

The Securities and Exchange Commission has not necessarily reviewed the information in this filing and has not determined if it is accurate and complete.  
The reader should not assume that the information is accurate and complete.

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

OMB APPROVAL	
OMB Number:	3235-0076
Estimated average burden hours per response:	4.00

Notice of Exempt Offering of Securities

1. Issuer's Identity

CIK (Filer ID Number) [0001404655](#)  
Name of Issuer [HUBSPOT INC](#)  
Jurisdiction of Incorporation/Organization [DELAWARE](#)  
Year of Incorporation/Organization  
 Over Five Years Ago  
 Within Last Five Years (Specify Year) [2007](#)  
 Yet to Be Formed

Previous Names  None

Entity Type  
 Corporation  
 Limited Partnership  
 Limited Liability Company  
 General Partnership  
 Business Trust  
 Other (Specify)

2. Principal Place of Business and Contact Information

Name of Issuer [HUBSPOT INC](#)  
Street Address 1 [1 BROADWAY, 5TH FLOOR](#)  
City [CAMBRIDGE](#) State/Province/Country [MA](#) ZIP/PostalCode [02142](#) Phone Number of Issuer [800-482-0382](#)  
Street Address 2

3. Related Persons

Last Name [Shah](#) First Name [Dharmesh](#) Middle Name  
Street Address 1 [1 Broadway](#) Street Address 2 [5th Floor](#)  
City [Cambridge](#) State/Province/Country [MA](#) ZIP/PostalCode [02142](#)  
Relationship:  Executive Officer  Director  Promoter

Clarification of Response (if Necessary):

Last Name [Halligan](#) First Name [Brian](#) Middle Name  
Street Address 1 [1 Broadway](#) Street Address 2 [5th Floor](#)  
City [Cambridge](#) State/Province/Country [MA](#) ZIP/PostalCode [02142](#)  
Relationship:  Executive Officer  Director  Promoter

Clarification of Response (if Necessary):

Last Name [Bohn](#) First Name [Larry](#) Middle Name  
Street Address 1 [1 Broadway](#) Street Address 2 [5th Floor](#)  
City [Cambridge](#) State/Province/Country [MA](#) ZIP/PostalCode [02142](#)  
Relationship:  Executive Officer  Director  Promoter

Clarification of Response (if Necessary):

Last Name [Skok](#) First Name [David](#) Middle Name  
Street Address 1 Street Address 2

1 Broadway  
City  
Cambridge  
Relationship:  Executive Officer  Director  Promoter  
5th Floor  
State/Province/Country  
MA  
ZIP/PostalCode  
02142

Clarification of Response (if Necessary):

Last Name  
Payne  
Street Address 1  
1 Broadway  
City  
Cambridge  
Relationship:  Executive Officer  Director  Promoter  
First Name  
Andrew  
Street Address 2  
5th Floor  
State/Province/Country  
MA  
ZIP/PostalCode  
02142  
Middle Name

Clarification of Response (if Necessary):

Last Name  
Goodman  
Street Address 1  
1 Broadway  
City  
Cambridge  
Relationship:  Executive Officer  Director  Promoter  
First Name  
Gail  
Street Address 2  
5th Floor  
State/Province/Country  
MA  
ZIP/PostalCode  
02142  
Middle Name

Clarification of Response (if Necessary):

Last Name  
Theis  
Street Address 1  
1 Broadway  
City  
Cambridge  
Relationship:  Executive Officer  Director  Promoter  
First Name  
Robert  
Street Address 2  
5th Floor  
State/Province/Country  
MA  
ZIP/PostalCode  
02142  
Middle Name

Clarification of Response (if Necessary):

