



GILD Q324 Summary of Prepared Remarks

(\$ in millions, except percentages)	Q324	Yr/Yr	Qtr/Qtr	Management Commentary
<p>HIV</p> <p><i>Includes Atripla, Biktarvy, Complera/Eviplera, Descovy, Emtriva, Genvoya, Odefsey, Stribild, revenue share Symtuza, Truvada, Sunlenca and Tybost. Revenue share Symtuza represents Gilead's revenue from cobicistat (C), FTC and TAF in Symtuza (darunavir / C / FTC / TAF), a fixed dose combination product commercialized by Janssen</i></p>	\$5,073	9%	7%	<ul style="list-style-type: none"> - YoY and QoQ primarily driven by higher average realized price due to shifts in channel mix (incl. adjustments in government channels where there is a multi-quarter lag for certain claims data) and higher demand across treatment and PrEP. - FY24 growth expected to be +5% YoY (was 4%). Expect Q424 HIV sales to be roughly flat QoQ reflecting continued demand growth and modest, seasonal inventory build, offset by pricing dynamics. - HIV treatment market continues to grow in-line with expectations of 2-3% annually. - Biktarvy sales \$3.5B, +13% YoY (higher demand and average realized price due to shifts in channel mix, partially offset by inventory dynamics) and +7% QoQ (channel mix and higher demand). - Biktarvy has >49% U.S. market share, +2% YoY. - Q324 U.S. PrEP market up 13% YoY. - Descovy sales \$586M, +15% YoY (higher demand and average realized price due to channel mix, partially offset by inventory dynamics) and +21% QoQ (channel mix and higher demand). - Descovy maintains >40% U.S. PrEP market share. Descovy for PrEP sales make up an increasing portion of total Descovy sales, representing roughly 80% of its Q324 revenues.
<p>Liver Disease</p>	\$733	4%	(12)%	<ul style="list-style-type: none"> - YoY driven by higher demand across viral hepatitis portfolio, partially offset by pricing dynamics including shifts in channel mix in U.S. - QoQ primarily driven by inventory dynamics and fewer patient starts in HCV, following very strong Q224 liver diseases sales. - Q324 Livdelzi sales were in the low-single digit millions, as expected, reflective of the ramp-up time required to on-board patients and providers, and to work through step-edits and prior authorizations normal for rare disease launch.

<i>(\$ in millions, except percentages)</i>	Q324	Yr/Yr	Qtr/Qtr	Management Commentary (continued)
Oncology	\$816	6%	(3)%	<ul style="list-style-type: none"> – >65K patients treated globally cumulatively to date. – YoY reflecting growth in Trodelvy. – QoQ reflecting decline in Cell Therapy, partially offset by growth in Trodelvy.
<i>Cell Therapy</i> <i>Includes Yescarta and Tecartus</i>	\$485	—%	(7)%	<ul style="list-style-type: none"> – Flat YoY reflecting strong 23% growth ex-U.S., offset by U.S. – QoQ decline due to competitive headwinds, both in- and out- of class in the U.S. – Yescarta sales of \$387M and Tecartus sales of \$98M.
<i>Trodelvy</i>	\$332	17%	4%	– YoY and QoQ primarily driven by higher demand in all regions.
Other <i>Includes AmBisome, Cayston, Jyseleca, Letairis, Ranexa and Zydelig</i>	\$201	(7)%	(28)%	
Product sales excluding Veklury	\$6,823	7%	2%	– Reflecting strong growth across HIV, Oncology, and Liver Disease.
<i>Veklury</i>	\$692	9%	223%	<ul style="list-style-type: none"> – QoQ and YoY reflecting higher-than-expected COVID-19-related hospitalizations in the summer months. – >60% of U.S. hospitalized patients treated for COVID receive Veklury.
Product sales	\$7,515	7%	9%	
<i>Royalty, contract and other</i>	\$30	(46)%	(27)%	
Total revenues	\$7,545	7%	9%	

Management Commentary

Virology	
HIV	<ul style="list-style-type: none"> – Ph3 PURPOSE 1 persistence data and a deeper look at efficacy data from Ph3 PURPOSE 2 expected at HIV Glasgow meeting in November. – FDA granted lenacapavir for HIV prevention breakthrough designation. Gilead plans to file lenacapavir for HIV prevention with FDA by YE2024. Gilead continues to prepare other global regulatory filings. – Completed enrollment of the Ph3 ARTISTRY-1 trial evaluating once-daily oral BIC/LEN within 9 months of FPI, and are on track to complete enrollment of Ph3 ARTISTRY-2 by early 2025. Completed enrollment of Ph2 WONDERS 1 trial within 2 months of FPI. – Achieved FPI for Ph3 ISLEND-1 and ISLEND-2 trials evaluating LEN/ISL in VS PWH. Presented Ph2 48W data on once-weekly oral LEN/ISL in VS PWH at IDWeek. LEN/ISL maintained high rates of virologic suppression without any discontinuations due to T-cell or lymphocyte count decreases. – Reviewed Ph2 data for lenacapavir plus two bNAbs with plans to share data at an upcoming scientific conference in 2025.
Liver Disease	
Seladelpar	<ul style="list-style-type: none"> – FDA granted Livdelzi an accelerated approval for the treatment of PBC in combination with UDCA in adults who have an inadequate response to UDCA, or as monotherapy in patients unable to tolerate UDCA. The use of Livdelzi is not recommended for people who have or develop decompensated cirrhosis. – Seladelpar was filed with EMA and anticipate regulatory decision in early 2025.
Oncology	
Trodelvy	<ul style="list-style-type: none"> – Following results from Ph3 EVOKE-01, Gilead discontinued further evaluation of Trodelvy in 2L+ metastatic non-small cell lung cancer (mNSCLC). – Gilead continues to evaluate Trodelvy plus pembro in Ph3 EVOKE-03 trial in 1L PD-L1 high mNSCLC, based on totality of EVOKE-02 data. – Presented promising Ph2 TROPiCS-03 extensive-stage small cell lung cancer cohort data. Plan to advance Trodelvy to a Ph3 study in this population.
Anito-cel	<ul style="list-style-type: none"> – ASH abstract data for Ph2 iMMagine-1 trial released reflecting 58 patients who received anito-cel for a median follow-up of 10.3 months. Treatment with anito-cel demonstrated deep and durable efficacy with 95% ORR, 62% CRR, and 92% MRD negativity. The mPFS and mOS had not been reached. No cases of delayed neurotoxicity or parkinsonian-like symptoms to date in either the Phase 1 or Phase 2 iMMagine-1 trial.

