

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549

FORM 10-Q

(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the quarterly period ended September 30, 2002  
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OR

( ) THE TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 01-21617

THE QUIGLEY CORPORATION  
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(Exact name of registrant as specified in its charter)

Nevada

23-2577138

-----  
(State or other jurisdiction of  
incorporation or organization)

(IRS Employer  
Identification No.)

(MAILING ADDRESS: PO Box 1349, Doylestown, PA 18901.)

Kells Building, 621 Shady Retreat Road, Doylestown, PA 18901

-----  
(Address of principle executive offices)

(Zip Code)

Registrant's telephone number, including area code: (215) 345-0919

-----  
(Registrant's telephone number, including area code)

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. [X] Yes [ ] No

Indicate the number of shares outstanding of each of the issuer's class of Common Stock, as of the latest practicable date. The number of shares outstanding of each of the registrant's classes of Common Stock, as of October 25, 2002, was 11,456,617 all of one class of \$.0005 par value Common Stock.

TABLE OF CONTENTS

	Page No.
PART I - Financial Information	
Item 1. Consolidated Financial Statements	3-16
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations	17-20
Item 3. Quantitative and Qualitative Disclosure About Market Risk	21
Item 4. Controls and Procedures	21

PART II - Other Information

Item 1.	Legal Proceedings	21
Item 2.	Changes in Securities	21
Item 3.	Defaults Upon Senior Securities	21
Item 4.	Submission of Matters to a Vote of Security Holders	21
Item 5.	Other Information	21
Item 6.	Exhibits and Reports on Form 8-K	21
Signatures		22
Certifications		23-24

## Item 1. Financial Information

THE QUIGLEY CORPORATION  
CONSOLIDATED BALANCE SHEETS

ASSETS	September 30, 2002 (unaudited)	December 31, 2001
	-----	-----
CURRENT ASSETS:		
Cash and cash equivalents	\$ 11,292,421	\$ 9,740,840
Accounts receivable - net of doubtful accounts of \$735,766 and \$719,301	4,243,491	4,425,291
Inventory	6,346,190	6,507,746
Prepaid expenses and other current assets	672,134	1,507,462
	-----	-----
TOTAL CURRENT ASSETS	22,554,236	22,181,339
	-----	-----
PROPERTY, PLANT AND EQUIPMENT - net	2,332,122	2,201,309
	-----	-----
OTHER ASSETS:		
Patent rights - net of accumulated amortization	--	21,940
Excess of cost over net assets acquired - net of accumulated amortization	327,014	327,014
Other assets	28,849	24,193
	-----	-----
TOTAL OTHER ASSETS	355,863	373,147
	-----	-----
TOTAL ASSETS	\$ 25,242,221	\$ 24,755,795
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable	\$ 846,529	\$ 911,813
Accrued royalties and sales commissions	892,365	1,005,594
Accrued advertising	548,508	668,792
Other current liabilities	1,728,927	969,321
	-----	-----
TOTAL CURRENT LIABILITIES	4,016,329	3,555,520
	-----	-----
COMMITMENTS AND CONTINGENCIES	--	--
MINORITY INTEREST IN CONSOLIDATED AFFILIATES	--	--
STOCKHOLDERS' EQUITY:		
Common stock, \$.0005 par value; authorized 50,000,000 shares; Issued: 16,102,670 and 15,321,206 shares	8,051	7,661
Additional paid-in-capital	32,592,222	28,915,612
Retained earnings	13,813,778	17,465,161
Less: Treasury stock, 4,646,053 shares and 4,646,053 shares, at cost	(25,188,159)	(25,188,159)
	-----	-----
TOTAL STOCKHOLDERS' EQUITY	21,225,892	21,200,275
	-----	-----

See accompanying notes to financial statements

3

THE QUIGLEY CORPORATION  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2002	September 30, 2001	September 30, 2002	September 30, 2001
	-----	-----	-----	-----
SALES:				
Sales	\$ 8,992,228	\$ 7,175,724	\$ 20,638,300	\$ 15,756,212
Co-operative advertising promotions	714,329	232,171	1,121,923	791,472
	-----	-----	-----	-----
NET SALES	8,277,899	6,943,553	19,516,377	14,964,740
LICENSING FEES	--	136,364	148,866	1,410,228
	-----	-----	-----	-----
TOTAL REVENUE	8,277,899	7,079,917	19,665,243	16,374,968
	-----	-----	-----	-----
COST OF SALES	4,841,492	3,483,831	11,203,157	7,139,086
	-----	-----	-----	-----
GROSS PROFIT	3,436,407	3,596,086	8,462,086	9,235,882
	-----	-----	-----	-----
OPERATING EXPENSES:				
Sales and marketing	1,098,012	1,346,886	3,471,813	3,721,366
Administration	2,214,652	1,680,061	6,868,602	5,848,927
Research and development	666,002	447,543	1,897,403	970,575
	-----	-----	-----	-----
TOTAL OPERATING EXPENSES	3,978,666	3,474,490	12,237,818	10,540,868
	-----	-----	-----	-----
INCOME (LOSS) FROM OPERATIONS	(542,259)	121,596	(3,775,732)	(1,304,986)
INTEREST and OTHER INCOME	41,864	78,507	124,349	349,985
	-----	-----	-----	-----
INCOME (LOSS) BEFORE TAXES	(500,395)	200,103	(3,651,383)	(955,001)
	-----	-----	-----	-----
INCOME TAXES	--	--	--	--
MINORITY INTEREST IN LOSS OF CONSOLIDATED AFFILIATE	--	113,512	--	185,264
	-----	-----	-----	-----
NET INCOME (LOSS)	(\$ 500,395)	\$ 313,615	(\$ 3,651,383)	(\$ 769,737)
	=====	=====	=====	=====
Per common share:				
Basic	(\$ 0.05)	\$ 0.03	(\$ 0.34)	(\$ 0.07)
	=====	=====	=====	=====
Diluted	(\$ 0.05)	\$ 0.03	(\$ 0.34)	(\$ 0.07)
	=====	=====	=====	=====
Weighted average common shares outstanding:				
Basic	10,964,597	10,675,153	10,870,393	10,675,153
	=====	=====	=====	=====
Diluted	10,964,597	10,740,400	10,870,393	10,675,153
	=====	=====	=====	=====

See accompanying notes to financial statements

4

THE QUIGLEY CORPORATION  
CONSOLIDATED STATEMENTS OF CASH FLOWS (CONDENSED)  
(Unaudited)

	Nine Months Ended	
	September 30, 2002	September 30, 2001
	-----	-----
NET CASH FLOWS PROVIDED BY (USED IN) OPERATING ACTIVITIES	(\$ 1,279,195)	(\$ 3,296,430)
	-----	-----
CASH FLOWS FROM INVESTING ACTIVITIES:		
Capital expenditures	(419,224)	(320,544)
Net cost of assets acquired	--	(133,338)
	-----	-----
NET CASH USED IN INVESTING ACTIVITIES	(419,224)	(453,882)
	-----	-----
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from exercises of options and warrants	3,250,000	--
Repurchase of Common Stock	--	(30,131)
	-----	-----
NET CASH FLOWS FROM FINANCING ACTIVITIES	3,250,000	(30,131)
	-----	-----
NET INCREASE/(DECREASE) IN CASH	1,551,581	(3,780,443)
	-----	-----
CASH & CASH EQUIVALENTS, BEGINNING OF PERIOD	9,740,840	11,365,843
	-----	-----
CASH & CASH EQUIVALENTS, END OF PERIOD	\$ 11,292,421	\$ 7,585,400
	=====	=====

See accompanying notes to financial statements

5

THE QUIGLEY CORPORATION  
NOTES TO FINANCIAL STATEMENTS

NOTE 1 - ORGANIZATION AND BUSINESS

The Quigley Corporation (the "Company"), organized under the laws of the state of Nevada, is engaged in the development, manufacturing, and marketing of health and homeopathic products that are being offered to the general public. For the fiscal periods presented, the majority of the Company's revenues come from the Company's proprietary "Cold-Eeze(R)" products and the Health and Wellness business segment.

