



## Edgar Filing: VERTEX PHARMACEUTICALS INC / MA - Form 8-K/A

The following unaudited pro forma combined financial information gives effect to the merger using the pooling of interests method of accounting, after giving effect to the pro forma adjustments described below and in the accompanying notes. The unaudited pro forma combined financial information should be read in conjunction with the audited historical consolidated financial statements and related notes of Vertex and Aurora.

The unaudited pro forma combined statements of operations give effect to the merger as if it had occurred at the beginning of the periods presented. The unaudited pro forma combined statements of operations for each year in the three-year period ended December 31, 2000 combine the audited historical consolidated statements of operations of Vertex for each year in the three-year period ended December 31, 2000 included in its annual report on Form 10-K and the audited historical consolidated statements of operations of Aurora for each year in the three-year period ended December 31, 2000 included in its current report on Form 8-K dated May 18, 2001. The unaudited pro forma combined statements of operations for the three months ended March 31, 2001 combine the unaudited historical consolidated statements of operations of Vertex for the three months ended March 31, 2001 and the unaudited historical consolidated statements of operations of Aurora for the three months ended March 31, 2001 as found in their respective filings on Form 10-Q.

The unaudited pro forma combined condensed balance sheet gives effect to the merger as if it had occurred on March 31, 2001. The unaudited pro forma combined condensed balance sheet combines the unaudited condensed historical consolidated balance sheets of Vertex and Aurora as of March 31, 2001. The pro forma balance sheet as of March 31, 2001 reflects \$21.6 million in accounts payable and accrued expenses and in stockholders' equity representing estimated expenses to be incurred in connection with the merger--primarily advisor, legal and accounting fees and expenses. These costs have not been reflected in the pro forma statements of operations for any period; they will be reflected in the statement of operations during the accounting period in which the merger was consummated.

In the third quarter of 2001, in connection with the conforming of accounting policies between the Company and Aurora, the Company elected to change its accounting principle related to the recognition of collaborative research and development revenues in accordance with the Securities and Exchange Commission's Staff Accounting Bulletin No. 101, REVENUE RECOGNITION IN FINANCIAL STATEMENTS, from the method prescribed in Emerging Issues Task Force Issue No. 91-6 to the substantive milestone method. The Company will record the cumulative effect of this change in accounting principle in its Form 10-Q for the fiscal quarter ended September 30, 2001, retroactive to January 1, 2001. The pro forma balance sheet as of March 31, 2001 reflects an increase in deferred revenue and a corresponding decrease in stockholders' equity amounting to \$27,528,000 pursuant to this change in accounting principle. In addition, the pro forma combined statement of operations for the three months ended

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March 31, 2001 reflects a decrease in revenue and a corresponding increase in net loss of \$1,627,000 representing the impact on the first quarter of the accounting change; the cumulative effect of the accounting change has not been reflected in the pro forma statement of operations for the three months ended March 31, 2001.

The unaudited pro forma combined financial information is presented for illustrative purposes only and does not purport to be indicative of the operating results or financial position that would have actually occurred if the merger had been in effect on the dates indicated, nor is it necessarily indicative of future operating results or financial position of the merged

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companies. The pro forma adjustments are based on the information and assumptions available at the time of the filing of this 8K/A.

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VERTEX PHARMACEUTICALS INCORPORATED  
 PRO FORMA COMBINED BALANCE SHEET  
 MARCH 31, 2001  
 (UNAUDITED)

