



Building Value through Innovative Medicines

2019 Second Quarter Financial and Corporate Update

July 30, 2019

Forward-looking Statements

Except for the historical information set forth herein, the matters set forth in this presentation contain predictions, estimates and other forward-looking statements, including without limitation statements regarding: expectations by our collaborative partner regarding timing of NDA submission for capmatinib; the expected timing for phase 3 development of ruxolitinib cream for vitiligo; our updated 2019 revenue guidance; expectations regarding the timing of clinical trial results for ruxolitinib in GVHD, itacitinib in GVHD, pascalisib in lymphomas, and INCMGA0012 in various cancers; expectations regarding the timing of the filing of an NDA for and the release of clinical trial results for pemigatinib in cholangiocarcinoma; the potential of our product candidates to treat a significant number of patients across numerous indications; plans for phase 3 trials for ruxolitinib cream in vitiligo; our reaffirmed 2019 GAAP and non-GAAP non-revenue guidance; and our expected 2019 newsflow events.

These forward-looking statements are based on our current expectations and are subject to risks and uncertainties that may cause actual results to differ materially, including unanticipated developments in and risks related to: unanticipated delays; further research and development and the results of clinical trials possibly being unsuccessful or insufficient to meet applicable regulatory standards or warrant continued development; the ability to enroll sufficient numbers of subjects in clinical trials; determinations made by the FDA; our dependence on relationships with and changes in the plans and expenditures of our collaboration partners; the efficacy or safety of our products and the products of our collaboration partners; the acceptance of our products and the products of our collaboration partners in the marketplace; market competition; sales, marketing, manufacturing and distribution requirements; unanticipated variations in demand for products; greater than expected expenses; expenses relating to litigation or strategic activities; and other risks detailed from time to time in our reports filed with the U.S. Securities and Exchange Commission, including our quarterly report on Form 10-Q for the quarter ended March 31, 2019. We disclaim any intent or obligation to update these forward-looking statements.

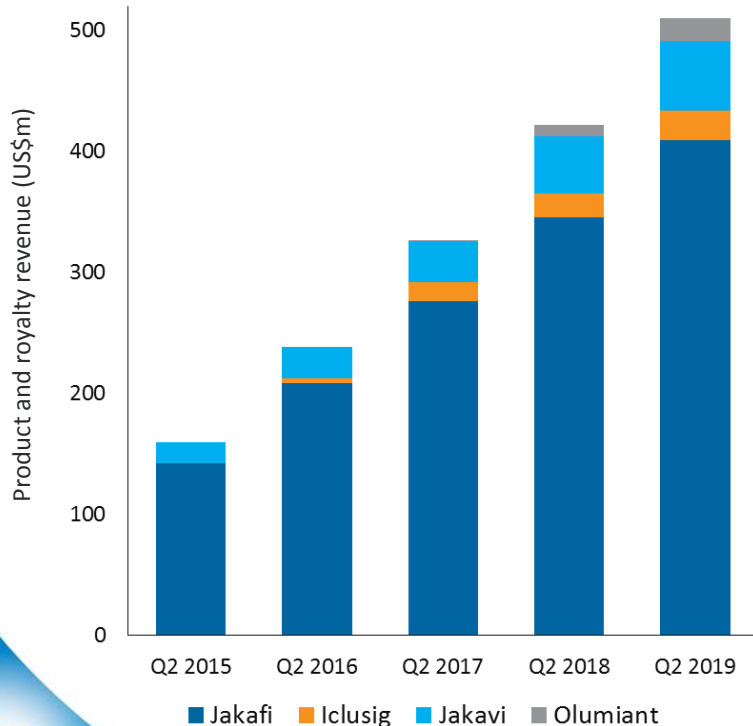


Overview

Hervé Hoppenot

Chief Executive Officer

Product & Royalty Revenues +21%; Significant Development Progress



Strong and Sustainable Revenue Growth

- 21% product and royalty revenue growth in Q2 2019 over Q2 2018
- FDA approval of Jakafi® (ruxolitinib) in steroid-refractory acute GVHD

Important Progress Across Portfolio

- **Capmatinib (MET)** updated data presented at ASCO; NDA submission for NSCLC expected in H2 2019 by Novartis¹
- **Ruxolitinib cream (JAK1/JAK2)** compelling data presented at WCD; Phase 3 development in vitiligo expected to be initiated before end of 2019



