



FOR U.S. AUDIENCES ONLY: The Medicines Company Reports First Quarter 2010 Financial Results

28 Apr 2010

Global Angiomax(R)/Angiox(R) (Bivalirudin) Hospital Demand Reaches Record High Revenue Gains and Cost Reductions Move Company to Profitability for Quarter

PARSIPPANY, NJ, Apr 28, 2010 (MARKETWIRE via COMTEX) --The Medicines Company (NASDAQ: MDCO) today announced its financial results for the first quarter of 2010.

Financial highlights:

- Net revenue increased to \$102.1 million from \$99.2 million for the same period 2009.
- Angiomax U.S. sales increased to \$95.7 million compared to \$95.5 million for the same period 2009.
- Angiomax/Angiox international net revenue increased to \$5.6 million compared to \$3.2 million for the same period 2009.
- Net income was \$9.4 million, or \$0.18 per share, compared to a net loss of (\$3.3 million), or (\$0.06) per share for the same period 2009.
- Non-GAAP net income was \$12.5 million, or \$0.24 per share, compared to non-GAAP net income of \$3.5 million, or \$0.07 per share for the same period 2009. Non-GAAP net income excludes the transaction charges related to the first quarter 2009 Targanta acquisition, stock-based compensation expense and non-cash income taxes.

Clive Meanwell, Chairman and Chief Executive Officer, stated, "In the first quarter revenues grew globally with market share gains of the Angiomax/Angiox franchise in the U.S. and major European markets. This growth was particularly evident among the most critically ill hospital patients, specifically those having a heart attack. Additionally, volume increased in lower risk patients, particularly those treated on an outpatient basis."

The following table provides reconciliations between GAAP and non-GAAP net (loss) income for first quarter (Q1) of 2010 and 2009. Non-GAAP net income excludes the transaction charges related to the Targanta acquisition, stock-based compensation expense and non-cash income taxes:

Non-GAAP Income (in millions) (Loss) (1)	Reported		FAS 123R	Non-cash	
	GAAP Net	Targanta	Stock-Based	Provision	Net
	Income	Acquisition	Compensation	for Income	
	(Loss)	Costs	Expense	Taxes	
Q1 2010	\$9.4	\$-	\$2.7	\$0.3	
\$12.5					
Q1 2009	\$(3.3)	\$4.0	\$5.5	\$(2.6)	\$3.5

Note: Amounts may not sum due to rounding.

(1) Excluding the Targanta acquisition costs, stock-based compensation expense and the non-cash provision (benefit) for income taxes.

Reconciliations between GAAP and non-GAAP fully diluted (loss) earnings per share (EPS) for the first quarter (Q1) of 2010 and 2009 are provided in the following table:

Non-GAAP (per share) EPS (1)	Reported	Targanta	FAS 123R	Non-cash	
	GAAP EPS	Acquisition	Stock-Based	Provision	
		Costs	Compensation	for Income	
			Expense	Taxes	
Q1 2010	\$0.18	\$-	\$0.05	\$0.01	
\$0.24					
Q1 2009	\$(0.06)	\$0.08	\$0.10	\$(0.05)	
\$0.07					

Note: Amounts may not sum due to rounding.

(1) Excluding the Targanta acquisition costs, stock-based compensation expense and the non-cash provision (benefit) for income taxes.

The Company believes that presenting the non-GAAP information contained in the financial tables and in this press release assists investors and others in gaining a better understanding of the Company's core operating results and future prospects, expected growth rates or forecasted guidance, particularly as related to transaction charges associated with the Targanta acquisition, stock-based compensation expense and non-cash income taxes. Management uses this non-GAAP information, in addition to the GAAP information, as the basis for measuring the Company's core operating performance and comparing such performance to that of prior periods and to the performance of its competitors. Such measures are also used by management in its financial and operating decision-making. Non-GAAP information is not meant to be considered superior to or a substitute for the Company's results of operations prepared in accordance with GAAP. A reconciliation of GAAP results with non-GAAP results may also be found in the attached financial tables.

There will be a conference call with management today at 8:30 a.m. Eastern Time to discuss financial results and operational developments. The conference call will be available via phone and webcast. The webcast can be accessed at The Medicines Company website at www.themedicinescompany.com (<http://www.themedicinescompany.com>).

