



# Q122 Financial Results

April 28, 2022



# Forward-Looking Statements

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# Gilead Q122 Key Takeaways

## Financial Results

- Total Product Sales of \$6.5B grew 3% YoY
- Total HIV grew 2% YoY, or 5% excluding LOEs; Biktarvy grew 18% YoY to \$2.2B
- Strong Qtr for Oncology: Cell Therapy up 43% YoY to \$274M; Trodelvy up 103% YoY to \$146M
- Strong Veklury performance, up 5% YoY to \$1.5B

## Regulatory Activity

- Yescarta approved by FDA in April for 2L r/r LBCL; included in NCCN Clinical Practice Guidelines
- FDA approved new CAR T-cell therapy manufacturing facility in Maryland
- FDA lifted partial clinical hold on pivotal magrolimab MDS and AML trials
- Additional 4+ regulatory decisions expected by end 2022

## Pipeline Execution

- TROPiCS-02 topline data shared in March; more data will be shared at ASCO in June
- 10 new, planned trials announced at Oncology Deep Dive event
- Plans to initiate 13 more Trodelvy trials through 2023, including 4 more in 2022



# 2022 Focus: Select Key Catalysts Across Portfolio

## 1H22

## 2H22

Program	Trial	Indication	Update	Status
Trodelvy	TROPiCS-02	HR+/HER2- mBC	Phase 3 topline readout	✓
	EVOKE-02	1L NSCLC	Phase 2 FPI	○
	ASCENT-03	1L mTNBC PD-L1-	Phase 3 FPI	○
	ASCENT-04	1L mTNBC PD-L1+	Phase 3 FPI	○
Yescarta	ZUMA-7	2L R/R LBCL	sBLA decision	✓
	ZUMA-5	3L+ FL	MAA decision	○
Domvanalimab	ARC-21 ★	1L Upper GI	Phase 2 FPI	○
Lenacapavir	CAPELLA	HIV Tx in HTE	NDA decision	○

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Magrolimab	ENHANCE-3	1L Unfit AML	Phase 3 FPI	○
	ZUMA-7	2L R/R LBCL	MAA decision	○
Yescarta	ZUMA-24 ★	2L LBCL OPT	Phase 2 FPI	○
	ZUMA-23 ★	1L HR LBCL	Phase 3 FPI	○
	ZUMA-22 ★	2L+ HR FL	Phase 3 FPI	○
Tecartus	ZUMA-3	R/R aALL	MAA decision	○
Hepcludex	MYR301	HDV	BLA decision	○
Domvanalimab	ARC-7	1L NSCLC	Phase 2 PFS data	○
	STAR-121 ★	1L NSCLC	Phase 3 FPI	○
Etrumadenant	ARC-6	mCRPC	Interim Phase 2 data	○
	ARC-9 ★	mCRC	Interim Phase 2 data	○
Quemliclustat	ARC-8	1L PDAC	Phase 2 PFS data	○

✓ Completed   
 ○ On Track   
 ○ Subject to Change   
 ★ New Since Last Update

aALL - Adult acute lymphocytic leukemia. AML - Acute myeloid leukemia. BLA - Biologics license application. CRPC - Castrate-resistant prostate cancer. FL - Follicular lymphoma. FPI - First patient in. HDV - Hepatitis D virus. HR - High risk. HIV - Human immunodeficiency virus. HR+/HER2- mBC - Hormone receptor positive, human epidermal growth factor receptor 2 negative metastatic breast cancer. HTE - Heavily treatment-experienced. LBCL - Large B cell lymphoma. MAA - Marketing authorization application. GI - Gastrointestinal. mCRC - Metastatic colorectal cancer. mCRPC - Metastatic castrate-resistant prostate cancer. mTNBC - Metastatic triple-negative breast cancer. NDA - New drug application. NSCLC - Non-small cell lung cancer. PDAC - Pancreatic ductal adenocarcinoma. PD-L1 - Programmed death-ligand 1. PFS - Progression free survival. R/R - Relapsed/refractory. sBLA - Supplemental biologics license application. Tx - Treatment.

