

PEGASYSTEMS INC  
Form 4  
December 18, 2013

**FORM 4**

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

OMB APPROVAL

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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 \*  
**KOUNINIS EFSTATHIOS A**

(Last) (First) (Middle)

**C/O PEGASYSTEMS INC., 1  
ROGERS STREET**

(Street)

**CAMBRIDGE, MA 02142**

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
**PEGASYSTEMS INC [PEGA]**

3. Date of Earliest Transaction  
(Month/Day/Year)  
**12/16/2013**

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)

**VP of Finance & CAO**

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) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  | Code                           | V   | Amount or Price   |  |                                   |
| Common Stock                    | 12/16/2013                           |  | S                              |   | \$ 47.75  | 55   | D                                 |
| Common Stock                    | 12/16/2013                           |  | M                              |   | \$ 0  | 104  | D                                 |
| Common Stock                    | 12/16/2013                           |  | F                              |   | \$ 47.75  | 79   | D                                 |
| Common Stock                    | 12/16/2013                           |  | S                              |   | \$ 47.75  | 55   | D                                 |
| Common Stock                    | 12/16/2013                           |  | M                              |   | \$ 0  | 95   | D                                 |

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|              |            |   |     |   |                    |     |   |
|--------------|------------|---|-----|---|--------------------|-----|---|
| Common Stock | 12/16/2013 | F | 32  | D | \$<br><u>47.74</u> | 63  | D |
| Common Stock | 12/16/2013 | S | 8   | D | \$<br>47.74        | 55  | D |
| Common Stock | 12/16/2013 | M | 71  | A | \$ 0               | 126 | D |
| Common Stock | 12/16/2013 | F | 59  | D | \$<br><u>47.7</u>  | 67  | D |
| Common Stock | 12/16/2013 | S | 12  | D | \$<br>47.71        | 55  | D |
| Common Stock | 12/16/2013 | M | 75  | A | \$ 0               | 130 | D |
| Common Stock | 12/16/2013 | F | 57  | D | \$<br><u>47.7</u>  | 73  | D |
| Common Stock | 12/16/2013 | S | 18  | D | \$<br>47.71        | 55  | D |
| Common Stock | 12/17/2013 | M | 647 | A | \$ 0               | 702 | D |
| Common Stock | 12/17/2013 | F | 412 | D | \$<br>48.19        | 290 | D |
| Common Stock | 12/17/2013 | S | 235 | D | \$<br><u>48.3</u>  | 55  | D |

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

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(9-02)

**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 or Number of |

|  |          |            |  |   |     |                           |            |                 | Shares |
|--|----------|------------|--|---|-----|---------------------------|------------|-----------------|--------|
| Stock<br>Option -<br>Right to<br>Acquire | \$ 11.88 | 12/16/2013 |  | M | 49  | 12/11/2009 <sup>(3)</sup> | 12/11/2018 | Common<br>Stock | 970    |
| Stock<br>Option -<br>Right to<br>Acquire | \$ 32.29 | 12/16/2013 |  | M | 40  | 12/15/2010 <sup>(4)</sup> | 12/15/2019 | Common<br>Stock | 803    |
| Stock<br>Option -<br>Right to<br>Acquire | \$ 35.1  | 12/16/2013 |  | M | 71  | 12/14/2011 <sup>(5)</sup> | 12/14/2020 | Common<br>Stock | 1,405  |
| Stock<br>Option -<br>Right to<br>Acquire | \$ 30.38 | 12/16/2013 |  | M | 75  | 12/14/2012 <sup>(6)</sup> | 12/14/2021 | Common<br>Stock | 1,499  |
| Stock<br>Option -<br>Right to<br>Acquire | \$ 22.1  | 12/17/2013 |  | M | 647 | 12/12/2013 <sup>(8)</sup> | 12/12/2022 | Common<br>Stock | 6,471  |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |                     |       |
|---|---------------|-----------|---------------------|-------|
|   | Director      | 10% Owner | Officer             | Other |
| KOUNINIS EFSTATHIOS A<br>C/O PEGASYSTEMS INC.<br>1 ROGERS STREET<br>CAMBRIDGE, MA 02142 |               |           | VP of Finance & CAO |       |

## Signatures

/s/ Janet Mesrobian, Esq., as Attorney-In-Fact for Efstathios A.  
Kouninis

12/18/2013

\*\*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 the exercise price of the Stock Option referenced in Table II, which was paid by way of the withholding by the Company of shares with a value equal to the exercise price.
- (2) Represents the weighted average of sale prices on 12/16/13, ranging from \$47.70 to \$47.75.
- (3) All options vest 20% on December 11, 2009, and the remaining 80% vesting in equal quarterly installments over the remaining four years.
- (4)

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All options vest 20% on December 15, 2010, and the remaining 80% vesting in equal quarterly installments over the remaining four years.

- (5) All options vest 20% on December 14, 2011, and the remaining 80% vesting in equal quarterly installments over the remaining four years.
- (6) All options vest 20% on December 14, 2012, and the remaining 80% vesting in equal quarterly installments over the remaining four years.
- (7) Represents the weighted average of sales prices on 12/17/13, ranging from \$48.19 to \$48.46.
- (8) All options vest 20% on December 12, 2013, and the remaining 80% vesting in equal quarterly installments over the remaining four years.

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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