

## Company Overview

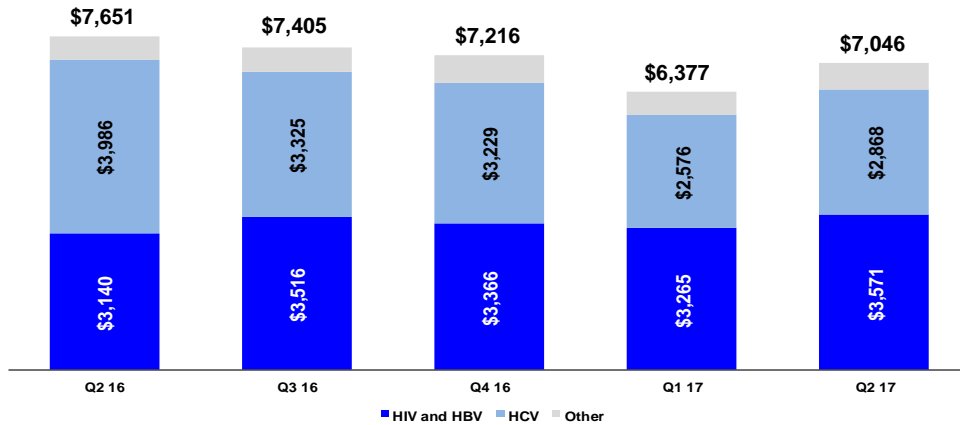
Gilead Sciences, Inc. is a research-based biopharmaceutical company that discovers, develops and commercializes innovative medicines in areas of unmet medical need. We strive to transform and simplify care for people with life-threatening illnesses around the world. Gilead's portfolio of products and pipeline of investigational drugs includes treatments for HIV/AIDS, liver diseases, cancer, inflammatory and respiratory diseases, and cardiovascular conditions.

Our portfolio of marketed products includes a number of category firsts, including complete treatment regimens for HIV infection available in a once-daily single pill and the first oral antiretroviral pill available to reduce the risk of acquiring HIV infection in certain high-risk adults.

Gilead was founded in 1987 in Foster City, California. Since then, we have grown to become one of the world's largest biopharmaceutical companies, with 9,000 employees across six continents.

\$ in millions

Total Product Sales



\*Other comprised primarily of Letairis, Ranexa, AmBisome, Zydlig, Cayston and Lexiscan.

