

**BOARD OF PENSION TRUSTEES  
FOR THE  
CITY OF JACKSONVILLE RETIREMENT SYSTEM  
Thursday, October 6, 2022, at 12:30 PM  
City Hall Conference Room 3C**

**AGENDA**

- 1. CALL TO ORDER**
- 2. PUBLIC COMMENT**
- 3. INVESTMENT AND FINANCIAL MATTERS**
  - a. Hamilton Lane – Private Credit
- 4. INFORMATION**
  - a. Next regular BOT meeting scheduled for Thursday, October 27, 2022, at 2 PM
  - b. Manager Review Meeting with UBS Trumbull – Real Estate scheduled for Thursday, November 3, 2022, at 12:30 PM
- 5. PRIVILEGE OF THE FLOOR**
- 6. ADJOURNMENT**

# City of Jacksonville Employees Retirement

Private Credit Board Presentation

October 6, 2022

# Agenda

---

1. Hamilton Lane Update
2. Private Credit Market Overview
3. Portfolio Review
4. HL Strategic Opportunities Update
5. Portfolio Goals & Pacing Models
6. Appendix
  - a. Schedule of Investments
  - b. Endnotes & Disclosures

## Hamilton Lane Attendees



**Nayef Perry**  
Co-Head of Direct Credit  
954-745-2782  
nperry@hamiltonlane.com



**Cori English**  
Principal  
610-617-6475  
cenglish@hamiltonlane.com



**John Lawlor**  
Associate  
610-617-2003  
jlawlor@hamiltonlane.com



# Hamilton Lane Update



# We Enrich Lives & Safeguard Futures

- Do the right thing
- Integrity, candor and collaboration
- The pursuit of excellence
- A spirit of competition that inspires innovation



# Hamilton Lane Update

## Firm Update



**540+**  
Employees



**48%**  
Women/minority  
employees<sup>1</sup>

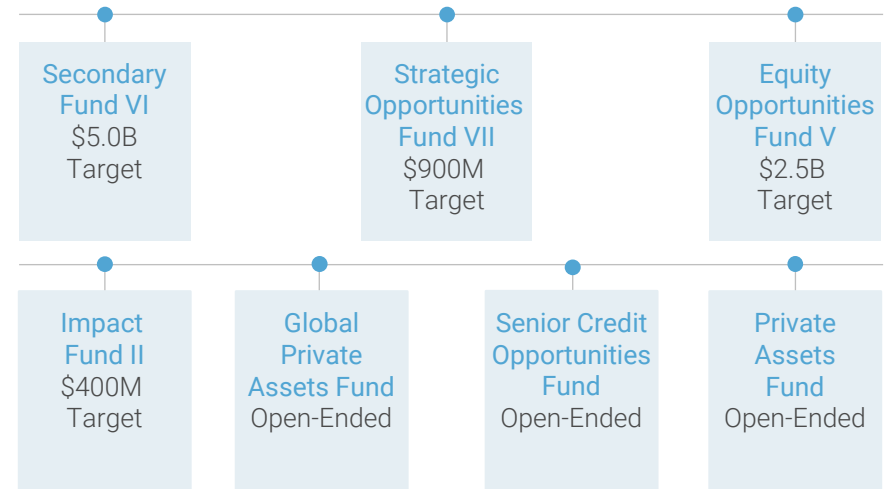


**21**  
Global  
offices



**\$832.5B+**  
Assets Under  
Management  
and Supervision<sup>2</sup>

## Funds in Market



## Commitment to Employees & Communities



**Diversity & Inclusion**

**HLWE**  
WOMEN'S EXCHANGE

**HLWell**

**HLinAction**

## Award-Winning Culture



**47 MARIO GIANNINI CEO, HAMILTON LANE**  
If you haven't spent time with Mario in Philadelphia, you probably aren't in private equity at all

As of June 30, 2022

<sup>1</sup> Diversity statistics representing minority employees include only employees in US offices.

<sup>2</sup> Inclusive of \$108.3B in assets under management and \$724.2B in assets under supervision as of June 30, 2022

# Leveraging Our Scale

Poised to capitalize on the large, growing market

**\$29.8B**  
Primaries

**\$3.3B**  
Secondaries

**\$4B**  
Direct Investments

2021 Capital Deployed<sup>1</sup>

**550+**  
Advisory board seats



HELLMAN & FRIEDMAN

CVC  
Capital Partners



SPARK CAPITAL



KPS  
CAPITAL PARTNERS, LP

Blackstone

KELSO  
PRIVATE EQUITY

Advent International  
GLOBAL PRIVATE EQUITY

Platinum Equity

GGVCAPITAL

WATERLAND  
PRIVATE EQUITY INVESTMENTS

CASTLELAKE

**1,260+**  
Primaries

**500+**  
Secondaries

**860+**  
Direct Investments

2021 Opportunities Reviewed



Here's how scale benefits our clients

✓  
Privileged investment opportunities

✓  
Preferential fees and terms

✓  
Industry-leading analysis and insight

✓  
Access

As of June 30, 2022

\*Representative clients and investors were included based on account size, geographic location, and account type. The identification of these clients and investors does not serve as an endorsement of Hamilton Lane or the services provided. These clients and investors utilize various services of Hamilton Lane and do not represent one specific account type.

Please refer to endnotes in Appendix

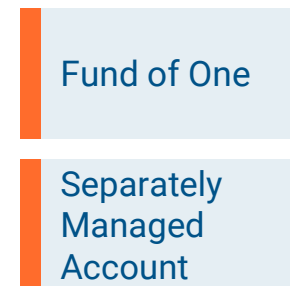
# How We Work With Clients

We work with sophisticated investors across the full spectrum of the private markets

## Product Solutions



## Custom Solutions



## Embracing Data & Technology

**\$16T+**  
Fund assets  
monitored

**49,000+**  
Active fund  
database

**50+**  
Vintage years

**124,000+**  
Companies



As of June 30, 2022





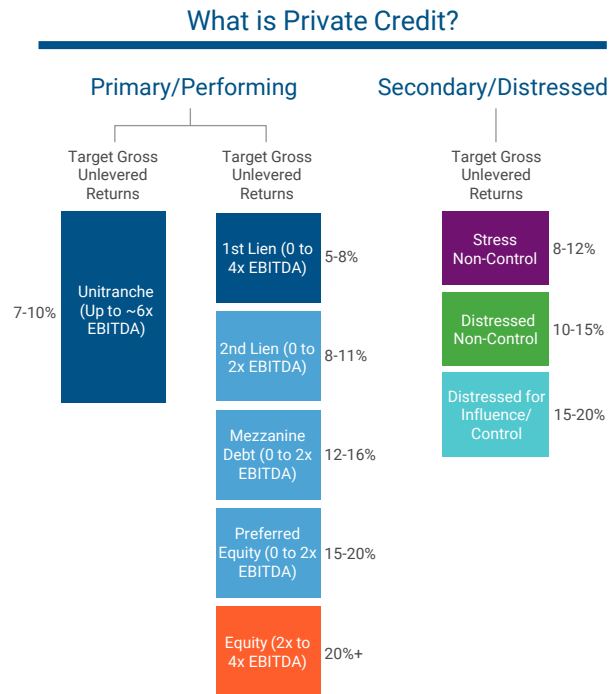
# Private Credit Market Overview

---

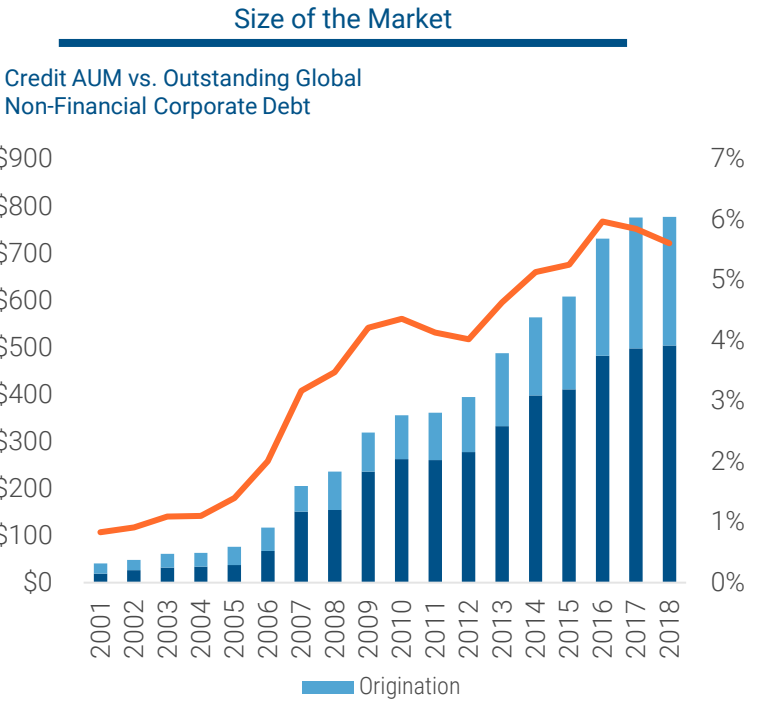
# What is Private Credit?

- ✓ Private Credit refers to investments not traded on a public exchange or market
- ✓ Access is difficult, typically only available to institutional investors
- ✓ It can provide an attractive way to diversify a portfolio and achieve stable, contracted cash flows

Investments range across more senior components of the capital structure



Private credit remains a small percentage of the overall market for corporate debt



Source: Hamilton Lane Data via Cobalt, Bank for International Settlements (December 2019)

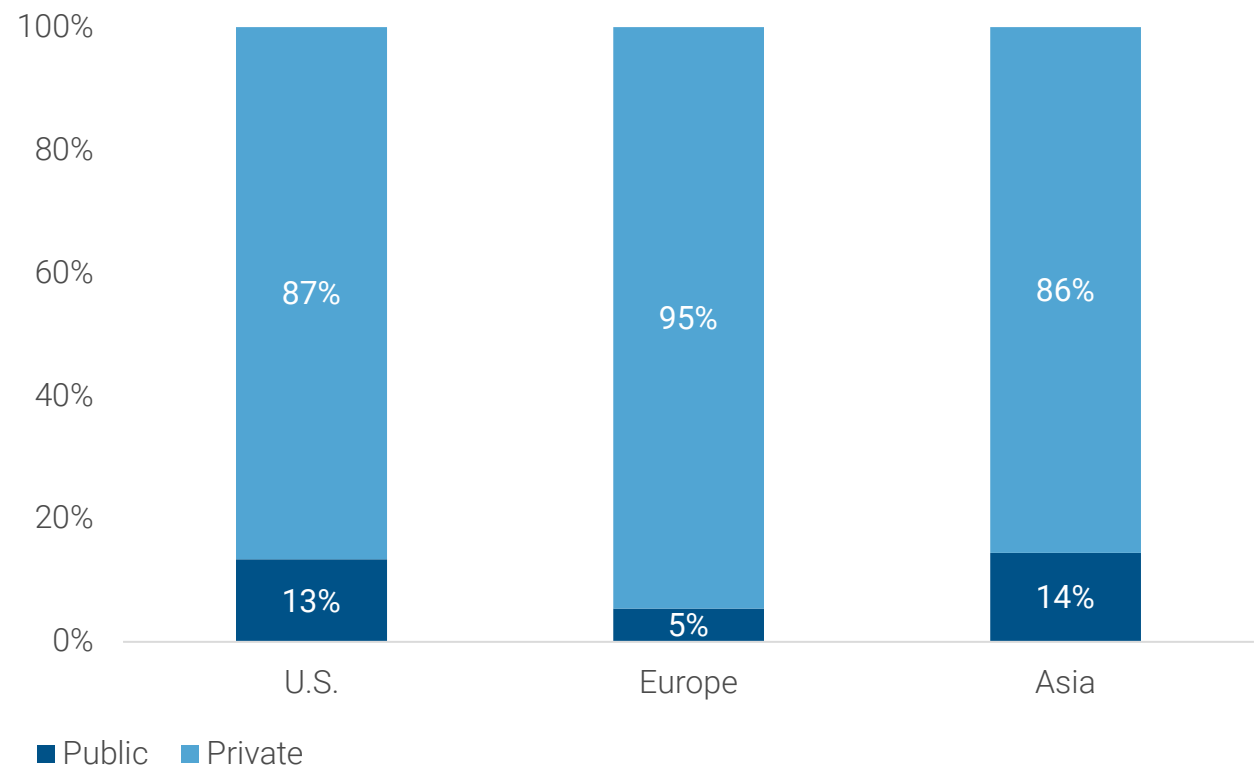
Hamilton Lane via Cobalt and Bloomberg. As of June 30, 2021  
 Public Equities is the MSCI World Net Total Return Index  
 Private equity transactions are illustrative only and do not represent Hamilton Lane transactions

# Private vs. Public Universe

Private markets represents a target-rich environment, the market potential of which is dramatically larger compared to publicly-traded companies

► Globally, there are over 95,000 private companies with annual revenues over \$100 million vs. approximately 10,000 public companies with the same annual revenues

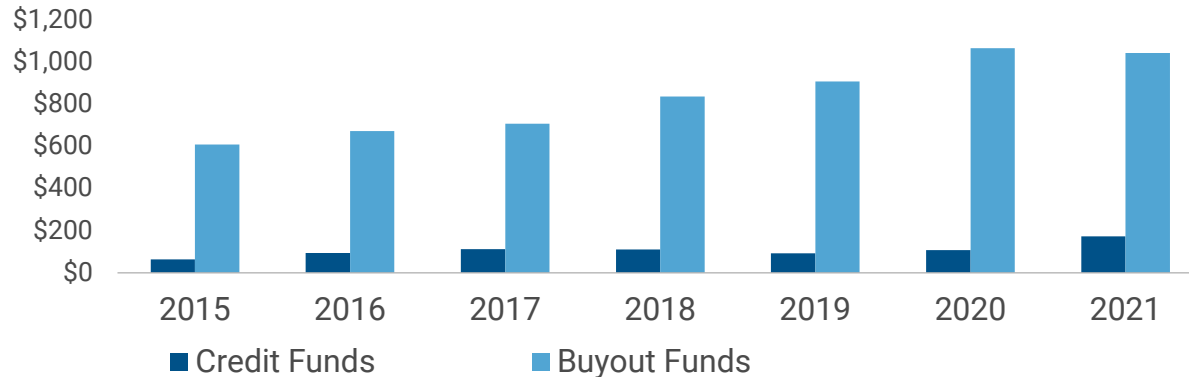
Public & Private Companies By LTM Revenue >\$100M



# Increasing Demand for Private Debt Financing

Private credit represents a sizeable market opportunity and one that Hamilton Lane is well positioned to capture

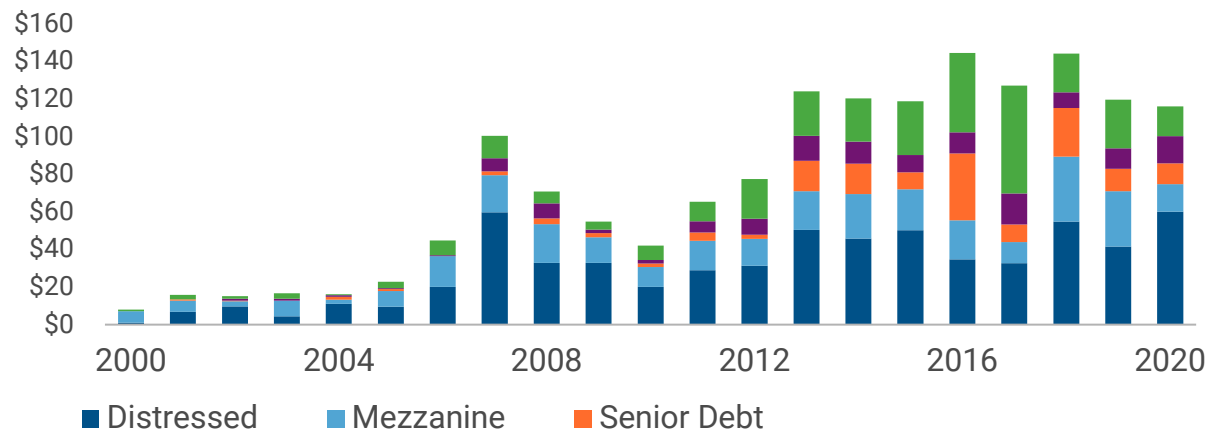
## DRY POWDER\*



Source: Bison data via Cobalt (June 2021)

\*2021 data as of 6/30/2021

## PRIVATE CREDIT FUNDRAISING BY STRATEGY



Source: Bison data via Cobalt, Preqin (September 2021)



Why do private companies choose to work with private credit managers vs. public alternatives?

