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## FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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

### STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

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

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

| hours per response:      | 0.5 |
|--------------------------|-----|
| Estimated average burden |     |

|                         | ss of Reporting Perso | n*       | 2. Issuer Name <b>and</b> Ticker or Trading Symbol<br><u>EXELIXIS, INC.</u> [EXEL] | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable) |   |                       |  |  |  |
|-------------------------|-----------------------|----------|--|---|---|-----------------------|--|--|--|
| SCANGOS GEORGE A        |                       |          | ,t _ j   | X   | Director  | 10% Owner             |  |  |  |
| (Last)<br>C/O EXELIXIS  | (First)<br>, INC.     | (Middle) | 3. Date of Earliest Transaction (Month/Day/Year)<br>12/27/2019                     |   | Officer (give title<br>below)                             | Other (specify below) |  |  |  |
| 1851 HARBOR BAY PARKWAY |                       |          | 4. If Amendment, Date of Original Filed (Month/Day/Year)                           | 6. Individual or Joint/Group Filing (Check Applicable<br>Line)          |   |                       |  |  |  |
| (Street)<br>ALAMEDA     | СА                    | 94502    |  | X   | Form filed by One Rep<br>Form filed by More tha<br>Person | 6                     |  |  |  |
| (City)                  | (State)               | (Zip)    |  |   |   |                       |  |  |  |

#### Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

| Table 1 - Non-Derivative decarities Acquired, Disposed of, or Denenotary Owned |  |   |   |   |  |               |                   |   |   |   |  |
|--|--|---|---|---|--|---------------|-------------------|---|---|---|--|
| 1. Title of Security (Instr. 3)  | 2. Transaction<br>Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 3.<br>Transaction<br>Code (Instr.<br>8) |   | 4. Securities Acquired (A) or<br>Disposed Of (D) (Instr. 3, 4 and 5) |               |                   | 5. Amount of<br>Securities<br>Beneficially<br>Owned Following | 6. Ownership<br>Form: Direct<br>(D) or Indirect<br>(I) (Instr. 4) | 7. Nature<br>of Indirect<br>Beneficial<br>Ownership |  |
|  |  |   | Code                                    | v | Amount   | (A) or<br>(D) | Price             | Reported<br>Transaction(s)<br>(Instr. 3 and 4)                |   | (Instr. 4)  |  |
| Common Stock   | 12/12/2019                                 |   | G                                       | v | 12,500   | D             | \$ <mark>0</mark> | 1,115,531   | D   |   |  |
| Common Stock   | 12/27/2019                                 |   | <b>S</b> <sup>(1)</sup>                 |   | 25,000   | D             | \$18.25(2)        | 1,090,531   | D   |   |  |
| Common Stock   |  |   |   |   |  |               |                   | <b>8,963</b> <sup>(3)</sup>                                   | Ι   | By Trust<br>(JS)                                    |  |
| Common Stock   |  |   |   |   |  |               |                   | 8,963(4)  | Ι   | By Trust<br>(KS)                                    |  |
| Common Stock   |  |   |   |   |  |               |                   | 5,669 <sup>(5)</sup>  | I   | By<br>401(k)<br>Plan                                |  |

# Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

| D<br>S | . Title of<br>erivative<br>ecurity<br>nstr. 3) | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 4.<br>Transa<br>Code (<br>8) |   | 5. Nu<br>of<br>Deriv<br>Secu<br>Acqu<br>(A) or<br>Dispo<br>of (D)<br>(Instr<br>and 5 | ative<br>rities<br>ired<br>osed | Expiration Date<br>(Month/Day/Year)<br>d |                    | n Date Amount of |  | Amount of Securities Security<br>Underlying Undrive<br>Security (Instr. 5)<br>Security (Instr. 3) |  | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|--------|--|---|--|---|------------------------------|---|--|---------------------------------|--|--------------------|------------------|--|---|--|--|--|
|        |  |   |  |   | Code                         | v | (A)  | (D)                             | Date<br>Exercisable                      | Expiration<br>Date | Title            | Amount<br>or<br>Number<br>of<br>Shares |   |  |  |  |

Explanation of Responses:

1. The sales reported on this Form 4 were effected pursuant to a Rule 10b5-1 trading plan adopted by the Reporting Person on November 26, 2019.

2. Represents the weighted average sales price. The shares were sold in multiple transactions at prices ranging from \$18.07 to \$18.85. Reporting Person undertakes to provide Exelixis, Inc., any security holder of Exelixis, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the ranges set forth in footnote 2 to this Form 4.

3. Shares held by George A. Scangos and Leslie S. Wilson, as Trustees of the Jennifer Scangos Trust.

4. Shares held by George A. Scangos and Leslie S. Wilson, as Trustees of the Katherine Scangos Trust.

5. Represents shares of Exelixis, Inc. common stock under the Exelixis, Inc. 401(k) Plan, pursuant to a plan statement dated as of December 26, 2019.

**Remarks:** 

#### <u>/s/ Jennifer Drimmer</u> <u>Rokovich, Attorney in Fact</u>

12/27/2019

Date

\*\* Signature of Reporting Person

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

\* 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).

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.