Darius International Inc., a wholly owned subsidiary of The Quigley Corporation, was formed in January 2000 to introduce new products to the marketplace through a network of independent distributors. Darius is a direct selling organization specializing in proprietary health and wellness products, which commenced shipping product to customers in the third quarter of 2000.

Effective July 1, 2000, The Quigley Corporation acquired a 60% ownership position in Caribbean Pacific Natural Products, Inc. an Orlando, Florida-based company. Caribbean Pacific Natural Products, Inc. is a developer and marketer of all-natural sun-care and skincare products for luxury resorts, theme parks and spas.

The formation of Darius International Inc., and the majority ownership in Caribbean Pacific Natural Products, Inc., provide diversification to the Company in both the method of product distribution and the broader range of products available to the marketplace.

In January 2001, the Company formed an Ethical Pharmaceutical Unit which is now Quigley Pharma Inc., a wholly-owned subsidiary of the Company, that is under the direction of its Executive Vice President and Chairman of its Medical Advisory Committee. The formation of the Company's Ethical Pharmaceutical Unit follows the Patent Office of The United States Commerce Department confirming the assignment to the Company of a Patent Application for the "Method and Composition for the Topical Treatment of Diabetic Neuropathy." In September 2001, the Patent Office confirmed the assignment to the Company of a Patent Application entitled the "Medicinal Composition and Method of Using it" (for Treatment of Sialorrhea and other Disorders) for a prescription product to relieve sialorrhea (drooling) in patients suffering from Amyotrophic Lateral Sclerosis (ALS), otherwise known as Lou Gehrig's Disease. In November 2001, the Company was assigned a Patent Application entitled "Composition and Method for

Prevention, Reduction and Treatment of Radiation Dermatitis" with the Patent Office of The United States Commerce Department. The establishment of a dedicated pharmaceutical subsidiary will enable the Company to diversify into the prescription drug market and to ensure safe and effective distribution of these important potential new products currently under development. In September 2002, the Company filed a foreign patent application for "Method and Composition for the Topical Treatment of Diabetic Neuropathy" in Europe and other foreign markets.

#### Cold Remedy Products

Cold-Eeze(R), a zinc gluconate glycine formulation (ZIGG(TM)) is sold in lozenge, bubble gum and sugar-free tablet forms. In May 1992, the Company entered into an exclusive agreement for worldwide representation, manufacturing, marketing and distribution rights to a zinc gluconate glycine lozenge formulation which was patented in the United States, United Kingdom, Sweden, France, Italy, Canada, Germany, and is pending in Japan. This product is presently being marketed by the Company and also through independent brokers and marketers in the United States under the trade names Cold-Eeze(R), Cold-Eeze(R) Sugar Free, and Cold-Eeze(R) Bubble Gum.

In April 2002, the Company was assigned a Patent Application which was filed with the Patent Office of the United States Commerce Department for the use of Cold-Eeze(R) as a prophylactic for cold prevention. The new patent application follows the results of an adolescent study at the Heritage School facility in Provo, Utah, that found that the use of Cold-Eeze(R) is effective in preventing a cold, reduces the use of antibiotics and confirmed that Cold-Eeze(R) reduces the median duration of a cold by four days.

In the second half of 1998, the Company launched Cold-Eeze(R) in a sugar free version of the product to benefit diabetics and other consumers concerned with their sugar intake. Late in the fourth quarter of 1998, the Company launched a bubble gum version of Cold-Eeze(R).

6

Under a Food and Drug Administration ("FDA") approved Investigational New Drug Application, filed by Dartmouth College, a randomized double-blind placebo-controlled study, conducted at Dartmouth College of Health Science, Hanover, New Hampshire, concluded that the lozenge formulation treatment, initiated within 48 hours of symptom onset, resulted in a significant reduction in the total duration of the common cold.

On May 22, 1992, ZINC AND THE COMMON COLD, A CONTROLLED CLINICAL STUDY, was published in England, in the "Journal of International Medical Research", Volume 20, Number 3, Pages 234-246. According to this publication, (a) flavorings used in other Zinc lozenge products (citrate, tartrate, separate, orotate, picolinate, mannitol or sorbitol) render the Zinc inactive and unavailable to the patient's nasal passages, mouth and throat, where cold symptoms have to be treated, (b) this patented pleasant-tasting formulation delivers approximately 93% of the active Zinc to the mucosal surfaces and (c) the patient has the same sequence of symptoms as in the absence of treatment, but goes through the phases at an accelerated rate and with reduced symptom severity.

On July 15, 1996, results of a new randomized double-blind placebo-controlled study on the common cold were published, which commenced at the Cleveland Clinic Foundation on October 3, 1994. The study called "ZINC GLUCONATE LOZENGES FOR TREATING THE COMMON COLD" was completed and published in the Annals of Internal Medicine - Vol. 125 No. 2. Using a 13.3mg lozenge (almost half the strength of the lozenge used in the Dartmouth Study), the result still showed a 42% reduction in the duration of the common cold symptoms.

In April 2002, the Company announced the statistical results of a retrospective clinical study that suggests that Cold-Eeze(R) is also an effective means of preventing the common cold. This adolescent study indicated that when taken daily, Cold-Eeze(R) statistically lessens the number of colds an individual suffers per year, reducing the median from 1.5 to zero. These findings are the result of analyzing three years of clinical data at the Heritage School facility in Provo, Utah. The study also found that the use of Cold-Eeze(R) to treat a cold statistically reduces the use of antibiotics for respiratory illnesses from 39.3% to 3.0% when Cold-Eeze(R) is administered as a first line treatment approach to the common cold. Additionally, the study reinforces the original clinical trials, concluding that Cold-Eeze(R) reduces the median duration of a cold by four days.

The business of the Company is subject to federal and state laws and regulations adopted for the health and safety of users of the Company's products. Cold-Eeze(R) is a homeopathic remedy that is subject to regulations by various federal, state and local agencies, including the FDA and the Homeopathic Pharmacopoeia of the United States.

The Company competes with suppliers varying in range and size in the cold remedy products arena. Cold-Eeze(R), which has been clinically proven, offers a

significant advantage over other suppliers in the over-the-counter cold remedy market. The management of the Company believes there should be no future impediment on the ability to compete in the marketplace now, or in the immediate future, since factors concerning the product, such as price, product quality, availability, reliability, credit terms, name recognition, delivery and support are all properly positioned. The Company has several Broker, Distributor and Representative Agreements, both nationally and internationally and the product is distributed through numerous independent and chain drug and discount stores throughout the United States.

The Company continues to use the resources of independent national and international brokers complementing its own personnel to represent the Company's over-the-counter products, thereby saving capital and other ongoing expenditures that would otherwise be incurred.

#### Ethical Pharmaceutical Products - - - - -

The establishment of an ethical pharmaceutical subsidiary may enable the Company to diversify into the prescription drug market and to ensure safe and effective distribution of these important potential new products currently under development.

Quigley Pharma is currently undergoing research and development activity in compliance with regulatory requirements. The Company is at the initial stages of what may be a lengthy process to develop these patent applications into commercial products.

The formation of the Company's Ethical Pharmaceutical Unit follows the Patent Office of The United States Commerce Department confirming the assignment to the Company of the following patent applications:

- o A Patent Application entitled "Method and Composition for the Topical Treatment of Diabetic Neuropathy."

7

- o A Patent Application entitled "Medicinal Composition and Method of Using it" (for Treatment of Sialorrhea and other Disorders) for a product to relieve sialorrhea (drooling) in patients suffering from Amyotrophic Lateral Sclerosis (ALS), otherwise known as Lou Gehrig's Disease.

- o A Patent Application entitled "Composition and Method for Prevention, Reduction and Treatment of Radiation Dermatitis" with the Patent Office of The United States Commerce Department.

In September 2002, the Company filed a foreign patent application entitled "Method and Composition for the Topical Treatment of Diabetic Neuropathy" in Europe and other foreign markets.

