

GILEAD SCIENCES, INC.
RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL INFORMATION
(unaudited)
(in thousands except percentages and per share amounts)

	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Q2 2014	Q3 2014	YTD 2014
Cost of goods sold reconciliation:									
GAAP cost of goods sold	\$ 634,448	\$ 684,663	\$ 681,868	\$ 857,523	\$ 2,858,502	\$ 813,205	\$ 924,709	\$ 987,306	\$ 2,725,220
Stock-based compensation expenses	(1,841)	(2,632)	(1,823)	(513)	(6,809)	(2,642)	(2,565)	(2,726)	(7,933)
Acquisition related-amortization of purchased intangibles	(21,264)	(21,264)	(21,264)	(79,526)	(143,318)	(199,230)	(199,230)	(201,490)	(599,950)
Non-GAAP cost of goods sold	\$ 611,343	\$ 660,767	\$ 658,781	\$ 777,484	\$ 2,708,375	\$ 611,333	\$ 722,914	\$ 783,090	\$ 2,117,337
Product gross margin reconciliation:									
GAAP product gross margin	73.5 %	74.2 %	74.8 %	71.8 %	73.5 %	83.3 %	85.6 %	83.5 %	84.2 %
Stock-based compensation expenses	0.1 %	0.1 %	0.1 %	0.0 %	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %
Acquisition related-amortization of purchased intangibles	0.9 %	0.8 %	0.8 %	2.6 %	1.3 %	4.1 %	3.1 %	3.4 %	3.5 %
Non-GAAP product gross margin ⁽¹⁾	74.5 %	75.1 %	75.7 %	74.5 %	74.9 %	87.4 %	88.7 %	86.9 %	87.7 %
Research and development expenses reconciliation:									
GAAP research and development expenses	\$ 497,632	\$ 523,902	\$ 546,244	\$ 551,978	\$ 2,119,756	\$ 594,978	\$ 583,924	\$ 630,466	\$ 1,809,368
Stock-based compensation expenses	(26,875)	(24,646)	(27,740)	(29,511)	(108,772)	(34,350)	(36,633)	(40,312)	(111,295)
Restructuring expenses	(4,757)	(67)	31	176	(4,617)	(145)	(29)	(43)	(217)
Acquisition related-contingent consideration remeasurement	(6,024)	(11,418)	(30,000)	(11,258)	(58,700)	(2,678)	(5,288)	(3,786)	(11,752)
Non-GAAP research and development expenses	\$ 459,976	\$ 487,771	\$ 488,535	\$ 511,385	\$ 1,947,667	\$ 557,805	\$ 541,974	\$ 586,325	\$ 1,686,104
Selling, general and administrative expenses reconciliation:									
GAAP selling, general and administrative expenses	\$ 374,296	\$ 404,991	\$ 406,860	\$ 513,284	\$ 1,699,431	\$ 548,123	\$ 613,555	\$ 944,837	\$ 2,106,515
Stock-based compensation expenses	(33,051)	(28,675)	(33,010)	(41,894)	(136,630)	(45,233)	(43,935)	(56,298)	(145,466)
Restructuring expenses	(744)	306	2,972	(144)	2,390	(3)	(2)	(3)	(8)
Acquisition related-transaction costs	(7,156)	(4)	300	—	(6,860)	(448)	(107)	(4)	(559)
Acquisition related-amortization of purchased intangibles	(281)	(282)	(281)	(281)	(1,125)	(2,334)	(281)	(281)	(2,896)
Non-GAAP selling, general and administrative expenses	\$ 333,064	\$ 376,336	\$ 376,841	\$ 470,965	\$ 1,557,206	\$ 500,105	\$ 569,230	\$ 888,251	\$ 1,957,586
Operating margin reconciliation:									
GAAP operating margin	40.5 %	41.7 %	41.2 %	38.4 %	40.4 %	60.9 %	67.5 %	57.6 %	62.2 %
Stock-based compensation expenses	2.4 %	2.0 %	2.2 %	2.3 %	2.3 %	1.6 %	1.3 %	1.6 %	1.5 %
Restructuring expenses	0.2 %	0.0 %	(0.1)%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Acquisition related-transaction costs	0.3 %	0.0 %	0.0 %	— %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Acquisition related-amortization of purchased intangibles	0.9 %	0.8 %	0.8 %	2.6 %	1.3 %	4.0 %	3.1 %	3.3 %	3.4 %
Acquisition related-contingent consideration remeasurement	0.2 %	0.4 %	1.1 %	0.4 %	0.5 %	0.1 %	0.1 %	0.1 %	0.1 %
Non-GAAP operating margin ⁽¹⁾	44.5 %	44.9 %	45.2 %	43.6 %	44.5 %	66.6 %	71.9 %	62.6 %	67.2 %
Other income (expense), net reconciliation:									
GAAP other income (expense), net	\$ (3,324)	\$ (231)	\$ 5,777	\$ (11,108)	\$ (8,886)	\$ (17,912)	\$ (3,645)	\$ (5,037)	\$ (26,594)
Acquisition related-transaction costs	—	—	—	—	—	(1,853)	2	—	(1,851)
