



# Sustainability Report

2023

**Moelis**





## ***Message from Our Chairman and CEO***

I am pleased to share Moelis & Company's 2023 corporate sustainability report, which addresses how environmental, social and governance factors are embedded within our guiding principles and commitment to our stakeholders.

We founded Moelis & Company on the tenets of trust, partnership and long-term relationships, and we have been steadfast in upholding these values. We continue to deliver differentiated advice to our clients through global collaboration, attracting and developing diverse talent, and maintaining an inclusive, innovative and agile culture.

We bring our employees together on teams with diverse perspectives to learn from each other, iterate and ultimately deliver innovative solutions to our clients. Our collaborative spirit is fortified by a culture of respect and inclusion, and we strive to ensure every colleague's voice is valued and harness the power of diversity to make our teams more impactful. While we are especially committed to social matters given the importance of our people in our relationship-driven business, we are also focused on governance and environmental matters, details of which you will find within this report.

In 2022, we reported our second highest year of adjusted annual revenues, which enabled us to strengthen our track record of significant shareholder returns. During this time, we invested in growing our banker team by 15%. We also maintained a focus on internal talent development, creating opportunities for our employees and providing them with the tools they need to reach their full potential. We announced 16 Managing Director banker promotions in early 2022, and eight in early 2023.

We built Moelis & Company during a period of significant dislocation in the financial markets, which enabled us to scale quickly and effectively with some of the best talent in the world. The recent regional banking crisis and evolving economic and business landscape have provided Moelis

& Company with another opportunity to scale our Firm, strengthen our advisory offering and support our clients on their most critical business decisions. Our balance sheet light model and collaborative culture allow us to seize these types of opportunities and seamlessly integrate exceptional talent into our business, enhancing our global collaboration, reach and relationships. We are positioning our Firm for the long-term, and we are doing it for the benefit of our clients, our employees and our shareholders for generations to come.

**Ken Moelis**

Chairman & Chief Executive Officer



“At Moelis & Company, we recognize the value of sustainability and the positive impact our company has on society. We are pleased to present our sustainability report which highlights the steps our company has taken to enhance its environmental, social and governance efforts. The Board is committed to reviewing and assessing our ESG guidelines regularly.”

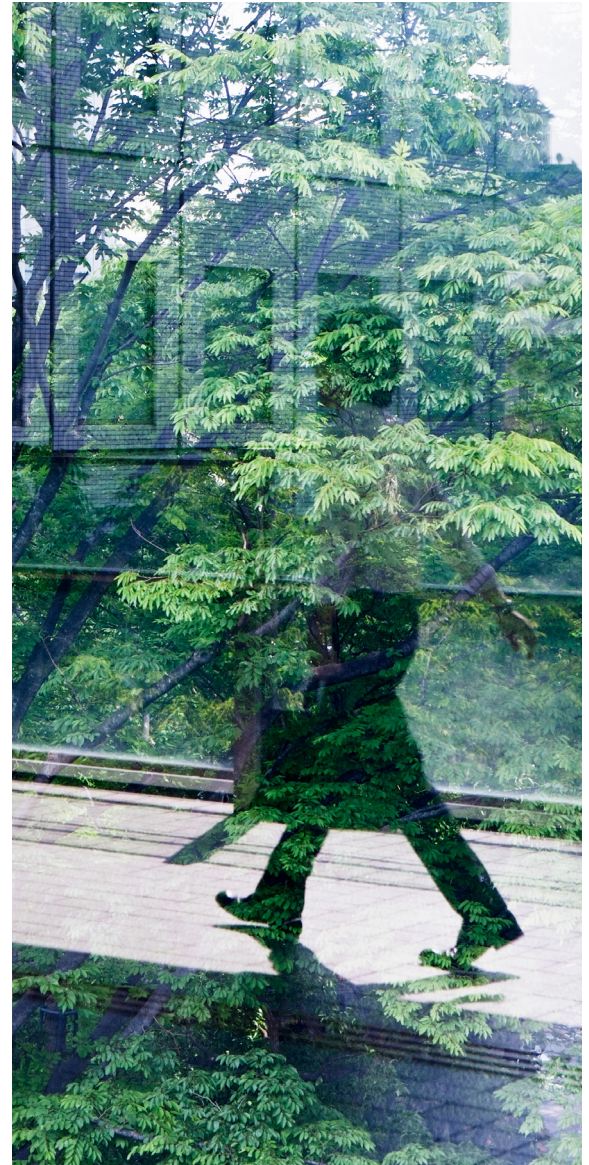
**Kenneth Shropshire**  
Lead Independent Director

## ***About Our Sustainability Report***

Our sustainability report addresses how we think about our Firm, our people, our community and our governance structure through the lens of environmental, social and governance (ESG) best practices. Because our business is driven by the strength of our relationships, the primary focus of this report is on our people.

As a global, multicultural firm, we are committed to building a workforce with diversity of thought and perspective that is representative of the breadth of clients we advise around the world. We have built an inclusive culture focused on cultivating relationships through trust, partnership, training and development and strong ethics. As you will read, we have established programs to promote diverse recruitment practices, internal talent development and investment in the health and wellbeing of our people.

