



Corporate Profile

Exelixis, Inc. was founded and incorporated in 1994, and we are currently based in South San Francisco, California. Exelixis, from the Greek word for “evolution,” is a biopharmaceutical company committed to the discovery, development and commercialization of new medicines to improve care and outcomes for people with cancer.

Over the past fifteen years, we have established a broad development platform, laying the foundation for our continued efforts to bring new therapies for cancer to patients in need. The history of our lead compounds, cabozantinib and cobimetinib, tells the story of our evolution as a company. Each of these compounds was discovered in our own laboratories and advanced by us into clinical development.

In addition, we have leveraged our earlier stage drug discovery and development capabilities to establish multiple partnerships and collaborations with leading pharmaceutical and biopharmaceutical partners. These alliances are designed to advance the development of Exelixis-discovered therapies, and allow the organization to focus on maximizing the potential of our lead compound cabozantinib, an inhibitor of multiple tyrosine kinases.

Cabozantinib received its first regulatory approval in 2012 for patients with progressive, metastatic medullary thyroid cancer, for which it is marketed under the trade name COMETRIQ® capsules; click [here](#) for important safety information about COMETRIQ. Since then, alongside our collaborators, we have advanced a broad, global clinical development program that is evaluating cabozantinib in approximately 45 planned or ongoing clinical trials. In April 2016, cabozantinib received its second U.S. approval, as a treatment for patients with advanced renal cell carcinoma (RCC) who have received prior anti-angiogenic therapy. Cabozantinib is marketed as CABOMETYX™ tablets for this indication. Click [here](#) for important safety information about CABOMETYX. While our commercialization efforts for CABOMETYX and COMETRIQ are focused in the U.S., we have licensed development and commercialization rights to cabozantinib outside of the U.S. to Ipsen and Takeda. Ipsen has rights to cabozantinib outside of the U.S. and Japan, and Takeda has rights to cabozantinib in Japan. CABOMETYX has also been approved in the European Union for the treatment of advanced RCC in adults following prior vascular endothelial growth factor (VEGF)-targeted therapy where it is currently being launched by Ipsen. In addition to its approved indications, cabozantinib is being investigated as a single agent or in combination with other agents including immune checkpoint inhibitors in a variety of other cancers.

A second Exelixis-discovered compound, cobimetinib, also has broad potential as a cancer treatment. It is subject to a worldwide collaboration between Exelixis and Genentech (a member of the Roche Group). Cobimetinib has received regulatory approval for its first indication, BRAF V600 mutation-positive advanced melanoma, in multiple territories, including the United States, European Union, Switzerland, Canada, Australia and Brazil, and it is marketed under the trade name COTELLIC®. Genentech is also further exploring cobimetinib’s potential through a clinical development program where it is being evaluated in combination with investigational and approved therapies, including immunotherapy agents. Cobimetinib is expected to be the subject of three phase 3 pivotal combination trials in 2017.

Supported by growing revenues from the cabozantinib franchise and careful management of our expenses, we are in the position to now fund our continued growth from our ongoing operations, a significant milestone for Exelixis. This enables us to reinvest in our business, pursue in-licensing opportunities and resume in-house discovery operations – important elements of our plan to expand our pipeline and deliver a new generation of Exelixis medicines.

Primary IR Contact

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Stock Performance

EXEL (Common Stock)

Exchange	NASDAQ (US Dollar)
Price	\$28.11
Change (%)	▲ 0.88 (3.23%)
Volume	3,825,130
52 Week Low	\$8.58
Market Cap	\$8,222,522,102
Rolling EPS	0.04
PE Ratio	702.75
Shares Outstanding	292,512,348

Data as of 07/24/17 4:00 p.m. ET



Recent Headlines & Events

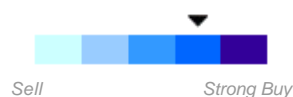
07/20/17 - 7:00 a.m.
[Exelixis Announces Settlement of Dispute with Genentech Regarding Companies' Collaboration Agreement for Cobimetinib](#)

07/17/17 - 4:06 p.m.
[Exelixis to Release Second Quarter 2017 Financial Results on Wednesday, August 2, 2017](#)

07/10/17 - 8:00 a.m.
[Exelixis and Bristol-Myers Squibb Initiate Phase 3 Trial of Opdivo® in Combination with CABOMETYX™ or Opdivo and Yervoy® in Combination with CABOMETYX, Versus Sunitinib in Previously Untreated Advanced or Metastatic Renal Cell Carcinoma](#)

Analyst Estimates / Ratings

Mean Recommendation: **2.0**



SEC Filings

Filing Date	Form	
07/20/17	8-K	
07/14/17	10-Q/A	
06/01/17	4	
05/30/17	4/A	

Date	Title
August 02, 2017 5:00 p.m. ET	Q2 2017 Exelixis Inc. Financial Results Conference Call

EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Jun 17	0.04	0.04	0.00
QTR	Sep 17	0.04	0.04	0.02
QTR	Dec 17	0.05	0.05	0.03
QTR	Mar 18	0.07	0.07	0.05
FY	Dec 17	0.18	0.18	0.05
FY	Dec 18	0.54	0.52	0.49

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	357	5,499.73	89.0	260,302,362
Mutual Fund	449	2,608.30	42.3	123,822,424
Insider *	15	95.51	1.6	4,685,733

*Insider values reflect direct beneficial ownership.

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
Fidelity Management & Research Company	41,198,350	14.1	-1,571,269	03/31/17
The Vanguard Group, Inc.	23,735,071	8.1	2,696,877	03/31/17
Meditor Capital Management Limited	20,229,713	6.9	1,046,000	06/30/17
BlackRock Institutional Trust Company, N.A.	17,633,402	6.0	387,774	03/31/17
Matrix Capital Management Company, LLC	13,892,460	4.8	6,630,460	03/31/17

T. Rowe Price Associates, Inc.	10,197,283	3.5	-828,649	03/31/17
Two Sigma Investments, LP	8,390,648	2.9	387,565	03/31/17
State Street Global Advisors (US)	7,710,338	2.6	157,199	03/31/17
Eastern Capital, Ltd.	7,227,686	2.5	-4,113,397	02/11/16
1Globe capital, L.L.C.	5,437,285	1.9	-8,423,784	12/31/16

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Minimum 20 minutes delayed