

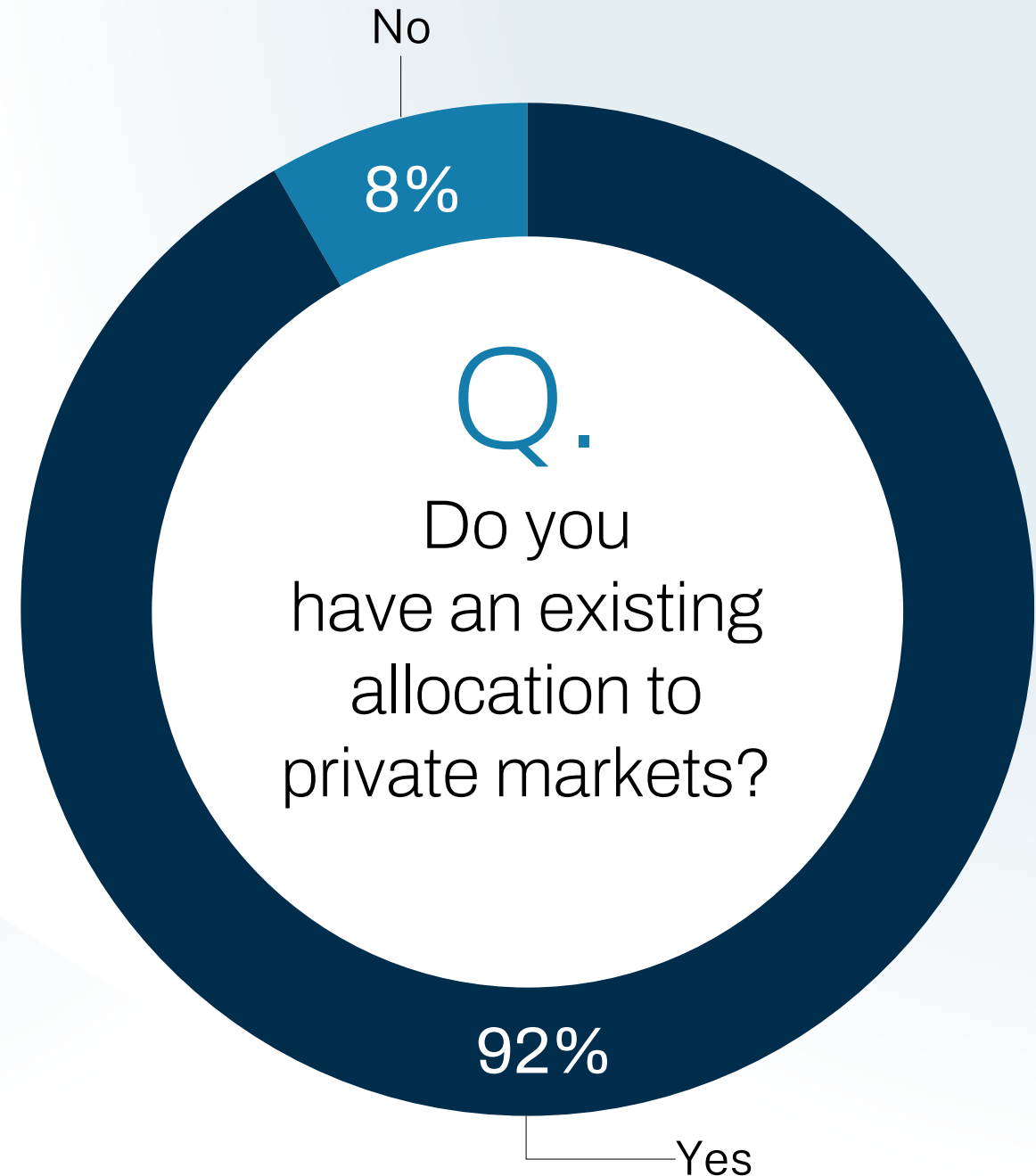


# Private Markets Global Survey Insights



# 92%

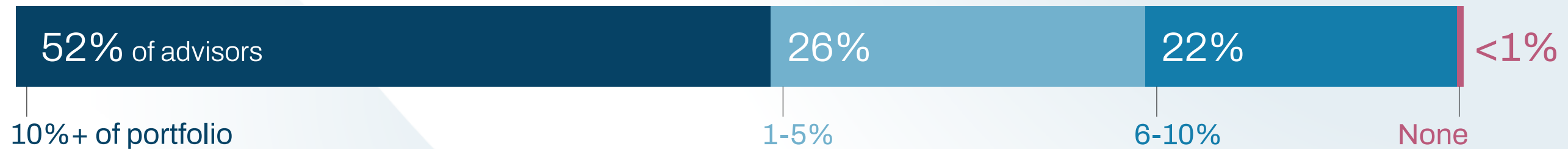
Advisors already  
Invested in  
Private Markets



# Significant Private Market Allocation Increases Planned for 2024

Most advisors plan to allocate >10% of portfolios to private markets.  
70% of advisors expect to increase private market allocation.