#### 4. Industry Group

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Agriculture   | <input type="checkbox"/> Health Care            | <input type="checkbox"/> Retailing                   |
| <input type="checkbox"/> Banking & Financial Services  | <input type="checkbox"/> Biotechnology          | <input type="checkbox"/> Restaurants                 |
| <input type="checkbox"/> Commercial Banking  | <input type="checkbox"/> Health Insurance       | <input type="checkbox"/> Technology                  |
| <input type="checkbox"/> Insurance   | <input type="checkbox"/> Hospitals & Physicians | <input type="checkbox"/> Computers                   |
| <input type="checkbox"/> Investing   | <input type="checkbox"/> Pharmaceuticals        | <input type="checkbox"/> Telecommunications          |
| <input type="checkbox"/> Investment Banking  | <input type="checkbox"/> Other Health Care      | <input checked="" type="checkbox"/> Other Technology |
| <input type="checkbox"/> Pooled Investment Fund  | <input type="checkbox"/> Manufacturing          | <input type="checkbox"/> Travel                      |
| Is the issuer registered as<br>an investment company under<br>the Investment Company<br>Act of 1940? | <input type="checkbox"/> Real Estate            | <input type="checkbox"/> Airlines & Airports         |
| <input type="checkbox"/> Yes <input type="checkbox"/> No   | <input type="checkbox"/> Commercial             | <input type="checkbox"/> Lodging & Conventions       |
| <input type="checkbox"/> Other Banking & Financial Services  | <input type="checkbox"/> Construction           | <input type="checkbox"/> Tourism & Travel Services   |
| <input type="checkbox"/> Business Services   | <input type="checkbox"/> REITS & Finance        | <input type="checkbox"/> Other Travel                |
| <input type="checkbox"/> Energy  | <input type="checkbox"/> Residential            | <input type="checkbox"/> Other                       |
| <input type="checkbox"/> Coal Mining   | <input type="checkbox"/> Other Real Estate      |  |
| <input type="checkbox"/> Electric Utilities  |   |  |
| <input type="checkbox"/> Energy Conservation   |   |  |
| <input type="checkbox"/> Environmental Services  |   |  |
| <input type="checkbox"/> Oil & Gas   |   |  |
| <input type="checkbox"/> Other Energy  |   |  |

#### 5. Issuer Size

Revenue Range	OR	Aggregate Net Asset Value Range
<input type="checkbox"/> No Revenues		<input type="checkbox"/> No Aggregate Net Asset Value
<input type="checkbox"/> \$1 - \$1,000,000		<input type="checkbox"/> \$1 - \$5,000,000
<input type="checkbox"/> \$1,000,001 - \$5,000,000		<input type="checkbox"/> \$5,000,001 - \$25,000,000
<input type="checkbox"/> \$5,000,001 - \$25,000,000		<input type="checkbox"/> \$25,000,001 - \$50,000,000
<input type="checkbox"/> \$25,000,001 - \$100,000,000		<input type="checkbox"/> \$50,000,001 - \$100,000,000
<input type="checkbox"/> Over \$100,000,000		<input type="checkbox"/> Over \$100,000,000
<input checked="" type="checkbox"/> Decline to Disclose		<input type="checkbox"/> Decline to Disclose
<input type="checkbox"/> Not Applicable		<input type="checkbox"/> Not Applicable

**6. Federal Exemption(s) and Exclusion(s) Claimed (select all that apply)**

<input type="checkbox"/> Rule 504(b)(1) (not (i), (ii) or (iii))	<input type="checkbox"/> Rule 505
<input type="checkbox"/> Rule 504 (b)(1)(i)	<input checked="" type="checkbox"/> Rule 506
<input type="checkbox"/> Rule 504 (b)(1)(ii)	<input type="checkbox"/> Securities Act Section 4(5)
<input type="checkbox"/> Rule 504 (b)(1)(iii)	<input type="checkbox"/> Investment Company Act Section 3(c)
	<input type="checkbox"/> Section 3(c)(1)
	<input type="checkbox"/> Section 3(c)(2)
	<input type="checkbox"/> Section 3(c)(3)
	<input type="checkbox"/> Section 3(c)(4)
	<input type="checkbox"/> Section 3(c)(5)
	<input type="checkbox"/> Section 3(c)(6)
	<input type="checkbox"/> Section 3(c)(7)
	<input type="checkbox"/> Section 3(c)(9)
	<input type="checkbox"/> Section 3(c)(10)
	<input type="checkbox"/> Section 3(c)(11)
	<input type="checkbox"/> Section 3(c)(12)
	<input type="checkbox"/> Section 3(c)(13)
	<input type="checkbox"/> Section 3(c)(14)

**7. Type of Filing**

New Notice Date of First Sale [2009-10-14](#)  First Sale Yet to Occur  
 Amendment

**8. Duration of Offering**

Does the Issuer intend this offering to last more than one year?  Yes  No

**9. Type(s) of Securities Offered (select all that apply)**

<input checked="" type="checkbox"/> Equity	<input type="checkbox"/> Pooled Investment Fund Interests
<input type="checkbox"/> Debt	<input type="checkbox"/> Tenant-in-Common Securities
<input type="checkbox"/> Option, Warrant or Other Right to Acquire Another Security	<input type="checkbox"/> Mineral Property Securities
<input type="checkbox"/> Security to be Acquired Upon Exercise of Option, Warrant or Other Right to Acquire Security	<input type="checkbox"/> Other (describe)

