

James W. Newman, CPA



James W. Newman, CPA, is a longtime pharmaceutical executive with more than 30 years' experience in pharmaceutical company senior management, finance, information systems, facilities operations and strategic planning. He founded Victory Pharma, Inc. in 2001 and served as Executive Chairman from 2001 – 2013. During his tenure at Victory, Newman was responsible for the acquisition and development of several proprietary products for the treatment of chronic pain. The company grew to approximately \$100 million in annual sales prior to its sale to Shionogi in 2011. In 1998, Newman founded DJ Pharma, Inc. and served as President and CEO. The company expanded to 400 employees and \$65 million in sales in two years. DJ Pharma sold at a 500 percent ROI for investors in 2001.

As Senior Vice President of Finance and Administration for Dura Pharmaceuticals, Inc., Newman redirected the company from a biotech to a pharmaceutical sales and marketing organization. He was responsible for organizing and completing its IPO and for four secondary and three private offerings to expand the market capitalization to more than \$2 billion in six years. During his active retirement, Newman serves on the board of several charitable organizations and on the Executive Committee of the Pacific Crest Trail Association.