Jakavi (ruxolitinib) licensed to Novartis ex-US, Olumiant (baricitinib) licensed to Lilly worldwide
1. Worldwide rights to capmatinib licensed to Novartis; capmatinib in development for the treatment of patients with non-small cell lung cancer harboring MET exon 14 skipping mutations

Two Franchises Driving Strategy for Diversification & Long-term Growth

Late-stage development programs

Hematology & Oncology

Ruxolitinib (JAK1/JAK2)

Itacitinib (JAK1)

Pemigatinib (FGFR)

Parsaclisib (PI3K δ)

INCMGA0012 (PD-1)

Inflammation & Autoimmunity (IAI)

Ruxolitinib cream (JAK1/JAK2)

Atopic dermatitis

Vitiligo

Current sources of revenue

Jakafi[®]
ruxolitinib tablets

JAKAVI[®]
ruxolitinib

ICLUSIG[™]
(ponatinib) tablets

olumiant[®]
(baricitinib) tablets



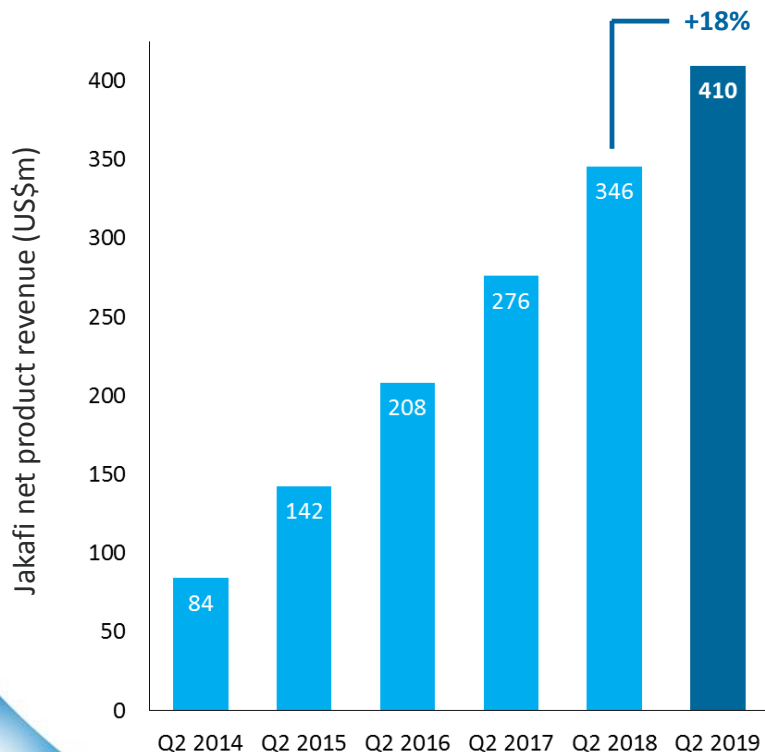


U.S. Commercial Update

Barry Flannelly

General Manager, U.S.

Strong Jakafi® Momentum, Driven by Patient Demand



- Performance in-line with expectations
 - Strong QoQ demand in both MF and PV
 - Encouraging early launch feedback in new GVHD indication
-
- Lower end of full year net product revenue guidance increased to \$1.61-1.65 billion

Jakafi® Now Available for Patients with Steroid-Refractory Acute GVHD



Already taking Jakafi? | **IncyteCARES** is a patient support program for people taking Jakafi that offers ongoing education and resources. [Learn more >](#)

PV
Polycythemia Vera >
Discover how Jakafi is used to treat adults with polycythemia vera (PV) who have already taken a medicine called hydroxyurea and it did not work well enough or they could not tolerate it.

MF
Myelofibrosis >
Discover how Jakafi is used to treat adults with certain types of myelofibrosis (MF).

aGVHD
Acute Graft-Versus-Host Disease >
Discover how Jakafi is used to treat adults and children 12 years of age and older with acute graft-versus-host disease (GVHD) who have taken corticosteroids and they did not work well enough.

