



Representative SaaS Deals

- Over \$11.1 Billion in Commitments to more than 520 Companies since 2003
- Total New Debt & Equity Commitments of ~\$1.19 Billion in 2020
- Total New Fundings of ~\$761.2 Million in 2020
- Over 1,000 Co-investments with Different VC & PE Firms in the Last 15 Years
- Over 190 Companies completed IPO or M&A Events since Inception




**\$40,790,000
Debt Commitment**

Invested in 2015,
2016, 2017, 2020



**\$20,000,000
Debt Commitment**

Invested in 2020




**\$15,000,000
Debt Commitment**

Invested in 2020




**\$62,500,000
Debt Commitment**

Invested in 2017, 2018,
2019, 2020




**\$33,000,000
Debt Commitment**

Invested in 2019




**\$40,000,000
Debt Commitment**

Invested in 2018, 2019



**\$90,000,000
Debt Commitment**

Invested in 2018, 2019




**\$20,000,000
Debt Commitment**

Invested in 2016, 2019




**\$24,050,000
Debt Commitment**

Invested in 2019




**\$20,000,000
Debt Commitment**

Invested in 2019



**\$40,000,000
Debt Commitment**

Invested in 2019



**\$49,000,000
Debt Commitment**

Invested in 2018



\$65,025,000
Debt Commitment

Invested in 2018



\$20,000,000
Debt Commitment

Invested in 2018



\$13,000,000
Debt Commitment

Invested in 2018



\$9,000,000
Debt Commitment

Invested in 2018



\$45,000,000
Debt Commitment

Invested in 2016, 2018
Acquired by Vista Equity Partners
in 2017



\$25,000,000
Debt Commitment

Invested in 2016, 2018



\$6,500,000
Debt Commitment

Invested in 2018



\$30,000,000
Debt Commitment

Invested in 2017, 2018



\$55,000,000
Debt Commitment

Invested in 2017



\$12,000,000
Debt Commitment

Invested in 2017



\$10,000,000
Debt Commitment

Invested in 2017



\$15,000,000
Debt Commitment

Invested in 2017

Palo Alto Office

Steve Kuo

Sr. Managing Director and Group Head
650.289.3065
skuo@htgc.com

Catherine Jhung

Managing Director, BD
650.289.3082
cjhung@htgc.com

Thomas Harris

Managing Director
650.600.5427
tharris@htgc.com

Wade Lin

Principal
650.433.5579
wlin@htgc.com