

Dermetzis Petros  
Form 4  
December 19, 2018

**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 \*  
Dermetzis Petros

(Last) (First) (Middle)  
C/O WORKDAY, INC., 6110  
STONERIDGE MALL ROAD  
(Street)

PLEASANTON, CA 94588

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
Workday, Inc. [WDAY]

3. Date of Earliest Transaction  
(Month/Day/Year)  
12/17/2018

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

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

Director  10% Owner  
 Officer (give title below)  Other (specify below)  
Chief Products Officer

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

**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           |
| Class A Common Stock            | 12/17/2018                           |  | S(1)                           |   | 1,139   | D  |   | \$ 155.6691 (2) |
| Class A Common Stock            | 12/17/2018                           |  | S(1)                           |   | 1,055   | D  |   | \$ 156.6377 (4) |
| Class A Common Stock            | 12/17/2018                           |  | S(1)                           |   | 616   | D  |   | \$ 157.6386 (5) |
| Class A Common                  | 12/17/2018                           |  | S(1)                           |   | 174   | D  |   | \$ 158.46 (6)   |

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|                            |            |  |                  |     |   |                        |             |   |                         |
|----------------------------|------------|--|------------------|-----|---|------------------------|-------------|---|-------------------------|
| Stock                      |            |  |                  |     |   |                        |             |   |                         |
| Class A<br>Common<br>Stock | 12/17/2018 |  | S <sup>(7)</sup> | 843 | D | \$<br>154.2976<br>(8)  | 174,459 (3) | D |                         |
| Class A<br>Common<br>Stock | 12/17/2018 |  | S <sup>(7)</sup> | 900 | D | \$<br>155.3522<br>(9)  | 173,559 (3) | D |                         |
| Class A<br>Common<br>Stock | 12/17/2018 |  | S <sup>(7)</sup> | 300 | D | \$ 156.52<br>(10)      | 173,259 (3) | D |                         |
| Class A<br>Common<br>Stock | 12/17/2018 |  | S <sup>(7)</sup> | 500 | D | \$ 157.84<br>(11)      | 172,759 (3) | D |                         |
| Class A<br>Common<br>Stock | 12/17/2018 |  | S <sup>(7)</sup> | 700 | D | \$<br>159.1071<br>(12) | 172,059 (3) | D |                         |
| Class A<br>Common<br>Stock | 12/17/2018 |  | S <sup>(7)</sup> | 500 | D | \$ 160.22<br>(13)      | 171,559 (3) | D |                         |
| Class A<br>Common<br>Stock |            |  |                  |     |   |                        | 43,896      | I | Revocable<br>Trust (14) |

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)

| 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 Underlying Securities (Instr. 3 and 4) | 8. Price of Derivative Security (Instr. 3) |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|--|
|  | (15) (16)  |                                      |  | Code V                         | (A) (D)   | Date Exercisable (15)(16) 02/18/2021                     | Title   | Amount or Number of Shares                 |
|  |  |                                      |  |                                |   |  |   | 25,000                                     |



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- (6) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$158.3600 to \$159.3599, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (7) The sales reported in this Form 4 were effected pursuant to a Rule 10b5-1 trading plan previously adopted by the Reporting Person.
- (8) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$153.9400 to \$154.9399, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (9) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$155.0000 to \$155.9999, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (10) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$156.4400 to \$157.4399, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (11) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$157.6000 to \$158.5999, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (12) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$158.6100 to \$159.6099, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (13) The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices within the range of \$159.8800 to \$160.8799, inclusive. The Reporting Person undertakes to provide to Workday, Inc., any security holder of Workday, Inc., or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range(s) set forth in this footnote of this Form 4.
- (14) The shares are held in a joint revocable trust dated October 15, 1999. The trust is in the name of the Reporting Person and his spouse, who are both sole trustees and beneficiaries of the trust.
- (15) All shares of Class A and Class B Common Stock will convert automatically into shares of a single class of Common Stock upon the earliest to occur of the following: (a) upon the election by the holders of a majority of the then outstanding shares of Class B Common Stock, (b) the date when the number of outstanding shares of Class B Common Stock represents less than 9% of all outstanding shares of Class A and Class B Common Stock, (c) October 11, 2032 or (d) nine (9) months after the death of the later to die of David A. Duffield and Aneel Bhusri. The shares of Class A and Class B Common Stock have no expiration date.
- (16) This stock option grant became fully vested on July 1, 2016.
- (17) This stock option grant became fully vested on March 3, 2018.

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.