



Fiscal Year 2025 Second Quarter Results

November 6, 2024

Today's Speakers



Erik Hirsch
Co-CEO



Jeff Armbrister
Chief Financial Officer



John Oh
Head of Shareholder Relations

Period Highlights

Business Performance

- Assets under management and fee-earning assets under management were \$131 billion and \$70 billion, respectively, as of September 30, 2024, increases of 10% and 14%, respectively, compared to September 30, 2023
- Management and advisory fees increased 21% compared to the six months ended September 30, 2023

Financial Results

USD in millions except per share amounts

	Q2 FY25 QTD	Q2 FY25 YTD	vs Q2 FY24 YTD
Management and advisory fees	\$119.8	\$259.7	21 %
GAAP net income	\$55.0	\$113.9	56 %
GAAP EPS	\$1.37	\$2.85	48 %
Adjusted net income ¹	\$58.2	\$139.6	42 %
Non-GAAP EPS ¹	\$1.07	\$2.58	41 %
Fee Related Earnings ¹	\$51.6	\$111.6	21 %
Adjusted EBITDA ¹	\$75.6	\$171.7	39 %

Dividend

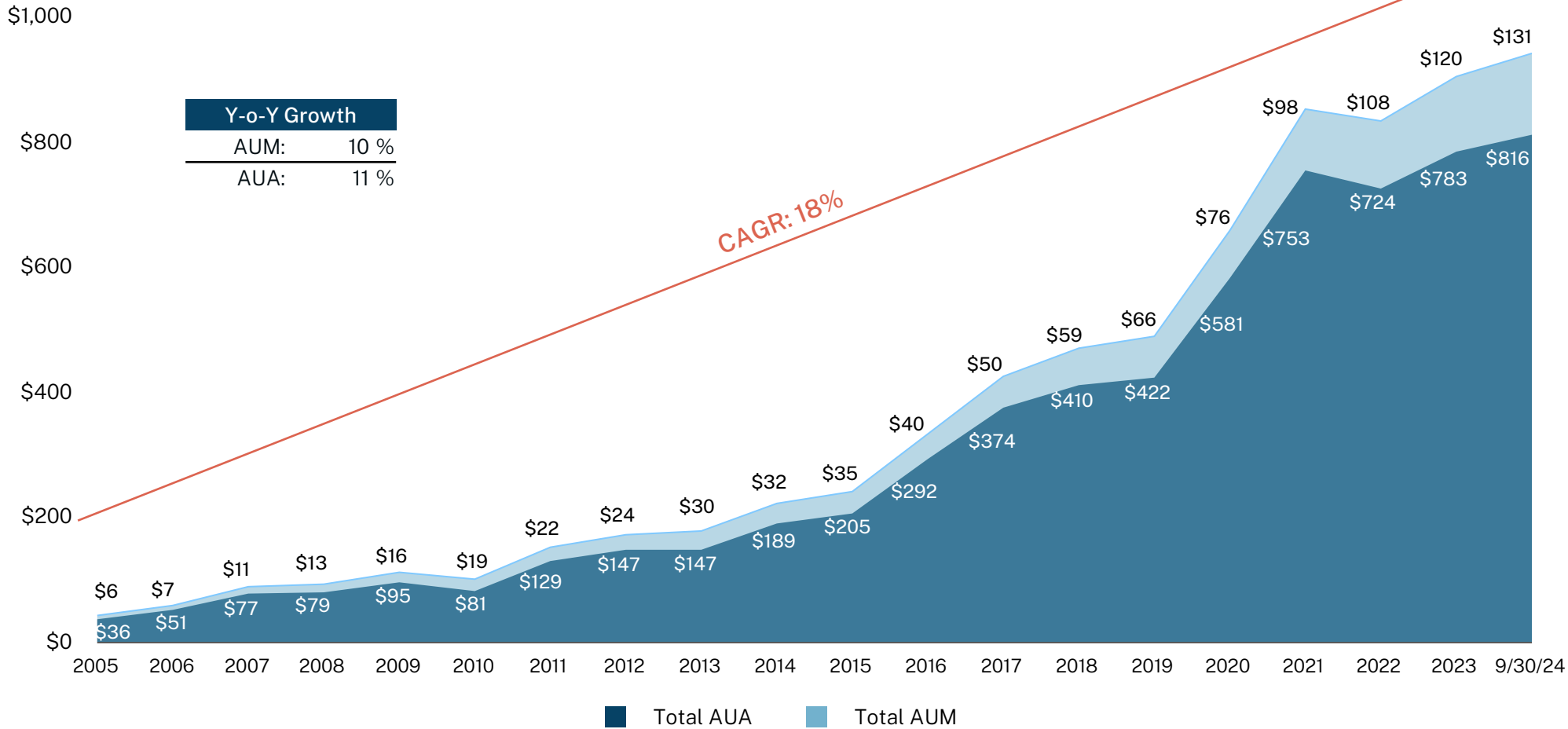
- Declared a quarterly dividend of \$0.49 per share of Class A common stock to record holders at the close of business on December 16, 2024

¹Adjusted net income, 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 and for the reasons we believe the non-GAAP measures provide useful information, see pages 20 and 21 of this presentation.

