

# Q123 Financial Results

April 27, 2023

# Forward-Looking Statements

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# Gilead Q123 Key Takeaways

## Financial Results

- Total Product Sales, excl. Veklury, +15% YoY to \$5.7B, with strong HIV and Oncology growth
- Total HIV +13% YoY strong growth amid seasonal dynamics, with Biktarvy +24% YoY to \$2.7B
- Oncology +59% YoY to \$670M driven by Cell Therapy and Trodelvy
- Operating expenses driven by higher clinical trial activities, including 22 Phase 3 trials<sup>1</sup>

## Regulatory Activity

- Trodelvy approved in U.S. for pre-treated HR+/HER2- mBC
- Continue to expect MAA decision on Trodelvy for pre-treated HR+/HER2- mBC in 2H23

## Pipeline Execution

- Positive Phase 3 ZUMA-7 overall survival data shared for Yescarta
- Positive Phase 1b data for lenacapavir plus bNABs at CROI
- Positive Phase 1 data for obeldesivir (GS-5245) shared at ECCMID
- 10 trials achieved FPI, including OAKTREE for obeldesivir and ZUMA-23 for 1L LBCL
- Completed Tmunity acquisition, adding solid tumor programs, manufacturing & technology platform

1. Gilead-sponsored trials (excluding ISRs and regional bridging studies). ALL - acute lymphoblastic leukemia, bNAB - Broadly neutralizing antibodies, CROI - Conference on Retroviruses and Opportunistic Infections, ECCMID - European Congress of Clinical Microbiology & Infectious Diseases, FPI - First patient in (patient screening + consent), HR+/HER2- mBC - hormone receptor positive, human epidermal growth factor receptor 2 negative metastatic breast cancer, MAA - Type II variation Marketing Authorization Application, LBCL - large B-cell lymphoma, TAF - tenofovir alafenamide, sBLA - supplemental Biologics License Application, PLWH - People living with HIV, r/r - Relapsed/refractory, TNBC - Triple negative breast cancer. Obeldesivir is an investigational product; it is not approved anywhere globally and its safety and efficacy are not established.



# 2023 Focus: Select Key Catalysts Across Portfolio

## 1H23

✓ Completed ○ On Track

Program	Trial	Indication	Update	Status	Program	Trial	Indication	Update	Status
Trodelvy	TROPiCS-02	HR+/HER2- mBC	sBLA decision	✓	Yescarta	ZUMA-23	1L HR LBCL	Phase 3 FPI	✓
	EVOKE-03	1L NSCLC	Phase 3 FPI	✓		ZUMA-24	2L LBCL OPT	Interim phase 2 update	○
	ASCENT-05	Adjuvant TNBC	Phase 3 FPI	✓	Obeldesivir	OAKTREE	COVID-19 standard risk	Phase 3 FPI	✓
Domvanalimab	ARC-7	1L NSCLC	Phase 2 update	○	Len / isl oral	NCT05052996	HIV LA VS	Phase 2 FPI (restart)	✓

## 2H23

Program	Trial	Indication	Update	Status	Program	Trial	Indication	Update	Status
Trodelvy	TROPiCS-02	HR+/HER2- mBC	MAA decision	○	Len / bic oral	ARTISTRY-1	HIV VS TE	Phase 2 update	○
	ASCENT-07	HR+/HER2- chemo-naïve mBC	Phase 3 FPI	○	Lenacapavir	PURPOSE 3	HIV PrEP	Phase 2 FPI	○
Etrumadenant	ARC-6	mCRPC	Interim phase 2 update	○	Lenacapavir	PURPOSE 4	HIV PrEP	Phase 2 FPI	○
	ARC-9	mCRC	Interim phase 2 update	○	Bulevirtide	MYR204	HDV Finite Tx	Phase 2 update	○
Magrolimab	ENHANCE	1L HR MDS	Interim phase 3 update	○	Tilpisertib fosmecarbil	PALEKONA	Ulcerative Colitis	Phase 2 FPI	○

