



Venture Capital in the Age of AI

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An investment in the Fund is appropriate only for those investors who do not require a liquid investment, for whom an investment in the Fund does not constitute a complete investment programme, and who fully understand and can assume the risks of an investment in the Fund.

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The Fund may have limited operating history upon which to evaluate its likely performance. Past performance of other funds and accounts managed or advised by Hamilton Lane is not a reliable indicator of future performance of the Fund.

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The Fund will invest a significant portion of its assets in highly illiquid investments and does not expect to be able to transfer its investments in, or to withdraw from, such investments. There is no current public trading market for interests in the Fund, and investors should expect their investment to be illiquid for the duration of their holding. Where the Fund offers redemption facilities, the Fund may suspend or cap redemptions and should a large number of investors seek to exit, the Fund could be forced to liquidate investments prematurely, causing losses.

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Welcome



Today's Presenters

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Agenda

1. **Venture Capital Trends**
2. **The Hunt for Value**
3. **AI Paradigm Shift**
4. **SaaS-pocalypse**
5. **The Search for Liquidity**
6. **Where Do We Go from Here?**

Venture Capital Trends



The Next “Industrial Revolution” is Here



Value creation is shifting to venture-backed, private companies

Leading VC-Backed, Private Companies Today

Latest publicly available estimates



OpenAI

\$25B ARR



databricks

\$5B ARR

SPACEX

\$16B
Annualized Revenue

ANTHROPIC

\$19B ARR

stripe

\$19B ARR



ANDURIL

\$2B ARR

Previous Category Leaders at IPO



\$117M Revenue



\$197M Revenue

amazon

\$16M Revenue

Google

\$3B Revenue

Meta

\$4B Revenue

Uber

\$11B Revenue

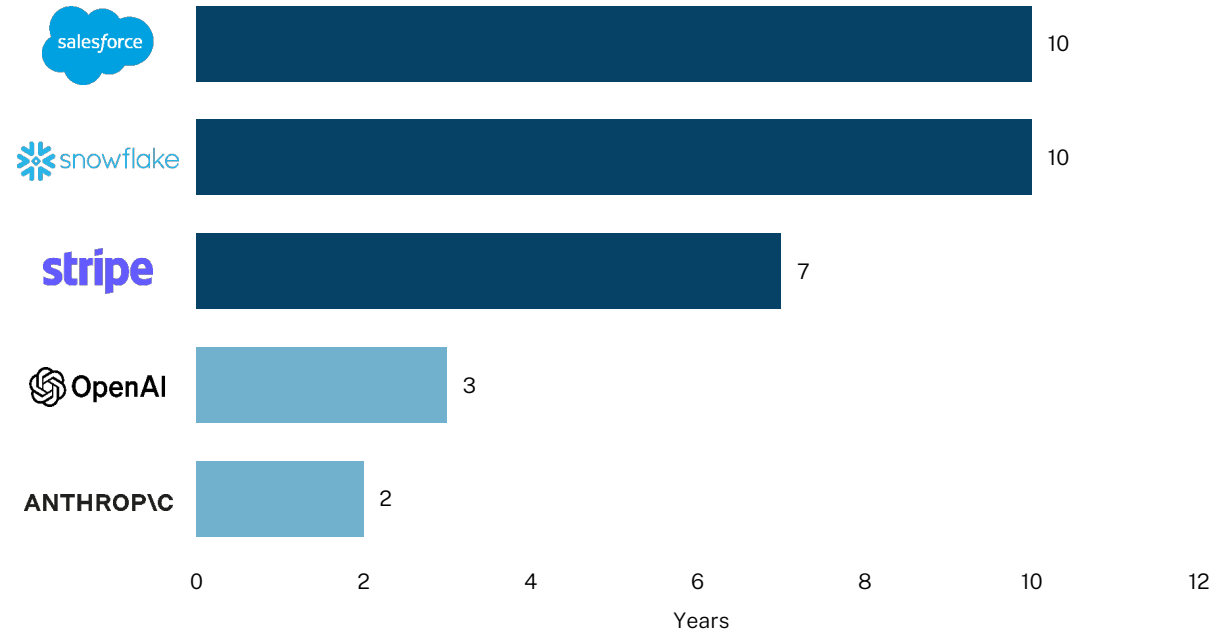
Annual recurring revenue figures are latest estimates as of April 2026. Revenues at IPO are rounded.

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AI Companies Are Scaling at Unprecedented Speed

Revenue milestones that took a decade are now being reached in 2-3 years

Time from Inception to \$1B in Revenue



OpenAI
\$852B valuation
Largest VC round in history
(\$122B)

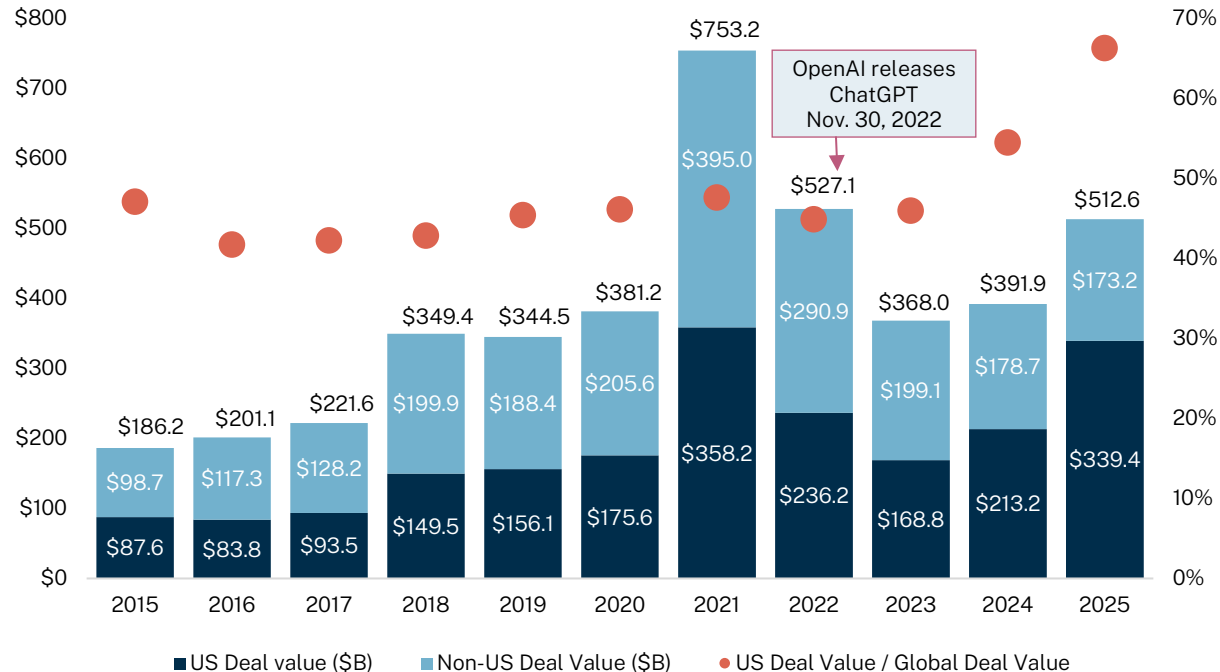
Anthropic
\$380B valuation

OpenAI + Anthropic added
significant Net New ARR in
2025 rivaling the public SaaS
industry

Global VC Reaches 3rd Highest Level in a Decade

The introduction of AI has been a catalyst for the entire VC ecosystem

Global VC Deal Activity by Value (\$B)



- ChatGPT ignited one of the greatest re-allocations of venture capital in just three years.
 - U.S. captured 20% of share from 2023 (46%) to today (66%)
- Global VC deal value vaulted higher, reaching \$512B in 2025
 - 3rd highest value
 - +1.4x vs. 2023
 - +2.8x vs. 2015

