



# Representative Technology Deals

- Over \$7.3 Billion in Commitments to more than 410 Companies since 2003
- Total New Debt & Equity Commitments of ~\$881.9 Million in 2017
- Total New Fundings of ~\$764.7 Million in 2017
- Over 1,000 Co-investments with Different VC & PE Firms in the Last 14 Years
- Over 130 Companies completed IPO or M&A Events since Inception


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

Invested in 2017




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

Invested in 2017



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

Invested in 2017




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

Invested in 2017




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

Invested in 2015, 2016,  
2017




**\$54,000,000  
Debt Commitment**

Invested in 2017




**\$25,000,000  
Debt Commitment**

Invested in 2017




**\$25,000,000  
Debt Commitment**

Invested in 2017




**\$30,000,000  
Debt Commitment**

Invested in 2017




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

Invested in 2015, 2016



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

Invested in 2016



**\$25,000,000  
Debt Commitment**

Invested in 2016



Collaborative Cash Flow Optimization

\$7,000,000  
**Debt Commitment**

Invested in 2017



\$55,000,000  
**Debt Commitment**

Invested in 2017



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

Invested in 2017



\$9,000,000  
**Debt Commitment**

Invested in 2016



\$25,000,000  
**Debt Commitment**

Invested in 2016  
Acquired by Vista Equity Partners in 2017



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

Invested in 2016



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

Invested in 2016



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

Invested in 2016



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

Invested in 2016



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

Invested in 2014, 2015



\$100,000,000  
**Debt Commitment**

Invested in 2015



\$28,000,000  
**Debt Commitment**  
\$575,000  
**Equity Commitment**

Invested in 2013, 2015  
Acquired by Nuance in 2016



\$37,500,000  
**Debt Commitment**

Invested in 2014  
Acquired by Richie Bros in 2017



\$18,500,000  
**Debt Commitment**

Invested in 2014  
Acquired by Akamai Technologies in 2017



\$43,000,000  
**Debt Commitment**  
\$5,400,000  
**Equity Commitment**

Invested in 2008, 2010, 2011, 2012  
NASDAQ: BOX



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

Invested in 2011  
Acquired by Zillow in 2015

## Palo Alto Office

### Steve Kuo

Sr. Managing Director  
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

### Greg Peterson

Vice President  
650.289.3083  
gpeterson@htgc.com

### Lesya Kulchenko

Vice President  
650.289.3062  
lkulchenko@htgc.com

## Boston Office

### Roy Y. Liu

Managing Director  
617.314.9982  
rliu@htgc.com

### Charles Wehr

Vice President  
617.314.9988  
cwehr@htgc.com

### Michael Bowden

Vice President  
617.314.9977  
mbowden@htgc.com

## Washington D.C. Office

### April Young

Managing Director  
703.405.4496  
ayoung@htgc.com

### Paul Gibson

Managing Director  
202.791.9034  
pgibson@htgc.com

### John Eggbeer

Principal  
202.791.9031  
jeggbeer@htgc.com