FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

| OMB APPROVAL | | | | | | | | |
|--------------------------|--|--|--|--|--|--|--|--|
| OMB Number: 3235-02 | | | | | | | | |
| Estimated average burden | | | | | | | | |
| hours per response: | | | | | | | | |

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

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

| Name and Address of Reporting Person* Ford Todd R | | | | | <u>C</u> | 2. Issuer Name and Ticker or Trading Symbol Coupa Software Inc [COUP] | | | | | | | | | Relationship of Reporting Person(s) to Issuer (Check all applicable) Director 10% Owner | | | | | | | |
|---|--|--|---------------|---|----------|--|---|---|-------------------------|---|-------|--|---|--------------------------------------|---|---|--|--|---|--|--|--|
| (Last) (First) (Middle) C/O COUPA SOFTWARE INC. | | | | | | 3. Date of Earliest Transaction (Month/Day/Year) 11/19/2018 | | | | | | | | | | Officer (give title below) below) Chief Financial Officer | | | specify | | | |
| 1855 S. GRANT STREET | | | | | | 4. If Amendment, Date of Original Filed (Month/Day/Year) | | | | | | | | | | 6. Individual or Joint/Group Filing (Check Applicable Line) | | | | | | |
| (Street) SAN MATEO CA 94402 | | | | | | | | | | | | | | | | Form filed by One Reporting Person Form filed by More than One Reporting Person | | | | | | |
| (City) | (St | ate) (| Zip) | | | | | | | | | | | | | | | | | | | |
| | Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned | | | | | | | | | | | | | | | | | | | | | |
| 1. Title of Security (Instr. 3) | | | | 2. Transaction Date (Month/Day/Yea | | Exec ar) if an | | A. Deemed execution Date, f any Month/Day/Year) | | 3. Transaction Code (Instr. 8) | | 4. Securities Acquired Disposed Of (D) (Insti | | | | 5. Amount of Securities Beneficially Owned | 6. Ownership Form: Direct (D) or Indirect (I) | ect | 7. Nature of Indirect Beneficial Ownership | | | |
| | | | | | | | | | | Code | v | Amount | (A) or (D) | Price | | Following Reported Transaction(s) (Instr. 3 and 4) | | (Instr. 4) | | (Instr. 4) | | |
| Common | Stock | | _ | 11/19/201 | 8 | | | | | M | | 12,500 | A | \$5.5 | 2 | 20 | 5,189 | D | | | | |
| Common Stock | | | _ | 11/19/201 | 8 | | | | S ⁽¹⁾ | | 3,070 | D | \$54.68 | 816(2) 2 | | 3,119 | D | | | | | |
| Common Stock | | | | 11/19/201 | 8 | | | | | S ⁽¹⁾ | | 5,308 | D | \$55.50 | 044 ⁽³⁾ 17 | | 7,811 | D | | | | |
| Common Stock | | | _ | 11/19/201 | 8 | | | | | S ⁽¹⁾ | | 2,322 | D | \$56.15 | 545 ⁽⁴⁾ 1 | | 5,489 | D | | | | |
| Common Stock | | | | 11/19/201 | | | | | | S ⁽¹⁾ | | 400 | D | \$57.7 | | | 5,089 | D | _ | | | |
| Common Stock | | | 11/19/201 | _ | | | | _ | S ⁽¹⁾ | | 600 | D | | | | 4,489 | D | _ | | | | |
| Common Stock | | | 11/19/201 | - | | | | | S ⁽¹⁾ | | 300 | D | | \$60.95(7) | | 14,189 | | | | | | |
| | | | 11/19/201 | _ | | | | | S ⁽¹⁾ | | 300 | D | \$62.15 | | | 13,889 | | _ | | | | |
| | | | | 11/19/201 | | | | | | | | | | · . | 3.35 ⁽⁹⁾ 13,689 | | | D | | | | |
| | | Ta | able | e II - Deriva (e.g., p | | | | | | | | posed of, , converti | | | | wned | | | | | | |
| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | Exec if an | BA. Deemed Execution Date, f any Month/Day/Year) | | saction c e (Instr. 5 4 (E | | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | | Expiration I (Month/Day | | Date | 7. Title and Amount of Securities Underlying Derivative Security (Instr. and 4) | | of Der Sec (Ins | Price ivative curity str. 5) | 9. Number derivative Securities Beneficially Owned Following Reported Transaction (Instr. 4) | Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | : t (D) direct | 11. Nature of Indirect Beneficial Ownership (Instr. 4) | | |
| | | | | | Code | e | v | (A) | (D) | Date Exerci | sable | Expiration Date | Title | Amoun or Numbe of Shares | r | | | | | | | |
| Non- Qualified Stock Option | \$5.52 | 11/19/2018 | | | | M | | | 12,500 | 0 (10) | | 06/11/2025 | Commor Stock | 12,500 | | \$0 | 112,399 | |) | | | |

Explanation of Responses:

- 1. The sales reported on this Form 4 were effected pursuant to a Rule 10b5-1 trading plan adopted by the Reporting Person on January 12, 2018
- 2. This transaction was executed in multiple trades at prices ranging from \$53.97 to \$54.95. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 3. This transaction was executed in multiple trades at prices ranging from \$54.97 to \$55.94. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 4. This transaction was executed in multiple trades at prices ranging from \$55.97 to \$56.91. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 5. This transaction was executed in multiple trades at prices ranging from \$57.62 to \$58.12. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.

- 6. This transaction was executed in multiple trades at prices ranging from \$58.83 to \$59.36. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 7. This transaction was executed in multiple trades at prices ranging from \$60.71 to \$61.43. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 8. This transaction was executed in multiple trades at prices ranging from \$61.72 to \$62.56. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 9. This transaction was executed in multiple trades at prices ranging from \$63.13 to \$63.57. The price reported above reflects the weighted average sale price. The reporting person hereby undertakes to provide upon request to the SEC staff, the issuer or a security holder of the issuer full information regarding the number of shares and prices at which the transaction was effected.
- 10. 25% of the stock option became exercisable on May 4, 2016, with the remainder exercisable in 36 equal monthly installments thereafter provided the reporting person remains in continuous service on each vesting date.

Remarks:

/s/ Jon Stueve, Authorized Signatory For: Todd Ford

11/21/2018

** 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.