
Dear Fellow Shareholders:

As we write this letter, the world is facing challenges that are unprecedented in scope and consequence. Both the health and safety of much of the population and the global economy are threatened, driving rapid and significant changes in how we live and work. As the U.S. and the world economy are about to go through a period of significant dislocation, governments and central banks around the world have responded quickly with much needed monetary and fiscal support. These interventions, however, will not forestall a period of significant economic weakness and market disruption and we will not see meaningful recovery until the pandemic is substantially manageable and the safety of people globally can be assured.

At Evercore, our priorities are simple and grounded in our Core Values. We are committed to the health and safety of our people and their families. We are focused on the needs of our clients, both addressing their immediate challenges and helping them prepare for the future opportunities that will emerge. We are contributing to the communities in which we live and work. And we are focused on our shareholders and other stakeholders, positioning our business for continued long-term success. We are proud, but not surprised, by the way our exceptional team is working hard to address the situation with purpose and conviction and is adapting to the current environment.

Our Core Values—Client Focus, Integrity, Excellence, Respect, Investment in People, and Partnership—have guided us since our inception in 1995. They are fundamental to our exceptional growth over the past 25 years. And they will guide us as we continue our journey to be the most respected independent investment banking advisory firm globally, competing with much larger firms in our business.

In this letter we recap some of our accomplishments in 2019, which was in most respects a good year. We do this not to dwell on the past, but rather to highlight the strength of our team and their commitment to our mission. It is this strength that will enable us to weather the current storm and continue our journey for the next 25 years and beyond.

THE YEAR IN REVIEW

2019 was a strategically significant year for Evercore as we strengthened our position in key sectors, additional capabilities and diverse markets for future growth. Our brand and our market position, both in Investment Banking and Investment Management, have never been stronger. We maintained our competitive positioning among our larger peers and were at the top of the M&A league tables for independent firms by a wide margin. And, our market share in Advisory again increased. Our equity research team continued to provide differentiated insights and retained their top independent firm ranking by *Institutional Investor*, and our wealth management team saw their greatest annual growth in assets under management and delivered strong financial returns for clients. We delivered the second best financial performance in our history, lagging only the exceptional returns delivered in 2018.

DELIVERING FOR OUR PEOPLE AND OUR COMMUNITIES

Our talented team is the foundation of our business. We are a team with deep industry knowledge and expertise across sectors and capabilities, and diverse perspectives and experiences that influence and shape our thinking and our advice. Through collaboration, we deliver insights and strategies that help our clients achieve their strategic objectives. We believe it is tautological that continuous investment in this talent—both promoting from within and selectively recruiting externally—is essential to our growth and success.

In 2019, we recruited seven Advisory Senior Managing Directors and added significantly at the Managing Director level, broadening the pool of talent that can be promoted in future years. We promoted seven Advisory Managing Directors to Senior Managing Director, with an additional seven promoted in early 2020. More than one-third of our 112 Advisory Senior Managing Directors have been internal promotes. We also promoted over 200 individuals at a variety of levels across the Firm. We are pleased with our progress in developing talent from within as this is fundamental to building a self-sustaining firm. At every level we believe that we have the right team in place, which will facilitate long-term growth in revenues and subsequent market share gains.

We are committed to creating the best possible work environment for our employees, to contributing significantly to the communities in which we work, and to enhancing the diversity of our teams, our leadership and our Board of Directors. To that end, in 2019 we deliberately focused on Environmental, Social and Governance initiatives and made strides in establishing and enhancing initiatives in each area.

As we adapt to emerging technologies and address the changing needs and expectations of our clients, we have been developing a strategy to make our space more energy efficient, create an improved waste management system, and have a significantly reduced carbon footprint. We have a strong Diversity and Inclusion initiative in place, and in 2019 announced our Global Diversity Council with four affinity groups—Women, Traditionally Underrepresented Minorities (TURM), Veterans and LGBTQ+. More than 300 employees signed up to join these groups and another 300 individuals signed up as supporters, or “allies.” As the senior leaders of the Firm, we are all proud to be allies with these groups as well. We are also encouraged by the awards received from *Vault*, including “#1 Best Banking Firm for Diversity of Women” and “#2 Best Banking Firm for Overall Diversity.” Our employees are our greatest asset and the physical and mental well-being of our team is critical to our success. Our EverWELL program provides on-site programs to encourage health and wellness, which is increasingly important as we all learn to navigate the current environment and our temporary new normal.

