

GILEAD SCIENCES INC
Form 10-Q
August 09, 2010
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

**x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE
 ACT OF 1934**

For the quarterly period ended June 30, 2010

or

**.. TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE
 ACT OF 1934**

For the transition period from _____ to _____

Commission File No. 0-19731

GILEAD SCIENCES, INC.

(Exact Name of Registrant as Specified in Its Charter)

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Delaware
(State or Other Jurisdiction of

94-3047598
(IRS Employer

Incorporation or Organization)

Identification No.)

333 Lakeside Drive, Foster City, California
(Address of principal executive offices)

94404
(Zip Code)

650-574-3000

Registrant's Telephone Number, Including Area Code

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☒ Accelerated filer ☐ Non-accelerated filer ☐ Smaller reporting company ☐
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

Number of shares outstanding of the issuer's common stock, par value \$0.001 per share, as of July 30, 2010: 838,632,586

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GILEAD SCIENCES, INC.

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We own or have rights to various trademarks, copyrights and trade names used in our business, including the following: GILEAD®, GILEAD SCIENCES®, TRUVADA®, VIREAD®, HEPSERA®, AMBISOME®, EMTRIVA®, VISTIDE®, LETAIRIS®, VOLIBRIS®, RANEXA® and CAYSTON®. ATRIPLA® is a registered trademark belonging to Bristol-Myers Squibb & Gilead Sciences, LLC. LEXISCAN® is a registered trademark belonging to Astellas U.S. LLC. MACUGEN® is a registered trademark belonging to Eyetech Inc. SUSTIVA® is a registered trademark of Bristol-Myers Squibb Pharma Company. TAMIFLU® is a registered trademark belonging to Hoffmann-La Roche Inc. This report also includes other trademarks, service marks and trade names of other companies.

Table of Contents**PART I. FINANCIAL INFORMATION****ITEM 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
GILEAD SCIENCES, INC.****CONDENSED CONSOLIDATED BALANCE SHEETS**

(in thousands, except per share amounts)

	June 30, 2010 (unaudited)	December 31, 2009
Assets		
Current assets:		
Cash and cash equivalents	\$ 1,482,639	\$ 1,272,958
Short-term marketable securities	518,286	384,017
Accounts receivable, net	1,482,900	1,389,534
Inventories	1,356,606	1,051,771
Deferred tax assets	288,642	295,080
Prepaid taxes	255,752	274,196
Prepaid expenses	80,639	78,111
Other current assets	243,550	66,891
Total current assets	5,709,014	4,812,558
Property, plant and equipment, net	695,043	699,970
Noncurrent portion of prepaid royalties	211,849	226,250
Noncurrent deferred tax assets	78,040	101,498
Long-term marketable securities	2,216,610	2,247,871
Intangible assets	1,494,813	1,524,777
Other noncurrent assets	91,339	85,635
Total assets	\$ 10,496,708	\$ 9,698,559
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 1,066,433	\$ 810,544
Accrued government rebates	294,497	248,660
Accrued compensation and employee benefits	106,116	132,481
Income taxes payable	24,362	167,623
Other accrued liabilities	373,725	384,015
Deferred revenues	116,360	122,721
Current portion of other long-term obligations	1,124,230	5,587
Total current liabilities	3,105,723	1,871,631
Long-term deferred revenues	39,526	43,026
Convertible senior notes, net	562,612	1,155,443
Long-term income taxes payable	65,797	87,383
Other long-term obligations	23,050	35,918
Commitments and contingencies (Note 10)		
Stockholders' equity:		
Preferred stock, par value \$0.001 per share; 5,000 shares authorized; none outstanding		
Common stock, par value \$0.001 per share; 2,800,000 shares authorized; 859,720 and 899,753 shares issued and outstanding at June 30, 2010 and December 31, 2009, respectively	860	900

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Additional paid-in capital	4,540,630	4,376,651
Accumulated other comprehensive income (loss)	189,624	(5,758)
Retained earnings	1,831,381	1,995,272
Total Gilead stockholders' equity	6,562,495	6,367,065
Noncontrolling interest	137,505	138,093
Total stockholders' equity	6,700,000	6,505,158
Total liabilities and stockholders' equity	\$ 10,496,708	\$ 9,698,559

See accompanying notes.

