FORM 4

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

| Washington, D. | C. 20549 |
|----------------|----------|
|                |          |

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

| OMB APPROVAL             |  |  |  |  |  |
|--------------------------|--|--|--|--|--|
| OMB Number: 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* <u>Abdiel Capital Management, LLC</u> |  | 2. Issuer Name and Ticker or Trading Symbol APPIAN CORP [ APPN ] |   |         |  |               |  | Relationship of Reporting Person(s) to Issuer (Check all applicable)      Director X 10% Owner  Office (Check all applicable) |   |   |  |  |
|--|--|--|---|---------|--|---------------|--|---|---|---|--|--|
| (Last) (First) (Middle<br>C/O ABDIEL CAPITAL<br>90 PARK AVENUE, 29TH FLOOR     |  | Date of Earliest Tran<br>02/23/2022                              | saction                                 | (Mont   | h/Day/Year)  |               | Officer (give title Other (specif<br>below) below) |   |   |   |  |  |
| (Street) NEW YORK NY 10016   |  | . If Amendment, Date   | of Origi                                | nal Fil | ed (Month/Da   | y/Year)       | 6. Inc<br>Line)                                    | Form filed by Or Form filed by Mo Person  | ne Reporting Pe   | rson  |  |  |
| (City) (State) (Zip)   |  |  |   |         |  |               |  |   |   |   |  |  |
| Table I - N  | on-Derivativ                             | e Securities Ac  | quire                                   | d, Di   | sposed of  | , or Be       | eneficiall   | y Owned   |   |   |  |  |
| 1. Title of Security (Instr. 3)  | 2. Transaction<br>Date<br>(Month/Day/Yea | 2A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year)      | 3.<br>Transaction<br>Code (Instr.<br>8) |         | 4. Securities Acquired (A) of Disposed Of (D) (Instr. 3, 4 |               | d (A) or<br>r. 3, 4 and 5)                         | 5. Amount of<br>Securities<br>Beneficially<br>Owned Following<br>Reported   | 6. Ownership<br>Form: Direct<br>(D) or Indirect<br>(I) (Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |  |  |
|  |  |  | Code                                    | v       | Amount   | (A) or<br>(D) | Price  | Transaction(s)<br>(Instr. 3 and 4)  |   |   |  |  |
| Class A Common Stock   | 02/23/2022                               |  | P                                       |         | 35,618   | A             | \$51.69 <sup>(2)</sup>                             | 5,482,546   | I   | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |  |  |
| Class A Common Stock   | 02/23/2022                               |  | P                                       |         | 1,076  | A             | \$51.69 <sup>(2)</sup>                             | 5,483,622   | I   | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |  |  |
| Class A Common Stock   | 02/23/2022                               |  | P                                       |         | 51,742   | A             | \$52.36 <sup>(3)</sup>                             | 5,535,364   | I   | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |  |  |
| Class A Common Stock   | 02/23/2022                               |  | P                                       |         | 1,564  | A             | \$52.36 <sup>(3)</sup>                             | 5,536,928   | I   | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |  |  |
| Class A Common Stock   | 02/24/2022                               |  | P                                       |         | 6,021  | A             | \$50.57 <sup>(4)</sup>                             | 5,542,949   | I   | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |  |  |
| Class A Common Stock   | 02/24/2022                               |  | P                                       |         | 185  | A             | \$50.57 <sup>(4)</sup>                             | 5,543,134   | I   | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |  |  |
| Class A Common Stock   | 02/24/2022                               |  | P                                       |         | 3,960  | A             | <b>\$</b> 51.69 <sup>(5)</sup>                     | 5,547,094   | I   | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |  |  |
| Class A Common Stock   | 02/24/2022                               |  | P                                       |         | 122  | A             | \$51.69 <sup>(5)</sup>                             | 5,547,216   | I   | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |  |  |
|  |  |  |   |         |  |               |  |   |   |   |  |  |

