Second Quarter 2020 Financial Results

Thursday, August 6, 2020

Nasdaq: EXEL

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Today's Agenda

Introduction	**Susan Hubbard** EVP, Public Affairs and Investor Relations
Second Quarter 2020 Highlights	**Michael M. Morrissey, Ph.D.** President & CEO
Financial Results & Guidance	**Chris Senner** EVP & CFO
Development Update	**Gisela Schwab, M.D.** President, Product Development and Medical Affairs & CMO
Discovery and Pipeline Update	**Peter Lamb, Ph.D.** EVP, Scientific Strategy & CSO
Commercial Update	**PJ Haley** EVP, Commercial
Q&A	**All Participants**

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Safe Harbor Statement

This presentation, including any oral presentation accompanying it, contains forward-looking statements, including, without limitation, statements related to: Exelixis' data presentation plans for CheckMate -9ER, ccRCC and nccRCC cohorts of COSMIC-021, XL092 and other preclinical assets; Exelixis' regulatory filing plans and launch readiness efforts with respect to the combination of cabozantinib and nivolumab as a treatment for patients with RCC; the therapeutic potential of cabozantinib when combined with ICI therapies; the continued buildout of the Exelixis pipeline, including the filing of four new INDs in the next nine months, including three by year-end 2020; Exelixis' updated 2020 financial guidance; Exelixis' anticipated timelines for enrollment completions and analyses for COSMIC-311, COSMIC-312 and COSMIC-313; the potential for the mCRPC cohort 6 of the COSMIC-021 trial to support an accelerated approval path for the combination of cabozantinib and atezolizumab; Exelixis' expectations to start evaluation of the combination of XL092 with ICIs in the coming months; market trends and sequencing dynamics in the RCC and HCC markets and the commercial potential for CABOMETYX in these markets, particularly as part of an ICI combination therapy in the 1L RCC setting, as well as continuing to grow as a monotherapy in both 2L RCC and 2L HCC; the potential for significant growth in 2020 and beyond for CABOMETYX in multiple therapeutic areas with multiple ICI combination partners, as well as potential for additional growth from XL092, near-term INDs and discovery efforts and collaborations; and Exelixis' anticipated milestones and expectations for a data-rich second half of 2020. Any statements that refer to expectations, projections or other characterizations of future events or circumstances are forward-looking statements and are based upon Exelixis' current plans, assumptions, beliefs, expectations, estimates and projections. Forward-looking statements involve risks and uncertainties. Actual results and the timing of events could differ materially from those anticipated in the forward-looking statements as a result of these risks and uncertainties, which include, without limitation: the continuing COVID-19 pandemic and its impact on Exelixis' clinical trial, drug discovery and commercial activities; the degree of market acceptance of CABOMETYX and other Exelixis products in the indications for which they are approved and in the territories where they are approved, and Exelixis' and its partners' ability to obtain or maintain coverage and reimbursement for these products; the effectiveness of CABOMETYX and other Exelixis products in comparison to competing products; the level of costs associated with Exelixis' commercialization, research and development, in-licensing or acquisition of product candidates, and other activities; Exelixis' ability to maintain and scale adequate sales, marketing, market access and product distribution capabilities for its products or to enter into and maintain agreements with third parties to do so; the availability of data at the referenced times; the potential failure of cabozantinib and other Exelixis product candidates, both alone and in combination with other therapies, to demonstrate safety and/or efficacy in clinical testing; uncertainties inherent in the drug discovery and product development process; Exelixis' dependence on its relationships with its collaboration partners, including their pursuit of regulatory approvals for partnered compounds in new indications, their adherence to their obligations under relevant collaboration agreements and the level of their investment in the resources necessary to complete clinical trials or successfully commercialize partnered compounds in the territories where they are approved; complexities and the unpredictability of the regulatory review and approval processes in the U.S. and elsewhere; Exelixis' continuing compliance with applicable legal and regulatory requirements; unexpected concerns that may arise as a result of the occurrence of adverse safety events or additional data analyses of clinical trials evaluating cabozantinib, cobimetinib or esaxerenone; Exelixis' dependence on third-party vendors for the development, manufacture and supply of its products and product candidates; Exelixis' ability to protect its intellectual property rights; market competition, including the potential for competitors to obtain approval for generic versions of Exelixis' marketed products; changes in economic and business conditions; and other factors discussed under the caption "Risk Factors" in Exelixis' Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission (SEC) on August 6, 2020, and in Exelixis' future filings with the SEC. All forward-looking statements in this presentation are based on information available to Exelixis as of the date of this presentation, and Exelixis undertakes no obligation to update or revise any forward-looking statements contained herein, except as required by law.

This presentation includes certain non-GAAP financial measures as defined by the SEC rules. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the appendix.

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Second Quarter 2020 Highlights

Michael M. Morrissey, Ph.D.

President and CEO

Execution on Key Priorities and Milestones in the Second Quarter

Positive top-line results from Phase 3 CheckMate -9ER trial in 1L RCC

- Data to be featured at ESMO's Presidential Symposium II in late September
- With BMS and partners, on track to complete global regulatory filings soon
- Exelixis commercial team will be launch-ready in the U.S. by end of August

Robust development program designed to maximize cabozantinib's clinical and commercial potential

- Initiated three global Phase 3 pivotal trials evaluating cabo/atezo combination in NSCLC, mCRPC and RCC as part of CONTACT clinical program with Roche
- With cabozantinib as a differentiated TKI backbone, potential to drive compelling efficacy and tolerability in ICI combination strategies

Pipeline programs remain on track for 2020

- Anticipate filing up to 3 new INDs from internal/collaborative efforts by the end of this year

1L = first-line
RCC = renal cell carcinoma
BMS = Bristol Myers Squibb

NSCLC = non-small cell lung cancer
mCRPC = metastatic castration-resistant prostate cancer
TKI = tyrosine kinase inhibitor

ICI = immune checkpoint inhibitor
IND = Investigational New Drug application

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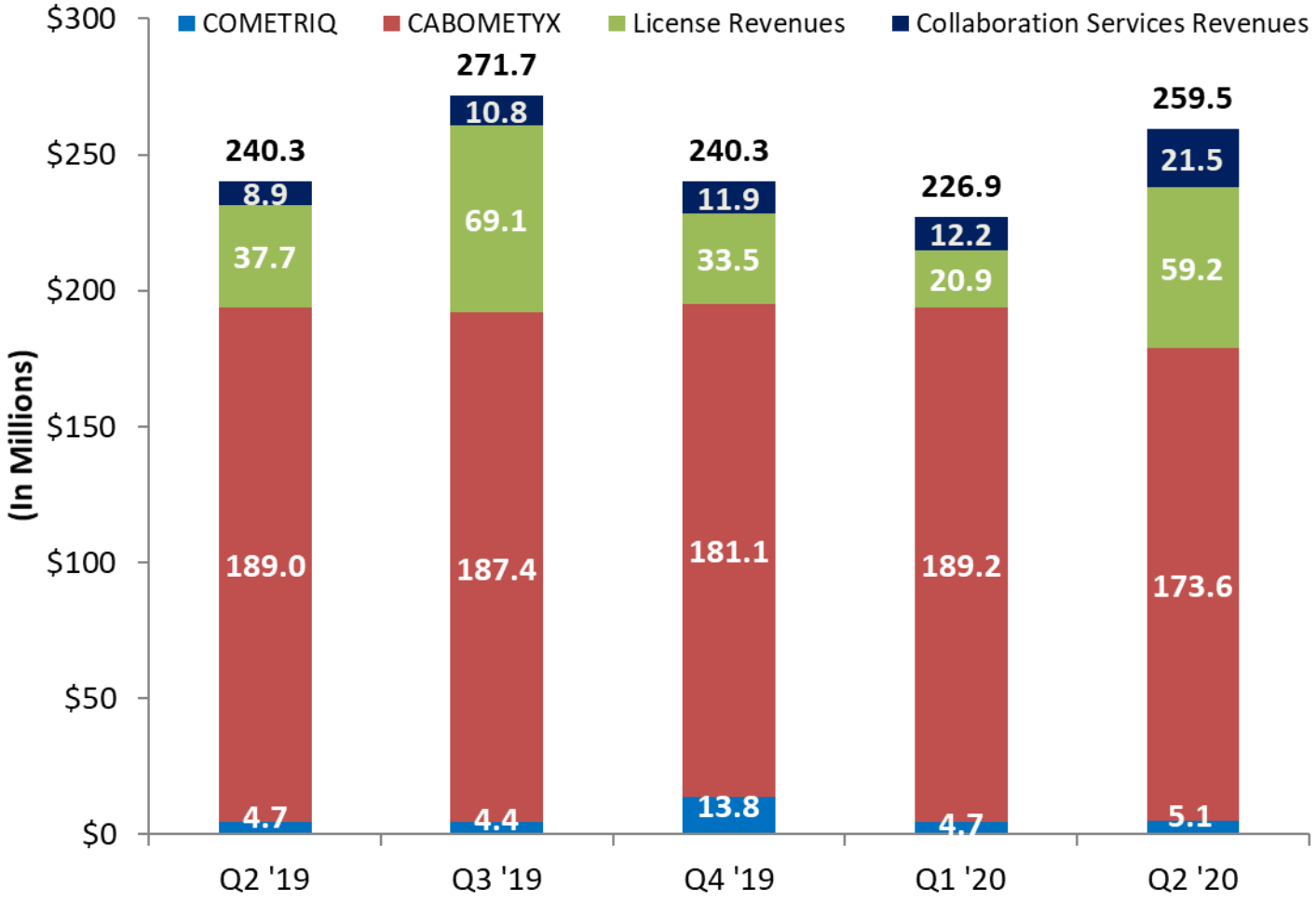
Financial Update

Chris Senner

EVP and CFO

Q2’20 Total Revenues

(See press release at www.exelixis.com for full details)



Q2’20 Notes

- Total revenues of $259.5M
- $178.7M in net product revenues:
  - $173.6M in CABOMETYX® net product revenues
  - $5.1M in COMETRIQ® net product revenues
- License revenues for Q2’20 include aggregate $40.0M in milestone payments from Takeda (RCC 1st commercial sale) and Ipsen (initiation of phase 3 clinical trial)

RCC = renal cell carcinoma
Amounts may not sum due to rounding
Adoption of ASU 2018-18 in Q1'20 impacted the presentation of our revenues. Net product revenues and License revenues are recorded in accordance with Topic 606 and presented separately from Collaboration services revenues which are recorded in accordance with Topic 808.

