

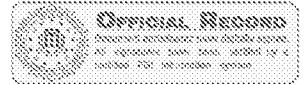
FEDERAL BUREAU OF INVESTIGATION
FOI/PA
DELETED PAGE INFORMATION SHEET
FOI/PA# 1349623-0

Total Deleted Page(s) = 17

- Page 5 ~ b6; b7C;
- Page 6 ~ b6; b7C;
- Page 7 ~ b6; b7C;
- Page 8 ~ b6; b7C;
- Page 9 ~ b6; b7C;
- Page 10 ~ b6; b7C;
- Page 11 ~ b6; b7C;
- Page 12 ~ b6; b7C;
- Page 13 ~ b6; b7C;
- Page 14 ~ b6; b7C;
- Page 15 ~ b6; b7C;
- Page 16 ~ b6; b7C;
- Page 17 ~ b6; b7C;
- Page 19 ~ b6; b7C;
- Page 20 ~ b6; b7C;
- Page 21 ~ b6; b7C;
- Page 22 ~ b6; b7C;

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FEDERAL BUREAU OF INVESTIGATION

Electronic Communication

Title: (U) HUBSPOT Opening Communication

Date: 08/11/2015

From: BOSTON

BS-C10

Contact: [Redacted]

Approved By: [Redacted]

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Drafted By: [Redacted]

Case ID #: 318A-BS-6564256 (U) HUBSPOT INC.;

[Redacted]

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CORPORATE FRAUD

Synopsis: (U) To request that the above captioned matter be opened as a full investigation.

Full Investigation Initiated: 08/11/2015

Details:

HUBSPOT, INC. ("HUBSPOT") is a publicly traded company found on the New York Stock Exchange. The company, based out of Cambridge, Massachusetts, recently made key personnel changes. [Redacted]

[Redacted]

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A recent complaint made to the FBI provided additional details regarding the actions of [Redacted] and a [Redacted]

[Redacted] According to the complaint, [Redacted] [Redacted] planned to write a book about his

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experience working at the company. Some people at HUBSPOT believed the book was going to embarrass the company, as well as, individuals who worked there. Additionally, it was viewed as a financial threat to HUBSPOT, its share price, and the company's future potential.

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Title: (U) HUBSPOT Opening Communication
Re: 318A-BS-6564256, 08/11/2015

In an effort to prevent the publishing of [redacted] book, [redacted]

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[redacted] That was done in order to obtain sensitive information on individuals with access to the book's transcript, or control of the the publishing deal. The information found was then used as leverage in an attempt to prevent the book from reaching the market place. [redacted] is the [redacted] With [redacted] tactics such as email hacking and extortion in its attempt to railroad the book. [redacted] and [redacted] were also aware of plan.

b7D

[redacted]
[redacted]
[redacted]

After multiple failed attempts to manipulate and extort people related to the [redacted] complaint to the HUBSPOT's internal counsel. Subsequently, an internal investigation was conducted and the government was alerted to what the company found.

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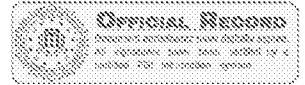
It is requested that a full investigation be opened into the above matter. The purpose of the investigation will be to obtain evidence of the alleged criminal behavior through the use of witness testimony, accounting records, communication records, and any other investigative sources available.

It is also requested that this be opened as a joint investigation with a White Collar Crime Squad, as well as, a Cyber Crimes Squad. Due to the nature of the underlying allegations, there is an overlap of Corporate Fraud and Cyber Intrusion activities.

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FEDERAL BUREAU OF INVESTIGATION

Electronic Communication

Title: (U) HUBSPOT Opening Communication

Date: 08/13/2015

From: BOSTON

BS-CY1

Contact: [Redacted]

Approved By: SSA [Redacted]

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Drafted By: [Redacted]

Case ID #: 288A-BS-6557598

(U) HUBSPOT INC.;

[Redacted]

COMPUTER INTRUSION-CRIMINAL

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318A-BS-6564256

(U) HUBSPOT INC.;

[Redacted]

CORPORATE FRAUD

Synopsis: (U) To request that the above captioned matter be opened as a full investigation.

Full Investigation Initiated: 08/13/2015

Details:

HUBSPOT, INC. ("HUBSPOT") is a publicly traded company found on the New York Stock Exchange. The company, based out of Cambridge, Massachusetts, recently made key personnel changes. [Redacted]

[Redacted]

[Redacted]

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A recent complaint made to the FBI provided additional details regarding the actions of [Redacted] and a [Redacted]

[Redacted] According to the complaint, [Redacted] [Redacted] planned to write a book about his experience working

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Title: (U) HUBSPOT Opening Communication
Re: 288A-BS-6557598, 08/13/2015

at the company. Some people at HUBSPOT believed the book was going to embarrass the company, as well as, individuals who worked there. Additionally, it was viewed as a financial threat to HUBSPOT, its share price, and the company's future potential.