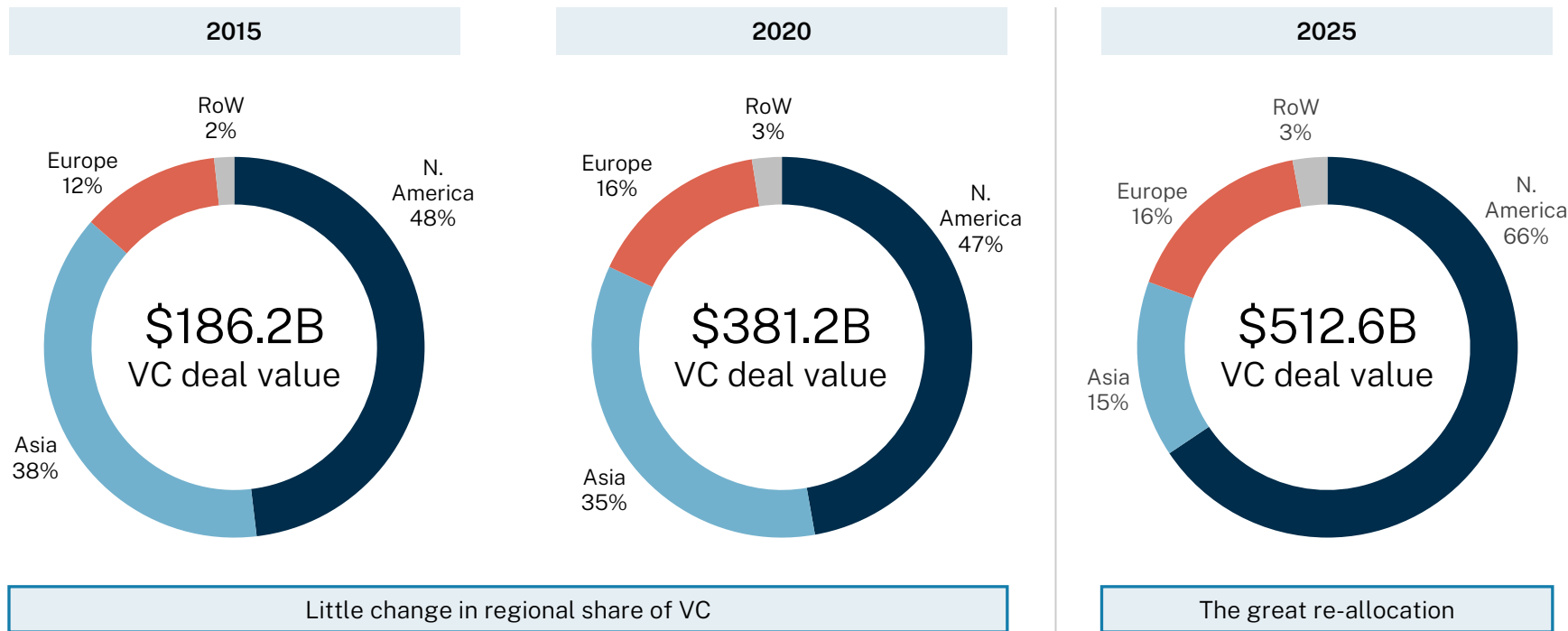
Source: Pitchbook (December 2025).

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The Regional Allocation of Venture Capital Has Shifted Dramatically



20% of the global venture capital has migrated from Asia to the U.S. as Europe and RoW hold steady



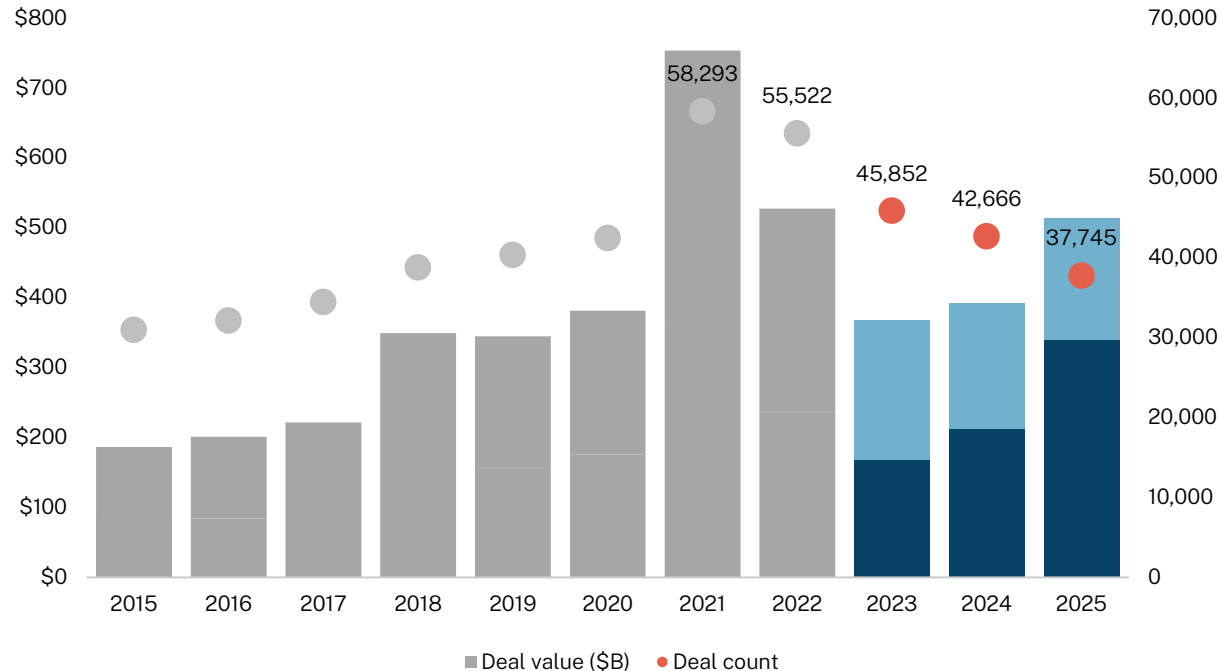
Source: Pitchbook (December 2025).

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The Number of VC Deals Is Actually Decreasing

Deal count has continued its downward march while deal value increases

Global VC Deal Value (\$B) and Count

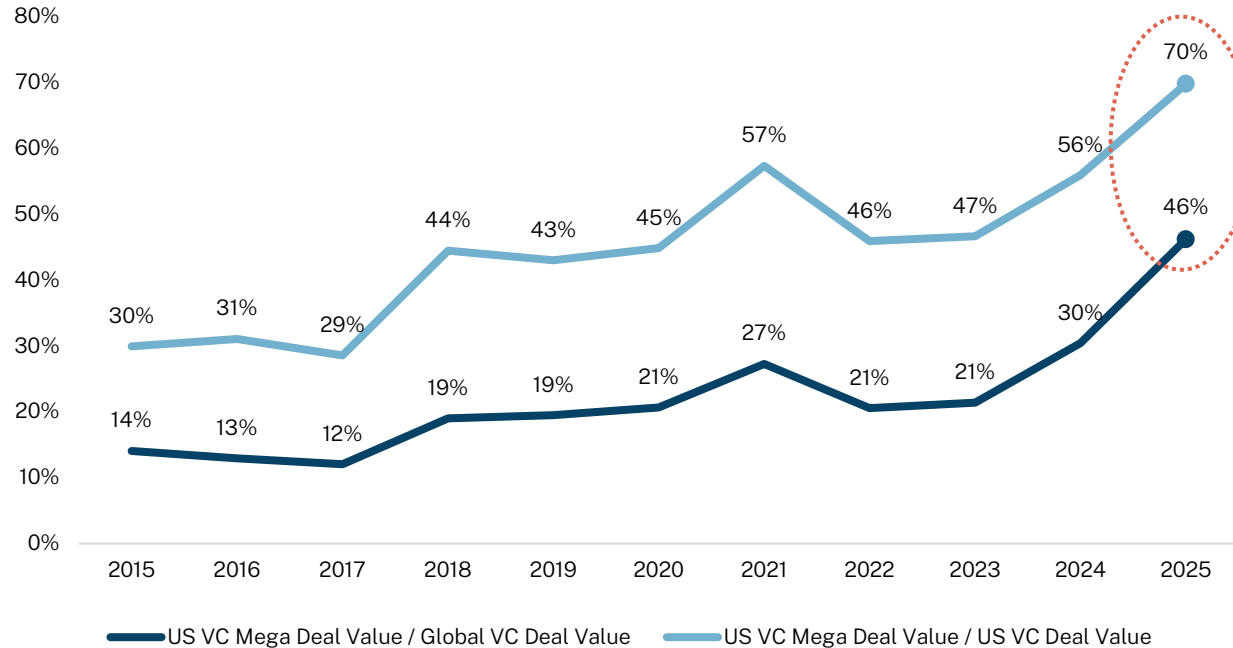


- Despite the increasing amount of capital flowing into VC, the number of deals continues to decline
- This has led to a decoupling in the relationship between deal count and dollars deployed
- The reason lies in “mega deals” of at least \$100M, which are increasingly concentrating capital in fewer companies

