

# Hamilton Lane Opens an Office in Singapore, Expanding Presence in Asia Pacific

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Singapore Becomes the Firm's Fifth Office in APAC, Bolstering Long-Standing Commitment to the Region  
SINGAPORE, Oct. 28, 2020 (GLOBE NEWSWIRE) -- Leading private markets investment management firm **Hamilton Lane** (NASDAQ: HLNE) today announced it has expanded its presence in Asia Pacific (APAC), opening its fifth office in the region, in Singapore.

"The APAC region continues to represent an area of meaningful strategic importance for the firm's growth, both in terms of our client base and our investment activities," said Juan Delgado-Moreira, who is Vice Chairman and Head of Asia, based in Hong Kong, the firm's APAC headquarters. "We've been active in this region for more than 16 years, and are excited to be formally establishing a presence in Singapore."

As part of the expansion, Xiaying Zhang has been appointed head of the office and will lead the firm's efforts in servicing its growing client base across South East Asia. She will be joined in Singapore by Jensen Tam, who will lead Relationship Management efforts in the region. On the investment side, the firm plans to hire two investment professionals in the near-term who will work directly with Mingchen Xia and Collwyn Tan, Co-Heads of Asia Investments in Hong Kong.

Delgado-Moreira said: "This expansion enables us to be closer to many of our fund and direct investments, as well as to our valued clients. Xiaying brings a strong understanding of the local market dynamics and opportunities."

In addition to Zhang's new role as head of the Singapore office, she will continue to lead business development efforts across South East Asia. Singapore becomes the firm's fifth global office to be led by a woman.

Prior to joining Hamilton Lane in 2016, Zhang was an Associate Director with BNP Paribas' Global Markets Institutional Solutions Sales team. She began her career as an analyst at BNP Paribas' Equity and Commodities

Structuring Group.

## 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 29 years, the firm currently employs over 400 professionals operating in offices throughout North America, Europe, Asia-Pacific and the Middle East. Hamilton Lane has approximately \$516 billion in assets under management and supervision, composed of approximately \$68 billion in discretionary assets and over \$447 billion in advisory assets, as of June 30, 2020. 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, 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 ability to comply with investment guidelines set by our clients; 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 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, 2020 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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