

I had one for Joe and one for Paul, if I may. Joe, would you be open to a large cash flow deal even if it's not exactly a growing asset, perhaps a bunch of assets in China, et cetera? Would you be open to something like that? And while you're added, can you quantify for us the size of your China business today and what percentage is RX? And Paul, I don't know how to ask, but I should ask anyway, the question is, I've kept getting questions on whether you may possibly consider retirement near term. So I was curious have you looked into renewing your contract beyond August? Do you like still Joe? Do you still like Scott?

Joseph Papa

We like Paul too much. That's a good one. Let me start with the first question and Paul will give you time to contemplate your comment back. So Umer, on the question on large cash flow deal, I think the best way I can answer that is we are driven to drive long-term shareholder value. We'll continue to think at all options that will drive that long-term shareholder value. So if it's a cash flow or other things, that's clearly something we always look at relative to anything that can help, especially if it's a large cash flow that would allow us to improve our overall leverage and the business as we would grow EBITDA. So anything that we think has the opportunity to drive shareholder value, we would do that. On the question of China, ballpark our China business is approximately \$400 million of sales. The majority of it is in obviously the eye care business. I remind you that we are the number one player in contact lenses. We are the number one player in eyedrops in China. That's the two primary areas of our importance there. Paul, do you want to answer to your comment?

Paul Herendeen

Yes, sure. Thanks for putting me on the spot there. When I joined, I mean, it was the question I'd say, well, we want to contract and we settle on a three year contract, correct me if I'm looking at Christine, our General Counsel, I think it automatically renews and keeps right on going. The last couple of years the comp committee has seen fit to provide me with incremental incentives to stick around in terms of equity. So as long as I'm having fun, I feel like I'm adding value. I'm intending to stick around.

Operator

The next question comes from Annabel Samimy of Stifel.

Annabel Samimy

I want to ask about dermatology. DUOBRII clearly seems to be launching more rapidly than the others. Is it coming at the expense of the other psoriasis products? Are these launch now enough to offset some of the sizable pressure that you saw in this new dermatology environment? Do we get to see growth at the business again? And then if you could help us with Dermatology.com. With the addition of Walgreens, do you expect to see these increased volumes offset by pricing? Or do you now give the benefit of both volume and better pricing? If you could just help us understand the dynamic there between the volume and the pricing?

Joseph Papa

Okay. A lot of good questions there. First and foremost, we are very pleased with DUOBRII and we are seeing over approximately 150 prescriptions per week. And if you see what we are able to do here, during the quarter, we were able to grow SILIQ versus a year ago. SILIQ was up approximately 267% versus last year. Sales have essentially doubled. So that's clearly going in the right direction during the quarter. DUOBRII prescriptions are right around that 1,700 level. So it's still holding its own. So it's not coming, just simply replacing. DUOBRII is not simply replacing BRYHALI. We're still able to hold BRYHALI as well.

So we think that overall dermatology business is going in the right direction. We absolutely had some LOEs as I mentioned on the call that we had to work our way through. But overall, probably the best thing I can say about our dermatology business is, this strength of DUOBRII and what it's doing for psoriasis patients, for the patient, for the physicians and the prescribing gives them new alternatives for Topical, which is most of them are looking for the treatment of psoriasis, and then importantly, our ability to help lower the cost to manage care, if patients can delay the needs for biologics, are all the reasons why we think this is going to truly transform the business model for us and dermatology. And you're seeing it. You're seeing it when I put this slide together that showed how the new products plus the growth in Solta are today somewhere in that 45% to 50% of our overall business. That's truly transformation as clearly as we can show it.

On the second part of the Dermatology.com, having an additional 9,500 stores to be representing the Dermatology.com and have a place where we can have a situation where there is no issues of cash pay is what is going to happen there, number one, number two, it gets a very predictable price for the patient. So there's no variations on that. They all got a very predictable price. There is no prior authorizations for the physician requires. That's clearly another important part of what we're trying to accomplish with our Dermatology.com. And, of course, as we have these additional outlets, because that's even more places where the patient is more convenient for patient. So predictable access for patients, predictable price for patients, physicians get the formation they prescribe, the formation they prescribe, we think it's a winning combination and we're adding most products to it for the future.

Paul Herendeen

It's Paul. I want to jump in on this as well. I want to recognize Bill Humphries and his team because this is something new. This is not something we said, well, look, somebody else did it and we're going to go out and do it. I think that the progress that we are making, it's coming step-by-step-by-step. But at this point, we currently have nine brands that we have in the cash we're targeting 13 to 15 by year-end and a bunch more coming at some point beyond that. We've products like [indiscernible] I am not going to get them all because I can't remember them from just from memory. But Bill and his team, they've done a great job of conceiving this, putting in place the way that we can have a cash model, that's effective, using it with Dermatology.com. And the addition of all those with doors with Walgreens is absolutely helping us making progress on this side. I think it's change the way some of these drugs are delivered to patients with the benefit of everybody.

