

MOELIS & COMPANY

February 2023

Forward Looking Statements

This presentation contains forward-looking statements, which reflect the Firm's current views with respect to, among other things, its operations and financial performance. You can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "target," "approximately," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. Such forward-looking statements are based on certain assumptions and estimates and subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. We believe these factors include, but are not limited to, those described under "Risk Factors" discussed in our Annual Report on Form 10-K for the year ended December 31, 2021. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this release. In addition, new risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Accordingly, you should not rely upon forward-looking statements as a prediction of actual results. The Firm undertakes no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

Moelis & Company Overview

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Leading Global Independent Investment Bank	<ul style="list-style-type: none">▪ Founded in July 2007▪ Completed IPO in April 2014 (NYSE: MC)	21	Locations
Differentiated Advice	<ul style="list-style-type: none">▪ World-class independent, uncompromised advice▪ Focus on long-term client relationships	1,104	Employees
Global Network	<ul style="list-style-type: none">▪ Extensive global network with over 1,100 employees across 21 locations in the Americas, Europe, the Middle East, Asia and Australia	776	Investment Bankers
Integrated Advisory Platform	<ul style="list-style-type: none">▪ Capabilities: M&A and Strategic Advisory, Capital Structure Advisory, Capital Markets and Private Funds Advisory across all major industries	151	Managing Directors
		22	Average Years of Experience Per MD
		54	Former Sector & Product Heads

Moelis & Company Milestones

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2008 - 2010

- Founded and raised Growth Capital from Global Institutional Investors
- Hired Restructuring Team
- Established European Business
- Formed joint Venture in Australia

2011 - 2014

- Entered Hong Kong, China, India & Middle East
- IPO in April 2014 (NYSE: MC)
- Formed Private Funds Advisory Business

2015 - 2017

- Expanded into Brazil and established German presence
- Mexico Alliance with Alfaro, Dávila y Scherer, S.C.
- Australian Joint Venture listed on Australian Securities Exchange

2018 - 2019

- Formed Shareholder Defense and Capital Solutions Groups
- Expansion into Continental Europe with coverage of the Benelux & Nordic Regions

2020 - 2022

- Strengthened MENA coverage with opening of Israel office
- Enhanced Healthcare, Technology, Media, Capital Markets and Private Funds Advisory capabilities with industry leading senior hires and internal promotions



Our Business: Relationships, Judgment and Experience

MOELIS & COMPANY

Global footprint with 21 locations across all major regions to serve client needs



Globally integrated platform valuable to clients and difficult to replicate

Well Positioned for All Market Environments

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Premier M&A Franchise

- Top 20 Global M&A Advisor¹
- Advised on ~\$2.6 trillion of M&A since inception
- Ability to execute for mid-cap and large-cap clients
- Deep and differentiated relationships with Financial Sponsors and Strategic clients
- Increasing market share and expanding global capabilities

Leading Capital Structure Advisory Business

- ~\$1.2 trillion of Liabilities restructured since inception
- #1 U.S. Restructuring Advisor by announced deal value over the last two years¹
- Over 60% of Company-side transactions have been completed out-of-court
- Named Top Restructuring Adviser for the 2019 IFR Awards

Growing Capital Markets Platform

- ~\$200 billion of capital raised for clients since inception
- Complete product suite and partnership across all service offerings with expertise in both public and private markets
- Capabilities for non-traditional paths to market including Converts, Direct Listings, Registered Directs, etc.