Q. What percentage of your clients' portfolios do you anticipate allocating to private markets in 2024?

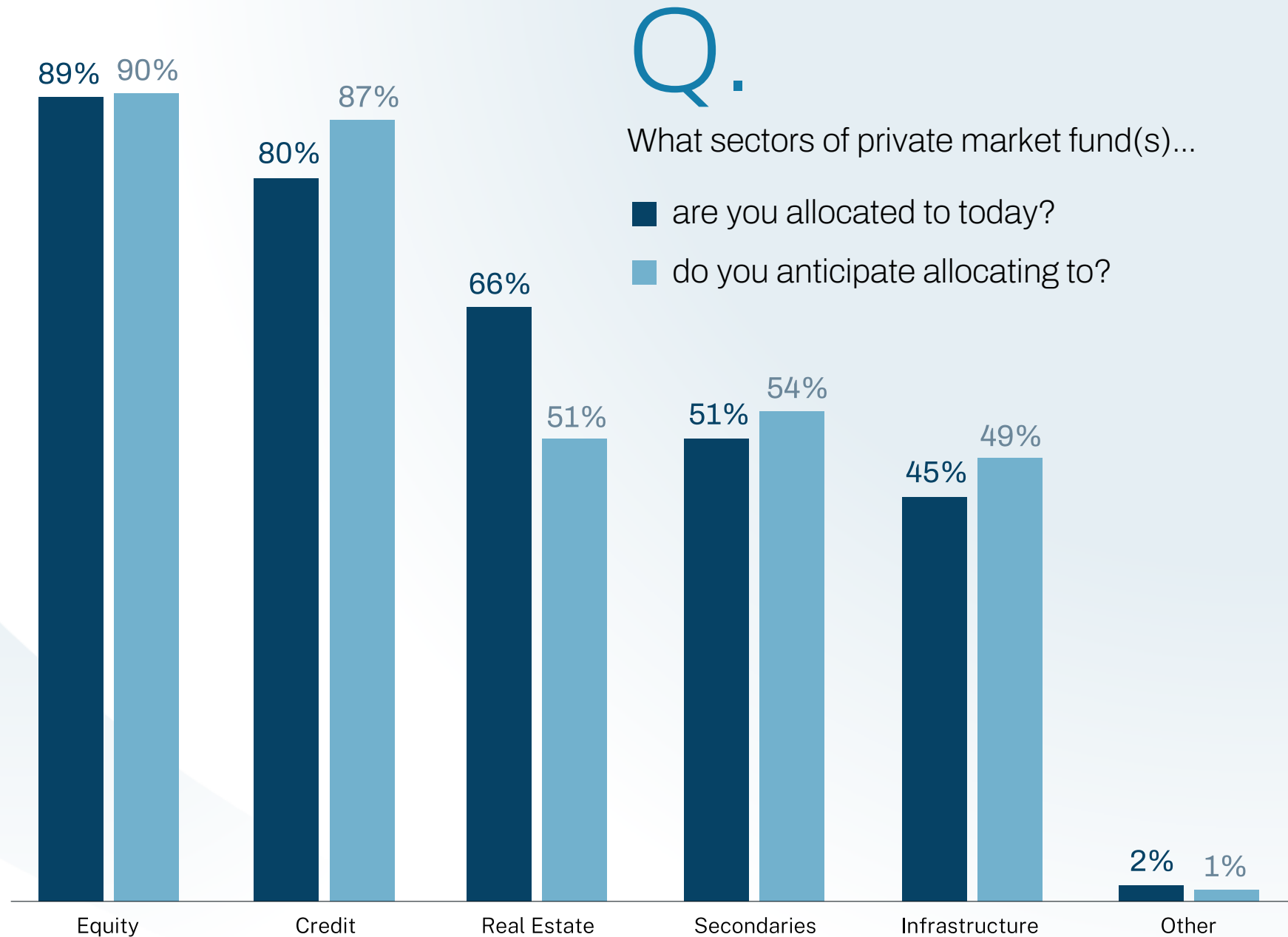


Q. Compared to 2023, is this amount an:



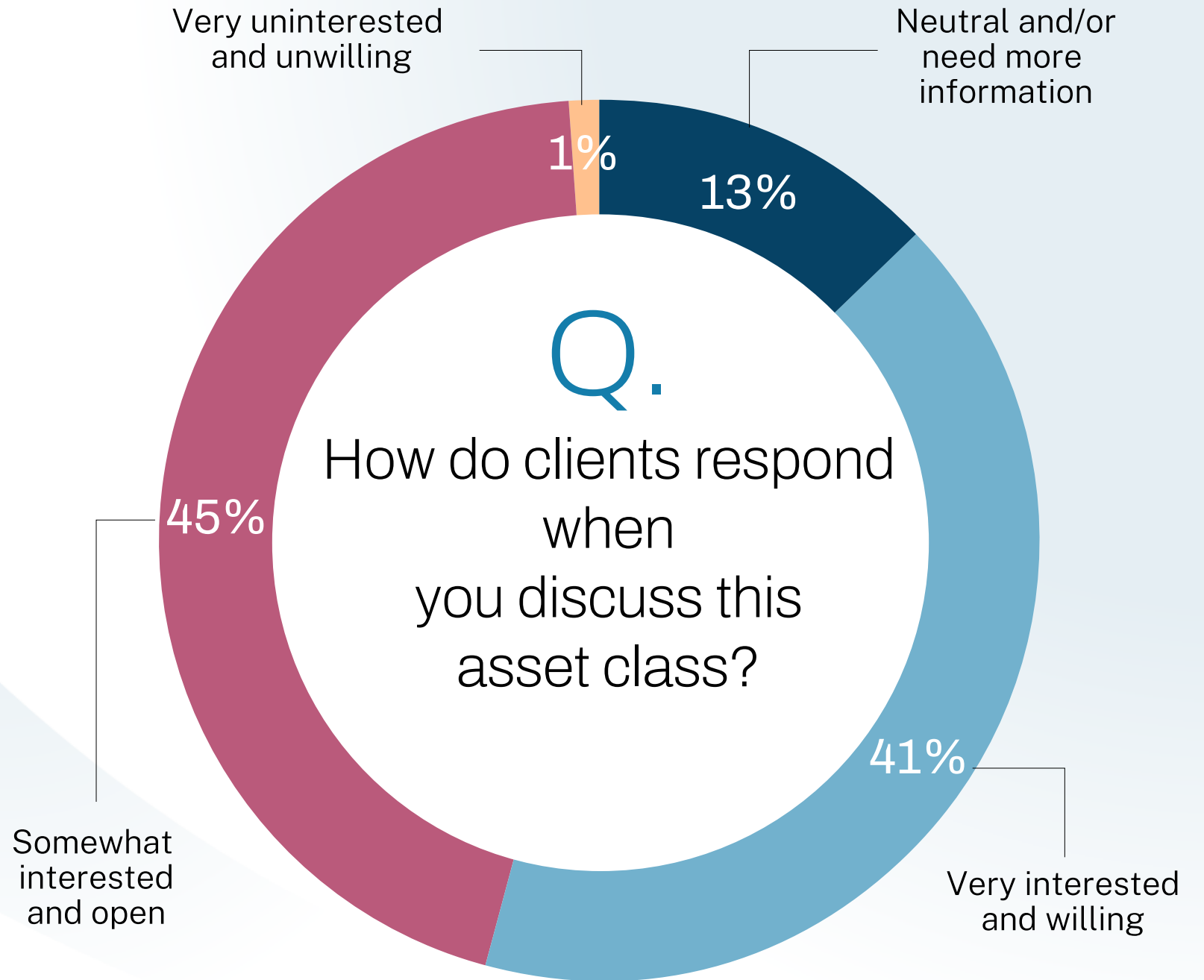
