

RIVERA LUPE M  
Form 3  
February 24, 2005

**FORM 3 UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

OMB APPROVAL

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**INITIAL STATEMENT OF 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 *      |         |          | 2. Date of Event Requiring Statement |  | 3. Issuer Name and Ticker or Trading Symbol   |  |
| RIVERA LUPE M                                  |         |          | (Month/Day/Year)                     |  | EXELIXIS INC [EXEL]   |  |
| (Last)   | (First) | (Middle) | 02/15/2005                           |  | 4. Relationship of Reporting Person(s) to Issuer  |  |
| C/O EXELIXIS, INC., 170 HARBOR WAY, PO BOX 511 |         |          |                                      |  | 5. If Amendment, Date Original Filed(Month/Day/Year)  |  |
| (Street)                                       |         |          |                                      |  | (Check all applicable)  |  |
| SOUTH SAN FRANCISCO, CA 94083-0511             |         |          |                                      |  | 6. Individual or Joint/Group Filing(Check Applicable Line)  |  |
| (City)   | (State) | (Zip)    |                                      |  | <input type="checkbox"/> Director <input type="checkbox"/> 10% Owner<br><input checked="" type="checkbox"/> Officer <input type="checkbox"/> Other<br>(give title below) (specify below)<br>VP, Human Resources |  |
|  |         |          |                                      |  | <input checked="" type="checkbox"/> Form filed by One Reporting Person<br><input type="checkbox"/> Form filed by More than One Reporting Person   |  |

**Table I - Non-Derivative Securities Beneficially Owned**

| 1. Title of Security<br>(Instr. 4) | 2. Amount of Securities Beneficially Owned<br>(Instr. 4) | 3. Ownership Form:<br>Direct (D)<br>or Indirect (I)<br>(Instr. 5) | 4. Nature of Indirect Beneficial Ownership<br>(Instr. 5) |
|------------------------------------|--|---|--|
| Common Stock                       | 553.1222 <sup>(1)</sup>                                  | I   | By 401(K) plan   |

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

SEC 1473 (7-02)

**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 control number.**

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

| 1. Title of Derivative Security<br>(Instr. 4) | 2. Date Exercisable and Expiration Date<br>(Month/Day/Year) | 3. Title and Amount of Securities Underlying Derivative Security<br>(Instr. 4) | 4. Conversion or Exercise Price of Derivative Security | 5. Ownership Form of Derivative Security:<br>Direct (D)<br>or Indirect | 6. Nature of Indirect Beneficial Ownership<br>(Instr. 5) |
|---|---|--|--|--|--|
|   | Date Exercisable  | Expiration Date  | Title  | Amount or Number of  |  |

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|                             |                           |            |              | Shares |          | (I)<br>(Instr. 5) |   |
|-----------------------------|---------------------------|------------|--------------|--------|----------|-------------------|---|
| Stock Option (Right to Buy) | 02/01/2002 <sup>(2)</sup> | 01/31/2012 | Common Stock | 25,000 | \$ 12.25 | D                 | Â |
| Stock Option (Right to Buy) | 12/20/2002 <sup>(2)</sup> | 12/19/2012 | Common Stock | 3,750  | \$ 7.85  | D                 | Â |
| Stock Option (Right to Buy) | 06/01/2003 <sup>(2)</sup> | 05/31/2013 | Common Stock | 5,000  | \$ 8.15  | D                 | Â |
| Stock Option (Right to Buy) | 01/02/2004 <sup>(2)</sup> | 01/01/2014 | Common Stock | 20,000 | \$ 7.05  | D                 | Â |
| Stock Option (Right to Buy) | 08/01/2004 <sup>(2)</sup> | 07/31/2014 | Common Stock | 20,000 | \$ 7.92  | D                 | Â |
| Stock Option (Right to Buy) | 12/13/2005 <sup>(2)</sup> | 12/12/2014 | Common Stock | 45,000 | \$ 8.92  | D                 | Â |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |                             |       |
|---|---------------|-----------|-----------------------------|-------|
|   | Director      | 10% Owner | Officer                     | Other |
| RIVERA LUPE M<br>C/O EXELIXIS, INC.<br>170 HARBOR WAY, PO BOX 511<br>SOUTH SAN FRANCISCO, CA 94083-0511 | Â             | Â         | Â VP,<br>Human<br>Resources | Â     |

## Signatures

Lupe M. Rivera                      02/24/2005

\_\_Signature of  
Reporting Person

Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 5(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).
- (1) The securities represent shares in the Exelixis stock fund based on a plan statement dated as of February 22, 2005.
- (2) Twenty-Five percent (25%) of the shares subject to the option vest on the first anniversary of the date of grant and 1/48th vest monthly thereafter.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *See* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.