GILEAD
Creating Possible

HIV Analyst & Investor Event

10 December 2024

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Agenda

Morning Session
10:30am - 12:00pm

Leading HIV Innovation: Our Legacy & Our Future

- **Welcome and Introduction**
  Daniel O'Day · Chairman & CEO
- **Long-Standing HIV Leadership, Innovation, & Vision**
  Tomas Cihlar, PhD · SVP Research, Virology Discovery

Setting a New Standard in HIV Treatment

- **Leading the HIV Treatment Market**
  Tanya Monga · SVP Global Commercial Strategy & Operations
- **Pioneering an Innovative Treatment Pipeline**
  Jared Baeten, MD, PhD · SVP Virology, Therapeutic Area Head
- **Q&A**
- **Campus Lab Tour & Lunch**
  Joydeep Ganguly · SVP Corporate Operations

Afternoon Session
1:30pm - 3:00pm

Transformational HIV PrEP Program & Strategy

- **Global Strategy for PrEP**
  Tanya Monga · SVP Global Commercial Strategy & Operations
- **Executing a Transformational PrEP Program**
  Moupali Das, MD, MPH · VP Clinical Development, HIV Prevention
- **Redefining HIV Prevention**
  Johanna Mercier · Chief Commercial Officer
- **Q&A**
- **Wrap Up - 3:00pm**

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Introduction

Daniel O'Day

Chairman & Chief Executive Officer

Extending Our HIV Leadership Into Late 2030s & Beyond

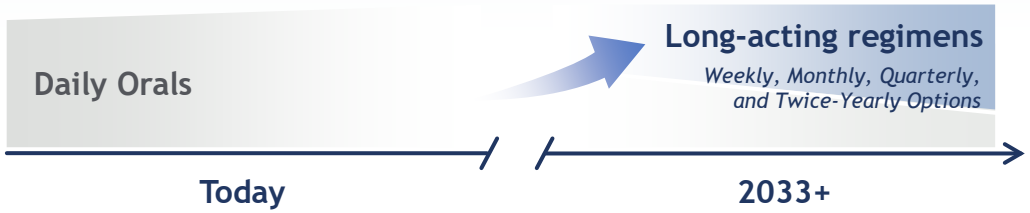
SETTING A NEW STANDARD IN HIV TREATMENT

Next Wave of Gilead HIV Innovation Meaningfully Extends Our Leadership

- Annual ~2-3% treatment market growth
- Biktarvy #1 daily oral, leading global share with 25 quarters of YoY growth
- Unmet needs for long-acting options and solutions for the >40% PWH who are not virally suppressed today

Up to 7 Treatment Launches Before Biktarvy LOE in Dec 2033

- Person-centric oral and injectable options will sustain our leading position



TRANSFORMATIONAL HIV PREVENTION

Unparalleled PrEP Program Offers New Possibilities

- Lenacapavir demonstrated unprecedented efficacy in pivotal Phase 3 studies
- >9,000 participants enrolled across 5 continents; >99.9% participants who received lenacapavir did not acquire HIV

Lenacapavir in a Class of its Own for HIV PrEP

- Preparing for impactful HIV PrEP launch in summer 2025
- Thoughtful and creative approach to reach beyond existing consumers, prescribers, and geographies

LOE – loss of exclusivity, PrEP – pre-exposure prophylaxis, PWH – people with HIV, YoY – year-over-year
Note: The use of lenacapavir for HIV prevention is investigational, and the efficacy and safety of this use has not been established by the U.S. FDA.

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Our Leadership, Innovation & Vision in HIV

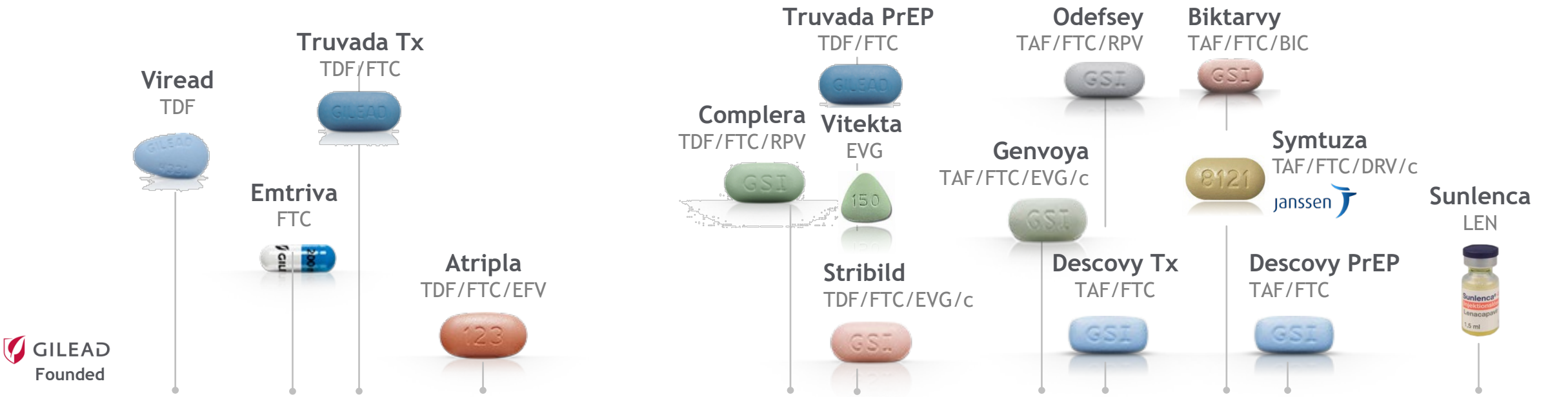
Tomas Cihlar, PhD

SVP Research, Virology Discovery

Gilead's Long-Standing Leadership in HIV

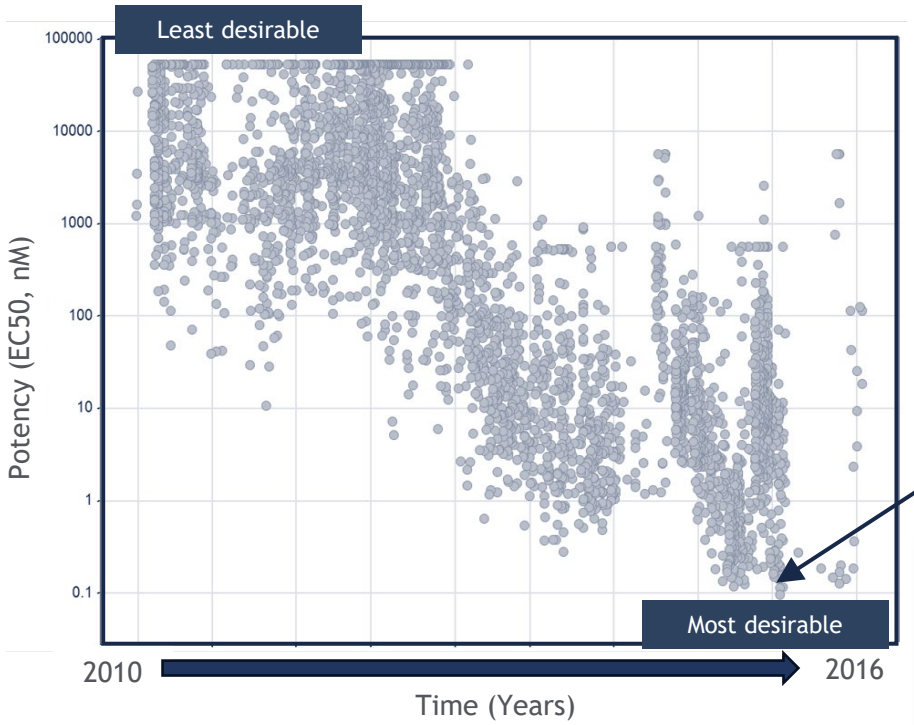
1st

- ATRIPLA First Single Tablet Regimen for HIV Treatment
- Truvada First Medication for HIV Prevention
- BIKTARVY #1 Prescribed HIV Treatment Regimen Ever
- Sunlenca First Twice-Yearly Long-acting HIV Drug

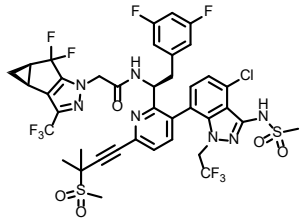


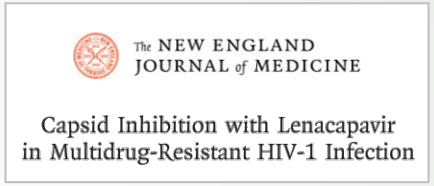
>16 million people have accessed a Gilead treatment or PrEP regimen, including in low and middle income countries

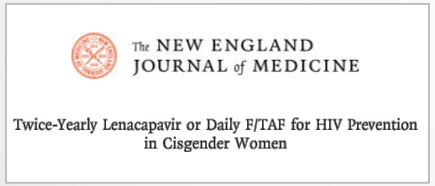
Persistent Commitment to Innovation Leads to Lenacapavir

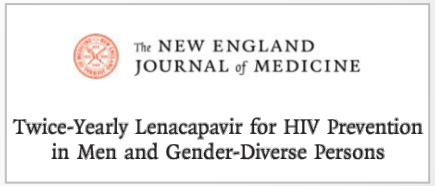


Lenacapavir
First-in-class
HIV capsid inhibitor





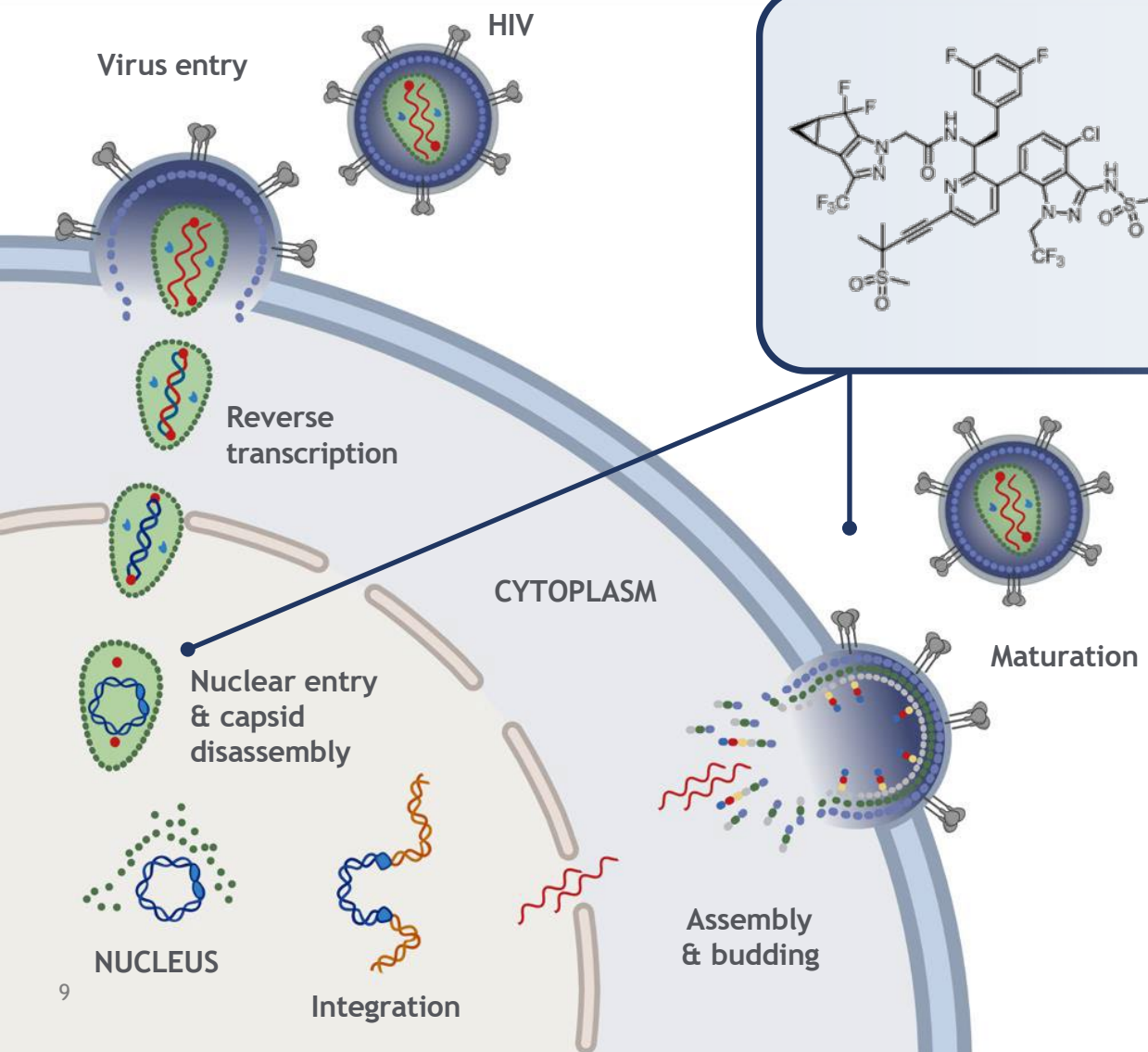




2006	2010	2016	2017	2018	2019	2020	2021	2022	2023	2024
Capsid project starts	2nd gen lead opt starts	Clinical candidate	Fast Track Designation	First in human	Proof of antiviral efficacy	Phase 2/3 CAPELLA start	PrEP Phase 3 start	First Global Regulatory Approval (EU)		PrEP Phase 3 readouts
								Sunlenca® (lenacapavir) injection 463.5 mg/1.5 mL		
									Breakthrough Therapy Designation for HTE	
							NDA & MAA Submission			

Note: Sunlenca is indicated in combination with other antiretroviral(s), for the treatment of HIV-1 infection in highly-treatment experienced adults with multidrug resistant HIV-1 whose current antiretroviral regimen is failing due to resistance, intolerance, or safety considerations. HTE – heavily-treatment experienced.

Lenacapavir is the Foundation of Our Long-Acting Portfolio



Lenacapavir is a small molecule with…

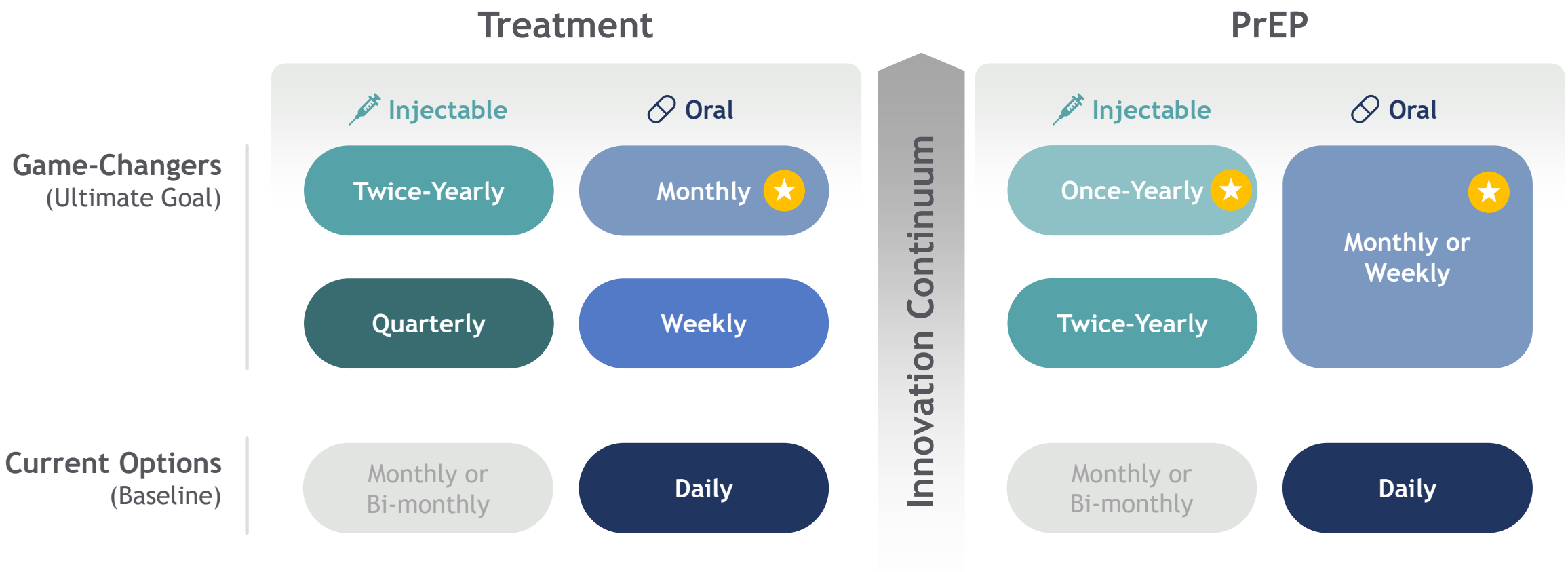
- Exceptional potency (EC_{50} = 100 pM)
- High stability & long half-life
- Multimodal mechanism
- No overlapping resistance with existing HIV medicines
- Proven clinical efficacy & safety profile
- Flexible dosing profile (oral & injectable)

Lenacapavir is being studied for…

Treatment
as part of a combination therapy

Prevention
as a single agent

Developing Game-Changing Options for Treatment & PrEP



New Disclosure

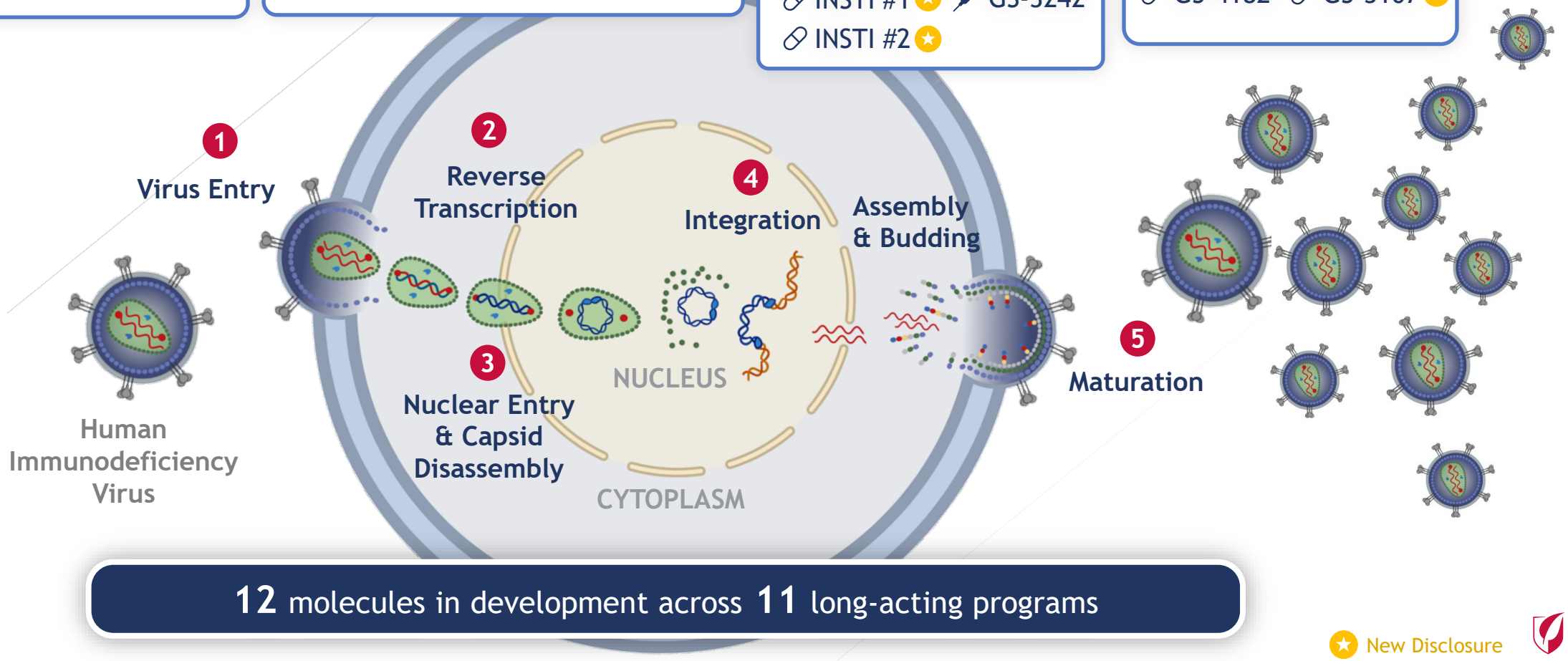
Pursuing a Broad Portfolio of Long-Acting Partner Molecules

