



Hamilton Lane®



Fiscal Year 2017 Fourth Quarter and Full Year Results

Earnings Call Presentation - June 12, 2017



Mario Giannini
Chief Executive Officer



Erik Hirsch
Vice Chairman



Hartley Rogers
Chairman



Randy Stilman
Chief Financial Officer



Demetrius Sidberry
Head of Investor Relations

Business Performance

- Successfully completed our initial public offering in March 2017, raising \$218.5 million in gross proceeds, including the exercise of the underwriters' over-allotment option
- Total asset footprint (assets under management/advisement) reached a record amount of \$342 billion, growing 35% over the prior fiscal year
- Assets under management and fee-earning assets under management were \$42 billion and \$27 billion, respectively, as of March 31, 2017, up 11% and 12%, respectively, compared to March 31, 2016.

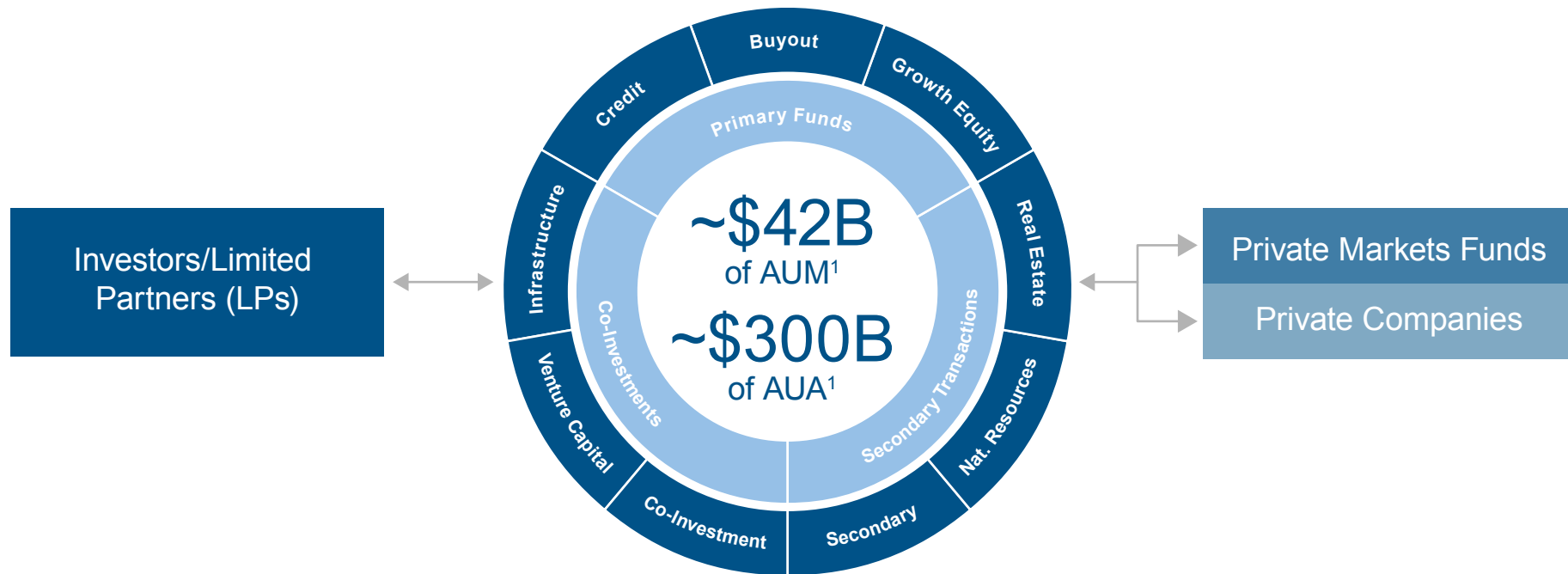
Financial Results

<i>USD in millions</i>	Q4 FY17	vs. Q4 FY16	FY17	vs. FY16
Management and advisory fees	\$46.4	18%	\$172.7	10%
GAAP net income	\$0.6	N/A	\$0.6	N/A
GAAP EPS	\$0.03	N/A	\$0.03	N/A
Non-GAAP EPS ¹	\$0.25	N/A	\$0.91	N/A
Fee Related Earnings ¹	\$18.7	5%	\$72.3	3%
Adjusted EBITDA ¹	\$20.9	2%	\$83.0	22%

Dividend

- Declared a quarterly dividend of \$0.175 per share of Class A common stock to record holders at the close of business on June 26, 2017

¹ Non-GAAP earnings per share, Fee Related Earnings and Adjusted EBITDA are non-GAAP financial measures. For the reconciliations of our non-GAAP financial measures to the most directly comparable GAAP financial measures, see page 25 of the appendix.