We continued to invest in our community service initiatives through Evercore Volunteers—helping our community partners address immediate needs, supporting education and improving public spaces. Each small action we take, when partnering with others in our communities, can make a big difference. We are gratified by our employees’ enthusiastic participation in this initiative.

DELIVERING FOR OUR CLIENTS

Client Focus is our first Core Value and that has not changed in 25 years. We seek to help our clients achieve superior results through scrupulously independent, strictly confidential and trustworthy long-term advice. We remain deeply committed to developing long-term, trusted relationships with our clients and providing sound advice so that they can achieve superior financial results in any market environment. We are more focused than ever on our clients, and we are proud of our broad and diversified platform that enables us to focus on their specific needs and advise them in critical situations. Never has that been more important or evident over the last few weeks as our clients’ needs have shifted dramatically as they deal with the pressures and implications of this global pandemic.

INVESTMENT BANKING

The environment for M&A was broadly constructive in 2019. We earned Adjusted Advisory revenues of \$1.65 billion, down 5% from 2018. Against a global backdrop in which the number of deals declined by 7% and transactions generally took longer to close, our Advisory revenues held up well. Among investment banks that disclose their advisory revenues, we once again have the fourth highest advisory revenues and our market share among such firms grew to 8.3% from 8.2%. Underwriting revenues for 2019 were nearly \$90 million, up 25% and another record for us.

Our position in the M&A league tables has never been stronger. Among independent firms, for the first time, we finished in first place both globally and in the U.S. for dollar volume of announced transactions. In fact, the dollar volume of our announced M&A transactions was more than the total dollar volume of the next three independent firms combined. For the dollar value of deals among all firms, we were sixth globally and fourth in the U.S.—our highest positioning ever. Despite the decline in market activity, we advised on a similar number of client transactions as in 2018, a testament to our strong relationships and client focus.

We have worked relentlessly over the last several years to build an Advisory platform with broad and diverse capabilities that can address our clients’ needs broadly in a rapidly evolving global market. We are proud of the many accomplishments across our Advisory platform. In 2019, our team advised on a large number of the most prominent M&A, spin-off, restructuring and activist assignments of the year. We advised on seven of the 10 largest global M&A transactions and all five of the five largest U.S. transactions. Evercore is a top independent advisor on separations and divestitures and we worked on the two largest spin-offs of all time in 2019. Our Debt Advisory and Restructuring teams also continue to

strengthen as they engage with companies looking to address their capital structure challenges. The team advised on some of the biggest and most complex financial restructurings of 2019, including eight of the 10 biggest bankruptcies by liabilities. Today, our platform has a broad array of debtor and creditor advisory services that can serve our clients both in court, and more frequently, out of court. Demand for our Activism capabilities remains strong, and we are currently advising companies representing approximately \$1 trillion in market value in activism-related defense. We are pleased to have advised on the most notable activism and raid defenses in 2019, including seven of the 12 largest global defenses during the year. And we continue to advise clients on how to connect and engage with their shareholders to better understand what matters most to them. Our Capital Advisory team had a record year and is considered a leader in the industry. We believe our investment in broadening our Advisory capabilities over the last several years will ultimately position us to serve our clients in any market environment and successfully compete against the largest firms day in and day out.

While recognition for our impact on our clients is reflected in our long-term and repeat relationships, we are nonetheless gratified by recognition in rankings and top-tier publications. *The Deal* recognized us in multiple categories including “Consumer, Food and Beverage Investment Bank of the Year,” both “Deal of the Year” and “Pharma Deal of the Year” for the CVS/Aetna deal, “Cross-Border Deal of the Year” for Comcast/Sky and “Most Innovative Deal of the Year” for Dell and Silver Lake’s acquisition of VMware. We were also the recipient of *The Banker’s* “Most Innovative Investment Bank” award. Evercore’s Private Funds Group and Evercore’s Private Capital Advisory Group were awarded nine awards by *Private Equity International*, *Private Debt Investor* and *Infrastructure Investor*. Additionally, Evercore’s Real Estate Capital Advisory was awarded for the first time “Capital Advisory Firm of the Year: North America” by *Private Equity Real Estate*. Our team was also recognized as the “Best M&A Advisor in Singapore” by *The Asset’s* Triple A Country Awards in Singapore for the fourth time in the last five years.