1 Broadly Neutralizing Abs
- Teropavimab
- Zinlirvimab

2 Nucleoside Reverse Transcriptase Translocation Inhibitors
- Islatravir
- GS-1614

4 Integrase Inhibitors
- GS-1720
- INSTI #1 ★
- INSTI #2 ★
- GS-1219
- GS-3242

3 5 Capsid Inhibitors (LEN prodrugs)
- GS-4182
- GS-3107 ★



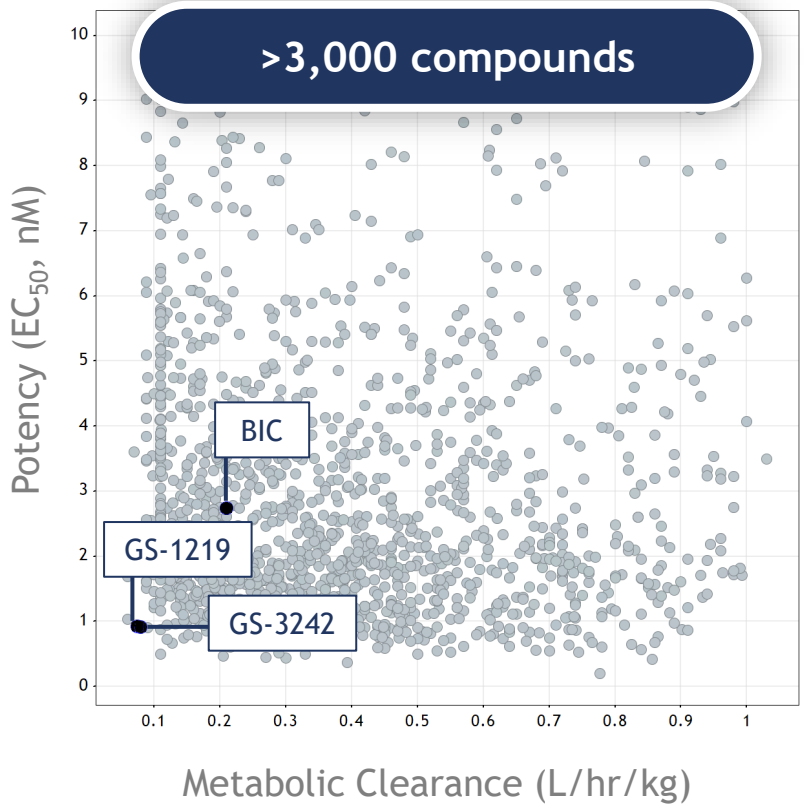
12 molecules in development across **11** long-acting programs

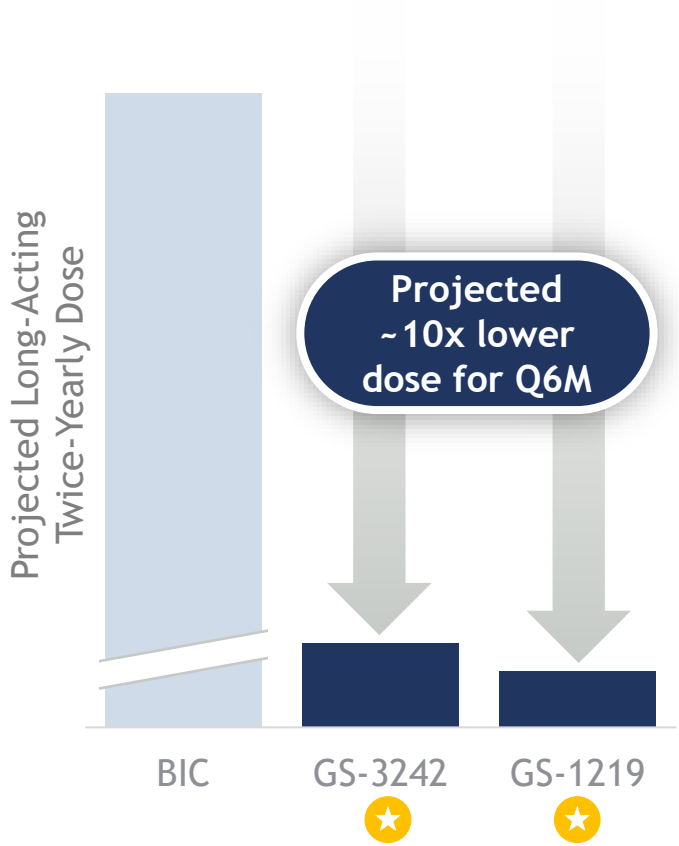
★ New Disclosure

Ultimate Innovation in Best-in-Class Partners for LEN

LEN +

Developing Long-Acting Injectable INSTIs to Combine with Lenacapavir for Twice-Yearly Dosing





- Continuous innovation to create new INSTIs
- Identified potential twice-yearly candidates from >3,000 molecules
- **GS-1219** and **GS-3242** are more potent and metabolically stable than BIC
- **GS-1219** and **GS-3242** maintain similar resistance profile as BIC

BIC – bictegravir, INSTI – integrase inhibitors.

New Disclosure

Building Oral Dosing Flexibility Using Prodrug Chemistry

Utilizing Prodrugs to Optimize Oral Bioavailability

- Parent molecules show limit of oral absorption
- Optimized prodrugs increase oral bioavailability
- Higher oral bioavailability means lower dose
- Prodrugs can result in smaller pill for STR

Once-Weekly Oral

GS-4182
LEN Prodrug

+

GS-1720
INSTI

Phase 2 combination ongoing

Once-Monthly Oral

GS-3107 ★
LEN Prodrug

Phase 1 ongoing

+

INSTI #1 or INSTI #2 ★
INSTI Prodrugs

Pre-IND

FDC – fixed dose combination, INSTI – integrase inhibitor STR – single tablet regimen.

★ New Disclosure

Leveraging Deep Expertise to Advance Long-Acting Portfolio

13 HIV antivirals

approved in 23 years

4,000+ Virology employees

across R&D, manufacturing, commercial

>125 countries

where Gilead Virology medicines are available

>16 million people

worldwide who receive a Gilead-innovated treatment regimen

- **Extensive expertise in virology**
- **Innovation in medicinal chemistry & drug formulation**
- **Operational excellence in clinical trials & regulatory execution**
- **Lenacapavir as foundation for treatment combinations**
- **Multiple approaches per each target product profile**
- **Industry leading access & patient outreach programs**

PWH - people with HIV.

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Leading the HIV Treatment Market

Tanya Monga

SVP Global Commercial Strategy & Operations

Biktarvy Sets the Bar for HIV Treatment

BIKTARVY®
bictegravir 50mg/emtricitabine 200mg/
tenofovir alafenamide 25mg tablets

At 5 years follow-up:

98%+

of participants achieved and maintained an undetectable viral load in M=E analysis

+

0

cases of treatment failure due to resistance

5-year data reinforce the efficacy, safety, and durability of Biktarvy

#1 prescribed therapy for new starts and switches in the U.S.	**#1** prescribed therapy for new starts in other key international markets[1]	**>1M** people worldwide are managing their HIV with Biktarvy
~$13B expected 2024 revenue, +10% YoY	**~50%** highest market share ever for any HIV regimen in the U.S.	**25** consecutive quarters of YoY share growth[2]

[1]Canada, China, France, Germany, Italy, Japan, Spain, UK. [2]As of Q324.

Global Need to Increase Viral Suppression

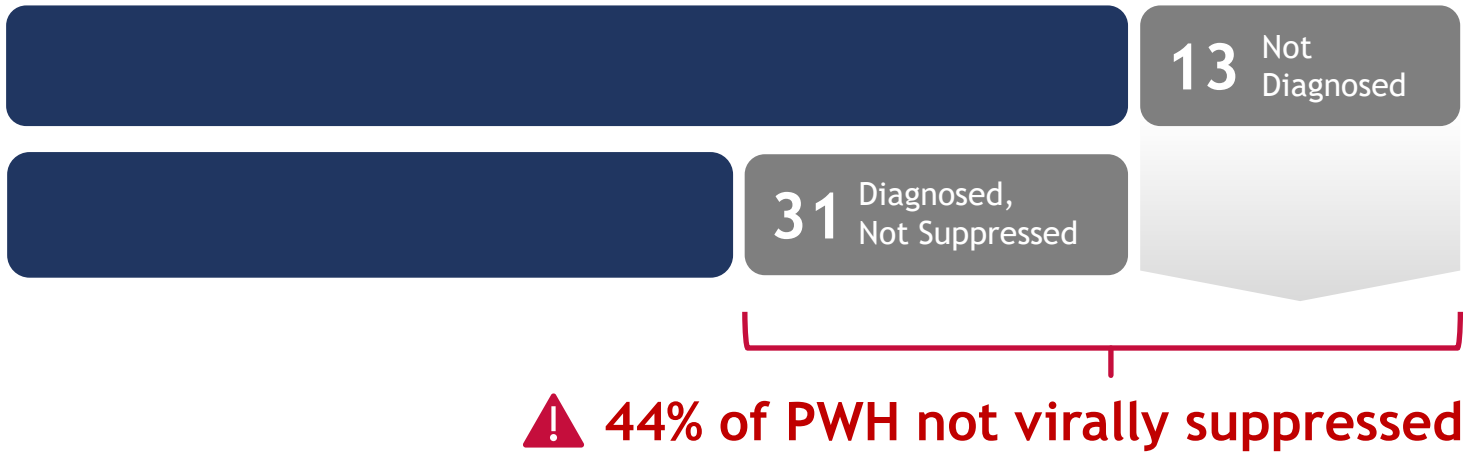
Globally, HIV & insufficient use of ARVs remain an issue…

1.3M
New Annual HIV Infections[1]

~25%
of PWH not receiving treatment[1]

…including in the U.S. where nearly half of PWH are not virally suppressed.

For Every 100 People with HIV:[2]



1. UNAIDS 2024 Global AIDS Update. 2. CDC 2022 HIV Surveillance Report 2018-2022; HIV Surveillance Supplemental Report, 2024. ARV – antiretroviral, PWH – people with HIV.

Treatment Options Needed that Work for Everyone

Stigma & Discrimination

- **40%**
  of PWH fear taking their medication could reveal HIV status[1]
- **33%**
  of PWH experience stress from daily regimens[1]

Adherence

- **70%**
  of PWH miss 1+ dose[2]
- **25%**
  of PWH miss 5+ doses[2]

~60% of PWH identified less frequent dosing as greatest need[1]

1. 2023 Global Patient Market Research. 2. IQVIA LAAD; data on missed doses per month. PWH – people with HIV.

Gilead's Treatment Portfolio is the Broadest in Industry

	GILEAD	Company 1	Company 2
Once-Daily Oral	✓	✓	✓
Virally Suppressed, Complex Regimens[1]	✓	×	×
Weekly Oral	✓	✓	×
Monthly Oral	★ ✓	×	×
Quarterly Injectable	✓	×	✓
Twice-Yearly Injectable	✓	×	?

✓ Confirmed asset in development ? Uncertain on development; not disclosed; paused development × No asset/combo

No other portfolio addresses **all** these market needs

1. Reference to a once-daily oral for PWH on complex regimens.

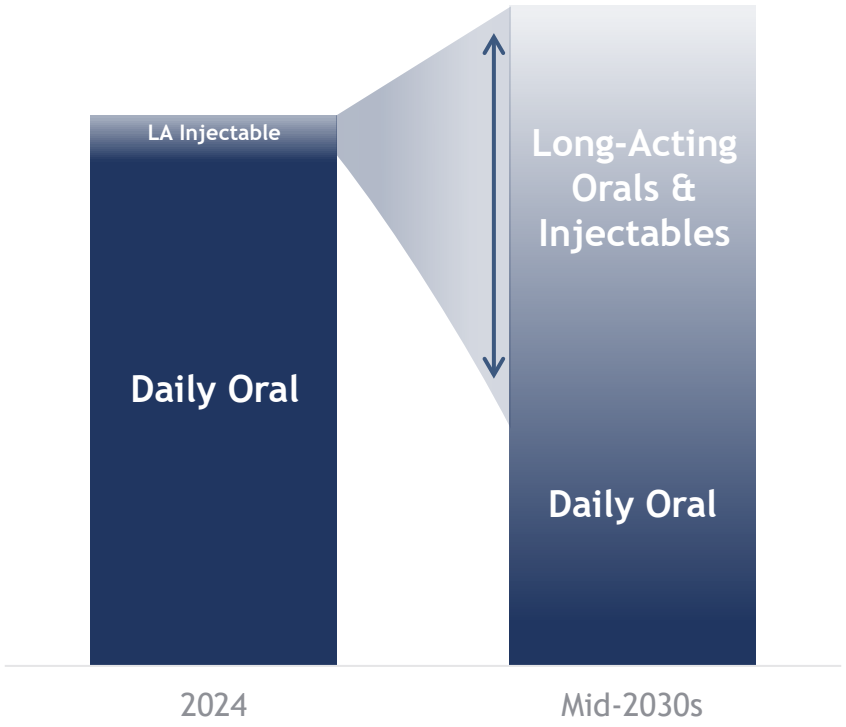
★ New Disclosure

Innovation Maintains Treatment Leadership

Person-Centric Dosing Options

- Daily Oral
- Weekly Oral
- Monthly Oral ★
- Quarterly
- Twice-Yearly

U.S. Treatment Market Evolution



Treated Market Growth

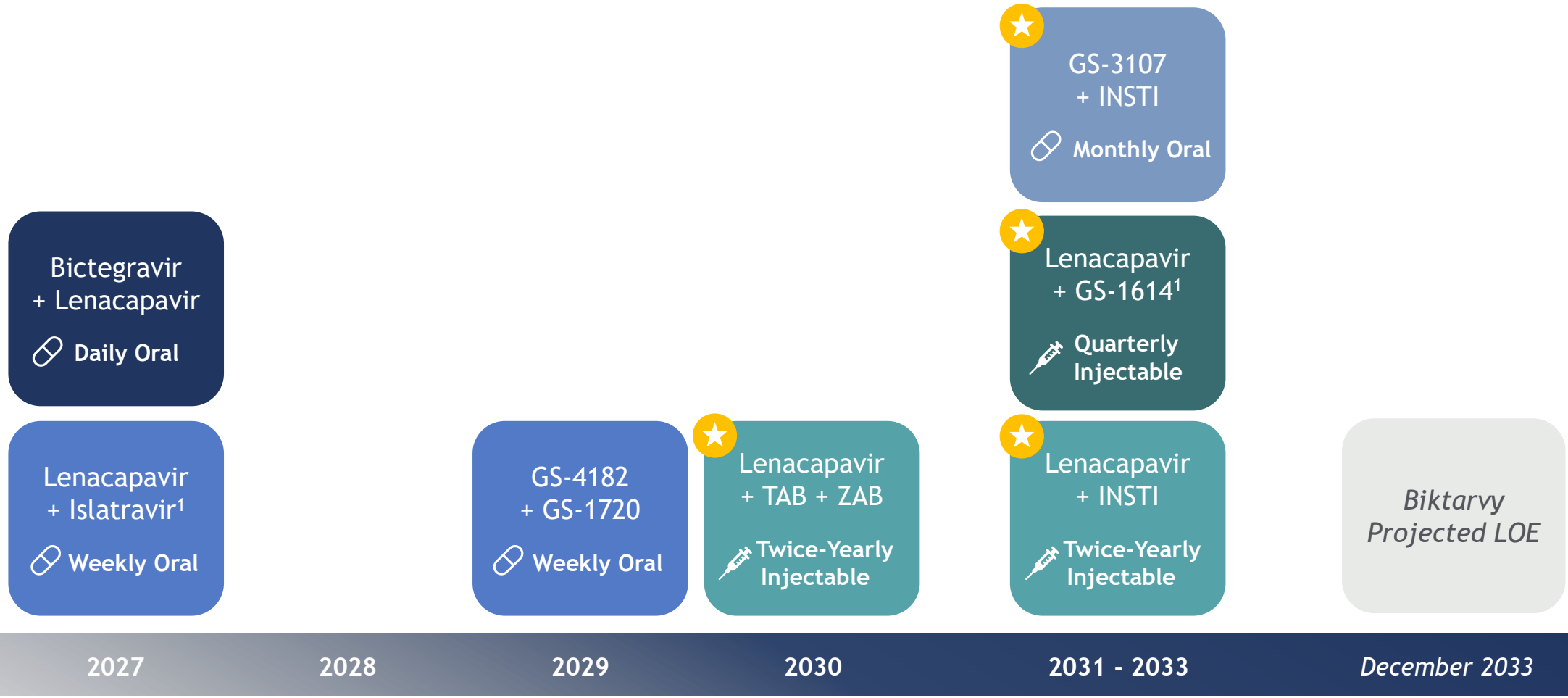
2024	Mid-2030s
2-3%	2-3%

Gilead Share of Branded Market

2024	Mid-2030s
~75%	~80% ★

★ New Disclosure

Up to 7 Potential New Options for PWH by End of 2033



1. Gilead is partnered with Merck on the development of lenacapavir + islatravir and lenacapavir + GS-1614. LOE – loss of exclusivity, INSTI – integrase inhibitor, TAB – teropavimab, ZAB – zinlirvimab.