Significant Franchise Enhancement and Shareholder Value

Note:

1. Refinitiv, January 2023
2. Refinitiv, 2021 - 2022 U.S. announced deals by value

Marquee Clients Across All Products and Sectors

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 <p>\$85.1bn</p> <p>Acquisition of Twenty-First Century Fox, Inc.</p>	 <p>\$82bn</p> <p>Lead Financial Advisor to Ambac in the Restructuring of Puerto Rico's Municipal debt</p>	 <p>\$48bn</p> <p>CBS and Viacom All-Stock Merger</p>	 <p>\$29.4bn (Incl. Greenshoe)</p> <p>Initial Public Offering</p>	 <p>\$27.6bn & \$500mm</p> <p>Reinsurance of In-force Fixed and Fixed Indexed Annuity & Strategic Minority Equity Investment from Athene</p>
 <p>\$24bn</p> <p>Restructuring</p>	 <p>\$17bn</p> <p>All-stock merger with VEREIT, Inc. and spin-off of office portfolio into a new public company</p>	 <p>\$12.4bn</p> <p>49% stake sale in Aramco Oil Pipelines Company to a consortium led by EIG</p>	 <p>\$11.1bn</p> <p>Defense of tender offer from Icahn Enterprises Holdings L.P.</p>	 <p>€10bn</p> <p>Re-organization of European tower assets enabling its sale to Cellnex Telecom S.A.</p>
 <p>\$8.6bn</p> <p>Acquisition of TEGNA</p>	 <p>\$7.6bn</p> <p>Investment Banker to the Unsecured Creditor Committee of Mallinckrodt Plc</p>	 <p>\$7bn</p> <p>Exclusive Financial Advisor to the Coordinating Committee of Senior Secured Lenders</p>	 <p>\$7bn</p> <p>Sale to Standard Industries Holdings Inc.</p>	 <p>Undisclosed</p> <p>Consortium led by Todd Boehly and Clearlake Capital Group, L.P., acquisition of Chelsea FC</p>
 <p>\$6.1bn</p> <p>IPO on the Dubai Financial Markets Stock Exchange</p>	 <p>\$5.1bn</p> <p>Restructuring</p>	 <p>\$3.45bn</p> <p>Investment in Cruise comprised of \$2.1bn equity stake purchase from Softbank Vision Fund 1 and \$1.35bn Primary investment</p>	 <p>\$2.7bn</p> <p>Sale of its National Media Group and corporate operations to IAC/InterActiveCorp</p>	 <p>\$2.4bn</p> <p>Sale to American Securities LLC</p>
 <p>\$2.3bn</p> <p>Sale of its 49.9% stake in Samsung Bioepis to Samsung Biologics</p>	 <p>\$1.6bn</p> <p>Sale to Centerbridge Partners and Bridgeport Partners</p>	 <p>\$1.1bn</p> <p>Exclusive Financial Advisor to Novo Nordisk on its acquisition of Forma Therapeutics</p>	 <p>c.\$1bn</p> <p>Acquisition of the Coca-Cola Company's bottling operations in Vietnam and Cambodia</p>	 <p>c.\$525mm</p> <p>Capital Raise for Renewable Energy Business from BlackRock Real Assets led consortium, including Mubadala Investment Company</p>

Differentiated Model Providing a Compelling Investment Opportunity

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Global Collaboration	<ul style="list-style-type: none">▪ Global partnership approach – advising clients across sectors and regions around the globe▪ One firm P&L (non commission-based compensation)▪ Optimal structure for talent development▪ Ability to quickly pivot resources to new business opportunities in high growth and emerging areas
High ROIC	<ul style="list-style-type: none">▪ Focus on profitable organic growth▪ Internal talent development – nearly 50% of current MDs are promotes¹▪ Maturation of MDs: ~35% of MDs¹ have been MDs at the firm for three years or less▪ Significant whitespace with desire to grow platform
Commitment to Shareholders	<ul style="list-style-type: none">▪ Return 100% of excess cash▪ Leading total shareholder return of 194% since IPO²▪ Disciplined expense management with a focus on high pre-tax margins through the cycle▪ Strong, asset light balance sheet with no debt or goodwill

Note:

