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GIVING AND  
ACCESS

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*Tyra Callender, AIDS Alabama client*  
Find out more at: [www.gilead.com/yir2016](http://www.gilead.com/yir2016)

## GIVING AND ACCESS

Gilead recognizes that patients and communities often face challenges in accessing the best possible care. Through our partnerships with more than 2,000 organizations worldwide, we are able to help expand disease awareness, address stigma, create and deliver front-line services and care for the most vulnerable members of society in the places that require the greatest support.

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### CORPORATE GIVING

In 2016, Gilead provided almost \$460 million in cash donations to address unmet needs and lessen the impact of life-threatening diseases faced by communities around the world.

### HIV CURE GRANT PROGRAM

Gilead was founded in 1987 in the Bay Area, one of the epicenters of the HIV crisis in the United States. We have spent the past 30 years working to develop life-saving medicines for this disease, and we have witnessed first-hand the devastation it has caused in communities around the world.

As a company, our goal is to help end the AIDS epidemic. Through our corporate giving programs, we partner with organizations in raising HIV prevention awareness, support people living with HIV and partner with scientific, academic and community groups who are working in the field of HIV cure.

Curing HIV presents a formidable challenge to the scientific community. That's why in 2016, Gilead announced the HIV Cure Grants Program to support academic institutions, nonprofit organizations and community groups engaged in HIV cure activities. Grants are awarded to organizations with a track record of excellence in results-driven research.

*Through this grants program, we are funding four primary areas:*

### Translational Research

Antiretroviral drugs do not cure HIV, because a persistent and quiet reservoir is established in all infected people. Areas of support include developing ways to measure this persistent reservoir and testing novel therapeutic concepts with the potential to cure HIV in small groups of infected people taking antiretroviral drugs.

### Efficacy Studies in Animal Models

Animal models of AIDS to test novel therapeutic concepts targeting the HIV reservoirs and/or enhancing the immune control of AIDS viruses.

### Institutional Funding

Institutional programs currently engaged in HIV cure research.

### Community Groups

Research among HIV-infected individuals and affected communities to understand potential concerns related to HIV cure clinical research.

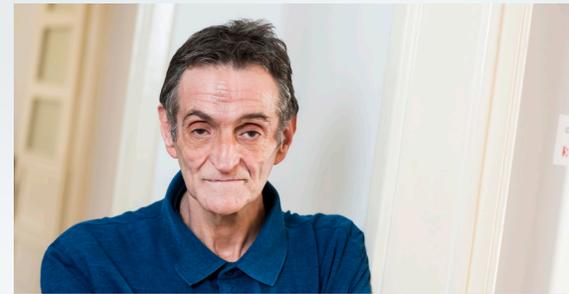
## GRUPO DE ATIVISTAS EM TRATAMENTOS

### STREAMLINING TESTING AND LINKAGE TO CARE IN PORTUGAL

Luis Mendão, Chair of Grupo de Ativistas em Tratamentos (Group of Activists on Treatment, or GAT), explains why the group was founded: “I’ve been living with HIV and AIDS for more than 20 years now. I was also co-infected with hepatitis C and was cured 18 months ago. My experiences as a patient showed me that here in Portugal, health services were operating in distinct silos. You would have testing for HIV over here, for HCV over there — and the different parts of the system weren’t really talking to one another.”

With Gilead’s help, GAT is supporting more than twenty different organizations operating as part of its network. They work together to share knowledge, support one another and help streamline services for patients. Being part of a broader, well-known network also lends member organizations an extra degree of credibility and recognition that helps them in their outreach work. Network members include centers dedicated to HIV, viral hepatitis and sexually transmitted infections (STIs). Some centers also focus on underserved populations, such as men who have sex with men (MSM), migrants, people who are currently injecting or have previously used drugs, and sex workers.

“We saw the gaps that existed and realized that by collaborating we could not only share best practice between ourselves, but we could also really improve the patient experience,” says Mendão. “This has been invaluable in helping ensure people are able to access all the services they need.”