The pre-clinical development, clinical trials, product manufacturing and marketing of Quigley Pharma's potential new products are subject to federal and state regulation in the United States and other countries. Obtaining FDA regulatory approval for these pharmaceutical products can require substantial resources and take several years. The length of this process depends on the type, complexity and novelty of the product and the nature of the disease or other indications to be treated. If the Company cannot obtain regulatory approval of these new products in a timely manner or if the patents are not granted or if the patents are subsequently challenged, these possible events could all have a material effect on the business and financial condition of the Company. The strength of the Company's patent position may be important to its long-term success. There can be no assurance that these patents and patent applications will effectively protect the Company's products from duplication by others.

In April 2002, the Company commenced a Phase II proof of concept study in France for treatment of diabetic neuropathy. If the study is successful, the Company will apply for approval by the FDA to begin pivotal Phase III clinical trials. Because the Company's formulation for relief of diabetes-related pain is a topical treatment and its ingredients are GRAS listed (Generally Regarded As Safe) as identified in the Code of Federal Regulations, FDA approval could potentially be obtained within a two-year period.

In July 2002, the Company announced the commencement of a Phase II clinical trial on a new formulation being developed and tested by the Company to relieve Sialorrhea (excess secretions of the salivary glands, causing drooling) in patients suffering from diseases including Amyotrophic Lateral Sclerosis (ALS), otherwise known as Lou Gehrig's Disease, Cerebral Palsy, Parkinson's Disease, and Muscular Dystrophy.

#### Health And Wellness Products - - - - -

Darius International Inc., a wholly owned subsidiary, was formed in January 2000 for the purpose of introducing new products to the marketplace through a network

of independent distributors. On January 2, 2001, the Company acquired certain assets and assumed certain liabilities of a privately held company involved in the direct marketing and distribution of health and wellness products. Darius is a direct selling organization specializing in proprietary health and wellness products. The products marketed and sold by Darius are herbal vitamins and dietary supplements for the human condition, in the area of health, immunity, energy and pain.

#### Sun-care and Skincare Products - -----

Caribbean Pacific Natural Products, Inc., is a leading developer and marketer of all-natural, eco-safe sun-care and skincare products for luxury resorts, theme parks and spas. Caribbean Pacific markets a line of natural protectors, or "Sol Cremes," that provide dual protection against the damaging effects of the sun, along with various products rich in essential nutrients and vitamins necessary for the skin.

Caribbean Pacific also has the capability to make available customized merchandise, which complements the range of sun-care and skincare products that it currently markets.

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### BASIS OF PRESENTATION

The Consolidated Balance Sheet at September 30, 2002, the Consolidated Statements of Operations for the three and nine-months periods ended September 30, 2002 and 2001, and the Consolidated Statements of Cash Flows (Condensed) for the nine-months periods ended September 30, 2002 and 2001, have been prepared without audit. In the opinion of management, all adjustments necessary to present fairly the consolidated financial position, consolidated results of operations and consolidated cash flows, for the periods indicated, have been made. Certain prior period amounts have been reclassified to conform with the 2002 presentation.

All inter-company transactions and balances have been eliminated.

Effective July 1, 2000, the Company acquired a 60 percent ownership position in Caribbean Pacific Natural Products, Inc., which is accounted for by the purchase method of accounting and accordingly, the operating results have been included in the Company's consolidated financial Statements from the date of acquisition. This majority ownership position required a cash investment that approximated \$812,000 and the provision for a \$1 million line of credit, secured by inventory, accounts receivable and all other assets of Caribbean Pacific Natural Products. The net assets of Caribbean Pacific Natural Products at the acquisition date principally consisted of a product license and distribution rights, inventory and fixed assets of \$312,915 and \$510,000 of working capital with a contribution to minority interest of \$329,166.

In the past, the 40 percent ownership position representing the minority interest has been reflected in the Consolidated Statements of Operations for their portion of losses, and in the Consolidated Balance Sheet for their ownership portion of accumulated losses, share of net assets and capital stock at acquisition date. At September 30, 2002, accumulated losses associated with minority interest have reduced minority interest to zero on the Balance Sheet, with excess losses amounting to \$261,982 being absorbed in the Consolidated Statement of Operations in 2002 and 2001, by the Company.

On January 2, 2001, the Company acquired certain assets and assumed certain liabilities of a privately held company, located in Utah, involved in the direct marketing and distribution of health and wellness products. This acquisition required cash payments that approximated \$110,000 and 50,000 shares of the Company's stock issued to the former owners of the net assets acquired. The net assets acquired at acquisition principally consisted of intangibles, inventory, accounts receivable, bank balances and fixed assets totaling \$536,000 and liabilities assumed approximating \$416,000. Also required are continuous payments for the use of product formulations; consulting; confidentiality and non-compete fees that are 12% on net sales collected until \$540,000 is paid, then becoming 5% on net sales collected for the continuous applications of these arrangements. During March 2002, the payout level of \$540,000 was achieved, whereupon the rate became 5%. This acquisition is accounted for by the purchase method of accounting and accordingly, the operating results have been included in the Company's Consolidated Statements of Operations from the date of acquisition. The excess of cost over net assets acquired has been amortized on a straight-line basis over a period of 15 years. Subsequent to 2001, the account will only be reduced if the value becomes impaired.

##### PRINCIPLES OF ACCOUNTING

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make

estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the dates of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.

#### CASH EQUIVALENTS

The Company considers all highly liquid investments with an initial maturity of three months or less at the time of purchase to be cash equivalents. Cash equivalents include cash on hand and monies invested in money market funds. The carrying amount approximates the fair market value due to the short-term maturity of these investments.

#### INVENTORIES

Inventories are stated at the lower of cost or market. The Company uses the first-in, first-out ("FIFO") method of determining cost for all inventories. Inventories are primarily comprised of finished goods.

9

#### PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment is recorded at cost. The Company uses a combination of straight-line and accelerated methods in computing depreciation for financial reporting purposes. The annual provision for depreciation has been computed in accordance with the following ranges of estimated asset lives: building and improvements - twenty years; machinery and equipment - five to seven years; computer software - three years; and furniture and fixtures - seven years.

#### PATENT RIGHTS AND INTANGIBLES

Patent rights have been amortized on a straight-line basis over the period of the related licensing agreements, which approximated 67 months. Amortization costs incurred for the nine months periods ended September 30, 2002 and 2001, were \$21,940 and \$65,821, respectively. At March 31, 2002, this item was fully amortized.

Prior to January 1, 2002, the excess of cost over net assets acquired had been subject to amortization on a straight-line basis over a period of 15 years.

In June 2001, SFAS No. 142, "Goodwill and Other Intangible Assets" was issued by the FASB. SFAS No. 142 changed the accounting for goodwill from an amortization method to an impairment-only approach. Amortization of goodwill, including goodwill recorded in past business combinations, ceased upon adoption of this statement. The Company implemented SFAS No. 142 on January 1, 2002.

Following the adoption of Statement 142, the amortization expense, net income/(loss) and earnings per-share of The Quigley Corporation for the three-months and nine-months periods ended September 30, 2002 and 2001 are as follows:

	Three Months Ended September 30		Nine Months Ended September 30	
	2002	2001	2002	2001
Reported net income/(loss)	(\$500,395)	\$313,615	(\$3,651,383)	(\$ 769,737)
Add back: Goodwill amortization	--	5,486	--	27,430
Adjusted Net Income/(Loss)	(\$500,395)	\$319,101	(\$3,651,383)	(\$ 742,307)
Basic and Diluted earnings per share:				
Reported net income/(loss)	(\$ 0.05)	\$ 0.03	(\$ 0.34)	(\$ 0.07)
Goodwill amortization	--	--	--	--
Adjusted net income/(loss) - Basic	(\$ 0.05)	\$ 0.03	(\$ 0.34)	(\$ 0.07)
Adjusted net income/(loss) - Diluted	(\$ 0.05)	\$ 0.03	(\$ 0.34)	(\$ 0.07)

Subsequent to 2001, excess of cost over net assets will only be reduced if the value becomes impaired.

