



To Our Shareholders,

When we first imagined what PJT Partners could become, we saw an opportunity to create a premier advisory-focused investment bank designed to deliver an unparalleled level of client service. In this, our first shareholder letter, we are pleased to report on our progress to date.

Our start was anything but straightforward. By combining Blackstone's advisory businesses with our nascent firm to form PJT Partners in October 2015, we embarked upon a merger, a spin-off and a start-up all at once. This strategy, while unique among our peers, was clearly worth it. In merging a business with a 30-year history with a new, high-energy firm we created a destination for best-in-class talent while channeling the power of three highly complementary advisory businesses.

As we completed our first full calendar year as an independent public company, our progress exceeded our expectations across most every metric, bringing into focus our true earnings potential. We maintained market-leading positions in our Restructuring & Special Situations business and our Park Hill fund placement business and further invested in our Strategic Advisory business. We also made significant headway in building a differentiated culture and brand. The integration of our three businesses happened organically as we identified numerous ways to better serve clients through enhanced collaboration.

This progress is reflected in our full year 2016 financial performance. We generated revenues of just under \$500 million while producing strong cash flows. Our revenues were up 23% year over year, with a 32% increase in advisory. These growth rates significantly outpaced other financial advisory firms, even in the midst of all of the foundational changes we made to our Strategic Advisory business.

From the outset, our values have centered on clients, capabilities, character, culture and collaboration. These values continue to be the bedrock of our strategy for growth in 2017 and beyond.

The PJT Approach

We strive to offer the complete range of capabilities that our clients expect while delivering the high touch service that our clients deserve. We pride ourselves on providing a high level of senior attention, engagement and thought leadership to deliver results. Operating through eight hubs around the world, our deep bench of experienced advisors has advised clients in more than 40 countries. Increasingly our firm is in demand for our advice on complex, cross-border transactions or capital raises reaching investors around the globe. The experience and talent of our 400+ employees and nearly 60 partners enable us to offer unrivaled advisory capabilities. We support clients on a broad range of strategic alternatives including mergers, acquisitions, divestitures, joint ventures, spin-offs, asset swaps, recapitalizations, reorganizations and exchange offers. We also help clients raise capital through the public and private capital markets, raise funds for private equity, hedge fund and real estate funds as well as provide secondary fund advisory services.

Our reputation is built on the results of our clients. We are committed to providing them the best, most innovative advice possible as we guide them through challenging and complex transformations in their businesses. Whether seeking advice on complex M&A transactions or navigating a restructuring or reorganization, clients turn to us to provide differentiated advice. In these early days, we are extraordinarily proud to have worked with such a prestigious group of companies across so many industries and geographies.

The PJT Culture

Our partnership culture allows us to focus on clients in a highly integrated and seamless manner. This culture of collaboration is fundamental to maximizing our market opportunity. It allows us to provide better client outcomes, better working environments, better talent development and, ultimately, higher revenues and profitability. The opportunities to collaborate within and across our three businesses continue to present themselves and we are confident that the quality and quantity of such opportunities will grow throughout 2017 and beyond.

Key to our growth strategy is our ability to attract and retain best-in-class talent with the highest level of integrity. Our recruitment efforts are methodical and measured to ensure we expand our footprint to best serve clients while preserving and building on our unique partnership culture.

We offer a differentiated destination for proven leaders through the unique combination of experience, history and brand coupled with the excitement, energy and entrepreneurship of a start-up. As the first advisory firm of consequence to be founded since the financial crisis, we are building our firm in an environment that is more conducive to attracting best-in-class bankers.

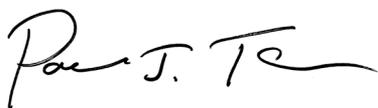
We have found that talent begets talent. Since we started in 2015 we have significantly increased the number of client-facing professionals. We will continue to add more partners through both the recruitment of top senior bankers from around the globe as well as the promotion of our top talent from within. Investing in our people is an essential component of our firm's continued success.

Looking Forward

We are steadily building a shareholder base that understands our story and how we are different. We are confident in our ability to create long-term shareholder value through increased revenues and sustained earnings growth. The growth from leveraging and integrating our leading businesses together with continued footprint expansion will position us to grow regardless of the market environment.

We are very appreciative of your support and remain focused on creating value for you, our shareholders.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul J. Taubman". The signature is fluid and cursive, with a prominent initial "P" and a long, sweeping tail.

Paul J. Taubman
Chairman and Chief Executive Officer