FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

| OMB APPROVAL | | | | | | | | |
|--------------------------|-----------|--|--|--|--|--|--|--|
| OMB Number: | 3235-0287 | | | | | | | |
| Estimated average burden | | | | | | | | |

0.5

hours per response:

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

| 1. Name and Address of Reporting Person* SCANGOS GEORGE A | | | | 2. Issuer Name and Ticker or Trading Symbol EXELIXIS INC [EXEL] | | | | | | | | (Chec | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable) X Director 10% Owner | | | | | |
|--|---|--|--|---|---|--|---|------------------|------------------------------------|--------------------|------------------|---|---|---|---|---|---|--|
| | (Fir LIXIS INC BOR WAY | , | Middle) | | 3. Date of Earliest Transaction (Month/Day/Year) 09/20/2004 | | | | | | | | X | Officer (give title below) President, CEO & Director | | | | |
| (Street) SAN FRANCI (City) | | | 94083-0511) (Zip) | | | 4. If Amendment, Date of Original Filed (Month/Day/Year) | | | | | | | 6. Indi Line) X | vidual or Joint/Group Filing (Check Applicable Form filed by One Reporting Person Form filed by More than One Reporting Person | | | | |
| (Oity) | (0.11 | | e I - Non-C | Derivat | ive | Sec | uritie | s Acc | uired. | Dis | nosed o | f. or I | Bene | ficially | Owne | -d | | |
| 1. Title of Security (Instr. 3) | | 2. Da | 2. Transaction Date (Month/Day/Year) | | 2A. Deemed Execution Date, | | 3. Transaction Code (Instr. 8) | | 4. Securities Acquired (A) | | | A) or | 5. Amo Securi Benefi Owner | ount of ities icially d Following | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Indirect Beneficial Ownership | | |
| | | | | | | | | Code | v | Amount | (A) (D) | or F | Price | Reported Transaction(s) (Instr. 3 and 4) | | | (Instr. 4) | |
| Common Stock (| | | 09/20/20 | 004 | | | | S | | 118 | D \$8 | | 8.7446 | 1,627,223 | | D | | |
| Common Stock | | | (| 09/20/20 | 20/2004 | | | | S | | 100 | I | D \$8.7 | | 1,627,123 | | D | |
| Common Stock | | | C | 09/20/20 | .0/2004 | | | | S | | 682 | I | D | \$8.85 | 1,6 | 526,441 | D | |
| Common Stock | | | C | 09/20/20 | /20/2004 | | | | S | | 400 | I | D \$8.8 | | 1,626,041 | | D | |
| Common Stock | | | C | 9/20/2004 | | | | | S | | 100 | D \$ | | \$8.88 | 1,625,941 | | D | |
| Common Stock | | | C | 09/20/20 | 20/2004 | | | | S | | 200 | I | D | \$8.9 | | 525,741 | D | |
| Common Stock | | | C | 09/20/20 | 20/2004 | | | | S | | 100 | I | D | \$8.84 1, | | 625,641 | D | |
| Common Stock | | | C | 09/20/20 | 20/2004 | | | | S | | 100 | D \$ | | \$8.82 | 1,625,541 | | D | |
| Common Stock | | | C | 09/20/20 | 20/2004 | | | | S | | 300 | I | D | \$8.8 | 1,625,241 | | D | |
| Common Stock | | | C | 09/20/20 | 20/2004 | | | | S | | 200 | I | D : | \$8.775 | 1,625,041 | | D | |
| Common Stock | | | 09/20/20 |)/2004 | | | | S | | 100 | I | D | \$8.76 | 1,624,941 | | D | | |
| Common Stock 09/20 | | | 09/20/20 | 2004 | | | | S | | 100 | I | D | \$8.74 | 1,6 | 524,841 | D | | |
| | | Та | ble II - De e.g) | | | | | | | | sed of, onvertib | | | | wned | | | |
| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Da if any (Month/Day/Y | Co | 4. Transaction Code (Instr. | | 5. Number of | | 6. Date E Expiratio (Month/E | n Dat | | 7. Title and Amount of Securities Underlying Derivative Security (Instr. and 4) | | Der Sec (Ins | rice of ivative curity tr. 5) | 9. Number of derivative Securities Beneficially Owned Following Reported Transaction (Instr. 4) | Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 11. Nature of Indirect Beneficial Ownership (Instr. 4) |
| | | | Co | Code V | | (A) | (D) | Date Exercisa | | Expiration Date | Title | or Numbe of | | | | | | |

Explanation of Responses:

Remarks:

/s/ George Scangos

09/22/2004

** Signature of Reporting Person

Date

 $Reminder: Report \ on \ a \ separate \ line \ for \ each \ class \ of \ securities \ beneficially \ owned \ directly \ or \ indirectly.$

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.

 $^{^{\}star}$ If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

^{**} Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).