**10. Business Combination Transaction**

Is this offering being made in connection with a business combination transaction, such as a merger, acquisition or exchange offer?  Yes  No

Clarification of Response (if Necessary):

**11. Minimum Investment**

Minimum investment accepted from any outside investor \$0 USD

**12. Sales Compensation**

Recipient	Recipient CRD Number <input checked="" type="checkbox"/> None
(Associated) Broker or Dealer <input checked="" type="checkbox"/> None	(Associated) Broker or Dealer CRD Number <input checked="" type="checkbox"/> None
Street Address 1	Street Address 2
City	State/Province/Country
State(s) of Solicitation (select all that apply)	ZIP/Postal Code
Check "All States" or check individual States <input type="checkbox"/> All States	<input type="checkbox"/> Foreign/non-US

**13. Offering and Sales Amounts**

Total Offering Amount \$18,830,506 USD or  Indefinite  
Total Amount Sold \$15,000,001 USD

Total Remaining to be Sold \$3,830,505 USD or  Indefinite

Clarification of Response (if Necessary):

#### 14. Investors

Select if securities in the offering have been or may be sold to persons who do not qualify as accredited investors, and enter the number of such non-accredited investors who already have invested in the offering.

Regardless of whether securities in the offering have been or may be sold to persons who do not qualify as accredited investors, enter the total number of investors who already have invested in the offering:

5

#### 15. Sales Commissions & Finder's Fees Expenses

Provide separately the amounts of sales commissions and finders fees expenses, if any. If the amount of an expenditure is not known, provide an estimate and check the box next to the amount.

Sales Commissions \$0 USD  Estimate

Finders' Fees \$0 USD  Estimate

Clarification of Response (if Necessary):

#### 16. Use of Proceeds

Provide the amount of the gross proceeds of the offering that has been or is proposed to be used for payments to any of the persons required to be named as executive officers, directors or promoters in response to Item 3 above. If the amount is unknown, provide an estimate and check the box next to the amount.

\$0 USD  Estimate

Clarification of Response (if Necessary):

#### Signature and Submission

Please verify the information you have entered and review the Terms of Submission below before signing and clicking SUBMIT below to file this notice.

##### Terms of Submission

In submitting this notice, each issuer named above is:

- Notifying the SEC and/or each State in which this notice is filed of the offering of securities described and undertaking to furnish them, upon written request, in the accordance with applicable law, the information furnished to offerees.\*
- Irrevocably appointing each of the Secretary of the SEC and, the Securities Administrator or other legally designated officer of the State in which the issuer maintains its principal place of business and any State in which this notice is filed, as its agents for service of process, and agreeing that these persons may accept service on its behalf, of any notice, process or pleading, and further agreeing that such service may be made by registered or certified mail, in any Federal or state action, administrative proceeding, or arbitration brought against the issuer in any place subject to the jurisdiction of the United States, if the action, proceeding or arbitration (a) arises out of any activity in connection with the offering of securities that is the subject of this notice, and (b) is founded, directly or indirectly, upon the provisions of: (i) the Securities Act of 1933, the Securities Exchange Act of 1934, the Trust Indenture Act of 1939, the Investment Company Act of 1940, or the Investment Advisers Act of 1940, or any rule or regulation under any of these statutes, or (ii) the laws of the State in which the issuer maintains its principal place of business or any State in which this notice is filed.
- Certifying that, if the issuer is claiming a Rule 505 exemption, the issuer is not disqualified from relying on Rule 505 for one of the reasons stated in Rule 505(b)(2)(iii).

Each Issuer identified above has read this notice, knows the contents to be true, and has duly caused this notice to be signed on its behalf by the undersigned duly authorized person.

For signature, type in the signer's name or other letters or characters adopted or authorized as the signer's signature.

Issuer	Signature	Name of Signer	Title	Date
HUBSPOT INC	/s/ Brian Halligan	Brian Halligan	President and CEO	2009-10-28

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.

\* This undertaking does not affect any limits Section 102(a) of the National Securities Markets Improvement Act of 1996 ("NSMIA") [Pub. L. No. 104-290, 110 Stat. 3416 (Oct. 11, 1996)] imposes on the ability of States to require information. As a result, if the securities that are the subject of this Form D are "covered securities" for purposes of NSMIA, whether in all instances or due to the nature of the offering that is the subject of this Form D, States cannot routinely require offering materials under this undertaking or otherwise and can require offering materials only to the extent NSMIA permits them to do so under NSMIA's preservation of their anti-fraud authority.