Select Upcoming 2024 Anticipated Milestones

Program	Trial	Indication	Update	Status
<i>Virology</i>				
LEN/ISL Oral	NCT05052996	HIV LA VS	Ph2 update	Completed
	ISLEND-1	HIV LA VS	Ph3 FPI	Completed
	ISLEND-2	HIV LA VS	Ph3 FPI	Completed
LEN/BIC Oral	ARTISTRY-1	HIV VS TE	Ph3 FPI	Completed
	ARTISTRY-2	HIV VS	Ph3 FPI	Completed
Lenacapavir	PURPOSE-1	HIV PrEP	Ph3 update	Completed
	PURPOSE-5	HIV PrEP	Ph2 FPI	Completed
LEN + TAB + ZAB	NCT05729568	HIV LA VS	Ph2 update	Completed ⁽¹⁾
GS-1720/GS-4182	WONDERS-1	HIV LA VS	Ph2 FPI	Completed
GS-1720/GS-4182	WONDERS-2	HIV LA VS	Ph2 FPI	Completed
<i>Oncology</i>				
Trodelvy	TROPiCS-04	2L mUC	Ph3 update	Completed ⁽²⁾
	EVOKE-02	1L mNSCLC	Ph2 update	Completed
	ASCENT-03	1L mTNBC (PD-L1-)	Ph3 update	Completed ⁽³⁾
	ASCENT-GYN-01	2L mEC	Ph3 FPI	Completed
Etrumadenant	ARC-9	mCRC	Interim Ph2 update	Completed
Domvanalimab	EDGE-Gastric	1L Upper GI	Interim Ph2 update	Completed
Anito-Cel	iMMagine-1	4L+ R/R MM	Ph2 update	Completed
	Earlier-line	2-4L R/R MM	Ph3 FPI	Completed
<i>Inflammation</i>				
GS-1427	SWIFT	Ulcerative colitis	Ph2 FPI	Completed
Seladelpar	RESPONSE	PBC	NDA decision	Completed

⁽¹⁾ Data have been reviewed and will be shared at a scientific conference in 2025.

⁽²⁾ Gilead will be withdrawing accelerated approval of Trodelvy in mUC.

⁽³⁾ Study ongoing and event-driven trial that continues to accrue events over time. It is possible trial will not reach data cut-off this year.

Q324 Balance Sheet and Cash Flow

(in millions)

	Q324	Yr/Yr	Qtr/Qtr
Net cash provided by operating activities	\$4,309	NM	NM
Less: Capital expenditures	\$(140)	15%	8%
Free cash flow⁽¹⁾	\$4,169	NM	NM
Cash, cash equivalents and marketable debt securities	\$5,037	(37)%	82%
Debt repaid	\$112	(95)%	(94)%
Cash dividends paid	\$983	3%	1%
Share repurchases	\$300	—%	NM

⁽¹⁾ Free cash flow is a non-GAAP liquidity measure. Please refer to our disclosures in the Non-GAAP Financial Information section of our Press Release, issued by Gilead Sciences, Inc. on November 6, 2024 on Form 8-K, which is available on <http://investors.gilead.com>.

Q324 Product Sales by Region

(in millions, except percentages)

	Q324	Yr/Yr	Qtr/Qtr
Total product sales – U.S.	\$5,433	9%	11%
Total product sales – Europe	\$1,154	13%	3%
Total product sales – Rest of World	\$928	(6)%	6%
Total product sales	\$7,515	7%	9%

Q324 Non-GAAP Financial Data

You are encouraged to review the GAAP reconciliation of the following non-GAAP measures at the end of this summary.

