

Cohen & Steers About Page

Headline:

We are focused investment-led experts, specializing in real assets and alternative income

Sub-section: Who we are

Headline: We pursue excellence

Cohen & Steers concentrates on ~~markets that are~~ inherently inefficient, creating opportunities to add value through active management. With a proven history of continuous innovation, we are always evolving to meet the needs of clients today and anticipate their challenges of tomorrow.

OR

Cohen & Steers focuses on building long-term client relationships based on trust, superior results, and our perspectives as an education authority. With our proven history of innovation, we are always evolving to meet the needs of clients today and anticipate their challenges of tomorrow.

Stats: 35+ years of investment innovation

AUM \$100B

Employees 350+

Investment professionals 60+

Descriptor: Four values define us

Excellence: guides our company ethos and how we deliver superior performance for our clients

- 100% of strategies outperformed their benchmarks on a 3, 5, 10-year basis (measured by AUM)-each one of these could be a unique stat
- 86% of our AUM ended 2021 rated 4 or 5 stars by Morningstar
- 11.8% industry leading organic growth in 2021

Innovation: proven over 35 years as a real asset pioneer, it is the foundation of our business decisions, focuses our strategies and drives our opportunities.

- *First investment manager focused on listed REIT investing in 1986* 
- *First REIT Open Ended Fund, 1991*
- *Recapitalized the REIT market during the GFC*
- *Introduced Private Real Estate Capabilities in 2021*

Focus: articulates our specialist orientation and disciplined investment approach, delivering diversification, alpha and income.

- *Recognized by CIO Magazine as Real Asset Manager of the Year*
- ~~*Strong performance in our asset classes fueled our 11.8% industry leading organic growth in 2021*~~ 
- ~~*Educational authority on real assets (x hours training clients annually)*~~ 

Inclusive: fundamental to fostering teamwork, nurturing a collaborative spirit and promoting an entrepreneurial spirit.

- *70% of new hires in the U.S. were diverse* 
- *60% of new hires globally were diverse*
- *In 2021, 40% of global new hires were women* 
- *Partnered with Girls Who Invest to help increase the number of women in portfolio management*
- *Work with Dress for Success & Susan J. Komen Foundation to empower women's' economic freedom and health*
- *Active employee resource groups include Culture Committee and Women's Exchange* 

Sub-section: What we do

Headline: We deliver alpha, income and diversification 

Descriptor: Our Strategy 

Listed Real Estate 

Access to listed property markets around the world

Listed Infrastructure

~~Focusing~~ on owners and operators of infrastructure assets around the world 

Preferred Securities 

The full universe of the preferred securities market while managing long-term credit and interest-rate risks.

Real Assets

Investing in tangible to attract total returns over the long term, while maximizing the potential for real returns in periods of rising inflation.

Private Real Estate

A range of strategies, bespoke solutions, and enhanced insights from an expert team

Natural Resource Equities

Access to the global portfolio of public companies involved in the production of tangible assets linked to natural resources.

Commodities

A research-driven approach to commodities management, while seeking alpha through active trade implementation.

Midstream Energy

Highlighting companies that gather, process, store, and transport energy commodities

Sub-section: Who we serve

Headline: We achieve superior results for stakeholders across the globe
[See our offices in key strategic markets around the world]

Institutional Investors

We proudly partner with institutional investors, helping them deliver financial security to people around the world. Working with sophisticated institutional investors, big and small, including endowments, pension funds and sovereign wealth funds, Cohen & Steers understands today's fast-changing marketplace and growing imperatives like ESG investing, shifting regulations and greater transparency. We know doing what's best for participants matters most, providing financial wellbeing to millions.

Financial professionals

We work closely with regional, national and global investment professionals who offer guidance and recommendations to their diverse clients seeking to invest in their future. With continued market volatility, Cohen & Steers provides the perspectives financial professionals and their clients need. Our proven expertise and innovative solutions, combined with our educational approach and market insights are foundational to these relationships, which are delivered by teams with decades of asset class specialization and independent points of view.

Sub-section: Why it matters

Headline: Creating impact and making a real difference

As a firm, we believe ~~collectively we can~~ serve the greater good. We hold ourselves accountable to the highest standards of corporate responsibility. Cohen & Steers is proud to be active in our communities through partnerships and our volunteer initiatives and continue to seek ways to improve ourselves, our company and the world around us.

