

HUBSPOT INC  
Form 8-K  
November 12, 2015

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d)**

**of the Securities Exchange Act of 1934**

**Date of Report (Date of Earliest Event Reported): November 6, 2015**

**HUBSPOT, INC.**

**(Exact name of registrant as specified in its charter)**

**DELAWARE**  
**(State or other jurisdiction**

**of incorporation)**

**001-36680**  
**(Commission**

**File Number)**

**20-2632791**  
**(I.R.S. Employer**

**Identification No.)**

**25 First Street, 2nd Floor**

**Cambridge, Massachusetts**  
**(Address of principal executive offices)**

**02141**  
**(Zip Code)**

**Registrant's telephone number, including area code (888) 482-7768**

**Not applicable**

**(Former name or former address, if changed since last report)**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- .. Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- .. Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- .. Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- .. Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Item 1.01 Entry into a Material Definitive Agreement.**

On November 6, 2015 HubSpot, Inc. (the Company) as Guarantor and HubSpot Ireland Limited ( HubSpot Ireland ), a wholly owned subsidiary of the Company, as tenant, entered into an agreement to take an occupational lease from Hibernia REIT Plc (the Landlord) (the Agreement for Lease) with an agreed form of lease appended to it (the Lease) in respect of approximately 27,500 square feet of office space located at One Dockland Central, Guild Street, in Dublin Ireland (the Premises). The Agreement for Lease and Lease are together referred to as the Lease Agreements.

The Lease will become effective once certain Landlord works in the building have been completed, which is anticipated to occur in mid-December 2015. Once effective, the Lease will run for 20 years, subject to an option for HubSpot Ireland to terminate it early after 10  $\frac{1}{2}$  years for a fee equal to six months basic rent.

The estimated initial annual basic rent for the Premises is approximately \$1.4 million and is subject to adjustment in connection with rent reviews to be conducted every five years. HubSpot Ireland will receive six months basic rent free upon commencement of the Lease term and, prior to this, will be granted early access for fit out purposes. HubSpot Ireland will be obligated to pay certain costs, service charges and expenses related to the Premises.

The obligations of HubSpot Ireland under the Lease Agreements are guaranteed by the Company.

The foregoing is a brief description of certain of the terms of the Lease Agreements, does not purport to be complete and is qualified in its entirety by reference to the Lease Agreements that will be filed as an exhibit to our annual report on Form 10-K for the year ending December 31, 2015.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

November 12, 2015

HubSpot, Inc.

By: /s/ John Kelleher

Name: John Kelleher

Title: General Counsel