1. As of 2/8/2023

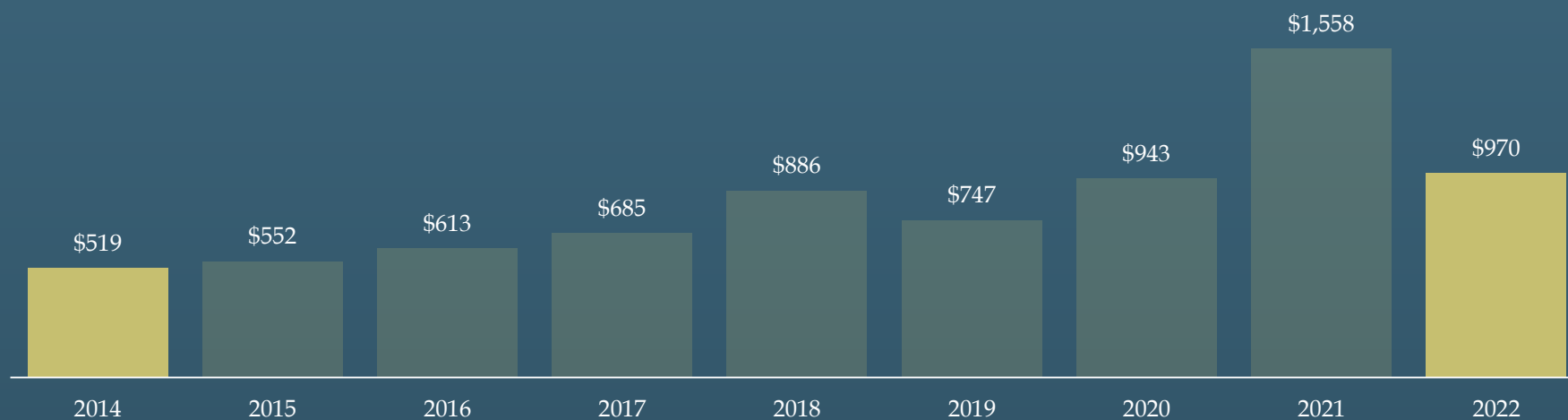
2. S&P CapIQ Market Cap Weighted Methodology assuming reinvestment of dividends between 4/15/2014 and 12/31/2022; compared to S&P 500 TSR of 143% , Russell 2000 TSR of 75% and indexed peer group of Evercore, Greenhill, Houlihan Lokey, PJT and Lazard of 107%

[7]

Strong Record of Organic Growth

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Moelis & Company Adjusted Revenues¹ (\$mm)



Moelis & Company Adjusted EPS¹



Notes:

1. 2021 and 2022 reflects Adjusted (non-GAAP) revenues and Adjusted EPS; A reconciliation between our GAAP results and our Adjusted results is presented in the Appendix to this presentation [8]

Fortress Balance Sheet and Commitment to Capital Return

Commitment to return all excess cash through regular dividends, special dividends and share repurchases

