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COHEN & STEERS REPORTS RESULTS FOR THIRD QUARTER 2020

- Diluted EPS of \$0.66 (\$0.67, as adjusted)
- Operating margin of 39.0% (39.6%, as adjusted)
- AUM of \$70.5 billion; average AUM of \$69.8 billion
- Net inflows of \$2.3 billion

NEW YORK, NY, October 21, 2020—Cohen & Steers, Inc. (NYSE: CNS) today reported its operating results for the quarter ended September 30, 2020.

Financial Highlights

(in thousands, except percentages and per share data)

	Three Months Ended		
	September 30, 2020	June 30, 2020	September 30, 2019
U.S. GAAP			
Revenue	\$ 111,159	\$ 94,087	\$ 104,965
Expenses	\$ 67,852	\$ 58,792	\$ 64,832
Operating income (loss)	\$ 43,307	\$ 35,295	\$ 40,133
Non-operating income (loss)	\$ 3,231	\$ 7,953	\$ 6,617
Net income attributable to common stockholders	\$ 31,904	\$ 28,520	\$ 34,017
Diluted earnings per share	\$ 0.66	\$ 0.59	\$ 0.70
Operating margin	39.0 %	37.5 %	38.2 %
As Adjusted ⁽¹⁾			
Net income attributable to common stockholders	\$ 32,616	\$ 26,154	\$ 31,257
Diluted earnings per share	\$ 0.67	\$ 0.54	\$ 0.65
Operating margin	39.6 %	37.7 %	38.8 %

(1) The "As Adjusted" amounts represent non-GAAP financial measures. Refer to pages 18-19 for reconciliations to the most directly comparable U.S. GAAP financial measures.

U.S. GAAP

This section discusses the financial results of the Company as presented in accordance with U.S. GAAP.

Revenue

Revenue for the third quarter of 2020 was \$111.2 million, an increase of \$17.1 million, or 18.1% from \$94.1 million for the second quarter of 2020. The change was primarily due to an increase in investment advisory and administration fees of \$16.5 million, primarily attributable to higher average assets under management in all three investment vehicles and one more day in the quarter, as well as the recognition of \$5.2 million of performance fees from certain institutional accounts. Changes to investment advisory and administration fee revenue by investment vehicle were as follows:

- Institutional account revenue increased \$8.3 million to \$32.9 million;
- Open-end fund revenue increased \$7.0 million to \$51.6 million; and
- Closed-end fund revenue increased \$1.2 million to \$18.7 million.

Expenses

Expenses for the third quarter of 2020 were \$67.9 million, an increase of \$9.1 million, or 15.4% from \$58.8 million for the second quarter of 2020. The change was primarily due to:

- Higher employee compensation and benefits of \$6.7 million, primarily due to higher incentive compensation of \$6.1 million which increased consistent with revenue growth;
- Higher distribution and services fees of \$2.1 million, primarily due to higher average assets under management in U.S. open-end funds; and
- Higher general and administrative expenses of \$280,000, primarily due to \$310,000 of costs associated with the ongoing initial offering of a closed-end fund.

Operating Margin

Operating margin was 39.0% for the third quarter of 2020, compared with 37.5% for the second quarter of 2020. Operating margin represents the ratio of operating income to revenue.

Non-operating Income (Loss)

(in thousands)	Three Months Ended					
	September 30, 2020			June 30, 2020		
	Seed Investments	Other	Total	Seed Investments	Other	Total
Interest and dividend income—net	\$ 574	\$ 120	\$ 694	\$ 604	\$ 289	\$ 893
Gain (loss) from investments—net	3,279	—	3,279	7,317	—	7,317
Foreign currency gains (losses)—net	108	(850)	(742)	(225)	(32)	(257)
Total non-operating income (loss)	\$ 3,961 ⁽¹⁾	\$ (730)	\$ 3,231	\$ 7,696 ⁽¹⁾	\$ 257	\$ 7,953

(1) Seed investments included net income of \$2.1 million and \$3.6 million attributable to third-party interests for the three months ended September 30, 2020 and June 30, 2020, respectively.

