

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.:

Despite a mixed start to the year, we

(4/23 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

Past Past Est'd '20-'22 remain upbeat about Vertex Pharmato '26-'28 of change (per sh) ceuticals' growth prospects. First-quar-Revenues "Cash Flow" 18.5% 31.0% 11.5% ter revenue rose 13%, year over year, thanks largely to the continued strong sales uptake of *Trikafta* (*Kaftrio* in the 12.0% Earnings 12.0% Nil 20.5% Dividends Book Value 26.0% 46.0% EU), a triple-drug blend of elexacaftor, QUARTERLY REVENUES (\$ mill.) tezacaftor, and ivacaftor approved for Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 Year treating cystic fibrosis (CF), a debilitating 1524.5 1538.3 1627.8 2020 1515.1 6205.7 lung disease. But costs to advance midlate-stage clinical programs and 2021 1724.3 1793 4 1984.1 2072.6 7574.4 2196.2 2334.3 8930.7 2022 2097.5 2302.7 launch new drugs, along with foreign cur-2023 2374 R 2400 2450 2475.2 9700 rency headwinds, weighed on the bottom 2024 2550 2600 2600 2650 10400 line. Even so, with label expansions on key EARNINGS PER SHARE A Cal Full CF therapies ongoing, and additional re-Mar.31 Jun.30 Sep.30 Dec.31 endar Year imbursements obtained in markets outside 3.18 2020 2.29 2.30 10.29 2.53 the U.S., revenues in 2023 appear to be on 2.49 3.28 3.00 9.01 2021 .26 track to rise to \$9.55 billion-\$9.7 billion. 2.96 3.13 3.59 2022 3.15 12.82 And though we've lowered our share-profit 2023 2 69 3.60 13.00 3.40 3.31 call by \$0.50 to reflect the first-quarter re-2024 3.50 3.70 3.80 3.50 14.50 sult, earnings should reach a record level QUARTERLY DIVIDENDS PAID Calthis year, too, with more gains likely as endar Mar.31 Jun.30 Sep.30 Dec.31 Year

> A biologic product may soon get the regulatory green light. In collaboration with CRISPR Therapeutics, Vertex recently developed a gene-editing therapy called exa-cel (formerly CTX001), targeting beta

thalassemia and severe sickle cell disease. The company, which has filed biologics licensing applications, is hoping to get an accelerated review (eight months versus the standard 12) by the U.S. FDA; filings have been completed in the EU and U.K Expansion of the core CF franchise continues. As part of its strategy to treat the underlying disease across a broader, younger patient group, Vertex remains focused on expanding the label on its CF drugs and launching new ones. In fact, Trikafta/Kaftrio recently got the regulatory nod in the U.S. for kids ages 2-5, and awaits approval in Europe, the U.K., Canada, and Australia. *Kalydeco* was also just FDA-approved for infants 1-4 months, and is pending in some other countries.

Opportunities are vast beyond CF, too. Besides beta thalassemia and sickle cell disease, mid- and late-stage studies continue on such illnesses/conditions as Type 1 diabetes, kidney disease, pain, protein deficiencies, and muscular dystrophy. Vertex stock recently hit another alltime high. That said, the price already

reflects much of the growth we envision. J. Susan Ferrara June 2, 2023

(A) Diluted earnings. Excl. non-recur. gain: '18, \$6.03 (one-time tax benefit). Qtly. eqs. may not sum due to difference in shs. outst'g/rounding. Next egs. rpt. due early August.

NO CASH DIVIDENDS

BEING PAID

195.0

1947.0

2142.0

Current Liab.

2019

2020

2021

2022

2023

ANNUAL RATES

303.9

2438.2

2742.1

323.2

2703.0

3026.2

late decade approaches.

(B) In millions. Note: share count in '13 reflects (C) As of 12/31/22, had total net oper. loss the conversion of convertible notes into 8.3 carryforwards of about \$770.5 mill. and tax credits of \$295.0 million.

Company's Financial Strength Stock's Price Stability A+ 85 Price Growth Persistence **Earnings Predictability** 

80

30