

ExactTarget, Inc.  
Form 4  
July 12, 2013

**FORM 4**

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

OMB APPROVAL

OMB Number: 3235-0287  
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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

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
**Kopp Timothy B**

(Last) (First) (Middle)  
**20 NORTH MERIDIAN STREET, SUITE 200**  
(Street)

**INDIANAPOLIS, IN 46204**

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
**ExactTarget, Inc. [ET]**

3. Date of Earliest Transaction (Month/Day/Year)  
**07/12/2013**

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

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

Director  10% Owner  
 Officer (give title below)  Other (specify below)  
**Chief Marketing Officer**

6. Individual or Joint/Group Filing(Check Applicable Line)  
 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 Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Ownership (Instr. 4)
				(A) or (D)	Price		
Common Stock	07/12/2013		D	5,312 (1)	\$ 33.75	D	
Common Stock	07/12/2013		D	15,938	0 (2)	D	

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

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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)		7. Title and Amount of Underlying Securities (Instr. 3 and 4)	
				Code	V (A) (D)	Date Exercisable	Expiration Date	Title	Amount Number Shares
Employee Stock Option (right to buy)	\$ 5.61	07/12/2013		D	100,000	<u>(3)</u>	05/26/2020	Common Stock	100,000
Employee Stock Option (right to buy)	\$ 7.7	07/12/2013		D	81,250	<u>(4)</u>	03/23/2021	Common Stock	81,250
Employee Stock Option (right to buy)	\$ 7.7	07/12/2013		D	18,750	<u>(5)</u>	03/23/2021	Common Stock	18,750
Employee Stock Option (right to buy)	\$ 15	07/12/2013		D	81,250	<u>(6)</u>	02/28/2022	Common Stock	81,250
Employee Stock Option (right to buy)	\$ 15	07/12/2013		D	18,750	<u>(7)</u>	02/28/2022	Common Stock	18,750
Employee Stock Option (right to buy)	\$ 22.1	07/12/2013		D	14,166	<u>(8)</u>	02/26/2023	Common Stock	14,166
Employee Stock Option (right to buy)	\$ 22.1	07/12/2013		D	28,334	<u>(9)</u>	02/26/2023	Common Stock	28,334

Employee  
Stock  
Option  
(right to  
buy)

\$ 4.67 07/12/2013

D

100,000

(10)

01/25/2019

Common  
Stock

100,000

Employee  
Stock  
Option  
(right to  
buy)

\$ 3.36 07/12/2013

D

34,141

(11)

12/11/2017

Common  
Stock

34,141

## Reporting Owners

### Reporting Owner Name / Address

### Relationships

Director 10% Owner Officer Other

Kopp Timothy B  
20 NORTH MERIDIAN STREET  
SUITE 200  
INDIANAPOLIS, IN 46204

Chief Marketing Officer

## Signatures

/s/ Brent D. Mosby, attorney-in-fact for Timothy B.  
Kopp

07/12/2013

\*\*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) Represents restricted stock units disposed of pursuant to a merger agreement between ExactTarget, Inc., salesforce.com, inc. and Excalibur Acquisition Corp.
- (2) Represents restricted stock units disposed of pursuant to a merger agreement between ExactTarget, Inc., salesforce.com, inc. and Excalibur Acquisition Corp. These restricted stock units, which provided for vesting in four equal annual installments beginning February 26, 2014, were assumed by salesforce.com, inc. in the merger and replaced with 13,960 restricted stock units of salesforce.com, inc. that will vest in three equal annual installments beginning on February 26, 2014.
- (3) This option grant, which provided that 25,000 of the options vested and became exercisable on May 27, 2011 and 75,000 of the options vest and become exercisable in thirty-six equal monthly installments beginning on June 27, 2011, was cancelled in the merger in exchange for a cash payment of \$2,814,500 representing the difference between the exercise price of the option and the market value of the underlying ExactTarget, Inc. common stock on the effective date of the merger (\$33.75 per share).
- (4) This option grant, which provided that 25,000 of the options will vest and become exercisable on March 24, 2012 and 75,000 of the options will vest and become exercisable in thirty-six equal monthly installments beginning on April 24, 2012, was cancelled in the merger in exchange for a cash payment of \$2,116,562.50 representing the difference between the exercise price of the option and the market value of the underlying ExactTarget, Inc. common stock on the effective date of the merger (\$33.75 per share).
- (5) This option grant, which provided that 25,000 of the options will vest and become exercisable on March 24, 2012 and 75,000 of the options will vest and become exercisable in thirty-six equal monthly installments beginning on April 24, 2012, was assumed by salesforce.com, inc. in the merger and replaced with an option to purchase 16,423 shares of salesforce.com, inc. common stock for \$8.79 per share.
- (6) This option grant, which provided that 25,000 options would vest and become exercisable on March 1, 2013 and 75,000 options would vest and become exercisable in thirty-six equal monthly installments beginning on April 1, 2013, was cancelled in the merger in exchange for a cash payment of \$1,523,437.50 representing the difference between the exercise price of the option and the market value

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of the underlying ExactTarget, Inc. common stock on the effective date of the merger (\$33.75 per share).

(7) This option grant, which provided that 25,000 options would vest and become exercisable on March 1, 2013 and 75,000 options would vest and become exercisable in thirty-six equal monthly installments beginning on April 1, 2013, was assumed by salesforce.com, inc. in the merger and replaced with an option to purchase 16,423 shares of salesforce.com, inc. common stock for \$17.13 per share.

(8) This option grant, which provided that one-fourth would vest and become exercisable on February 26, 2014 and three-fourths would vest and become exercisable in thirty-six equal monthly installments beginning on March 26, 2014, was cancelled in the merger in exchange for a cash payment of \$165,033.90 representing the difference between the exercise price of the option and the market value of the underlying ExactTarget, Inc. common stock on the effective date of the merger (\$33.75 per share).

(9) This option grant, which provided that one-fourth would vest and become exercisable on February 26, 2014 and three-fourths would vest and become exercisable in thirty-six equal monthly installments beginning on March 26, 2014, was assumed by salesforce.com, inc. in the merger and replaced with an option to purchase 24,817 shares of salesforce.com, inc. common stock for \$25.23 per share.

(10) This option grant, which provided that 25,000 of the options vested and became exercisable on January 26, 2010 and 75,000 of the options vest and become exercisable in thirty-six equal monthly installments beginning on February 26, 2010, was cancelled in the merger in exchange for a cash payment of \$2,908,000 representing the difference between the exercise price of the option and the market value of the underlying ExactTarget, Inc. common stock on the effective date of the merger (\$33.75 per share).

(11) This option grant, which was fully vested and exercisable, was cancelled in the merger in exchange for a cash payment of \$1,037,544.90 representing the difference between the exercise price of the option and the market value of the underlying ExactTarget, Inc. common stock on the effective date of the merger (\$33.75 per share).

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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