|   | VERTEX         | AURORA    | PRO FORMA<br>ADJUSTMENTS | PRO FORM<br>COMBINED |
|---|----------------|-----------|--------------------------|----------------------|
|   | (IN THOUSANDS) |           |                          |                      |
| ASSETS  |                |           |                          |                      |
| Current assets:                                 |                |           |                          |                      |
| Cash and cash equivalents.....                  | \$222,662      | \$ 10,367 | \$ --                    | \$233,029            |
| Short-term investments, available for sale..... | 100,674        | 61,752    | --                       | 162,426              |
| Accounts receivable.....                        | 7,615          | 20,681    | --                       | 28,296               |
| Prepaid expenses and other current assets.....  | 2,327          | 8,070     | --                       | 10,397               |
|   | -----          | -----     | -----                    | -----                |
| Total current assets.....                       | 333,278        | 100,870   | --                       | 434,148              |
| Property and equipment, net.....                | 36,063         | 20,913    | --                       | 56,976               |
| Long-term investments, available for sale.....  | 361,535        | 30,194    | --                       | 391,729              |
| Other assets.....                               | 38,668         | 13,944    | --                       | 52,612               |
|   | -----          | -----     | -----                    | -----                |
| Total assets.....                               | \$769,544      | \$165,921 | \$ --                    | \$935,465            |
|   | =====          | =====     | =====                    | =====                |
| LIABILITIES AND STOCKHOLDERS' EQUITY            |                |           |                          |                      |
| Current liabilities:                            |                |           |                          |                      |
| Accounts payable and accrued expenses.....      | \$ 18,512      | \$ 12,396 | \$ 21,600 (1)            | \$ 52,508            |
| Deferred revenue.....                           | 11,174         | 12,209    | 27,528 (2)               | 50,911               |
| Other current liabilities.....                  | 2,186          | 5,305     | --                       | 7,491                |
|   | -----          | -----     | -----                    | -----                |
| Total current liabilities.....                  | 31,872         | 29,910    | 49,128                   | 110,910              |
| Other noncurrent liabilities.....               | 1,966          | 9,293     | --                       | 11,259               |
| Convertible subordinated notes.....             | 345,000        | --        | --                       | 345,000              |
|   | -----          | -----     | -----                    | -----                |
| Total liabilities.....                          | 378,838        | 39,203    | 49,128                   | 467,169              |
|   | -----          | -----     | -----                    | -----                |
| Stockholders' equity.....                       | 390,706        | 126,718   | (49,128)                 | 468,296              |
|   | -----          | -----     | -----                    | -----                |
| Total liabilities and stockholders' equity..... | \$769,544      | \$165,921 | \$ --                    | \$935,465            |
|   | =====          | =====     | =====                    | =====                |

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- (1) Reflects estimated expenses of \$21.6 million in connection with the merger--primarily advisor, legal and accounting fees and expenses.
  - (2) Reflects the impact of the change in accounting principle, including the \$25,901,000 cumulative effect as of January 1, 2001 and the additional deferred revenue of \$1,627,000 for the three months ended March 31, 2001.
  - (3) Reflects the conversion of 22.5 million shares of Aurora common stock to 14.0 million shares of Vertex common stock based on the exchange ratio in the merger agreement.

VERTEX PHARMACEUTICALS INCORPORATED  
 PRO FORMA COMBINED STATEMENT OF OPERATIONS  
 THREE MONTHS ENDED MARCH 31, 2001  
 (UNAUDITED)

|   | VERTEX                                   | AURORA     | PRO FORMA<br>ADJUSTMENTS | PRO FOR<br>COMBINE |
|---|--|------------|--------------------------|--------------------|
|   | -----                                    | -----      | -----                    | -----              |
|   | (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS) |            |                          |                    |
| Revenues:   |  |            |                          |                    |
| Royalties and product sales.....  | \$ 2,513                                 | \$ --      | \$ --                    | \$ 2,513           |
| Discovery service and technology revenues.....  | --                                       | 17,521     | --                       | 17,521             |
| Collaborative and other research and development<br>revenues.....   | 16,544                                   | --         | (1,627) (1)              | 14,917             |
|   | -----                                    | -----      | -----                    | -----              |
| Total revenues.....   | 19,057                                   | 17,521     | (1,627)                  | 34,951             |
| Operating expenses:   |  |            |                          |                    |
| Royalties and product costs.....  | 837                                      | --         | --                       | 837                |
| Cost of discovery service and technology<br>revenues.....   | --                                       | 9,004      | --                       | 9,004              |
| Research and development.....   | 26,119                                   | 5,844      | --                       | 31,963             |
| Sales, general and administrative.....  | 7,496                                    | 5,739      | --                       | 13,235             |
|   | -----                                    | -----      | -----                    | -----              |
| Total operating expenses.....   | 34,452                                   | 20,587     | --                       | 55,039             |
| Net loss from operations.....   | (15,395)                                 | (3,066)    | (1,627)                  | (20,088)           |
| Interest income and other, net.....   | 11,299                                   | 1,771      | --                       | 13,070             |
| Interest expense.....   | (4,774)                                  | (229)      | --                       | (5,003)            |
|   | -----                                    | -----      | -----                    | -----              |
| Loss before taxes.....  | (8,870)                                  | (1,524)    | (1,627)                  | (12,021)           |
| Provision for income taxes.....   | --                                       | (198)      | --                       | (198)              |
| Net loss before cumulative effect of change in<br>accounting principle.....                                       | \$ (8,870)                               | \$ (1,722) | \$ (1,627)               | \$ (12,219)        |
|   | =====                                    | =====      | =====                    | =====              |
| Basic and diluted net loss per common share before<br>cumulative effect of change in accounting<br>principle..... | \$ (0.15)                                | \$ (0.08)  |                          | \$ (0.13)          |
|   | =====                                    | =====      |                          | =====              |
| Basic and diluted weighted average number of common<br>shares outstanding.....                                    | 60,011                                   | 22,437     |                          | 73,921             |

(1) Reflects the impact of the change in accounting principle related to revenue recognition for the three months ended March 31, 2001.