Growing Asset Footprint & Influence

\$947B
AUM & AUA

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

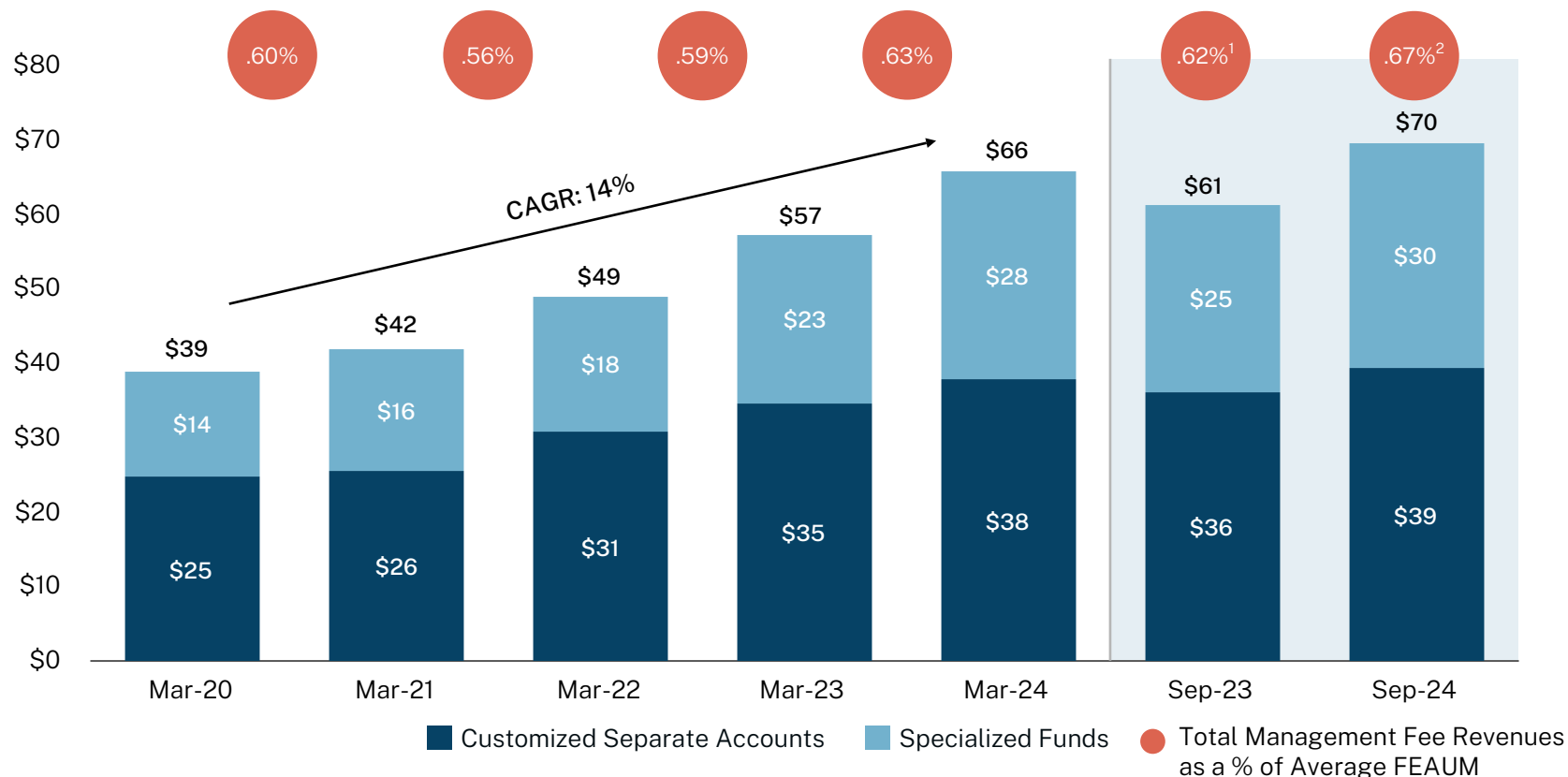


¹Data as of calendar year end 12/31 unless otherwise noted. Numbers may not tie due to rounding.

Fee-Earning AUM Driving Revenues

Fee-Earning AUM growth continues and annual fee rates are stable

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



1) Includes \$8.8 million in retroactive fees
 2) Includes \$20.7 million in retroactive fees
 Numbers may not tie due to rounding

Y-o-Y Drivers of Growth

Customized Separate Accounts:

- New client wins
- Client re-ups

Specialized Funds:

- Closed 6th secondary fund
- Fundraising 9th credit-oriented fund, 6th direct equity fund, 2nd infrastructure fund, and evergreen funds

AUM & AUA Drivers

AUM

AUA

Customized Separate Accounts

Diverse mix of existing and prospective clients seeking to further or establish relationships with Hamilton Lane

- \$3.1 billion year-over-year increase in FEAUM
- +80% of our gross contributions during the last 12 months came from existing clients

Specialized Funds

Select funds in market:

- Direct equity fund
- Credit-oriented fund
- Infrastructure fund
- Evergreen funds

- \$5.2 billion year-over-year increase in FEAUM

Advisory Services

Typically larger clients with wide-ranging mandates which include technology-driven reporting, monitoring and analytics services and consulting services; opportunity set continues to be robust

- \$81.3 billion year-over-year increase in AUA

Financial Highlights

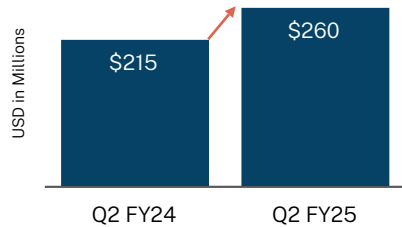
Consolidated Revenue

Strong growth across management and advisory fees

Management and Advisory Fees

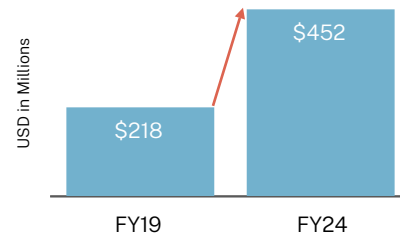
YTD

Y-o-Y Change: 21%



Long-Term Growth

CAGR: 16%

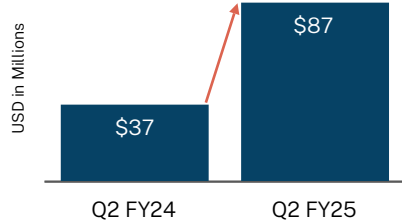


- Recurring management and advisory fees represented an average of over 80% of total revenues over the past five fiscal years
- Y-o-Y increase of 21%

Incentive Fees

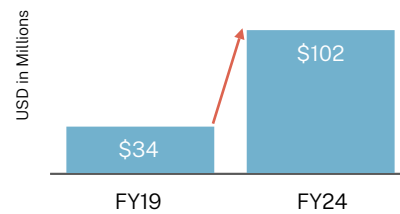
YTD

Y-o-Y Change: 133%



Long-Term Growth

CAGR: 24%

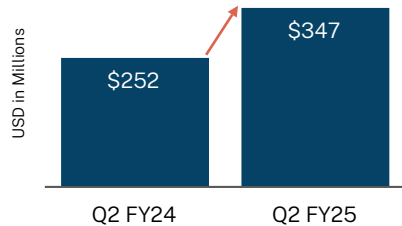


- Incentive fees derived from a highly diversified pool of assets and funds
- Unrealized carried interest of \$1.3 billion as of 9/30/24 diversified across 3,000+ assets and over 100 funds
- Timing of realizations unpredictable

