

HUBSPOT, INC.

SECURITYHOLDER COMMUNICATION POLICY

The Board of Directors (the “Board”) of HubSpot, Inc. (the “Company”) provides to every securityholder and other interested parties the ability to communicate with the Board, as a whole, and with individual directors on the Board through an established process for securityholder communication (as that term is defined by the rules of the Securities and Exchange Commission) (“Securityholder Communication”) as follows:

- For a Securityholder Communication directed to the Board as a whole, securityholders and other interested parties may send such communication to the attention of the Company’s Secretary via U.S. Mail or Expedited Delivery Service to the address listed below or by email to secretary@hubspot.com:

HubSpot, Inc.
25 First Street
Cambridge, MA 02141
Attn.: Board of Directors c/o Secretary

- For a Securityholder Communication directed to an individual director in his or her capacity as a member of the Board, securityholders and other interested parties may send such communication to the attention of the individual director via U.S. Mail or Expedited Delivery Service to the address listed below or by email to secretary@hubspot.com:

HubSpot, Inc.
25 First Street, 2nd Floor
Cambridge, MA 02141 USA
Attn: [**Name of Individual Director**] c/o Secretary

The Company will forward by U.S. Mail any such Securityholder Communication to each director, and the Chairman of the Board in his or her capacity as a representative of the Board, to whom such Securityholder Communication is addressed to the address specified by each such director and the Chairman of the Board.

Communications from an officer or director of the Company and proposals submitted by securityholders to be included in the Company’s annual proxy statement, pursuant to Rule 14a-8, and director nominations, pursuant to Rule 14a-11, of the Securities Exchange Act of 1934, as amended (and related communications) will not be viewed as a Securityholder Communication. Communications from an employee or agent of the Company will be viewed as Securityholder Communication only if such communications are made solely in such employee’s or agent’s capacity as a securityholder.

ADOPTED: August 20, 2014
Amended as of: October 28, 2015