



Gilead Sciences Inc. (GILD)

Updated November 9th, 2021 by Jonathan Weber

Key Metrics

Current Price:	\$66	5 Year CAGR Estimate:	10.6%	Market Cap:	\$83 B
Fair Value Price:	\$80	5 Year Growth Estimate:	3.0%	Ex-Dividend Date:	12/14/21
% Fair Value:	83%	5 Year Valuation Multiple Estimate:	3.9%	Dividend Payment Date:	12/29/21
Dividend Yield:	4.3%	5 Year Price Target	\$93	Years Of Dividend Growth:	6
Dividend Risk Score:	B	Retirement Suitability Score:	A	Last Dividend Increase:	4.4%

Overview & Current Events

Gilead Sciences is a biotechnology company that operates with a clear focus on antiviral medication and treatments. Its main products include treatments for HIV, Hepatitis B, and Hepatitis C (HBV/HCV), but Gilead has also ventured into other areas such as oncology. Gilead Sciences was founded in 1987, and is headquartered in Foster City, CA.

Gilead Sciences reported its third quarter earnings results on October 28. The company generated revenues of \$7.4 billion during the quarter, which was above the analyst consensus estimate. The company's top line grew by 13% compared to the previous year's quarter. Gilead's Hepatitis C franchise continued to shrink, but Gilead's other businesses showed a better performance. The most meaningful growth driver was Gilead's COVID therapy Veklury (remdesivir), which generated revenues of \$1.9 billion during the quarter, making it one of Gilead's major drugs during the quarter. Biktarvy, Gilead's biggest drug in terms of sales volumes, continued to grow during the quarter, generating a 20% sales increase that brought the drug's sales to \$2.3 billion for the quarter.

Gilead generated earnings-per-share of \$2.65 during the third quarter, which was easily above the consensus estimate. Veklury was the most important driver for Gilead's earnings-per-share during the third quarter, as sales had rebounded from the somewhat lower level seen in Q2. Gilead has tightened and raised its revenue guidance range for 2021 with a midpoint of \$26.2 billion, and the company has also tightened its earnings-per-share guidance, now expecting earnings-per-share to fall into a range of \$7.90 to \$8.10. Analysts are currently forecasting that earnings-per-share come in ahead of the top end, as the consensus stands at \$8.13. Gilead should see considerable growth this year, versus 2020.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
EPS	\$1.78	\$1.64	\$1.81	\$7.35	\$11.91	\$9.94	\$8.84	\$6.67	\$6.63	\$7.09	\$8.00	\$9.27
DPS	---	---	---	---	\$1.29	\$1.84	\$2.08	\$2.28	\$2.52	\$2.72	\$2.84	\$3.62
Shares¹	1.51	1.52	1.53	1.50	1.42	1.31	1.31	1.30	1.27	1.26	1.25	1.20

Gilead's main sales driver for many years has been its HIV portfolio, until its \$11 billion takeover of Pharmasset started to pay off in 2014. With its HCV drugs, Gilead was able to grow its top line very quickly. Due to strong operating leverage, Gilead's earnings-per-share exploded upwards. Since its HCV drugs cure patients, the patient pool started to shrink very quickly, which has led to a declining number of patients that start treatment with one of Gilead's HCV drugs. This is why profits peaked in 2015 and have been declining since, including during fiscal 2019.

Gilead's HIV business continues to grow, which is why earnings will likely not continue to decline forever; 2019 was a year during which Gilead managed to grow its revenues again, and 2020 was another positive year. Thanks to efforts by Gilead to grow its sales in the future, there is a good chance that the company's earnings-per-share will start to climb again as well, although right now Gilead still has to invest meaningfully into pipeline drugs. Gilead owns the commercialization rights for Filgotinib, developed by Galapagos, which has a good chance of becoming successful in several immunotherapeutic indications. COVID-19 treatment remdesivir is a near-term sales driver as well, although it is not yet known what revenues during future quarters will look like.

