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## 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 these medicines to patients globally. We are steadfast in our commitment to prudently reinvest in our business to maximize the potential of our pipeline. We intend to supplement our existing therapeutic assets 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. Exelixis recently earned a spot on Deloitte's Technology Fast 500 list, a yearly award program honoring the 500 fastest-growing companies over the past four years.

## Recent Headlines

05/22/18

Exelixis Appoints Andrew R. Peters to Newly Created Position of Vice President, Strategy

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05/17/18

Exelixis' Partner Ipsen Announces European Commission Approval of CABOMETYX® (Cabozantinib) for Previously Untreated Intermediate- or Poor-Risk Advanced Renal Cell Carcinoma

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05/10/18

Exelixis Provides Update on IMblaze370 Phase 3 Pivotal Trial of Atezolizumab and Cobimetinib in Patients With Heavily Pretreated Locally Advanced or Metastatic Colorectal Cancer

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## Upcoming Events

There are currently no events scheduled.

## Stock Performance

EXEL (Common Stock)

Exchange NASDAQ (US Dollar)

Price \$21.56

Change (%) ▲ 0.63 (3.01%)

Volume 2,826,607

52 Week Low \$18.03

Market Cap \$6,213,413,333

Rolling EPS 0.81

PE Ratio 25.873

Shares Outstanding 296,866,380

Data as of 05/22/18 4:00 p.m. ET



## Analyst Estimates / Ratings

Mean Recommendation: 1.9



Sell

Strong Buy

Unable to fulfill request.

## SEC Filings

| Filing Date | Form | Description  | Filing Group |
|-------------|------|--|--------------|
| 05/18/18    | 4    | Statement of changes in beneficial ownership of securities | 3,4,5        |
| 05/16/18    | 4    | Statement of changes in beneficial ownership of securities | 3,4,5        |
| 05/11/18    | 4    | Statement of changes in beneficial ownership of securities | 3,4,5        |

## 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 | 418     | 5,450.40     | 83.1  | 246,711,748 |
| Mutual Fund | 482     | 3,018.46     | 44.0  | 130,460,625 |
| Insider *   | 15      | 103.85       | 1.6   | 4,774,194   |

\*Insider values reflect direct beneficial ownership.

### Top Holders

|   | Shares Held | % O/S | Share Change | Filing Date |
|---|-------------|-------|--------------|-------------|
| Fidelity Management & Research Company      | 33,719,397  | 11.4  | -2,288,295   | 03/31/18    |
| The Vanguard Group, Inc.                    | 25,931,816  | 8.7   | -420,055     | 03/31/18    |
| Meditor Capital Management Limited          | 15,966,038  | 5.4   | -518,600     | 03/31/18    |
| BlackRock Institutional Trust Company, N.A. | 15,372,172  | 5.2   | -38,016      | 03/31/18    |
| T. Rowe Price Associates, Inc.              | 10,098,845  | 3.4   | 1,119,810    | 03/31/18    |
| Matrix Capital Management Company, LLC      | 10,000,000  | 3.4   | 0            | 03/31/18    |
| AQR Capital Management, LLC                 | 7,474,604   | 2.5   | 148,672      | 03/31/18    |
| State Street Global Advisors (US)           | 6,669,439   | 2.3   | 675,257      | 03/31/18    |

Data provided by Nasdaq. Minimum 15 minutes delayed.