
Dear Fellow Shareholders:

“THIS PAST YEAR WAS THE MOST IMPORTANT AND SUCCESSFUL SINCE EVERCORE’S FOUNDING IN 1995.”

—Evercore 2006 Annual Report

We introduced our 2006 shareholder letter, our first as a public company, with this statement and it can be said again with conviction of this past year.

We finished 2018 as the largest independent investment banking advisory firm globally based on Advisory revenues and market share; we served more Advisory clients than in any previous year; and our equity research team again earned distinction as the top independent firm in the United States. Across our businesses, we broadened our global reach, opening new offices and expanding established ones; and we finished the year with operations in 30 cities around the globe. Today our team rivals the biggest firms in the businesses in which we compete in terms of quality, depth and experience. Demand for our independent and unconflicted advice and analysis is expanding, and our brand—which has never been stronger—continues to attract new clients and talented professionals.

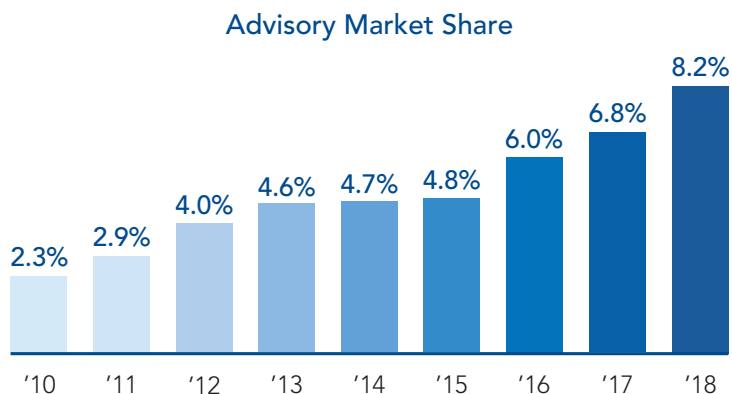
Our results reflect our business model which requires that we always place clients’ interests first and that we constantly recruit and foster A+ talent with diverse experiences and capabilities, instill in each of them a commitment to live by our Core Values: Client Focus, Integrity, Excellence, Respect, Investment in People and Partnership, and empower them to work collaboratively for the benefit of our clients and ultimately our shareholders.

Since our inception, we have relied on our culture to attract talent, seeking experienced professionals committed to placing the clients’ interests first and delivering service with Excellence and Integrity. Our IPO provided the financial capacity to execute our strategy more quickly, over time extending our reach to more sectors globally and allowing us to broaden our capabilities. As we have grown in scale, we have worked hard to recruit, train, mentor and promote home-grown leaders capable of servicing clients at the same level as those who have joined with experience from other firms. 2018 was a year in which these home-grown leaders contributed at levels on par with our veterans—and we have a rich pipeline of professionals preparing to be the future leaders of our business. Our talent enables sustained growth at a high level, positioning us to meet the growing demand for high quality, unconflicted advice.

In this letter, we highlight how our team delivered value for our clients and shareholders in 2018, and we look ahead to 2019 and beyond as we pursue our aspiration to be the most respected independent investment banking advisory firm globally.

DELIVERING FOR OUR SHAREHOLDERS

We are pleased to report that in 2018, we had our tenth consecutive year of growth in Adjusted Net Revenues, Adjusted Operating Income, Adjusted Net Income and Adjusted Earnings Per Share. Adjusted Net Revenues grew 26% to \$2.1 billion, surpassing \$2 billion for the first time; Adjusted Operating Income increased 39% to \$591 million; Adjusted Net Income increased 64% to \$454 million, aided by the reduction in the corporate tax rate in the U.S.; and Adjusted Earnings Per Share grew 65% to \$9.01. These results helped earn us a place on *Fortune’s* list of 100 Fastest Growing Companies.



We increased the Firm's quarterly dividend by 25% to \$0.50 per share, marking the 11th sequential year of growth. The dividend has grown 300% over the past 10 years. We returned more than \$376 million of capital to our shareholders and, over the past five years, we have returned more than \$1.3 billion of capital to shareholders, in each case through increased dividends and share repurchases. We remain committed to our long-term capital return strategy and our strong performance allows us to maintain a steady return of capital to our shareholders while concurrently investing in our growth and building for the future.