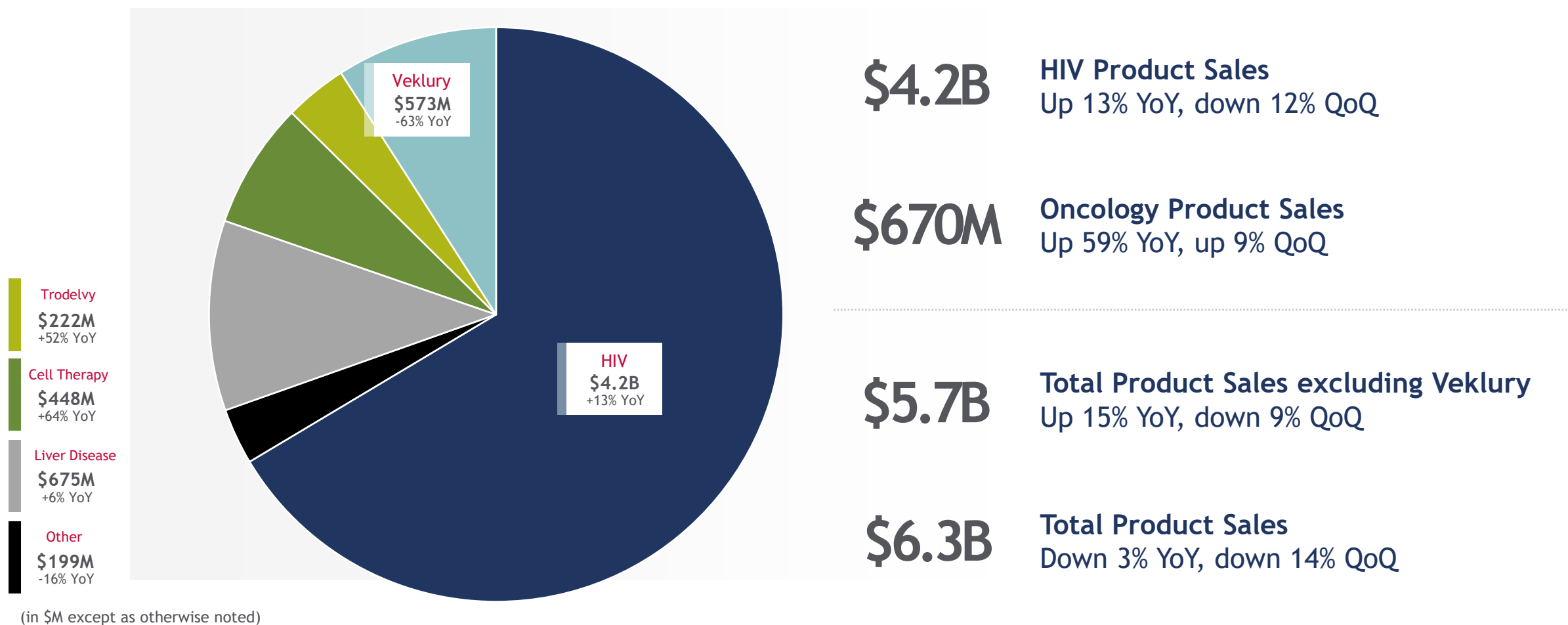


# Commercial Results & Market Dynamics



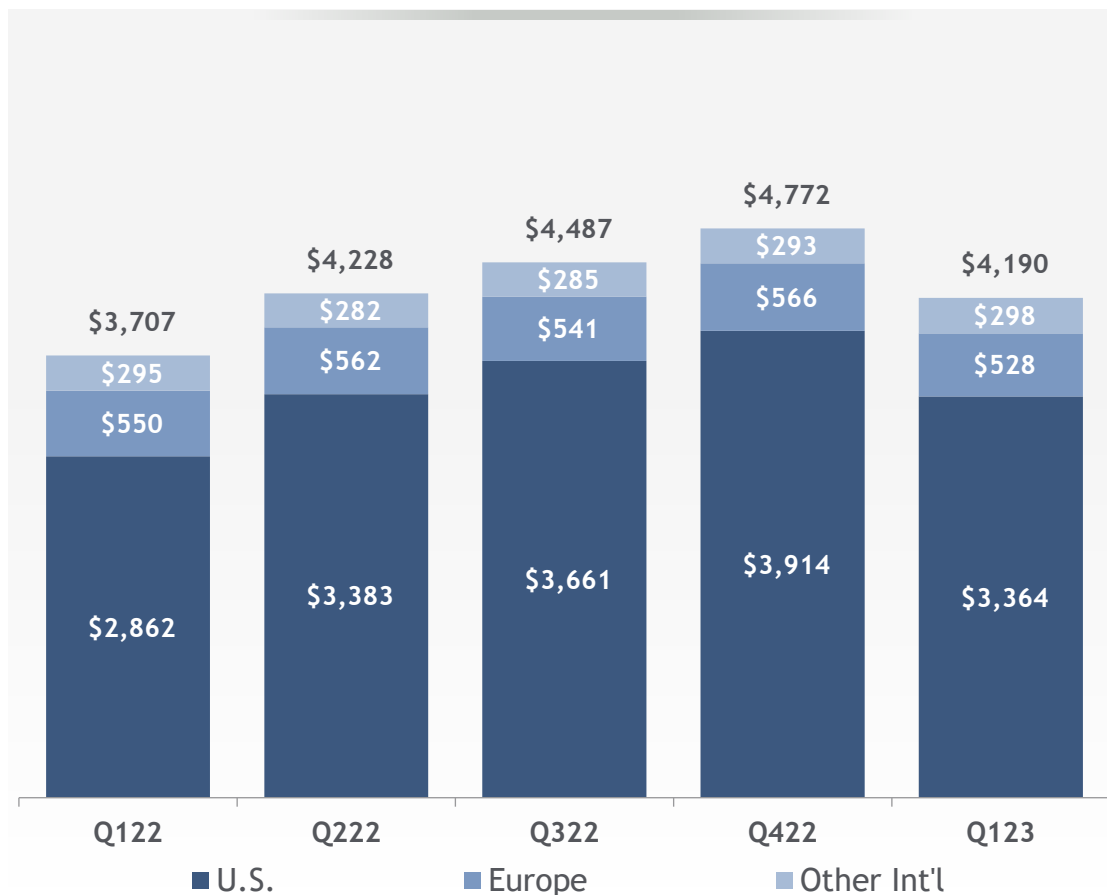
**Johanna Mercier**  
Chief Commercial Officer

# Robust HIV and Oncology Growth YoY in Q123



# HIV: Strong Demand Amid Seasonal Dynamics

Product Sales (\$M)



## Solid Q123 Growth of +13% YoY

- YoY due to favorable pricing dynamics, higher demand and lower inventory draw-down
- QoQ decline due to seasonal inventory and pricing dynamics, offset by higher demand
- Sunlenca for HTE now available in the U.S. and Europe

## Market Growth Continues YoY

- U.S. treatment market up ~2% with Europe up ~4%
- U.S. PrEP market up ~19%





# Leadership Across HIV Treatment & PrEP



**Q123 sales: \$2.7B; +24% YoY, -8% QoQ**

**>46%**

U.S. Treatment  
Market Share

**3%**

U.S. Market Share  
Gain YoY

+24% YoY due to higher demand and favorable pricing  
and inventory dynamics

-8% QoQ due to seasonal inventory and pricing dynamics,  
offset by higher demand



**Q123 sales: \$449M; +20% YoY, -16% QoQ**

**>40%**

U.S. PrEP  
Market Share

**+14%**

U.S. Descovy for PrEP  
Demand Growth YoY

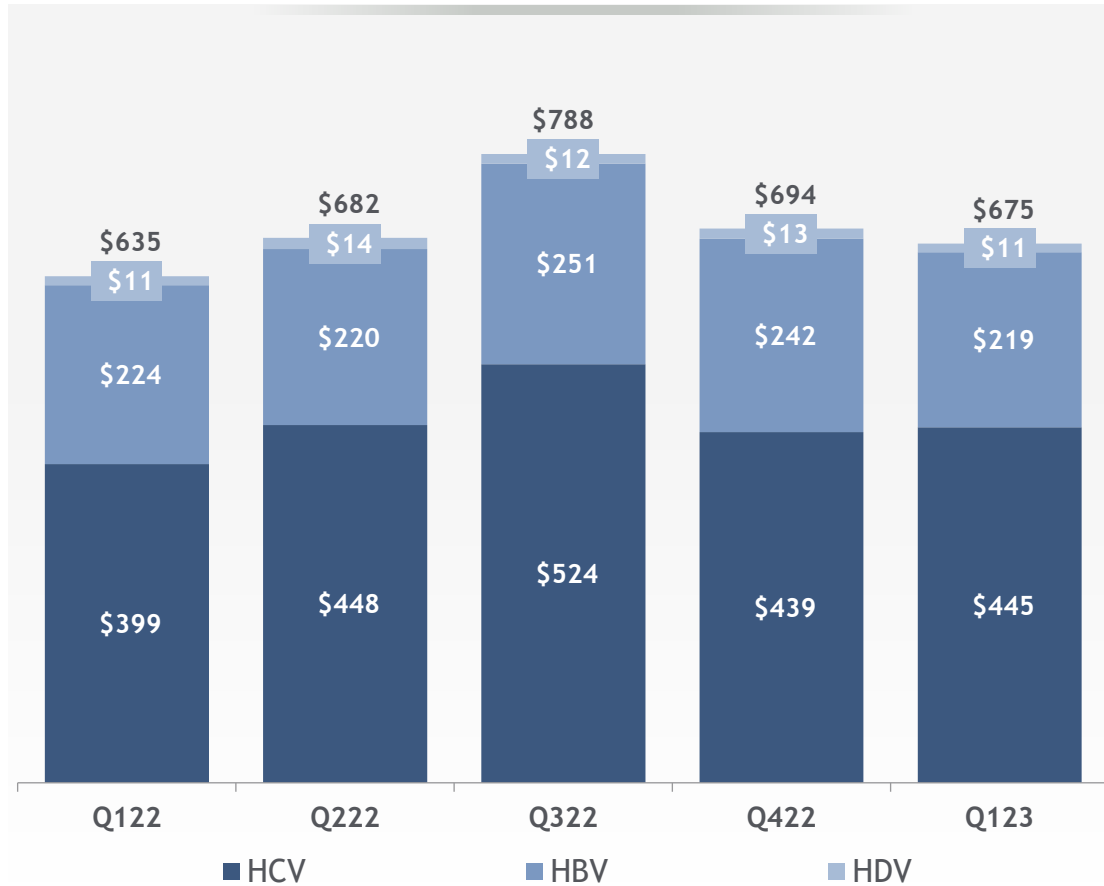
+20% YoY due to higher demand and favorable pricing

-16% QoQ due to seasonal pricing and inventory dynamics,  
offset by higher demand



# Liver Disease: Maintaining Position in Viral Hepatitis

Product Sales (\$M)



