Gilead Sciences Inc

Price $104.13 (as of Dec 12, 2014 08 PM ET) 12-Mo. Target Price $150.00 Report Currency USD Investment Style Large-Cap Growth

S&P Capital IQ Equity Analyst Jeffrey Loo, CFA

**GICS Sector** Health Care

**Sub-Industry** Biotechnology

**Summary** This biopharmaceutical company is engaged in the discovery, development and commercialization of treatments to fight viral, bacterial and fungal infections, respiratory disorders, cardiovascular conditions, and cancer.

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**Key Stock Statistics** (Source: S&P Capital IQ, Vickers, company reports)

<table>
<thead>
<tr>
<th>Statistic</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>52-Wk Range</td>
<td>$116.93–63.50</td>
</tr>
<tr>
<td>Trailing 12-Month EPS</td>
<td>$0.61</td>
</tr>
<tr>
<td>Trailing 12-Month P/E</td>
<td>18.6</td>
</tr>
<tr>
<td>$10K Invested 5 Yrs Ago</td>
<td>$44,864</td>
</tr>
</tbody>
</table>

**Investment Rationale/Risk**

- **GILD’s hepatitis C (HCV) program has achieved a dominant market position, complementing its market-leading HIV franchise, and we expect GILD to maintain its HCV leadership position following the approval of Harvoni in October 2014. The combination oral pill has a 90+% efficacy rate with treatment duration as little as 8 to 12 weeks, for prevalent genotype 1 patients (75% of HCV patients). But we note pricing concerns, increased third-party payer criticism, and potential prioritizing of patients receiving Sovaldi or Harvoni, potentially tempering some sales. GILD priced Harvoni at $94,500 for a 12-week treatment, but we believe many patients will be eligible for a 8-week treatment regimen. We think Zydelig (idelalisib), approved in July for chronic lymphocytic leukemia and non-Hodgkin’s lymphoma, is emerging as a foundation for a nascent oncology franchise.**

- **Risks to our recommendation and target price include a significant slowdown in Sovaldi sales.**

- **Our 12-month target price of $150 is 15.6X our forward 12-months EPS estimate of $9.58, reflecting a 0.4X PEG multiple using our 38% long-term EPS growth rate with treatment duration as little as 8 to 12 weeks.**

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**Past performance is not an indication of future performance and should not be relied upon as such.**

Analysis prepared by Equity Analyst Jeffrey Loo, CFA on Nov 12, 2014 02:41 PM, when the stock traded at $107.25.

**Highlights**

- We estimate 2014 revenues of $24.4 billion, up 111% from 2013, driven by the launch of Sovaldi (sofosbuvir) for hepatitis C, which was approved in December 2013 in the U.S. and in January 2014 in Europe, and Harvoni, a fixed-dose combination of ledipasvir and sofosbuvir, which was approved in October 2014. Sovaldi sales in the first nine months 2014 were $8.55 billion, as sales reached $7.3 billion in the U.S. and $1.1 billion in Europe. We forecast 2014 Sovaldi sales of $12 billion and Harvoni sales of $1 billion. In 2015 we expect sales to rise 14% to $27.8 billion with Sovaldi sales of $9.5 billion and Harvoni sales of $5 billion. We also continue to view favorably GILD’s leading U.S. HIV drug market share, led by Atripla, Truvada, and Stribild, and trends toward earlier HIV patient diagnosis and start of anti-viral treatment.

- We see Sovaldi and Harvoni gross margin above 90%, driving operating margins of 66.2% in both 2014 and 2015, up from 44.5% in 2013, which reflected increased investment for the Sovaldi launch. Margins should also benefit from wholly owned HIV pill Stribild.

- We see EPS of $8.29 and $9.65 in 2014 and 2015.

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**Investment Style**

- **STRONG BUY**
- **MEDIUM**
- **LOW**

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**Dividend Data**

No cash dividends have been paid.

Past performance is not an indication of future performance and should not be relied upon as such.

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Investors should note that income from such investments, if any, may fluctuate and that the value of such investments may rise or fall. Accordingly, investors may receive back less than they originally invested. Investors should seek advice concerning any impact this investment may have on their personal tax position from their own tax advisor. Please note the publication date of this document. It may contain specific information that is no longer current and should not be used to make an investment decision.

Unless otherwise indicated, there is no intention to update this document.
CORPORATE OVERVIEW. Gilead Sciences (GILD) focuses on the research, development, and marketing of anti-infective medications, with a primary focus on treatments for HIV.

