

Representative Technology Deals

- Over \$12 Billion in Commitments to more than 530 Companies since 2003
- Total New Debt & Equity Commitments of ~\$971.7 Million in YTD Q2 2021
- Total New Fundings of ~\$634.0 Million in YTD Q2 2021
- Over 1,000 Co-investments with Different VC & PE Firms in the Last 16 Years
- Over 200 Companies completed IPO or M&A Events since Inception



Grove
COLLABORATIVE

\$39,200,000
Debt Commitment

Invested in 2021

ROCKET LAB

\$100,000,000
Debt Commitment

Invested in 2021
NASDAQ: RKLB

Carbon Health

\$45,000,000
Debt Commitment
\$2,250,000
Equity Commitment

Invested in 2021

PIVOT BIO

\$65,000,000
Debt Commitment
\$5,000,000
Equity Commitment

Invested in 2021

Rhino

\$35,000,000
Debt Commitment

Invested in 2021

WorldRemit

\$112,500,000
Debt Commitment

Invested in 2021

IMPOSSIBLE™

\$50,000,000
Debt Commitment
\$2,000,000
Equity Commitment

Invested in 2018, 2019

Couchbase

\$70,000,000
Debt Commitment

Invested in 2018, 2019
NASDAQ: BASE

UDACITY

\$50,000,000
Debt Commitment

Invested in 2020

SingleStore

\$50,000,000
Debt Commitment
\$2,000,000
Equity Commitment

Invested in 2020

FREEDOM.PAY

\$20,000,000
Debt Commitment

Invested in 2020

BITSIGHT

\$25,000,000
Debt Commitment

Invested in 2020

C2FO
Collaborative Cash Flow Optimization

\$20,400,000
Debt Commitment

Invested in 2017, 2020

planet.

\$25,000,000
Debt Commitment

Invested in 2019, 2020

CLARABRIDGE

\$62,500,000
Debt Commitment

Invested in 2017 – 2020
Acquired by Qualtrics in 2021

AppDirect

\$40,790,000
Debt Commitment

Invested in 2015,
2016, 2017, 2020



\$15,000,000
Debt Commitment

Invested in 2020



\$40,000,000
Debt Commitment

Invested in 2018, 2019



\$20,000,000
Debt Commitment

Invested in 2019



**Campaign
Monitor**

\$33,000,000
Debt Commitment

Invested in 2019



\$50,000,000
Debt Commitment

Invested in 2019
NYSE: NRDY



\$25,000,000
Debt Commitment

Invested in 2018, 2019



\$60,000,000
Debt Commitment

Invested in 2019



\$30,000,000
Debt Commitment

Invested in 2019



\$10,000,000
Debt Commitment

Invested in 2018
NASDAQ: FSLY



\$70,000,000
Debt Commitment

Invested in 2018, 2019



\$90,000,000
Debt Commitment

Invested in 2018, 2019



POSTMATES

\$59,200,000
Debt Commitment

Invested in 2018, 2020
Acquired by Uber in 2020



\$15,000,000
Debt Commitment
\$500,000
Equity Commitment

Invested in 2018



\$65,025,000
Debt Commitment

Invested in 2018



\$15,000,000
Debt Commitment

Invested in 2017
Acquired by Citrix in 2020



\$25,000,000
Debt Commitment
\$1,300,000
Equity Commitment

Invested in 2017

Palo Alto Office

Steve Kuo

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

Catherine Jhung

Sr. Managing Director, BD
650.289.3082
cjhung@htgc.com

Thomas Harris

Sr. Managing Director
650.600.5427
tharris@htgc.com

Greg Peterson

Principal
650.289.3083
gpeterson@htgc.com

Wade Lin

Principal
650.433.5579
wlin@htgc.com

Boston Office

Roy Y. Liu

Managing Director
617.314.9982
rliu@htgc.com

Noah Carville

Vice President
617.314.9985
ncarville@htgc.com

Morgan Russom

Vice President
617.314.9974
mrussom@htgc.com

Washington D.C. Office

April Young

Managing Director
703.405.4496
ayoung@htgc.com

John Eggbeer

Managing Director
202.791.9031
jeggbeer@htgc.com