## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 10-Q/A
Amendment No. 1
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended December 31, 1996

## OR

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

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For the transition period from to
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Commission file number 0-17999
ImmunoGen, Inc.
(Exact name of registrant as specified in its charter)

| Massachusetts | $04-2726691$ |
| :---: | :---: |
| State or other jurisdiction of |  |
| incorporation or organization) |  |

333 Providence Highway Norwood, MA 02062
(Address of principal executive offices, including zip code)
(617) $769-4242$
(Registrant's telephone number, including area code)
(Former name, former address and former fiscal year, if changed since last report.)

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 $x$ No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

At February 11, 1997 there were 18,390,984 shares of common stock, par value $\$ .01$ per share, of the registrant outstanding.

At February 11, 1997 there were 5,500 shares of convertible preferred stock, par value $\$ .01$ per share, of the registrant outstanding.

## PART I - FINANCIAL INFORMATION

## Item 1 Financial Statements

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$\qquad$

IMMUNOGEN, INC.
CONSOLIDATED BALANCE SHEETS
As of June 30, 1996 and December 31, 1996

June 30,
December 31,

1996
1996

## ASSETS

Cash and cash equivalents
Prepaids and other current assets

Total current assets

Property and equipment, net of accumulated depreciation
Note receivable
Other assets

Total assets

IABILITIES AND STOCKHOLDERS' EQUITY
Accounts payable
Accrued compensation
Other accrued liabilities
Current portion of capital lease obligations Current portion of deferred lease

Total current liabilities

Capital lease obligations
Deferred lease
Convertible debentures
Commitments
Stockholders' equity :
Preferred stock; \$. 01 par value;
authorized 5,000,000 as of
September 30, 1996:
Convertible preferred stock, Series A, \$.01 par value; issued and outstanding 2,500 shares at October 3, 1996 (liquidation preference - stated value plus accrued but unpaid dividends per share; excludes interest)
Convertible preferred stock, Series B,
\$.01 par value; issued and outstanding
3,000 shares at October 16, 1996
(liquidation preference - stated value plus accrued but unpaid dividends per share; excludes interest)
Common stock, \$.01 par value; authorized
30,000,000 as of June 30, 1996 and
December 31, 1996, respectively;
Issued and outstanding 16,599,855 and $16,963,161$ as of June 30,1996 and December 31, 1996, respectively
Additional paid-in capital

Accumulated deficit

Total stockholders' equity

Total liabilities and stockholders' equity
\$ 2,796,636
163,280

2,959,916

4,163,416
1,338,929
43,700
\$ 8,505,961
==ニ===ニ======

-     - -------
\$ 1, 828, 987
422, 299

2,251,286

3,547,561
1, 067,633 43,700
\$ 6,910,180 $===========$


IMMUNOGEN, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
For the three months and six months ended December 31, 1995 and 1996
Three Months Ended

December 31, | Six Months Ended |
| :---: |
| December 31, |

| Revenues: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Development fees | \$ | 86,834 | \$ | 71,076 | \$ | 223, 162 | \$ | 153, 232 |
| Interest |  | 22,281 |  | 15,219 |  | 56,614 |  | 36,599 |
| Licensing |  | 7,500 |  | 929 |  | 7,500 |  | 6,572 |
| Other |  | 13,929 |  | 29,667 |  | 27,857 |  | 58,704 |
| Total revenues |  | 130,544 |  | 116,891 |  | 315, 133 |  | 255,107 |
| Expenses: |  |  |  |  |  |  |  |  |
| Research and development |  | 721,238 |  | 2, 031,389 |  | 5,645,838 |  | 3,977,622 |
| General and administrative |  | 507,693 |  | 548, 330 |  | 961, 264 |  | 986,249 |
| Interest |  | 228,166 |  | 5,862 |  | 592, 272 |  | 72,724 |
| Loss on disposal of assets |  | 652, 014 |  | -- |  | 1,652,014 |  | - - |
| Total expenses |  | 109, 111 |  | 2,585,580 |  | 8,851,388 |  | 5, 036,595 |
| Loss before income taxes |  | 978,567) |  | $(2,468,689)$ |  | $(8,536,255)$ |  | $(4,781,488)$ |
| Income tax expense |  | 294 |  | 200 |  | 747 |  | 483 |
| Net loss |  | 978, 861) |  | $(2,468,889)$ |  | $(8,537,002)$ |  | $(4,781,971)$ |
| Dividends on convertible preferred stock |  | -- |  | 552,909 |  | -- |  | 552,909 |
| Net loss to common shareholders |  | 978, 861) |  | $(3,021,798)$ | \$ | $(8,537,002)$ |  | $(5,334,880)$ |
| Loss per common share | \$ | (0.36) | \$ | (0.18) | \$ | (0.65) |  | (0.31) |
| Shares used in computing loss |  |  |  |  |  |  |  |  |

The accompanying notes are an integral part of the financial statements.

