

# Hamilton Lane Expands Senior Presence on Business Development Team

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Appoints Jean Reynolds to Manage Consultant Relations Channel and Stephanie Davis to Lead Financial Intermediaries Coverage

BALA CYNWYD, Pa., March 05, 2019 (GLOBE NEWSWIRE) -- Hamilton Lane (NASDAQ: HLNE) has expanded its Business Development team, adding Jean Reynolds as Head of Consultant Relations and Stephanie Strid Davis as Principal of Intermediary Sales.

In their roles, Reynolds will focus on developing and managing relationships with the consultant community globally, while Davis will focus on financial intermediaries and platforms including broker dealers, wirehouses, RIAs and private banks. Both Reynolds and Davis are based in the firm's Bala Cynwyd headquarters and report to Stephen Brennan, Hamilton Lane's Global Head of Business Development.

"As the private markets continue to develop in complexity and scope, we're evolving our Business Development coverage model in order to help more and different types of LPs gain access to this space," said Brennan. "We're thrilled to welcome Jean and Stephanie – each with extensive experience working within the consultant and financial intermediaries channels, respectively – to help us expand our reach in these important areas."

Reynolds joins Hamilton Lane with almost two decades of private markets experience. She comes to the firm from Morgan Stanley, where she was an Executive Director in the Alternative Investment Partners group. Prior to Morgan Stanley, she was a financial analyst in the Private Fund Group at Donaldson, Lufkin & Jenrette (later acquired by Credit Suisse). Reynolds began her career as an Investment Banking Analyst in the Financial Sponsors Coverage Group at First Union Securities. She is a graduate of Davidson College and received an MBA from The Wharton School at the University of Pennsylvania.

Davis joins Hamilton Lane from Ultra Capital LLC, where she was Director and CCO within the Capital Formation

Team. Prior to that she was a founder and partner at Ascendant Capital Partners where she managed a platform of 40 Act alternative investment products. She graduated from Georgetown University and has an MBA from Temple University.

“As the consultant channel continues to grow in importance and relevance to the LP community, I look forward to working within this space on behalf of a private markets firm with such distinct and thoughtfully constructed products to help LPs meet their investment objectives,” said Reynolds.

Davis commented: “The way that financial intermediaries view the private markets has evolved greatly over the years. The use of private investments by wirehouse advisors, private banks and other high-net-worth wealth management channels is increasing in demand and is a trend that continues to grow. I am excited to be here to help address the needs of these specific channels and give them access to true institutional-quality private markets investment opportunities.”

The appointments of Davis and Reynolds add to the growing presence of senior female professionals at Hamilton Lane. Other recent senior female hires include the appointments of Karen Greene as Managing Director and Head of Investor Relations and Martina Schliemann as Principal and Head of Business Development for Germany, Austria and Switzerland. Overall, women comprise 40 percent of the firm’s total employee base.

Commenting on the hires, Mario Giannini, CEO of Hamilton Lane, said: “We are committed to positively impacting diversity and inclusion within our own ranks as well as throughout the broader private markets industry. While there is certainly more to be done, we are proud of the team that we have built so far and of our ability to continue to attract strong talent from a variety of backgrounds and perspectives.”

#### About Hamilton Lane

Hamilton Lane (NASDAQ: HLNE) is a leading alternative investment management firm providing innovative private markets solutions to sophisticated investors around the world. Dedicated to private markets investing for 27 years, the firm currently employs 360 professionals operating in offices throughout the U.S., Europe, Asia-Pacific, Latin America and the Middle East. With approximately \$469 billion in total assets under management and supervision as of December 31, 2018, Hamilton Lane offers a full range of investment products and services that enable clients to participate in the private markets asset class on a global and customized basis. For more information, please visit [www.hamiltonlane.com](http://www.hamiltonlane.com) or follow Hamilton Lane on Twitter: @hamilton\_lane.

#### 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, 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; our ability to consummate planned acquisitions and successfully integrate the acquired businesses with ours; 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” detailed in Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended March 31, 2018 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.

#### Media Contacts

Kate McGann

**[kmcgann@hamiltonlane.com](mailto:kmcgann@hamiltonlane.com)**

+1-212-752-7853

#### Investor Contact

Karen Greene

**[kgreene@hamiltonlane.com](mailto:kgreene@hamiltonlane.com)**

+1-484-439-4657

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