#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

#### FORM 8-K

#### CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 8, 2013

# **BIOSCRIP, INC.**

(Exact name of Registrant as specified in its charter)

Delaware (State of Incorporation) 000-28740 (Commission File Number) 05-0489664 (I.R.S. Employer Identification No.)

100 Clearbrook Road, Elmsford, New York (Address of principal executive offices) 10523 (Zip Code)

Registrant's telephone number, including area code: (914) 460-1600

N/A (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Section 2 – Financial Information

#### Item 2.02 Results of Operations and Financial Condition.

On May 8, 2013, BioScrip, Inc. (the "Company") issued a press release reporting its 2013 first quarter financial results. A copy of the press release is furnished with this Current Report on Form 8-K as Exhibit 99.1 and is incorporated herein by reference.

#### Section 8 – Other Events

#### Item 8.01. Other Events.

As previously announced, the Company will host a conference call to discuss its 2013 first quarter financial results on May 9, 2013 at 8:30 a.m. Eastern Time. Interested parties may participate in the conference call by dialing 800-705-5308 (U.S.) or 303-223-4377 (International) 5-10 minutes prior to the start of the call. A replay of the conference call will be available for two weeks after the call's completion by dialing 800-633-8284 (U.S.) or 402-977-9140 (International) and entering conference call ID number 21656383. An audio webcast and archive will also be available for 30 days under the "Investor Relations" section of the Company's website at <u>www.bioscrip.com</u>.

The press release includes certain non-GAAP financial measures as described therein. As required by Regulation G, reconciliation between any non-GAAP financial measures presented and the most directly comparable GAAP financial measures is also provided.

#### Section 9 - Financial Statements and Exhibits

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits. See the Exhibit Index which is hereby incorporated by reference.

As provided in General Instruction B.2 to Form 8-K, the information furnished in Item 2.02 and in Exhibit 99.1 hereto as it relates to the Company's financial results for the quarter ended March 31, 2013, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities under that Section and shall not be deemed incorporated by reference into any filing of the Company with the Securities and Exchange Commission under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly provided by specific reference in such filing.

#### 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 hereunto duly authorized.

# **BIOSCRIP, INC.**

Date: May 8, 2013

 /s/ Kimberlee C. Seah

 By:
 Kimberlee C. Seah

 Senior Vice President and General Counsel

# EXHIBIT INDEX

<u>Exhibit No.</u>	Description
99.1	BioScrip, Inc. press release dated May 8, 2013



#### FOR IMMEDIATE RELEASE

#### **BIOSCRIP REPORTS FIRST QUARTER 2013 FINANCIAL RESULTS**

Elmsford, NY – May 8, 2013 – BioScrip, Inc. (NASDAQ: BIOS) today announced 2013 first quarter financial results. First quarter revenue from continuing operations was \$199.1 million and the net loss from continuing operations was \$7.5 million, or \$0.13 per diluted share. Consolidated Adjusted EBITDA for the first quarter was \$11.5 million, and consolidated Adjusted EPS for the first quarter was \$0.04 per diluted share.

As a result of the sale of the Company's traditional and specialty pharmacy mail operations and community retail pharmacy stores on May 4, 2012 (the "Pharmacy Services Asset Sale"), the Company's financial statements reflect the discontinued operations' results for the three months ended March 31, 2013 and 2012 separate from the continuing operations of the business. The remaining assets and liabilities of the divested business that were not transferred as a part of the Pharmacy Services Asset Sale are included in continuing operations.

