



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

11/21/17

Exelixis Announces Webcasts of Upcoming November Investor Conference Presentations

11/21/17

Exelixis Announces Phase 3 CELESTIAL Trial Results of Cabozantinib in Previously Treated Advanced Hepatocellular Carcinoma to be Presented at 2018 Gastrointestinal Cancers Symposium

11/07/17

Exelixis to Present at the Stifel 2017 Healthcare Conference on November 14th

Upcoming Events

There are currently no events scheduled.

Stock Performance

EXEL (Common Stock)

Exchange NASDAQ (US Dollar)

Price \$25.95

Change (%) ▼ 0.63 (2.37%)

Volume 3,552,909

52 Week Low \$14.22

Market Cap \$7,863,778,322

Rolling EPS 0.49

PE Ratio 53.9509

Shares Outstanding 295,853,210

Data as of 12/14/17 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	Dec 17	0.12	0.12	0.08
QTR	Mar 18	0.12	0.12	0.09
QTR	Jun 18	0.14	0.14	0.11
QTR	Sep 18	0.19	0.19	0.13
FY	Dec 17	0.49	0.49	0.27
FY	Dec 18	0.72	0.72	0.66

SEC Filings

Filing Date	Form	Description	Filing Group
11/17/17	4	Statement of changes in beneficial ownership of securities	3,4,5
11/17/17	4	Statement of changes in beneficial ownership of securities	3,4,5
11/17/17	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

	Holdings	Value (\$MM)	% O/S	Shares
Institution	390	6,135.64	88.8	262,708,813
Mutual Fund	475	3,056.00	42.1	124,530,928
Insider *	15	109.16	1.6	4,681,650

*Insider values reflect direct beneficial ownership.

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
Fidelity Management & Research Company	40,677,029	13.8	-1,305,673	09/30/17
The Vanguard Group, Inc.	25,786,961	8.7	344,997	09/30/17
Meditor Capital Management Limited	17,416,738	5.9	-2,812,975	09/30/17
BlackRock Institutional Trust Company, N.A.	15,605,745	5.3	1,308,027	09/30/17
Matrix Capital Management Company, LLC	15,117,460	5.1	0	09/30/17
Goldman Sachs & Company, Inc.	9,764,799	3.3	5,380,273	09/30/17
T. Rowe Price Associates, Inc.	9,314,952	3.2	896,289	09/30/17
Eastern Capital, Ltd.	7,227,686	2.4	-4,113,397	02/11/16

Data provided by Nasdaq. Minimum 15 minutes delayed.