#### CONCENTRATION OF RISKS

Financial instruments that potentially subject the Company to significant concentrations of credit risk consist principally of cash investments and trade



accounts receivable.

The Company maintains cash and cash equivalents with three major financial institutions. Since the Company maintains amounts in excess of guarantees provided by the Federal Depository Insurance Corporation, the Company performs periodic evaluations of the relative credit standing of these financial institutions and limits the amount of credit exposure with any one institution.

Trade accounts receivable potentially subjects the Company to credit risk. The Company extends credit to its customers based upon an evaluation of the customer's financial condition and credit history and generally does not require collateral. The Company has historically incurred minimal credit losses. The Company's broad range of customers includes many large wholesalers, mass merchandisers and multi-outlet pharmacy chains, five of which account for 18% and 31% of sales volume, for the nine-months periods ended September 30, 2002 and 2001, respectively.

10

The Company currently uses three separate suppliers to produce Cold-Eeze(R) in lozenge, bubble gum, and sugar-free tablet form. A significant portion of the Company's revenue is currently generated from the sale of the Cold-Eeze(R) product. The lozenge form is manufactured by a third party manufacturer that produces predominantly for the Company. The other forms are manufactured by third parties that produce a variety of other products for other customers. Should these relationships terminate or discontinue for any reason, the Company has formulated a contingency plan in order to prevent such discontinuance from materially affecting the Company's operations. Any such termination may, however, result in a temporary delay in production until the replacement facility is able to meet the Company's production requirements.

Raw material used in the production of the product is available from numerous sources. Currently, it is being procured from a single vendor in order to secure purchasing economies. In a situation where this one vendor is not able to supply the contract manufacturer with the ingredients, other sources have been identified.

Quigley Pharma was formed in 2001 for the purpose of developing prescription drug products. These potential new products are based on patent applications that the Company has acquired. The Company's potential products are currently undergoing research and testing and will require substantial resources to develop these applications into commercial products. The successful conclusion of such research is dependent on regulatory approval and may take several years. The length of this process depends on the type, complexity and novelty of the product and the nature of the disease or other indications to be treated. If the Company cannot obtain regulatory approval of these new products in a timely manner or if the patents are not granted or if the patents are subsequently challenged, these possible events could all have a material effect on the business and financial condition of the Company. The strength of our patent position may be important to our long-term success. There can be no assurance that these patents and patent applications will effectively protect our products from duplication by others.

Darius' products for resale are sourced from several suppliers. In the event that such sources were no longer in a position to supply Darius with products, other vendors have been identified as reliable alternatives, which could result in a temporary delay in production or a minimal adverse loss of business.

Currently, the principal finished products relating to Caribbean Pacific Natural Products are being manufactured and blended by a single vendor. In the event of difficulties with the current sources of raw material or finished product, other suppliers have been identified. However, this could result in a temporary delay in production.

#### LONG-LIVED ASSETS

In August 2001, the FASB issued SFAS No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets." This statement supercedes SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of." The statement retains the previously existing accounting requirements related to the recognition and measurement of the impairment of long-lived assets to be held and used while expanding the measurement requirements of long-lived assets to be disposed of by sale to include discontinued operations. It also expands the previously existing reporting requirements for discontinued operations to include a component of an entity that either has been disposed of or is classified as held for sale. The Company implemented SFAS No. 144 on January 1, 2002. The implementation of SFAS 144 did not have a material impact on the Company's consolidated financial position or results of operations.

The Company reviews its long-lived assets for impairment on an exception basis whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable through future cash flows. If it is determined that an impairment loss has occurred, such loss will be recognized in the

Statement of Operations as the difference between the carrying amount and fair value of the asset.

#### REVENUE RECOGNITION

Sales are recognized at the time ownership is transferred to the customer. Provisions for estimated product returns are accrued in the period of sale recognition.

#### COUPONS, REBATES AND DISCOUNTS

In May 2000, the Emerging Issues Task Force ("EITF") issued EITF No. 00-14, "Accounting for Coupons, Rebates and Discounts" that addressed accounting for sales incentives. The Task Force concluded that in accounting for cash sales incentives a manufacturer should recognize the incentive as a reduction of revenue on the later date of the manufacturer's sale or the date the offer is

11

made to the public. The reduction of revenues should be measured based on the estimated amount of incentives to be claimed by the ultimate customers. This pronouncement was adopted in the first quarter of fiscal 2001.

In August 2001, the EITF issued EITF No. 01-09, "Accounting for Consideration Given by a Vendor to a Customer or a Reseller of the Vendor's Products" that codified and reconciled EITF No. 00-14, No. 00-22, "Accounting for "Points" and Certain Other Time-Based or Volume-Based Sales Incentive Offers, and Offers for Free Products or Services to be Delivered in the Future" and No. 00-25, "Vendor Income Statement Characterization of Consideration Paid to a Reseller of the Vendor's Products." EITF No. 01-09 addresses the accounting for consideration given by a vendor to a customer. The Task Force concluded that cash consideration (including a sales incentive) given by a vendor to a customer is presumed to be a reduction of the selling prices of the vendor's products and, therefore, should be characterized as a reduction of revenue when recognized in the vendor's income statement. That presumption is overcome and the consideration should be characterized as a cost incurred if, and to the extent that, a benefit is or will be received from the recipient of the consideration that meets both of the following conditions: (1) (a) the vendor receives, or will receive, an identifiable benefit (goods or services) in return for the consideration, (b) the identified benefit must be sufficiently separable from the recipient's purchase of the vendor's products such that the vendor could have entered into an exchange transaction with a party other than a purchaser of its products in order to receive that benefit; (2) the vendor can reasonably estimate the fair value of the benefit identified. This pronouncement was adopted in the first quarter of 2002.

#### SHIPPING AND HANDLING

Product sales relating to Health and Wellness and Sun-care and Skincare products carry an additional identifiable shipping and handling charge to the purchaser, which is classified as revenue. For cold remedy products, such costs are included as part of the invoiced price. In all cases costs related to this revenue are recorded in costs of goods sold.

#### STOCK COMPENSATION

Stock options and warrants for purchase of the Company's common stock have been granted to both employees and non-employees since the date of the Company's public inception. Options and warrants are exercisable during a period determined by the Company, but in no event later than ten years from the date granted.

The Company's policy for stock and option grants follows APB No. 25 and FASB 123 which clarifies the definition of employee for purposes of applying APB No. 25, criteria for determining whether a plan qualifies as a non-compensatory plan, the accounting consequences of various modifications to the terms of a previously fixed option or award, and the accounting for an exchange of share compensation awards in a business combination, among others. Under the intrinsic value method prescribed by APB No. 25, the Company has recorded no compensation expense relating to option grants to employees in periods reported.

Expense relating to warrants granted to non-employees has been appropriately recorded in the periods presented based on either fair values agreed upon with the grantees or fair values as determined by the Black Scholes pricing model dependent upon the circumstances relating to the specific grants.

#### ROYALTIES

The Company includes royalties and founders commissions incurred as cost of products sold based on agreement terms.

#### ADVERTISING

Advertising costs are expensed within the period in which they are utilized. Advertising expense is made up of media advertising, presented as part of sales and marketing expense; co-operative advertising, which is accounted for as a deduction from sales; and free product, which is accounted for as part of cost of sales. Advertising costs incurred for the nine-months periods ended September 30, 2002 and 2001 were \$2,270,183 and \$2,090,852, respectively. Included in prepaid expenses and other current assets was \$241,875 and \$419,000 at September 30, 2002 and December 31, 2001, respectively, relating to prepaid advertising and promotion expenses.

#### RESEARCH AND DEVELOPMENT

Research and development costs are charged to operations in the year incurred. Expenditures for the nine-months periods ended September 30, 2002 and 2001 were \$1,897,403 and \$970,575, respectively. Principally, the increase of research and

12

development costs in 2002 was due to expenses incurred as part of the product research costs related to Quigley Pharma and study costs associated with Cold-Eeze(R). Quigley Pharma is currently involved in research activity following patent applications that the Company has acquired and such research and development costs relating to potential products are expected to increase significantly over time as product research and testing progresses.