IMMUNOGEN, INC.
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
For the year ended June 30, 1996 and for
the six months ended December 31, 1996

|  | Common Stock |  |  |
| :---: | :---: | :---: | :---: |
|  | Shares | Amount | Additional Paid-in Capital |
| Balance at June 30, 1995 | 12,578,606 | \$125,786 | \$118, 988, 736 |
| Stock options exercised | 168,500 | 1,685 | 120,900 |
| Conversion of convertible debentures | 3,852,749 | 38,528 | 6,722,763 |
| Issuance of common stock warrants | -- | -- | 2,693,485 |
| Net loss | -- | -- | -- |
| Balance at June 30, 1996 | 16,599,855 | 165,999 | 128,525,884 |
| Stock options exercised | 11,644 | 116 | 27,290 |
| Conversion of convertible debentures into common stock | 351,662 | 3,517 | 1,315,217 |
| Exchange of convertible debentures for series A preferred stock | - - | - - | - - |
| Issuance of series B convertible preferred stock | -- | -- | -- |
| Dividends payable | -- | -- | -- |
| Net loss for the six months ended December 31, 1996 | -- | -- | -- |
| Balance at December 31, 1996 | 16,963,161 | \$169, 632 | \$129, 868,391 |


|  |  | Preferr | Stock |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares | Amount | Additional Paid-in Capital | Accumulated Deficit | Total Stockholders Equity |
| Balance at June 30, 1995 |  | \$ | \$ | \$(108, 991, 363 ) | \$ 10,123,159 |
| Stock options exercised | -- | -- | -- | -- | 122,585 |
| Conversion of convertible debentures | -- | -- | -- | -- | 6,761,291 |
| Issuance of common stock warrants | -- | -- | -- |  | 2,693,485 |
| Net loss | -- | -- | -- | $(18,923,137)$ | $(18,923,137)$ |
| Balance at June 30, 1996 | -- | -- | -- | $(127,914,500)$ | 777,383 |
| Stock options exercised | -- | -- | -- | -- | 27,406 |
| Conversion of convertible debentures into common stock | -- | -- | -- | -- | 1,318,734 |
| Exchange of convertible debentures for series A preferred stock | 2,500 | 25 | 4,437,475 | -- | 4,437,500 |
| Issuance of series B convertible preferred stock | 3,000 | 30 | 3,398,107 |  | 3,398,137 |
| Dividends payable | - - | -- | - - | $(552,909)$ | (552,909) |
| Net loss for the six months ended December 31, 1996 | -- | -- | -- | $(4,781,971)$ | $(4,781,971)$ |
| Balance at December 31, 1996 | 5,500 | \$55 | \$7, 835,582 | \$(133, 249, 380 ) | \$ 4,624, 280 |

The accompanying notes are an integral part of the financial statements.

IMMUNOGEN, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
For the six months ended December 31, 1995 and 1996

|  | December 3 |  |
| :---: | :---: | :---: |
|  | 1995 | 1996 |
| Cash flows from operating activities: |  |  |
| Net loss | \$(8,537, 002) | \$(5,334, 880 ) |
| Adjustments to reconcile net loss to net |  |  |
| cash used for operating activities: |  |  |
| Depreciation and amortization | 1,590,150 | 817,661 |
| Loss on disposal of facility | 1,652,014 | -- |
| Other | 34,199 | -- |
| Loss on sale of property and equipment | -- | 2,934 |
| Accretion of interest on note receivable | -- | $(58,704)$ |
| Dividends payable | -- | 552,909 |
| Amortization of deferred lease | -- | $(38,022)$ |
| Changes in operating assets and liabilities: |  |  |
| Other current assets | 77,370 | 70,981 |
| Accounts payable | $(230,611)$ | 252,139 |
| Accrued compensation | 115,838 | 16,666 |
| Other non-current liabilities | $(35,659)$ | -- |
| Other accrued liabilities | $(27,856)$ | $(208,020)$ |
| Net cash used for operating activities | $(5,361,557)$ | $(3,926,336)$ |
| Cash flows from investing activities: |  |  |
| Proceeds from sale of property and equipment | -- | 15,183 |
| Purchase of property and equipment | $(18,251)$ | $(4,458)$ |
| Net cash (used for) provided by |  |  |
| Cash flows from financing activities: |  |  |
| Proceeds from convertible debentures | 3,600, 000 | -- |
| Proceeds from convertible preferred stock | -- | 2,990,000 |
| Stock issuances, net | 7,151 | 27,406 |
| Principal payments on capital lease obligations | $(397,173)$ | $(69,444)$ |
| Net cash provided by (used for) |  |  |
| financing activities | 3,209,978 | 2,947,962 |
| Net change in cash and cash equivalents | $(2,169,830)$ | $(967,649)$ |
| Cash and cash equivalents, beginning balance | 3,047,236 | 2,796,636 |
| Cash and cash equivalents, ending balance | \$ 877,406 | \$ 1, 828, 987 |

