

GENERAL MANAGEMENT EXECUTIVE

JPBEMA.COM

Senior Pharmaceutical Industry (Brand, Generic and OTC) General Management, Financial and Compliance **Executive with over fifteen years of management responsibility in public and private companies as the lead financial executive; venture capital experience and domestic and international experience.** Full P&L accountability with a proven track record of success on the top and bottom line, as well as **successful portfolio management, including product launches and clinical development, from product selection to life cycle management.** Extensive FDA, SEC and SOX compliance expertise, supply chain management and business development management including merger and acquisition work, significant cost efficiency work and a full working knowledge of information technology.

JP Bema Consulting

January 2019 to Present

President

- Advisory Services
 - Business Development
 - **Recently I stood up a analytical laboratory in six months with FDA approval within nine months. Immediate sales results!**
 - Strategic Assistance including Exit Strategies
 - Operational and Financial efficiency assistance
 - **In several companies reviewed spending and reduced costs by a minimum of 10% while automating systems to increase output and increasing revenue!**

AMRI

August 2013 to December 2018

Vice President Global Analytical Services – 2018

- Responsible for all global analytical services
- Sites in Indiana, New Jersey, Albany NY, India, Spain
 - Full P&L and operational responsibilities
 - 175 employees
 - \$45M sales responsibility

Vice President Global Analytical Sales and Business Development – 2016 to 2017

- Responsible for all global analytical sales and business development
 - 20%+ sales growth – 2016-2017

Chief Operations Officer

Whitehouse is a private analytical testing laboratory – purchased by AMRI

- Hired to return value to the owners. Within two years took sales from \$7.0M to \$11.0M and arranged for the sale of the company to AMRI for \$54M in cash.
- Full P&L responsibility.
 - 20%+ CAGR sales growth – 2013-2015
 - 20%+ CAGR net income growth – 2013-2015
- Full operational responsibility.

- Sales and marketing management.
- Implemented strategy which returned double digit advances.

Halo Pharmaceutical, Inc., New Jersey and Canada

March 2009 to July 2013

Vice President Finance and Supply Chain

Halo was acquired by Cambrex for \$425 million in 2018, I was responsible for putting Halo on Cambrex's radar.

- Assisted in the acquisition and set up of the company. First site was acquired from Abbott in New Jersey and the second site was acquired from Teva in Canada.
- Personally generated business and worked on all merger and acquisition targets as well as business development.
- Work areas include distribution of drug products, clinical trials, research and development, contract lab work and many other areas.
- Operations:
 - Profitable in the first four years of operation.
 - Went from 5 customers to 30.
 - Double digit revenue growth in all four years.
 - 15%-20% EBITDA on sales each year.
- Responsible for all banking and funding issues.
- Full profit and loss responsibility.
 - Developed all print advertising and marketing materials
- Business development – acquisitions and partnerships.

JP Bema, LLC., New Jersey

July 2008 to February 2009

Principal

Pharmaceutical consulting in the areas of:

- ***Systems implementation (SAP)*** and review which includes: Gross-to-net systems and accounting for the generic industry, Medicaid and Chargebacks, Accounts receivable reconciliations, Cash collections, Rebates, Pricing and all associated reporting.
- Supply chain systems, reporting and 3PL distribution management including overseas production and inventory management including cost accounting and working capital management.
- Development of organizational structures including integration of an acquired entity; includes efficiency improvements and organizational costs savings.
- Financial analysis, business development and marketing analysis, product pricing (generic and brand products), budgeting and forecasting.
- Tax issues, transfer pricing, establishing financial records, compilations, financial forecasting, cash flow analysis and system set up.

Keryx Biopharmaceuticals, Inc., New York, New York

2007 to June 2008

Vice President, Chief Accounting Officer

Keryx is a public brand biopharmaceutical company with several renal and oncology drugs in various phases of clinical development.

- Responsible for full profit and loss and treasury including all SEC filing requirements including equity management, quarterly earnings calls and compensation committee presentations.
- Responsible to manage the external audit, tax audit, internal controls audit and all Sarbanes-Oxley management and audit committee meetings
- Responsible for IT and all systems issues
- Assist in supply chain management, international sourcing and manufacturing issues
- Involved in all business development, including a >\$100M market license

Reliant Pharmaceuticals, Inc., Liberty Corner, New Jersey**2004 to 2006****VP Finance / CIO / Compliance Officer (2004)****Reliant was acquired by Glaxo for \$1.65 billion in 2007.**

- Manage the profit and loss statement including sign-off
- **Participated in company management of loan agreements and S-1 preparation for an IPO**
- Charged with Sarbanes-Oxley implementation and compliance
- Managed the external audit, reported quarterly to the audit committee
- Managed financial statements as if we were public (10k and 10Q formats) reporting to internal and external clients (banks, venture capital firms, BOD and executive committee)
- **Reduced overall department costs - \$1.0M savings with 8 day reduction in closing time**
- Product life cycle management
- Sales force efficiency management (1,000 person force)
- Fleet management (\$1.0M savings)
- Strategic planning
- Acquisition and divestiture analysis
- Supply chain management
- **Installed a new distribution network (\$1.0M savings)**
- Stabilized infrastructure
 - **50% reduction in servers**
 - Introduced the use of virtual servers
 - Built new data center
- Automated various systems and processes (i.e. payroll, human resources, payables, others)
- **Reduced overall departmental costs - \$1.5M savings with increased services**
- Compliance – Responsible for OIG, PhRMA code and SOX compliance
 - Member of the Quality Council
 - Member of the Grant Committee
 - Member of the PDMA review committee

ALPHARMA, Fort Lee, New Jersey**1999 to 2003**

Alpharma is a generic pharmaceutical company with sales of over \$1 billion.

