



PIVOTAL.
SCIENCE.



Incyte Corporation

Q2 2017 Financial and Corporate Update

August 1, 2017

Speakers



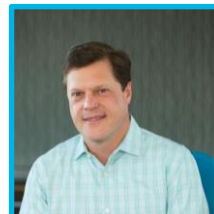
Hervé Hoppenot
Chief Executive Officer



David Gryska
Chief Financial Officer



Barry Flannelly
General Manager, U.S.



Reid Huber
Chief Scientific Officer



Steven Stein
Chief Medical Officer



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: our financial guidance for 2017; whether growth in sales and market share of, and demand for, Jakafi, will continue to grow; whether Jakafi will continue to be a revenue driver for us and enable the Company's development portfolio to lead to transformational growth; whether opportunities for further development of ruxolitinib in GVHD and ET will be successful; whether Jakafi will achieve our long-term net product revenue guidance in MF, PV and GVHD; whether baricitinib for RA will be approved in the U.S., whether and when a new clinical trial will be undertaken for baricitinib for RA in the U.S., whether and when the NDA for baricitinib for RA will be resubmitted to the FDA, whether baricitinib will ever be approved in the U.S. for any indication and whether development of baricitinib in other indications will be successful or will continue as currently planned; whether we will receive any further milestones from Lilly in connection with baricitinib development; plans and expectations regarding our product pipeline and strategy (including without limitation plans and expectations relating to epacadostat, ruxolitinib, itacitinib, INCB50465 and INCB54828) - including timelines for advancing our drug candidates through clinical trials (including enrollment and commencement), whether certain trials will serve as the basis for registration, timelines for regulatory submissions and timelines for releasing trial data, the number of potential clinical trials, and whether any specific program will be successful - and plans and expectations regarding development activities of our collaboration partners (including without limitation collaboration development activities relating to capmatinib and baricitinib); whether and when any of our product candidates or those licensed to our collaborators will be approved for treatment in humans in any country in the world and, if approved, whether any such product candidate will contribute meaningfully to our revenue; whether the plans and expectations regarding the Company's pipeline over the next 12 months will occur as planned or drive potential value; the potential therapeutic and commercial value of our drug candidates; and whether Incyte will become a highly profitable biopharmaceutical company.

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: the efficacy or safety of our products; the acceptance of our products in the marketplace; market competition; further research and development; sales, marketing and distribution requirements; clinical trials, including pivotal trials, possibly being unsuccessful or insufficient to meet applicable regulatory standards for clinical advancement or approval or warrant continued development; the ability to enroll sufficient numbers of subjects in clinical trials; determinations made by the FDA; other market, economic or strategic factors and technological advances; unanticipated delays; our ability to compete against parties with greater financial or other resources; our dependence on our relationships with our collaboration partners; greater than expected expenses; expenses relating to litigation or strategic activities; our ability to obtain additional capital when needed; obtaining and maintaining effective patent coverage for our products; and other risks detailed from time to time in our reports filed with the Securities and Exchange Commission, including our Form 10-Q for the quarter ended March 31, 2017, as amended. We disclaim any intent or obligation to update these forward-looking statements.



