

Your **Vote** Counts!

HAMILTON LANE INCORPORATED

2021 Annual Meeting
Vote by September 1, 2021
11:59 PM ET

HAMILTON LANE INCORPORATED
110 WASHINGTON STREET
SUITE 1300
CONSHOHOCKEN, PA 19428



D56435-P59370

You invested in HAMILTON LANE INCORPORATED and it's time to vote!

You have the right to vote on proposals being presented at the Annual Meeting. **This is an important notice regarding the availability of proxy material for the stockholder meeting to be held on September 2, 2021.** The company will be hosting the meeting live via the Internet. To attend, please visit www.virtualshareholdermeeting.com/HLNE2021 and be sure to have your control # listed below. There will be no in-person location for the meeting.

Get informed before you vote

View the Notice and Proxy Statement and Annual Report online OR you can receive a free paper or email copy of the material(s) by requesting prior to August 19, 2021. If you would like to request a copy of the material(s) for this and/or future stockholder meetings, you may (1) visit www.ProxyVote.com, (2) call 1-800-579-1639 or (3) send an email to sendmaterial@proxyvote.com. If sending an email, please include your control number (indicated below) in the subject line. Unless requested, you will not otherwise receive a paper or email copy.



For complete information and to vote, visit www.ProxyVote.com

Control #

Smartphone users

Point your camera here and
vote without entering a
control number



Vote Virtually at the Meeting*

September 2, 2021
9:30 AM EDT

Virtually at:
www.virtualshareholdermeeting.com/HLNE2021

Vote by Mail: You can vote by mail by requesting a paper copy of materials, which will include a proxy card.

THIS IS NOT A VOTABLE BALLOT

This is an overview of the proposals being presented at the upcoming stockholder meeting. Please follow the instructions on the reverse side to vote these important matters.

Voting Items	Board Recommends
1. Election of Directors Nominees: 01) R. Vann Graves 02) Erik R. Hirsch 03) Leslie F. Varon	✔ For
2. Advisory, non-binding vote to approve named executive officer compensation.	✔ For
3. To ratify the appointment of Ernst & Young LLP as our independent registered public accounting firm for our fiscal year ending March 31, 2022.	✔ For

NOTE: The proxies are authorized to vote in their discretion on such other matters as may properly come before the meeting or any adjournment thereof.