## Edgar Filing: VEEVA SYSTEMS INC - Form 4

| VEEVA SYS<br>Form 4   | STEMS INC           |                                    |                            |   |            |        |   |   |                           |                        |  |
|---|---------------------|------------------------------------|----------------------------|---|------------|--------|---|---|---------------------------|------------------------|--|
| March 03, 20  |                     |                                    |                            |   |            |        |   |   |                           |                        |  |
| FORM 4 UNITED STATES SECURITIES AND EXCHANGE COMMISSION OMB |                     |                                    |                            |   |            |        |   |   |                           |                        |  |
|   |                     |                                    |                            | hington, D.C. 20549   |            |        |   |   | Number:                   | 3235-0287              |  |
| if no longer STATEMENT OF CHAI                              |                     |                                    |                            | IGES IN BENEFICIAL OWNERSHIP                                  |            |        |   |   | Expires:                  | January 31,<br>2005    |  |
| subject to STATEMENT OF CHAN<br>Section 16.                 |                     |                                    |                            | SECUR   |            |        |   |   | Estimated a<br>burden hou |                        |  |
| Form 4 o<br>Form 5  |                     |                                    | Section 1                  | (a) of the  | . Carrie   | ing D  |   | A at af 1024  | response                  | •                      |  |
| obligatio   | ns Section 17(s     |                                    |                            |   |            |        | •   | e Act of 1934,<br>1935 or Section   | n                         |                        |  |
| may cont<br>See Instru                                      | inue.               |                                    |                            | vestment  | •          | · ·    |   |   |                           |                        |  |
| 1(b).   |                     |                                    |                            |   |            |        |   |   |                           |                        |  |
| (Print or Type I  | Responses)          |                                    |                            |   |            |        |   |   |                           |                        |  |
|   |                     |                                    | Name and Ticker or Trading |   |            |        | 5. Relationship of Reporting Person(s) to |   |                           |                        |  |
| Mateo Alan  |                     | Symbol<br>VEEVA SYSTEMS INC [VEEV] |                            |   |            | Issuer |   |   |                           |                        |  |
|   |                     |                                    |                            | Earliest Tr   |            | נידין  | _ <b>v</b> ]                              | (Check all applicable)  |                           |                        |  |
| (Month/D  |                     |                                    | ay/Year)                   |   |            |        | Director 10% Owner                        |   |                           |                        |  |
| C/O VEEVA SYSTEMS INC., 4280 03/01/2017<br>HACIENDA DRIVE   |                     |                                    |                            |   |            |        |   | X_ Officer (give title Other (specify<br>below) below)  |                           |                        |  |
|   |                     |                                    | 1 If Ama                   | ndmant Da   | to Origina | 1      |   |   | P Global Sales            | og(Chaolt              |  |
|   |                     |                                    |                            | ndment, Date Original<br>th/Day/Year)                         |            |        |   | <ul> <li>6. Individual or Joint/Group Filing(Check<br/>Applicable Line)</li> <li>_X_ Form filed by One Reporting Person</li> <li> Form filed by More than One Reporting<br/>Person</li> </ul> |                           |                        |  |
| PLEASANTON, CA 94588  |                     |                                    |                            |   |            |        |   |   |                           |                        |  |
| (City)  | (State)             | (Zip)                              | Tabl                       | e I - Non-D   | erivative  | Secur  | ities Acq                                 | uired, Disposed of  | , or Beneficial           | ly Owned               |  |
| 1.Title of  | 2. Transaction Date |                                    |                            | 3.  | 4. Securi  |        |   | 5. Amount of  | 6. Ownership              |                        |  |
| Security<br>(Instr. 3)                                      | (Month/Day/Year)    | Execution Date, if any             |                            | Transaction(A) or Disposed of (D)<br>Code (Instr. 3, 4 and 5) |            |        |   |   | Form: Direct (D) or       | Indirect<br>Beneficial |  |
| (Month/Day/Year)  |                     |                                    |                            |   |            |        | Owned<br>Following                        |   | Ownership<br>(Instr. 4)   |                        |  |
|   |                     |                                    |                            |   |            |        | Reported                                  |   |                           |                        |  |
|   |                     |                                    |                            | Code V  | Amount     | or     | Price                                     | Transaction(s) (Instr. 3 and 4)   |                           |                        |  |
| Class A   |                     |                                    |                            | Coue v  | Amount     | (D)    | Flice                                     |   |                           |                        |  |
| Common  | 03/01/2017(1)       |                                    |                            | М   | 8,066      | А      | \$0                                       | 15,617  | D                         |                        |  |
| Stock   |                     |                                    |                            |   |            |        |   |   |                           |                        |  |
| Class A<br>Common   | 03/01/2017          |                                    |                            | S(2)  | 8,418      | D      | \$ 44.9                                   | 7,199   | D                         |                        |  |
| Stock   | 00/01/2017          |                                    |                            | 5_  | 0,110      | D      | φ 1.1. <i>γ</i>                           | ,,1))   | D                         |                        |  |
| Class A   |                     |                                    |                            |   |            |        |   |   |                           |                        |  |
| Common<br>Stock   | 03/01/2017(1)       |                                    |                            | М   | 1,000      | А      | 0 (3)                                     | 8,199   | D                         |                        |  |
| Class A   | 03/03/2017          |                                    |                            | S(4)  | 383        | D      | \$  | 7,816   | D                         |                        |  |
| Common  | 0310312011          |                                    |                            | <u>0.//</u>   | 505        | D      | ф<br>43.85                                | 7,010   | D                         |                        |  |
|   |                     |                                    |                            |   |            |        |   |   |                           |                        |  |