NOW APPROVED

Key launch feedback

- Significant interest and excitement
- REACH1 data well received
- Multiple transplant centers already ordering Jakafi for inpatient use
- Good insurance coverage; no documented denials to date



Clinical Development

Steven Stein

Chief Medical Officer

Pivotal Programs in Cancer and IAI Indications Seek to Address Significant Number of Patients

Hematology & Oncology

IAI

ruxolitinib¹
(JAK1/JAK2)

itacitinib
(JAK1)

pemigatinib
(FGFR1/2/3)

parsaclisib
(PI3Kδ)

INCMGA0012
(PD-1)

ruxolitinib
cream
(JAK1/JAK2)

steroid-refractory
acute GVHD, steroid-
refractory chronic GVHD

steroid-naïve acute
GVHD, steroid-naïve
chronic GVHD

cholangiocarcinoma,
bladder cancer,
8p11 MPN, solid tumors

follicular lymphoma,
mantle cell lymphoma,
marginal zone lymphoma

MSI-high endometrial
cancer, anal cancer,
Merkel cell carcinoma

atopic dermatitis,
vitiligo

**3,000 new patients
per year in US**

**15,000 new patients
per year**

**35,000 new patients
per year**

**22,000 new patients
per year (2L+)**

**15,000 new patients
per year**

**~12 million potential
patients in the US**

2019: Phase 3 results in
both indications expected

2019: Phase 3 results in
acute GVHD expected

2019: cholangiocarcinoma
NDA expected

2020: Initial data
expected

2020: Initial data
expected

2019: Phase 3 initiation
in vitiligo planned



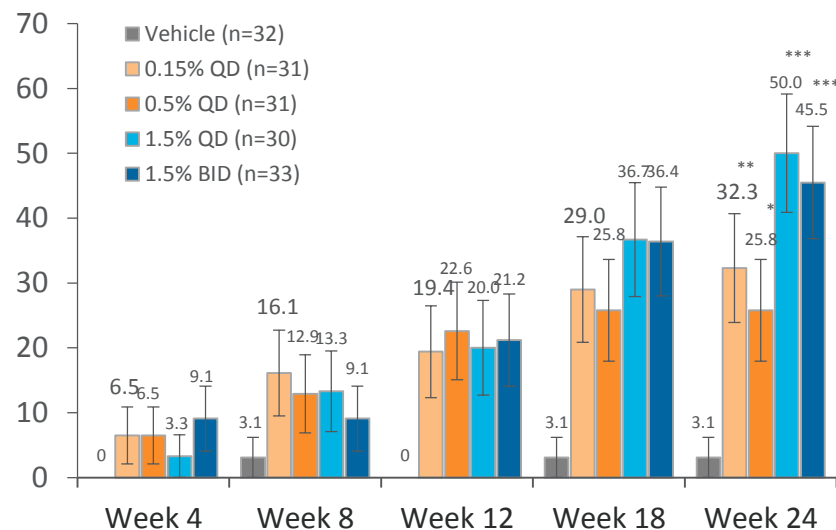
1. Development of ruxolitinib in GVHD in collaboration with Novartis.
All epidemiology data for US, Europe and Japan except where noted for US only; all incidence data for unresectable or metastatic disease, except prevalence data for ruxolitinib cream.
References upon request.

Successful Phase 2 Trial of Ruxolitinib Cream in Vitiligo

ruxolitinib
cream
(JAK1/JAK2)

- **Primary endpoint met**
F-VASI50 vs vehicle at 24 weeks
- Highest F-VASI50 achieved with ruxolitinib cream 1.5% QD and BID
- Not associated with clinically significant application site reactions or serious treatment-related adverse events

F-VASI50 Response, %



Error bars indicate standard error.

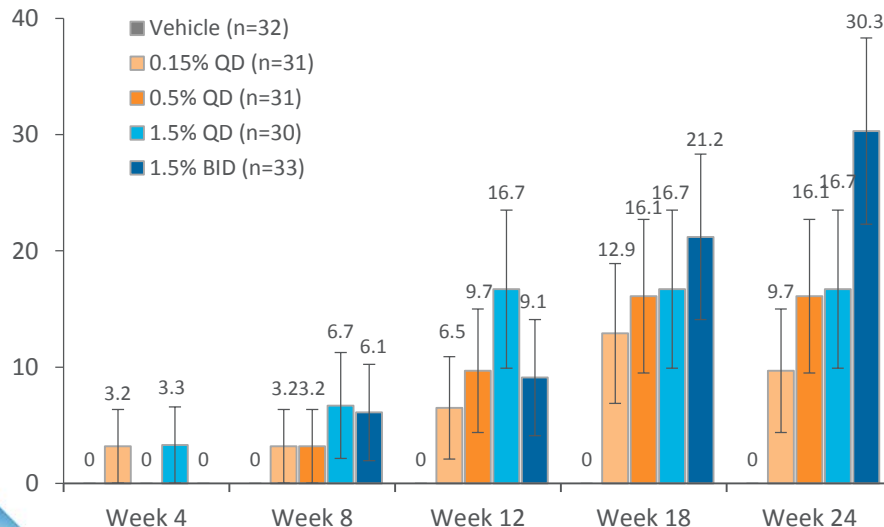
*** P<0.001 vs vehicle at Week 24; ** P<0.01 vs vehicle at Week 24; * P<0.05 vs vehicle at Week 24.

