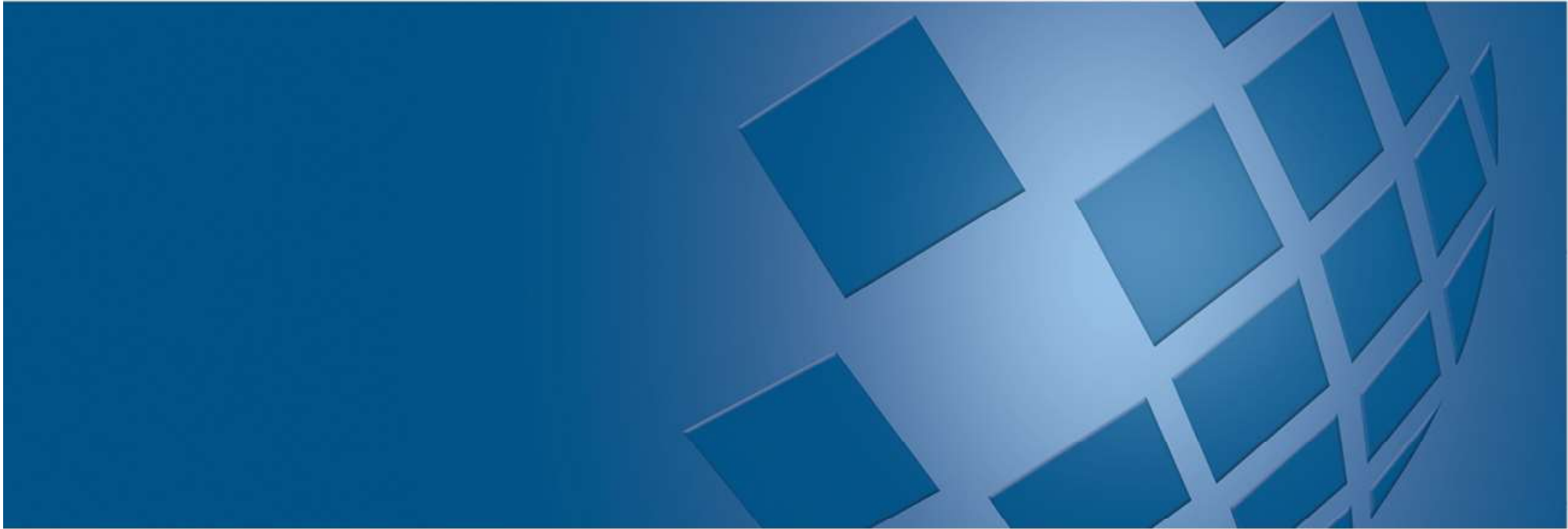




Hamilton Lane®



Santa Barbara County Employees' Retirement System

Second Quarter 2018 PE Performance Update

Agenda

- Q2 Private Equity Performance 1
- Deal Reviews 10
- Appendix 17

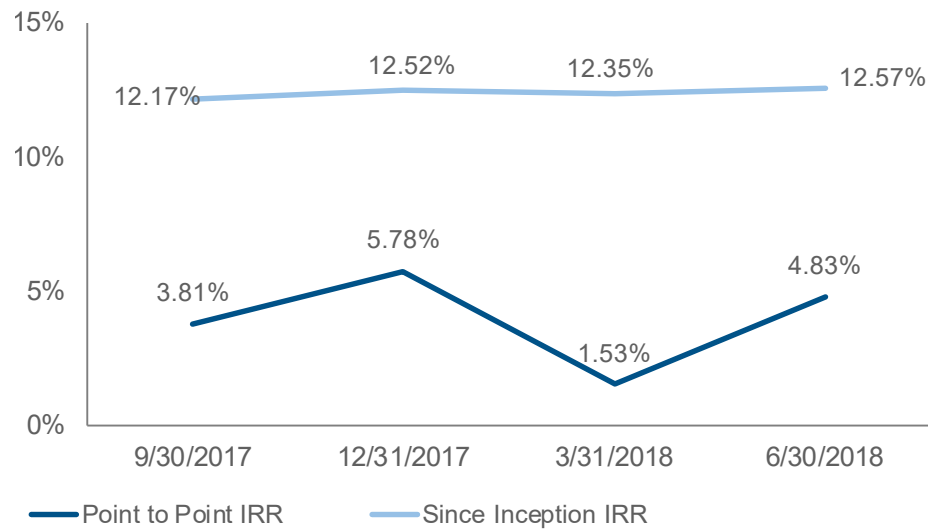


Q2 Private Equity Performance

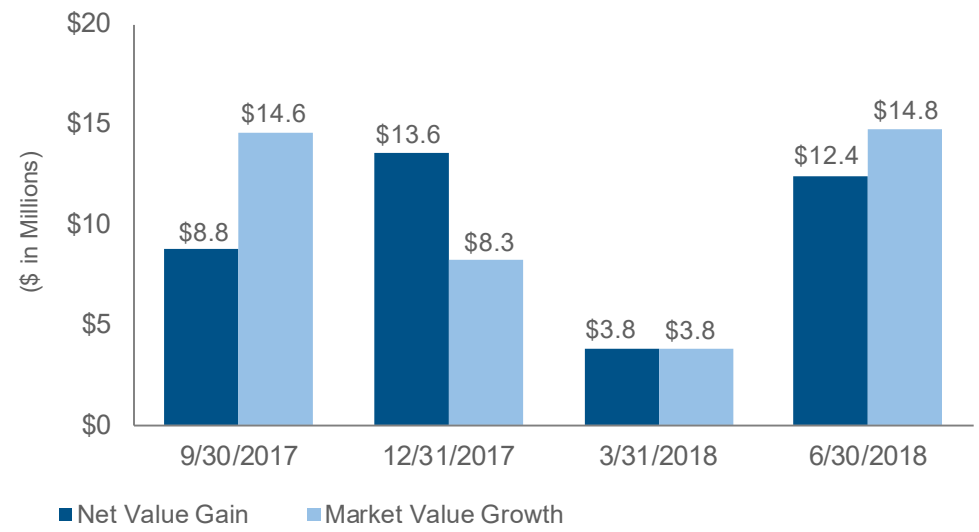
Performance and Value Creation

- Portfolio outperforms the Russell 3000 + 300 bps (designated benchmark) 50 bps since inception
- 16.89% point-to-point IRR for the one-year period, with four quarters of positive performance
- Total of \$38.6M in net value gains over the year; market value growth of \$41.6M