We will continue to evaluate our corporate sustainability and provide updates in future reports.



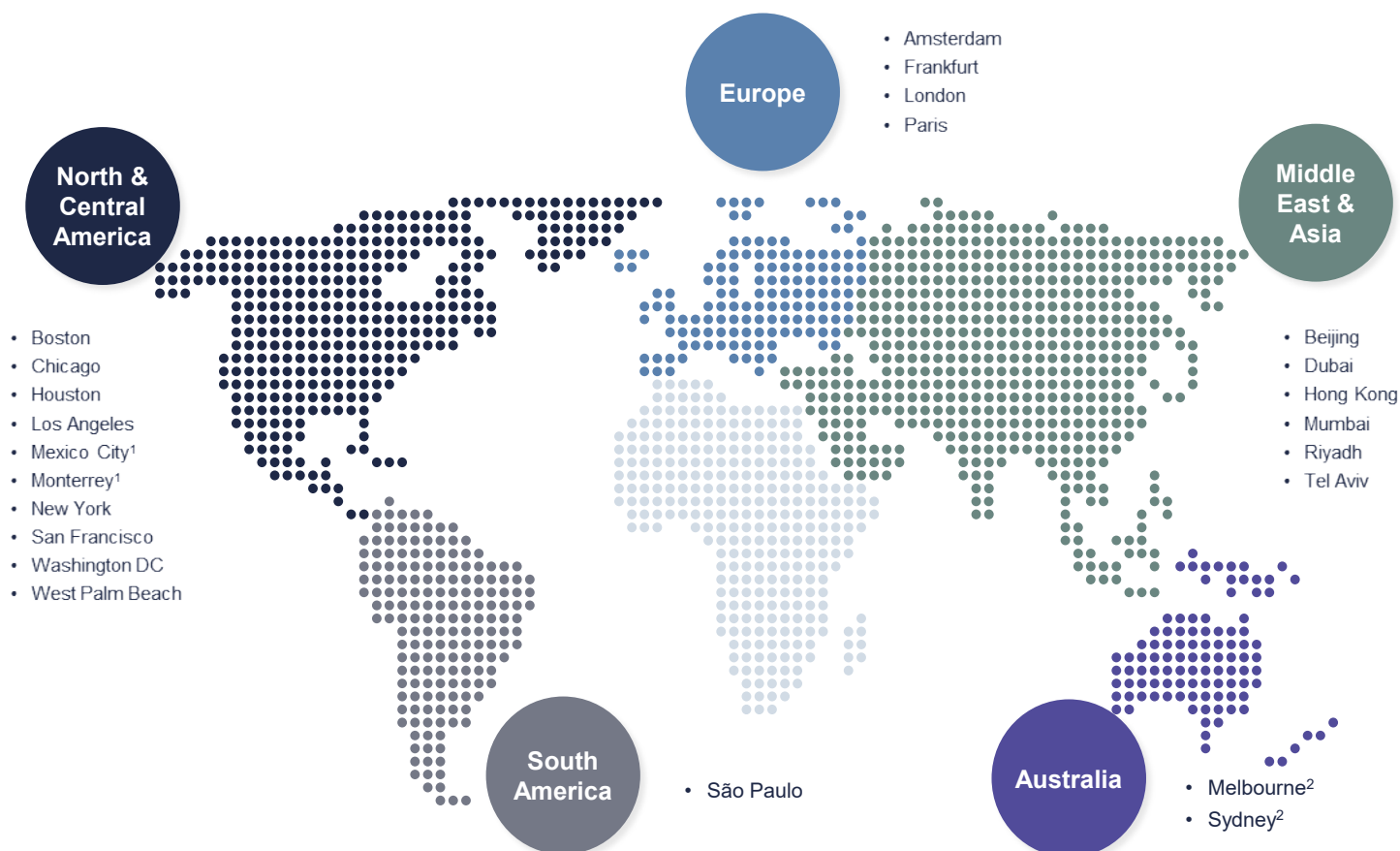
# Our Firm

Moelis & Company is a leading global independent investment bank that provides innovative, strategic and financial advice to a diverse client base. We assist our clients in achieving their strategic goals by offering comprehensive, globally integrated financial advisory services across all major industry sectors. Our dynamic advisory practice supports clients through all phases of the business cycle with expert capabilities in M&A and Strategic Advisory, Capital Structure Advisory, Capital Markets and Private Funds Advisory. We serve our clients with almost 800 advisory professionals, including over 160 Managing Directors, based in 23 locations in the Americas, Europe, the Middle East, Asia and Australia.

At Moelis & Company, we take a highly collaborative and global approach on every assignment to achieve creative solutions for our clients. We assemble multi-functional teams by integrating our bankers' deep industry knowledge and broad corporate finance experience with our global capabilities. When partnering with Moelis & Company, clients can expect significant engagement with expert deal practitioners, first-class transaction execution and the highest standard of confidentiality and discretion.