Highest F-VASI75 Response Rates at 1.5% BID Dose

Decision to advance to Phase 3 Development; expected to begin before end 2019

ruxolitinib
cream
(JAK1/JAK2)

F-VASI75 Response, %



Phase 3 summary design

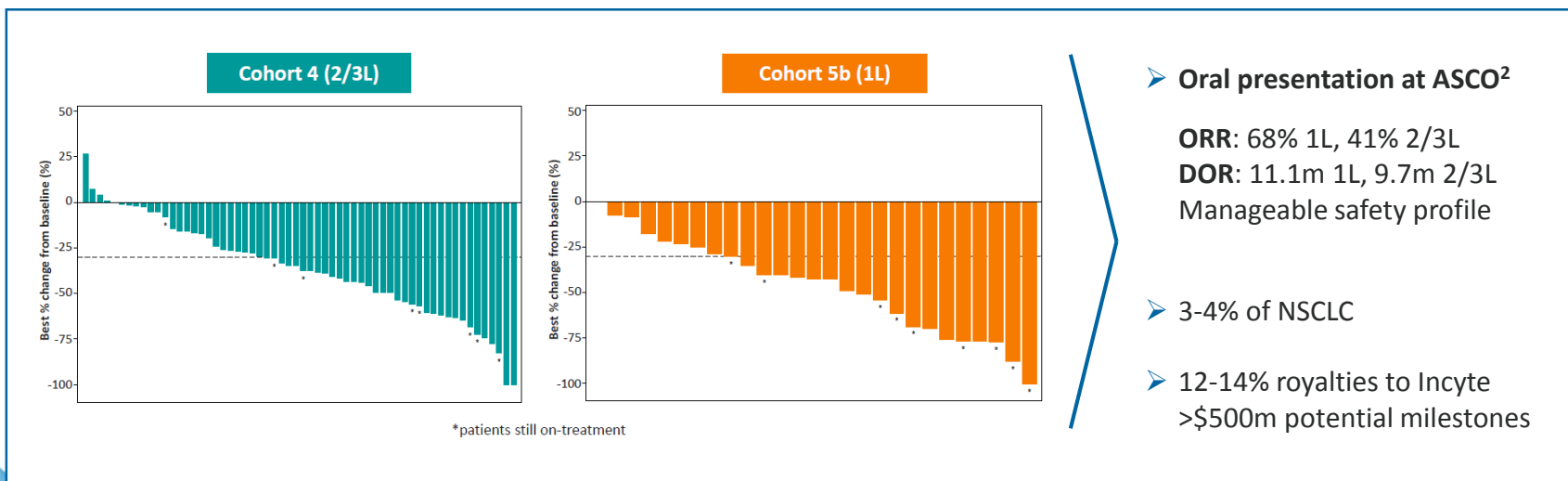
- Two Phase 3 trials to be initiated
- Ruxolitinib cream 1.5% BID vs vehicle
- ~300 patients in each trial
- Primary Endpoint: F-VASI75 @ 24 weeks

Capmatinib is a Selective MET Inhibitor

Potential to be first-in-class approval by FDA; milestones and royalties from Novartis

capmatinib
(MET)

- Updated data recently presented at ASCO
- Breakthrough Therapy designation¹
- NSCLC NDA submission expected, by Novartis, in H2 2019



- Oral presentation at ASCO²

ORR: 68% 1L, 41% 2/3L
DOR: 11.1m 1L, 9.7m 2/3L
Manageable safety profile

- 3-4% of NSCLC
- 12-14% royalties to Incyte
>\$500m potential milestones



1. Capmatinib granted Breakthrough Therapy designation as a treatment for patients with metastatic NSCLC harboring MET exon-14 skipping mutation with disease progression on or after platinum-based chemotherapy 2. Wolf et al, ASCO 2019

Late-Stage Hematology-Oncology Newsflow Events in 2019

fight

NDA (pemigatinib, 2L cholangiocarcinoma) expected by year-end

Updated data from FIGHT-202 trial (pemigatinib, 2L cholangiocarcinoma) expected by year-end

REACH

Results of REACH2 and REACH3 trials (ruxolitinib, Phase 3, SR acute and SR chronic GVHD) expected by year-end¹

