



# Transforming Medicine

## Company Fact Sheet

### In 2008

Vertex is a global biotechnology company committed to the discovery, development and commercialization of small molecule drugs for serious diseases with significant unmet medical needs. Vertex is focused on expanding our capabilities in clinical development, regulatory affairs, quality control and commercial operations to support the late-stage development and to prepare for the potential commercial launch of our lead investigational compound, telaprevir, an oral HCV protease inhibitor for the treatment of hepatitis C virus infection.

### A Closer Look at HCV Infection: telaprevir (VX-950)

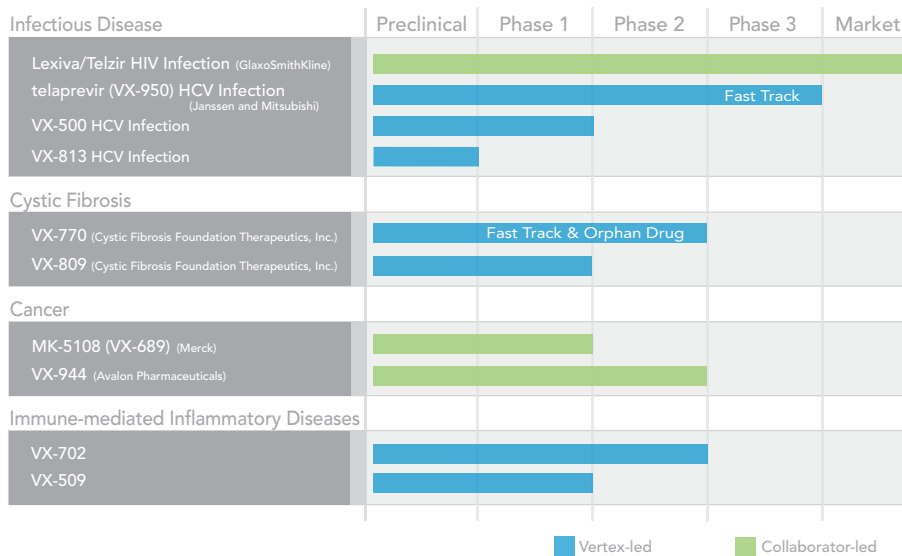
According to the Centers for Disease Control and Prevention, chronic HCV infection afflicts approximately 3.2 million patients in the U.S. In patients with genotype 1 HCV, the most common genotype in the U.S., Europe and Japan, current treatment requires up to 48 weeks of therapy and less than 50 percent of the patients show a long-term sustained viral response (SVR). Telaprevir (VX-950) is an investigational oral inhibitor of HCV protease, an enzyme essential for viral replication, and is one of the most advanced investigational agents in clinical development that specifically targets HCV. In March 2008, Vertex began a Phase 3 clinical trial of telaprevir. The Phase 3 clinical trial is a global 3-arm pivotal trial evaluating two 24-week telaprevir-based regimens in

approximately 1,050 treatment-naïve genotype 1 HCV patients.

In addition to the development of telaprevir, Vertex is developing VX-770 and VX-809, investigational drug candidates for cystic fibrosis, VX-509, a novel JAK3 inhibitor for autoimmune disease, and VX-500 and VX-813, which are next generation HCV protease inhibitors, and is seeking to advance additional molecules for the treatment of cancer, autoimmune disorders and other serious diseases.

### Collaborations:

- Vertex collaborates with Tibotec, a Johnson & Johnson company, and Mitsubishi Tanabe Pharma Corporation for the development and commercialization of telaprevir. Vertex is leading the global development plan for telaprevir and has exclusive commercial rights in North America. Tibotec is responsible for commercialization of telaprevir in Europe, South America, Australia, the Middle East, and other countries and Mitsubishi Tanabe is responsible for commercialization in the Far East, including Japan.
- Vertex is collaborating with Merck & Co. to develop Aurora kinase inhibitors for the treatment of cancer.
- Avalon Pharmaceuticals is developing VX-944, an IMPDH inhibitor targeting hematologic cancers. 080608



For more detailed and up-to-date information on Vertex product candidates in development, please see Vertex's website at [www.vrtx.com](http://www.vrtx.com) or Vertex's 10-k, 10-q and 8-k filings.

### Investor Check

- **Founded:** 1989
  - **Ticker Symbol:** VRTX
  - **Recent Stock Price:** \$31.25
  - **12 Month Stock Range:** \$13.84 - \$41.42
  - **Average Trading Volume:** 2,438,480
  - **Shares Outstanding:** 141.12 M
  - **Market Capitalization:** \$4.4 B
  - **Cash Equivs & Investments:** \$832 M (6/31/08)\*
- \*Does not include \$392 M raised in Feb. 2008

### Analyst Coverage:

- BMO Securities
- Canaccord Adams
- Citigroup
- Cowen & Co.
- Goldman Sachs
- JMP Securities
- JPMorgan Securities
- Lazard Capital Management
- Leerink Swann & Co.
- Merriman Curhan Ford
- Morgan Stanley
- Needham & Co.
- Oppenheimer & Co.
- Pacific Growth
- Robert W. Baird & Co.
- Rodman & Renshaw
- Sanford Bernstein
- Summer Street Research
- Susquehanna Financial Group
- UBS Securities
- Wachovia Securities