

HAMILTON LANE INCORPORATED
Important Notice Regarding the Availability of Proxy Materials for
the Annual Meeting of Stockholders to be held on September 6, 2018

This communication presents only an overview of the more complete proxy materials that are available to you on the Internet or by mail. We encourage you to access and review all of the important information contained in the proxy materials before voting.

The Notice and Proxy Statement and Annual Report to Stockholders are available at www.viewproxy.com/hamiltonlane/2018.

If you want to receive a paper or e-mail copy of these documents, you must request one. There is no charge to you for requesting a copy. Please make your request for a copy as instructed below on or before August 28, 2018 to facilitate timely delivery.

Important information regarding the Internet availability of the Company's proxy materials, instructions for accessing your proxy materials and voting online and instructions for requesting paper or e-mail copies of your proxy materials are provided on the reverse side of this Notice.

STOCKHOLDERS ARE CORDIALLY INVITED TO ATTEND THE ANNUAL MEETING AND VOTE IN PERSON.

To the Stockholders of HAMILTON LANE INCORPORATED

Notice is hereby given that the Annual Meeting of Stockholders of Hamilton Lane Incorporated will be held on September 6, 2018 at 9:30 a.m. EDT at One Presidential Boulevard, 4th Floor, Bala Cynwyd, Pennsylvania 19004 for the following purposes:

- (1) The election as directors of the nominees listed below:
01 Erik R. Hirsch 02 Leslie F. Varon
- (2) To approve our Employee Share Purchase Plan.
- (3) To ratify the appointment of Ernst & Young LLP as our independent registered public accounting firm for fiscal year ending March 31, 2019.

The Board of Directors recommends a vote FOR all of the nominees listed in Proposal 1 and FOR Proposals 2 and 3.

The Securities and Exchange Commission rules permit us to make our proxy materials available to our stockholders via the Internet.

Material for this annual meeting and future meetings may be requested by one of the following methods:

INTERNET

Go to www.viewproxy.com/hamiltonlane/2018. Have the 11-digit control number available when you access the website and follow the instructions.

TELEPHONE

877-777-2857 TOLL FREE

E-MAIL

requests@viewproxy.com

* If requesting material by e-mail, please send a blank e-mail with the company name and your 11-digit control number (located below) in the subject line. No other requests, instructions or other inquiries should be included with your e-mail requesting material.

You must use the 11-digit control number located in the box below to vote via Internet or to request proxy materials.

CONTROL NO.

CONTROL NO.

HAMILTON LANE INCORPORATED

One Presidential Boulevard
4th Floor
Bala Cynwyd, PA 19004

PROXY MATERIALS AVAILABLE TO VIEW OR RECEIVE

The following proxy materials are available to you to review:

- The Company's 2018 Annual Report
- The Company's Notice and 2018 Proxy Statement

HOW TO ACCESS YOUR PROXY MATERIALS

View Online:

Have your 11-digit control number in hand and visit
<http://www.viewproxy.com/hamiltonlane/2018>

Request and Receive a Paper or E-Mail Copy:

By Internet: <http://www.viewproxy.com/hamiltonlane/2018>

By Telephone: 1-877-777-2857 TOLL FREE

By E-Mail: requests@viewproxy.com. Please include "Hamilton Lane Incorporated" and your 11-digit control number in the subject line; do not include any other text or message in the e-mail.

VOTING METHODS

Via Internet: Go to <http://www.AALvote.com/HLNE>.

Have your 11-digit control number available and follow the prompts.

Your electronic vote authorizes the named proxies to vote your shares in the same manner as if you marked, signed, dated and returned a proxy card.

Via Mail: Request a paper copy of the materials which includes a proxy card. Follow the instructions on the proxy card for voting by mail.

Via Telephone: Request a paper copy of the materials, which includes a proxy card. Follow the instructions on the proxy card for voting by telephone.

In Person: You may vote your shares in person at the 2018 Annual Meeting. The Proxy Statement includes information regarding voting in person. For directions to attend the Annual Meeting and vote in person, please contact our Head of Investor Relations at (610) 934-2222.