President US Generic Pharmaceuticals – (2003)

Member of the corporation's executive team which managed all operations of the company and responsible for four manufacturing locations within the US and ~1,600 employees. Complete profit and loss responsibility for us generic net revenue of \$~500M.

- Kept two critical facilities operating while performing **full FDA compliance remediation** and simultaneously developed substantial credibility with the FDA with the QSCAP efforts at these facilities.
- Literate in FDA filing requirements and pipeline development and timing
- Set strategic growth direction of the division focusing the employees on specific actions that would drive that growth..
- Portfolio management, improved (price and volume).
- There was a ~25% increase in throughput from first to second quarter in the liquid manufacturing facility with further increases being implemented.
- Fully abreast of legislative affairs developments (Waxman-Hatch) to assure successful *Fast Track* product launches.
- **Implemented company wide information automation systems with extensive EDI applications.**
- Brought robotics to the quality laboratories.

Vice President Of Finance/CFO – US Pharmaceuticals (2001 to 2002)

- **Integrated Alparma and Faulding (divisions of equal size) and eliminated 15 position and duplicate costs of ~\$1.0M within finance.**
- Responsible for full financial filing requirements for the parent related to the division; this included 10K and 10Q requirements, footnote disclosures, MD&A
- Managed the external audit relative to the division
- Managed the consolidation of payroll and account receivable for the united states, improving the process and reducing costs.
- Managed cash flow and implemented working capital reductions which delivered 2002 cash flow of ~108% of operating income while investing ~25.0M into capital assets.
- Managed a ~25% reduction in portfolio volume while increasing profitability by ~12%.
- Executed systemization improvements which increased controls and eliminated manual labor for product returns, purchasing (purchasing cards), chargeback and Medicaid payments – i-Many, freight payments and expense reporting – Gelco.
- **Complete profit and loss responsibility for four divisions with net revenue of \$~550M.**
- Member of the executive, supply chain and product development committees.
- Managed brand and generic (oral, liquids and creams) pharmaceutical sales analysis.
- Financial advisor for all contract negotiations (sales and materials).
- Oversight for portfolio management.
- Directly responsible for IT.

CFO, Controller – Purepac (2000) - consulting which led to a full time position (1999)

Cambrex, East Rutherford, New Jersey

1990 to 1998

Cambrex is a pharmaceutical and specialty chemical company with revenues in excess of \$450M with nine domestic and three international sites.

Corporate Operational Management (1998)

- Main responsibility was operational management working with the COO and CFO on portfolio management, mergers and acquisitions, strategic planning, budgeting and operational efficiencies.
- Participated with the CFO in compiling the annual report, 10K and 10Q filings, MD&A, 8k filings and other relevant issues related to SEC filings

Divisional CFO, Controller (1992 to 1997)

- Full profit and loss responsibility for the companies largest division
- Increased net income 132% & roi from 5% to 12% Developed the first product line profit and loss statement for the company.
- Negotiated a price decrease in a major raw material with a monopoly supplier.
- Responsible for IT.
- Managed production planning, production yields and production analysis .
- Completed multiple union contract negotiations.
- Literate in all financial functions: a/r, a/p, payroll, cost and general accounting.

Corporate Director of Cost and Profit Analysis – 1990 to 1991

- Literate in all financial functions: A/R, A/P, payroll, cost and general accounting.
- Completed an assignment in Sweden over three months to develop product costs and develop strategic plans which increased net income in the following year.
- corporate financial, operational and business analysis responsibility for ALL sites.
- Involved in all aspects of corporate strategic planning, budgeting and forecasting.

- Implemented Hyperion for company consolidations.
- **Completed multiple acquisitions (Biowhittaker at \$130M being the largest).**
- Responsible for cambrex investor relations .
- Responsible for md&a portion of the 10k, literate in all aspect of sec filings.
- Completed benchmarking for the company and strategic market studies.
- Responsible for capital expenditure approvals.

Lonza, Fair Lawn, New Jersey **1989**

Mgr. of Cost Accounting and Inventory Control (1989)

Lonza US had revenues of \$190M. I completed in four months the implementation of a full absorption costing system with full variance reporting. I worked with actual costs, full-absorbed standard costs and variable costing methods.

GAF, Wayne, New Jersey **1988**

Sr. Financial Analyst (1988)

Responsible for the division's profit analysis and reporting which included 3 sites. The division was sold to Rhone Poulenc.

Fisher Scientific, Fair Lawn, New Jersey **1986 to 1987**

Accounting Supervisor (1987)

Responsible for capital analysis, fixed asset accounting and budgeting. I also headed a sales task force, which after 3 months of effort had delivered a contract with Nabisco for over \$700K in revenue per year.

Financial Analyst (1986)

Responsible for manufacturing accounting.

Squibb, New Jersey **1982 to 1985**

Manager of Engineering Cost Control (1985)

Responsible for \$50M of capital project control per year, \$3M operating budget, and the divisional MIS responsibilities.

Senior Accountant (1984)

Project Cost Accountant (1983)

Senior Accounting Clerk (1982)

EDUCATION

Fairleigh Dickinson University

BS – Accounting, 1982

Masters in Business Administration, 1989

OTHER

Fourth Degree Black Belt in Tae Kwon Do – Instructor

Adjunct Professor at Bergen Community College – prior to 2013

Adjunct Professor at Fairleigh Dickinson University – since 2013