# Anticipated Sector Investments

Equity and credit remain the most popular sectors and anticipated 2024 allocation is generally similar - except for real estate



# 98%

Clients  
are Interested and  
Want  
to Learn More



# Diversification and Performance Are Driving Client Interest

Diversification



Performance



Sector exposure



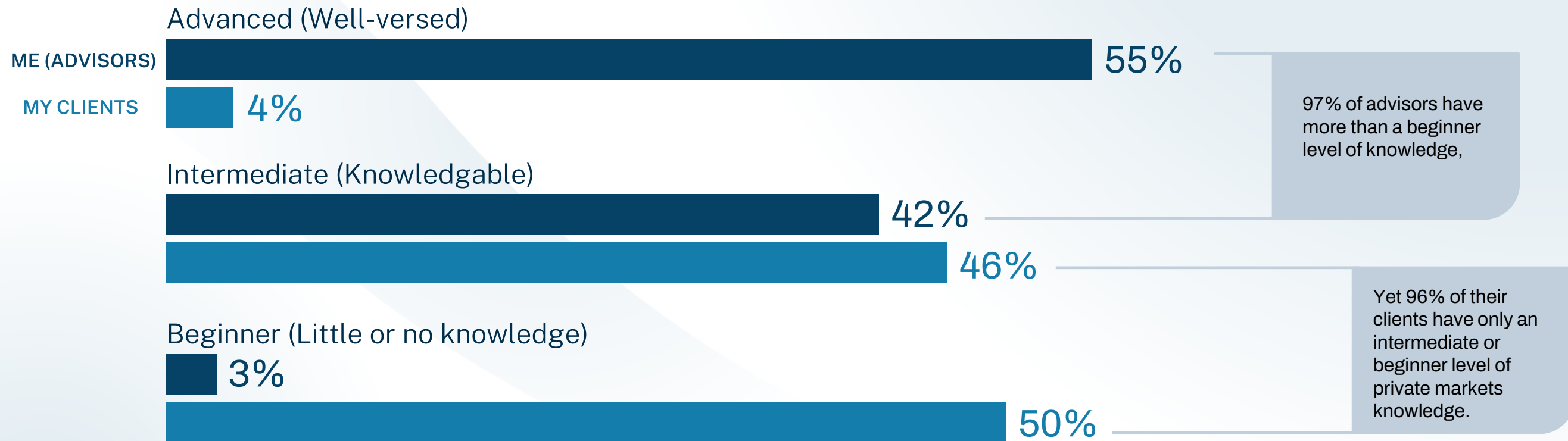
Other



What is the reason(s) for your clients' interest in private markets?

