

Hawkins Mark J  
Form 4  
March 26, 2019

**FORM 4**

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

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 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

## OMB APPROVAL

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Number: 3235-0287  
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(Print or Type Responses)

1. Name and Address of Reporting Person \*  
Hawkins Mark J

(Last) (First) (Middle)

415 MISSION STREET, 3RD  
FLOOR

(Street)

SAN FRANCISCO, CA 94105

(City) (State) (Zip)

2. Issuer Name **and** Ticker or Trading  
Symbol

SALESFORCE COM INC [CRM]

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

03/22/2019

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

5. Relationship of Reporting Person(s) to  
Issuer

(Check all applicable)

\_\_\_\_ Director \_\_\_\_ 10% Owner  
\_\_\_\_X\_\_\_\_ Officer (give title below) \_\_\_\_ Other (specify below)

President and CFO

6. Individual or Joint/Group Filing(Check  
Applicable Line)  
\_\_\_\_X\_\_\_\_ 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<br>Security<br>(Instr. 3) | 2. Transaction Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 3. Transaction<br>Code<br>(Instr. 8) | 4. Securities Acquired (A)<br>or Disposed of (D)<br>(Instr. 3, 4 and 5) | 5. Amount of<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 3 and 4) | 6. Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I)<br>(Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|---------------------------------------|-----------------------------------------|-------------------------------------------------------------|--------------------------------------|-------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------|
|                                       |                                         |                                                             | Code                                 | V                                                                       | Amount                                                                                                             | (A)<br>or<br>(D)                                                        | Price                                                             |
| Common<br>Stock                       | 03/22/2019                              |                                                             | M                                    |                                                                         | 4,236                                                                                                              | A                                                                       | \$ 0                                                              |
|                                       |                                         |                                                             |                                      |                                                                         |                                                                                                                    |                                                                         | 24,584                                                            |
| Common<br>Stock                       | 03/25/2019                              |                                                             | S                                    |                                                                         | 2,136                                                                                                              | D                                                                       | \$<br>159.5953                                                    |
|                                       |                                         |                                                             |                                      |                                                                         |                                                                                                                    |                                                                         | 22,448                                                            |

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

**Persons who respond to the collection of  
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SEC 1474  
(9-02)

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**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) |     |                           |                           |
|--------------------------------------------|--------------------------------------------------------|--------------------------------------|----------------------------------------------------|--------------------------------|-----------------------------------------------------------------------------------------|----------------------------------------------------------|-----|---------------------------|---------------------------|
|                                            |                                                        |                                      |                                                    | Code                           | V                                                                                       | (A)                                                      | (D) | Date Exercisable          | Expiration Date           |
| Performance-Based Restricted Stock Units   | \$ 0 <u>(1)</u>                                        | 03/22/2019                           |                                                    | A                              |                                                                                         | 15,499                                                   |     | 04/15/2022 <sup>(2)</sup> | 04/15/2022 <sup>(2)</sup> |
| Non-qualified Stock Option (Right to Buy)  | \$ 161.5                                               | 03/22/2019                           |                                                    | A                              |                                                                                         | 122,420                                                  |     | 03/22/2020 <sup>(3)</sup> | 03/22/2026                |
| Restricted Stock Units                     | \$ 0 <u>(4)</u>                                        | 03/22/2019                           |                                                    | A                              |                                                                                         | 15,480                                                   |     | 03/22/2020 <sup>(5)</sup> | 03/22/2023                |
| Restricted Stock Units                     | \$ 0 <u>(4)</u>                                        | 03/22/2019                           |                                                    | M                              |                                                                                         | 4,236                                                    |     | 03/22/2019 <sup>(6)</sup> | 03/22/2022                |

## Reporting Owners

| Reporting Owner Name / Address                                               | Relationships |           |                   |       |
|------------------------------------------------------------------------------|---------------|-----------|-------------------|-------|
|                                                                              | Director      | 10% Owner | Officer           | Other |
| Hawkins Mark J<br>415 MISSION STREET<br>3RD FLOOR<br>SAN FRANCISCO, CA 94105 |               |           | President and CFO |       |

## Signatures

/s/ Scott Siamas, attorney-in-fact for Mark  
Hawkins

\*\*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) Each performance-based restricted stock unit, or PRSU, represents a contingent right to receive one share of Issuer common stock.

(2) The PRSUs will vest depending on Issuer's total shareholder return ("TSR") over the three-year period from the grant date (the "Performance Period"), relative to companies in the NASDAQ-100 Index as of the grant date (the "Index Group"). If Issuer's TSR over the Performance Period is at the 60th percentile when ranked against the Index Group TSRs, 100% of the target number of shares will vest. For every percentile by which Issuer's TSR ranking within the Index Group exceeds the 60th percentile, shares vesting will increase by 3 and 1/3%, up to a maximum payout of 200% of target if Issuer's TSR ranking is at the 99th percentile. For every percentile by which Issuer's TSR ranking within the Index Group is below the 60th percentile, shares vesting will decrease by 2 and 22/39%, with no payout if Issuer's TSR ranking is below the 30th percentile. If Issuer's absolute TSR over the Performance Period is negative, the number of shares vesting will not exceed 100% of target.

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- (3) Option vests over four years at the rate of 25% on March 22, 2020, the first anniversary of the holder's date of grant, with the balance vesting in equal monthly installments over the remaining 36 months.
- (4) Restricted Stock Units convert to shares of common stock on a one-for-one basis.
- (5) These restricted stock units vest as to 25% of the original grant on March 22, 2020 and vest as to 1/16 of the original grant quarterly thereafter.
- (6) These restricted stock units vested as to 25% of the original grant on March 22, 2019 and vest as to 1/16 of the original grant quarterly thereafter.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

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