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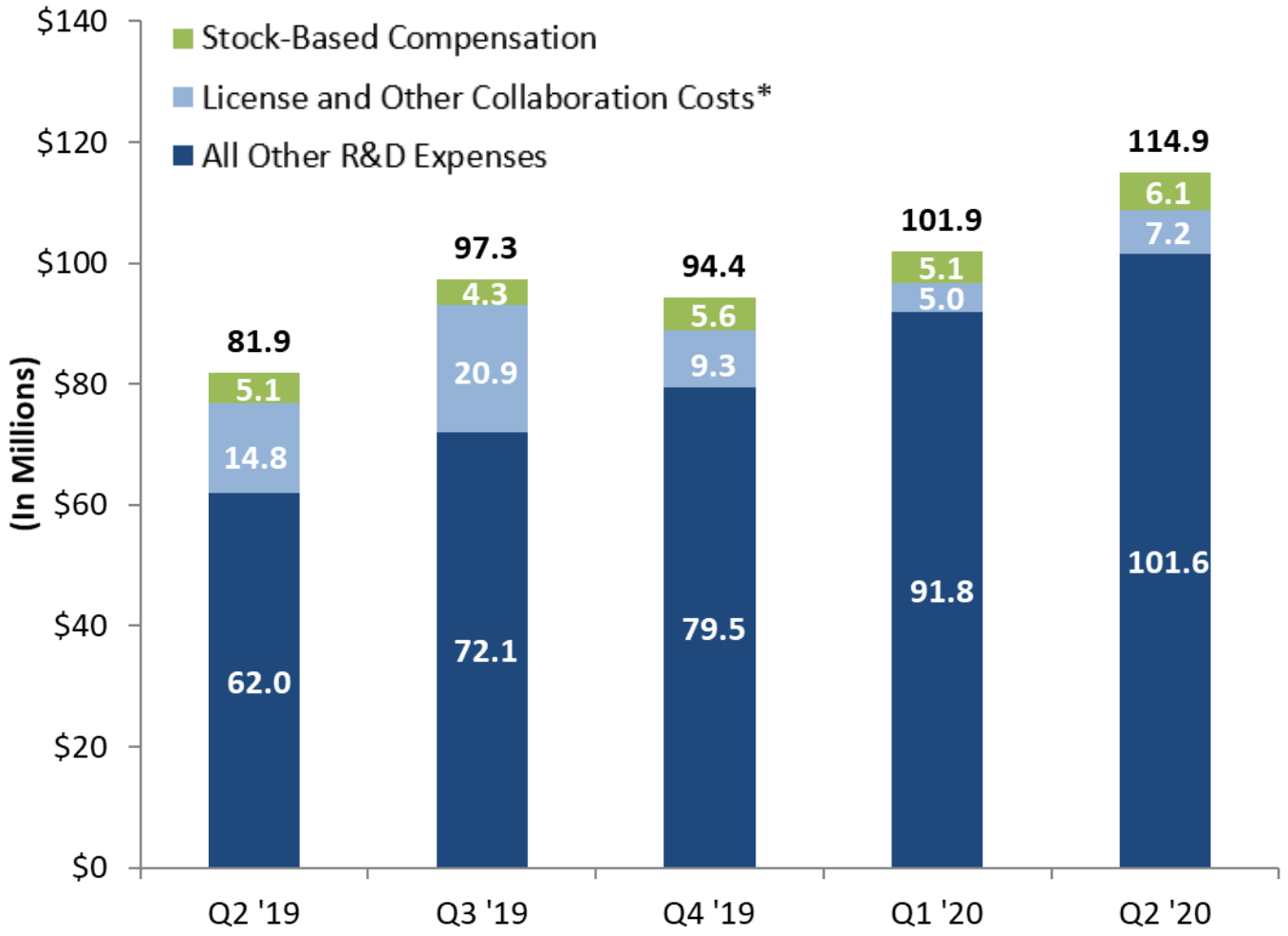
Q2’20 R&D Expenses

(See press release at www.exelixis.com for full details)



Q2’20 Notes

- GAAP R&D expenses of $114.9M
- Increase in R&D expenses vs. Q1’20 primarily due to higher clinical trials spend (COSMIC-312 and CONTACT-02)
- Non-GAAP R&D expenses of $108.8M (excludes stock-based compensation expenses, before tax effect)

Amounts may not sum due to rounding
A reconciliation of our GAAP to non-GAAP financial results is at the end of this presentation.
**License and other collaboration costs includes upfront, program initiation, development milestone and R&D funding for our in-licensing agreements*

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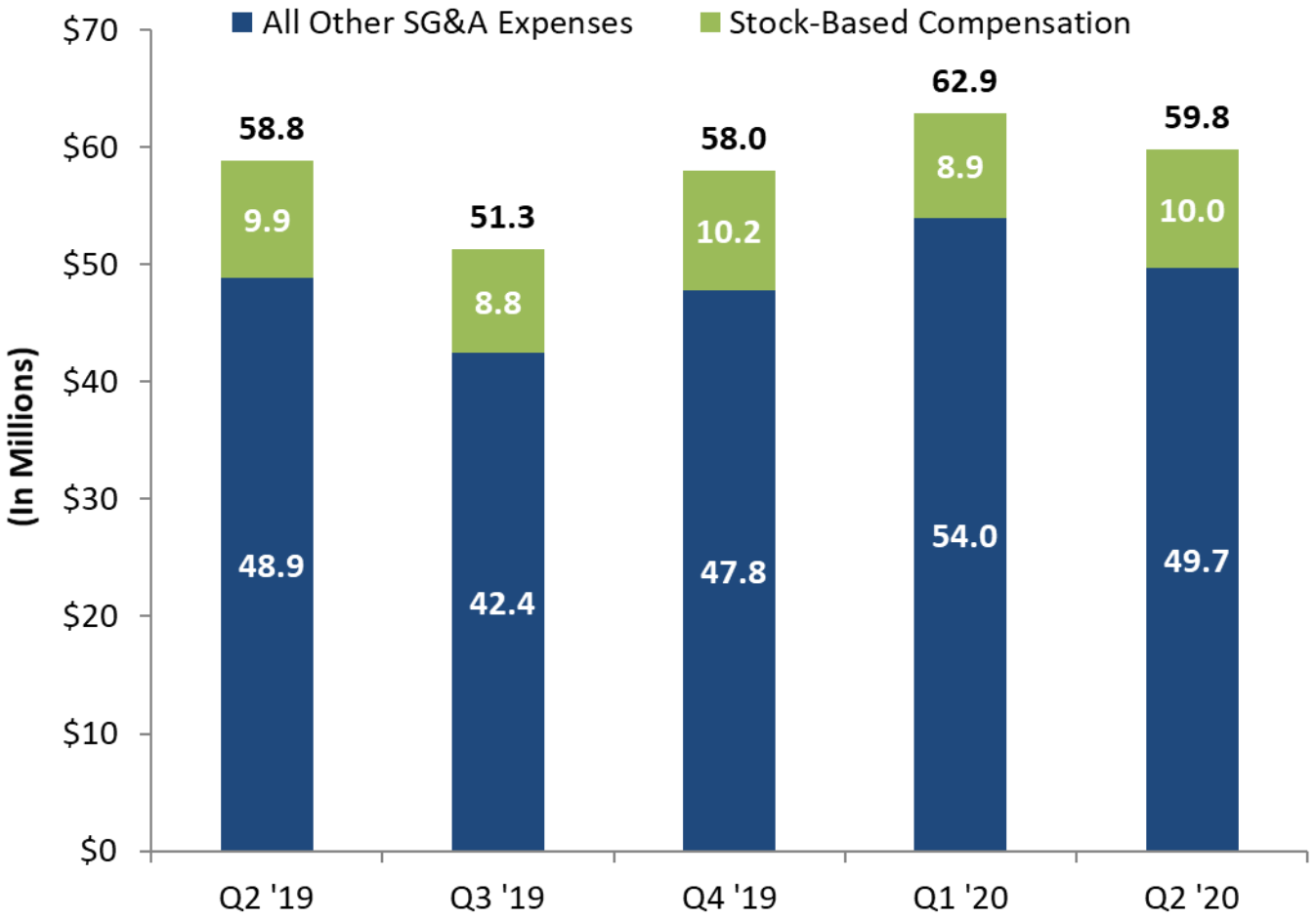
Q2’20 SG&A Expenses

(See press release at www.exelixis.com for full details)



Q2’20 Notes

- GAAP SG&A expenses of $59.8M
- Decrease in GAAP SG&A expenses vs. Q1’20 primarily due to lower Branded Prescription Drug Fee
- Non-GAAP SG&A expenses of $49.7M (excludes stock-based compensation expenses, before tax effect)

Amounts may not sum due to rounding
A reconciliation of our GAAP to non-GAAP financial results is at the end of this presentation.