GRAVITAS

Results of GRAVITAS-301 trial (itacitinib, Phase 3, SN acute GVHD) expected by year-end



Financial Results

Christiana Stamoulis

Chief Financial Officer

Non-GAAP Adjustments

- The financial measures other than Non-GAAP operating income / (loss) presented in this presentation for the three months ended June 30, 2019 and 2018 have been prepared by the Company in accordance with U.S. Generally Accepted Accounting Principles (“GAAP”).
- Management has chosen to present Non-GAAP operating income / (loss) for the three months ended June 30, 2019 and 2018 and to release both GAAP and Non-GAAP financial guidance for the year ending December 31, 2019 in the belief that this Non-GAAP information is useful for investors, when considered in conjunction with Incyte’s GAAP financial guidance.
- Management uses such information internally and externally for establishing budgets, operating goals and financial planning purposes. These metrics are also used to manage the Company’s business and monitor performance. The Company adjusts, where appropriate, for expenses in order to reflect the Company’s core operations.
- The Company believes these adjustments are useful to investors by providing an enhanced understanding of the financial performance of the Company’s core operations. The metrics have been adopted to align the Company with disclosures provided by industry peers.
- Beginning in the first quarter of 2019, after reviewing our Reconciliation of GAAP Net Income (Loss) to Selected Non-GAAP Adjusted Information with the U.S. Securities & Exchange Commission, we no longer adjust for upfront consideration and milestones that are part of collaboration agreements with new or existing partners.

Financial Highlights: Second Quarter 2019

\$ millions	Q2 2019 GAAP	Q2 2018 GAAP	Q2 2019 Non-GAAP ¹	Q2 2018 Non-GAAP ¹	YoY Change Non-GAAP
Net product revenues	434	366	434	366	19%
Jakafi	410	346	410	346	18%
Iclusig	24	20	24	20	23%
Royalties	76	56	76	56	36%
Jakavi	57	47	57	47	21%
Olumiant	19	9	19	9	116%
Total product and royalty revenues	510	421	510	421	21%
Milestones and contract revenues	20	100	20	100	
Total revenues	530	522	530	522	2%
Costs and expenses	431	438	379	389	(3%)
COGS	29	25	24	19	22%
R&D – ongoing	264	278	237	253	(7%)
% total revenues	50%	53%	45%	49%	
R&D – upfront and milestones	25	20	25	20	25%
SG&A	106	108	93	96	(3%)
% total revenues	20%	21%	18%	18%	
Change in fair value of contingent consideration	7	7	-	-	
Operating income	99	83	151	133	14%
% total revenues	19%	16%	29%	25%	

Totals may not add due to rounding

1. Non-GAAP costs and expenses exclude stock-based compensation and other expenses; a reconciliation from GAAP to Non-GAAP financial measures is provided on slide 23



Updated Financial Guidance: Full Year 2019

\$ millions	FY 2019 GAAP		FY 2019 Non-GAAP ¹	
	Updated	Previous	Updated	Previous
Net product revenues				
Jakafi	1,610-1,650	1,580-1,650	1,610-1,650	1,580-1,650
Iclusig	90-100	No change	90-100	No change
Costs and expenses				
COGS	112-117	No change	90-95	No change
R&D	1,145-1,195	No change	1,020-1,070	No change
SG&A	471-521	No change	420-470	No change
Change in fair value of contingent consideration	30	No change	-	No change

1. Non-GAAP costs and expenses exclude stock-based compensation and other expenses; a reconciliation from GAAP to Non-GAAP financial measures is provided on slide 24