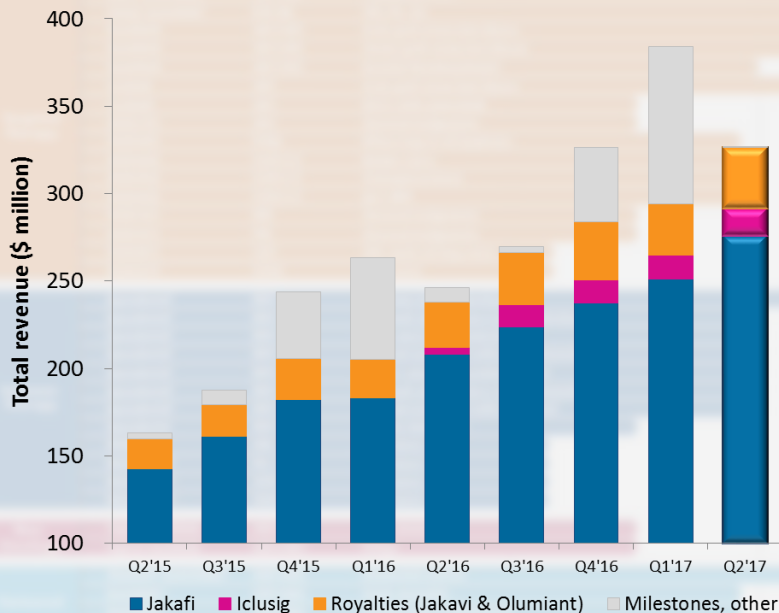
Quarterly Review

Hervé Hoppenot

President & CEO



Strong Revenue Momentum Enables Investments in Portfolio with Transformational Growth Potential



➤ Strong Sales Growth

- 33% Jakafi® sales growth over Q2 2016
- 33% total revenue growth over Q2 2016

➤ Key Business Updates

- Pivotal trials initiated: REACH3¹, GRAVITAS-301
- Expanded pivotal program for epacadostat on track for initiation in 2017
- First-in-man trial initiated for INCB62079 (FGFR4)
- Clinical development operation now established in Japan



1. Development in of ruxolitinib in GVHD in collaboration with Novartis

U.S. Operations

Barry Flannelly

General Manager, U.S.

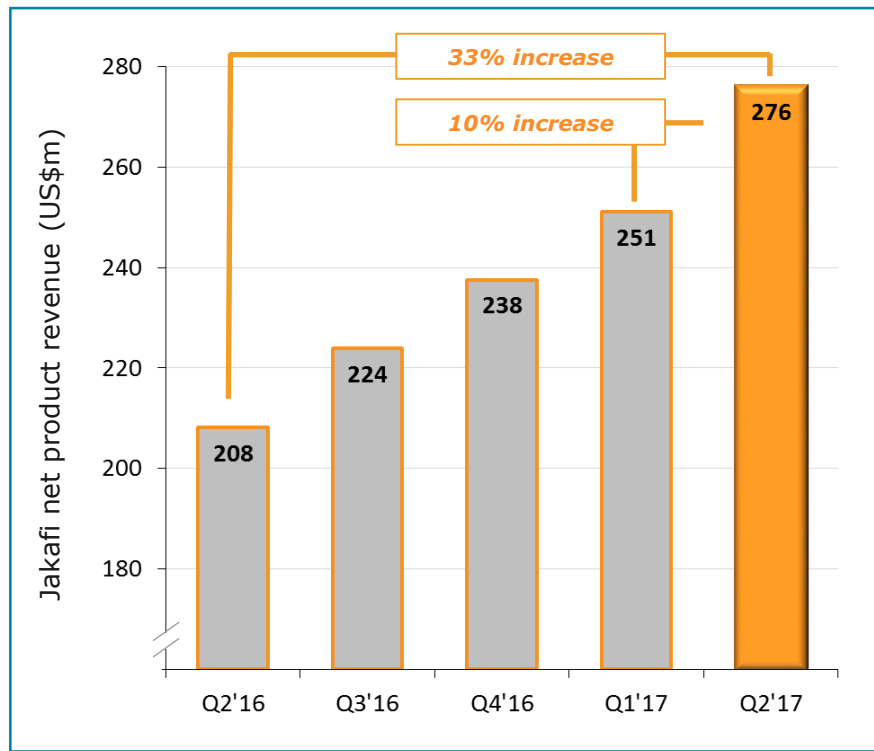


Jakafi® Revenue Momentum Driven by Strong Prescription Growth

- ✓ NCCN Guidelines continue to support growth in myelofibrosis¹
- ✓ Latest NCCN Guidelines now include Jakafi as a recommended treatment for polycythemia vera²
- ✓ Inventory within normal range

Updated full year 2017 net product revenue guidance for Jakafi®:

\$1,090 - \$1,120 million



1. In September 2016, Jakafi was included as a recommended treatment in the National Comprehensive Cancer Network® (NCCN®) Clinical Practice Guidelines in Oncology for myelofibrosis (MF)
2. In July 2017, Jakafi was included in the NCCN Guidelines as a recommended treatment for patients with polycythemia vera (PV) who have had an inadequate response to first-line therapies

Clinical Development of Jakafi®:

Potential for Benefit Beyond Myelofibrosis and Polycythemia Vera¹

REACH

Graft-versus-Host disease (GVHD)²

- Three pivotal trials in global program
- Over 600 patients expected to be enrolled
- Steroid-refractory setting
- Both acute and chronic GVHD

**Potential for sNDA submission
(REACH1: acute GVHD) in 2018**

RESET

Essential Thrombocythemia (ET)

- Single pivotal trial seeking U.S. approval
- 120 patients expected to be enrolled
- 2nd-line (post hydroxyurea)
- Head-to-head versus anagrelide

Clinical Development

Steven Stein

Chief Medical Officer



Five Product Candidates Now in Late-Stage Development

Ruxolitinib (JAK1/JAK2)¹

- ✓ Acute GVHD, x2
- ✓ **Chronic GVHD**
- Essential thrombocythemia

Itacitinib (JAK1)¹

- ✓ **Acute GVHD**

INCB54828 (FGFR1/2/3)

- ✓ Bladder cancer
- ✓ 8p11 MPN
- ✓ Cholangiocarcinoma

INCB50465 (PI3Kδ)

- ✓ DLBCL
- Follicular lymphoma
- Marginal zone lymphoma
- Mantle cell lymphoma

Epacadostat (IDO1) plus pembrolizumab²

- ✓ Melanoma
- NSCLC, x2
- Head and neck
- Bladder, x2
- Renal

Epacadostat (IDO1) plus nivolumab³

- NSCLC
- Head and neck

- ✓ Completed or in progress
- ✓ **Recently initiated**
- Planned

- Pivotal ECHO-301 (melanoma) results expected in H1 2018
- Updated ECHO-202 (melanoma) data accepted for presentation at ESMO 2017