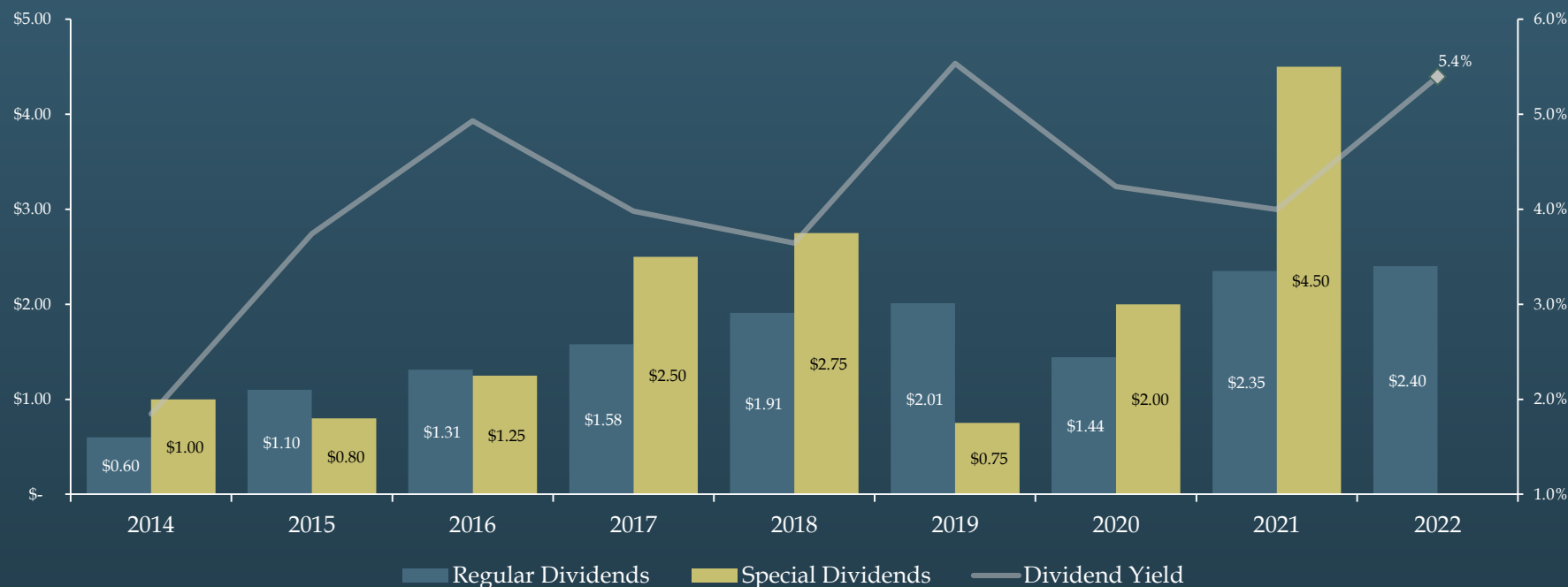
Strong financial position with minimal capital requirements; no debt or goodwill

Cash and liquid investments of \$413 million¹

Returned ~\$1.2bn in capital to shareholders through dividends and share repurchases over the last three performance years²

Returned \$30.25 in dividends per share since IPO, representing ~120% of our IPO price³

Leading Dividend Yield⁴



Note:
 1. As of 12/31/2022
 2. Total dollar amount of capital returned to shareholders in the form of regular and special dividends and share repurchases with respect to 2021 and 2022 performance years; includes Q4 2022 dividend that has been declared but not yet paid
 3. Includes \$0.60/share dividend declared in respect to Q4 2022 performance; IPO price of \$25/share
 4. Dividend yield represents regular dividends declared in respect to each performance year as a percentage of the average share price in each fiscal year ended December 31

Appendix

Reconciliation of GAAP to Adjusted (non-GAAP) Financials

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(\$ in thousands)	Three Months Ended December 31, 2022		
	U.S. GAAP	Adjustments	Adjusted (non-GAAP)
Revenues¹	\$207,183	(5,047)	\$202,136
Expenses			
Compensation and Benefits ²	\$141,029	(6,032)	\$134,997
Non Compensation Expenses	\$36,729	-	\$36,729
Total Operating Expenses	\$177,758	-	\$171,726
Operating Income	\$29,425	-	\$30,410
<i>Compensation Ratio</i>	68.1 %		66.8 %
<i>Non-Compensation Ratio</i>	17.7 %		18.2 %
<i>Operating Income Margin</i>	14.2 %		15.0 %

Our Adjusted results apply certain adjustments from our GAAP results, including the assumption that 100% of the Firm's income was taxed at our corporate effective tax rate. We believe the Adjusted results, when presented together with comparable GAAP results, are useful to investors to compare our performance across periods and to better understand our operating results.