¹ In Billions

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	11.2	17.3	31.1	12.2	8.9	8.4	8.5	9.4	9.8	8.1	8.3	10.0
Avg. Yld.	---	---	---	---	1.2%	2.2%	2.8%	3.6%	3.9%	4.8%	4.3%	3.9%

Gilead Sciences has never traded at a high valuation, except for 2013, when the steep earnings growth during 2014 was foreseeable. Gilead has been valued at a relatively low valuation since 2015, and shares have given back their gains from the spring and summer of 2020, when shares were temporarily hyped due to remdesivir prospects.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	---	---	---	---	10.8%	18.5%	23.5%	34.2%	38.0%	38.4%	35.5%	39.1%

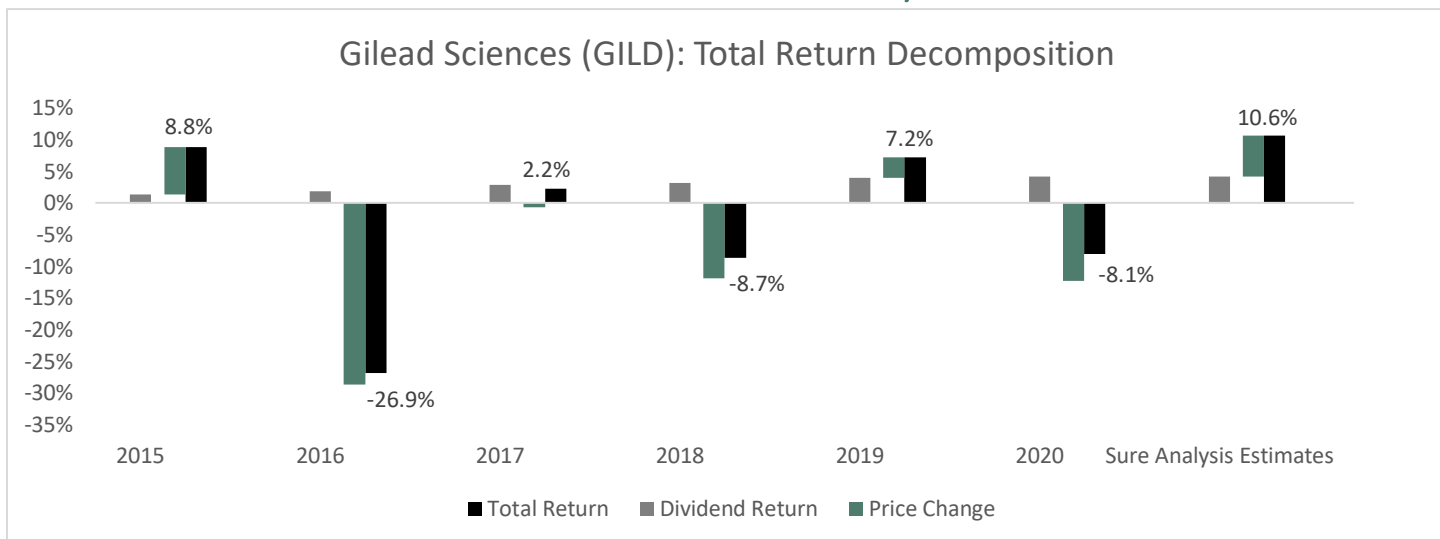
Gilead Sciences started to pay a dividend in 2015. Since then the dividend has been increased annually. Due to a combination of a high-single-digit dividend growth rate and declining earnings-per-share, Gilead's dividend payout ratio has risen substantially over the last couple of years. As we forecast positive earnings growth going forward, the payout ratio will not rise as much during the coming years. The payout looks relatively safe, we believe.

In the HIV market, which continues to grow globally, Gilead continues to be the market leader, holding a large market share. It is unlikely that Gilead will lose its market position, and the major players have no interest in engaging in a price war. Gilead's main problem over the last few years was that the HCV market continued to shrink as more patients were cured. Gilead is not negatively impacted by recessions to a large degree, as demand for medicine is not based on how well the economy is doing. During the last financial crisis, Gilead's profits continued to rise.

