EXELIXIS™

Forward-Looking Statement

Please note that the following presentation contains certain statements that are forward-looking, including our estimated future revenues and expenses as well as our estimated future balances of cash, cash equivalents, marketable securities, investments held by Symphony Evolution and restricted cash. These statements are only predictions and are based upon our current expectations. Forward-looking statements involve risks and uncertainties. Our actual results and the timing of events could differ materially from those anticipated in our forward-looking statements as a result of these risks and uncertainties, which include: (1) our ability to enter into new collaborations, continue existing collaborations and receive milestones and royalties derived from future products developed from research efforts under collaborative agreements; (2) the potential failure of our product candidates to demonstrate safety and efficacy in clinical testing; (3) the ability of Helsinn to conduct the Phase 3 clinical trial of XL119 sufficient to achieve FDA approval; (4) our ability to complete and initiate clinical trials at the referenced times; (5) our ability to conduct clinical trials sufficient to achieve positive completion; (6) our ability to file IND applications at the referenced times; and (7) our ability to successfully advance and develop additional compounds. These and other risk factors are discussed under “Risk Factors” in our Quarterly Report for the three months ended September 30, 2005 and other SEC reports. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein.

Establishing Oncology Leadership

Great Pipeline

- 12 high-quality internally-generated compounds in development
- Track record of productivity
  - 3+ high-quality INDs per year
  - Rapid advancement through clinic with multiple phase II compounds

Aggressive Clinical Development

- Focus on mechanism-based, high-impact indications
- Exploration of large opportunities - potential rapid route-to-market indications

Solid Financial Position

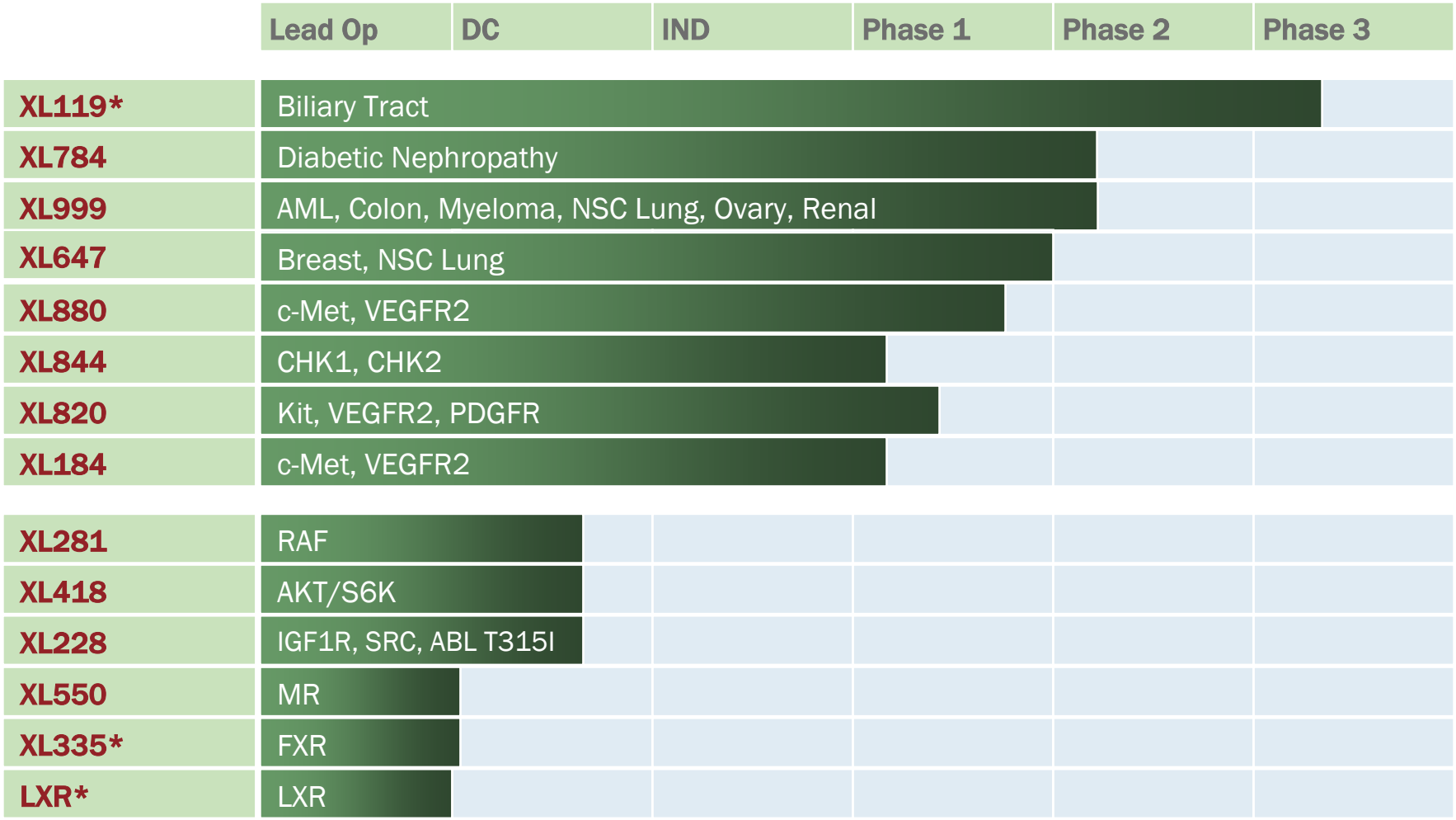
- ~$350 million in cash and committed funding at year-end 2005
- >$1 billion in contingent funding