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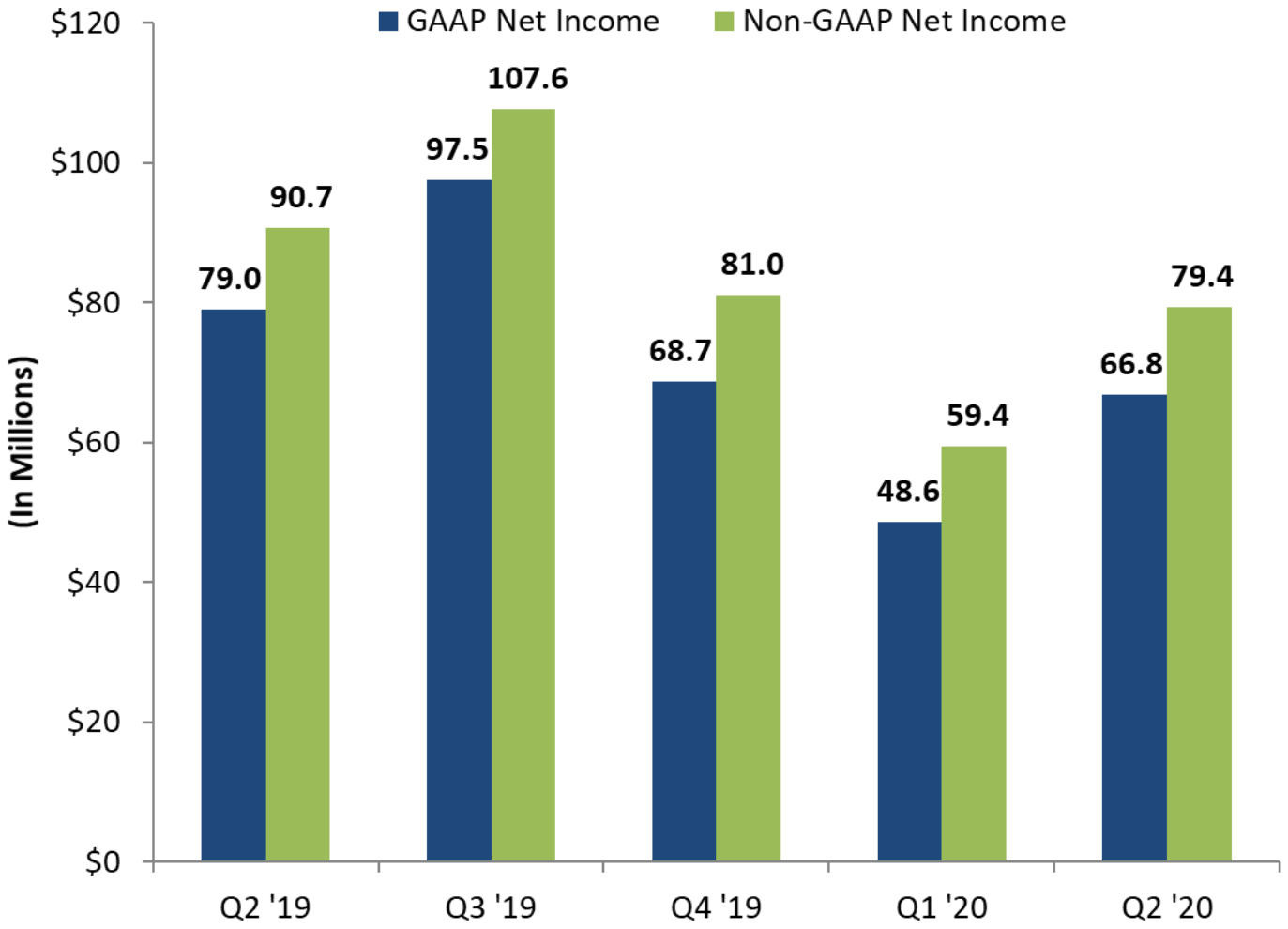
Q2’20 Net Income

(See press release at www.exelixis.com for full details)



Q2’20 Notes

- GAAP net income of $66.8M
- Increase in GAAP net income vs. Q1’20 primarily due to higher collaboration revenues
- Non-GAAP net income of $79.4M (excludes stock-based compensation expenses, net of tax effect)

A reconciliation of our GAAP to non-GAAP financial results is at the end of this presentation.

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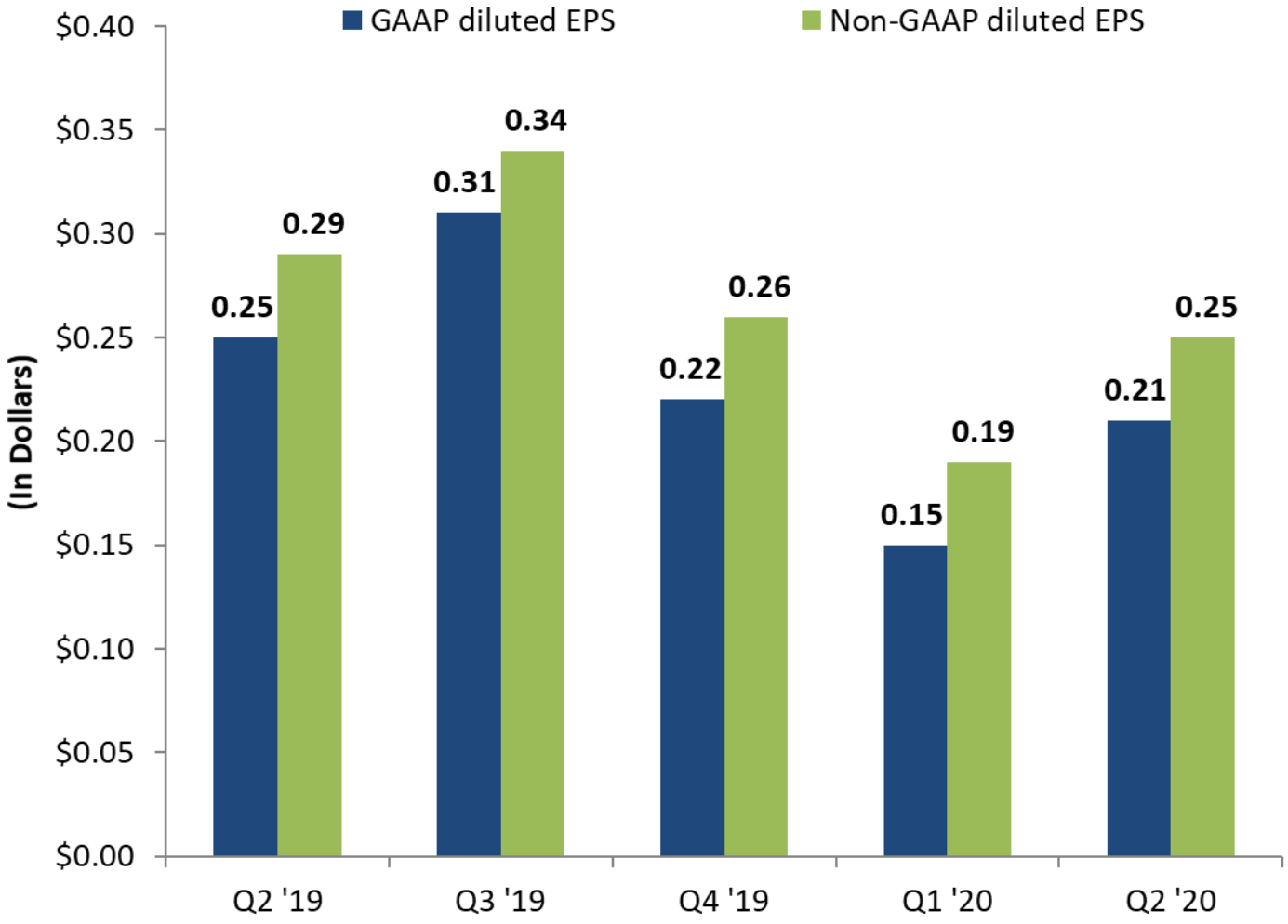
Q2’20 Diluted Earnings Per Share (EPS)

(See press release at www.exelixis.com for full details)



Q2’20 Notes

- GAAP diluted EPS of $0.21
- Increase in GAAP diluted EPS vs. Q1’20 primarily due to higher collaboration revenues
- Non-GAAP diluted EPS of $0.25 (excludes stock-based compensation expenses, net of tax effect)

A reconciliation of our GAAP to non-GAAP financial results is at the end of this presentation.

