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| <b>Company</b>  | Hubspot Asia Pte. Ltd.  |
| <b>Digital Solution Name &amp; Version Number<sup>1</sup></b> | Hubspot CRM, Sales, Marketing and CMS (Content Management System) Hub - CRM (Growth Package)- Hubspot |
| <b>Appointment Period</b>                                     | 16 July 2020 to 15 July 2021  |
| <b>Extended Appointment Period<sup>2</sup></b>                | 16 July 2021 to 15 July 2022  |

**Standard Packaged Solution (ie. Minimum items to be purchased)**

| Cost Item   | Unit Cost (\$) | Unit         | Quantity | Subtotal (\$)      | Qualifying Cost * (\$) |
|---|----------------|--------------|----------|--------------------|------------------------|
| 1) Software   |                |              |          |                    |                        |
| Sales Hub Professional (Up to 5 Users)                                  |                | Per Module   | 1.00     |                    |                        |
| NA  |                | NA           | 1.00     |                    |                        |
| 2) Hardware   |                |              |          |                    |                        |
| Not Applicable  |                |              |          |                    |                        |
| 3) Professional Services  |                |              |          |                    |                        |
| Sales Hub Professional Onboarding- Implementation, guidance and support |                | Per Instance | 1.00     |                    |                        |
| NA  |                | NA           | 1.00     |                    |                        |
| 4) Training   |                |              |          |                    |                        |
| Sales Hub Professional Onboarding- End User Training                    |                | Per Instance | 1.00     |                    |                        |
| NA  |                | NA           | 1.00     |                    |                        |
| 5) Others   |                |              |          |                    |                        |
| Not Applicable  |                |              |          |                    |                        |
| <b>Total</b>  |                |              |          | <b>\$ 7,100.00</b> | <b>\$ 5,700.00</b>     |

<sup>1</sup> A higher upgrade of the software version is acceptable, for example solution version 3.x allow anything from 3.0 to 3.99999

<sup>2</sup> As specified in the Letter of Appointment, IMDA may exercise the option to extend the Appointment Duration for an additional one-year ("Extended Appointment Period")

\* Qualifying cost refers to the supportable cost to be co-funded under the grant