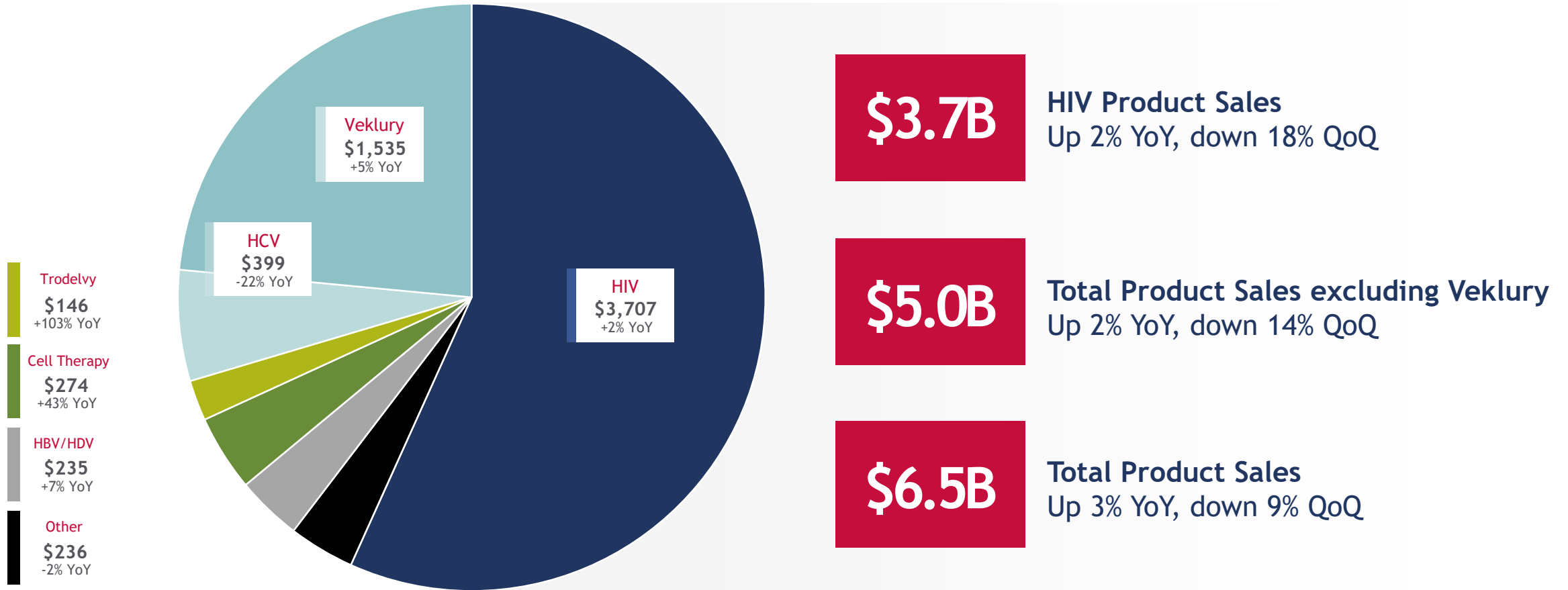


# Commercial Results & Market Dynamics



**Johanna Mercier**  
Chief Commercial Officer

# Commercial Revenue Highlights Q122

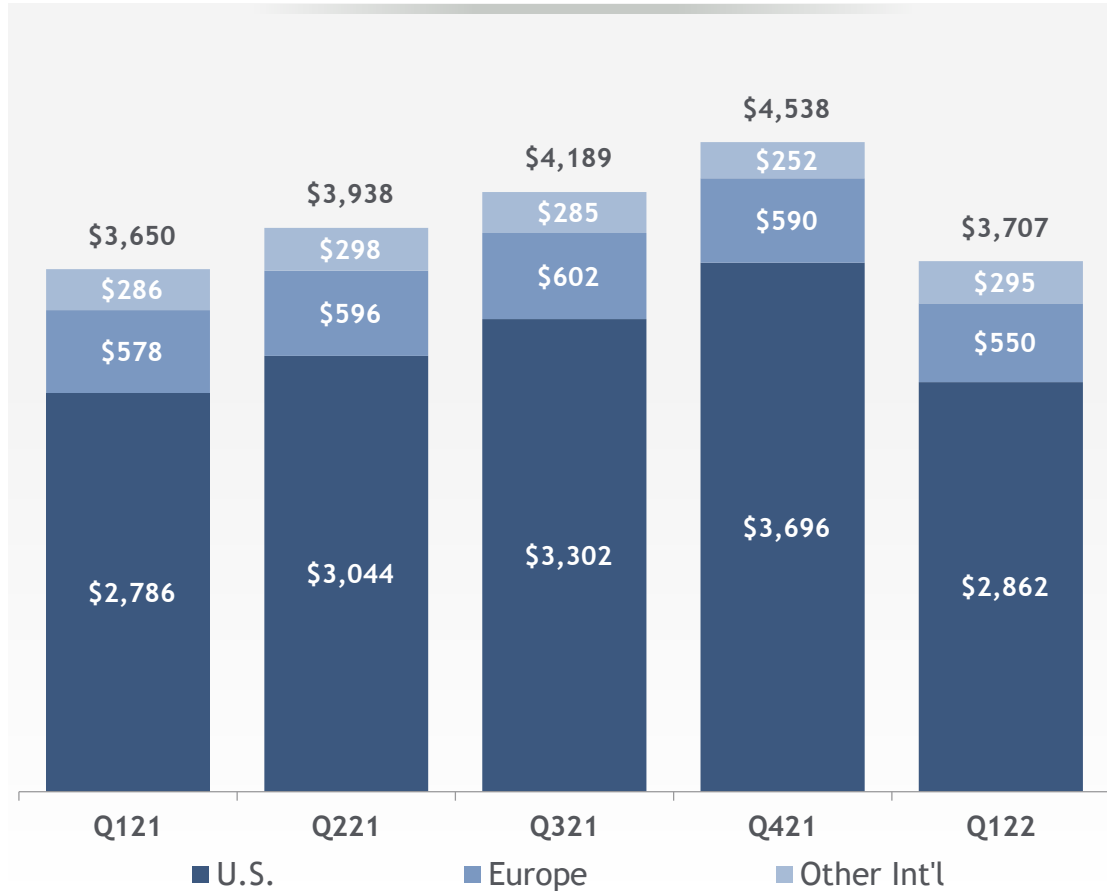


(in \$M except as otherwise noted)



# HIV: Strong Biktarvy Growth Despite Inventory Dynamics

Product Sales (\$M)



Excluding Truvada & Atripla LOE Impact,  
Q122 HIV Revenue +5% YoY



**\$2.2B**  
Q122 Sales

+18% YoY due to market share gains and market growth

-15% QoQ driven by seasonal inventory and pricing dynamics



**\$374M**  
Q122 Sales

+4% YoY due to strong PrEP demand

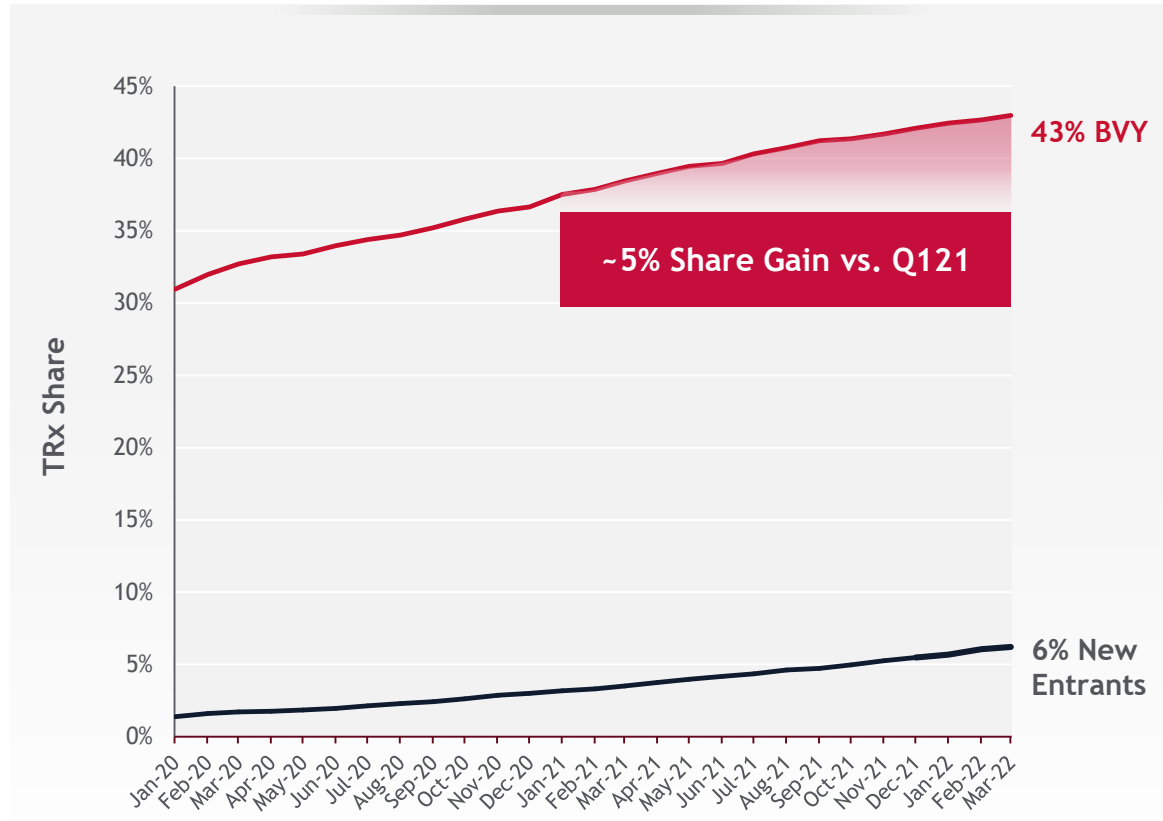
-21% QoQ due to lower net price and seasonal inventory dynamics





# Biktarvy: Leading and Growing in Market Share

U.S. Treatment TRx Share<sup>1</sup>



## HIV Treatment Market

- Still below pre-pandemic levels
- US Market +3% YoY; ex-U.S. flat YoY



**43%** U.S. Market Share

**~8x** U.S. Market Share vs Nearest Competitor

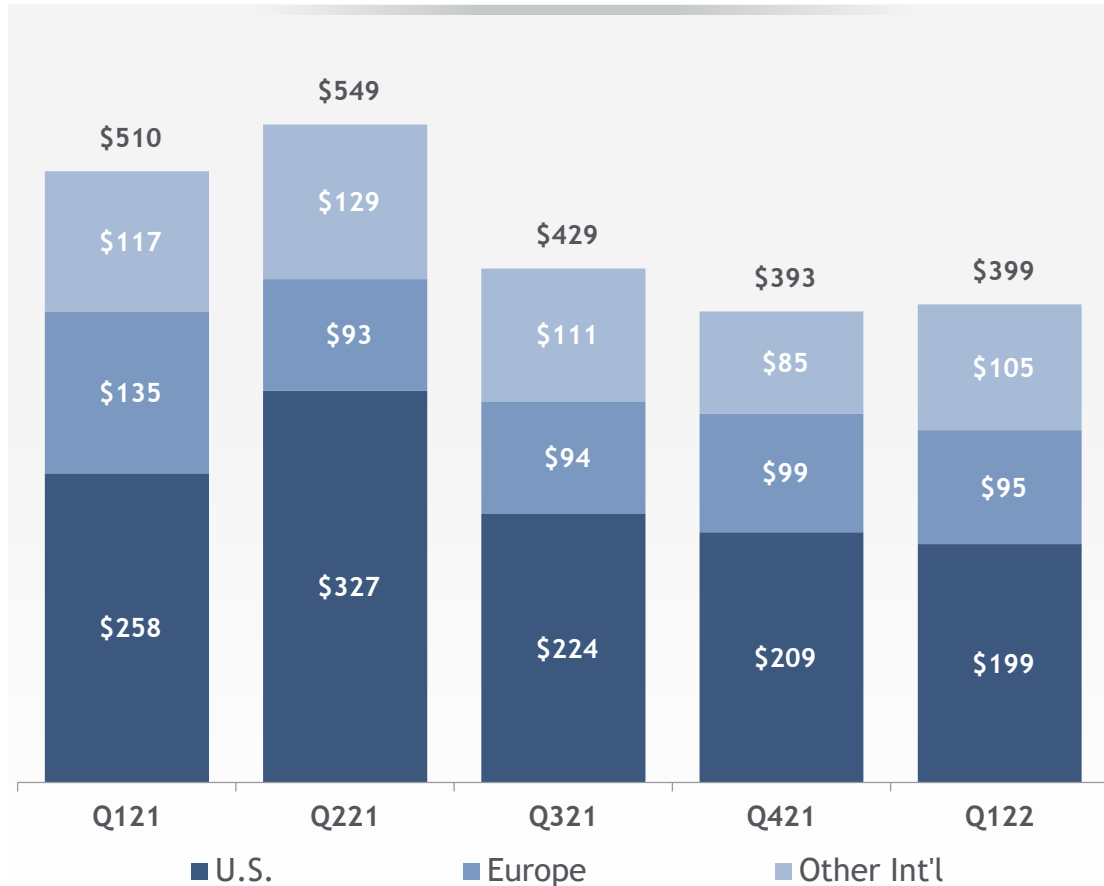
**~5%** U.S. Market Share Gain vs Q121

<sup>1</sup> Source: IQVIA NPA Monthly; Descovy, Truvada and gF/TDF PrEP Volume excluded. New entrants include 2 new branded HIV treatments launched in the past 36 months. Based on the mixed reimbursement model, injectable products will flow through both retail and non-retail channels and could cause underrepresentation in retail data due to buy and bill option. Note: This information is an estimate derived from the use of information under license from the following IQVIA information service: NPA and LAAD. IQVIA expressly reserves all rights, including rights of copying, distribution and republication.



