### Q1 2015
- **Cost of goods sold reconciliation:**
  - GAAP cost of goods sold: $882
  - Sale of mature products: ($98)
  - Acquisition-related amortization of purchased intangibles: ($206)
  - Stock-based compensation expenses: ($3)
  - Non-GAAP cost of goods sold: $764

- **Product gross margin reconciliation:**
  - GAAP gross margin: 88.1%
  - Acquisition-related amortization of purchased intangibles: 2.8%
  - Non-GAAP gross margin: 90.9%

- **Research and development expenses reconciliation:**
  - GAAP research and development expenses: $5.1%
  - Acquisition-related expenses acquired IP&R&D: (173)
  - Stock-based compensation expenses: (42)
  - Other: (3)
  - Non-GAAP research and development expenses: $651

- **Selling, general and administrative expenses reconciliation:**
  - GAAP selling, general and administrative expenses: 25.1%
  - Stock-based compensation expenses: (11)
  - Non-GAAP selling, general and administrative expenses: $609

### Q2 2015
- **GAAP operating margin:** 70.7%
- **Up-front collaboration expenses:** —%
- **Acquisition-related amortization of purchased intangibles:** 2.7%
- **Acquisition-related expenses-acquired IP&R&D:** —%
- **Stock-based compensation expenses:** —%
- **Net non-GAAP operating margin:** 74.7%
- **GAAP effective tax rate:** 17.3%
- **Acquisition-related amortization of purchased intangibles:** (0.4%)
- **Stock-based compensation expenses:** —%
- **Net non-GAAP effective tax rate:** 16.9%
- **GAAP net income:** $4,333
- **Acquisition-related amortization of purchased intangibles:** 0.13
- **Stock-based compensation expenses:** 0.04
- **Stock-based compensation expenses:** 0.04
- **Net non-GAAP net income:** $4,601

### Q3 2015
- **GAAP operating margin:** 88.4%
- **Up-front collaboration expenses:** —%
- **Acquisition-related amortization of purchased intangibles:** 2.7%
- **Acquisition-related expenses-acquired IP&R&D:** —%
- **Stock-based compensation expenses:** —%
- **Net non-GAAP operating margin:** 80.8%
- **GAAP effective tax rate:** 17.7%
- **Acquisition-related amortization of purchased intangibles:** (0.2%)
- **Stock-based compensation expenses:** —%
- **Net non-GAAP effective tax rate:** 16.6%
- **GAAP net income:** $4,284
- **Acquisition-related amortization of purchased intangibles:** 0.13
- **Stock-based compensation expenses:** 0.03
- **Stock-based compensation expenses:** 0.03
- **Net non-GAAP net income:** $4,494

### Q4 2015
- **GAAP operating margin:** 87.7%
- **Up-front collaboration expenses:** —%
- **Acquisition-related amortization of purchased intangibles:** 2.6%
- **Acquisition-related expenses-acquired IP&R&D:** —%
- **Stock-based compensation expenses:** —%
- **Net non-GAAP operating margin:** 85.6%
- **GAAP effective tax rate:** 18.1%
- **Acquisition-related amortization of purchased intangibles:** (0.2%)
- **Stock-based compensation expenses:** —%
- **Net non-GAAP effective tax rate:** 17.3%
- **GAAP net income:** $4,451
- **Acquisition-related amortization of purchased intangibles:** 0.13
- **Stock-based compensation expenses:** 0.03
- **Stock-based compensation expenses:** 0.03
- **Net non-GAAP net income:** $4,649

### FY 2015
- **GAAP operating margin:** 87.5%
- **Up-front collaboration expenses:** —%
- **Acquisition-related amortization of purchased intangibles:** 2.6%
- **Acquisition-related expenses-acquired IP&R&D:** —%
- **Stock-based compensation expenses:** —%
- **Net non-GAAP operating margin:** 85.3%
- **GAAP effective tax rate:** 19.5%
- **Acquisition-related amortization of purchased intangibles:** (0.2%)
- **Stock-based compensation expenses:** —%
- **Net non-GAAP effective tax rate:** 18.4%
- **GAAP net income:** $4,345
- **Acquisition-related amortization of purchased intangibles:** 0.13
- **Stock-based compensation expenses:** 0.03
- **Stock-based compensation expenses:** 0.03
- **Net non-GAAP net income:** $4,549

### Notes:
- Amounts may not sum due to rounding.
- Management believes the non-GAAP information presented above is useful for investors, taken in conjunction with Gilead’s GAAP financial statements, because management uses such information internally for its operating, budgeting and financial planning purposes. Non-GAAP information is not prepared under a comprehensive set of accounting rules and should only be used to supplement an understanding of Gilead’s operating results as reported under United States generally accepted accounting principles. Non-GAAP measures may be defined and calculated differently by other companies in the same industry.