Moelis & Company has built strong relationships both with our clients and with each other as a result of our broad advisory capabilities, collaborative spirit and track record of best-in-class transaction execution. We uphold our core values of partnership, passion, optimism and hard work and have built an inclusive environment that enables our employees to thrive, which we believe results in the best outcomes for our clients.

## Our Global Footprint



<sup>1</sup> Strategic alliance with Aifaro, Dávila y Scherer, S.C.

<sup>2</sup> Strategic alliance with MA Moelis Australia





## M&A and Strategic Advisory

We partner with our clients in evaluating their most important decisions. We provide independent, unconflicted advice, which makes us uniquely suited to offer a range of advisory services including Mergers & Acquisitions, Special Committee Assignments, Shareholder Advisory, Risk Advisory and Dispute Advisory.

## Capital Structure Advisory

We help clients address a wide range of capital structure matters involving liquidity, debt maturity profile and quantum, liability management, optimal capital structure analysis, enterprise threatening litigation and general balance sheet components.

## Capital Markets

We structure and execute customized financing solutions and advise clients on all aspects of public and private equity and debt transactions.

## Private Funds Advisory

We provide global strategic advisory and distribution capabilities to private fund sponsors, including primary fundraising, tailored capital raise solutions, and secondary market advisory including continuation funds.

### ***ESG and Our Advisory Offering***

ESG considerations have evolved beyond risk mitigation strategies to become important drivers of capital allocation and corporate decisions. Moelis & Company has a team of bankers that assist clients on ESG topics, including ESG benchmarking and assessments, activism, vulnerability and response work plans, shareholder engagement and board education.

As we continue to grow our Firm based on the needs of our clients, we recently formed a Clean Technology group and hired two Managing Directors focused on energy transition to support our clients as they navigate decarbonization across a range of industries and end markets. Our dedicated focus on energy transition and sustainability expands our existing efforts across this dynamic global sector, including having advised on more than \$50 billion of transactions globally. Our group employs a multi-disciplinary approach drawing on experts from the Firm's Energy, Power & Infrastructure, Chemicals, Metals & Mining, Technology and Services teams to bring bespoke and innovative solutions to clients. We anticipate further growth and momentum of this important initiative in 2024.

# Our People

At Moelis & Company, we believe our people are our most valuable asset. We are committed to building a workforce with diversity of thought and perspective that is representative of the range of clients we advise around the world. We are focused on creating an inclusive environment and attracting and retaining the brightest and most talented individuals from diverse backgrounds, which creates a platform for collaboration, employee engagement and innovation. This applies firmwide - across all levels and functions of our organization - as we recognize the contribution of all employees who, regardless of role, provide valued contributions to Moelis & Company and to our clients.

Our commitment to this culture of respect and inclusion is driven by our executive leadership and our Board of Directors.



## Our Collaborative Culture

We reinforce our culture of partnership and collaboration by bringing together multifaceted deal teams across products and geographies. Our employee initiatives and training and development opportunities encourage colleagues to connect on both a professional and personal level. Our recognition and rewards systems further reinforce the importance of these key values.

We provide ongoing feedback and formally review performance on an annual basis, which allows us to both recognize employee contributions and continue to identify and invest in areas of targeted development and professional growth.

Our annual compensation program emphasizes a combination of variable incentive compensation and deferred compensation in the form of restricted equity awards to align the interests of our employees with the long-term interests of the Firm, our clients and our shareholders.



# Building a Diverse Workforce - Recruiting

We seek to attract the brightest talent, and this begins on college campuses. We have a dedicated campus recruiting effort focused on the world's leading undergraduate and graduate programs, and we have developed relationships with a variety of associations and diversity groups which have resulted in the hiring of Analysts and Associates into all of our global offices.

Once we have recruited junior professionals to our platform, we are dedicated to their development, providing them with the tools to grow their careers at Moelis & Company. These opportunities are provided globally. Our goal is to develop our brightest and most ambitious junior professionals into productive Managing Directors. Currently, 50% of our Managing Directors have been promoted internally to this position, and our employees continue to build long-term careers at our Firm.

For more information about careers at Moelis, visit: [www.moelis.com/careers](http://www.moelis.com/careers).

## Recruiting Programs

We offer internship programs and experiential learning with the objective of attracting high-performing individuals to become full time employees.

### Leadership Diversity Program

Our two-day Leadership Diversity Program is now in its eighth year. College sophomores who are invited to join the program hear from guest speakers in the investment banking industry, network with employees at our Firm and engage in case study discussions regarding real-life deals while learning about the role bankers play.

Participants are offered the opportunity to interview for intern positions at the end of the program.

### Moelis Experience Programs

#### ***Week on Wall Street***

Week on Wall Street is a two-week paid internship program that is offered to students including veterans, providing education, networking and introductory experiences about careers in investment banking.

#### ***Moelis Veterans Program***

The Moelis Veterans Program is a one-week paid internship providing skill-based and banker-led training, as well as opportunities for on-the-job learning.