**Long-term partners and capital providers:**  
Small groups of lenders can work together collaboratively

**Speed of execution:**  
Need for financing in short period of time

**Certainty:**  
Public markets often shut down during periods of market volatility

**Complexity:**  
Public markets aren't always receptive e.g. carve-outs and divestitures

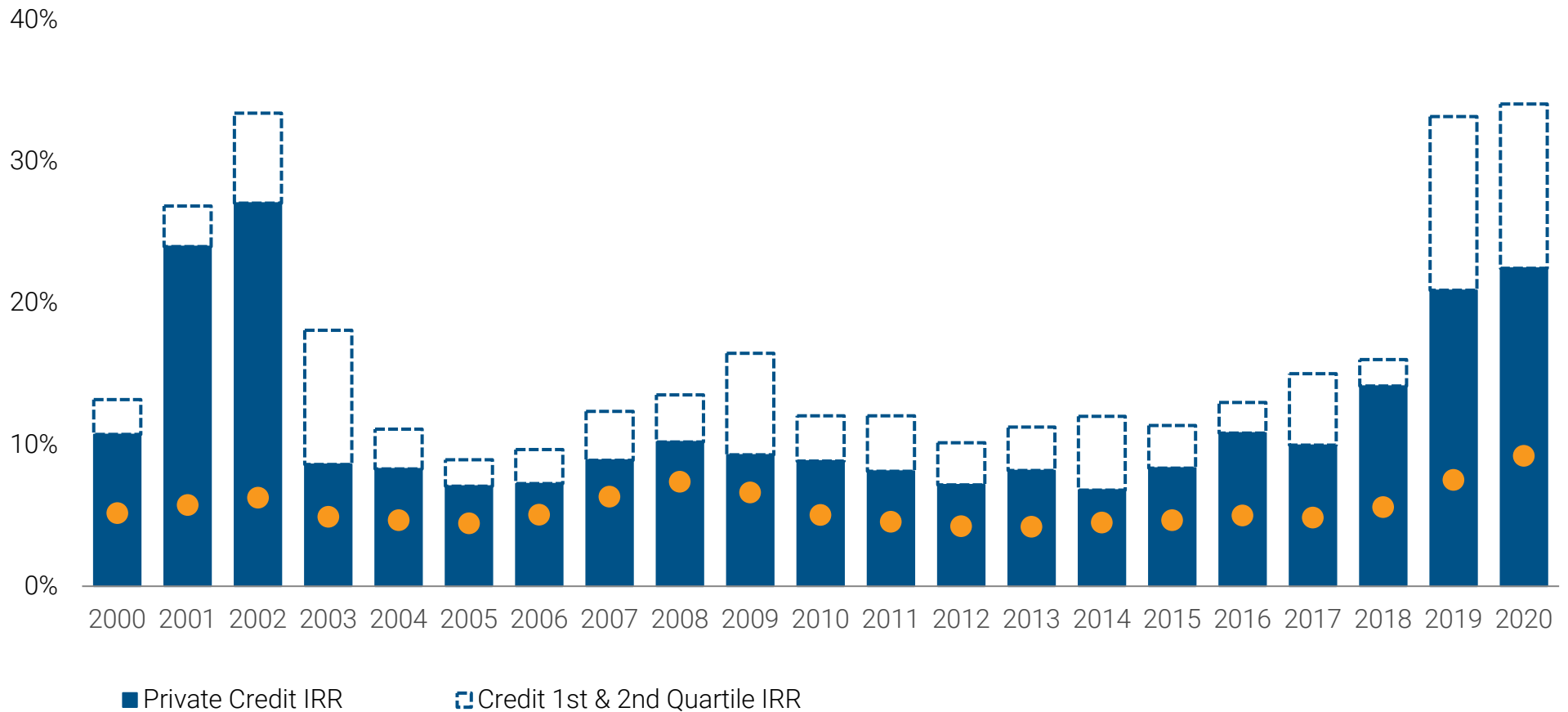
**Confidentiality:**  
Ability to control sensitive information with private lender groups vs. public market holders

# Private Credit

Over long periods of time, private credit has consistently outperformed the public credit markets

## Private Credit IRR vs. PME

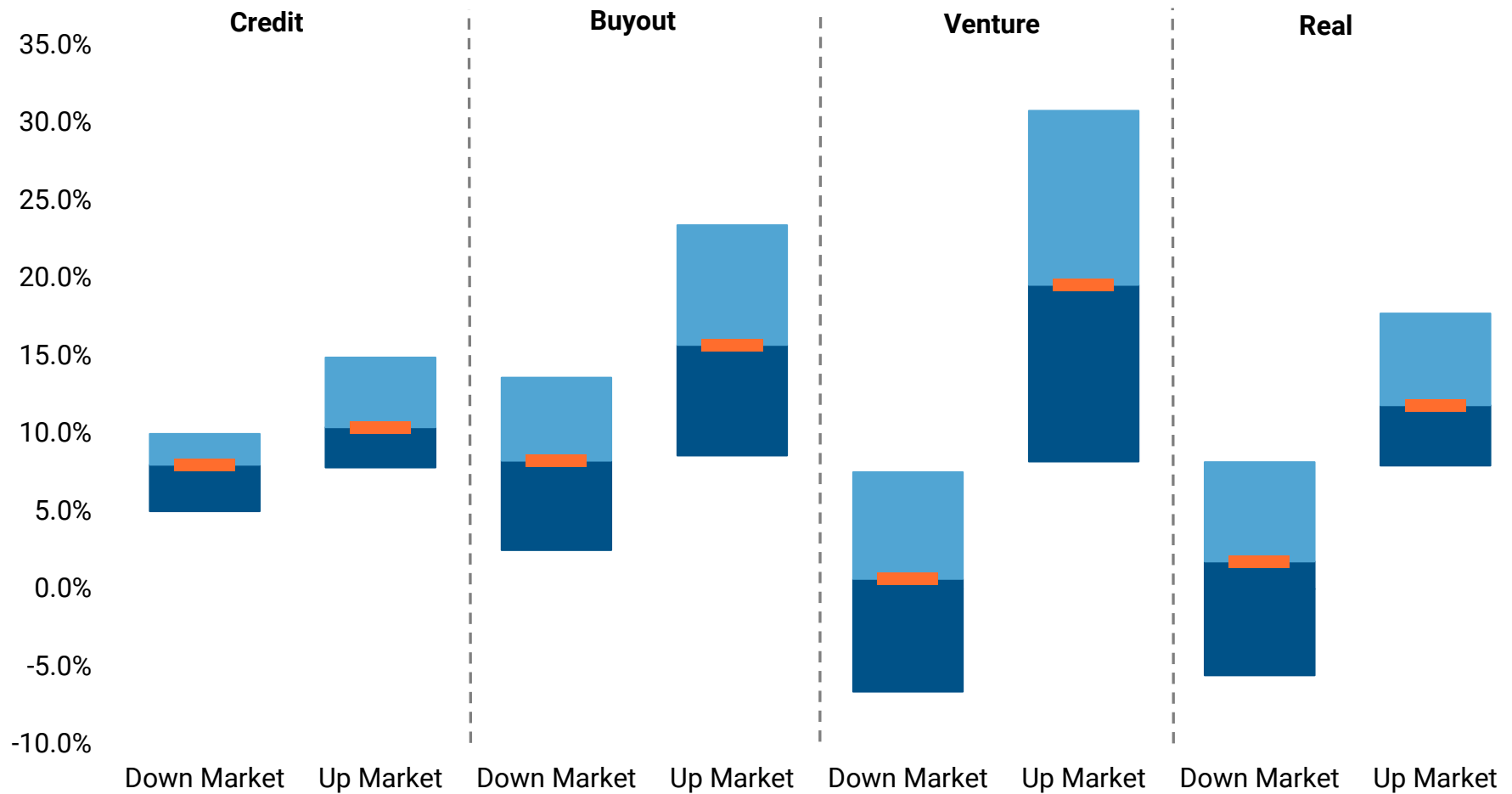
By Vintage Year



Source: Hamilton Lane Data, Bloomberg (January 2022)  
Please refer to definitions in endnotes

# Dispersion of Returns

## Spread of Returns by Down and Up Markets

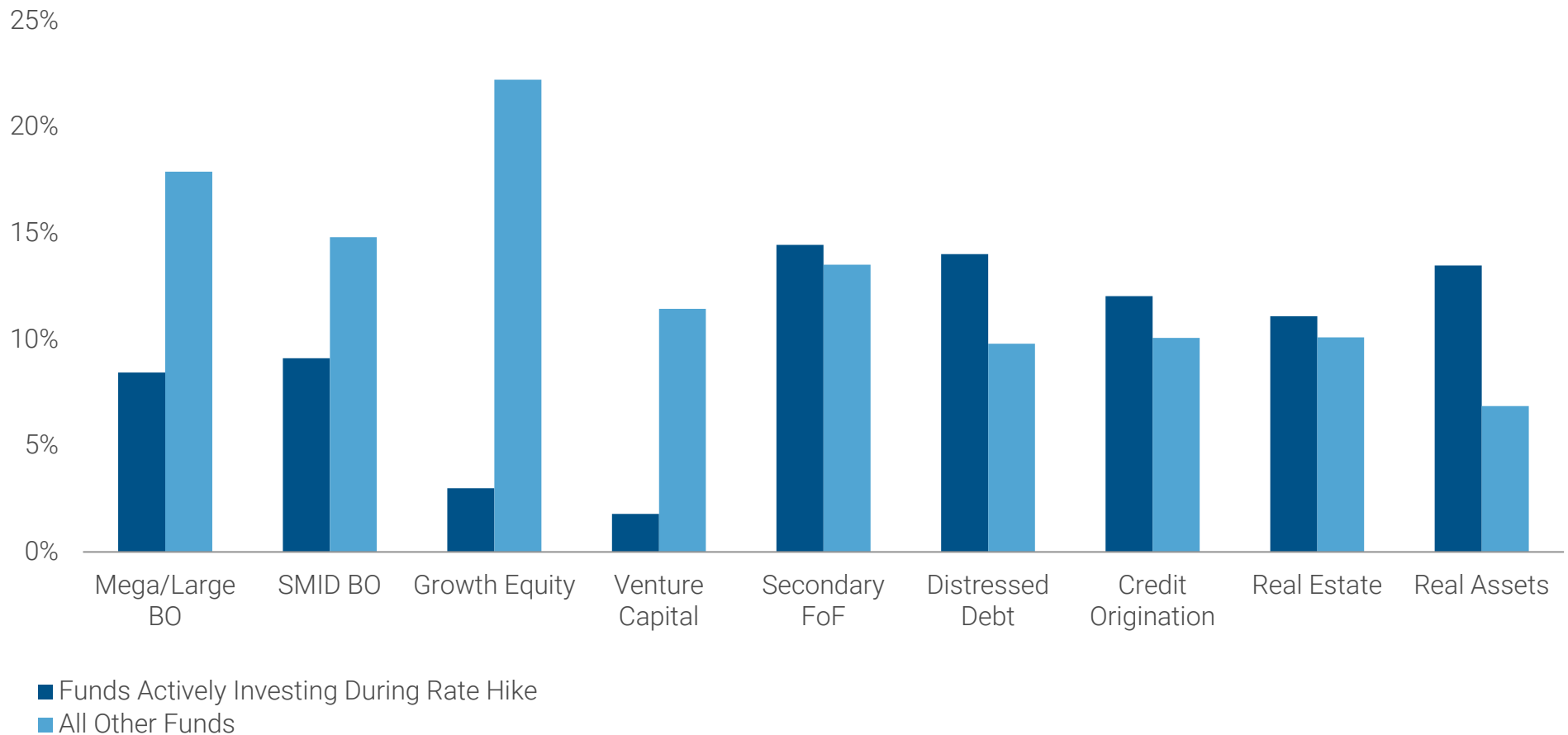


Source: Hamilton Lane Data via Cobalt (December 2021)

# Private Credit During Rate Hikes

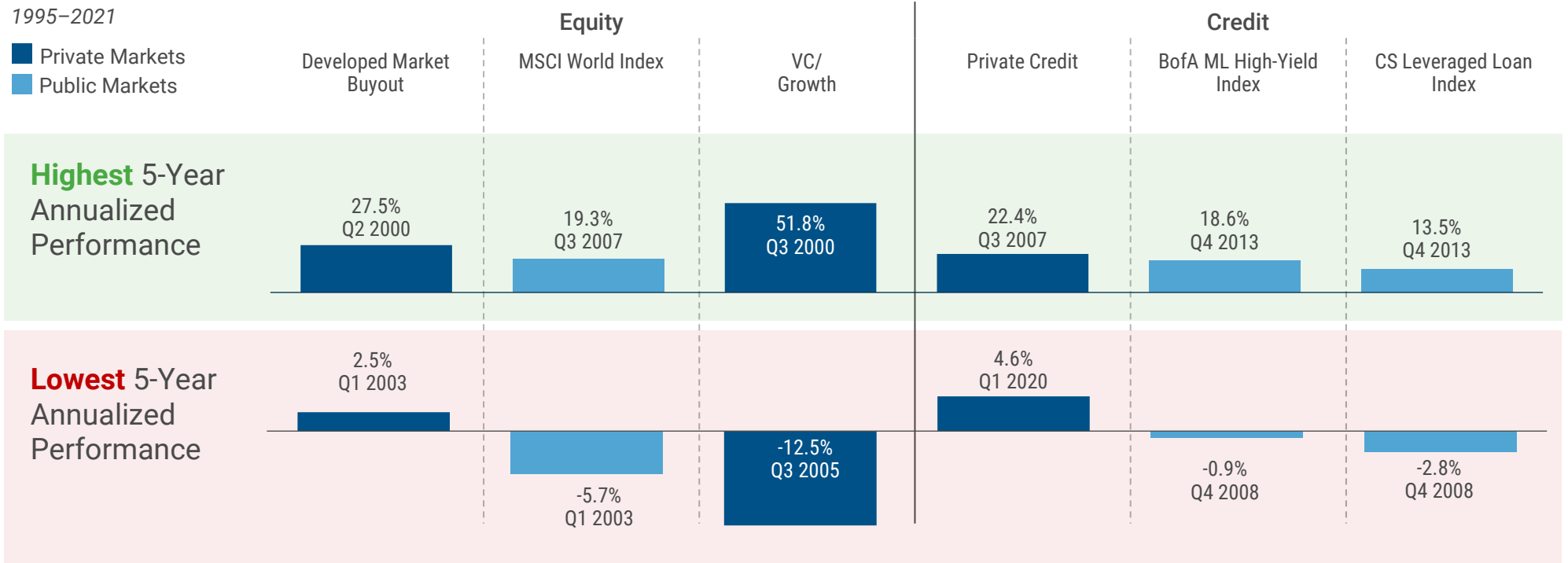
## U.S. Private Markets During Rate Hikes Median Net IRR

Vintages 1985-2020



Source: Hamilton Lane Fund Investment Database (December 2021)