Total Revenues

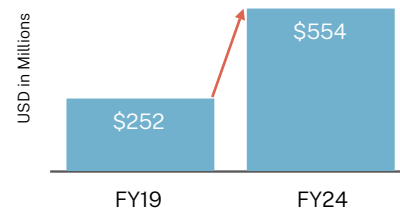
YTD

Y-o-Y Change: 38%



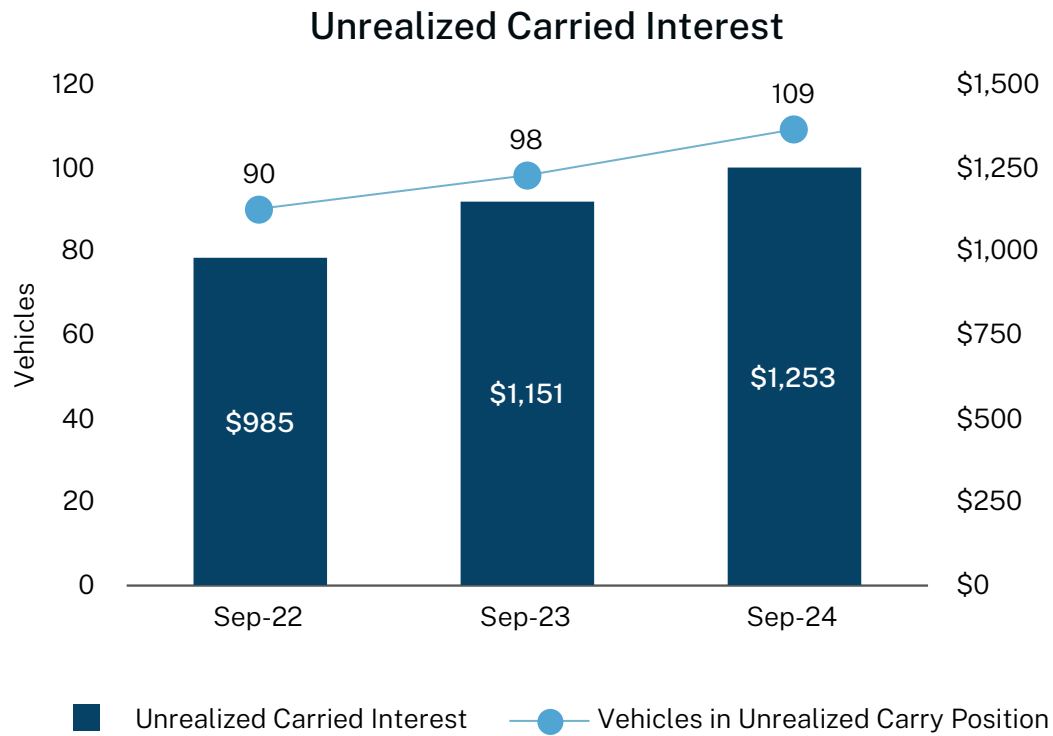
Long-Term Growth

CAGR: 17%

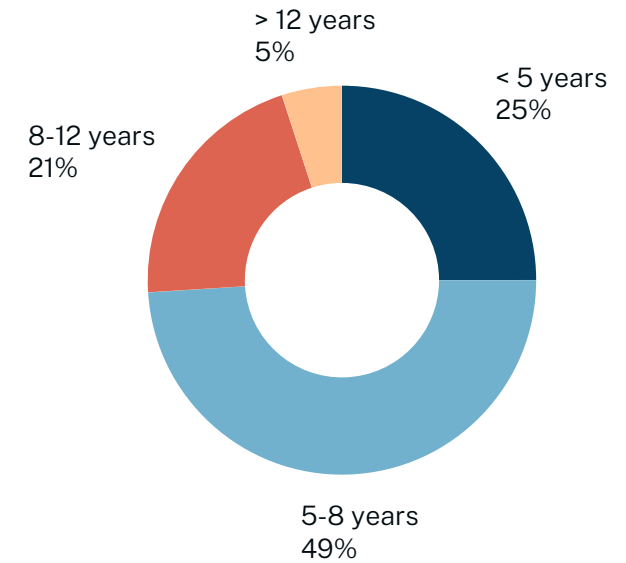


- Total revenues increased by 38%, driven by both incentive fees and management and advisory fees

Unrealized Carried Interest



Unrealized Carry by Age

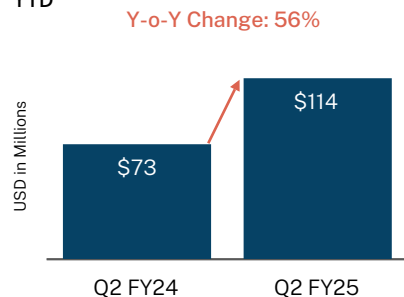


Consolidated Earnings

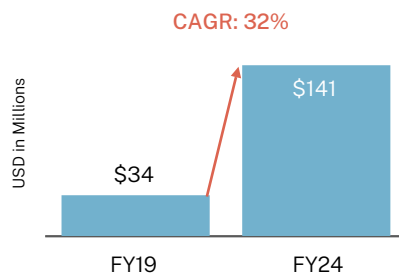
Stable long-term growth

Net Income Attributable to HLI

YTD



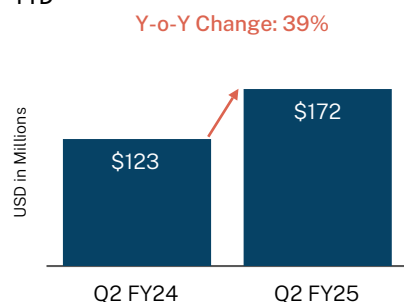
Long-Term Growth



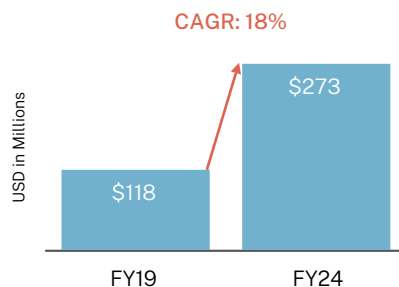
- \$55M in net income attributable to HLI for the quarter