New Disclosure

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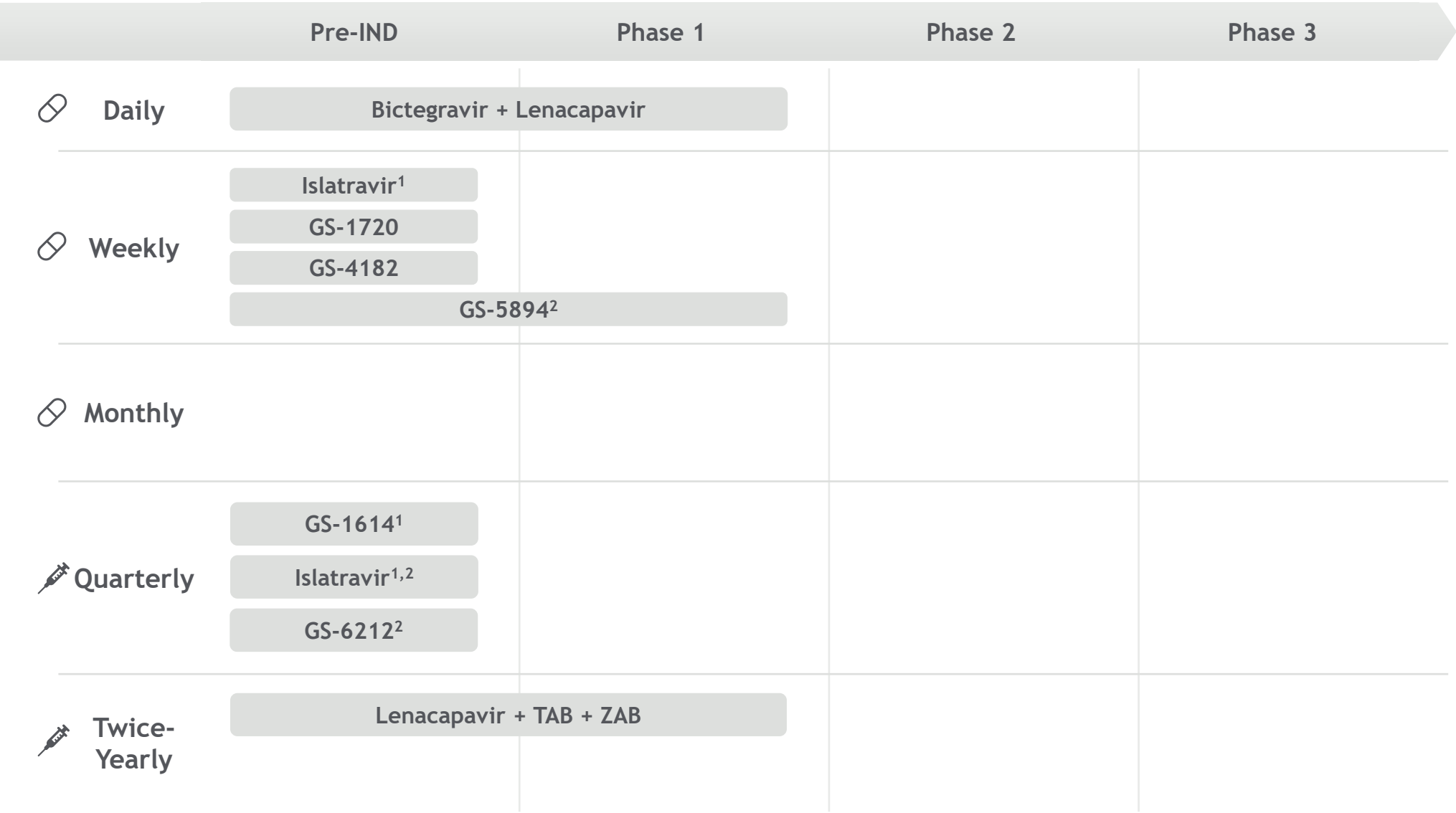
Pioneering an Innovative Treatment Pipeline

Jared Baeten, MD, PhD

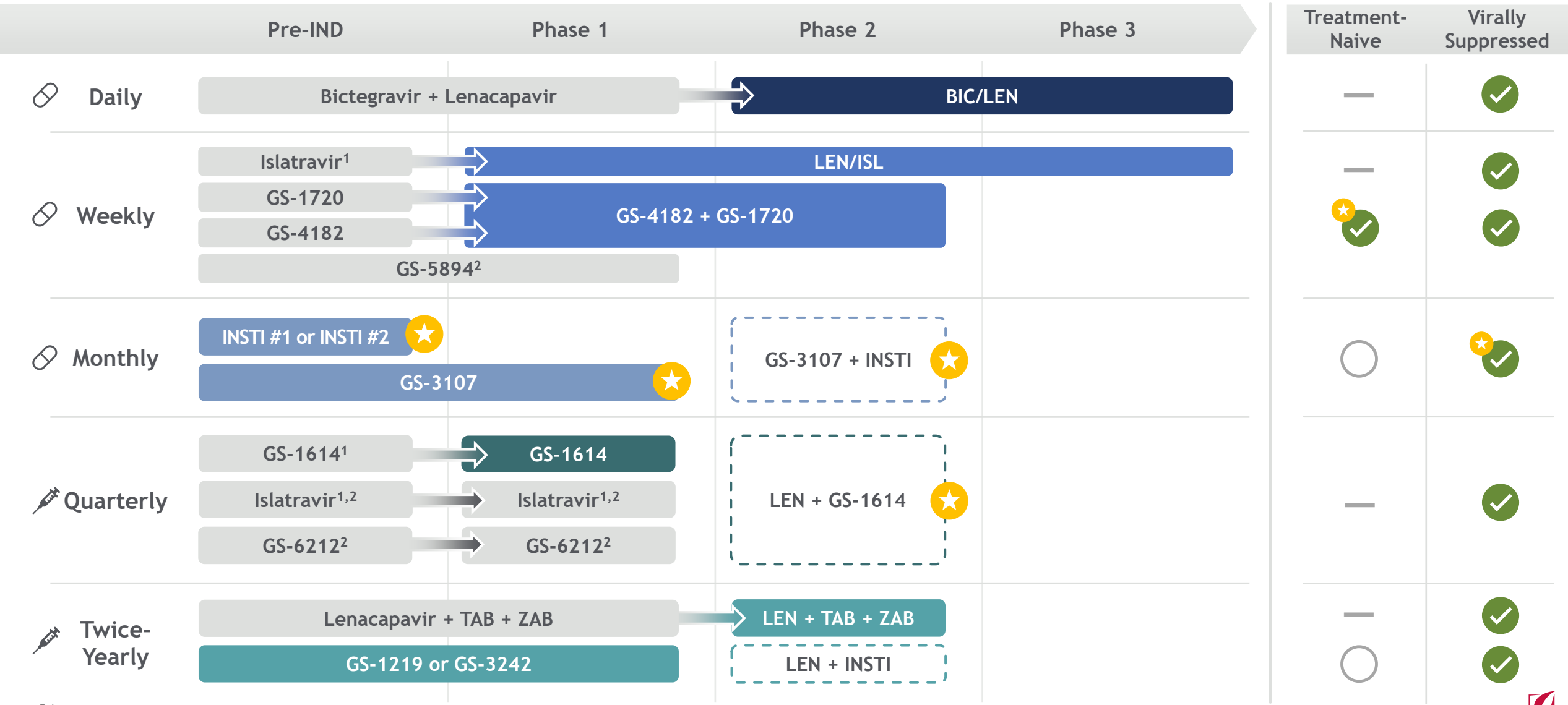
SVP Virology Therapeutic Area Head

Rapidly Advancing Innovative Treatment Pipeline



1. Gilead is partnered with Merck on the development of lenacapavir + islatravir and lenacapavir + GS-1614. 2. Further development discontinued. INSTI – integrase inhibitor.

Rapidly Advancing Innovative Treatment Pipeline



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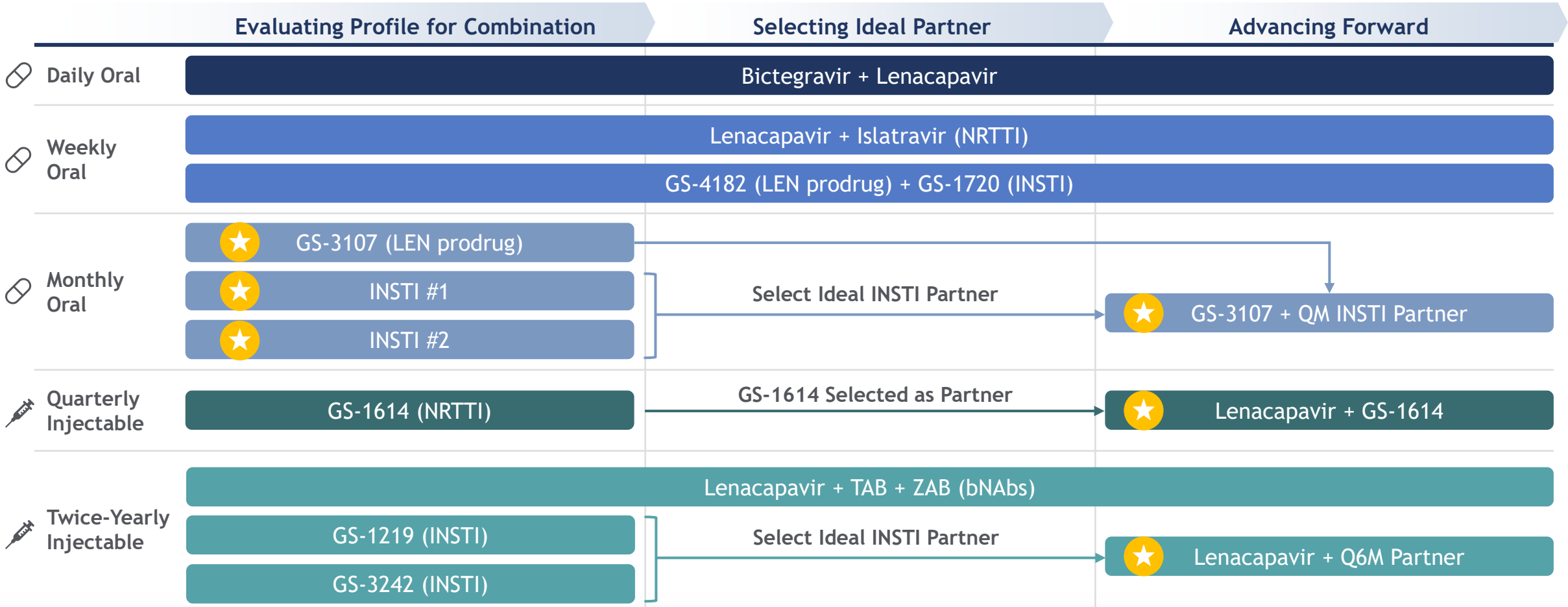
Virology Deep Dive 2022 | Progress Made to Date | Future Program | New Disclosure

Comprehensive Treatment Pipeline

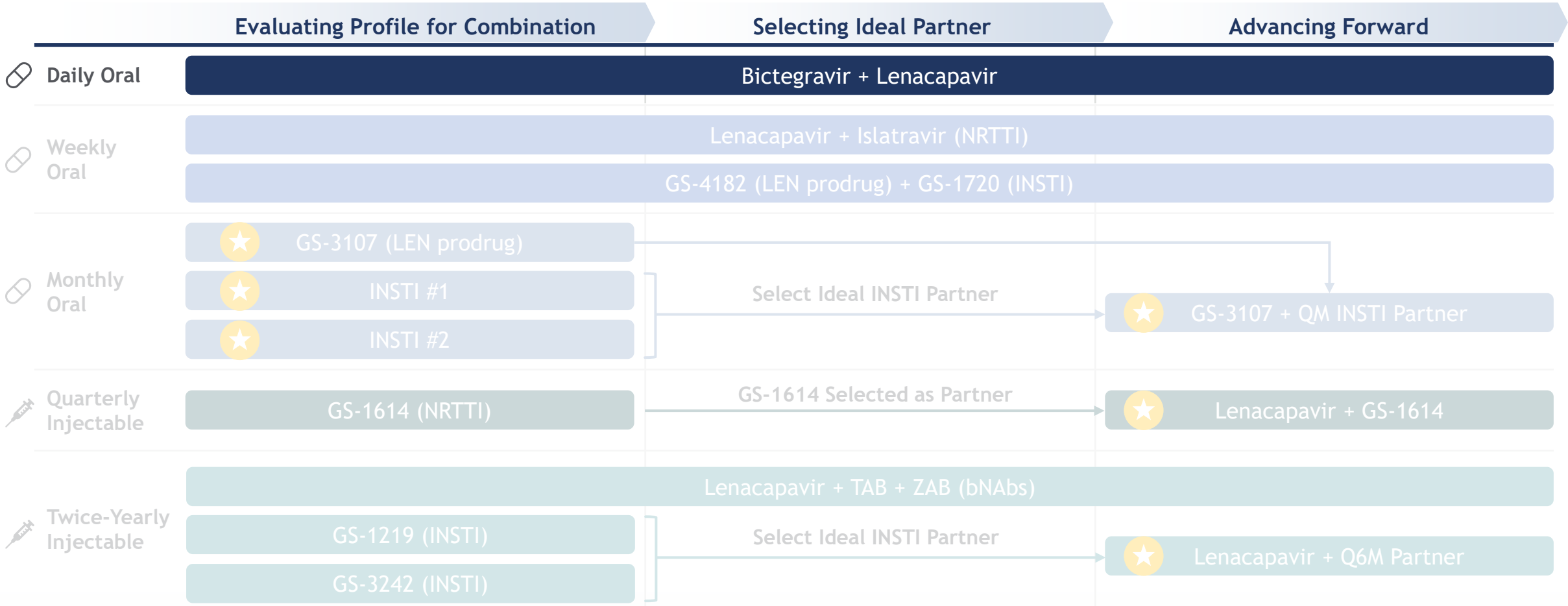


★ Decisions on monthly oral & twice-yearly INSTI injectable expected by end of 2025

Note: Combinations on slide are investigational and not approved for any indication globally. bNAbs – broadly neutralizing antibodies, INSTI – integrase inhibitor, NRTTI – nucleoside reverse transcription translocation inhibitor, TAB – teropavimab, ZAB – zinlirvimab.

★ New Disclosure

Comprehensive Treatment Pipeline



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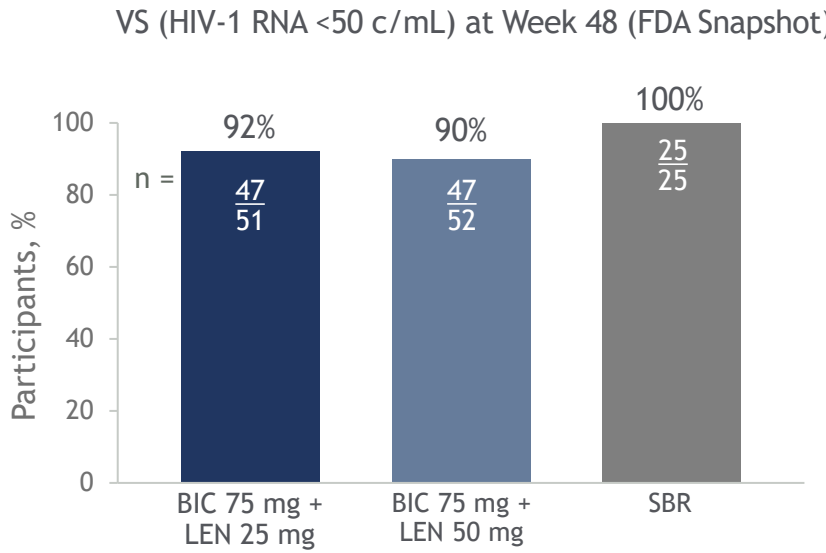
★ New Disclosure

BIC/LEN: Unique Option for Complex Regimens

Once-Daily Oral

- Bictegravir (75mg) + lenacapavir (50mg) combines two backbones in a small single tablet
- Strong viral suppression achieved in the Phase 2 portion of the ARTISTRY-1 trial
- Phase 3 ARTISTRY-1 & -2 trials fully enrolled in VS PWH, including those on complex regimens
- Initial focus is PWH on a complex, multi-tablet regimen, generally with a history of resistance due to virologic failure

Viral Suppression Maintained in PWH on Complex Regimens in Phase 2 (ARTISTRY-1)



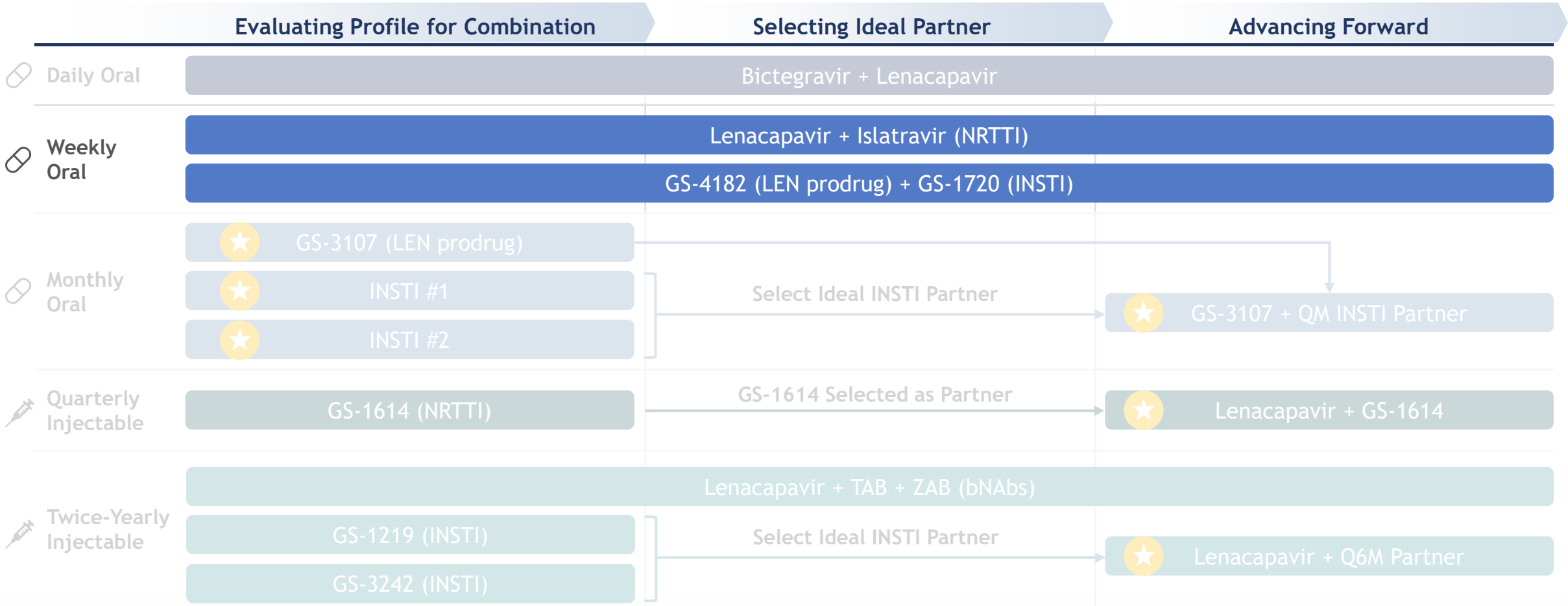
~4% of participants in the BIC75/LEN25 and ~8% of participants in the BIC75/LEN50 arms had no data at W48.

2023	2024	2025	2026	2027	2028	2029	2030+
Ph2 Data	Ph3 ARTISTRY 1 & 2 FPI & LPI		Ph3 Update & Global Filings Begin	Potential Global Launch Begins			

New Disclosure

Source: Mounzer K, et al. Ph2 ARTISTRY1. AIDS 2024. Note: BIC/LEN is an investigational combination not approved for any indication globally. BIC – bictegravir, FPI – first patient in, LEN – lenacapavir, LPI – last patient in, PWH – people with HIV, SBR – standard background regimen, VS – virologically suppressed.

