## FORM 4

obligations may continue. See Instruction 1(b).

Check this box if no longer subject to Section 16. Form 4 or Form 5

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

OMB APPROVAL OMB Number: Estimated average burden hours per response: 0.5

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*  SKOK DAVID R |   |  |                  |  |            | 2. Issuer Name and Ticker or Trading Symbol HUBSPOT INC [ HUBS ] |   |   |   |         |   |   |   | Relationship of Reporting Person(s) to Issuer (Check all applicable)     X Director X 10% Owner |   |   |  |   |                              |  |  |
|--|---|--|------------------|--|------------|--|---|---|---|---------|---|---|---|---|---|---|--|---|------------------------------|--|--|
| (Last) (First) (Middle) C/O MATRIX PARTNERS            |   |  |                  |  |            | 3. Date of Earliest Transaction (Month/Day/Year) 06/02/2015      |   |   |   |         |   |   |   |   | Office<br>below                                       | er (give t<br>v)  | itle   |   | ther (sp<br>elow)            | oecify   |  |
| 101 MAIN STREET, 17TH FLOOR                            |   |  |                  |  | 4. 11      | 4. If Amendment, Date of Original Filed (Month/Day/Year)         |   |   |   |         |   |   |   |   | 6. Individual or Joint/Group Filing (Check Applicable |   |  |   |                              |  |  |
| (Street) CAMBRIDGE MA 02142                            |   |  |                  |  |            |  |   |   |   |         |   |   | X Form filed by One Reporting Person Form filed by More than One Reporting Person |   |   |   |  |   |                              |  |  |
| (City)   | (City) (State) (Zip)  |  |                  |  |            |  |   |   |   |         |   |   | . 5.55  |   |   |   |  |   |                              |  |  |
|  |   | Tab  | e I - N          | lon-Deriv                                  | ative      | Sec  | uritie  | s Ac                                    | quire                                     | ed, D   | isposed o                               | f, or B   | enefic  | ial   | ly Owne   | ed  |  |   |                              |  |  |
|  |   |  |                  | 2. Transaction<br>Date<br>(Month/Day/Year) |            | 2A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year)      |   | 3.<br>Transaction<br>Code (Instr.<br>8) |   |         | Acquired (A) or<br>(D) (Instr. 3, 4 and |   | ı   | 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   |   | Transactio<br>(Instr. 3 an                            |   |  |   | (ilisti.                     | 4)   |  |
| Common Stock   |   |  |                  |  |            |  |   |   |   |         |   |   |   |   | 400   | 0   | 1  | D   |                              |  |  |
| Common Stock 06/                                       |   |  |                  | 06/02/20                                   | 06/02/2015 |  |   |   | J <sup>(1)</sup>                          |         | 500,000                                 | D   | \$0.0   | 3,  |   | 1,347   |  |   |                              | Matrix<br>, L.P. <sup>(2)</sup>                                  |  |
| Common Stock   |   |  |                  | 06/02/2015                                 |            |  |   | J <sup>(3)</sup>                        |   | 275     | D                                       | \$0.0   | 0 1,934 I   |   | I   | By Weston<br>& Co. VIII,<br>LLC <sup>(2)</sup>  |  |   |                              |  |  |
| Common Stock   |   |  | 06/02/2015       |  |            |  | J <sup>(3)</sup>  |   | 275                                       | A \$0.0 |   | 0   | 275   |   | I   |   | By Matrix<br>VIII US<br>Management<br>Co., LLC. <sup>(2)</sup> |   |                              |  |  |
|  |   | Та   | ıble II          |  |            |  |   |   |   |         | posed of, convertib                     |   |   |   | Owned   |   |  |   |                              |  |  |
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)    | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year) | Execut<br>if any |  |            | action<br>(Instr.  | 5. Number<br>of<br>Derivative<br>Securities<br>Acquired<br>(A) or<br>Disposed<br>of (D)<br>(Instr. 3, 4<br>and 5) |   | 6. Date Exe<br>Expiration I<br>(Month/Day |         |   | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative<br>Security (Instr.<br>and 4) |   | 3   | b. Price of<br>Derivative<br>Security<br>Instr. 5)    | 9. Numb<br>derivativ<br>Securiti<br>Benefici<br>Owned<br>Followir<br>Reporte<br>Transac<br>(Instr. 4) | ve<br>es<br>ially<br>ng<br>d<br>tion(s)                        | 10.<br>Owners<br>Form:<br>Direct (<br>or Indir<br>(I) (Instr      | hip o<br>B<br>D) C<br>ect (I | 1. Nature<br>of Indirect<br>Beneficial<br>Dwnership<br>Instr. 4) |  |
|  |   |  |                  |  | Code       | ,  | (0)   | (D)                                     | Date                                      | sicable | Expiration                              | Title   | or<br>Number<br>of  |   |   |   |  |   |                              |  |  |

## **Explanation of Responses:**

- 1. Represents a pro-rata, in-kind distribution by Matrix Partners VIII, L.P., without consideration, to its partners.
- 2. Mr. Skok is a Managing Member of Matrix VIII U.S. Management Co., L.L.C., which is the general partner of Matrix Partners VIII, L.P and the beneficial owner of the shares reported herein as being held of record by Weston & Co. VIII, LLC. Mr. Skok, by virtue of his management position in Matrix VIII U.S. Management Co., L.L.C., has sole voting and dispositive power with respect to these shares. Mr. Skok disclaims beneficial ownership of such shares, except to the extent of his pecuniary interest therein.
- 3. Re-registration of shares by Weston & Co. VIII, LLC, without consideration, in the name of Matrix VIII U.S. Management Co., L.L.C, the beneficial owner of those shares.

## Remarks:

/s/ David Skok

06/04/2015

\*\* Signature of Reporting Person

Date

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.