

SCANGOS GEORGE A  
Form 4  
December 11, 2007

**FORM 4**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

OMB APPROVAL

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**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
SCANGOS GEORGE A

2. Issuer Name and Ticker or Trading Symbol  
EXELIXIS INC [EXEL]

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

(Last) (First) (Middle)  
C/O EXELIXIS INC., 170 HARBOR WAY, PO BOX 511

3. Date of Earliest Transaction (Month/Day/Year)  
12/10/2007

Director  10% Owner  
 Officer (give title below)  Other (specify below)  
President & CEO

(Street)  
SOUTH SAN FRANCISCO, CA 94083-0511

4. If Amendment, Date Original Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

(City) (State) (Zip)

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

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  | Code                           | V   | Amount  | (A) or (D)   | Price                             |
| Common Stock                    | 12/10/2007                           |  | S(1)                           |   | 100   | D  | \$ 8.58                           |
| Common Stock                    | 12/10/2007                           |  | S(1)                           |   | 100   | D  | \$ 8.64                           |
| Common Stock                    | 12/10/2007                           |  | S(1)                           |   | 200   | D  | \$ 8.63                           |
| Common Stock                    | 12/10/2007                           |  | S(1)                           |   | 100   | D  | \$ 8.65                           |
| Common Stock                    | 12/10/2007                           |  | S(1)                           |   | 200   | D  | \$ 8.68                           |

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|              |            |              |     |   |         |           |   |                           |
|--------------|------------|--------------|-----|---|---------|-----------|---|---------------------------|
| Common Stock | 12/10/2007 | <u>S</u> (1) | 200 | D | \$ 8.61 | 1,278,515 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 200 | D | \$ 8.6  | 1,278,315 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 200 | D | \$ 8.69 | 1,278,115 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.65 | 1,278,015 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.68 | 1,277,915 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 200 | D | \$ 8.66 | 1,277,715 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 200 | D | \$ 8.74 | 1,277,515 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.7  | 1,277,415 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.71 | 1,277,315 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.58 | 1,277,215 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.54 | 1,277,115 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.52 | 1,277,015 | D |                           |
| Common Stock | 12/10/2007 | <u>S</u> (1) | 100 | D | \$ 8.59 | 1,276,915 | D |                           |
| Common Stock |            |              |     |   |         | 8,963     | I | By Trust <u>(2)</u>       |
| Common Stock |            |              |     |   |         | 8,963     | I | By Trust <u>(3)</u>       |
| Common Stock |            |              |     |   |         | 3,095     | I | By 401(k) Plan <u>(4)</u> |

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

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(9-02)

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