(in millions, except percentages)

	Q324	Yr/Yr	Qtr/Qtr	Management Commentary
Cost of goods sold	\$995	1%	3%	
Product gross margin	87%	84 bps	73 bps	– YoY primarily driven by product mix.
Research and development expenses	\$1,382	(5)%	4%	– YoY primarily due to timing of clinical activities, including wind-down of magrolimab programs and obeldesivir for COVID and supported by our broader expense management initiatives.
Acquired IPR&D expenses ⁽¹⁾	\$505	NM	NM	– Primarily reflect the \$320M buy-out of global Livdelzi royalties from Janssen, the \$35 million upfront expense to initiate a new AI partnership with Genesis, and ongoing collaboration expenses.
Selling, general and administrative expenses	\$1,405	8%	4%	– YoY primarily due to timing of commercial and corporate activities, including the launch of Livdelzi in the U.S and other initiatives including lenacapavir for PrEP pre-launch preparations.
Total costs and expenses	\$4,287	12%	16%	
Operating income	\$3,258	1%	—%	
Operating margin	43.2%	-255 bps	-377 bps	– Excluding the impact of the royalty buy-out charge from Janssen, operating margin would be 47%.
Effective tax rate	17.5%	1052 bps	-28 bps	– Income tax expense of \$538M. – Q323 tax rate of 7% benefited from decreased tax reserves as a result of reaching an agreement with a tax authority on certain tax positions.
Net income attributable to Gilead	\$2,531	(12)%	—%	
Diluted earnings (loss) per share attributable to Gilead	\$2.02	(12)%	—%	– YoY primarily reflecting higher acquired IPR&D and tax expense, partially offset by higher product sales. – Excluding the royalty buy-out charge from Janssen, non-GAAP diluted EPS would be \$2.22. – In GAAP EPS, Gilead re-assessed and reduced the carrying value of Trodelvy by \$1.8 billion, or \$1.04 per share net of tax impact – reflecting the removal of the second-line non-small cell lung cancer indication.
Shares used in diluted earnings (loss) per share attributable to Gilead calculation	1,254	—%	—%	

NM - Not Meaningful

2024 Guidance

You are encouraged to review the GAAP reconciliation of the following non-GAAP measures at the end of this summary.

(in millions, except percentages and per share amounts)

	FY24	Management Commentary
Total product sales	\$27.8 billion - \$28.1 billion	– Was \$27.1B - \$27.5B. Increased \$650M at the midpoint.
Veklury	~ \$1.8 billion	– Was \$1.3B.
Total product sales excluding Veklury	\$26.0 billion - \$26.3 billion	– Was \$25.8B - \$26.2B. Increased \$150M at the midpoint. – Expect FY24 product sales ex-Veklury to grow in 5-6% YoY (previously 4-6% YoY). – Expect FY24 HIV sales to grow 5% YoY (previously 4% YoY).
Non-GAAP		
Product gross margin	86.0%	– Was 85% - 86%. – Reflecting YTD results and expectations for a more favorable product mix in Q424.
R&D	Low single-digit % decline	– Was low to mid-single digit % growth. – Reflecting the discontinuation of certain programs and careful expense management.
Acquired IPR&D	\$4.7 billion	– No change.
SG&A	Mid-single digit % decline	– No change.
Operating income	\$8.0 billion - \$8.3 billion	– Was \$7.2B - \$7.6B. Increased \$750M at the midpoint.
Effective tax rate	~ 27%	– Was ~ 30%. – Reflecting higher operating income for the year and negative impact from the one-time charge for the acquisition of CymaBay in Q124.
Diluted EPS	\$4.25 - \$4.45	– Was \$3.60 - \$3.90. Increased by \$0.60 at the midpoint. – Reflecting both revenue out performance and continued operating expense discipline.
GAAP Diluted EPS	\$0.05 - \$0.25	– Was \$0.00 - \$0.30.

Certain amounts and percentages in this document may not sum or recalculate due to rounding.

GILEAD SCIENCES, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(unaudited)

(in millions, except per share amounts)	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2024	2023	2024	2023
Revenues:				
Product sales	\$ 7,515	\$ 6,994	\$21,074	\$19,864
Royalty, contract and other revenues	30	56	111	138
Total revenues	7,545	7,051	21,185	20,002
Costs and expenses:				
Cost of goods sold	1,574	1,565	4,670	4,408
Research and development expenses	1,395	1,457	4,266	4,310
Acquired in-process research and development expenses	505	91	4,674	808
In-process research and development impairment	1,750	—	4,180	—
Selling, general and administrative expenses	1,433	1,315	4,184	4,482
Total costs and expenses	6,657	4,428	21,975	14,009
Operating income (loss)	888	2,623	(790)	5,993
Interest expense	238	232	728	692
Other (income) expense, net	(306)	72	(41)	95
Income (loss) before income taxes	956	2,318	(1,477)	5,206
Income tax (benefit) expense	(297)	146	(174)	1,010
Net income (loss)	1,253	2,172	(1,303)	4,196
Net loss attributable to noncontrolling interest	—	(8)	—	(40)
Net income (loss) attributable to Gilead	\$ 1,253	\$ 2,180	\$ (1,303)	\$ 4,236
Basic earnings (loss) per share attributable to Gilead	\$ 1.00	\$ 1.75	\$ (1.04)	\$ 3.39
Shares used in basic earnings (loss) per share attributable to Gilead calculation	1,247	1,248	1,247	1,249
Diluted earnings (loss) per share attributable to Gilead	\$ 1.00	\$ 1.73	\$ (1.04)	\$ 3.37
Shares used in diluted earnings (loss) per share attributable to Gilead calculation	1,254	1,257	1,247	1,259
Supplemental Information:				
Cash dividends declared per share	\$ 0.77	\$ 0.75	\$ 2.31	\$ 2.25
Product gross margin	79.1 %	77.6 %	77.8 %	77.8 %
Research and development expenses as a % of revenues	18.5 %	20.7 %	20.1 %	21.5 %
Selling, general and administrative expenses as a % of revenues	19.0 %	18.6 %	19.8 %	22.4 %
Operating margin	11.8 %	37.2 %	(3.7)%	30.0 %
Effective tax rate	(31.1)%	6.3 %	11.8 %	19.4 %