# Downside Protection and Upside Potential



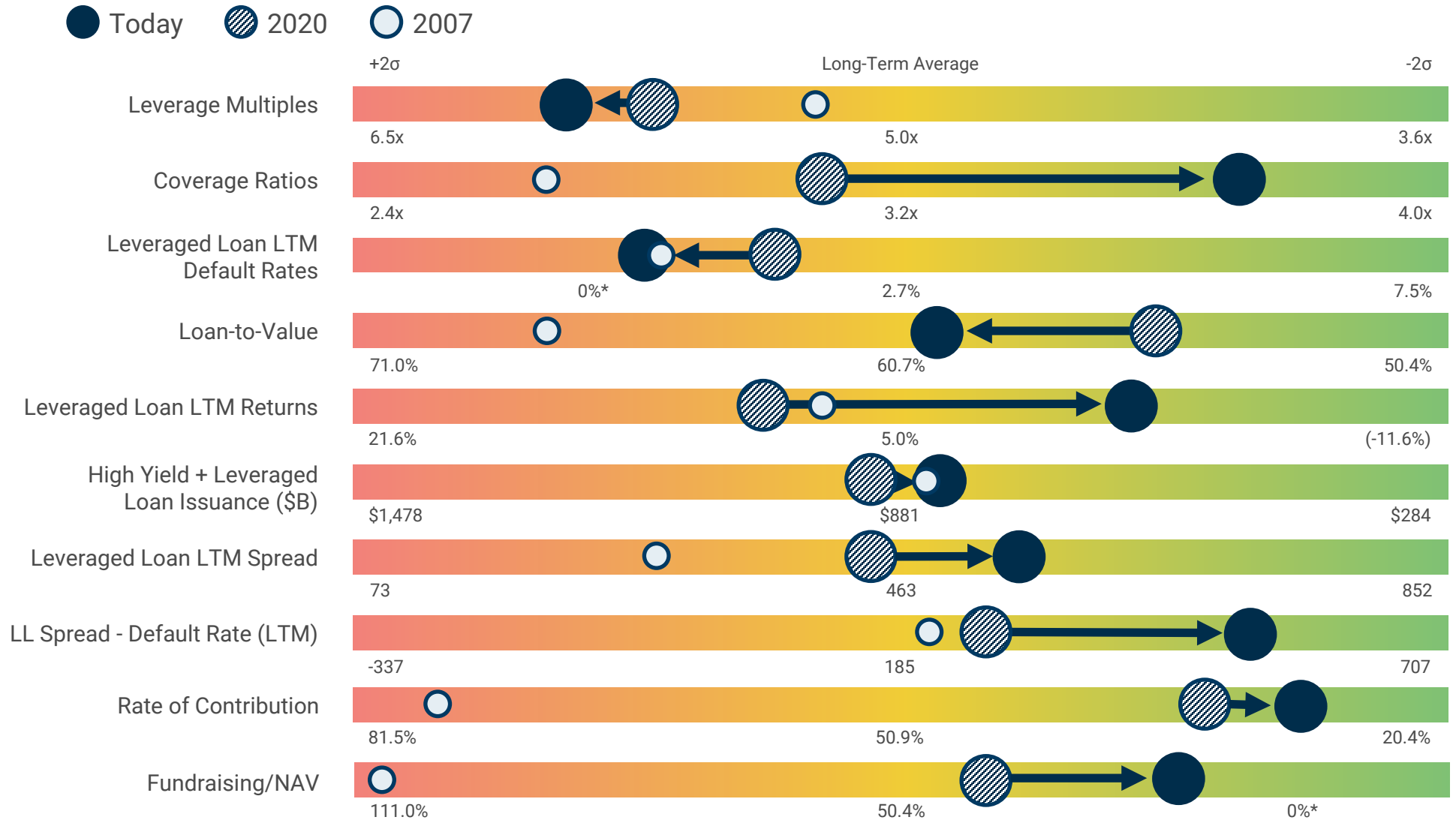
- The worst five-year period for private credit produced positive returns
- Too much attention may be paid to downside risk when LPs invest in private markets. There has not been as much risk of loss as some may think.
- The best five-year periods for credit outperformed their public counterparts

Source: Hamilton Lane Data via Cobalt, Bloomberg (January 2022)



# Hamilton Lane Sentiment Indicators

## Credit



- The credit market is trending neutral to slightly positive

Source: Hamilton Lane Data, Bison, Pitchbook, S&P (August 2022)  
 \*Asterisk indicates zero used as floor for indicators that cannot be negative



# Portfolio Review



# Mandate & Portfolio Overview

---

In May of 2020, Hamilton Lane was selected to manage a Private Credit Custom Account for the City of Jacksonville Employees Retirement System (“COJ”)

## Mandate Overview

- COJ approved \$250M to be committed over 5 years targeting \$50M in annual commitments
  - 20% allocation to direct credit; 80% allocation to credit primaries
  - Year 1: \$51.7M in committed to six partnerships, including \$10.0M HL Strategic Opportunities VI
  - Year 2 (to date): \$40.0M committed to four partnerships, including \$10.0M to HL Strategic Opportunities VII
    - One pending commitment to ICG North American Credit Fund III (\$10.0M) to complete Y2 allocation

## Proposed Portfolio Targets

- Commitments: \$250M over 5 years (~\$50M/year, not to exceed \$65M/year)
- Commitment Size | # Commitments: \$7-10M/fund | 4-6 commitments/year
- Target Returns: 12.0% long-term target
- Long-term Benchmark: BoA/Merrill Lynch High Yield Index+ 200 bps
- Strategies: Origination (Mezzanine), Distressed, Structured Credit, Opportunistic
- Geographies: 70-80% North America; 15-20% Europe; 0-5% ROW
- Industries: To be monitored to ensure appropriate diversification across sectors

# Portfolio Snapshot

City of Jacksonville Employees Retirement - Portfolio Snapshot			
(USD in Millions)	6/30/2021	6/30/2022	Net Change
<b>Total Portfolio</b>			
Active Partnerships	4	8	4
Active GP Relationships	4	7	3
Committed Capital	\$34.9	\$71.7	\$36.8
Unfunded Commitment	\$29.9	\$51.3	\$21.4
Paid-in Capital	\$5.0	\$21.3	\$16.3
Distributions	\$0.0	\$1.4	\$1.4
Distributions / Paid-In	0.00x	0.07x	0.07x
<b>Market Value</b>	<b>\$5.0</b>	<b>\$21.1</b>	<b>\$16.1</b>
Average Age of Commitments	0.1 years	0.6 years	0.5 years
<b>Annual Performance Summary</b>			
Annual Net Value Gain/(Loss) <sup>1</sup>	\$0.1	\$1.3	
Annual Point-to-Point IRR	N/A	9.36%	
<b>Since Inception Performance Summary</b>			
Since Inception IRR	3.49%	9.63%	614 bps
Total Value Multiple	1.00x	1.06x	0.06x

<sup>1</sup> The Net Value Gain/(Loss) is calculated as the ending market values less the beginning market value plus paid-in, less distributions.

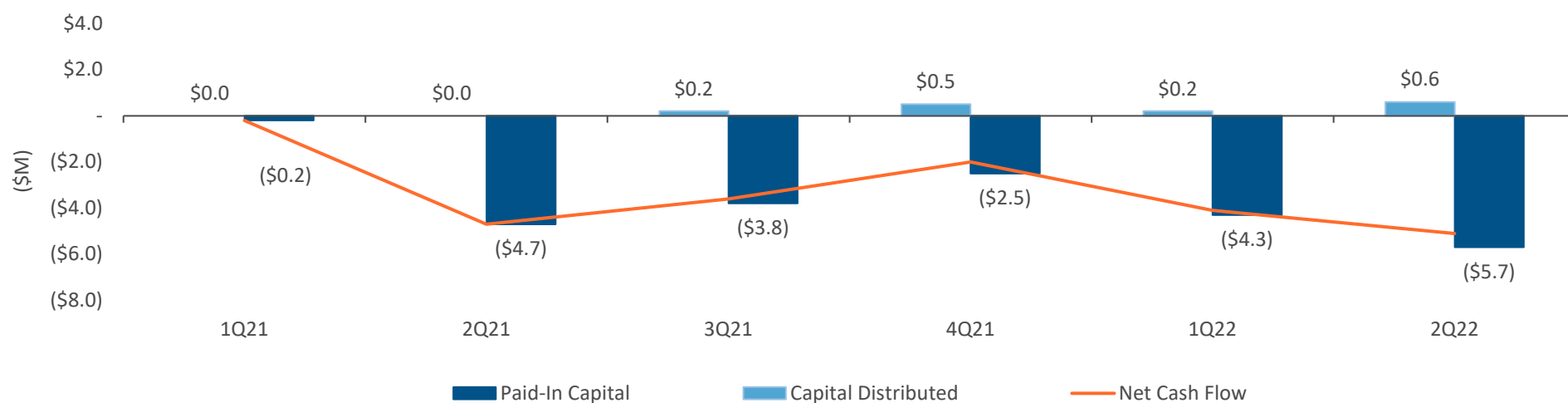
- Portfolio is young with an average age of less than a < 1 year but working towards its target allocation of 5%, with a current allocation to Private Credit of 0.9%.
- \$21.3M invested with nearly 72% of commitments unfunded
- Although early, performance is off to a good start at 9.63% net IRR and 1.06x multiple

# Commitment Activity – Year 2

COJ – Year 2 Commitments				
Fund Name	Strategy	Commitment	Close Date	Diligence Conclusions / Portfolio Fit
Hamilton Lane Strategic Opportunities Fund VII, L.P.	Special Situations	\$10.0M	12/10/2021	<ul style="list-style-type: none"> <li>Short-duration private credit fund series focused on making direct credit investments into performing middle-market companies</li> <li>Flexible investment approach to identify the most attractive risk-adjusted returns, prioritizing downside protection, cash yield and short duration</li> </ul>
HPS Strategic Investment Partners V	Junior Debt	10.0M	4/6/2022	<ul style="list-style-type: none"> <li>Targets sponsored and unsponsored businesses across a variety of sectors at the upper-end of the market, often leveraging its scale to control tranches and achieve favorable terms</li> <li>Maintains the ability to invest across the capital structure, primarily seeking subordinated debt investments while opportunistically participating in equity positions to enhance returns</li> </ul>
Castlelake VI, L.P.	Distressed Debt	10.0M	7/7/2022	<ul style="list-style-type: none"> <li>Seeks to invest in assets in complex, undercapitalized or dislocated situations, utilizing its knowledge to create capital solutions that require comprehensive underwriting and sector experience</li> <li>Consistently generated above-median quartile performance</li> <li>Focus on asset-backed and cash-generative investments has provided significant downside protection</li> </ul>
Oaktree Special Situations Fund III, L.P.	Distressed Debt	10.0M	7/25/2022	<ul style="list-style-type: none"> <li>Flexible capital solutions provider to middle-market businesses, targeting a combination of distressed debt and structured credit transactions dependent on market conditions</li> <li>Disciplined investor, focusing heavily on downside protection and heavily leveraging the capabilities of its PTT to generate operational efficiencies and drive value</li> </ul>
ICG North American Credit Partners III	Junior Debt	10.0M	TBD	<ul style="list-style-type: none"> <li>Diversified portfolio of loans to North America-based companies across a broad range of sectors</li> <li>Generates returns through cash yield on primarily floating-rate loans, with upside generated through closing fees, prepayment premiums and equity co-investment</li> <li>Top-quartile or near top-quartile net returns across Funds I and II</li> </ul>
<b>Total Year 2 Commitments</b>		<b>\$50.0M</b>		

- ICG North American Credit Partners III expected to close in November 2022

# Cash Flow Summary



## Top Contributors During the Year Ended June 30, 2022 (USD in Millions)

Investment	Vintage Year	Strategy	Paid-In Capital	% of Total
Hamilton Lane Strategic Opportunities Fund VI (Series 2020) L.P.	2021	Special Situations	\$6.6	44.3%
Carlyle Credit Opportunities Fund II, L.P.	2021	Mezzanine	\$3.5	23.5%
Balance Point Capital Partners V, L.P.	2021	Mezzanine	\$2.4	16.1%
Ares Special Opportunities Fund II, L.P.	2021	Distressed Debt	\$1.2	8.1%
Castlelake Aviation IV Stable Yield, L.P.	2021	Special Situations	\$1.2	8.1%
<b>Total</b>			<b>\$14.9</b>	<b>100.0%</b>

## Top Distributors During the Year Ended June 30, 2022 (USD in Millions)

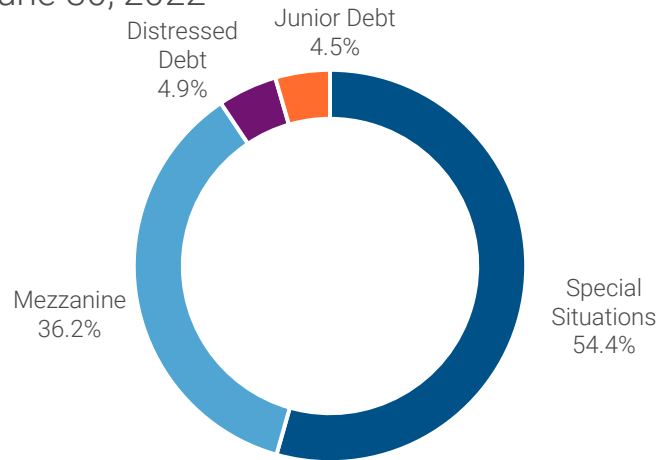
Investment	Vintage Year	Strategy	Capital Distributed	% of Total
Hamilton Lane Strategic Opportunities Fund VI (Series 2020) L.P.	2021	Special Situations	\$0.5	35.7%
Balance Point Capital Partners V, L.P.	2021	Mezzanine	\$0.5	35.7%
Carlyle Credit Opportunities Fund II, L.P.	2021	Mezzanine	\$0.3	21.4%
Castlelake Aviation IV Stable Yield, L.P.	2021	Special Situations	\$0.1	7.1%
<b>Total</b>			<b>\$1.4</b>	<b>100.0%</b>

Note: Totals may not sum due to rounding. Partnerships with cash flows less than \$0.1M were excluded from analysis.

# COJ Private Credit Portfolio Diversification

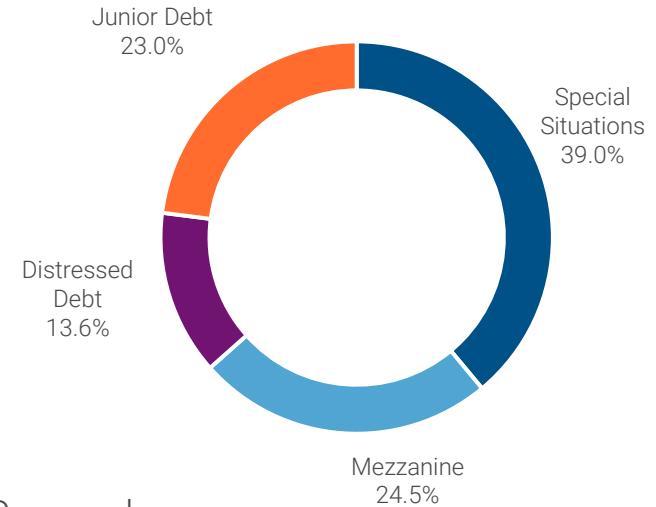
## Diversification by Strategy

by Net Asset Value  
As of June 30, 2022



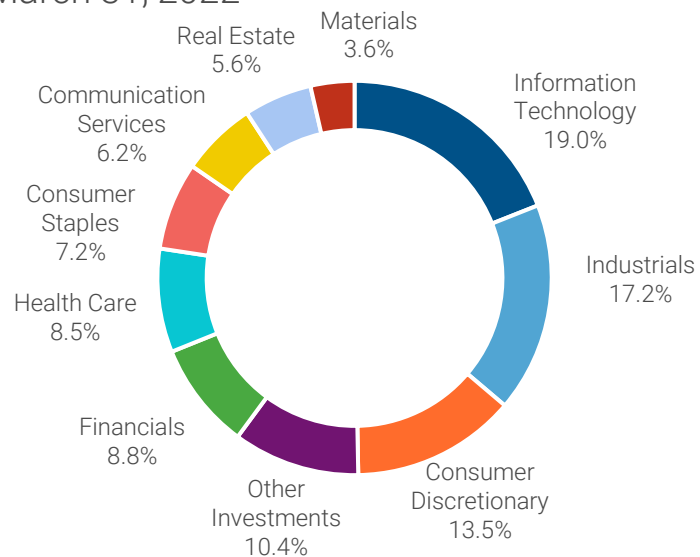
## Diversification by Strategy

by Total Exposure  
As of June 30, 2022

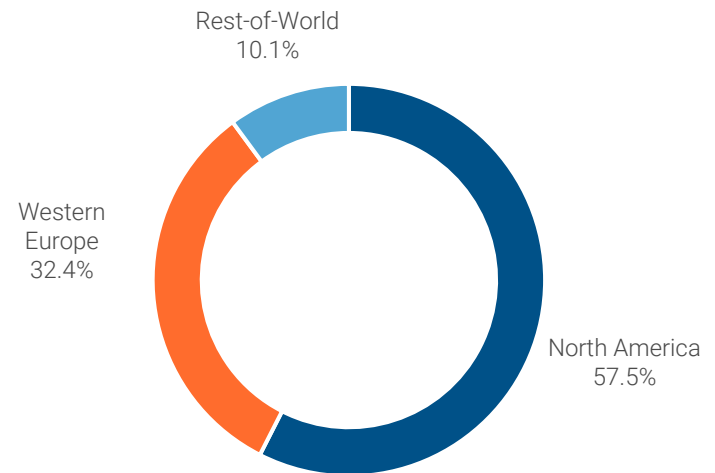


## Underlying Investment Diversification

by Industry  
As of March 31, 2022



by Geography  
As of March 31, 2022



Note: Totals may not sum due to rounding; "Other Investments" refers to holdings that are not able to be categorized into a sector due to nature of the credit investments