#### INCOME TAXES

The Company utilizes an asset and liability approach which requires the recognition of deferred tax assets and liabilities for the future tax consequences of events that have been recognized in the Company's financial statements or tax returns. In estimating future tax consequences, the Company generally considers all expected future events other than enactments of changes in the tax law or rates. See Note 5 for further discussion.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. It is suggested that these financial statements be read in conjunction with the financial statements and accompanying notes for the fiscal year ended December 31, 2001, in the Company's Form 10-K.

#### NOTE 3 - SEGMENT INFORMATION

The basis for presenting segment results generally is consistent with overall Company reporting. The primary difference relates to presentation of partially-owned operations, which are presented as if owned 100% in the operating segments. The adjustment to ownership basis is included in Corporate & Other.

The Company has divided its operations into four reportable segments: The Quigley Corporation (Cold Remedy Products), whose main product is Cold-Eeze(R), a proprietary zinc gluconate glycine lozenge for the common cold; Darius (Health and Wellness) whose business is the sale and direct marketing of a range of health and wellness products; Caribbean Pacific Natural Products, Inc. (Sun-care and Skincare Products), a leading developer and marketer of all-natural sun-care and skincare products for luxury resorts, theme parks and spas and Quigley Pharma (Ethical Pharmaceutical Products), currently involved in research and development activity to develop patent applications into commercial pharmaceutical products.

Financial information by business segment follows:

For the three months ended September 30, 2002	Cold Remedy Products	Health and Wellness	Sun-care and Skincare Products	Ethical Pharmaceutical Products	Corporate and Other	Total
Net Sales						
Customers	\$3,524,663	\$4,309,662	\$443,574	-	-	\$8,277,899
Inter-segment	-	-	-	-	-	-
Licensing fees	-	-	-	-	-	-
Segment operating profit (loss)	(\$421,754)	\$547,354	(\$211,542)	(\$470,682)	\$14,365	(\$542,259)

As of and for the nine months ended September 30, 2002	Cold Remedy Products	Health and Wellness	Sun-care and Skincare Products	Ethical Pharmaceutical Products	Corporate and Other	Total

Net Sales						
Customers	\$7,268,303	\$10,604,176	\$1,643,898	-	-	\$19,516,377
Inter-segment	-	-	-	-	-	-
Licensing fees	148,866	-	-	-	-	148,866
Segment operating profit (loss)	(3,442,255)	1,044,342	(299,268)	(\$1,119,163)	\$40,612	(3,775,732)
Total Assets	\$25,714,500	\$1,609,299	\$965,350	-	(\$3,046,928)	\$25,242,221

13

For the three months ended September 30, 2001	Cold Remedy Products	Health and Wellness	Sun-care and Skincare Products	Ethical Pharmaceutical Products	Corporate and Other	Total
Net Sales						
Customers	\$4,768,372	\$1,664,391	\$510,790	-	-	\$6,943,553
Inter-segment	-	-	-	-	-	-
Licensing fees	136,364	-	-	-	-	136,364
Segment operating profit (loss)	\$604,020	(\$45,685)	(\$290,506)	(\$151,780)	\$5,547	\$121,596

As of and for the nine months ended September 30, 2001	Cold Remedy Products	Health and Wellness	Sun-care and Skincare Products	Ethical Pharmaceutical Products	Corporate and Other	Total
Net Sales						
Customers	\$9,036,960	\$4,025,370	\$1,902,410	-	-	\$14,964,740
Inter-segment	(116,385)	176,412	-	-	(\$60,027)	-
Licensing fees	1,410,228	-	-	-	-	1,410,228
Segment operating Profit (loss)	(292,600)	(337,566)	(491,533)	(\$306,254)	122,967	(1,304,986)
Total Assets	\$24,539,453	\$1,051,312	\$1,173,396	-	(\$3,034,649)	\$23,729,512

Costs attributable to Quigley Pharma relating to 2002 and 2001 research activity have been disclosed above in the segment caption "Ethical Pharmaceutical Products".

#### NOTE 4 - TRANSACTIONS AFFECTING STOCKHOLDERS' EQUITY

Since the inception of the stock buy-back program in January 1998, the Board has subsequently increased the authorization on five occasions, for a total authorized buy-back of 5,000,000 shares or approximately 38% of the previous shares outstanding. Such shares are reflected as treasury stock and will be available for general corporate purposes. From the initiation of the plan, 4,159,191 shares have been repurchased at a cost of \$24,042,801 or an average cost of \$5.78 per share.

As a result of the litigation relating to the case against Nutritional Foods Corporation, in March of 1998, a subsequent order of the Court of Common Pleas of Bucks County modified the decree of January 23, 1997 to provide for a return to treasury of 604,928 shares to the Company. As payment for legal services, 118,066 of these shares were reissued with a market value of approximately \$1,145,358. This value, the cost of reacquiring these shares, then became the value of the net treasury stock (\$2.35 per share) represented by 486,862 shares returned to treasury.

On April 9, 2002, The Quigley Corporation entered into an agreement with Forrester Financial LLC, ("Forrester") providing for Forrester to act as a financial consultant to the Company. The consulting agreement commenced on March 7, 2002 and has a term of twelve months, but may be terminated by the Company in its sole discretion at any time. As compensation for services to be provided by Forrester to the Company, the Company granted to Forrester, or its designees, warrants to purchase up to a total of 1,000,000 shares of the Company's common stock. The warrants have three distinct exercise prices, 500,000 warrants are exercisable at \$6.50 per share, 250,000 warrants are exercisable at \$8.50 per share, and 250,000 warrants are exercisable at \$11.50 per share. The warrants are exercisable until the earlier to occur of (i) March 6, 2003 or (ii) the termination of the Consulting Agreement. In the six months ended June 30, 2002, the Company recorded an expense of \$700,000 relating to the grant. In May 2002, Forrester Financial exercised 500,000 warrants at an exercise price of \$6.50 per share resulting in cash received by the Company in the amount of \$3,250,000 with a correlating increase to additional paid-in-capital.

At September 30, 2002, there were 4,160,500 unexercised and vested options and

## NOTE 5 - INCOME TAXES

Certain exercises of options and warrants, and restricted stock issued for services that became unrestricted resulted in reductions to taxes currently payable and a corresponding increase to additional-paid-in-capital for years prior to 1999. The tax benefit effects of option and warrant exercises during the period 1999 to 2002 were \$1,756,383. However, these benefits were deferred because of a net operating loss carry-forward for tax purposes ("NOLs") that occurred during the fourth quarter of 1999, resulting from a cumulative effect of deducting a total value of \$42,800,364 attributed to these options, warrants and unrestricted stock deductions from taxable income during the tax years 1997 and 1998. The net operating loss carry-forwards arising from the option, warrant and stock activities approximate \$13.2 million for federal tax purposes, of which \$3.5 million will expire in 2019, \$9.7 million in 2020 and thereafter; and \$18.4 million for state purposes, of which \$9.7 million will expire in 2009, \$3.3 million in 2010 and \$5.4 million in 2011 and thereafter. Until sufficient taxable income to offset the temporary timing differences attributable to operations and the tax deductions attributable to option, warrant and stock activities are assured, a valuation allowance equaling the total deferred tax asset is being provided.

## NOTE 6 - EARNINGS PER SHARE

Basic earnings per share ("EPS") excludes dilution and is computed by dividing income available to Common Stockholders by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if securities or other contracts to issue Common Stock were exercised or converted into Common Stock or resulted in the issuance of Common Stock that then shared in the earnings of the entity. Diluted EPS also utilizes the treasury stock method that prescribes a theoretical buy-back of shares from the theoretical proceeds of all options and warrants outstanding during the period. Since there are 4,160,500 options and warrants outstanding, fluctuations in the actual market price can have a varying of results for each period presented. For the periods presented that reflect losses, no effect was given for options and warrants because the result would be anti-dilutive.