“Mega Deals” Account for ~50-70% of the VC Market

Large deals are concentrating more capital into fewer winners

U.S. VC Deals \$100M+



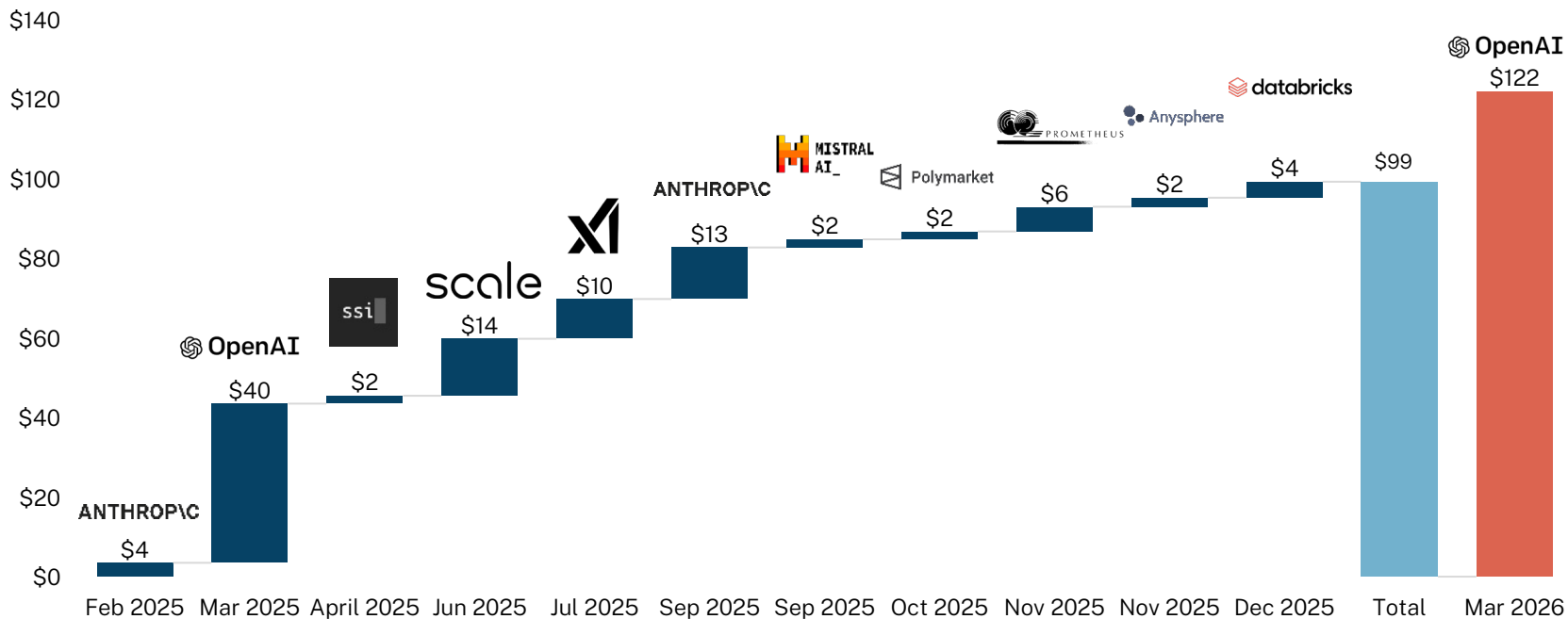
- \$100M+ deals accounted for \$237B of the \$512B VC market in 2025
 - 70% of U.S. VC
 - 46% of global VC
- Unlike the overall VC market, the number of mega deals has not decoupled from deal value
 - 78% increase in three years
- The trend is accelerating

Top 10 VC Rounds Raised ~\$100B in 2025...



...And then Open AI raised \$122B in the largest round in VC history in 2026

Top 10 Largest VC Rounds in 2025 by Deal Value (\$B)¹



Source: Company rounds shown reflect the latest public information available. 1. Note: 11 companies are included in top 10 due to the same amount raised by Mistral AI and Polymarket. Amounts are rounded.

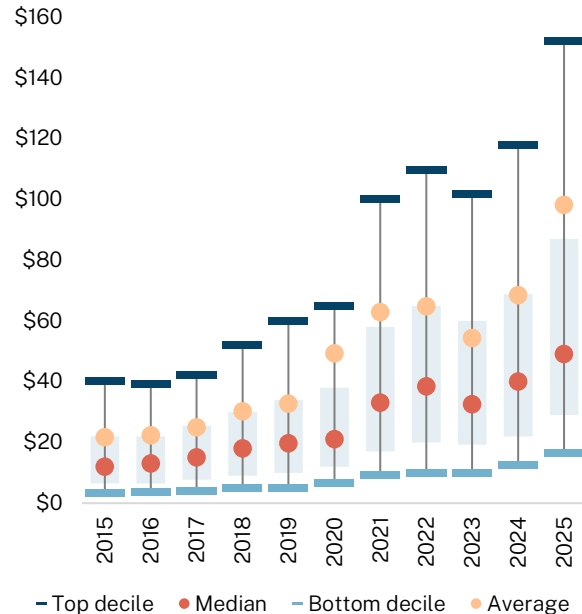
The Hunt for Value



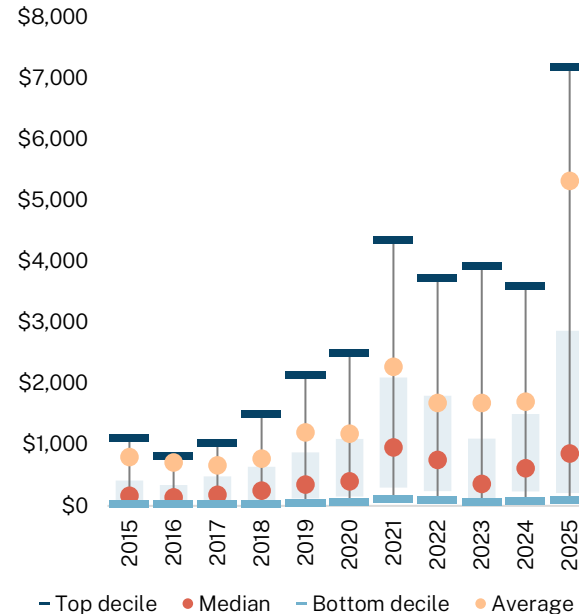
Valuations are Increasing...and So Is Dispersion

Within and across series, the range of valuations is broadening

Series A Pre-money Valuation Ranges (\$M)



Series D+ Pre-money Valuation Ranges (\$M)



- Series A
 - Median valuation is \$49M
 - 1.5x vs. 2021
 - 4.1x vs. 2015
 - \$136m spread between top and bottom deciles
- Series D+
 - Median valuation is \$857M
 - 0.9x vs. 2021
 - 5.2x vs. 2015
 - \$7B spread between top and bottom decile

