



Corporate Profile

Exelixis, Inc., from the Greek word for “evolution,” is a biopharmaceutical company committed to developing and commercializing small molecule therapies with the potential to improve the treatment of cancer.

Over the past decade, 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 were 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 multiple Exelixis-discovered therapies, and allow Exelixis to focus on maximizing the potential of cabozantinib, our internally-discovered inhibitor of multiple tyrosine kinases.

We believe that cabozantinib has the potential to treat a wide variety of cancers. The medicine received its first regulatory approval in 2012; since then, alongside our collaborators, we have advanced a broad, global clinical development program that is exploring cabozantinib’s potential in approximately 45 planned or ongoing clinical trials. Most recently, data from a phase 3 pivotal trial led to a second U.S. approval for cabozantinib as a treatment for patients with advanced renal cell carcinoma who have received prior anti-angiogenic therapy. Cabozantinib is marketed as CABOMETYX™ in the United States for that purpose. Click [here](#) for important safety information about CABOMETYX. Ipsen has an exclusive license to commercialize cabozantinib outside of the United States, Canada and Japan, and is pursuing European Union approval for the same indication.

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 in Switzerland, the United States, the European Union and Canada, where it is marketed under the trade name COTELLIC™. Genentech is also further exploring cobimetinib’s potential through a clinical development program pursuant to which it is being evaluated in combination with investigational and approved therapies, including immunotherapy agents.

Exelixis was founded and incorporated in 1994 and we are based in South San Francisco, California. Exelixis is dedicated to improving the care of, and outcomes for patients with cancer.

Primary IR Contact

Investor Relations and Public Affairs

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Stock Performance

EXEL (Common Stock)

Exchange	NASDAQ (US Dollar)
Price	\$19.35
Change (%)	▼ 0.22 (1.12%)
Volume	2,378,096
52 Week Low	\$6.16
Market Cap	\$5,660,113,934
Rolling EPS	0.04
PE Ratio	483.75

Shares Outstanding 292,512,348

Data as of 05/26/17 4:00 p.m. ET



Recent Headlines & Events

05/03/17 - 4:06 p.m.
[Exelixis Reports Inducement Grants Under NASDAQ Listing Rule 5635\(c\)\(4\)](#)

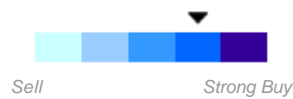
05/01/17 - 4:05 p.m.
[Exelixis Announces First Quarter 2017 Financial Results and Provides Corporate Update](#)

04/24/17 - 4:06 p.m.
[Exelixis to Present at the Deutsche Bank 42nd Annual Health Care Conference on May 3](#)

There are currently no events scheduled.

Analyst Estimates / Ratings

Mean Recommendation: 2.0



EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Jun 17	0.04	0.00	0.00
QTR	Sep 17	0.04	0.02	0.03
QTR	Dec 17	0.05	0.03	0.06
QTR	Mar 18	0.07	0.05	0.09
FY	Dec 17	0.18	0.05	0.09
FY	Dec 18	0.52	0.49	0.47

SEC Filings

Filing Date	Form	
05/26/17	4	
05/26/17	4	
05/26/17	4	
05/26/17	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	348	5,403.51	88.4	258,518,882
Mutual Fund	431	2,644.76	43.7	127,814,285
Insider *	15	93.73	1.6	4,667,361

*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	19,183,713	6.6	-2,326,000	03/31/17
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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