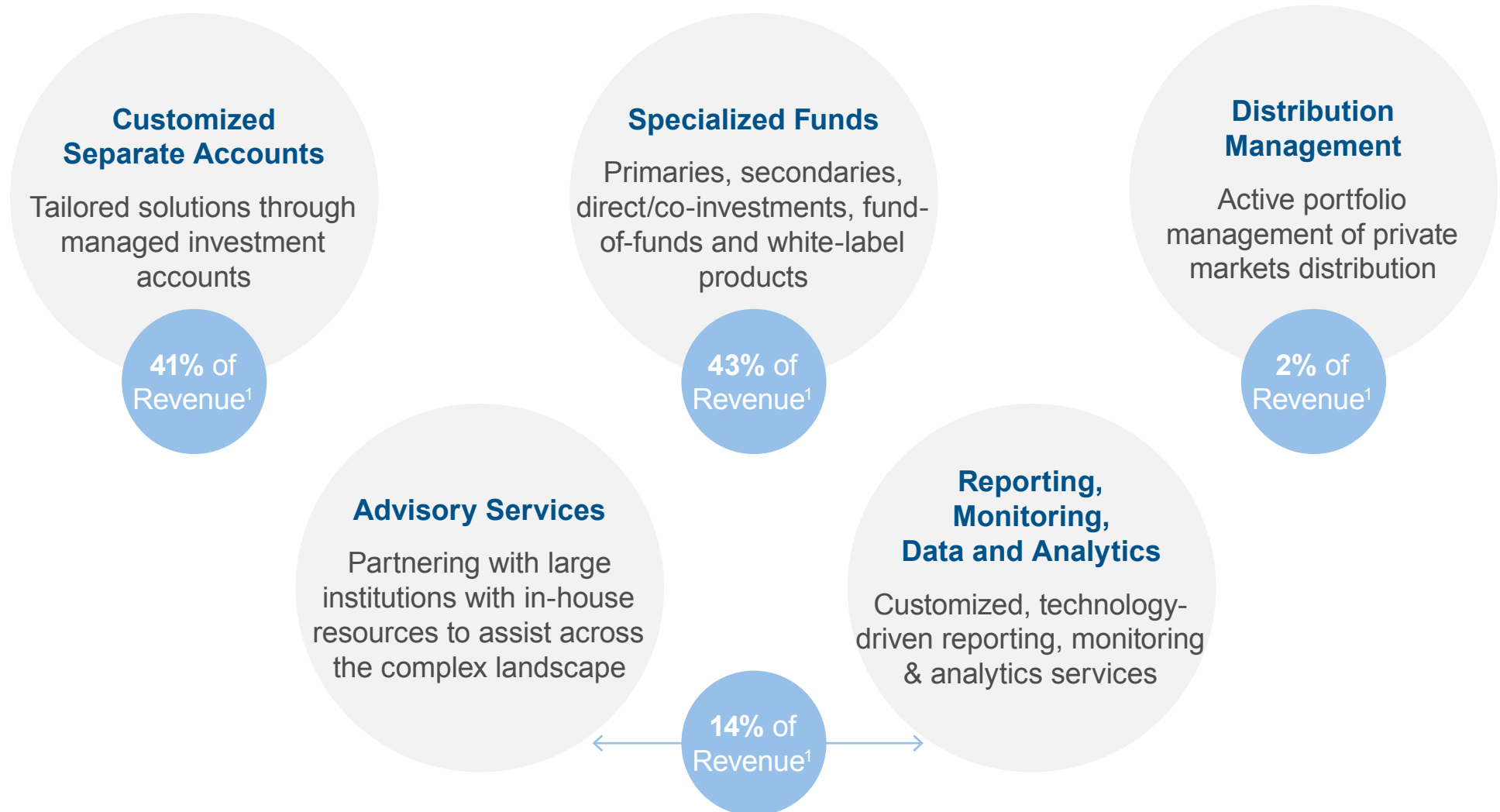


- Founded in 1991, we are one of the largest allocators of capital to private markets worldwide with over \$340B of AUM / AUA
 - ~290 professionals dedicated to the private markets (substantially all are stockholders)
 - 12 offices in key markets globally
 - ~350 sophisticated clients globally (in 35 countries)
 - Significant proprietary databases and suite of analytical tools
 - \$49B of discretionary commitments since 2000

We operate at the epicenter of a large, fast-growing and highly desirable asset class, helping a wide array of investors around the world navigate, access and succeed in the private markets

¹ As of 3/31/2017

Our value proposition



¹ Based on FY 2017 revenue

Our global client base includes institutional investors of all sizes and with different needs...

Sample clients include...

Public Pensions

Some of the largest pension funds in the U.S. and globally

Sovereign Wealth Funds

Some of the world's largest SWFs

Endowment Funds

Wide range of colleges, universities and foundations

Taft Hartley

A leading provider to U.S. labor union pension plans

Financial Institutions

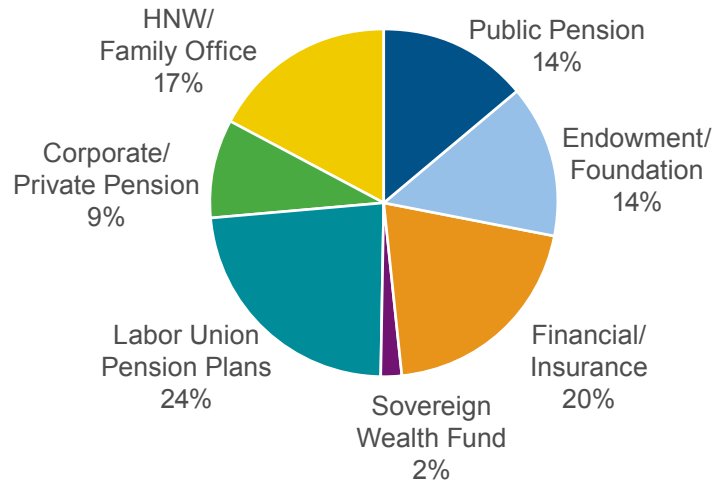
Banks, insurance companies and other financial firms that are global in nature

Corporate Pension Funds

Recognizable brands across a variety of industries

Diversified revenue stream with no single client representing more than 5% of management and advisory fee revenues

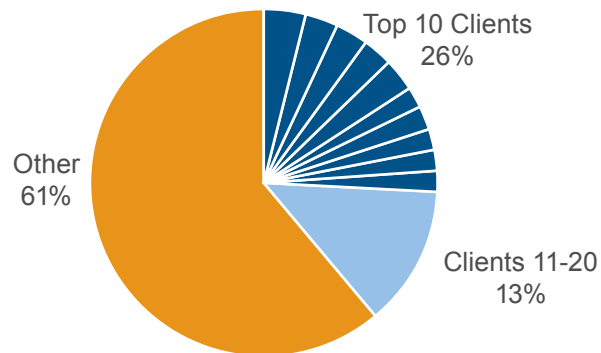
FY17 Clients and Investors by Type



Sticky Client Base

- ~12 year average term for specialized products
- Seven year average age of separate account client relationship
- No customized separate account clients lost in the last four fiscal years
- 80% re-up rate for clients whose first investment period has expired
- Over 60% of new customized separate account management fees over the last three fiscal years have come from our existing client base

FY17 Management and Advisory Fees by Client



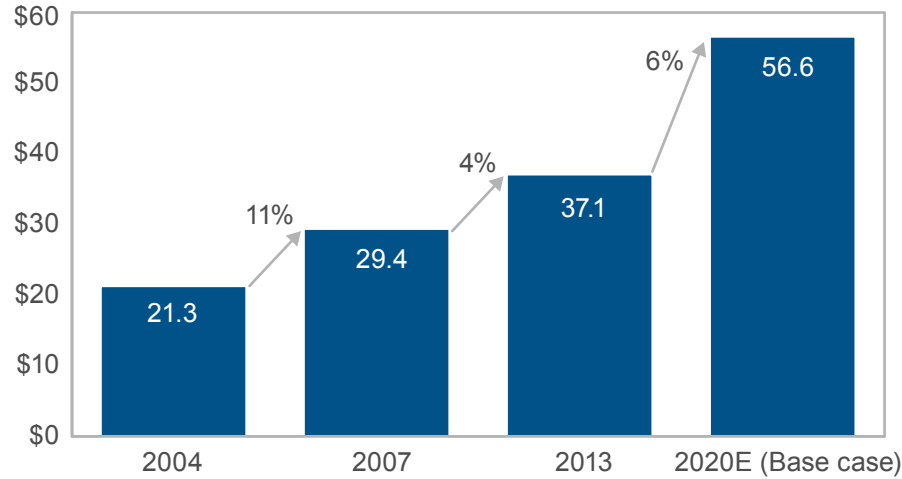
Top 20 clients contributed 39% to FY17 net revenue

Multiple Layers of Diversification

- Over 40% of our clients have multiple products and/or services with us
- 95% of our top 20 clients have multiple products and/or services with us