#### **First Quarter Highlights**

- Revenue from continuing operations increased by \$43.4 million, or 27.9%, as compared to the prior year. Revenue from our Infusion Services segment increased by \$45.3 million, or 41.5% as compared to the prior year;
- Gross profit from continuing operations increased 18.1% to \$63.2 million, or 31.8% of revenue, from \$53.5 million, or 34.4% of revenue, in the prior year period;
- Adjusted EBITDA from continuing operations increased \$3.1 million, or 37.0% to \$11.5 million, or 5.8% of revenue, from \$8.4 million, or 5.4% in the prior year period. The performance in the quarter included investments in growth initiatives, such as increased sales resources and the development of new market offerings;
- Acquired HomeChoice Partners, Inc. ("HomeChoice"), formerly a majority-owned subsidiary of DaVita HealthCare Partners Inc. (NYSE: DVA); and
- · Initiated a review of the Company's capital structure to support its growth strategy.

"We are pleased to report another quarter of solid performance. Our results reflect the continued execution of our strategic plan, growing organically and targeting opportunistic acquisitions that enable us to expand our national infusion footprint. Our site of service initiatives are providing us with increased access to patient census and the opportunity for continued growth as patient care moves to lower-cost settings, such as the home or alternate sites of administration," said Rick Smith, President and Chief Executive Officer of BioScrip.

#### **Results of Operations**

#### First Quarter 2013 versus First Quarter 2012

Revenue from continuing operations for the first quarter of 2013 totaled \$199.1 million, compared to \$155.6 million for the same period a year ago, an increase of \$43.4 million or 27.9%. Infusion Services segment revenue was \$154.4 million in the first quarter, as compared to \$109.1 million for the same period in 2012. The 41.5% increase was driven primarily by overall volume growth as well as additional revenue related to acquisitions. Home Health Services segment revenue was \$17.9 million for the first quarter of 2013, as compared to \$16.7 million in the prior year quarter. The 7.4% increase was primarily the result of growth in volume from private duty nursing activity. PBM Services segment revenue was \$26.8 million for the first quarter of 2013, compared to \$29.9 million for the prior year period. The decrease was due primarily to a reduction in discount card volume.

Consolidated gross profit for the first quarter of 2013 was \$63.2 million, or 31.8% of revenue, compared to \$53.5 million, or 34.4% of revenue, for the first quarter of 2012. The increase in gross profit was the result of growth in Infusion Services segment revenues. The decline in gross profit margin percentage was mainly the result of business mix.

During the first quarter of 2013, Infusion Services Segment Adjusted EBITDA was \$12.3 million, or 8.0% of segment revenue, compared to \$7.8 million, or 7.1% of segment revenue in the prior year quarter.

The Home Health Services Segment Adjusted EBITDA in the first quarter of 2013 was \$883,000, or 4.9% of segment revenue, compared to \$1.1 million, or 6.5% of segment revenue, in the comparable prior year period.

The PBM Services Segment Adjusted EBITDA was \$6.2 million, or 23.2% of segment revenue, for the first quarter of 2013 compared to \$6.1 million, or 20.4% of segment revenue, in the prior year quarter.

On a consolidated basis, BioScrip reported \$11.5 million of Adjusted EBITDA during the first quarter of 2013, or 5.8% of total revenue, compared to \$8.4 million, or 5.4% of total revenue, in the same period last year. The performance in the quarter included investments in growth initiatives, such as increased sales resources and the development of new market offerings.

Interest expense in the first quarter of 2013 was \$6.5 million compared to \$6.6 million in the prior year period.

Income tax expense for continuing operations in the first quarter was \$58,000 compared to an income tax benefit of \$502,000 in the first quarter of 2012.

Net loss from continuing operations for the first quarter of 2013 was \$7.5 million, or a loss of \$0.13 per diluted share, compared to a net loss of \$2.0 million, or \$0.04 per diluted share, for the first quarter of 2012. Adjusted EPS from continuing operations for the first quarter of 2013 was \$0.04 per diluted share, compared to Adjusted EPS from continuing operations of \$0.00 per diluted share, for the first quarter of 2012.