Comprehensive Treatment Pipeline



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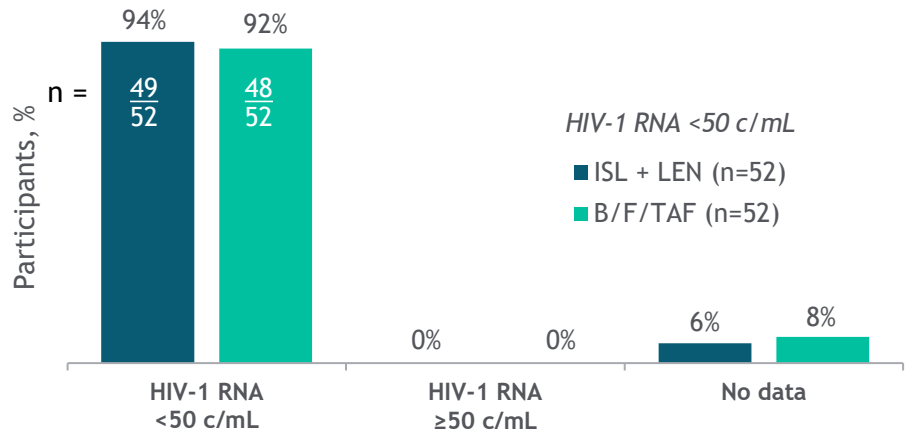
New Disclosure

LEN/ISL: Positioned to be First Weekly Oral Regimen

Once-Weekly Oral

- Potency and half-life of lenacapavir and islatravir, with potential to be the first-to-market once-weekly oral treatment regimen
- In a Phase 2 study, the combination was well-tolerated and demonstrated:
  - Comparable efficacy to Biktarvy in VS PWH
  - No significant change in lymphocyte counts from baseline
- Phase 3 ISLEND-1 & -2 trials in VS PWH now enrolling

Comparable Viral Suppression to Biktarvy at Week 48



No Significant Lymphocyte Count Changes

Mean Change in Lymphocyte Count ($x10^3$ cells/μL)

	BL	W12	W24	W36	W48
LEN/ISL	1.94	1.94	1.92	1.94	1.88
B/F/TAF	1.95	1.99	1.96	1.96	1.99

2023	2024	2025	2026	2027	2028	2029	2030+
Ph2 Data	Ph3 ISLEND 1 FPI Ph3 ISLEND 2 FPI		Ph3 Update & Potential Global Filings Begin ★	Potential Global Launch Begins			

★ New Disclosure

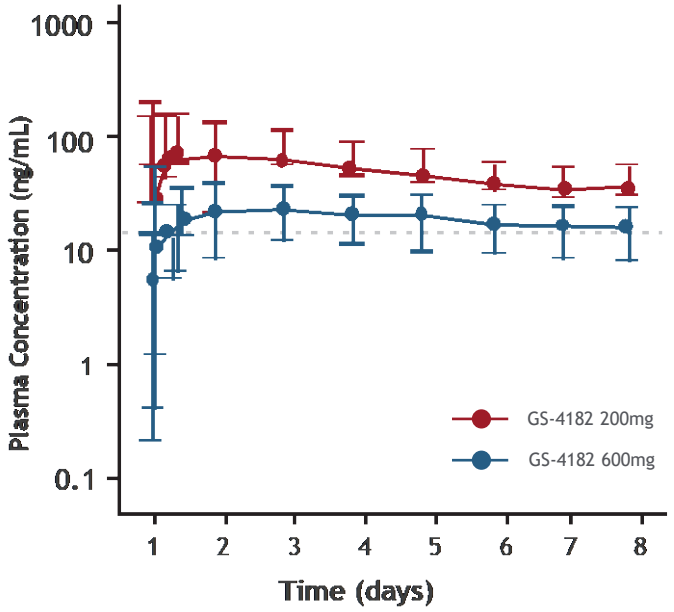
Source: Colson AE, et al. Ph2 LEN/ISL. IDWeek 2024. VS – virologically suppressed

GS-4182/GS-1720: Weekly Oral for Naïve & Switch PWH

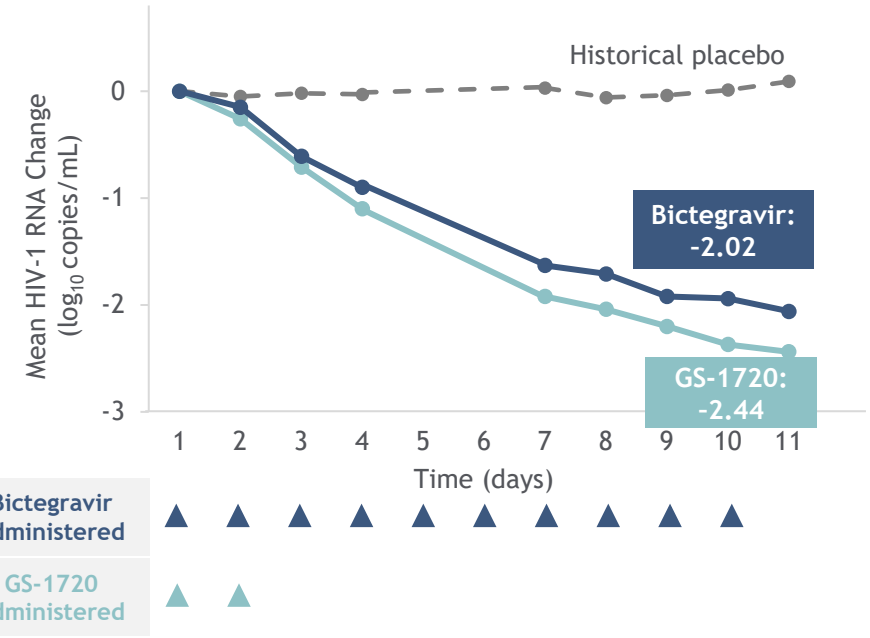
Once-Weekly Oral

- First weekly oral with 2 backbone mechanisms: capsid inhibitor & INSTI
- GS-4182 half-life of ~11 days & ~2x greater oral bioavailability vs. LEN
- GS-1720 half-life of ~9 days with comparable barrier to resistance as BIC
- Phase 2/3 WONDERS program ongoing in naïve and switch PWH

GS-4182: Single Dose Maintains LEN Concentrations Above Efficacy Target



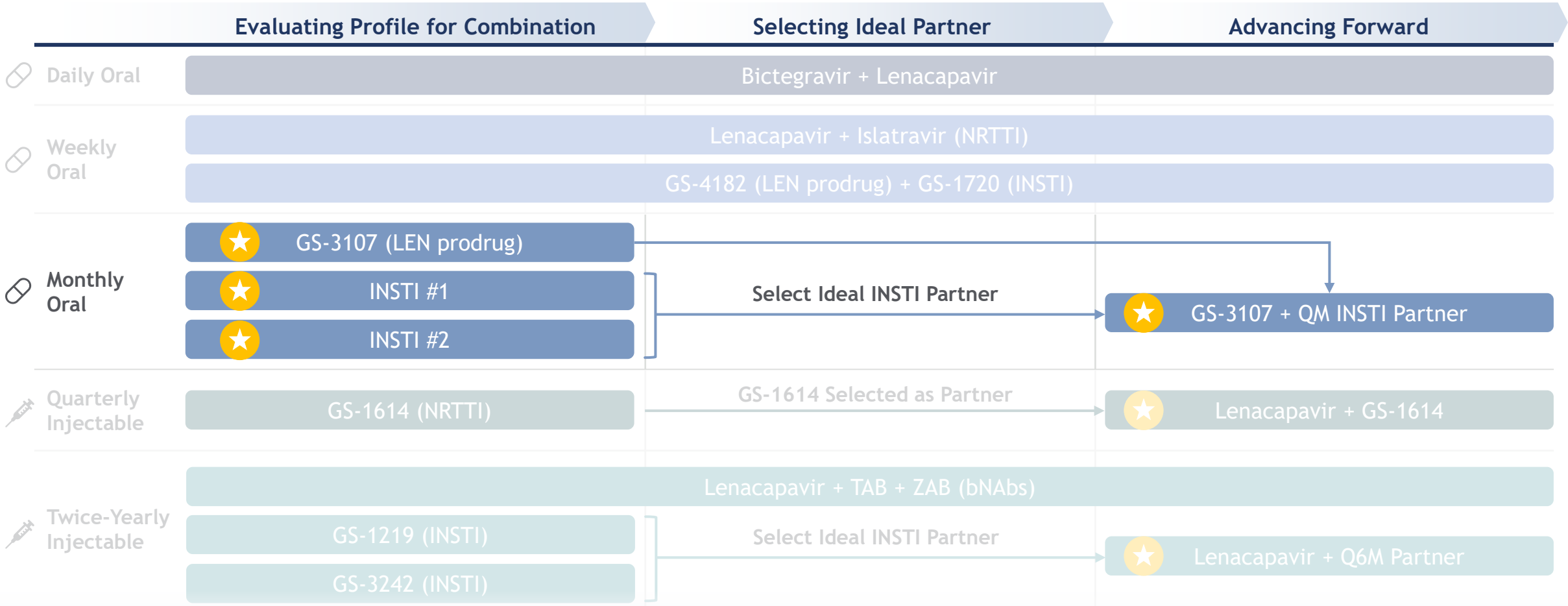
GS-1720: Potent Oral INSTI w/Similar Antiviral Activity to BIC



2023	2024	2025	2026	2027	2028	2029	2030+
★ New Disclosure	GS-4182 Ph1 Readout GS-1720 Ph1 Readout Ph2 WONDERS 1 LPI Ph2 WONDERS 2 FPI	Ph2 WONDERS 1 Update ★	Ph3 WONDERS 1 Update Ph2 WONDERS 2 Update ★		Ph3 WONDERS 2 Update Potential VS Global Filings Begin ★	Potential VS Global Launch ★	

BIC – bictegravir, FPI – first patient in, INSTI – integrase inhibitor, LPI – last patient in, VS – virologically suppressed.

Comprehensive Treatment Pipeline



★ Decisions on monthly oral & twice-yearly INSTI injectable expected by end of 2025

Note: Combinations on slide are investigational and not approved for any indication globally. bNAbs – broadly neutralizing antibodies, INSTI – integrase inhibitor, NRTTI – nucleoside reverse transcription translocation inhibitor, TAB – teropavimab, ZAB – zinlirvimab.

★ New Disclosure

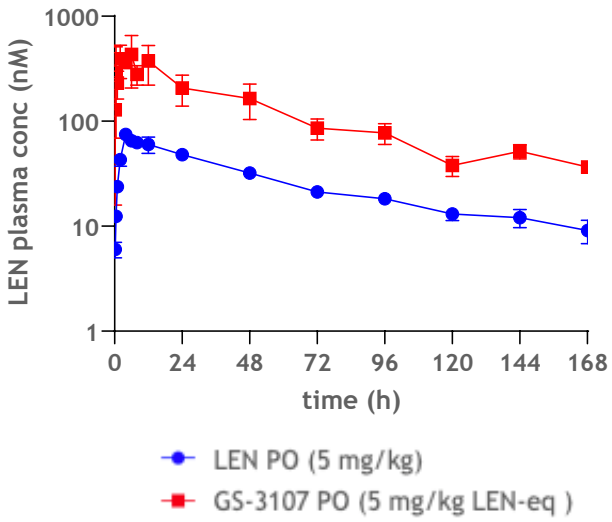
GS-3107: LEN Prodrug w/Potential for Monthly Dosing

Once-Monthly Oral

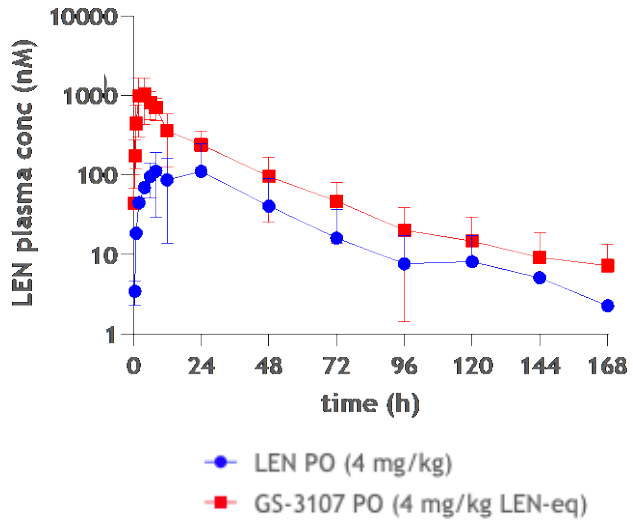
- GS-3107 delivers lenacapavir orally without a change in half-life
- GS-3107 increases the oral bioavailability of lenacapavir by 4- to 12-fold across multiple preclinical species
- GS-3107 exhibits favorable non-clinical safety profile

Single Oral Dose of GS-3107 & Lenacapavir

Rat Animal Model



Dog Animal Model



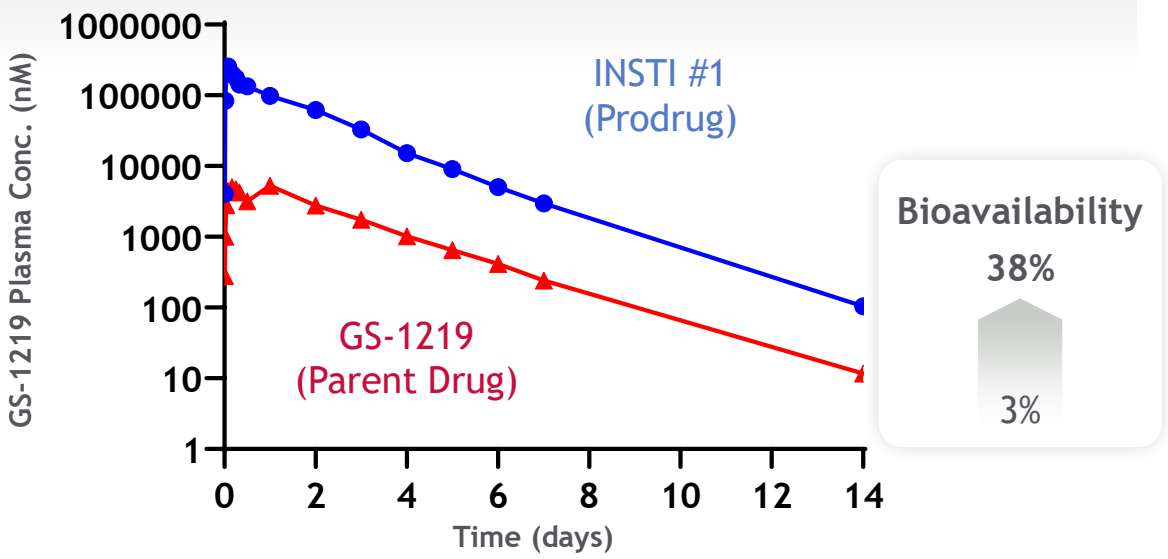
2023	2024	2025	2026	2027	2028	2029	2030+
New Disclosure	Ph1 FPI		Ph2 Combination FPI w/Monthly INSTI				

FPI – first patient in, INSTI – integrase inhibitor.

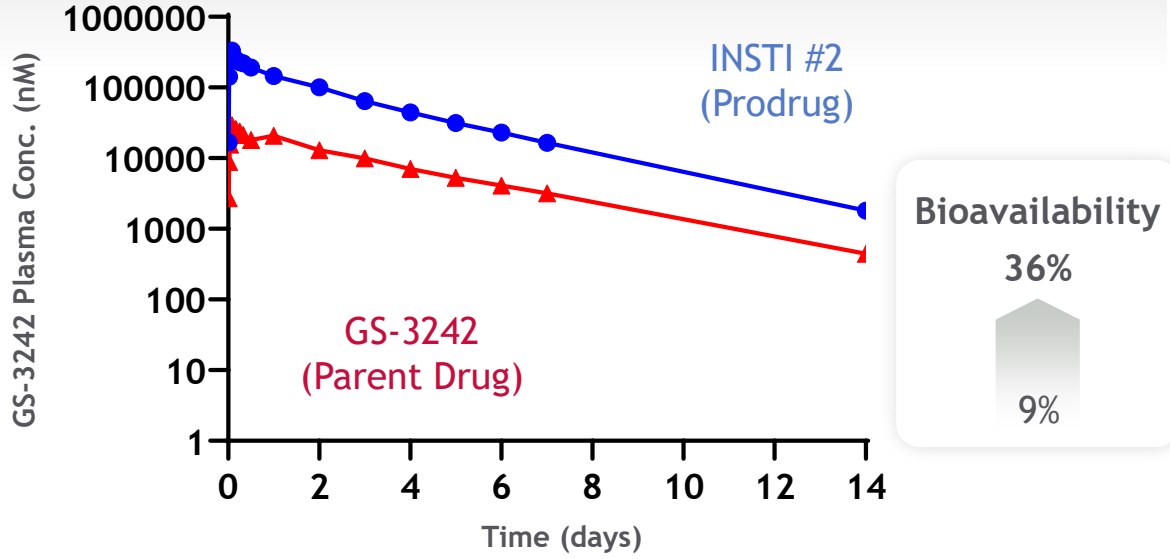
INSTI Prodrug Bioavailability Enables Monthly Dosing

Once-Monthly Oral

INSTI #1 Tablet Dog PK



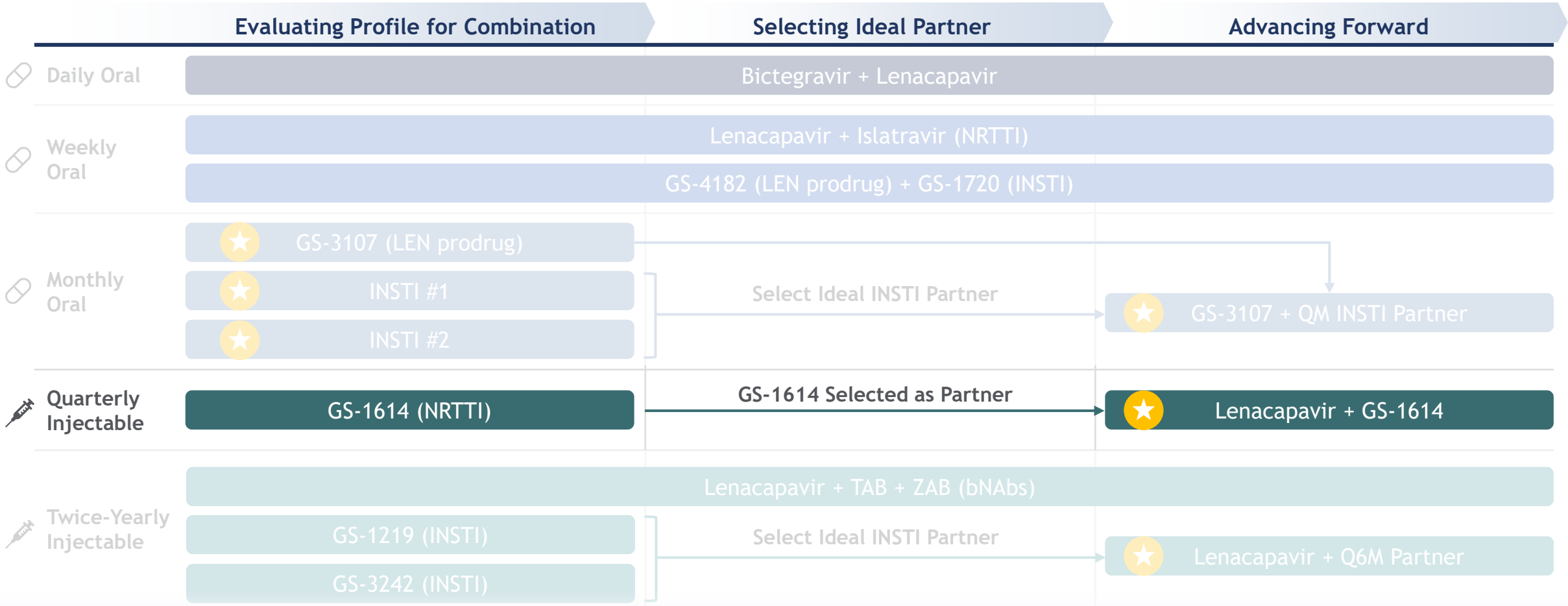
INSTI #2 Tablet Dog PK



2023	2024	2025	2026	2027	2028	2029	2030+
New Disclosure	Ongoing Research	Ph1 FPI Select QM INSTI to Advance	Ph2 Combination FPI w/GS-3107				Potential Global Filings & Launch Begin

FPI – first patient in, INSTI – integrase inhibitor.