## COMMERCIAL PORTFOLIO

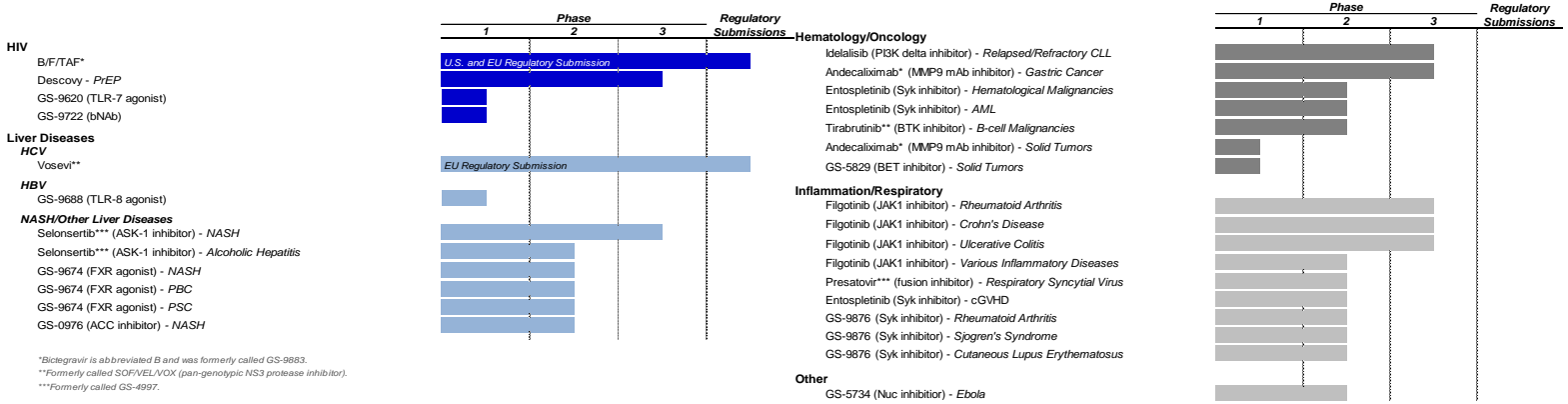
HIV	LIVER	RESPIRATORY
<b>Genvoya®</b> elvitegravir /cobicistat / emtricitabine/tenofovir alafenamide <b>Descovy®</b> emtricitabine / tenofovir alafenamide <b>Truvada®</b> emtricitabine/tenofovir disoproxil fumarate <b>Stribild®</b> elvitegravir /cobicistat / emtricitabine/tenofovir disoproxil fumarate <b>Odefsey®</b> rilpivirine/emtricitabine/ tenofovir alafenamide <b>Complera®</b> emtricitabine/rilpivirine/ tenofovir disoproxil fumarate <b>Atripla®</b> efavirenz/emtricitabine/ tenofovir disoproxil fumarate <b>Tybost®</b> cobicistat	<b>Epclusa®</b> sofosbuvir/velpatasvir for Chronic hepatitis C <b>Harvoni®</b> ledipasvir/sofosbuvir for Chronic hepatitis C <b>Sovaldi®</b> sofosbuvir for Chronic hepatitis C <b>Vosevi®</b> sofosbuvir/velpatasvir/ voxilaprevir for Chronic hepatitis C <b>Vemlidy®</b> tenofovir alafenamide for Chronic hepatitis B <b>Viread®</b> tenofovir disoproxil fumarate for Chronic hepatitis B <b>Hepsera®</b> adefovir dipivoxil for Chronic hepatitis B	<b>Cayston®</b> aztreonam for Cystic fibrosis <b>Tamiflu®</b> oseltamivir phosphate for Influenza A and B <b>ONCOLOGY</b> <b>Zydlig®</b> idelalisib for Chronic lymphocytic leukemia, Follicular lymphoma, and Small lymphocytic lymphoma <b>OTHER</b> <b>AmBisome®</b> amphotericin B liposome for Fungal infections
	<b>CARDIOVASCULAR</b> <b>Letairis®</b> ambrisentan for Pulmonary arterial hypertension <b>Ranexa®</b> ranolazine for Chronic angina	

Images shown do not represent actual size.

Not all products represented.

## Second Quarter 2017 Financial Highlights

- ▶ Total revenues for the second quarter of 2017 decreased 8% to \$7.1 billion from \$7.8 billion for the second quarter of 2016.
- ▶ Non-GAAP net income for the second quarter of 2017, which excludes amounts related to acquisition, up-front collaboration, stock-based compensation, and other expenses was \$3.4 billion, or \$2.56 per diluted share compared to \$4.2 billion, or \$3.08 per diluted share for the second quarter of 2016
- ▶ Product sales decreased 8% to \$7.0 billion for the second quarter of 2017 compared to \$7.7 billion for the second quarter of 2016.
- ▶ As of June 30, 2017, Gilead had \$36.6 billion of cash, cash equivalents and marketable securities compared to \$34.0 billion as of March 31, 2017.
- ▶ During the second quarter of 2017, Gilead generated \$3.5 billion in operating cash flow.