Table of Contents**GILEAD SCIENCES, INC.****CONDENSED CONSOLIDATED STATEMENTS OF INCOME**

(unaudited)

(in thousands, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2010	2009	2010	2009
Revenues:				
Product sales	\$ 1,806,061	\$ 1,568,378	\$ 3,594,124	\$ 3,015,958
Royalty revenues	117,790	73,895	411,471	126,937
Contract and other revenues	3,373	4,882	7,482	34,720
Total revenues	1,927,224	1,647,155	4,013,077	3,177,615
Costs and expenses:				
Cost of goods sold	455,525	383,045	895,955	712,459
Research and development	231,066	241,638	449,730	430,417
Selling, general and administrative	248,006	261,411	513,624	465,362
Total costs and expenses	934,597	886,094	1,859,309	1,608,238
Income from operations	992,627	761,061	2,153,768	1,569,377
Interest and other income, net	18,285	12,923	33,930	17,081
Interest expense	(17,764)	(18,484)	(34,719)	(35,155)
Income before provision for income taxes	993,148	755,500	2,152,979	1,551,303
Provision for income taxes	284,021	186,355	591,758	395,582
Net income	709,127	569,145	1,561,221	1,155,721
Net loss attributable to noncontrolling interest	2,934	2,253	5,741	4,789
Net income attributable to Gilead	\$ 712,061	\$ 571,398	\$ 1,566,962	\$ 1,160,510
Net income per share attributable to Gilead common stockholders basic	\$ 0.81	\$ 0.63	\$ 1.76	\$ 1.28
Shares used in per share calculation basic	881,802	905,611	891,649	907,684
Net income per share attributable to Gilead common stockholders diluted	\$ 0.79	\$ 0.61	\$ 1.71	\$ 1.24
Shares used in per share calculation diluted	898,753	934,478	913,819	938,500

See accompanying notes.

Table of Contents**GILEAD SCIENCES, INC.****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(unaudited)

(in thousands)

	Six Months Ended June 30,	
	2010	2009
Operating Activities:		
Net income	\$ 1,561,221	\$ 1,155,721
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation expense	33,386	28,828
Amortization expense	85,521	62,955
Stock-based compensation expenses	94,888	90,254
Excess tax benefits from stock-based compensation	(60,689)	(33,683)
Tax benefits from employee stock plans	62,722	38,836
Deferred income taxes	29,896	20,409
Other non-cash transactions	3,683	40,944
Changes in operating assets and liabilities:		
Accounts receivable, net	(242,381)	(217,911)
Inventories	(317,543)	6,872
Prepaid expenses and other assets	299	10,600
Accounts payable	262,262	43,691
Income taxes payable	(164,847)	50,060
Accrued liabilities	31,091	(15,947)
Deferred revenues	(9,861)	(17,382)
Net cash provided by operating activities	1,369,648	1,264,247
Investing Activities:		
Purchases of marketable securities	(2,016,151)	(1,190,277)
Proceeds from sales of marketable securities	1,601,656	992,271
Proceeds from maturities of marketable securities	306,406	239,200
Acquisition of CV Therapeutics, net of cash acquired		(1,247,816)
Capital expenditures and other	(27,717)	(184,945)
Net cash used in investing activities	(135,806)	(1,391,567)
Financing Activities:		
Proceeds from issuances of common stock	144,291	102,093
Proceeds from credit facility	500,000	400,000
Repurchases of common stock	(1,854,081)	(468,244)
Extinguishment of long term debt		(305,383)
Repayments of other long-term obligations	(5,556)	(80)
Excess tax benefits from stock-based compensation	60,689	33,683
Distributions from (to) noncontrolling interest	5,153	(64,103)
Net cash used in financing activities	(1,149,504)	(302,034)
Effect of exchange rate changes on cash	125,343	10,926

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Net change in cash and cash equivalents	209,681	(418,428)
Cash and cash equivalents at beginning of period	1,272,958	1,459,302
Cash and cash equivalents at end of period	\$ 1,482,639	\$ 1,040,874

See accompanying notes.

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GILEAD SCIENCES, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The accompanying unaudited Condensed Consolidated Financial Statements have been prepared in accordance with U.S. generally accepted accounting principles for interim financial information. The financial statements include all adjustments (consisting only of normal recurring adjustments) that the management of Gilead Sciences, Inc. (Gilead, we or us) believes are necessary for a fair presentation of the periods presented. These interim financial results are not necessarily indicative of results expected for the full fiscal year or for any subsequent interim period.