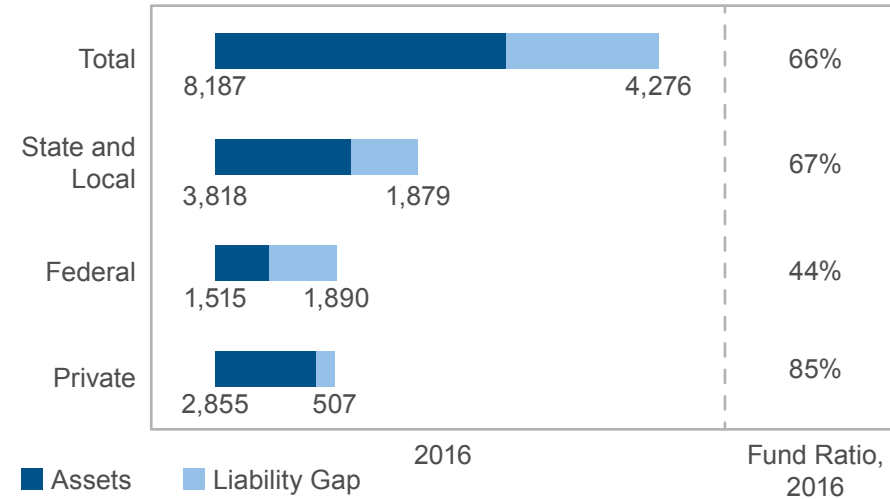
Global Pension Fund Assets

in USD Trillions



Total Assets and Liability Gaps in U.S. Pensions

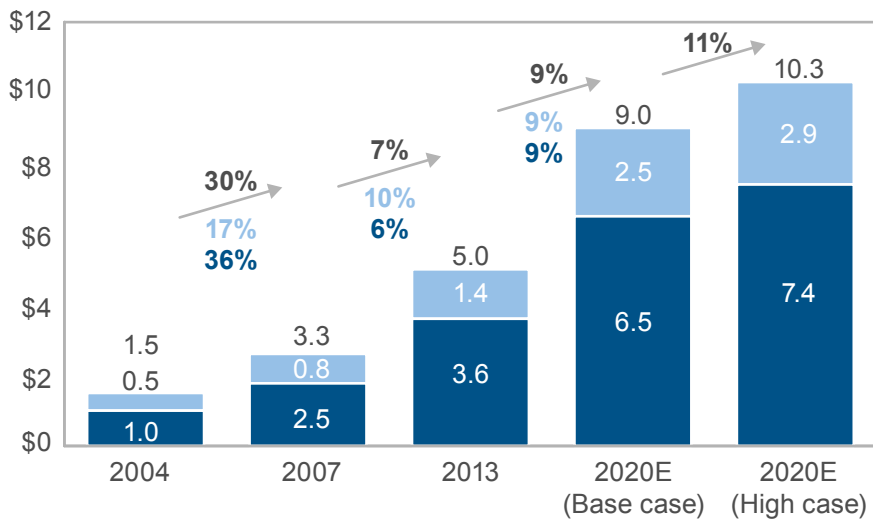
in USD Trillions



Source: Federal Reserve Statistical Release, December 2016

Private Equity and Real Assets

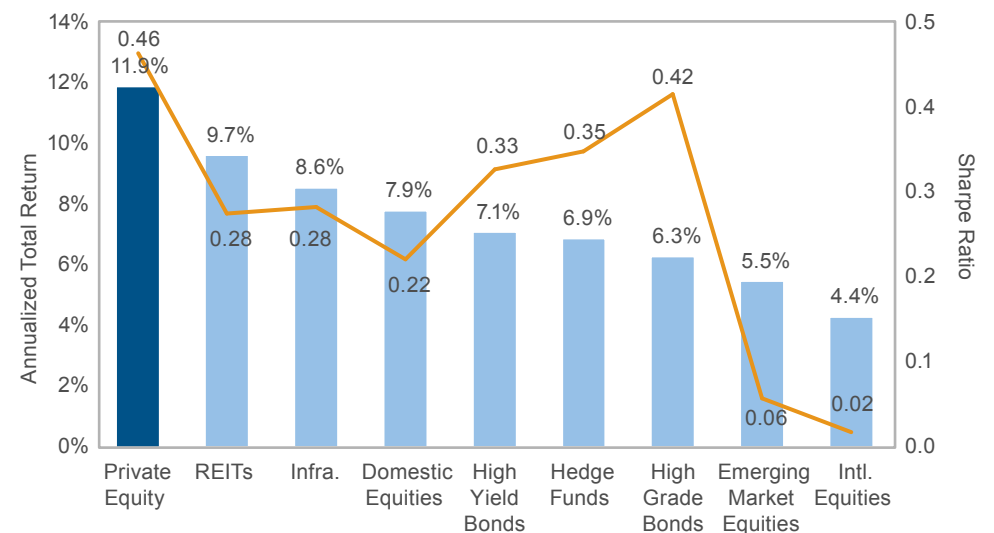
in USD Trillions



Source: PWC "Alternative Asset Management 2020"

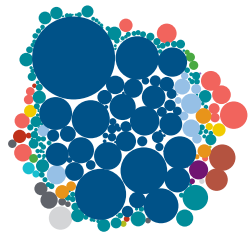
20-Year Asset Class Risk-Adjusted Performance

Annualized Total Return



20 years ago, the private markets industry was small and concentrated...

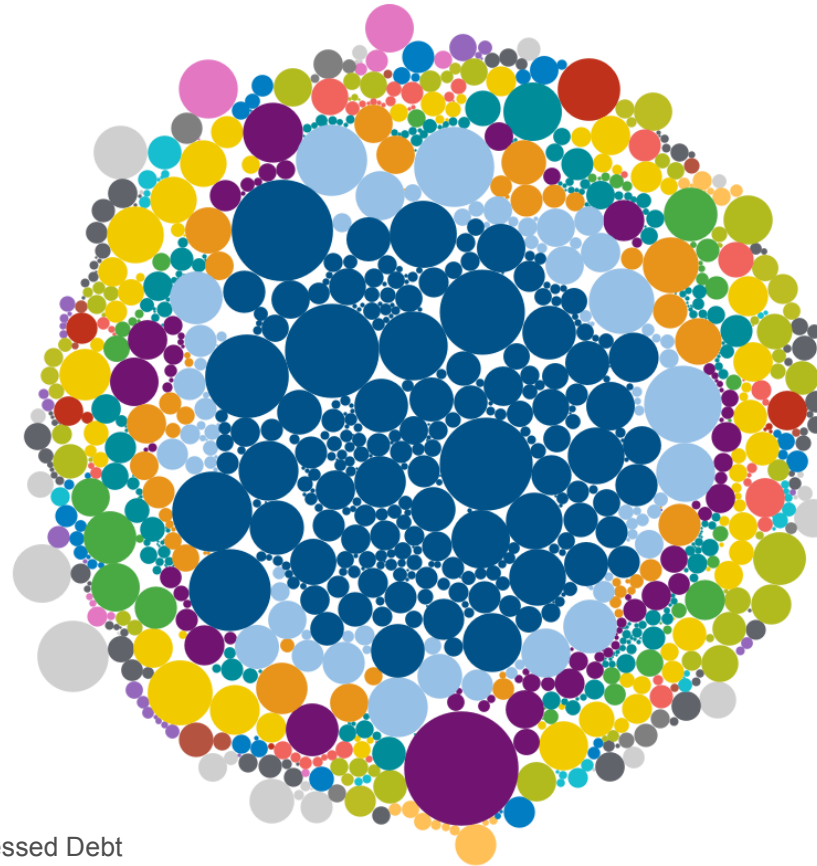
Managers in existence in 1995



226 Managers
(361 Funds)
(\$36B raised)

...today it is not.

