Instruction 1(b)

FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

| OMB APPROVAL        |           |  |  |  |  |  |  |  |  |  |
|---------------------|-----------|--|--|--|--|--|--|--|--|--|
| OMB Number:         | 3235-0287 |  |  |  |  |  |  |  |  |  |
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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See

## 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

| Name and Address of Reporting Person*     Schwab Gisela |   |  |   |         | 2. Issuer Name <b>and</b> Ticker or Trading Symbol EXELIXIS, INC. [ EXEL ] |   |        |        |  |      |   |           |  |                              | Check                                  | all appli<br>Directo            | cable)  | ng Per  | son(s) to Iss<br>10% Ov<br>Other (s                 | wner   |                                       |
|---|---|--|---|---------|--|---|--------|--------|--|------|---|-----------|--|------------------------------|--|---------------------------------|---|---|---|--|---------------------------------------|
|   | (FI<br>ELIXIS, IN<br>RAND AV  | c.   | (Middle)                                      |         |  | 3. Date of Earliest Transaction (Month/Day/Year) 02/15/2013 |        |        |  |      |   |           |  |                              |  | X                               | EVP a   |   |   | below)`<br>dical Offic   | er                                    |
| (Street) SOUTH FRANCI                                   | C   |  | 94080   |         | 4. If  | 4. If Amendment, Date of Original Filed (Month/Day/Year)    |        |        |  |      |   |           |  |                              |  | Indiv<br>ne)<br>X               | ,   |   |   |  |                                       |
| (City)  | (S  | tate)                                      | (Zip)   |         |  |   |        |        |  |      | _   |           |  |                              |  |                                 |   |   |   |  |                                       |
|   |   | Tab  | le I - Nor                                    | n-Deriv | ative  | Se  | curiti | ies Ac | quire  | d, D | )isp  | osed o    | of, o  | r Ber                        | neficia                                | ally                            | Owned   | k   |   |  |                                       |
| 1. Title of Security (Instr. 3) 2. Transa Date (Month/D |   |  |   |         | Execution  |   |        | Co     | Transaction Code (Instr.                               |      | 4. Securities Acquired (A Disposed Of (D) (Instr. 3, 5) |           |  | 4 and Secur<br>Benef<br>Owne |  | es<br>ally<br>Following         | 6. Ownership<br>Form: Direct<br>(D) or Indirect<br>(I) (Instr. 4) |   | 7. Nature<br>of Indirect<br>Beneficial<br>Ownership |  |                                       |
|   |   |  |   |         |  |   |        |        |  | de   | v   | Amount    |  | (A) or<br>(D)                | Price                                  | Reporte<br>Transac<br>(Instr. 3 |   | ction(s)  |   |  | (Instr. 4)                            |
| Common Stock 02/15/                                     |   |  |   |         | 5/2013   | 2013  |        |        | М  | (1)  |   | 2,18      | 8  | A                            | \$(                                    | )                               | 59  | 59,062  |   | D  |                                       |
| Common Stock 02/15                                      |   |  |   | 5/2013  | 2013   |   |        | I      | 7  |      | 1,025(2)  |           | D  | \$(                          | \$0                                    |                                 | 58,037  |   | D   |  |                                       |
| Common Stock  |   |  |   |         |  |   |        |        |  |      |   |           |  |                              |  |                                 | 5,846   |   |   |  | By<br>401(k) <sup>(3)</sup>           |
|   |   | Т  | able II -                                     |         |  |   |        |        |  |      |   | sed of    |  |                              |  |                                 | wned  |   |   |  |                                       |
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)     | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deeme<br>Execution<br>if any<br>(Month/Da | Date,   | 4.<br>Transa<br>Code (1<br>8)  |   |        |        | 6. Date Exercisa<br>Expiration Date<br>(Month/Day/Year |      |   |           | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative Secu<br>(Instr. 3 and 4) |                              | Security                               | De                              | 3. Price of<br>Derivative<br>Security<br>Instr. 5)                | 9. Number<br>derivative<br>Securities<br>Beneficial<br>Owned<br>Following<br>Reported<br>Transactio<br>(Instr. 4) | ily [   | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | Beneficial<br>Ownership<br>(Instr. 4) |
|   |   |  |   |         | Code   | v   | (A)    | (D)    | Date<br>Exerci   |      |   | opiration | Title  |                              | Amount<br>or<br>Number<br>of<br>Shares |                                 |   |   |   |  |                                       |
| Restricted<br>Stock                                     | (4)   | 11/15/2012                                 |   |         | M  |   |        | 2,188  | (5   | )    |   | (5)       | Com  | mon                          | 2,188                                  |                                 | (4)   | 8,750   |   | D  |                                       |

## **Explanation of Responses:**

- 1. Represents the conversion upon vesting of restricted stock units into common stock (the "Converted Common Stock"). On December 9, 2009, the reporting person was granted 35,000 restricted stock units, of which 1/16th of the shares subject to the restricted stock units vested on February 15, 2013. Such restricted stock units were previously reported in Table II on a Form 4 filed with the Securities and Exchange Commission on December 11, 2009.
- 2. The reporting person is reporting the withholding by Exelixis, Inc. of 1,025 shares of common stock to satisfy the reporting person's tax withholding obligations in connection with the delivery of the Converted Common Stock to the reporting person on February 15, 2013.
- 3. Represents 5,846 shares of Exelixis, Inc. common stock under the Exelixis, Inc. 401(k) Plan, pursuant to a plan statement dated as of February 14, 2013.
- 4. Each restricted stock unit is the economic equivalent of one share of Exelixis, Inc. common stock.
- 5. On December 9, 2009, the reporting person was granted 35,000 restricted stock units, of which 1/16th of the shares subject to the restricted stock units vested on February 15, 2013. The common stock into which such vested restricted stock units converted on February 15, 2013 is reported in Table I on this Form 4. The remaining unvested restricted stock units will continue to vest as to 1/16th of the original number of shares subject to the restricted stock units on each succeeding May 15, August 15, November 15 and February 15 until fully vested.

/s/ James B. Bucher, Attorney in Fact

02/15/2013

\*\* Signature of Reporting Person

Date

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.

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