### ***US Rise Above Fellowship***

The Rise Above Fellowship is awarded to MBA students who embody our culture of collaboration and demonstrate academic excellence.

## Recruiting Partnerships

### BLK CAPITAL MANAGEMENT GROUP

In collaboration with BLK, a 100% black-owned and student-run nonprofit, we invite students to attend learning events hosted by bankers in our New York headquarters.

### OUT4UNDERGRADS

Our sponsorship of Out4Undergrads connects undergraduate LGBTQ+ college students with opportunities and careers in the finance industry.

### MOREHOUSE COLLEGE

At Morehouse College, Moelis & Company presents investment banking related simulations, industry learning and educational events to students as they prepare for internship opportunities.

### SPONSORS FOR EDUCATIONAL OPPORTUNITY (SEO) IN THE UK

Our partnership with SEO connects undergraduate and post-graduate students to global industries, including the finance industry. SEO is the charity partner to Insight into the Independents, a series of events that celebrates and promotes diverse talent entering the independent banking industry and helps close the opportunity gap by elevating students from all geographies.



"I was treated like a full-time analyst and got a ton of responsibility for an undergrad - significant live deal experience, opportunity to actually experience what being a banker is like, access to senior firm executives and mentorship opportunities."

Moelis Intern Participant



"I learned a lot about Moelis being an entrepreneurial, team-oriented and intellectually stimulating place to work - looking forward to applying to the Summer Analyst program."

Moelis Leadership Development Program Participant

## Our 2023 campus programs comprised:

**85+** Universities

**44+** Languages Spoken

**300+** Participants



# Developing Our Talent - Moelis Academy

Moelis Academy is a firmwide training and development destination for employees, supporting our ongoing commitment to learning and significantly expanding our educational opportunities, resources and materials. Moelis Academy and its programs demonstrate the Firm's commitment to developing our team and advancing the Moelis culture, work quality and employee fulfillment.



## *Moelis Analyst and Associate Global Training Program*

To support our new Analysts and Associates in reaching their full potential, we provide professional development including dynamic, real time learning; unparalleled live deal experience; quality exposure to senior bankers and clients; cultivation of lasting mentor relationships; and invaluable networking opportunities. We also host an initial five-week technical training intensive that equips each new Analyst and Associate with foundational knowledge and tools for a successful career.

## *Moelis Compass*

Moelis Compass is a proprietary program that provides networking, targeted skill-based learning and career development opportunities as part of the Moelis Academy. The program currently includes cohorts and participation of our female talent across the Firm.

## *Moelis@Wharton Leadership Program*

Moelis@Wharton is a multi-day immersive leadership development program offered to our promotion classes, providing leadership and management training from Wharton faculty and senior bankers.