### Edgar Filing: VEEVA SYSTEMS INC - Form 4

#### Stock

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

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 Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of<br>Derivative<br>Security<br>(Instr. 3) | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 4. 5. Number<br>Transaction Derivative<br>Code Securities<br>(Instr. 8) Acquired<br>(A) or<br>Disposed of<br>(D)<br>(Instr. 3, 4,<br>and 5) |         | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |                    | 7. Title and Amount of<br>Underlying Securities<br>(Instr. 3 and 4) |  | 8<br>I<br>S<br>() |
|---|---|---|---|---|---------|--|--------------------|---|--|-------------------|
|   |   |   |   | Code V  | (A) (D) | Date<br>Exercisable  | Expiration<br>Date | Title   | Amount<br>or<br>Number<br>of<br>Shares |                   |
| Stock<br>Option<br>(right to<br>buy)                | \$ 26.99  | 03/01/2017 <u>(1)</u>                   |   | М   | 8,066   | (5)  | 04/30/2025         | Class A<br>Common<br>Stock  | 8,066                                  |                   |
| Restricted<br>Stock<br>Units                        | <u>(3)</u>  | 03/01/2017 <u>(1)</u>                   |   | М   | 1,000   | (6)  | (6)                | Class A<br>Common<br>Stock  | 1,000                                  |                   |

## **Reporting Owners**

| Reporting Owner Name / Address  | Relationships |           |                        |       |  |  |  |
|---|---------------|-----------|------------------------|-------|--|--|--|
|   | Director      | 10% Owner | Officer                | Other |  |  |  |
| Mateo Alan<br>C/O VEEVA SYSTEMS INC.<br>4280 HACIENDA DRIVE<br>PLEASANTON, CA 94588 |               |           | EVP<br>Global<br>Sales |       |  |  |  |
| Signatures  |               |           |                        |       |  |  |  |
| /s/ Brian N. Savage, attorney in fact   | 03            | 6/03/2017 |                        |       |  |  |  |

\*\*Signature of Reporting Person

Date

# **Explanation of Responses:**

- \* 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).
- (1) Transaction exempt from Section 16(b) of the Securities Exchange Act of 1934 (the "Act") pursuant to Rule 16b-6(b) promulgated under the Act.
- (2) The sales reported on this Form 4 were effected pursuant to Rule 10b5-1 trading plans adopted by the Reporting Person.
- (3) Each Restricted Stock Unit ("RSU") represents a contingent right to receive one share of Class A Common Stock of the Issuer.
- (4) The sales reported on this Form 4 were effected pursuant to Rule 10b5-1 trading plans adopted by the Reporting Person and were made to cover taxes associated with RSU vesting on March 1, 2017.
- (5) The option shares are fully vested and may be exercised at any time.
- (6) The Reporting Person was granted 16,000 RSUs under the Issuer's 2013 Equity Incentive Plan, with 1/16 of the RSUs vesting on June 1, 2016, and 1/16 of the RSUs vesting on a quarterly basis thereafter, subject to continued service to the Issuer by the Reporting Person.

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.