FORM 4

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

Washington, D.C. 20549

| OMB Number:             | 3235-0287 |
|-------------------------|-----------|
| Estimated average burde | n         |
| 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).

## 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

|  |   |   |  |                                       |   |  | ` '                   |   |                   | ' '  |                    |  |   |  |   |  |   |  |  |  |
|--|---|---|--|---------------------------------------|---|--|-----------------------|---|-------------------|--|--------------------|--|---|--|---|--|---|--|--|--|
| 1. Name and Address of Reporting Person*  MARRIOTT DAN |   |   |  |                                       | 2. Issuer Name <b>and</b> Ticker or Trading Symbol Upwork Inc. [ UPWK ] |  |                       |   |                   |  |                    |  | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable) |  |   |  |   |  |  |  |
| <u>MARRIOTT DAN</u>                                    |   |   |  |                                       |   |  |                       |   |                   |  |                    |  | X   | Director   |   | 10% Owne   |   | ner  |  |  |
| (Last)   | (F  | Date of Earliest Transaction (Month/Day/Year) |  |                                       |   |  |                       |   | -                 | Officer (g<br>below)                                 | give title         |  | Other (spector)   | oecify   |   |  |   |  |  |  |
| C/O UPWORK INC.  |   |   |  |                                       |   | 10/05/2018   |                       |   |                   |  |                    |  |   |  |   |  |   |  |  |  |
| 441 LOC  | GUE AVEN  | UE  |  |                                       |   |  |                       |   |                   |  |                    |  |   |  |   |  |   |  |  |  |
| (Street)   |   |   |  |                                       | 4. If Amendment, Date of Origina  |  |                       |   |                   | ed (Month/Day/Year)                                  |                    |  |   | 6. Individual or Joint/Group Filing (Check Applicable Line)                  |   |  |   |  |  |  |
| MOUNT<br>VIEW  | CAIN C  | EA  | 94043  |                                       |   |  |                       |   |                   |  |                    |  | X   |  | •   | •  | ing Person<br>One Reporti   | ng Person  |  |  |
| (City)   | (5  | State)  | (Zip)  |                                       |   |  |                       |   |                   |  |                    |  |   |  |   |  |   |  |  |  |
|  |   | 7   | able I - Nor   | n-Deriv                               | ative   | Secu   | urities Ad            | quired,   | Dis               | posed (  | of, or B           | enefic                                   | cially (  | Owned  |   |  |   |  |  |  |
| Di   |   |   | Date   | Transaction<br>ate<br>lonth/Day/Year) |   | Deemed ecution Date ny onth/Day/Yea  | Transaction Dis       |   |                   | urities Acquired (A) or<br>sed Of (D) (Instr. 3, 4 a |                    |  | 5. Amount<br>Securities<br>Beneficiall<br>Owned Fo                      | y  | Form: Direct   I<br>(D) or Indirect   I<br>(I) (Instr. 4) |  | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |  |  |  |
|  |   |   |  |                                       |   |  | Code                  | v   | Amount (A) or (D) |  | Price              | Reported Transaction(s) (Instr. 3 and 4) |   |  |   |  |   |  |  |  |
| Common Stock   |   | 10/05/2018                                    |  |                                       |   | С  |                       | 4,020,  | 416               | A  | \$0 <sup>(1)</sup> | 5,309,646                                |   | I I  |   | Held<br>directly<br>by SG  |   |  |  |  |
|  |   |   |  |                                       |   |  |                       |   |                   |  |                    | ,,,,,,,,,                                |   |  |   | Growth<br>Partners<br>, L.P. <sup>(2)</sup>                              |   |  |  |  |
| Common Stock   |   |   |  |                                       |   |  |                       |   |                   |  |                    |  |   | 0  |   |  | D   |  |  |  |
|  |   |   | Table II -   |                                       |   |  | ities Acq<br>warrants |   |                   |  |                    |  |   | wned   |   |  |   |  |  |  |
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)    | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year)    | 3A. Deemed<br>Execution Da<br>) if any<br>(Month/Day/Y | 4.<br>Transaction<br>Code (Instr.     |   | 5. Number of<br>Derivative<br>Securities<br>Acquired (A)<br>or Disposed of<br>(D) (Instr. 3, 4<br>and 5) |                       | 6. Date Exercisa<br>Expiration Date<br>(Month/Day/Yea |                   | able and 7. Title and Amou                           |                    | rlying                                   | 8. Price of<br>Derivative<br>Security<br>(Instr. 5)                     | 9. Number derivative Securities Beneficial Owned Following Reported Transact | es<br>ally<br>g   | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | Beneficial<br>Ownership<br>(Instr. 4)                             |  |  |  |
|  |   |   |  | Code                                  | ode V   |  | (D)                   | Date<br>Exercisab                                     |                   | Expiration<br>Date                                   |                    |  | unt or<br>ber of<br>es  |  | (Instr. 4)  | (,)  |   |  |  |  |
| Series A-1<br>Preferred<br>Stock                       | \$0 <sup>(1)</sup>  | 10/05/2018                                    |  | С                                     |   |  | 1,200,000             | (1)   |                   | (1)  | Common<br>Stock    | 1,20                                     | 00,000  | \$0  | 0   |  | I   | Held<br>directly by<br>SG Growth<br>Partners I,<br>L.P. <sup>(2)</sup> |  |  |
| Series A-2<br>Preferred<br>Stock                       | \$0 <sup>(1)</sup>  | 10/05/2018                                    |  | С                                     |   |  | 2,639,139             | (1)   |                   | (1)  | Common<br>Stock    | 2,63                                     | 39,139  | \$0  | 0   |  | I   | Held<br>directly by<br>SG Growtl<br>Partners I,<br>L.P. <sup>(2)</sup> |  |  |
| Series B-1<br>Preferred<br>Stock                       | \$0 <sup>(1)</sup>  | 10/05/2018                                    |  | С                                     |   |  | 181,277               | (1)   |                   | (1)  | Common<br>Stock    | 183                                      | 1,277   | \$0  | 0   |  | I   | Held<br>directly by<br>SG Growth<br>Partners I,                        |  |  |

## Explanation of Responses:

- 1. In connection with the consummation of the Issuer's initial public offering on October 5, 2018, each share of Preferred Stock automatically converted into one (1) share of the Issuer's Common Stock for no additional consideration, and had no expiration date. All shares of Common Stock issued upon conversion were aggregated.
- 2. SGGP I, LLC, the general partner of SG Growth Partners I L.P. ("SG LP"), has sole voting and dispositive power over the shares held by SG LP. Voting decisions with respect to such shares are made by Kenneth A. Fox and Daniel C. Marriott, the Reporting Person and a member of the Issuer's board of directors, as the investment committee of SGGP I, LLC.

/s/ Jacob McQuown, Attorney-

10/05/2018

in-Fact

\*\* 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.

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