GILD has a leading market position in treating HIV virus. Truvada, approved in 2004, is a once-daily combination tablet formulated with previous-generation drugs Viread and Emtriva. Emtriva was the lead product of Triangle Pharmaceuticals, acquired in 2003. Viread was approved in 2001. Truvada generated 2013 sales of $3.126 billion slightly below 2012 sales of $3.18 billion. Viread is also used for treating hepatitis B, and saw 13% sales growth to $959 million in 2013 from $849 million in 2012. In 2006, GILD and Bristol-Myers Squibb (BMY) launched Atripla, a combination tablet with Truvada and BMY’s Sustiva. GILD books Atripla sales and then pays BMY its 37% share for the Sustiva portion of the drug, which GILD counts as cost of goods on its financial statements. Atripla generated 2013 sales of $3.65 billion up 2% from 2012 sales of $3.58 billion. Atripla received EU approval in December 2007.

More recently, Complera (U.S.) and Evipleri (Europe), comprised of Truvada and Tibotec’s Edurant (rilpivirine), were approved in 2011, and generated $809 million in 2013 sales up significantly from $342 million in 2012 sales. In August 2012, the FDA approved GILD’s wholly owned “Quad Pill,” marketed as Striobil, which combines investigational agents elvitegravir, and HIV-boosting agent cobicistat, with Truvada in patients new to HIV treatment. In Phase III study, Striobil showed non-inferiority to Atripla, with a favorable side effect profile. In May 2013, Striobil was approved in the European Union. Striobil saw sales of $539 million in 2013 compared to initial sales of $58 million in 2012.

Hepsera, approved for treatment of chronic hepatitis B in the U.S. and EU, saw sales decline to $81 million in 2013 following the 25% decline in 2012, to $108 million. AmBisome, B, an antifungal agent that is approved for life-threatening fungal infections including cryptococcal meningitis in AIDS patients, generated sales of $552 million in 2013 up slightly from the $546 million in 2012. Tamiflu, an orally administered treatment for influenza A and B, is marketed by Roche, which pays GILD a 21%-22% royalty. Tamiflu’s patents expire at the end of 2016.

In October 2006, GILD purchased Myogen for $2.5 billion for rights to Letairis, a once-daily treatment for pulmonary arterial hypertension (PAH), which was approved in June 2007. In 2013, Letairis generated $520 million in sales up 27% from the $410 million in sales in 2012. In 2009, GILD purchased CV Therapeutics for its lead drug Ranexa for chronic angina. Ranexa generated 2013 sales of $449 million, up 20% from the $373 million in sales in 2012. Cayston (aztreonam lysine), an inhaled medicine for cystic fibrosis, was approved by the FDA in February 2010 and is conditionally approved in Europe, with final approval conditional upon completion of an ongoing study.

PIPIELINE. GILD is advancing a pipeline for hepatitis C, centered around Sovaldi (sofosbuvir), acquired from Pharmasset. The drug secured FDA approval in December 2013 for genotypes 1 and 4 (12 weeks, with interferon/ribavirin), genotype 2 (12 weeks, with ribavirin), genotype 3 (24 weeks, with ribavirin). In addition, the FDA allowed Sovaldi/ribavirin to be considered in patients intolerant to interferon in a 24 week regimen. GILD filed an NDA in February 2014 for its fixed-dosed combination tablet of Sovaldi with ledipasvir to treat genotype 1 (around 75% of U.S. patients) standard of care in all-oral regimens without the use of interferon and ribavirin. In December 2013, GILD reported Phase III data showing cure rates of 97.7% in a 12 week regimen and 94.0% in 8 weeks among treatment naive patients without ribavirin and interferon. Treatment experienced patients benefited modestly from the addition of ribavirin (96.4% to 93.6%) over 12 weeks. We think it could be approved by late 2014, given the FDA’s granting of “Breakthrough Therapy” designation.

In HIV, GILD is in Phase III study on tenofovir alafenamide (GS-7340), which has a more potent profile than current therapy backbone tenofovir (Viread) in smaller doses, thereby reducing toxicity. In October 2012, GS-7340 met primary endpoint of similar virologic response versus GILD’s Striobil, with favorable bone mineral density and serum creatinine outcomes. In April 2011, GILD acquired privately held Calistoga Pharmaceuticals for $375 million to add pipeline candidates in oncology and inflammation. Lead candidate Zydelig (idelalisib) was approved by the FDA in late July 2014 for for chronic lymphocytic leukemia (CLL) and indolent non-Hodgkin’s lymphoma (iNHL). European accelerated approval for iNHL, and for CLL is pending. Delig (idelalisib) was approved by the FDA in late July 2014 for for chronic lymphocytic leukemia (CLL) and small B-cell lymphomas.