A reconciliation of the applicable numerators and denominators of the income statement periods presented is as follows (millions, except earnings per share amounts):

	Three Months Ended September 30, 2002			Nine Months Ended September 30, 2002			Three Months Ended September 30, 2001			Nine Months Ended September 30, 2001		
	Loss	Shares	EPS	Loss	Shares	EPS	Income	Shares	EPS	Loss	Shares	EPS
Basic EPS	(\$0.5)	11.0	(\$0.05)	(\$3.7)	10.9	(\$0.34)	\$0.3	10.7	\$0.03	(\$0.8)	10.7	(\$0.07)
Dilutives:												
Options/Warrants	-	-		-	-		-	0.1		-	-	
Diluted EPS	(\$0.5)	11.0	(\$0.05)	(\$3.7)	10.9	(\$0.34)	\$0.3	10.8	\$0.03	(\$0.8)	10.7	(\$0.07)

## NOTE 7 - RELATED PARTY TRANSACTIONS

In the ordinary course of business, the Company has sales brokerage and other arrangements with entities whose major stockholders are also stockholders of The Quigley Corporation, or are related to major stockholders of the Company. Commissions and other items paid or payable under such arrangements amounted to approximately \$38,000 and \$171,000 respectively, for the nine-months periods ended September 30, 2002 and 2001.

The Company is in the process of acquiring licenses in certain countries through related party entities. For the nine-months periods ended September 30, 2002 and 2001, fees amounting to \$217,000 and \$219,000, respectively, have been paid to a related entity to assist with the regulatory aspects of obtaining such licenses.

## NOTE 8 - COMMITMENTS AND CONTINGENCIES

The Company maintains certain royalty and founders commission agreements with the developers, licensors, founders, and consultants for the Cold-Eeze(R) products. Up to March 5, 2002, these payments were 13% of sales collected less certain deductions and thereafter at 10%. Of the 13%, up to March 2002, a three percent royalty on sales collected less certain deductions was payable to the patent holder whose agreement expired on March 5, 2002. A three percent royalty of sales collected less certain deductions is payable to the developer of the product formulation together with a two percent consulting fee based on an agreement that expires in 2007. Additionally, a founders' commission is payable totaling 5% of sales collected less certain deductions, which is shared by two

Also, required for the acquisition of certain assets of a privately held company involved in the direct marketing and distribution of health and wellness products are continuous payments for the use of product formulations; consulting; confidentiality and non-compete fees that are 5% on net sales collected for the continuous applications of these arrangements.

On April 9, 2002, The Quigley Corporation entered into an agreement with Forrester Financial LLC, providing for Forrester to act as a financial consultant to the Company. The consulting agreement commenced on March 7, 2002 and has a term of twelve months, but may be terminated by the Company in its sole discretion at any time. As compensation for services to be provided by Forrester to the Company, the Company granted to Forrester, or its designees, warrants to purchase up to a total of 1,000,000 shares of the Company's common stock at three specific exercise prices. The warrants are exercisable until the earlier to occur of (i) March 6, 2003 or (ii) the termination of the Consulting Agreement. In the six months ended June 30, 2002, the Company recorded an expense of \$700,000 relating to the grant. In May 2002, Forrester Financial exercised 500,000 warrants at an exercise price of \$6.50 per share resulting in cash received by the Company in the amount of \$3,250,000.

The Company has anticipated commitments for advertising and other purchases amounting to approximately \$1,800,000.

The Company is a party to legal proceedings, which are routine and incidental to its business. The consequences of these proceedings are not presently determinable. However in the opinion of management, they will not have a material adverse affect on the Company's liquidity, financial position or results of operations

#### NOTE 9 - RECENT ACCOUNTING PRONOUNCEMENTS

##### SFAS 146

In June 2002, the Financial Accounting Standards Board, or FASB, issued Statement of Financial Accounting Standards, or SFAS, No. 146, "Accounting for Costs Associated with Exit or Disposal Activities." This Statement addresses financial accounting and reporting for costs associated with exit or disposal activities and supercedes Emerging Issues Task Force (EITF) Issue No. 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." The Statement requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under EITF 94-3, a liability for an exit cost was recognized at the date of commitment to an exit or disposal plan. This Statement also establishes that fair value is the objective for initial measurement of the liability. We must adopt SFAS No. 146 for all exit or disposal activities that are initiated after December 31, 2002. We do not believe that adopting this pronouncement will have a material impact on our consolidated results of operation, financial position or cash flows.

#### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

In addition to historical information, this Report contains forward-looking statements. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those reflected in these forward-looking statements. Factors that might cause such a difference include, but are not limited to management of growth, competition, pricing pressures on the Company's product, industry growth and general economic conditions. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's opinions only as of the date hereof. The Company undertakes no obligation to revise or publicly release the results of any revision to these forward-looking statements. The Company is subject to a variety of factors more fully described in the Company's Annual Report on Form 10-K, as filed, and the prospectus filed as part of the registration statement on Form S-3 as filed on April 25, 2002 (File no. 333-86976), with the Securities and Exchange Commission.

##### Overview

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Revenues for the three and nine-months periods ended September 30, 2002 were \$8,277,899 and \$19,665,243, respectively, as compared to \$7,079,917 and \$16,374,968 for the comparable 2001 periods. Revenue for the nine-months periods ended September 30, 2002 and 2001 include an amount of \$148,866 and \$1,410,228, respectively, relating to licensing fees from the settlement of a lawsuit following the filing by The Quigley Corporation of a patent infringement suit against Gel Tech, LLC, the developer of Zicam(TM), and Gum Tech International, Inc., its distributor, in November 1999. Under the agreement, Gum Tech agreed to

pay The Quigley Corporation \$1,137,500 for a limited license for Quigley's patent on the use of zinc gluconate for the treatment of the duration and symptoms of the common cold. Gum Tech was also required to pay The Quigley

16

Corporation an ongoing royalty of 5.5 percent from April 1, 2001 through March 5, 2002 on all Zicam cold relief sales receipts. In addition, Gum Tech guaranteed to pay Quigley a minimum of \$500,000 in ongoing royalties regardless of sales receipts through March 5, 2002, that actually totaled \$557,957 for the period. Legal and other expenses associated with this lawsuit approximated \$700,000.

Net sales of the Cold-Eeze(R) products were reduced in the nine-months period ended September 30, 2002 over the comparable 2001 period by approximately \$1,768,657. During the past cold season demand for cold remedy products in general was reduced despite the increase in the incidence of cold occurrences. Additionally, the Company's customers are exercising tighter control over inventory levels during the current economic conditions.

During 2002 the Company has continued to establish relationships with customers in all sectors of the industry through co-operative advertising programs and point of sale initiatives that communicate the effectiveness of Cold-Eeze(R) as a clinically proven remedy in reducing the duration of the common cold.

Darius International, Inc., had revenues for the three and nine-months periods ended September 30, 2002 of \$4,309,662 and \$10,604,176 with the comparable 2001 revenues of \$1,664,391 and \$4,025,370, respectively. These increased revenues for the periods reflect continued growth for the Health and Wellness segment of the Company business and follows the Corporate strategy of diversification of products and product distribution systems.

Caribbean Pacific Natural Products Inc. reported decreased revenues of \$67,216 and \$258,512 for the three and nine-months periods ended September 30, 2002 and 2001. The Sun-care and Skincare segment continues to experience the effects of the downturn in the tourism and travel industry experienced over the past twelve months.

The consolidated Gross Profit margin was reduced in 2002 due to the reduced licensing fee income in 2002 compared to 2001 along with the higher proportion of sales attributable to Darius in 2002, the products of which carry a lower margin compared to the other business segments of the Company.