Operator

The next question comes from line of Greg Gilbert of SunTrust.

Gregory Gilbert

I have a few. Paul, I want to make sure I understand the growth to net benefit on the facts and what you're suggesting going forward. Should we expect another 7 percentage point benefit in third quarter, something less in 4Q and then nothing thereafter? That's the first question. Secondly, on DUOBRII, Joe, obviously, you got a label that you're wishing for. But our prayers in anyway trying to limit refills or duration or we do not know yet. And then lastly, going back to China question, are there any sort of dynamics that you would like to highlight, of course, in terms of the structure inside your business and good things and bad things going on in China that we should be aware of?

Paul Herendeen

It's Paul. I'll take that first one. With respect to sets on rifaximin, I'm not going to guide and say, we have 700 basis points in Q2 versus Q2 of 2018 and say what it will be in Q3. But I think it will continue to be a strong benefit to the brand in Q3 and then significantly, less in Q4 and beyond as we kind of put all of the improvements where we're lapping the improvements and it kind of goes away as a growth driver, and will then we be limited to what can we generate in terms of unit growth, I mean, that TRx growth is still high single digits, and the team Mark and his group are doing a great job there. And secondarily, there may be the opportunity for a little bit of price as well.

Joseph Papa

On the question on DUOBRII, first and foremost, thank you for coming on the label. I absolutely agree, the label is truly outstanding. I'd invite everyone on the call, just to take a look at the label and especially comparing to other previous [indiscernible] steroid labels. The most important comment I can say on the label, which I think is critical is that for the first time, physician can use a high potency corticosteroid product in the combination with the retinoid that allows the physician to treat -- to clearance rather than being limited by a certain duration. We think that's a very important comment. The second comment I'd offer on the question of managed care, we did a budget impact model in managed care that shows that for every million lives that are in the health regional plan, by putting DUOBRII on formulary, they can save between \$1 million to \$1 million to \$5 million per year by putting DUOBRII on the formulary.

And essentially what the simplistic way I would say that, it allows the patient to use a topical product for a longer duration to potentially delay the need to go to a high-priced biologic, which may be in \$50,000 per patient per year type of range. So that's clearly, we think the real benefit. We haven't seen any limitations on refills at this time. I wouldn't expect that because the reality is, for every time managed care plan keeps the patient on DUOBRII, that's one less patient potentially that would extend or go towards a biologic, which some patients are going to need biologic but clearly, we think often we'll be able to keep patients at a much lower cost of therapy. We are talking in the range of \$50,000 for the biologic, less than one tenth of that for the DUOBRII.

On the question of China dynamics, I think I would simply say that, China clearly is the biggest -- the number one player in the overall contact lenses business. Ballpark, looking at the Vision Care business and contact lenses, it's about a quarter of the business for us, it's coming out of China as a percentage of our overall Vision Care business. So clearly, it's important to us. But I think relative to our eyedrops, that's the other place we are number one in China. So we feel very good about both of them. And we don't see any real big -- it's not exactly part of your question, but I will say, we don't see any major constraints that's happening at this time based on all of our production for the eyedrops is based in China, so we are producing locally in China.

Paul Herendeen

So you mean, probably -- Greg, it's Paul again. You probably saw the [indiscernible] recently and just point out, that's all taken into account. In our guidance, it certainly was not helpful to us. But it's all baked into our guidance as well. And the other thing I would say that's good is when people think about tariffs and in the trade situation is a good chunk of, again, to the point, good chunk of our lenses are manufactured in Ireland and we have our consumer facility, assisted facility to another facility in the U.S., we have in Milan, so can supply product to China so well. We are impacted. It's all taken into account within our guidance and it's been manageable so far. I guess, we can't forecast how much worse it could get, but so far so good.

Operator

The next question comes from Jason Gerberry of Bank of America.

Jason Gerberry

A couple here. Just first maybe Joe, what's the -- I realized it's early. But what's the general opportunity in your mind for amiselimod in the S1P space just given there are number of competitors ahead of you aiming to improve upon the CB safety profile of different drugs in that class? And then my second question, just thinking about the Significant Seven sales and guidance for the full year, can you talk a little bit -- it looks like \$100 million in the first half revenues generated by Sig Seven products. How do you think about that second half step up? Is it mainly just DUOBRII or you are expecting good revenue conversion on DUOBRII in the back half?