#### Liquidity and Capital Resources

The Company's cash balance at the end of the first quarter was zero and outstanding borrowings under its revolving credit facility was approximately \$28.0 million as it utilized a combination of its available cash and borrowings under its revolving credit facility to fund the acquisition of HomeChoice. Subsequent to the end of the first quarter, the Company raised net proceeds of \$118.6 million from a public offering of its common stock and used part of such net proceeds to pay down outstanding amounts under its revolving credit facility.

#### **Outlook**

The Company reaffirms its initial 2013 revenue target of \$830.0 million to \$865.0 million and 2013 Adjusted EBITDA target of \$67.0 million to \$73.0 million.

#### **Conference Call**

BioScrip will host a conference call to discuss its first quarter 2013 financial results on May 9, 2013 at 8:30 a.m. Eastern Time.

Interested parties may participate in the conference call by dialing 800-705-5308 (US), or 303-223-4377 (International), 5-10 minutes prior to the start of the call. A replay of the conference call will be available for two weeks after the call's completion by dialing 800-633-8284 (US) or 402-977-9140 (International) and entering conference call ID number 21656383. An audio webcast and archive will also be available for 30 days under the "Investor Relations" section of the BioScrip website at <u>www.bioscrip.com</u>.

#### About BioScrip, Inc.

BioScrip, Inc. provides comprehensive infusion and home care solutions. By partnering with patients, physicians, healthcare payors, government agencies and pharmaceutical manufacturers we are able to provide access to infusible medications and management solutions. Our goal is to optimize outcomes for chronic and other complex healthcare conditions and enhance the quality of patient life. BioScrip brings clinical competence in providing high-touch, comprehensive infusion and nursing services to patients in the most convenient ways possible. Through our customer services and treatments we aim to ensure the best possible therapy outcome.

#### Forward Looking Statements - Safe Harbor

This press release includes statements that may constitute "forward-looking statements," including projections of certain measures of the Company's results of operations, projections of certain charges and expenses, and other statements regarding the Company's goals, regulatory approvals and strategy. These statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You can identify these statements by the fact that they do not relate strictly to historical or current facts. In some cases, forward-looking statements can be identified by words such as "may," "should," "could," "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "predict," "potential," "continue" or comparable terms. Investors are cautioned that any such forward-looking statements are not guarantees of future performance and, because such statements inherently involve risks and uncertainties, actual results may differ materially from those in the forward-looking statements. Factors that could cause or contribute to such differences include but are not limited to risks associated with: the Company's ability to grow its Infusion Services segment organically or through acquisitions and obtain financing in connection therewith; its ability to effectively integrate acquisitions; its ability to reduce operating costs while sustaining growth; reductions in federal, state and commercial payor reimbursement for the Company's products and services; increased government regulation related to the health care and insurance industries; as well as the risks described in the Company's periodic filings with the Securities and Exchange Commission, including the Company's annual report on Form 10-K for the year ended December 31, 2012. The Company does not undertake any duty to update these forward-looking statements after the date hereof, even though the Company's situation may change in the future. All of the forward-looking statements herein are qualified by these cautionary statemen

#### **Reconciliation to Non-GAAP Financial Measures**

In addition to reporting all financial information required in accordance with generally accepted accounting principles ("GAAP"), the Company is also reporting EBITDA, Adjusted EBITDA, and Adjusted EPS, which are non-GAAP financial measures. EBITDA, Adjusted EBITDA and Adjusted EPS are not measurements of financial performance under GAAP and should not be used in isolation or as a substitute or alternative to net income, operating income or any other performance measure derived in accordance with GAAP, or as a substitute or alternative to cash flow from operating activities or a measure of our liquidity. In addition, the Company's definitions of EBITDA, Adjusted EBITDA and Adjusted EPS may not be comparable to similarly titled non-GAAP financial measures reported by other companies. EBITDA represents net income before net interest expense, income tax expense, depreciation and amortization. Adjusted EBITDA, as defined by the Company, represents net income before net interest expense, income tax expense, depreciation and other expenses, the Company may incur significant charges such as, but not limited to, the write down of certain long–lived assets, temporary redundant expenses, retraining expenses, potential cash bonus payments and potential accelerated payments or terminated costs for certain of its contractual obligations. Adjusted EPS, as defined by the Company, represents earnings per diluted share, excluding the same elements in calculating Adjusted EBITDA (restructuring and other expenses, acquisition and integration expense) as well as the impact of acquisition-related intangible amortization. Management believes that these non-GAAP financial measures provide useful supplemental information regarding the performance of our business operations and facilitates comparisons to our historical operating results. For a full reconciliation of EBITDA, Adjusted EBITDA and Adjusted EPS to the most comparable GAAP financial measures, please see the attachments to this earnings release.