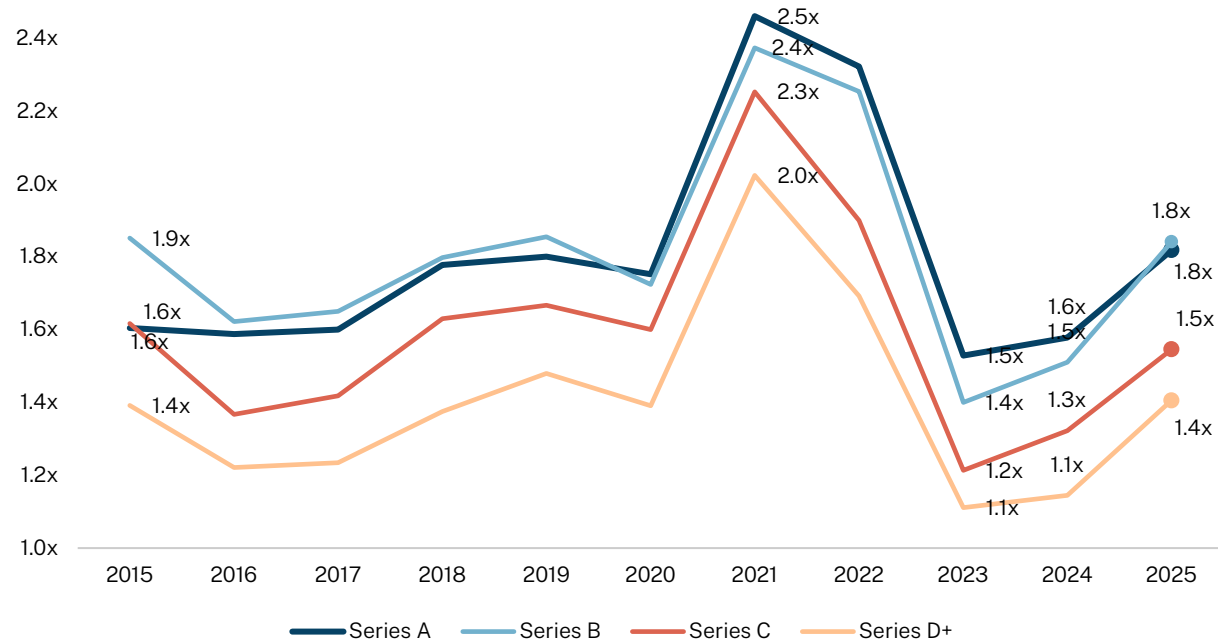
Source: Pitchbook (December 2025).

Source: Pitchbook (December 2025).

Valuation Step Ups Are In Line With History

The median step up has normalized from Covid-era highs

Median Step Up by Series

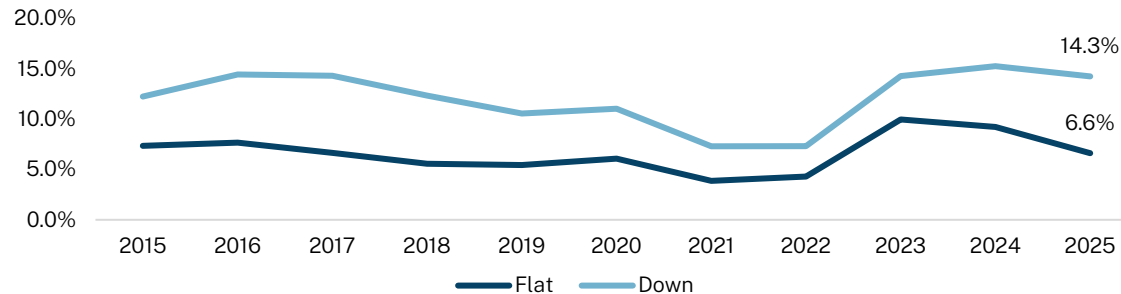
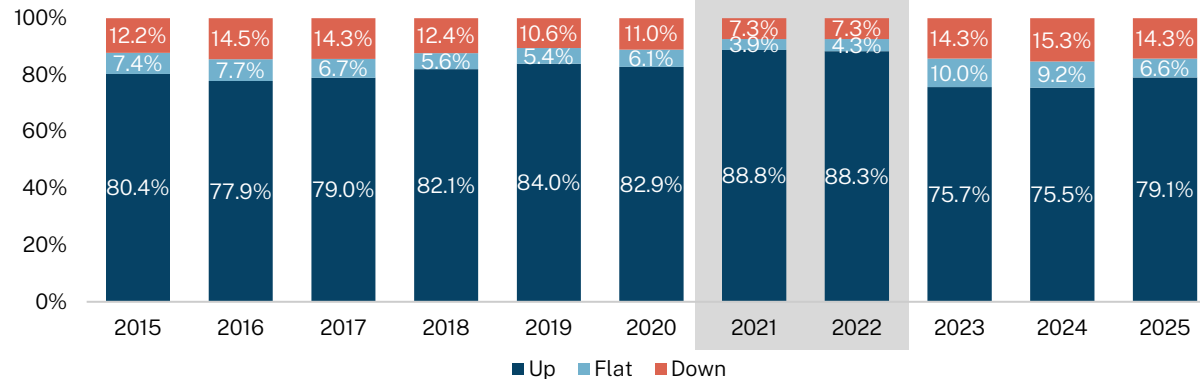


- The average valuation step up was 1.7x in 2025
- The typical valuation step up today is about 30% below the 2021 peak across series, returning to levels from the pre-Covid era
- This is in line with the 1.6x average step up in 2015 but meaningfully below the 2021 average of 2.3x

Number of Flat and Down Rounds Has Increased

VC market appears strong but not euphoric

Share of VC Deal Count by Up, Down, and Flat Rounds



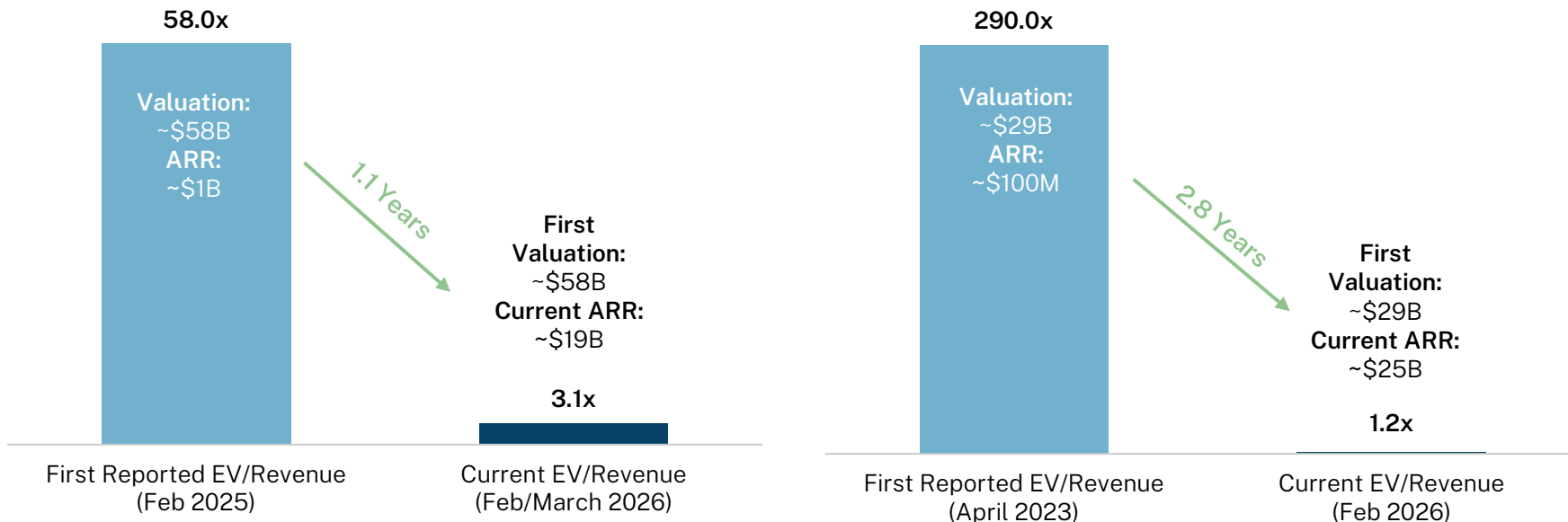
- The number of flat and down rounds has nearly doubled since 2021
 - Flat: 3.9% to 6.6%
 - Down: 7.3% to 14.3%
- Up rounds have been gradually increasing but remain slightly below 2015 levels

Unprecedented Revenue Growth in Best-in-Class AI Companies



Market leaders are growing into their multiples as revenue outpaces valuations

ANTHROPIC



Source: Company revenue information shown reflects the latest public information available. Past performance is not an indicator of future results.

