Ch

FORM 4

## **UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

Machinatan	D C	20540	
Nashington,	D.C.	20049	

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

OMB APPROVAL 3235-0287 Estimated average burden hours per response: 0.5

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*     Lamb Peter						2. Issuer Name <b>and</b> Ticker or Trading Symbol EXELIXIS, INC. [ EXEL ]										ionship of Reporting Pe all applicable) Director Officer (give title		rson(s) to Is  10% Over (see the content of the con	wner	
	ELIXIS, IN	,	Middle)			3. Date of Earliest Transaction (Month/Day/Year) 09/02/2020									below			below)		
(Street) ALAME (City)			4502 Zip)		4. If <i>I</i>	4. If Amendment, Date of Original Filed (Month/Day/Year) 6 L										ndividual or Joint/Group Filing (Check Applicable b)  X Form filed by One Reporting Person Form filed by More than One Reporting Person				
		Table	I - No	n-Deriva	tive S	Secui	rities	Acq	uired,	Dis	posed of	, or B	enef	iciall	y Own	ed				
Date			Date	e onth/Day/Year)		2A. Deemed Execution Date, if any (Month/Day/Year)		3. Transaction Code (Instr. 8)		4. Securities Acquired (A Disposed Of (D) (Instr. 3, 5)			4 and Secur Benef Owne		cially Following	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)		7. Nature of Indirect Beneficial Ownership		
									Code	v	Amount	(A) (D)	or P	rice	Report Transa (Instr. 3	saction(s) : 3 and 4)			(Instr. 4)	
Common Stock <sup>(1)</sup> 09/0				09/02/2	020(2)				A		9,370(3)	A		\$ <mark>0</mark>	135	5,901 <sup>(4)</sup>		D		
Common Stock 09/02/				09/02/2	2020				F		2,323(5)	D	\$	21.58	13	3,578		D		
Common Stock												17	,105(6)			By 401(k)				
	Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)																			
1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security		if any	emed ion Date, /Day/Year)	4. Transa Code ( 8)		of Deriv Secu Acqu (A) o Dispe	r osed ) r. 3, 4	6. Date Expirati (Month/	ion Da		7. Title and Amount of Securities Underlying Derivative Security (Ins 3 and 4)		De Se (Ir	Price of erivative ecurity estr. 5)	9. Number of derivative Securities Beneficially Owned Following Reported Transaction (Instr. 4)	y Ov Fo Dii or (I)	10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	11. Nature of Indirect Beneficial Ownership (Instr. 4)	
					Code	v	(A)	(D)	Date Exercis	able	Expiration Date	Title	or Numb of Share	er						

## **Explanation of Responses:**

- 1. Represents shares of Exelixis, Inc. common stock issued to the Reporting Person upon vesting of restricted stock units. Each restricted stock unit is the economic equivalent of one share of Exelixis, Inc. common stock.
- 2. On September 10, 2018, the Reporting Person was granted a performance-based restricted stock unit ("PSU") award of 9,370 shares of common stock under the Exclixis, Inc. 2017 Equity Incentive Plan. Vesting of the PSU award is tied to performance goals set by the Compensation Committee (the "Committee") as follows: (i) 50% of the original number of shares subject to the award will vest upon the Committee's certification that a target number of potentially label-enabling clinical trials evaluating cabozantinib (both alone or in combination with another therapy) have been initiated; and (ii) 50% of the original number of shares subject to the award will vest on the first quarterly PSU vesting date (i.e. February 15th, May 15th, August 15th and November 15th) following the one-year anniversary of the Committee's certification.
- 3. On September 2, 2020, the Committee convened to determine that the target number of clinical trial initiations had been achieved, resulting in the immediate vesting of 50% of the PSU award, and the remaining 50% will vest on November 15, 2021, subject to the Reporting Person's continuous service through that date
- 4. Includes 48,742 shares of Exelixis, Inc. common stock that will be issued to the Reporting Person upon vesting of restricted stock units.
- 5. Shares withheld by Exelixis, Inc. to satisfy taxes payable in connection with the vesting of certain restricted stock units earned on September 2, 2020.
- 6. Represents shares of Exelixis, Inc. common stock under the Exelixis, Inc. 401(k) Plan, pursuant to a plan statement dated as of September 1, 2020.

## Remarks:

/s/ Jennifer Drimmer Rokovich, Attorney in Fact

09/04/2020

\*\* Signature of Reporting Person

Date

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

- $^{\star}$  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).

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.