Luis Mendão,  
Chair of GAT

### Gilead’s Four Pillars of Giving



### REDUCING DISPARITIES

Many of Gilead’s therapeutic areas disproportionately affect minorities and communities who have historically experienced discrimination, exclusion and socioeconomic inequality. The Joint United Nations Programme on HIV/AIDS (UNAIDS) 2016 – 2021 Strategy affirms that “defending the rights of all people — including children, women, young people, men who have sex with men, people who use drugs, sex workers and clients, transgender people and migrants” is critical in achieving health equality. We believe everyone should have access to the same health care, regardless of their background.

Through the Reducing Disparities pillar of our corporate giving strategy, Gilead provides funding to organizations that are directly impacting the lives of these key populations. In 2016, 32 percent of our corporate grants were aimed at reducing health disparities in our communities.

## ARTHUR ASHE INSTITUTE

GRASSROOTS ENGAGEMENT IS ESSENTIAL TO COMMUNITY OUTREACH

**Dr. Marilyn Fraser has worn many hats during her 16 years at the Arthur Ashe Institute for Urban Health, starting as a program coordinator and subsequently working as the director of the breast cancer program and the Institute's Deputy Director, before being named Chief Executive Officer.**

Throughout her tenure, one concept has remained clear: health inequities must be addressed by developing and supporting change agents within communities. "Partnership is very important to us," says Fraser. "We want to make sure that relationships can be sustained even once funding for a program has ended."

One of the flagship initiatives of the Arthur Ashe Institute is a program that trains hairstylists and barbers to talk about urban health issues to their customers, including topics such as HIV treatment and prevention, heart disease, high blood pressure and cancer. "It's not just about having a great idea and academic insights," says Brian Hagan, development associate for the Institute. "It's about making it relevant to the community."

Over the years, the Arthur Ashe Institute has partnered with Gilead to support these and other community health engagement programs. The Institute is also integrally involved in the Delivery Systems Reform Incentive Program (DSRIP), which helps reduce the number of ER visits and hospitalizations, and addresses the social determinants of health such as housing needs, food insecurity and insurance issues.

"We want the people we serve to be owners of their own health care," says Hagan. "This makes them better partners with their own medical providers and helps them live healthier lives."

*A salon client reads up on heart health as part of the Arthur Ashe Institute Program*



*Archival imagery supplied by Arthur Ashe Institute*

## HIV PREVENTION GRANTS

Prevention is an important strategy for reducing HIV rates. Biomedical intervention is one among several critical tools supported by the Centers for Disease Control and Prevention (CDC) guidelines and the World Health Organization (WHO). In addition, behavioral and structural challenges continue to impact populations vulnerable to HIV infection. Gilead provides grants and support to community organizations that help raise awareness about pre-exposure prophylaxis (PrEP) among at-risk populations.

We have provided more than \$22 million in grants to more than 100 organizations working to raise awareness about HIV prevention since 2012, including 37 grants, totaling almost \$7.0 million, in 2016.

## DREAMS PEPFAR PARTNERSHIP

DREAMS is a partnership led by the U.S. President's Emergency Plan for AIDS Relief (PEPFAR) with support from the Bill & Melinda Gates Foundation and other corporate donors to reduce HIV infections among adolescent girls and young women in sub-Saharan Africa. The goal of DREAMS is to help girls develop into **Determined, Resilient, Empowered, AIDS-free, Mentored and Safe** women. Girls and young women account for 71 percent of new HIV infections among adolescents in sub-Saharan Africa.

While the DREAMS program looks to deliver a comprehensive approach that is evidence-based and goes beyond the health sector — such as addressing the social determinants that indirectly increase the risk of acquiring HIV, Gilead has provided funding over a three-year period to provide PrEP with the aim of enabling 25,000 young women to remain HIV-free. Since June 2016, drugs used for PrEP have been disseminated to various DREAMS sites in Kenya, Swaziland, Uganda and Zimbabwe, with possible expansion to other African countries.