# Advisors See a 'Knowledge Gap' Between Themselves and Clients

Q. How would you rate your knowledge / your clients' knowledge about private markets?

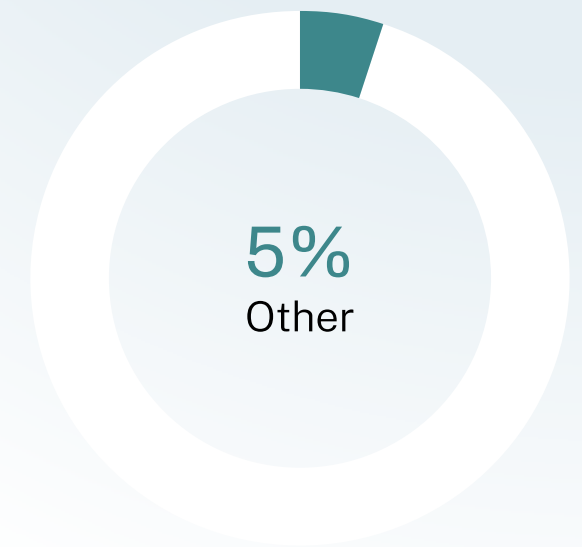
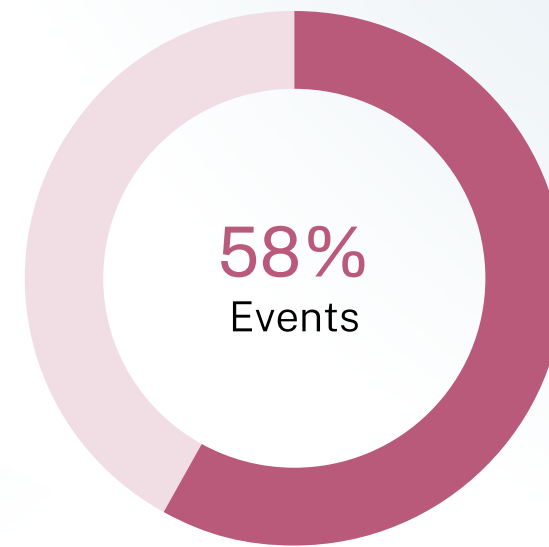
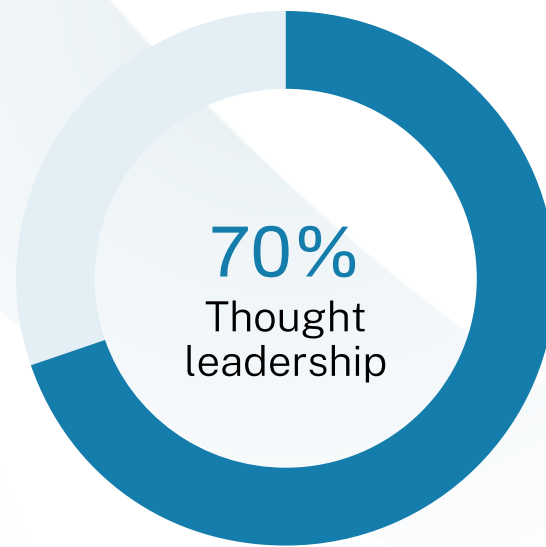
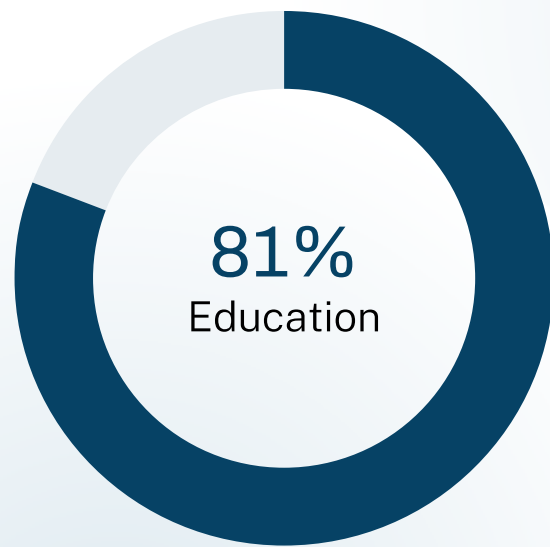




# Advisors Would Like Help Educating Their Clients

Advisors want resources to help educate their clients about private markets, close the knowledge gap, and increase clients' comfort level with private markets investing.

Q. What private markets tools and information would you find helpful in your practice?



# Hamilton Lane Provides a Wide Range of Educational Resources



Access unbiased educational information about global private market investing solutions and strategies through our [Knowledge Center](#)



[Videos](#), [insights](#), and [podcasts](#) with thought leaders offering their perspectives on private wealth investing.



# Thank You

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