## *Key Learning Pillars*



Leadership  
Development



Personal  
Development



Skill-based  
Training

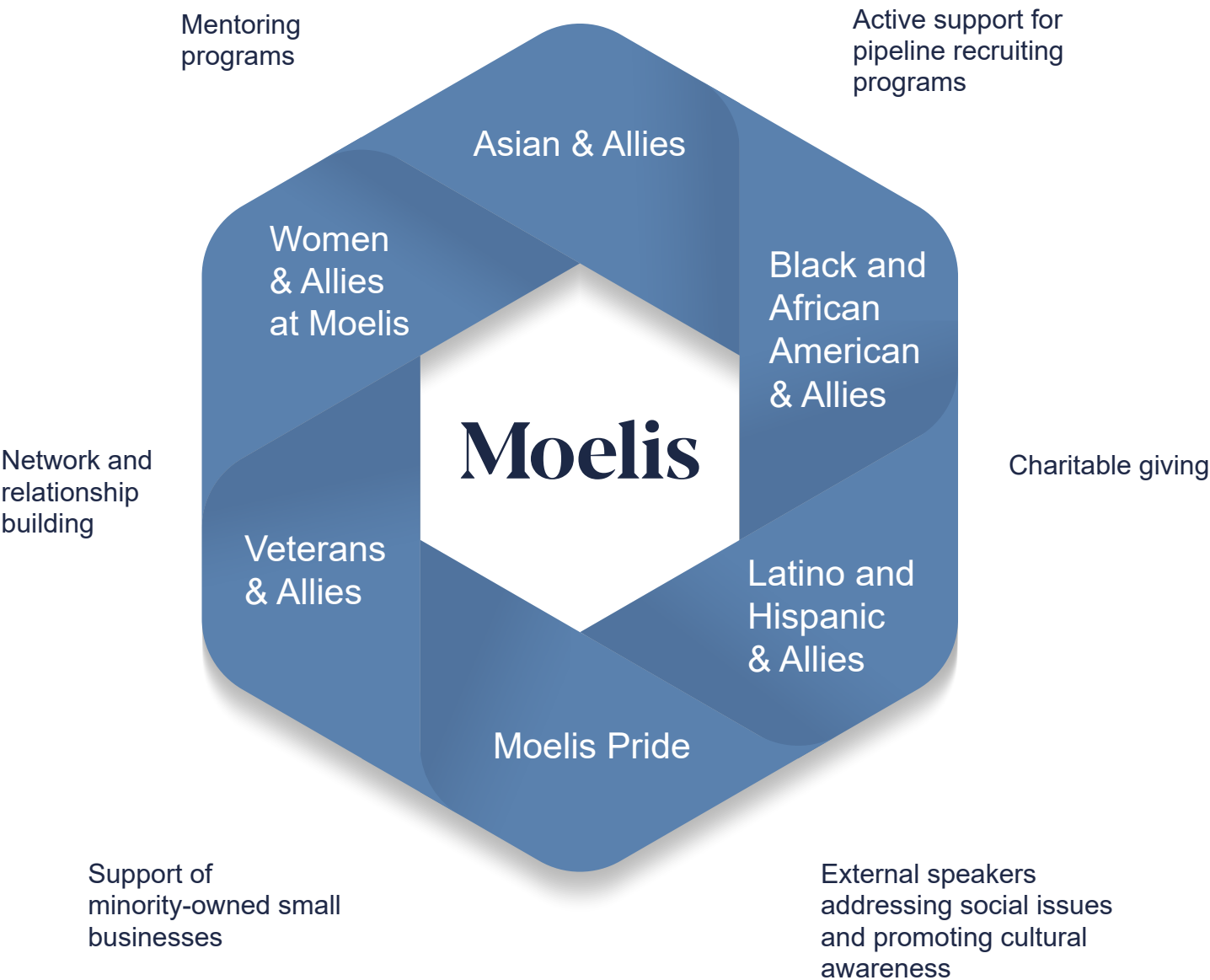


e-Learning

# Supporting our People and Each Other

## Employee Networks

Our Employee Networks include individuals who identify as members of underrepresented groups and their allies. These forums are sponsored by our leadership team and are designed to advance our culture of inclusion, support career development and create a framework for global connectivity.



**1/3** of employees globally participate in at least one Employee Network



## Health and Wellbeing

We focus on the health and wellness of our employees through a broad range of services that enable access and personal support for individuals and their families, including at critical life inflection points. We continue to respond to feedback from our team to address the changing needs of our workforce.

### Behavioral Health

Access to mental health services and related support for employees and their families is of critical importance. Our Global Employee Assistance program and counseling and therapy services are available to all employees and their families. Behavioral health coaching and access to tools and apps created by experts in neuroscience, cognitive behavioral therapy, mindfulness and positive psychology support our offerings.

- Telemedicine - Behavioral Health
- Seminars and speakers
- Unmind, Happify and Talkspace
- Employee Assistance Program
- Moelis Academy on-line learning programs

### Benefits

We provide benefits and access to personalized care plans globally. Proactive health planning and support to address medical conditions are available to all employees and their families.

- **Health care plans**
- **Life insurance**
- **In-office access to vaccinations and biometric screenings**
- **Global access to emergency support**
- **Employee discounts, including gyms**



## Family and Caregiver Benefits

Supporting our employees with caregiving responsibilities as they plan for and grow their families is critical. Support includes:

- Access to paid parental leave for all employees
- Flexible transition back to work following parental leave on full pay
- Fertility benefits for all employees
- Extended child, adult and elderly back-up care in the US and UK
- Leave offerings including family, surrogacy and adoption leave

**20**

*Weeks of paid parental leave for any employee primary caregiver in all geographies*

# Our Communities

At Moelis & Company, we are committed to conducting our business with integrity, building and growing an inclusive culture, strengthening local and global partnerships and utilizing our resources to enhance positive impact in the communities in which we operate.

## Corporate Philanthropy & Community Engagement

We support a number of nonprofit organizations through financial donations and volunteer programs. We also support the local communities where we operate, with an emphasis on education. Through volunteerism and group fundraising efforts, our global Corporate Social Responsibility program fosters Firm teamwork.



## Moelis Community

At Moelis & Company, our culture is enhanced by engaging with each other. Through our Moelis Community initiative, we deepen our relationships through showcasing each other's achievements, facilitating teambuilding activities and supporting our own communities around the globe.





# Our Footprint

Although our direct environmental impact is limited, Moelis & Company is committed to managing our global footprint. Moelis & Company's environmental guidelines include:

- Commitment to monitor our Firm's progress on environmental initiatives
- Acknowledgment of carbon footprint impact due to transportation
- Enhancement of current initiatives



## Transportation

- We inform employees about the use of environmental-friendly alternative forms of transportation
- Travel requests include a carbon impact visual, which allows us to educate employees about the carbon impact of travel



## Conserving Energy

- Energy-efficient appliances are used throughout our offices
- LED lights and sensors are used to conserve energy
- We are transitioning from physical in-house servers to cloud-based servers to lower our power consumption
- We will be introducing new energy-efficient monitors
- We monitor electricity in offices with the largest footprints



## Minimizing Waste

- We discourage unnecessary printing in our offices
- We donate electronic equipment to schools and local charities
- We are implementing a food waste reduction program at our headquarters in New York from both client and employee engagement activities



## Recycling

- All of our US offices recycle, and we are working towards implementing this practice at our offices across the globe

# Our Governance Structure

Moelis & Company is committed to strong corporate governance practices that align with the core values of our Firm and protect the interests of our stakeholders including our shareholders, clients, employees and communities. We believe our excellence in governance, ethics and business conduct is core to our success and reinforced by our collaborative corporate culture.