GILEAD SCIENCES, INC.
TOTAL REVENUE SUMMARY
(unaudited)

(in millions, except percentages)	Three Months Ended September 30,			Nine Months Ended September 30,		
	2024	2023	Change	2024	2023	Change
Product sales:						
HIV	\$ 5,073	\$ 4,667	9%	\$ 14,160	\$ 13,482	5%
Liver Disease	733	706	4%	2,302	2,093	10%
Oncology	816	769	6%	2,446	2,167	13%
Other	201	216	(7)%	705	658	7%
Total product sales excluding Veklury	6,823	6,358	7%	19,613	18,400	7%
Veklury	692	636	9%	1,461	1,465	—%
Total product sales	7,515	6,994	7%	21,074	19,864	6%
Royalty, contract and other revenues	30	56	(46)%	111	138	(19)%
Total revenues	\$ 7,545	\$ 7,051	7%	\$ 21,185	\$ 20,002	6%

GILEAD SCIENCES, INC.
NON-GAAP FINANCIAL INFORMATION⁽¹⁾
(unaudited)

(in millions, except percentages)	Three Months Ended September 30,			Nine Months Ended September 30,		
	2024	2023	Change	2024	2023	Change
Non-GAAP:						
Cost of goods sold	\$ 995	\$ 985	1%	\$ 2,933	\$ 2,717	8%
Research and development expenses	\$ 1,382	\$ 1,453	(5)%	\$ 4,120	\$ 4,268	(3)%
Acquired IPR&D expenses ⁽²⁾	\$ 505	\$ 91	NM	\$ 4,674	\$ 808	NM
Selling, general and administrative expenses	\$ 1,405	\$ 1,298	8%	\$ 4,051	\$ 4,464	(9)%
Other (income) expense, net	\$ (48)	\$ (96)	(50)%	\$ (189)	\$ (261)	(28)%
Diluted earnings per share attributable to Gilead	\$ 2.02	\$ 2.29	(12)%	\$ 2.72	\$ 5.00	(46)%
Shares used in non-GAAP diluted earnings per share attributable to Gilead calculation	1,254	1,257	—%	1,254	1,259	—%
Product gross margin	86.8 %	85.9 %	84 bps	86.1 %	86.3 %	-24 bps
Research and development expenses as a % of revenues	18.3 %	20.6 %	-229 bps	19.4 %	21.3 %	-189 bps
Selling, general and administrative expenses as a % of revenues	18.6 %	18.4 %	21 bps	19.1 %	22.3 %	-320 bps
Operating margin	43.2 %	45.7 %	-255 bps	25.5 %	38.7 %	-1320 bps
Effective tax rate	17.5 %	7.0 %	1052 bps	30.0 %	14.5 %	1552 bps

NM - Not Meaningful

⁽¹⁾ Refer to Non-GAAP Financial Information section above for further disclosures on non-GAAP financial measures. A reconciliation between GAAP and non-GAAP financial information is provided in the tables below.

⁽²⁾ Equal to GAAP financial information.

GILEAD SCIENCES, INC.
RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL INFORMATION
(unaudited)

