

EVERCORE

Second Quarter 2021 Fact Sheet

Our Goal

To be the most respected global advisory and securities firm in the world and to be the firm of choice for clients, professionals and long-term investors

Company Description

- Founded in 1995 on the premise that clients would be best served by an investment banking firm free of conflicts and with a strong commitment to excellence, integrity and confidentiality
- #1 in Advisory Revenues Among Independent Firms in 2020 and #4 Among All Firms since 2018
- #1 independent research firm in the *Institutional Investor* All-America Equity Research Survey since 2014; #2 on a weighted basis among all firms
- Leader in raising capital for financial sponsors and growing in public capital markets
- Strong track record of revenue and profit growth with a record year in 2020 and future growth opportunities
- Success driven by client relationships, quality of team, thought leadership, transaction execution skills and breadth of capabilities
- Diversification across sectors, geographies and capabilities positions Evercore to perform in all market environments

Our Core Values

Client Focus: Invest in long-term relationships with our clients through independent, trusted, and innovative advice to help them achieve superior results

Integrity: Strictly adhere to the principle of doing the right thing at all times and in all circumstances

Excellence: Relentlessly strive to achieve the highest standards of quality

Respect: Treat all people with the utmost dignity, respect and appreciation

Diversity, Equity and Inclusion: Develop and sustain a strong culture of inclusion which embraces diversity and creates opportunity for all employees

Investment in People: Attract the most talented people and teach them to reach their highest potential through a deep commitment to career development

Partnership: Promote a culture which engages honest debate, yet demands collaboration and uncompromising teamwork

Investment Banking & Investment Management

Strategic Corporate Advisory

- M&A Advisory
- Strategic, Defense & Shareholder Advisory
- Special Committee Assignments
- Transaction Structuring
- Market Risk Management and Hedging

Financing, Capital Structure and Private Capital Advisory

- Public Capital Markets
 - IPOs, Follow-Ons, PIPEs, SPACs/CAPS, Convertibles, High Yield
- Restructuring & Liability Management
- Debt Advisory
- Private Placements
- Private Capital Advisory
- Private Funds Group

Institutional Equities

- Macro Research
- Fundamental Research
- Sales and Trading
- Corporate Access

Investment Management

- Wealth management and asset allocation advisory
- Clients include HNW individuals, foundations and endowments

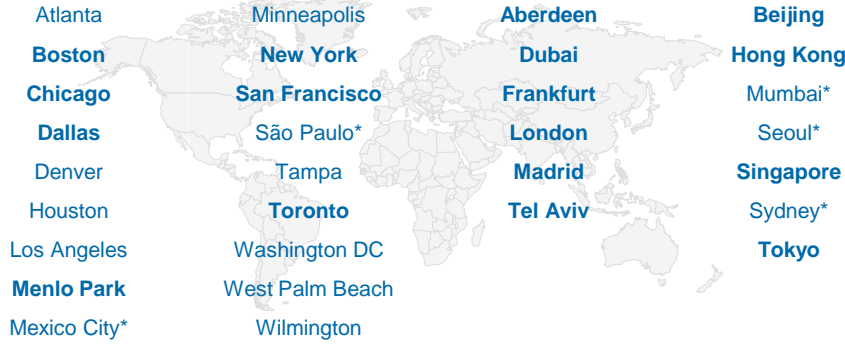
Awards & Recognition

- Selected as *Euromoney's* 2021 North American Best Bank for Advisory
- Received TMT M&A Financial Advisory Firm of the Year award in 2021 from *Mergermarket*
- Recognized in *The Deal's* 2020 Deals of the Year Awards, where Evercore was selected as TMT Investment Bank of the Year and three deals we advised on were selected as winners across four categories, including Deal of the Year
- Evercore ISI recognized as the top ranked independent research firm in 2020 for the 7th consecutive year by *Institutional Investor*
- Strong recognition in 2020 for Private Capital Advisory and Private Funds groups
 - PFG won five awards for its fundraising efforts across private equity, private debt and infrastructure from *PEI*, *PDI* and *Infrastructure Investor*
 - PCA won three awards across the Americas and Europe for its efforts in the secondaries industry from *PEI*
 - RECA recognized in *PERE Global* as Capital Advisory Firm of the Year in North America for the 2nd straight year
- Highly ranked by *Vault*, including #2 for Overall Ranking in Banking, #2 for Best Banking Firms for Diversity for Women, #3 for Internship for Employment Prospects and #3 for Best Banking Firms for Overall Diversity

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Worldwide Presence

- 50+ countries where clients are served
- 18 Advisory offices globally
- 11 countries with Evercore offices
- ~1,900 employees worldwide
- ~1,140 Advisory Bankers
- 109 Advisory SMDs globally



Notes: SMD count is shown as of July 28, 2021 and includes 2021 SMD promotions, committed new hires and known departures/transitions. Bold text denotes Advisory office. * denotes Evercore Affiliate and Strategic Alliance offices