The preparation of these Condensed Consolidated Financial Statements requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses and related disclosures. On an ongoing basis, management evaluates its estimates, including critical accounting policies or estimates related to revenue recognition, intangible assets, allowance for doubtful accounts, prepaid royalties, clinical trial accruals, our tax provision and stock-based compensation. We base our estimates on historical experience and on various other market specific and other relevant assumptions that we believe to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ significantly from these estimates.

The accompanying Condensed Consolidated Financial Statements include the accounts of Gilead, our wholly-owned subsidiaries and our joint ventures with Bristol-Myers Squibb Company (BMS), for which we are the primary beneficiary. We record a noncontrolling interest in our Condensed Consolidated Financial Statements to reflect BMS's interest in the joint ventures. Significant intercompany transactions have been eliminated. The Condensed Consolidated Financial Statements include the operating results of companies acquired by us from the date of each acquisition for the applicable reporting periods.

The accompanying Condensed Consolidated Financial Statements and related financial information should be read in conjunction with the audited Consolidated Financial Statements and the related notes thereto for the year ended December 31, 2009, included in our Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission (SEC).

Consolidation of Variable Interest Entities

On January 1, 2010, we adopted amended guidance for the consolidation of variable interest entities. The amended guidance eliminates a mandatory quantitative approach to determine whether a variable interest gives the entity a controlling financial interest in a variable interest entity in favor of a qualitatively focused analysis. Additionally, the amended guidance requires an ongoing reassessment of whether the entity is a primary beneficiary. We adopted the provisions of this guidance on a prospective basis for our joint ventures with BMS, which we consolidate because we are the primary beneficiary. The adoption of this guidance did not have any impact on our Condensed Consolidated Financial Statements.

Net Income Per Share Attributable to Gilead Common Stockholders

Basic net income per share attributable to Gilead common stockholders is calculated based on the weighted-average number of shares of our common stock outstanding during the period. Diluted net income per share attributable to Gilead common stockholders is calculated based on the weighted-average number of shares of our common stock outstanding and other dilutive securities outstanding during the period. The potential dilutive

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shares of our common stock resulting from the assumed exercise of outstanding stock options and equivalents (consisting primarily of performance shares) and the assumed exercise of warrants relating to the convertible senior notes due in 2011 (2011 Notes) and convertible senior notes due in 2013 (2013 Notes) (collectively, the Notes) are determined under the treasury stock method.

Because the principal amount of the Notes will be settled in cash, only the conversion spread relating to the Notes is included in our calculation of diluted net income per share attributable to Gilead common stockholders. Our common stock resulting from the assumed settlement of the conversion spread of the Notes has a dilutive effect when the average market price of our common stock during the period exceeds the conversion prices of \$38.75 and \$38.10 for the 2011 Notes and 2013 Notes, respectively. The average market prices of our common stock during each of the three and six months ended June 30, 2010 and 2009 exceeded both of the conversion prices of the Notes and the dilutive effect is included in the table below.

Warrants relating to the 2011 Notes and 2013 Notes have a dilutive effect when the average market price of our common stock during the period exceeds the warrants' exercise prices of \$50.80 and \$53.90, respectively. The average market prices of our common stock during each of the three and six months ended June 30, 2010 and 2009 did not exceed the warrants' exercise prices relating to the 2011 or the 2013 Notes; therefore, these warrants did not have a dilutive effect on our net income per share for those periods.

Stock options to purchase approximately 23.4 million and 19.5 million weighted-average shares of our common stock were outstanding during the three and six months ended June 30, 2010, respectively, but were not included in the computation of diluted net income per share attributable to Gilead common stockholders because the options' exercise prices were greater than the average market price of our common stock during these periods; therefore, their effect was antidilutive. Stock options to purchase approximately 18.6 million and 16.7 million weighted-average shares of our common stock were outstanding during the three and six months ended June 30, 2009, respectively, but were not included in the computation of diluted net income per share attributable to Gilead common stockholders because the options' exercise prices were greater than the average market price of our common stock during these periods; therefore, their effect was antidilutive.