# HCV: Stable Market Share

Product Sales<sup>1</sup> (\$M)



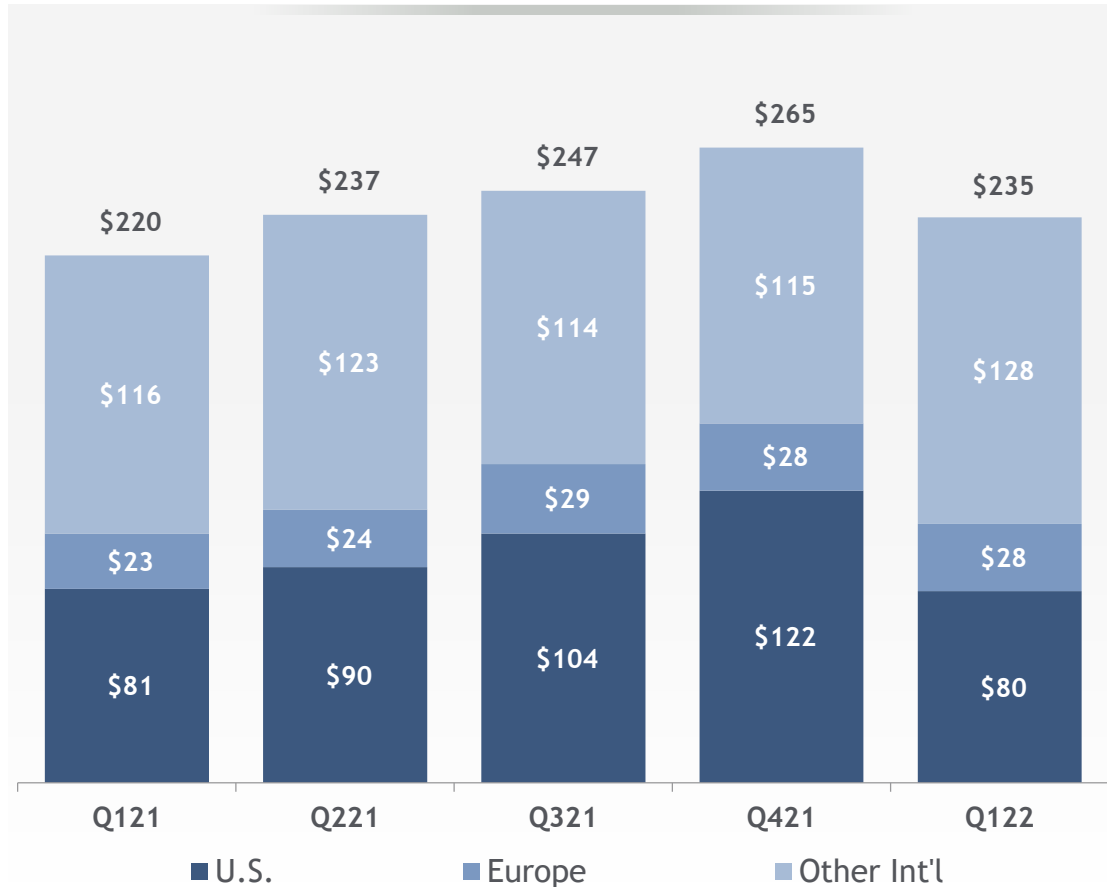
## Sales -22% YoY; +2% QoQ

- YoY change driven by unfavorable pricing dynamics
- QoQ change reflects unfavorable seasonal inventory dynamics and pricing more than offset by share gains
- Maintaining 50-60% share across core markets



# HBV / HDV: Leveraging Commercial Footprint

Product Sales<sup>1</sup> (\$M)



## Sales +10% YoY; -11% QoQ

- YoY growth driven by ex-U.S. demand
- QoQ decline due to seasonal inventory and pricing dynamics in the U.S. partially offset by ex-U.S. growth



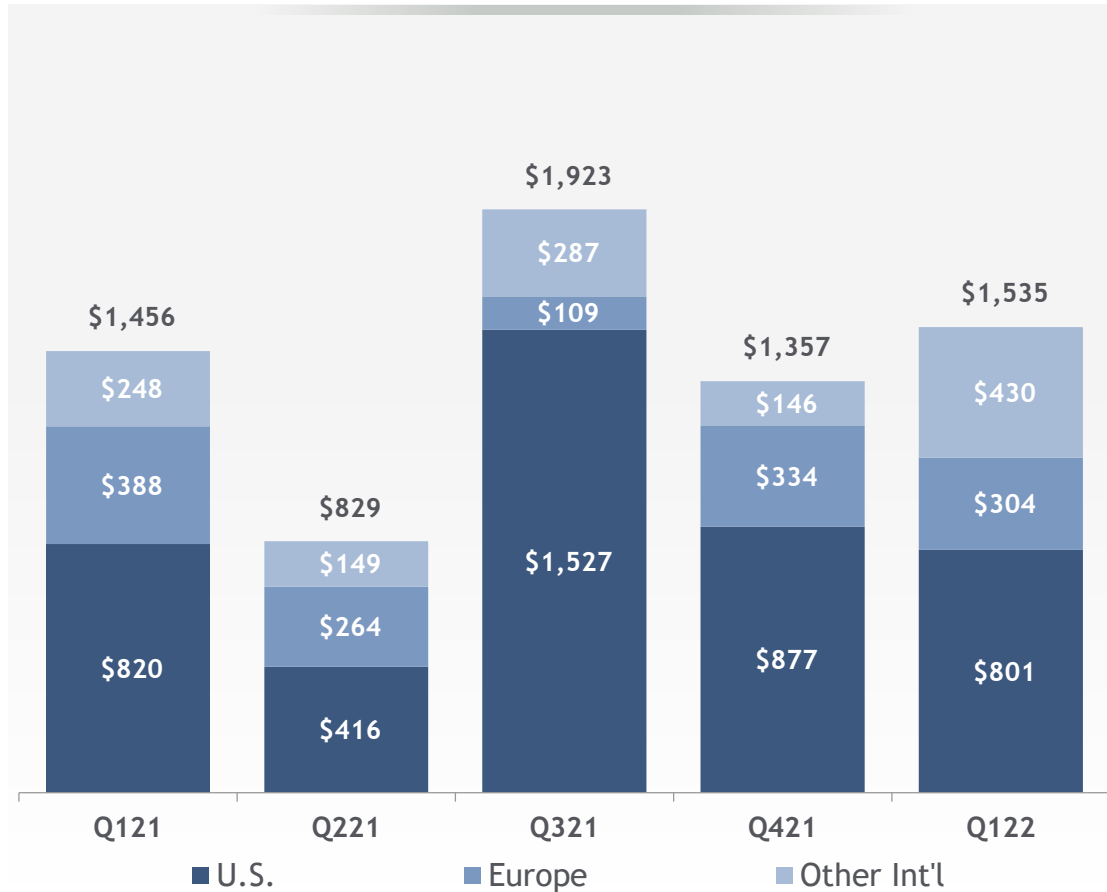
## Q122 sales of \$11M

- 2022 plans to secure reimbursement for commercial launches in several major European countries



# Veklury: Mix Shifts to ex-U.S. in Q122

Product Sales (\$M)



~50%

US Hospitalized Patients Treated with Veklury<sup>1</sup>

~11M

Patients Globally Treated with remdesivir<sup>2</sup>



Updated World Health Organization Guidelines now conditionally recommend Veklury for patients with non-severe COVID-19 at highest risk of hospitalization