**EPCLUSA**  
sofosbuvir/velpatasvir  
400 mg/100 mg tablets

**SOVALDI**  
SOFOSBUVIR  
400 mg TABLETS

**Vemlidy**  
tenofovir alafenamide  
25mg tablets

**HARVONI**  
ledipasvir/sofosbuvir  
90mg/400 mg tablets

**VOSEVI**  
sofosbuvir 400mg/velpatasvir 100mg  
voxilaprevir 100mg tablets

**HEPCLUDEX**

**Q123 sales +6% YoY; -3% QoQ**

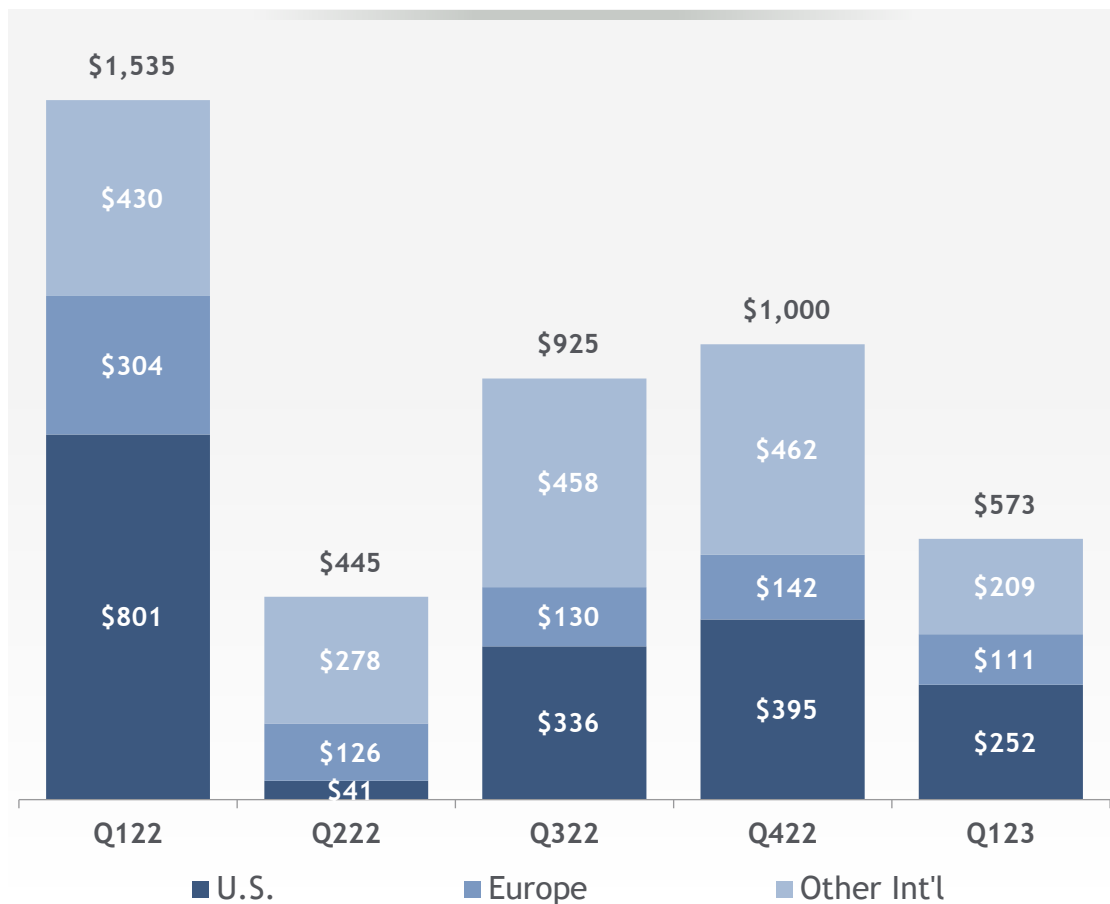
- **+6% YoY** primarily due to higher demand and timing of DOC HCV purchases in the U.S.
- **-3% QoQ** primarily due to lower HBV-related channel inventory in the U.S., partially offset by timing of HCV orders in Europe

HCV includes Epclusa, the authorized generic version of Epclusa, Harvoni, the authorized generic version of Harvoni, Sovaldi and Vosevi. HBV includes Hepsera (adefovir dipivoxil), Vemlidy (tenofovir alafenamide), and Viread (tenofovir disoproxil fumarate). HDV includes Hepcludex (bulevirtide). Note: Hepcludex is conditionally authorized by the European Commission for treatment of chronic HDV. Its safety and efficacy have not been established in the United States or in other regions where it has not received regulatory approval. YoY reflects Q123 vs Q122 and QoQ reflects Q123 vs Q422. DOC - Department of Corrections.



# Veklury: Solid Share Despite Lower Hospitalizations

Product Sales (\$M)



**>50%**

U.S. hospitalized patients  
treated for COVID<sup>1</sup>

**~13M**

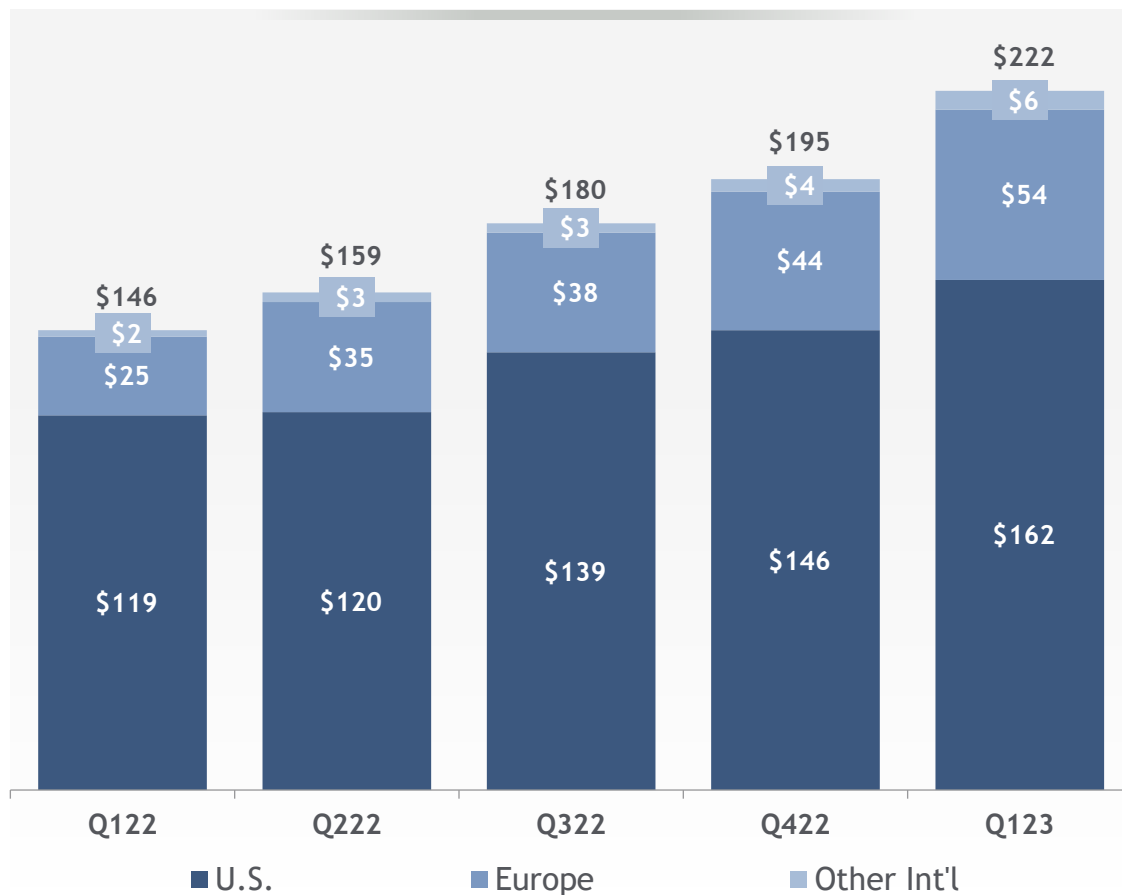
People treated with  
remdesivir to date<sup>2</sup>

- Obeldesivir<sup>3</sup> Phase 3 trials underway in non-hospitalized patients with COVID-19 who are deemed high-risk or standard-risk



# Trodelvy: Expanding Breast Cancer Options

Product Sales (\$M)