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AI Paradigm Shift



The AI Market Opportunity: Going After Labor, Not Just Software

AI companies are not competing for the ~\$1.2T global software wallet. They are targeting the ~\$15-20T spent on repetitive intellectual labor globally

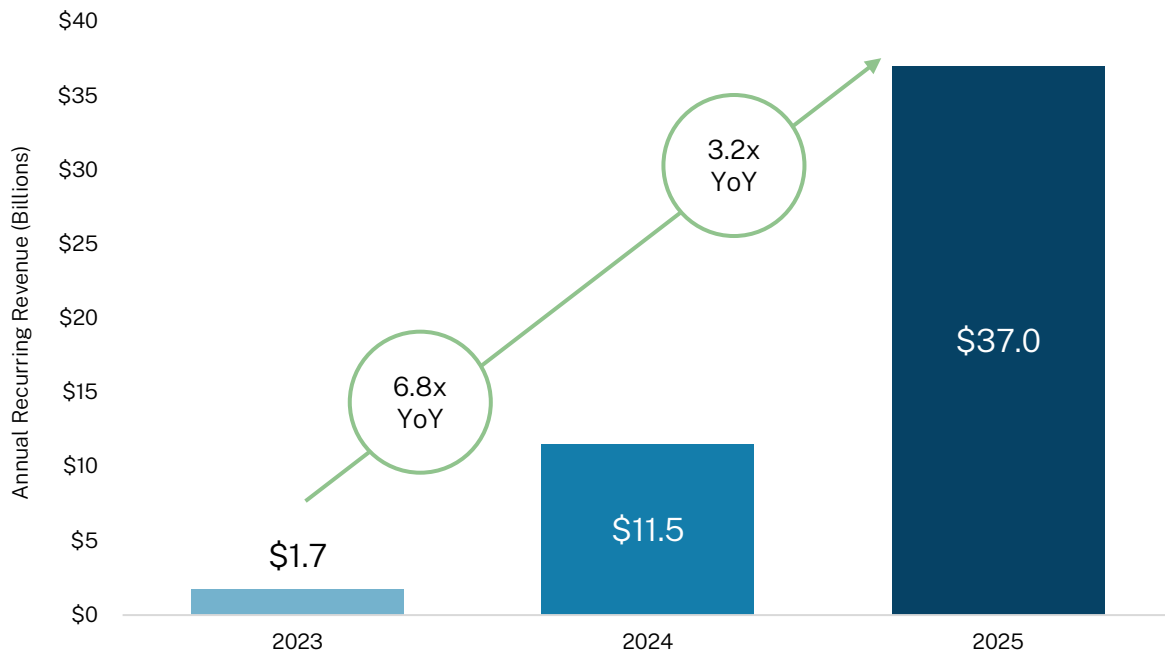


- **Coding:** First killer use case
- **Healthcare:** Fastest-growing vertical
- **40%** of enterprise apps will have AI agents by end of 2026³

The Fastest-Scaling Software Category in History



Enterprise AI: \$1.7B to \$37B in three years, now 6% of the global software market



Source: 1 Menlo Ventures 2025: The State of Generative AI in the Enterprise (December 2025).

2 Sapphire Ventures: 2026 Software x AI: Software's AI Inflection Point (February 2026).

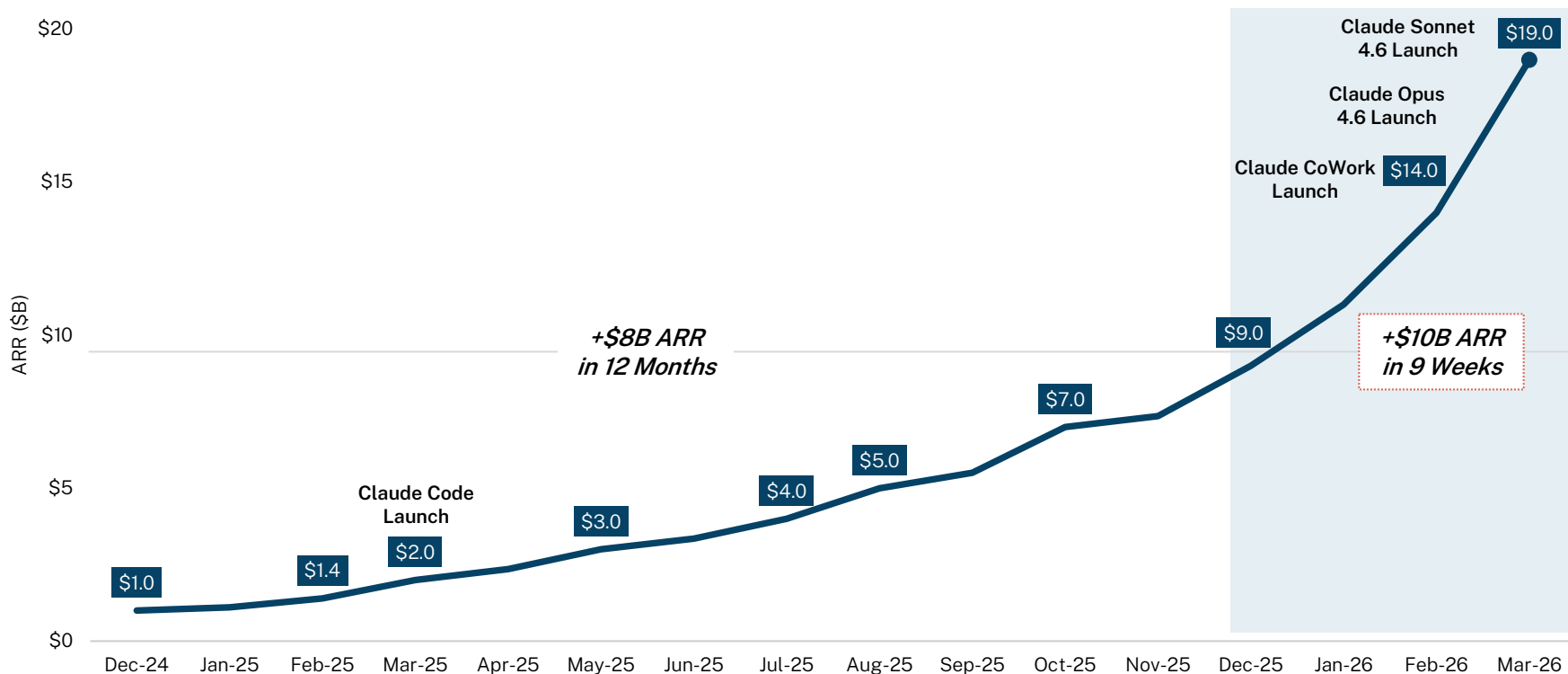
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10+
Products now at \$1B+ ARR¹

80+
Native AI companies have
crossed \$100M ARR²

22x
Total growth in just two years

Example: Anthropic Added \$10B of ARR in ~2 Months



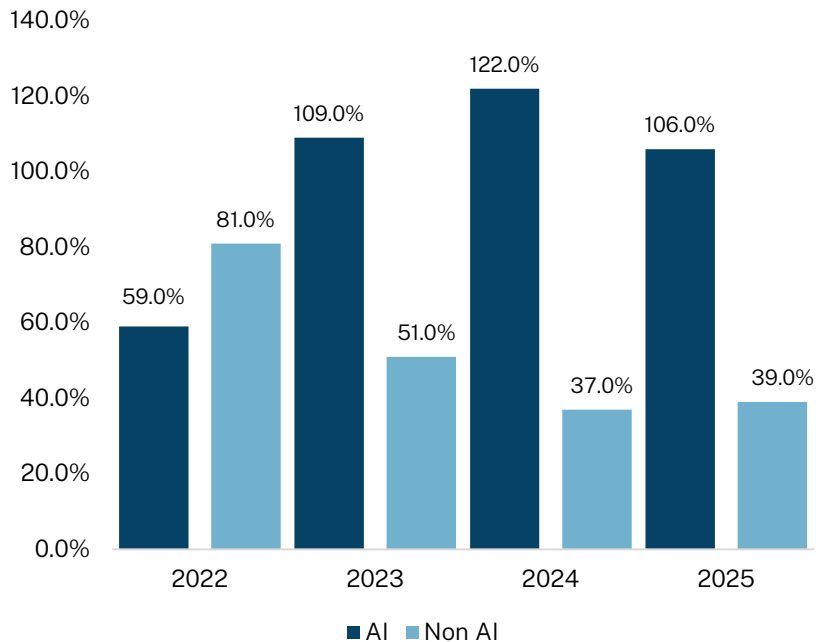
Source: Sapphire Ventures (February 2026).