PE Portfolio Returns



PE Portfolio Value Created



SBCERS PE Portfolio Since-Inception Summary			
\$ in Million	3/31/2018	6/30/2018	Net Change
Active Partnerships	66	68	2
Active GP Relationships	30	30	-
Committed Capital	\$557.9	\$576.7	\$18.8
Unfunded Commitment	\$227.5	\$233.6	\$6.1
Paid-in Capital	\$407.2	\$421.9	\$14.7
Distributions	\$317.3	\$329.6	\$12.3
D/PI	78%	78%	-
Net Invested Capital	\$89.9	\$92.3	\$2.4
Market Value	\$253.5	\$268.3	\$14.8
Total Exposure	\$481.0	\$501.9	\$20.9
Average Age of Commitments	5.2 years	5.3 years	0.1 years

- Two new commitments in the second quarter to existing managers
- Since inception IRR improvement of 22 bps over the quarter
- Increase to net invested as partnerships are deploying capital and making investments
 - Portfolio is ~73% paid-in at 6/30/18

- 74% of partnerships in the Portfolio created net gains for the one-year period
 - Mid Buyout generated \$9.7M in net value

Portfolio Summary					
	Quarter Ending				Year Ended
\$ in Million	9/30/2017	12/31/2017	3/31/2018	6/30/2018	6/30/2018
Beginning Market Value	\$226.6	\$241.3	\$249.6	\$253.5	\$226.6
Paid-in Capital	14.9	18.1	11.9	14.7	59.5
Distributions	(9.0)	(23.4)	(11.8)	(12.3)	(56.5)
Net Value Change	8.8	13.6	3.8	12.4	38.6
Ending Market Value	\$241.3	\$249.6	\$253.5	\$268.3	\$268.3
Unfunded Commitments	\$213.9	\$216.3	\$227.5	\$233.6	\$233.6
Total Exposure	\$455.2	\$465.9	\$481.0	\$501.9	\$501.9
Point-to-Point IRR	3.81%	5.78%	1.53%	4.83%	16.89%
Since Inception IRR	12.17%	12.52%	12.35%	12.57%	12.57%

Top Five Drivers for the Quarter Ending June 30, 2018						
Investment Name	Investment Strategy	Vintage Year	Net Value Change (\$M)	Point to Point IRR	Since Inception IRR	Total Value Multiple
Blackstone Energy Partners, L.P.	Mid Buyout	2011	\$1.5	15.90%	15.11%	1.54x
CVC European Equity Partners V, L.P.	Mega Buyout	2008	1.1	32.75%	16.41%	1.93x
Gridiron Capital Fund III, L.P.	Small Buyout	2015	1.0	18.86%	26.87%	1.56x
Platinum Equity Capital Partners IV, L.P.	Large Buyout	2016	1.0	22.36%	35.37%	1.20x
Kelso Investment Associates IX, L.P.	Mid Buyout	2016	1.0	7.27%	34.68%	1.46x
Subtotal			\$5.6	15.50%	18.35%	1.57x

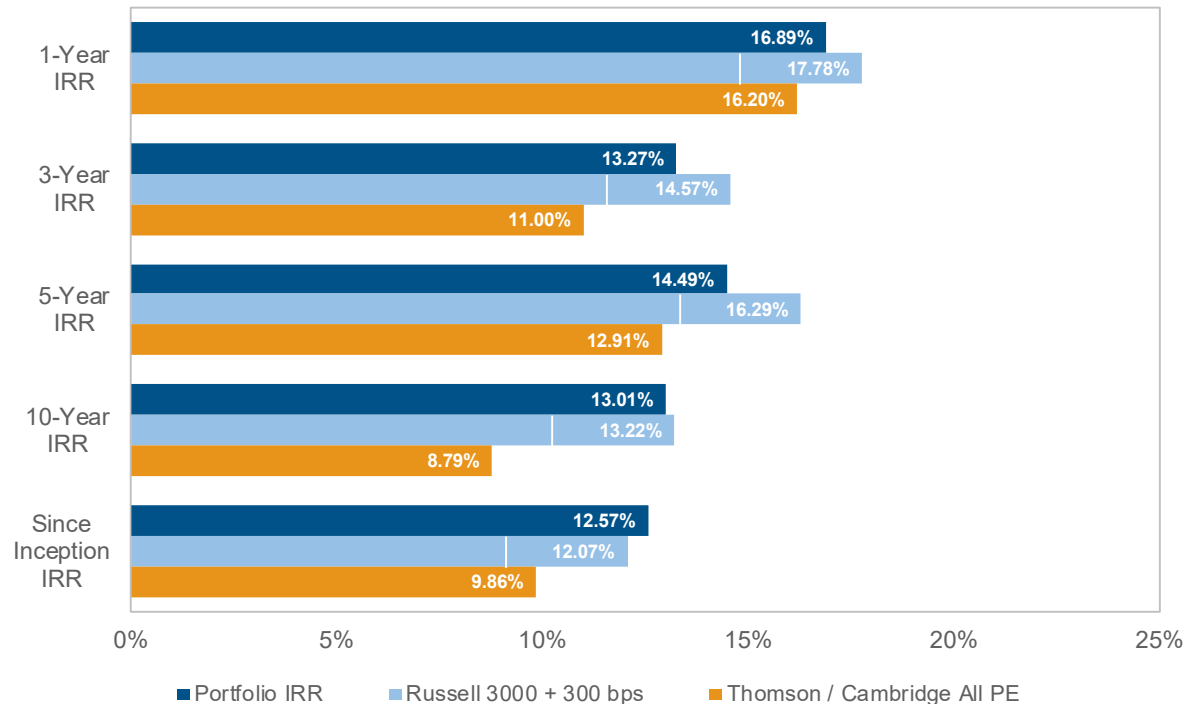
- Top positive drivers diversified among buyout strategies
 - Blackstone Energy and CVC V driven by realization activity and underlying investment appreciation
- The top five partnerships accounted for 45% of positive net value gain during the quarter

Bottom Five Drivers for the Quarter Ending June 30, 2018						
Investment Name	Investment Strategy	Vintage Year	Net Value Change (\$M)	Point to Point IRR	Since Inception IRR	Total Value Multiple
Providence Equity Partners VI, L.P.	Mega Buyout	2007	(\$0.4)	(9.66%)	5.66%	1.33x
First Reserve Fund XII, L.P.	Mega Buyout	2008	(0.3)	(14.27%)	(9.24%)	0.68x
Ascribe Opportunities Fund II, L.P.	Distressed Debt	2010	(0.3)	(5.53%)	7.82%	1.14x
American Securities Partners VII, L.P.	Large Buyout	2016	(0.3)	(4.92%)	8.21%	1.09x
Gilde Buyout Fund IV L.P.	Small Buyout	2011	(0.2)	(5.54%)	9.33%	1.43x
Subtotal			(\$1.5)	(7.07%)	3.40%	1.11x

- Providence affected by underlying investments with operational concerns and currency volatility
- The bottom five partnerships accounted for 66% of net value decline in the second quarter