FINANCIAL TRENDS. In 2013, total revenues rose 15.5% to $11.2 billion, from $9.7 billion in 2012. At September 30, 2014, GILD had $7.7 billion of cash and securities and $9.5 billion of long-term debt. The company issued $6 billion of new debt to acquire Pharmasset in January 2012. Since January 2010, GILD has repurchased roughly 169.9 million of its shares for $6.65 billion (including 5.743 million shares repurchased in Q1 2014 for $450 million). GILD commenced a new $5 billion program in 2011, but deferred its program to reduce debt following the Pharmasset acquisition. In July 2013, GILD resumed its repurchase program and in July 2014, it announced a new $5 billion program.
Gilead Sciences Inc

Quantitative Evaluations

<table>
<thead>
<tr>
<th>S&amp;P Capital IQ</th>
<th>Fair Value Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>$207.70</td>
<td>5+</td>
</tr>
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Fair Value Calculation: Analysis of the stock’s current worth, based on S&P Capital IQ’s proprietary quantitative model suggests that GILD is Undervalued by $103.57 or 99.5%.

Ininvestibility Quotient

<table>
<thead>
<tr>
<th>Percentile</th>
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<tbody>
<tr>
<td>LOWEST = 1 HIGHEST = 100</td>
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</table>

GILD scored higher than 98% of all companies for which an S&P Capital IQ Report is available.

Technical Evaluation

Since November, 2014, the technical indicators for GILD have been BEARISH.

Insider Activity

For further clarification on the terms used in this report, please visit www.standardandpoors.com/stockreportguide

Company Financials Fiscal Year Ended Dec. 31

<table>
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<tr>
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<tbody>
<tr>
<td>Tangible Book Value</td>
<td>NM</td>
<td>NM</td>
<td>3.10</td>
<td>2.77</td>
<td>2.69</td>
<td>2.28</td>
<td>1.96</td>
<td>0.99</td>
<td>1.65</td>
<td>1.04</td>
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<tr>
<td>Cash Flow</td>
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<td>1.81</td>
<td>1.97</td>
<td>1.81</td>
<td>1.53</td>
<td>1.08</td>
<td>0.88</td>
<td>-0.62</td>
<td>0.45</td>
<td>0.26</td>
</tr>
<tr>
<td>Earnings</td>
<td>1.81</td>
<td>1.64</td>
<td>1.78</td>
<td>1.66</td>
<td>1.41</td>
<td>1.05</td>
<td>0.84</td>
<td>-0.65</td>
<td>0.39</td>
<td>0.20</td>
</tr>
<tr>
<td>S&amp;P Capital IQ Core Earnings</td>
<td>1.83</td>
<td>1.68</td>
<td>1.77</td>
<td>1.66</td>
<td>1.41</td>
<td>1.05</td>
<td>0.84</td>
<td>-0.65</td>
<td>0.39</td>
<td>0.20</td>
</tr>
<tr>
<td>Dividends</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
</tr>
<tr>
<td>Payout Ratio</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
</tr>
<tr>
<td>Prices:High</td>
<td>76.11</td>
<td>36.56</td>
<td>21.75</td>
<td>24.75</td>
<td>26.64</td>
<td>28.82</td>
<td>29.95</td>
<td>17.50</td>
<td>14.13</td>
<td>9.77</td>
</tr>
<tr>
<td>Prices:Low</td>
<td>36.94</td>
<td>20.68</td>
<td>17.23</td>
<td>15.67</td>
<td>20.31</td>
<td>17.80</td>
<td>15.48</td>
<td>13.12</td>
<td>7.60</td>
<td>6.44</td>
</tr>
<tr>
<td>P/E Ratio:High</td>
<td>42</td>
<td>24</td>
<td>12</td>
<td>15</td>
<td>19</td>
<td>27</td>
<td>29</td>
<td>NM</td>
<td>33</td>
<td>39</td>
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<tr>
<td>P/E Ratio:Low</td>
<td>20</td>
<td>13</td>
<td>10</td>
<td>10</td>
<td>14</td>
<td>17</td>
<td>18</td>
<td>NM</td>
<td>18</td>
<td>26</td>
</tr>
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</table>

Income Statement Analysis (Million U.S. $)

| Revenue                  | 11,202 | 9,703 | 8,385 | 7,949 | 7,011 | 5,336 | 4,230 | 3,026 | 2,028 | 1,325 |
| Operating Income         | 4,869  | 4,314 | 4,169 | 4,396 | 3,802 | 2,741 | 2,201 | 1,683 | 1,148 | 656   |
| Depreciation             | 345    | 278   | 302   | 265   | 213   | 51.7  | 36.9  | 47.3  | 36.8  | 24.4  |
| Interest Expense         | 307    | 361   | 205   | 109   | 69.7  | 12.1  | 13.5  | 20.4  | 0.44  | 7.35  |
| Pretax Income            | 4,208  | 3,612 | 3,651 | 3,914 | 3,502 | 2,726 | 2,261 | -644  | 1,158 | 656   |
| Effective Tax Rate       | 27.4%  | 26.8% | 23.6% | 26.2% | 25.0% | 26.5% | 29.0% | NM    | 31.5% | 31.5% |
| Net Income               | 3,075  | 2,592 | 2,804 | 2,901 | 2,636 | 2,011 | 1,158 | 814   | 448   | 448   |
| S&P Capital IQ Core Earnings | 3,112 | 2,659 | 2,784 | 2,895 | 2,630 | 2,008 | 1,160 | -1,188 | 737   | 354   |