Evercore Contacts

Investor Relations

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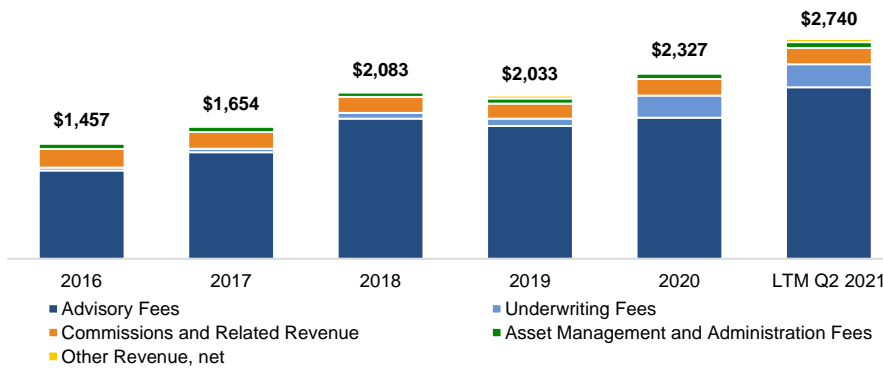
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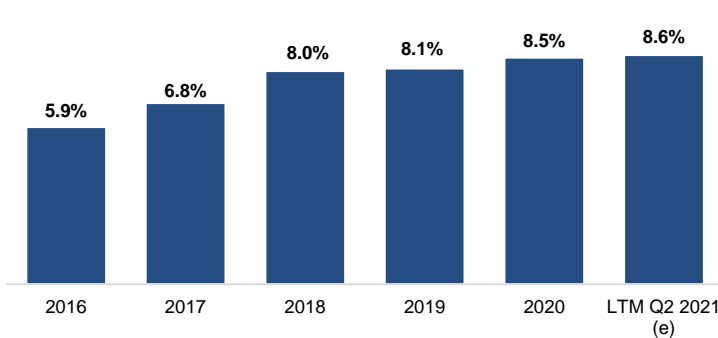
Adjusted Net Revenues Breakdown (\$ mm)



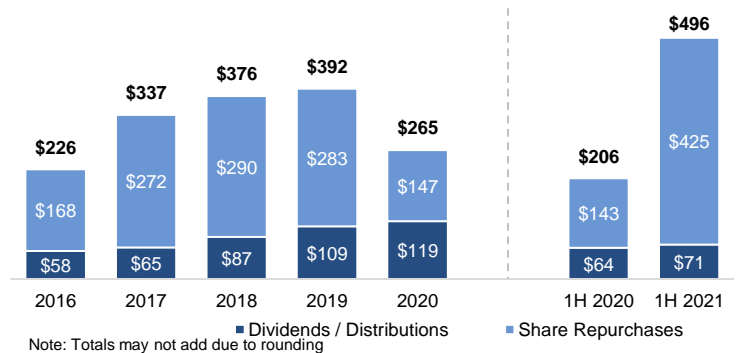
Why Evercore?

- Sustainable Differentiated Business Model
- Expanded Revenue Opportunities
- Strong Revenue and EPS Growth Opportunity
- Strong Cash Flow Generation
- Low Risk Business Model

Evercore Market Share Among All Firms^{1,2,3}



Capital Return⁴ (\$ mm)



Financial Results

	2018	2019	2020	LTM Q2 2021
Adjusted Net Revenues (\$ mm)	\$2,083	\$2,033	\$2,327	\$2,740
Adjusted Operating Margin	28.4%	24.5%	27.5%	31.6%
Diluted Earnings per Share	\$9.01	\$7.70	\$9.62	\$13.24
Dividends per Share	\$1.90	\$2.24	\$2.35	\$2.48

Total Return⁵ (as of 6/30/21)

	One Year	Three Years	Five Years
EVR	+145%	+45%	+259%
S&P 500	+41%	+67%	+125%
S&P Financials	+62%	+48%	+120%
Peer Average ⁶	+64%	+20%	+188%

(1) Total fee pool among all firms includes all Advisory revenues from BAC, C, CS, DB, EVR, GHL, GS, HLI, JPM, LAZ, MC, MS, PIPR, PJT, PWP, ROTH and UBS. (2) Projected LTM Q2 2021 Advisory market share is based on reported quarterly results for all firms except PWP (whose Q2 2021 Advisory revenues are based on analyst estimates) and ROTH (whose Q2 2021 estimated Advisory revenues are based on historical averages, and ROTH management commentary in the Q1 2021 earnings release in May 2021). (3) EVR's Advisory market share uses EVR Advisory revenues presented on a gross basis as described in the Q2 2021 earnings release. (4) Includes dividends to Class A shareholders and equivalent amounts distributed to holders of LP units, and excludes consideration received, net of tax, from the sale of the ETC Institutional Trust and Independent Fiduciary business in FY 2017. (5) Assumes dividends are reinvested. Past performance is no guarantee of future results. (6) Equal weighted index methodology. Peer average includes GHL, HLI, LAZ, MC and PJT.
[Click Here for GAAP to Adjusted Reconciliation](#)