

Hamilton Lane Incorporated Reports Strong Fourth Quarter and Fiscal Year 2019 Results; Increases Dividend 29%

5/29/2019

BALA CYNWYD, Penn., May 29, 2019 (GLOBE NEWSWIRE) -- Leading private markets asset management firm Hamilton Lane Incorporated (NASDAQ: HLNE) today reported its results for the fourth quarter and full fiscal year ended March 31, 2019.

FISCAL YEAR 2019 HIGHLIGHTS

- Assets under management – Total asset footprint of approximately \$484 billion grew 7% year-over-year. Fee-earning assets under management increased 9% to approximately \$34 billion.
- Revenue – Management and advisory fees increased 12% to approximately \$218 million for fiscal 2019 driven by growth across core offerings. Total revenues increased 3% to \$252 million for fiscal 2019.
- Earnings per share – GAAP earnings per share was \$1.40 on over \$33 million of GAAP net income for fiscal 2019.
- Dividend – Declared a quarterly dividend of \$0.275 per share of Class A common stock to record holders at the close of business on June 14, 2019 that will be paid on July 5, 2019. This represents a 29% increase from the prior dividend.

Hamilton Lane issued a full detailed presentation of its fourth quarter and fiscal year 2019 results, which can be accessed by clicking [here](#).

Hamilton Lane CEO Mario Giannini commented: “This fiscal year was another strong one for our business. Our asset footprint reached a new high of \$484 billion, based on our strong market position, growing client base and an expanding set of products and solutions. This growth in our asset footprint continues to drive real benefits to the

entirety of our client base.”

Conference Call

Hamilton Lane will discuss fourth quarter and full fiscal 2019 results in a webcast and conference call today, Wednesday, May 29, 2019, at 11:00 a.m. Eastern Time. The call will be broadcast live via a webcast, which may be accessed on Hamilton Lane’s **Investor Relations website**. The call may also be accessed by dialing (833) 231-8267 inside the U.S., or (647) 689-4112 for international callers. The conference ID is 6883003.

A replay of the webcast will be available approximately two hours after the live broadcast for a period of one year and can be accessed in the same manner as the live webcast at the Hamilton Lane Investor Relations website.

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 approximately 370 professionals operating in offices throughout North America, Europe, Asia-Pacific, Latin America and the Middle East. With approximately \$484 billion in total assets under management and supervision as of March 31, 2019, 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 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; 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.

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