

VERTEX'S COMMITMENT TO RESEARCH & DEVELOPMENT

We believe scientific innovation is the key to creating value. Bringing together the brightest minds, investing in science and taking smart risks, we strike at the core of serious diseases to transform the lives of people around the world.



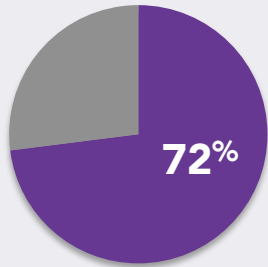
OUR FOCUS

We invest the vast majority of our resources in our innovation engine.



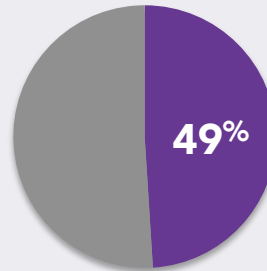
OUR PEOPLE

BUSINESS OPERATING COSTS (2013 - 2017)



VERTEX

■ Research & Development
■ Sales, General & Administrative



PEER COMPANY AVG¹

See 2018 Proxy on investors.vrtx.com for list of peer companies.



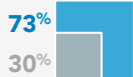
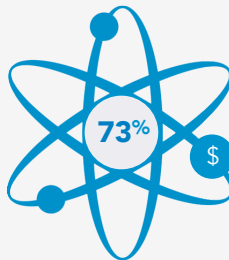
3 OUT OF 5
VERTEX EMPLOYEES
ARE DEDICATED TO
RESEARCH & DEVELOPMENT*

*As of January 2018



OUR REVENUE

OVER THE LAST FIVE YEARS, WE'VE REINVESTED MORE THAN 70% OF OUR REVENUES INTO R&D



MORE THAN **DOUBLE** OUR PEER COMPANY AVERAGE²

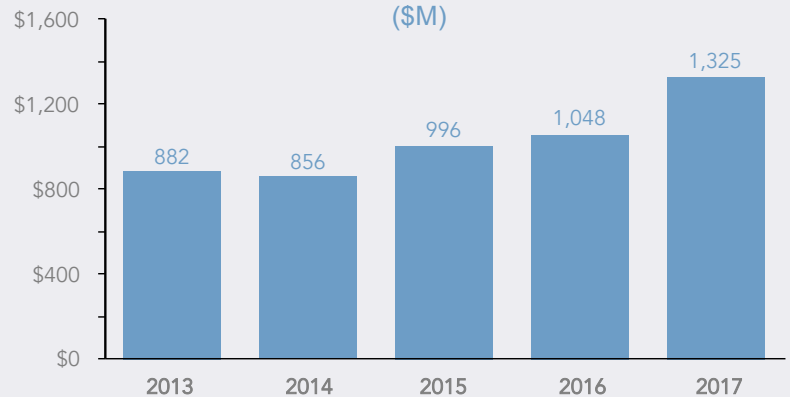
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OUR DEDICATION

We maintain our R&D investment as we pursue new approaches to treating serious diseases.

R&D SPEND (\$M)



OUR RESULTS



VERTEX IS ONE OF ONLY A HANDFUL OF COMPANIES THAT HAVE INTERNALLY DISCOVERED AND DEVELOPED FOUR OR MORE NOVEL MEDICINES.³



Among companies founded since 1976, as of September 2017

References

1. Data on file. Boston, MA. Vertex Pharmaceuticals Incorporated; VXR-HQ-00-00031; 2018.
2. Data on file. Boston, MA. Vertex Pharmaceuticals Incorporated; VXR-HQ-00-00030; 2018.
3. Data on file. Boston, MA. Vertex Pharmaceuticals Incorporated; VXR-HQ-00-00029; 2018.

All revenues and costs are GAAP.

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