# HL Strategic Opportunities Update

---



# Direct Credit Platform

Leveraging the Hamilton Lane Platform

Partnering with best-in-class GPs

Unique access & information

Consistent track record of outperformance

## HAMILTON LANE HAS A 22 YEAR HISTORY INVESTING IN DIRECT CREDIT

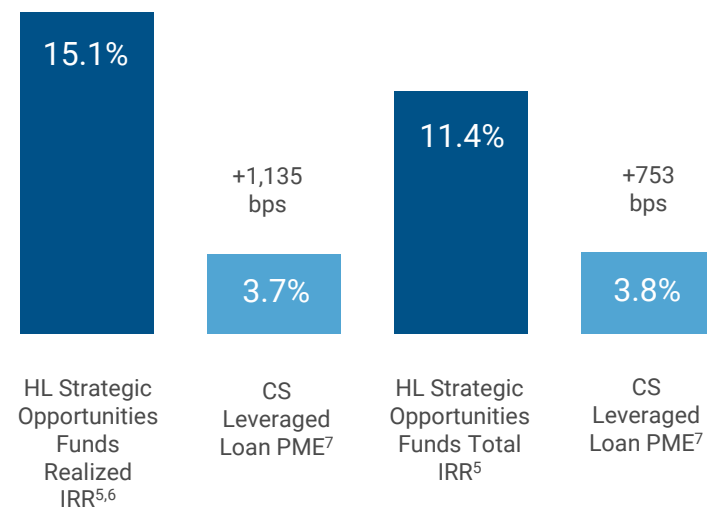
*Uniquely Positioned in Private Credit*

**\$58.8B**  
Private Credit Assets Under Management & Supervision<sup>1</sup>

**248**  
Credit Fund Managers<sup>2</sup>

**77%**  
Advantaged Deal Due Diligence via HL Database

## Since Inception Direct Credit Fund Performance<sup>3,4</sup> Gross IRR by Realization



## DIRECT CREDIT DEAL FLOW

2015 – Q1 2022

**\$39.3B** Deal Flow  
**1,165** Deals Reviewed

## DEPLOYMENT

Strategic Opportunities Funds

**\$3.2B** Committed  
**134** Investments










**8%**  
Selection Rate

As of March 31, 2022

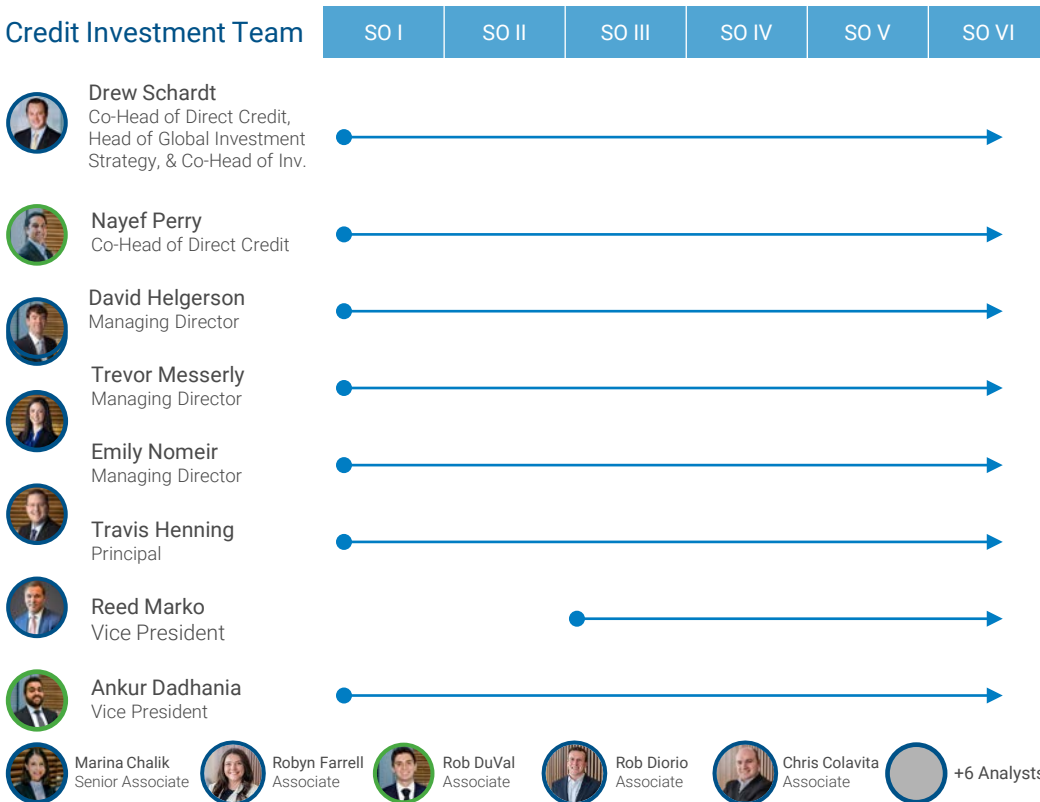
Please refer to endnotes in the Appendix. Past performance is not indicative of future results.

# Credit Team

## CREDIT INVESTMENT COMMITTEE

 <b>Drew Schardt</b> Co-Head of Direct Credit, Head of Global Investment Strategy, & Co-Head of Investments	 <b>Nayef Perry</b> Co-Head of Direct Credit	 <b>Hartley Rogers</b> Chairman	 <b>Mario Giannini</b> CEO	 <b>Erik Hirsch</b> Vice Chairman & Head of Strategic Initiatives
 <b>Brian Gildea</b> Head of Investment Solutions	 <b>Tom Kerr</b> Global Head of Secondaries & Co-Head of Investments	 <b>Andrea Kramer</b> COO of Client Solutions & Co-Head of Fund Investments	 <b>Juan Delgado-Moreira</b> Vice Chairman	

## Credit Investment Team






Senior team brings significant direct credit experience

**25+**  
Average years of private markets experience\*



## Legal

 <b>Kristin Jumper</b> Senior Transactions Counsel	 <b>Emily Lozada</b> Transactions Counsel	 <b>Laura Warren</b> Head of Tax Counsel
--	---	--

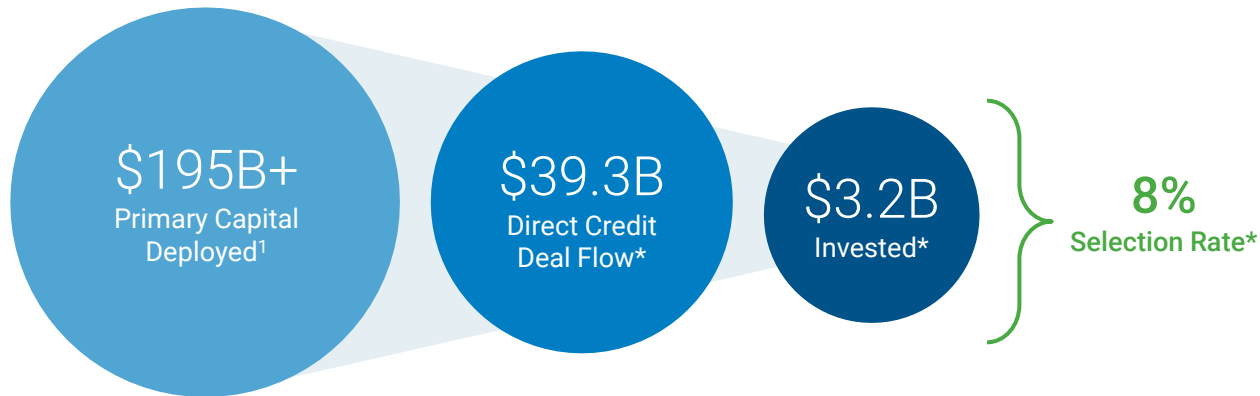
- Philadelphia
- New York
- Hong Kong
- Miami

As of March 31, 2022

\*Average private markets experience for Credit Investment Committee

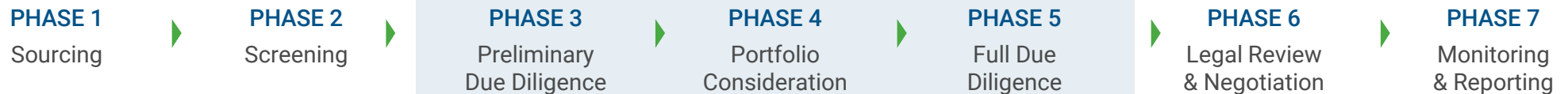
# Robust Due Diligence Process

## DEAL FLOW SINCE 2015



## Every opportunity thoroughly evaluated and underwritten

- ✓ Quantitative & qualitative risk analysis
- ✓ Detailed vetting of transaction dynamics
- ✓ Rigorous sponsor due diligence
- ✓ ESG oversight and assessment



## Second, enhanced layer of diligence

including thorough analysis and review of both GP and proprietary information

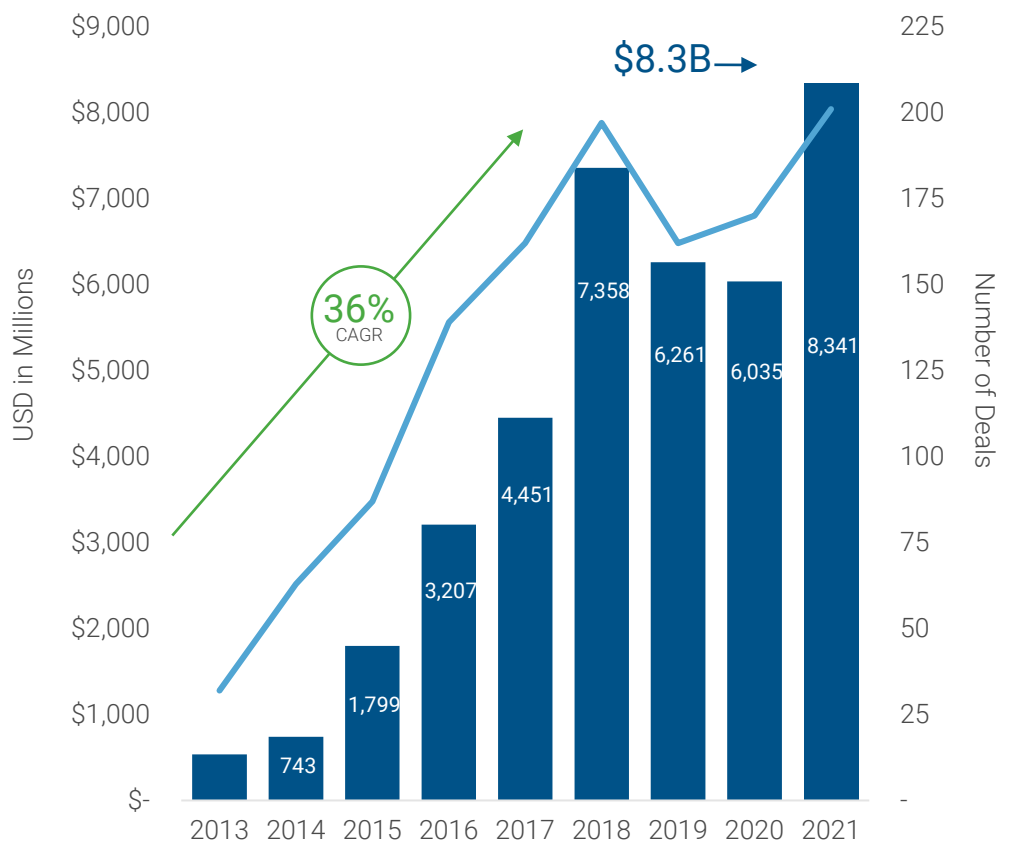
As of December 31, 2021. Please refer to endnotes in the Appendix.

\*Represents invested deals in Hamilton Lane Strategic Opportunities Funds from January 1, 2015 through March 31, 2022.

# Platform Drives Deal Flow

- ✓ Diverse deal flow allows for tactical investing strategy across debt structures
- ✓ Relationships and information provide due diligence advantages

Annual Direct Deal Flow



## Our Partners

### CREDIT



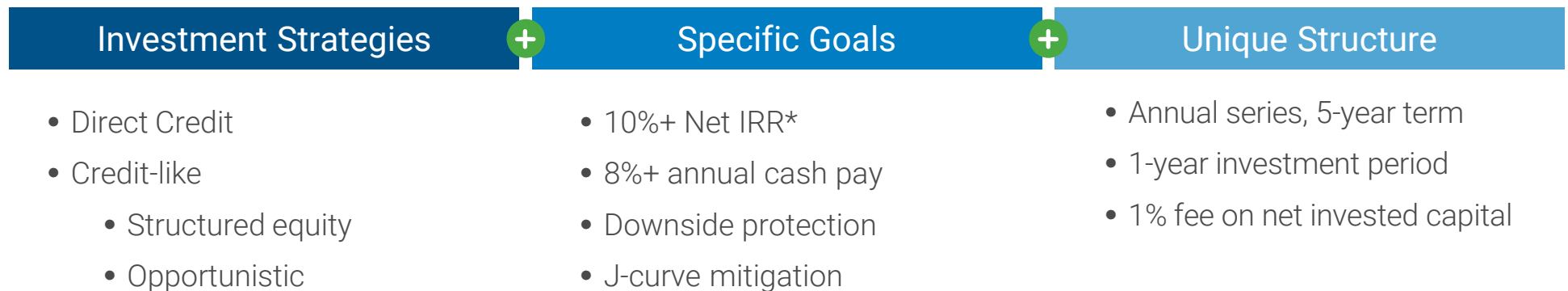
### EQUITY



# Hamilton Lane Strategic Opportunities Funds

## Utilize private credit to achieve short duration, cash-paying portfolio

- ✓ Partnering with best-in-class GPs in transactions with HL access & information advantages
- ✓ Flexible investment strategy seeking the most attractive relative value
- ✓ Prioritize transactions offering enhanced downside protection in senior areas of the capital structure



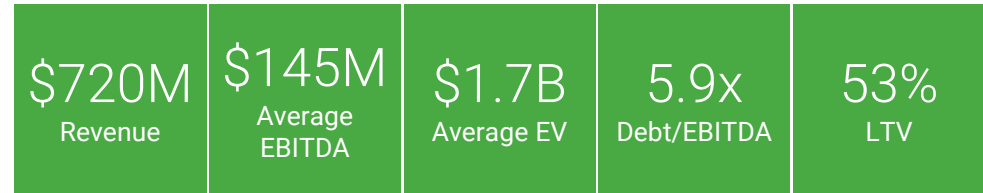
\*Please note that there can be no guarantee that the Fund will achieve the target results or results similar to previously offered Strategic Opportunities Funds. Please refer to the Fund's private placement memorandum for a listing and discussion of the risk factors that could affect the achievement of these results.

