

# Moelis

Moelis & Company LLC

## Customer Relationship Summary – Form CRS

As of October 2023

### Introduction<sup>1</sup>

Moelis & Company LLC (“Moelis”, “we”, “us”, or “our”) is registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (“FINRA”).

Brokerage and investment advisory services and fees differ and it is important that you understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you. This document gives you a summary of the types of services we provide and how we are paid for those services. Please ask us for more information by using the details provided in the “Additional Information” section of this document. Additionally, you will find some suggested questions to ask the Moelis financial professional you interact with throughout this document in the “Conversation Starters” sections.

### What investment services and advice can you provide me?

**Moelis does not offer brokerage accounts to retail investors<sup>2</sup> or monitor your brokerage investments.** Moelis provides investment banking products and services to its clients, with primary capabilities in mergers and acquisitions and strategic advisory (“M&A”), capital structure advisory, capital markets and private funds advisory. Moelis advises corporate clients, private funds and institutional investors on securities offering and private placements (collectively “private placements”) and provides investment banking and financial advisory services. Moelis, on behalf of its company and private fund clients, offers investments in these private placements to corporate and institutional investors and may at times offer such investment opportunities to sophisticated retail investors. Our services are offered on a non-discretionary basis, which means investors maintain investment discretion. Your investment decisions should be made independently based on the offering documents and private placement memorandums and your own due diligence.

Some products may have minimum requirements for account or investment size, which are found in the applicable offering documents. We require that investors are “accredited investors,” which means that they have a net worth exceeding \$1 million (either alone or together with a spouse); and over the last two years, have an annual income of \$200,000 individually; or \$300,000 when combined with their spouse or “qualified purchasers,” which means they have at least \$5 million in cash or investments, excluding the value of their primary residence or business property. You should independently evaluate any investment opportunity offered to you and consider consulting tax, legal, or financial professionals of your choosing.

**For additional information** about our services, please visit [moelis.com](https://moelis.com).

**Conversation Starters.** Ask the Moelis financial professional you interact with—

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1 This disclosure is provided to comply with the SEC’s Form CRS disclosure requirements. It does not create or modify any agreement, relationship, or obligation between you and Moelis & Company LLC (or your financial professional).

2 For purposes of Form CRS, “retail investor” is defined as “a natural person or legal representative of such natural person, who seeks to receive or receives services primarily for personal, family, or household purposes.”

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- **Given my financial situation, should I choose a brokerage service? Why or why not?**
- **How will you choose investments to recommend to me?**
- **What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?**

### What fees will I pay?

Moelis does not charge you fees if you invest in a private placement offered by any of our clients. Our fees are discussed further in the next section, below. You should expect to pay fees to the fund manager or issuer of the private investment, which may include custodian fees, maintenance fees, transfer fees, etc. Please consult any applicable prospectuses, private placement memoranda, and/or other offering and marketing materials that may be provided (collectively, “Offering Materials”) or related agreements provided to you in connection with your investments.

Please make sure you understand the investment(s) you are considering and consider consulting independent tax, legal, or financial professionals of your choosing to assist in evaluating any potential investment.

**You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.**

**For additional information** about our services, please visit [moelis.com](https://moelis.com) and refer to applicable Offering Materials.

**Conversation Starters.** Ask the Moelis financial professional you interact with—

- **Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?**

### What are your legal obligations to me when providing recommendations? How else does your firm make money, and what conflicts of interest do you have?

**If we were to provide you with a recommendation, we are required to act in your best interest and not put our interest ahead of yours.** At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the services we provide you. Here are some examples to help you understand what this means.

**Fees for advisory services:** We earn negotiated fees for our advisory services from the companies and funds who engage us to offer their investments. Some or all of the fees we receive from our clients are calculated based on the investments made in our clients’ investment offerings to institutional and retail investors, sometimes referred to as a “placement fee.” We may receive placement fees on the amount you invest. As a result, there may be an incentive to encourage you to make an investment that we offer or to make an investment in an offering for which we receive greater fees. Our clients are charged a fee for investments you make in private placements, whether or not they or you make or lose money on any investment opportunity they offer. Generally we receive our fees upon closing of the investment and our fees are unrelated to how their and your investment may perform.

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**Alternative investments:** At times, we will have only one private investment opportunity available to investors. As a result, at those times we will not have an alternative investment opportunity for you to consider, and not all investment opportunities are suitable for all investors.

**Conversation Starters.** Ask the Moelis financial professional you interact with—

- **How might your conflicts of interest affect me, and how will you address them?**

**For additional information** about our services, please visit [moelis.com](https://www.moelis.com) and refer to applicable Offering Materials.

### How do your financial professionals make money?

Our financial professionals receive a combination of a salary and discretionary bonus award. They do not earn sales commissions. Many factors are considered in determining bonuses such as individual performance, the performance of a particular business unit, and our overall performance.

There are times when our financial professionals may invest in a private placement that has also been offered to retail investors. There are also times when our financial professionals are allowed to make that investment at a reduced fee or the fees are waived altogether. This may create an incentive for our professionals to ensure the success of the fund or private placement by recommending them to you. We have systems in place to mitigate the conflicts of interest that may arise from the way our financial professionals make money, including systems to review whether an investment recommendation is in your best interest.

### Do you or your financial professionals have legal or disciplinary history?

Yes. Visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Conversation Starters.** Ask the Moelis financial professional you interact with—

- **As a financial professional, do you have any disciplinary history? For what type of conduct?**

### Additional Information

If you would like additional information about our services, or an up-to-date copy of this disclosure, please visit [www.moelis.com](https://www.moelis.com), or call 212-883-3800.

**Conversation Starters.** Ask the Moelis financial professional you interact with—

- **Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?**

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### Exhibit to Form CRS

Moelis is required to update its Form CRS when information in the Form CRS becomes materially inaccurate. This Exhibit summarizes updates made to our Form CRS.

#### Summary of Material Changes:

- On October 17, 2023, Moelis updated its Form CRS to answer “yes” to whether the firm or its financial professionals have legal or disciplinary history. Please visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.