Balanced Risk Profile

- Success of any one compound will drive company, while a failure of any one compound is not devastating

Track record of execution and exceeding goals

Development Pipeline – Unique High Quality Compounds



*Out-licensed to Helsinn Healthcare SA, Wyeth, BMS

Quality in Addition to Quantity

First 4 internally generated compounds moving into Phase II

- No attrition from DC through Phase I trials
- Dosed at levels that resulted in good efficacy in animal models

First 5 compounds demonstrated good pharmaceutical properties in man

- 4 orally administered (XL999 dosed IV)
- Good half-lives, Dose-proportional, Good DMPK and PD

Half of pipeline directed to clinically validated targets

- Potential to be Best-In-Class
- Generally more potent in pre-clinical assays
- Unique spectrum of targets

Half of pipeline directed toward well-characterized targets

- Potential to be First-In-Class
- Highly potent, good DMPK properties in preclinical studies

Our Lead Compounds are Moving into Phase II

XL999[1]: 22 evaluable patients followed for ≥8 weeks:

- 2 partial responses (1 confirmed)
- 1 minor response (28% reduction)
- 4 patients with stable disease for 3–7 months

XL647[1]: 31 evaluable patients followed for ≥8 weeks:

- 1 partial response (NSCLC)
- 7 patients with stable disease > 3 months (NSCLC [n=2], chordoma [n=2], adenoid cystic carcinoma, adrenalcortical carcinoma, colorectal)

XL880[1]: 13 evaluable patients treated across 3 dose levels:

- Well tolerated up to and including the 0.4 mg/kg dose level
- MTD has not yet been reached and dose escalation is ongoing

XL784

- Reduces proteinuria, slows the progression of hypertensive and diabetic nephropathy in preclinical models. Effects are additive with ACE and ARB therapy.
- In phase I studies, compound was orally available, well-tolerated, with a good half-life.

1. Data Presented at EORTC-AACR-NCI Meeting, November 2005

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XL999 Phase II Studies – Aggressive development

Tumor Type	Target Population
Non Small Cell Lung Cancer (NSCLC)	Patients who have received prior platinum or taxane therapy
Metastatic Colorectal Carcinoma (CRC)	Patients who have received at least one prior therapy regimen
Recurrent Ovarian Carcinoma	Patients who have or have not previously received a platinum based regimen (2 cohorts)
Metastatic Renal Cell Cancer	Patients with or without prior therapy (2 cohorts)
Relapsed/Refractory Multiple Myeloma	Patients refractory to or relapsed after two prior chemotherapeutic or biologic therapies
Acute Myeloid Leukemia	Patients who are untreated or have received at least two chemotherapy regimens (2 cohorts)

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XL647 Phase II Studies – Targeted Development

Tumor Type	Target Population
Non Small Cell Lung Cancer	Patients with metastatic non-small cell lung cancer who have received no prior cytotoxic therapy
Non Small Cell Lung Cancer	Patients with metastatic non-small cell lung cancer who have previously responded to Tarceva and progressed
Metastatic Breast Cancer	Patients with metastatic breast cancer who have received prior anthracycline and taxane therapy

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XL784 Phase II Clinical Trial Concept

Patient Type	**Type II diabetes with proteinuria**
Study Design	Randomized phase II
Primary Endpoint	Reduction in proteinuria
Secondary Endpoints	Change in renal function, cardiovascular events
Target Study Completion	Early 2007