# Strategic Opportunities Series Summary

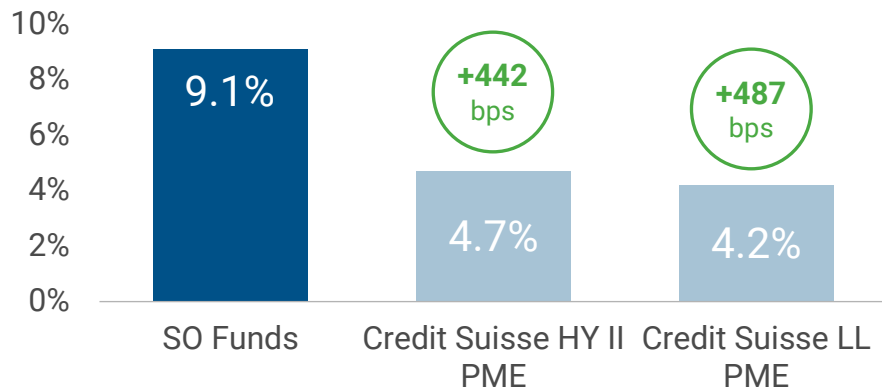
## Strategic Opportunities Aggregate Stats



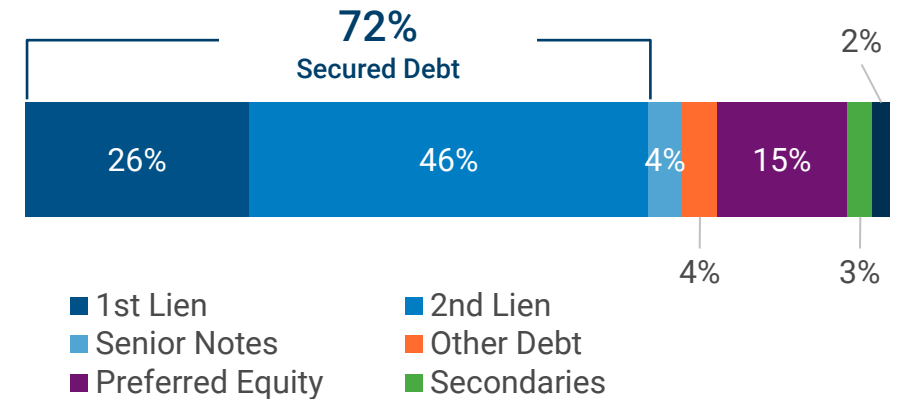
## Average Deal Level Stats<sup>5</sup>



## NET IRR<sup>1</sup> vs BENCHMARKS

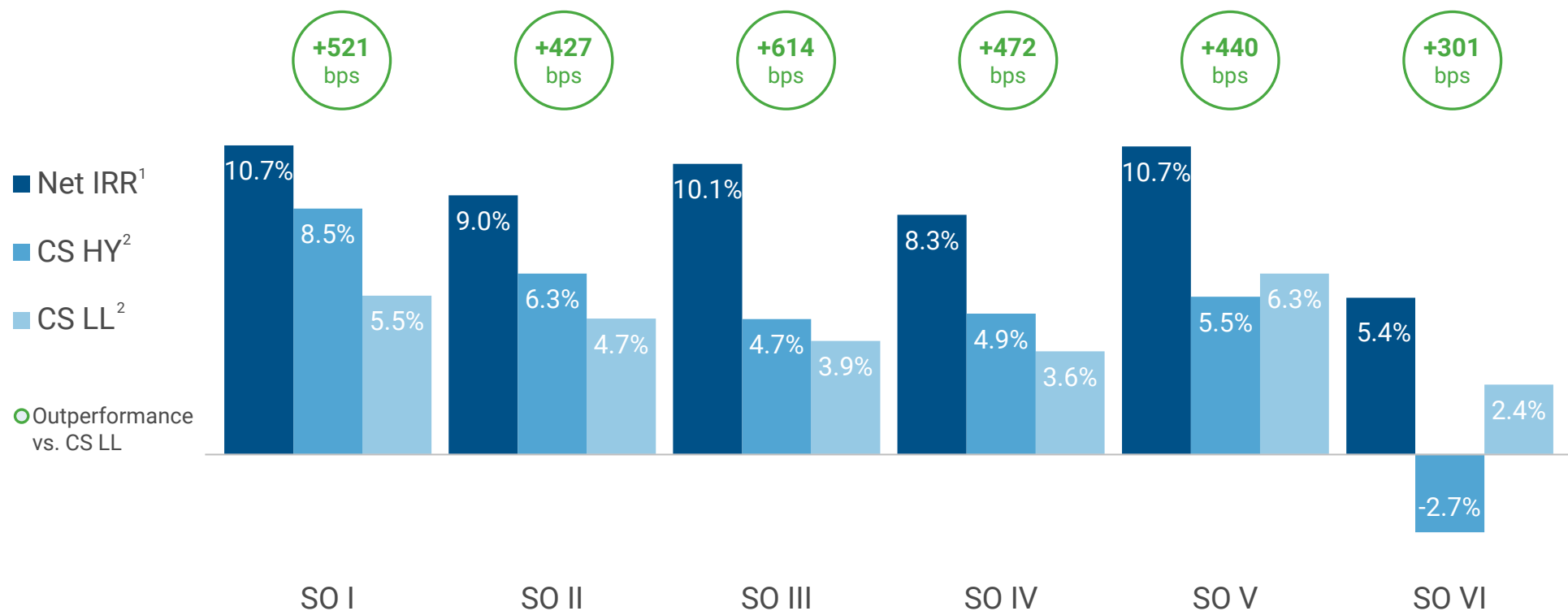


## COMMITMENTS



As of March 31, 2022  
Please refer to endnotes in the appendix.  
Past performance is not a guarantee of future results.

# Consistent Outperformance Across Portfolios



Vintage	2015	2016	2017	2018	2019	2021
Size (M)	\$71	\$214	\$435	\$889	\$762	\$898
Remaining NAV	\$2	\$39	\$145	\$402	\$399	\$728
Status	Liquidation	Liquidation	Realization	Realization	Post-Investment Period	Post-Investment Period

The performance figures shown above reflect the financial information as of March 31, 2022  
Please refer to endnotes in Appendix

# Meaningful Liquidity, Short Duration Portfolio

## Realized Portfolio

**\$3.2B** Committed  
**134** Investments  
**62** Exited Deals  
**2 Years** Average Hold\*

## Strong Liquidity

**\$1.9B**  
 Since inception  
 distributions



**62**  
 Exited Deals

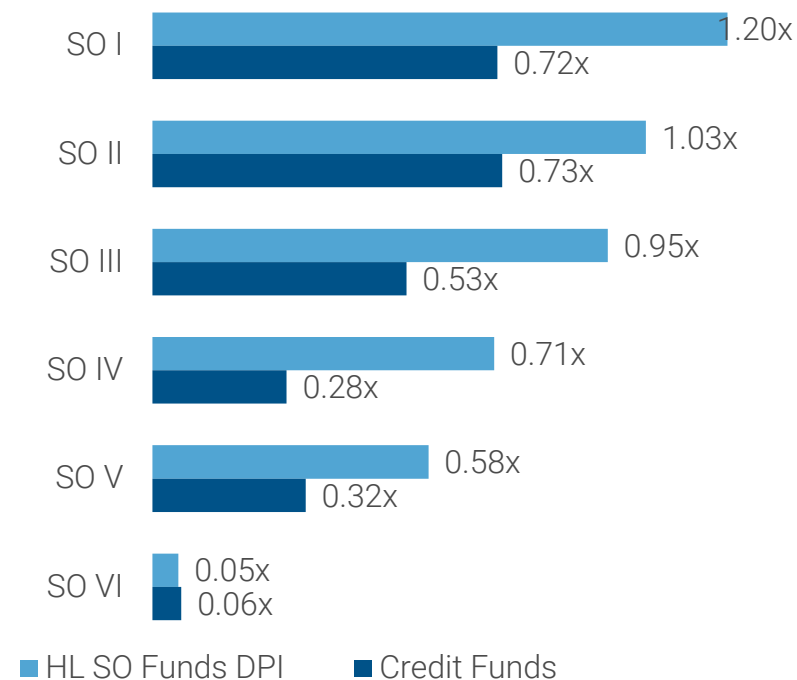
**\$506M**  
 LTM distributions as  
 of March 31, 2022



**19**  
 Full and partial  
 realizations

## Interest Income and strong exit activity leads to robust cash flow for investors

### HL SO Funds DPI vs. Benchmarks



Source: Hamilton Lane Investment Database

As of March 31, 2022

\*Average hold of exited deals

Past performance is not a guarantee of future results

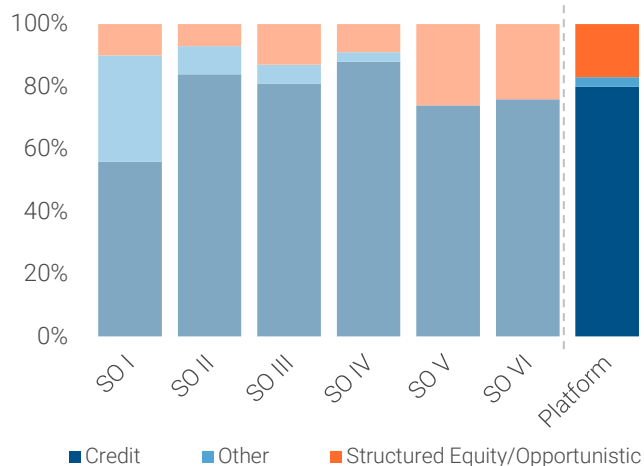


# Diversification

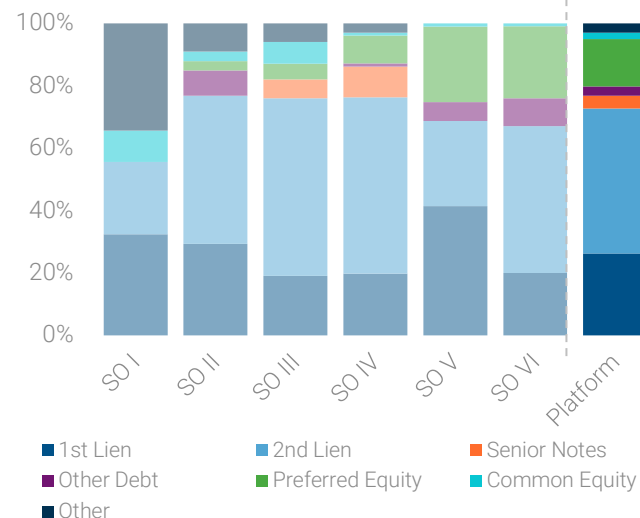
## Tactical Portfolio Construction

- ✓ Tilt toward defensive service-oriented, asset-light sectors
- ✓ 72% of portfolio investments in secured term loans
- ✓ 83% of portfolio investments in companies with EBITDA > \$50M

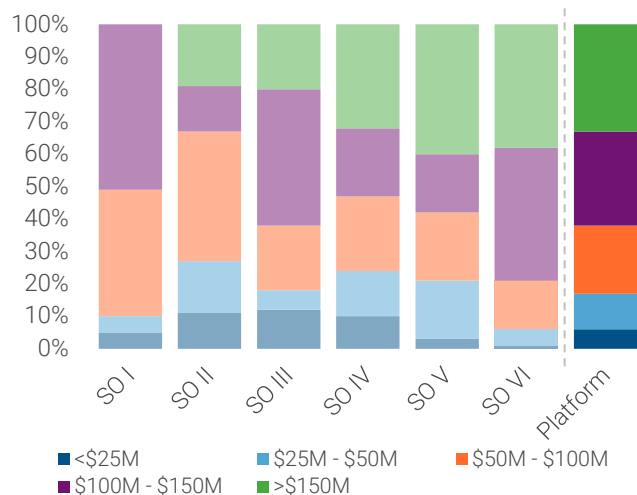
### STRATEGY



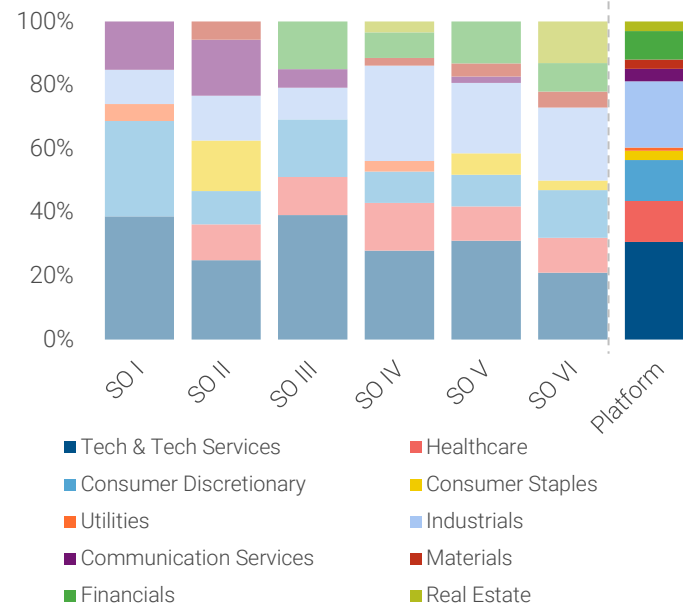
### SECURITY



### EBITDA\*



### INDUSTRY\*



As of March 31, 2022

\*Excludes Secondary investments

Diversification charts are based on committed capital.

\*Other" includes Secondary investments

Total may not add to 100% due to rounding

# Tactical Approach to Investing

## Recent themes

Utilize Incumbency & Scale  
"Lend to Names You Know"



Opportunistic Allocation  
During Market Dislocations



Scalability of Market Leading  
Platform – Build Exposure Over Time



# Strategic Opportunities Fund VI | 2020

\$898M

Fund Size

28

Investments  
Closed/Pending\*

5.8%

Gross IRR<sup>1</sup>

\$891

Committed\*

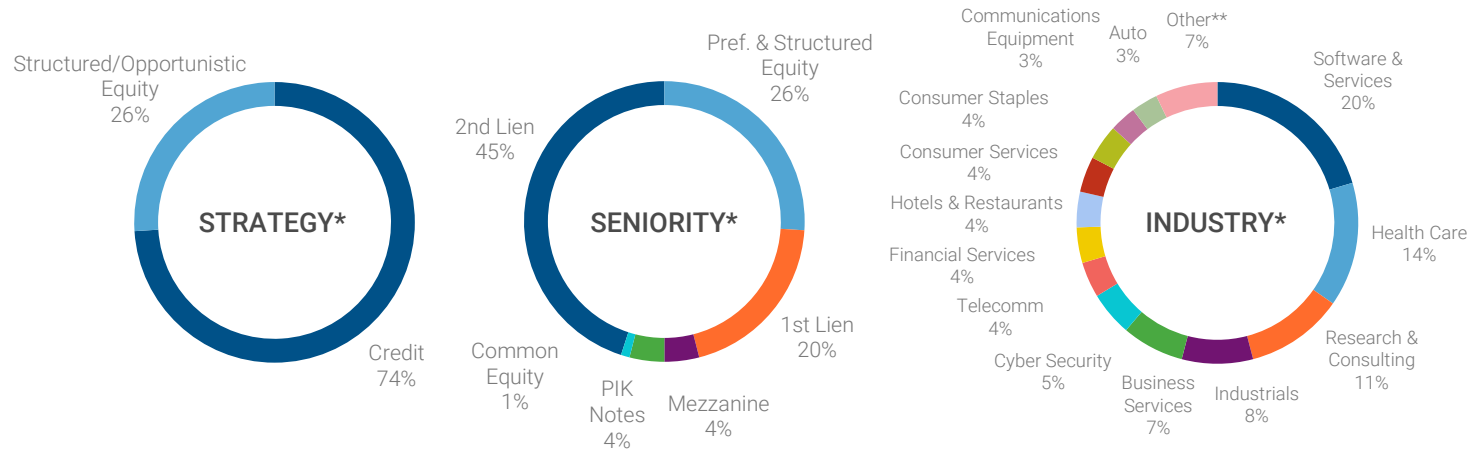
8.5%

Cash Coupon<sup>2,3</sup>

5.4%

Net IRR<sup>1</sup>

## Portfolio Construction



## Portfolio Construction Complete

\$344M committed during the 6-month period ended 3/31/2022 across 12 investments



Portfolio construction is now complete with the final deal pending close

While early in the Fund's life, the J-Curve has been effectively mitigated

As of March 31, 2022

\*Closed/Pending investments as of May 31, 2022

\*\*Other\* includes Paper Packaging, 2%, Electrical Equipment, 2%, Construction & Engineering, 2%, Packaged Food & Meats, 1%.

Fund Diversification is based on committed capital. "Industry" represents sub-sectors of the portfolio.

Please refer to endnotes at the end of this section.