The dial in information is listed below:

Domestic Dial In:	888-396-2384
International Dial In:	617-847-8711
Passcode for both dial in numbers:	37311704

Replay is available from 11:30 a.m. Eastern Time following the conference call through May 12, 2010. To hear a replay of the call dial 888-286-8010 (domestic) and 617-801-6888 (international). Passcode for both dial in numbers is 83209795.

About The Medicines Company The Medicines Company (NASDAQ: MDCO) is focused on advancing the treatment of critical care patients through the delivery of innovative, cost-effective medicines to the worldwide hospital marketplace. The Company markets Angiomax(R) (bivalirudin) in the United States and other countries for use in patients undergoing coronary angioplasty, and Cleviprex(R) (clevidipine butyrate) injectable emulsion in the United States for the reduction of blood pressure when oral therapy is not feasible or not desirable. The Company's website is www.themedicinescompany.com (<http://www.themedicinescompany.com>).

Statements contained in this press release about The Medicines Company that are not purely historical, and all other statements that are not purely historical, may be deemed to be forward-looking statements for purposes of the safe harbor provisions under The Private Securities Litigation Reform Act of 1995. Without limiting the foregoing, the words "believes," "anticipates" and "expects" and similar expressions, including the Company's preliminary revenue results, are intended to identify forward-looking statements. These forward-looking statements involve known and unknown risks and uncertainties that may cause the Company's actual results, levels of activity, performance or achievements to be materially different from those expressed or implied by these forward-looking statements. Important factors that may cause or contribute to such differences include the extent of the commercial success of Angiomax, the Company's ability to develop its global operations and penetrate foreign markets, whether the Company's products will advance in the clinical trials process on a timely basis or at all, whether the Company will make regulatory submissions for product candidates on a timely basis, whether its regulatory submissions will receive approvals from regulatory agencies on a timely basis or at all, whether physicians, patients and other key decision makers will accept clinical trial results, risks associated with the establishment of international operations, and such other factors as are set forth in the risk factors detailed from time to time in the Company's periodic reports and registration statements filed with the Securities and Exchange Commission including, without limitation, the risk factors detailed in the Company's Annual Report on Form 10-K filed on March 16, 2010, which are incorporated herein by reference. The Company specifically disclaims any obligation to update these forward-looking statements.

The Medicines Company	
Condensed Consolidated Statements of Operations	
(unaudited)	
	Three months ended March
	31,

	(in thousands, except per share data)
	2010
	2009

Net revenue	\$ 102,088 \$
99,217	
Operating expenses:	
Cost of revenue	28,769
28,297	
Research and development	16,877
24,436	
Selling, general and administrative	46,121

53,595			

Total operating expenses		91,767	
106,328		-----	-----

Income (loss) from operations		10,321	
(7,111)			
Other (expense) income		(311)	
1,170		-----	-----

Income (loss) before income taxes		10,010	
(5,941)			
(Provision) benefit for income taxes		(578)	
2,593		-----	-----

Net income (loss)	\$	9,432	\$
(3,348)		=====	
=====			
Basic earnings (loss) per common share	\$	0.18	\$
(0.06)		=====	
=====			
Shares used in computing basic earnings (loss) per common share		52,496	
52,141		=====	
=====			
Diluted earnings (loss) per common share	\$	0.18	\$
(0.06)		=====	
=====			
Shares used in computing diluted earnings (loss) per common share		52,719	
52,141		=====	
=====			

The Medicines Company
Condensed Consolidated Balance Sheets

December 31,
(in thousands)
2009

March 31,
2010

ASSETS			
Cash, cash equivalents and available for sales securities	\$	184,437	\$
176,191			
Accrued interest receivable		935	
922			
Accounts receivable, net		29,273	
29,789			
Inventory		24,897	
25,836			
Prepaid expenses and other current assets		8,372	
9,984			

Total current assets		247,914	
242,722			

Fixed assets, net		23,133	
25,072			
Intangible assets, net		84,240	
84,678			
Restricted cash		7,056	
7,049			
Goodwill		14,671	
14,934			
Other assets		260	
321			