**\$222M**

Sales in Q123

**+52%**

YoY Growth

**+14%**

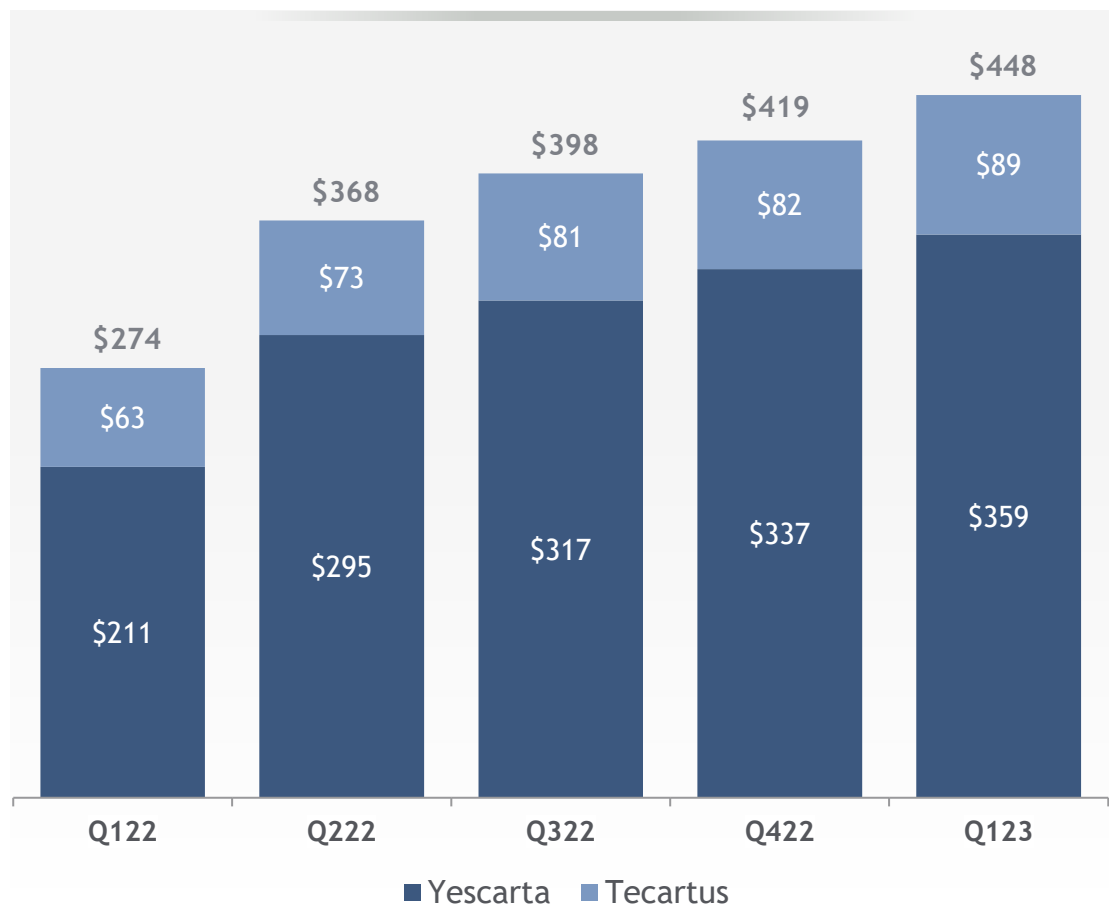
QoQ Growth

- Solid U.S. demand, up 7% QoQ
- FDA approval received for pre-treated HR+/HER2- mBC in February 2023
- EC decision expected in 2H23



# Cell Therapy: Demand Drives YoY Growth

Product Sales (\$M)



## Q123 sales +70% YoY; Up 6% QoQ

- YoY growth driven by higher demand across 2L and 3L R/R large B-cell lymphoma, as well as favorable pricing dynamics in Europe



## Q123 sales +40% YoY; +8% QoQ

- YoY growth driven by higher demand for R/R mantle cell lymphoma and R/R adult acute lymphoblastic leukemia



# CMO Updates



**Merdad Parsey, MD, PhD**  
Chief Medical Officer

# Gilead Demonstrates Leadership in HIV at CROI

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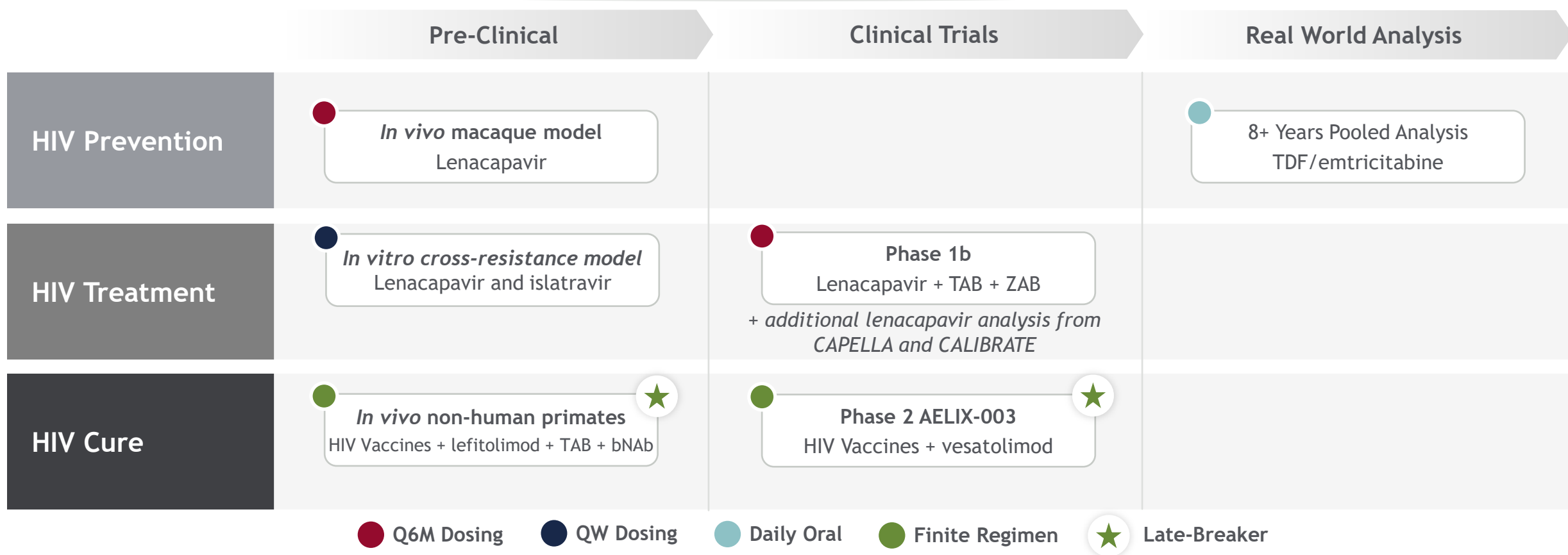
Virology Abstracts at CROI 2023<sup>1</sup>

3

HIV Oral Presentations at CROI 2023

13

Clinical Programs in HIV



# Committed to Continued Efforts in COVID-19



## Real World Analyses

- Reduced 30-day hospital readmission across variants<sup>1</sup>
- Improves 14-day and 28-day survival, including in immunocompromised patients<sup>2</sup>

## Obeldesivir (GS-5245)

 **BIRCH**

**High-Risk**

**~45%**

Diagnosed patients with COVID-19 at high-risk<sup>3</sup>



 **OakTree**

**Standard-Risk**

**~55%**

Diagnosed patients with COVID-19 at standard-risk<sup>4</sup>

2 ongoing registrational Phase 3 studies

OAKTREE FPI in Q123



**Study Dosing: Obeldesivir one tablet, twice-daily for 5 days**

Note: Obeldesivir is an investigational product; it is not approved anywhere globally, and its safety and efficacy are not established. 1. Pre-delta, Delta, and Omicron Variants from 2020-2022. 2. In patients who received Veklury, in the first two days of hospital admission. Real world analyses of Veklury from other sources are ongoing and may vary in their results or conclusions. 3. Defined as patients with 1+ (if unvaccinated) or 2+ (if vaccinated) risk factors, such as >50 years of age, cardiovascular disease, and chronic lung disease. 4. Defined as patients without underlying medical conditions associated with higher risk for severe COVID-19 per CDC guidelines. FPI - first patient in (patient screening + consent).





# Trodelvy: Cornerstone of Solid Tumor Portfolio



## Breast Cancer



- FDA Approval in Pre-treated HR+/HER2- mBC and EC Decision Expected 2H23
- Now Approved in 47 Markets for mTNBC

**5** Ongoing Phase 3 Trials

## NSCLC



- EVOKE-01 (2-3L) Data in 2024
- EVOKE-03 (1L) FPI

**2** Ongoing Phase 3 Trials

## Bladder Cancer



- TROPHY Cohort 1 Data Update
- TROPHY Cohort 2-3 Primary Analysis

**1** Ongoing Phase 3 Trials

1. Trodelvy is not approved in NSCLC. ASCO GU - American Society of Clinical Oncology Genitourinary Cancers Symposium, EC - European Commission, FPI - first patient in (patient screening + consent), HR+/HER2- mBC - hormone receptor positive, human epidermal growth factor receptor 2 negative metastatic breast cancer, mTNBC - Metastatic triple-negative breast cancer, NSCLC - Non-small cell lung cancer. Note: The use of Trodelvy for the treatment of NSCLC is investigational; Trodelvy is not approved for this use and the efficacy and safety of this use have not been established.