Comprehensive Treatment Pipeline



★ Decisions on monthly oral & twice-yearly INSTI injectable expected by end of 2025

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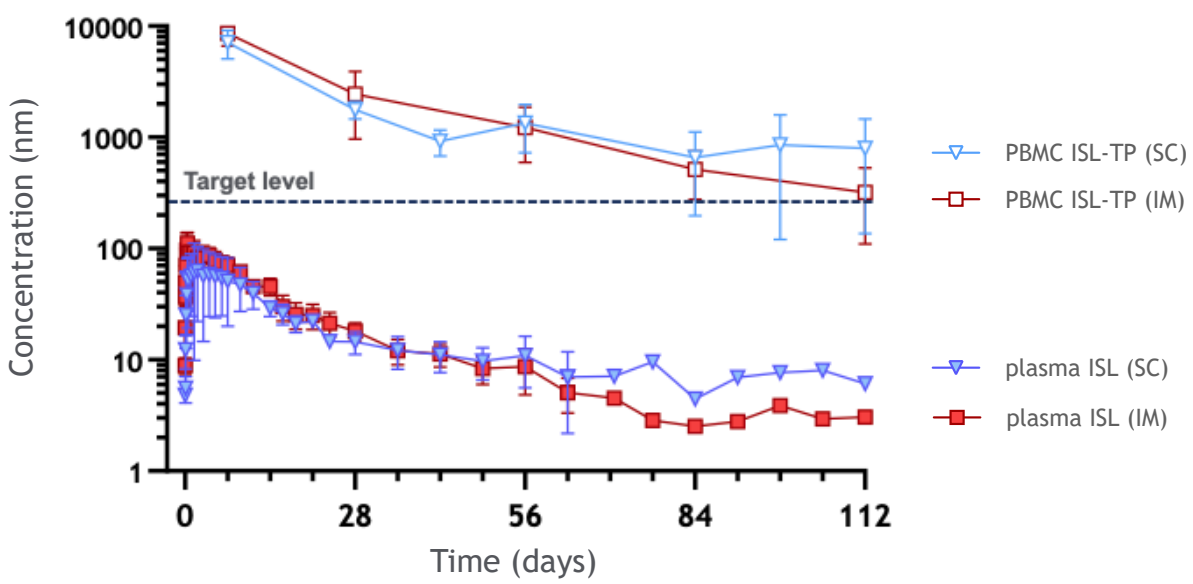
★ New Disclosure

LEN + GS-1614: Advancing Quarterly Regimen

Quarterly Injectable

- GS-1614 as a prodrug delivers ISL to the plasma with half-life of >28 days in NHP, supporting quarterly dosing
- GS-1614 delivers therapeutic concentrations of active ISL-TP metabolite in lymphocytes while maintaining ISL-TP concentrations at no dose effect levels for CD4+ T cells and ALC reductions
- GS-1614 exhibits favorable safety profile in non-clinical species
- Both SC and IM delivery tested preclinically with similar PK and safety profile, and minimal ISRs

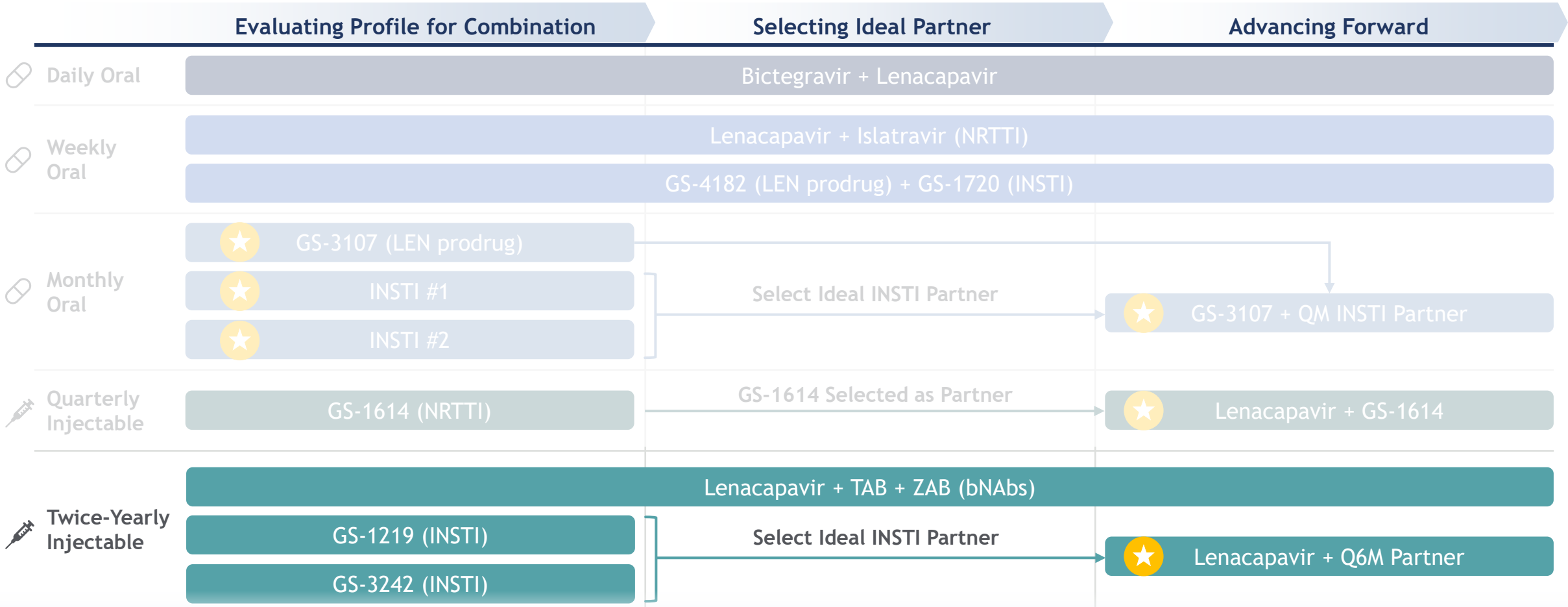
Single SC Injection of GS-1614 in Non-Human Primates



2023	2024	2025	2026	2027	2028	2029	2030+
New Disclosure	Selected GS-1614 as Quarterly Inj to Advance	Ph2 Combination FPI					Potential Global Filings & Launch Begin

FPI – first patient in, ISL- Islatravir, ISL-TP – Islatravir triphosphate, ISR – injection site reaction, NHP – non-human primate.

Comprehensive Treatment Pipeline



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Note: Combinations on slide are investigational and not approved for any indication globally. bNAbs – broadly neutralizing antibodies, INSTI – integrase inhibitor, NRTTI – nucleoside reverse transcription translocation inhibitor, TAB – teropavimab, ZAB – zinlirvimab.

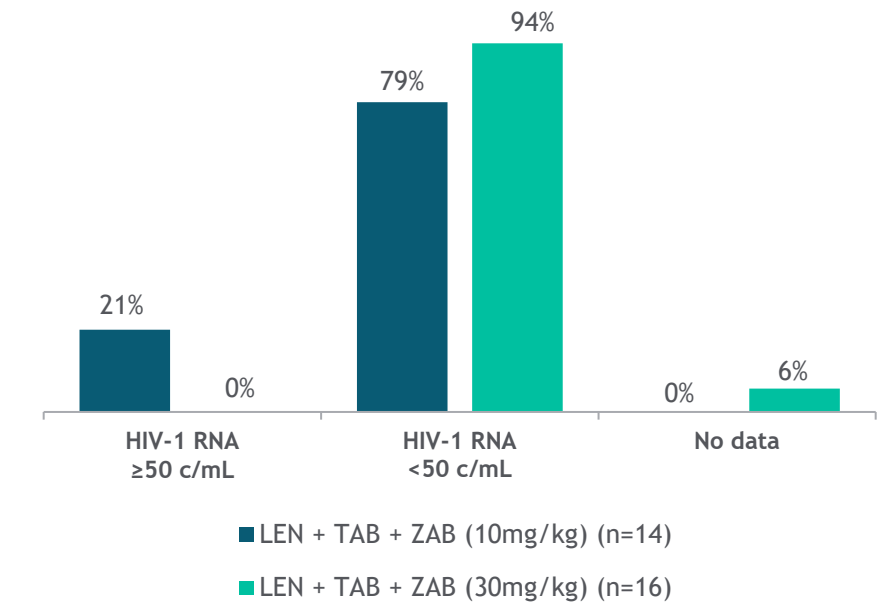
★ New Disclosure

LEN + bNAbs: First-in-Class Twice-Yearly Regimen

Twice-Yearly Injectable

- Proof-of-concept achieved in Phase 1b trial
  - All participants who received LEN, TAB, and high-dose ZAB maintained viral suppression through Week 26
- Achieved primary endpoint in Phase 2 trial with data to be presented at a medical congress in 2025
- Phase 3 planning in progress

Virologic Outcomes at Week 26



2023	2024	2025	2026	2027	2028	2029	2030+
Ph1b Data Ph2 FPI	Ph2 Update	Ph2 Data at Medical Conference					Potential Global Filings & Launch Begin

New Disclosure

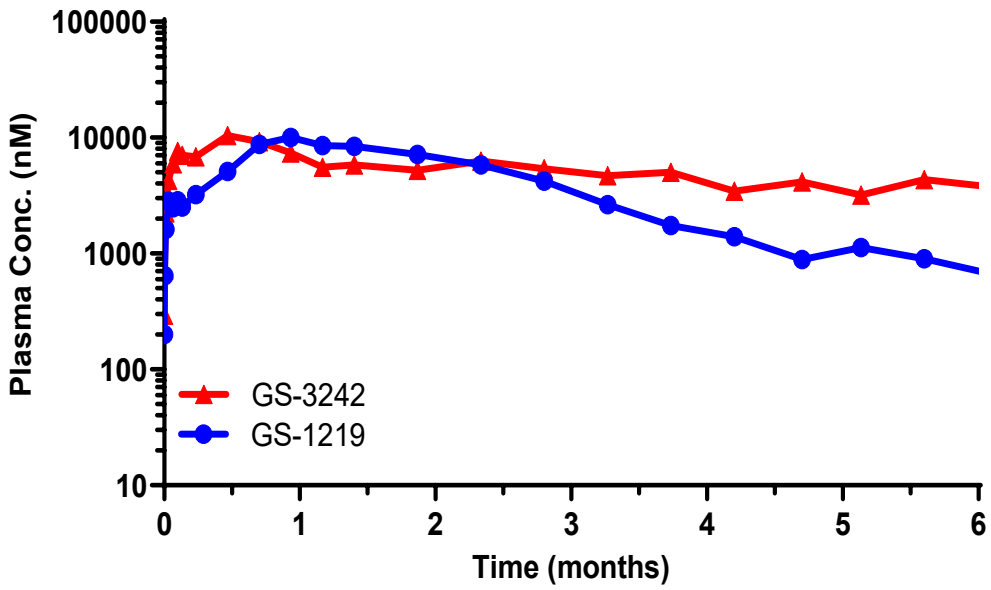
bNAb – broadly neutralizing antibodies, FPI – first patient in, TAB- teropavimab, ZAB – zinlirvimab.

PK Support Twice-Yearly Dosing of High Potency INSTIs

Twice-Yearly Injectable

- GS-1219 and GS-3242 selected for development
- More potent and stable than BIC, and maintain similar resistance profile
- Half-life in animal models compatible with twice-yearly dosing
- Favorable safety and tolerability profile in non-clinical species including 13-week chronic toxicology
- Phase 1 PK and safety trials are ongoing both for oral and injectable formulations

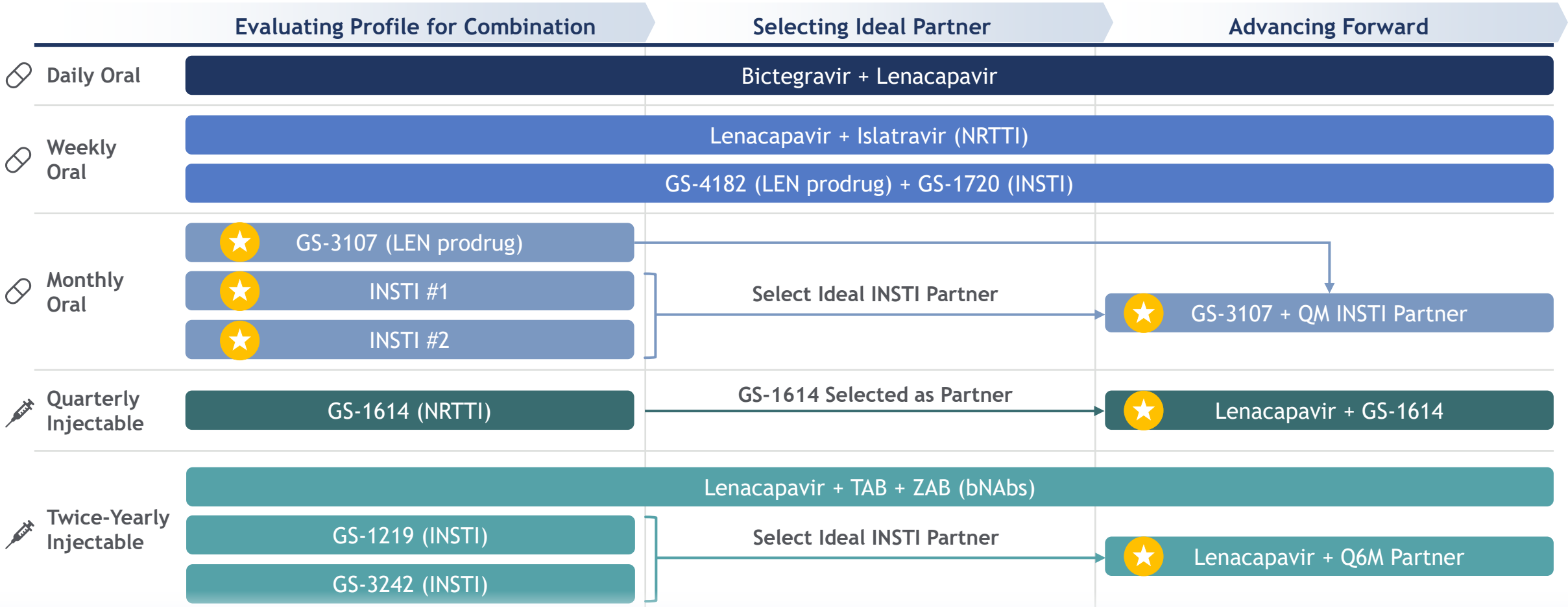
Single SC injection in Non-Human Primates



2023	2024	2025	2026	2027	2028	2029	2030+
New Disclosure	GS-1219 Ph1 FPI GS-3242 Ph1 FPI	Ph1 Update Select Q6M INSTI to Advance	Ph2 Combination FPI				Potential Global Filings & Launch Begin

BIC – bictegravir, FPI – first patient in, INSTI – integrase inhibitor.

Comprehensive Treatment Pipeline



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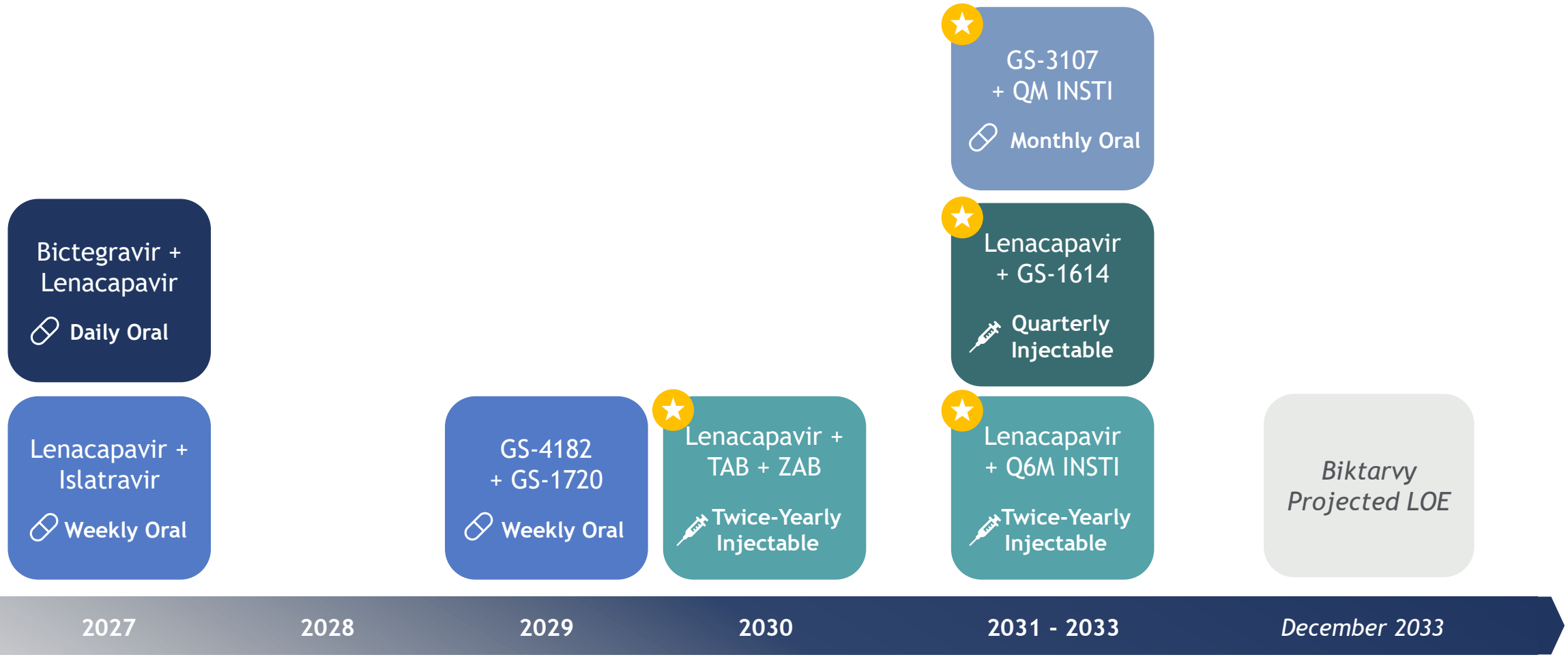
★ New Disclosure

Bringing Up to 7 New Options for PWH by End of 2033



Note: Combinations on slide are investigational and not approved for any indication globally, INSTI – integrase inhibitor, NRTTI – nucleoside reverse transcription translocation inhibitor, TAB – teropavimab, ZAB – zinlirvimab.

