

APPFOLIO INC  
Form SC 13D/A  
July 31, 2017

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

**SCHEDULE 13D**  
**Under the Securities Exchange Act of 1934**  
**(Amendment No. 11)\***

**AppFolio, Inc.**

**(Name of Issuer)**

**Class A Common Stock, \$0.0001 par value per share**

**(Title of Class of Securities)**

**03783C100**

**(CUSIP Number)**

**Pat Robertson**

**Dragoneer Investment Group, LLC**

**One Letterman Drive, Building D, Suite M500**

**San Francisco, CA 94129**

**(415) 539-3085**

**(Name, Address and Telephone Number of Person Authorized to Receive Notices and Communications)**

*with copies to:*

**Thomas Holden**

**Ropes & Gray LLP**

**Three Embarcadero Center**

**San Francisco, CA 94111**

**(415) 315-2355**

**July 27, 2017**

**(Date of Event which Requires Filing of this Statement)**

If the filing person has previously filed a statement on Schedule 13G to report the acquisition that is the subject of this Schedule 13D, and is filing this schedule because of §§240.13d-1(e), 240.13d-1(f) or 240.13d-1(g), check the following box.

**Note:** Schedules filed in paper format shall include a signed original and five copies of the schedule, including all exhibits. See Rule 13d-7 for other parties to whom copies are to be sent.

\* The remainder of this cover page shall be filled out for a reporting person's initial filing on this form with respect to the subject class of securities, and for any subsequent amendment containing information which would alter disclosures provided in a prior cover page.

The information required on the remainder of this cover page shall not be deemed to be filed for the purpose of Section 18 of the Securities Exchange Act of 1934 ( Act ) or otherwise subject to the liabilities of that section of the Act but shall be subject to all other provisions of the Act (however, see the Notes).



CUSIP No. 03783C100

1. Names of Reporting Persons

Marc Stad

2. Check the Appropriate Box if a Member of a Group (See Instructions)

(a) (b)

3. SEC Use Only

4. Source of Funds (See Instructions)

OO, PF

5. Check if Disclosure of Legal Proceedings is Required Pursuant to Items 2(d) or 2(e)

6. Citizenship or Place of Organization

United States Citizen

7. Sole Voting Power

Number of

Shares

31,210 shares of Class B Common Stock

Beneficially

8. 69,723 shares of Class A Common Stock  
Shared Voting Power

Owned by

Each

447,794 shares of Class B Common Stock

Reporting

Person

9. 1,635,258 shares of Class A Common Stock  
Sole Dispositive Power

With

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31,210 shares of Class B Common Stock

69,723 shares of Class A Common Stock

10. Shared Dispositive Power

447,794 shares of Class B Common Stock

1,635,258 shares of Class A Common Stock

11. Aggregate Amount Beneficially Owned by Each Reporting Person

479,004 shares of Class B Common Stock

1,704,981 shares of Class A Common Stock

12. Check if the Aggregate Amount in Row (11) Excludes Certain Shares (See Instructions)

13. Percent of Class Represented by Amount in Row 11

16.19%<sup>1</sup>

14. Type of Reporting Person (See Instructions)

IN

<sup>1</sup> Percentage calculations are based upon 12,287,338 issued and outstanding shares of the Issuer's Class A common stock as of April 21, 2017, as reported in the Issuer's quarterly report on Form 10-Q filed with the SEC on May 5, 2017, plus 720,287 shares of Class B Common Stock converted to shares of Class A Common Stock by the Dragoneer Entities and Mr. Stad, plus all Class A Shares into which the Class B Shares beneficially owned by Mr. Stad are convertible.

CUSIP No. 03783C100

1. Names of Reporting Persons

Dragoneer Investment Group, LLC

2. Check the Appropriate Box if a Member of a Group (See Instructions)

(a) (b)

3. SEC Use Only

4. Source of Funds (See Instructions)

OO

5. Check if Disclosure of Legal Proceedings is Required Pursuant to Items 2(d) or 2(e)

6. Citizenship or Place of Organization

Delaware

7. Sole Voting Power

Number of  
0

Shares

8. Shared Voting Power

Beneficially

Owned by

447,794 shares of Class B Common Stock

Each

9. Sole Dispositive Power

1,635,258 shares of Class A Common Stock

Reporting

Person

0

With

10. Shared Dispositive Power

447,794 shares of Class B Common Stock

1,635,258 shares of Class A Common Stock

11. Aggregate Amount Beneficially Owned by Each Reporting Person

447,794 shares of Class B Common Stock

1,635,258 shares of Class A Common Stock

12. Check if the Aggregate Amount in Row (11) Excludes Certain Shares (See Instructions)

13. Percent of Class Represented by Amount in Row 11

15.48%<sup>2</sup>

14. Type of Reporting Person (See Instructions)

IA

<sup>2</sup> Percentage calculations are based upon 12,287,338 issued and outstanding shares of the Issuer's Class A common stock as of April 21, 2017, as reported in the Issuer's quarterly report on Form 10-Q filed with the SEC on May 5, 2017, plus 720,287 shares of Class B Common Stock converted to shares of Class A Common Stock by the Dragoner Entities and Mr. Stad, plus all Class A Shares into which the Class B Shares beneficially owned by Dragoner Investment Group, LLC are convertible.