Balance Sheet & Other Financial Data (Million U.S. $)

| Cash                     | 2,132 | 1,862 | 9,964 | 5,318 | 3,905 | 3,240 | 1,172 | 937   | 2,324 | 1,254 |
| Current Assets           | 6,727 | 6,156 | 13,305 | 8,144 | 4,813 | 4,300 | 3,028 | 2,429 | 3,092 | 1,850 |
| Total Assets            | 22,497 | 21,240 | 17,303 | 11,593 | 9,699 | 7,019 | 5,835 | 4,086 | 3,765 | 2,156 |
| Current Liabilities     | 6,325 | 4,720 | 2,152 | 2,465 | 1,872 | 1,221 | 736   | 764   | 455   | 253   |
| Long Term Debt          | 3,939 | 7,055 | 7,921 | 3,006 | 1,222 | 1,300 | 1,301 | 241   | 0.2   | 0.2   |
| Common Equity           | 11,433 | 9,310 | 6,867 | 6,122 | 6,056 | 4,152 | 3,469 | 1,816 | 1,571 | 1,571 |
| Total Capital           | 18,444 | 17,775 | 14,788 | 9,128 | 7,827 | 5,672 | 4,772 | 3,169 | 3,277 | 1,871 |
| Capital Expenditures   | 191   | 397   | 132   | 61.9  | 230   | 115   | 78.7  | 105   | 2,226 | 51.4  |
| Cash Flow               | 3,420 | 2,870 | 3,106 | 3,155 | 2,849 | 2,063 | 1,652 | -1,143 | 851   | 474   |
| Current Ratio           | 1.2   | 1.4   | 5.3   | 3.3   | 3.4   | 3.5   | 4.1   | 4.3   | 4.3   | 4.3   |
| % Long Term Debt of Capitalization | 21.4 | 39.7 | 53.6 | 32.9 | 16.9 | 22.9 | 27.2 | 41.0 | 7.3 | 7.3 |
| % Net Income of Revenue | 27.5 | 26.7 | 33.4 | 36.5 | 37.8 | 37.7 | 38.2 | 40.1 | 33.9 | 33.9 |
| % Return on Assets      | NA   | NA   | 19.4 | 27.3 | 31.5 | 31.3 | 32.6 | 27.5 | 24.2 | 24.2 |
| % Return on Equity      | NA   | NA   | 43.2 | 46.5 | 49.5 | 52.8 | 61.2 | 33.2 | 31.3 | 31.3 |

Data as originally reported in Company reports; bef. results of disc. opers/spec. items. Per share data adj. for stk. divs.; EPS diluted. E-Estimated. NA-Not Available. NM-Not Meaningful. NR-Not Ranked. UR-Under Review.

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Sub-Industry Outlook

Our positive fundamental outlook for the biotechnology sub-industry for the next 12 months reflects favorable prospects for new and novel therapies to reach commercialization. We are encouraged by what we view as a strong period for the reporting of late-stage clinical results, and a more accommodating U.S. FDA for approvals.

Although the FDA approved 27 new therapies in 2013, down from 39 in 2012, we think many of these newly approved drugs have significant commercial prospects and represent major advances in therapeutic areas such as hepatitis C, multiple sclerosis and cancer. We expect wider adoption of biomarker research and genetic-targeted clinical studies to help bolster long-term R&D pipeline productivity. In late 2012, the FDA introduced "breakthrough therapy" designations, intended to speed development of promising programs, and granted this designation 35 times, and has approved three drugs with this status as of May 2014.

We expect a favorable M&A (mergers and acquisitions) climate, as large pharmaceutical firms move to offset lost revenues from expiring drug patents and large biotechs bolster their drug pipelines amid maturing products. We note an uptick in M&A speculation and announced deals recently after a subdued first half of 2013. We also see large cap biotechs generating cash flows supporting larger scale acquisitions of their own. In 2011, industry bellwether Amgen became the first biotech company to initiate a regular dividend.

The 2010 health care reform law established the FDA’s authorization to govern "biosimilar" drug approvals and set a 12-year exclusivity to branded drugmakers. However, we see biosimilars advancing at a slower rate than initially anticipated. Several firms have abandoned biosimilar plans due to high development costs and a lack of regulatory clarity. Once marketed, we expect biosimilars to sell at more modest price discounts than in the pharmaceutical industry due to higher clinical, manufacturing and marketing costs, and we expect branded drugs to retain significant market share due to a lack of interchangeability among these options.