Managers in existence in 2016

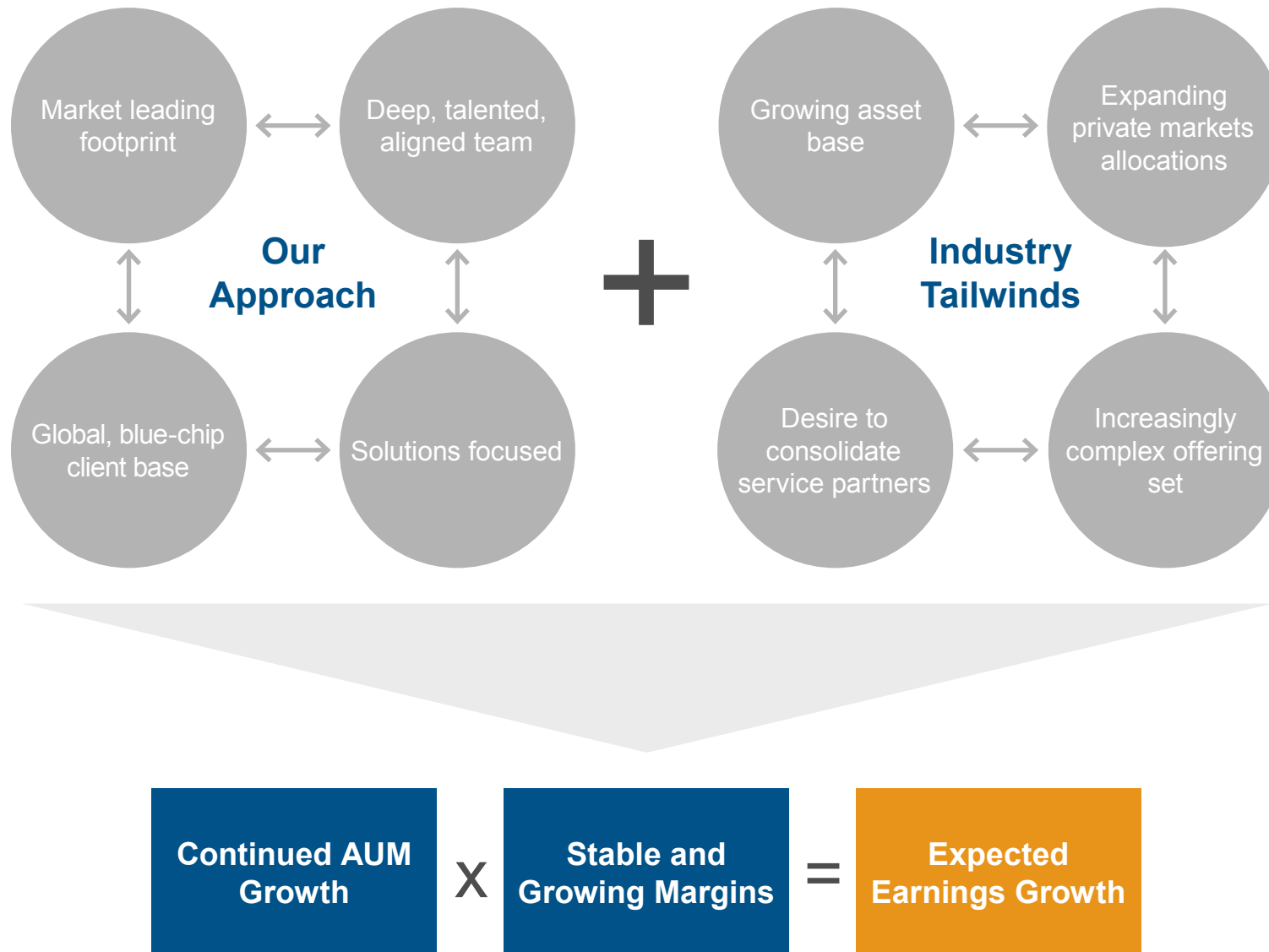


1,001
Managers
(2,385 funds)
(\$601B raised)

- | | |
|---|---|
| ■ North America - Buyout | ■ ROW - Growth Equity |
| ■ Western Europe - Buyout | ■ ROW - Real Estate |
| ■ North America - Distressed Debt | ■ ROW - Real Assets |
| ■ North America - Real Estate | ■ ROW - Venture Capital |
| ■ North America - Venture Capital | ■ Western Europe - Distressed Debt |
| ■ North America - Growth | ■ Western Europe - Real Assets |
| ■ North America - Real Assets | ■ Western Europe - Real Estate |
| ■ North America - Mezzanine | ■ FoF |
| ■ North America - Special Situations | ■ Multi-Manager CI |
| ■ ROW - Buyout | ■ Secondary FoF |

Source: Hamilton Lane Fund Investment Database (December 2016)

Note: Each circle represents a manager and is categorized by strategy as defined by Hamilton Lane