Quality Compounds in Development

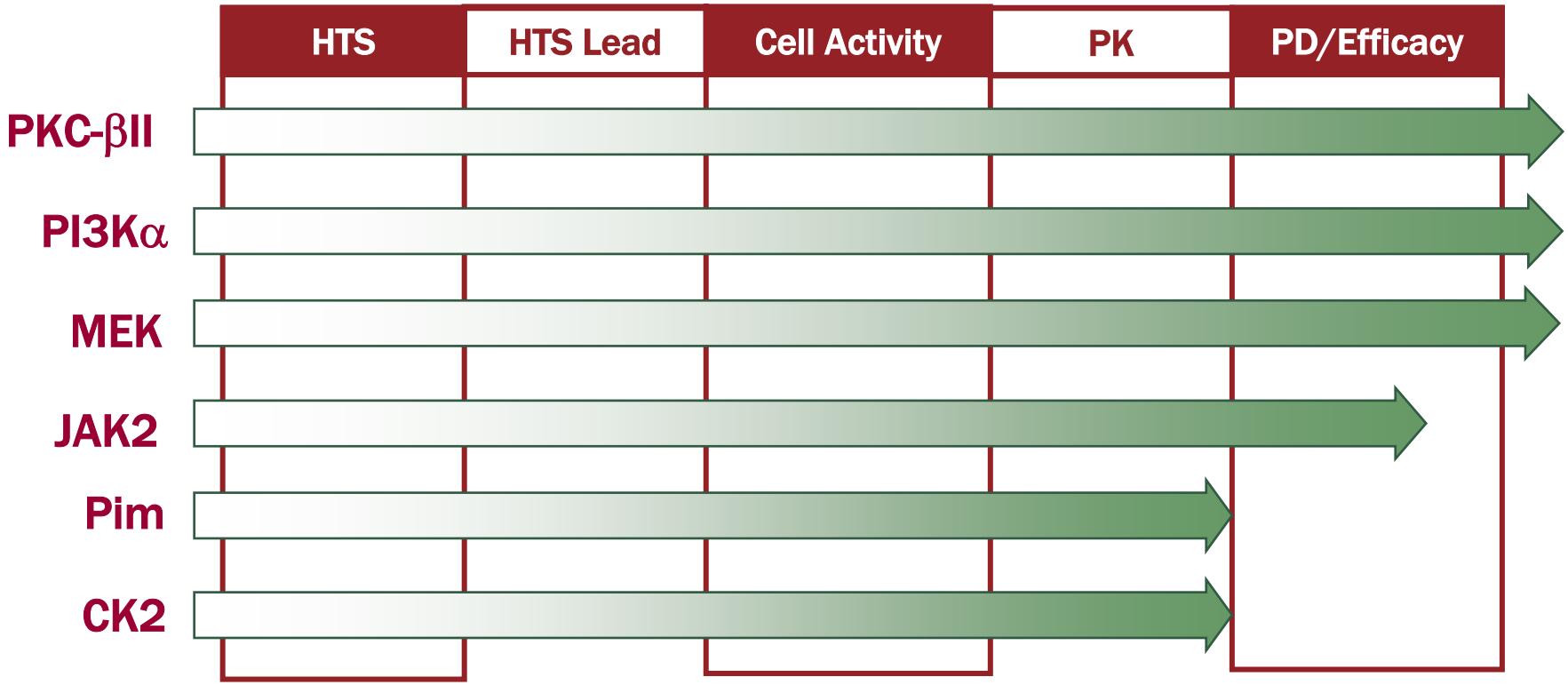
Phase I

Compound	Description
XL880	First-in-class c-Met inhibitor
XL184	Potential best-in-class VEGFR2 inhibitor
XL820	Novel SS-RTK ideally tuned for GIST, SCLC & AML
XL844	First CHK1/CHK2 inhibitor in the clinic

Preclinical

Compound	Description
XL281	RAF inhibitor
XL418	AKT/S6K
XL228	IGF1R, SRC, ABL T315I