IRR Performance

As of June 30, 2018



Since inception date is 6/22/2006

Note: Thomson / Cambridge all PE benchmark calculating pooled horizon returns

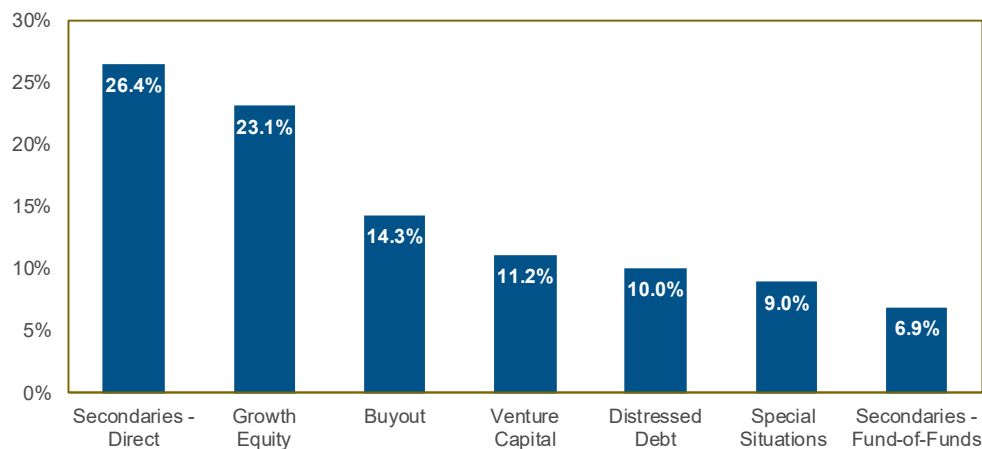
Excluding Lexington, Portfolio outperforms the public benchmark by 169 bps and All PE benchmark by 390 bps

- Portfolio outperformed designated public benchmark by 50 bps and all PE benchmark by 271 bps since inception
- Portfolio outperformed all PE benchmark across all time periods by an aggregate average of 229 bps

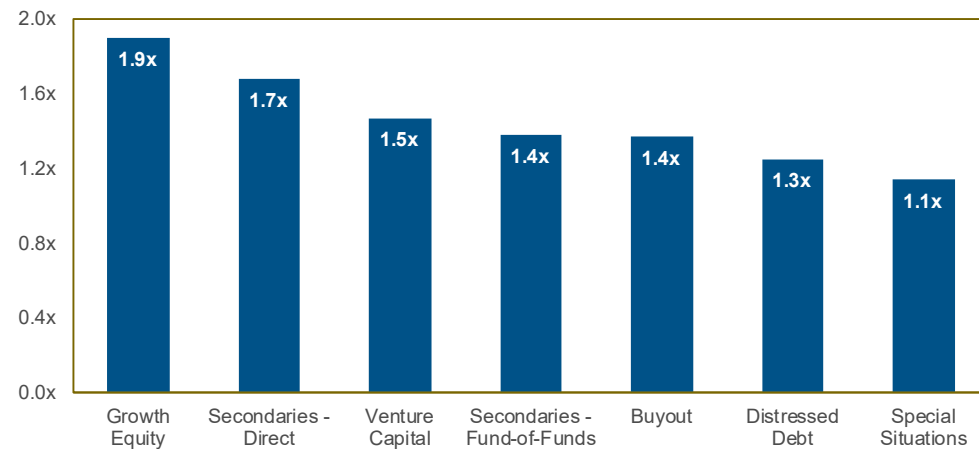
As of June 30, 2018

Strategy	Capital Committed	Unfunded Commitments	Paid-In Capital	Percentage Contributed	Capital Distributed	Percentage Distributed	Reported Market Value	As a % of Total Exposure	TVM	IRR
Secondaries - Direct	\$10,079,120	\$554,059	\$9,758,665	96.8%	\$14,030,711	143.8%	\$2,401,642	0.6%	1.7x	26.4%
Growth Equity	36,000,000	22,451,690	13,548,432	37.6%	9,752,499	72.0%	15,963,761	7.7%	1.9x	23.1%
Buyout	360,714,797	148,375,947	244,480,324	67.8%	164,506,820	67.3%	190,826,924	67.6%	1.5x	14.3%
Mid Buyout	113,750,000	48,456,468	76,630,295	67.4%	55,496,543	72.4%	63,267,710	22.3%	1.6x	18.2%
Large Buyout	82,500,000	38,895,490	53,041,218	64.3%	27,701,937	52.2%	45,067,350	16.7%	1.4x	18.1%
Mega Buyout	115,119,765	42,027,212	82,073,411	71.3%	64,338,894	78.4%	55,775,290	19.5%	1.5x	12.0%
Small Buyout	49,345,032	18,996,777	32,735,400	66.3%	16,969,446	51.8%	26,716,574	9.1%	1.3x	10.0%
Venture Capital	43,350,000	15,768,692	27,580,051	63.6%	7,531,557	27.3%	33,105,810	9.7%	1.5x	11.2%
Distressed Debt	72,712,926	35,567,802	69,917,900	96.2%	76,464,900	109.4%	10,900,279	9.3%	1.3x	10.0%
Special Situations	23,865,714	10,387,921	24,760,464	103.7%	16,934,324	68.4%	11,399,673	4.3%	1.1x	9.0%
Secondaries - FoF	30,000,000	490,410	31,854,913	106.2%	40,375,203	126.7%	3,698,227	0.8%	1.4x	6.9%
Total	\$576,722,558	\$233,596,521	\$421,900,749	73.2%	\$329,596,014	78.1%	\$268,296,316	100.0%	1.4x	12.6%