# Cell Therapy Portfolio Continues to Expand

## Key Updates:

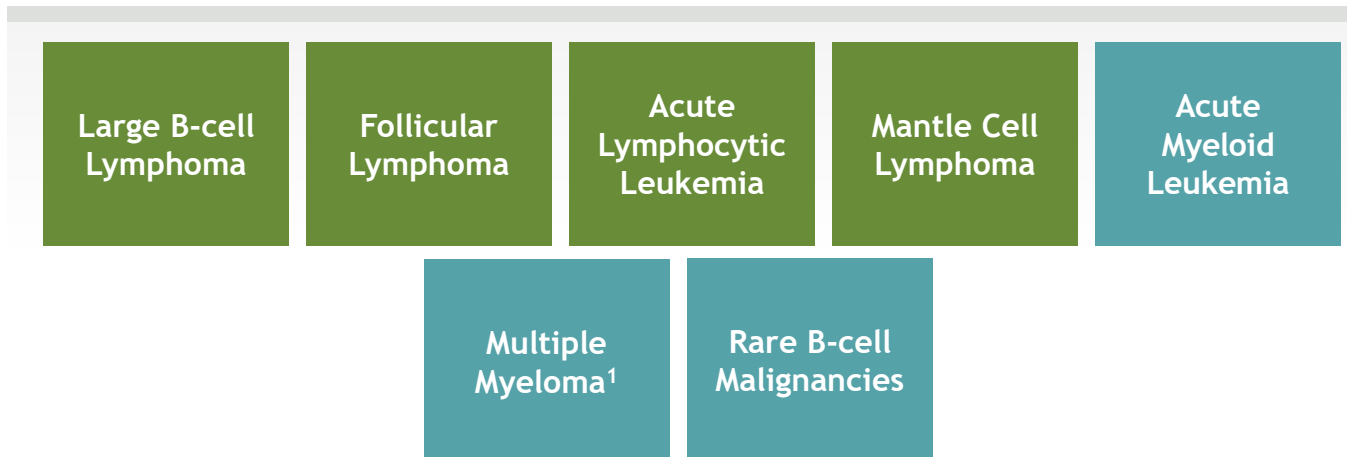
✓ **Expanding into Multiple Myeloma**  
ARCELLX Transaction Closed Jan 2023

✓ **Investment in Rapid Manufacturing & Novel CAR T Technology**  
TMUNITY Transaction Closed Feb 2023

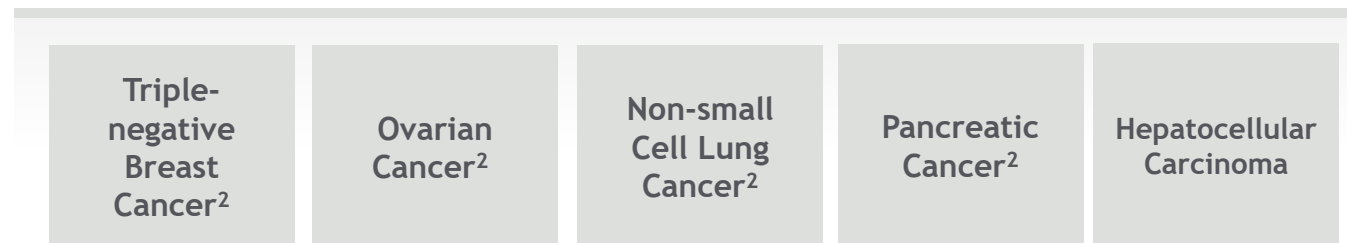
✓ **ZUMA-7: 2L LBCL**  
Yescarta Shows 5-Year OS Benefit

○ **ZUMA-24: 2L LBCL OPT**  
Interim Phase 2 Update Expected in Q223

## Hematological Cancers



## Solid Tumors



● Approved or Accelerated Approval    ● Clinical Programs    ● Potential Diseases

# 2023 Focus: Select Key Catalysts Across Portfolio

## 1H23

✓ Completed ○ On Track

Program	Trial	Indication	Update	Status	Program	Trial	Indication	Update	Status
Trodelvy	TROPiCS-02	HR+/HER2- mBC	sBLA decision	✓	Yescarta	ZUMA-23	1L HR LBCL	Phase 3 FPI	✓
	EVOKE-03	1L NSCLC	Phase 3 FPI	✓		ZUMA-24	2L LBCL OPT	Interim phase 2 update	○
	ASCENT-05	Adjuvant TNBC	Phase 3 FPI	✓	Obeldesivir	OAKTREE	COVID-19 standard risk	Phase 3 FPI	✓
Domvanalimab	ARC-7	1L NSCLC	Phase 2 update	○	Len / isl oral	NCT05052996	HIV LA VS	Phase 2 FPI (restart)	✓

## 2H23

Program	Trial	Indication	Update	Status	Program	Trial	Indication	Update	Status
Trodelvy	TROPiCS-02	HR+/HER2- mBC	MAA decision	○	Len / bic oral	ARTISTRY-1	HIV VS TE	Phase 2 update	○
	ASCENT-07	HR+/HER2- chemo-naïve mBC	Phase 3 FPI	○	Lenacapavir	PURPOSE 3	HIV PrEP	Phase 2 FPI	○
Etrumadenant	ARC-6	mCRPC	Interim phase 2 update	○	Lenacapavir	PURPOSE 4	HIV PrEP	Phase 2 FPI	○
	ARC-9	mCRC	Interim phase 2 update	○	Bulevirtide	MYR204	HDV Finite Tx	Phase 2 update	○
Magrolimab	ENHANCE	1L HR MDS	Interim phase 3 update	○	Tilpisertib fosmecarbil	PALEKONA	Ulcerative Colitis	Phase 2 FPI	○