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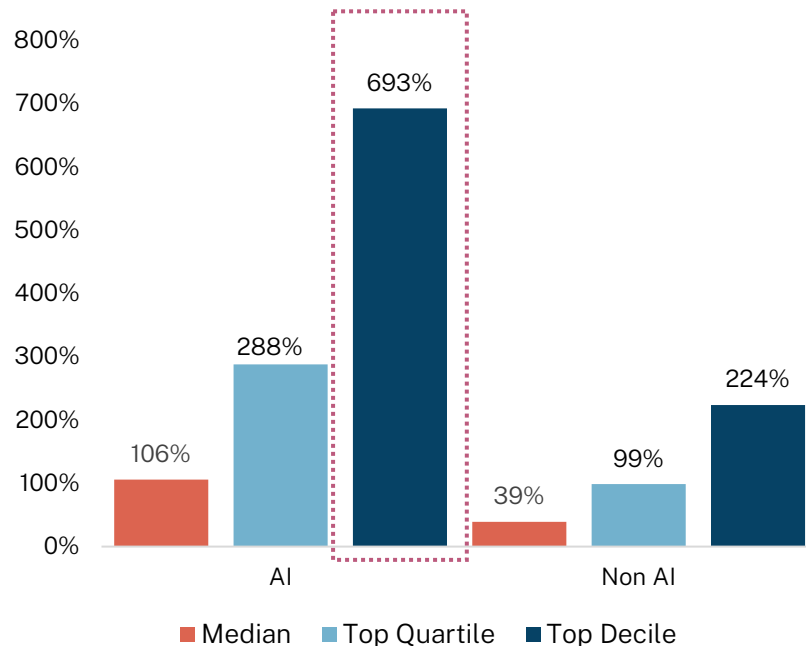
But It's Not Just Anthropic: AI Companies Are Outpacing Everyone Else



Median YoY Revenue Growth (%) AI vs Non-AI Companies



2025 YoY Revenue Growth (%) AI vs Non-AI Companies

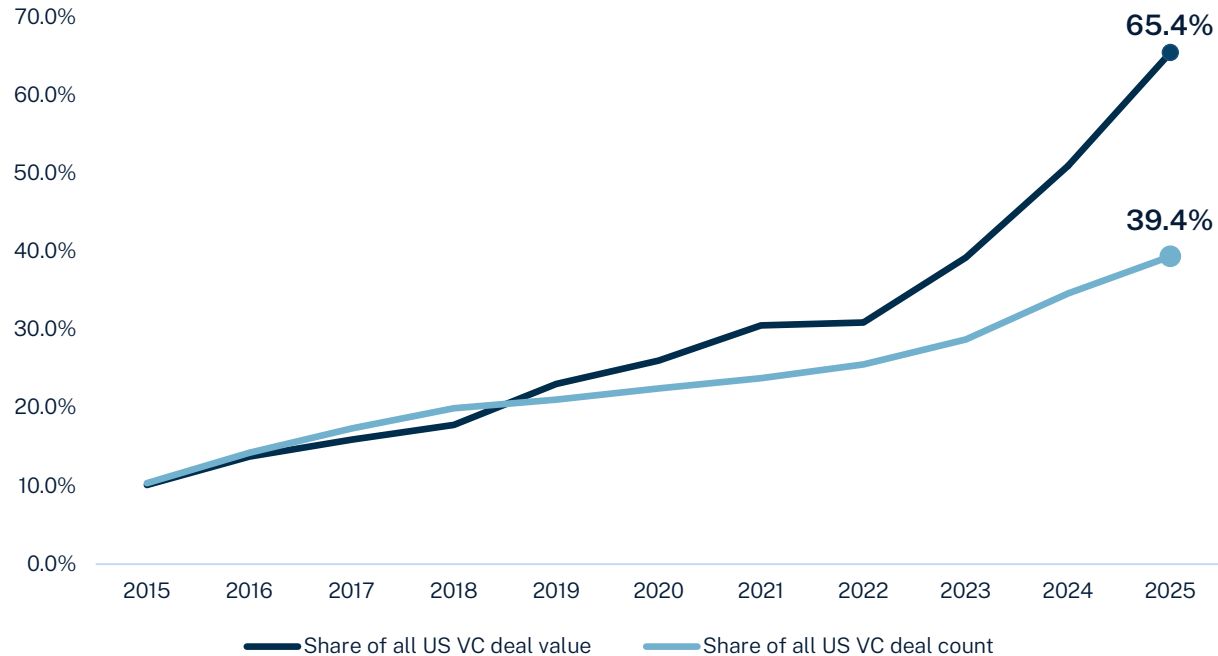


Source: Andreessen Horowitz (January 2026). Past performance is not an indicator of future results.
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Source: Andreessen Horowitz (January 2026). Past performance is not an indicator of future results.

AI is Dominating Venture Deal Activity

Almost 2/3 of U.S. VC deal value was driven by AI in 2025



65%
of US VC deal value is in AI

53%
of global VC deal value is in AI

40%
invested in 20 largest deals

SaaS-pocalyse

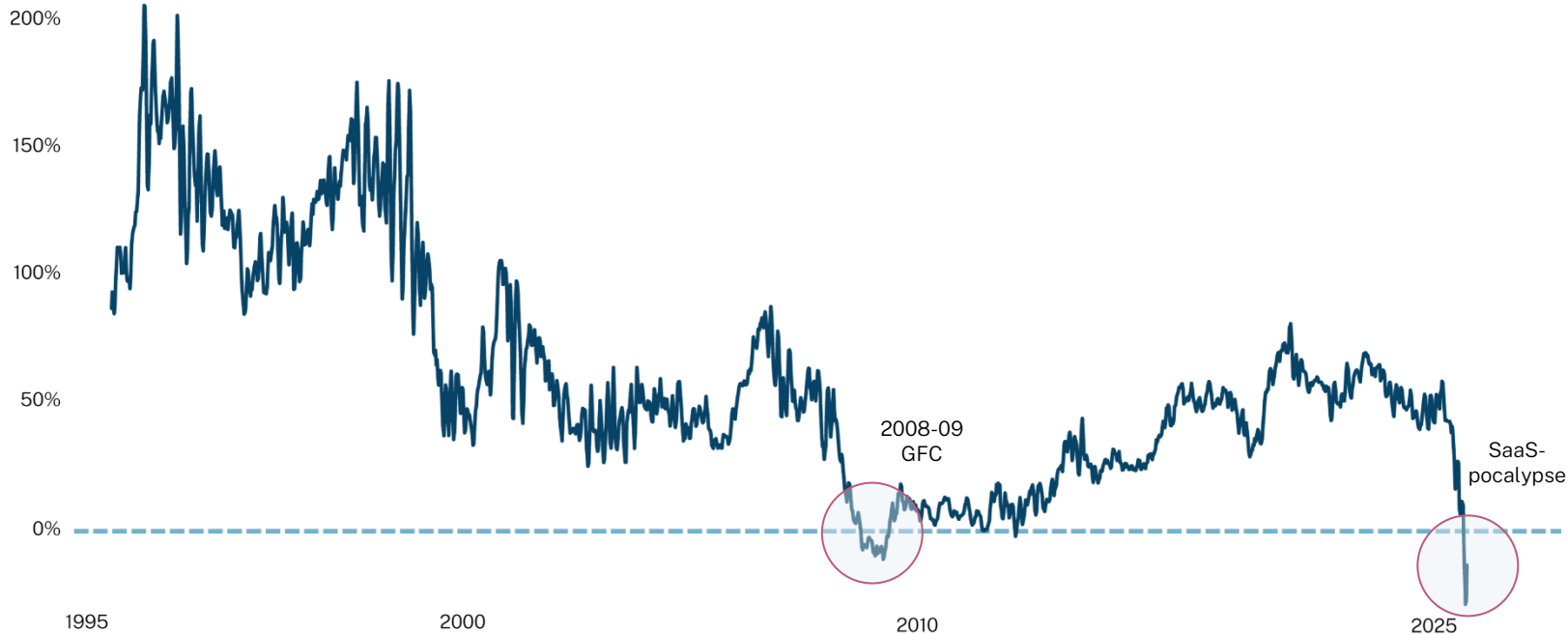


Software Trades At a Discount for Only the Second Time in 30 Years



S&P 500 Software and Services Sector Relative to the S&P 500

% Premium (Forward Price to Earnings Ratio)



Source: Thoma Bravo, The Software Sell-Off (Part One) (February 2026). Past performance is not an indicator of future results.

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So... Is SaaS Dead?



