

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

### FORM D

NOTICE OF SALE OF SECURITIES
PURSUANT TO REGULATION D,
SECTION 4(6), AND/OR
UNIFORM LIMITED OFFERING EXEMPTION

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Name of Offering Check it this is an amendal Issuance of Warrants Exercisable For Financing	An Aggregate		res Of Series B		tock In Connection	n With A Lease
Filing Under (Check box(es) that apply):  Type of Filing:	Rule 504	□Rule 505 ☑New Filing	⊠Ru	le 506	Section 4(6) Amendment	ULOE
	A. BAS	SIC IDENTIFICATIO	N DATA			
1. Enter the information requested about the is	ssuer					
Name of Issuer ( check if this is an amendme Plaxo, Inc.	nt and name ha	as changed, and indicate	change.)			
Address of Executive Offices 1975 Landings Drive; Mountain View		d Street, City, State, Zip	Code)	Telephone 650-254-5	Number (Includir 5401	g Area Code)
Address of Principal Business Operations same as above	(Number an	d Street, City, State, Zip	Code)	Telephone same as at	Number (Includin	g Area Code)
Brief Description of Business Software Design	)					
Type of Business Organization  Scorporation  □business trust		artnership, already form			other (please speci	fy)
		<u>Month</u>	<u>Year</u>			
Actual or Estimated Date of Incorporation or O	-	7 etter U.S. Postal Service	01	_	Actual	PROCESSED
Jurisdiction of Incorporation or Organization:		ada, FN for other foreign		ioi state: Di		DEC 0 4 2003

#### GENERAL INSTRUCTIONS

#### Federal:

Who Must File: All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

When to File: A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

Where to File: U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

<u>Copies Required</u>: Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

Information Required: A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC

Filing Fee: There is no federal filing fee.

#### State:

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states that have adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix to the notice constitutes a part of this notice and must be completed.

#### ATTENTION

Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption unless such exemption is predicated on the filing of a federal notice.

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- 2. Enter the information requested for the following:
  - Each promoter of the issuer, if the issuer has been organized within the past five years;
  - Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of
    the issuer;

Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and Each general and managing partner of partnership issuers. Beneficial Owner Promoter Check Box(es) Executive Officer Director General and/or Managing Partner that Apply: Full Name (Last name first, if individual) Parker, Sean Business or Residence Address (Number and Street, City, State, Zip Code) c/o Plaxo, Inc., 1975 Landings Drive; Mountain View, CA 94039 Check Box(es) Promoter Beneficial Owner Executive Officer that Apply: Director General and/or Managing Partner Full Name (Last name first, if individual) Masonis, J. Todd Business or Residence Address (Number and Street, City, State, Zip Code) c/o Plaxo, Inc., 1975 Landings Drive; Mountain View, CA 94039 Check Box(es) Promoter Executive Officer ⊠Beneficial Owner that Apply: Director General and/or Managing Partner Full Name (Last name first, if individual) Ring, Cameron Business or Residence Address (Number and Street, City, State, Zip Code) c/o Plaxo, Inc., 1975 Landings Drive; Mountain View, CA 94039 Check Box(es) Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner that Apply: Full Name (Last name first, if individual) Moritz, Michael Business or Residence Address (Number and Street, City, State, Zip Code) c/o Sequoia Capital, 3000 Sand Hill Road, Bldg. 4. Suite 180; Menlo Park, CA 94025 Check Box(es) Promoter Beneficial Owner Executive Officer General and/or Managing Partner that Apply: Director Full Name (Last name first, if individual) SC X Management, L.L.C. Business or Residence Address (Number and Street, City, State, Zip Code) c/o Sequoia Capital, 3000 Sand Hill Road, Bldg. 4, Suite 180; Menlo Park, CA 94025 Promoter Check Box(es) Beneficial Owner Executive Officer Director General and/or Managing Partner that Apply: Full Name (Last name first, if individual) Koogle, Tim Business or Residence Address (Number and Street, City, State, Zip Code) c/o Plaxo, Inc., 1975 Landings Drive; Mountain View, CA 94039 Promoter Check Box(es) Beneficial Owner Executive Officer Director General and/or Managing Partner that Apply: Full Name (Last name first, if individual) Shriram, Ram Business or Residence Address (Number and Street, City, State, Zip Code) c/o Plaxo, Inc., 1975 Landings Drive; Mountain View, CA 94039 Promoter Beneficial Owner Check Box(es) Executive Officer General and/or Managing Partner Director that Apply: Full Name (Last name first, if individual) Carey, Richard Business or Residence Address (Number and Street, City, State, Zip Code) c/o Plaxo, Inc., 1975 Landings Drive; Mountain View, CA 94039