Net losses for the three and nine-months periods ended September 30, 2002 were \$500,395 and \$3,651,383, respectively, the comparative 2001 net income/(loss) was \$313,615 and (\$769,737). The increased losses relating to 2002 are primarily as a result of increased research and development costs for Quigley Pharma and other clinical trials; increased Cold-Eeze(R) product promotion through enhanced co-operative advertising spending and additional general and administration costs resulting from fees associated with consulting duties. These losses were mitigated by net profits in 2002 from the Health and Wellness business segment.

The Company continues to use the resources of contract manufacturers and independent national and international brokers to represent and compliment sales of the Company's Cold-Eeze(R) products, thereby saving capital and other ongoing expenditures that would otherwise be incurred.

The Company currently uses three separate suppliers to produce Cold-Eeze(R) in lozenge, bubble gum, and sugar free tablet form. Other products of the Company and its subsidiaries are manufactured by third parties that produce a variety of other products for other customers. Should these relationships terminate or discontinue for any reason, the Company has formulated a contingency plan in order to prevent such discontinuance from materially affecting the Company's operations. Any such termination may, however, result in a temporary delay in production until the replacement facility is able to meet the Company's production requirements.

Raw material used in the production of certain products are available from numerous sources. Currently, certain materials are being procured from a single source vendor in order to secure purchasing economies. In a situation where one vendor is not able to supply the contract manufacturer with the ingredients, other sources have been identified. All manufacturing sites have the capacity to respond quickly to market requirements.

Effect of Recent Accounting Pronouncements  
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SFAS 146

In June 2002, the Financial Accounting Standards Board, or FASB, issued Statement of Financial Accounting Standards, or SFAS, No. 146, "Accounting for

17

Costs Associated with Exit or Disposal Activities." This Statement addresses financial accounting and reporting for costs associated with exit or disposal activities and supercedes Emerging Issues Task Force (EITF) Issue No. 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." The Statement requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under EITF 94-3, a liability for an exit cost was recognized at the date of commitment to an exit or disposal plan. This Statement also establishes that fair value is the objective for initial measurement of the liability. We must adopt SFAS No. 146 for all exit or disposal activities that are initiated after December 31, 2002. We do not believe that adopting this pronouncement will have a material impact on our consolidated results of operation, financial position or cash flows.

#### Significant Accounting Policies -----

As previously described, the Company is engaged in the development, manufacturing, and marketing of health and homeopathic products that are being offered to the general public. Due to the nature of the business, it is unlikely that any accounting policies, that are open to interpretation, could have a material effect on the Company's results of operations. Certain key accounting policies that may affect the results of the Company are the timing of revenue recognition and sales incentives (including coupons, rebates and discounts); the classification of advertising expenses; and the fact that all research and development expenses are expensed as incurred. Note 1 to the consolidated financial statements describes the Company's other significant accounting policies.

#### REVENUE RECOGNITION

Sales are recognized at the time ownership is transferred to the customer. Provisions for estimated product returns are accrued in the period of sale recognition.

#### COUPONS, REBATES AND DISCOUNTS

In May 2000, the Emerging Issues Task Force ("EITF") issued EITF No. 00-14, "Accounting for Coupons, Rebates and Discounts" that addressed accounting for sales incentives. The Task Force concluded that in accounting for cash sales incentives a manufacturer should recognize the incentive as a reduction of revenue on the later date of the manufacturer's sale or the date the offer is made to the public. The reduction of revenues should be measured based on the estimated amount of incentives to be claimed by the ultimate customers. This pronouncement was adopted in the first quarter of fiscal 2001.

In August 2001, the EITF issued EITF No. 01-09, "Accounting for Consideration Given by a Vendor to a Customer or a Reseller of the Vendor's Products" that codified and reconciled EITF No. 00-14, No. 00-22, "Accounting for "Points" and Certain Other Time-Based or Volume-Based Sales Incentive Offers, and Offers for Free Products or Services to be Delivered in the Future" and No. 00-25, "Vendor Income Statement Characterization of Consideration Paid to a Reseller of the Vendor's Products." EITF No. 01-09 addresses the accounting for consideration given by a vendor to a customer. The Task Force concluded that cash consideration (including a sales incentive) given by a vendor to a customer is presumed to be a reduction of the selling prices of the vendor's products and, therefore, should be characterized as a reduction of revenue when recognized in the vendor's income statement. That presumption is overcome and the consideration should be characterized as a cost incurred if, and to the extent that, a benefit is or will be received from the recipient of the consideration that meets both of the following conditions: (1) The vendor receives, or will receive, an identifiable benefit (goods or services) in return for the consideration. The identified benefit must be sufficiently separable from the recipient's purchase of the vendor's products such that the vendor could have entered into an exchange transaction with a party other than a purchaser of its products in order to receive that benefit; (2) The vendor can reasonably estimate the fair value of the benefit identified. This pronouncement was adopted in the first quarter of 2002.

#### ADVERTISING

Advertising costs are expensed within the period to which they relate. Advertising expense is made up of media advertising, presented as part of sales and marketing expense; co-operative advertising, which is accounted for as a deduction from sales; and free product, which is accounted for as part of cost of sales. Advertising costs incurred for the nine months periods ended September 30, 2002 and 2001 were \$2,270,183 and \$2,090,852, respectively. Included in



prepaid expenses and other current assets was \$241,875 and \$419,000 at September 30, 2002 and December 31, 2001, respectively, relating to prepaid advertising and promotion expenses.

#### RESEARCH AND DEVELOPMENT

Research and development costs are charged to operations in the year incurred. Expenditures for the nine-months periods ended September 30, 2002 and 2001 were \$1,897,403 and \$970,575, respectively. Principally, the increase of research and development costs in 2002 was due to expenses incurred as part of the product research costs related to Quigley Pharma and study costs associated with Cold-Eeze(R). Quigley Pharma is currently involved in research activity following patent applications that the Company has acquired and such research and development costs relating to potential products are expected to increase significantly over time as product research and testing progresses.

#### Results of Operations

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Three months ended September 30, 2002 compared to three months ended September 30, 2001  
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For the three months ended September 30, 2002, the Company reported revenues of \$8,277,899 and a net loss of \$500,395 as compared to revenues of \$7,079,917 and net income of \$313,615, for the comparable period ended September 30, 2001. Cold-Eeze(R) sales were reduced by \$761,552 due to more stringent controls on inventory and ordering frequencies being exercised by the Company's customers. Additionally, the third quarter activity relating to Cold-Eeze(R) can vary prior to the peak cough/cold season.

Darius International, Inc., had revenues for the three-months periods ended September 30, 2002 of \$4,309,662 with the comparable 2001 revenues being \$1,664,391. These increased revenues for the periods reflect continued growth for the Health and Wellness segment of the Company business and follows the Corporate strategy of diversification of products and product distribution systems.

The Skin-care and Suncare segment reported a decrease in revenues of \$67,216 between the periods, reflecting the uncertainty in the travel and tourism industry.

Cost of Sales as a percentage of sales before co-operative advertising promotions for the three months ended September 30, 2002 was 53.8% compared to 48.6% for the comparable period ended September 30, 2001. The 2002 results reflect a higher cost of sales due to the greater proportion of sales represented by Darius in 2002 (47.9% of consolidated 2002 sales as compared to 23.2% of consolidated 2001 sales). The Darius cost of goods is significantly higher relative to Cold-Eeze(R) and Caribbean Pacific products, thereby increasing the overall 2002 percentage.

For the three months ended September 30, 2002, total operating expenses were \$3,978,666 compared to \$3,474,490 for the comparable period ended September 30, 2001. The 2002 expenditures reflects increased clinical trial costs associated with Quigley Pharma of approximately \$315,000 along with increased legal costs.

As compared to 2001, net loss for the three months ended September 30, 2002 was increased, due to costs associated with Quigley Pharma's ongoing clinical trials and other studies and increased co-operative advertising activity with customers in order to gain greater awareness of Cold-Eeze(R) in the marketplace.

During the three months ended September 30, 2002, the major operating expenses of salaries, brokerage commissions, promotion, media advertising, and legal costs accounted for \$1,679,728 (42%) of total operating costs. These expense categories for the comparable period in 2001 accounted for \$1,886,827 (54%) of total operating costs. The remaining items for the periods were of a semi-fixed nature in that they do not strictly follow sales trends.