Joseph Papa

Okay. So a couple of good questions here. Amiselimod, we think it's an important opportunity for us. We absolutely understand that there is a cardiovascular question that we're going to address. We are going to address it with a study that we are going to start and get accomplished by approximately end of the year. So we'll get that either positive or negative. We'll get that question the answers very quickly and get that behind us so that we can go forward. On the area of what we view in terms of benefit of amiselimod, we clearly believe that it has a longer half-life, which could be better dosing. But we obviously got to do the Phase II trials that we talked about to try to find out what exactly the opportunity is for us there. On the question of Significant Seven in 2019 guidance, we feel very good about where we are. First half, approximately \$120 million of thereabouts, but more importantly, accelerating 76% versus the first half of 2018. So we think we're on the right track to be approximately \$300 million. So we need to grow a little faster but clearly, we are right on track with what we expect for the launch especially now that we've got DUOBRII in the marketplace, the AQUALOX product in Japan. So all of them are now launched and going in the right direction. Very pleased with the results.

https://seekingalpha.com/file/20220304-usu-health-computers-inc-bhc-ceo-joseph-papa-on-q2-2019-results-earnings-call-transcript

Operator

The next question comes from David Risinger of Morgan Stanley.

Zhu Shen

It's Zhu Shen on for David Risinger. Two quick question today. Could you please discuss the Vision Care business momentum going into the second half including key drivers ahead? And could you also talk about some of the cash flow impact to know in the second half?

Joseph Papa

Okay. I'll take the first Vision Care and probably do the cash flow. Clearly, what's happening in our Vision Care business, we have very strong growth with our Biotrue, with our ULTRA, so it's new products generated. But if you look at the data that we presented in the chart; you can see quickly that we are outgrowing the market. If you look at our performance in the U.S., Bausch + Lomb contact lenses being up approximately 13%, market being up about 8%. It is a globally being up about 8% versus market 5%. So clearly, we are taking share, mostly behind the success of our new product as being number one factor. Longer-term, I've got to repeat this because I think it's truly environmentally a big issue. There's a mega-trend that the incidents of myopia is continuing to climb.

Unfortunately, we all spent too much time on those four screens in front of you right now and looking at your phone and computers. We're spending a lot of time on screens and even kids are spending time on computers, iPads, et cetera. That is we believe one of the problems less time outside. This myopia epidemic is something that is real. You can't see a doubling of myopia in 40, 50 years and call it genetic. It has to be environmental and we think it's supreme time and time kids spent in doors with video games versus outdoors playing with sporting activities. So we think it's real. We think it's going to be a mega trend, that's going to continue to drive it. And I am delighted to say that, as we look at myopia and our work, we have over \$100 million of product sales, not including the lenses, directed towards helping to try to improve the lives of patients with myopia. So we are very excited about what we think the opportunity for us with the most integrated eye care platform we have and how we can help these patients. Paul, do you want to take the second part about cash flow?

Paul Herendeen

Sure. As I mentioned, we have our guidance that we expect to have cash flow from -- generate from operations in the range of 1.5 to 1.6 for the year. If you're thinking about the second half of the year, call your attention to couple of other slides, it's the other financial information you look at it year-to-date and compare that back to the guidance couple of things to point out. The contingent consideration of milestones year-to-date were 22. Full year is expected to be 50. The restructuring other is 32. So far year-to-date is expected to be 50. So little bit more to come. CapEx is actually weighted towards the second half of the year. We are 1 0 9 through June 30. The guidance was for 2 75. So that's a fair amount more. And that is reflective of our -- us continuing to ramp up the activities for the production of daily silicone hydrogel lenses for launch in the U.S. and also in other markets as well. So those are the ones I would call out. I'll say it again, though remember that Q3 is should be a stronger cash flow quarter because of less interest that settles during Q3, and then Q4 is a little weaker because of interest that settles in Q4. So those are the things I point out from a cash flow perspective.

Arthur Shannon

Probably we have a time for just about two more questions.

Operator

The next question comes from David Amsellem of Piper Jaffray.

David Amsellem

I have a question from a consumer eye care. So on LUMIFY, nice growth in market share. I wanted to get your thoughts on where you think peak share can go here? I mean, there is several other competitors. There is also private label. So where does this product in your view go in terms of [indiscernible] and also if I may miss this, can you give us what the net sales were on LUMIFY for the second quarter? And then second part of the question is just on e-commerce. You cited e-commerce growth for the product. I am wondering if you can elaborate on how you're thinking about e-commerce probably for the consumer eye care portfolio? And how much of that is factored into your expectations for growth over the next few years?

Joseph Papa

So you got a lot of questions there and I'll try to him them all. But where do I think LUMIFY is going, I'd start with a very simple metric. We believe we have the best product for patients that need a product like LUMIFY for readiness relief to lead the release. In that we deal with from a patient point of view, product that does not restrict arterial blood flow to the eye, it's deals with venous blood flow, which I don't know how you feel, but if I had member friend, I'd always not want to restrict arterial blood flow to someone's eye. So we think we have a better way to treating this any other product out there. That's why we think we're getting the number one recommendation from physicians to use LUMIFY. So that we think is going to be an important driver of our future success. The revenue in the quarter, ballpark of over \$11 million was the revenue from LUMIFY in the quarter. So we're very pleased with where that's going in the direction of the growth there for us on LUMIFY. On the question of e-commerce broadly.