## PROVIDING ACCESS

Gilead works with partners around the world to overcome the barriers that prevent patients from accessing the best possible care. Through the Providing Access pillar, Gilead supports organizations that expand the capacity of health care systems, innovative models that support patients accessing health care services in rural settings, health care workforce training and other programs such as infrastructure/building health clinics that support underserved regions. In 2016, 25 percent of our total corporate grants were focused on improving access to health care worldwide.

## AIDS ALABAMA

### WORKING TO END THE HIV EPIDEMIC IN THE SOUTHERN UNITED STATES

**AIDS Alabama's mission is two-fold: to help those with HIV live healthy, independent lives and to prevent the spread of the virus.**

More than half of all new diagnoses in the United States occur in southern states, and combating the disease means addressing the many issues that accompany it — not only those which may be more apparent, such as stigma, homophobia and drug addiction, but systemic issues of inequality such as insufficient education and awareness, homelessness or lack of access to transportation.

“You can have the best doctors in the world, but if the patients can't get to them, then it really does no good,” says AIDS Alabama CEO, Kathie Hiers.

Hiers and her team see the impact of HIV every day, as well as the strength of the human spirit.

“There was a woman who didn't know her husband was HIV-positive, and he eventually died,” says Hiers. “She had also contracted the virus, and she had a baby, who was born HIV-positive. When her child died, she really spiraled back into drug use.”

With the help of AIDS Alabama, this woman entered substance abuse treatment, found housing and worked as a peer mentor before earning her college degree in social work.

With Gilead's support, AIDS Alabama has been able to work with patients individually: first by providing housing and transportation, then by offering emotional, logistical and medical assistance. As for ending HIV, Hiers recognizes that her part of the country is now on the front lines. “If we're ever going to end this thing,” she says, “we've got to go through the South to do it.”

Kathie Hiers,  
CEO, AIDS  
Alabama



Tyra Callender,  
AIDS Alabama  
client

Find out more about AIDS Alabama's work by watching our video at: [www.gilead.com/yir2016](http://www.gilead.com/yir2016)

# NATIONAL VIRAL HEPATITIS ROUNDTABLE

## ADDRESSING STIGMA AND HEALTH DISPARITIES

**Ryan Clary, Executive Director of the National Viral Hepatitis Roundtable (NVHR), found his calling after the death of two loved ones. “I moved into focusing on hepatitis when I was doing HIV work because I had two significant personal losses. I lost a partner to hepatitis B, and I lost an uncle to hepatitis C.”**

With more than 450 members, NVHR is the largest national coalition of community-based organizations working together to increase awareness of HBV and HCV. Clary and his team make sure that those at risk for these diseases have access

to proper testing, and if chronically infected, help link them to care. They describe their work as an uphill battle: first to help increase testing for two of the major groups at risk — baby boomers born between 1945 and 1965, and people who inject drugs — and second to help remove barriers to prevention, care and treatment.

Clary believes that an end to the HBV and HCV epidemics are within reach and can be achieved through addressing stigma and health disparities. NVHR leads initiatives to identify and share best practices with its members and advocates with policymakers for funding and policies to increase access to screening, prevention and care.

Clary says that Gilead’s support has significantly helped the NVHR grow their programmatic and policy activities — work that has not only changed his life, but saved countless others. “What we’ve learned,” he says, “is that strong community-based advocacy can lead to public policy changes that impact and save people’s lives. And that has been really gratifying.”



*Ryan Clary, Executive Director of NVHR, which helps advance medical education in viral hepatitis*

### ADVANCING MEDICAL EDUCATION

Gilead recognizes that education is key to effective disease prevention and long-term disease management. Through support of medical education initiatives, Gilead increases patient awareness, making testing and treatment more widely available and expanding knowledge and skills for health care professionals worldwide.

In 2016, approximately 39 percent of Gilead’s corporate grants helped advance medical education initiatives around the world.