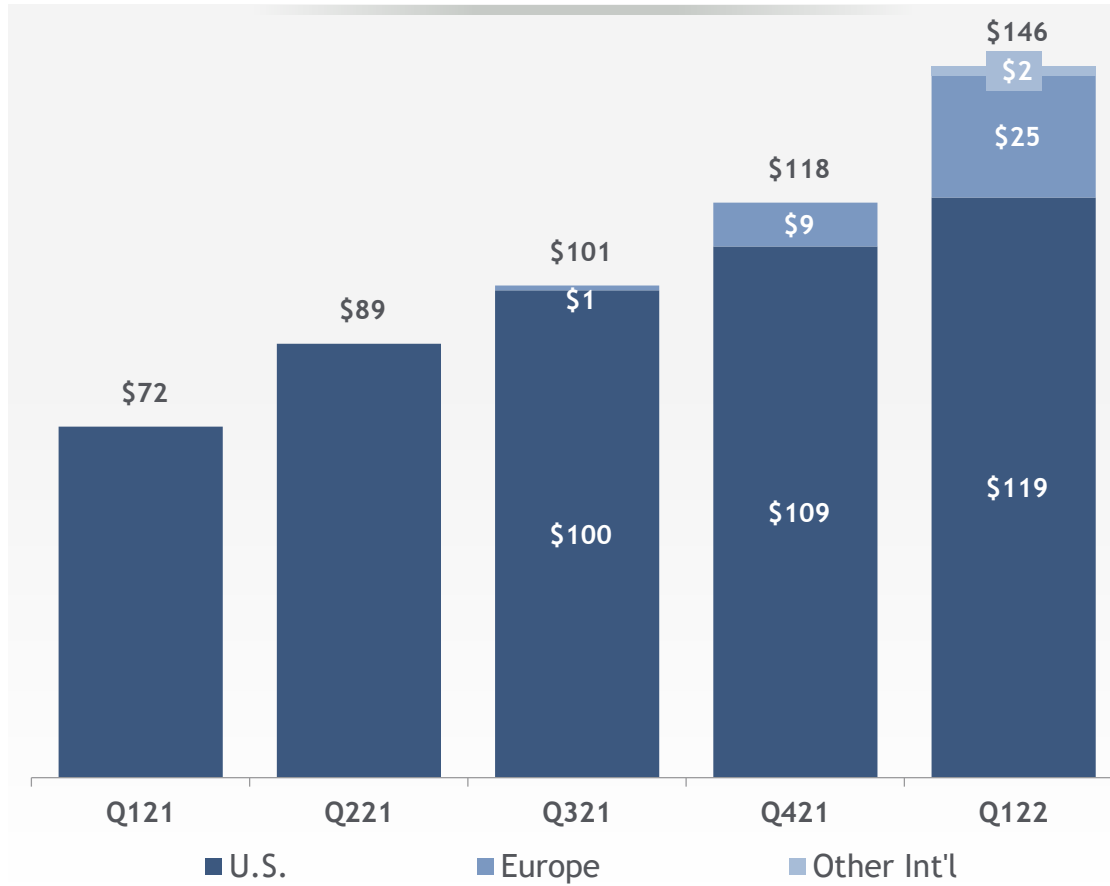
FDA approved sNDA for certain pediatric patients 28 days or older

<sup>1</sup> Source: HealthVerity: "Healthverity Data." Premier: PINC AI™ Healthcare Data White Paper: Data that informs and performs, September 14, 2021. PINC AI™ Applied Sciences, Premier Inc. <https://offers.premierinc.com/rs/381-NBB-525/images/Premier-Healthcare-Database-Whitepaper-Final.pdf> <sup>2</sup> Patients treated and utilization estimates are based on global Veklury, global remdesivir, and generic remdesivir volume donated and shipped for distribution. Within the US, assumed average treatment course is 5.5 vials/patient in 2020 and 5.4 vials/patient in 2021-22. Within ACE, assumed average treatment course is 6.25 vials/patient in 2020, 5.9 vials/patient in 2021 and 5.5 vials/patient in 2022. For ICR & JP, assumed average treatment course is 6.25 vials/patient between 2020-22. Note: Veklury is indicated for the treatment of COVID-19 in adults and pediatric patients (at least 28 days old and weighing at least 3 kg) who are hospitalized or who are not hospitalized and are at high risk for progression to severe COVID-19, including hospitalization or death. sNDA - Supplemental new drug application.



# Trodelvy: Strong Start to 2022

Product Sales (\$M)



**\$146M**  
Sales in Q122

**103%**  
YoY Growth

**24%**  
QoQ Growth

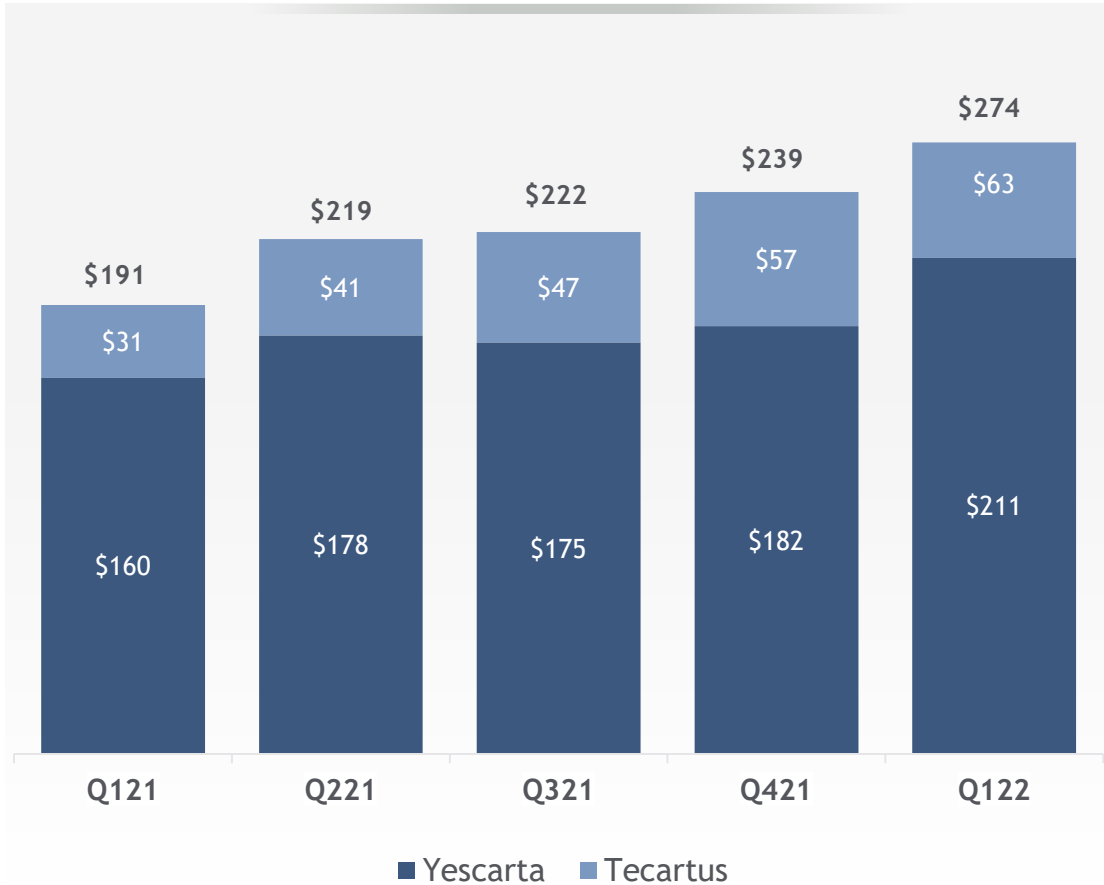


- Strong Q122 European sales
- U.S. sales force at scale in Q222
- 2L mTNBC approved in the U.S., EU, Great Britain, Switzerland, Australia & Canada
- 2L mUC accelerated approval in the U.S.



# Cell Therapy: Strong Q1 Momentum with 43% YoY Growth

Product Sales (\$M)



## Sales grew 32% YoY; Up 16% QoQ

- YoY growth driven by continued demand in LBCL and expansion into FL
- Approved by FDA for 2L r/r LBCL in April 2022



## Sales grew 103% YoY; Up 11% QoQ

- Strong launch momentum in adult ALL in the U.S.