Portfolio Performance - IRR



Portfolio Performance - TVM



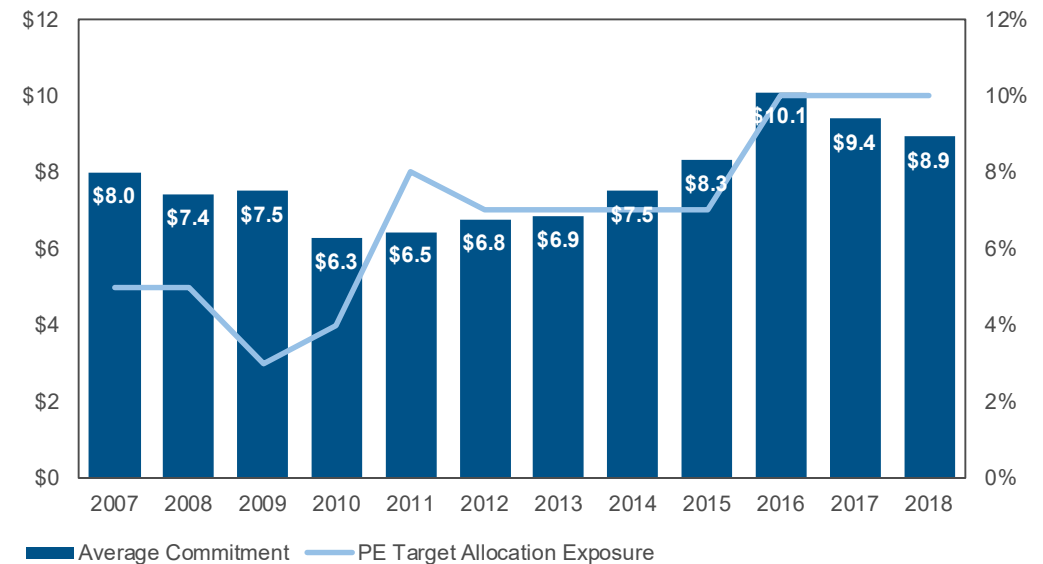
2018 Commitment Activity to Date				
Closing Date	Partnership	Investment Strategy	Geographic Focus	Commitment (\$M)
2018 Allocation				
2/23/2018	American Securities Partners VIII, L.P.*	Large Buyout	North America	\$10.0
3/16/2018	Kelso Investment Associates X, L.P.*	Mid Buyout	North America	\$10.0
5/15/2018	TPG Tech Adjacencies, L.P.*	Growth Equity	Global	\$10.0
6/12/2018	Platinum Equity Small Cap Fund, L.P.*	Mid Buyout	North America	\$9.8
8/31/2018	TCV X, L.P.*	Growth Equity	North America	\$10.0
9/24/2018	Thoma Bravo XIII, L.P.	Mega Buyout	North America	\$5.0
9/28/2018	Hellman & Friedman Capital Partners IX, L.P.*	Mega Buyout	North America	\$7.5
Total				\$62.3

* Represents existing relationship

- 2018 activity – seven commitments closed, totaling \$62.3M
- One new relationship added to the Portfolio (Thoma Bravo)

Average Commitment Size by Vintage Year*

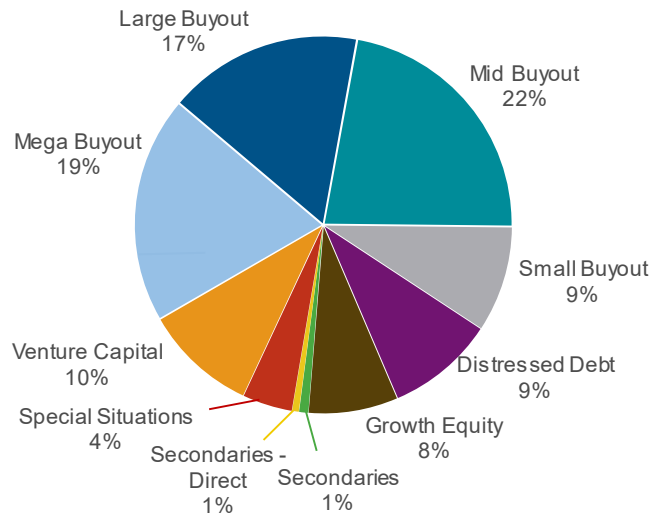
(\$ in Million)



*Program began with \$30 million secondary commitment in 2005 to Lexington Capital Partners VI, L.P.

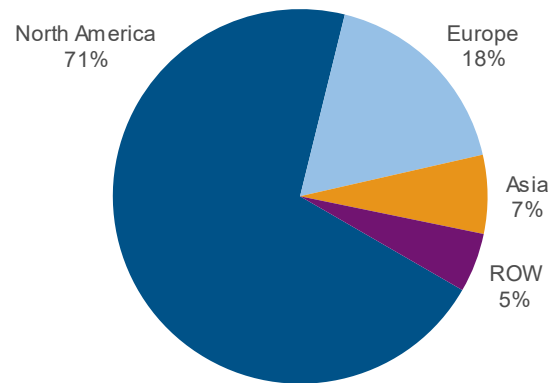
Strategic Diversification by Total Exposure

As of June 30, 2018



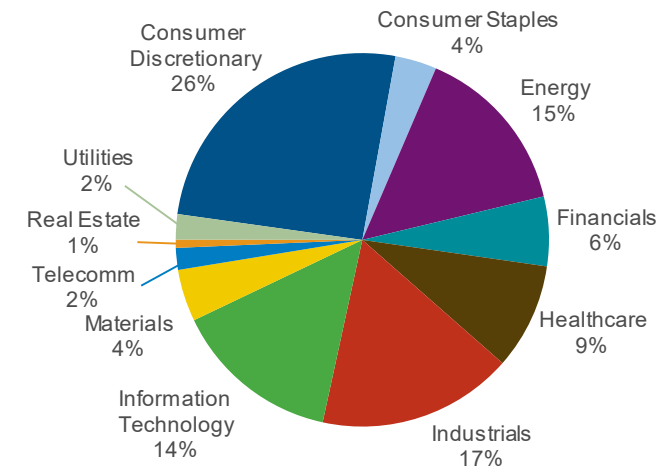
Underlying Investment Diversification* by Geography

As of June 30, 2018



Underlying Investment Diversification* by Industry

As of June 30, 2018



- Strategy – Growth Equity increased by 3% over the year due to commitment activity and performance
- Geography – No change year-over-year, recent commitment activity weighted towards North America
- Industry – Expect to see growth in Information Technology due to recent commitments (TPG Tech, TCV, Thoma Bravo)

*The above data is excluding the Fund of Funds of Lexington VI, HL Venture Capital Fund (Series 2010, 2011, 2014, 2015, 2016, and 2017)

What Hamilton Lane See's in a Year¹**833**Opportunities
Reviewed**279**

GP Meetings

60Investments
Approved**357**LP Consent
Requests**60,000+²**Transactions
ProcessedWhat Hamilton Lane Did for SBCERS in a Year²**27**

GP Meetings

7New Deals
Closed**20**Amendments
Reviewed**300+**Transactions
Processed**12**Bank
Reconciliations¹ 2017 activity, except where noted² Transactions and amendment numbers are through November 2018



Deal Reviews

Hellman & Friedman Capital Partners IX, L.P.

TCV X, L.P.

Thoma Bravo Fund XIII, L.P.

