

Shareholders: Hamilton Lane

# Hamilton Lane Forms Specialized Insurance Solutions Team

CONSHOHOCKEN, Pa., July 29, 2024 /PRNewswire/ -- Leading private markets investment management firm Hamilton Lane (Nasdaq: HLNE) today announced the creation of a dedicated Insurance Solutions team, formalizing its long-standing efforts to serve insurers and enhance its focus on investments and client support with the appointment of two senior team members.

Eric Solfisburg has joined Hamilton Lane as an Insurance Strategist within the firm's Direct Credit team, and Kyle Ross has joined the Insurance Client Solutions team. John Brecker, Head of Insurance Solutions, will lead the new Insurance Solutions team dedicated to building on Hamilton Lane's nearly 30-year track record of working with insurers, and the nearly \$92 billion the firm manages or oversees on behalf of insurers globally\*.

Solfisburg will work to develop and implement investment solutions designed for insurers seeking attractive returns in a capital-efficient manner. He brings a wealth of industry experience to the role, having joined from MassMutual as Head of Investment Product Consulting, where he was responsible for the investment aspects of the Institutional Insurance business. Notably, Solfisburg was a member of the inaugural class of The American Council of Life Insurers' (ACLI) Rising Leader Program. He received a B.S. from Babson College and holds the CFA, CAIA, Chartered Life Underwriter (CLU) and Chartered Financial Consultant (ChFC) designations.

Ross is responsible for maintaining and developing client relationships with insurers across North America. Prior to joining Hamilton Lane, he was a Senior Vice President at Capital Dynamics, responsible for business development with insurers. Previously, he worked at Macquarie Asset Management in the Insurance Solutions group. Ross received a B.S. in Management with a concentration in Finance from the Carroll School of Management at Boston College and holds CFA and CAIA designations.

Brecker commented: "Creating this dedicated team underscores our commitment to developing and delivering leading private markets solutions tailored to insurers' unique risk and return profiles. As a growing number of insurers seek access to the risk and return profiles available within the private markets, we are thrilled to welcome Eric and Kyle and their extensive expertise to the firm.

"As we look ahead, it is important for us to also recognize that Hamilton Lane's Insurance Solutions business wouldn't be where it is today without our dear friend and colleague, Ryan Jagers. We think of him often, remember him fondly and hope to honor his memory as we continue building the business for which he laid the foundation."

The firm's Insurance Solutions platform leverages Hamilton Lane's depth and scale and proprietary private markets data analytics platform, Cobalt, to structure customized solutions that address the specific needs of insurers.

## About Hamilton Lane

Hamilton Lane (Nasdaq: HLNE) is one of the largest private markets investment firms globally, providing innovative solutions to institutional and private wealth investors around the world. Dedicated exclusively to private markets investing for more than 30 years, the firm currently employs approximately 700 professionals operating in offices throughout North America, Europe, Asia Pacific and the Middle East. Hamilton Lane has over \$920 billion in assets under management and supervision, composed of more than \$124 billion in discretionary assets and approximately \$796 billion in non-discretionary assets, as of March 31, 2024. Hamilton Lane specializes in building flexible investment programs that provide clients access to the full spectrum of private markets strategies, sectors and geographies. For more information, please visit our [website](#) or follow Hamilton Lane on [LinkedIn](#).

## Forward-Looking Statements

Some of the statements in this release may constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. Words such as "will," "expect," "believe," "estimate," "continue," "anticipate," "intend," "plan" and similar expressions are intended to identify these forward-looking statements. Forward-looking statements discuss management's current expectations and projections relating to our financial position, results of operations, plans, objectives, future performance and business. All forward-looking statements are subject to known and unknown risks, uncertainties and other important factors that may cause actual results to be materially different. You should evaluate all forward-looking

statements in the context of the risks and uncertainties disclosed under the heading "Risk Factors" in Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended March 31, 2024 and in our subsequent reports filed from time to time with the Securities and Exchange Commission. The forward-looking statements included in this release are made only as of the date hereof. We undertake no obligation to update or revise any forward-looking statement as a result of new information or future events, except as otherwise required by law.

SOURCE Hamilton Lane

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