FORM 4

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

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

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).

1. Name and Address of Reporting Person* <u>Bueker Kathryn</u>							2. Issuer Name and Ticker or Trading Symbol HUBSPOT INC [ HUBS ]									Relationship of Reporting Person(s) to Issuer (Check all applicable)     Director				
(Last) (First) (Middle) C/O HUBSPOT, INC.						3. Date of Earliest Transaction (Month/Day/Year) 06/17/2024									Officer (give title Other (specify below)  Chief Financial Officer				sресіту 	
2 CANAL PARK							4. If Amendment, Date of Original Filed (Month/Day/Year)									6. Individual or Joint/Group Filing (Check Applicable Line)				
(Street) CAMBRIDGE MA 02141						Form filed by One Reporting Person Form filed by More than One Reporting Person														
(City) (State) (Zip)						Rule 10b5-1(c) Transaction Indication  Check this box to indicate that a transaction was made pursuant to a contract, instruction or written plan that is intended to														
		4	satisfy the affirmative defense conditions of Rule 10b5-1(c). See Instruction 10.  ative Securities Acquired, Disposed of, or Beneficially Owned																	
		Tab	le I - No			_			cqu	uired,	Dis	<u>.                                      </u>			Illy Own	ed				
1. Title of Security (Instr. 3)  2. Transac Date (Month/Da						ar)	2A. Deemed Execution Date, if any (Month/Day/Year)			3. Transaction Code (Instr. ) 8)		4. Securities Acquired (A) Disposed Of (D) (Instr. 3, 4 5)			d Secur Benef Owne	icially d Following	Forn (D) c	n: Direct or Indirect nstr. 4)	7. Nature of Indirect Beneficial Ownership	
										Code	v	Amount	(A) o (D)	r Price	Trans	orted nsaction(s) tr. 3 and 4)			(Instr. 4)	
Common Stock 06/17/2						2024				M		585	585 A		0.7	46,138		D		
Common Stock 06/17/2										M		780	780 A		3.1	16,918		D		
		1	able II -										, or Ber ble sec		y Owne	i				
1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deem Execution if any (Month/D	n Date,	4. Transactio Code (Inst 8)				Ex	Date Exe piration onth/Day	Date		Amount of Securities Underlying Derivative	7. Title and Amount of Securities Underlying Derivative Security (Instr. 3 and 4)		f 9. Number derivative Securities Beneficia Owned Following Reported Transacti (Instr. 4)	e s illy	10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	Beneficial Ownership oct (Instr. 4)	
					Code	v	(A)	(D)	Da <sup>1</sup>	te ercisabl		xpiration ate	Title	Amount or Number of Shares						
Employee Stock Option (right to buy)	\$159.7	06/17/2024			М			585		(1)	0	2/01/2029	Common Stock	585	\$0.00	4,381	1	D		
Employee Stock Option	\$128.1	06/17/2024			M			780		(1)	0	7/02/2028	Common Stock	780	\$0.00	4,510	0	D		

## **Explanation of Responses:**

1. This stock option is fully vested

Remarks:

(right to buy)

/s/ Alyssa Harvey Dawson, attorney-in-fact

06/18/2024

\*\* Signature of Reporting Person

Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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.

<sup>\*</sup> If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

<sup>\*\*</sup> Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).