Final Thoughts & Recommendation

Thanks to its strong HIV portfolio and progress in the oncology franchise, Gilead Science's management's outlook for the coming years is a relatively positive one. 2020 was a year of growing revenues and profits, following several years of declining profitability. Gilead could be getting back to more consistent growth going forward, although the company's current Veklury sales will likely not persist for a very long time. Shares are trading below our fair value estimate right now, which is why we rate Gilead Sciences' stock a buy at current prices.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	8,385	9,702	11,202	24,890	32,639	30,390	26,107	22,127	22,449	24,689
Gross Profit	6,261	7,231	8,343	21,102	28,633	26,129	21,736	17,274	17,774	20,117
Gross Margin	74.7%	74.5%	74.5%	84.8%	87.7%	86.0%	83.3%	78.1%	79.2%	81.5%
SG&A Exp.	1,242	1,461	1,699	2,983	3,426	3,398	3,878	4,056	4,381	5,151
D&A Exp.	302	278	345	1,050	1,098	1,158	1,286	1,429	1,404	1,480
Operating Profit	3,790	4,010	4,524	15,265	22,193	17,633	14,124	8,200	4,287	9,927
Operating Margin	45.2%	41.3%	40.4%	61.3%	68.0%	58.0%	54.1%	37.1%	19.1%	40.2%
Net Profit	2,804	2,592	3,075	12,101	18,108	13,501	4,628	5,455	5,386	123
Net Margin	33.4%	26.7%	27.5%	48.6%	55.5%	44.4%	17.7%	24.7%	24.0%	0.5%
Free Cash Flow	3,507	2,798	2,915	12,261	20,503	16,299	11,308	7,476	8,319	7,518
Income Tax	862	1,038	1,151	2,797	3,553	3,609	8,885	2,339	(204)	1,580

Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	17,303	21,240	22,579	34,664	51,716	56,977	70,283	63,675	61,627	68,407
Cash & Equivalents	9,884	1,804	2,113	10,027	12,851	8,229	7,588	17,940	11,631	5,997
Accounts Receivable	1,951	1,751	2,182	4,635	5,854	4,514	3,851	3,327	3,582	4,892
Inventories	1,390	1,745	1,697	1,386	1,955	1,587	801	814	922	3,014
Goodwill & Int. Ass.	2,067	12,797	13,069	12,245	11,419	10,143	21,259	19,855	17,903	41,234
Total Liabilities	10,436	11,696	10,834	18,845	32,603	37,614	49,782	42,141	38,977	50,186
Accounts Payable	1,206	1,327	1,256	955	1,178	1,206	814	790	713	844
Long-Term Debt	7,607	8,224	6,636	12,404	22,055	26,346	33,542	27,322	24,593	31,402
Shareholder's Equity	6,739	9,303	11,370	15,426	18,534	18,887	20,442	21,387	22,525	18,221
D/E Ratio	1.13	0.88	0.58	0.80	1.19	1.39	1.64	1.28	1.09	1.73

Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	19.4%	13.4%	14.0%	42.3%	41.9%	24.8%	7.3%	8.1%	8.6%	0.2%
Return on Equity	44.5%	32.3%	29.7%	90.3%	1067%	72.2%	23.5%	26.1%	24.5%	0.6%
ROIC	23.3%	16.1%	17.0%	51.9%	52.2%	31.1%	9.3%	10.6%	11.2%	0.4%
Shares Out.	1.51	1.52	1.53	1.50	1.42	1.31	1.31	1.30	1.27	1.26
Revenue/Share	5.31	6.13	6.61	15.11	21.46	22.38	19.79	16.92	17.58	19.55
FCF/Share	2.22	1.77	1.72	7.44	13.48	12.00	8.57	5.72	6.51	5.95

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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