

EVERCORE

FY 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
- Liability Management & Restructuring
- Capital Markets Advisory
- Private Capital Advisory & Fundraising

Equities

- Research
- Sales & Trading
- Corporate Access & Conferences

Wealth Management

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

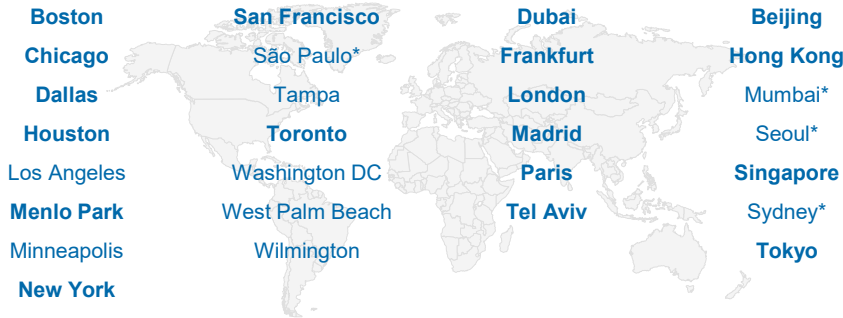
Awards & Recognition

- Named #1 best banking firm for Diversity for Women, Overall Diversity, and Formal Training by *Vault*
 - Ranked #2 for the Top 25 Banking Employers
- 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

FY 2023 Fact Sheet (Cont'd)

Worldwide Presence

- 50+ countries where clients are served
- ~2,195 employees worldwide
- 18 Advisory offices globally
- ~1,345 Advisory Bankers
- 12 countries with Evercore offices
- 136 Advisory SMDs globally



Notes: SMD count is shown as of 12/31/2023 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

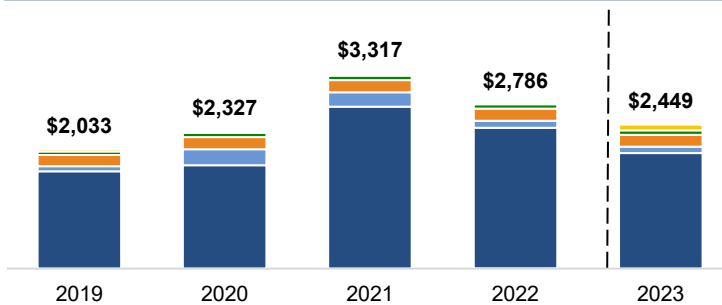
Expanded Revenue Opportunities

Strong Revenue and EPS Growth Opportunity

Strong Cash Flow Generation

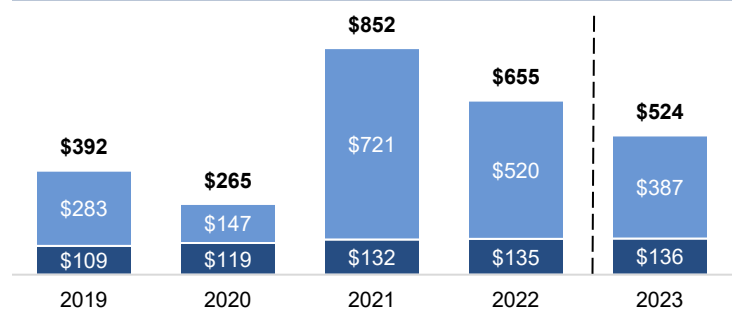
Low Risk Business Model

Adjusted Net Revenues Breakdown (\$ mm)



- Advisory Fees
- Underwriting Fees
- Commissions and Related Revenue
- Asset Management and Administration Fees
- Other Revenue, net

Capital Return¹ (\$ mm)



- Dividends / Distributions
- Share Repurchases

Note: Totals may not add due to rounding

Adjusted Financial Results

| | 2020 | 2021 | 2022 | 2023 |
|----------------------------------|---------|---------|---------|---------|
| Net Revenues (\$ mm) | \$2,327 | \$3,317 | \$2,786 | \$2,449 |
| Operating Margin | 27.5% | 34.3% | 25.9% | 15.7% |
| Diluted Earnings per Share | \$9.62 | \$17.50 | \$12.01 | \$6.46 |
| Dividends per Share ² | \$2.35 | \$2.65 | \$2.84 | \$3.00 |

Total Return³ (as of 12/31/23)

| | Three Years | Five Years | Ten Years |
|---------------------------|-------------|------------|-----------|
| EVR | +67% | +172% | +261% |
| Peer Average ⁴ | +39% | +154% | +287% |
| S&P 500 | +33% | +107% | +211% |
| S&P Financials | +35% | +76% | +160% |

1. Includes dividends to Class A shareholders and equivalent amounts distributed to holders of LP units. Share repurchases include net settlement
 2. Dividends per Share represents dividends declared and paid
 3. Assumes dividends are reinvested. Past performance is no guarantee of future results.
 4. Equal weighted index methodology. Peer average includes HLI, LAZ, MC, PJT, and PWP
[Click Here for GAAP to Adjusted Reconciliation](#)