GAAP Financial Highlights: Q2'20

(in millions, except per share amounts)

	Q2'19	Q1'20	Q2'20	YoY Delta	QoQ Delta
Total revenues	**$240.3 M**	**$226.9 M**	**$259.5 M**	**+8%**	**+14%**
Cost of goods sold	$7.5 M	$9.3 M	$9.2 M	+22%	-1%
R&D expenses	$81.9 M	$101.9 M	$114.9 M	+40%	+13%
SG&A expenses	$58.8 M	$62.9 M	$59.8 M	+2%	-5%
Total operating expenses	**$148.3 M**	**$174.1 M**	**$183.9 M**	**+24%**	**+6%**
Other income, net	$7.8 M	$7.2 M	$5.2 M	-34%	-29%
Income tax provision	$20.7 M	$11.4 M	$13.9 M	-33%	+21%
Net income	$79.0 M	$48.6 M	$66.8 M	-15%	+37%
Net income per share, diluted	**$0.25**	**$0.15**	**$0.21**	**-16%**	**+40%**
Ending cash and investments	**$1,161.0 M**	**$1,440.4 M**	**$1,540.2 M**	**+33%**	**+7%**

Amounts may not sum due to rounding

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Fiscal Year 2020 Financial Guidance*

	Current Guidance *(updated on August 6, 2020)*	Previous Guidance *(as provided on May 5, 2020)*
Total Revenues	**$900M - $950M**	**$850M - $900M**
Net Product Revenues	**$725M - $775M**	**$725M - $775M**
Cost of Goods Sold	**4% - 5%** of net product revenues	**4% - 5%** of net product revenues
R&D Expenses	**$500M - $550M** Includes **$25M** in non-cash stock-based compensation	**$460M - $500M** Includes **$25M** in non-cash stock-based compensation
SG&A Expenses	**$250M - $270M** Includes **$40M** in non-cash stock-based compensation	**$230M - $250M** Includes **$30M** in non-cash stock-based compensation
Effective Tax Rate	**17% - 19%**	**20% - 22%**
Cash and Investments **(at year-end 2020)**	**$1.5B - $1.6B**	**$1.5B - $1.6B**

**The financial guidance reflects U.S. GAAP amounts.*
***This cash guidance does not include any potential new business development activity, which remains a key priority for Exelixis as it continues to build toward becoming a multi-product oncology company.*

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Clinical Development Update

Gisela Schwab, M.D.

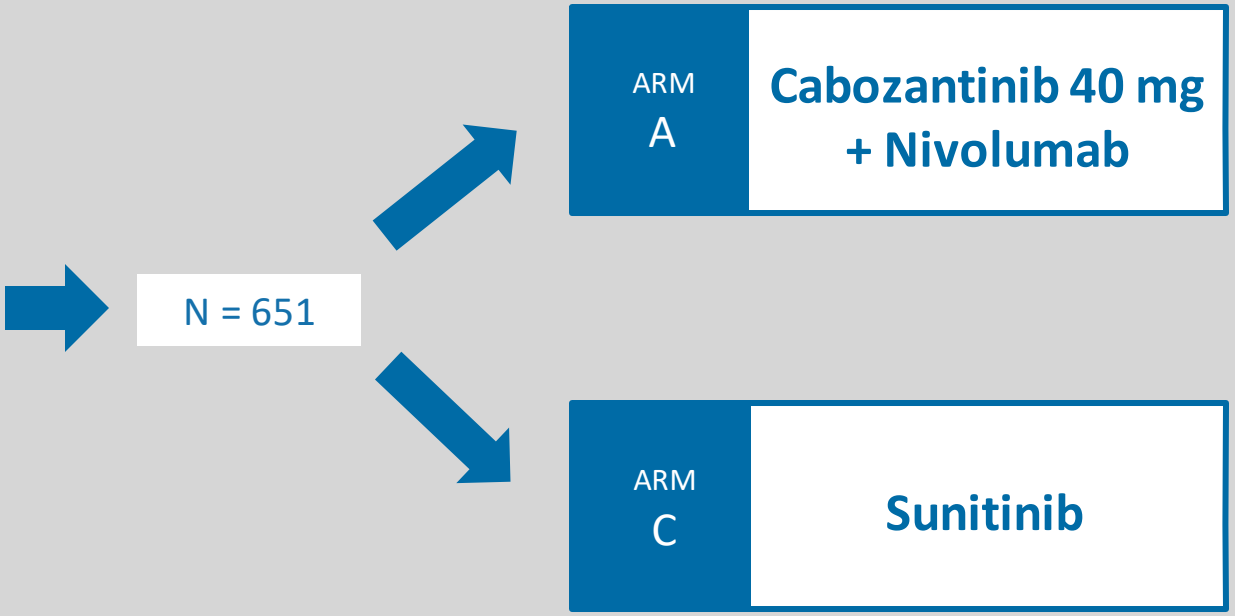
President, Product Development and Medical Affairs & CMO

CheckMate -9ER: Phase 3 Pivotal Trial of Cabozantinib + Nivolumab in First-line RCC

(Sponsored by BMS, with co-funding from Exelixis, Ipsen and Takeda)

CheckMate -9ER (Ph 3)

- A study of cabo + nivo vs sunitinib in previously untreated advanced or metastatic RCC of all risk categories
- Requires histologically confirmed disease with a clear cell component



Key Study Objectives

- **Primary:** PFS (assessed by blinded independent central review)
- **Secondary:** OS, ORR

PFS = progression-free survival
ORR = objective response rate
OS = overall survival

BMS = Bristol Myers Squibb
RCC = renal cell carcinoma

CheckMate -9ER: Positive Top-line Results Announced, Meeting Primary and Key Secondary Endpoints with Favorable Safety Profile

Primary Endpoint: Progression-free Survival

Cabozantinib + nivolumab significantly reduced risk of disease progression or death vs sunitinib (HR = 0.51, p<0.0001)

Secondary Endpoint: Overall Survival

Cabo + nivo significantly improved OS vs sunitinib (HR = 0.60, p<0.001)

Secondary Endpoint: Objective Response

Cabo + nivo significantly improved ORR vs sunitinib

Preliminary Analysis of Safety Data

Favorable safety profile for cabozantinib 40 mg + nivolumab, with low rate of discontinuations due to AEs

Completion of sNDA filing expected soon, to occur concurrently with BMS sBLA filing.

Detailed results to be presented during the Presidential Symposium II at the ESMO Virtual Congress on September 20, 2020.

ORR = objective response rate
OS = overall survival
HR = hazard ratio
AE = adverse event
sNDA = supplemental New Drug Application
sBLA = supplemental Biologics License Application
BMS = Bristol Myers Squibb

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Ongoing Phase 3 Development Program for Cabozantinib Progressing Rapidly

CONTACT

- Initiated three Phase 3 pivotal CONTACT studies in NSCLC, mCRPC and RCC with partner Roche

COSMIC 311
Ph3: DTC

- Reached 100 patient enrollment milestone in February 2020
- Planned analysis of co-primary endpoint ORR in second half of 2020

COSMIC 312
Ph3: 1L aHCC

- Global enrollment completed in July 2020; continued screening at sites in China to enroll necessary patient number to enable local registration
- Event-driven, top-line analysis expected in the first half of 2021

COSMIC 313
Ph3: 1L RCC

- Enrollment completion expected in late 2020 / early 2021
- Event-driven analyses from the study anticipated in 2022 time frame

NSCLC = non-small cell lung cancer
mCRPC = metastatic castration-resistant prostate cancer
RCC = renal cell carcinoma

DTC = differentiated thyroid cancer
aHCC = advanced hepatocellular carcinoma
ORR = objective response rate

1L = first-line

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COSMIC-021: Phase 1b Trial of Cabozantinib + Atezolizumab in Multiple Tumors

(Exelixis-sponsored study in collaboration with Roche)

COSMIC 021

Dose Escalation (RCC)

- Oral cabozantinib + IV atezolizumab
- Confirmed doses to be evaluated in expansion cohorts: cabozantinib 40 mg/day + atezolizumab 1200 mg Q3W

Encouraging results from mCRPC and NSCLC cohorts presented at ASCO GU and ASCO 2020

**** Cabozantinib active as a single agent in this histology***

20 Original Expansion Cohorts

UC* (n=30) Prior platinum-chemotherapy	**UC*** (n=30) Cis-ineligible, treatment naïve
UC* (n=30) Cis-eligible, treatment naïve	**UC*** (n=30-80) Prior ICI therapy
ccRCC* (n=30) Clear cell, treatment naïve	**mCRPC* (n=30 → expanded to 130)** Prior enzalutamide or abiraterone
NSCLC* (n=30) Treatment naïve	**NSCLC* (n=30 → expanded to 80)** Prior ICI therapy
NSCLC* (n=30) Prior EGFR-targeting TKI	**nccRCC* (n=30)** Non-clear cell, treatment naïve
TNBC* (n=30) Prior systemic therapy	**EOC* (n=30)** Platinum-resistant or refractory
EC* (n=30) Prior systemic therapy	**HCC* (n=30)** Child-Pugh score of A; systemic therapy naive
GEJ* Carcinoma (n=30) Prior platinum or fluoropyrimidine chemotherapy	**Colorectal adenocarcinoma (n=30)** Prior fluoropyrimidine chemotherapy
Head & neck w/squamous cell histology (n=30) Prior platinum chemotherapy	**DTC* (n=30)** Radio-refractory or iodine-131 ineligible
CABOMETYX Single Agent: UC* Prior ICI therapy	**CABOMETYX Single Agent: NSCLC*** Prior ICI therapy