### SUPPORTING LOCAL COMMUNITIES

Gilead gives back to the communities in which its employees live and work by funding initiatives to promote the well-being and development of local neighborhoods and cities.

In the Bay Area, Gilead funded community support organizations including LifeMoves, a shelter and support service for homeless families and individuals, the United Service Organizations Bay Area, an organization providing support to service members and military families, and the Ronald McDonald House at Stanford, which provides services for families caring for critically ill children.

## SF-MARIN FOOD BANK

IMPROVING HEALTH BY ADDRESSING HUNGER

When Paul Ash joined the SF-Marín Food Bank as executive director 28 years ago, it was a “scrappy, back of a pickup truck kind of operation” with only seven employees. Today, the organization employs 135 people — not only the sign of a job well done, but a symptom of a widening economic disparity in our society.



Archival imagery supplied by SF-Marín Food Bank

In a region with one of the highest costs of living in the country, more and more people living in San Francisco and neighboring Marin County are finding themselves in need of food assistance, but stigma persists. “There are barriers for the higher-earning groups,” says Ash. “It’s difficult to get those folks to see themselves as users of a charitable program. But we want them to participate if they need our help.” The Food Bank’s farmer’s market-style distribution centers and simple registration requirements help decrease the barriers — real or perceived — to food assistance.

Better food serves as a building block for better health. Produce makes up two thirds of the Food Bank’s distribution and the remaining third is in the high-nutrition category. Through partnerships with farmers, packers and wholesalers, the organization provides roughly 100,000 meals a day and reaches 225,000 families a year. “We also have a role in the medical system, either catching



Archival imagery supplied by SF-Marín Food Bank

people up to the nutritional level they should be at before they receive treatment, or being a resource for physicians who send their patients to us,” says Ash.

With the continued support of companies such as Gilead, the Food Bank plans to expand its distribution to nearly 50 million pounds of food in 2017, another step forward in their long-term fight against economic and health disparities. “We typically don’t get huge touchdowns,” says Ash. “But we do get a lot of three-yard gains.”

### THE GILEAD FOUNDATION

The Gilead Foundation is a non-profit organization established in 2005 that seeks to improve the health and well-being of underserved communities around the world. Operating independently from our corporate contributions

#### 2016 Gilead Foundation Grants



\$12.2M

Granted to 73 organizations worldwide

function, the Gilead Foundation focuses on expanding access to HIV and hepatitis education, outreach, prevention and health services.

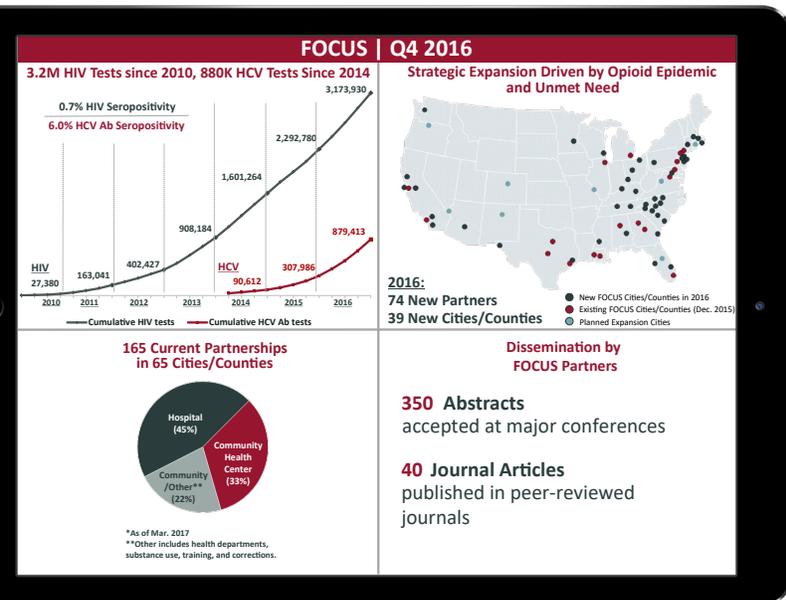
### FRONTLINES OF COMMUNITIES IN THE UNITED STATES (FOCUS)