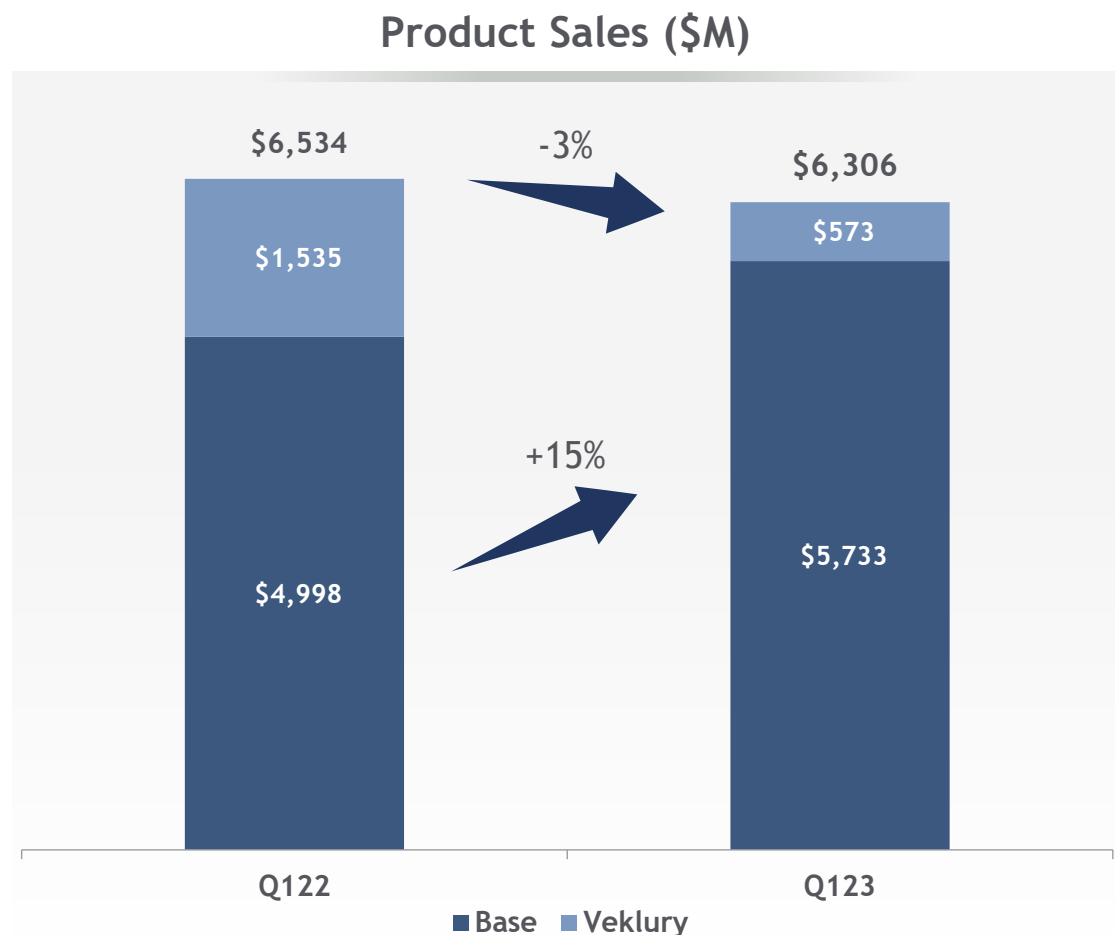


# Financial Results



Andrew Dickinson  
Chief Financial Officer

# Q123 Strong Base Sales Growth of 15% YoY



## Total Product Sales down 3% YoY

- Veklury decline partially offset by base business growth
- Net of hedges, FX negatively impacted Total Product Sales by ~\$106M YoY, or ~2%

## Product Sales excl. Veklury up 15% YoY

- Double-digit growth in HIV and Oncology
- Excluding FX headwind of ~\$81M, Product Sales excluding Veklury was up 16% YoY



# First Quarter Non-GAAP Data

	Q122	Q123	YoY Change
In millions, except percentages and per share amounts			
COGS	825	871	-
Product Gross Margin	87%	86%	-
R&D <sup>1</sup>	1,150	1,439	+25%
Acquired IPR&D <sup>1</sup>	8	481	N/M
SG&A	1,083	1,318	+22%
<b>Non-GAAP Costs and Expenses</b>	<b>\$3,066</b>	<b>\$4,109</b>	<b>34%</b>
<b>Non-GAAP Operating Income</b>	<b>\$3,524</b>	<b>\$2,243</b>	<b>-36%</b>
Operating Margin	53%	35%	
Effective Tax Rate	18%	19%	
<b>Non-GAAP Net Income</b>	<b>\$2,676</b>	<b>\$1,725</b>	<b>-36%</b>
Non-GAAP Diluted EPS	\$2.12	\$1.37	-35%
<b>Shares used in per share calculation-diluted</b>	<b>1,262</b>	<b>1,261</b>	

## Expenses

- R&D primarily driven by increased clinical activities
- **Acquired IPR&D** in Q123 includes expenses associated with Tmunity, Arcellx and Nurix transactions
- **SG&A** primarily driven by Oncology commercial expansion and investments, higher BPD fee and corporate activities

## Operating Margin & EPS

- Decreases reflect higher operating expenses and lower revenues, primarily due to Veklury



# 2023 Guidance

	2 February 2023	27 April 2023
Total Product Sales	\$26.0B - \$26.5B	No change
Product Sales ex-Veklury	\$24.0B - \$24.5B	No change
Veklury Sales	~\$2.0B	No change
Non-GAAP		
Product Gross Margin	86%	No change
R&D Expense	High single-digit % growth	Low double-digit % growth
Acquired IPR&D	\$0.7B	No change
SG&A Expense	Low single-digit % decline	No change
Operating Income	\$11.0B - \$11.6B	No change
Effective Tax Rate	~20%	No change
Diluted EPS	\$6.60 - \$7.00	No change
GAAP Diluted EPS	\$5.30 - \$5.70	\$4.75 - \$5.15

## Product Sales Guidance Unchanged

- Base business growth of 4% to 6% YoY

## Non-GAAP Operating Expenses

- Increased investment R&D to reflect greater clinical trial activities

## GAAP Diluted EPS

- Update from last quarter reflects additional intangible asset amortization following approval of Trodelvy for pre-treated HR+/HER2- mBC and changes in the fair value of equity investments



# Capital Priorities Unchanged: Returned ~\$1.4B in Q1

**\$969M**

Dividends Paid in Q123

**\$400M**

Shares Repurchased in Q123  
4.9M shares at average \$82.29

- ➔ Continue to invest in our business and R&D pipeline while managing expenses
- ➔ Continue ordinary course partnerships and business development transactions
- ➔ Grow our dividend
- ➔ Repurchase shares to offset dilution and opportunistically reduce share count





# Q&A



**Daniel O'Day**  
Chairman and  
Chief Executive Officer



**Andrew Dickinson**  
Chief Financial Officer



**Johanna Mercier**  
Chief Commercial Officer



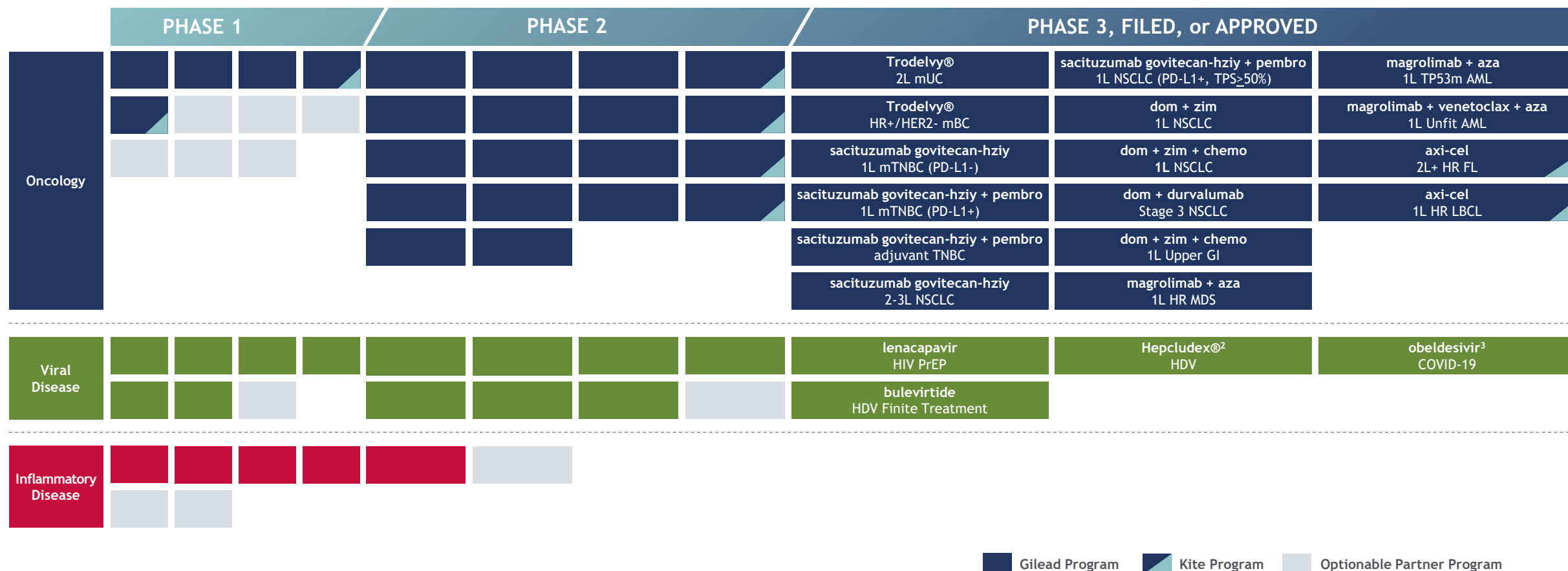
**Merdad Parsey, MD, PhD**  
Chief Medical Officer