4 Additional Expansion Cohorts

mCRPC* (n=30)
Prior enzalutamide or abiraterone (received docetaxel therapy)

mCRPC* (n=30)
Prior enzalutamide or abiraterone (not received docetaxel therapy)

mCRPC* (n=30)
CABOMETYX Single Agent (Exploratory)

mCRPC* (n=30)
Atezolizumab Single Agent (Exploratory)

Preliminary efficacy based on ORR per RECIST 1.1 enables efficient decision making on enrollment expansion or Phase 3 trial initiation on a cohort-by-cohort basis

UC = urothelial carcinoma
ccRCC = clear cell renal cell carcinoma
TKI = tyrosine kinase inhibitor
NSCLC = non-small cell lung cancer
Cis = cisplatin
nccRCC = non-clear cell renal cell carcinoma
TNBC = triple-negative breast cancer
mCRPC = metastatic castration-resistant prostate cancer
ICI = immune checkpoint inhibitor
EOC = epithelial ovarian cancer
EC = endometrial cancer
HCC = hepatocellular carcinoma
GEJ = gastric or gastroesophageal junction
DTC = differentiated thyroid cancer
EGFR = epidermal growth factor receptor
ORR = objective response rate

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CONTACT: Phase 3 Clinical Trials of Cabozantinib + Atezolizumab in Solid Tumors

(Clinical collaboration between Exelixis and Roche)

CONTACT Pivotal Phase 3 Studies Now Underway

	CONTACT·01	CONTACT·02	CONTACT·03
Setting	**Metastatic NSCLC**, after ICI and platinum chemo	**mCRPC**, after one novel hormonal therapy	**aRCC**, w/progression during or following ICI as immediate prior therapy
Target Size	350 patients	580 patients	500 patients
Control	Docetaxel	Second novel hormonal therapy (i.e., abiraterone + prednisone or enzalutamide)	Cabozantinib monotherapy
Key Endpoints	**Primary:** OS; **Secondary:** PFS, ORR, DOR	**Co-primary:** PFS and OS; **Secondary:** ORR, DOR, PSA response rate	**Co-primary:** PFS and OS; **Secondary:** PFS, ORR, DOR by investigators

NSCLC = non-small cell lung cancer
mCRPC = metastatic castration-resistant prostate cancer
aRCC = advanced renal cell carcinoma

OS = overall survival
PFS = progression-free survival
ORR = objective response rate

DOR = duration of response
ICI = immune checkpoint inhibitor
PSA = Prostate-Specific Antigen

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Additional Development Updates

- Evaluation of XL092 / ICI combinations expected to start in the coming months
- In addition to CheckMate -9ER, multiple cabozantinib presentations at ESMO including clinical data sets from ccRCC and nccRCC cohorts of COSMIC-021
- FDA approval of partner Roche / Genentech's sBLA for triplet therapy of atezolizumab with cobimetinib and vemurafenib for treatment of BRAF V600+ advanced melanoma (July 2020)

ICI = immune checkpoint inhibitor
ccRCC = clear cell renal cell carcinoma
nccRCC = non-clear cell renal cell carcinoma
sBLA = supplemental Biologics License Application

Discovery and Pipeline Update

Peter Lamb, Ph.D.

EVP, Scientific Strategy & CSO

Robust Discovery and Business Development Activities in the Second Quarter to Expand Pipeline and Drive the Next Wave of Growth

Partially resumed discovery activities at Alameda HQ with stringent safety protocols to protect employees

- Progress with early-stage discovery programs

Collaborations with Invenra, Aurigene and Iconic advancing, potential to file 4 INDs in the next 9 months

- Potential to file 3 INDs by year-end 2020
  - CDK7 inhibitor (Aurigene)
  - XL265: TAMK-focused TKI (Exelixis internal labs)
  - Tissue factor-targeting ADC (Iconic Therapeutics)
- Additional compound from Aurigene now in preclinical development, with potential IND in 1H'21

Plans to present data on XL092 and 3 preclinical assets at scientific conferences later this year

Ongoing business development activity assessing small molecule and biologics opportunities

IND = Investigational New Drug application

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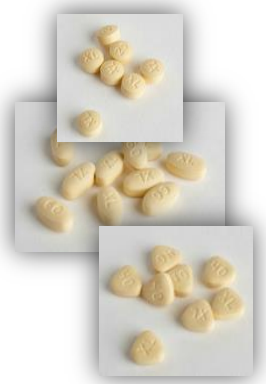
Commercial Update

PJ Haley

EVP, Commercial

CABOMETYX Commercial Performance

CABOMETYX®
(cabozantinib) tablets
60 mg | 40 mg | 20 mg



Q2'20 Highlights

- CABOMETYX remains #1 prescribed single agent TKI in RCC market
- Modest decline in demand due to COVID-19 and general reversal of first quarter inventory build by wholesalers and end customers
- Market share remained stable across RCC and HCC business
- Strong growth opportunities exist for current and future indications

TKI = tyrosine kinase inhibitor
RCC = renal cell carcinoma
HCC = hepatocellular carcinoma

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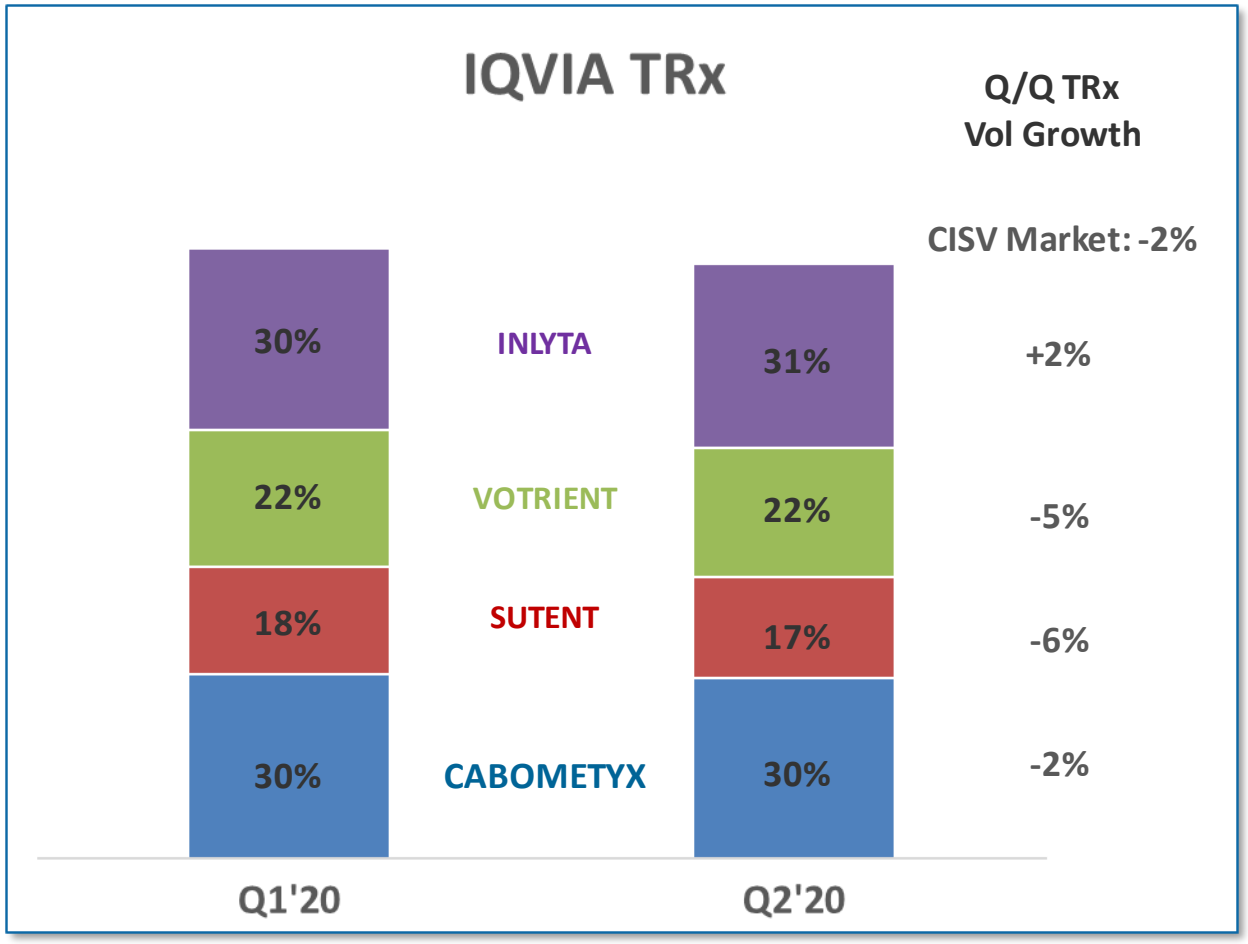
CABOMETYX Commercial Summary - #1 Single-agent TKI in RCC