# CMO Updates



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

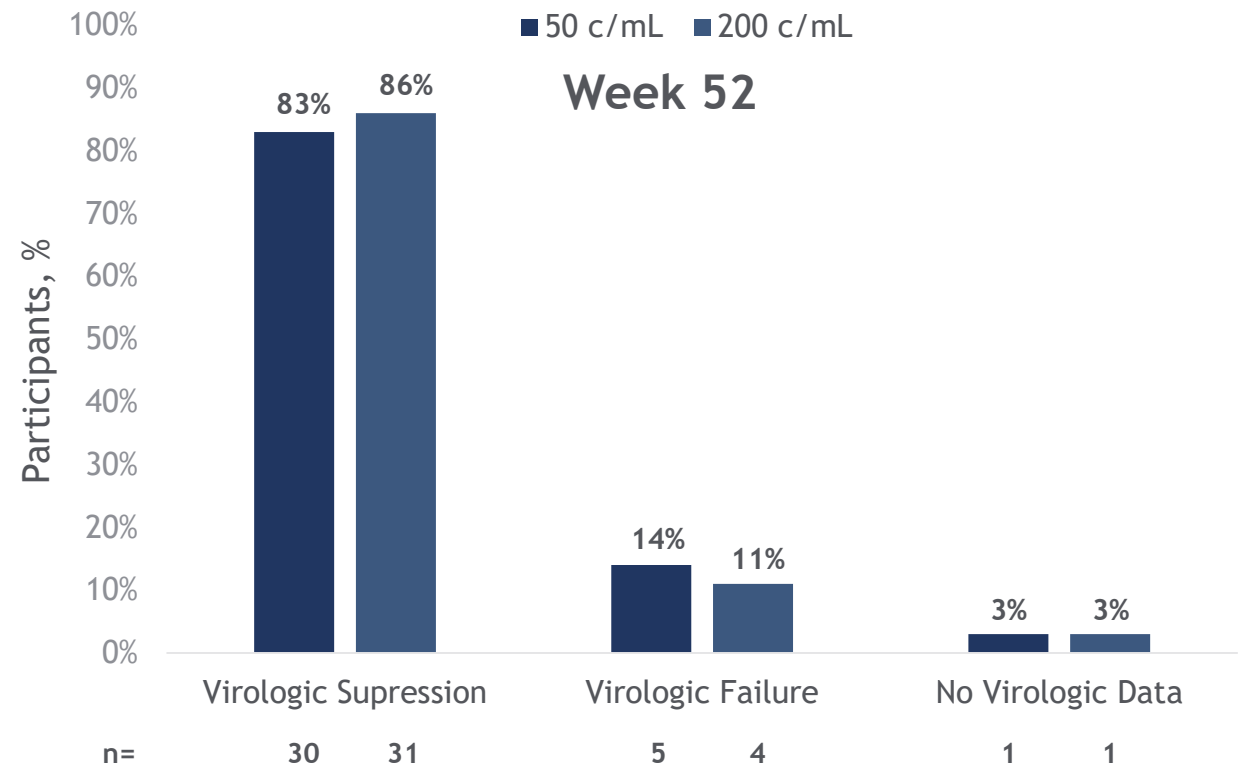
# Lenacapavir: Robust Virologic Suppression for Persons with Multi-Drug Resistance in Phase 2/3 Trial



*HTE PLWH with limited treatment options due to multi-drug resistance*

- **52-Week** data presented at CROI
- **83%** virologic suppression at Week 52, in combination with an OBR
- Clinically meaningful increases in CD4 counts
- **1** discontinuation; generally well tolerated

Efficacy in Randomized Cohort (n=36)



Source: CROI 2022





# Building Long-Acting Portfolio Around Lenacapavir

## Virus Entry

GS-2872 + GS-5423  
bNAb | Phase 1b

bNAb  
bNAb | Exploratory

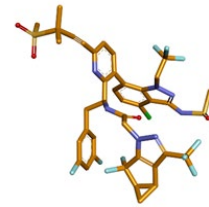
## Reverse Transcription

Islatravir<sup>1</sup>  
NRTI | Phase 2

GS-5894  
NNRTI | Phase 1

GS-1614  
NRTI | Pre-IND

LA Tenofovir  
NRTI | Discovery



## Lenacapavir

Class: CAI  
Phase: 2-3, NDA

## Capsid Assembly, Transport and Disassembly

GS-4182  
CAI | Pre-IND

Multiple Capsid Programs  
CAI | Discovery

## Integration

LA Bictegravir  
INSTI | Phase 1

GS-6212  
INSTI | Pre-IND

GS-1720  
INSTI | Pre-IND

INSTI  
INSTI | Discovery

## Maturation

GS-1156  
PI | Discovery

Combining long-acting assets with complementary mechanisms across HIV lifecycle with lenacapavir offers potential best-in-disease portfolio.



# Continuing Investment in COVID-19



## GS-5245

### New Approvals & Recommendations

FDA sNDA approval<sup>1</sup> for younger pediatric patients  
WHO Conditional Recommendation for Patients  
with non-severe COVID-19 at risk of hospitalization

**127**

Countries with distribution access<sup>2</sup>

**~11M**

Patients treated globally<sup>3</sup>

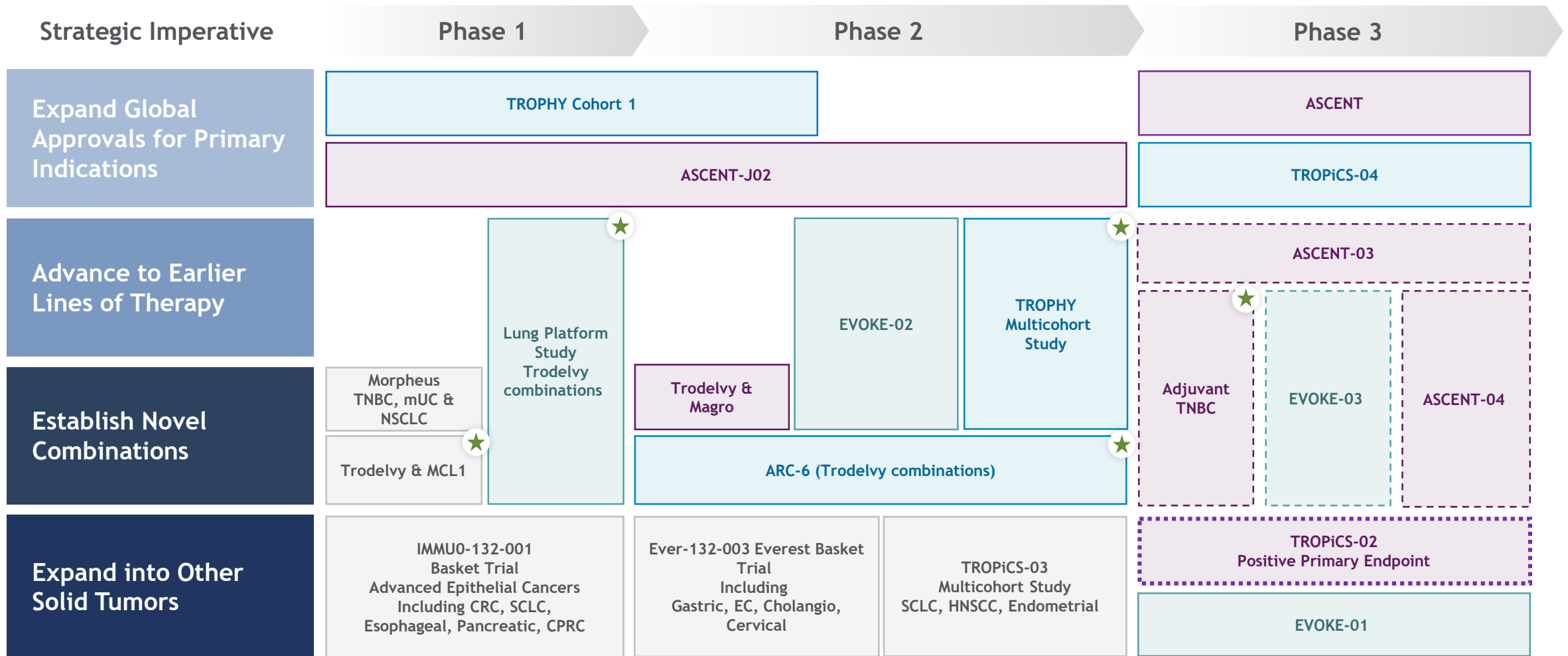
### Phase 1 Underway

- Trial of investigational oral COVID-19 nucleoside
- Possible registrational trial later in 2022

1 Veklury is indicated for the treatment of COVID-19 in adults and pediatric patients (at least 28 days old and weighing at least 3 kg) who are hospitalized or who are not hospitalized and are at high risk for progression to severe COVID-19, including hospitalization or death. 2 Countries with distribution access is through voluntary licensing. 3 Patients treated and utilization estimates are based on global Veklury, global remdesivir, and generic remdesivir volume donated and shipped for distribution. Within the US, assumed average treatment course is 5.5 vials/patient and ex-US, assumed average treatment course is 6.25 vials/patient.



# Sacituzumab Govitecan (Trodelvy®) Pipeline



■ Breast   
 ■ Lung   
 ■ Genitourinary / Gastrointestinal   
 ■ Solid Tumor   
  Approvals   
  Planned Program   
 ★ New study / Cohort

HNSCC - head and neck squamous cell carcinoma; mBC - metastatic breast cancer; mNSCLC - metastatic non-small cell lung cancer; NSCLC - non-small cell lung cancer; SCLC - small cell lung cancer; SG - sacituzumab govitecan.