Income Taxes

The effective tax rate for the third quarter of 2020 was 28.2%, compared with 28.0% for the second quarter of 2020. The effective tax rate for the third and second quarters of 2020 differed from the U.S. federal statutory rate of 21.0% primarily due to state, local and foreign taxes as well as the effect of certain permanent differences, the most significant of which related to limitations on the deductibility of executive compensation.

As Adjusted

The term “As Adjusted” is used to identify non-GAAP financial information in the discussion below. Refer to pages 18-19 for reconciliations to the most directly comparable U.S. GAAP financial measures.

Revenue

Revenue, as adjusted, for the third quarter of 2020 was \$111.4 million, compared with \$94.0 million for the second quarter of 2020.

Revenue, as adjusted, excluded the consolidation of certain of the Company's seed investments for both periods.

Expenses

Expenses, as adjusted, for the third quarter of 2020 were \$67.3 million, compared with \$58.6 million for the second quarter of 2020.

Expenses, as adjusted, excluded the following:

- The consolidation of certain of the Company's seed investments for both periods;
- Amounts related to the accelerated vesting of certain restricted stock units for the third quarter of 2020; and
- Costs associated with the ongoing initial offering of a closed-end fund for the third quarter of 2020.

Operating Margin

Operating margin, as adjusted, for the third quarter of 2020 was 39.6%, compared with 37.7% for the second quarter of 2020.

Non-operating Income

Non-operating income, as adjusted, for the third quarter of 2020 was \$502,000, compared with \$140,000 for the second quarter of 2020.

Non-operating income, as adjusted, excluded the following for both periods:

- Results from the Company's seed investments; and
- Net foreign currency exchange gains and losses associated with U.S. dollar-denominated assets held by certain foreign subsidiaries.

Income Taxes

The effective tax rate, as adjusted, for the third quarter of 2020 was 27.0%, compared with 26.5% for the second quarter of 2020.

The effective tax rate, as adjusted, excluded the tax effects associated with non-GAAP adjustments as well as discrete items for both periods.

Assets Under Management

(in millions)	As of		% Change
	September 30, 2020	June 30, 2020	
By Investment Vehicle			
Institutional accounts	\$ 30,380	\$ 28,867	5.2%
Open-end funds	31,404	28,921	8.6%
Closed-end funds	8,719	8,539	2.1%
Total	<u>\$ 70,503</u>	<u>\$ 66,327</u>	6.3%
By Investment Strategy			
U.S. real estate	\$ 29,610	\$ 28,119	5.3%
Preferred securities	19,010	17,116	11.1%
Global/international real estate	13,863	12,659	9.5%
Global listed infrastructure	6,299	6,768	(6.9%)
Other	1,721	1,665	3.4%
Total	<u>\$ 70,503</u>	<u>\$ 66,327</u>	6.3%

Assets under management at September 30, 2020 were \$70.5 billion, an increase of 6.3% from \$66.3 billion at June 30, 2020. The increase was driven by net inflows of \$2.3 billion and market appreciation of \$2.6 billion, partially offset by distributions of \$724 million.

Institutional Accounts

Assets under management in institutional accounts at September 30, 2020 were \$30.4 billion, an increase of 5.2% from \$28.9 billion at June 30, 2020. The change was primarily due to the following:

- Advisory:
 - Net inflows of \$106 million, including \$325 million into U.S. real estate and \$226 million into global/international real estate, partially offset by net outflows of \$460 million from global listed infrastructure, which included a \$506 million termination from a single client; and
 - Market appreciation of \$736 million, including \$376 million from global/international real estate, \$142 million from preferred securities and \$138 million from U.S. real estate.
- Japan subadvisory:
 - Net inflows of \$294 million, including \$309 million into U.S. real estate;
 - Market appreciation of \$345 million, including \$221 million from U.S. real estate and \$108 million from global/international real estate; and
 - Distributions of \$359 million, including \$350 million from U.S. real estate.

- Subadvisory excluding Japan:
 - Net inflows of \$199 million, including \$276 million into global/international real estate, partially offset by net outflows of \$66 million from global listed infrastructure; and
 - Market appreciation of \$192 million, including \$142 million from global/international real estate.