- CABOMETYX RCC share stable Q/Q; market declined in Q2'20
- Team focused on compliantly supporting prescribers through virtual speaker programs, phone calls and digital tactics
  - Maintained share of voice for CABOMETYX relative to competitors
- Have begun to resume limited in-person interactions with necessary safety precautions

TKI = tyrosine kinase inhibitor
RCC = renal cell carcinoma
CISV = Cabometyx, Inlyta, Sutent, Votrient

Source: IQVIA prescription June 2020

CheckMate -9ER Represents Significant Growth Opportunity for CABOMETYX

CheckMate -9ER

Ph3: 1L mRCC

Presidential Symposium II

Significant growth opportunity for CABOMETYX in terms of 1L market share and increased duration of therapy

- ICI combinations dominate 1L space with 75% market share

KOL feedback re: -9ER top-line data very positive

- Clinical profile is differentiated and competitive in a broad patient population
  - PFS HR = 0.51 ($p<0.0001$)
  - OS HR = 0.60 ($p<0.001$)
  - Low frequency of treatment discontinuations due to AEs

Commercial team will be fully launch-ready by end of August

Continued growth opportunity in 2L for CABOMETYX monotherapy as patients treated with ICI regimens progress

1L = first-line
2L = second-line
mRCC = metastatic renal cell carcinoma
ICI = immune checkpoint inhibitor
PFS = progression-free survival
OS = overall survival
AE = adverse event
KOL = Key opinion leader

Potential Significant Growth in 2020 and Beyond, Driven by Expansion of the CABOMETYX Lifecycle

Growth across multiple therapeutic areas with multiple ICI combination partners

1L = first-line
RCC = renal cell carcinoma
DTC = differentiated thyroid cancer

mCRPC = metastatic castration-resistant prostate cancer
aHCC = advanced hepatocellular carcinoma
NSCLC = non-small cell lung cancer

IND = Investigational New Drug application
ICI = immune checkpoint inhibitor

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Closing

Michael M. Morrissey, Ph.D.

President and CEO

Significant Progress Across Key Milestones for 2020

Program	Milestone	Timing
CheckMate -9ER	✓ Top-line results from Phase 3 trial of cabozantinib + nivolumab in 1L RCC	Apr 2020
	❑ File for regulatory approval for cabo + nivo combo in 1L RCC based on positive top-line results	Q3 2020
COSMIC-021	✓ Present data from mCRPC cohort of Phase 1b trial of cabozantinib + atezolizumab at ASCO GU	Feb 2020
	✓ Present data from NSCLC, mCRPC and UC cohorts of Phase 1b trial at ASCO	May 2020
CONTACT-01/02/03	✓ Initiate 3 new pivotal trials of cabozantinib + atezolizumab in NSCLC, mCRPC and RCC	Q2/Q3 2020
COSMIC-311	✓ Complete enrollment of first 100 patients in Phase 3 trial of cabozantinib vs placebo in DTC	Feb 2020
	❑ Analysis of first 100 patients for co-primary endpoint of ORR and interim analysis of PFS	2H 2020
COSMIC-312	✓ Complete enrollment of the Phase 3 trial of cabozantinib + atezolizumab vs sorafenib in HCC	1H 2020
	❑ Analysis for co-primary endpoints of PFS and OS (event-driven)	1H 2021
COSMIC-313	❑ Continue enrollment in phase 3 trial of triplet combination cabozantinib, nivolumab + ipilimumab vs combination of nivolumab + ipilimumab in 1L RCC, with enrollment completion in early 2021	2020
XL092	❑ Initiate combination cohorts with ICIs	2H 2020
	❑ First presentation of data	2H 2020
Discovery	❑ File INDs for up to 3 compounds currently in preclinical development	YE 2020

1L = first-line
RCC = renal cell carcinoma
HCC = hepatocellular carcinoma
DTC = differentiated thyroid cancer
mCRPC = metastatic castration-resistant prostate cancer
NSCLC = non-small cell lung cancer
UC = urolethial cancer
ICI = immune checkpoint inhibitor
IND = Investigational New Drug application
ORR = objective response rate
PFS = progression-free survival
OS = overall survival

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Q&A Session

Second Quarter 2020 Financial Results

Thursday, August 6, 2020

Nasdaq: EXEL

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Financial Appendix

Non-GAAP Financial Highlights: Q2'20

(in millions, except per share amounts)

	Q2'19	Q1'20	Q2'20	YoY Delta	QoQ Delta
Total revenues	**$240.3 M**	**$226.9 M**	**$259.5 M**	**+8%**	**+14%**
Cost of goods sold	$7.5 M	$9.3 M	$9.2 M	+22%	-1%
R&D expenses [(a)(b)]	$76.8 M	$96.8 M	$108.8 M	+42%	+12%
SG&A expenses [(a)(b)]	$48.9 M	$54.0 M	$49.7 M	+2%	-8%
Total operating expenses [(a)(b)]	**$133.2 M**	**$160.1 M**	**$167.8 M**	**+26%**	**+5%**
Other income, net	$7.8 M	$7.2 M	$5.2 M	-34%	-29%
Income tax provision [(a)]	$24.1 M	$14.6 M	$17.5 M	-27%	+20%
Net income [(a)]	$90.7 M	$59.4 M	$79.4 M	-13%	+34%
Net income per share, diluted [(a)]	**$0.29**	**$0.19**	**$0.25**	**-14%**	**+32%**
Ending cash and investments	**$1,161.0 M**	**$1,440.4 M**	**$1,540.2 M**	**+33%**	**+7%**

Amounts may not sum due to rounding

[(a)] *A reconciliation of our GAAP to non-GAAP financial results is at the end of this presentation.*

[(b)] *Amounts reflect non-GAAP adjustment before tax effect*

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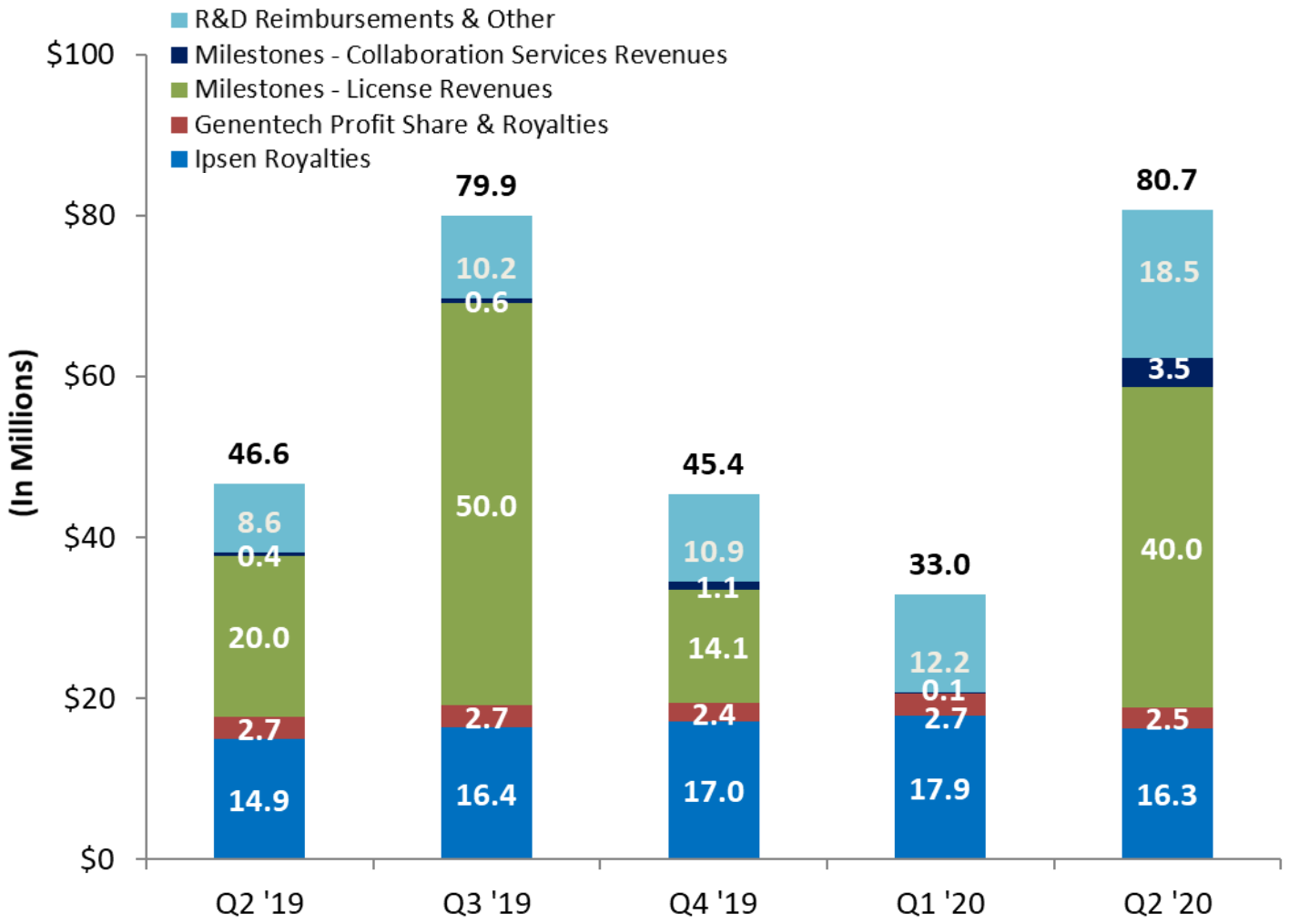
Collaboration Revenues Detail