Fund Information	
General Partner:	Hellman & Friedman LLC
Fund:	Hellman & Friedman Capital Partners IX, L.P.
Firm Inception:	1984
Fund Size:	\$15.0 billion
Strategy:	Mega Buyout
Geography:	Primarily United States and Europe
Team:	50 investment professionals and 7 operating professionals
Senior Partners:	Philip Hammar skjold, Patrick Healy, David Tunnell and Allen Thorpe
Location	San Francisco, London and New York
Industries:	Diversified
Equity Investments:	\$500 million to \$3 billion

Approach:

- Targets companies with sustainable competitive positions and strong economic profiles, positioning portfolio companies to pursue growth initiatives and increase market share
- Targets control positions and seeks to partner with quality management teams to develop value creation plans, including initiatives such as improved operational efficiency, revamped go-to-market strategy and optimized pricing structures
- Invest primarily in North America and opportunistically in Europe; H&F will not invest more than 40% of aggregate commitments in portfolio companies headquartered outside of the U.S. or Canada
- H&F benefits from its reputation and historical track record with businesses to access deals at fair multiples on a direct basis and remain competitive in auction processes

Hellman & Friedman LLC - Prior Investment Performance as of 12/31/2017								
(Smm) Fund	Vintage	Fund Size	Capital Drawn	Capital Distributed	NAV	DPI	TVPI	Net IRR
Fund V	2004	\$3,500	\$2,997.1	\$7,965.2	\$44.9	2.7x	2.7x	27.8%
Fund VI	2007	8,419	7,801.4	12,732.1	1,973.6	1.6x	1.9x	13.3%
Fund VII	2011	8,921	8,095.8	6,638.9	11,402.7	0.8x	2.2x	24.5%
Fund VIII	2016	11,051	5,053.2	712.1	5,152.4	0.1x	1.2x	52.1%
Total			\$23,947.5	\$28,048.3	\$18,573.5	1.2x	1.9x	19.7%

Key Features:

- Experienced, well-tenured investment team with specialization across multiple sectors
- H&F has generated top-quartile or near top-quartile net returns across Funds V through VIII
- Generated attractive returns on a gross IRR and gross multiple basis across macroeconomic environments, including attractive realized performance

On behalf of SBCERS', Hamilton Lane approved a \$7.5 million commitment to Hellman & Friedman Capital Partners IX, L.P.

Fund Information	
General Partner:	Technology Crossover Ventures
Fund:	TCV X, L.P.
Firm Inception:	1995
Fund Size:	\$2.5 billion
Strategy:	Growth Equity
Geography:	North America and Europe
Team:	28 investment professionals
Senior Partners:	Jay Hoag, Jake Reynolds, David Yuan, Kapil Venkatachalam, Woody Marshall, Tim McAdam, Ted Coons and John Doran
Location	Menlo Park, New York, London
Industries:	Technology
Equity Investments:	\$75 million to \$150 million

Approach:

- Consistent focus on the technology sector in niche regions, leading to a competitive advantage
- Seeks to be an active, value-add investor and typically requires significant board representation in order to influence strategic decision-making and assist with value creation initiatives
- Primarily target investments within the United States, with a notable underexposure to Silicon Valley
- Target investments with average enterprise value of \$250 million to \$1 billion

Technology Crossover Ventures - Prior Investment Performance as of 12/31/2017								
(Smm) Fund	Vintage	Fund Size	Capital Drawn	Capital Distributed	NAV	DPI	TVPI	Net IRR
Fund V	2004	\$917	\$883.4	\$1,300.0	\$287.6	1.5x	1.8x	10.4%
Fund VI	2006	1,411	1,383.8	1,951.8	325.8	1.4x	1.6x	13.5%
Fund VII	2008	3,018	2,937.4	4,986.6	2,678.7	1.7x	2.6x	23.4%
Fund VIII	2014	2,231	1,776.7	131.1	2,338.7	0.1x	1.4x	16.8%
Fund IX	2016	2,500	504.4	0.0	493.9	0.0x	1.0x	(5.4%)
Total			\$7,485.8	\$8,369.5	\$6,124.8	1.1x	1.9x	17.1%

Key Features:

- Long history as an active investor in technology and benefits from its established reputation and industry relationships in gaining access to deals and securing investment opportunities
- Experienced, well-tenured investment team with sector and sub-sector specialization with an average of 20 years of relevant experience
- Generated attractive gross returns in prior funds and produced an attractive dispersion of returns, with only 10% of capital invested in deals realized below cost

On behalf of SBCERS', Hamilton Lane approved a \$10.0 million commitment to TCV X, L.P.

Fund Information	
General Partner:	Thoma Bravo, LLC
Fund:	Thoma Bravo Fund XIII, L.P.
Firm Inception:	1998
Fund Size:	\$9.0 billion
Strategy:	Large Buyout
Geography:	United States
Team:	37 investment professionals
Senior Partners:	Orland Bravo, Carl Thoma, Lee Mitchell, Scott Crabill, Seth Boro and Holden Spaht
Location	San Francisco and Chicago
Industries:	Software and technology-enabled services
Equity Investments:	\$500 million to \$1.5 billion

Approach:

- Targets software and tech-enabled services sectors, primarily within the infrastructure software and application software verticals
- Attractive deal flow and sourcing abilities driven by established brand and comprehensive network
- Continuous focus on proactive sourcing, using its network of longstanding industry relationships to pursue opportunities directly or via limited auctions
- Consistently implements repeatable value creation models to increase revenue organically, and further enhances top-line growth through add-ons

Thoms Bravo, LLC - Prior Investment Performance as of 12/31/2017								
(Smm) Fund	Vintage	Fund Size	Capital Drawn	Capital Distributed	NAV	DPI	TVPI	Net IRR
Fund IX	2008	\$823	\$772.5	\$2,782.8	\$116.6	3.6x	3.8x	44.2%
Fund X	2012	1,275	1,442.4	2,718.1	719.7	1.9x	2.4x	38.0%
SOFI	2013	418	446.2	520.4	360.2	1.2x	2.0x	32.7%
Fund XI	2014	3,662	3,583.1	750.3	4,902.0	0.2x	1.6x	21.0%
SOF II	2015	1,065	1,035.5	134.5	1,367.9	0.1x	1.5x	19.7%
Fund XII	2016	7,604	3,704.5	223.1	3,819.7	0.1x	1.1x	9.2%
Discover I	2016	1,074	626.3	0.0	748.7	0.0x	1.2x	15.7%
Total			\$11,610.5	\$7,129.3	\$12,034.7	0.6x	1.7x	32.0%

Key Features:

- Well-tenured investment team with software expertise and sub-sector focuses with an average of 24 years of industry experience
- Dedicated team of Operating Partners with functional expertise enable active value creation
- Generated attractive gross returns in prior funds and continue to manage a large unrealized portfolio expected to deliver additional value
- Produced an attractive dispersion of returns, with only 5% of capital invested in deals realized below cost

On behalf of SBCERS', Hamilton Lane approved a \$5.0 million commitment
to Thoma Bravo Fund XIII, L.P.