We recommend that investors concentrate core holdings in established, profitable companies, as smaller biotechs tend to be more volatile. We would seek companies with at least two years of operating capital and multiple pipeline value drivers, as those with smaller pipelines typically suffer significant share price declines on an unfavorable outcome.

Year-to-date through September 19, the S&P Biotech Index rose 26.0% vs. a 8.2% gain for the S&P 1500 Composite Index. In 2013, the S&P Biotech Index rose 74.2%, vs. a 30.1% gain for the S&P 1500 Index.

--Jeffrey Loo, CFA

Sub-Industry: Biotechnology Peer Group*: Biotech Therapeutics - Larger Capitalization

<table>
<thead>
<tr>
<th>Peer Group</th>
<th>Stock Symbol</th>
<th>Stk. Mkt. Cap. (Mil. $)</th>
<th>Recent Stock Price($)</th>
<th>52 Week High/Low($)</th>
<th>Beta</th>
<th>Yield (%)</th>
<th>P/E Ratio</th>
<th>Fair Value Calc($)</th>
<th>S&amp;P IQ %ile</th>
<th>Return on Revenue (%)</th>
<th>LTD to Cap (%)</th>
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<tbody>
<tr>
<td>Gilead Sciences</td>
<td>GILD</td>
<td>157,410</td>
<td>104.13</td>
<td>116.83/63.50</td>
<td>0.77</td>
<td>Nil</td>
<td>19</td>
<td>207.70</td>
<td>98</td>
<td>27.4</td>
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<tr>
<td>Amgen Inc</td>
<td>AMGN</td>
<td>124,978</td>
<td>164.53</td>
<td>173.14/108.20</td>
<td>0.54</td>
<td>1.5</td>
<td>26</td>
<td>165.90</td>
<td>78</td>
<td>27.2</td>
<td>54.6</td>
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<td>BIIB</td>
<td>81,339</td>
<td>344.48</td>
<td>358.09/270.27</td>
<td>1.23</td>
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<td>33</td>
<td>394.00</td>
<td>99</td>
<td>26.9</td>
<td>6.4</td>
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<tr>
<td>Celgene Corp</td>
<td>CELG</td>
<td>91,444</td>
<td>114.49</td>
<td>119.84/95.85</td>
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<td>Nil</td>
<td>60</td>
<td>139.40</td>
<td>94</td>
<td>22.3</td>
<td>43.0</td>
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</table>

NOTE: All Sector & Sub-Industry information is based on the Global Industry Classification Standard (GICS)

Past performance is not an indication of future performance and should not be relied upon as such.

Industry Performance

GICS Sector: Health Care
Sub-Industry: Biotechnology

Based on S&P 1500 Indexes
Five-Year market price performance through Dec 13, 2014

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S&P Capital IQ Analyst Research Notes and other Company News

October 28, 2014
05:52 pm ET ... S&P CAPITAL IQ MAINTAINS STRONG BUY OPINION ON SHARES OF GILEAD SCIENCES INC. (GILD 113.45****): We lower our '14 EPS est. $0.51 to $8.29 but keep our 12-mo. target at $150 on below peers 15.6X our forward 12-mo. EPS est. of $9.54. Q3 adj. EPS of $2.05 vs. $0.52 is $0.41 below our est. Sovaldi sales of $2.8B was robust but below our $3.4B forecast due to patient delays in anticipation of FDA approval of Harvoni. But we see a re-acceleration of hepatitis C sales driven by Harvoni in Q4 and '15. GILD indicated the Harvoni launch is proceeding well with a broader group of physicians prescribing it, a faster rate of adoption, and the potential for an 8-week treatment regimen. /Jeffrey Loo, CFA

October 10, 2014
02:23 pm ET ... S&P CAPITAL IQ REITERATES STRONG BUY OPINION ON SHARES OF GILEAD SCIENCES (GILD 105.92****): The FDA approved GILD’s Sovaldi + Ledipasvir (Harvoni) pill to treat genotype 1 hepatitis C (HCV) patients, with treatment duration of 8, 12 or 24 weeks. Harvoni is the first combination pill approved to treat genotype 1 HCV patients and is the first regimen that does not require interferon or ribavirin. We expect Harvoni, with cure rates of between 94%-99% to command a dominant market position. But we note continued pricing controversy. Although GILD has not disclosed pricing, we anticipate Harvoni to be priced around $95K for 12-weeks. We also anticipate EU approval shortly. /Jeffrey Loo, CFA