#### Contacts:

Hai Tran BioScrip, Inc. 952-979-3768

Lisa Wilson In-Site Communications, Inc. 212-759-3929

(Financial Tables Follow)

# **BIOSCRIP, INC**

# **CONSOLIDATED BALANCE SHEETS**

(in thousands, except for share amounts)

	March 31, 2013		December 31, 2012		
ASSETS					
Current assets	*		*	<i></i>	
Cash and cash equivalents	\$	-	\$	62,101	
Receivables, less allowance for doubtful accounts of \$21,482 and \$22,728 at December 31, 2012 and December 31, 2011, respectively		158,127		129,103	
Inventory		22,819		34,034	
Prepaid expenses and other current assets		9,081		10,189	
Total current assets		190,027		235,427	
Property and equipment, net		27,767		23,721	
Goodwill		414,234		350,810	
Intangible assets, net		19,364		17,446	
Deferred financing costs		2,522		2,877	
Investments in and advances to unconsolidated affiliate		10,415		10,042	
Other non-current assets		1,385		2,053	
Total assets	\$	665,714		642,376	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities					
Current portion of long-term debt	\$	27,992		953	
Accounts payable		32,108		34,438	
Claims payable		7,599		7,411	
Amounts due to plan sponsors		16,303		18,173	
Accrued interest		11,575		5,803	
Accrued expenses and other current liabilities		37,580		41,491	
Total current liabilities		133,157		108,269	
Long-term debt, net of current portion		225,372		225,426	
Deferred taxes		10,748		10,291	
Other non-current liabilities		8,971		4,981	
Total liabilities		378,248		348,967	
Stockholders' equity					
Preferred stock, \$.0001 par value; 5,000,000 shares authorized; no shares issued or outstanding		—			
Common stock, \$.0001 par value; 125,000,000 shares authorized; shares issued: 59,695,646 and 59,600,713,					
respectively; shares outstanding: 57,113,126 and 57,026,957, respectively		6		6	
Treasury stock, shares at cost: 2,582,520 and 2,582,520, respectively		(10,311)		(10,311)	
Additional paid-in capital		390,983		388,798	
Accumulated deficit		(93,212)		(85,084)	
Total stockholders' equity		287,466		293,409	
Total liabilities and stockholders' equity	\$	665,714	\$	642,376	

# CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share amounts)

	Three Months Ended March 31,			
	 2013		2012	
Product revenue	\$ 150,024	\$	106,803	
Service revenue	49,047		48,830	
Total revenue	199,071		155,633	
Cost of product revenue	105,533		72,326	
Cost of service revenue	30,301		29,785	
Total cost of revenue	 135,834		102,111	
Gross profit	 63,237		53,522	
% of revenues	31.8%		34.4%	
Selling, general and administrative expenses	52,791		44,575	
Bad debt expense	3,397		3,465	
Acquisition and integration expenses	4,623		172	
Restructuring and other expenses	1,278		387	
Amortization of intangibles	2,082		879	
Income from operations	 (934)		4,044	
Interest expense, net	6,478		6,569	
Net income (loss) from continuing operations, before income taxes	 (7,412)		(2,525)	
Tax provision (benefit)	58		(502)	
Net income (loss) from continuing operations, net of income taxes	 (7,470)		(2,023)	
Net income (loss) from discontinued operations, net of income taxes	(658)		(680)	
Net income (loss)	\$ (8,128)	\$	(2,703)	
Basic weighted average shares	57,047		55,307	
Diluted weighted average shares	 57,047		55,307	
Income (loss) per common share:				
Basic loss from continuing operations	\$ (0.13)	\$	(0.04)	
Basic income (loss) from discontinued operations	\$ (0.01)	\$	(0.01)	
Basic income (loss)	\$ (0.14)	\$	(0.05)	
Diluted loss from continuing operations	\$ (0.13)	\$	(0.04)	
Diluted income (loss) from discontinued operations	\$ (0.01)	\$	(0.01)	
Diluted income (loss)	\$ (0.14)	\$	(0.05)	

# CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands)

	Three Months Ended March 31			March 31,
		2013		2012
Cash flows from operating activities:				
Net income (loss)	\$	(8,128)	\$	(2,703
Less: Income from discontinued operations, net of income taxes		(658)		(680
Loss from continuing operations, net of income taxes		(7,470)		(2,023
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:				
Depreciation		2,459		1,931
Amortization of intangibles		2,082		879
Amortization of deferred financing costs		356		284
Change in deferred income tax		457		(300
Compensation under stock-based compensation plans		1,973		966
Loss on disposal of fixed assets		13		23
Changes in assets and liabilities, net of acquired business:		(1 ( )		
Receivables, net of bad debt expense		(16,526)		(16,761
Inventory		13,199		4,215
Prepaid expenses and other assets		4,787		4,238
Accounts payable		(2,822)		5,587
Claims payable		187		(6,598
Amounts due to plan sponsors		(4,140)		(874
Accrued expenses and other liabilities	<u></u>	(6,745)	<u>_</u>	4,557
Net cash provided by (used in) operating activities from continuing operations	\$	(12,190)	\$	(3,876
Net cash provided by (used in) operating activities from discontinued operations		(658)		6,401
Net cash provided by (used in) operating activities	\$	(12,848)	\$	2,525
Cash flows from investing activities:				
Purchases of property and equipment, net	\$	(3,655)	\$	(1,547
Cash consideration paid for asset acquisitions		(72,325)		
Cash consideration paid to DS Pharmacy				(2,935
Cash consideration paid for unconsolidated affiliate, net of cash acquired		(900)		
Net cash provided by (used in) investing activities from continuing operations		(76,880)		(4,482
Net cash provided by (used in) investing activities from discontinued operations				2,741
Net cash used in investing activities	\$	(76,880)	\$	(1,741
Cash flows from financing activities:				
Borrowings on line of credit		214,145		481,151
Repayments on line of credit		(187,092)		(483,224
Repayments of capital leases		(68)		(35
Net proceeds from exercise of employee stock compensation plans		642		1,324
Net cash provided by (used in) financing activities from continuing operations	\$	27,627	\$	(784
Net change in cash and cash equivalents	<u><u></u></u>	(62,101)	Ψ	(/0
Cash and cash equivalents - beginning of period		62,101		_
Cash and cash equivalents - end of period		02,101		
DISCLOSURE OF CASH FLOW INFORMATION:	<b>A</b>		¢	
Cash paid during the period for interest	\$	322	\$	1,241
Cash paid during the period for income taxes	\$	(6)	\$	197
DISCLOSURE OF NON-CASH TRANSACTIONS:				
Capital lease obligations incurred to acquire property and equipment			\$	20

# Reconciliation between GAAP and Non-GAAP Measures

(in thousands)