(in millions, except percentages and per share amounts)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Cost of goods sold reconciliation:				
GAAP cost of goods sold	\$ 1,574	\$ 1,565	\$ 4,670	\$ 4,408
Acquisition-related – amortization ⁽¹⁾	(579)	(581)	(1,737)	(1,691)
Restructuring	—	—	1	—
Non-GAAP cost of goods sold	<u>\$ 995</u>	<u>\$ 985</u>	<u>\$ 2,933</u>	<u>\$ 2,717</u>
Product gross margin reconciliation:				
GAAP product gross margin	79.1 %	77.6 %	77.8 %	77.8 %
Acquisition-related – amortization ⁽¹⁾	7.7 %	8.3 %	8.2 %	8.5 %
Restructuring	— %	— %	(—) %	— %
Non-GAAP product gross margin	<u>86.8 %</u>	<u>85.9 %</u>	<u>86.1 %</u>	<u>86.3 %</u>
Research and development expenses reconciliation:				
GAAP research and development expenses	\$ 1,395	\$ 1,457	\$ 4,266	\$ 4,310
Acquisition-related – other costs ⁽²⁾	(9)	1	(78)	(37)
Restructuring	(5)	(5)	(68)	(5)
Non-GAAP research and development expenses	<u>\$ 1,382</u>	<u>\$ 1,453</u>	<u>\$ 4,120</u>	<u>\$ 4,268</u>
IPR&D impairment reconciliation:				
GAAP IPR&D impairment	\$ 1,750	\$ —	\$ 4,180	\$ —
IPR&D impairment	(1,750)	—	(4,180)	—
Non-GAAP IPR&D impairment	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>
Selling, general and administrative expenses reconciliation:				
GAAP selling, general and administrative expenses	\$ 1,433	\$ 1,315	\$ 4,184	\$ 4,482
Acquisition-related – other costs ⁽²⁾	(5)	—	(88)	(2)
Restructuring	(23)	(17)	(45)	(17)
Non-GAAP selling, general and administrative expenses	<u>\$ 1,405</u>	<u>\$ 1,298</u>	<u>\$ 4,051</u>	<u>\$ 4,464</u>
Operating income (loss) reconciliation:				
GAAP operating income (loss)	\$ 888	\$ 2,623	\$ (790)	\$ 5,993
Acquisition-related – amortization ⁽¹⁾	579	581	1,737	1,691
Acquisition-related – other costs ⁽²⁾	13	(1)	167	39
Restructuring	28	22	112	22
IPR&D impairment	1,750	—	4,180	—
Non-GAAP operating income	<u>\$ 3,258</u>	<u>\$ 3,224</u>	<u>\$ 5,406</u>	<u>\$ 7,745</u>
Operating margin reconciliation:				
GAAP operating margin	11.8 %	37.2 %	(3.7)%	30.0 %
Acquisition-related – amortization ⁽¹⁾	7.7 %	8.2 %	8.2 %	8.5 %
Acquisition-related – other costs ⁽²⁾	0.2 %	— %	0.8 %	0.2 %
Restructuring	0.4 %	0.3 %	0.5 %	0.1 %
IPR&D impairment	23.2 %	— %	19.7 %	— %
Non-GAAP operating margin	<u>43.2 %</u>	<u>45.7 %</u>	<u>25.5 %</u>	<u>38.7 %</u>
Other (income) expense, net reconciliation:				
GAAP other (income) expense, net	\$ (306)	\$ 72	\$ (41)	\$ 95
Gain (loss) from equity securities, net	258	(168)	(148)	(356)
Non-GAAP other (income) expense, net	<u>\$ (48)</u>	<u>\$ (96)</u>	<u>\$ (189)</u>	<u>\$ (261)</u>
Income (loss) before income taxes reconciliation:				
GAAP income (loss) before income taxes	\$ 956	\$ 2,318	\$ (1,477)	\$ 5,206
Acquisition-related – amortization ⁽¹⁾	579	581	1,737	1,691
Acquisition-related – other costs ⁽²⁾	13	(1)	167	39
Restructuring	28	22	112	22
IPR&D impairment	1,750	—	4,180	—
(Gain) loss from equity securities, net	(258)	168	148	356
Non-GAAP income before income taxes	<u>\$ 3,068</u>	<u>\$ 3,088</u>	<u>\$ 4,866</u>	<u>\$ 7,314</u>

GILEAD SCIENCES, INC.
RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL INFORMATION - (Continued)
(unaudited)

(in millions, except percentages and per share amounts)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Income tax (benefit) expense reconciliation:				
GAAP income tax (benefit) expense	\$ (297)	\$ 146	\$ (174)	\$ 1,010
Income tax effect of non-GAAP adjustments:				
Acquisition-related – amortization ⁽¹⁾	121	120	363	347
Acquisition-related – other costs ⁽²⁾	2	—	39	8
Restructuring	4	5	21	5
IPR&D impairment	440	—	1,051	—
(Gain) loss from equity securities, net	(46)	4	(52)	5
Discrete and related tax charges ⁽³⁾	314	(58)	214	(314)
Non-GAAP income tax expense	\$ 538	\$ 216	\$ 1,461	\$ 1,061
Effective tax rate reconciliation:				
GAAP effective tax rate	(31.1)%	6.3 %	11.8 %	19.4 %
Income tax effect of above non-GAAP adjustments and discrete and related tax adjustments ⁽³⁾	48.6 %	0.7 %	18.2 %	(4.9)%
Non-GAAP effective tax rate	17.5 %	7.0 %	30.0 %	14.5 %
Net income (loss) attributable to Gilead reconciliation:				
GAAP net income (loss) attributable to Gilead	\$ 1,253	\$ 2,180	\$ (1,303)	\$ 4,236
Acquisition-related – amortization ⁽¹⁾	458	461	1,374	1,345
Acquisition-related – other costs ⁽²⁾	11	(1)	128	31
Restructuring	24	17	92	17
IPR&D impairment	1,310	—	3,129	—
(Gain) loss from equity securities, net	(212)	164	200	351
Discrete and related tax charges ⁽³⁾	(314)	58	(214)	314
Non-GAAP net income attributable to Gilead	\$ 2,531	\$ 2,879	\$ 3,405	\$ 6,293
Diluted earnings (loss) per share reconciliation:				
GAAP diluted earnings (loss) per share	\$ 1.00	\$ 1.73	\$ (1.04)	\$ 3.37
Acquisition-related – amortization ⁽¹⁾	0.37	0.37	1.10	1.07
Acquisition-related – other costs ⁽²⁾	0.01	—	0.10	0.02
Restructuring	0.02	0.01	0.07	0.01
IPR&D impairment	1.04	—	2.51	—
(Gain) loss from equity securities, net	(0.17)	0.13	0.16	0.28
Discrete and related tax charges ⁽³⁾	(0.25)	0.05	(0.17)	0.25
Difference in shares used for GAAP vs. Non-GAAP	—	—	(0.01)	—
Non-GAAP diluted earnings per share	\$ 2.02	\$ 2.29	\$ 2.72	\$ 5.00
Non-GAAP adjustment summary:				
Cost of goods sold adjustments	\$ 579	\$ 581	\$ 1,736	\$ 1,691
Research and development expenses adjustments	13	4	146	42
IPR&D impairment adjustments	1,750	—	4,180	—
Selling, general and administrative expenses adjustments	28	17	133	19
Total non-GAAP adjustments to costs and expenses	2,370	602	6,196	1,752
Other (income) expense, net adjustments	(258)	168	148	356
Total non-GAAP adjustments before income taxes	2,113	770	6,343	2,108
Income tax effect of non-GAAP adjustments above	(521)	(129)	(1,421)	(364)
Discrete and related tax charges ⁽³⁾	(314)	58	(214)	314
Total non-GAAP adjustments to net income attributable to Gilead	\$ 1,278	\$ 699	\$ 4,708	\$ 2,057

⁽¹⁾ Relates to amortization of acquired intangibles.