Open-end Funds

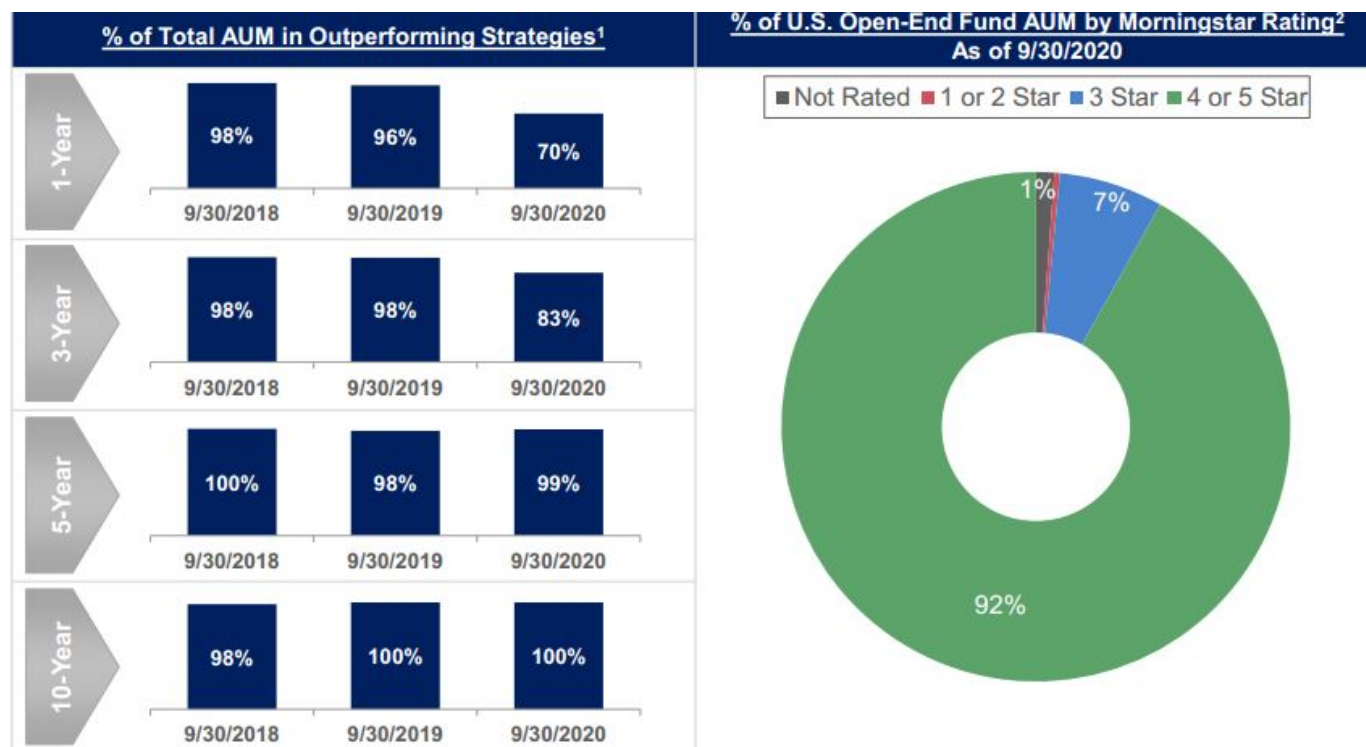
Assets under management in open-end funds at September 30, 2020 were \$31.4 billion, an increase of 8.6% from \$28.9 billion at June 30, 2020. The change was primarily due to the following:

- Net inflows of \$1.6 billion, including \$1.2 billion into preferred securities and \$420 million into U.S. real estate;
- Market appreciation of \$1.1 billion, including \$583 million from preferred securities and \$400 million from U.S. real estate; and
- Distributions of \$239 million, including \$149 million from preferred securities and \$87 million from U.S. real estate.

Closed-end Funds

Assets under management in closed-end funds at September 30, 2020 were \$8.7 billion, an increase of 2.1% from \$8.5 billion at June 30, 2020. The increase was primarily the result of market appreciation of \$257 million, partially offset by distributions of \$126 million.

