

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

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

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 | |
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| | | |
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| 1. Name and Address of Reporting Person* <u>SCANGOS GEORGE A</u> (Last) (First) (Middle) <u>C/O EXELIXIS INC.</u> <u>170 HARBOR WAY, PO BOX 0511</u> (Street) <u>SAN FRANCISCO CA 94083-0511</u> (City) (State) (Zip) | 2. Issuer Name and Ticker or Trading Symbol <u>EXELIXIS INC [EXEL]</u> | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable) <input checked="" type="checkbox"/> Director 10% Owner <input checked="" type="checkbox"/> Officer (give title below) Other (specify below) <u>President, CEO & Director</u> |
| | 3. Date of Earliest Transaction (Month/Day/Year) <u>01/30/2004</u> | |
| 4. If Amendment, Date of Original Filed (Month/Day/Year) | | |

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 Indirect Beneficial Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|------------|---------|---|--|---|
| | | | Code | V | Amount | (A) or (D) | Price | | | |
| Common Stock | 01/30/2004 | | S | | 100 | D | \$7.64 | 1,682,241 | D | |
| Common Stock | 01/30/2004 | | S | | 100 | D | \$7.7 | 1,682,141 | D | |
| Common Stock | 01/30/2004 | | S | | 100 | D | \$7.401 | 1,682,041 | D | |
| Common Stock | 01/30/2004 | | S | | 200 | D | \$7.43 | 1,681,841 | D | |
| Common Stock | 01/30/2004 | | S | | 200 | D | \$7.445 | 1,681,641 | D | |
| Common Stock | 01/30/2004 | | S | | 200 | D | \$7.51 | 1,681,441 | D | |
| Common Stock | 01/30/2004 | | S | | 400 | D | \$7.515 | 1,681,041 | D | |
| Common Stock | 01/30/2004 | | S | | 200 | D | \$7.53 | 1,680,841 | D | |
| Common Stock | 01/30/2004 | | S | | 100 | D | \$7.511 | 1,680,741 | D | |
| Common Stock | 01/30/2004 | | S | | 100 | D | \$7.5 | 1,680,641 | D | |
| Common Stock | 01/30/2004 | | S | | 500 | D | \$7.54 | 1,680,141 | D | |
| Common Stock | 01/30/2004 | | S | | 200 | D | \$7.55 | 1,679,941 | D | |
| Common Stock | 01/30/2004 | | S | | 100 | D | \$7.56 | 1,679,841 | D | |

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 | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | | 7. Title and Amount of Securities Underlying Derivative Security (Instr. 3 and 4) | 8. Price of Derivative Security (Instr. 5) | 9. Number of derivative Securities Beneficially Owned Following Reported Transaction(s) (Instr. 4) | 10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 11. Nature of Indirect Beneficial Ownership (Instr. 4) |
|--|--|--------------------------------------|--|--------------------------------|---|--|--|-----|---|--|--|---|--|
| | | | | Code | V | | (A) | (D) | | | | | |

Explanation of Responses:

Remarks:

/s/ George Scangos

02/01/2004

** 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.

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.