Moelis & Company's Board of Directors brings a diverse background of skills, business acumen and experiences that are an asset to both our Firm and to our shareholders, and reflects our Firm's commitment to fostering a culture of inclusion.

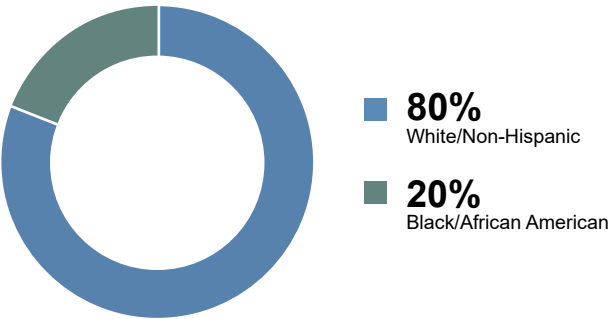
## Governance Highlights

- Majority Independent Board
- Fully Independent Committees
- Annual Director Elections
- Majority Voting on the Election of Directors
- Lead Independent Director
- Annual Board and Committee Assessments
- Succession Planning
- Diversity of Skills and Experiences
- Continuous Engagement with Shareholders
- Search Underway to Add an Independent Director, Increasing Board to Six Members

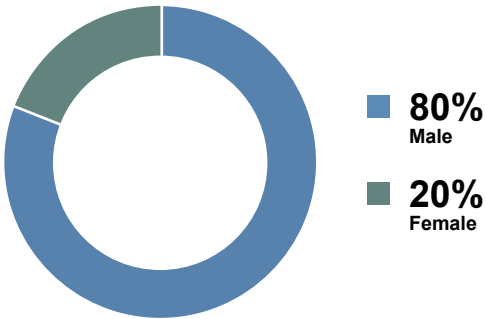
## Governance Snapshot

### Board Composition

Racial/Ethnic Representation of Our Directors<sup>1</sup>



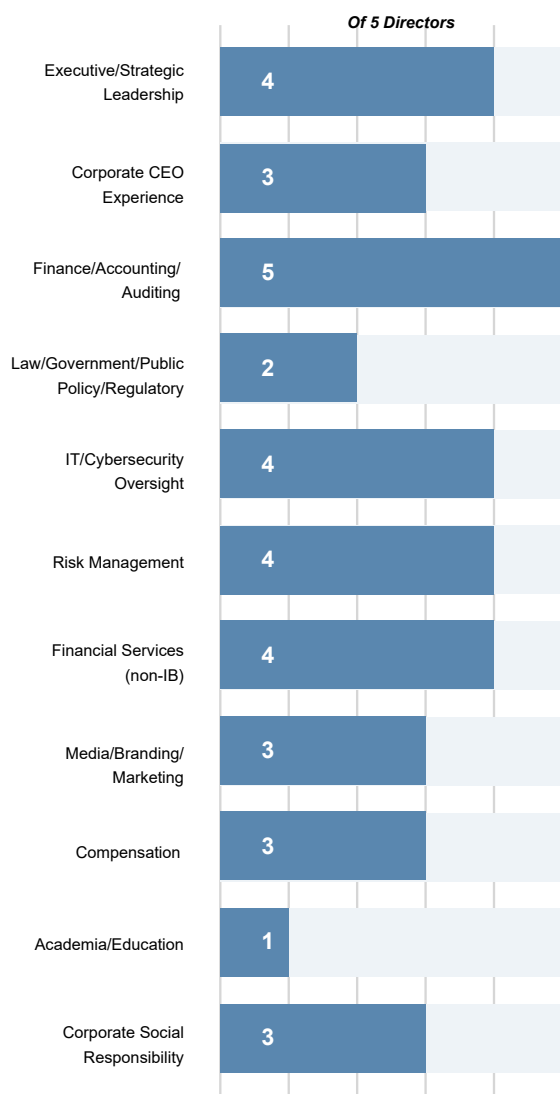
Gender Representation of Our Directors<sup>1, 2</sup>



(1) The demographic information presented is based on voluntary self-identification where one out of five directors identify as female, and one out of five directors identifies as Black/African American.  
(2) Our Nominating & Corporate Governance Committee has commenced a process to fill the fourth independent director seat by the end of 2023. Our Board of Directors is committed to adding a fourth gender diverse independent director.



## Diverse Skills and Experiences of Our Directors



Our Board of Directors has three standing committees: Audit Committee, Compensation Committee and Nominating and Corporate Governance Committee. Charters for each Committee can be found in the Investor Relations section of our website at [investors.moelis.com](https://investors.moelis.com).