# Strategic Opportunities Fund VII | 2021

\$953M

Fund Size

27%

Committed

Q2 2023

End of Investment Period

\$253M

Committed\*

25-35

Investments Targeted

9

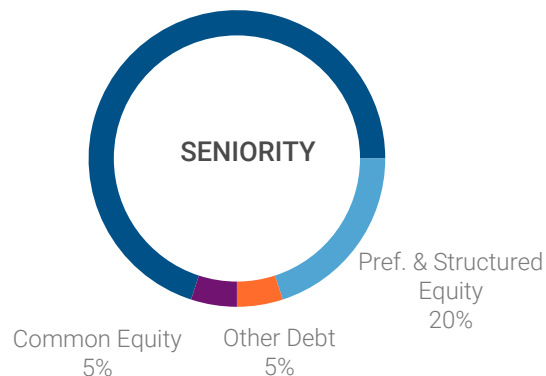
Investments Closed

## Targeted Portfolio Construction

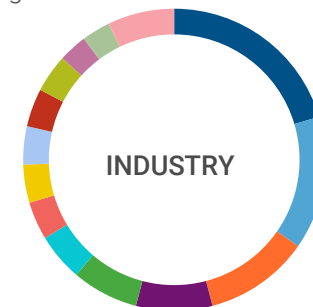
Structured/Opportunistic Equity  
20-30%



Senior Debt (1st/2nd Lien)  
70%



Broadly diversified across a range of industries



## SO VII Investments\*

\$253M committed since May 2022 across 9 investments

 2 <sup>nd</sup> Lien	 1 <sup>st</sup> Lien	 2 <sup>nd</sup> Lien
 Subordinated Debt	 1 <sup>st</sup> Lien	 2 <sup>nd</sup> Lien
 2 <sup>nd</sup> Lien	 1 <sup>st</sup> Lien	 1 <sup>st</sup> Lien

- The SO VII final close was held on 9/2/2022, bringing total fund commitments to \$953 million
- ~14% of capital has been called from investors as of 8/31/2022
- Portfolio construction is underway with 9 investments closed

As of March 31, 2022

\*Committed amount and closed investments as of August 31, 2022



# Portfolio Goals & Pacing Models

---

# Long Term Strategic Goals

		2021	2022
<b>Pacing Plan</b>	<ul style="list-style-type: none"> <li>\$50M to be committed to Private Credit partnerships annually                             <ul style="list-style-type: none"> <li>20% allocated to HL Strategic Opportunities VI</li> <li>80% allocation to credit primaries</li> </ul> </li> </ul>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Commitment Sizing</b>	<ul style="list-style-type: none"> <li>4-6 partnership commitments annually</li> <li>Average fund commitment range \$7M to \$10M</li> </ul>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Primaries Strategies</b>	<ul style="list-style-type: none"> <li>Build a diversified credit portfolio consisting of Origination (Mezzanine) Strategies, Distressed Strategies, Structured Credit and Opportunistic Credit Strategies</li> </ul>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Geography</b>	<ul style="list-style-type: none"> <li>Construct a diversified credit portfolio across geographies:                             <ul style="list-style-type: none"> <li>70-80% North America</li> <li>15-20% Europe</li> <li>0-5% ROW</li> </ul> </li> </ul>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

# Commitment Pacing

The Horizon Model is a Hamilton Lane proprietary tool that uses existing portfolio information coupled with future allocation targets to create a quantitative future investment plan

- Model uses a formulaic approach to project value and future cash flows using internal data base of 5,000+ funds
- The table below summarizes the input assumptions used to forecast cash flows and market values

Horizon Model Pacing Assumptions	
COJ Total Plan Assets <sup>1</sup>	\$2.28B
Net Plan Growth Rate	1.3%; 3.25%; 5.0%; 6.65%
Private Credit as % of Plan <sup>1</sup>	0.9%
Target Allocation to Private Credit	5.0%

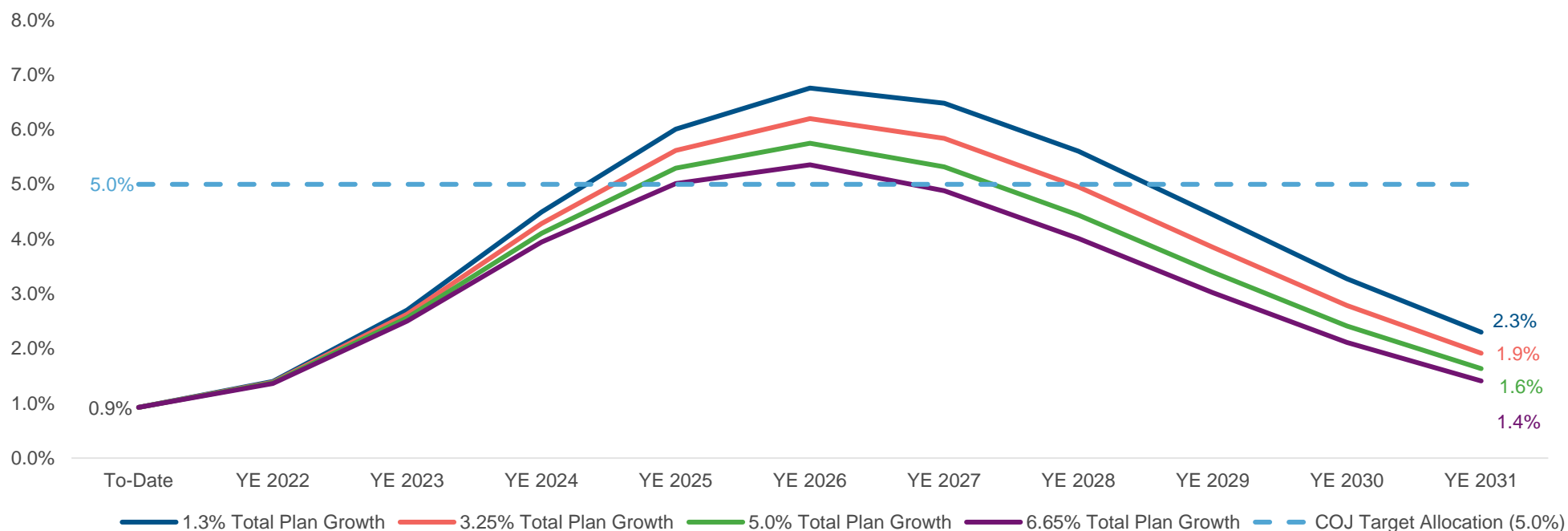
See endnotes in the Appendix

<sup>1</sup> As of June 30, 2022.

Note: Total plan value and net plan growth rates provided by COJ

# Horizon Modeling – Current Mandate Only

COJ Credit Portfolio Projected NAV as a % of Total Plan Value<sup>1</sup>



COJ Pacing (Current Mandate Only)											
(\$ in millions)	To-Date <sup>1</sup>	YE 2022	YE 2023	YE 2024	YE 2025	YE 2026	YE 2027	YE 2028	YE 2029	YE 2030	YE 2031
<b>Commitments</b>											
<b>Total</b>	\$71.7	\$30.0	\$50.0	\$50.0	\$50.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
<b>Annual Cash Flow</b>											
Paid-in Capital	\$16.4	\$12.3	\$33.9	\$50.4	\$52.4	\$43.3	\$25.4	\$13.5	\$6.1	\$2.3	\$0.8
Distributions	\$1.4	\$2.1	\$6.4	\$14.8	\$26.1	\$38.6	\$47.3	\$49.8	\$47.0	\$40.6	\$31.9
<b>Net Cash Flow</b>	(\$15.0)	(\$10.2)	(\$27.5)	(\$35.6)	(\$26.3)	(\$4.7)	\$21.9	\$36.3	\$40.9	\$38.3	\$31.1
<b>Portfolio</b>											
<b>Market Value (NAV)</b>	\$21.1	\$32.1	\$62.8	\$105.7	\$143.2	\$163.2	\$158.6	\$138.9	\$111.6	\$83.3	\$59.2
<b>% of Plan Value (1.3% Growth)</b>	0.9%	1.4%	2.7%	4.5%	6.0%	6.8%	6.5%	5.6%	4.4%	3.3%	2.3%
<b>% of Plan Value (3.25% Growth)</b>	0.9%	1.4%	2.6%	4.3%	5.6%	6.2%	5.8%	5.0%	3.9%	2.8%	1.9%
<b>% of Plan Value (5.0% Growth)</b>	0.9%	1.4%	2.6%	4.1%	5.3%	5.7%	5.3%	4.4%	3.4%	2.4%	1.6%
<b>% of Plan Value (6.65% Growth)</b>	0.9%	1.4%	2.5%	3.9%	5.0%	5.4%	4.9%	4.0%	3.0%	2.1%	1.4%

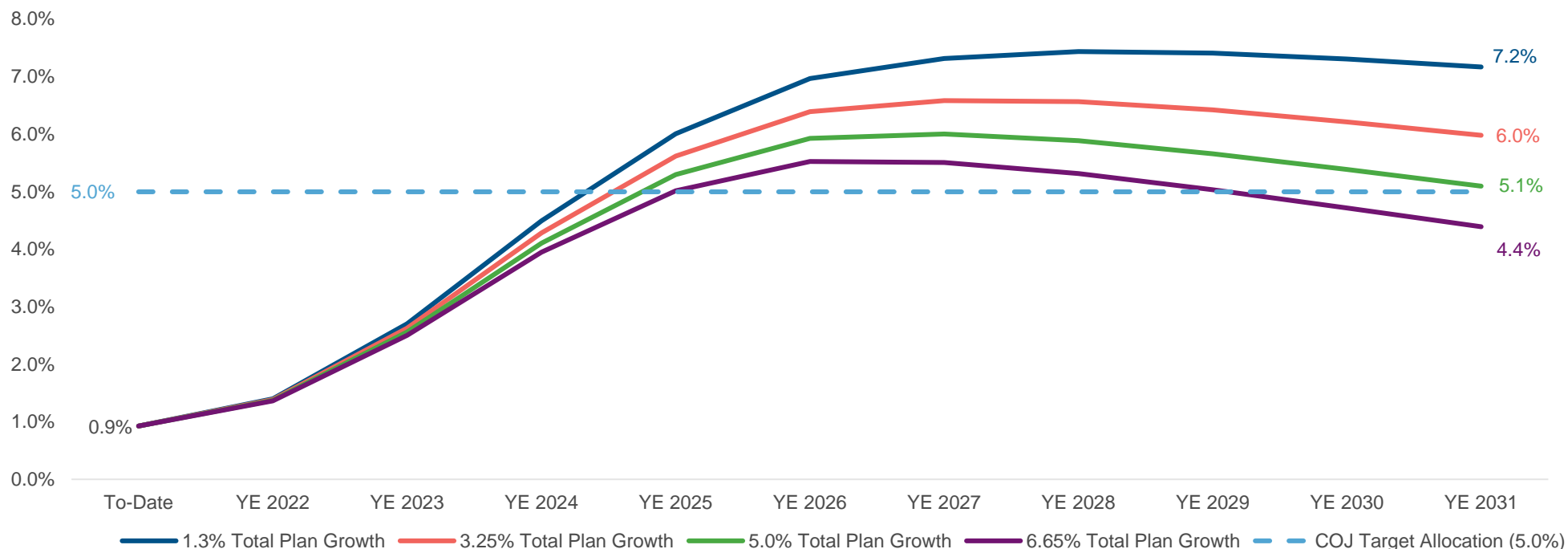
See endnotes in the Appendix.

<sup>1</sup> To-Date column as of June 30, 2022



# Horizon Modeling – \$50M Committed Annually (Post HL-Mandate)

COJ Credit Portfolio Projected NAV as a % of Total Plan Value<sup>1</sup>



COJ Pacing (\$50M Annually Post-HL Mandate)											
(\$ in millions)	To-Date <sup>1</sup>	YE 2022	YE 2023	YE 2024	YE 2025	YE 2026	YE 2027	YE 2028	YE 2029	YE 2030	YE 2031
<b>Commitments</b>											
<b>Total</b>	\$71.7	\$30.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0
<b>Annual Cash Flow</b>											
Paid-in Capital	\$16.4	\$12.3	\$33.9	\$50.4	\$52.4	\$48.4	\$41.3	\$40.4	\$40.2	\$40.2	\$40.0
Distributions	\$1.4	\$2.1	\$6.4	\$14.8	\$26.1	\$38.7	\$48.6	\$54.1	\$57.1	\$58.4	\$58.9
<b>Net Cash Flow</b>	(\$15.0)	(\$10.2)	(\$27.5)	(\$35.6)	(\$26.3)	(\$9.7)	\$7.3	\$13.7	\$16.9	\$18.2	\$18.9
<b>Portfolio</b>											
<b>Market Value (NAV)</b>	\$21.1	\$32.1	\$62.8	\$105.7	\$143.2	\$168.2	\$178.9	\$184.2	\$186.0	\$185.8	\$184.6
<b>% of Plan Value (1.3% Growth)</b>	0.9%	1.4%	2.7%	4.5%	6.0%	7.0%	7.3%	7.4%	7.4%	7.3%	7.2%
<b>% of Plan Value (3.25% Growth)</b>	0.9%	1.4%	2.6%	4.3%	5.6%	6.4%	6.6%	6.6%	6.4%	6.2%	6.0%
<b>% of Plan Value (5.0% Growth)</b>	0.9%	1.4%	2.6%	4.1%	5.3%	5.9%	6.0%	5.9%	5.7%	5.4%	5.1%
<b>% of Plan Value (6.65% Growth)</b>	0.9%	1.4%	2.5%	3.9%	5.0%	5.5%	5.5%	5.3%	5.0%	4.7%	4.4%

See endnotes in the Appendix.

<sup>1</sup> To-Date column as of June 30, 2022



# Appendix





# Schedule of Investments



# Performance Summary by Investment

COJ Private Credit Portfolio Performance Summary by Investment as of June 30, 2022										
Partnership	Vintage Year	Strategy	Capital Committed	Unfunded Commitment	Paid-In Capital	Capital Distributed	Market Value	Since Inception IRR	D/PI	TVPI
Ares Special Opportunities Fund II, L.P.	2021	Distressed Debt	\$10,000,000	\$8,800,283	\$1,199,717	-	\$1,026,003	(14.48%)	N/A	0.9x
Balance Point Capital Partners V, L.P.	2021	Mezzanine	7,500,000	4,621,862	3,107,878	\$476,113	2,850,498	13.64%	0.2x	1.1x
Carlyle Credit Opportunities Fund II, L.P.	2021	Mezzanine	10,000,000	5,468,900	4,726,841	261,591	4,780,522	9.80%	0.1x	1.1x
Castlelake Aviation IV Stable Yield, L.P.	2021	Special Situations	7,500,000	6,373,137	1,175,701	119,873	1,765,627	64.75%	0.1x	1.6x
Hamilton Lane Strategic Opportunities Fund VI (Series 2020)	2021	Special Situations	10,000,000	893,017	9,605,722	519,699	9,201,677	2.03%	0.1x	1.0x
Hamilton Lane Strategic Opportunities Fund VII L.P.	2021	Special Situations	10,000,000	9,513,060	486,940	-	481,153	(1.19%)	N/A	1.0x
HPS Strategic Investment Partners V, L.P.	2022	Junior Debt	10,000,000	10,000,000	-	-	-	-	N/A	N/A
ICG Europe Fund VIII SCSp	2021	Junior Debt	6,694,334	5,676,423	1,017,911	11,255	981,555	21.14%	N/A	1.0x
<b>Total Portfolio</b>			<b>\$71,694,334</b>	<b>\$51,346,682</b>	<b>\$21,320,710</b>	<b>\$1,388,531</b>	<b>\$21,087,035</b>	<b>9.63%</b>	<b>0.1x</b>	<b>1.1x</b>

Note: Capital distributed includes recallable returns of capital, which will increase the unfunded



# Endnotes & Disclosures



# Definitions

## Strategy Definitions

**All Private Markets** – Hamilton Lane’s definition of “All Private Markets” includes all private commingled funds excluding fund-of-funds, and secondary fund-of-funds.

**CI Funds** – Any fund that either invests capital in deals alongside a single lead general partner or alongside multiple general partners.

**Co/Direct Investment Funds** – Any PM fund that primarily invests in deals alongside another financial sponsor that is leading the deal.

**Corporate Finance/Buyout** – Any PM fund that generally takes control position by buying a company.

**Credit** – This strategy focuses on providing debt capital.

**Distressed Debt** – Includes any PM fund that primarily invests in the debt of distressed companies.

**EU Buyout** – Any buyout fund primarily investing in the European Union.

**Fund-of-Funds (FoF)** – A fund that manages a portfolio of investments in other private equity funds.

**Growth Equity** – Any PM fund that focuses on providing growth capital through an equity investment.

**Infrastructure** – An investment strategy that invests in physical systems involved in the distribution of people, goods, and resources.

**Late Stage VC** – A venture capital strategy that provides funding to developed startups.

**Mega/Large Buyout** – Any buyout fund larger than a certain fund size that depends on the vintage year.

**Mezzanine** – Includes any PM fund that primarily invests in the mezzanine debt of private companies.

**Multi-Management CI** – A fund that invests capital in deals alongside a lead general partner. Each deal may have a different lead general partner.

**Multi-Stage VC** – A venture capital strategy that provides funding to startups across many investment stages.

**Natural Resources** – An investment strategy that invests in companies involved in the extraction, refinement, or distribution of natural resources.

**Origination** – Includes any PM fund that focuses primarily on providing debt capital directly to private companies, often using the company’s assets as collateral.

**Private Equity** – A broad term used to describe any fund that offers equity capital to private companies.

**Real Assets** – Real Assets includes any PM fund with a strategy of Infrastructure, Natural Resources, or Real Estate.

**Real Estate** – Any closed-end fund that primarily invests in non-core real estate, excluding separate accounts and joint ventures.

**ROW** - Any fund with a geographic focus outside of North America and Western Europe.

**ROW Equity** – Includes all buyout, growth, and venture capital-focused funds, with a geographic focus outside of North America and Western Europe.