⁽²⁾ Adjustments include integration expenses, contingent consideration fair value adjustments and other expenses associated with Gilead's acquisitions of MYR GmbH, MiroBio, Ltd., Tmunity Therapeutics, Inc., XinThera, Inc. and CymaBay Therapeutics, Inc.

⁽³⁾ Represents discrete and related deferred tax charges or benefits primarily associated with acquired intangible assets and in-process research and development, transfers of intangible assets from a foreign subsidiary to Ireland and the United States, and legal entity restructurings.

GILEAD SCIENCES, INC.
RECONCILIATION OF GAAP TO NON-GAAP 2024 FULL-YEAR GUIDANCE⁽¹⁾
(unaudited)

(in millions, except percentages and per share amounts)	Provided February 6, 2024	Updated April 25, 2024	Updated August 8, 2024	Updated November 6, 2024
Projected product gross margin GAAP to non-GAAP reconciliation:				
GAAP projected product gross margin	76.0% - 77.0%	76.0% - 77.0%	76.0% - 77.0%	78.0%
Acquisition-related expenses and restructuring expenses	~ 9.0%	~ 9.0%	~ 9.0%	~ 8.0%
Non-GAAP projected product gross margin	<u>85.0% - 86.0%</u>	<u>85.0% - 86.0%</u>	<u>85.0% - 86.0%</u>	<u>86.0%</u>
Projected operating income GAAP to non-GAAP reconciliation:				
GAAP projected operating income	\$8,700 - \$9,200	\$1,900 - \$2,400	\$2,100 - \$2,500	\$1,100 - \$1,400
IPR&D impairment, acquisition-related and restructuring expenses	~ 2,500	~ 5,100	~ 5,100	~ 6,900
Non-GAAP projected operating income	<u>\$11,200 - \$11,700</u>	<u>\$7,000 - \$7,500</u>	<u>\$7,200 - \$7,600</u>	<u>\$8,000 - \$8,300</u>
Projected effective tax rate GAAP to non-GAAP reconciliation:				
GAAP projected effective tax rate	~ 21%	~ 65%	~ 87%	~ 56%
Income tax effect of above non-GAAP adjustments and fair value adjustments of equity securities, and discrete and related tax adjustments	(~ 2%)	(~ 35%)	(~ 57%)	(~ 29%)
Non-GAAP projected effective tax rate	<u>~ 19%</u>	<u>~ 30%</u>	<u>~ 30%</u>	<u>~ 27%</u>
Projected diluted EPS GAAP to non-GAAP reconciliation:				
GAAP projected diluted EPS	\$5.15 - \$5.55	\$0.10 - \$0.50	\$0.00 - \$0.30	\$0.05 - \$0.25
IPR&D impairment, acquisition-related and restructuring expenses, fair value adjustments of equity securities and discrete and related tax adjustments	~ 1.70	~ 3.35	~ 3.60	~ 4.20
Non-GAAP projected diluted EPS	<u>\$6.85 - \$7.25</u>	<u>\$3.45 - \$3.85</u>	<u>\$3.60 - \$3.90</u>	<u>\$4.25 - \$4.45</u>

⁽¹⁾ Our full-year guidance excludes the potential impact of any (i) acquisitions or business development transactions that have not been executed, (ii) future fair value adjustments of equity securities and (iii) discrete tax charges or benefits associated with changes in tax related laws and guidelines that have not been enacted, as Gilead is unable to project such amounts. The non-GAAP full-year guidance includes non-GAAP adjustments to actual current period results as well as adjustments for the known future impact associated with events that have already occurred, such as future amortization of our intangible assets and the future impact of discrete and related deferred tax charges or benefits primarily associated with acquired intangible assets and in-process research and development, transfers of intangible assets from a foreign subsidiary to Ireland and the United States, and legal entity restructurings.

GILEAD SCIENCES, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(unaudited)

(in millions)	September 30, 2024	December 31, 2023
Assets		
Cash, cash equivalents and marketable debt securities	\$ 5,037	\$ 8,428
Accounts receivable, net	4,587	4,660
Inventories	3,435	3,366
Property, plant and equipment, net	5,391	5,317
Intangible assets, net	20,546	26,454
Goodwill	8,314	8,314
Other assets	7,215	5,586
Total assets	<u>\$ 54,525</u>	<u>\$ 62,125</u>
Liabilities and Stockholders' Equity		
Current liabilities	\$ 11,725	\$ 11,280
Long-term liabilities	24,409	28,096
Stockholders' equity ⁽¹⁾	18,390	22,749
Total liabilities and stockholders' equity	<u>\$ 54,525</u>	<u>\$ 62,125</u>

⁽¹⁾ As of September 30, 2024 and December 31, 2023, there were 1,246 shares of common stock issued and outstanding.

