

rent treatments are primarily focused on cystic fibrosis (CF). It also has a pipeline of investigational small molecule drugs for other illnesses, beyond CF, such as pain and kidney disease, and has programs for cell and genetic therapies. Approved CF drugs incl.:

3,900 empls. Off./dirs. own less than 1% of comm. stock; Black-Rock, 9.4% (4/22 proxy). Chrmn.: Dr. Jeffrey M. Leiden. Pres. & CEO: Dr. Reshma Kewalramani, Inc.: MA. Addr.: 50 Northern Ave... Boston, MA 02210. Tel.: 617-341-6100. Internet: www.vrtx.com

ANNUAL RATES Past Past Est'd '19-'21 of change (per sh) 5 Yrs. to '25-'27 Revenues "Cash Flow" 24.0% 39.0% 11.0% 12.0% Earnings 12.5% Nil 21.0% Dividends Book Value 23.5% 49.5%

155.1

1722.4

1877.5

195.0

1947.0

2142.0

198.0

2358.2

2556.2

Accts Payable Debt Due

Current Liab.

Cal- endar	QUAF Mar.31	TERLY RE Jun.30			Full Year
2019	858.4	941.3	949.8	1413.3	4162.8
2020	1515.1	1524.5	1538.3	1627.8	6205.7
2021	1724.3	1793.4	1984.1	2072.6	7574.4
2022	2097.5	2196.2	2200	2206.3	8700
2023	2250	2250	2350	2350	9200
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2019	1.03	1.03	.22	2.23	4.51
2020	2.29	3.18	2.53	2.30	10.29
2021	2.49	.26	3.28	3.00	9.01
2022	2.96	3.13	3.20	3.06	12.35
2023	3.30	3.30	3.30	3.30	13.20
Cal-	QUARTERLY DIVIDENDS PAID				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2018			-		
2019	NO CASH DIVIDENDS				
2020	BEING PAID				
2021					
2022					

Vertex Pharmaceuticals' stock is trading around its all-time high of a couple of years ago. Since our early June review, VRTX has risen some 12% in value, thanks mostly to continued pipeline progress and strong financial performance. Momentum continues to be robust in the key cystic fibrosis (CF) franchise. Scripts have kept climbing for Vertex's therapy Trikafta (Kaftrio in the EU), a triple-drug blend of elexacaftor, tezacaftor, and ivacaftor approved in 2019 for the debilitating lung disease in patients ages 12 and up. The drug has also seen a rapid uptake in the U.S. for kids ages 6-11, after it got the okay in 2021. Revenues surged 22% to \$2.2 billion in the second quarter, driven largely by Trikafta/Kaftrio, which is reimbursed in over 25 countries. This helped catapult EPS to \$3.13. And Vertex continues to expand the label on its CF drugs for those as young as 12-24 months old. Plus, it's conducting a pair of Phase III trials on a new once-daily triple-drug mix versus Trikafta, and exploring mRNA therapies for CF with Moderna. Indeed, efforts to bolster the CF lineup via label expansions, reimbursement in new markets,

and new drugs are part of a strategy aimed at a broader, younger patient group. R&D opportunities are vast in categories beyond CF, too. Vertex is making headway on mid- or late-stage studies addressing such serious illnesses/conditions as sickle cell disease, beta thalassemia, Type 1 diabetes, kidney disease, pain, protein deficiencies, and muscular dystrophy. It's on track with Phase I/II clinical trials on VX-880, a stem-cell-derived replacement therapy for Type 1 diabetes, and ongoing late-stage trials on CTX001 for beta thalassemia and sickle cell disease, in collaboration with CRISPR Therapeutics.

Earnings prospects to mid-decade look favorable. Given recent quarterly results, management raised its 2022 revenue outlook, and we've upped our estimate accordingly. Solid gains are likely further out, too. Meantime, Vertex has used its arsenal of \$9.3 billion in cash to make small key acquisitions, like ViaCyte (focuses on stem-cell therapies) for \$320 million.

Good-quality Vertex shares remain timely. But long-term capital appreciation potential is limited at this price. J. Susan Ferrara September 2, 2022

(A) Diluted earnings. Excl. non-recur. (charges)/gains: '05, (63¢); '06, 6¢; '18, \$6.03 (one-time tax benefit). Next egs. rpt. due early

(B) In millions. Note: share count in '13 reflects carryforwards of about \$938.6 mill. and tax the conversion of convertible notes into 8.3 credits of \$263.5 million. mill. shs.

Company's Financial Strength Stock's Price Stability Price Growth Persistence **Earnings Predictability** 

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