The following table is a reconciliation of the numerator and denominator used in the calculation of basic and diluted net income per share attributable to Gilead common stockholders (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2010	2009	2010	2009
Numerator:				
Net income attributable to Gilead	\$ 712,061	\$ 571,398	\$ 1,566,962	\$ 1,160,510
Denominator:				
Weighted-average shares of common stock outstanding used in the calculation of basic net income per share attributable to Gilead common stockholders	881,802	905,611	891,649	907,684
Effect of dilutive securities:				
Stock options and equivalents	16,503	23,877	18,746	24,998
Conversion spread related to the 2011 Notes	81	2,352	1,568	2,766
Conversion spread related to the 2013 Notes	367	2,638	1,856	3,052
Weighted-average shares of common stock outstanding used in the calculation of diluted net income per share attributable to Gilead common stockholders	898,753	934,478	913,819	938,500

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Concentrations of Risk

We are subject to credit risk from our portfolio of cash equivalents and marketable securities. Under our investment policy, we limit amounts invested in such securities by credit rating, maturity, industry group, investment type and issuer, except for securities issued by the U.S. government. We are not exposed to any significant concentrations of credit risk from these financial instruments. The goals of our investment policy, in order of priority, are as follows: safety and preservation of principal and diversification of risk; liquidity of investments sufficient to meet cash flow requirements; and a competitive after-tax rate of return.

We are also subject to credit risk from our accounts receivable related to our product sales. The majority of our trade accounts receivable arises from product sales in the United States and Europe. To date, we have not experienced significant losses with respect to the collection of our accounts receivable. We believe that our allowance for doubtful accounts was adequate at June 30, 2010.

Recent Accounting Pronouncements

In October 2009, the FASB issued new standards for revenue recognition for agreements with multiple deliverables. These new standards impact the determination of when the individual deliverables included in a multiple element arrangement may be treated as separate units of accounting. Additionally, these new standards modify the manner in which the transaction consideration is allocated across the separately identified deliverables by no longer permitting the residual method of allocating arrangement consideration. These new standards are effective for us beginning in the first quarter of 2011; however, early adoption is permitted. We have not yet evaluated whether these new standards will have a material impact on our Condensed Consolidated Financial Statements.

2. FAIR VALUE MEASUREMENTS

Our financial instruments consist principally of cash and cash equivalents, marketable securities, accounts receivable, foreign currency exchange forward and option contracts, accounts payable, short-term and long-term debt. Cash and cash equivalents, marketable securities and foreign currency exchange contracts that hedge accounts receivable and forecasted sales are reported at their respective fair values on our Condensed Consolidated Balance Sheets. The carrying value and fair value of the 2011 and 2013 Notes were \$1.19 billion and \$1.41 billion, respectively, as of June 30, 2010. The carrying value and fair value of the Notes were \$1.16 billion and \$1.58 billion, respectively, as of December 31, 2009. The fair value of the Notes was based on their quoted market values. The remaining financial instruments are reported on our Condensed Consolidated Balance Sheets at amounts that approximate current fair values.

We determine the fair value of financial and non-financial assets and liabilities using the following fair value hierarchy, which establishes three levels of inputs that may be used to measure fair value, as follows:

Level 1 inputs which include quoted prices in active markets for identical assets or liabilities;

Level 2 inputs which include observable inputs other than Level 1 inputs, such as quoted prices for similar assets or liabilities; quoted prices for identical or similar assets or liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the asset or liability; and

Level 3 inputs which include unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the underlying asset or liability. Level 3 assets and liabilities include those whose fair value measurements are determined using pricing models, discounted cash flow methodologies or similar valuation techniques, as well as significant management judgment or estimation.

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The following table summarizes, for assets or liabilities recorded at fair value, the respective fair value and the classification by level of input within the fair value hierarchy defined above (in thousands):

	June 30, 2010				December 31, 2009			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
Assets:								
Debt securities:								
U.S. treasury securities	\$ 770,955	\$	\$	\$ 770,955	\$ 289,790	\$	\$	\$ 289,790
U.S. government sponsored entity debt securities		865,274		865,274		877,638		877,638
Municipal debt securities		6,896		6,896		433,474		433,474
Corporate debt securities		869,476		869,476		783,282		783,282
Residential mortgage-backed securities		83,055		83,055		112,972		112,972
Student loan-backed securities			94,062	94,062			104,823	104,823
Other debt securities		86,817		86,817		74,297	839	75,136
Total debt securities	770,955	1,911,518	94,062	2,776,535	289,790	2,281,663	105,662	2,677,115
Equity securities	2,455			2,455	3,470			3,470
Derivatives		203,355		203,355		26,198		26,198
	\$ 773,410	\$ 2,114,873	\$ 94,062	\$ 2,982,345	\$ 293,260	\$ 2,307,861	\$ 105,662	\$ 2,706,783
Liabilities:								
Derivatives	\$	\$ 10,021	\$	\$ 10,021	\$	\$ 47,688	\$	\$ 47,688