In an effort to prevent the publishing of [redacted] book, [redacted] a

[redacted] That was done in order to obtain sensitive information on individuals with access to the book's transcript, or control of the the publishing deal. The information found was then used as leverage in an attempt to prevent the book from reaching the market place. [redacted] is the [redacted] With [redacted] tactics such as email hacking and extortion in its attempt to railroad the book, [redacted] and [redacted] were also aware of plan.

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[redacted]

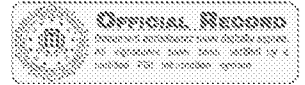
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After multiple failed attempts to manipulate and extort people related to the book deal, [redacted] complaint to the HUBSPOT's internal counsel. Subsequently, an internal investigation was conducted at HUBSPOT, and the government was alerted to what the company found.

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FEDERAL BUREAU OF INVESTIGATION

Date of entry 09/30/2015

[redacted], date of birth, [redacted], social security number, [redacted], home address, [redacted] was interviewed at the United States Attorney's Office, in the district of Massachusetts. Present for the interview were Assistant United States Attorney, [redacted] and Attorney [redacted] from [redacted]. After being advised of the identity of the interviewing agents and the nature of the interview, [redacted] provided the following information:

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[redacted]

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[redacted]

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[redacted]

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[redacted]

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Investigation on 09/08/2015 at Boston, Massachusetts, United States (In Person)

File # 318A-BS-6564256, 288A-BS-6557598 Date drafted 09/08/2015

by [redacted]

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- Conversation about [redacted]
- how the publisher had [redacted] accounts
[redacted] said the publisher [redacted]
[redacted] was concerned that he had not heard from [redacted]

[redacted] with [redacted]

- [redacted] said [redacted] had [redacted] John Doe lawsuit with
obstruction - [redacted] found out about it - [redacted]

[redacted] to use [redacted]
[redacted] [redacted] [redacted]

[redacted] for [redacted]
[redacted] [redacted]

[redacted] after came with [redacted]
- Talked to [redacted] to try and get him to talk to
[redacted]

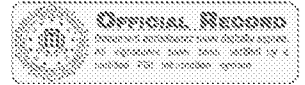
[redacted] or who bought a computer
[redacted] was getting passwords that [redacted] was trying to
dig up on [redacted]

- started work in Jan 2013

[redacted] - installed program

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FEDERAL BUREAU OF INVESTIGATION

Date of entry 10/27/2015

[redacted] cellphone number, [redacted] was interviewed at the United States Attorney's Office, in the district of Massachusetts. Present for the interview were Assistant United States Attorney, [redacted] and Attorney [redacted], from DRINKER, BIDDLE and REATH, LLP. After being advised of the identities of the interviewing agents and the nature of the interview, [redacted] provided the following information:

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[redacted] HUBSPOT and [redacted] aspect of the company. That included the [redacted] but did interact with him. [redacted] and it became known in early 2015 that [redacted] planned to write a book about his time at HUBSPOT. [redacted]

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[redacted] book concerned a large group of people at HUBSPOT. [redacted] was generally concerned about the book's content for HUBSPOT as a whole, but specifically with regards to HUBSPOT's [redacted] and [redacted] [redacted] was another individual who shared concern over the book. He may have been concerned because [redacted] [redacted] made comments about [redacted] despite being [redacted] and also because he was close with [redacted] at one time. [redacted] a GOOGLE doc that listed various people's concerns with the book. Other than [redacted] and [redacted] only HUBSPOT's legal counsel, and [redacted] had direct access to the GOOGLE doc. The primary concern was how [redacted] would portray the company culture, and how that might hurt the company.

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[redacted] was also riling up people on the HUBSPOT Alumni board. Specifically, he was pointing out how employees were not able to sell company stock after the lock out period ended. This was a real issue according to [redacted] but was due to a technical error rather than intent. [redacted] reached out to the media concerning that issue. [redacted] was supposedly going to attend an

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Investigation on 10/06/2015 at Boston, Massachusetts, United States (In Person)

File # 288A-BS-6557598, 318A-BS-6564256 Date drafted 10/13/2015

by [redacted]

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288A-BS-6557598

Continuation of FD-302 of Interview of [redacted], On 10/06/2015, Page 2 of 3

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alumni event in order to collect negative information about HUBSPOT. The possibility of denying [redacted] access the alumni event was discussed, but legal advised that it was not a possibility.