Check Box(es)	Promoter	Beneficial Owner	Executive Officer
that Apply:	☑Director	☐General and/or Managing Partner	
Full Name (Last name first, if it	ndividual)		
Callaghan, Jon			
	(Number and Street, City, State, Zip		
c/o Globespan Management As	sociates, IV, LLC, One Boston Place	e, Suite 2810; Boston, MA 02108	
Check Box(es)	Promoter	Beneficial Owner	⊠Executive Officer
that Apply:	Director	General and/or Managing Partner	
Full Name (Last name first, if it	ndividual)		
Lester, Peter			
Business or Residence Address	(Number and Street, City, State, Zip	Code)	
c/o Plaxo, Inc., 1975 Landings	Drive; Mountain View, CA 94039		
Check Box(es)	Promoter	Beneficial Owner	Executive Officer
that Apply:	Director	General and/or Managing Partner	
Full Name (Last name first, if it			
Globespan Management Associ	ates IV, LLC		
Business or Residence Address	(Number and Street, City, State, Zip	Code)	
One Boston Place, Suite 2810;	Boston, MA 02108	·	
Check Box(es)	Promoter	Beneficial Owner	Executive Officer
that Apply:	Director	General and/or Managing Partner	11/4-7-
Full Name (Last name first, if it	· · · · · · · · · · · · · · · · · · ·		
JAV Management Associates II	II, LLC		
D		<del></del>	
One Boston Place, Suite 2810;	(Number and Street, City, State, Zip	Code)	

				В.	INFORMA	TION ABO	OUT OFFEI	RING				
1. Has	the issuer so	old, or does	the issuer in		to non-accr			-		Yes 🗌	No 🏻	
2. Wh	. What is the minimum investment that will be accepted from any individual?											
3. Doe	Does the offering permit joint ownership of a single unit?											
rem ager	uneration font of a broke	r solicitation r or dealer r	n of purchase egistered wi	ers in conne th the SEC a	ction with sa and/or with a	ales of secur a state or sta	ities in the o tes, list the r	ffering. If a	person to b broker or de	commission e listed is an : aler. If more proker or deal	associated than five (	
Full Na	me (Last nar	ne first, if in	dividual)									
Busines	s or Residen	ice Address	(Number and	d Street, Cit	y, State, Zip	Code)				<del></del>		
Name o	f Associated	Broker or I	Dealer	<u>.</u>	<u>-</u>			***			······································	
			Ias Solicited Iividual Stat			rchasers				All States		
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Full Na	me (Last nar	ne first, if in	dividual)					-				
Busines	s or Residen	ce Address	(Number and	d Street, Cit	y, State, Zip	Code)						
Name of	f Associated	Broker or L	Dealer			-						
States ir	Which Per	son Listed H	las Solicited	or Intends t	o Solicit Pu	rchasers	<del></del> -		<del></del>			
(Check	"All States"	or check inc	lividual Stat	es)						All States		
[AL]	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID]
[IL]	[IN]	[IA]	[KS]	[KY]	[LA]	[ME]	[MD]	[MA]	[MI]	[MN]	[MS]	[MO]
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Full Nai	ne (Last nar	ne first, if in	dividual)									
Busines	s or Residen	ce Address	(Number and	l Street, City	y, State, Zip	Code)	·-·-				-	
Name of	f Associated	Broker or D	Dealer									
States in	Which Pers	son Listed H	las Solicited	or Intends t	o Solicit Pui	rchasers				<u></u>		
(Check '	"All States"	or check ind	lividual Stat	es)						All States		
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[MT]	[NE]	[NV]	[NH]	[NJ]	[NM]	[NY]	[NC]	[ND]	[OH]	[OK]	[OR]	[PA]
[RI]	[SC]	[SD]	[TN]	[TX]	[UT]	[VT]	[VA]	[VA]	[WV]	[WI]	[WY]	[PR]