**Senior Leadership**

**John F. Milligan, PhD**  
President and Chief Executive Officer

**John C. Martin, PhD**  
Executive Chairman

**Gregg H. Alton**  
Executive Vice President,  
Corporate and Medical Affairs

**Norbert W. Bischofberger, PhD**  
Executive Vice President,  
Research and Development and  
Chief Scientific Officer

**Andrew Cheng, MD, PhD**  
Executive Vice President, Clinical  
Research & Development Operations

**William A. Lee, PhD**  
Executive Vice President, Research

**John McHutchison, MD**  
Executive Vice President,  
Clinical Research

**Jim Meyers**  
Executive Vice President,  
Worldwide Commercial Operations

**Brett Pletcher**  
Executive Vice President, General  
Counsel and Chief Compliance Officer

**Martin Silverstein, MD**  
Executive Vice President, Strategy

**Robin L. Washington**  
Executive Vice President and  
Chief Financial Officer

**Katie L. Watson**  
Executive Vice President,  
Human Resources

**Taiyin Yang, PhD**  
Executive Vice President,  
Pharmaceutical Dev. & Manufacturing

**Kevin Young CBE**  
Chief Operating Officer

**Analyst Coverage**

**Argus Research Company**  
David Toung

**Atlantic Equities**  
Steve Chesney

**Bank of America Merrill Lynch**  
Ying Huang

**Barclays**  
Geoff Meacham

**BMO**  
Ian Somaiya

**Citi**  
Robyn Karnauskas

**Cowen & Company**  
Phil Nadeau, PhD

**Credit Suisse**  
Alethia Young

**Deutsche Bank**  
Andrew Peters

**Evercore ISI**  
Umer Raffat

**Goldman Sachs & Co.**  
Terence Flynn, PhD

**Guggenheim Securities**  
Tony Butler

**Jefferies**  
Michael Yee

**JPMorgan**  
Cory Kasimov

**Leerink Partners**  
Geoff Porges, MBBS

**Maxim Group**  
Jason Kolbert

**Mizuho**  
Salim Syed

**Morgan Stanley**  
Matthew Harrison

**Morningstar**  
Karen Andersen, CFA

**Needham**  
Alan Carr, PhD

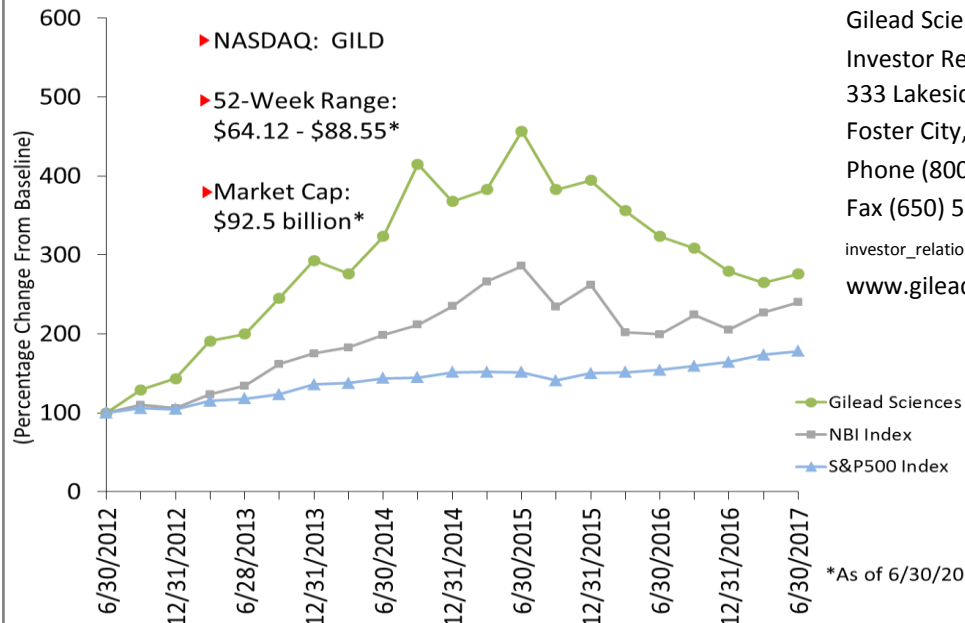
**Robert W. Baird**  
Brian Skorney

**Standard and Poors**  
Steven Silver

**UBS**  
Carter Gould

**Wells Fargo**  
Jim Birchenough

**STOCK CHART**



**CONTACT INFORMATION**

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\*As of 6/30/2017