Appendix

Portfolio Summary

As of June 30, 2018

Investment Name	Vintage Year	Investment Strategy	Capital Committed	Paid-In Capital	Capital Distributed ¹	Reported Market Value	Net IRR ²	Net Multiple
Lexington Capital Partners VI, L.P.	2005	Secondaries	\$30,000,000	\$31,854,913	\$40,375,203	\$3,698,227	6.92%	1.38x
Kohlberg Investors VI, L.P.	2007	Mid Buyout	10,000,000	9,010,718	15,406,931	405,325	16.50%	1.75x
KPS Special Situations Fund III, L.P.	2007	Mid Buyout	10,000,000	9,789,742	16,131,621	2,911,888	23.04%	1.95x
Montreux Equity Partners IV, L.P.	2007	Venture Capital	5,000,000	4,976,866	2,741,697	4,441,222	6.20%	1.44x
Providence Equity Partners VI, L.P.	2007	Mega Buyout	10,000,000	11,467,250	11,888,230	3,418,340	5.66%	1.33x
Tennenbaum Opportunities Fund V, LLC	2007	Distressed Debt	5,000,000	5,000,000	5,593,395	1,704,840	5.77%	1.46x
Apollo Investment Fund VII, L.P.	2008	Mega Buyout	10,000,000	12,005,156	18,728,748	2,357,598	23.33%	1.76x
Avenue Europe Special Situations Fund, L.P.	2008	Distressed Debt	3,195,310	4,213,531	6,295,345	-	15.96%	1.49x
CVC European Equity Partners V, L.P.	2008	Mega Buyout	9,414,598	9,695,029	14,513,336	4,235,466	16.41%	1.93x
First Reserve Fund XII, L.P.	2008	Mega Buyout	10,000,000	11,121,524	5,667,344	1,910,310	(9.24%)	0.68x
TCV VII, L.P.	2008	Growth Equity	5,000,000	4,920,122	9,365,816	5,027,662	24.52%	2.93x
Energy Capital Partners II, L.P.	2009	Large Buyout	10,000,000	10,063,860	11,726,953	2,899,374	11.86%	1.45x
OHA Strategic Credit Fund IB, L.P.	2009	Distressed Debt	5,000,000	4,475,666	6,662,964	116,589	12.69%	1.51x
Apollo European Principal Finance Fund (Feeder), L.P.	2010	Distressed Debt	7,541,889	10,806,186	14,669,328	66,915	20.39%	1.36x
Ascribe Opportunities Fund II, L.P.	2010	Distressed Debt	10,000,000	26,123,456	25,462,933	4,188,215	7.82%	1.14x
Enhanced Equity Fund II, L.P.	2010	Small Buyout	5,000,000	4,827,766	2,429,400	252,689	(21.96%)	0.56x
Hamilton Lane Venture Capital Fund, L.P. (Series 2010)	2010	Venture Capital	3,850,000	3,826,164	2,267,032	4,615,507	14.08%	1.80x
Avenue Europe Special Situations Fund II, L.P. (Euro)	2011	Distressed Debt	6,975,727	6,979,963	6,509,028	1,411,978	3.48%	1.13x
Blackstone Energy Partners, L.P.	2011	Mid Buyout	10,000,000	11,248,695	6,221,883	11,123,120	15.11%	1.54x
Gilde Buyout Fund IV L.P.	2011	Small Buyout	4,345,032	4,447,661	2,948,045	3,398,328	9.33%	1.43x
Hamilton Lane Venture Capital Fund, L.P. (Series 2011)	2011	Venture Capital	5,000,000	4,916,034	1,753,130	7,523,868	15.05%	1.89x
Hellman and Friedman Capital Partners VII, L.P.	2011	Mega Buyout	10,000,000	9,511,181	9,178,897	13,599,498	24.78%	2.39x
TPG Growth II, L.P.	2011	Mid Buyout	5,000,000	5,230,994	3,652,878	6,413,595	19.63%	1.92x
Actis Global 4, L.P.	2012	Mid Buyout	7,500,000	6,817,187	1,197,811	6,896,000	6.96%	1.19x
Gridiron Capital Fund II, L.P.	2012	Small Buyout	10,000,000	10,312,211	7,922,936	7,943,657	13.47%	1.54x
Kohlberg Investors VII, L.P.	2012	Mid Buyout	7,500,000	7,419,802	4,090,774	6,532,226	15.22%	1.43x
Platinum Equity Capital Partners III, L.P.	2012	Large Buyout	7,500,000	6,862,707	6,952,426	5,516,190	44.84%	1.82x
Providence Equity Partners VII, L.P.	2012	Large Buyout	7,500,000	8,427,208	4,736,954	8,253,672	22.01%	1.54x
Secondary Investment SPV-1 L.P.	2012	Secondaries - Direct	1,996,865	1,846,654	2,636,077	474,683	31.37%	1.68x
Secondary Investment SPV-2 L.P.	2012	Secondaries - Direct	5,850,312	5,762,952	9,390,057	947,198	29.41%	1.79x
SSG Capital Partners II, L.P.	2012	Special Situations	6,365,714	10,883,442	9,778,489	3,102,465	8.34%	1.18x

¹ Capital distributed includes callable returns of capital, which will increase the unfunded commitment

² The IRR net of Hamilton Lane fee is 11.95%

The analysis was completed using available information provided by the general partner of each investment, unless otherwise noted. Cash flows are representative of SBCERS' actual cash paid and received. Market values reflect SBCERS' unrealized interest in each investment. The IRRs are representative SBCERS' return to date and not the IRR reported by the general partner.

