



**Incyte Corporation**  
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October 4, 2017

Mr. Jeff Bezos, CEO  
Amazon.com, Inc.  
1200 12<sup>th</sup> Avenue South, Suite 1200  
Seattle, WA 98144-2734

RE: AMAZON HQ2 and Delaware

Dear Mr. Bezos:

I am writing today to offer a testimonial as the CEO of a Delaware-based global company, Incyte Pharmaceuticals. Incyte has worked closely with elected officials at all levels of government throughout our initial launch and up through our most recent expansion. Our experience has been that government in Delaware is extremely business-friendly with a sincere and demonstrable commitment to helping industry to grow. We have also been impressed by the support we have received from academia and other business community groups, such as the Delaware State Chamber of Commerce and Delaware's Committee of 100. Delaware is often referred to as a "state of neighbors" where people across all industries, political affiliations and cultural communities work together to make good things happen.

Collectively, we share your business concerns regarding access to a talented workforce, a robust pipeline of future employees, mass transit and affordable housing options, as well as a business-friendly climate from both a financial business perspective and a regulatory perspective.

We are pleased to report that Delaware has consistently met or exceeded our expectations. We look forward to the opportunity to welcome you to the neighborhood!

Sincerely,

A handwritten signature in blue ink, appearing to read "Hervé Hoppenot". The signature is stylized with a long horizontal line extending to the right.

Hervé Hoppenot

Chairman, President, & Chief Executive Officer

Incyte Corporation