Our investment banking business also includes our premier equities franchise, Evercore ISI. Our highly experienced sales and trading team and our consistently top-ranked analysts serve 1,300 of the most preeminent institutional long-only and hedge fund clients in the world. For the sixth consecutive year, Evercore ISI was recognized as the top-ranked independent firm in *Institutional Investor’s* All-America Equity Research survey. On an individual level, the team was tied for the most #1 ranked analysts among all firms and, for the 39th time, Ed Hyman, Founder and Chairman of Evercore ISI, was ranked #1 in Economics.

We continued our steady investment and focus on quality in our research business in 2019. We added four senior research analysts covering Consumer, Food, Information Technology and Public Policy sectors and strengthened our leadership team with a new Head of Sales and a new Director of Research. And in early 2020, we promoted two Managing Directors to Senior Managing Director. The quality of our product, growth initiatives and strength in distribution and senior client connectivity is allowing us to gain market share, even as the global wallet declines. The current environment highlights the premium value of our high-quality macroeconomic, policy and fundamental research for both our investing and advisory clients.

INVESTMENT MANAGEMENT

Our Investment Management business, which contributes to the intellectual capital of our Firm, continued its growth in 2019. Evercore Wealth Management, our U.S. wealth manager, increased assets under management to \$9.1 billion and its Core Equity Fund returned 39% in 2019, outperforming the S&P 500 Index by 800 basis points. We are again pleased that *Barron’s* named Evercore Wealth Management a top 25 independent registered investment advisor in the U.S. for the third year in a row. We continue to invest at a measured pace in the business and announced Chris Zander as the new CEO for the business as we begin the transition to the next generation of leadership.

DELIVERING FOR OUR SHAREHOLDERS

In 2019, Adjusted Net Revenues of \$2.03 billion were above the \$2 billion mark for a second straight year. Adjusted Operating Income was \$498.5 million. Adjusted Net Income was \$373.3 million and Adjusted Earnings Per Share were \$7.70. Our performance in 2019 was our second best year in our history, only behind 2018, in virtually all key financial metrics.

As part of our ongoing management of this business, in 2019 we began an initiative to identify areas that exhibited fewer opportunities for long-term growth. We reduced our commitment to those areas, and realigned certain operations to better position the Firm for future growth. We also sharpened our focus on managing our non-compensation costs aggressively, which, given the uncertain environment ahead, is more important than ever.

In 2019, we increased the Firm's quarterly dividend by 16% to \$0.58 per share. We also returned more than \$391 million of capital to our shareholders and reduced our share count for the fourth consecutive year. We remain committed to our long-term capital return strategy as we simultaneously invest in our growth, build for our future and maintain our strong and liquid balance sheet.

LOOKING AHEAD

2020 began with much of the same momentum we enjoyed in 2019, and then in March the environment changed dramatically. The contraction in the economy and volatility in the markets will undoubtedly have a significant effect on the pace and volume of our business in multiple ways, just as it has had a significant effect on the way that we are working today. As a comparatively young and highly entrepreneurial firm, we are ready for this challenge and are confident that we will nimbly adapt to the new needs of our people, our clients and our communities. The investments we have made in technology allow our teams to continue to collaborate and communicate with our clients and with each other. The investments we have made in talent allow us to quickly respond to our clients' new and different needs. And commitments made to our community partners allow us to contribute and to make a difference and help the less fortunate in our communities.

As we look ahead, we thank our employees for their ongoing dedication to our clients, their collaboration with each other, and for embodying our Core Values. We thank our Board of Directors for their leadership and support, and welcome Pamela Carlton, our newest board member who joined in October 2019. We thank our clients for their continued confidence in our services—and we thank you, our fellow shareholders, for placing your ongoing trust in us.

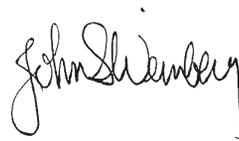
As we turn the page to the next chapter of our journey—and the start of the next 25 years that are before us—we face many uncertainties. Our team is ready and prepared to face these new challenges. We look forward to updating you on our progress during the year ahead.



Roger C. Altman
Senior Chairman



Ralph Schlosstein
President and
Chief Executive Officer



John Weinberg
Executive Chairman

Client Focus • Integrity • Excellence • Respect • Investment in People • Partnership