GILEAD SCIENCES, INC.
SELECTED CASH FLOW INFORMATION
(unaudited)

(in millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net cash provided by operating activities	\$ 4,309	\$ 1,756	\$ 7,853	\$ 5,837
Net cash used in investing activities	(710)	(229)	(3,224)	(1,538)
Net cash used in financing activities	(1,379)	(1,518)	(5,693)	(4,026)
Effect of exchange rate changes on cash and cash equivalents	44	(7)	15	20
Net change in cash and cash equivalents	2,265	1	(1,049)	293
Cash and cash equivalents at beginning of period	2,772	5,704	6,085	5,412
Cash and cash equivalents at end of period	\$ 5,037	\$ 5,705	\$ 5,037	\$ 5,705

(in millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net cash provided by operating activities	\$ 4,309	\$ 1,756	\$ 7,853	\$ 5,837
Capital expenditures	(140)	(122)	(376)	(370)
Free cash flow ⁽¹⁾	\$ 4,169	\$ 1,633	\$ 7,478	\$ 5,467

⁽¹⁾ Free cash flow is a non-GAAP liquidity measure. Please refer to our disclosures in the Non-GAAP Financial Information section above.

GILEAD SCIENCES, INC.
PRODUCT SALES SUMMARY
(unaudited)

(in millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
HIV				
Biktarvy – U.S.	\$ 2,826	\$ 2,504	\$ 7,726	\$ 7,104
Biktarvy – Europe	375	313	1,110	920
Biktarvy – Rest of World	272	268	814	717
	3,472	3,085	9,649	8,741
Descovy – U.S.	534	460	1,339	1,314
Descovy – Europe	24	25	75	75
Descovy – Rest of World	28	26	82	86
	586	511	1,496	1,475
Genvoya – U.S.	384	433	1,088	1,305
Genvoya – Europe	44	47	138	157
Genvoya – Rest of World	21	23	66	81
	449	503	1,292	1,544
Odefsey – U.S.	248	257	705	754
Odefsey – Europe	69	74	217	223
Odefsey – Rest of World	9	11	30	33
	326	343	952	1,011
Symtuza - Revenue share ⁽¹⁾ – U.S.	103	96	338	278
Symtuza - Revenue share ⁽¹⁾ – Europe	33	32	101	101
Symtuza - Revenue share ⁽¹⁾ – Rest of World	3	3	9	10
	139	131	448	390
Other HIV ⁽²⁾ – U.S.	65	56	190	192
Other HIV ⁽²⁾ – Europe	26	28	96	91
Other HIV ⁽²⁾ – Rest of World	9	9	36	38
	100	94	322	321
Total HIV – U.S.	4,161	3,807	11,386	10,949
Total HIV – Europe	570	519	1,737	1,568
Total HIV – Rest of World	342	341	1,038	965
	5,073	4,667	14,160	13,482
Liver Disease				
Sofosbuvir / Velpatasvir ⁽³⁾ – U.S.	222	215	737	643
Sofosbuvir / Velpatasvir ⁽³⁾ – Europe	67	76	230	250
Sofosbuvir / Velpatasvir ⁽³⁾ – Rest of World	96	85	299	266
	385	377	1,266	1,159
Vemlidy – U.S.	126	112	338	295
Vemlidy – Europe	11	9	33	28
Vemlidy – Rest of World	95	106	328	322
	232	228	699	645
Other Liver Disease ⁽⁴⁾ – U.S.	45	49	134	113
Other Liver Disease ⁽⁴⁾ – Europe	54	33	148	112
Other Liver Disease ⁽⁴⁾ – Rest of World	17	20	55	64
	116	102	337	289
Total Liver Disease – U.S.	393	376	1,210	1,051
Total Liver Disease – Europe	132	119	411	390
Total Liver Disease – Rest of World	207	211	682	652
	733	706	2,302	2,093
Veklury				
Veklury – U.S.	393	258	784	607
Veklury – Europe	81	65	204	227
Veklury – Rest of World	219	313	473	630
	692	636	1,461	1,465

GILEAD SCIENCES, INC.
PRODUCT SALES SUMMARY - (Continued)
(unaudited)

(in millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Oncology				
<i>Cell Therapy</i>				
Tecartus – U.S.	63	64	181	179
Tecartus – Europe	29	27	102	83
Tecartus – Rest of World	6	4	22	11
	98	96	305	272
Yescarta – U.S.	145	197	502	624
Yescarta – Europe	182	154	509	408
Yescarta – Rest of World	60	40	170	99
	387	391	1,181	1,130
Total Cell Therapy – U.S.	208	261	683	802
Total Cell Therapy – Europe	211	181	611	491
Total Cell Therapy – Rest of World	66	45	192	109
	485	486	1,485	1,402
<i>Trodelvy</i>				
Trodelvy – U.S.	226	201	655	551
Trodelvy – Europe	80	62	217	169
Trodelvy – Rest of World	26	21	88	44
	332	283	960	764
Total Oncology – U.S.	433	462	1,338	1,354
Total Oncology – Europe	291	243	828	660
Total Oncology – Rest of World	92	65	280	153
	816	769	2,446	2,167
Other				
AmBisome – U.S.	6	12	37	39
AmBisome – Europe	71	63	210	192
AmBisome – Rest of World	52	39	176	150
	130	115	424	381
Other ⁽⁵⁾ – U.S.	47	69	203	197
Other ⁽⁵⁾ – Europe	8	9	26	31
Other ⁽⁵⁾ – Rest of World	16	23	52	49
	71	101	281	277
Total Other – U.S.	53	82	241	236
Total Other – Europe	80	72	236	224
Total Other – Rest of World	68	62	228	199
	201	216	705	658
Total product sales – U.S.	5,433	4,985	14,958	14,196
Total product sales – Europe	1,154	1,017	3,416	3,069
Total product sales – Rest of World	928	992	2,700	2,599
	\$ 7,515	\$ 6,994	\$ 21,074	\$ 19,864