Supplemental disclosure of cash flow information:
Cash paid for interest

Cash paid (refunded) for income taxes

| $\$$ | 592,272 |  |  |
| :--- | ---: | :--- | ---: |
| $==========$ | \$ $==========$ |  |  |
| $\$$ | 5,000 | $\$$ | 1,197 |

Supplemental disclosure of noncash financing activities:
Conversion of convertible debentures including accrued interest

| $\$$ | -- |
| :--- | :--- |
| ========= |  |
| $\$$ | -- |
| ========= |  |
| \$ | -- |
| ========== |  |

Converion of convertible debentures to preferred stock Deferred lease of leasehold improvements
\$ 215, 465

The accompanying notes are an integral part of the financial statements.
A. In the opinion of management, the accompanying financial statements include all adjustments, consisting of only normal recurring accruals, necessary to present fairly the consolidated financial position, results of operations and cash flows of ImmunoGen, Inc. (the "Company"), which include those of its wholly-owned subsidiary, ImmunoGen Securities Corp., and its 72\%-owned subsidiary, Apoptosis Technology, Inc. ("ATI"). The financial disclosures herein should be read in conjunction with the Company's Annual Report on Form 10-K for the year ended June 30, 1996.

The Company has been unprofitable since inception and expects to incur net losses over the next several years, assuming it is able to raise sufficient working capital to continue operations. The Company's cash resources at December 31, 1996 were $\$ 1.8$ million. Subsequent to December 31, 1996, an additional \$3.0 million was received pursuant to a private placement of convertible preferred stock. An additional $\$ 6.0$ million is available to the Company under this agreement over the period ending December 31, 1997, if certain conditions are met. The Company continues actively to seek additional capital by pursuing one or more financing transactions and/or strategic partnering arrangements. While the Company remains hopeful that it will be able to consummate an additional financing transaction in the near term, no assurance can be given that such financing will be available to the Company on acceptable terms, if at all. If the Company is unable to obtain financing on acceptable terms in order to maintain operations, it could be forced to curtail further or discontinue operations.
B. In October 1996, the Company's $\$ 2.5$ million debenture issued in June 1996 was converted into 2,500 shares of the Company's Series A Convertible Preferred Stock, with a stated value of $\$ 1,000$ per share (the "Series A Stock"). Holders of the Series A Stock are entitled to receive, when and as declared by the Board of Directors, cumulative dividends at a rate per share equal to $9 \%$ per annum in cash or, at the Company's option, in shares of the Company's Common Stock in arrears on the conversion date. The 2,500 shares of Series A Stock are convertible into the same number of shares of Common Stock as the $\$ 2.5$ million debenture. Each share of Series A Stock is convertible into a number of shares of Common Stock determined by dividing the $\$ 1,000$ stated value per share by the lesser of (i) $85 \%$ of the average of the closing bid prices for the Common Stock for the five consecutive trading days prior to the conversion date, and (ii) $\$ 2.50$ (subject to certain adjustments).
C. On November 12, 1996 the shareholders of the Company approved the issuance of 12,000 shares of the Company's Convertible Preferred Stock (the "Preferred Stock") and related common stock purchase warrants (the "Warrants") pursuant to a financing agreement entered into in October 1996 (the "October 1996 Financing Agreement"), with the effect that, upon conversion of shares of Preferred Stock and exercise of Warrants, the holders of the Preferred Stock could own in excess of $20 \%$ of the number of shares of the Company's Common Stock outstanding on the date of issuance of the Preferred Stock.
D. The Company sold 3,000 shares of its Series B Convertible Preferred Stock (the "Series B Stock") for $\$ 3.0$ million in October 1996 and 3,000 shares of its Series C Convertible Preferred Stock (the "Series C Stock") for $\$ 3.0$ million in January 1997 to an institutional investor pursuant to the October 1996 Financing Agreement. Pursuant to this agreement, the Company has the right to require the investor to purchase up to $\$ 12.0$ million of convertible preferred stock from the Company in a series of private placements. The Company may require the investor to make additional investments of up to $\$ 3.0$ million during each of the quarters commencing on April 1, 1997 and July 1, 1997, respectively. If the aggregate investment as of September 30, 1997 is less than $\$ 12.0$ million, the Company may require the investor to make an additional investment of up to $\$ 3.0$ million in the quarter commencing on October 1, 1997 in an amount which would bring the total investment to $\$ 12.0$ million.