Current Lead Op Projects – Potential 2006 DCs



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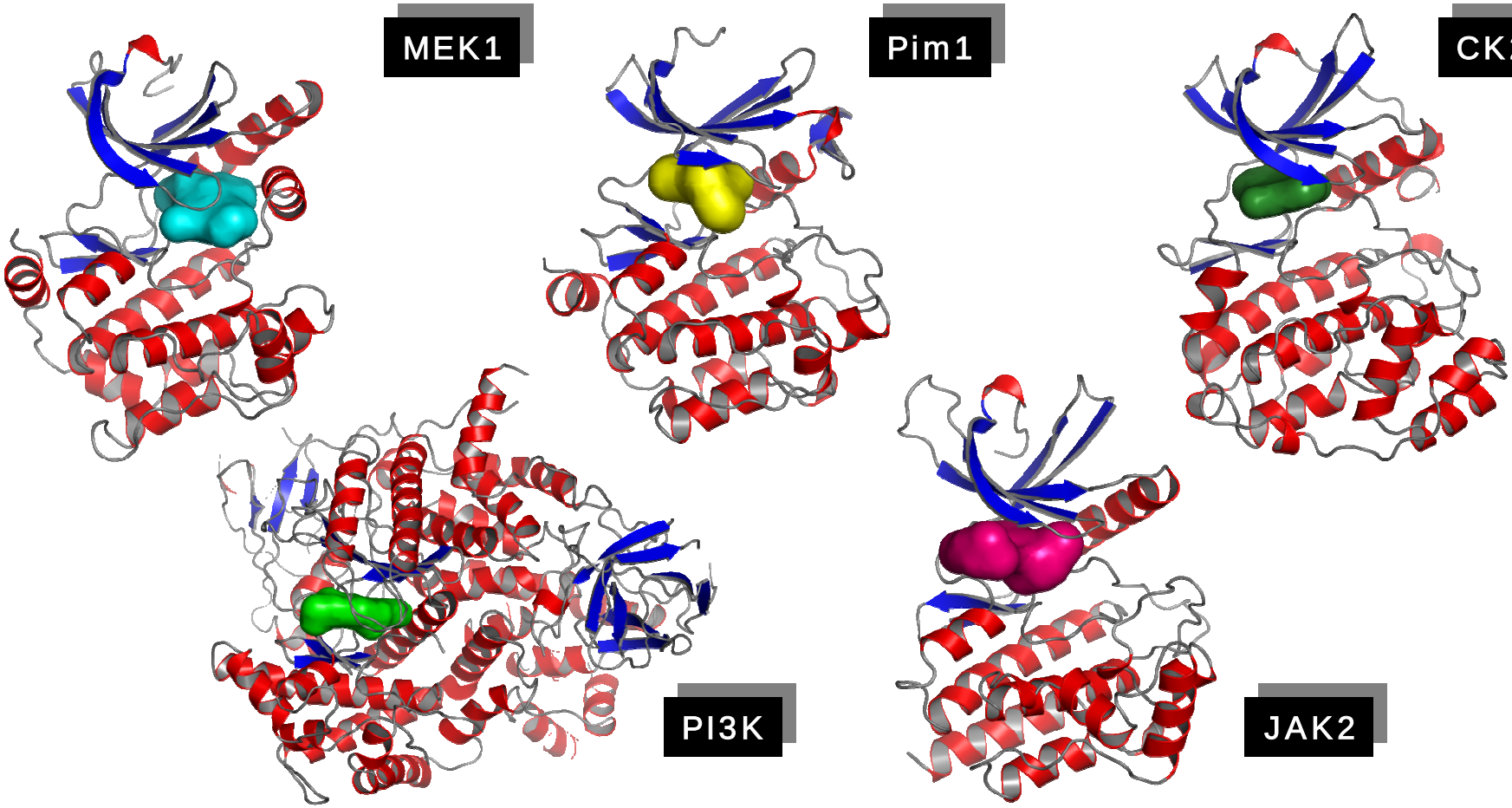