Our CEO also currently holds the position of Chairperson of the Board. Our Board of Directors recently created the role of Lead Independent Director, a best practice at companies where the roles of CEO and Chairperson are combined. Ken Shropshire has been our Lead Independent Director since March 2022. The responsibilities of our Lead Independent Director are outlined in our updated Corporate Governance Guidelines.

Our Board of Directors is responsible for overseeing our governance and risk framework and ESG practices.

Our management is responsible for identifying, evaluating and managing risks on a day-to-day basis. Our executive officers meet regularly with our Board to identify and discuss enterprise-wide risks related to business, legal, regulatory, competition, talent management, information, ESG and cybersecurity and any other areas identified by management or our Board.

Our Board of Directors recognizes the growing importance of ESG matters and oversees Moelis & Company's ESG efforts, sustainability initiatives and diversity and inclusion strategy. To keep pace with the ever-changing ESG landscape, our executive team regularly updates our Board on the Firm's ESG initiatives.

# Risk Framework

We are exposed to a number of risks, and we regularly identify and evaluate these risks and our risk management strategy.

## Management Committees

- **Executive Committee:** The Executive Committee oversees all aspects of the business, including financial performance and business risks, and leads the execution of the Firm's strategic vision.
- **Management Committee:** The Management Committee assists the Executive Committee in executing on its key business initiatives.
- **Operating Committee:** The Operating Committee manages the key operational functions and associated operational risks, including business continuity management and cybersecurity.
- **Disclosure Committee:** The Disclosure Committee assists in the review of our periodic filings for the purpose of assessing accuracy and completeness of the public disclosures made by our Firm.



## Safeguarding Our Clients' Sensitive Information

Our clients trust us with their most confidential information. Safeguarding our clients' data is of utmost importance to our business and our reputation. We are constantly on guard and deploy resources designed to ensure that client information is protected against cybersecurity threats. We updated our Privacy and Cookies Policy to reflect the leading data protection standards. Our CFO, with oversight from our Board, leads firmwide cyber and enterprise risk management initiatives, in coordination with our Chief Information Officer and Chief Information Security Officer. Additionally, we have made ongoing investments in technology and cybersecurity to minimize process disruption to our business and support enhanced productivity across business functions.



# Managing Our Risk

Select policies, procedures and guidelines include:

## Anti-Money Laundering

Moelis & Company is committed to complying with all applicable anti-money laundering laws and regulations and to taking appropriate measures to prevent, detect and report known and suspected money laundering and terrorist financing threats.

## Code of Business Conduct and Ethics

The client trust we have earned reflects the importance we place on acting ethically and with integrity. Our Code of Business Conduct and Ethics addresses fair dealing, gifts and entertainment and aims to provide guidance to comply with all applicable laws and regulations. In addition, the Code is supplemented by other internal Firm policies, such as our Global Anti-Corruption Policy and Procedures.

## Corporate Governance

Moelis & Company is governed by a Board of Directors and various committees of the Board that meet regularly throughout the year. Our Board has adopted Corporate Governance Guidelines and has three standing committees, each of which has adopted and operates under a written charter.

## Cyber and Data Security

Moelis & Company is continuously monitoring our cyber and data security policies to adapt to evolving global threats.

## Environmental Guidelines

Moelis & Company adopted Environmental Guidelines in 2021, outlining our approach to managing our office footprint and daily operations efficiently and highlighting our implementation of energy-efficient and sustainable practices.



## Privacy and Cookie Policy

Moelis & Company describes the types of personal information that a relevant Moelis entity may collect about you in compliance with applicable legal and regulatory requirements and the steps that we take to safeguard the information to protect your privacy.

## Workplace Behavior

All Moelis & Company employees are required to complete anti-harassment training on an annual basis. Training around workplace behavior and unconscious bias is also part of our curriculum.

# Sustainability Accounting Standards Board (SASB) Framework

Moelis & Company discloses material ESG data in line with the SASB framework for the Investment Banking & Brokerage industry.

Table 1. Sustainability Disclosure Topics and Accounting Metrics.

CODE	ACCOUNTING METRIC	DISCLOSURE
Employee Diversity & Inclusion		
FN-IB-330a.1	Percentage of gender and racial/ethnic group representation for (1) executive management, (2) non-executive management, (3) professionals, and (4) all other employees	32% of our global workforce have self-identified as female. 26% of our workforce resides outside the US where it is generally not permissible to collect workforce demographic information.
Incorporation of Environmental, Social, and Governance Factors in Investment Banking & Brokerage Activities		
FN-IB-410a.1	Revenue from (1) underwriting, (2) advisory, and (3) securitization transactions incorporating integration of environmental, social, and governance (ESG) factors, by industry	Moelis & Company does not classify advisory or placement fee revenues according to ESG factors.
FN-IB-410a.2	(1) Number and (2) total value of investments and loans incorporating integration of environmental, social, and governance (ESG) factors, by industry	Moelis & Company does not make material proprietary investments as part of our overall business activities.
FN-IB-410a.3	Description of approach to incorporation of environmental, social, and governance (ESG) factors in investment banking and brokerage activities	According to our <a href="#">Environmental Guidelines</a> , Moelis & Company recognizes that the climate change conversation is having an increasing impact on the way in which companies across all industries are conducting business. As part of our tailored approach to financial advisory, we work side-by-side with our clients on a variety of advisory topics, which can include identifying and providing advice regarding strategic transactions that advance our clients' environmental, social and governance goals. Please see page 4 of this report for additional information.