**Secondary FoF** – A fund that purchases existing stakes in private equity funds on the secondary market.

**Seed/Early VC** – A venture capital strategy that provides funding to early-stage startups.

**Single Manager CI** – A fund that invests capital in deals alongside a single lead general partner.

**SMID Buyout** – Any buyout fund smaller than a certain fund size, dependent on vintage year.

**U.S. Mega/Large** – Any buyout fund larger than a certain fund size that depends on the vintage year and is primarily investing in the United States.

**U.S. SMID** – Any buyout fund smaller than a certain fund size that depends on the vintage year and is primarily investing in the United States.

**VC/Growth** – Includes all funds with a strategy of venture capital or growth equity.

**Venture Capital** – Venture Capital includes any PM fund focused on any stages of venture capital investing, including seed, early-stage, mid-stage, and late-stage investments.

## Index Definitions

**Barclays U.S. Corporate Aggregate Index** – Tracks the performance of U.S. fixed rate corporate debt rated as investment grade.

**BofAML High Yield Index** – The BofAML High Yield index tracks the performance of below investment grade U.S. dollar-denominated corporate bonds publicly issued in the U.S. domestic market.

**Credit Suisse High Yield Index** – The Credit Suisse High Yield index tracks the performance of U.S. sub-investment grade bonds.

**Credit Suisse Leveraged Loan Index** – The CS Leveraged Loan Index represents tradable, senior-secured, U.S. dollar-denominated non-investment grade loans.

**FTSE/NAREIT Equity REIT Index** – The FTSE/NAREIT All Equity REIT Index tracks the performance of U.S. equity REITs.

**HFRI Composite Index** – The HFRI Composite Index reflects hedge fund industry performance.

**MSCI Emerging Markets Index** – The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets.

**MSCI Europe Index** – The MSCI Europe Index tracks large and mid-cap equity performance across 15 developed market countries in Europe.

**MSCI World Energy Sector Index** – The MSCI World Energy Sector Index measures the performance of securities classified in the GICS Energy sector.

**MSCI World ex. U.S. Index** – The MSCI World ex. U.S. Index tracks large and mid-cap equity performance in developed market countries, excluding the U.S.

**MSCI World Index** – The MSCI World Index tracks large and mid-cap equity performance in developed market countries.

**Russell 3000 Index** – The Russell 3000 Index is composed of 3000 large U.S. companies as determined by market capitalization.

**Russell 3000 Net Total Return Index** – The Russell 3000 NTR Index is composed of 3000 large U.S. companies as determined by market capitalization with net dividends reinvested.

**S&P 500 Index** – The S&P 500 Index tracks 500 largest companies based on market capitalization of companies listed on NYSE or NASDAQ.

**S&P Global Infrastructure Index** – The S&P Global Infrastructure Index tracks the performance of 75 companies from around the world that represent the infrastructure industry.

## Other

**Desmoothing** – A mathematical process to remove serial autocorrelation in the return stream of assets that experience infrequent appraisal pricing, such as private equity. Desmoothed returns may more accurately capture volatility than reported returns. The formula used here for desmoothing is:

Where  $rD(t)$  = the desmoothed return for period  $t$ ,  $r(t)$  = the return for period  $t$ ,  $\rho$  = the autocorrelation

$$rD(t) = (r(t) - r(t-1) * \rho) / (1 - \rho)$$

**PME (Public Market Equivalent)** – Calculated by taking the fund cash flows and investing them in a relevant index. The fund cash flows are pooled such that capital calls are simulated as index share purchases and distributions as index share sales. Contributions are scaled by a factor such that the ending portfolio balance is equal to the private equity net asset value (equal ending exposures for both portfolios). This seeks to prevent shorting of the public market equivalent portfolio. Distributions are not scaled by this factor. The IRR is calculated based on these adjusted cash flows.

**Sharpe Ratio** – The Sharpe Ratio is the average return earned in excess of the risk-free rate per unit of volatility or total risk.

**Time-weighted Return** – Time-weighted return is a measure of compound rate of growth in a portfolio.

**Total Exposure** – Total Exposure is equal to NAV + Unfunded Commitment.

**Volatility** – Volatility is a statistical measure of dispersion of return, specifically standard deviation.

# Endnotes

## Page 6

1. The 2021 capital committed includes all primary commitments that closed during the year 2021 for which Hamilton Lane retains a level of discretion as well as nondiscretionary advisory client commitments for which Hamilton Lane performed due diligence and made an investment recommendation. Direct Investments includes all discretionary and nondiscretionary advisory direct equity and direct credit investments that closed during 2021. Secondaries includes all discretionary and nondiscretionary advisory secondary investments with a signing date during 2021.

## Page 24

1. Discretionary Assets Under Management ("AUM") includes all investments managed by Hamilton Lane for which Hamilton Lane retains a level of discretion for the investment decisions. AUM equals assets under management for active accounts. AUM is equal to market value plus unfunded. AUM calculation does not include authorized to invest amounts (ANI). ANI can only be attributed to commingled fund-of-funds and separate accounts and cannot be attributed to underlying investments. # of GPs represents the unique count of active General Partners by Discretion. Primary Partnership, Secondary Purchase, and direct Investments are a unique count of GPs by investment category. Total # of GPs is a unique count of all active General Partners. Non-discretionary Assets Under Supervision ("AUS") comprise assets from clients for which Hamilton Lane does not have full discretion to make investments in the account. AUS includes all investments for which Hamilton Lane provides services including asset allocation, strategic planning, development of investment policies and guidelines, screening and recommending investments, legal negotiations, monitoring and reporting on investments and investment manager review and due diligence. AUS equals assets under supervision for active accounts. AUS is equal to market value plus unfunded. AUS calculation does not include authorized to invest amounts (ANI). ANI can only be attributed to commingled fund-of-funds and separate accounts and cannot be attributed to underlying investments.
2. # of GPs represents the unique count of active General Partners by Discretion. Primary Partnership, Secondary Purchase, and Direct Investments are a unique count of GPs by investment category. Total # of GPs is a unique count of all active General Partners.
3. With respect to underlying funds, performance is based upon the most recent reported market valuations received from the general partners at the time the track record was prepared. For funds that did not yet receive a March 31, 2022 reported market valuation, Hamilton Lane uses the "Adjusted Market Value" methodology which reflects the most recent reported market value from the general partner adjusted for interim net cash flows through March 31, 2022. This performance is subject to change as additional reported market values are received from the general partners. With respect to underlying direct investments, the performance presented in the track record is based on March 31, 2022 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for March 31, 2022. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.
4. Since inception performance includes Hamilton Lane Strategic Opportunities Funds 2015, 2016, 2017, IV (2018), V (2019), and VI (2021).
5. Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane. Net IRR figures for Hamilton Lane funds do not include cash flows attributable to the general partner. Hamilton Lane has excluded these cash flows to more accurately represent the experience of a fund investor as the general partner does not typically pay management or performance fees. It should be noted that the impact of fees and expenses on fund returns will diminish over time; as capital contributions are made, management fees and expenses represent a smaller percentage of invested capital. Note that secondary portfolio IRRs can be initially impacted by purchase discounts (or premiums) paid at the closing of a transaction, the impact of which will diminish over time.
6. The Hamilton Lane Gross Realized IRR represents the pooled IRR for those investments that Hamilton Lane considers realized for purposes of its Strategic Opportunities Funds Track Record, as fully liquidated or has a DPI greater than or equal to 1.0. DPI represents total distributions divided by total invested capital. All remaining investments that do not meet these specifications are considered unrealized and are represented by the Hamilton Lane Gross Unrealized IRR. The Hamilton Lane Gross Realized/Unrealized IRR is measured for since inception periods ending March 31, 2022. These horizon returns are calculated on a point-to-point basis over the specified time periods. The contributions, distributions and remaining asset values at the beginning and ending dates of the horizon periods are used in calculating these returns. The returns are net of management fees, carried interest and expenses charged by the underlying fund managers, but do not include Hamilton Lane management fees, carried interest or expenses since it is not possible to allocate such items accurately in a composite measured at different points in time. The Hamilton Lane Gross Realized IRR would decrease with the inclusion of these fees, carried interest and expenses. Hamilton Lane has calculated and presented these returns on a pooled basis using daily cash flows, where vintage years with larger amounts committed to investment have a proportionately larger impact on returns.
7. The index presented for comparison are the CS Leveraged Loan, calculated on a Public Market Equivalent (PME) basis. The PME calculation methodology assumes that capital is being invested in, or withdrawn from, the index on the days the capital was called and distributed from the underlying fund managers. Contributions were scaled by a factor such that the ending portfolio balance would be equal to the private equity net asset value. The scaling factor is found by taking the sum of all shares sold (SS), the sum of all shares purchased (SP) and calculating the number of shares the ending value is worth (SEV). Dividing SEV + SS by SP solves for the PME scaling factor. The scaling of contributions prevents shorting of the public market equivalent portfolio in order to match the performance of an outperforming private equity portfolio. Realized and unrealized amounts were not scaled by this factor. The Credit Suisse ("CS") Leveraged Loan ("LL") is an index designed to mirror the investable universe of the \$US-denominated leveraged loan market; Loans must be rated "5B" or lower and the index frequency is monthly. The index is presented merely to show general trends in the markets for the relevant periods shown. The comparison between Hamilton Lane performance and the index is not intended to imply that a fund's or separate account's portfolio is benchmarked to the index either in composition or level of risk. The index is unmanaged, has no expenses and reflects the reinvestment of dividends and distributions. The spreads are provided for comparative purposes only. A variety of factors may cause an index to be an inaccurate benchmark for any particular fund or separate account and the indices do not necessarily reflect the actual investment strategy of a fund or separate account.

## Page 26

1. The capital deployed includes all primary commitments that closed for which Hamilton Lane retains a level of discretion as well as advisory client commitments for which Hamilton Lane performed due diligence and made an investment recommendation. This amount excludes secondary investments and direct investments.

## Page 29

1. Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane. Net IRR figures for Hamilton Lane funds do not include cash flows attributable to the general partner. Hamilton Lane has excluded these cash flows to more accurately represent the experience of a fund investor as the general partner does not typically pay management or performance fees. It should be noted that the impact of fees and expenses on fund returns will diminish over time; as capital contributions are made, management fees and expenses represent a smaller percentage of invested capital. Note that secondary portfolio IRRs can be initially impacted by purchase discounts (or premiums) paid at the closing of a transaction, the impact of which will diminish over time.
2. Commitments as of March 31, 2022.
3. Assumes LIBOR of 0.23%
4. Represents all active direct credit investments as of March 31, 2022. Calculated using weighted average.
5. Represents all direct credit investments as of March 31, 2022. Calculated using weighted average.

# Endnotes

## Page 30

1. Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.
2. The indices presented for comparison are the CS Leveraged Loan and the CS HY Index II, calculated on a Public Market Equivalent (PME) basis. The PME calculation methodology assumes that capital is being invested in, or withdrawn from, the index on the days the capital was called and distributed from the underlying fund managers. Contributions were scaled by a factor such that the ending portfolio balance would be equal to the private equity net asset value. The scaling factor is found by taking the sum of all shares sold (SS), the sum of all shares purchased (SP) and calculating the number of shares the ending value is worth (SEV). Dividing SEV + SS by SP solves for the PME scaling factor. The scaling of contributions prevents shorting of the public market equivalent portfolio in order to match the performance of an outperforming private equity portfolio. Realized and unrealized amounts were not scaled by this factor. The Credit Suisse ("CS") Leveraged Loan ("LL") is an index designed to mirror the investable universe of the \$US-denominated leveraged loan market; Loans must be rated "5B" or lower and the index frequency is monthly. The CS High Yield Index II, formerly known as the DLJ High Yield Index, is designed to mirror the investable universe of the \$US-denominated high yield debt market. Prices for the CS High Yield Index II are available on a weekly basis. The indices are presented merely to show general trends in the markets for the relevant periods shown. The comparison between Hamilton Lane performance and the index is not intended to imply that a fund's or separate account's portfolio is benchmarked to the index either in composition or level of risk. The index is unmanaged, has no expenses and reflects the reinvestment of dividends and distributions. The spreads are provided for comparative purposes only. A variety of factors may cause an index to be an inaccurate benchmark for any particular fund or separate account and the indices do not necessarily reflect the actual investment strategy of a fund or separate account.

## Page 34

1. Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane. Net IRR figures for Hamilton Lane funds do not include cash flows attributable to the general partner. Hamilton Lane has excluded these cash flows to more accurately represent the experience of a fund investor as the general partner does not typically pay management or performance fees. It should be noted that the impact of fees and expenses on fund returns will diminish over time; as capital contributions are made, management fees and expenses represent a smaller percentage of invested capital. Note that secondary portfolio IRRs can be initially impacted by purchase discounts (or premiums) paid at the closing of a transaction, the impact of which will diminish over time.
2. Assumes LIBOR of 0.23%
3. Represents all active direct credit investments as of March 31, 2022. Calculated using weighted average.

## Pages 38-40

The information contained herein and based upon Hamilton Lane's proprietary Horizon Model (the "Model") may include forward-looking statements regarding the Model itself, our opinions, performance, fees, carried interest, distributions, projected economic benefit or other events. Forward-looking statements include a number of risks, uncertainties and other factors beyond our control which may result in material differences in actual results, economic benefit, performance or other expectations. The Model has been prepared based upon historical private equity fund data and is not intended to indicate future performance of investments made with, or independently of, Hamilton Lane, which may affect any estimated economic benefit shown. Its assumptions are derived from historical private equity investments and are designed to demonstrate potential behaviors of private equity investments. The opinions, estimates, projections and analyses reflect our current judgment, which may change in the future. Therefore, this presentation is not intended to predict future performance or economic savings and should not be used as the basis for an investment decision.

All opinions, estimates, projections and forecasts of future performance or other events contained herein are based on information available to Hamilton Lane as of the date of this presentation and are subject to change. The information included in this presentation has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable but the accuracy of such information cannot be guaranteed.

The chart in this presentation relating to terms and the negotiation of such terms is intended only to illustrate the potential and estimated economic impact such negotiated modifications may have assuming certain values and variables. The chart is not intended to predict economic savings or future performance and should not be used as the basis for an investment decision.

The information herein is not intended to provide, and should not be relied upon for, accounting, legal or tax advice, or investment recommendations. You should consult your accounting, legal, tax or other advisors about the matters discussed herein.

## Page 49

1. NAV equals net asset value of active investments in each account. NAVs for the specified period represent the latest available reported market values adjusted forward using interim cash flows.
2. Distributions Paid-In ("DPI") multiple represents total distributions from underlying investments to the fund divided by total contributed capital. Gross DPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments. Net DPI is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.
3. Total Value Paid-In ("TVPI") multiple represents total distributions from underlying investments to the fund plus the fund's market value divided by total contributed capital. Gross TVPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments. Net TVPI is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.
4. Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.