Not dead. But being transformed. The market is painting with too broad a brush.

The Bear Case

- » Software stocks down 26% from October 2025 highs, ~\$1T in market cap wiped¹
- » SaaS EV/NTM multiples at 3.9x vs. 7.0x 10-year average, representing a decade low²
- » AI agents threaten per-seat pricing models
- » AI has been the #1 CIO spend priority for nine quarters, shifting budgets away from SaaS
- » AI replicating SaaS functionality

The Bull Case

- » Software's moat is workflow integration, data and trust, not code
- » AI deals target enterprise white space, not displacement
- » Gross Dollar Retention is stable at ~90%; customers are not leaving³
- » Systems of Record sit on proprietary data with high switching costs

Hamilton Lane's View: Survival of the fittest. AI will have a bifurcated impact.

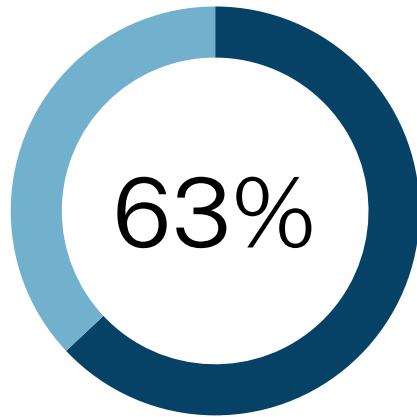
Source: 1 Reuters (February 2026). 2 Altimeter Capital (February 2026). 3 Vista Equity Partners: Perspectives on Modern AI (March 2026).

Past performance is not an indicator of future results.

Startups Are Winning the AI Application Layer

New entrants have pulled decisively ahead of incumbents

Startup Share of AI App Revenue 2025



Startups earn
\$2 for every \$1
incumbents earn

Up from
36% in 2024

- » **Finance & Operations:**
91% startup share
- » **Sales:**
78% startup share
- » **Product & Engineering:**
71% startup share

Historical Precedent

Cloud



Mobile

Uber Instagram

AI



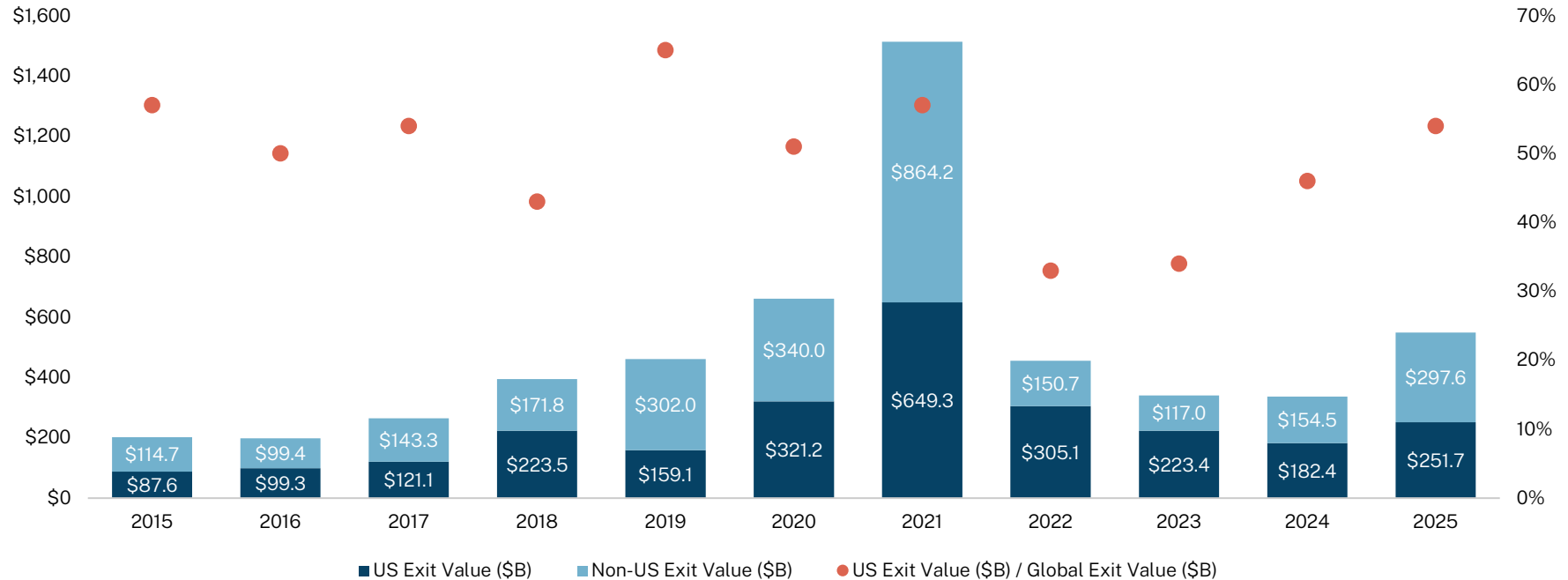
The Search for Liquidity



Exit Activity Is Improving But Remains Well Below Its Highs

U.S. exits have increased from 34% to 54% of total exit value, re-gaining their pre-Covid levels

Global VC Exit Activity (\$B) and Share of U.S. VC Exits (%)



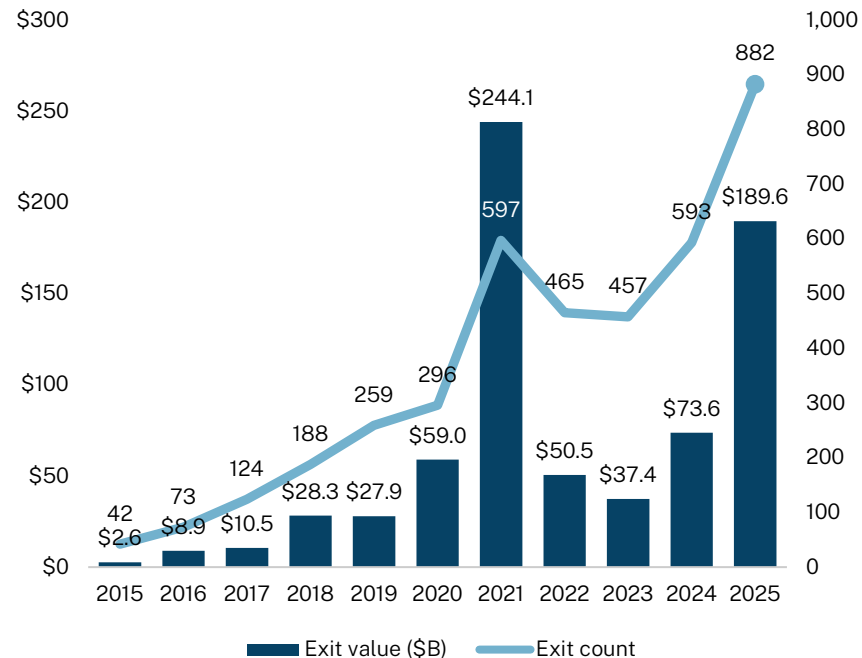
Source: Pitchbook (December 2025). Past performance is not an indicator of future results.

AI Companies Are Increasingly Behind the Successful Exits

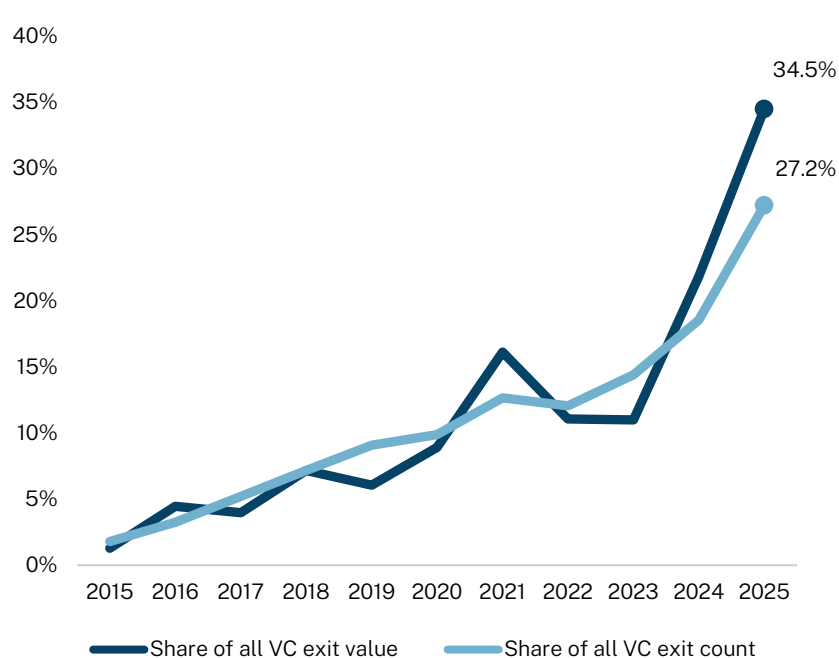


AI companies account for more than 1/3 of the value of VC exits

Global Exit Activity of AI Companies



Global Exit Activity of AI Companies as a Share of All VC Exits



Source: Pitchbook (December 2025). Past performance is not an indicator of future results.