	C. OFFERING PRICE, NUMBER OF INVESTORS, EXPE	ENSES AND USE OF PROCI	EEDS
1.	Enter the aggregate offering price of securities included in this offering and the total amount already sold. Enter "0" if answer is "none" or "zero." If the transaction is an exchange offering, check this box $\square$ and indicate in the columns below the amounts of the securities offering for exchange and already exchanged.		
	Type of Security Debt Equity	Aggregate Offering Price \$ \$	Amount Already Sold  \$ \$
	☐ Common ☐ Preferred		
	Convertible Securities (including warrants)	\$	\$
	Partnership Interests	\$	\$
	Other (Specify: Warrants for Series B Preferred Stock)	\$ 330,000.00	\$0.00
	Total	\$_330,000.00	\$0.00
	Answer also in Appendix, Column 3, if filing under ULOE.	<u></u>	
2.	Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter "0" if answer is "none" or "zero."		
			Aggregate Dollar Amount
		Number Investors	of Purchases
	Accredited Investors	0	\$
	Non-accredited Investors	\$	\$
	Total (for filings under Rule 504 only)	\$	\$
	Answer also in Appendix, Column 4, if filing under ULOE.		
3.	If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, in the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C - Question 1.		
	Type of Offering	Type of Security	Dollar Amount Sold
	Rule 505	\$	\$
	Regulation A	\$	\$
-	Rule 504	\$	\$
	Total	\$	\$
4.	a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the issuer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate.		
	Transfer Agent's Fees	П	\$
	Printing and Engraving Costs		\$
	Legal Fees		\$_20,000.00
	Accounting Fees.		\$ <u>20,000.00</u>
			Ψ <u></u>
	Engineering Fees		Φ
	Sales Commissions (specify finders' fees separately)		Ф <u> </u>
	Other Expenses (Identify) Blue Sky fees		\$ <u>100.00</u>
	Total	$\boxtimes$	\$_20,100.00
	b. Enter the difference between the aggregate offering price given in response to Part C - Question 1 and total expenses furnished in response to Part C - Question 4.a. This difference is the "adjusted gross proceeds to the issuer"		

C. OFFERING PRICE, NUMBER OF INVEST	ORS, EXPEN	SES AND USE OF PRO	CEEDS
5. Indicate below the amount of the adjusted gross proceeds to the issuer us proposed to be used for each of the purposes shown. If the amount for a purpose is not known, furnish an estimate and check the box to the left cestimate. The total of the payments listed must equal the adjusted gross to the issuer set forth in response to Part C - Question 4.b above.	nny of the	Payment to Officers,	
		Directors, & Affiliates	Payment To Others
Salaries and fees		<b></b>	\$
Purchase of real estate		<b>\$</b>	\$
Purchase, rental or leasing and installation of machinery and equipment		<b>\$</b>	<b>\$</b>
Construction or leasing of plant buildings and facilities		<b>\$</b>	<b>\$</b>
Acquisition of other businesses (including the value of securities involved in offering that may be used in exchange for the assets or securities of another in pursuant to a merger)	issuer		
Repayment of indebtedness		<b>\$</b>	<b>\$</b>
Working capital		<b>\$</b>	<b>⋈</b> \$309,900.00
Other (specify):			
			<b>—</b>
Column Totals		□ \$ ⊠ •	\$309,900.00 309,900.00
Total Payments Listed (column totals added)		<b>△</b> ⊅	<u>309,900.00</u>
D. FEDERAL S	IGNATURE		
The issuer had duly caused this notice to be signed by the undersigned duly	authorized pers	on. If this notice is filed a	inder Rule 505, the following
signature constitutes an undertaking by the issuer to furnish to the U.S. Securinformation furnished by the issuer to any non-accredited investor pursuant t	rities and Exch	ange Commission, upon v	ritten request of its staff, the
Issuer (Print or Type)	Signature		Date
Plaxo, Inc.	1-2-		November 26, 2003
Name of Signer (Print or Type)	1	er (Print or Type)	
George Colindres	Assistant Sec	cretary	
	<u></u>		
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ATTENT  Intentional misstatements or omissions of fact constitute			

	E. STATE SIGNATURE								
1.	Is any party described in 17 CFR 230.252(c), (d), (e) or (f) presently subj provisions of such rule?	•	Yes ☐ No 🏻						
	See Appendix, Column 5	5, for state response.							
2.	The undersigned issuer hereby undertakes to furnish to the state administ CFR 239.500) at such times as required by state law.	rator of any state in which the notice is file	ed, a notice on Form D (17						
3.									
4.									
	e issuer has read this notification and knows the contents to be true and had authorized person.	s duly caused this notice to be signed on it	s behalf by the undersigned						
	uer (Print or Type) axo, Inc.	Signature	Date November 26, 2003						
Na	me of Signer (Print or Type)	Title of Signer (Print or Type)							
Ge	orge Colindres	Assistant Secretary							

## Instruction:

Print the name and title of the signing representative under his signature for the state portion of this form. One copy of every notice on Form D must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

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1	APPENDIX 2 3 4								5	
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		o non-accredited te (Part B-Item 1)	Type of security and aggregate offering price offered in State (Part C-Item 1)	Type of i	nvestor and amou (Part C-Ite	n State	Disqualification under State ULOE (if yes, attach explanation of waiver granted (Part E-Item 1)			
State	Yes	No	Warrants Exercisable for Series B Preferred Stock	Number of Accredited Investors	Amount	Number of Non- Accredite d Investors	Amount	Yes	No	
AL										
AK										
AZ					,					
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APPENDIX