

Gilead Sciences Inc.

Latest 4Q23 and 2023 Consensus as of Today

Maintain Rating: BUY | PO: 95.00 USD | Price: 76.94 USD

Latest Consensus Estimates

Ahead of Gilead reporting 4Q23 results tomorrow (2/6) after the market closes, we have assessed the latest consensus estimates (for 4Q23 and 2023) as of today.

Exhibit 1: Gilead latest 4Q23 and 2023 estimates

We have compiled the latest cons estimates of Gilead's top- and bottom-lines along with key products

4Q23 estimates / growth						
	Cons	BofA	Growth	Change		
Total Revenue (\$ in mil)	\$7,080	\$7,189	-4%	Cons is -\$21M over the past week		
Adjusted EPS	\$1.75	\$1.86	5%	Cons is +\$0.01 over the past week		
Key 4Q23 & 2023 products / grow	th					
(\$ in mil)	4Q23 Cons	4Q23 BofA	Growth	2023 Cons	2023 BofA	Growth
Biktarvy	3,171	3,198	9%	11,912	11,939	15%
Genvoya	527	552	-18%	2,071	2,096	-14%
Odefsey	349	378	-11%	1,360	1,388	-7%
Descovy	541	519	1%	2,017	1,995	8%
Total HIV	4,826	4,888	1%	18,303	18,370	6%
Total HCV	436	467	-1%	1,759	1,801	-3%
Kite	525	547	26%	1,949	1,949	34%
Veklury	479	435	-52%	1,691	1,900	-57%
Trodelvy	310	332	60%	1,075	1,097	58%
2023 estimates / growth						
	Cons	BofA	Growth	Change		
Total Revenue (\$ in mil)	\$27,100	\$27,186	-1%	Cons is +\$21M over the past week		ast week
Adjusted EPS	\$6.67	\$6.85	-8%	Cons is -\$0.07 over the past week		
Margin Analysis						
	4Q23 Cons	4Q23 BofA	2023 Cons	2023 BofA		
Gross Margin	86%	85%	86%	86%		
Operating Margin	44%	44%	40%	40%		
Net Margin	31%	32%	31%	32%		

Source: BofA Global Research, Visible Alpha, Bloomberg

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Top Questions for the Call

We anticipate the top questions going into the call will be: 1) What are expectations for HIV doublet data to be presented at CROI (see our GSK 4Q read-through)? 2) Have expectations for Trodelvy in lung changed since the negative EVOKE-01 update (see our note on EVOKE-01) 3) How does Gilead plan to prime the HIV PrEP market ahead of the PURPOSE study readouts? 4) Has there been any change in CAR-T uptake since the FDA safety labeling changes? 5) What is Gilead's current BD strategy (following additional Arcus equity investment, see Zemansky's note on Gilead/Arcus partnership update) and how does the company view the current regulatory environment? Maintain Buy, \$95 PO.

Conference Call Details

Gilead is hosting a public webcast tomorrow, 2/6 at 5:00PM ET. Register on the company's investor page for access to the webcast.

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

05 February 2024

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Stock Data

Price Objective 95.00 USD Date Established 8-Sep-2023 Investment Opinion B-1-7 52-Week Range 72.87 USD - 87.87 USD Mrkt Val (mn) / Shares Out 97,098 USD / 1,262.0 (mn) 99.9% Average Daily Value (mn) 517.20 USD BofA Ticker / Exchange GILD / NAS Bloomberg / Reuters GILD US / GILD.OO ROF (2023F) 39 9% Net Dbt to Eqty (Dec-2022A) 93.4% ESGMeter™ High

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Abbreviations:

HIV: Human immunodeficiency virus CROI: Conference on Retroviruses and Opportunistic Infections PrEP: Pre-Exposure Prophylaxis GSK: GlaxoKlineSmith CAR-T: chimeric antigen receptor T-Cell FDA: Food and Drug Administration BD: business development

76 94 USD

Price objective basis & risk

Gilead Sciences Inc. (GILD)

Our \$95 price objective is based on a sum-of-the parts net present value (NPV) analysis. We forecast sales of key franchises or products to 2030 using a weighted average cost of capital (WACC) of 8%, and include a terminal value where appropriate. Under these assumptions, we value the HIV franchise at \$80/share, HCV and HDV at \$7/share, the Kite platform at \$8/share, remdesivir at \$2/share, Trodelvy at \$9/share, with the pipeline at \$5/share and net cash at \$15/share.

Upside risks: 1) stronger-than-expected sales of Biktarvy in HIV and faster uptake of Descovy in PrEP, 2) greater durability of HCV revenues, 3) rapid uptake of Kite, 4) and success of the oncology pipeline may lead investors to assign further value to these programs.

Downside risks: 1) moderating sales of Biktarvy, Genvoya, Odefsey, and Descovy due to competition, which may include long-acting injectable formulations, 2) greater than expected erosion of HCV revenues, 3) limited upside from Gilead's CAR-Ts, 4) the oncology pipeline may have limited clinical success or be meaningfully delayed.

Analyst Certification

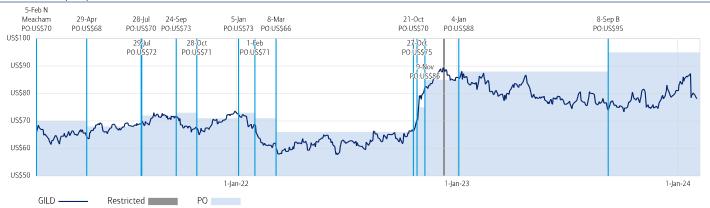
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Gilead Sciences Inc. (GILD) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ 70%
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