

The Seeking Alpha logo, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

Auxilium Pharmaceuticals, Inc. Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions) Your first question comes from the line of Marshall Urist from Morgan Stanley. Please proceed.

Marshall Urist – Morgan Stanley

Yes. Hey, guys, good morning. Armando, I was interested, obviously, in your comments about having the end of the partnership process in sight, so if you could give us a little bit more detail there in terms of what, where things stand, what's giving you that confidence; are we still on to hear something before the end of the year? Thanks.

Armando Anido

Yes, Marshall, in terms of the exact timing of when we will hear the end of it, I don't know that I can give any more clarity at this particular point just as we haven't given real clarity over the last six or seven months since we initiated the process; but I can tell you that we are not at the beginning of it anymore. We have moved it along fairly well, and we continue to have a fairly enthusiastic group of potential partners.

Marshall Urist – Morgan Stanley

Okay, great. And then just second question on Testim. There has obviously been a lot of discussion about, at the pressure – with pressure on the economy, that drugs that are more, call it, discretionary might need some pressure. Do you think – do you think Testim could fall into that category? And are you guys doing anything to try and offset that?

Jim Fickenscher

Marshall, I think that with the economy the way it is, I think that somewhat all pharmaceuticals may be under some pressure as patients try to make those hard decisions between ?Do I get my next prescription filled or do I pay my mortgage? and I think that if I saw something that came out just yesterday that said that the industry may be under some pressure. We have not seen that pressure at this particular point. I think that the results that we just posted for the third quarter and our continued performance since that time point seems to indicate that Testim is still on a very strong track, and we still feel very good about our \$120 million to \$125 million outlook for this year. Hard to speculate on 2009 and beyond at this particular point, but this is a medication that does help men, help them tremendously; and hopefully, we won't see any dramatic effects, if any, at this particular point.

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.