Gilead’s Frontlines of Communities in the United States (FOCUS) program partners with hospitals, community health centers and community-based organizations in cities and counties across the country that are heavily impacted by HIV, HCV and HBV. The goal of the FOCUS program is to scale up routine blood-borne virus screening and

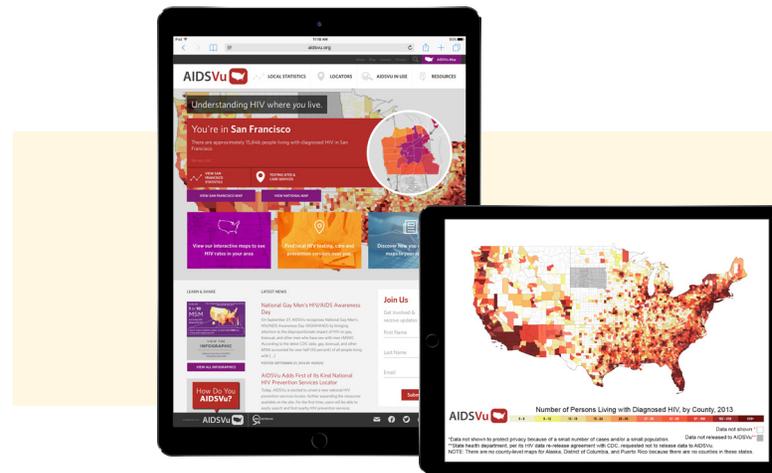
linkage to care in accordance with the Centers for Disease Control and Prevention (CDC) screening guidelines.

Since 2010, FOCUS partners have conducted 3.2 million HIV tests. Since integrating HCV testing in 2014, FOCUS partners have conducted 880,000 HCV antibody tests and also conducted 45,000 RNA tests to identify RNA+ patients living with chronic HCV infection.

In 2016, FOCUS grew to encompass 161 partnerships in 63 cities and counties in the United States. The program's geographic expansion has largely been driven by the recognized need for routine blood-borne virus screening and linkage to care in more rural areas of the country that are deeply impacted by the opioid and heroin epidemic. As the largest HCV screening program in the U.S., in 2016 we established, at CDC's request, a data-sharing agreement to review the program's data and best practices on a quarterly basis to help inform the CDC's understanding of the U.S. HCV epidemic.



To date, FOCUS partners have had 350 abstracts accepted to major conferences and have published 40 articles in peer-reviewed journals. In 2016, the National Nurse-Led Care Consortium (NNCC), a FOCUS partner, was recognized by the World Health Organization as one of five winners of their Hepatitis Testing Innovation Contest and seven additional FOCUS partners were awarded with special commendations. Two FOCUS partners also received Viral Hepatitis Testing Recognition Awards from the Department of Health and Human Services (HHS).



## AIDSVU

[AIDSvu](#) is a partnership between Gilead and Emory University's Rollins School of Public Health with the mission to make HIV surveillance data widely available, easily accessible and locally relevant. AIDSvu provides users with an online interactive mapping tool that visualizes the U.S. HIV epidemic at the state, county and ZIP code level.

AIDSvu's maps illustrate areas of the country that are most impacted by HIV, allowing users to better understand where HIV prevention, testing and treatment services and resources are most critical. AIDSvu also features searchable service locators for HIV testing, prevention and care services.

In 2016, AIDSvu added ZIP code-level data for six additional cities — Las Vegas, Austin, Raleigh, Nashville, Baltimore and Hartford — bringing the total to 40 cities mapped on AIDSvu that together represent more than 60 percent of the U.S. HIV epidemic.

