



Balfour Capital Group Vertex Pharmaceuticals Incorporated

Vertex Pharmaceuticals is a global biotechnology company headquartered in Boston, Massachusetts. Founded in 1989, Vertex focuses on developing transformative medicines for serious diseases, with a particular emphasis on specialty markets. The company is renowned for its groundbreaking treatments for cystic fibrosis (CF), including Kalydeco, Orkambi, Symdeko, and Trikafta. Beyond CF, Vertex is advancing therapies in areas such as sickle cell disease, beta-thalassemia, type 1 diabetes, and pain management.

1. Top 5 Competitors

Vertex's primary competitors in the biotechnology and pharmaceutical sectors include:

1. Gilead Sciences, Inc.
2. Amgen Inc.
3. Regeneron Pharmaceuticals, Inc.
4. Alnylam Pharmaceuticals, Inc.
5. Novartis AG

These companies operate in similar therapeutic areas and compete in the development and commercialization of treatments for various diseases.

2. Largest Institutional Shareholders

As of the latest filings, the largest institutional shareholders of Vertex Pharmaceuticals are:

- Capital Research & Management Co. (World Investors): 11.03% ownership
- Vanguard Fiduciary Trust Co.: 9.15% ownership
- BlackRock Advisors LLC: 6.43% ownership
- State Street Global Advisors, Inc.: 4.66% ownership
- FMR LLC: 3.30% ownership



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3. Management Team

Vertex's leadership comprises experienced professionals dedicated to advancing the company's mission:

- Reshma Kewalramani, M.D., FASN – Chief Executive Officer and President
- Jeffrey M. Leiden, M.D., Ph.D. – Executive Chairman
- David Altshuler, M.D., Ph.D. – Executive Vice President and Chief Scientific Officer
- Stuart A. Arbuckle – Executive Vice President and Chief Operating Officer
- Charles F. Wagner – Executive Vice President and Chief Financial Officer
- Carmen Bozic, M.D. – Executive Vice President, Global Medicines Development and Medical Affairs, and Chief Medical Officer
- Amit K. Sachdev – Executive Vice President, Chief Patient and External Affairs Officer
- E. Morrey Atkinson, Ph.D. – Executive Vice President and Chief Technical Operations Officer

4. Revenue

In 2024, Vertex reported annual revenue of \$11.02 billion, marking an 11.66% increase from the previous year.

For the first quarter of 2025, the company reported revenue of \$2.77 billion, a 3% increase compared to Q1 2024.

Vertex has raised its 2025 revenue guidance to a range of \$11.85 billion to \$12.0 billion, reflecting confidence in its product portfolio's performance.

5. Institutions with Buy Recommendations:

Several financial institutions have issued buy recommendations for Vertex Pharmaceuticals:

- Citigroup initiated coverage with a Buy recommendation in November 2024.
- Truist Securities maintained a Buy rating as of May 2023.



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6. Analyst Sentiment Summary

Analyst sentiment toward Vertex Pharmaceuticals remains generally positive:

- Average Recommendation: Overweight
- Average Target Price: \$510.04
- Number of Ratings: 35

However, recent challenges, including underwhelming sales of new drugs and clinical trial setbacks, have led to some cautious outlooks. For instance, Leerink Partners downgraded the stock to Market Perform with a price target of \$503, citing uncertainties around new product performance

7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months, insider trading activity at Vertex Pharmaceuticals has been as follows:

- Shares Sold: 162,260 shares, totaling approximately \$67.48 million

Recent reports indicate that insider purchases have been minimal, with a net selling trend observed among insiders.