|  | Table                                      | I - Non-Derivat                         | tive S  | Securiti                                     | ies Ac  | quire  | d, Di  | sposed of   | , or B        | eneficiall                             | y Owned  | d   |  |   |
|--|--|---|---|--|---|--|--------|---|---------------|--|--|---|--|---|
| 1. Title of Security (Instr.   | . 3)                                       | 2. Transaction<br>Date<br>(Month/Day/Y  | 'ear) i   | 2A. Deem<br>Execution<br>if any<br>(Month/Da | Date,   | Transaction Disposed Of Code (Instr.                       |        | curities Acquired (A) or sed Of (D) (Instr. 3, 4 and 5) |               |  | nt of<br>s<br>ally<br>ollowing   | 6. Ownership<br>Form: Direct<br>(D) or Indirect<br>(I) (Instr. 4) | 7. Nature of Indirect Beneficial Ownership (Instr. 4)        |   |
|  |  |   |   |  |   | Code   | v      | Amount  | (A) or<br>(D) | Price                                  | Reported<br>Transaction<br>(Instr. 3 a   | ion(s)  |  | (111511. 4)   |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 3,377   | A             | \$52.81 <sup>(6)</sup>                 | 5,550  | ),593   | I  | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 104   | A             | \$52.81 <sup>(6)</sup>                 | 5,550  | ),697   | I  | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 10,617  | A             | \$53.2 <sup>(7)</sup>                  | 5,561  | .,314   | I  | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 326   | A             | \$53.2 <sup>(7)</sup>                  | 5,561  | ,640  | I  | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 7,588   | A             | \$54.68 <sup>(8)</sup>                 | 5,569  | ),228   | I  | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 232   | A             | \$54.68 <sup>(8)</sup>                 | 5,569  | ),460   | I  | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 3,503   | A             | \$55.53 <sup>(9)</sup>                 | 5,572  | 2,963   | I  | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 108   | A             | \$55.53 <sup>(9)</sup>                 | 5,573  | 3,071   | I  | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 85  | A             | \$56                                   | 5,573  | 3,156   | I  | By<br>Abdiel<br>Qualified<br>Master<br>Fund,<br>LP <sup>(1)</sup> |
| Class A Common Stoo  | ck   | 02/24/202                               | 22  |  |   | P  |        | 3   | A             | \$56                                   | 5,573  | 3,159   | I  | By<br>Abdiel<br>Capital,<br>LP <sup>(1)</sup>                     |
| Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities) |  |   |   |  |   |  |        |   |               |  |  |   |  |   |
| Derivative   Conversion   I  | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any | temed tion Date, h/Day/Year)  A Transaction Code (Instr. 8)  5. Numb of Derivati Securiti Acquire (A) or Dispose of (D) |  | . Number<br>f<br>erivative<br>ecurities<br>cquired<br>A) or<br>isposed<br>f (D)<br>nstr. 3, 4 | 6. Date Exercisable<br>Expiration Date<br>(Month/Day/Year) |        | rcisable and<br>Date                                    | _             |  | 8. Price of Derivative Security (Instr. 5)  8. Price of derivative Securitie Beneficia Owned Following Reported Transacti (Instr. 4) |   | Ownersh<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. | Beneficial<br>Ownership<br>t (Instr. 4)                           |
|  |  |   | Code  |  | A) (D)  | Date<br>Exerc  | isable | Expiration<br>Date                                      |               | Amount<br>or<br>Number<br>of<br>Shares |  |   |  |   |