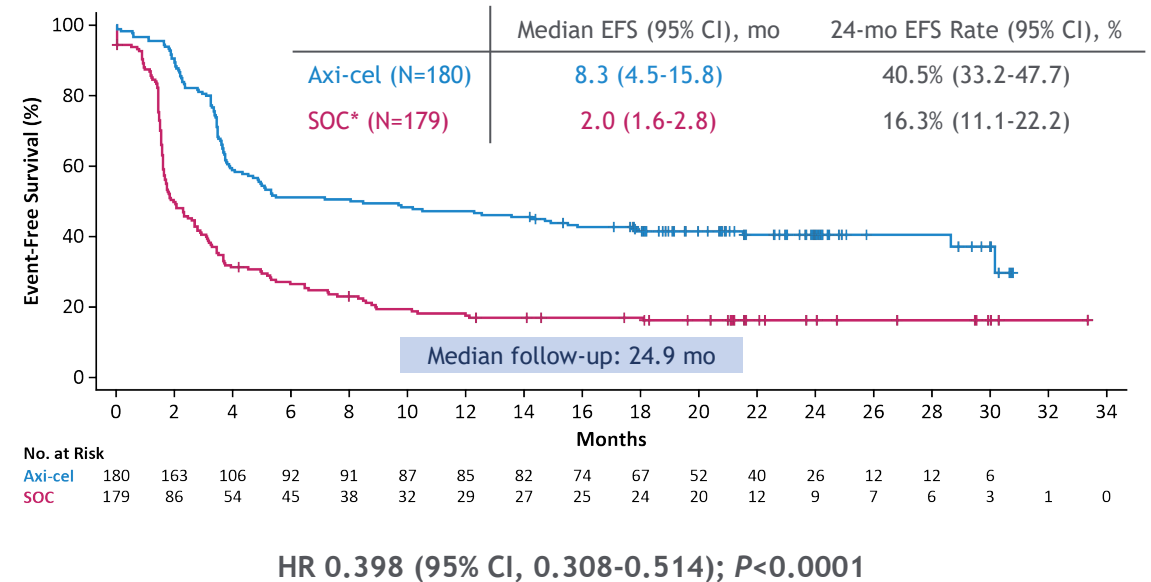
Trodelvy is indicated for the treatment of adults with unresectable locally advanced or metastatic triple-negative breast cancer (mTNBC) who have received two or more prior systemic therapies, at least one of them for metastatic disease. In the U.S., Trodelvy was also granted accelerated approval for the treatment of adults with locally advanced or metastatic urothelial cancer (mUC) who have received certain prior therapies; continued approval for the mUC indication may be contingent upon verification and description of clinical benefit in a confirmatory trial. Note: Not all products will be licensed in all regions. Please consult local regulatory bodies for information about your own country.



# ZUMA-7: Shifting the Paradigm in 2L R/R LBCL

First 2L LBCL treatment to improve upon SOC in nearly 30 years

- **First and largest** Phase 3 CAR T RCT in LBCL; the **only primary analysis** with the **longest follow up of 2yrs**
- **Met its primary EFS endpoint**, demonstrating statistically significant and clinically meaningful improvement in efficacy with axi-cel versus second-line SOC in R/R LBCL
- **Clinically meaningful improvement** (at Day 100) and a faster quality of life recovery vs SOC



<b>&gt;4x</b> median EFS	<b>2.5x</b> 2-year EFS	<b>33%</b> Higher ORR	<b>Double</b> the CR rate	Consistent efficacy across a <b>broad range</b> of 2L LBCL patients	<b>Safety profile</b> consistent with prior studies
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# Partial Clinical Holds for Magro MDS & AML Trials Lifted



## Hematology Trials



## Magrolimab



## Solid Tumor Trials

Indication	Stage	Update
1L HR MDS (ENHANCE)	Ph 3	Enrollment has resumed Interim Early 2023
1L TP53mt AML (ENHANCE-2)	Ph 3	Enrollment has resumed Readout 2H24
1L Unfit AML (ENHANCE-3)	Ph 3	Enrollment has resumed FPI targeted in 2H22

Indication	Stage	Update
1L Head and Neck	Ph 2	FPI completed in Q321
Solid tumor (mNSCLC, mSCLC, mUC)	Ph 1b/2	FPI completed in Q421
1L mTNBC	Ph 2	FPI completed in Q421
Colorectal	Ph 2	Planned for 2022

## Working with Separate FDA Division to Resolve DLBCL and MM Holds



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## 1H22

## 2H22

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# Financial Results



Andrew Dickinson  
Chief Financial Officer

# Strong First Quarter Results

Non-GAAP <sup>1</sup> ; in millions, except percentages and per share amounts	Q121	Q122	YoY Change
<b>Product Sales</b>	<b>\$6,340</b>	<b>\$6,534</b>	<b>3%</b>
Veklury	1,456	1,535	5%
<b>Product Sales excluding Veklury</b>	<b>\$4,884</b>	<b>\$4,998</b>	<b>2%</b>
COGS	855	825	-4%
Product Gross Margin	87%	87%	
R&D	1,049	1,158	10%
Acquired IPR&D	62	-	
SG&A	1,033	1,083	5%
<b>Non-GAAP Costs and Expenses</b>	<b>\$2,999</b>	<b>\$3,066</b>	<b>2%</b>
<b>Non-GAAP Operating Income</b>	<b>\$3,424</b>	<b>\$3,524</b>	<b>3%</b>
Operating Margin	53%	54%	
Effective Tax Rate	18%	18%	
<b>Non-GAAP Net Income</b>	<b>\$2,578</b>	<b>\$2,676</b>	<b>4%</b>
Non-GAAP Diluted EPS	\$2.04	\$2.12	4%
<b>Shares used in per share calculation-diluted</b>	<b>1,262</b>	<b>1,262</b>	<b>0%</b>

## Product Sales +3% YoY

- Driven by growth in cell therapy, Veklury, Trodelvy & HIV, offset in part by HCV
- HIV up 2%, or 5% excluding LOEs
- Net of hedges, FX negatively impacted total product sales by ~\$100M

## Gross Margin +90bps YoY

- Lower Q122 COGS YoY primarily due to lower inventory reserve adjustments





# 2022 Guidance

	Provided on Feb 1, 2022	Updated on Apr 28, 2022
Total Product Sales	\$23.8B - \$24.3B	No change
Product Sales ex-Veklury	\$21.8B - \$22.3B	No change
Veklury Sales	~\$2B	No change
<b>Non-GAAP</b>		
Product Gross Margin	85% - 86%	No change
R&D Expense	Mid-single digit % decline	No change
SG&A Expense	Flat on dollar basis vs 2021	No change
Operating Income	\$10.7B - \$11.5B	No change
Effective Tax Rate	~20%	No change
Diluted EPS	\$6.20 - \$6.70	No change
GAAP Diluted EPS	\$4.70 - \$5.20	\$3.00 - \$3.50

## Revenue Guidance

- No change: Total Product Sales, excluding Veklury expected to grow 2-4% YoY
- Continue to monitor Veklury performance to assess U.S. vs ex-U.S. dynamics

## Expenses and Non-GAAP EPS

- No change

## GAAP EPS

- Primarily reflects the \$2.7B, or \$1.63 per share, impairment related to assets acquired by Gilead from Immunomedics in 2020



# No Change to Capital Allocation Priorities

**\$945M**

Dividend Paid in Q122  
\$0.73 per share

**\$352M**

Q122 Share Repurchase  
5.5M shares at \$63.76

**\$500M**

Debt Repaid in Q122

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





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



**Andrew Dickinson**  
Chief Financial Officer



**Johanna Mercier**  
Chief Commercial Officer

# Q&A



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



**Christi Shaw**  
Chief Executive Officer  
Kite

# Appendix

# Robust Pipeline with Upcoming Catalysts

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

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

	PHASE 1			PHASE 2			PHASE 3, FILED, or APPROVED		
Oncology				Sacituzumab govitecan-hziy 1L NSCLC	Sacituzumab govitecan-hziy Basket (Solid Tumors)	Sacituzumab govitecan-hziy 1L mUC	Sacituzumab govitecan-hziy 1L mTNBC (PD-L1-)	Sacituzumab govitecan-hziy 2-3L NSCLC	Trodelvy® 2L mUC
				Magrolimab anti-CD47 mCRC	Magrolimab anti-CD47 <sup>2</sup> MM	Magrolimab anti-CD47 TNBC	Sacituzumab govitecan-hziy 1L mTNBC (PD-L1+)	Durva ± dom (PACIFIC-8) Stage 3 NSCLC	Sacituzumab govitecan-hziy HR+/HER2- mBC
				Dom + zim ± chemo (ARC-21) 1L Upper GI	Magrolimab anti-CD47 Solid Tumors	Magrolimab anti-CD47 <sup>2,3</sup> DLBCL	Sacituzumab govitecan-hziy 1L NSCLC	Dom + zim vs. zim vs. chemo (ARC-10) 1L NSCLC	Tecartus® (brexu-cel) R/R Adult ALL
				Yescarta® (axi-cel) 2L LBCL Outpatient	Magrolimab anti-CD47 HNSCC	Etruma combinations (ARC-9) mCRC	Dom + zim + chemo vs. pembro + chemo 1L NSCLC	Magrolimab anti-CD47 1L AML	Yescarta® (axi-cel) 3L+ FL
				Brexu-cel Basket (Rare B-Cell Malignancies) <sup>1</sup>	Quemli + zim + gem/nab-pac (ARC-8) mPDAC	Zim vs. zim + dom vs. zim + dom + etruma (ARC-7) NSCLC	Magrolimab anti-CD47 1L Unfit AML	Magrolimab anti-CD47 1L HR MDS	Yescarta® (axi-cel) 2L LBCL
				Yescarta® (axi-cel) 1L LBCL	Brexu-cel Pediatric ALL	Etruma combinations (ARC-6) <sup>3</sup> mCRPC	Yescarta® (axi-cel) 2L+ HR FL	Yescarta® (axi-cel) 1L HR LBCL	
Viral Disease				Leflitolimod TLR-9 agonist HIV Cure	Lenacapavir/islatravir oral combination <sup>2</sup> HIV LA VS	Lenacapavir capsid inhibitor <sup>2</sup> HIV LA VS	Lenacapavir capsid inhibitor <sup>2</sup> HIV PrEP	Lenacapavir capsid inhibitor <sup>2</sup> HIV LA HTE	Hepcludex® (bulevirtide) <sup>4</sup> HDV
				bNAb combination HIV Cure	Selgantolimod TLR-8 agonist HBV Cure	Hepcludex® (bulevirtide) HDV			
				Vesatolimod TLR-7 agonist HIV Cure					
Inflammatory Disease				Cilofexor/ firsocostat/ semaglutide combination NASH			Cilofexor FXR agonist PSC		Filgotinib JAK-1 inhibitor Crohn's Disease
				Galapagos 7 clinical stage programs <sup>5</sup>					

