



Representative Technology Deals

- Over \$11.0 Billion in Commitments to more than 520 Companies since 2003
- Total New Debt & Equity Commitments of ~\$1.04 Billion YTD Q3 2020
- Total New Fundings of ~\$631.4 Million YTD Q3 2020
- Over 1,000 Co-investments with Different VC & PE Firms in the Last 15 Years
- Over 180 Companies completed IPO or M&A Events since Inception


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

Invested in 2015,
2016, 2017, 2020




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

Invested in 2020



**\$50,000,000
Debt Commitment**

Invested in 2020




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

Invested in 2020




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

Invested in 2017, 2018,
2019, 2020




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

Invested in 2019, 2020



**\$70,000,000
Debt Commitment**

Invested in 2018, 2019




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

Invested in 2018, 2019




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

Invested in 2019




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

Invested in 2019



**\$70,000,000
Debt Commitment**

Invested in 2018, 2019



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

Invested in 2019



\$90,000,000
Debt Commitment

Invested in 2018, 2019



\$50,000,000
Debt Commitment

Invested in 2019



\$25,000,000
Debt Commitment

Invested in 2018, 2019



\$25,000,000
Debt Commitment

Invested in 2017, 2019



\$20,000,000
Debt Commitment

Invested in 2016, 2019



\$60,000,000
Debt Commitment

Invested in 2019



\$15,000,000
Debt Commitment

Invested in 2017
Acquired by Vista Equity Partners in 2018



\$10,000,000
Debt Commitment

Invested in 2018
NASDAQ: FSLY



\$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



\$30,000,000
Debt Commitment

Invested in 2017, 2018



\$65,025,000
Debt Commitment

Invested in 2018



\$15,000,000
Debt Commitment

Invested in 2018



\$25,000,000
Debt Commitment

Invested in 2016,
2018



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

Invested in 2017



\$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