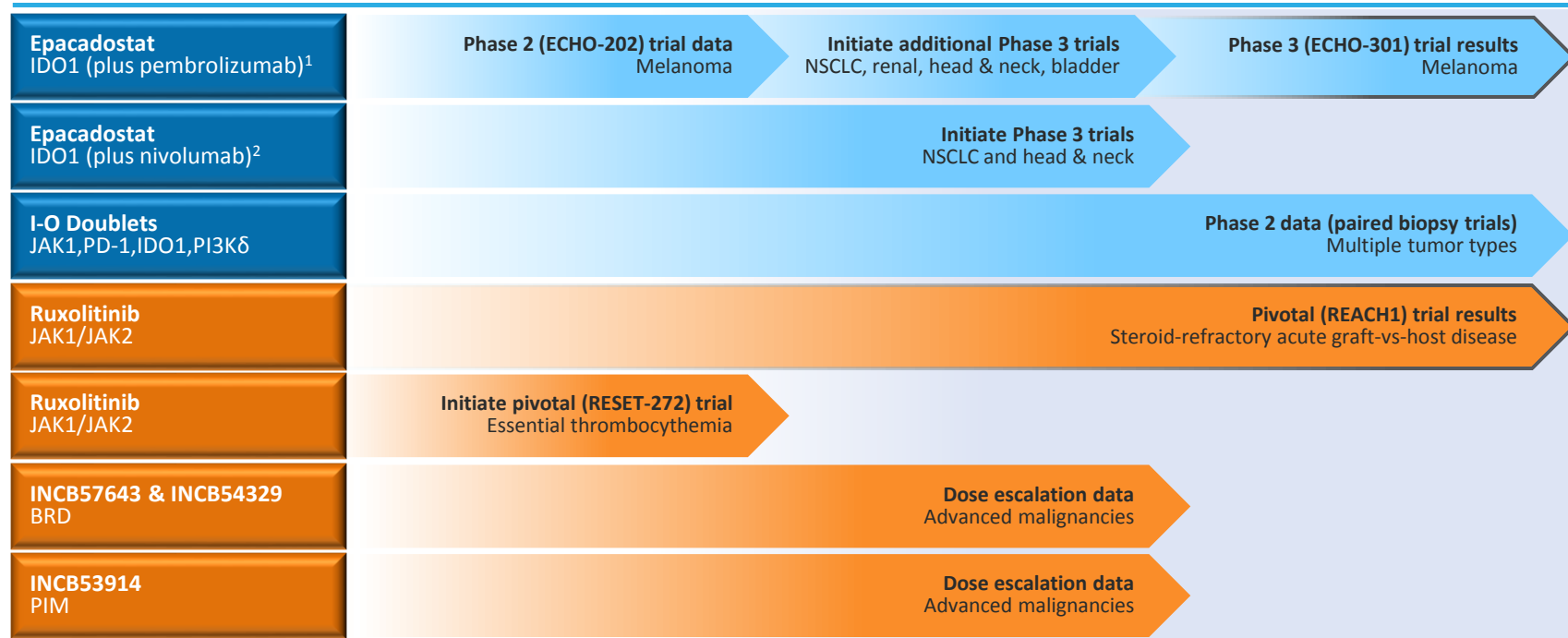


Late-stage development includes Phase 3 trials and Phase 1/2 trials being conducted in defined indications that have the potential to be registration-enabling

1. GVHD = graft versus host disease; ruxolitinib being developed in collaboration with Novartis for the treatment of steroid-refractory GVHD, itacitinib being developed for treatment-naïve GVHD
2. Clinical collaboration with Merck
3. Clinical collaboration with Bristol-Myers Squibb

Upcoming Newsflow from Incyte

Two Pivotal Trials Expected to Deliver Data in the Next 12 Months



1. In collaboration with Merck
2. In collaboration with BMS

Financial Results

David Gyska

Chief Financial Officer



Second-Quarter Financial Performance

Unaudited, in thousands	Three Months Ended June 30,		Six Months Ended June 30,	
	2017	2016	2017	2016
Revenues:				
Product revenues, net	\$ 291,667	\$ 212,116	\$ 556,474	\$ 395,383
Product royalty revenues	34,769	25,958	63,990	47,860
Contract revenues	-	8,214	90,000	66,429
Other revenues	8	-	62	80
Total revenues	326,444	246,288	710,526	509,752
Costs and expenses:				
Cost of product revenues (including definite-lived intangible amortization)	20,260	12,367	35,084	18,372
Research and development	201,839	120,269	609,811	277,092
Selling, general and administrative	90,072	66,792	177,306	131,390
Change in fair value of acquisition-related contingent consideration	7,073	2,271	14,429	2,271
Total costs and expenses	319,244	201,699	836,630	429,125
Income (loss) from operations	7,200	44,589	(126,104)	80,627
Interest and other income, net	4,125	1,137	5,329	2,630
Interest expense	(384)	(9,662)	(6,323)	(19,796)
Unrealized loss on long term investments	(19,574)	(854)	(25,388)	(3,804)
Expense related to senior note conversions	(751)	-	(54,881)	-
Income (loss) before provision (benefit) for income taxes	(9,384)	35,210	(207,367)	59,657
Provision (benefit) for income taxes	3,100	785	(7,800)	1,185
Net income (loss)	\$ (12,484)	\$ 34,425	\$ (199,567)	\$ 58,472

Includes \$209 million in upfront and milestone expenses related to the amended Agenus collaboration and the new Merus and Calithera collaborations in the first quarter of 2017

Updated FY 2017 Financial Guidance

	Current	Previous
Jakafi® net product revenue	\$1,090-1,120m	\$1,020-1,070m
Iclusig® net product revenue	\$60-65m	Unchanged
Royalties (Jakavi® & Olumiant®)^{1,2}	No guidance given	Unchanged
Milestones	Up to \$145m	Up to \$130m
Cost of product revenue	\$75-80m	Unchanged
Research and development expenses³	\$1,050-1,150m	\$1,000-1,100m
Selling, general and administrative expenses	\$340-360m	Unchanged
Change in fair value of acquisition-related contingent consideration	\$30-35m	Unchanged
Net income (loss)	\$(180-200)m	\$(150-170)m



1. Jakavi® (ruxolitinib) licensed to Novartis ex-US
2. Worldwide rights to Olumiant® (baricitinib) licensed to Lilly (approved in Europe, CRL from FDA in US, other global regulatory reviews ongoing)
3. Includes upfront and milestone expenses of \$209 million related to the amended Agenus collaboration, and the Merus and Calithera collaborations in the first quarter of 2017

Science Drives Success

Q&A

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