# Appendix

# Robust Pipeline with Upcoming Catalysts

**61** Clinical stage programs<sup>1</sup>

**11** Potential clinical stage opt-in assets



Pipeline shown above as of end of Q1'23. FDA approved medicines shown: Trodelvy® for 2L mUC (accelerated approval) and Trodelvy® for pre-treated HR+/HER2- mBC. 1. Program count does not include potential partner opt-in programs or programs that have received both FDA and EC approval. 2. Conditionally authorized by the European Medicines Agency (EMA) for the treatment of chronic HDV infection in adults with compensated liver disease in July 2020. 3. Obeldesivir formerly known as GS-5245. AML - acute myeloid leukemia, axi-cel - axicabtagene ciloleucel, aza - azacitidine, chemo - chemotherapy, dom - domvanalimab, FL - follicular lymphoma, GI - gastrointestinal, HDV - hepatitis delta virus, HIV - human immunodeficiency virus, HR - high risk, HR+/HER2-mBC - hormone receptor positive, human epidermal growth factor 2 negative metastatic breast cancer, LBCL - large B-cell lymphoma, MDS - myelodysplastic syndrome, mTNBC - metastatic triple-negative breast cancer, mUC - metastatic urothelial carcinoma, NSCLC - non-small cell lung cancer, PD-L1 - programmed death-ligand 1, pembro - pembrolizumab, PrEP - pre-exposure prophylaxis, TNBC - triple-negative breast cancer, TP53m - tumor protein 53 mutation, TPS - tumor proportion scale, zim - zimberelimab.



# Oncology Cell Therapy Pipeline

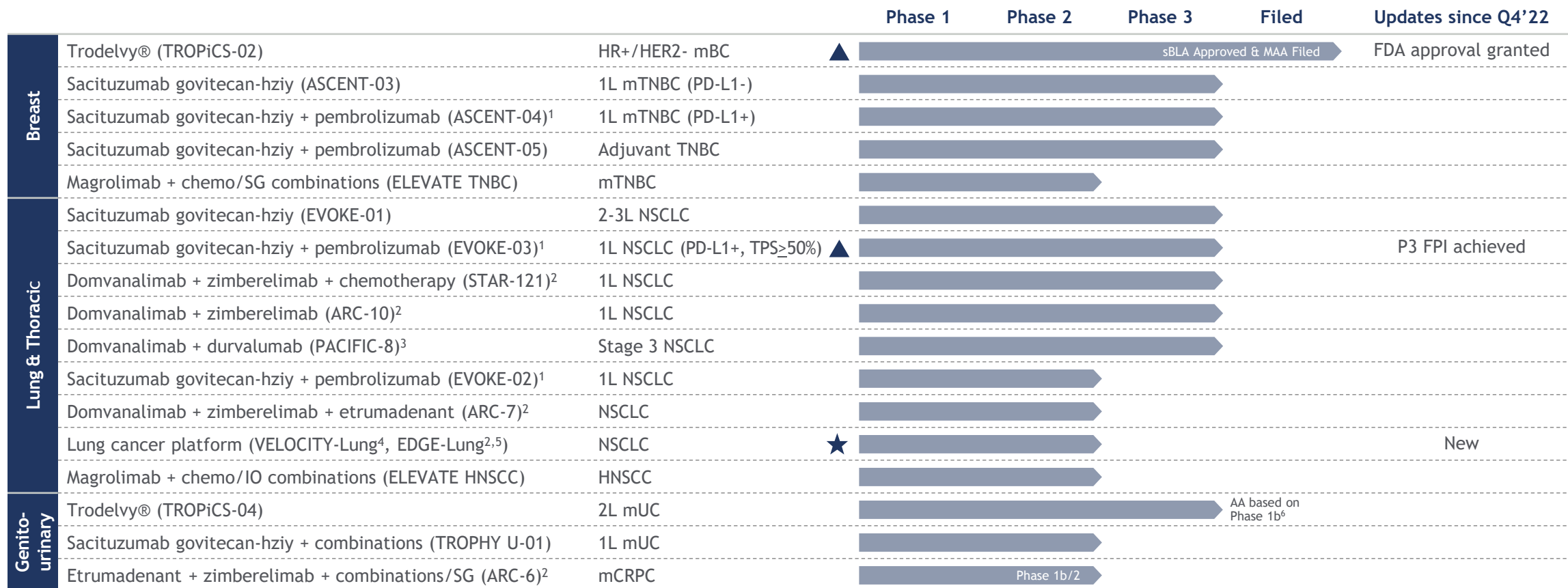
★ New listing since Q4'22  
● Breakthrough Therapy Designation  
▲ Change since Q4'22  
P PRIME Designation

			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'22	
Cell Therapy	Axicabtagene ciloleucel (ZUMA-22)	2L+ HR FL	<div></div>					
	Axicabtagene ciloleucel (ZUMA-23)	1L HR LBCL	▲	<div></div>				P3 FPI achieved
	Axicabtagene ciloleucel (ZUMA-24)	2L LBCL Outpatient	<div></div>					
	Brexucabtagene autoleucel (ZUMA-4)	Pediatric ALL	<div></div>					
	Brexucabtagene autoleucel (ZUMA-25)	Basket (Rare B-cell Malignancies)	<div></div>					
	CAR-T ddBCMA (KITE-772) (iMMagine-1) <sup>1</sup>	R/R MM	<div></div>					
	CLL-1 (KITE-222)	R/R AML	<div></div>					
	CD19/20 bicistronic (KITE-363)	3L+ LBCL	<div></div>					
Opt-ins	Galapagos	Advanced Cancers	2 clinical stage programs					



# Oncology Pipeline 1/2

★ New listing since Q4'22  
 ● Breakthrough Therapy Designation  
 ▲ Change since Q4'22  
 P PRIME Designation



Pipeline shown above as of end of Q1'23. 1. In collaboration with Merck. 2. In collaboration with Arcus Biosciences. 3. In collaboration with Arcus Biosciences and AstraZeneca. 4. VELOCITY-Lung includes combinations of domvanalimab, etrumadenant, zimberelimab, and sacituzumab govitecan-hziy. 5. EDGE-Lung includes immunotherapy-based combinations of quემლიclustat, domvanalimab, and zimberelimab. 6. The FDA granted accelerated approval for Trodelvy® in 2L mUC Apr 2021 based on TROPHY U-01 Phase 1b trial. AA - accelerated approval, Chemo - chemotherapy, FPI - first patient in (patient screening + consent), HNSCC - head and neck squamous cell carcinoma, HR+/HER2-mBC - hormone receptor positive, human epidermal growth factor receptor 2 negative metastatic breast cancer, IO - immuno-oncology, MAA - marketing authorization application, mCRPC - metastatic castrate-resistant prostate cancer, mTNBC - metastatic triple-negative breast cancer, mUC - metastatic urothelial carcinoma, NSCLC - non-small cell lung cancer, PD-L1 - programmed death-ligand 1, sBLA - supplemental biologics license application, SG - sacituzumab govitecan-hziy, TNBC - triple-negative breast cancer, TPS - tumor proportion scale.