The [HIV Prevention Services Locator](#) was also launched in 2016, a first-of-its-kind tool that allows users to find prevention services in all 50 states and Puerto Rico. With the addition of the HIV Prevention Services Locator, AIDSvu is now able to provide its users with easy access to information on HIV testing, care and prevention services, alongside its interactive maps of the HIV epidemic.

## U.S. PATIENT ACCESS

Gilead's U.S. patient support and assistance programs help patients and their families by providing information regarding insurance coverage, financial assistance and eligibility for free medication. We make our therapies accessible for uninsured individuals and those who need financial assistance and we also provide information about programs for those unable to afford the co-payments associated with their prescription drug coverage.

Half of all patients taking our HIV medicines in the United States receive them through federal or state programs, which receive substantially discounted prices. Gilead has a long history of working with state AIDS Drug Assistance Programs (ADAPs) to provide lower pricing for our HIV medicines. The price freeze we instituted for ADAPs in 2008 has been extended through the end of 2017, providing important support to these critical programs as they evolve in the changing U.S. health care environment.

Gilead currently has seven U.S. patient assistance programs across therapeutic areas including Advancing Access® for our HIV therapies and our HBV therapies, Support Path® for our HCV therapies and the Truvada® (emtricitabine and tenofovir disoproxil fumarate) for PrEP Medication Assistance Program.

## ACCESS OPERATIONS AND EMERGING MARKETS (AOEM)

Gilead's Access Operations and Emerging Markets (AOEM) team works to expand access to the company's medicines for people living in more than 130 low, lower-middle and upper-middle income countries.

2016 marked a significant milestone for Gilead. It is now estimated that Gilead's HIV medicines are reaching 10 million people living in low- and middle-income countries. This represents nearly two thirds of people currently on HIV treatment in the developing world.

AOEM's approach to expanding access to medicines is centered around a system of voluntary generic licensing and a tiered pricing strategy that includes no-profit and steeply discounted prices on our branded medicines. We recently extended our no-profit HIV drug prices to 22 middle-income countries for the first time.

### ***Our approach also includes:***

- Demonstration projects and pilot programs
- Training for nurses, doctors and community health workers
- Strategic partnerships and donation programs designed to reach vulnerable populations
- Demand forecasting and supply chain management
- Transparent and timely regulatory submissions of drug dossiers

Gilead understands the importance of partnership and collaboration for increasing drug access. Following are just a few of the examples from 2016 of how AOEM is bringing our life-saving medicines to patients and building partnerships with governments, medical professionals and non-profit organizations in parts of the world where health care needs are greatest.

## HIV

Gilead recognized that on its own, the company did not have sufficient capacity to meet the global needs for HIV treatment in a cost-effective manner. For this reason, Gilead began its voluntary licensing program in 2006. Today the company has direct partnerships with generic drug manufacturers in India, China and South Africa. 99 percent of the company's HIV medicines used in low- and middle-income countries is produced and sold by our voluntary license partners.

Gilead was also the first pharmaceutical company to sign an agreement with the Medicines Patent Pool (MPP), an organization established by the United Nations to increase worldwide access to high-quality, low-cost antiretroviral therapy through the sharing of patents. We also forge innovative partnerships to develop new models of HIV treatment delivery in resource-limited settings.

For example, in Tanzania, in collaboration with the Holy See's Good Samaritan Foundation, we have made considerable progress in our HIV "test-and-treat" demonstration project. The program's goal is to enable screening of 300,000 patients for HIV and provide therapy to 20,000 HIV-positive individuals over five years.

In 2016, Gilead announced a five-year extension and expansion of our partnership to provide \$20 million in funding and drug donations over five years to expand access to diagnostic services and treatment for visceral leishmaniasis (VL).

As part of this collaboration, Gilead will donate 380,000 vials of AmBisome to treat VL in key endemic countries.

## CHRONIC HEPATITIS C VIRUS (HCV)

The AOEM team is pursuing multiple health systems strengthening strategies to expand access to our HCV therapies, prioritizing those with the greatest disease burden. In two years, more than 600,000 patients received Gilead-based HCV therapies in developing countries.

