



HAMILTON LANE

Florida Growth Fund



The Florida Technology and Growth Investment Initiative

- Senate Bill 2310
- Objective: to invest in “technology and growth investments businesses domiciled in the state of Florida”

\$250 million of the Florida Growth Fund will be managed by Hamilton Lane for a 3 year investment period. Investments will include:

- **Florida-based and/or focused private equity partnerships**
- **Direct co-investments in Florida-based companies**



Capital Deployment

- Target number of partnerships: 15-20
- Target commitment size: \$10-20 million

Portfolio Construction

- Focus on Venture Capital, Growth Equity and Small to Mid-Sized Buyouts
 - Technology (space, computer)
 - Aerospace and aviation
 - Renewable energy
 - Medical and Life Sciences
 - Businesses domiciled in Florida
 - Businesses that have demonstrable, material Florida operational presence
- Seek differentiated return streams
- Develop and maintain key general partner relationships

Corollary Benefits

- Job creation in Florida



Capital Deployment

- Target number of companies: 20-25
- Average investment size: \$5-15 million

Portfolio Construction

- **What is a “Florida Company?”**
 - A company headquartered in, or conducting a significant portion of its respective business in Florida

Deal Sourcing

- Hamilton Lane will use several avenues for sourcing potential co-investments in Florida companies for the Fund
 - Active outreach program
 - Contact all SBA partners about co-investment component
 - Website
 - Conference participation
 - Leverage Hamilton Lane’s national Private Equity network
 - Active calling program with all Florida general partners and sponsors



- The Fund will leverage Hamilton Lane’s full complement of resources, with the core team working locally in Florida and through the main office in Bala Cynwyd.



Outreach Program

- Meetings with general partners, lawyers, accountants, M&A consultants and other professionals familiar with businesses within the region (outreach to other state resources)
- Reaching out to appropriate government organizations
- Leveraging SBA's existing relationships
- Continue to be responsive with GPs

Florida Growth Fund Website

- Provide the broader investment community with information about the program
- Communication portal for the Fund's potential general partners and companies

Conference participation

- Attended the Florida Early Stage Venture Conference in Orlando
- Continue to focus on targeted geographic areas

Due Diligence Pipeline

- Several partnerships and co-investment opportunities in various stages of diligence