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Sucampo Pharmaceuticals, Inc. Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). Your first question comes from the line of Jim Molloy with Caris & Company. Please proceed.

Jim Molloy - Caris & Company

\$15 million was the topline number from Takeda for Amitiza. Is that correct?

Jan Smilek

That is correct.

Jim Molloy - Caris & Company

Any thoughts on that number going forward or why down pretty sharply from fourth quarter '08, any thoughts to what happened there?

Jan Smilek

Jim, we are trying to explain in the prepared remarks was that there was a difference in revenue recognition and that quarter four 2008 numbers were slightly higher, because they recognized some of the revenue on the initial shipments in that period. Definitely there was a reduction between the fourth and the first quarter.

Jim Molloy - Caris & Company

Any thoughts on, what gets the product growing again, I mean, you look at the second and third quarter 49, 51, now 50 in the first quarter, here kind of flattish for coming on the year now. When we'll get to the next level, do you think?

Jan Smilek

Well, Jim at this time, we are disappointed with the level of Amitiza sales, we're seeing from Takeda. We are looking into ways to address the situation at this time. We are in constant discussions with them to look at ways that we can do to improve sales in the retail sector.

Jim Molloy - Caris & Company

Any ways you would get your share?

Jan Smilek

Well, at this point in time, I'd rather not. Just due to the competitive environment, we don't reveal certain things. I'm refraining from just any real detailed follow-up, just due to the competitive environment we are facing right now.

Operator

Your next question comes from the line of Ian Sanderson with Cowen & Company. Please proceed.

Ian Sanderson - Cowen & Company

Hopefully, you can hear me okay. Maybe Stan, if you could discuss the Rescula relaunch plans. You did mention that or hinted at expanding the sales marketing infrastructure in preparation for that. Can you talk about just, what you're looking to do there?

Would it be complementary to the existing kind of long-term care sales force or would you do something targeting ophthalmologists as the specialty? Secondly, talk a little bit about the same issues in Europe and Japan, whether the Sucampo plans to build-out infrastructures in those markets?

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