

Zendesk, Inc.
Form 10-K/A
March 03, 2016

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-K/A

Amendment No. 1

(Mark One)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the fiscal year ended December 31, 2015

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT
OF 1934
FOR THE TRANSITION PERIOD FROM TO

Commission File Number 001-36456

ZENDESK, INC.

(Exact name of Registrant as specified in its Charter)

| | |
|---|---|
| Delaware (State or other jurisdiction of incorporation or organization) | 26-4411091 (I.R.S. Employer Identification No.) |
| 1019 Market Street | 94103 |

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San Francisco, CA

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (415) 418-7506

Securities registered pursuant to Section 12(b) of the Act: Common Stock, Par Value \$0.01 Per Share; Common stock traded on the New York Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: None

Indicate by check mark if the Registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. YES NO

Indicate by check mark if the Registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act. YES NO

Indicate by check mark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. YES NO

Indicate by check mark whether the Registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the Registrant was required to submit and post such files). YES NO

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (§229.405) is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definition of "large accelerated filer", "accelerated filer", and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer (Do not check if a small reporting company) Smaller reporting company

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). YES NO

The aggregate market value of common stock held by non-affiliates of the registrant, computed by reference to the closing price at which the common stock was sold on June 30, 2015, the last business day of the registrant's most recently completed second fiscal quarter, as reported on the New York Stock Exchange, was approximately \$1,203 million. Shares of common stock held by each executive officer, director and holder of 5% or more of the outstanding common stock have been excluded in that such persons may be deemed to be affiliates. This determination of affiliate status does not reflect a determination that such persons are affiliates of the registrant for any other purpose.

The number of shares of Registrant's Common Stock outstanding as of January 31, 2016 was 90,507,351.

DOCUMENTS INCORPORATED BY REFERENCE

Portions of the registrant's definitive Proxy Statement for its 2015 Annual Meeting of Stockholders are incorporated by reference in Part III of this Annual Report on Form 10-K. Such Proxy Statement will be filed with the U.S. Securities and Exchange Commission within 120 days after the end of the fiscal year ended December 31, 2015. Except with respect to information specifically incorporated by reference in this Form 10-K, the Proxy Statement is not deemed to be filed as part of this Form 10-K.

EXPLANATORY NOTE

This Amendment No. 1 on Form 10-K/A (“Amendment No. 1”) is being filed to amend our Annual Report on Form 10-K for the fiscal year ended December 31, 2015 (“Original Filing”), filed with the U.S. Securities and Exchange Commission on February 26, 2016. The sole purpose of this Amendment No. 1 is to correct the previously filed consent of Ernst & Young LLP (filed as Exhibit 23.1), which inadvertently did not reference all registration statements into which Ernst & Young LLP consented its report dated February 26, 2016 to be incorporated by reference. There are no other changes to the Form 10-K or the consent.

Except as described above, no changes have been made to the Original Filing and this Amendment No. 1 does not modify, amend or update in any way any of the financial or other information contained in the Original Filing. This Amendment No. 1 does not reflect events that may have occurred subsequent to the date of the Original Filing.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

Zendesk, Inc.

Date: March 3, 2016 By: /s/ Alan Black

Alan Black
Senior Vice President and Chief Financial Officer (Principal Financial and Accounting Officer)

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated:

| Signature | Title | Date |
|----------------------------------|--|---------------|
| /s/ Mikkel Svane Mikkel Svane | Chief Executive Officer and Chair of the Board of Directors (Principal Executive Officer) | March 3, 2016 |
| /s/ Alan Black Alan Black | Senior Vice President and Chief Financial Officer (Principal Financial and Accounting Officer) | March 3, 2016 |
| * Carl Bass | Director | March 3, 2016 |
| * Peter Fenton | Director | March 3, 2016 |
| * Caryn Marooney | Director | March 3, 2016 |
| * Elizabeth Nelson | Director | March 3, 2016 |
| * Dana Stalder | Director | March 3, 2016 |
| * | Director | |

Michelle Wilson

March
3, 2016

*By: /s/ Alan Black
Alan Black
Attorney-in-Fact

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Exhibit Index

| Exhibit Number | Exhibit Description | Incorporated by Reference | | | Filing Date |
|----------------|---|---------------------------|------------|---------|------------------|
| | | Form | File No. | Exhibit | |
| 2.1 | Share Purchase and Sale Agreement by and among the Registrant, the sellers listed therein, the option holders listed therein, Zopim Technologies Pte Ltd., and the representative of the sellers and option holders listed therein, dated as of March 14, 2014. | S-1 | 333-195176 | 2.1 | April 10, 2014 |
| 2.2 | Stock Purchase Agreement by and among Zendesk, Inc., We Are Cloud SAS, the Sellers set forth therein, and Rachel Delacour and Alven Capital Partners, represented by Mr. Jeremy Uzan, as the Sellers' Representatives, dated October 13, 2015. | 8-K | 001-36456 | 2.1 | October 13, 2015 |
| 2.3 | Stock Purchase Agreement by and among Zendesk, Inc., We Are Cloud SAS, and the Sellers set forth therein, dated October 13, 2015. | 8-K | 001-36456 | 2.2 | October 13, 2015 |
| 3.1 | Amended and Restated Certificate of Incorporation of the Registrant. | 10-Q | 001-36456 | 3.1 | August 7, 2014 |
| 3.2 | Amended and Restated By-laws of the Registrant. | 10-Q | 001-36456 | 3.2 | April 10, 2014 |
| 4.1 | Form of Common Stock Certificate of the Registrant. | S-1 | 333-195176 | 4.1 | May 5, 2014 |
| 10.1# | 2009 Stock Option and Grant Plan, as amended, and related form agreements. | S-1 | 333-195176 | 10.2 | April 10, 2014 |
| 10.2#* | 2014 Stock Option and Incentive Plan, and related form agreements. | | | | |
| 10.3# | 2014 Employee Stock Purchase Plan, as amended. | 10-Q | 001-36456 | 10.2 | November 6, 2014 |
| 10.4# | Offer Letter between the Registrant and Alan Black, dated as of October 28, 2011. | S-1 | 333-195176 | 10.5 | April 10, 2014 |
| 10.5# | Offer Letter between the Registrant and Marcus Bragg, dated as of July 25, 2013. | S-1 | 333-195176 | 10.6 | April 10, 2014 |
| 10.6# | Offer Letter between the Registrant and Adrian McDermott, dated as of June 16, 2010. | S-1 | 333-195176 | 10.7 | April 10, 2014 |
| 10.7# | Offer Letter between the Registrant and Anne Raimondi, dated as of July 1, 2013. | S-1 | 333-202621 | 10.8 | March 9, 2015 |