Holders of the Series B Stock and Series C Stock are entitled to receive, when and as declared by the Board of Directors, cumulative dividends at a rate per share equal to an annual rate of $9 \%$ of the stated value in cash, or at the Company's option, shares of Common Stock, in arrears on the conversion date. Each share of Series B Stock is convertible into a number of shares of the Company's Common Stock determined by dividing the $\$ 1,000$ stated value per share by the lesser of (i) $\$ 3.60$ (the average closing bid price of the Company's Common Stock on the NASDAQ National Market for the five consecutive trading days prior to the October 16, 1996 original issuance date of the Preferred Stock), and (ii) $85 \%$ of the average closing bid price for the Common Stock for the five consecutive trading days prior to the conversion date. Each share of Series $C$ Stock is convertible into a number of shares of the Company's Common Stock determined by dividing the $\$ 1,000$ stated value per share by the lesser of (i) $\$ 2.61$ (the average closing bid price of the Company's Common Stock on the NASDAQ National Market for the five consecutive trading days prior to the January 24, 1997 original issuance date of the Series C Preferred Stock), and (ii) the Applicable Percentage (defined below) of the average closing bid price of the Company's Common Stock for the five consecutive trading days prior to the conversion date (subject to certain adjustments). The Applicable Percentage will be (i) $100 \%$, if the conversion date is on or before March 4, 1997, (ii) $90 \%$, if the conversion date is after March 4, 1997 but on or before April 13, 1997, and (iii) 85\%, if the conversion date is after April 13, 1997.

As of January 27, 1997, 1,950 shares of the Series B Stock plus accrued dividends thereon had been converted into 927,167 shares of the Company's Common Stock.

Pursuant to the October 1996 Financing Agreement, the Company has issued warrants to the investor to purchase 187,500 shares of the Company's Common Stock. Warrants to purchase 62,500 shares of the Company's Common Stock were also issued to a third party pursuant to an arrangement between the investor and that party. These warrants have an exercise price of $\$ 5.49$ and expire in October 2001. Additionally, because conversion of the Series B Stock into shares of the Company's Common Stock did not occur until after the eightieth day following issuance of the Series B Stock, warrants to acquire an additional 250,000 shares of the Company's Common

Stock were issued to the investor in January 1997 with an exercise price of $\$ 3.68$ per share and an expiration date in January 2002. Similarly, if conversion of the preferred stock issued in any subsequent investment, including the Series C Stock, occurs after the eightieth day following its respective issue date, warrants to purchase a number of shares of the Company's Common Stock equal to $50 \%$ of the number of shares issuable upon conversion of such preferred stock will also be issued, with an exercise price equal to $150 \%$ of the closing sale price of the Common Stock on the date of issuance of the warrants.
E. In September 1995, the Company subleased approximately $82 \%$ of one of its Cambridge, Massachusetts facilities for a term which initially was to expire in February 1998. In July 1996, the Company signed an amendment to this sublease agreement, increasing the subleased space from $82 \%$ to $100 \%$ of the facility and extending the term of the sublease to February 1999 with options to further extend the sublease term to February 2000. This amendment became effective in late September 1996. In connection with the amendment, the sublessor agreed to fund certain construction costs at the Company's Norwood, Massachusetts facility, totaling approximately $\$ 215,500$. At December 31, 1996, this amount is reflected in the Company's consolidated balance sheets as a Deferred Lease and is being credited against rental expenses over the remaining term of the current sublease period.
F. In March 1997, the Securities and Exchange Commission issued a new interpretation for the accounting for convertible preferred stock and convertible debt instruments issued with provisions providing for conversion into common stock at a discount from the market price of the common stock. Accordingly, the Company has restated its financial statements for the quarter ended December 31, 1996.

The new interpretation provides that assured incremental yield embedded in the conversion terms' discount from fair market value should be accounted for as an additional interest expense in the case of convertible debt and as a dividend to preferred shareholders in the case of convertible preferred stock.

At December 31, 1996, compliance with this new ruling resulted in changes to additional paid-in capital and accumulated deficit carried forward from the balance sheet for the year ended June 30, 1996, a non-cash dividend to preferred shareholders of approximately $\$ 441,000$, and accounted for a $\$ .03$ per share increase in the Company's loss per share.

## 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.

IMMUNOGEN, INC.

## By: /s/Frank J. Pocher

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Executive Vice President-Operations
and Chief Financial Officer
(principal financial officer)