Marketable securities, measured at fair value using Level 2 inputs, are primarily comprised of U.S. government sponsored entity and corporate debt securities. The company reviews trading activity and pricing for these investments as of the measurement date. When sufficient quoted pricing for identical securities is not available, the company uses market pricing and other observable market inputs for similar securities obtained from various third party data providers. These inputs represent quoted prices for similar assets in active markets or these inputs have been derived from observable market data. This approach results in the classification of these securities as Level 2 of the fair value hierarchy.

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The following table is a reconciliation of marketable securities measured at fair value using significant unobservable inputs (Level 3) (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2010	2009	2010	2009
Balance, beginning of period	\$ 105,587	\$ 102,593	\$ 105,662	\$ 102,633
Total realized and unrealized gains (losses) included in:				
Interest and other income, net	115		115	(29)
Other comprehensive income, net	907	3,272	1,767	5,767
Sales of marketable securities	(12,547)	(2,967)	(13,482)	(5,473)
Transfers into Level 3				
Balance, end of period	\$ 94,062	\$ 102,898	\$ 94,062	\$ 102,898
Total losses included in interest and other income, net attributable to the change in unrealized losses relating to assets still held at the reporting date	\$	\$	\$	\$ (29)

Our policy is to recognize transfers into or out of Level 3 classification as of the actual date of the event or change in circumstances that caused the transfer. Marketable securities, measured at fair value using Level 3 inputs, are substantially comprised of auction rate securities within our available-for-sale investment portfolio. The underlying assets of our auction rate securities are comprised of student loans. Although auction rate securities would typically be measured using Level 2 inputs, the failure of auctions and the lack of market activity and liquidity experienced since the beginning of 2008 required that these securities be measured using Level 3 inputs. The fair value of our auction rate securities was determined using a discounted cash flow model that considered projected cash flows for the issuing trusts, underlying collateral and expected yields. Projected cash flows were estimated based on the underlying loan principal, bonds outstanding and payout formulas. The weighted-average life over which the cash flows were projected considered the collateral composition of the securities and related historical and projected prepayments. The underlying student loans have a weighted-average expected life of four to eight years. The discount rates used in our discounted cash flow model were based on market conditions for comparable or similar term asset-backed securities as well as other fixed income securities adjusted for an illiquidity discount resulting in an annual discount rate of 2.28%. Our auction rate securities reset every seven to 35 days with maturity dates ranging from 2023 through 2040 and have annual interest rates ranging from 0.30% to 1.19%. As of June 30, 2010, our auction rate securities continued to earn interest.

Our auction rate securities were recorded in long-term marketable securities on our Condensed Consolidated Balance Sheets at June 30, 2010 and December 31, 2009. Although there continued to be failed auctions as well as lack of market activity and liquidity in 2010, we believe we had no other-than-temporary impairments on these securities as of June 30, 2010 because we do not intend to sell these securities and it is not more likely than not that we will be required to sell these securities before the recovery of their amortized cost basis.

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The following table is a summary of available-for-sale debt and equity securities recorded in cash equivalents or marketable securities in our Condensed Consolidated Balance Sheets. Estimated fair values of available-for-sale securities are generally based on prices obtained from commercial pricing services (in thousands):

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
June 30, 2010				
Debt securities:				
U.S. treasury securities	\$ 762,840	\$ 8,117	\$ (2)	\$ 770,955
U.S. government sponsored entity debt securities	854,526	10,755	(7)	865,274
Municipal debt securities	6,876	20		6,896
Corporate debt securities	856,903	12,666	(93)	869,476
Residential mortgage-backed securities	81,920	1,482	(347)	83,055
Student loan-backed securities	102,451		(8,389)	94,062
Other debt securities	85,573	1,250	(6)	86,817
Total debt securities	2,751,089	34,290	(8,844)	2,776,535
Equity securities	1,451	1,004		2,455
Total	\$ 2,752,540	\$ 35,294	\$ (8,844)	\$ 2,778,990
December 31, 2009				
Debt securities:				
U.S. treasury securities				