Adjusted EBITDA¹

YTD



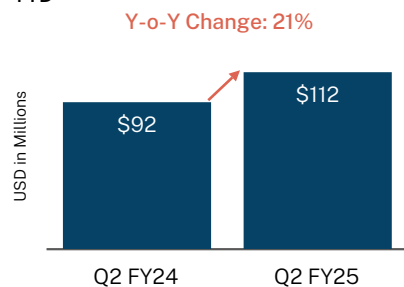
Long-Term Growth



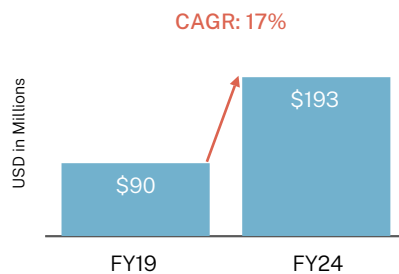
- Y-o-Y increase of 39% driven by increase in revenue

Fee Related Earnings¹

YTD



Long-Term Growth

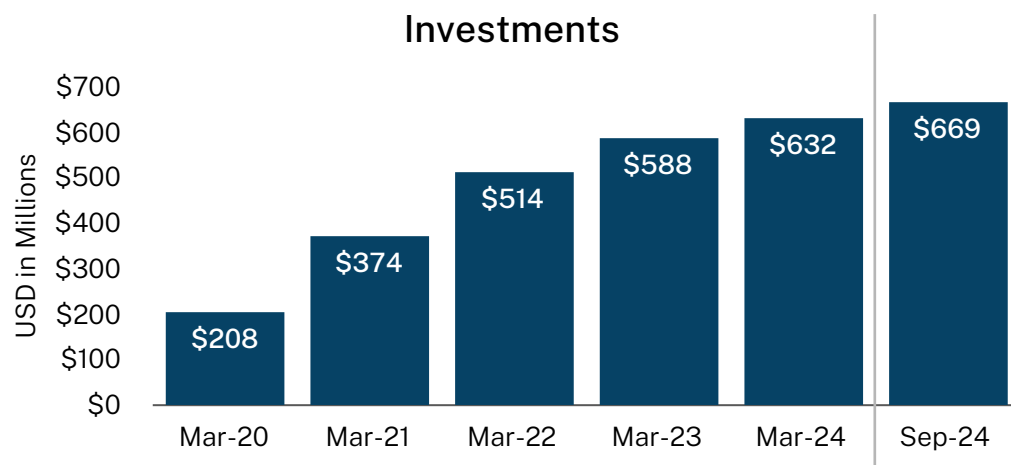


- Y-o-Y growth of 21%
- Long-term double digit growth in Fee Related Earnings

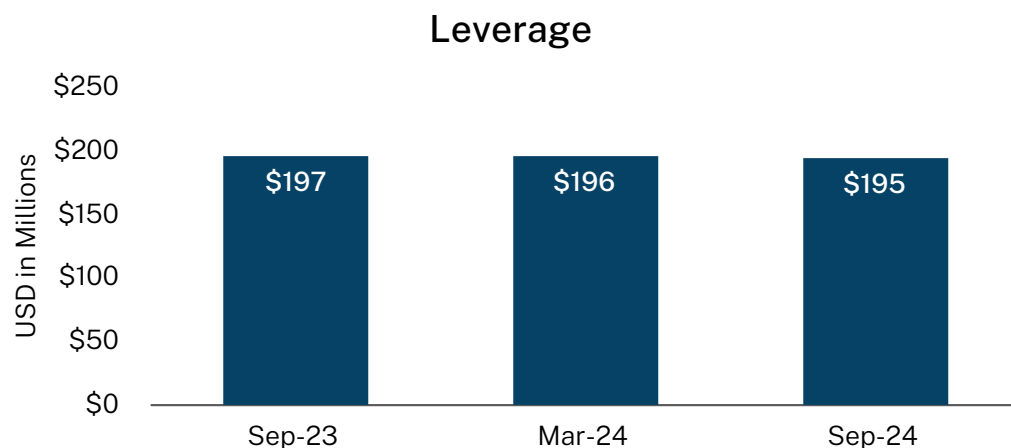
¹Adjusted EBITDA and Fee Related Earnings are non-GAAP financial measures. For the reconciliations of our non-GAAP financial measures to the most directly comparable GAAP financial measures and for the reasons we believe the non-GAAP measures provide useful information, see pages 20 and 21 of this presentation.

Other Key Items

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



- For September 30, 2024, the total investment balance consisted primarily of:
 - ~\$420M in investments in our funds
 - ~\$249M in technology related and other investments



- Modest leverage
- \$195M of debt as of September 30, 2024

Appendix

Condensed Consolidated Statements of Income (Unaudited)