CUSIP No. 03783C100

1. Names of Reporting Persons

Dragoneer Apartment, LLC

2. Check the Appropriate Box if a Member of a Group (See Instructions)

(a) (b)

3. SEC Use Only

4. Source of Funds (See Instructions)

OO

5. Check if Disclosure of Legal Proceedings is Required Pursuant to Items 2(d) or 2(e)

6. Citizenship or Place of Organization

Delaware

7. Sole Voting Power

Number of  
0

Shares

8. Shared Voting Power

Beneficially

Owned by 260,305 shares of Class B Common Stock

Each

9. Sole Dispositive Power  
228,755 shares of Class A Common Stock

Reporting

Person  
0

With



10. Shared Dispositive Power

260,305 shares of Class B Common Stock

228,755 shares of Class A Common Stock

11. Aggregate Amount Beneficially Owned by Each Reporting Person

260,305 shares of Class B Common Stock

228,755 shares of Class A Common Stock

12. Check if the Aggregate Amount in Row (11) Excludes Certain Shares (See Instructions)

13. Percent of Class Represented by Amount in Row 11

3.69%<sup>3</sup>

14. Type of Reporting Person (See Instructions)

OO

<sup>3</sup> Percentage calculations are based upon 12,287,338 issued and outstanding shares of the Issuer's Class A common stock as of April 21, 2017, as reported in the Issuer's quarterly report on Form 10-Q filed with the SEC on May 5, 2017, plus 720,287 shares of Class B Common Stock converted to shares of Class A Common Stock by the Dragoneer Entities and Mr. Stad, plus all Class A Shares into which the Class B Shares beneficially owned by Dragoneer Apartment, LLC are convertible.

CUSIP No. 03783C100

1. Names of Reporting Persons

Dragoneer Global Fund II, L.P.

2. Check the Appropriate Box if a Member of a Group (See Instructions)

(a) (b)

3. SEC Use Only

4. Source of Funds (See Instructions)

OO

5. Check if Disclosure of Legal Proceedings is Required Pursuant to Items 2(d) or 2(e)

6. Citizenship or Place of Organization

Cayman Islands

Number of 7. Sole Voting Power

Shares

Beneficially 0

8. Shared Voting Power

Owned by

Each

Reporting 9. 1,241,739 shares of Class A Common Stock  
Sole Dispositive Power

Person

With 0

10. Shared Dispositive Power

1,241,739 shares of Class A Common Stock

11. Aggregate Amount Beneficially Owned by Each Reporting Person

1,241,739 shares of Class A Common Stock

12. Check if the Aggregate Amount in Row (11) Excludes Certain Shares (See Instructions)

13. Percent of Class Represented by Amount in Row 11

9.55%<sup>4</sup>

14. Type of Reporting Person (See Instructions)

PN

<sup>4</sup> Percentage calculations are based upon 12,287,338 issued and outstanding shares of the Issuer's Class A common stock as of April 21, 2017, as reported in the Issuer's quarterly report on Form 10-Q filed with the SEC on May 5, 2017, plus 720,287 shares of Class B Common Stock converted to shares of Class A Common Stock by the Dragoneer Entities and Mr. Stad.

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**AMENDMENT NO. 11 TO SCHEDULE 13D**

Reference is hereby made to the statement on Schedule 13D filed with the Securities and Exchange Commission (the Commission ) by the Reporting Persons with respect to the Common Stock of the Issuer on July 6, 2015, as amended on January 15, 2016, February 5, 2016, February 8, 2016, February 11, 2016, March 7, 2016, May 18, 2016, November 15, 2016, March 28, 2017, June 14, 2017 and July 10, 2017 (the Schedule 13D ). Terms defined in the Schedule 13D are used herein as so defined. Except as specifically provided herein, this amendment ( Amendment No. 11 ) does not modify any of the information previously reported on the Statement.

**Item 3. Source and Amount of Funds or Other Considerations.**

The information contained in Item 3 of the Schedule 13D is hereby amended to add the following:

On July 13, 2017, Marc Stad sold 966 shares of the Issuer s Class A Common Stock for \$32.50 per share, Dragoneer Global Fund II sold 11,890 shares of the Issuer s Class A Common Stock for \$32.50 per share, Dragoneer Apartment Fund sold 4,682 shares of the Issuer s Class A Common Stock for \$32.50 per share, and certain other funds and managed accounts associated with the Dragoneer Entities and Mr. Stad sold 3,373 shares of the Issuer s Class A Common Stock for \$32.50 per share.

On July 21, 2017, Marc Stad sold 2,311 shares of the Issuer s Class A Common Stock for \$35.24 per share, Dragoneer Global Fund II sold 28,429 shares of the Issuer s Class A Common Stock for \$35.24 per share, Dragoneer Apartment Fund sold 11,196 shares of the Issuer s Class A Common Stock for \$35.24 per share, and certain other funds and managed accounts associated with the Dragoneer Entities and Mr. Stad sold 8,064 shares of the Issuer s Class A Common Stock for \$35.24 per share.