As of June 30, 2018

Investment Name	Vintage Year	Investment Strategy	Capital Committed	Paid-In Capital	Capital Distributed ¹	Reported Market Value	Net IRR ²	Net Multiple
Apollo Investment Fund VIII, L.P.	2013	Mega Buyout	10,000,000	8,566,500	2,307,749	8,985,058	15.40%	1.32x
CVC Capital Partners VI, L.P.	2013	Mega Buyout	8,739,297	7,723,838	1,359,411	8,265,725	13.52%	1.25x
High Road Capital Partners II, L.P.	2013	Small Buyout	5,000,000	3,122,985	1,258,725	3,574,472	18.73%	1.55x
Secondary Investment SPV-4, L.P.	2013	Secondaries - Direct	2,231,943	2,149,059	2,004,577	979,761	12.61%	1.39x
Waterton Precious Metals Fund II Cayman, L.P.	2013	Small Buyout	5,000,000	3,097,098	1,017,510	3,056,715	11.03%	1.32x
Ascribe Opportunities Fund III, L.P.	2014	Distressed Debt	10,000,000	11,819,099	11,271,906	2,805,961	17.65%	1.19x
Energy Capital Partners III, L.P.	2014	Large Buyout	7,500,000	7,459,924	1,230,700	7,516,273	11.28%	1.17x
Hamilton Lane Venture Capital Fund, L.P. (Series 2014)	2014	Venture Capital	7,500,000	6,193,768	143,268	8,710,355	14.72%	1.43x
KPS Special Situations Fund IV, L.P.	2014	Large Buyout	10,000,000	4,232,981	1,908,631	3,446,756	23.53%	1.27x
SSG Capital Partners III, L.P.	2014	Special Situations	7,500,000	10,491,166	7,107,208	4,828,780	10.27%	1.14x
TCV VIII, L.P.	2014	Growth Equity	5,000,000	4,240,569	386,683	6,299,893	18.05%	1.58x
Blackstone Energy Partners II, L.P.	2015	Large Buyout	10,000,000	4,739,375	112,942	5,565,550	15.51%	1.20x
Gridiron Capital Fund III, L.P.	2015	Small Buyout	10,000,000	4,964,033	1,383,270	6,364,067	26.87%	1.56x
Hamilton Lane Venture Capital Fund, L.P. (Series 2015)	2015	Venture Capital	5,000,000	3,036,789	19,337	3,509,537	10.02%	1.16x
Kelso Investment Associates IX, L.P.	2015	Mid Buyout	15,000,000	10,537,708	737,406	14,682,649	34.68%	1.46x
Advent International GPE VIII-B, L.P.	2016	Mega Buyout	8,500,000	4,177,750	-	4,602,074	9.94%	1.10x
American Securities Partners VII, L.P.	2016	Large Buyout	10,000,000	5,636,717	141,648	6,027,119	8.21%	1.09x
Blackstone Capital Partners VII, L.P.	2016	Mega Buyout	10,000,000	2,590,908	158,786	2,880,881	18.52%	1.17x
Hamilton Lane Venture Capital Fund, L.P. (Series 2016)	2016	Venture Capital	10,000,000	3,459,809	607,093	3,239,054	11.97%	1.11x
Hellman & Friedman Capital Partners VIII, L.P.	2016	Mega Buyout	7,500,000	5,214,276	536,393	5,459,465	26.48%	1.15x
Platinum Equity Capital Partners IV, L.P.	2016	Large Buyout	10,000,000	5,618,445	891,683	5,842,416	35.37%	1.20x
Roark Capital Partners IV, L.P.	2016	Mid Buyout	10,000,000	8,130,009	137,358	8,832,405	7.87%	1.10x
Saw Mill Capital Partners II, L.P.	2016	Small Buyout	10,000,000	1,963,647	9,559	2,126,646	6.69%	1.09x
TCV IX, L.P.	2016	Growth Equity	10,000,000	3,324,000	-	3,649,041	13.74%	1.10x
CVC Capital Partners VII, L.P.	2017	Mega Buyout	10,965,870	-	-	97,532	N/A	N/A
Hamilton Lane Venture Capital Fund, L.P. (Series 2017)	2017	Venture Capital	7,000,000	1,170,621	-	1,066,267	(15.58%)	0.91x
Kohlberg Investors VIII, L.P.	2017	Mid Buyout	10,000,000	2,676,025	263,647	2,715,965	23.15%	1.11x
OHA Strategic Credit Fund II, L.P.	2017	Distressed Debt	10,000,000	500,000	-	605,781	21.16%	1.21x
SSG Capital Partners IV, L.P.	2017	Special Situations	10,000,000	3,385,856	48,627	3,468,428	8.00%	1.04x
The Rise Fund, L.P.	2017	Growth Equity	6,000,000	1,063,741	-	987,165	(15.02%)	0.93x

¹ Capital distributed includes callable returns of capital, which will increase the unfunded commitment

² The IRR net of Hamilton Lane fee is 11.95%

The analysis was completed using available information provided by the general partner of each investment, unless otherwise noted. Cash flows are representative of SBCERS' actual cash paid and received. Market values reflect SBCERS' unrealized interest in each investment. The IRRs are representative SBCERS' return to date and not the IRR reported by the general partner.

As of June 30, 2018

Investment Name	Vintage Year	Investment Strategy	Capital Committed	Paid-In Capital	Capital Distributed ¹	Reported Market Value	Net IRR ²	Net Multiple
TPG Growth IV, L.P.	2017	Mid Buyout	4,000,000	-	-	(79,022)	N/A	N/A
American Securities Partners VIII, L.P.	2018	Large Buyout	10,000,000	-	-	-	N/A	N/A
Apollo Investment Fund IX, L.P.	2018	Mega Buyout	10,000,000	-	-	(36,657)	N/A	N/A
Ascribe Opportunities Fund IV, L.P.	2018	Distressed Debt	15,000,000	-	-	-	N/A	N/A
Kelso Investment Associates X, L.P.	2018	Mid Buyout	10,000,000	-	-	-	N/A	N/A
Platinum Equity Small Cap Fund, L.P.	2018	Mid Buyout	9,750,000	421,200	-	362,678	N/A	0.86x
TPG Tech Adjacencies, L.P.	2018	Growth Equity	10,000,000	-	-	-	N/A	N/A
Total Portfolio³			\$576,722,558	\$421,900,749	\$329,596,014	\$268,296,316	12.57%	1.42x

¹ Capital distributed includes recallable returns of capital, which will increase the unfunded commitment

² The IRR net of Hamilton Lane fee is 11.95%

³ Total includes a \$5.0 million commitment to American Securities Partners VI, L.P.

The analysis was completed using available information provided by the general partner of each investment, unless otherwise noted. Cash flows are representative of SBCERS' actual cash paid and received. Market values reflect SBCERS' unrealized interest in each investment. The IRRs are representative SBCERS' return to date and not the IRR reported by the general partner.

Manager Monitoring

Santa Barbara County Employees' Retirement System - Manager Monitoring Private Equity Portfolio			
Fund Manager	Significant Events (Yes/No)	Last HL Meeting	Comments
Actis Capital LLP	No	September 2018	<ul style="list-style-type: none"> Torbjorn Caesar appointed to Senior Partner, was previously co-head of Energy; Paul Fletcher (Executive Chairman) will assume the role of Non-Executive Chairman Added Andrew Newington as COO—previously spent 13 years at BC Partners, as managing partner/co-head of their London office, and since leaving firm in 2013 has been based in Sydney, Aust. where he founded and ran West Heath Capital, a private advisory and investment office
Advent International	No	November 2018	<ul style="list-style-type: none"> N/A
American Securities Capital Partners	No	November 2018	<ul style="list-style-type: none"> Promoted David Bard and Mark Lovett to the Principal-level Expanded its investment team through the additions of one senior-level professional, one mid-level professional, and five junior professionals
Apollo Management	No	May 2018	<ul style="list-style-type: none"> An agreement Apollo struck in August to take control of a real-estate investment business from Nicholas Schorsch with roughly \$19 billion of assets did not go through
Avenue Capital Group	No	November 2018	<ul style="list-style-type: none"> N/A
Blackstone Group	No	November 2018	<ul style="list-style-type: none"> Formed a new team in Japan
CVC Capital Partners	No	November 2018	<ul style="list-style-type: none"> N/A
Energy Capital Partners	No	November 2018	<ul style="list-style-type: none"> In May 2018, Kevin Clayton joined the firm as Partner and leader of its Investor Relations Team
Enhanced Capital Partners, LLC	No	March 2018	<ul style="list-style-type: none"> Enhanced dismissed four partners because of poor investment decisions that occurred under inadequate supervision, restructured equity and compensation for the current team In 2017, the General Partner changed its name to Hark Capital, to better differentiate itself in the market place
First Reserve Corporation	No	November 2018	<ul style="list-style-type: none"> Promoted one VP and hired two new Associates Added a fifth senior Advisor
Gilde Buyout Partners	No	June 2018	<ul style="list-style-type: none"> Hired a new Head of IR and Co-Investments who will start in January of 2018 to replace Karl van de Paer, who passed away recently Hired Joost Heeremans on PEP (operational team) from McKinsey
Gridiron Capital	No	May 2018	<ul style="list-style-type: none"> Added Kallie Hapgood as Managing Director of Investor Relations and Sean Kelley as Principal of Business Development
Hellman & Friedman	No	May 2018	<ul style="list-style-type: none"> In January 2019, the General Partner plans to initiate its fifth leadership transition, as Philip Hammarskjold will become Executive Chairman and Patrick Healy will become sole CEO H&F began to facilitate this transition in January 2018 as it promoted Patrick Healy from Deputy CEO to Co-CEO alongside Philip Hammarskjold