Gilead Program
  Kite Program
  Publicly Announced Planned Program
  Optionable Partner Program

FDA approved medicines shown: Trodelvy® for 2L mUC (accelerated approval), Yescarta® for 2L LBCL, Yescarta® R/R FL (accelerated approval), Tecartus® for R/R adult ALL. 1. Program count does not include potential partner opt-in programs or publicly announced planned programs. 2. Program timelines pending resolution of FDA Complete Response Letter and clinical hold on studies evaluating injectable lenacapavir, as well as clinical holds on studies evaluating magrolimab for DLBCL and MM and islatravir. 3. Phase 1b/2 trials. 4. Conditionally authorized by the European Medicines Agency (EMA) for the treatment of chronic HDV infection in adults with compensated liver disease in July 2020. 5. Includes six Phase 1 clinical stage programs and one Phase 2 clinical stage program. ALL - acute lymphocytic leukemia. AML - acute myeloid leukemia. axi-cel - axicabtagene ciloleucel. bNAb - broadly neutralizing antibody. brexu-cel - brexucabtagene autoleucel. chemo - chemotherapy. DLBCL - diffuse large B cell lymphoma. dom - domvanalimab. durva - durvalumab. etruma - etrumadenant. FL - follicular lymphoma. FXR - farnesoid X receptor. gem/nab-pac - gemcitabine/nab-paclitaxel. GI - gastrointestinal. HBV - hepatitis B virus. HDV - hepatitis delta virus. HIV - human immunodeficiency virus. HNSCC - head and neck squamous cell carcinoma. HR - high risk. HR+/HER2-mBC - hormone receptor positive, human epidermal growth factor receptor 2 negative metastatic breast cancer. HTE - heavily treatment-experienced. JAK - janus kinase. LA - long acting. LBCL - large B cell lymphoma. mCRC - metastatic colorectal cancer. mCRPC - metastatic castrate-resistant prostate cancer. MDS - myelodysplastic syndrome. MM - multiple myeloma. mPDAC - metastatic pancreatic ductal adenocarcinoma. mTNBC - metastatic triple-negative breast cancer. mUC - metastatic urothelial carcinoma. NASH - nonalcoholic steatohepatitis. NSCLC - non small cell lung cancer. PD-L1 - programmed death-ligand 1. pembro - pembrolizumab. PrEP - pre-exposure prophylaxis. PSC - primary sclerosing cholangitis. quemli - quemliclustat. R/R - relapsed / refractory. VS - virologically suppressed. TLR - toll-like receptor. TNBC - triple-negative breast cancer. zim - zimberelimumab.



# Oncology Pipeline (1/2)

★ New listing since Q4'21 ▲ Change since Q4'21  
 ● Breakthrough Therapy Designation P PRIME Designation  
 ▭ Planned program

			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'21
Gilead Oncology	Trodelyv® (TROPiCS-04)	2L mUC	●	▭	▭	AA based on Phase 1b <sup>2</sup>	
	Sacituzumab govitecan-hziy (TROPiCS-02)	HR+/HER2- mBC	▲	▭	▭		Primary endpoint of PFS met
	Sacituzumab govitecan-hziy (EVOKE-01)	2-3L NSCLC		▭	▭		
	Sacituzumab govitecan-hziy (ASCENT-03) <sup>1,3</sup>	1L mTNBC (PD-L1-)		▭	▭		
	Sacituzumab govitecan-hziy (ASCENT-04) <sup>1,3</sup>	1L mTNBC (PD-L1+)		▭	▭		
	Sacituzumab govitecan-hziy (EVOKE-03) <sup>1,3</sup>	1L NSCLC		▭	▭		
	Magrolimab anti-CD47 (ENHANCE) <sup>4,5</sup>	1L HR MDS	▲ P ●	▭	▭		Partial clinical hold lifted
	Magrolimab anti-CD47 (ENHANCE-2) <sup>5</sup>	1L AML	▲	▭	▭		Partial clinical hold lifted
	Magrolimab anti-CD47 (ENHANCE-3) <sup>1</sup>	1L Unfit AML	▲	▭	▭		Partial clinical hold lifted
	Dom + zim vs. zim vs. chemo (ARC-10) <sup>6</sup>	1L NSCLC		▭	▭		
	Durva ± dom (PACIFIC-8) <sup>7</sup>	Stage 3 NSCLC	▲	▭	▭		P3 FPI achieved
	Dom + zim + chemo vs. pembro + chemo (STAR-121) <sup>1,6</sup>	1L NSCLC	★	▭	▭		New
	Sacituzumab govitecan-hziy (GS-0132) <sup>1</sup>	1L NSCLC		▭	▭		
	Sacituzumab govitecan-hziy (GS-0132)	1L mUC		▭	▭		
	Sacituzumab govitecan-hziy (GS-0132)	Basket (Solid Tumors)		▭	▭		
	Magrolimab anti-CD47 (GS-4721)	HNSCC		▭	▭		
	Magrolimab anti-CD47 (GS-4721)	Solid Tumors		▭	▭		
	Magrolimab anti-CD47 (GS-4721) <sup>8</sup>	MM		▭	▭		

<sup>1</sup> Publicly announced planned program (non-exhaustive). <sup>2</sup> The FDA granted accelerated approval for Trodelvy® in 2L mUC Apr 2021 based on TROPHY-U-01 Phase 1b trial. <sup>3</sup> In collaboration with Merck. <sup>4</sup> Breakthrough and PRIME designation and Promising Innovative Medicine from MHRA. <sup>5</sup> Additional MDS and AML cohorts within other ongoing Phase 1b study. <sup>6</sup> In collaboration with Arcus Biosciences. <sup>7</sup> In collaboration with Arcus Biosciences and AstraZeneca. <sup>8</sup> Program timeline pending resolution of FDA clinical hold on studies evaluating magrolimab for MM. AA - accelerated approval. AML - acute myeloid leukemia. chemo - chemotherapy. dom - domvanalimab. durva - durvalumab. HNSCC - head and neck squamous cell carcinoma. HR - high risk. HR+/HER2-mBC - hormone receptor positive, human epidermal growth factor receptor 2 negative metastatic breast cancer. MDS - myelodysplastic syndrome. MM - multiple myeloma. mTNBC - metastatic triple-negative breast cancer. mUC - metastatic urothelial carcinoma. NSCLC - non small cell lung cancer. PD-L1 - programmed death-ligand 1. pembro - pembrolizumab. zim - zimberelimab.