- ⁽¹⁾ Represents Gilead’s revenue from cobicistat (“C”), FTC and TAF in Symtuza (darunavir/C/FTC/TAF), a fixed dose combination product commercialized by Janssen Sciences Ireland Unlimited Company.
- ⁽²⁾ Includes Atripla, Complera/Eviplera, Emtriva, Sunlenca, Stribild, Truvada and Tybost.
- ⁽³⁾ Includes Eplusea and the authorized generic version of Eplusea sold by Gilead’s separate subsidiary, Asegua Therapeutics LLC (“Asegua”).
- ⁽⁴⁾ Includes ledipasvir/sofosbuvir (Harvoni and the authorized generic version of Harvoni sold by Asegua), Hepcludex, Hepsera, Livdelzi, Sovaldi, Viread and Vosevi.
- ⁽⁵⁾ Includes Cayston, Jyseleca, Letairis, Ranexa and Zydelig.

Forward-Looking Statements

Statements included in this press release that are not historical in nature are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Gilead cautions readers that forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially. These risks and uncertainties include those relating to: Gilead's ability to achieve its anticipated full year 2024 financial results, including as a result of the uncertainty of the amount and timing of Veklury revenues; Gilead's ability to make progress on any of its long-term ambitions or priorities laid out in its corporate strategy; Gilead's ability to accelerate or sustain revenues for its virology, oncology and other programs; Gilead's ability to realize the potential benefits of acquisitions, collaborations or licensing arrangements, including the arrangements with Arcellx, Genesis and Merck; patent protection and estimated loss of exclusivity for our products and product candidates; Gilead's ability to initiate, progress or complete clinical trials within currently anticipated timeframes or at all, the possibility of unfavorable results from ongoing and additional clinical trials, including those involving Trodelvy, anito-cel, GS-1720, lenacapavir, and obeldesivir (such as the BIRCH, CAPELLA, iMMagine-1, iMMagine-3, OAKTREE, and PURPOSE-2 studies), and the risk that safety and efficacy data from clinical trials may not warrant further development of Gilead's product candidates or the product candidates of Gilead's strategic partners; Gilead's ability to submit new drug applications for new product candidates or expanded indications in the currently anticipated timelines, including for lenacapavir for HIV PrEP; Gilead's ability to receive or maintain regulatory approvals in a timely manner or at all, and the risk that any such approvals, if granted, may be subject to significant limitations on use and may be subject to withdrawal or other adverse actions by the applicable regulatory authority; Gilead's ability to successfully commercialize its products; the risk of potential disruptions to the manufacturing and supply chain of Gilead's products; pricing and reimbursement pressures from government agencies and other third parties, including required rebates and other discounts; a larger than anticipated shift in payer mix to more highly discounted payer segments; market share and price erosion caused by the introduction of generic versions of Gilead products; the risk that physicians and patients may not see advantages of Gilead's products over other therapies and may therefore be reluctant to prescribe the products, including Livdelzi; and other risks identified from time to time in Gilead's reports filed with the SEC, including annual reports on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K. In addition, Gilead makes estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses and related disclosures. Gilead bases its estimates on historical experience and on various other market specific and other relevant assumptions that it believes to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. There may be other factors of which Gilead is not currently aware that may affect matters discussed in the forward-looking statements and may also cause actual results to differ significantly from these estimates. Further, results for the quarter ended September 30, 2024 are not necessarily indicative of operating results for any future periods. Gilead directs readers to its press releases, annual reports on Form 10-K, quarterly reports on Form 10-Q and other subsequent disclosure documents filed with the SEC. Gilead claims the protection of the Safe Harbor contained in the Private Securities Litigation Reform Act of 1995 for forward-looking statements.

The reader is cautioned that forward-looking statements are not guarantees of future performance and is cautioned not to place undue reliance on these forward-looking statements. All forward-looking statements are based on information currently available to Gilead and Gilead assumes no obligation to update or supplement any such forward-looking statements other than as required by law. Any forward-looking statements speak only as of the date hereof or as of the dates indicated in the statements.

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Gilead owns or has rights to various trademarks, copyrights and trade names used in its business, including the following: GILEAD®, GILEAD SCIENCES®, KITE™, AMBISOME®, ATRIPLA®, BIKTARVY®, CAYSTON®, COMPLERA®, DESCOVY®, DESCOVY FOR PREP®, EMTRIVA®, EPLUSA®, EVIPLERA®, GENVOYA®, HARVONI®, HEPCLUDEX®, HEPSERA®, JYSELECA®, LIVDELZI®, LETAIRIS®, ODEFSEY®, SOVALDI®, STRIBILD®, SUNLENCA®, TECARTUS®, TRODELVY®, TRUVADA®, TRUVADA FOR PREP®, TYBOST®, VEKLURY®, VEMLIDY®, VIREAD®, VOSEVI®, YESCARTA® and ZYDELIG®.

For more information on Gilead Sciences, Inc., please visit www.gilead.com or call the Gilead Public Affairs Department at 1-800-GILEAD-5 (1-800-445-3235).