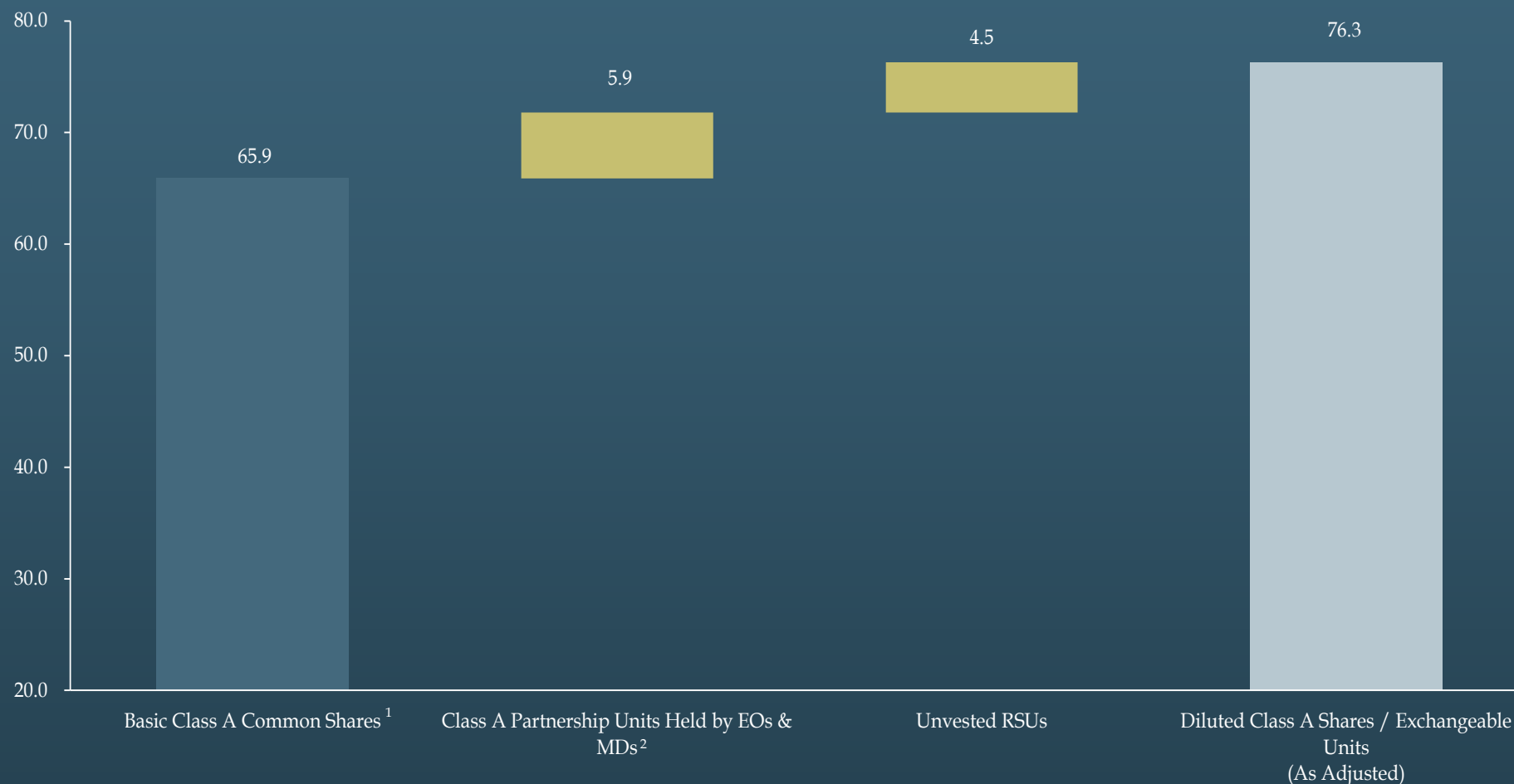
Source: Company filings

Notes:

1. Reflects a reclassification of \$5.0 million of other income to revenues related to unrealized losses from the mark-to-market impact on shares received as partial payment for advisory services provided on certain transactions
2. Reflects the reclassification of \$6.0 million of other income to compensation and benefits expense associated with the enforcement of non-compete provisions