# Oncology Pipeline (2/2)

- ★ New listing since Q4'21
- ▲ Change since Q4'21
- Breakthrough Therapy Designation
- P PRIME Designation
- ▶ Planned program

			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'21
Gilead Oncology	Magrolimab anti-CD47 (GS-4721)	TNBC		▶			
	Magrolimab anti-CD47 (GS-4721) <sup>1</sup>	mCRC	★	▶			New
	Zim vs. zim + dom vs. zim + dom + etruma (ARC-7) <sup>2</sup>	NSCLC		▶			
	Quemli + zim + gem/nab-pac (ARC-8) <sup>2</sup>	mPDAC		▶			
	Etruma combinations (ARC-9) <sup>2</sup>	mCRC		▶			
	Dom + zim ± chemo (ARC-21) <sup>1,2</sup>	1-2L Upper GI	★	▶			New
	Etruma combinations (ARC-6) <sup>2</sup>	mCRPC		▶	Phase 1b/2		
	Magrolimab anti-CD47 (GS-4721) <sup>3</sup>	DLBCL		▶	Phase 1b/2		
	AB308 + zim (ARC-12) <sup>2</sup>	Advanced Cancers		▶	Phase 1/1b		
	Flt3R agonist (GS-3583)	Advanced Cancers		▶	Phase 1b		
	Anti-c-KIT (GS-0174)	TCR		▶	Phase 1a		
	Anti-SIRPα (GS-0189)	Advanced Cancers	▲	▶	Phase 1a		Removed from pipeline / deprioritized program
	CCR8 (GS-1811)	Advanced Cancers		▶	Phase 1a		
	MCL1 inhibitor (GS-9716)	Advanced Cancers		▶	Phase 1a		
Opt-ins	Pionyr	Solid Tumors			2 clinical stage programs		
	Agenus	Solid Tumors			1 clinical stage program		
	Arcus	Advanced Cancers			1 clinical stage program		
	Tizona	Advanced Cancers			1 clinical stage program		

<sup>1</sup> Publicly announced planned program (non-exhaustive). <sup>2</sup> In collaboration with Arcus Biosciences. <sup>3</sup> Program timeline pending resolution of FDA clinical hold on studies evaluating magrolimab for DLBCL. chemo - chemotherapy. DLBCL - diffuse large B cell lymphoma. dom - domvanalimab. etruma - etrumadenant. gem/nab-pac - gemcitabine/nab-paclitaxel. GI - gastrointestinal. mCRC - metastatic colorectal cancer. mCRPC - metastatic castrate-resistant prostate cancer. mPDAC - metastatic pancreatic ductal adenocarcinoma. NSCLC - non small cell lung cancer. quemli - quemliclustat. TCR - transplant conditioning regimen. TNBC - triple-negative breast cancer. zim - zimberelimab.



# Oncology Cell Therapy Pipeline

- ★ New listing since Q4'21
- ▲ Change since Q4'21
- Breakthrough Therapy Designation
- PRIME Designation
- ▢ Planned program

		Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'21	
Cell Therapy	Yescarta® (ZUMA-5)	3L+ FL	●	sBLA Approved; Type II Filed			
	Tecartus® (ZUMA-3)	R/R Adult ALL	●	sBLA Approved; Type II Filed			
	Yescarta® (ZUMA-7)	2L LBCL	▲	sBLA Approved, Type II Filed			FDA approval granted 01Apr22
	Yescarta® (ZUMA-22) <sup>1</sup>	2L+ HR FL	★	Planned program			New
	Yescarta® (ZUMA-23) <sup>1</sup>	1L HR LBCL	★	Planned program			New
	Yescarta® (axi-cel) <sup>1</sup>	2L LBCL Outpatient	★	Planned program			New
	Yescarta® (axi-cel)	1L LBCL		Planned program			
	Brexu-cel	Pediatric ALL		Pivotal			
	Brexu-cel <sup>1</sup>	Basket (Rare B-Cell Malignancies)	★	Planned program			New
	KITE-222 (CLL-1)	R/R AML		Planned program			
	KITE-363 (CD19/20 bicistronic)	3L+ DLBCL		Planned program			





# Viral Diseases Pipeline

★ New listing since Q4'21 ▲ Change since Q4'21  
● Breakthrough Therapy Designation P PRIME Designation

			Phase 1	Phase 2	Phase 3	Filed	Updates since Q4'21		
EV	Oral CoV prodrug (GS-5245)	COVID-19							
HIV	Lenacapavir capsid inhibitor (CAPELLA) <sup>1</sup>	HIV LA HTE	●	NDA and MAA Filed					
	Lenacapavir capsid inhibitor (PURPOSE 1 & 2) <sup>1</sup>	HIV PrEP							
	Lenacapavir capsid inhibitor (GS-6207) <sup>1,2</sup>	HIV LA VS							
	Lenacapavir/islatravir oral combination <sup>1,3</sup>	HIV LA VS							
	bNAb combination (GS-5423, GS-2872) <sup>4</sup>	HIV Cure							
	Lefitolimod TLR-9 agonist (GS-1703) <sup>4</sup>	HIV Cure							
	Vesatolimod TLR-7 agonist (GS-9620) <sup>4</sup>	HIV Cure							
	Elipovimab bNAb (GS-9722)	HIV Cure	▲						Removed from pipeline
	Therapeutic vaccines <sup>5</sup>	HIV Cure							
	Lenacapavir/bNAb combination	HIV LA VS	★						New
	Lenacapavir/bictegravir oral combination	HIV LA VS	★						New
	HBV & HDV	Long acting bictegravir (GS-9883)	HIV LA						
Hepcludex® (bulevirtide) <sup>6</sup>		HDV	P ●	BLA Filed					
Hepcludex® (bulevirtide)		HDV							
	Selgantolimod TLR-8 agonist (GS-9688)	HBV Cure							

<sup>1</sup> Program timeline pending resolution of FDA Complete Response Letter and clinical hold on studies evaluating injectable lenacapavir, as well as a clinical hold on studies evaluating islatravir. <sup>2</sup> Phase 2 study being conducted in treatment naïve patients to support virologically suppressed indication. <sup>3</sup> Subject to Gilead and Merck co-development and co-commercialization agreement. <sup>4</sup> Non-Gilead sponsored trial(s) ongoing. <sup>5</sup> Clinical collaboration with Gritstone. <sup>6</sup> Conditionally authorized by the European Medicines Agency (EMA) for the treatment of chronic HDV infection in adults with compensated liver disease in July 2020. bNAb - broadly neutralizing antibody. EV - emerging viruses. HBV - hepatitis B virus. HDV - hepatitis delta virus. HIV- human immunodeficiency virus. HTE - heavily treatment-experienced. LA - long acting. PrEP - pre-exposure prophylaxis. TLR - toll-like receptor. VS - virologically suppressed.





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

in billions where applicable

	Mar 31, 2021	Jun 30, 2021	Sep 30, 2021	Dec 31, 2021	Mar 31, 2022
Total Debt, net	\$30.17	\$30.18	\$27.69	\$26.70	\$26.21
Debt Discounts, Premiums and Issuance Costs	0.20	0.19	0.19	0.18	0.17
Liability related to sale of future royalties <sup>1</sup>	(1.11)	(1.12)	(1.12)	(1.12)	(1.13)
<b>Total Adjusted Debt<sup>1, 2</sup></b>	<b>\$29.25</b>	<b>\$29.25</b>	<b>\$26.75</b>	<b>\$25.75</b>	<b>\$25.25</b>

## Last Twelve Months Ended

	Mar 31, 2021	Jun 30, 2021	Sep 30, 2021	Dec 31, 2021	Mar 31, 2022
<b>Net Income attributable to Gilead</b>	\$0.30	\$5.16	\$7.39	\$6.23	\$4.52
Add: Interest Expense <sup>3</sup> & Other Income (expense), net	2.63	3.07	2.30	1.64	1.35
Add: Tax	1.66	1.58	1.96	2.08	1.37
Add: Depreciation	0.30	0.31	0.32	0.32	0.32
Add: Amortization <sup>4</sup>	1.52	1.80	2.03	2.12	2.18
Add: Acquired in-process research and development expenses <sup>5</sup>	5.82	1.39	0.24	0.18	0.11
Add: In-process research and development impairment	0.00	0.00	0.00	0.00	2.70
Add: Litigation matters <sup>6</sup>	0.00	0.00	0.00	1.25	1.25
<b>Adjusted EBITDA<sup>7</sup></b>	<b>\$12.22</b>	<b>\$13.32</b>	<b>14.24</b>	<b>\$13.81</b>	<b>\$13.80</b>
<b>Adjusted Debt to Adjusted EBITDA ratio<sup>7, 8</sup></b>	<b>~2.39x</b>	<b>~2.20x</b>	<b>~1.88x</b>	<b>~1.86x</b>	<b>~1.83x</b>

<sup>1</sup> 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. <sup>2</sup> 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 \$4.0 billion as of March 31, 2022. These future tax payments are expected to be approximately \$0.5 billion in 2022, \$0.9 billion in 2023, \$1.2 billion in 2024 and \$1.5 billion in 2025. <sup>3</sup> Total interest expense and amortization from all issued debt is expected to be approximately \$900 million for full year 2022. <sup>4</sup> Beginning in Q4 2020, includes acquisition-related amortization of inventory step-up charges. <sup>5</sup> Beginning in Q3 2020, Adjusted EBITDA excludes all Acquired IPR&D expenses which comprise a separate line item on our Condensed Consolidated Statements of Operations. Prior to the change, Adjusted EBITDA excluded some, but not all charges aggregated within Acquired IPR&D expenses. Prior periods have been recast to reflect the change. Acquired IPR&D expenses reflect initial costs of externally developed IPR&D projects, acquired directly in a transaction other than a business combination, that do not have an alternative future use, including upfront payments related to various collaborations and the initial costs of rights to IPR&D projects. <sup>6</sup> Represents a charge related to a legal settlement. <sup>7</sup> Represents the last twelve months of adjusted EBITDA. <sup>8</sup> 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.

