

VPTax Tapped by Enobia to Manage Challenging Tax Matters as International Biotech Startup Prepares for Critical Transactions

In 2011, fast-growing biotech startup Enobia Pharma Corp. needed a tax advisor to manage its increasingly complex tax affairs in the U.S. and internationally. Enobia CFO Jeff Mack tapped VPTax for the job, and found that the San Jose tax firm was able to manage both routine and complex tax matters very effectively. More importantly, VPTax provided guidance and leadership to Enobia and its range of outside consultants and advisors on a complex set of issues and challenges.

Founded in Montreal, Canada, Enobia develops therapies to treat serious bone disorders. It had increased its activities in the U.S. as it progressed through phase II clinical trials and initiated plans for product commercialization. In 2011, Enobia implemented an aggressive exit strategy aimed at taking the company public or selling it. In February 2012, that strategy reached fruition when Alexion Pharmaceuticals acquired Enobia for up to \$1.08 billion in cash and future contingent payments.

In the period leading up to the acquisition, VPTax provided valuable leadership and execution on a broad range of tax-related activities. According to CFO Mack, VPTax:

- Provided leadership on managing Enobia's global tax activities;
- Acted as internal "Tax Director," creating a collaborative environment in which VPTax worked closely with and managed the activities of other technical tax experts, including Big Four advisors;
- Evaluated compliance status in all jurisdictions and addressed any deficiencies;
- Provided a wide range of scalable services on short notice including sales/use taxes, property taxes, and franchise/income taxes;
- Managed tax due diligence efforts as part of preparations for the IPO/sale;
- Provided independence so the spirit as well as the letter of SOX compliance was achieved.

"VPTax is scalable as to cost and function," commented Jeff Mack. "They provide sales tax filings in multiple states at very affordable rates, and also provide high-level technical advice when that's necessary. They showed particular skill in negotiating with, and forging consensus among, all our advisors."

Mack praised VPTax for providing a strong strategic overview and a sense of priorities, a contrast with many advisors who respond to any issue with volumes of time-consuming detail. "VPTax Principal Tom Brehmer brought common sense leadership into a technical world," Mack said. "He not only met the technical requirements in all regards, he made it so I could understand and communicate the principal issues to others in a clear and understandable manner."

"He is among an elite group of expert and balanced people in his profession."



“VPTax offers a paradigm shift in taxes that will force people to think, and act, differently.”

***--Jeff Mack, Chief Financial Officer,
Enobia***