Share Count Breakdown

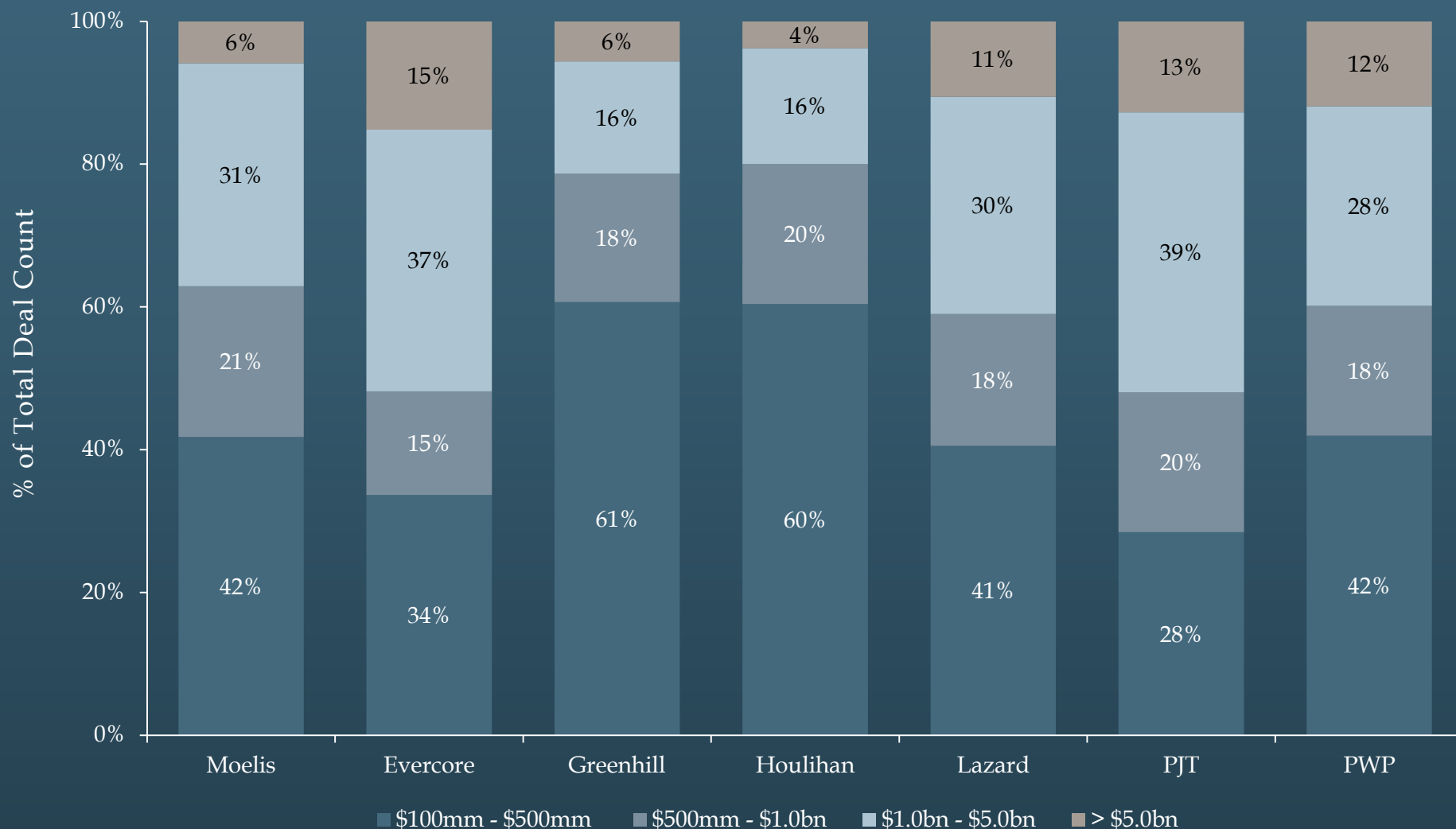
For the Three Months
ended December 31, 2022
(shares in millions)



Notes: Data represents weighted-average share count as calculated under the treasury stock method for the three month period ending December 31, 2022

- 1. Includes 1.9 million undelivered awards with no remaining service requirement
- 2. Includes former Managing Directors and Employees

Historical Deal Distribution by Transaction Size



Source: Dealogic
 Note: Percentage represents percent of total company deal count; based on announced M&A transactions from 1/1/2020 to 12/31/2022; excludes transactions less than \$100 million and those with no transaction value disclosed; numbers may not foot due to rounding