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|---------|---|-----|------------|-------|----------------|
| 10.8# | Offer Letter and Employment Agreement between the Registrant and Matt Price, dated as of May 9, 2011 and July 15, 2011, respectively. | S-1 | 333-202621 | 10.9 | March 9, 2015 |
| 10.9#* | Offer Letter between the Registrant and John Geschke, dated as of May 30, 2012. | | | | |
| 10.10#* | Offer Letter between the Registrant and Amanda Kleha, dated as of September 21, 2009. | | | | |
| 10.11 | Office Lease between the Registrant and 989 Market Street, LLC, dated as of April 29, 2011. | S-1 | 333-195176 | 10.8 | April 10, 2014 |
| 10.12 | First Amendment to Lease between the Registrant and 989 Market Street, LLC, dated as of June 28, 2011. | S-1 | 333-195176 | 10.9 | April 10, 2014 |
| 10.13 | Second Amendment to Lease between the Registrant and 989 Market Street, LLC, dated as of August 11, 2011. | S-1 | 333-195176 | 10.10 | April 10, 2014 |

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| Exhibit Number | Exhibit Description | Incorporated by Reference | | | |
|----------------|--|---------------------------|------------|---------|-------------------|
| | | Form | File No. | Exhibit | Filing Date |
| 10.14 | Third Amendment to Lease between the Registrant and HMC Mid-Market Ventures LLC, dated as of September 11, 2013. | S-1 | 333-195176 | 10.11 | April 10, 2014 |
| 10.15 | Lease Agreement between the Registrant and 1019 Market St. Property, LLC, dated as of September 6, 2013, as amended. | 10-Q | 001-36456 | 10.1 | November 6, 2014 |
| 10.16# | Non-Employee Director Compensation Policy. | S-1 | 333-195176 | 10.18 | April 23, 2014 |
| 10.17# | Amended and Restated Executive Incentive Bonus Plan. | 8-K | 001-36456 | 10.1 | February 11, 2015 |
| 10.18# | Zendesk, Inc. Change in Control Acceleration Plan. | 8-K | 001-36456 | 10.1 | May 15, 2015 |
| 10.19# | Forms of Indemnification Agreement. | S-1 | 333-195176 | 10.1 | April 10, 2014 |
| 10.20 | Sublease between the Registrant and Zoosk, Inc., dated as of August 1, 2012. | S-1 | 333-195176 | 10.12 | April 10, 2014 |
| 10.21 | Loan and Security Agreement by and between the Registrant and Silicon Valley Bank, dated as of June 12, 2012. | S-1 | 333-195176 | 10.14 | April 10, 2014 |
| 10.22 | First Amendment and Waiver to Loan and Security Agreement by and between the Registrant and Silicon Valley Bank, dated as of June 14, 2013. | S-1 | 333-195176 | 10.15 | April 10, 2014 |
| 10.23 | Second Amendment to Loan and Security Agreement by and between the Registrant and Silicon Valley Bank, dated as of December 30, 2013. | S-1 | 333-195176 | 10.16 | April 10, 2014 |
| 10.24 | Third Amendment to Loan Security Agreement by and between the Registrant and Silicon Valley Bank, dated as of February 7, 2014. | S-1 | 333-195176 | 10.17 | April 10, 2014 |
| 21.1* | List of Subsidiaries of the Registrant. | | | | |
| 23.1 | Consent of Ernst & Young LLP, Independent Registered Public Accounting Firm. | | | | |
| 31.1 | Certification of Chief Executive Officer pursuant to Exchange Act Rules 13a-14(a) and 15d-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. | | | | |
| 31.2 | | | | | |

Certification of Chief Financial Officer pursuant to Exchange Act Rules 13a-14(a) and 15d-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

32.1† Certifications of Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

101.INS* XBRL Instance Document.

101.SCH* XBRL Taxonomy Extension Schema Document.

101.CAL* XBRL Taxonomy Extension Calculation Linkbase Document.

101.DEF* XBRL Taxonomy Extension Definition Linkbase Document.

101.LAB* XBRL Taxonomy Extension Label Linkbase Document.

101.PRE* XBRL Taxonomy Extension Presentation Linkbase Document.

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#Indicates management contract or compensatory plan, contract, or agreement.

*Previously filed with our Annual Report on Form 10-K filed on February 26, 2016.

Previously furnished with our Annual Report on Form 10-K filed with the Commission on February 26, 2016. The certifications attached as Exhibit 32.1 that accompany our Annual Report on Form 10-K, are not deemed filed with the Securities and Exchange Commission and are not to be incorporated by reference into any filing of Zendesk, Inc. under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, whether made before or after the date of our Annual Report on Form 10-K, irrespective of any general incorporation language contained in such filing.