Key Business Highlights

1

Asset footprint expansion

2

Investible opportunities remain robust

3

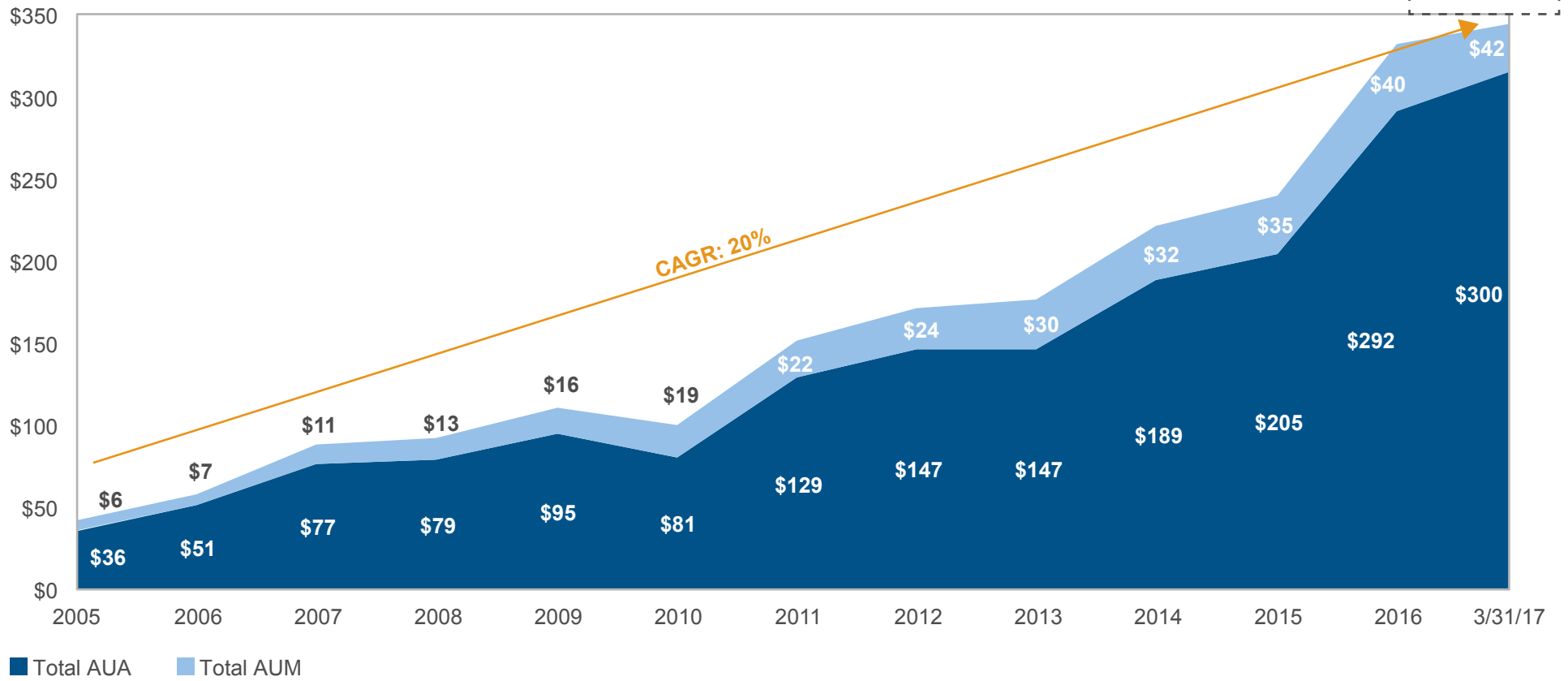
Exposure across the private markets

4

Data matters

1 Growing Asset Footprint & Influence

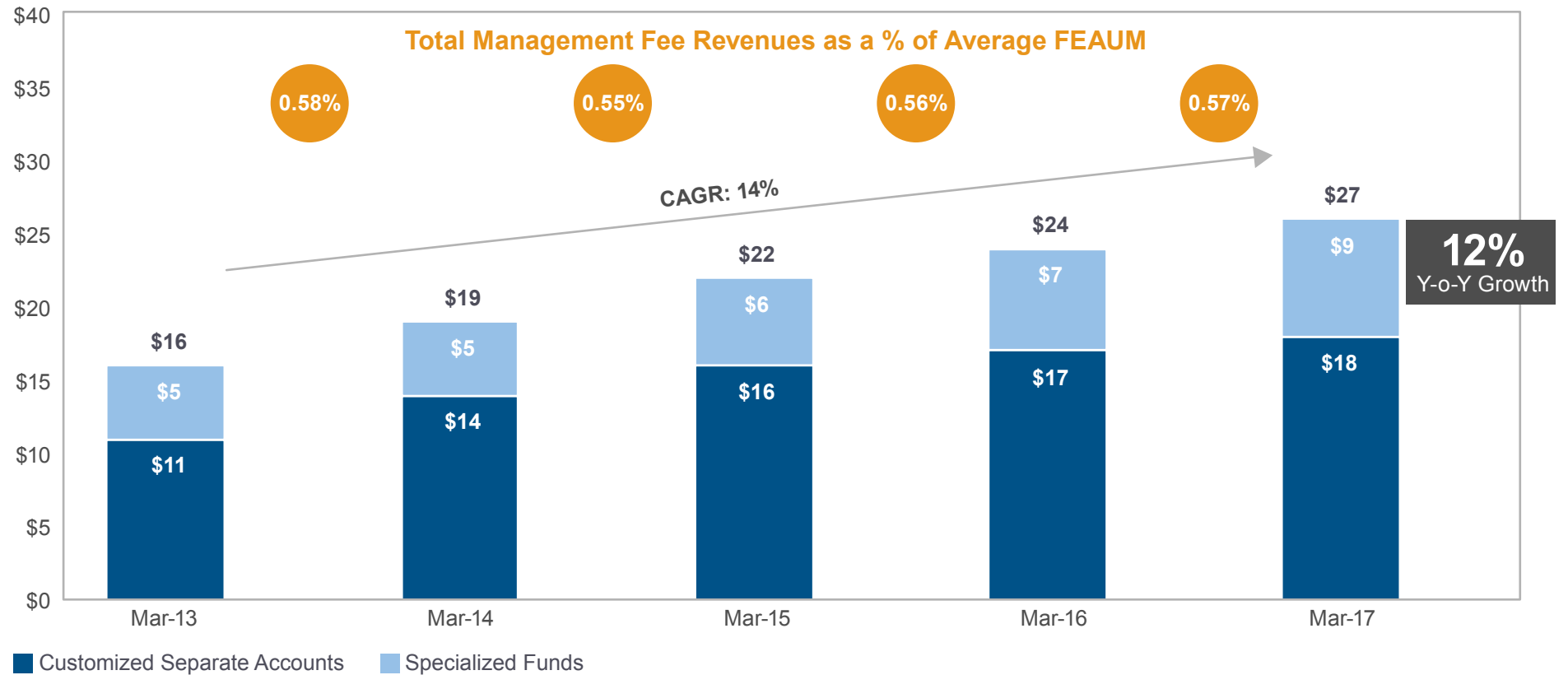
Total Assets Under Management/Advisement (\$B)¹



¹ Data as of calendar year end 12/31 unless noted otherwise. Numbers may not tie due to rounding