# Oncology Pipeline 2/2

★ New listing since Q4'22  
● Breakthrough Therapy Designation  
▲ Change since Q4'22  
P PRIME Designation

			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'22
Gastro-intestinal	Domvanalimab + zimberelimab + chemotherapy (STAR-221) <sup>2</sup>	1L Upper GI					
	Etrumadenant + zimberelimab combinations (ARC-9) <sup>2</sup>	mCRC					
	Quemliclustat + zimberelimab (ARC-8) <sup>2</sup>	mPDAC					
	Magrolimab combinations (ELEVATE CRC)	mCRC					
Other ST	Sacituzumab govitecan-hziy (TROPiCS-03)	Basket (Solid Tumors)					
	Magrolimab + chemotherapy (ELEVATE Lung & UC)	Solid Tumors					
Hematological Malignancies	Magrolimab + azacitidine (ENHANCE) <sup>1,3</sup>	1L HR MDS	P ●				
	Magrolimab + azacitidine (ENHANCE-2) <sup>3</sup>	1L TP53m AML					
	Magrolimab + venetoclax + azacitidine (ENHANCE-3)	1L Unfit AML					
	Magrolimab combinations	MM					
	Magrolimab combinations	DLBCL	Phase 1b/2				
Advanced Cancers	AB308 + zimberelimab (ARC-12) <sup>2</sup>	Advanced Cancers	Phase 1/1b				
	CCR8 (GS-1811)	Advanced Cancers	Phase 1a				
	MCL1 inhibitor (GS-9716)	Advanced Cancers	Phase 1a				
Opt-ins	Agenus	Advanced Cancers	1 clinical stage program				
	Arcus	Advanced Cancers	1 clinical stage program				
	Tizona	Advanced Cancers	1 clinical stage program				
	MacroGenics	Advanced Cancers	1 clinical stage program				



# Viral Diseases Pipeline

★ New listing since Q4'22  
● Breakthrough Therapy Designation  
▲ Change since Q4'22  
P PRIME Designation






			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'22
EV	Obeldesivir (BIRCH, OAKTREE)	COVID-19	▲				OAKTREE P3 FPI achieved
HIV	Lenacapavir (PURPOSE 1 & 2)	HIV PrEP					
	Lenacapavir/bictegravir oral combination (ARTISTRY-1)	HIV VS TE		Phase 2/3			
	Lenacapavir <sup>1</sup>	HIV LA VS					
	Lenacapavir/islatravir oral combination <sup>2</sup>	HIV LA VS					
	Teropavimab + zinlirvimab <sup>3,4</sup>	HIV Cure					
	Lefitolimod <sup>3</sup>	HIV Cure					
	Vesatolimod	HIV Cure					
	HIV bispecific T-cell engager (GS-8588)	HIV Cure					
	Lenacapavir + teropavimab + zinlirvimab <sup>4</sup>	HIV LA VS					
	HIV long-acting injectable INSTI (GS-6212)	HIV LA					
	HIV long-acting oral NNRTI (GS-5894)	HIV LA					
	HIV long-acting oral INSTI (GS-1720)	HIV LA					
	HIV long-acting oral capsid inhibitor (GS-4182)	HIV LA	★				New
	Hepcludex® (MYR301) <sup>5</sup>	HDV	P ●		BLA Filed, Pending Re-submission		
HBV & HDV	Bulevirtide (MYR301, MYR204)	HDV Finite Treatment					
	Selgantolimod	HBV Cure					
Opt-ins	Gritstone	HIV Cure		1 clinical stage program			
	Aelix	HIV Cure		1 clinical stage program			

Pipeline shown above as of end of Q1'23. 1. Phase 2 study being conducted in treatment naïve patients to support virologically suppressed indication. 2. Subject to Gilead and Merck co-development and co-commercialization agreement. 3. Non-Gilead sponsored trial(s) ongoing. 4. Teropavimab and zinlirvimab are bNABs. 5. Conditionally authorized by the European Medicines Agency (EMA) for the treatment of chronic HDV infection in adults with compensated liver disease in July 2020. BLA - biologics license application, bNAB - broadly neutralizing antibody, FPI - first patient in (patient screening + consent), HBV - hepatitis B virus, HDV - hepatitis delta virus, HIV - human immunodeficiency virus, INSTI - integrase strand transfer inhibitor, LA - long acting, NNRTI - non-nucleoside reverse transcriptase inhibitor, PrEP - pre-exposure prophylaxis, TE - treatment experienced, VS - virologically suppressed.



# Inflammatory Diseases Pipeline

★ New listing since Q4'22  
● Breakthrough Therapy Designation  
▲ Change since Q4'22  
P PRIME Designation

			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'22
Inflammatory Disease	Tilpisertib fosmecarbil	Inflammatory Bowel Disease					
	Edecesertib	Lupus					
	α4B7 inhibitor (GS-1427)	Inflammatory Bowel Disease					
	BTLA agonist (GS-0272)	Inflammatory Diseases					
Fibrosis	Cilofexor/firsocostat/semaglutide combination <sup>1</sup>	NASH					
Opt-ins	Galapagos	Inflammatory and Fibrotic Diseases	3 clinical stage programs				





# GAAP to Non-GAAP Reconciliation of Outstanding Adjusted Debt and Adjusted EBITDA

in billions where applicable

	Mar 31, 2022	Jun 30, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023
Total Debt, net	\$26.21	\$26.22	\$25.22	\$25.23	\$25.24
Debt Discounts, Premiums and Issuance Costs	0.17	0.17	0.17	0.16	0.16
Liability related to sale of future royalties <sup>1</sup>	(1.13)	(1.14)	(1.14)	(1.14)	(1.15)
<b>Total Adjusted Debt<sup>1, 2</sup></b>	<b>\$25.25</b>	<b>\$25.25</b>	<b>\$24.25</b>	<b>\$24.25</b>	<b>\$24.25</b>

## Last Twelve Months Ended

	Mar 31, 2022	Jun 30, 2022	Sep 30, 2022	Dec 31, 2022	Mar 31, 2023
<b>Net Income attributable to Gilead</b>	<b>\$4.52</b>	<b>\$4.14</b>	<b>\$3.33</b>	<b>\$4.59</b>	<b>\$5.58</b>
Add: Interest Expense <sup>3</sup> & Other Income (expense), net	1.35	1.46	1.46	1.52	1.58
Add: Tax	1.37	1.44	1.23	1.25	1.73
Add: Depreciation	0.32	0.32	0.32	0.32	0.34
Add: Amortization <sup>4</sup>	2.18	2.18	2.16	2.08	2.05
Add: Acquired in-process research and development expenses <sup>5</sup>	0.11	0.32	0.71	0.84	1.30
Add: In-process research and development impairment	2.70	2.70	2.70	2.70	0.00
Add: Litigation matters <sup>6</sup>	1.25	1.25	1.25	0.00	0.00
<b>Adjusted EBITDA<sup>7, 8</sup></b>	<b>\$13.80</b>	<b>\$13.80</b>	<b>\$13.17</b>	<b>\$13.30</b>	<b>\$12.58</b>
<b>Adjusted Debt to Adjusted EBITDA ratio<sup>7, 8</sup></b>	<b>~1.83x</b>	<b>~1.83x</b>	<b>~1.84x</b>	<b>~1.82x</b>	<b>~1.93x</b>

1 Represents a funding agreement with RPI Finance Trust that was assumed as part of our acquisition of Immunomedics under which Immunomedics received cash in exchange for perpetual, tiered royalty payments on worldwide sales of Trodelvy. This funding agreement is classified as debt. 2 Adjusted Debt excludes future tax payments related to remaining obligations for the deemed one-time repatriation transition tax from the Tax Cuts and Jobs Act, totaling \$3.5 billion as of March 31, 2023. These future tax payments are expected to be \$0.9 billion in 2023, \$1.2 billion in 2024 and \$1.5 billion in 2025. 3 Total interest expense and amortization from all issued debt is expected to be approximately \$900 million for full year 2023. 4 Beginning in Q4 2020, includes acquisition-related amortization of inventory step-up charges. 5 Beginning in Q2 2022, the Acquired IPR&D expenses line item on our Condensed Consolidated Statement of Operations was revised to include expenses related to development milestones and other collaboration payments made prior to regulatory approval, which were previously included in R&D expenses line item, as well as initial costs to acquire rights to IPR&D projects with no alternative future use through collaborations, licensing or asset acquisitions. All prior periods presented in our Condensed Consolidated Statement of Operations were recast to reflect this change. For all periods presented, Adjusted EBITDA excludes only initial costs of externally developed IPR&D projects with no alternative future use, acquired directly in a transaction other than a business combination, including upfront payments related to various collaborations and the initial costs of rights to IPR&D projects. 6 Represents a charge related to a legal settlement. 7 Represents the last twelve months of adjusted EBITDA. 8 Adjusted EBITDA and Adjusted Debt to Adjusted EBITDA ratio are non-GAAP performance measures used by our investors and analysts to assess the overall operating performance in the context of financial leverage.