On July 25, 2017, Marc Stad sold 1,155 shares of the Issuer s Class A Common Stock for \$35.00 per share, Dragoneer Global Fund II sold 14,214 shares of the Issuer s Class A Common Stock for \$35.00 per share, Dragoneer Apartment Fund sold 5,598 shares of the Issuer s Class A Common Stock for \$35.00 per share, and certain other funds and managed accounts associated with the Dragoneer Entities and Mr. Stad sold 4,033 shares of the Issuer s Class A Common Stock for \$35.00 per share.

On July 27, 2017, Marc Stad sold 3,466 shares of the Issuer s Class A Common Stock for \$35.01 per share, Dragoneer Global Fund II sold 42,643 shares of the Issuer s Class A Common Stock for \$35.01 per share, Dragoneer Apartment Fund sold 16,794 shares of the Issuer s Class A Common Stock for \$35.01 per share, and certain other funds and managed accounts associated with the Dragoneer Entities and Mr. Stad sold 12,097 shares of the Issuer s Class A Common Stock for \$35.01 per share.

**Item 5. Interest in Securities of the Issuer.**

The information contained in Item 5 of the Schedule 13D is hereby amended and restated as follows:

Pursuant to Rule 13d-3(d)(1), all Class B Common Stock (which are convertible into Class A Common Stock) held by the Reporting Persons were deemed to be converted for the purposes of (i) determining the aggregate amount of Class A Common Stock beneficially owned by the Reporting Persons and (ii) calculating the percentages of the Class A Common Stock owned by such person. Consequently, all Class A Common Stock amounts and percentages have been determined by including the Class B Common Stock held by such Reporting Persons. The percentages of ownership set forth below are based on 12,287,338 shares of Class A Common Stock outstanding as of April 21, 2017.



(a) and (b)

The beneficial ownership of Common Stock by each person named in Item 2 above is as follows:

Mr. Stad has sole investment and voting power with respect to 69,723 shares of Class A Common Stock and 31,210 shares of Class B Common Stock and may be deemed to share investment or voting power with respect to 1,635,258 shares of Class A Common Stock and 447,794 shares of Class B Common Stock held by the Dragoneer Entities and certain other managed accounts. In aggregate, Mr. Stad may be deemed to beneficially own 1,704,981 shares of Class A Common Stock and 479,004 shares of Class B Common Stock.

Dragoneer Adviser is a registered investment adviser and acts as investment manager to Dragoneer Apartment Fund, Dragoneer Global Fund II and certain other managed accounts and as a result may be deemed to share voting and dispositive power with respect to the 1,241,739 shares of Class A Common Stock held by Dragoneer Global Fund II and the 393,519 shares of Class A Common Stock and the 447,794 shares of Class B Common Stock held by Dragoneer Apartment Fund and certain other managed accounts. In aggregate, Dragoneer Adviser may be deemed to beneficially own 1,635,258 shares of Class A Common Stock and 447,794 shares of Class B Common Stock.

Dragoneer Apartment Fund holds 228,755 shares of Class A Common Stock and 260,305 shares of Class B Common Stock (the Dragoneer Apartment shares ) and may be deemed to share voting and dispositive power with respect to such shares. As the manager of Dragoneer Apartment Fund, Dragoneer Global GP may also be deemed to share voting and dispositive power with respect to the Dragoneer Apartment shares.

Dragoneer Global Fund II holds 1,241,739 shares of Class A Common Stock (the Dragoneer Global Fund II shares ) and may be deemed to share voting and dispositive power with respect to such shares. As the general partner of Dragoneer Global Fund II, Dragoneer Global GP II may also be deemed to share voting and dispositive power with respect to the Dragoneer Global Fund II shares.

Item 13 of each of the cover pages of this Statement is incorporated herein by reference.

(c)

The Reporting Persons have not effected any transactions in the Class A Common Stock since the filing of Amendment No. 10 to the Schedule 13D, other than as described in Item 3.

(d) Not applicable.

(e) Not applicable.

**Signature**

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this statement is true, complete and correct.

Dated: July 31, 2017

Marc Stad

By: /s/ Marc Stad

DRAGONEER INVESTMENT GROUP, LLC

By: /s/ Pat Robertson  
Name: Pat Robertson  
Chief Operating Officer

DRAGONEER APARTMENT, LLC

By: Dragoneer Global GP, LLC  
Its: Manager

By: /s/ Pat Robertson  
Name: Pat Robertson

DRAGONEER GLOBAL FUND II, L.P.

By: Dragoneer Global GP II, LLC  
Its: General Partner

By: /s/ Pat Robertson  
Name: Pat Robertson

The original statement shall be signed by each person on whose behalf the statement is filed or his authorized representative. If the statement is signed on behalf of a person by his authorized representative (other than an executive officer or general partner of the filing person), evidence of the representative's authority to sign on behalf of such person shall be filed with the statement: provided, however, that a power of attorney for this purpose which is already on file with the Commission may be incorporated by reference. The name and any title of each person who signs the statement shall be typed or printed beneath his signature.