(See press release at www.exelixis.com for full details)



Q2'19 – Q2'20 Notes

- Q2'20 Ipsen royalty to Exelixis of $16.3M
- Genentech collaboration:
  - Q2'20 ex-US COTELLIC royalties $1.1M
  - Q2'20 US profit share $1.4M
- Significant milestone revenues by quarter:
  - Q2'20: Takeda RCC 1st commercial sale and Ipsen initiation of phase 3 clinical trial
  - Q1'20: No major milestone license revenues recognized
  - Q4'19: Takeda 2L HCC NDA filing in Japan and Ipsen 2L HCC & 1L RCC approvals in Canada
  - Q3'19: Ipsen four consecutive quarters of cumulative sales exceeding $250M
  - Q2'19: Daiichi Sankyo MINNEBRO launch

Amounts may not sum due to rounding

1L = first-line
2L = second-line
NDA = new drug application

RCC = renal cell carcinoma
HCC = hepatocellular carcinoma

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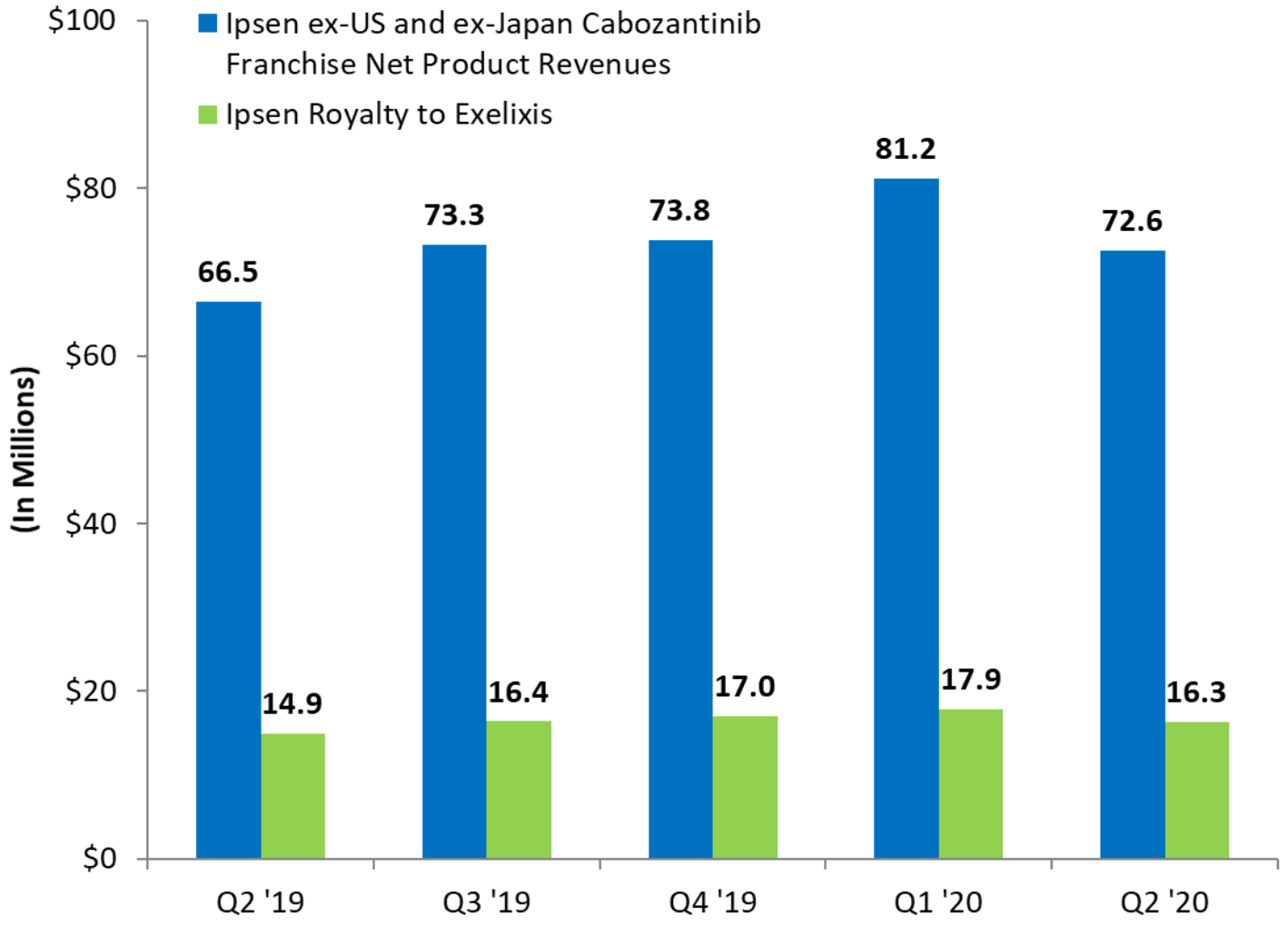
Ipsen Royalties

(See press release at www.exelixis.com for full details)

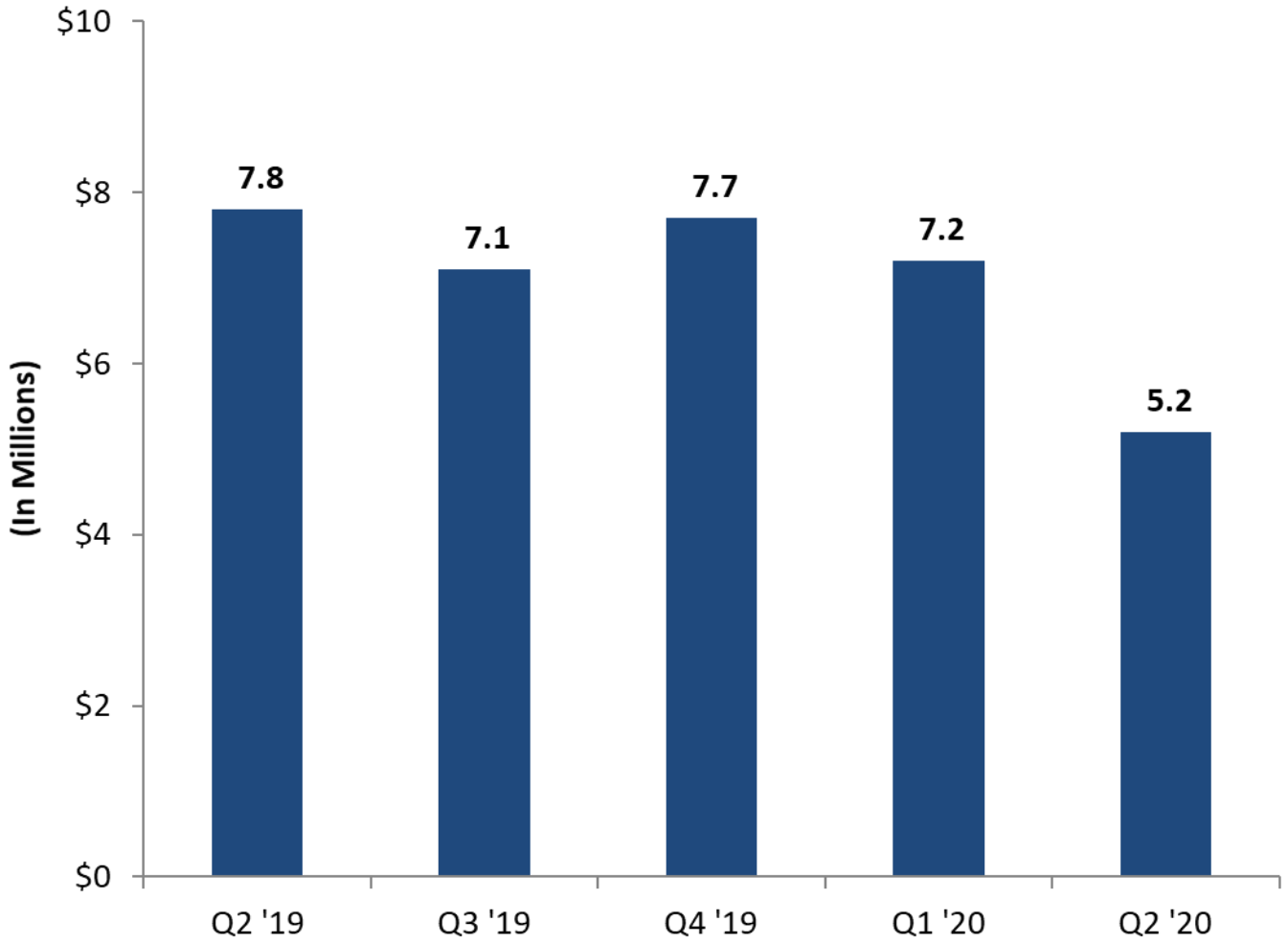


Q2'20 Notes

- Q2'20 Ipsen ex-US and ex-Japan Cabozantinib franchise net product revenues of $72.6M
- Decrease in Ipsen royalties vs. Q1'20 due to inventory reductions in Europe
- Q2'20 Ipsen royalty to Exelixis of $16.3M

Other Income, net

(See press release at www.exelixis.com for full details)



Q2'20 Notes

- Other income, net in Q2'20 of $5.2M, primarily consists of interest income from growing cash balance
- Decrease in other income, net vs. Q1'20 due to declining yields
- Past five quarters primarily reflect interest income

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GAAP to Non-GAAP Reconciliation

(in millions, except per share amounts)

Non-GAAP Financial Measures

To supplement Exelixis' financial results presented in accordance with U.S. Generally Accepted Accounting Principles (GAAP), Exelixis uses certain non-GAAP financial measures in this presentation and the accompanying tables. This presentation and the tables that follow present certain financial information on a GAAP and a non-GAAP basis for Exelixis for the periods specified, along with reconciliations of the non-GAAP financial measures presented to the most directly comparable GAAP measures. Exelixis believes that the presentation of these non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors. In particular, Exelixis believes that each of these non-GAAP financial measures, when considered together with its financial information prepared in accordance with GAAP, can enhance investors' and analysts' ability to meaningfully compare Exelixis' results from period to period, and to identify operating trends in Exelixis' business. Exelixis also regularly uses these non-GAAP financial measures internally to understand, manage and evaluate its business and to make operating decisions.