# Endnotes

## Hamilton Lane Strategic Opportunities Funds Track Record As of March 31, 2022

Fund	IRR <sup>1</sup>	CS HY Index II PME <sup>2</sup>	CS Leveraged Loan PME <sup>2</sup>	Spread vs. CS HY Index II PME (bps) <sup>2</sup>	Spread vs. CS Leveraged Loan PME (bps) <sup>2</sup>
Hamilton Lane Strategic Opportunities 2015 Fund	14.07%	8.56%	5.50%	551 bps	857 bps
Hamilton Lane Strategic Opportunities 2015 Fund, -Net-to-LP	10.69%	8.50%	5.48%	219 bps	521 bps
Hamilton Lane Strategic Opportunities 2016 Fund	11.39%	6.31%	4.76%	508 bps	663 bps
Hamilton Lane Strategic Opportunities 2016 Fund, -Net-to-LP	8.96%	6.25%	4.69%	271 bps	427 bps
Hamilton Lane Strategic Opportunities 2017 Fund	12.62%	4.56%	3.96%	806 bps	866 bps
Hamilton Lane Strategic Opportunities 2017 Fund, -Net-to-LP	10.05%	4.67%	3.92%	538 bps	614 bps
Hamilton Lane Strategic Opportunities Fund IV (Series 2018)	10.30%	4.48%	3.16%	582 bps	714 bps
Hamilton Lane Strategic Opportunities Fund IV (Series 2018), -Net-to-LP	8.28%	4.86%	3.56%	343 bps	472 bps
Hamilton Lane Strategic Opportunities Fund V (Series 2019)	13.75%	4.24%	4.90%	951 bps	884 bps
Hamilton Lane Strategic Opportunities Fund V (Series 2019), Net-to-LP	10.65%	5.45%	6.25%	521 bps	440 bps
Hamilton Lane Strategic Opportunities Fund VI (Series 2020)	5.83%	(2.87%)	2.65%	870 bps	318 bps
Hamilton Lane Strategic Opportunities Fund VI (Series 2020), Net-to-LP	5.41%	(2.71%)	2.40%	813 bps	301 bps
Hamilton Lane Strategic Opportunities Total	11.37%	4.23%	3.84%	713 bps	753 bps
Hamilton Lane Strategic Opportunities Total -Net-to-LP	9.09%	4.68%	4.22%	442 bps	487 bps

1. Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.
2. The indices presented for comparison are the CS Leveraged Loan and the CS HY Index II, calculated on a Public Market Equivalent (PME) basis. The PME calculation methodology assumes that capital is being invested in, or withdrawn from, the index on the days the capital was called and distributed from the underlying fund managers. Contributions were scaled by a factor such that the ending portfolio balance would be equal to the private equity net asset value. The scaling factor is found by taking the sum of all shares sold (SS), the sum of all shares purchased (SP) and calculating the number of shares the ending value is worth (SEV). Dividing SEV + SS by SP solves for the PME scaling factor. The scaling of contributions prevents shorting of the public market equivalent portfolio in order to match the performance of an outperforming private equity portfolio. Realized and unrealized amounts were not scaled by this factor. The Credit Suisse ("CS") Leveraged Loan ("LL") is an index designed to mirror the investable universe of the \$US-denominated leveraged loan market; Loans must be rated "5B" or lower and the index frequency is monthly. The CS High Yield Index II, formerly known as the DLJ High Yield Index, is designed to mirror the investable universe of the \$US-denominated high yield debt market. Prices for the CS High Yield Index II are available on a weekly basis. The indices are presented merely to show general trends in the markets for the relevant periods shown. The comparison between Hamilton Lane performance and the index is not intended to imply that a fund's or separate account's portfolio is benchmarked to the index either in composition or level of risk. The index is unmanaged, has no expenses and reflects the reinvestment of dividends and distributions. The spreads are provided for comparative purposes only. A variety of factors may cause an index to be an inaccurate benchmark for any particular fund or separate account and the indices do not necessarily reflect the actual investment strategy of a fund or separate account.

With respect to underlying funds, performance is based upon the most recent reported market valuations received from the general partners at the time the track record was prepared. For funds that did not yet receive a March 31, 2022 reported market valuation, Hamilton Lane uses the "Adjusted Market Value" methodology which reflects the most recent reported market value from the general partner adjusted for interim net cash flows through March 31, 2022. This performance is subject to change as additional reported market values are received from the general partners. With respect to underlying direct investments, the performance presented in the track record is based on March 31, 2022 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for March 31, 2022. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

Past performance of the investments presented herein is not indicative of future results and should not be used as the basis for an investment decision. The information included has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable but the accuracy of such information cannot be guaranteed.

## Strategic Opportunities Fund VI

As of March 31, 2022

Name	Security	Closing Date	Exit Date	Capital Committed	Contributions	Distributions	NAV <sup>1</sup>	DPI <sup>2</sup>	TVPI <sup>3</sup>	IRR <sup>4</sup>
Associations Inc.	1st Lien	Mar-21	Jul-21	\$20.2	\$20.1	\$20.8	-	1.04x	1.04x	11.4%
<b>Total Realized</b>				<b>\$20.2</b>	<b>\$20.1</b>	<b>\$20.8</b>	<b>-</b>	<b>1.04x</b>	<b>1.04x</b>	<b>11.4%</b>
GPRS Holdings	2 <sup>nd</sup> Lien	Mar-21	N/A	\$18.0	\$17.5	\$1.8	\$17.5	0.10x	1.11x	10.5%
Inventus Power	2 <sup>nd</sup> Lien	Mar-21	N/A	\$14.9	\$14.6	\$1.4	\$14.4	0.09x	1.08x	8.9%
CIS Secure Computing	1 <sup>st</sup> Lien	Apr-21	N/A	\$11.3	\$10.1	\$1.0	\$9.7	0.09x	1.06x	6.5%
AMEOS	Mezzanine Debt	Apr-21	N/A	\$38.0	\$37.3	-	\$31.9	0.00x	0.86x	(16.2%)
Project Magnify	2 <sup>nd</sup> Lien/ Common Equity	Apr-21	N/A	\$46.6	\$44.6	\$2.8	\$46.8	0.06x	1.11x	13.6%
Ivanti (Preferred Equity)	Preferred Equity	Apr-21	N/A	\$40.4	\$31.1	-	\$35.1	0.00x	1.13x	14.6%
Inmark	1 <sup>st</sup> Lien	May-21	N/A	\$21.5	\$21.0	\$1.5	\$20.9	0.07x	1.07x	8.3%
RSA Security (2021)	2 <sup>nd</sup> Lien	May-21	N/A	\$40.0	\$39.3	\$2.4	\$35.9	0.06x	0.98x	(3.3%)
DigiCert Preferred Equity	Preferred Equity	May-21	N/A	\$45.0	\$44.1	-	\$42.8	0.00x	0.97x	(3.6%)
MetroNet (2021)	2 <sup>nd</sup> Lien	Jun-21	N/A	\$40.0	\$39.3	\$2.1	\$39.8	0.05x	1.07x	10.2%
Associa (2021 Recap)	1st Lien	Jul-21	N/A	\$38.8	\$36.3	\$0.8	\$36.9	0.02x	1.04x	7.0%
Precisely (fka Syncsort)	2 <sup>nd</sup> Lien	Aug-21	N/A	\$39.6	\$39.2	\$1.7	\$39.3	0.04x	1.05x	7.5%
Smile Brands (Recap 2021)	2 <sup>nd</sup> Lien	Aug-21	N/A	\$36.0	\$29.4	\$1.6	\$28.6	0.05x	1.03x	4.3%
Evans Network	2 <sup>nd</sup> Lien	Sep-21	N/A	\$31.4	\$31.1	\$1.5	\$31.1	0.05x	1.05x	9.5%
Guidehouse	Preferred Equity	Oct-21	N/A	\$40.0	\$39.3	-	\$40.2	0.00x	1.02x	5.5%
Florida Food Products (2L)	2 <sup>nd</sup> Lien	Oct-21	N/A	\$13.0	\$12.6	\$0.5	\$12.6	0.04x	1.04x	9.9%
Lucky Bucks*	PIK Notes	Nov-21	N/A	\$35.0	\$34.3	\$0.1	\$36.0	0.00x	1.05x	14.2%
Corza	1st Lien/ Common Equity	Dec-21	N/A	\$10.7	\$10.4	\$0.1	\$10.6	0.01x	1.03x	9.6%
Kestra Financial	2 <sup>nd</sup> Lien	Dec-21	N/A	\$40.0	\$28.9	\$0.7	\$28.9	0.02x	1.02x	8.1%
Performance Beauty Group (fka LashCo)	1st Lien	Dec-21	N/A	\$35.0	\$28.7	\$0.3	\$28.7	0.01x	1.01x	5.2%
Athenahealth	Preferred Equity	Feb-22	N/A	\$37.0	\$36.3	-	\$36.3	0.00x	1.00x	0.0%
Zips	1st Lien	Feb-22	N/A	\$25.0	\$1.1	-	\$1.2	0.00x	1.11x	N/A
HelpSystems	Preferred Equity	Feb-22	N/A	\$30.0	\$26.6	-	\$29.4	0.00x	1.10x	>100%
Amentum	2 <sup>nd</sup> Lien	Mar-22	N/A	\$40.0	\$38.8	\$0.1	\$38.8	0.00x	1.00x	3.3%
Colibri + Adtalem	2 <sup>nd</sup> Lien	Mar-22	N/A	\$35.0	\$34.2	-	\$34.2	0.00x	1.00x	0.3%
<b>Total Unrealized</b>				<b>\$802.2</b>	<b>\$725.9</b>	<b>\$20.4</b>	<b>\$727.8</b>	<b>0.03x</b>	<b>1.03x</b>	<b>5.7%</b>
<b>Total Fund</b>				<b>\$822.4</b>	<b>\$746.0</b>	<b>\$41.2</b>	<b>\$727.8</b>	<b>0.06x</b>	<b>1.03x</b>	<b>5.8%</b>

The performance figures shown above reflect financial information as of March 31, 2022.

\*In November 2021, the Fund invested \$50 million in the HoldCo PIK Notes of Lucky Bucks. Subsequent to quarter-end, in January 2022, the Fund sold \$15 million of its position to the Sponsor at cost pursuant to an original agreement at time of investment, bringing the total commitment amount to \$35 million.

Annualized IRR shown. As of March 31, 2022, the nominal IRR was 3.7% for Associations Inc, 6.4% for CIS, (14.3%) for AMEOS, 12.1% for Project Magnify, 13.0% for Ivanti, 7.4% for Inmark, (2.8%) for RSA, (3.1%) for DigiCert, 8.4% for MetroNet, 5.1% for Associa (2021 Recap), 4.7% for Precisely, 2.7% for Smile Brands, 5.0% for Evans Network, 2.4% for Guidehouse, 4.1% for Florida Food, 4.5% for Lucky Bucks, 3.1% for Corza, 2.3% for Kestra, 1.3% for LashCo, 23.2% for HelpSystems, 0.2% for Amentum and 0.02% for Colibri + Adtalem. The nominal gross IRR for the Fund was 5.8% as of March 31, 2022.

The net IRR for Hamilton Lane Strategic Opportunities Fund VI (2020) is 5.4%.

Please see endnotes in appendix

# Contact Information

---

## Philadelphia (Headquarters)

Seven Tower Bridge  
110 Washington Street  
Suite 1300  
Conshohocken, PA 19428  
USA  
+1 610 934 2222

## Denver

10333 East Dry Creek Road  
Suite 310  
Englewood, CO 80112  
USA  
+1 866 361 1720

## Frankfurt

Schillerstr. 12  
60313 Frankfurt am Main  
Germany  
+49 69 153 259 290

## Hong Kong

Room 1001-3, 10th Floor  
St. George's Building  
2 Ice House Street  
Central Hong Kong, China  
+852 3987 7191

## Las Vegas

3753 Howard Hughes Parkway  
Suite 200  
Las Vegas, NV 89169  
USA  
+1 702 784 7690

## London

4th Floor  
10 Bressenden Place  
London SW1E 5DH  
United Kingdom  
+44 20 8152 4163

## Miami

999 Brickell Avenue  
Suite 720  
Miami, FL 33131  
USA  
+1 954 745 2780

## Milan

Via Filippo Turati 30  
20121 Milano  
Italy  
+39 02 3056 7133

## New York

610 Fifth Avenue, Suite 401  
New York, NY 10020  
USA  
+1 212 752 7667

## Portland

15350 SW Sequoia Pkwy  
Suite 260  
Portland, OR 97224  
USA  
+1 503 624 9910

## San Diego

7817 Ivanhoe Avenue  
Suite 310  
La Jolla, CA 92037  
USA  
+1 858 410 9967

## San Francisco

201 California Street, Suite 550  
San Francisco, CA 94111  
USA  
+1 415 365 1056

## Scranton

32 Scranton Office Park  
Suite 101  
Moosic, PA 18507  
USA  
+1 570 247 3739

## Seoul

12F, Gangnam Finance Center  
152 Teheran-ro, Gangnam-gu  
Seoul 06236  
Republic of Korea  
+82 2 6191 3200

## Singapore

12 Marina View  
Asia Square Tower 2  
Suite 26-04  
Singapore, 018961  
+65 6856 0920

## Sydney

Level 33, Aurora Place  
88 Phillip Street  
Sydney NSW 2000  
Australia  
+61 2 9293 7950

## Tel Aviv

6 Hahoshlim Street  
Building C 7th Floor  
Hertzelia Pituach, 4672201  
P.O. Box 12279  
Israel  
+972 73 2716610

## Tokyo

13F, Marunouchi Bldg.  
2-4-1, Marunouchi  
Chiyoda-ku  
Tokyo 100-6313, Japan  
+81 (0) 3 5860 3940

## Toronto

150 King St. West  
Suite 200  
Toronto, Ontario  
Canada M5H 1J9  
+1 647 715 9457

## Zug

Hamilton Lane (Switzerland) AG  
Baarerstrasse 14  
6300 Zug  
Switzerland  
+41 (0) 43 883 0352

# Disclosures

---

This presentation has been prepared solely for informational purposes and contains confidential and proprietary information, the disclosure of which could be harmful to Hamilton Lane. Accordingly, the recipients of this presentation are requested to maintain the confidentiality of the information contained herein. This presentation may not be copied or distributed, in whole or in part, without the prior written consent of Hamilton Lane.

The information contained in this presentation may include forward-looking statements regarding returns, performance, opinions, the fund presented or its portfolio companies, or other events contained herein. Forward-looking statements include a number of risks, uncertainties and other factors beyond our control, or the control of the fund or the portfolio companies, which may result in material differences in actual results, performance or other expectations. The opinions, estimates and analyses reflect our current judgment, which may change in the future.

All opinions, estimates and forecasts of future performance or other events contained herein are based on information available to Hamilton Lane as of the date of this presentation and are subject to change. Past performance of the investments described herein is not indicative of future results. In addition, nothing contained herein shall be deemed to be a prediction of future performance. The information included in this presentation has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable, but the accuracy of such information cannot be guaranteed.

This presentation is not an offer to sell, or a solicitation of any offer to buy, any security or to enter into any agreement with Hamilton Lane or any of its affiliates. Any such offering will be made only at your request. We do not intend that any public offering will be made by us at any time with respect to any potential transaction discussed in this presentation. Any offering or potential transaction will be made pursuant to separate documentation negotiated between us, which will supersede entirely the information contained herein.

Certain of the performance results included herein do not reflect the deduction of any applicable advisory or management fees, since it is not possible to allocate such fees accurately in a vintage year presentation or in a composite measured at different points in time. A client's rate of return will be reduced by any applicable advisory or management fees, carried interest and any expenses incurred. Hamilton Lane's fees are described in Part 2 of our Form ADV, a copy of which is available upon request.

The following hypothetical example illustrates the effect of fees on earned returns for both separate accounts and fund-of-funds investment vehicles. The example is solely for illustration purposes and is not intended as a guarantee or prediction of the actual returns that would be earned by similar investment vehicles having comparable features. The example is as follows: The hypothetical separate account or fund-of-funds consisted of \$100 million in commitments with a fee structure of 1.0% on committed capital during the first four years of the term of the investment and then declining by 10% per year thereafter for the 12-year life of the account. The commitments were made during the first three years in relatively equal increments and the assumption of returns was based on cash flow assumptions derived from a historical database of actual private equity cash flows. Hamilton Lane modeled the impact of fees on four different return streams over a 12-year time period. In these examples, the effect of the fees reduced returns by approximately 2%. This does not include performance fees, since the performance of the account would determine the effect such fees would have on returns. Expenses also vary based on the particular investment vehicle and, therefore, were not included in this hypothetical example. Both performance fees and expenses would further decrease the return.

Hamilton Lane (Germany) GmbH is a wholly-owned subsidiary of Hamilton Lane Advisors, L.L.C. Hamilton Lane (Germany) GmbH is authorised and regulated by the Federal Financial Supervisory Authority (BaFin). In the European Economic Area this communication is directed solely at persons who would be classified as professional investors within the meaning of Directive 2011/61/EU (AIFMD). Its contents are not directed at, may not be suitable for and should not be relied upon by retail clients.

Hamilton Lane (UK) Limited is a wholly-owned subsidiary of Hamilton Lane Advisors, L.L.C. Hamilton Lane (UK) Limited is authorised and regulated by the Financial Conduct Authority (FCA). In the United Kingdom this communication is directed solely at persons who would be classified as a professional client or eligible counterparty under the FCA Handbook of Rules and Guidance. Its contents are not directed at, may not be suitable for and should not be relied upon by retail clients.

Hamilton Lane Advisors, L.L.C. is exempt from the requirement to hold an Australian financial services licence under the Corporations Act 2001 in respect of the financial services by operation of ASIC Class Order 03/1100: U.S. SEC regulated financial service providers. Hamilton Lane Advisors, L.L.C. is regulated by the SEC under U.S. laws, which differ from Australian laws.

Any tables, graphs or charts relating to past performance included in this presentation are intended only to illustrate the performance of the indices, composites, specific accounts or funds referred to for the historical periods shown. Such tables, graphs and charts are not intended to predict future performance and should not be used as the basis for an investment decision.

The information herein is not intended to provide, and should not be relied upon for, accounting, legal or tax advice, or investment recommendations. You should consult your accounting, legal, tax or other advisors about the matters discussed herein.

The calculations contained in this document are made by Hamilton Lane based on information provided by the general partner (e.g. cash flows and valuations), and have not been prepared, reviewed or approved by the general partners.