We think the team led by Joe Gordon is just doing an outstanding job and also Tom internationally on what we're doing with our overall consumer business. The two of them have come up with programs and initiatives both and I globally to help drive our business. I mean if you look at the performance of PreserVision, OcuVite, those vitamins are doing very strong. And we think that's how a large part of it is tied to this need for better products for OcuVite health. So that's what we are planning to do. We are planning to launch this line extensions to be absolutely, clear. We launched Luma fiber look to us, to look at not just readiness and I but also putting a combination product out there with class either on other product to make sure. That we apparently have the right now but also the allergy guys. Look to us as more things in the future that help expand this category and help us to grow it beyond where it is today.

Paul Herendeen

It's Paul. A couple of factoids on the consumer business. I mean, that consumer business is if you take a bigger bite in relation to for our entire business, it's like 17%, 18% of our total business. It is the largest contributor to the B + L/International segment, very important segment to us, and I think being really well run by Tom internationally and in the U.S. So we're really doing well.

Arthur Shannon

Operator, we have time for the last question.

Operator

Yes. The last question for today will come from Louise Chen of Cantor.

Louise Chen

<https://seekingalpha.com/article/4282236-bausch-health-companies-inc-bhc-ceo-joseph-papa-on-q2-2019-results-earnings-call-transcript>

So first question I had with respect to capital allocation. I was wondering if you could give us an update on what you're thickening there? And then second question was just on the timing of new opportunities versus facts. I know you've talked about it earlier. But just curious if you give us some timing. And the last one is on TRULANCE. When you see this increased promotional hitting its stride? What do you think peak sales for this product could be?

Paul Herendeen

Joe, you want to take the capital allocation portion, first?

Joseph Papa

Sure. I'll start on the capital allocation. I mean, first, you see it in our results. I mean, we are spending more in R&D and that's a function of us. And now that we have our legs ensuring drive organic growth here into the future. So we're increasing our spend in R&D. We are increasing our spend in CapEx, which in the Vision Care business is kind of another form of R&D. If you think about what's left over after when you have free cash flow, the waterfall is prioritize that reduction of debt, owing to our high leverage. And then secondarily, if there are opportunities where we can tuck-in acquisitions that fit right within our core businesses, we would very seriously entertain that. I think you saw that with the TRULANCE acquisition earlier this year. But it's pretty straightforward. We're investing in our business and to the extent that we generate cash. We're using that to repay debt. And then, if we see great opportunity, we will go ahead and take advantage of that for business development in our core areas.

Paul Herendeen

And then to the second part of your question, the timing for the new opportunities on XIFAXAN or we looked at the study in the end of this year, in terms of getting data from that. I remind you that is approximately 156,000 [indiscernible] hospitalizations that been growing numbers. So clearly, it's an important opportunity. But most important, that also just give us some good indications for dosing on the SSD opportunity. Beyond that, we talked about patient enrollment beginning in the first quarter of 2020. That's always and there are good opportunity for us. That's going to be predominantly Phase II trial to give us some more information on dose ranging. But we expect that couple of years away, two, three years away, for actual clinical trial results in terms of actually being able to have an opportunity to get an approval or something like trial.

But remind you that the big opportunity with IBS is there is 17 million patients in the United States with IBS-C. There's actually, when you think about it's just an important opportunity in terms of total number of patients out there. And then we also have a trial for postoperative Crohn's. That's about 780,000 patients with Crohn's disease. About 75% of them will need surgery in their lifetime. And unfortunately, about 70% will have recurrence of symptoms within one year. We view that as a trial that we will start in the first half of 2020. We think that's approximately a three year duration to get to something like approval, approximately in terms of time frame. So we're really excited about where we're going with the XIFAXAN trials. We think there's some great opportunities for us. On the final question on TRULANCE, I always say that for any new sales to take up a new product, they have usually, 3 to 6-month hit the ground running. But I will say for us what we believe we now have is the best IBS platform. If it's IBS-C, IBS-D, together with what we have with XIFAXAN plus TRULANCE, we believe the sales reps going to hit the ground very quickly. These are the sales reps that have just done an outstanding job in primary care in the growth of IBS-D. So I would always say three to six months to gain traction, but between us, I'm excited to see this is a great team. They've done great things in the past. I look forward to seeing the results in the future.

Operator, that concludes our comments for today. I thank you, everyone, for joining us today, and look forward to hearing any additional questions that you may have in the near future. But thank you for joining us. Having a great day, everyone.

Operator

The conference has now concluded. Thank you for attending today's presentation. You may now disconnect.