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Nine months ended September 30, 2002 compared to nine months ended September 30, 2001  
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For the nine months ended September 30, 2002, the Company reported revenues of \$19,665,243 and a net loss of \$3,651,383 as compared to revenues of \$16,374,968 and a net loss of \$769,737, for the comparable period ended September 30, 2001. Cold-Eeze(R) sales were reduced in 2002 due to a slowdown in demand despite increases in cough/cold illnesses.

During the period the Health and Wellness business segment had revenues of \$10,604,176 as compared to \$4,025,370 for the same period 2001. This segment had significant growth between the periods supporting the Company's diversification

strategy. Additionally, this segment contributed net income of \$1,046,844 in the nine-month period, mitigating the overall loss for the period.

The Sun-care and Skincare segment continues to be subject to the downturn in the travel and leisure industry that has been evident over the last twelve months. This business segment reported revenues in the nine month period ended September 30, 2002 of \$1,643,898 and an operating loss of \$299,268.

Cost of Sales as a percentage of sales before co-operative advertising promotions for the nine months ended September 30, 2002 was 54.3% compared to 45.3% for the comparable period ended September 30, 2001. The 2002 results reflect a higher cost of sales due to the greater proportion of sales represented by Darius in 2002 (51% of consolidated 2002 sales as compared to 26% of consolidated 2001 sales). The Darius cost of goods is significantly higher relative to Cold-Eeze(R) and Caribbean Pacific products, thereby increasing the overall percentage.

For the nine months ended September 30, 2002, total operating expenses were \$12,237,818 compared to \$10,540,868 for the comparable period ended September 30, 2001. The 2002 expenditures reflects increased research and development costs associated with Quigley Pharma of approximately \$763,000, along with additional Cold-Eeze(R) trial and study costs approximating \$165,000. Comparative operating expenses were affected by reduced legal costs in 2002 of approximately \$330,000.

2002 administration costs also included a charge of \$700,000 relating to the granting of 1,000,000 warrants to Forrester Financial, LLC in March 2002 providing for Forrester to act as a financial consultant to the Company.

Net loss for the nine months ended September 30, 2002 was negatively impacted by the reduced net licensing fees that commenced during the second quarter of 2001, increased research and development costs in 2002 primarily associated with Quigley Pharma and other clinical studies, and fees in 2002 associated with consulting services.

During the nine months ended September 30, 2002, the major operating expenses of salaries, brokerage commissions, promotion, media advertising, and legal costs accounted for \$6,926,180 (57%) of total operating costs. These expense categories for the comparable period in 2001 accounted for \$6,575,205 (62%) of total operating costs. The remaining items for the periods were of a semi-fixed nature in that they do not strictly follow sales trends.

#### Liquidity and Capital Resources

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The total assets of the Company at September 30, 2002 and December 31, 2001 were \$25,242,221 and \$24,755,795, respectively. Working capital decreased to \$18,537,907 from \$18,625,819 during the period. The significant movement within total assets represents the decrease in accounts receivable of \$181,800, cash and cash equivalents increased by \$1,551,581, prepaid expenses and other current assets decreased by \$835,328 and inventory decreased by \$161,556. From a working capital perspective, accounts payable decreased by \$65,284 and accrued royalties and sales commissions decreased over the period by \$113,229 while the advertising accrual decreased by \$120,284. Total cash balances at September 30, 2002 were \$11,292,421, as compared to \$9,740,840 at December 31, 2001. In June 2002, Forrester Financial, LLC, exercised 500,000 warrants at an exercise price of \$6.50 per share, resulting in cash received by the Company in the amount of \$3,250,000.

The Company believes that its increased marketing efforts and national publicity concerning the Cold-Eeze(R) products, the Company's manufacturing availability, newly available products, growth in international sales together with its current working capital should provide an internal source of capital to fund the Company's business operations. In addition to anticipated funding from operations, the Company may raise capital through the issuance of equity securities to finance anticipated growth.

Notwithstanding previous period negative cash flows from operations, management believes amounts of cash on hand as well as those current assets readily convertible to cash will provide adequate liquidity to support future operations. Any challenge to the Company's patent rights could have a material adverse effect on future liquidity of the Company; however, the Company is not aware of any condition that would make such an event probable.

#### Capital Expenditures

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Since the Company's products are manufactured by outside sources, capital expenditures during the remainder of 2002 are not anticipated to be material.

Not Applicable

ITEM 4. CONTROLS AND PROCEDURES

Based on their evaluation, as of a date within 90 days of the filing of this Form 10-Q, the Company's Chief Executive Officer and Chief Financial Officer have concluded the Company's disclosure controls and procedures (as defined in Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934) are effective. There have been no significant changes in internal controls or in other factors that could significantly affect these controls subsequent to the date of their evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Part II. Other Information  
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ITEM 1. LEGAL PROCEEDINGS

None

ITEM 2. CHANGES IN SECURITIES

None

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits

- (1) 99.1 Certification by the Chief Executive Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- (2) 99.2 Certification by the Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

(b) The Company reported under:

ITEM 5. OTHER EVENTS

At its Regular Meeting of the Board of Directors held on October 9, 2002, the Corporation accepted the resignations of Charles A. Genuardi and Eric H. Kaytes as Directors of the Corporation, and the resignation of Mr. Kaytes as Chief Information Officer of the Corporation. Each of Messrs. Genuardi and Kaytes advised the Corporation that their respective resignations were for personal reasons. The Corporation will not fill the Board vacancy or the position of Chief Information Officer created by Mr. Kaytes' resignation, but will immediately search for qualified candidates to replace Mr. Genuardi as an Outside Director of the Corporation.

There were no other Current Reports on Form 8-K filed during the quarter ended September 30, 2002.

21

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.

THE QUIGLEY CORPORATION

By: /s/ George J. Longo

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George J. Longo  
Vice President, Chief Financial Officer

Date: October 31, 2002

THE QUIGLEY CORPORATION  
a Nevada corporation  
CERTIFICATION OF CHIEF EXECUTIVE OFFICER

Section 302 Certification

I, Guy J. Quigley, certify that:

1. I have reviewed this quarterly report on Form 10-Q of The Quigley Corporation, a Nevada corporation (the "registrant");

2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary in order to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;

3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;

4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:

a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;

b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and

c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;

5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):

a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: October 31, 2002

By: /s/ Guy J. Quigley

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Guy J. Quigley  
Chief Executive Officer

THE QUIGLEY CORPORATION  
a Nevada corporation  
CERTIFICATION OF CHIEF FINANCIAL OFFICER

Section 302 Certification

I, George J. Longo, certify that:

1. I have reviewed this quarterly report on Form 10-Q of The Quigley Corporation, a Nevada corporation (the "registrant");

2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary in order to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;

3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;

4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:

a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;

b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and

c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;

5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):

a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: October 31, 2002

By: /s/ George J. Longo  
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George J. Longo  
Chief Financial Officer

CERTIFICATION OF CHIEF EXECUTIVE OFFICER

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C.ss.1350)

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. ss.1350), the undersigned, Guy J. Quigley, the Chief Executive Officer of The Quigley Corporation, a Nevada corporation (the "Company"), does hereby certify, to his knowledge, that:

The Quarterly Report on Form 10-Q for the quarter ended September 30, 2002 of the Company (the "Report") fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, and the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Guy J. Quigley  
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Guy J. Quigley  
Chief Executive Officer  
October 31, 2002

CERTIFICATION OF CHIEF FINANCIAL OFFICER

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C.ss.1350)

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. ss.1350), the undersigned, George J. Longo, the Chief Financial Officer of The Quigley Corporation, a Nevada corporation (the "Company"), does hereby certify, to his knowledge, that:

The Quarterly Report on Form 10-Q for the quarter ended September 30, 2002 of the Company (the "Report") fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, and the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ George J. Longo

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George J. Longo  
Chief Financial Officer  
October 31, 2002