1 Fee-Earning AUM Driving Revenues

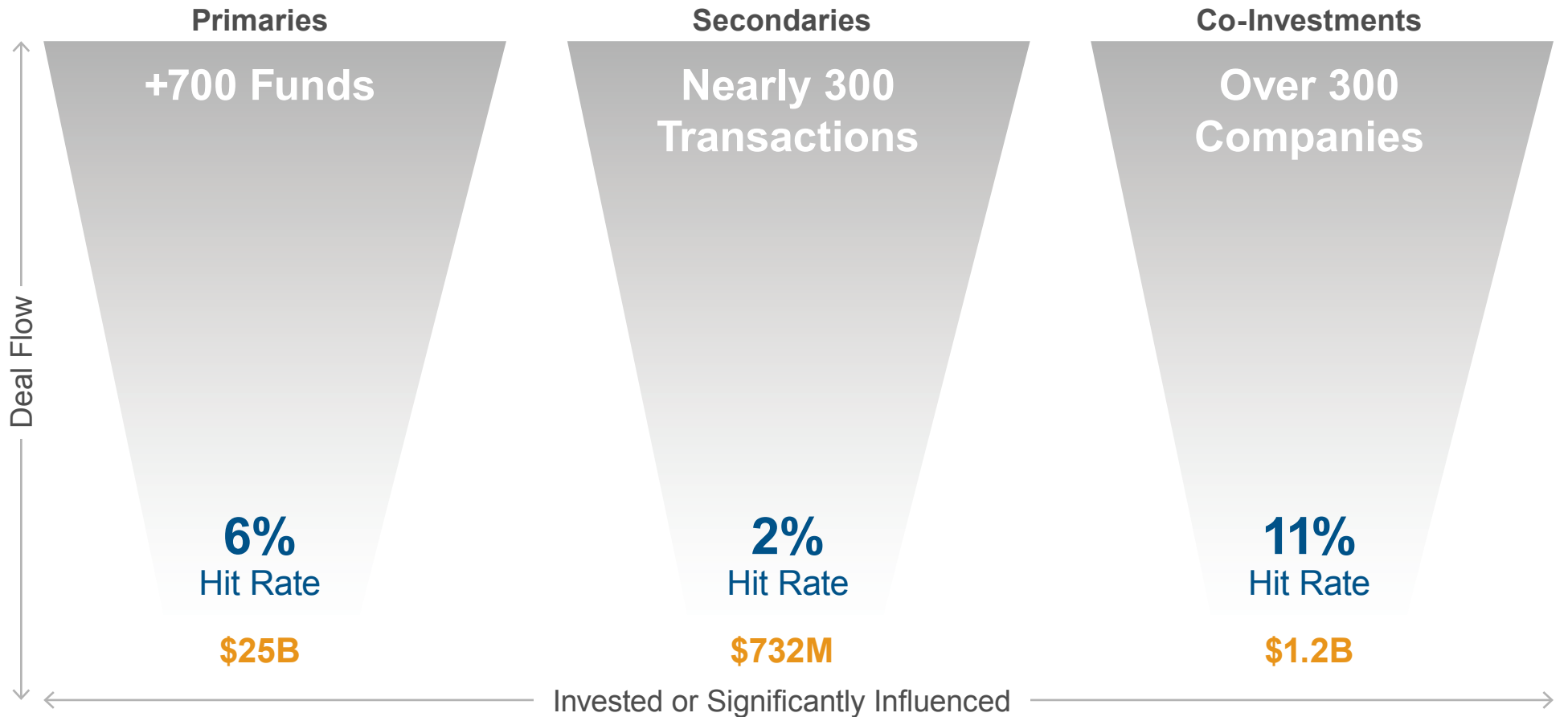
Total Fee-Earning Assets Under Management (\$B)¹



¹ Data as of fiscal year end 3/31

...and fee rates are stable

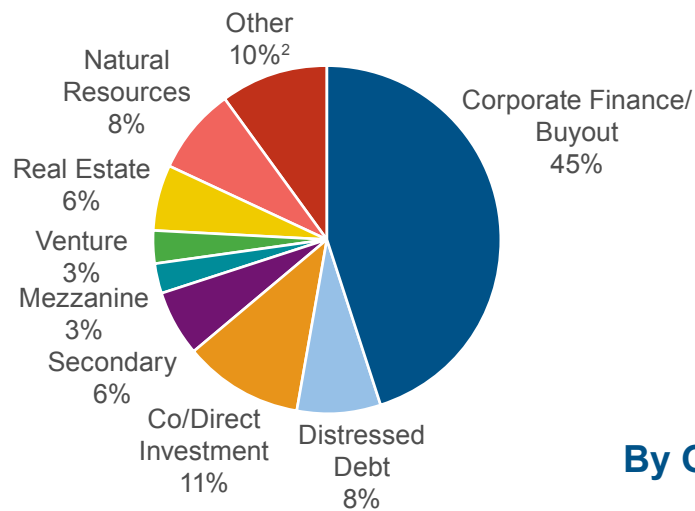
We are one of the largest investors in the private markets globally



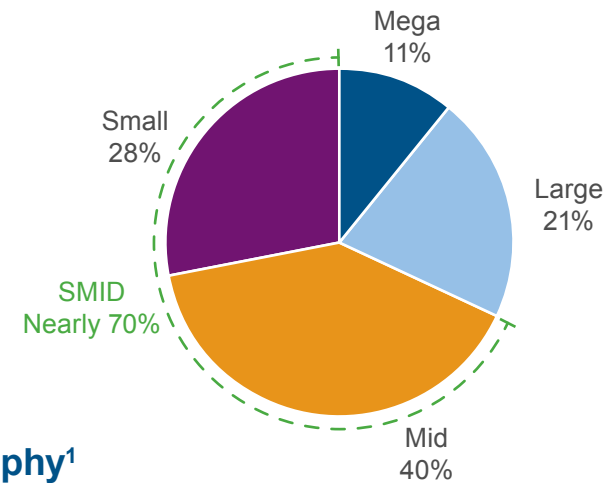
...but we are highly selective

The private markets present a multitude of investment opportunities across varying strategies and geographies