September 15, 2014
03:28 pm ET ... S&P CAPITAL IQ REITERATES STRONG BUY OPINION ON SHARES OF GILEAD SCIENCES (GILD 101.22****): GILD announced a deal with 7 Indian generic drug firms that enables these firms to sell Sovaldi at a much lower cost than the $84,000 GILD charges for a 12-week regimen in the U.S. The deal covers 91 developing countries, where more than 100 million people have hepatitis C, but excludes many of the larger more developed countries such as China and Brazil. GILD plans to price its own branded Sovaldi in India for $10 a pill or $300/month, so we expect generics to be priced lower. Separately, GILD provided a glimpse of the potential pricing for Sovaldi/Ledipasvir at about $95,000. /Jeffrey Loo, CFA

July 24, 2014
08:29 am ET ... S&P CAPITAL IQ REITERATES STRONG BUY OPINION ON SHARES OF GILEAD SCIENCES (GILD 90.34****): We raise our target price $20 to $150 on below peers 17X our '14 EPS est. of $8.80, up from $4.94 and PEG of 0.45X. Q2 adj. EPS of $2.36 vs. $0.90 is $1.20 above our est. Robust Sovaldi sales of $3.5B easily beat our $2.8B forecast as payer reimbursement expands amid continued calls to lowering its price. Only 3 states now do not provide Medicaid reimbursement for Sovaldi. GILD stated they have seen evidence of some patient warehousing in anticipation of its Sovaldi/Ledipasvir’s Oct. 10 FDA action date, but we believe generic to be immaterial as demand remains robust. /Jeffrey Loo, CFA

June 9, 2014
10:52 am ET ... S&P CAPITAL IQ MAINTAINS STRONG BUY OPINION ON SHARES OF GILEAD SCIENCES (GILD 79.29****): GILD shares are lower following news of Merck (MRK 58, ***+) agreeing to acquire Idenix (IDIX 24, NR) for $3.85B. IDIX has a portfolio of hepatitis C (HCV) compounds based on nucleoside/nucleotide chemistry similar to GILD’s Sovaldi. MRK believes a combination of two of its HCV compounds MK-5172 and MK-8742 along with one of IDIX’s HCV compounds, including IDIX 21437, could create a potent drug to cure all strains of HCV in as little as four weeks. But we believe any potential successful MRK and IDIX drug combination is several years away and GILD’s share decline is unwarranted. /Jeffrey Loo, CFA

June 9, 2014
10:41 am ET ... S&P CAPITAL IQ MAINTAINS HOLD OPINION ON SHARES OF MERCK (MRK 57.77****): MRK agrees to buy Idenix (IDIX 24 NR) for $24.56/share or $3.8B. The deal, subject to approvals, is expected to close in Q3 14. IDIX has a portfolio of Hepatitis C (HCV) candidates based on nucleoside/nucleotide chemistry. MRK believes a combination of its HCV candidates MK-5172 and MK-8742 with one of IDIX’s compounds can offer a potent drug to cure all strains of HCV in as little as 4 weeks. IDIX’s main drug, IDIX 21437, works similar to Gilead Science’s (GILD 80 *****) HCV drug Sovaldi. But we note toxicity levels in nucleosides/nucleotides are high and challenging to produce. /Jeffrey Loo, CFA

April 25, 2014
10:52 am ET ... S&P CAPITAL IQ MAINTAINS HOLD OPINION ON SHARES OF ABBVIE (ABBV 50.47***): We keep our target price at $54 and '14 EPS estimate at $3.10. Adj. Q1 EPS of $0.71 vs. $0.68 is $0.03 ahead of our estimate. Sales grew 5.4% on robust growth of Humira, up 24.7% in the U.S. and 17.5% overall. ABBV filed an NDA for its hepatitis C drug this week and plans May European filing. We see U.S. approval in late ’14 and in Europe in early 2015. But we continue to see Gilead Science’s (GILD 74*****) Sovaldi maintaining its dominant market share. ABBV indicated it may focus marketing of its hepatitis C compound on the sickest patients and will not try to compete on price. /Jeffrey Loo, CFA

April 23, 2014
UP 0.00 to 72.86... GILD posts $1.48 vs. $0.48 Q1 non-GAAP EPS on 97% rise in revenue. Capital IQ consensus forecast was $0.91. Notes antiviral product sales increased to $4.51B, up from $2.06B a year earlier largely due to sales of Sovaldi, and increases in sales of Stribild and Complera/Evpla. Reiterates ‘14 product sales forecast of $11.3B-$11.5B.