	Three Months Ended September 30,			Six Months Ended September 30,		
	2023	2024	% Change	2023	2024	% Change
<i>(Dollars in thousands except share and per share amounts)</i>						
Management and advisory fees	\$109,184	\$119,783	10 %	\$214,592	\$259,745	21 %
Incentive fees	17,692	30,216	71 %	37,322	86,985	133 %
Total revenues	126,876	149,999	18 %	251,914	346,730	38 %
Compensation and benefits	45,930	55,070	20 %	90,032	133,504	48 %
General, administrative and other	24,994	27,737	11 %	50,755	56,274	11 %
Consolidated variable interest entities related:						
General, administrative and other	355	—	(100) %	588	149	(75) %
Total expenses	71,279	82,807	16 %	141,375	189,927	34 %
Equity in income of investees	8,251	6,372	(23) %	20,117	13,762	(32) %
Interest expense	(2,743)	(2,704)	(1) %	(5,632)	(5,651)	0 %
Interest income	1,099	1,406	28 %	2,036	2,171	7 %
Non-operating (loss) gain	(1,215)	1,437	N/A	(982)	11,251	N/A
Consolidated variable interest entities related:						
Equity in income of investees	288	957	232 %	419	1,884	350 %
Unrealized gain	2,241	2,342	5 %	3,034	3,539	17 %
Interest expense	—	—	N/A	(6)	—	N/A
Interest income	2,841	92	(97) %	4,581	108	(98) %
Total other income (expense)	10,762	9,902	(8) %	23,567	27,064	15 %
Income before income taxes	66,359	77,094	16 %	134,106	183,867	37 %
Income tax expense	1,856	1,172	(37) %	18,256	20,859	14 %
Net income	64,503	75,922	18 %	115,850	163,008	41 %
Less: Income attributable to non-controlling interests in general partnerships	87	388	346 %	88	733	733 %
Less: Income attributable to non-controlling interests in Hamilton Lane Advisors, L.L.C.	18,654	19,850	6 %	37,790	47,495	26 %
Less: Income attributable to non-controlling interests in consolidated funds	3,768	702	(81) %	4,980	834	(83) %
Net income attributable to Hamilton Lane Incorporated	\$ 41,994	\$ 54,982	31 %	\$ 72,992	\$ 113,946	56 %
Basic earnings per share of Class A common stock	\$1.11	\$1.38	24 %	\$1.94	\$2.87	48 %
Diluted earnings per share of Class A Common stock	\$1.11	\$1.37	23 %	\$1.92	\$2.85	48 %
Weighted-average shares of Class A common stock outstanding - basic	37,718,210	39,704,607		37,713,038	39,700,166	
Weighted-average shares of Class A common stock outstanding - diluted	53,941,082	54,180,960		53,896,757	54,127,320	

Non-GAAP Financial Measures

	Three Months Ended September 30,			Six Months Ended September 30,		
	2023	2024	% Change	2023	2024	% Change
<i>(Dollars in thousands except share and per share amounts)</i>						
Adjusted EBITDA¹						
Management and advisory fees	\$109,184	\$119,783	10 %	\$214,592	\$259,745	21 %
Revenue related to consolidated funds	247	—	(100)%	394	—	(100)%
Total expenses	71,279	82,807	16 %	141,375	189,927	34 %
Less:						
Incentive fee related compensation ²	(8,404)	(14,353)	71 %	(17,728)	(41,318)	133 %
Consolidated VIE related general, administrative and other expenses	(333)	—	N/A	(566)	(149)	(74)%
Non-operating income related compensation	—	(278)	N/A	(59)	(278)	371 %
Management fee related expenses	62,542	68,176	9 %	123,022	148,182	20 %
Fee Related Earnings	\$46,889	\$51,607	10 %	\$91,964	\$111,563	21 %
Fee Related Earnings Margin	43 %	43 %		43 %	43 %	
Incentive fees	17,692	30,216	71 %	37,322	86,985	133 %
Incentive fees attributable to non-controlling interests	—	—	N/A	—	—	N/A
Incentive fee related compensation ²	(8,404)	(14,353)	71 %	(17,728)	(41,318)	133 %
Non-operating income related compensation	—	(278)	N/A	(59)	(278)	371 %
Interest income	1,099	1,406	28 %	2,036	2,171	7 %
Equity-based compensation	3,118	4,673	50 %	5,963	7,896	32 %
Depreciation and amortization	1,863	2,367	27 %	3,736	4,680	25 %
Adjusted EBITDA	\$62,257	\$75,638	21 %	\$123,234	\$171,699	39 %
Adjusted EBITDA Margin	49 %	50 %		49 %	50 %	
Non-GAAP earnings per share¹						
Net income attributable to Hamilton Lane Incorporated	\$41,994	\$54,982	31 %	\$72,992	\$113,946	56 %
Income attributable to non-controlling interests in Hamilton Lane Advisors, L.L.C.	18,654	19,850	6 %	37,790	47,495	26 %
Income tax expense	1,856	1,172	(37)%	18,256	20,859	14 %
Adjusted pre-tax net income	62,504	76,004	22 %	129,038	182,300	41 %
Adjusted income taxes ³	(14,752)	(17,785)	21 %	(30,453)	(42,658)	40 %
Adjusted net income	\$47,752	\$58,219	22 %	\$98,585	\$139,642	42 %
Adjusted shares outstanding	53,941,082	54,180,960		53,896,757	54,127,320	
Non-GAAP earnings per share	\$0.89	\$1.07	20 %	\$1.83	\$2.58	41 %

¹ Adjusted EBITDA and Non-GAAP earnings per share are non-GAAP financial measures. For the reconciliations of our non-GAAP financial measures to the most directly comparable GAAP financial measures, see page 20.

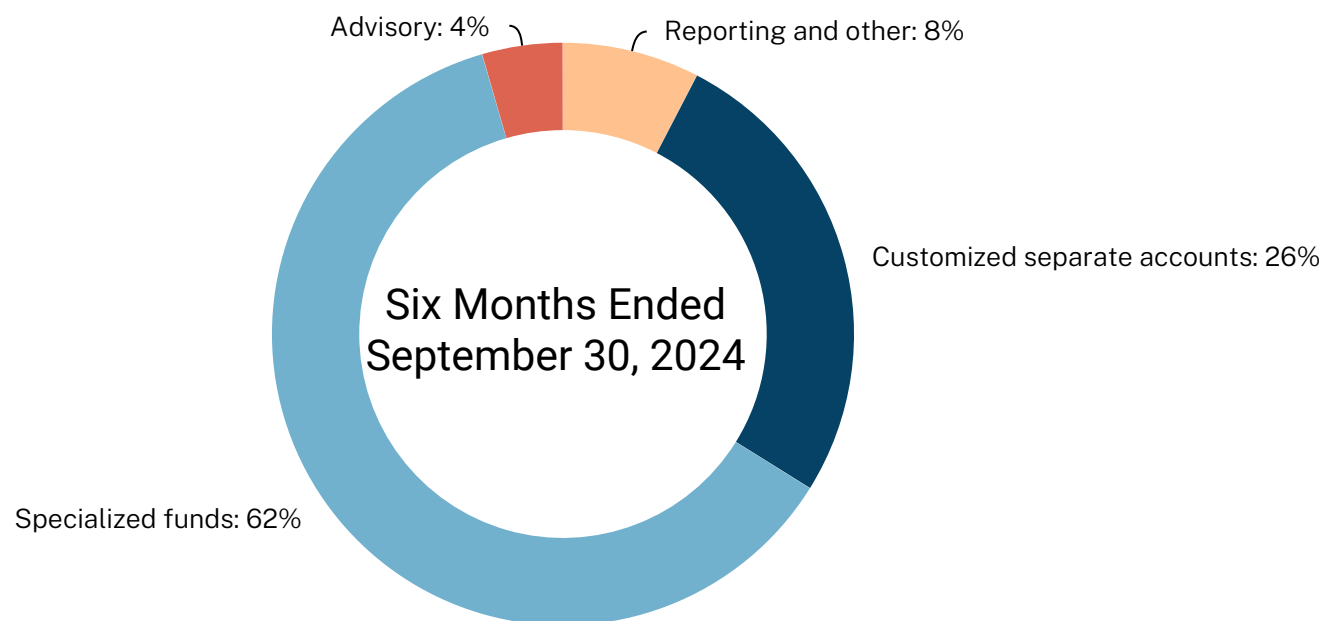
² Incentive fee related compensation includes incentive fee compensation expense and bonus related to carried interest that is classified as base compensation.