★ New Disclosure

Gilead Will Continue to be the Global Leader in HIV Innovation

1 Innovation Leader

- Gilead has been a leader in HIV with its portfolio of market-leading products
- Continuously delivering transformative treatment & prevention regimens for a market where innovation is favored

2 Person-Centric Solutions

- Advancing person-centric options to meet the diverse needs & preferences of PWH
- Gilead has the broadest portfolio containing long-acting oral & long-acting injectable options across a range of durations

3 Leadership into the Future

- Biktarvy's product leadership is unparalleled & well-positioned to continue to command market leading share
- Long-acting options provide long-term durability to Gilead's HIV business well into 2030s+

Q&A

Johanna Mercier
Chief Commercial Officer

Tomas Cihlar, PhD
SVP Research,
Virology Discovery

Jared Baeten, MD, PhD
SVP Virology
Therapeutic Area Head

Tanya Monga
SVP Global Commercial
Strategy & Operations

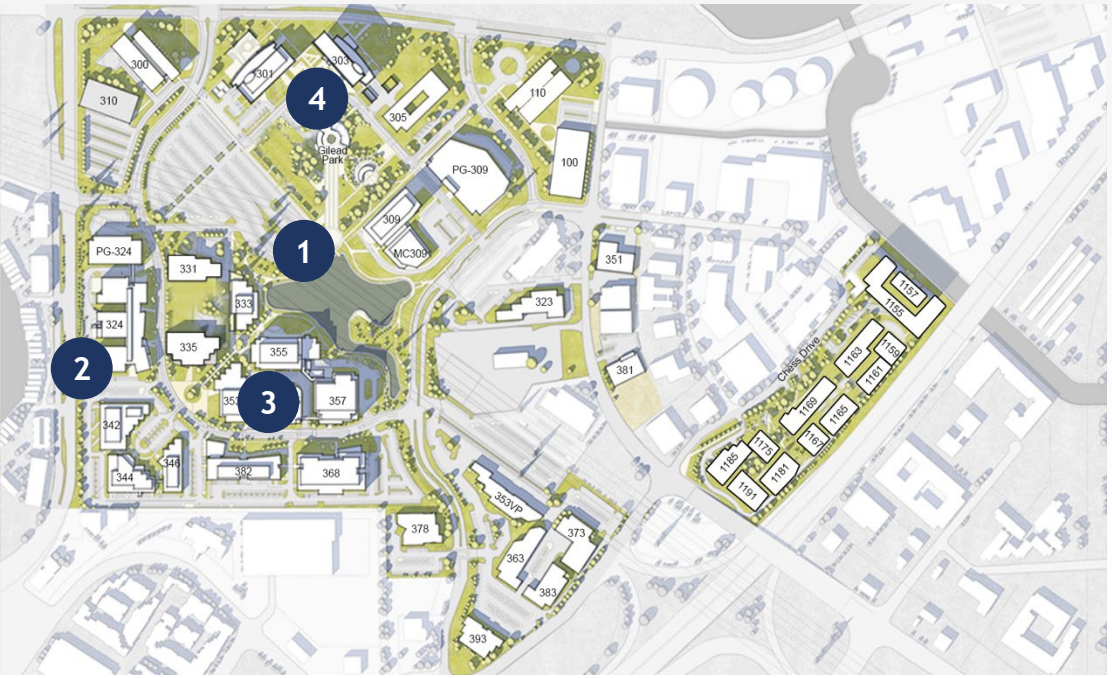
GILEAD
Creating Possible

Campus Lab Tour

Joydeep Ganguly
SVP Corporate Operations

Gilead Foster City Introduction

Foster City Map



Master Plan Principles

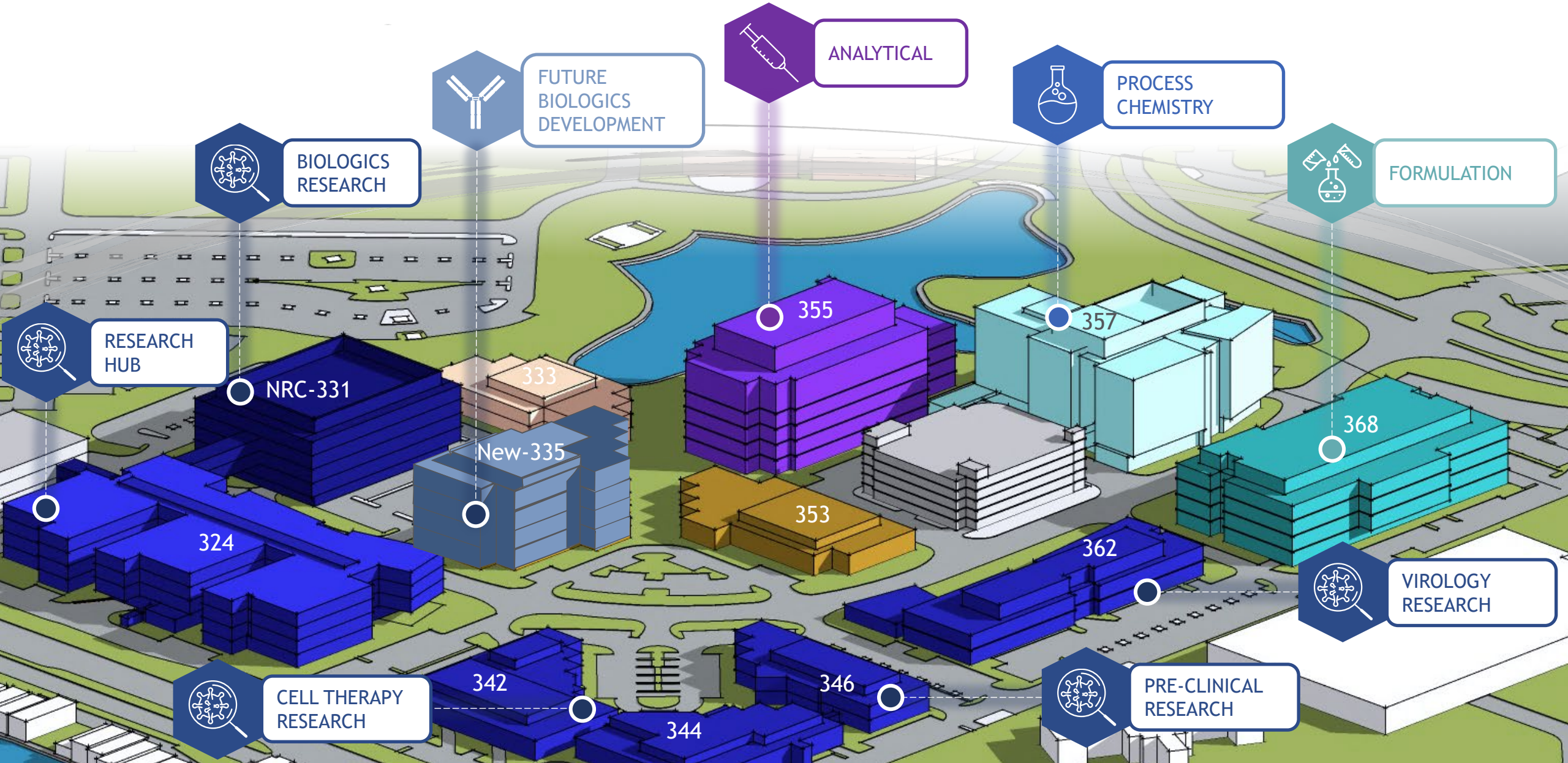
1. Campus structured in 2 halves: South Campus dedicated to R&D/Technical Ops, while North campus focused on G&A
2. South Campus consists of 10 new modern labs/pilot plants aimed at frictionless technology transfer through co-location
3. Scale up and clinical manufacturing adjacent to early research facilities to enable faster process development
4. North Campus assets serve as G&A, Commercial, Med Affairs hubs

Campus structured in 2 halves: South Campus dedicated to R&D/Technical Ops, while North campus focused on G&A

Technical infrastructure: Flow of labs designed to follow molecule “arc”

Multiple Net-Zero labs: 100% of Research Infrastructure designed to be Green Certified

Foster City South Campus Vision: 2027



Sustainability @ Gilead

On Track Progress

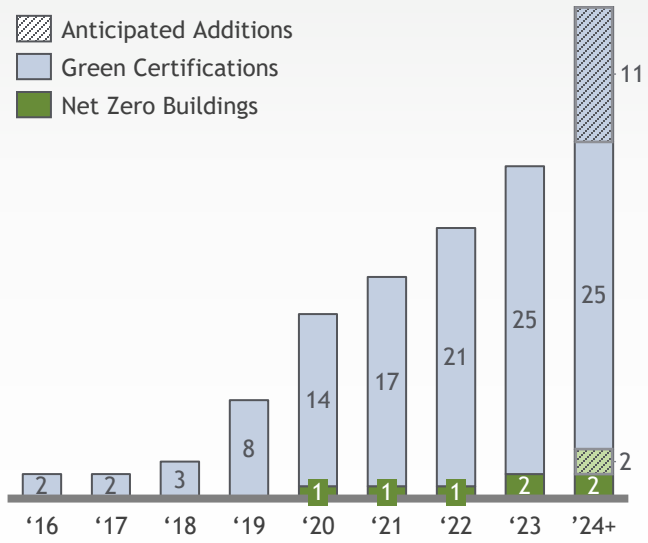
100%
Energy Savings Target Achieved

100%
Research Infrastructure designed to be Green certified

72%
Locations Eliminated Single Use Plastics

98%
Product Packaging Widely Recyclable

Green Buildings in Network



Ratings Progress

Leadership Level attained

Third Consecutive Year

America's Greenest Companies

Moved into The JUST100

Strong Progress against 2030 pledges

- On track to achieve carbon pledge ahead of schedule
- 27 Green certified buildings in portfolio
- Achieved leadership status on CDP rating for 2023

Research Building – B324


Dedicated Research Building in Foster City


Largest Research Building on Site


At the Center of HQ's South Campus

372k Sq Ft – Largest dedicated Research site in CA

LEED Gold Certified

2021 Facility of Year Award Winner
(Only Research Lab to win award)

350 scientists across entire Research value chain

Over 20+ Digital use cases – Pharma 4.0 facility

Modular labs designed to pivot to new platforms

HIV Research Tour

Key Information

Tour Details

- Name badge has your group assignment
- Staggered tour times, running every few minutes
- Meet at the event registration desk

Please Remember

- **No photography**
- **No food or drink**
- **Please keep your broader questions for the Q&A panel at the end**

Agenda

Morning Session
10:30am - 12:00pm

Leading HIV Innovation: Our Legacy & Our Future

- **Welcome and Introduction**
  Daniel O'Day · Chairman & CEO
- **Long-Standing HIV Leadership, Innovation, & Vision**
  Tomas Cihlar, PhD · SVP Research, Virology Discovery

Setting a New Standard in HIV Treatment

- **Leading the HIV Treatment Market**
  Tanya Monga · SVP Global Commercial Strategy & Operations
- **Pioneering an Innovative Treatment Pipeline**
  Jared Baeten, MD, PhD · SVP Virology, Therapeutic Area Head
- **Q&A**
- **Campus Lab Tour & Lunch**
  Joydeep Ganguly · SVP Corporate Operations

Afternoon Session
1:30pm - 3:00pm

Transformational HIV PrEP Program & Strategy

- **Global Strategy for PrEP**
  Tanya Monga · SVP Global Commercial Strategy & Operations
- **Executing a Transformational PrEP Program**
  Moupali Das, MD, MPH · VP Clinical Development, HIV Prevention
- **Redefining HIV Prevention**
  Johanna Mercier · Chief Commercial Officer
- **Q&A**
- **Wrap Up - 3:00pm**

GILEAD
Creating Possible

Global Strategies for PrEP

Tanya Monga

SVP Global Commercial Strategy & Operations

Agenda

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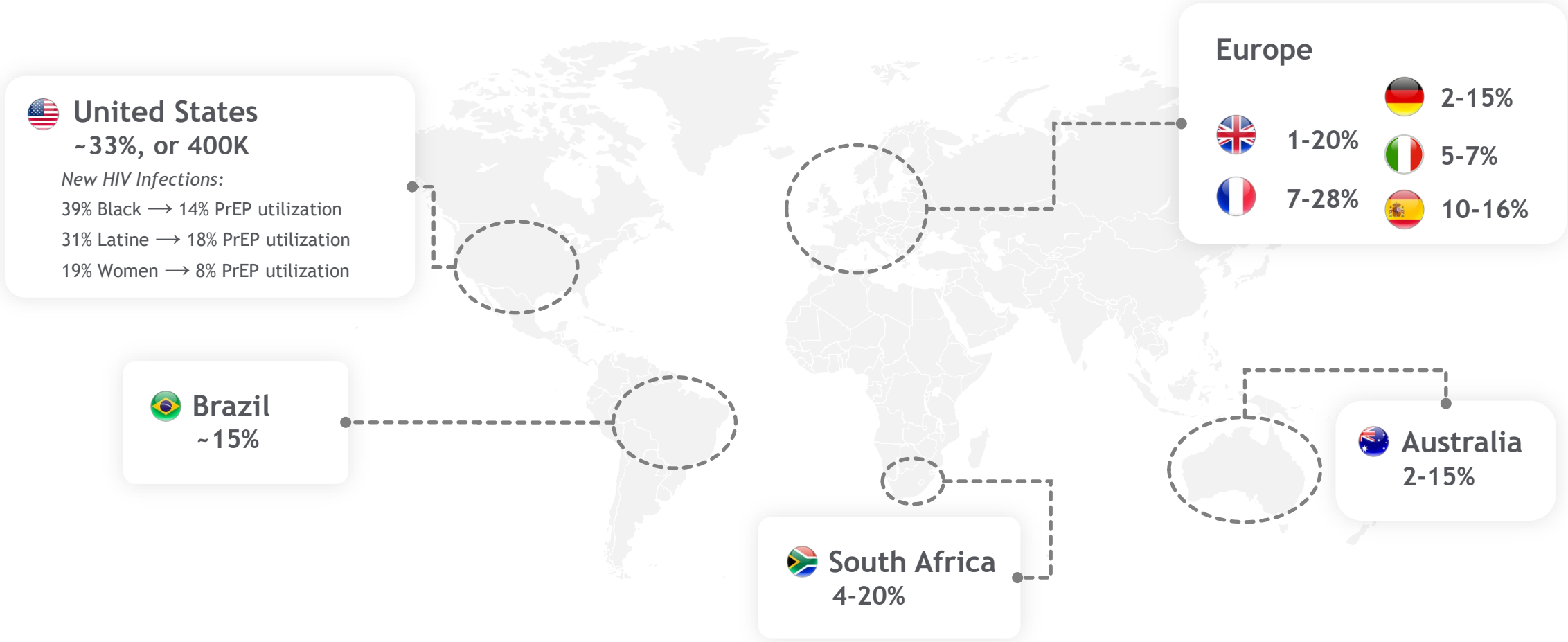
Under-Utilization of PrEP is a Global Issue



Note: % reflects individuals indicated for PrEP that reported PrEP use

1) UNAIDS. 2024-unaids-global-aids-report. Available at: https://www.unaids.org/en/resources/documents/2024/global-aids-update-2024 2) Why is PrEP so underused in Brazil? | EATG 3) Ever or currently using PrEP; **Daily PrEP use; Sullivan et al. CROI 2024. 4) AIDSVu, CDC Atlas Plus. 5) Greenwald et al. 2019, BMJ Open 2019;9:e028768. 6). Tooley et al. Advance national progress card. Public Health Agency of Canada. 2021. 7) Walmsley et al. J Med Internet Res. 2019;21(7):e12076. 8) Sang et al. J Int AIDS Soc. 2022;25(10):e26017. 9) Colyer et al. AIDS Behav. 2021;25(11):3638-3650. 10) Jourdain et al. Lancet Public Health. 2022;7(6):e529-e536. 11) Alain et al. Sante Publique France. 2021. 12). Leobon et al. Bull Epidemiol Hebd. 2022;2:26-35. 13). Velter et al. Sante Publique France. 2019. 14). Velter et al. Bull Epidemiol Hebd. 2022. 15). Grulich et al. Lancet HIV. 2018; 5: e629-37. 16) Holt et al. AIDS Behav. 2019;23(7):1939-1950. 17) Chan et al. Kirby Institute. 2020. 18) Bavinton et al. J Int AIDS Soc. 2019;22(4):e25277. 19) Estcourt et al.. AIDS. 2021;35(4):665-673. 20) Casey et al. Health Protection Surveillance Centre. 2019. 21) Robert Koch Institut. 2024. 22) Robert Koch Institut. 2021. 23) ECDC 2019. 24) Vuylsteke et al. J Int AIDS Soc. 2019 Oct;22(10):e25407. 25) Buffel et al. AIDS Behavl. 2022;26(6): 1793-18078. 26) Bourne et al. Sex Transm Infect. 2019;95(3):187-192. 27) Berghe et al. Sciensano. 2021. 28) Iniesta et al. PLoS One. 2021;16(2):e0246129. 29) Folch et al. Ministerio de Sanidad. 2020. 29) PrEP pills are available in SA - but barriers are hindering uptake UNAIDS 2024; 30) Buffel et al., 2022 | News24

Lenacapavir Sets a New Standard for HIV Prevention

PURPOSE 1

Cisgender Women

100% of lenacapavir participants did not acquire HIV

PURPOSE 2

Cisgender Men & Gender Diverse People

99.9% of lenacapavir participants did not acquire HIV

Unmatched Efficacy

2 cases of HIV infection among 4,313 participants on lenacapavir across the PURPOSE 1 & 2 trials[1]

First Twice-Yearly Option for HIV PrEP

Two visits a year with unprecedented efficacy for HIV protection

Maximum Discretion, Reducing Stigma

No bottles, no pills[2]

Broadest, Most Diverse Clinical Program Designed

Enrolling >9,000 participants across the PURPOSE program in 5 continents

1. In the PURPOSE 1 trial, there were 0 cases of HIV infection among 2,134 participants in the lenacapavir group. In PURPOSE 2, 2 cases of HIV infection among 2,179 participants in the lenacapavir group. 2. No bottles or pill beyond oral loading dose on Days 1 and 2.

