001-34186) on April 17, 2024 and incorporated herein by reference).</u></a>
4.1	<a href="#"><u>Rights Agreement, dated as of April 17, 2024, by and between Vanda Pharmaceuticals Inc. and Equiniti Trust Company, LLC as rights agent (filed as Exhibit 4.1 to the registrant's current report on Form 8-K (File No. 001-34186) on April 17, 2024 and incorporated herein by reference).</u></a>
4.2	<a href="#"><u>Amendment No. 1 to the Rights Agreement, dated as of May 3, 2024, by and between Vanda Pharmaceuticals Inc. and Equiniti Trust Company, LLC as rights agent (filed as Exhibit 4.1 to the registrant's current report on Form 8-K (File No. 001-34186) on May 3, 2024 and incorporated herein by reference).</u></a>
31.1*	<a href="#"><u>Certification of the Chief Executive Officer, as required by Section 302 of the Sarbanes-Oxley Act of 2002.</u></a>
31.2*	<a href="#"><u>Certification of the Chief Financial Officer, as required by Section 302 of the Sarbanes-Oxley Act of 2002.</u></a>
32.1**	<a href="#"><u>Certification of the Chief Executive Officer (Principal Executive Officer) and Chief Financial Officer (Principal Financial Officer and Principal Accounting Officer), as required by Section 906 of the Sarbanes-Oxley Act of 2002.</u></a>
101	The following financial information from this quarterly report on Form 10-Q for the fiscal quarter ended March 31, 2024 formatted in Inline Extensible Business Reporting Language (iXBRL) and filed electronically herewith: (i) Condensed Consolidated Balance Sheets as of March 31, 2024 and December 31, 2023; (ii) Condensed Consolidated Statements of Operations for the three months ended March 31, 2024 and 2023; (iii) Condensed Consolidated Statements of Comprehensive Income (Loss) for the three months ended March 31, 2024 and 2023; (iv) Condensed Consolidated Statements of Changes in Stockholders' Equity for the three months ended March 31, 2024 and 2023; (v) Condensed Consolidated Statements of Cash Flows for the three months ended March 31, 2024 and 2023; and (vi) Notes to Condensed Consolidated Financial Statements.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).
*	Filed herewith.
**	Furnished herewith.

**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.

**Vanda Pharmaceuticals Inc.**

May 9, 2024

/s/ Mihael H. Polymeropoulos, M.D.

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**Mihael H. Polymeropoulos, M.D.**  
**President, Chief Executive Officer and Chairman of the Board**  
**(Principal Executive Officer)**

May 9, 2024

/s/ Kevin Moran

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**Kevin Moran**  
**Senior Vice President, Chief Financial Officer and Treasurer**  
**(Principal Financial Officer and Principal Accounting Officer)**

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER  
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Mihael H. Polymeropoulos, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Vanda Pharmaceuticals Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

May 9, 2024

/s/ Mihael H. Polymeropoulos, M.D.

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**Mihael H. Polymeropoulos, M.D.**  
**President, Chief Executive Officer and Chairman of the Board**  
**(Principal Executive Officer)**

**CERTIFICATION OF CHIEF FINANCIAL OFFICER  
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Kevin Moran, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Vanda Pharmaceuticals Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

May 9, 2024

/s/ Kevin Moran

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**Kevin Moran**

**Senior Vice President, Chief Financial Officer and Treasurer  
(Principal Financial Officer and Principal Accounting Officer)**



**CERTIFICATION OF CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER**

**Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002  
(Subsections (a) and (b) of Section 1350, Chapter 63 of Title 18, United States Code)**

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (subsections (a) and (b) of section 1350, chapter 63 of title 18, United States Code), each of the undersigned officers of Vanda Pharmaceuticals Inc. (the Company), does hereby certify, to the best of such officer's knowledge, that:

The Quarterly Report on Form 10-Q for the quarter ended March 31, 2024 (the Form 10-Q) of the Company fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended, and the information contained in the Form 10-Q fairly presents, in all material respects, the consolidated financial condition and results of operations of the Company.

May 9, 2024

/s/ Mihael H. Polymeropoulos, M.D.

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**Mihael H. Polymeropoulos, M.D.**  
**President, Chief Executive Officer and Chairman of the Board**  
**(Principal Executive Officer)**

May 9, 2024

/s/ Kevin Moran

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**Kevin Moran**  
**Senior Vice President, Chief Financial Officer and Treasurer**  
**(Principal Financial Officer and Principal Accounting Officer)**

*A signed original of this written statement required by Section 906 has been provided to the Company and will be retained by the Company and furnished to the Securities and Exchange Commission (SEC) or its staff upon request. This certification "accompanies" the Form 10-Q to which it relates, is not deemed filed with the SEC and is not to be incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended (whether made before or after the date of the Form 10-Q), irrespective of any general incorporation language contained in such filing.*