## VISCERAL LEISHMANIASIS (VL)

Visceral leishmaniasis (VL) — also known as kala-azar — is the second-deadliest parasitic disease after malaria. There are approximately 400,000 new cases of VL each year, 90 percent of which occurs in six countries — Bangladesh, Brazil, Ethiopia, India, South Sudan and Sudan. Without treatment, VL is nearly always fatal. Since 1992, Gilead has partnered with WHO and other groups to donate or offer AmBisome® (amphotericin B liposome for injection) at significantly discounted prices to help control and eliminate the disease.

## PARTNERSHIP IN ACTION

### HCV ELIMINATION PILOT PROGRAM

**In Georgia, a small country at the intersection of Europe and Asia, WHO estimates that almost eight percent of the population is chronically infected with the hepatitis C virus — among the highest prevalence in the world.**



—  
**Temur Radiani,**  
HCV patient, Georgia

Partnering with the Georgian government and the CDC, Gilead helped establish the Georgian HCV Elimination Project in 2015. Its aim is to provide free medicines to all those affected by the disease in Georgia and to collaborate with the government and health professionals across the country to expand its health systems infrastructure.

By ensuring that all those who may be at risk are tested for the virus, providing access to treatment for all patients — not just the sickest — and working to combat stigma associated with the disease, the goal is to dramatically reduce, or potentially even eliminate, HCV from the country.

Since its inception, more than 35,300 people have been enrolled in the project and almost 26,000 patients have completed treatment.

Davit Seergenko, Minister of Labour, Health and Social Affairs for Georgia, says, "Not only would that have a positive impact on the lives of thousands of people across Georgia, but we hope it will also demonstrate what is possible to the rest of the world."

Find out more about Georgia's HCV Elimination program by viewing our video at [www.gilead.com/yir2016](http://www.gilead.com/yir2016)

## PUBLIC HEALTH AND MEDICAL EDUCATION

Gilead has in place a dedicated team to help understand and navigate the health and socioeconomic issues impacting countries, regions or provinces in which our AOEM team operates. In addition to focusing on increasing access to medicines, Gilead also works to make testing and treatment more widely available — and we know education is key to effective disease prevention and long-term disease management. We help community organizations by supporting disease awareness programs for patients and expanding knowledge and skills of health care professionals (HCPs).

By providing context-driven medical educational programs at facilities located in the geographies where the need for our therapies is greatest, as well as leveraging international and national conference platforms and webcasting technologies, Gilead's Public Health and Medical Affairs team expanded the knowledge and skills of more than 6,500 HCPs and supported 172 medical events worldwide in 2016.

## VIDA EM MOVIMENTO

### AMID UNCERTAINTY, HIV ACTIVISM THRIVES IN BRAZIL

**Vida em Movimento, or “Life in Movement,” empowers young people to be, as its president Henrique Avila describes, “protagonists,” in ensuring human rights are respected for people living with HIV in Brazil.**



Archival imagery supplied by Vida em Movimento

*Attendees at the International Seminar on Youth HIV & AIDS Prevention*

Vida em Movimento's grassroots efforts provide HIV awareness, prevention and treatment services to communities across the country.

Gilead partnered with Vida em Movimento to support the International Seminar on Youth HIV & AIDS Prevention. With the goal of inspiring young activists to become change agents in their own communities, the seminar drew 1,500 applicants from all areas of Brazil for 150 spots at the seminar. Vida em Movimento hopes to host a similar event within the coming year. “A young Indian from the interior of Brazil said how important it was for him and his people to be included,” said Avila. “This seminar provided him not only an opportunity for learning, but it was recognition of his identity and his community as a native Brazilian people.”



*International Seminar on Youth HIV & AIDS Prevention presentation*

Avila says his organization also aims to carry out fieldwork with the Indian tribes in the Tocantins and Mato Grosso regions of the Amazon, bringing prevention and health education to indigenous people and others throughout Brazil.