³ Represents corporate income taxes at our estimated statutory tax rate of 23.4% and 23.6% for the three and six month periods ended September 30, 2024 and 2023, respectively, applied to adjusted pre-tax net income. The 23.4% is based on a federal tax statutory rate of 21.0% and a combined state income tax rate net of federal benefits of 2.4%. The 23.6% is based on a federal tax statutory rate of 21.0% and a combined state income tax rate net of federal benefits of 2.6%.

Management and Advisory Fees

(Dollars in thousands)

	Three Months Ended September 30,			Six Months Ended September 30,		
	2023	2024	% Change	2023	2024	% Change
Management and advisory fees						
Specialized funds	\$62,386	\$70,312	13 %	\$120,102	\$160,103	33 %
Customized separate accounts	32,040	34,757	8 %	63,759	68,210	7 %
Advisory	6,014	5,728	(5)%	12,307	11,639	(5)%
Reporting, monitoring, data and analytics	6,261	7,128	14 %	11,819	14,122	19 %
Distribution management	1,254	416	(67)%	2,467	915	(63)%
Fund reimbursement revenue	1,229	1,442	17 %	4,138	4,756	15 %
Total management and advisory fees	\$109,184	\$119,783	10 %	\$214,592	\$259,745	21 %



Incentive Fees

(Dollars in thousands)	Three Months Ended September 30,			Six Months Ended September 30,		
	2023	2024	% Change	2023	2024	% Change
Incentive fees						
Direct equity funds	\$1,113	\$6,949	524 %	\$3,444	\$10,897	216 %
Secondary funds	3,969	13,511	240 %	12,046	23,392	94 %
Direct credit funds	(42)	9	N/A	4,725	11,058	134 %
Evergreen funds	1,790	1,521	(15) %	3,005	7,065	135 %
Other specialized funds	7,446	4,031	(46) %	9,442	25,664	172 %
Customized separate accounts	3,416	4,195	23 %	4,660	8,909	91 %
Incentive fees	\$17,692	\$30,216	71 %	\$37,322	\$86,985	133 %

	As of				
	September 30, 2023	June 30, 2024	September 30, 2024	YoY % Change	QoQ % Change
Allocated carried interest					
Secondary Fund II	\$199	\$24	\$23	(88) %	(4) %
Secondary Fund III	28,369	284	225	(99) %	(21) %
Secondary Fund IV	121,113	104,665	97,304	(20) %	(7) %
Secondary Fund V	153,399	152,530	144,838	(6) %	(5) %
Secondary Fund VI	14,855	40,404	42,580	187 %	5 %
Co-investment Fund II	16,679	22,541	25,815	55 %	15 %
Co-investment Fund III	49,930	38,312	37,078	(26) %	(3) %
Co-investment Fund IV	131,502	150,979	142,805	9 %	(5) %
Equity Opportunities Fund V	28,270	45,595	45,152	60 %	(1) %
Evergreen Funds	128,946	168,910	182,053	41 %	8 %
Other specialized Funds	117,390	117,156	123,650	5 %	6 %
Customized separate accounts	360,099	396,205	411,313	14 %	4 %
Total allocated carried interest	\$1,150,751	\$1,237,605	\$1,252,836	9 %	1 %

Assets Under Management

<i>(Dollars in millions)</i>	September 30, 2023	June 30, 2024	September 30, 2024	YoY % Change	QoQ % Change
Assets under management / advisement					
Assets under management	\$119,182	\$129,724	\$131,373	10 %	1 %
Assets under advisement	734,804	810,414	816,057	11 %	1 %
Total assets under management / advisement	\$853,986	\$940,138	\$947,430	11 %	1 %
Fee-earning assets under management					
Customized separate accounts					
Balance, beginning of period	\$35,850	\$37,574	\$38,223	7 %	2 %
Contributions	1,258	1,647	1,673	33 %	2 %
Distributions	(921)	(969)	(548)	(40) %	(43) %
Foreign exchange, market value and other	47	(29)	30	(36) %	N/A
Balance, end of period	\$36,234	\$38,223	\$39,378	9 %	3 %
Specialized funds					
Balance, beginning of period	\$23,815	\$28,175	\$29,487	24 %	5 %
Contributions	1,614	2,609	1,380	(14) %	(47) %
Distributions	(297)	(1,323)	(788)	165 %	(40) %
Foreign exchange, market value and other	55	26	283	415 %	988 %
Balance, end of period	\$25,187	\$29,487	\$30,362	21 %	3 %
Total					
Balance, beginning of period	\$59,665	\$65,749	\$67,710	13 %	3 %
Contributions	2,872	4,256	3,053	6 %	(28) %
Distributions	(1,218)	(2,292)	(1,336)	10 %	(42) %
Foreign exchange, market value and other	102	(3)	313	207 %	N/A
Balance, end of period	\$61,421	\$67,710	\$69,740	14 %	3 %

Condensed Consolidated Balance Sheets (Unaudited)

(Dollars in thousands)

