



Balfour Capital Group Gilead Sciences, Inc.

Gilead Sciences is a U.S.-based biopharmaceutical company headquartered in Foster City, California. The company focuses on discovering, developing, and commercializing innovative medicines in areas of unmet medical need. Its primary therapeutic areas include virology (notably HIV/AIDS and hepatitis), oncology, and inflammation. Gilead combines internal research efforts with strategic collaborations and acquisitions to advance its product pipeline.

1. Top 5 Competitors

Gilead's main competitors in the biopharmaceutical sector include:

- Pfizer Inc.
- Merck & Co., Inc.
- AbbVie Inc.
- Johnson & Johnson
- Bristol Myers Squibb

These companies compete with Gilead across various therapeutic areas, including HIV, oncology, and liver diseases.

2. Largest Institutional Shareholders

As of the latest data, major institutional shareholders of Gilead Sciences include:

- Vanguard Group Inc. – 9.43% ownership
- BlackRock Advisors LLC – 6.81% ownership
- Capital Research & Management Co. (World Investors) – 5.75% ownership
- State Street Corporation – 4.85% ownership

Collectively, institutional investors own approximately 85.2% of Gilead's outstanding shares.



Balfour Capital Group Gilead Sciences, Inc.

3. Management Team

Gilead's executive leadership includes:

- Daniel O'Day – Chairman & CEO
- Andrew Dickinson – Chief Financial Officer
- Johanna Mercier – Chief Commercial Officer
- Flavius Martin, MD – Executive Vice President, Research
- Stacey Ma – Executive Vice President, Pharmaceutical Development & Manufacturing
- Jyoti Mehra – Executive Vice President, Human Resources
- Cindy Perettie – Executive Vice President, Kite (a Gilead company)
- Deborah H. Telman – Executive Vice President, Corporate Affairs & General Counsel

4. Revenue

In the fiscal year 2024, Gilead reported total revenue of \$28.8 billion, marking a 6% increase from 2023.

For the first quarter of 2025, the company reported revenue of \$6.7 billion, consistent with the same period in 2024. Notably, sales of HIV drugs like Biktarvy increased by 7% to \$3.15 billion, while liver disease treatments saw a 3% rise to \$758 million.

5. Institutions with Buy Recommendations:

Several financial institutions have issued buy recommendations for Gilead Sciences:

- Bank of America Securities reiterated a Buy rating, citing strong financial outlook and strategic positioning.
- Citigroup initiated coverage with a Buy recommendation in November 2024.
- Renaissance Technologies, a prominent hedge fund, included Gilead among its top stock picks.



Balfour Capital Group Gilead Sciences, Inc.

6. Analyst Sentiment Summary

Analyst sentiment toward Gilead Sciences is generally positive:

- Average Brokerage Recommendation (ABR): 1.73 (on a scale where 1.0 indicates Strong Buy and 5.0 indicates Strong Sell), based on 30 brokerage firms.
- Mean Consensus: Outperform, with an average target price of \$115.04.
- Analyst Ratings: Out of 29 analysts, 19 (65.52%) rate the stock as Strong Buy.

7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months, insider trading activity at Gilead Sciences has been predominantly selling:

- In the last 12 months, insiders sold approximately 1,090,644 shares, with purchases totaling 421,673 shares.
- In the past 6 months, there have been 20 open market sales by insiders and no purchases.
- Notably, on November 27, 2024, Merdad Parsey, an executive, sold 18,798 shares valued at approximately \$1.73 million.