

Global Private Markets Firm's Strategic Growth in Hong Kong

Hamilton Lane has recently expanded its Hong Kong operation to enhance its service offerings and cater to the growing demand for private market investments in the region.

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Shannon Chow
Head of Greater China Client Solutions
Hamilton Lane



Attracted by Hong Kong's unique advantages for business operations and investment activities, Hamilton Lane has considered the city as a key market since opening its first Asian office here in 2009. Recently, the firm has further strengthened its presence in Asia by establishing its inaugural Hong Kong Limited Partnership Fund (HKLPF), leveraging the city's favourable tax regime and strategic position as a gateway to the Mainland market.

Founded in Philadelphia in 1991, Hamilton Lane is one of the largest private market investment firms globally. With a focus on delivering innovative investment solutions, the firm serves over 1,850 institutional and private wealth investors around the world. It boasts a strong global presence, with 21 offices spanning North America, Europe, Asia Pacific and the Middle East.

Broadening Business Horizons in Hong Kong

According to Shannon Chow, Head of Greater China Client Solutions of Hamilton Lane, the firm has expanded its business in Hong Kong to enhance local support for clients and manage investment activities across Asia. “This move not only strengthens our regional presence and enables us to tailor our services more effectively, but also marks

a significant milestone as we recently celebrated our 15-year anniversary in Hong Kong,” she stated.

“Hong Kong boasts a free economy, a robust legal system, and a cost-efficient operational environment. These factors, combined with its proximity to the Mainland market, create an ideal landscape for investment firms,” Chow added. “Our Hong Kong office currently focuses on asset management and client solutions. Our investment teams specialise in private equity, private credit fund investments, secondaries and direct equity investments across Asia.”

A Hub for Financial Services and Asset Management

Chow believes that the financial services and asset management sector in Hong Kong is robust and promising. “Hong Kong is a global hub for finance and investment. In particular, I see significant opportunities in wealth tech and digital assets. The growing interest in digital currencies and blockchain technology is transforming traditional investment landscapes, creating new avenues for asset management and wealth distribution. As more investors seek innovative solutions, we believe platforms that facilitate access to digital assets are likely to thrive.”

The Hong Kong government's active support also drives the development of the financial industry. “The city offers an attractive tax regime that benefits many companies, including ours,” Chow noted. “Additionally, InvestHK plays a crucial role in promoting family office businesses and diversified fund structures. It is instrumental in providing networking opportunities and connecting Hamilton Lane with key industry stakeholders and potential partners, further enhancing our growth in Hong Kong.”

Hamilton Lane

- Listed on Nasdaq, Hamilton Lane specialises in building flexible investment programmes that provide clients access to the full spectrum of private markets strategies, sectors and geographies
- As of 30 September 2024, the firm has over US\$947 billion in assets under management and supervision

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