These non-GAAP financial measures are in addition to, not a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. Exelixis encourages investors to carefully consider its results under GAAP, as well as its supplemental non-GAAP financial information and the reconciliation between these presentations, to more fully understand Exelixis' business. Reconciliations between GAAP and non-GAAP results are presented in the tables that follow.

	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20
Research and development expenses reconciliation:					
GAAP Research and development expenses	$ 81.9	$ 97.3	$ 94.4	$ 101.9	$ 114.9
Stock-based compensation expenses[1]	(5.1)	(4.3)	(5.6)	(5.1)	(6.1)
Non-GAAP Research and development expenses	$ 76.8	$ 93.0	$ 88.8	$ 96.8	$ 108.8
Selling, general and administrative expenses reconciliation:					
GAAP Selling, general and administrative expenses	$ 58.8	$ 51.3	$ 58.0	$ 62.9	$ 59.8
Stock-based compensation expenses[1]	(9.9)	(8.8)	(10.2)	(8.9)	(10.0)
Non-GAAP Selling, general and administrative expenses	$ 48.9	$ 42.4	$ 47.8	$ 54.0	$ 49.7
Operating expenses reconciliation:					
GAAP Operating expenses	$ 148.3	$ 156.1	$ 163.0	$ 174.1	$ 183.9
Stock-based compensation - Research and development expenses[1]	(5.1)	(4.3)	(5.6)	(5.1)	(6.1)
Stock-based compensation - Selling, general and administrative expenses[1]	(9.9)	(8.8)	(10.2)	(8.9)	(10.0)
Non-GAAP Operating expenses	$ 133.2	$ 143.0	$ 147.1	$ 160.1	$ 167.8
Income tax provision					
GAAP Income tax provision	$ 20.7	$ 25.2	$ 16.3	$ 11.4	$ 13.9
Income tax effect of stock-based compensation - Research and development[2]	1.1	1.0	1.3	1.1	1.4
Income tax effect of stock-based compensation - Selling, general and administrative[2]	2.2	2.0	2.3	2.0	2.3
Non-GAAP Income tax provision	$ 24.1	$ 28.2	$ 19.8	$ 14.6	$ 17.5

Amounts may not sum due to rounding

GAAP to Non-GAAP Reconciliation (continued)

(in millions, except per share amounts)

	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20
Net Income reconciliation:					
GAAP Net Income	$ 79.0	$ 97.5	$ 68.7	$ 48.6	$ 66.8
Stock-based compensation - Research and development[1]	5.1	4.3	5.6	5.1	6.1
Stock-based compensation - Selling, general and administrative[1]	9.9	8.8	10.2	8.9	10.0
Income tax effect of the stock-based compensation adjustments[2]	(3.4)	(3.0)	(3.6)	(3.2)	(3.6)
Non-GAAP Net Income	$ 90.7	$ 107.6	$ 81.0	$ 59.4	$ 79.4
Net Income per share - diluted:					
GAAP Net Income per share - diluted	$ 0.25	$ 0.31	$ 0.22	$ 0.15	$ 0.21
Stock-based compensation - Research and development[1]	0.02	0.01	0.02	0.02	0.02
Stock-based compensation - Selling, general and administrative[1]	0.03	0.03	0.03	0.03	0.03
Income tax effect of the stock-based compensation adjustments[2]	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)
Non-GAAP Net Income per share - diluted	$ 0.29	$ 0.34	$ 0.26	$ 0.19	$ 0.25
Shares used in computing net income per share, diluted	314.9	315.5	315.0	315.8	318.1

[1] Non-cash stock-based compensation expense used for GAAP reporting in accordance with ASC 718

[2] Income tax effect on the non-cash stock-based compensation expense adjustments

Amounts may not sum due to rounding

Collaboration Revenues

(in millions)

Partner	Compound	Description	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20
Roche (Genentech)	**COTELLIC**	**Profit Share & Royalties on Ex-U.S. sales**	**$ 2.7**	**$ 2.7**	**$ 2.4**	**$ 2.7**	**$ 2.5**
Ipsen Royalties	**Cabozantinib**	**Royalties on Ex-U.S. sales**	**$ 14.9**	**$ 16.4**	**$ 17.0**	**$ 17.9**	**$ 16.3**
Milestones:							
Ipsen	Cabozantinib	Amortization of Milestones Triggered prior to Q1'18	0.2	0.2	0.4	-	0.4
Ipsen	Cabozantinib	$50M M/S 1L RCC Approval	0.1	0.1	0.2	-	0.1
Ipsen	Cabozantinib	$40M M/S EMA 2L HCC Approval	-	0.1	0.1	-	0.1
Ipsen	Cabozantinib	$20M M/S initiation Phase 3 1L HCC	-	-	0.1	-	0.1
Ipsen	Cabozantinib	$50M Net sales 4 consecutive quarters >$250M	-	50.0	-	-	-
Ipsen	Cabozantinib	$3M MAA approval 1L RCC (Canada)	-	-	3.0	-	-
Ipsen	Cabozantinib	$2M MAA approval 2L HCC (Canada)	-	-	2.0	-	-
Ipsen	Cabozantinib	$20M M/S Tier 1 Additional Indication/Initiation Phase 3	-	-	-	-	18.8
Takeda	Cabozantinib	$16M M/S Japan NDA filing 2L RCC [1]	0.1	0.2	0.2	0.1	0.2
Takeda	Cabozantinib	$10M M/S Japan NDA filing 2L HCC	-	-	9.1	-	-
Takeda	Cabozantinib	$26M M/S 1st Commercial Sale in Japan - 2L RCC	-	-	-	-	19.1
Takeda	Cabozantinib	$5M M/S 1st Commercial Sale in Japan - 1L RCC as a single agent	-	-	-	-	4.6
Daiichi Sankyo	MR CS-3150/MINNEBRO	$20M M/S Launch of product	20.0	-	-	-	-
		Subtotal Milestones	**$ 20.4**	**$ 50.6**	**$ 15.1**	**$ 0.1**	**$ 43.5**
		Milestones License revenues	*$ 20.0*	*$ 50.0*	*$ 14.1*	*$ -*	*$ 40.0*
		Milestones Collaboration services revenues	*$ 0.4*	*$ 0.6*	*$ 1.1*	*$ 0.1*	*$ 3.5*
R&D Reimbursements & Other:							
Ipsen	Cabozantinib	R&D reimbursement and Product Supply	6.9	8.9	9.2	11.1	16.6
Ipsen	Cabozantinib	$200M Upfront fee	0.2	0.3	0.6	-	0.5
Takeda	Cabozantinib	R&D reimbursement and Product Supply	1.3	0.9	1.0	0.8	0.7
Takeda	Cabozantinib	$50M Upfront fee	0.1	0.1	0.1	0.1	0.1
Daiichi Sankyo & royalties	MR CS-3150/MINNEBRO		0.1	-	-	0.2	0.2
Takeda Royalties	Cabozantinib		-	-	-	-	0.3
		Subtotal R&D Reimbursments & Other	**$ 8.6**	**$ 10.2**	**$ 10.9**	**$ 12.2**	**$ 18.5**
Total License revenues			**$ 37.7**	**$ 69.1**	**$ 33.5**	**$ 20.9**	**$ 59.2**
Total Collaboration services revenues			**8.9**	**10.8**	**11.9**	**12.2**	**21.5**
TOTAL COLLABORATION REVENUES			**$ 46.6**	**$ 79.9**	**$ 45.4**	**$ 33.0**	**$ 80.7**

[1] Milestone amount has been updated in accordance with the Takeda Second Amendment to the Collaboration and License Agreement, executed on May 7, 2019

Adoption of ASU 2018-18 in Q1'20 impacted the presentation of our revenues. Net product revenues and license revenues are recorded in accordance with Topic 606 and presented separately from collaboration services revenues which are recorded in accordance with Topic 808.

Amounts may not sum due to rounding

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Second Quarter 2020 Financial Results

Thursday, August 6, 2020

Nasdaq: EXEL

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