

Primary IR Contact

Investor Relations and Public Affairs

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Corporate Profile

Founded in 1994, Exelixis, Inc. (Nasdaq: EXEL) is a commercially successful, oncology-focused biotechnology company that strives to accelerate the discovery, development and commercialization of new medicines for difficult-to-treat cancers. Following early work in model genetic systems, we established a broad drug discovery and development platform that has served as the foundation for our continued efforts to bring new cancer therapies to patients in need. We discovered our lead compounds, cabozantinib and cobimetinib, and advanced them into clinical development before entering into partnerships with leading biopharmaceutical companies in our efforts to bring them to patients globally. With growing revenues from the three resulting commercialized products – CABOMETYX[®], COMETRIQ[®], and COTELLIC[®] – we are reinvesting in our business to maximize the potential of our pipeline, which we intend to supplement with targeted business development activities and internal drug discovery, all to deliver the next generation of Exelixis medicines and help patients recover stronger and live longer.

Recent Headlines

09/19/17

[Exelixis to Present at the Cantor Fitzgerald Healthcare Conference on September 25](#)

09/09/17

[Exelixis and Ipsen Announce Results from Phase 2 CABOSUN Trial of Cabozantinib versus Sunitinib in Previously Untreated Advanced Renal Cell Carcinoma at ESMO 2017](#)

09/07/17

[Exelixis Debuts New Mission-Driven Corporate Branding That Supports Upcoming Milestones and Growth Strategy](#)

Upcoming Events

Date	Title
September 25, 2017 3:00 p.m. ET	Exelixis, Inc. at at the Cantor Fitzgerald Healthcare Conference

Stock Performance

EXEL (Common Stock)

Exchange	NASDAQ (US Dollar)
Price	\$24.47
Change (%)	▼ 3.54 (12.64%)
Volume	10,829,373
52 Week Low	\$10.04
Market Cap	\$8,232,270,759
Rolling EPS	0.19
PE Ratio	148.523
Shares Outstanding	293,904,704

Data as of 09/22/17 4:00 p.m. ET



Analyst Estimates / Ratings

Mean Recommendation: 2.3



Sell

Strong Buy

EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Sep 17	0.08	0.07	0.04
QTR	Dec 17	0.08	0.08	0.05
QTR	Mar 18	0.09	0.09	0.07
QTR	Jun 18	0.11	0.11	0.09
FY	Dec 17	0.27	0.26	0.18
FY	Dec 18	0.66	0.61	0.54

SEC Filings

Filing Date	Form
09/20/17	4
09/15/17	4
09/14/17	4
09/14/17	4

Corporate Governance

Michael Morrissey, Ph.D.	President and Chief Executive Officer
Gisela M. Schwab, MD	President, Product Development and Medical Affairs and Chief Medical Officer
Christopher J. Senner	Executive Vice President and Chief Financial Officer
Dana Aftab Ph.D.	Executive Vice President, Business Operations
Laura Dillard	Senior Vice President, Human Resources
P.J. Haley, MBA	Senior Vice President, Commercial
Jeffrey J. Hessekiel, J.D.	Executive Vice President and General Counsel
Susan Hubbard	Executive Vice President, Public Affairs and Investor Relations
Peter Lamb, Ph.D.	Executive Vice President, Scientific Strategy and Chief Scientific Officer

Ownership Summary

Shareholders

	Holders	Value (\$MM)	% O/S	Shares
Institution	373	6,009.53	86.4	254,017,502
Mutual Fund	460	3,204.67	42.4	124,634,687
Insider *	15	99.74	1.5	4,327,454

*Insider values reflect direct beneficial ownership.

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
Fidelity Management & Research Company	41,982,702	14.3	784,352	06/30/17
The Vanguard Group, Inc.	25,441,964	8.7	1,706,893	06/30/17
Meditor Capital Management Limited	20,229,713	6.9	1,046,000	06/30/17
Matrix Capital Management Company, LLC	15,117,460	5.1	1,225,000	06/30/17
BlackRock Institutional Trust Company, N.A.	14,297,718	4.9	-3,335,684	06/30/17
T. Rowe Price Associates, Inc.	8,418,663	2.9	-1,778,620	06/30/17
Eastern Capital, Ltd.	7,227,686	2.5	-4,113,397	02/11/16
State Street Global Advisors (US)	7,025,535	2.4	-684,803	06/30/17

Data provided by Nasdaq. Minimum 15 minutes delayed.