Non-GAAP other income (expense), net	\$ (3,324)	\$ (231)	\$ 5,777	\$ (11,108)	\$ (8,886)	\$ (19,765)	\$ (3,643)	\$ (5,037)	\$ (28,445)
Effective tax rate reconciliation:									
GAAP effective tax rate	23.7 %	28.6 %	27.3 %	29.3 %	27.3 %	24.6 %	15.2 %	19.2 %	19.1 %
Restructuring expenses	(0.1)%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Acquisition related-amortization of purchased intangibles	0.0 %	0.0 %	0.0 %	(1.5)%	(0.4)%	(1.4)%	(0.6)%	0.0 %	0.0 %
Acquisition related-contingent consideration remeasurement	(0.1)%	(0.3)%	(0.9)%	(0.3)%	(0.4)%	0.0 %	0.0 %	(1.0)%	(0.9)%
Non-GAAP effective tax rate ⁽¹⁾	23.5 %	28.3 %	26.4 %	27.5 %	26.5 %	23.2 %	14.6 %	18.2 %	18.2 %
Net income attributable to Gilead reconciliation:									
GAAP net income attributable to Gilead, net of tax	\$ 722,186	\$ 772,605	\$ 788,606	\$ 791,411	\$ 3,074,808	\$ 2,227,410	\$ 3,655,593	\$ 2,731,274	\$ 8,614,277
Stock-based compensation expenses	45,380	40,379	46,576	52,967	185,302	63,136	72,199	81,261	216,596
Restructuring expenses	5,368	(244)	(2,076)	(40)	3,008	148	25	45	218
Acquisition related-transaction costs	7,156	4	(300)	—	6,860	(975)	109	(90)	(956)
Acquisition related-amortization of purchased intangibles	15,829	15,563	16,275	74,211	121,878	195,412	196,319	197,415	589,146
Acquisition related-contingent consideration remeasurement	6,024	11,418	30,000	11,258	58,700	2,678	5,288	3,786	11,752
Non-GAAP net income attributable to Gilead, net of tax	\$ 801,943	\$ 839,725	\$ 879,081	\$ 929,807	\$ 3,450,556	\$ 2,487,809	\$ 3,929,533	\$ 3,013,691	\$ 9,431,033
Diluted earnings per share reconciliation:									
GAAP diluted earnings per share	\$ 0.43	\$ 0.46	\$ 0.47	\$ 0.47	\$ 1.81	\$ 1.33	\$ 2.20	\$ 1.67	\$ 5.18
Stock-based compensation expenses	0.03	0.02	0.03	0.03	0.11	0.04	0.04	0.05	0.13
Restructuring expenses	0.00	(0.00)	(0.00)	(0.00)	0.00	0.00	0.00	0.00	0.00
Acquisition related-transaction costs	0.00	0.00	(0.00)	—	0.00	(0.00)	0.00	(0.00)	(0.00)
Acquisition related-amortization of purchased intangibles	0.01	0.01	0.01	0.04	0.07	0.12	0.12	0.12	0.35
Acquisition related-contingent consideration remeasurement	0.00	0.01	0.02	0.01	0.03	0.00	0.00	0.00	0.01
Non-GAAP diluted earnings per share ⁽¹⁾	\$ 0.48	\$ 0.50	\$ 0.52	\$ 0.55	\$ 2.04	\$ 1.48	\$ 2.36	\$ 1.84	\$ 5.67
Shares used in per share calculation (diluted) reconciliation:									
GAAP shares used in per share calculation (diluted)	1,665,060	1,694,577	1,691,898	1,694,212	1,694,747	1,679,871	1,664,415	1,636,530	1,662,281
Share impact of current stock-based compensation rules	(1,716)	(1,228)	(1,139)	(1,002)	(1,190)	(911)	(965)	(620)	(837)
Non-GAAP shares used in per share calculation (diluted)	1,663,344	1,693,349	1,690,759	1,693,210	1,693,557	1,678,960	1,663,450	1,635,910	1,661,444
Non-GAAP adjustment summary:									
Cost of goods sold adjustments	\$ 23,105	\$ 23,896	\$ 23,087	\$ 80,039	\$ 150,127	\$ 201,872	\$ 201,795	\$ 204,216	\$ 607,883
Research and development expenses adjustments	37,656	36,131	57,709	40,593	172,089	37,173	41,950	44,141	123,264
Selling, general and administrative expenses adjustments	41,232	28,655	30,019	42,319	142,225	48,018	44,325	56,586	148,929
Other income (expense), net adjustments	—	—	—	—	—	(1,853)	2	—	(1,851)
Total non-GAAP adjustments before tax	101,993	88,682	110,815	162,951	464,441	285,210	288,072	304,943	878,225
Income tax effect	(22,236)	(21,562)	(20,340)	(24,555)	(88,693)	(24,811)	(14,132)	(22,526)	(61,469)
Total non-GAAP adjustments after tax	\$ 79,757	\$ 67,120	\$ 90,475	\$ 138,396	\$ 375,748	\$ 260,399	\$ 273,940	\$ 282,417	\$ 816,756

Note:

⁽¹⁾ 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.