VERTEX PHARMACEUTICALS INCORPORATED  
 PRO FORMA COMBINED STATEMENT OF OPERATIONS  
 YEAR ENDED DECEMBER 31, 2000  
 (UNAUDITED)

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|  | VERTEX                                   | AURORA   | PRO FORMA<br>ADJUSTMENTS | PRO FOR<br>COMBINE |
|--|--|----------|--------------------------|--------------------|
|  | (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS) |          |                          |                    |
| <b>Revenues:</b>   |  |          |                          |                    |
| Royalties and product sales.....   | \$ 12,036                                | \$ --    | \$ --                    | \$ 12,036          |
| Discovery service and technology revenues.....   | --                                       | 75,155   | --                       | 75,155             |
| Collaborative and other research and development<br>revenues.....  | 66,091                                   | --       | --                       | 66,091             |
| Total revenues.....  | 78,127                                   | 75,155   | --                       | 153,282            |
| <b>Operating expenses:</b>   |  |          |                          |                    |
| Royalties and product costs.....   | 4,082                                    | --       | --                       | 4,082              |
| Cost of discovery service and technology<br>revenues.....  | --                                       | 39,563   | --                       | 39,563             |
| Research and development.....  | 84,921                                   | 16,172   | --                       | 101,093            |
| Sales, general and administrative.....   | 27,806                                   | 18,181   | --                       | 45,987             |
| Total operating expenses.....  | 116,809                                  | 73,916   | --                       | 190,725            |
| Net income (loss) from operations.....   | (38,682)                                 | 1,239    | --                       | (37,443)           |
| Interest income and other, net.....  | 27,679                                   | 5,633    | --                       | 33,312             |
| Interest expense.....  | (24,944)                                 | (1,084)  | --                       | (26,028)           |
| Equity in losses of unconsolidated subsidiary.....   | (550)                                    | --       | --                       | (550)              |
| Income (loss) before taxes.....  | (36,497)                                 | 5,788    | --                       | (30,709)           |
| Provision for income taxes.....  | --                                       | (870)    | --                       | (870)              |
| Net income (loss) before cumulative effect of change<br>in accounting principle.....                             | (36,497)                                 | 4,918    | --                       | (31,579)           |
| Cumulative effect of change in accounting<br>principle.....  | (3,161)                                  | --       | --                       | (3,161)            |
| Net income (loss).....   | \$ (39,658)                              | \$ 4,918 | \$ --                    | \$ (34,740)        |
| Basic net income (loss) per common share before<br>cumulative effect of change in accounting<br>principle.....   | \$ (0.67)                                | \$ 0.23  |                          | \$ (0.44)          |
| Diluted net income (loss) per common share before<br>cumulative effect of change in accounting<br>principle..... | \$ (0.67)                                | \$ 0.20  |                          | \$ (0.47)          |
| Cumulative effect of change in accounting<br>principle--basic.....   | \$ (0.06)                                | --       |                          | \$ (0.06)          |
| Cumulative effect of change in accounting<br>principle--diluted.....   | \$ (0.06)                                | --       |                          | \$ (0.06)          |
| Basic net income (loss) per common share.....  | \$ (0.73)                                | \$ 0.23  |                          | \$ (0.50)          |
| Diluted net income (loss) per common share.....  | \$ (0.73)                                | \$ 0.20  |                          | \$ (0.53)          |
| Basic weighted average number of common shares<br>outstanding.....   | 54,322                                   | 21,548   |                          | 67,680             |
| Diluted weighted average number of common shares   |  |          |                          |                    |

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|                  |        |        |  |       |
|------------------|--------|--------|--|-------|
| outstanding..... | 54,322 | 24,094 |  | 67,68 |
|------------------|--------|--------|--|-------|