Global Approach Maximizes Potential of LEN for PrEP™

Global Launch Priorities

Customized geographic strategy to maximize reach of twice-yearly lenacapavir for PrEP

U.S.	Key International PrEP Markets	Low- & Lower-Middle-Income Countries
		
Transform & Expand the PrEP market	**Enhance access and shape policy**	**Deliver sustainable access with speed**

GILEAD
Creating Possible

Executing a Transformational PrEP Program

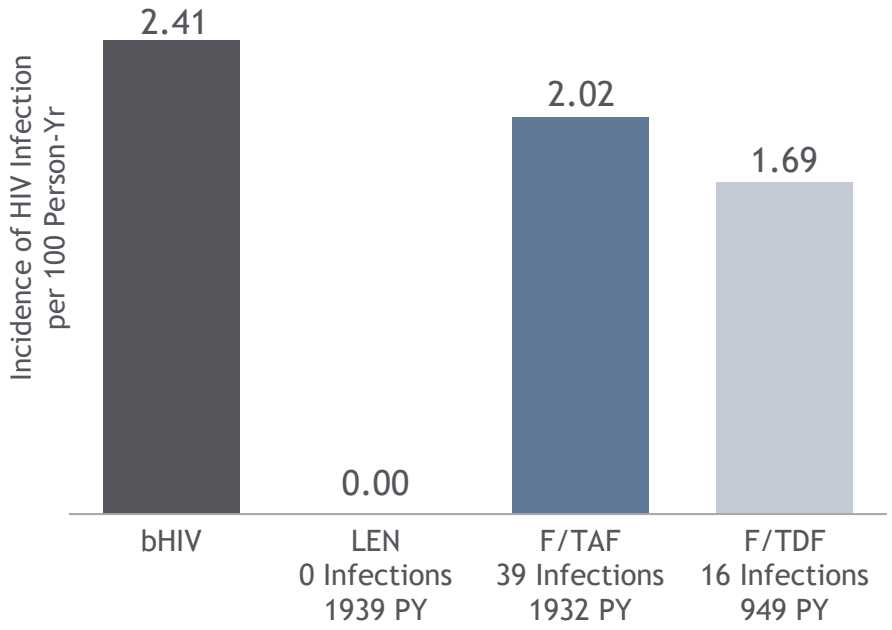
Moupali Das, MD, MPH

Vice President, Clinical Development
HIV Prevention & Pediatrics

Unprecedented Efficacy Across Phase 3 Trials

PURPOSE 1

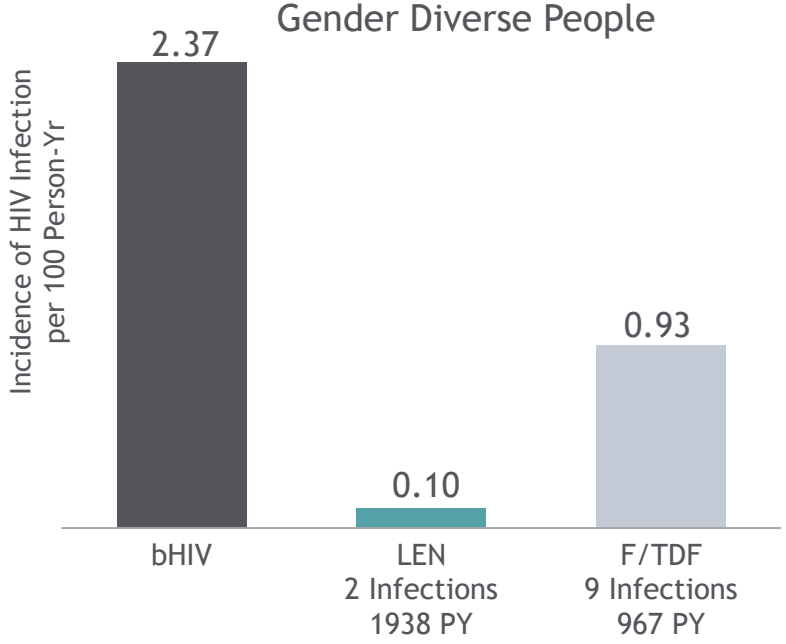
Cisgender Women



100% of participants in the lenacapavir group did not acquire HIV infections

PURPOSE 2

Cisgender Men & Gender Diverse People



99.9% of participants in the lenacapavir group did not acquire HIV infections

bHIV – background HIV incidence, PY – person-years.

Most Comprehensive HIV Prevention Program

PURPOSE Driven Clinical Program Across >9,000 participants in 5 continents

PURPOSE 1

Cisgender women in South Africa & Uganda

1st PrEP trial to include pregnant or lactating individuals and adolescents

~50% of new HIV infections globally were among women & adolescent girls[1]

PURPOSE 2

Cisgender men and gender diverse people in Argentina, Brazil, Mexico, Peru, South Africa, Thailand, & U.S.

1st PrEP trial to focus on cisgender men & trans-women of color as well as trans-men & non-binary people

~70% of new HIV infections in U.S. were among gay and bisexual men[2]

PURPOSE 3

Cisgender women in U.S.

18% of new HIV infections in U.S. were among women

PURPOSE 4

People who inject drugs in U.S.

7% of new HIV infections in U.S. were PWID[2]

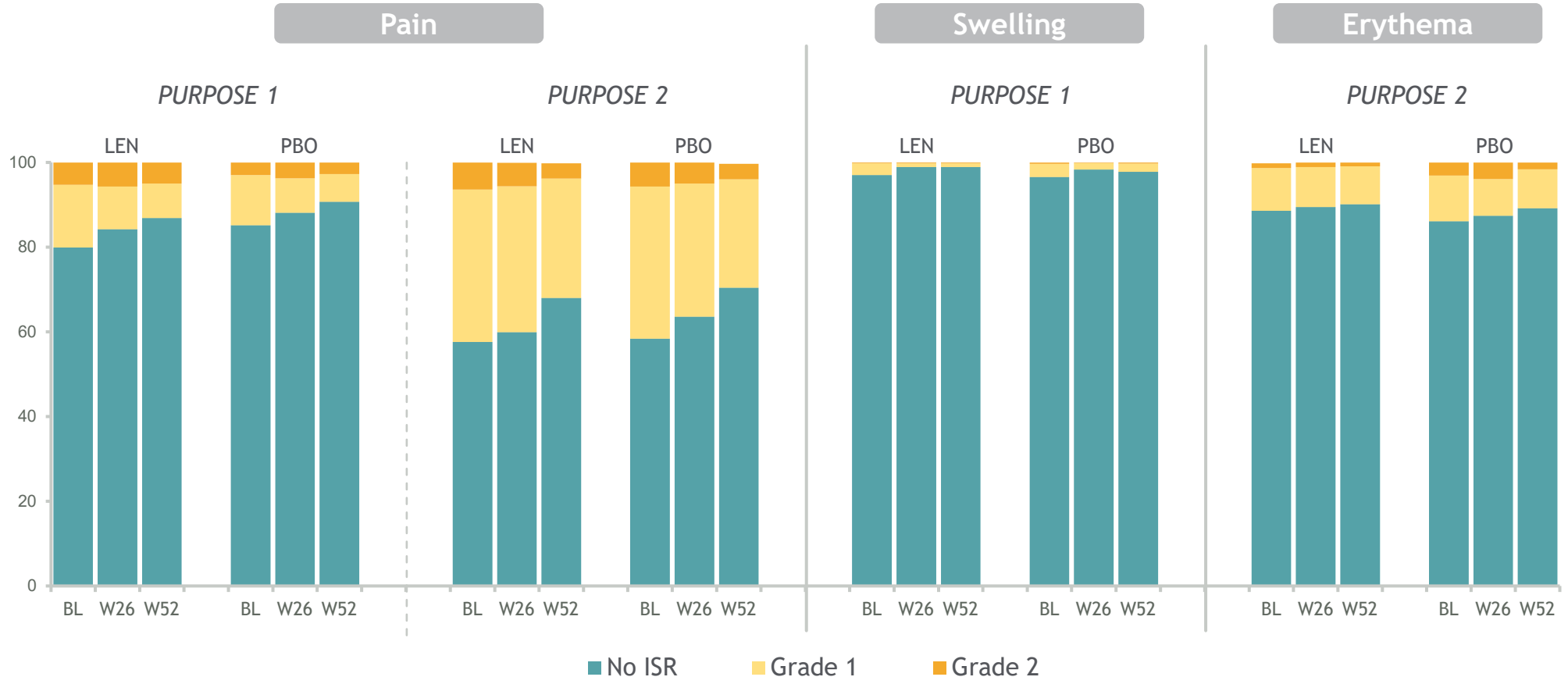
PURPOSE 5

France & U.K.

Supports global health technology assessment (HTA) engagements

1. Worldwide in 2023. Source: UNAIDS 2. In U.S. in 2022. Source: CDC. PWID – people who inject drugs.

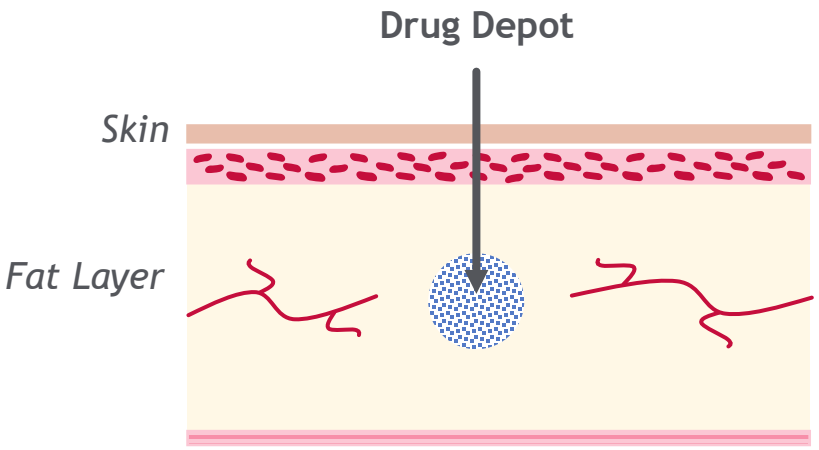
Injection Site Reactions are Low-Grade & Manageable



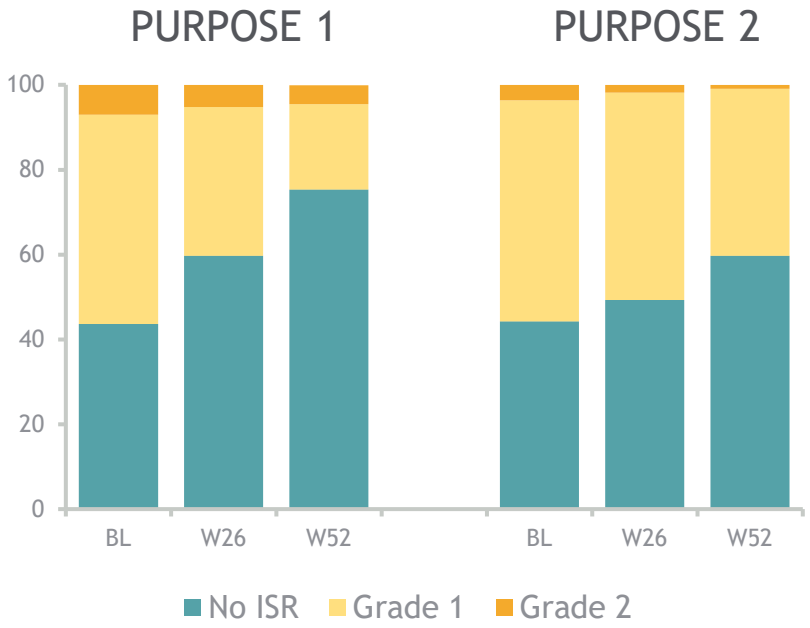
BL - baseline (Week 0), ISR - injection site reaction, PBO - placebo.

Lenacapavir Administration Results in a Drug Depot

Lenacapavir is administered as two 1.5mL SC injections that create a drug depot



Nodules are generally low-grade, palpable, not visible & lessen over time



~95%

continued onto the open-label extension

<0.2%

discontinued in PURPOSE 1 due to ISRs

~1%

discontinued in PURPOSE 2 due to ISRs

BL - Baseline (Week 0), ISR - Injection site reaction, SC - Subcutaneous

Extending the Potential of PrEP Towards Once-Yearly

Daily Oral

Truvada & Descovy

- Truvada launched as the first PrEP option (2012)
- Descovy launched in 2019

Twice-Yearly Injectable

Lenacapavir

- Unprecedented efficacy across PURPOSE 1 & 2
- Global regulatory filings on-track to start in December 2024
- US launch targeted for Summer 2025

Long-Acting Oral

e.g., GS-3107 for potential monthly dosing

- Lenacapavir prodrug
- Phase 1 trial ongoing & evaluating PK, safety, and tolerability

Once-Yearly Injectable

Lenacapavir

- Phase 1 formulations lasting 12 months
- Data to be presented
- Pivotal Phase 3 PK study FPI in 2025
- Potential regulatory filings could begin in late 2027

New Disclosure

GILEAD
Creating Possible

Redefining HIV Prevention

Johanna Mercier
Chief Commercial Officer

Lenacapavir Will Revolutionize HIV Prevention

Bloomberg

"**Revolutionary.** A game changer. Spine chilling."

FORTUNE

"This is so far superior to any other prevention method we have, that **it's unprecedented**"

-Winnie Byanyima, Executive Director, UNAIDS

The New York Times

"**I got cold shivers**…this truly is surreal"

-Dr. Linda-Gail Bekker, Director, Desmond Tutu HIV Centre

FOX BUSINESS

"Gilead **zooming to the top** of both the S&P and the Nasdaq after a late-stage study"

Forbes

"It is **gobsmackingly exciting** to see zero in a clinical trial"

-Mitchell Warren, Executive Director, AVAC

The New York Times

"Africa is excited, women are excited, **we have waited long for this**"

-Lillian Mworeko, Lead, International Community of Women Living With H.I.V. Eastern Africa

Media coverage from On the Ground

Uganda's largest national paper

The use of lenacapavir for HIV prevention is investigational. The safety and efficacy of this use have not been established by the U.S. FDA.

Gilead is a Leader in HIV Prevention

Consumers

>400K

YoY Market Growth

+10-15%

Descovy for PrEP Market Share

40-45%

Adherence

50-55%

….Despite Progress, Substantial Unmet Need Remains as 80% of PrEP Consumers Want a Long-Acting Option

Lessons Learned from Current Injectable HIV Regimens

- Adherence Burden on HCP and Office
- Required Major Office Protocol and Systems Change
- Asynchronous with Regular STI/HIV Testing
- Education on Injection Technique Underappreciated
- Offices are New to Navigating Acquisition, Pathways and Practice Economics
- Overall Coverage and Quality of Coverage Matter
- Scale and Capabilities of Distribution Partners Impacts Customer Experience
- Friction at any point in Consumer PrEP Journey Results in High-Levels of Disengagement

Gilead's planned approach with lenacapavir for PrEP is well-positioned to deliver a seamless customer journey

Three Strategic Imperatives For Success

Establish lenacapavir for PrEP as new standard of care

and support Descovy for PrEP as oral of choice

Expand the PrEP market

by educating new and existing providers as well as consumers with high unmet need

Deliver smooth, consistent, positive customer-centric experience for lenacapavir for PrEP

Lenacapavir: A Class of its Own in HIV Prevention

Novel Dosing Schedule and Delivery, and Unprecedented Efficacy

> *Truly a game changer*

> *I didn't think I would see this in my lifetime*

Subcutaneous

Opportunity to administer in a variety of office settings

2 Visits Yearly[1]

Reduced customer and office burden and increased adherence

Injection Site Optionality

Allowed during open-label phase

(stomach area, arm, thigh, upper buttocks)[2]

4-Week Window[3]

Greater flexibility to schedule next visit; over a month

The use of lenacapavir for HIV prevention is investigational. The safety and efficacy of this use have not been established by the U.S. FDA. 1. Reflects HCP visits for the administration of lenacapavir for PrEP every 6 months. 2. Open Label Phase of Purpose 1-2 and Studying in Purpose 3-5. 3. Subsequent lenacapavir injections can be given 26 to 30 weeks after last administration.

Positive Momentum for PrEP Access

Descovy®

>90% **Total Coverage**

~75% Unrestricted Coverage

~15% Step Edits / Prior Authorizations

- **Growing support for PrEP coverage** with limited restrictions and $0 cost-sharing
  - U.S. Preventative Services Task Force (USPSTF) Guidance: October 2024 FAQ Update
  - CMS National Coverage Determination
- 2024 International Antiviral Society (IAS)-USA guidelines include lenacapavir as **Grade A recommendation for PrEP**

Lenacapavir Expected to have ~90% Coverage by Year 1

55% Medical & Pharmacy Benefit

20% Medical Benefit Only

15% Pharmacy Benefit Only

10% Not Covered

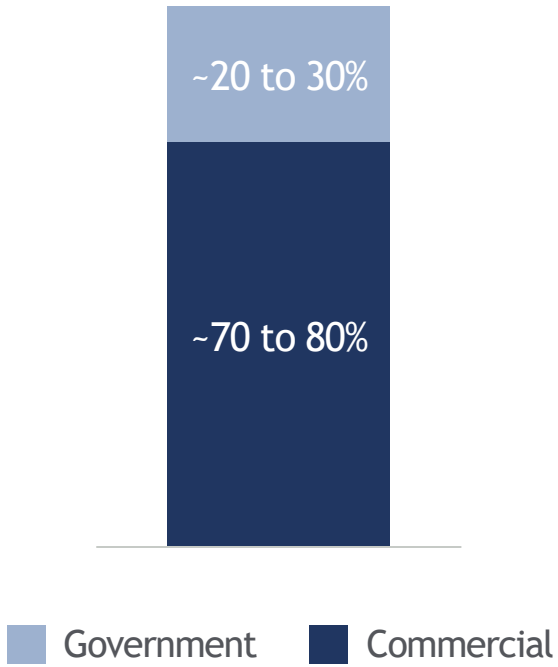
New Disclosure

Favorable Channel Mix for Lenacapavir for PrEP

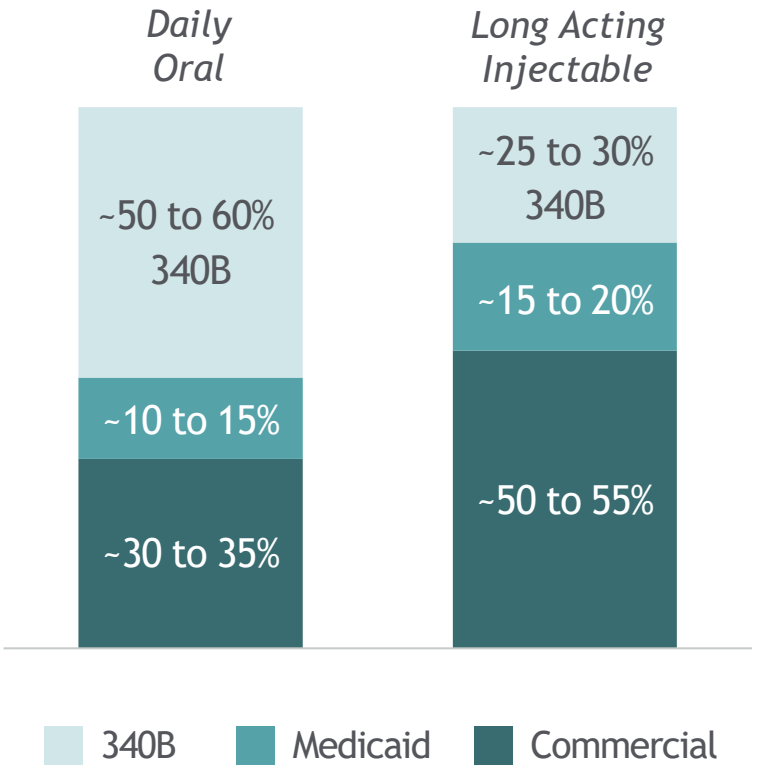
Acquisition Pathways

Acquisition pathway will be primarily through white bagging (70% to 80%) and buy-and-bill (20% to 30%)

