

EVERCORE

Q3 2023 Fact Sheet

Our Goal

To be the most respected and trusted independent investment bank in the world

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 2022 and #4 Among All Firms since 2018
- #1 independent research firm in the Institutional Investor All-America Equity Research Survey since 2014; #1 on a weighted basis among all firms
- Strong track record of revenue and profit growth with a record year in 2021 and second best year in 2022, with 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

Company Segments

Investment Banking & Equities

Investment Banking

- **Strategic Advisory**
 - *Mergers and Acquisitions*
 - *Strategic, Defense and Shareholder Advisory*
 - *Special Committee Assignments*
 - *Transaction Structuring*
 - *Restructuring*
- **Private Capital Markets and Debt Advisory**
- **Private Capital Advisory and Fundraising**
- **Equity Capital Markets**

Equities

- *Research* ■ *Trading*
- *Sales* ■ *Corporate Access*

Investment Management

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

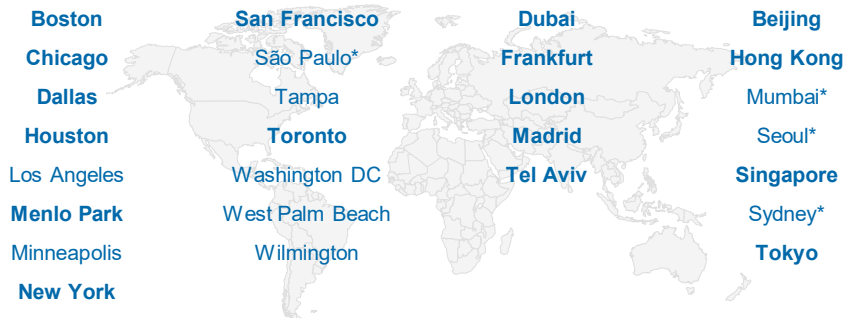
Awards & Recognition

- Our Private Capital Advisory team and Private Funds Group received three "Secondaries Advisor of the Year" and three "Placement Agent of the Year" awards, respectively, in Q1 2023 from *Private Equity International*
- Selected as "#2 in Investment Banking", "#2 Internship", and "Top 5 Diversity", from *Vault* in Q1 2023
- In 2022, awarded "M&A Deal of the Year" from *The Global M&A Network "Atlas Awards"* for Canadian Pacific Railway's acquisition of Kansas City Southern

Q3 2023 Fact Sheet (Cont'd)

Worldwide Presence

- 50+ countries where clients are served
- ~2,230 employees worldwide
- 17 Advisory offices globally
- ~1,365 Advisory Bankers
- 11 countries with Evercore offices
- 137 Advisory SMDs globally



Notes: SMD count is shown as of 9/30/2023 and includes committed new hires, and known departures/transitions
Bold text denotes Advisory office. * denotes Evercore Affiliate and Strategic Alliance offices

Evercore Contacts

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Why Evercore?

Sustainable Differentiated Business Model

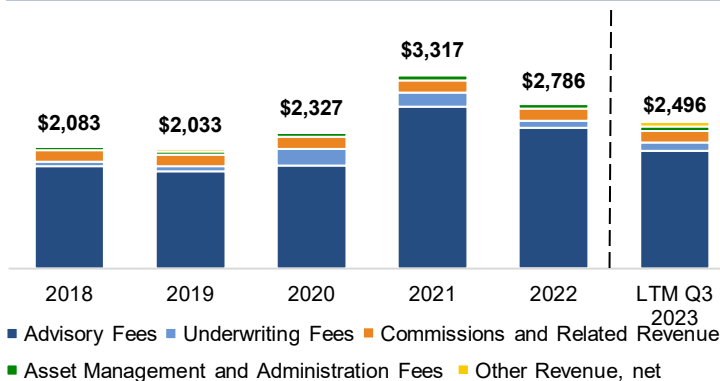
Expanded Revenue Opportunities

Strong Revenue and EPS Growth Opportunity

Strong Cash Flow Generation

Low Risk Business Model

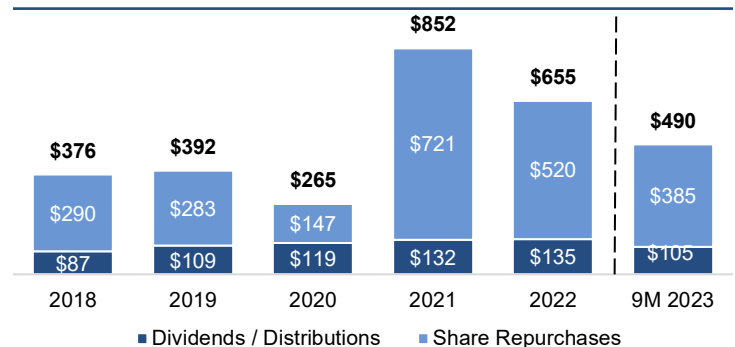
Adjusted Net Revenues Breakdown (\$ mm)



Adjusted Financial Results

	2020	2021	2022	LTM Q3 2023
Net Revenues (\$ mm)	\$2,327	\$3,317	\$2,786	\$2,496
Operating Margin	27.5%	34.3%	25.9%	19.2%
Diluted Earnings per Share	\$9.62	\$17.50	\$12.01	\$7.92
Dividends per Share ²	\$2.35	\$2.65	\$2.84	\$2.96

Capital Return¹ (\$ mm)



Note: Totals may not add due to rounding

Total Return³ (as of 9/30/23)

	Three Years	Five Years	Ten Years
EVR	+126%	+56%	+253%
Peer Average ⁴	+50%	+40%	+178%
S&P 500	+34%	+60%	+208%
S&P Financials	+46%	+34%	+152%

- Includes dividends to Class A shareholders and equivalent amounts distributed to holders of LP units. Share repurchases include net settlement
- Dividends per Share represents dividends declared and paid
- Assumes dividends are reinvested. Past performance is no guarantee of future results.
- Equal weighted index methodology. Peer average includes GHL, HLI, LAZ, MC and PJT

[Click Here for GAAP to Adjusted Reconciliation](#)