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VERTEX PHARMACEUTICALS INCORPORATED  
 PRO FORMA COMBINED STATEMENT OF OPERATIONS  
 YEAR ENDED DECEMBER 31, 1999  
 (UNAUDITED)

|  | VERTEX                                   | AURORA    | PRO FORMA<br>ADJUSTMENTS | PRO FOR<br>COMBINE |
|--|--|-----------|--------------------------|--------------------|
|  | (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS) |           |                          |                    |
| <b>Revenues:</b>   |  |           |                          |                    |
| Royalties and product sales.....   | \$ 8,053                                 | \$ --     | \$ --                    | \$ 8,05            |
| Discovery service and technology revenues.....                                 | --                                       | 58,327    | --                       | 58,32              |
| Collaborative and other research and development<br>revenues.....              | 42,507                                   | --        | --                       | 42,50              |
| Total revenues.....  | 50,560                                   | 58,327    | --                       | 108,88             |
| <b>Operating expenses:</b>   |  |           |                          |                    |
| Royalties and product costs.....   | 2,925                                    | --        | --                       | 2,92               |
| Cost of discovery service and technology<br>revenues.....                      | --                                       | 31,656    | --                       | 31,65              |
| Research and development.....  | 72,180                                   | 12,849    | --                       | 85,02              |
| Sales, general and administrative.....   | 26,131                                   | 14,787    | --                       | 40,91              |
| Total operating expenses.....  | 101,236                                  | 59,292    | --                       | 160,52             |
| Net loss from operations.....  | (50,676)                                 | (965)     | --                       | (51,64)            |
| Interest income and other, net.....  | 11,088                                   | 1,866     | --                       | 12,95              |
| Interest expense.....  | (654)                                    | (1,050)   | --                       | (1,70)             |
| Equity in losses of unconsolidated subsidiary.....                             | (724)                                    | --        | --                       | (72                |
| Loss before taxes.....   | (40,966)                                 | (149)     | --                       | (41,11             |
| Provision for income taxes.....  | --                                       | (39)      | --                       | (3                 |
| Net loss.....  | \$ (40,966)                              | \$ (188)  | \$ --                    | \$ (41,15          |
| Basic and diluted net loss per common share.....                               | \$ (0.80)                                | \$ (0.01) |                          | \$ (0.6            |
| Basic and diluted weighted average number of common<br>shares outstanding..... | 51,036                                   | 18,655    |                          | 62,60              |

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VERTEX PHARMACEUTICALS INCORPORATED  
 PRO FORMA COMBINED STATEMENT OF OPERATIONS  
 YEAR ENDED DECEMBER 31, 1998  
 (UNAUDITED)

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|  | VERTEX                                   | AURORA             | PRO FORMA<br>ADJUSTMENTS | PRO FORMA<br>COMBINED |
|--|--|--------------------|--------------------------|-----------------------|
|  | (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS) |                    |                          |                       |
| <b>Revenues:</b>   |  |                    |                          |                       |
| Discovery service and technology revenues.....   | \$ --                                    | \$ 33,511          | \$ --                    | \$ 33,511             |
| Collaborative and other research and development<br>revenues.....                      | 29,055                                   | --                 | --                       | 29,055                |
| <b>Total revenues.....</b>   | <b>29,055</b>                            | <b>33,511</b>      | <b>--</b>                | <b>62,566</b>         |
| <b>Operating expenses:</b>   |  |                    |                          |                       |
| Cost of discovery service and technology<br>revenues.....                              | --                                       | 27,110             | --                       | 27,110                |
| Research and development.....  | 58,668                                   | 18,204             | --                       | 76,872                |
| Sales, general and administrative.....   | 18,135                                   | 8,100              | --                       | 26,235                |
| <b>Total operating expenses.....</b>   | <b>76,803</b>                            | <b>53,414</b>      | <b>--</b>                | <b>130,217</b>        |
| <b>Net loss from operations.....</b>   | <b>(47,748)</b>                          | <b>(19,903)</b>    | <b>--</b>                | <b>(67,651)</b>       |
| Interest income and other, net.....  | 15,343                                   | 2,510              | --                       | 17,853                |
| Interest expense.....  | (681)                                    | (740)              | --                       | (1,421)               |
| <b>Loss before taxes.....</b>  | <b>(33,086)</b>                          | <b>(18,133)</b>    | <b>--</b>                | <b>(51,219)</b>       |
| Benefit for income taxes.....  | --                                       | 212                | --                       | 212                   |
| <b>Net loss.....</b>   | <b>\$ (33,086)</b>                       | <b>\$ (17,921)</b> | <b>\$ --</b>             | <b>\$ (51,007)</b>    |
| <b>Basic and diluted net loss per common share.....</b>                                | <b>\$ (0.65)</b>                         | <b>\$ (1.00)</b>   |                          | <b>\$ (0.83)</b>      |
| <b>Basic and diluted weighted average number of common<br/>shares outstanding.....</b> | <b>50,598</b>                            | <b>17,972</b>      |                          | <b>61,741</b>         |

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

VERTEX PHARMACEUTICALS INCORPORATED  
(Registrant)

Date: September 28, 2001

By: /s/ JOSHUA S. BOGER

Joshua S. Boger  
CHAIRMAN AND CHIEF EXECUTIVE OFFICER

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