*N/A represents no material update

Santa Barbara County Employees' Retirement System - Manager Monitoring Private Equity Portfolio			
Fund Manager	Significant Events (Yes/No)	Last HL Meeting	Comments
High Road Capital Partners	No	June 2018	<ul style="list-style-type: none"> Hired Marc Rosenberg as Associate in July 2017 Four people dedicated to deal sourcing
Kelso & Company	No	April 2018	<ul style="list-style-type: none"> Hired its second Operating Partner, Mike Letourneau, a vice President of Capital Markets, Michael Nichols and two Associates Portfolio Operations Support team has grown to four
Kohlberg Investors	No	November 2018	<ul style="list-style-type: none"> N/A
KPS	No	November 2018	<ul style="list-style-type: none"> Bruce Curley (Partner) departed and Evan Lepatner (Principal) left for another PE firm Promoted Kyle Mumford and Ryan Baker to partners
Lexington Advisors Inc.	No	April 2018	<ul style="list-style-type: none"> In April 2018, Charles Grant announced that he will depart from the firm in June 2018 and will be succeeded by Boston-based Partners Lee Tesconi and Mark Andrew
Montreux Equity Partners	No	April 2018	<ul style="list-style-type: none"> Mike Mayer joined in early 2016 as Senior Adviser Michael Matly, MD promoted to Managing Director in Jan 2016
Oak Hill Advisors, L.P.	No	May 2018	<ul style="list-style-type: none"> C.J. Foster and Nathaniel Furman were promoted to Managing Director, Adam Nankervis and Michael Rothbart were promoted to Principal
Platinum Equity Capital Partners	No	November 2018	<ul style="list-style-type: none"> N/A
Providence Equity Partners, Inc.	No	July 2018	<ul style="list-style-type: none"> Charlie Gottdiener left Providence to become the CEO of a technology and information services company
Roark Capital Group, Inc.	No	May 2018	<ul style="list-style-type: none"> Promoted Paul Ginsberg to President, Ezra Field and Erik Morris to Senior Managing Directors, Mike Thompson to Principal, Tommy D'Alessandro to Senior Associate, Ben Lee to Associate and Wes Lee to Senior Finance Manager Since the start of 2017, hired five professionals, including four Analysts and one administrative professional; Roark expects to recruit an additional five professionals
Saw Mill Capital	No	June 2018	<ul style="list-style-type: none"> Promoted Scott VandeKerkhoff to Principal and hired Brett Lancer as Vice President Scott Budoff departed from the General Partner to establish CommonView Capital; Mr. Krupinski replaced Mr. Budoff on the Investment Committee Research team is now three people, with the addition with Chris in 2016 Jason Mueller was a deal team leader but moved to head Research; looking to hire a junior research resource Hired Dan Greg in 2018

*N/A represents no material update

Santa Barbara County Employees' Retirement System - Manager Monitoring Private Equity Portfolio			
Fund Manager	Significant Events (Yes/No)	Last HL Meeting	Comments
SSG Capital Management	No	November 2017	<ul style="list-style-type: none"> Plans to hire a former Goldman Sachs professional focused on the South Korean market to improve its knowledge base within the region
Technology Crossover Ventures	No	March 2018	<ul style="list-style-type: none"> John Doran and Kail Venkatachalam were promoted to General Partner Amol Helkar was promoted to Principal Chris Degiere, head of the General Partner's data group, was promoted the Vice President General Partner John Rosenberg announced that he will be leaving the firm to pursue other opportunities; responsibilities of managing the firm's European office and other activities will be taken over by John Doran
Tennenbaum Capital Partners, LLC	No	April 2016	<ul style="list-style-type: none"> N/A
Texas Pacific Group	No	October 2018	<ul style="list-style-type: none"> Hired its first Chief Human Resources Officer, Anilu Vazquez-Ubarri
Waterton Global Resources	No	November 2018	<ul style="list-style-type: none"> N/A

*N/A represents no material update

Santa Barbara County Employees' Retirement System - Placement Agent Disclosures for 2018				
External Manager	Fund	Placement Agent(s) Disclosed	Placement Agent(s) Compensation	Material Violations?
American Securities Capital Partners	American Securities Partners VIII	N/A	N/A	No
Kelso Investment Associates	Kelso X	N/A	N/A	No
TPG*	TPG Tech Adjacencies	27 employees of TPG Funding LLC	Base salary and a discretionary bonus	No
Platinum Equity Capital Partners	Platinum Equity Small Cap Fund, L.P.	N/A	N/A	No
Technology Crossover Ventures	TCV X, L.P.	Nathan Sanders	Base salary and a discretionary bonus	No
Thoma Bravo, LLC	Thoma Bravo XIII, L.P.	N/A	N/A	No
Hellman & Friedman	Hellman & Friedman Capital Partners IX, L.P.	Susanna Daniels, Suzanne Kim Tomlinson, and Kristen Nelson	Base salary and a discretionary bonus	No

* Full list available upon request

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 the presentation and are subject to change. Past performance of any investments 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.

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.

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 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 (UK) Limited is a wholly-owned subsidiary of Hamilton Lane Advisors, L.L.C. Hamilton Lane (UK) Limited is authorized and regulated by the Financial Conduct Authority. In the UK 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 license under the Corporations Act 2001 in respect of the financial services by operation of ASIC Class Order 03/1100: US SEC regulated financial service providers. Hamilton Lane Advisors, L.L.C. is regulated by the SEC under US 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. You should consult your accounting, legal, tax, or other advisors about the matters discussed herein.