April 23, 2014
05:52 pm ET ... S&P CAPITAL IQ REITERATES STRONG BUY OPINION ON SHARES OF GILEAD SCIENCES (GILD 72.86****): We raise our target price $14 to $130 on a below-peers 0.7X PEG ratio, and raise our ’14 EPS estimate $1.22 to $4.94. Q1 adjusted EPS of $1.48 vs. $0.48 is $0.80 ahead of our est. Sales of $5.0B easily beat our $3.7B forecast as robust Sovaldi sales of $2.3B drove results. We see continued robust Sovaldi sales throughout 2014, but note potential patient warehousing in anticipation of fixed dose combination Sovaldi may temper sales in late ’14. We also see improved HIV sales following inventory build in Q4 ’13 in anticipation of a price increase with robust sales of Stribild. /Jeffrey Loo, CFA

April 22, 2014
04:17 pm ET ... SNAPSHOT - CORPORATE EARNINGS - GILEAD SCIENCES (GILD 72.82****): GILD reports Q1 EPS of $1.48 vs. $0.48 a year ago. The last S&P Capital IQ consensus estimate was $0.91. Revenues also beat, coming in at $5.0 billion versus expectations $3.9 billion, increasing nearly 100% year-over-year. Stellar results were driven by antiviral product sales which increased 119% from Q1 2013, mainly led by Hepatitis C treatment, Sovaldi, which launched in December 2013. /Global Markets Intelligence

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Analysts' Recommendations

<table>
<thead>
<tr>
<th>Monthly Average Trend</th>
<th>Buy</th>
<th>Buy/Hold</th>
<th>Hold</th>
<th>Weak Hold</th>
<th>Sell</th>
<th>No Opinion</th>
<th>GILD Trend</th>
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<tr>
<td></td>
<td>B</td>
<td>BH</td>
<td>H</td>
<td>WH</td>
<td>S</td>
<td>No</td>
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Wall Street Average

Number of Analysts Following Stock

Stock Price ($)

2013 2014

Of the total 29 companies following GILD, 29 analysts currently publish recommendations.

<table>
<thead>
<tr>
<th>No. of Recommendations</th>
<th>% of Total</th>
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<th>3 Mos. Prior</th>
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<tr>
<td>Hold</td>
<td>4</td>
<td>14</td>
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<tr>
<td>Weak Hold</td>
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<tr>
<td>Sell</td>
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<tr>
<td>No Opinion</td>
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<td>3</td>
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Wall Street Consensus Estimates

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<tr>
<th>Fiscal Years</th>
<th>Avg Est.</th>
<th>High Est.</th>
<th>Low Est.</th>
<th># of Est.</th>
<th>Est. P/E</th>
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<tr>
<td>2015</td>
<td>10.05</td>
<td>12.14</td>
<td>7.65</td>
<td>27</td>
<td>10.4</td>
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<tr>
<td>2014</td>
<td>8.29</td>
<td>8.29</td>
<td>8.29</td>
<td>1</td>
<td>12.6</td>
</tr>
<tr>
<td>2015 vs. 2014</td>
<td>▲21%</td>
<td>▲46%</td>
<td>▼8%</td>
<td>▲2600%</td>
<td>▼17%</td>
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</tbody>
</table>

Wall Street Consensus Opinion

BUY/HOLD

Companies Offering Coverage

Argus Research Company
Atlantic Equities LLP
BMO Capital Markets, Canadian Equity Research
BofA Merrill Lynch
Citigroup Inc
Cowen and Company, LLC
Credit Suisse
Deutsche Bank
Erste Group Bank AG
Evercore ISI
FBR Capital Markets & Co.
Goldman Sachs
Guggenheim Securities, LLC
JMP Securities
JP Morgan
Jefferies LLC
Leerink Swann LLC
Maxim Group
Morgan Stanley
Morningstar Inc.
Needham & Company
Nomura Securities Co. Ltd.
Piper Jaffray Companies
RBC Capital Markets
Robert W. Baird & Co.
Sanford C. Bernstein & Co., Inc.
UBS Investment Bank
Wells Fargo Securities, LLC
William Blair & Company L.L.C.

Wall Street Consensus vs. Performance

For fiscal year 2014, analysts estimate that GILD will earn US$ 8.29. For fiscal year 2015, analysts estimate that GILD’s earnings per share will grow by 21% to US$ 10.05.