Total assets	\$	377,274	\$
374,776			
=====			

LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities	\$	74,975	\$
86,619			
Contingent purchase price		24,390	
23,667			
Deferred Tax Liability		18,721	
18,395			
Other Long Term Liabilities		5,740	
5,706			

Stockholders' equity	253,448
240,389	

Total liabilities and stockholders' equity	\$ 377,274 \$
374,776	
=====	

The Medicines Company
Reconciliation of GAAP to non-GAAP Measures
(All amounts in thousands, except per share amounts)
(Unaudited)

	Three Months Ended March 31,			
	2010			
				Non-cash
Non-GAAP	Targanta			Tax
(5) As Adjusted	GAAP(1)	Acquisition	SFAS 123R	Provision
	-----	-----	-----	-----
Net revenue	\$102,088	\$ -	\$ -	\$ -
\$102,088				
Operating expenses:				
Cost of revenue	28,769	-	(89)	(3)
28,680				
Research and development	16,877		(796)	(3)
16,081				
Selling, general and administrative	46,121	-(2)	(1,858)	(3)
44,263				
Total operating expenses	91,767	-	(2,743)	-
89,024				
Income (loss) from operations	10,321	-	2,743	-
13,064				
Other (loss)/income	(311)	-	-	-
(311)				
Income (loss) before income				

taxes	10,010	-	2,743	-
12,753				
(Provision)				
benefit for				
income taxes	(578)	-(2)	-	326 (4)
(252)				

Net income (loss)	9,432	-	2,743	326
12,501				
Basic earnings				
(loss) per common				
share	\$ 0.18	\$ -	\$ 0.05	\$ 0.01
\$ 0.24				
=====				
Shares used in				
computing basic				
earnings (loss) per				
common share	52,496	52,496	52,496	52,496
52,496				
=====				
Diluted earnings				
(loss) per common				
share	\$ 0.18	\$ -	\$ 0.05	\$ 0.01
\$ 0.24				
=====				
Shares used in				
computing diluted				
earnings (loss) per				
common share	52,719	52,719	52,719	52,719
52,719				
=====				

- (1) GAAP Results
- (2) Targanta Acquisition
- (3) Non-cash stock compensation expense
- (4) Non-cash income taxes
- (5) Non-GAAP Results

The Medicines Company
Reconciliation of GAAP to non-GAAP Measures
(All amounts in thousands, except per share amounts)
(Unaudited)

Three Months Ended March 31,

2009

Non-cash

Non-GAAP	Targanta		Tax	
(5) As	GAAP(1)	Acquisition	SFAS 123R	Provision
Adjusted				
-----	-----	-----	-----	-----
Net revenue	\$ 99,217	\$ -	\$ -	\$ -
\$ 99,217				
Operating expenses:				
Cost of revenue	28,297	-	(221) (3)	-
28,076				
Research and development	24,436	(2)	(986) (3)	-
23,450				
Selling, general and administrative	53,595	(3,995)	(4,254) (3)	-
45,346				

Total operating expenses	106,328	(3,995)	(5,461)	-
96,872				
(Loss) income from operations	(7,111)	3,995	5,461	-
2,345				
Other income	1,170	-	-	-
1,170				

(Loss) income before income taxes	(5,941)	3,995	5,461	-
3,515				
Benefit (Provision) for income taxes	2,593	- (2)	-	(2,633) (4)
(40)				

Net (loss) income	(3,348)	3,995	5,461	(2,633)
3,475				
Basic (loss) earnings per common share	\$ (0.06)	\$ 0.08	\$ 0.10	\$ (0.05)
\$ 0.07				
=====				

Shares used in computing basic earnings (loss) per common share	52,141	52,141	52,141	52,141
52,141				
=====				

Diluted (loss)				

earnings per common share	\$ (0.06)	\$ 0.08	\$ 0.10	\$ (0.05)
\$ 0.07				
=====	=====	=====	=====	=====
=====				
Shares used in computing diluted (loss) earnings per common share	52,141	52,496	52,496	52,496
52,496				
=====	=====	=====	=====	=====
=====				

- (1) GAAP Results
- (2) Targanta Acquisition
- (3) Non-cash stock compensation expense
- (4) Non-cash income taxes
- (5) Non-GAAP Results

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