| Abdiel Capital Management, LLC  |   |          |  |  |  |  |  |  |
|---|---|----------|--|--|--|--|--|--|
| (Last)  | (Middle)  |          |  |  |  |  |  |  |
| C/O ABDIEL CAPITAL  |   |          |  |  |  |  |  |  |
| 90 PARK AVENUE, 29TH FLOOR  |   |          |  |  |  |  |  |  |
| (Street) NEW YORK   | NY  | 10016    |  |  |  |  |  |  |
| (City)  | (State)   | (Zip)    |  |  |  |  |  |  |
|   | 1. Name and Address of Reporting Person* <u>Abdiel Qualified Master Fund LP</u> |          |  |  |  |  |  |  |
| (Last) C/O ABDIEL CA  | (First)   | (Middle) |  |  |  |  |  |  |
| 90 PARK AVENU   | JE, 29TH FLOOR  |          |  |  |  |  |  |  |
| (Street) NEW YORK   | NY  | 10016    |  |  |  |  |  |  |
| (City)  | (State)   | (Zip)    |  |  |  |  |  |  |
| 1. Name and Address of Reporting Person*  Abdiel Capital LP                 |   |          |  |  |  |  |  |  |
| (Last)  | (First)   | (Middle) |  |  |  |  |  |  |
| C/O ABDIEL CAPITAL<br>90 PARK AVENUE, 29TH FLOOR                            |   |          |  |  |  |  |  |  |
| (Street)<br>NEW YORK  | NY  | 10016    |  |  |  |  |  |  |
| (City)  | (State)   | (Zip)    |  |  |  |  |  |  |
| 1. Name and Address of Reporting Person* <u>Abdiel Capital Advisors, LP</u> |   |          |  |  |  |  |  |  |
| (Last) C/O ABDIEL CA  | (First)   | (Middle) |  |  |  |  |  |  |
|   | JE, 29TH FLOOR  |          |  |  |  |  |  |  |
| (Street) NEW YORK   | NY  | 10016    |  |  |  |  |  |  |
| (City)  | (State)   | (Zip)    |  |  |  |  |  |  |
| Name and Address of Reporting Person*     Moran Colin T.                    |   |          |  |  |  |  |  |  |
| (Last)  | (First)   | (Middle) |  |  |  |  |  |  |
| C/O ABDIEL CAPITAL  |   |          |  |  |  |  |  |  |
| 90 PARK AVENUE, 29TH FLOOR  |   |          |  |  |  |  |  |  |
| (Street) NEW YORK   | NY  | 10016    |  |  |  |  |  |  |
| (City)  | (State)   | (Zip)    |  |  |  |  |  |  |

## **Explanation of Responses:**

within the range set forth in this footnote.

- 1. The share numbers in Column 5 represent the aggregated holdings of Abdiel Qualified Master Fund, LP ("AQMF") and Abdiel Capital, LP ("ACLP"). Abdiel Capital Management, LLC is the general partner of AQMF and ACLP, and Abdiel Capital Advisors, LP serves as the investment manager of AQMF and ACLP. Colin T. Moran is the managing member of Abdiel Capital Management, LLC and Abdiel Capital Partners, LLC, which is the general partner of Abdiel Capital Advisors, LP. By virtue of the foregoing relationships, each of the Reporting Persons may be deemed to beneficially own the securities held by AQMF and ACLP. Each Reporting Person disclaims beneficial ownership of such securities, except to the extent of its or his pecuniary interest therein.
- 2. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$51.28 to \$51.99. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 3. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$52.01 to \$52.91. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 4. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$50.10 to \$50.99. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price
- 5. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$51.04 to \$51.97. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.

- 6. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$52.00 to \$53.00. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 7. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$53.00 to \$54.00. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 8. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$54.00 to \$54.89. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.
- 9. The price reported in Column 4 is a weighted average price. These shares were purchased in multiple transactions at prices ranging from \$55.01 to \$55.98. The Reporting Persons undertake to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares purchased at each separate price within the range set forth in this footnote.

## Remarks:

By: /s/ Colin T. Moran as managing member of Abdiel 02/25/2022 Capital Management, LLC By: /s/ Colin T. Moran as managing member of Abdiel Capital Management, LLC, 02/25/2022 general partner of Abdiel Qualified Master Fund, LP By: /s/ Colin T. Moran as managing member of Abdiel Capital Management, LLC, 02/25/2022 general partner of Abdiel Capital, LP By: /s/ Colin T. Moran as managing member of Abdiel Capital Partners, LLC, general 02/25/2022 partner of Abdiel Capital Advisors, LP By: /s/ Colin T. Moran, 02/25/2022 <u>individually</u>

Date

\*\* Signature of Reporting Person

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.