A company’s earnings outlook plays a major part in any investment decision. S&P Capital IQ organizes the earnings estimates of over 2,300 Wall Street analysts, and provides their consensus of earnings over the next two years, as well as how those earnings estimates have changed over time. Note that the information provided in relation to consensus estimates is not intended to predict actual results and should not be taken as a reliable indicator of future performance.
Glossary

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<table>
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<th>A+</th>
<th>A</th>
<th>A-</th>
<th>B+</th>
<th>B</th>
<th>B-</th>
<th>C</th>
<th>D</th>
<th>NR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest</td>
<td>Above Average</td>
<td>Average</td>
<td>Below Average</td>
<td>Lower</td>
<td>Lowest</td>
<td>In Reorganization</td>
<td>Not Ranked</td>
<td></td>
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</tbody>
</table>

S&P Capital IQ EPS Estimates
S&P Capital IQ earnings per share (EPS) estimates reflect analyst projections of future EPS from continuing operations, and generally exclude various items that are viewed as special, non-recurring, or extraordinary. Also, S&P Capital IQ EPS estimates reflect either forecasts of S&P Capital IQ equity analysts; or, the consensus (average) EPS estimate, which are independently compiled by Capital IQ, a data provider to S&P Capital IQ Equity Research. Among the items typically excluded from EPS estimates are asset sale gains; impairment, restructuring or merger-related charges; legal and insurance settlements; in process research and development expenses; gains or losses on the extinguishment of debt; the cumulative effect of accounting changes; and earnings related to operations that have been classified by the company as discontinued. The inclusion of some items, such as stock option expense and recurring types of other charges, may vary, and depend on such factors as industry practice, analyst judgment, and the extent to which some types of data is disclosed by companies.

S&P Capital IQ Core Earnings
S&P Capital IQ Core Earnings is a uniform methodology for adjusting operating earnings by focusing on a company's after-tax earnings generated from its principal businesses. Included in the S&P Capital IQ definition are employee stock option grants, pension costs, restructuring charges from ongoing operations, write-downs of depreciable or amortizable operating assets, purchased research and development, M&A related expenses and unrealized gains/losses from hedging activities. Excluded from the definition are pension gains, impairment of goodwill charges, gains or losses from asset sales, reversal of prior-year charges and provision from litigation or insurance settlements.

S&P Capital IQ 12-Month Target Price
The S&P Capital IQ equity analyst's projection of the market price a given security will command 12 months hence, based on a combination of intrinsic, relative, and private market valuation metrics, including S&P Capital IQ Fair Value.

S&P Capital IQ Equity Research

Abbreviations Used in S&P Capital IQ Equity Research Reports
CAGR - Compound Annual Growth Rate
CAPEX - Capital Expenditures
CY - Calendar Year
DCF - Discounted Cash Flow
DDM - Dividend Discount Model

Dividends on American Depositary Receipts (ADRs) and American Depositary Shares (ADSs) are net of taxes (paid in the country of origin).

S&P Capital IQ Qualitative Risk Assessment
Reflects an S&P Capital IQ equity analyst’s view of a given company’s operational risk, or the risk of a firm’s ability to continue as an ongoing concern. The S&P Capital IQ Qualitative Risk Assessment is a relative ranking to the S&P U.S. STARS universe, and should be reflective of risk factors related to a company’s operations, as opposed to risk and volatility measures associated with share prices. For an ETF this reflects on a capitalization-weighted basis, the average qualitative risk assessment assigned to holdings of the fund.

STARS Ranking system and definition:

★ ★ ★ ★ ★ 5-STARS (Strong Buy):
Total return is expected to outperform the total return of a relevant benchmark, by a wide margin over the coming 12 months, with shares rising in price on an absolute basis.

★ ★ ★ ★ 4-STARS (Buy):
Total return is expected to outperform the total return of a relevant benchmark over the coming 12 months, with shares rising in price on an absolute basis.

★ ★ ★ 3-STARS (Hold):
Total return is expected to closely approximate the total return of a relevant benchmark over the coming 12 months, with shares generally rising in price on an absolute basis.

★ ★ 2-STARS (Sell):
Total return is expected to underperform the total return of a relevant benchmark over the coming 12 months, and the share price not anticipated to show a gain.

★ 1-STARS (Strong Sell):
Total return is expected to underperform the total return of a relevant benchmark by a wide margin over the coming 12 months, with shares falling in price on an absolute basis.

Relevant benchmarks:
In North America, the relevant benchmark is the S&P 500 Index, in Europe and in Asia, the relevant benchmarks are the S&P Europe 350 Index and the S&P Asia 50 Index, respectively.
Required Disclosures

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**STARS Stock Reports:**
S&P Capital IQ Global STARS Distribution as of September 30, 2014

<table>
<thead>
<tr>
<th>Ranking</th>
<th>North America</th>
<th>Europe</th>
<th>Asia</th>
<th>Global</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buy</td>
<td>37.0%</td>
<td>25.7%</td>
<td>32.9%</td>
<td>34.7%</td>
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<tr>
<td>Hold</td>
<td>51.8%</td>
<td>57.3%</td>
<td>45.3%</td>
<td>52.1%</td>
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<tr>
<td>Sell</td>
<td>11.2%</td>
<td>17.0%</td>
<td>21.8%</td>
<td>13.2%</td>
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<tr>
<td>Total</td>
<td>100%</td>
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</table>

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