DELIVERING FOR OUR CLIENTS

ADVISORY

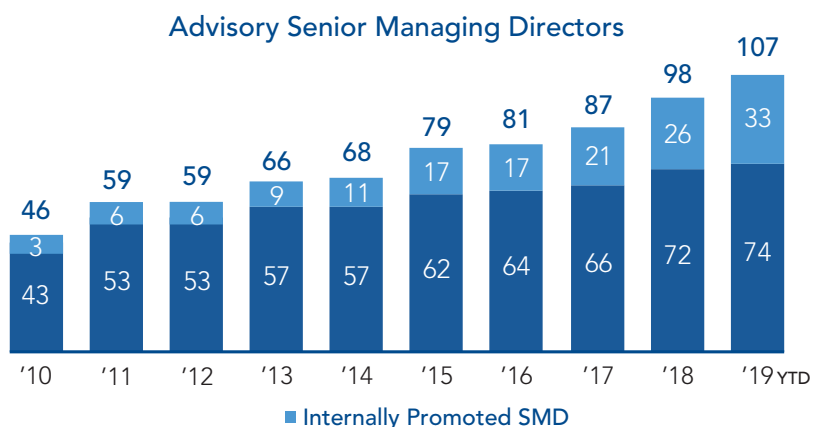
Our Advisory business reported exceptional financial results in 2018. Through a combination of team growth, the high quality of work delivered by our professionals and a favorable M&A environment, we earned record adjusted Advisory revenues of \$1.74 billion, up 32% from 2017. Among investment banks that disclose their advisory revenues, we have the fourth highest advisory revenues and our market share among such firms grew to 8.2% from 6.8% in 2017. Underwriting revenue exceeded \$70 million for the year, up 56%—and once again, a record for us.

We finished 2018 in first place in the M&A league tables among independent firms, both in the U.S. and globally. We earned a record 663 fees from Advisory client transactions, a 16% increase over the prior year; we also had 345 fees greater than \$1 million, our highest ever number.

We expanded our coverage of key industry sectors and our ability to deliver a broad range of advisory capabilities to our clients. Notably, we established a substantial presence in the Consumer/Retail industries and enhanced our business in the Industrial sector. We also strengthened our business in Financial Services, Technology, Energy, and Healthcare; and we added scale in Transportation and Infrastructure. We solidified our ECM capabilities in the Health Care, Real Estate and Transportation verticals and built the foundation for future growth in Technology, Energy, Consumer and Industrials for this strategically important capability.

At the end of 2018, including promotes, 20% of our Advisory Senior Managing Directors were focused on specialized advisory capabilities. These capabilities allow us to advise on Activism, Equity and Debt Capital Markets, Restructuring, Capital Raising, Tax Matters and more, expanding advisory opportunities and our ability to serve clients more fully.

Our distinguished service to clients in 2018 was recognized by the markets broadly, including: *Global Markets M&A Atlas Awards* for multiple categories—Best Global M&A Investment Bank in the Independent Advisory category, Cross Border M&A Deal (Large-Mega) for our work in the Comcast/Sky deal, and Global Media & Entertainment (Large) for our work in Discovery's acquisition of Scripps Networks; *The Banker's* "Deal of the Year" award in the Europe M&A category for our work in the Comcast/Sky deal; *Private Equity International's* "Placement Agent of the Year in North America" award to our Private Funds Group and "2018 Secondaries Advisor of the Year for the Americas" to our Private Capital Advisory group; *Infrastructure Investor's* "Global Placement Agent of the Year 2018" award to our Private Funds Group; and *The Deal's* "Middle Market Industrials Deal of the Year" for our work advising American Roads/Syncora Guarantee.



EQUITIES

For the fifth consecutive year, our Equities business was named the top ranked independent firm in *Institutional Investor's* All-America Equity Research Survey, and Ed Hyman, Founder and Chairman of Evercore ISI, was ranked #1 in Economics for the 38th time.

Our research is highly regarded by our investor and corporate clients for its quality and unbiased independent perspective. We are well positioned as institutional investors continue to pay for the highest quality research, and our strong reputation for excellence attracts leading research analysts to our platform. During 2018, we invested in expanding coverage in the Healthcare sector while sustaining our strong performance in Energy, Financials, Consumer, Industrials and Technology, Media, and Telecommunications. Our research business and our connectivity with institutional investors differentiates us from our independent peers and will be a continued focus of investment in the future.

INVESTMENT MANAGEMENT

In Investment Management, we have maintained steady, profitable growth. Assets under management for the Firm were \$9.1 billion at the end of the year. At Evercore Wealth Management, our U.S. wealth manager, assets under management increased to \$7.6 billion. We continue to invest at a measured pace, opening our sixth office, located in West Palm Beach, Florida. We are pleased that *Barron's* named Evercore Wealth Management a top 25 independent registered investment advisor in the United States for the second year in a row. Our Wealth Management business is complementary to our Investment Banking business; it contributes meaningfully to the intellectual capital of our Firm and it broadens our network of client relationships.