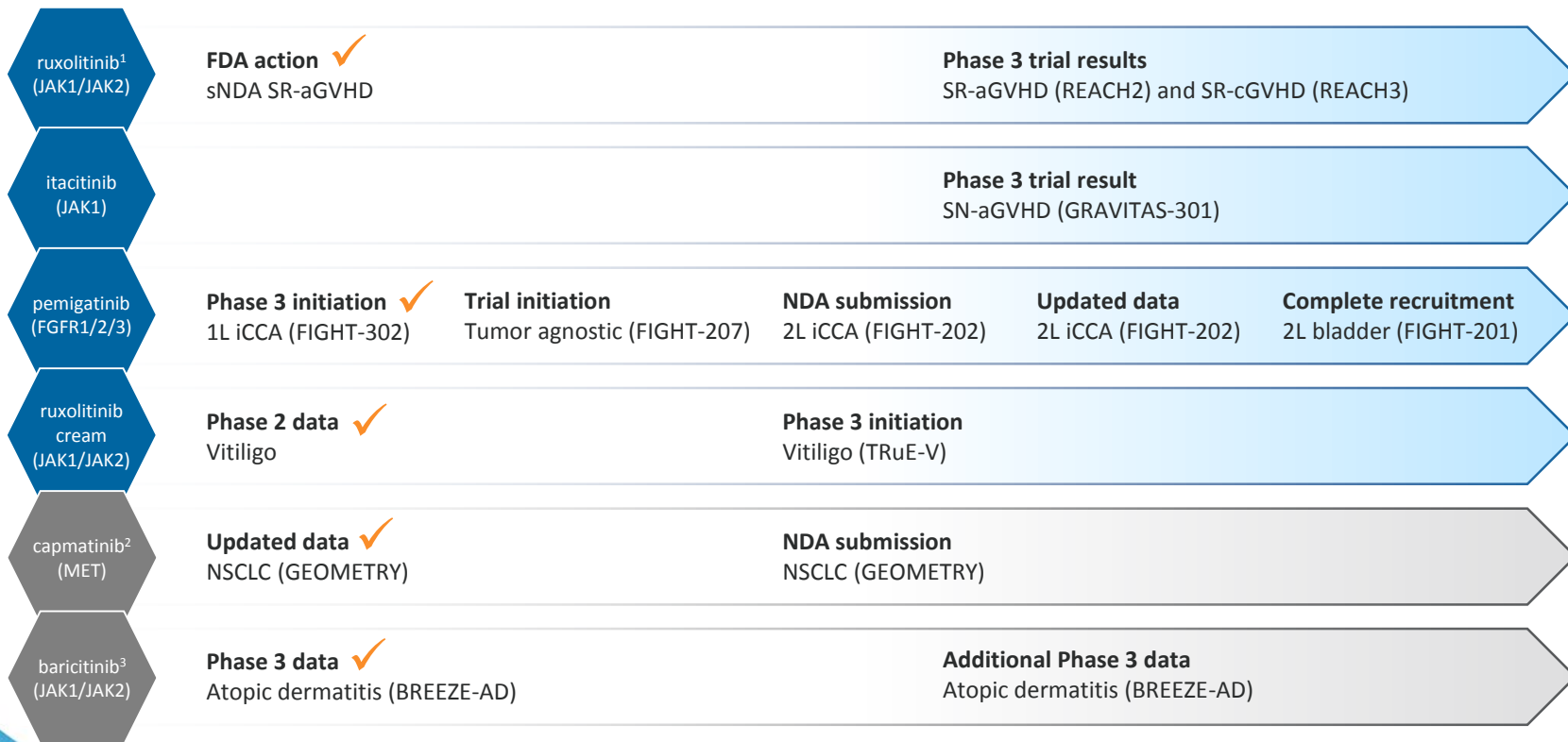


The Year Ahead

Hervé Hoppenot

Chief Executive Officer

Important Newsflow Expected Throughout 2019



1. Development of ruxolitinib in GVHD in collaboration with Novartis; 2. Worldwide rights to capmatinib licensed to Novartis; 3. Worldwide rights to baricitinib licensed to Lilly



Building Value through Innovative Medicines

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Financial Backup Slides

2019 and 2018 Non-GAAP Reconciliation

\$ millions	Three Months Ended June 30, 2019	Three Months Ended June 30, 2018
GAAP operating income / (loss)	99	83
Adjustments		
Non-cash stock compensation from equity awards	41	37
Amortization of acquired product rights	5	5
Change in fair value of contingent consideration	7	7
Non-GAAP operating income / (loss)	151	133



Totals may not add due to rounding
A full reconciliation of GAAP to Non-GAAP results is set forth in our second quarter 2019 financial results press release issued on July 30, 2019

2019 Financial Guidance Non-GAAP Reconciliation

\$ millions	GAAP Guidance	Adjustments	Non-GAAP Guidance
Net product revenues			
Jakafi	1,610-1,650	-	1,610-1,650
Iclusig	90-100	-	90-100
Costs and expenses			
COGS	112-117	Amortization of acquired product rights for Iclusig and stock-based compensation (22)	90-95
R&D	1,145-1,195	Stock-based compensation (125)	1,020-1,070
SG&A	471-521	Stock-based compensation (51)	420-470
Change in fair value of contingent consideration	30	Change in fair value of estimated future Iclusig royalties (30)	-