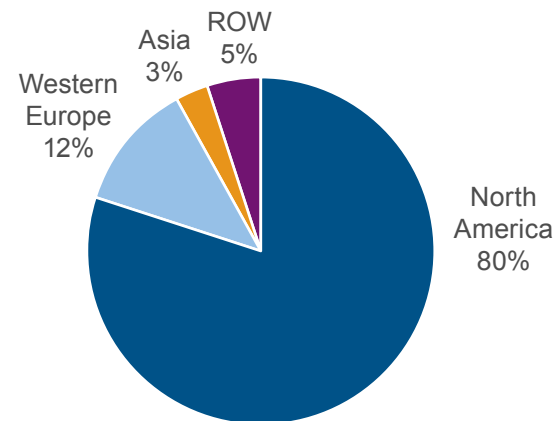
By Strategy¹



By Fund Size^{1,3}



By Geography¹



¹ Based on discretionary commitments of active investments as of 3/31/17

² Other consists of special situations, infrastructure and growth equity

³ Small = less than \$1B; mid = \$1-3B; Large = \$3-7B; mega = greater than \$7B

Hamilton Lane Proprietary

40
Vintage Years

~\$3T
Total Fund Commitments

3,300+
Funds

~50,000
Portfolio Companies

**Aggregation of Industry &
Fund-Level Data Creates
Our Wealth of Proprietary
Information**

+

**Hamilton Lane Analytical &
Research Capabilities**

Advantages for Our Clients

Benchmarks

Market Intelligence

Manager Selection

Industry Insights

Asset Level Insights

Attribution Analysis

Partnerships with leading-edge technology providers

iLEVEL

Data collection
and reporting



DealCloud

Investment
workflow management



Allocation software



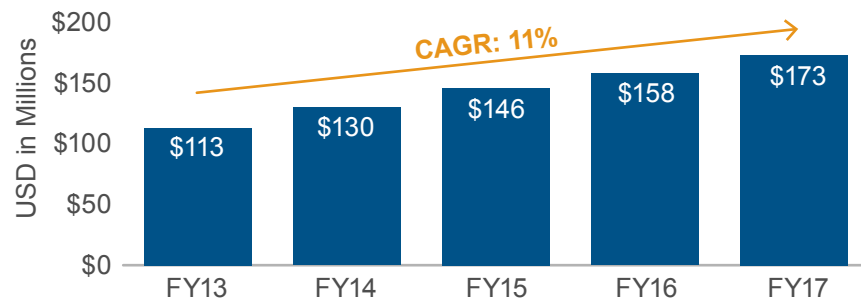
Benchmarking and
analytics



Financial Highlights

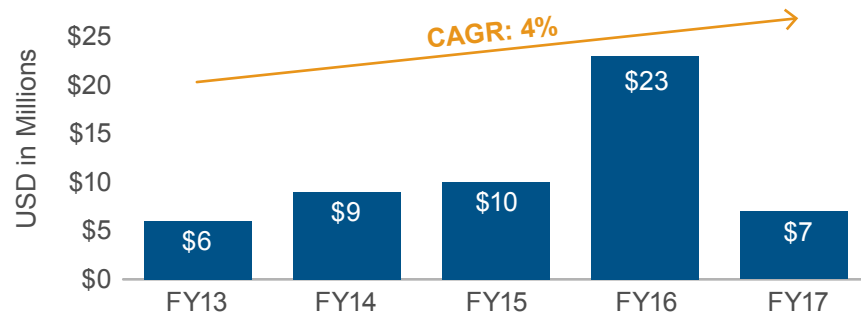
Revenues continue to be driven primarily by management and advisory fees

Management and Advisory Fees



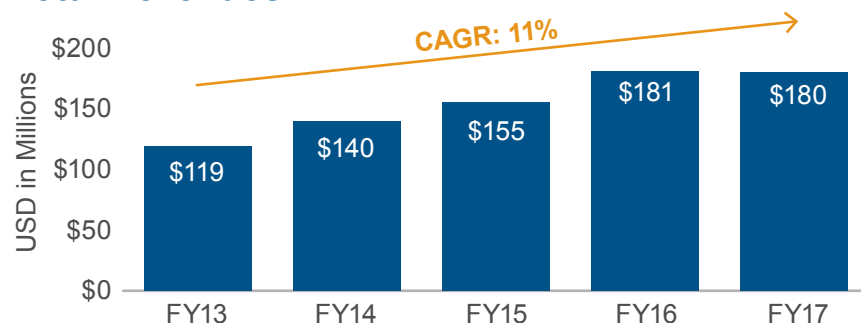
- Represented an average of 93% of total revenues over the past five fiscal years
- Y-o-Y growth of 10%; Q-o-Q growth of 18%
- Growth across specialized funds, separate accounts and advisory and reporting
- 20% Y-o-Y growth in specialized funds driven by \$1.4B raised in Secondary Fund IV through 3/31/17

Incentive Fees



- Incentive fees derived from a highly diversified pool of assets and funds
- Uptick in FY16 driven by general partner catch-up from Secondary Fund II
- Off balance sheet allocated carried interest of \$234M as of 3/31/17 diversified across +3,000 assets and ~40 funds

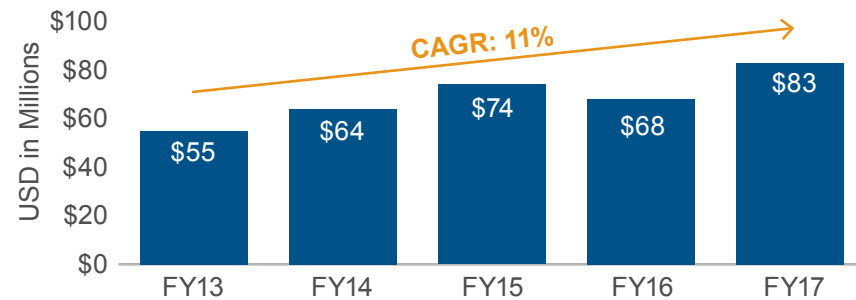
Total Revenues



- Total revenues declined by 1% (\$1M), due primarily to lower incentive fees offset by 10% growth in core offering

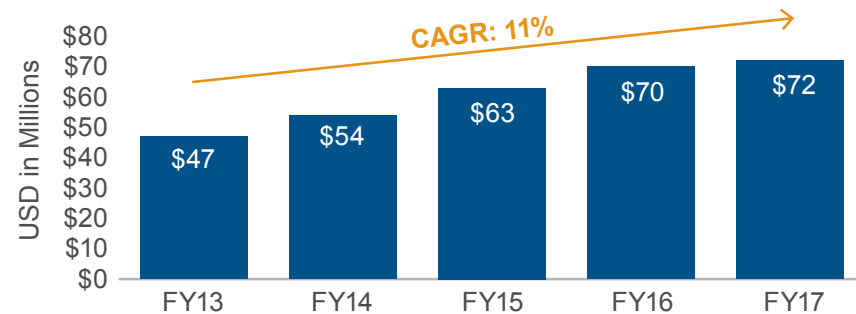
Profitability stable and growing

Adjusted EBITDA¹



- Y-o-Y growth of 22%
- FY16 Adjusted EBITDA includes \$20M of compensation expenses related to incentive fees that were not recognized from a U.S. GAAP perspective in FY16

Fee Related Earnings¹

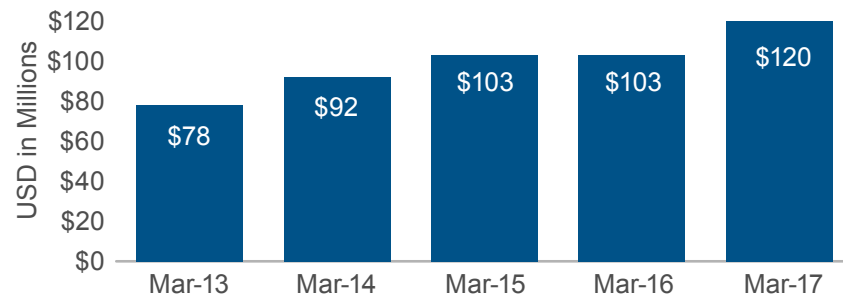


- Y-o-Y growth of 3%
- FY17 growth rate impacted by incremental expenses in connection with our IPO

¹ Adjusted EBITDA and Fee Related Earnings are non-GAAP financial measures. For a reconciliation from GAAP financial measures to non-GAAP financial measures, see page 25 in Appendix

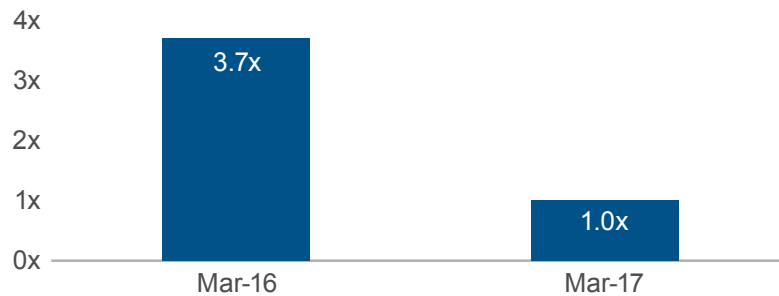
Strong balance sheet with investments in our own products and a modest amount of leverage...

