FORM 4

## **UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

| Washington, D. | C. 20549 |
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## STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

OMB APPROVAL 3235-0287 Estimated average burden hours per response: 0.5

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

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

| 1. Name and Address of Reporting Person*  GRETSCH GREGORY C. |   |                                    |  | 2. Issuer Name <b>and</b> Ticker or Trading Symbol Upwork Inc. [ UPWK ] |   |   |   |               |  |                |                |  | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable)  X Director 10% Owner  |  |  |  |  |  |
|--|---|------------------------------------|--|---|---|---|---|---------------|--|----------------|----------------|--|--|--|--|--|--|--|
| (Last)   | (Fii  | •                                  | (N   | Middle)   | 3. Date of Earliest Transaction (Month/Day/Year) 08/07/2020         |   |   |               |  |                |                |  |  | Officer (give title Other (spec<br>below) below)                     |  |  |  | specify  |
| 2625 AUGUSTINE DRIVE, SUITE 601                              |   |                                    |  |   |   |   |   |               |  |                |                | $\perp$  |  |  |  |  |  |  |
| (Street) SANTA CLARA CA 95054                                |   |                                    |  | 4. If Amendment, Date of Original Filed (Month/Day/Year)                |   |   |   |               |  |                |                |  | Individual or Joint/Group Filing (Check Applicable Line)     X Form filed by One Reporting Person     Form filed by More than One Reporting Person |  |  |  |  |  |
| (City)   | (St   |                                    |  |   |   |   |   |               |  |                |                |  |  |  |  |  |  |  |
|  |   |                                    | Table                                      | I - Non-Deriva  | tive Secu   | rities                                  | s Acq   | uire          | d, Dis <sub>l</sub>                              | pose           | d of,          | or B   | Benefici   | ally Own   | ed   |  |  |  |
| 1. Title of Security (Instr. 3)                              |   |                                    | 2. Transaction<br>Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year)             |   | 3.<br>Transaction<br>Code (Instr.<br>8) |   |               |  |                | or<br>1 and 5) | 5. Amount<br>Securities<br>Beneficial<br>Owned<br>Following<br>Reported                            |  | 6. Ownership<br>Form: Direct<br>(D) or<br>Indirect (I)<br>(Instr. 4) | irect Indir<br>Bene<br>(I) Own   | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4)  |  |  |
|  |   |                                    |  |   |   |   | Code  | v             | Amour  | nt             | (A) or<br>(D)  | Pric   | e  | Transactio<br>(Instr. 3 an   | n(s)<br>id 4)  |  |  |  |
| Common   | Stock   |                                    |  | 08/07/2020  |   |   | P   |               | 100,   | 000            | A              | \$14   | 4.7613(1)  | 737,37   | <sup>72<sup>(2)</sup></sup>  | D  | _  |  |
| Common   | Stock   |                                    |  | 08/07/2020  |   |   | P   |               | 100,   | 000            | A              | \$14   | 4.7613 <sup>(1)</sup>  | 616,79   | )5 <sup>(3)</sup>  | I  | C. C   | Gregory<br>Gretsch<br>st, UAD<br>B/00 <sup>(4)</sup>               |
| Common   | Stock   |                                    |  | 08/07/2020  |   |   | P   |               | 25,9   | )44            | A              | \$1  | 4.897(5)   | 25,94  | 14   | I  |  | Trusts<br>Children   |
| Common   | Stock   |                                    |  | 08/10/2020  |   |   | P   |               | 221,   | 900            | A              | \$14   | 4.9504 <sup>(6)</sup>  | 959,2  | 72   | D  |  |  |
| Common   | Stock   |                                    |  | 08/11/2020  |   |   | P   |               | 100,   | 000            | A              | \$14   | 4.0299 <sup>(7)</sup>  | 716,7  | 95   | I  | C. C   | Gregory<br>Gretsch<br>st, UAD<br>B/00 <sup>(4)</sup>               |
| Common Stock   |   |                                    |  |   |   |   |   |               |  |                |                | 266,6  | 67   | I  | Cre<br>Inve  | Martis<br>ek<br>estments,<br>- Fund                                |  |  |
| Common Stock   |   |                                    |  |   |   |   |   |               |  |                |                | 95,000   |  | I  | Cre<br>Inve  | By Martis<br>Creek<br>Investments,<br>L.P Fund<br>4 <sup>(8)</sup> |  |  |
| Common Stock   |   |                                    |  |   |   |   |   |               |  |                |                |  | 769,925  |  | I  | Cre<br>Inve  | Martis<br>ek<br>estments,<br>- Fund                                      |  |
|  |   |                                    | Tab  | ole II - Derivati<br>(e.g., pu  | ve Securi<br>Its, calls, v  |   |   |               |  |                |                |  |  |  | d  |  |  |  |
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)          | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | (Month/Day/Year)<br>e of<br>vative |  | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year)             | 4. 5. N Transaction Code (Instr. 8) 5. N Der Sec Acq (A) Disg of (I |   | umber<br>vative<br>urities<br>uired<br>or<br>osed<br>)<br>r. 3, 4 | 6. Dat        | te Exercisable and<br>ation Date<br>th/Day/Year) |                |                | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative<br>Security (Insti<br>3 and 4) |  | 8. Price of<br>Derivative<br>Security<br>(Instr. 5)                  | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 4) |  | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|  |   |                                    |  |   | Code V  | (A)                                     | (D)   | Date<br>Exerc | isable   | Expira<br>Date | tion           | Amou<br>or<br>Numb<br>on of<br>Title Share   |  |  |  |  |  |  |

## **Explanation of Responses:**

undertakes to provide to the Issuer, any security holder of the Issuer, or the staff of the Securities and Exchange Commission, upon written request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.

- 2. This number includes the in-kind distribution of 97,135 and 74,634 shares to the Reporting Person on June 2, 2020 and August 5, 2020, respectively, by entities affiliated with Sigma Management 6, LLC (the "Sigma Entities"), which shares the Reporting Person previously reported as indirectly held through the Sigma Entities.
- 3. This number includes the in-kind distribution of 28,222 and 21,301 shares to the Reporting Person on June 2, 2020 and August 5, 2020, respectively, by the Sigma Entities, which shares the Reporting Person previously reported as indirectly held through the Sigma Entities.
- 4. The shares are held by the Gregory C. Gretsch Trust, UAD 1/28/00, of which the Reporting Person is the trustee.
- 5. The reported price in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$14.76 to \$14.98 per share, inclusive. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer, or the staff of the Securities and Exchange Commission, upon written request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 6. The reported price in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$14.46 to \$15.00 per share, inclusive. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer, or the staff of the Securities and Exchange Commission, upon written request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 7. The reported price in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$13.945 to \$14.13 per share, inclusive. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer, or the staff of the Securities and Exchange Commission, upon written request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 8. The Gretsch Revocable Trust is the general partner of each of Martis Creek Investments, L.P. Fund 3, Martis Creek Investments, L.P. Fund 4, and Martis Creek Investments, L.P. Fund 5 (collectively, the "Martis Creek entities") and has sole voting and dispositive power over the shares held by the Martis Creek entities, and the voting decisions with respect to such shares are made by Gregory Gretsch, the Reporting Person.

## Remarks:

/s/Jacob McQuown, Attorneyin-Fact <u>08/11/2020</u>

\*\* 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.