OUR TEAM

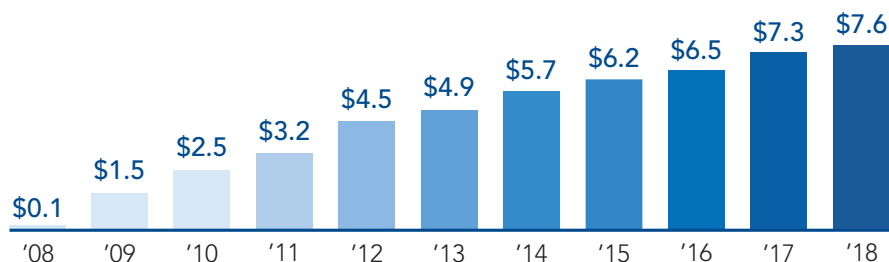
Meeting the needs of clients in today's rapidly changing, and often disruptive, business environment requires professionals with deep expertise across industry sectors and advisory capabilities, ranging from M&A Advisory and Restructuring to Activist Defense, Capital Markets Advisory and more.

As we write this letter, we have surpassed the milestone of 100 Advisory Senior Managing Directors. The substantial majority are focused on advising clients in the significant industry sectors we cover, working collaboratively and delivering specialized expertise and capabilities. We are proud to say that we have 33 internally promoted Advisory Senior Managing Directors which is an 11-fold increase since 2010 when we had just three. We once again had exceptionally low turnover.

In 2018, we hired nearly 300 professionals at the entry level of analysts and associates, representing the best colleges, universities and business schools globally. In 2018, we had record high intern classes both at the analyst and associate level, and an exceptionally strong acceptance rate to come back as full-time employees in 2019. Our analyst and associate classes are collegial, team-oriented and enthusiastic in helping us continue to grow our Firm.

Notably, our 2018 incoming class was 35% female—the largest percentage we've had to date. And since the start of 2018, we have promoted five women to Senior Managing Director. Achieving gender balance and a more diverse workforce is a priority for us, and we will maintain our commitment to this goal in the coming years.

EWM Assets Under Management
(Since establishment, in billions)



We encourage our people to uphold our Core Values in all of their interactions with their clients and colleagues, and more broadly, in all of their activities outside of the Firm. They care deeply about our communities and work hard to give back and contribute to them. Evercore Volunteers, our program to help our teams engage with our communities, focuses on a wide range of issues which are important to our people. We have also developed targeted outreach programs, providing minorities and underprivileged high school students the opportunity to learn workplace skills and gain support as they pursue higher education.

LOOKING AHEAD

In 1995, we set off on our path to be a firm which unconditionally puts our clients' interests first and is the most respected global independent investment banking advisory firm. We have begun each year since then with a commitment to serve our clients with both Excellence and Integrity, and to build for the future by recruiting exceptional talent at all levels and to develop and retain this talent. We have made continual progress toward becoming a truly self-sustaining firm, growing increasingly by hiring, training, developing, mentoring and promoting our talent. We are grateful that for the last two years roughly 50% of our new SMDs have been promoted internally, and we expect this trend to continue.

As we look at 2019 and beyond, we will stay the course, continuing to focus on our clients and our people. While our scale and capabilities are certainly greater today than they were in 1995, our path to future growth remains unchanged, as we address the many opportunities to gain further market share in verticals we cover and to expand the services that we provide to our clients. Our commitment to our clients and our Core Values will remain unwavering. We believe if we continue to attract and retain outstanding professionals and execute our business with Excellence and Integrity we will continue to grow in the most attractive advisory segments of investment banking.

Our success is and has always been driven by the excellence and loyalty of our people; 2018 certainly was no exception. We thank our employees for their ongoing dedication to our clients, their collaboration with each other and for embodying our Core Values each and every day. We thank our Board of Directors for their leadership and support, and we particularly thank our new board members: Ellen V. Futter, Sarah K. Williamson and Kendrick R. Wilson III. Each of our new directors has brought fresh perspectives to our Board that balance the experience and institutional knowledge of our longer tenured directors. We thank our clients for their confidence in our services—and we thank you, our fellow shareholders, for placing your ongoing trust in us.

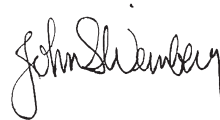
We look forward to updating you on our progress during the year ahead as we continue to build for the future.



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