Investments



- Vast majority of our investments are those made alongside our clients

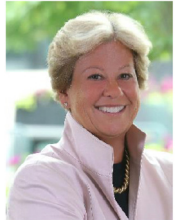
Gross Leverage Profile¹



- Senior secured term loan payable of \$86M as of 3/31/17

¹ Ratio of senior secured term loan payable to fiscal year Adjusted EBITDA. See page 26 for additional detail on calculation of gross leverage ratio.

New Board Members



Leslie F. Varon

- Previously served as Chief Financial Officer of Xerox Corporation
- Throughout her 37-year career at Xerox, Ms. Varon held other roles including serving as Vice President of Investor Relations and Vice President of Finance & Corporate Controller
- Ms. Varon will serve as Chair of the Audit Committee



David Berkman

- Managing Partner of Associated Partners, LP, a private equity firm primarily engaged in telecommunications infrastructure investments
- Mr. Berkman serves on the boards (or equivalent bodies) of Entercom Communications Corp. (NYSE: ETM), Actua Corporation (NASDAQ: ACTA) and Franklin Square Holdings, LP and previously served on the board of Diamond Resorts International, Inc. until the sale of that company to a private investor in September 2016

New Office



Executed Strategic Initiative

- Announced the creation of Private Markets Connect (PMC) - partnership between Hamilton Lane and Ipreo focused on better data collection and processing



Hamilton Lane®



Fiscal Year 2017 Fourth Quarter and Full Year Results

Earnings Call Presentation - June 12, 2017



Appendix

	Three Months Ended March 31,		Year Ended March 31,				
	2016	2017	2013	2014	2015	2016	2017
<i>(Dollars in thousands except share and per share amounts)</i>							
Net income attributable to Hamilton Lane Incorporated	\$-	\$612	\$-	\$-	\$-	\$-	\$612
Income (loss) attributable to non-controlling interests in general partnerships	(403)	168	3,157	4,565	2,242	(1,255)	1,192
Income attributable to non-controlling interests in Hamilton Lane Advisors, L.L.C.	16,073	15,846	48,680	62,462	69,260	57,107	72,634
Incentive fees	(2,016)	(278)	(6,179)	(9,309)	(9,509)	(23,167)	(7,146)
Incentive fee related compensation ¹	989	(88)	2,854	4,511	4,542	31,714	3,283
Interest income	(115)	(161)	(296)	(142)	(87)	(194)	(320)
Interest expense	2,938	5,785	11,136	8,503	5,883	12,641	14,565
Income tax expense (benefit)	656	580	(827)	(128)	483	869	316
Equity in income of investees	(353)	(3,919)	(12,149)	(16,905)	(10,474)	(1,518)	(12,801)
Other non-operating (income) loss	50	149	461	699	1,056	(5,816)	(83)
Fee Related Earnings	\$17,819	\$18,694	\$46,837	\$54,256	\$63,396	\$70,381	\$72,252
Depreciation and amortization	501	475	2,074	1,853	1,867	2,027	1,915
Equity-based compensation	911	1,175	2,803	3,070	3,390	3,730	4,681
Incentive fees	2,016	278	6,179	9,309	9,509	23,167	7,146
Incentive fee related compensation ¹	(989)	88	(2,854)	(4,511)	(4,542)	(31,714)	(3,283)
Interest income	115	161	296	142	87	194	320
Adjusted EBITDA	\$20,373	\$20,871	\$55,335	\$64,119	\$73,707	\$67,785	\$83,031
Non-GAAP earnings per share							
Net income attributable to Hamilton Lane Incorporated		\$612					\$612
Income attributable to non-controlling interests in general partnerships		168					1,192
Income attributable to non-controlling interests in Hamilton Lane Advisors, L.L.C.		15,846					72,634
Income tax expense		580					316
IPO related expenses ²		1,935					1,935
Write-off of deferred financing costs ³		3,359					3,359
Adjusted pre-tax net income		22,500					80,048
Adjusted income taxes ⁴		(9,054)					(32,211)
Adjusted net income		\$13,446					\$47,837
Weighted-average shares of Class A common stock outstanding							
		18,341,079					18,341,079
Exchange of Class B and Class C units in HLA ⁵		34,438,669					34,438,669
Adjusted shares		52,779,748					52,779,748
Non-GAAP earnings per share		\$0.25					\$0.91

¹ Incentive fee related compensation includes incentive fee compensation expense and bonus and other revenue sharing allocated to carried interest classified as base compensation.

² Represents accrual of one-time payments to induce members of HLA to exchange their HLA units for HLI Class A common stock in the reorganization in connection with the IPO.

³ Represents write-down of unamortized discount and debt issuance costs due to the \$160 million paydown of outstanding indebtedness under the Term Loan with proceeds from the IPO.

⁴ Represents corporate income taxes at assumed effective tax rate of 40.24% applied to adjusted pre-tax net income. The 40.24% is based on a federal tax statutory rate of 35.00% and a combined state income tax rate net of federal benefits of 5.24%.

⁵ Assumes the full exchange of Class B and Class C units in HLA for HLI Class A common stock.

<i>(Dollars in thousands)</i>	Year Ended March 31,	
	2016	2017
Senior secured term loan payable - principal amount	\$248,700	\$86,100
Adjusted EBITDA	67,785	83,031
Gross leverage ratio	3.7x	1.0x

Some of the statements in this presentation 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,” “expects,” “believes” and similar expressions are used 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, including risks relating to our ability to manage growth, fund performance, risk, changes in our regulatory environment and tax status; market conditions generally; our ability to access suitable investment opportunities for our clients; our ability to maintain our fee structure; our ability to attract and retain key employees; our ability to manage our obligations under our debt agreements; defaults by clients and third-party investors on their obligations to us; our ability to comply with investment guidelines set by our clients; the time, expense and effort associated with being a newly public company; and our ability to receive distributions from Hamilton Lane Advisors, L.L.C. to fund our payment of dividends, taxes and other expenses.

The foregoing list of factors is not exhaustive. For more information regarding these risks and uncertainties as well as additional risks that we face, you should refer to the “Risk Factors” section of our Registration Statement on Form S-1, as amended, and in our subsequent reports filed from time to time with the Securities and Exchange Commission. The forward-looking statements included in this presentation are made only as of the date presented. 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.