

Representative Technology Deals

- Over \$10.5 Billion in Commitments to more than 500 Companies since 2003
- Total New Debt & Equity Commitments of ~\$523.0 Million YTD Q2 2020
- Total New Fundings of ~\$365.9 Million YTD Q2 2020
- Over 1,000 Co-investments with Different VC & PE Firms in the Last 15 Years
- Over 170 Companies completed IPO or M&A Events since Inception



FREEDOM.PAY

\$20,000,000
Debt Commitment

Invested in 2020

Reltio

\$15,000,000
Debt Commitment

Invested in 2020

memSQL

\$50,000,000
Debt Commitment

Invested in 2020

D E L P H I X

\$70,000,000
Debt Commitment

Invested in 2019, 2020

CLARABRIDGE

\$62,500,000
Debt Commitment

Invested in 2017, 2018, 2019, 2020

planet.

\$25,000,000
Debt Commitment

Invested in 2019, 2020

Couchbase

\$70,000,000
Debt Commitment

Invested in 2018, 2019

dashlane

\$40,000,000
Debt Commitment

Invested in 2018, 2019

imperva

\$20,000,000
Debt Commitment

Invested in 2019

Campaign Monitor

\$33,000,000
Debt Commitment

Invested in 2019

ARCTIC WOLF

\$30,000,000
Debt Commitment

Invested in 2019

Varsity Tutors

\$50,000,000
Debt Commitment

Invested in 2019

EVERFI

\$90,000,000
Debt Commitment

Invested in 2018, 2019

SeatGeek

\$60,000,000
Debt Commitment

Invested in 2019

Thumbtack

\$25,000,000
Debt Commitment

Invested in 2018, 2019

BUSTLE

\$25,000,000
Debt Commitment

Invested in 2017, 2019

EVERNOTE

\$20,000,000
Debt Commitment

Invested in 2016, 2019

businessolver

\$65,025,000
Debt Commitment

Invested in 2018

Wrike

\$15,000,000
Debt Commitment

Invested in 2017
Acquired by Vista Equity Partners in 2018

fastly

\$10,000,000
Debt Commitment

Invested in 2018
NASDAQ: FSLY

Lithium

\$45,000,000
Debt Commitment

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



POSTMATES

\$45,000,000
Debt Commitment

Invested in 2018

Zocdoc

\$30,000,000
Debt Commitment

Invested in 2017, 2018

onelogin

\$25,000,000
Debt Commitment

Invested in 2016, 2018

contentful

\$15,000,000
Debt Commitment

Invested in 2018

AppDirect

\$20,000,000
Debt Commitment

Invested in 2015,
2016, 2017

druva

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

Invested in 2017

C2FO
Collaborative Cash Flow Optimization

\$7,000,000
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

Kevin Zeidan

Managing Director
650.600.5433
kzeidan@htgc.com

Thomas Harris

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

Raj Seth

Managing Director
857.206.8963
rseth@htgc.com

Roy Y. Liu

Managing Director
617.314.9982
rliu@htgc.com

Charles Wehr

Principal
617.314.9988
cwehr@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