CODE	ACCOUNTING METRIC	DISCLOSURE
Business Ethics		
FN-IB-510a.1	Total amount of monetary losses as a result of legal proceedings associated with fraud, insider trading, anti-trust, anti-competitive behavior, market manipulation, malpractice, or other related financial industry laws or regulations	Material legal proceedings are disclosed in our 2022 annual report on Form 10-K and our subsequent quarterly reports filed on Form 10-Q.
FN-IB-510a.2	Description of whistleblower policies and procedures	In line with our <a href="#">Code of Business Conduct and Ethics</a> , any person can report a suspected violation of rules, regulations, the Code or any Firm policy anonymously in writing to the General Counsel. Anonymous reports may also be made through an online form or a toll-free telephone number. Reports submitted through these methods will be delivered to the General Counsel by a secure Disclosure Management System.
Professional Integrity		
FN-IB-510b.1	(1) Number and (2) percentage of covered employees with a record of investment-related investigations, consumer-initiated complaints, private civil litigations, or other regulatory proceedings	In the event that any legal or regulatory matters are material, they are disclosed in our 2022 annual report on Form 10-K and our subsequent quarterly reports filed on Form 10-Q.
FN-IB-510b.2	Number of mediation and arbitration cases associated with professional integrity, including duty of care, by party	In the event that any legal or regulatory matters are material, they are disclosed in our 2022 annual report on Form 10-K and our subsequent quarterly reports filed on Form 10-Q.
FN-IB-510b.3	Total amount of monetary losses as a result of legal proceedings associated with professional integrity, including duty of care	In the event that any legal or regulatory matters are material, they are disclosed in our 2022 annual report on Form 10-K and our subsequent quarterly reports filed on Form 10-Q.
FN-IB-510b.4	Description of approach to ensuring professional integrity, including duty of care	We are committed to the highest standards of business conduct in our relationships with each other and with our clients, suppliers, shareholders and others. This conduct is outlined in our <a href="#">Code of Business Conduct and Ethics</a> . All employees complete annual Business Conduct and Ethics attestations.
Systemic Risk Management		

CODE	ACCOUNTING METRIC	DISCLOSURE
FN-IB-550a.1	Global Systemically Important Bank (G-SIB) score, by category	Not applicable. We do not track this metric as Moelis is not a G-SIB.
FN-IB-550a.2	Description of approach to incorporation of results of mandatory and voluntary stress tests into capital adequacy planning, long-term corporate strategy, and other business activities	Not applicable. Moelis is not a G-SIB.
Employee Incentives & Risk Taking		
FN-IB-550b.1	Percentage of total remuneration that is variable for Material Risk Takers (MRTs)	Information on our compensation philosophy is found in our most recent proxy statement.
FN-IB-550b.2	Percentage of variable remuneration of Material Risk Takers (MRTs) to which malus or clawback provisions were applied	Information on our compensation philosophy is found in our most recent proxy statement.
FN-IB-550b.3	Discussion of policies around supervision, control, and validation of traders' pricing of Level 3 assets and liabilities	Not applicable. Moelis does not engage in trading as part of its business.

Table 2. Activity Metrics

CODE	ACCOUNTING METRIC	DISCLOSURE
FN-IB-000.A	(1) Number and (2) value of (a) underwriting, (b) advisory, and (c) securitization transactions	We do not disclose this information according to the categories listed on the left. Revenue Reporting is disclosed in our 2022 annual report on Form 10-K and our subsequent quarterly reports filed on Form 10-Q.
FN-IB-000.B	(1) Number and (2) value of proprietary investments and loans by sector	Moelis & Company does not make material proprietary investments as part of our overall business activities.
FN-IB-000.C	(1) Number and (2) value of market making transactions in (a) fixed income, (b) equity, (c) currency, (d) derivatives, and (e) commodity products	These activities are not currently part of our business strategy.



## *About this report*

Unless otherwise stated, this report generally covers activities, data and initiatives from our fiscal year 2022, with certain additional developments in 2023.

The topics covered in this report are those that we have determined to be material to our business and stakeholders, and we have aligned our reporting with the Sustainability Accounting Standards Board (SASB) standards for the Investment Banking & Brokerage industry. We also regularly engage with our investors, employees, clients, regulators, rating agencies and others on ESG and other related matters.

Additional information about Moelis & Company can be found in our public financial filings, including our annual report and proxy filings, as well as on the Security and Exchange Commission's website at [www.sec.gov](http://www.sec.gov) or the Investors page of our website at [www.moelis.com](http://www.moelis.com).

We did not seek third-party assurance for this report; however, we will consider doing so for future reporting. The information and data contained in this report were vetted by internal subject matter experts.

# Moelis

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