		Three Months Ended March 31,					
		2013				2012	
Results of Operations:							
Revenue:							
Infusion Services - product revenue	\$	150,024	\$	106,803			
Infusion Services - service revenue		4,353		2,250			
Total Infusion Services revenue		154,377		109,053			
Home Health Services - service revenue		17,942		16,711			
PBM Services - service revenue		26,752		29,868			
Total revenue	<u>\$</u>	199,071	\$	155,632			
Adjusted EBITDA by Segment before corporate overhead:							
Infusion Services	\$	12,315	\$	7,783			
Home Health Services		883		1,080			
PBM Services		6,199		6,098			
Total Segment Adjusted EBITDA		19,397		14,961			
Corporate overhead		(7,916)		(6,582)			
Consolidated Adjusted EBITDA		11,481		8,379			
Interest expense, net		(6,478)		(6,569)			
Income tax (expense) benefit		(58)		502			
Depreciation		(2,459)		(1,931)			
Amortization of intangibles		(2,082)		(879)			
Stock-based compensation expense		(1,973)		(966)			
Acquisition and integration expenses		(4,623)		(172)			
Restructuring and other expenses		(1,278)		(387)			
Net (loss) income:	\$	(7,470)	\$	(2,023)			

# **Supplemental Operating Data**

\$ 523,857	\$	438,623
63,280		62,403
30,909		36,354
45,189		95,813
-		-
2,479		9,183
\$ 665,714	\$	642,376
\$ <u>\$</u>	63,280 30,909 45,189 	63,280 30,909 45,189 - 2,479

# Reconciliation between GAAP and Non-GAAP Earnings Per Share

(in thousands)

		Three Months Ended March 31,		
	2	2013 <sup>1,2</sup>	2	2012 <sup>3,4</sup>
Net income from continuing operations	\$	(7,470)	\$	(2,023)
Non-GAAP adjustments:				
Restructuring and other expenses		1,278		308
Acquisition and integration expenses		4,623		137
Amortization of intangibles		2,082		699
Compensation under stock-based compensation plans		1,973		769
Non-GAAP net income from continuing operations	\$	2,486	\$	(110)
Earnings per share from continuing operations, basic and diluted	\$	(0.13)	\$	(0.04)
Non-GAAP adjustments:				
Restructuring and other expenses		0.02		0.01
Acquisition and integration expenses		0.08		-
Amortization of intangibles		0.04		0.01
Compensation under stock-based compensation plans		0.03		0.02
Non-GAAP earnings per share from continuing operations, basic and diluted	\$	0.04	\$	-
Weighted average shares outstanding, basic		57,047		55,307
Weighted average shares outstanding, diluted		58,509		55,307

#### Reconciliation between GAAP and Non-GAAP Earnings Per Share

(in thousands)

- (1) For the three months ended March 31, 2013 non-GAAP net income from continuing operations adjustments are net of tax, calculated using an annual effective tax rate offset by the effect of our net operating loss carryforwards. The tax expense netted against restructuring and other expenses, acquisition and integration expenses, amortization of intangibles, and stock-based compensation expense was zero for each, respectively.
- (2) For the three months ended March 31, 2013, non-GAAP Adjusted EPS per basic and diluted share from continuing operations adjustments are net of tax, calculated using an annual effective tax rate method offset by the effect of our net operating loss carryforwards. The tax expense per basic and diluted share netted against restructuring and other expenses, acquisition and integration expenses, amortization of intangibles, and stock-based compensation expense was \$(0.00) per share, respectively.
- (3) For the three months ended March 31, 2012, non-GAAP net income from continuing operations adjustments are net of tax, calculated using an annual effective tax rate offset by the effect of our net operating loss carryforwards. The tax expense netted against restructuring and other expenses, acquisition and integration expenses, amortization of intangibles, and stock-based compensation expense was \$79, \$35, \$180 and \$197 respectively.
- (4) For the three months ended March 31, 2012, non-GAAP Adjusted EPS per basic and diluted share from continuing operations adjustments are net of tax, calculated using an annual effective tax rate offset by the effect of our net operating loss carryforwards. The tax expense per basic and diluted share netted against restructuring and other expenses, acquisition and integration expenses, amortization of intangibles, and stock-based compensation expense was \$(0.00) per share, respectively.