Q4'17 Supplementary Earnings Slides

March 8, 2018

Safe Harbor Statement

This presentation contains both historical information and forward-looking statements. Forward-looking statements are based on management's current expectations and assumptions as of the date of this presentation, and actual results may differ materially from those in these forward-looking statements as a result of various factors, including many which are beyond INSYS' control.

Such factors include, but are not limited to risks regarding: INSYS' ability to commercialize products successfully; INSYS' ability to successfully manage its commercial relationships and sales infrastructure; INSYS' ability to obtain anticipated governmental or regulatory approvals; INSYS' failure to comply with post-approval regulatory and governmental requirements; the actual sales potential and opportunity of identified markets; INSYS' ability to manage and resolve, under acceptable terms and conditions, its ongoing legal proceedings, including governmental investigations and third-party litigation; and INSYS' ability to realize the expectations of its pipeline and product candidate plans and timelines. For a further description of these and other risks facing INSYS, please see the risk factors described in the company's filings with the United States Securities and Exchange Commission, including those factors discussed under the caption "Risk Factors" in those filings.

All the information included herein is dated information concerning the company. The company disclaims and does not undertake any obligation to update or revise any forward-looking statements or historical information contained herein.

Q4'17 Operational Highlights

- Established the foundation for new strategic direction to transform INSYS into a leader in pharmaceutical cannabinoids and spray technology
- Further advanced pipeline:
  - Initiated Phase 2 clinical trial of CBD oral solution for medically refractory childhood *absence* epilepsy
  - Enrolled first patient in proof-of-concept study of epinephrine nasal spray for anaphylaxis
  - Received 'Fast Track' designation from FDA for CBD oral solution for Prader-Willi Syndrome
  - Completed PK study of naloxone nasal spray for opioid overdose
  - Completed FDA filing of NDA for buprenorphine sublingual spray for moderate-to-severe acute pain
- Continued to solidify and strengthen senior leadership team and board, with appointments in early Q1'18 of:
  - Carol L. Summersgill as Vice President of Human Resources
  - Ahmed Elkashef, M.D., as Vice President of Clinical Development
  - Vaseem Mahboob as new member of Board of Directors
- Continued efforts to stabilize SUBSYS® as new managed care wins expected to start to contribute in 2018
- Conservative launch of SYNDROS® progressing; uptake slow, but opportunity to improve trajectory

Q4'17 & Full Year 2017 Financial Highlights

	Q4'17	Q4'16	2017	2016
Gross Revenue	$46.1M	$93.9M	$205.1M	$407.2M
Net Revenue	$31.5M	$54.9M	$140.7M	$242.3M
Gross Margin	85.4%	82.1%	85.3%	89.5%
Sales & Marketing	$7.1M	$13.5M	$48.9M	$69.7M
Research & Development	$16.4M	$15.5M	$63.0M	$73.9M
General & Administrative	$19.7M	$15.8M	$67.6M	$62.1M
Income Tax Expense (Benefit)	$26.8M	$0.3M	$10.8M	$0.8M
Adjusted EBITDA*	($11.5M)	$6.1M	($36.0M)	$39.1M
Liquidity (Cash & Investments)	-	-	$163.9M	$236.7M

**Please see a reconciliation of our GAAP to Non-GAAP financials in our quarterly press release and 10-K*

Strategic Roadmap & Key Priorities

Our Vision…

Improve the quality of patient care by building a specialty pharmaceutical company focused on *cannabinoids* and *novel drug delivery systems* that address unmet patient needs.

Our Priorities…

1 Resolve Government Investigations & Rebuild Reputation

2 Strengthen the Foundation & Enhance Execution

3 Stabilize and Grow Marketed Portfolio

4 Advance and Develop Diverse Pipeline to Drive Future Growth

Strong Culture of Compliance

Deep Pipeline to Drive Long-Term Growth

	Drug Candidate	Disease State	Pre-Clinical	Phase 1	Phase 2	Phase 3	Submit	Approval
CANNABINOIDS	Cannabidiol Oral Solution (CBD)	(i) Childhood Absence Epilepsy	POC Initiated					
		(ii) Infantile Spasms				Phase 3 Initiated Mar 2018		
		(iii) Prader Willi Syndrome	In Development		Fast Track Designation Granted Dec 2017			
	Dronabinol Inhalation	(i) Anorexia in Cancer Patients	In Dev					
		(ii) Agitation in Alzheimer's Disease	In Dev					
SPRAYS	Buprenorphine Sublingual Spray	Moderate to Severe Pain				Phase 3 Completed	NDA Accepted Dec 2017	
	Naloxone Nasal Spray	Opioid Overdose				PK Study Completed	End of Phase 2 FDA Meeting Feb 2018	
	Epinephrine Nasal Spray	Anaphylaxis Reaction	POC Initiated					
	Buprenorphine / Naloxone Sublingual Spray	Opioid Dependence	In Dev					
	Rizatriptan Nasal Spray	Migraine	In Dev					

Projected 2018 Major Clinical Milestones

First Half 2018 Major Clinical Milestones

- ✓ Initiated Phase 3 study of CBD oral solution for infantile spasms
- ✓ Amended NDA for buprenorphine sublingual spray with 7-day safety study data in time for planned advisory committee meeting
- Expecting data read for epinephrine nasal spray's proof-of-concept study
- Initiating Phase 3 study of CBD oral solution for Prader-Willi Syndrome

Second Half 2018 Major Clinical Milestones

- Expected PDUFA date for buprenorphine sublingual spray
- Expected data read for Phase 2 study of CBD oral solution for childhood *absence* epilepsy