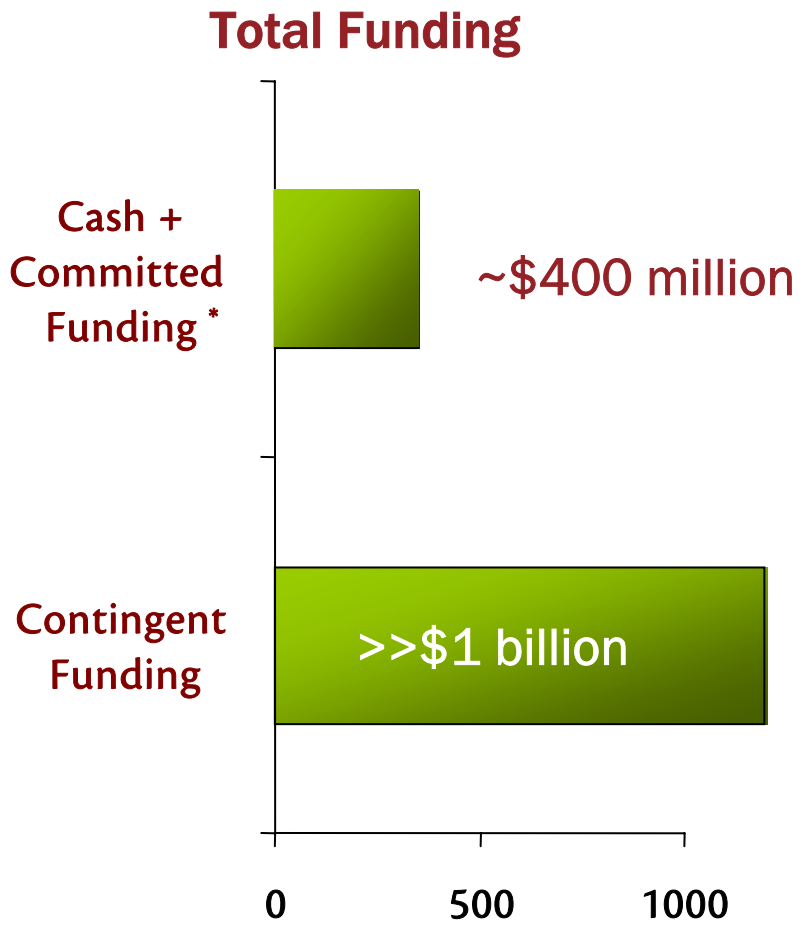
Low nM leads with structural data driving final lead optimization

Exelixis 2005 Business Accomplishments

Amend GSK Agreement	**January**
Finish integration of X-Ceptor	**February**
Amend GenOptera Agreement	**April**
$35 million GSK milestone	**May**
Genentech Notch Collaboration	**June**
Symphony Transaction	**June**
Helsinn Partnership for XL119	**June**
$50 million offering	**October**
BMS LXR Collaboration	**December**
Wyeth FXR Transaction	**December**

2005 Financial Accomplishments
Significant New Funding with Minimized Dilution

'05 Deals	New Funding (Committed)
BMS	38
Genentech	16
Genoptera	14
GSK	35
Helsinn	4
Wyeth	10
Symphony	80
Financing	50
TOTAL	~250



* Assumes second Symphony draw of $40 million; committed funding is payable over the term of existing collaborations, the longest of which (GSK) expires in 2008

Sankyo MR Collaboration

$20 million upfront payment and R&D funding and commercialization milestones and double-digit royalties

15 month collaboration with potential two year extension

Mineralocorticoid Receptor (MR) implicated in variety of cardiovascular and metabolic diseases

Exelixis conducting preclinical chemistry to optimize lead and backup compounds

Sankyo responsible for further preclinical and clinical development, regulatory, manufacturing and commercialization activities

Financials (in millions)

	2005A	2006E
Revenues	**$76.0**	**$100-110**
Non- GAAP Operating Expenses*	**$168.8**	**$210-235**
Cash Balance**	**$210.5**	**>$130**

* Excludes stock compensation expense in the range of $15 million to $20 million and other non cash charges estimated at approximately $1 million, which are included in GAAP operating expenses. A reconciliation of non-GAAP operating expenses to GAAP operating expenses is contained in the Exelixis fourth quarter and year end press release, which is posted at www.exelixis.com.

** Includes cash, cash equivalents, marketable securities, investments held by Symphony Evolution Inc. and restricted cash and investments.

2006 Goals – An *EXEL*-ENT Outlook

Phase II trials

- XL999, XL647, XL784, XL880, XL820

Phase I data

- XL999, XL647, XL880, XL820, XL184, XL844

Clinical Data Presentations

- ASCO, EORTC, ASH

IND filings

- XL228, XL418, XL281

3-4 Proprietary Development Compounds (DC)

Additional collaborations and business transactions

Our Goal: Become a Major Cancer Company

Sustain pipeline of high-quality compounds

- 3+ INDs per year from validated discovery process

Pursue unique development opportunities

- Generate early proof-of-concept in high unmet need patients
- Expand potential indications with more prevalent tumors

Strategically leverage large pipeline

- 20 compounds in lead-op, preclinical, or clinical development
- 14 compounds unpartnered

Continue strong financial performance

- > $350 million in cash and committed funding at year end 2005
- >$1 billion in contingent funding

Partner opportunistically

- Balance near term cash and long-term upside
- Increase equity ownership in compounds over time

Bring Better Therapies to Cancer Patients

EXELIXIS™