	March 31, 2024	September 30, 2024
Assets		
Cash and cash equivalents	\$114,634	\$193,771
Restricted cash	4,985	5,858
Fees receivable	108,291	95,509
Prepaid expenses	11,073	16,750
Due from related parties	8,150	16,467
Furniture, fixtures and equipment, net	33,013	32,264
Lease right-of-use assets, net	62,425	62,991
Investments	603,697	627,172
Deferred income taxes	261,887	257,187
Other assets	34,435	33,989
Assets of consolidated variable interest entities:		
Cash and cash equivalents	—	33,198
Investments	28,575	41,888
Other assets	35	7,286
Total assets	\$1,271,200	\$1,424,330
Liabilities and equity		
Accounts payable	\$4,505	\$6,430
Accrued compensation and benefits	35,979	71,431
Accrued members' distributions	23,815	9,279
Accrued dividend	17,628	19,454
Debt	196,159	194,971
Payable to related parties pursuant to tax receivable agreement	201,422	200,346
Lease liabilities	79,033	79,884
Other liabilities (includes \$13,071 and \$13,080 at fair value)	36,700	39,904
Liabilities of consolidated variable interest entities:		
Other liabilities	1	709
Total liabilities	595,242	622,408
Total equity	675,958	801,922
Total liabilities and equity	\$1,271,200	\$1,424,330

Condensed Consolidated Statements of Cash Flows (Unaudited)

<i>(Dollars in thousands)</i>	Six Months Ended September 30,	
	2023	2024
Operating activities		
Net income	\$115,850	\$163,008
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	3,736	4,680
Change in deferred income taxes	4,121	4,700
Change in payable to related parties pursuant to tax receivable agreement	(884)	(1,076)
Equity-based compensation	5,963	7,896
Equity income of investees	(20,117)	(13,762)
Net realized loss (gain) on sale of investments	288	(618)
Fair value adjustment of other investments	445	(9,780)
Proceeds received from Partnerships	12,998	14,038
Non-cash lease expense	3,999	4,778
Other	231	397
Changes in operating assets and liabilities	11,196	34,167
Consolidated variable interest entities related	(2,257)	(11,283)
Net cash provided by operating activities	\$135,569	\$197,145
Investing activities		
Purchase of furniture, fixtures and equipment	\$(6,276)	\$(3,080)
Purchase of investments	(6,352)	(5,000)
Proceeds from sale of investments	1,343	1,193
Proceeds from sale of intangible assets	1,739	1,275
Distributions received from Partnerships	6,001	12,678
Contributions to Partnerships	(23,632)	(23,928)
Consolidated variable interest entities related	(57,832)	(8,175)
Net cash used in investing activities	\$(85,009)	\$(25,037)
Financing activities		
Repayments of debt	\$(1,250)	\$(1,250)
Draw-down on revolver	10,000	—
Repayment of revolver	(25,000)	—
Repurchase of Class A shares for employee tax withholding	(108)	(918)
Proceeds received from issuance of shares under Employee Share Purchase Plan	1,082	1,269
Dividends paid	(31,829)	(37,079)
Members' distributions paid	(28,599)	(31,021)
Consolidated variable interest entities related	143,367	10,099
Net cash provided by (used in) financing activities	\$67,663	\$(58,900)
Increase in cash and cash equivalents, restricted cash, and cash and cash equivalents held at consolidated variable interest entities	118,223	113,208
Cash and cash equivalents, restricted cash, and cash and cash equivalents held at consolidated variable interest entities at beginning of the period	116,552	119,619
Cash and cash equivalents, restricted cash, and cash and cash equivalents held at consolidated variable interest entities at end of the period	\$234,775	\$232,827

Non-GAAP Reconciliation

Reconciliation from Net Income

(Dollars in thousands except share and per share amounts)

	Year Ended March 31,		Three Months Ended September 30,		Six Months Ended September 30,	
	2019	2024	2023	2024	2023	2024
Net income attributable to Hamilton Lane Incorporated	\$33,573	\$140,858	\$41,994	\$54,982	\$72,992	\$113,946
Income attributable to non-controlling interests in general partnerships	564	534	87	388	88	733
Income attributable to non-controlling interests in Hamilton Lane Advisors, L.L.C.	64,860	80,835	18,654	19,850	37,790	47,495
Income attributable to non-controlling interests in consolidated funds	—	4,980	3,768	702	4,980	834
Incentive fees	(34,406)	(101,906)	(17,692)	(30,216)	(37,322)	(86,985)
Incentive fee related compensation ¹	14,983	48,406	8,404	14,353	17,728	41,318
Consolidated VIE related general, administrative and other expenses	—	566	333	—	566	149
Revenue related to consolidated funds	—	394	247	—	394	—
Non-operating income related compensation	—	59	—	278	59	278
Interest income	(255)	(10,008)	(3,940)	(1,498)	(6,617)	(2,279)
Interest expense	3,039	11,175	2,743	2,704	5,638	5,651
Income tax expense	30,560	54,454	1,856	1,172	18,256	20,859
Equity in income of investees	(7,202)	(36,491)	(8,539)	(7,329)	(20,536)	(15,646)
Contingent compensation related to acquisition	5,100	—	—	—	—	—
Non-operating gain	(20,915)	(519)	(1,026)	(3,779)	(2,052)	(14,790)
Fee Related Earnings	\$89,901	\$193,337	\$46,889	\$51,607	\$91,964	\$111,563
Depreciation and amortization	2,500	8,186	1,863	2,367	3,736	4,680
Equity-based compensation	6,382	12,133	3,118	4,673	5,963	7,896
Incentive fees	34,406	101,906	17,692	30,216	37,322	86,985
Incentive fees attributable to non-controlling interests	(725)	—	—	—	—	—
Incentive fee related compensation ¹	(14,983)	(48,406)	(8,404)	(14,353)	(17,728)	(41,318)
Non-operating income related compensation	—	(59)	—	(278)	(59)	(278)
Interest income	255	5,427	1,099	1,406	2,036	2,171
Adjusted EBITDA	\$117,736	\$272,524	\$62,257	\$75,638	\$123,234	\$171,699
Non-GAAP earnings per share reconciliation						
Net income attributable to Hamilton Lane Incorporated			\$41,994	\$54,982	\$72,992	\$113,946
Income attributable to non-controlling interests in Hamilton Lane Advisors, L.L.C.			18,654	19,850	37,790	47,495
Income tax expense			1,856	1,172	18,256	20,859
Adjusted pre-tax net income			62,504	76,004	129,038	182,300
Adjusted income taxes ²			(14,752)	(17,785)	(30,453)	(42,658)
Adjusted net income			\$47,752	\$58,219	\$98,585	\$139,642
Adjusted shares outstanding			53,941,082	54,180,960	53,896,757	54,127,320
Non-GAAP earnings per share			\$0.89	\$1.07	\$1.83	\$2.58

¹ Incentive fee related compensation includes incentive fee compensation expense and bonus related to carried interest that is classified as base compensation.