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[redacted] and [redacted] and [redacted] get specific details about the book. [redacted] did not want [redacted] One of the options they looked into [redacted] to potential publishers. [redacted] and [redacted] often used the [redacted] communicate with each other [redacted] They encouraged [redacted] as well, but [redacted]

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[redacted] called [redacted] and told [redacted] that [redacted] talked to [redacted] about [redacted] had done [redacted] for HUBSPOT in the past and knew [redacted] LNU, did not like [redacted]

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[redacted] was concerned about digging up information about people, but [redacted] for the work that [redacted] was doing. [redacted] did so as an extension of prior services. At that time, [redacted] did not know the specifics about what [redacted] was doing. [redacted] later learned from [redacted] that someone had talked to [redacted] about paying [redacted] money for information. No decisions were made about what they were going to do next. At that point, [redacted] that their actions were not [redacted] This was also the time that [redacted] was informed about the [redacted] That was done because the publisher of [redacted] book had [redacted] accounts. [redacted] was told that [redacted] worked, but [redacted] never saw any proof that it did. For reasons unknown to [redacted] it was decided that [redacted] were not going to be used.

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[redacted] never saw any proof that any of the activities discussed in relation to [redacted] had been carried out.

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Time passed, and [redacted] became concerned after not hearing from [redacted] for an extended period of time. [redacted] subsequently met [redacted] in [redacted] [redacted] felt that the [redacted] awkwardness and nervousness. [redacted] had finally heard from [redacted] and told [redacted] that there had been a John Doe lawsuit filed in California concerning extortion. That information came from [redacted] and alarmed [redacted] They general assumption was that the law suit was likely filed by [redacted]

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288A-BS-6557598

Continuation of FD-302 of Interview of [redacted], On 10/06/2015, Page 3 of 3

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[redacted] me with [redacted] everything that had taken place [redacted] attempted to [redacted] as well. [redacted] said he told [redacted] everything they had done [redacted] but did not want to [redacted]

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[redacted] never talked to [redacted] about the matter.

10/6/15

[Redacted]

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[Redacted]

[Redacted]

b6
b7C

- Early 2015 learn that [Redacted] why about
- large group of people concerned about Mr. [Redacted]
- small [Redacted] out about [Redacted] [Redacted]
- [Redacted] [Redacted] - includes [Redacted]
- Concerned about [Redacted] and [Redacted] at company as a whole

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[Redacted] but marketing team is not small [Redacted]

[Redacted]

[Redacted]

- Great concern on legal front with [Redacted] having

- [Redacted] pulled together a [Redacted] doc about what people would be concerned about

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- Access: [Redacted]

- Most concerned about Company Culture and how that would work for company

- concerned for [Redacted]

[Redacted]

- [Redacted] was [Redacted] [Redacted] on the [Redacted] board

- employees could not sell company stock after lock out period - [Redacted] [Redacted] out to [Redacted]

[Redacted] and [Redacted]

[Redacted] about [Redacted]

- supposedly [redacted] was going to attend an [redacted] grand gathering to discuss [redacted]

[redacted] and [redacted]

[redacted] info on it

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[redacted]

[redacted]

- looked into [redacted] for the publisher

[redacted] calls and says [redacted]

don't [redacted] going to California

- [redacted] talked to [redacted] about [redacted]

[redacted] present call

[redacted] [redacted] del. at [redacted]

- [redacted] concerned about [redacted]

[redacted] and [redacted] were close

- [redacted] part will end get stuck but did not do much work for his compensation

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[redacted] talked to [redacted] directly

[redacted] said to [redacted]

[redacted] reached out to [redacted]

[redacted] concerned about [redacted] on page April 27

[redacted] get money for [redacted] work

[redacted]

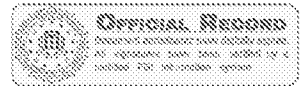
- did not know quantity of money to be given

[redacted] talked with [redacted] and [redacted] talked to the [redacted]

check money and did not know what was happening with [redacted]

[redacted] asked [redacted] if King [redacted] was [redacted]

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FEDERAL BUREAU OF INVESTIGATION

Import Form

Form Type: OTHER

Date: 10/01/2015

Title: (U) Victim Notification Letter

Approved By: SSA

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Drafted By:

Case ID #: 318A-BS-6564256 (U) HUBSPOT INC.;

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CORPORATE FRAUD

Synopsis: (U) To document that the victim(s) in this case have been generated a victim notification letter through the Victim Notification System (VNS).

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