PrEP Payer Mix

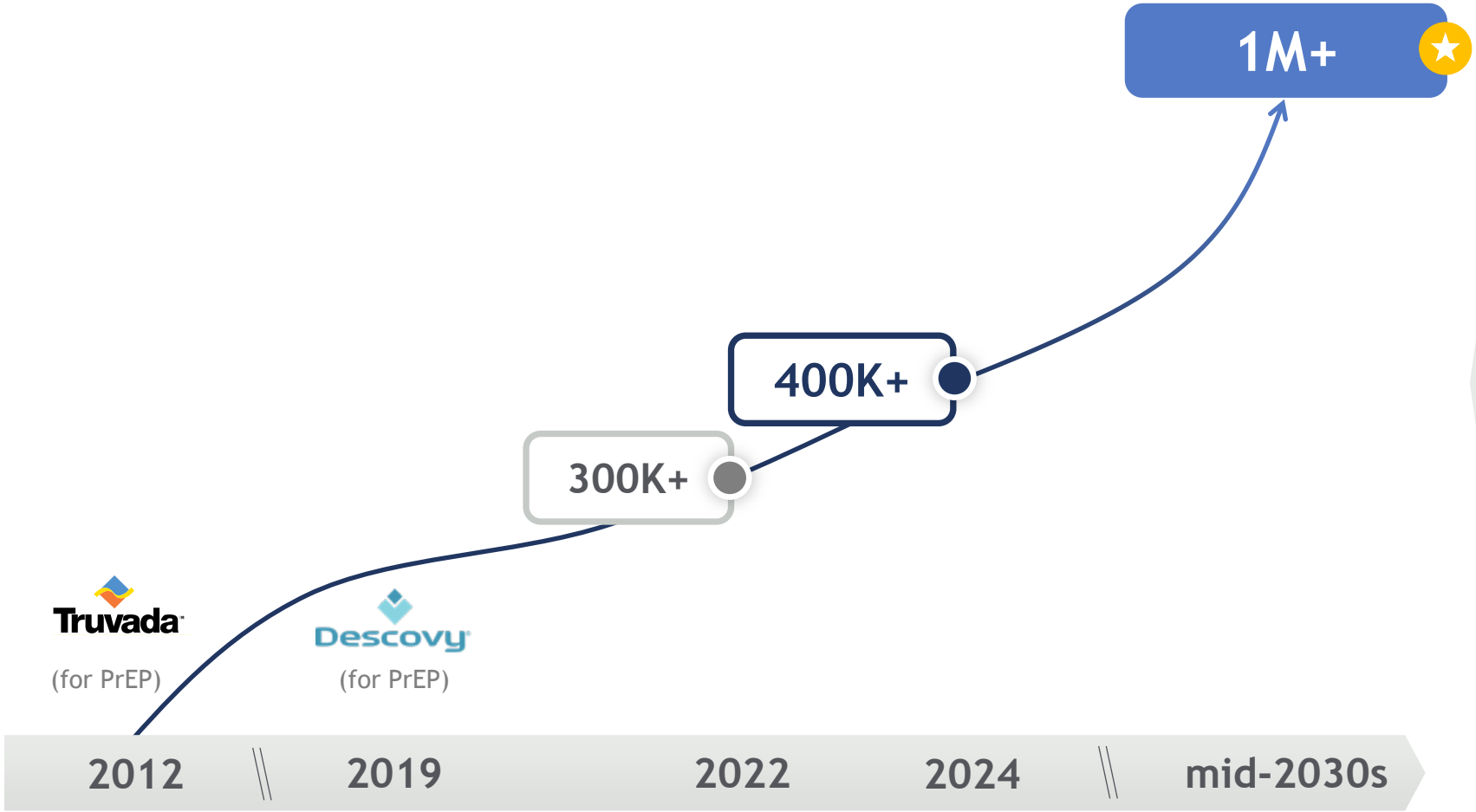


PrEP Channel Mix

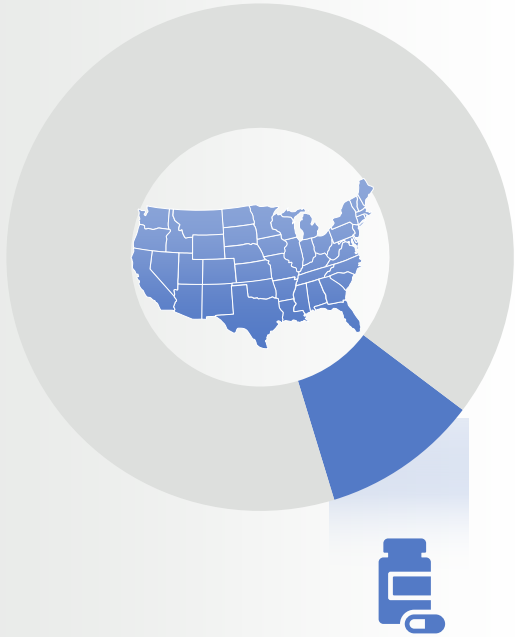


New Disclosure

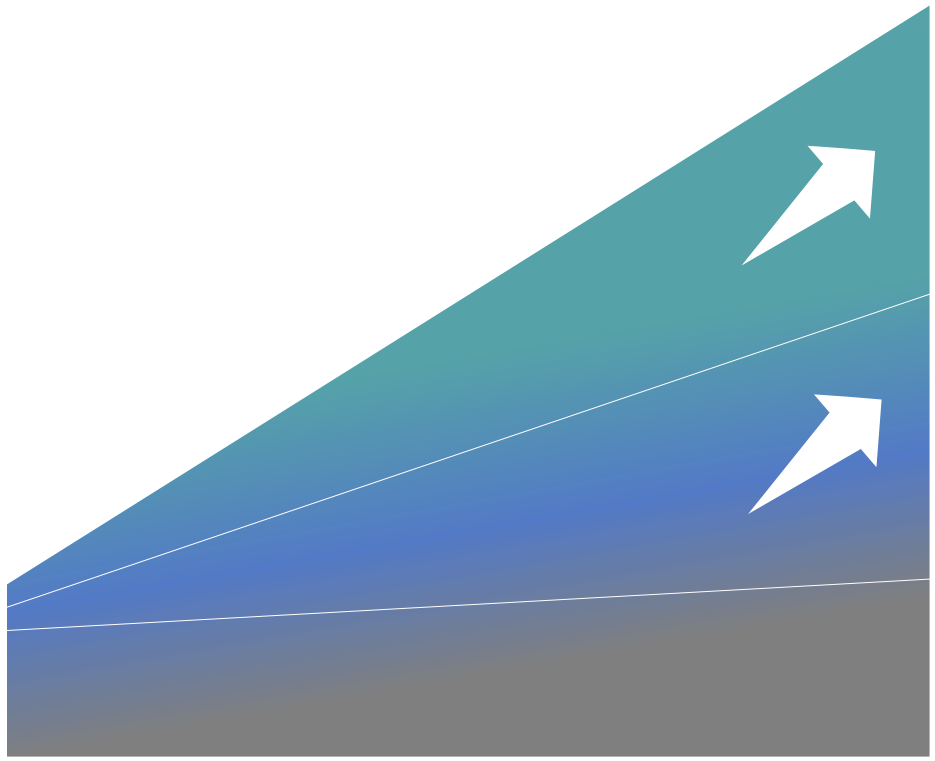
Well-Positioned to Significantly Expand U.S. Market



High Untapped Potential



Starting w/Future in Mind to Enable Launch Success



2025 — Mid-2030s

Illustrative, not to scale

	Consumers	HCPs
Normalizing	Individuals with a Bacterial STI	New Specialties (e.g., Primary Care, OBGYN)
	People Who Inject Drugs	New Settings (e.g., College Health Centers)
Expansion	Black and Latine Men	Non-PrEP Providers in Areas of High Need
	Cisgender Women	
	Gender Diverse People*	
At Launch	People on PrEP	Current PrEP Providers
	Preference for LAIs	

*Trans-women, Trans-Men, and Non-Binary People

The use of lenacapavir for HIV prevention is investigational. The safety and efficacy of this use have not been established by the U.S. FDA.

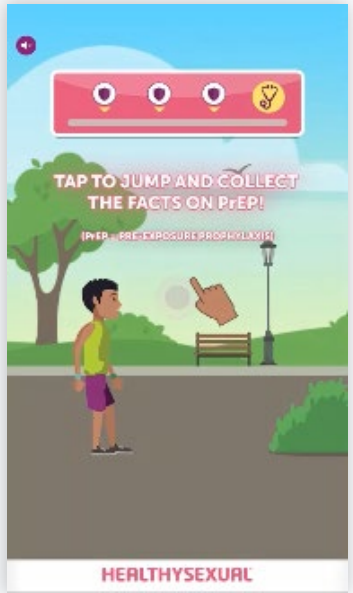
Track Record of Insights-Driven Consumer Engagement

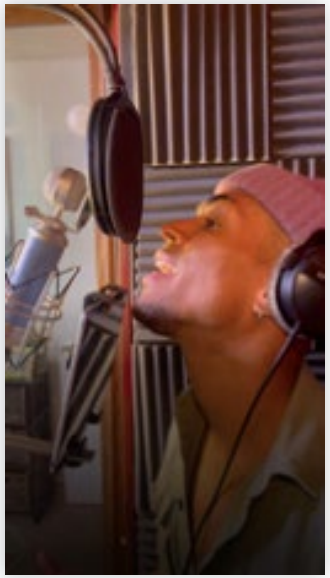
Consumer Facts:

- 21 hours per Week Spent Gaming
- >2 Hours on TikTok Per Day
- +1,000 feet of Content Scrolled on Instagram a Day

Gilead Facts:

- First in HIV Pharma Mobile Game on Zynga
- First in Pharma Boxed Warning ad on TikTok
- Influencers; Messengers who Matter





Deliver Smooth & Consistent Provider Experience

For providers

Office Administration

- ✓ Field Reimbursement Team
- ✓ Online FRM support scheduler
- ✓ Digital Navigation Tool for various product acquisition pathways (i.e. Buy & Bill, White bagging, etc.)
- ✓ Nurse Educator Team
- ✓ Virtual education suite

Reimbursement & Product Acquisition

- ✓ Partner with specialty pharmacy network to navigate benefits
- ✓ Digital Tools for coverage navigation
- ✓ Live chat with Patient Support Hub
- ✓ Field Reimbursement Team
- ✓ Reimbursement Hub

Logistics and Adherence

- ✓ Injection delivery with scheduled office visits
- ✓ Specialty Pharmacy adherence program
- ✓ Alternative Site of Care locator
- ✓ EMR System Based Reminders
- ✓ Office Protocol Education to enable timely scheduling
- ✓ Office Starter Kit to enable optimal injection delivery

Deliver Smooth & Consistent Consumer Experience

Consumers

Office Administration

- ✓ Instructions for coverage, testing and administration
- ✓ Co-pay support
- ✓ Reimbursement hub
- ✓ Patient Support programs
- ✓ Out of pocket cost calculation tool
- ✓ TelePrEP / Telehealth Partnerships
- ✓ Doctor Office & Testing Center – online locator
- ✓ Educational materials

Reimbursement & Product Acquisition

- ✓ Clear messaging and after-care guidelines
- ✓ Live chat tool with Case Managers for care support
- ✓ Alternative Site of Care locator
- ✓ Snackable Videos on “what to expect”

Logistics and Adherence

- ✓ Flexible injection site options
- ✓ Direct to Consumer digital platform for patient engagement
- ✓ Customer Relationship Management (CRM) Program (e.g., Text Message, Email)
- ✓ Nurse Educator Team

Anticipated reimbursement support offerings

Igniting a PrEP Revolution…Beginning with the U.S.

Targeted Approach Required to Unlock LEN Potential ex-U.S.

Incidence (annual) **6,000**
Current PrEP use **20%**

- HIV diagnoses up 50% (2022>2023), particularly heterosexual
- <5% PrEP users Black African, but group represents 30% new diagnoses

Incidence (annual) **5,500**
Current PrEP use **20%**

- MSM; particularly migrant MSM
- PrEP can be prescribed by any physician as of 2021

Incidence (annual) **51,000**
Current PrEP use **15%**

- Young MSM, TGW, female sex workers
- MOH to increase PrEP +>140% by 2027
- UNITAID announced $22M fund for LEN access

GILEAD

Activity

- Geo-mapping
- Ethnographic Research
- PURPOSE 2 (Brazil) & PURPOSE 5 (UK, France)
- Key early stakeholder interactions

All 3 governments have publicly stated a desire to increase PrEP usage and/or to end new HIV transmissions by 2030

Rapid & Sustainable Access Will Drive LLMIC Adoption

Goal

Achieve broad, sustainable access that optimizes availability, uptake, and outcomes with lenacapavir for PrEP LLMIC

Aligned access plan focused on:

- Speed
- Volume
- Price
- Implementation

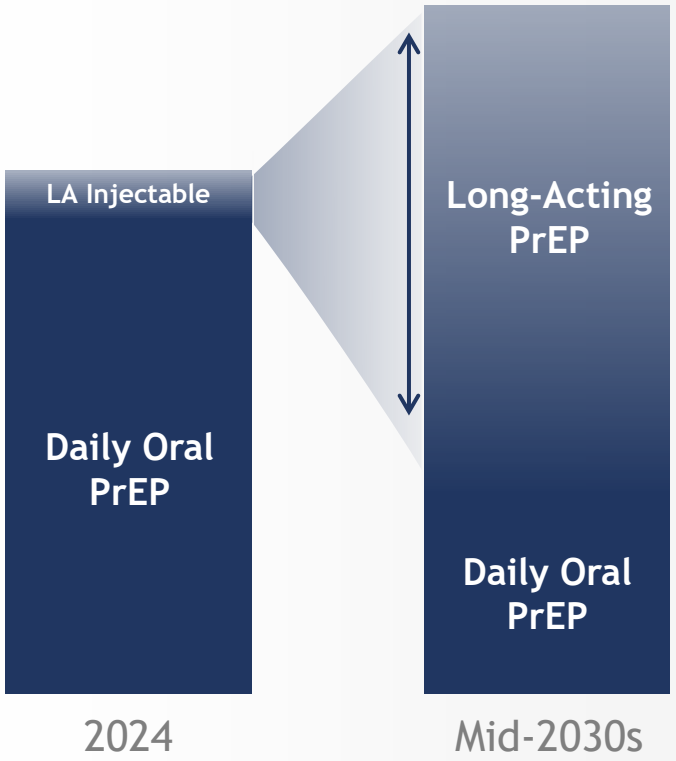
Key Accomplishments

- Signed voluntary licensing (VL) agreements with 6 companies covering 120 countries
- Significant progress in partnership discussions with philanthropic and procurement organizations
- Manufacturing capacity acquired to support up to 20M vials over 3 year period prior to VL generic launches

LLMIC – low- and lower-middle income countries.

Lenacapavir Will Catalyze the HIV PrEP Market Globally

Global PrEP Market



	2024	Mid-2030s
U.S. Gilead Share	>40% Descovy Only	>60% ★ Descovy & Lenacapavir
PrEP Consumers	Mostly White MSM	MSM (White, Black, Latine), Cisgender Women, Young Adults
Adherence	50% to 55% (Daily Orals)	>80% ★ (lenacapavir for PrEP)
Geography		

For illustrative purposes only. The use of lenacapavir for prevention is investigational. 1. Based on results from the Phase 3 PURPOSE 1 study. MSM – Men who have sex with men. PrEP – Pre=exposure prophylaxis.

★ New Disclosure

Lenacapavir Enables Innovative Approach to PrEP

1 Unprecedented Efficacy & Demonstrated Safety

- 100% in PURPOSE 1 & 99.9% in PURPOSE 2 did not acquire HIV infection
- Manageable and self-resolving injection-site reactions
- Diverse program enrolling >9,000 participants across 5 continents

2 Transformational Approach to Normalize PrEP

- Unique opportunity to broaden consumer populations for PrEP
- Potential to reach new HCP specialties, settings, & countries
- Extending PrEP to twice-yearly & once-yearly, and long-acting oral

3 Ensure Success at Launch

- Provide HCPs with multiple pathways to acquire lenacapavir
- Deploy field teams to educate & train HCPs, consumers
- Create an optimal customer experience to support adherence

Q&A

Johanna Mercier
Chief Commercial Officer

Jared Baeten, MD, PhD
SVP Virology
Therapeutic Area Head

Tanya Monga
SVP Global Commercial
Strategy & Operations

Extending Our HIV Leadership Into Late 2030s & Beyond

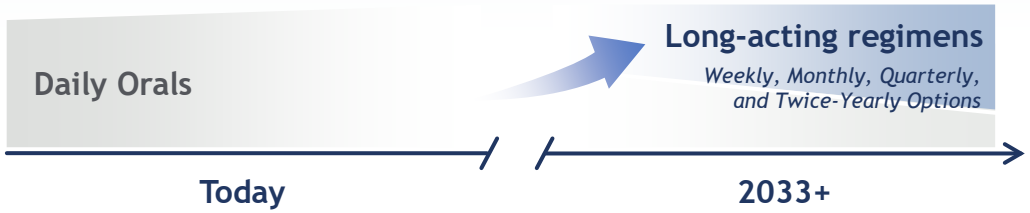
SETTING A NEW STANDARD IN HIV TREATMENT

Next Wave of Gilead HIV Innovation Meaningfully Extends Our Leadership

- Annual ~2-3% treatment market growth
- Biktarvy #1 daily oral, leading global share with 25 quarters of YoY growth
- Unmet needs for long-acting options and solutions for the >40% PWH who are not virally suppressed today

Up to 7 Treatment Launches Before Biktarvy LOE in Dec 2033

- Person-centric oral and injectable options will sustain our leading position



TRANSFORMATIONAL HIV PREVENTION

Unparalleled PrEP Program Offers New Possibilities

- Lenacapavir demonstrated unprecedented efficacy in pivotal Phase 3 studies
- >9,000 participants enrolled across 5 continents; >99.9% participants who received lenacapavir did not acquire HIV

Lenacapavir in a Class of its Own for HIV PrEP

- Preparing for impactful HIV PrEP launch in summer 2025
- Thoughtful and creative approach to reach beyond existing consumers, prescribers, and geographies

LOE – loss of exclusivity, PrEP – pre-exposure prophylaxis, PWH – people with HIV, YoY – year-over-year
Note: The use of lenacapavir for HIV prevention is investigational, and the efficacy and safety of this use has not been established by the U.S. FDA.

GILEAD
Creating Possible

HIV Analyst & Investor Event

10 December 2024

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