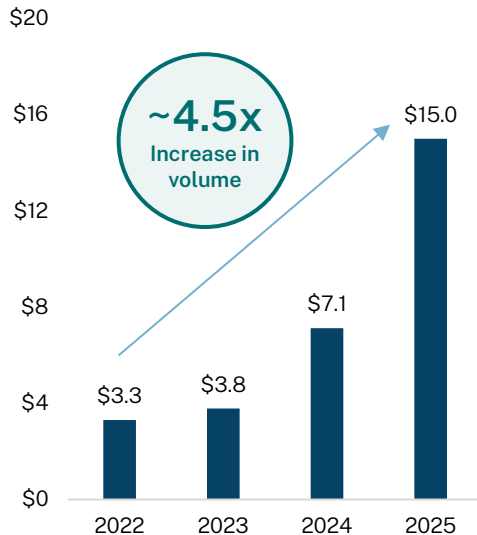
Source: Pitchbook (December 2025). Past performance is not an indicator of future results.

Venture Secondaries Are a Crucial Source of Liquidity

The venture secondary market is reaching all time highs and providing favorable entry points for investors

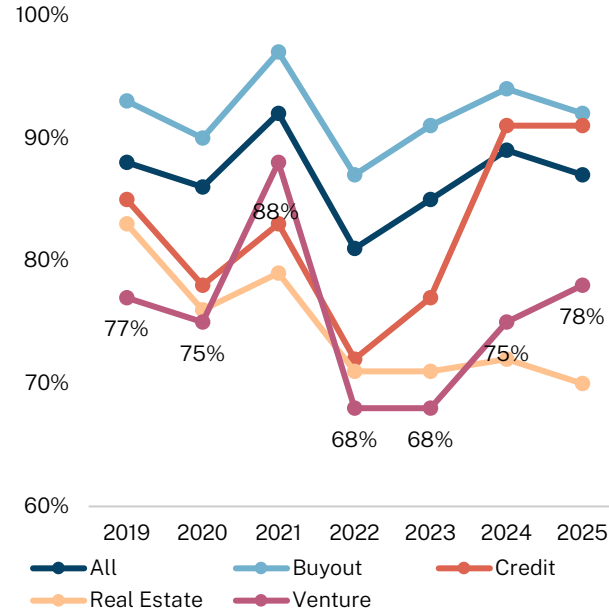
VC LP-Led Secondary Expansion

VC LP-Led Secondary Transaction Volume (\$B)^{1,2,3}



Favorable Market Pricing Dynamics

LP Portfolio Pricing (% of NAV)^{1,3}



- VC secondaries have grown rapidly as LPs and GPs seek liquidity amid a muted environment for traditional exits
- VC secondaries typically offer favorable pricing dynamics with the potential for significant discounts on high-quality assets

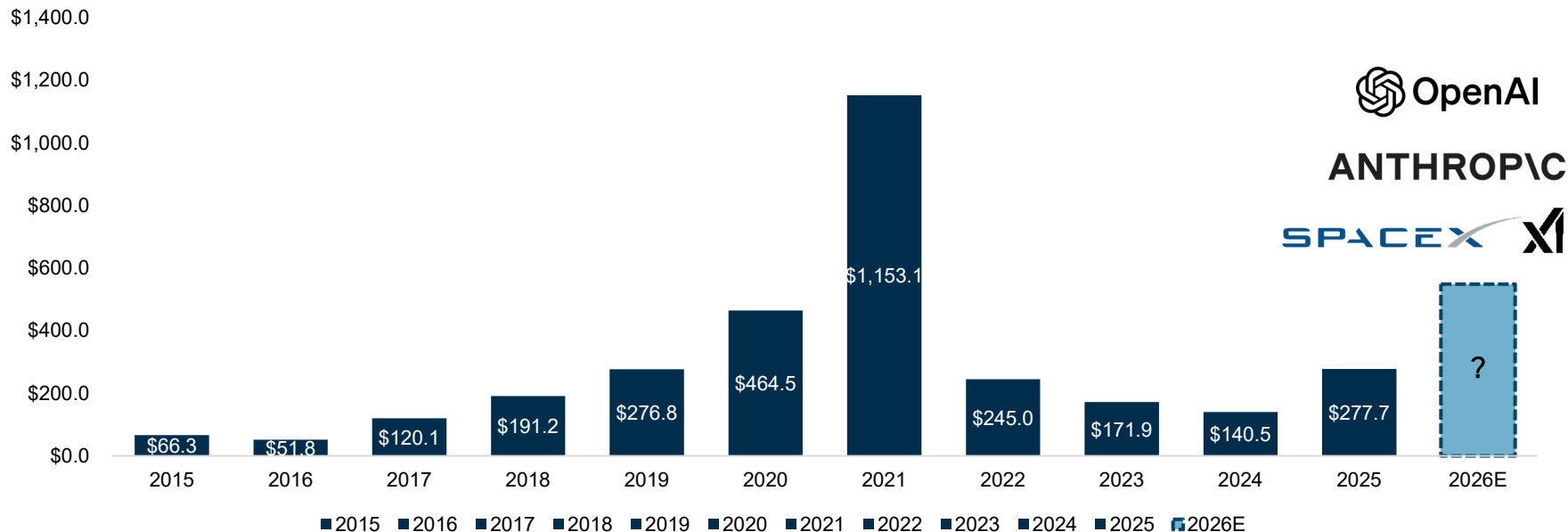
Source: 1 Jefferies (December 2025). 2 Evercore (January 2026). 3 Past performance is not an indicator of future results.

2026 Has the Potential to Swing the IPO Window Wide Open



Potential listings of some of the largest VC-backed companies could set the tone for subsequent IPOs

Global VC IPO Value (\$B)



Source: Pitchbook (December 2025). Past performance is not an indicator of future results.

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Where Do We Go From
Here?



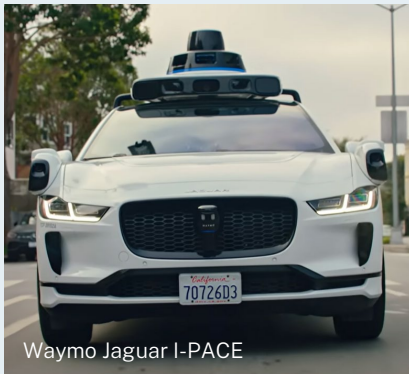
Venture Capital is Fueling Innovation



Figure A Helix AI Robot



AI Agents



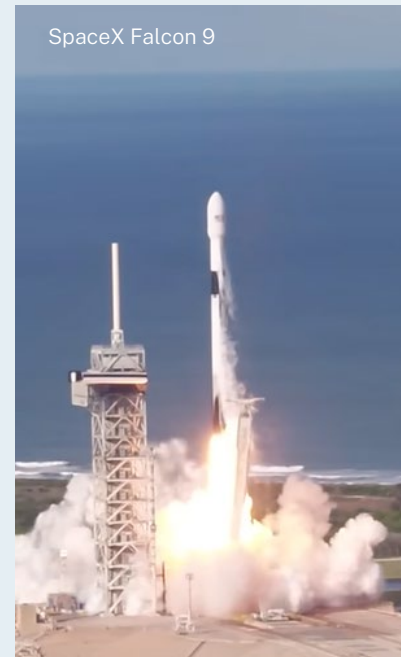
Waymo Jaguar I-PACE



Anduril Roadrunner



Taalas HC1



SpaceX Falcon 9

Thank You

Questions?



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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.

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