² Represents corporate income taxes at our estimated statutory tax rate of 23.4% and 23.6% for the three and six months ended September 30, 2024 and 2023, respectively, applied to adjusted pre-tax net income. The 23.4% is based on a federal tax statutory rate of 21.0% and a combined state income tax rate net of federal benefits of 2.4%. The 23.6% is based on a federal tax statutory rate of 21.0% and a combined state income tax rate net of federal benefits of 2.6%.

Terms

Adjusted EBITDA is an internal measure of profitability. We believe Adjusted EBITDA is useful to investors because it enables them to better evaluate the performance of our core business across reporting periods. Adjusted EBITDA represents net income excluding (a) interest expense on our outstanding debt, (b) income tax expense, (c) depreciation and amortization expense, (d) equity-based compensation expense, (e) non-operating gain (loss) and (f) certain other significant items that we believe are not indicative of our core performance.

Fee Related Earnings ("FRE") is used to highlight earnings from recurring management fees. FRE represents net income excluding (a) incentive fees and related compensation, (b) interest income and expense, (c) income tax expense, (d) equity in income of investees, (e) non-operating gain (loss) and (f) certain other significant items that we believe are not indicative of our core performance. We believe FRE is useful to investors because it provides additional insight into the operating profitability of our business. FRE is presented before income taxes.

Non-GAAP earnings per share measures our per-share earnings excluding certain significant items that we believe are not indicative of our core performance and assuming all Class B and Class C units in HLA were exchanged for Class A common stock in HLI. Non-GAAP earnings per share is calculated as adjusted net income divided by adjusted shares outstanding. Adjusted net income is income before taxes fully taxed at our estimated statutory tax rate and excludes any impact of changes in carrying amount of our redeemable non-controlling interest. Adjusted shares outstanding for the three and six months ended September 30, 2023 and 2024 and March 31, 2024 are equal to weighted-average shares of Class A common stock outstanding - diluted. We believe adjusted net income and non-GAAP earnings per share are useful to investors because they enable them to better evaluate total and per-share operating performance across reporting periods.

Our assets under management ("AUM"), as presented in these materials, comprise the assets associated with our customized separate accounts and specialized funds. AUM does not include the assets associated with our distribution management services. We classify assets as AUM if we have full discretion over the investment decisions in an account. We calculate our AUM as the sum of:

- (1) the net asset value of our clients' and funds' underlying investments;
- (2) the unfunded commitments to our clients' and funds' underlying investments; and
- (3) the amounts authorized for us to invest on behalf of our clients and fund investors but not committed to an underlying investment.

Management fee revenue is based on a variety of factors and is not linearly correlated with AUM. However, we believe AUM is a useful metric for assessing the relative size and scope of our asset management business.

Our assets under advisement ("AUA") comprise assets from clients for which we do not have full discretion to make investments in their account. We generally earn revenue on a fixed fee basis on our AUA client accounts for services including asset allocation, strategic planning, development of investment policies and guidelines, screening and recommending investments, monitoring and reporting on investments and investment manager review and due diligence. Advisory fees vary by client based on the amount of annual commitments, services provided and other factors. Since we earn annual fixed fees from the majority of our AUA clients, the growth in AUA from existing accounts does not have a material impact on our revenues. However, we view AUA growth as a meaningful benefit in terms of the amount of data we are able to collect and the degree of influence we have with fund managers.

Fee-earning assets under management (Fee-earning "AUM" or "FEAUM") is a metric we use to measure the assets from which we earn management fees. Our fee-earning AUM comprise assets in our customized separate accounts and specialized funds from which we derive management fees that are generally derived from applying a certain percentage to the appropriate fee base. We classify customized separate account revenue as management fees if the client is charged an asset-based fee, which includes the majority of our discretionary AUM accounts but also includes certain non-discretionary AUA accounts. Our fee-earning AUM is equal to the amount of capital commitments, net invested capital and net asset value of our customized separate accounts and specialized funds depending on the fee terms. The vast majority of our customized separate accounts and specialized funds earn fees based on commitments or net invested capital, which are not affected by market appreciation or depreciation. Therefore, revenues and fee-earning AUM are not significantly affected by changes in market value. Our calculations of fee-earning AUM may differ from the calculations of other asset managers, and as a result, this measure may not be comparable to similar measures presented by other asset managers. Our definition of fee-earning AUM is not based on any definition that is set forth in the agreements governing the customized separate accounts or specialized funds that we manage.

Hamilton Lane Incorporated (or "HLI"), a Delaware corporation, was formed for the purpose of completing an initial public offering ("IPO") and related transactions in order to carry on the business of Hamilton Lane Advisors, L.L.C. ("HLA") as a publicly-traded entity. As of the closing of our IPO on March 6, 2017, HLI became the sole managing member of HLA.

Disclosures

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", "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, including risks relating to: our ability to manage growth, fund performance, competition in our industry, 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 fund commitments; our exposure and that of our clients and investors to the credit risks of financial institutions at which we and they hold accounts; our ability to comply with investment guidelines set by our clients; our ability to successfully integrate acquired businesses with ours; our ability to manage risks associated with introducing new types of investment structures, products or services or entering into strategic partnerships; our ability to manage redemption or repurchase rights in certain of our funds; our ability to manage, identify and anticipate risks we face; our ability to manage the effects of events outside of our control; 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 we face, you should refer to the "Risk Factors" detailed 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 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.

Values appearing in this presentation that are whole numbers are rounded approximations.

As of November 6, 2024