Investment Performance at September 30, 2020



- (1) Past performance is no guarantee of future results. Outperformance is determined by comparing the annualized investment performance of each investment strategy to the performance of specified reference benchmarks. Investment performance in excess of the performance of the benchmark is considered outperformance. The investment performance calculation of each investment strategy is based on all active accounts and investment models pursuing similar investment objectives. For accounts, actual investment performance is measured gross of fees and net of withholding taxes. For investment models, for which actual investment performance does not exist, the investment performance of a composite of accounts pursuing comparable investment objectives is used as a proxy for actual investment performance. The performance of the specified reference benchmark for each account and investment model is measured net of withholding taxes, where applicable. This is not investment advice and may not be construed as sales or marketing material for any financial product or service sponsored or provided by Cohen & Steers.
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Balance Sheet Information

As of September 30, 2020, cash, cash equivalents, U.S. Treasury securities and seed investments were \$201.9 million. As of September 30, 2020, stockholders' equity was \$235.8 million and the Company had no debt.

Conference Call Information

Cohen & Steers will host a conference call tomorrow, October 22, 2020 at 10:00 a.m. (ET) to discuss the Company's third quarter results. Investors and analysts can access the live conference call by dialing 800-894-8917 (U.S.) or +1-212-231-2920 (international); passcode: 21970758. Participants should plan to register at least 10 minutes before the conference call begins. The accompanying presentation will be available on the Company's website at www.cohenandsteers.com under "Company—Investor Relations—Press Releases."

A replay of the call will be available for two weeks starting at approximately 12:00 p.m. (ET) on October 22, 2020 and can be accessed at 800-633-8284 (U.S.) or +1-402-977-9140 (international); passcode: 21970758. Internet access to the webcast, which includes audio (listen-only), will be available on the Company's website at www.cohenandsteers.com under "Company—Investor Relations—Overview." The webcast will be archived on the website for one month.

About Cohen & Steers

Cohen & Steers is a global investment manager specializing in liquid real assets, including real estate securities, listed infrastructure and natural resource equities, as well as preferred securities and other income solutions. Founded in 1986, the firm is headquartered in New York City, with offices in London, Dublin, Hong Kong and Tokyo.

Forward-Looking Statements

This press release and other statements that Cohen & Steers may make may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which reflect management's current views with respect to, among other things, the Company's operations and financial performance. You can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "may," "should," "seeks," "predicts," "intends," "plans," "estimates," "anticipates" or the negative versions of these words or other comparable words. Such forward-looking statements are 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 forward-looking statements. The Company believes that these factors include, but are not limited to, the risks described in the Risk Factors section of the Company's Annual Report on Form 10-K for the year ended December 31, 2019 (the Form 10-K) and Quarterly Reports on Form 10-Q for the quarters ended March 31, 2020 and June 30, 2020 (the First and Second Quarter 10-Qs), each of which is accessible on the Securities and Exchange Commission's website at www.sec.gov and on the Company's website at www.cohenandsteers.com. These factors are not exhaustive and should be read in conjunction with the other cautionary statements that are included in the Company's Form 10-K, First and Second Quarter 10-Qs, and other filings with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

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Cohen & Steers, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations (Unaudited)
(in thousands, except per share data)

	Three Months Ended			% Change From	
	September 30, 2020	June 30, 2020	September 30, 2019	June 30, 2020	September 30, 2019
Revenue					
Investment advisory and administration fees	\$ 103,160	\$ 86,648	\$ 96,763		
Distribution and service fees	7,572	6,930	7,681		
Other	427	509	521		
Total revenue	111,159	94,087	104,965	18.1%	5.9%
Expenses					
Employee compensation and benefits	41,060	34,320	37,877		
Distribution and service fees	14,642	12,518	14,142		
General and administrative	11,006	10,726	11,713		
Depreciation and amortization	1,144	1,228	1,100		
Total expenses	67,852	58,792	64,832	15.4%	4.7%
Operating income (loss)	43,307	35,295	40,133	22.7%	7.9%
Non-operating income (loss)					
Interest and dividend income—net	694	893	1,713		
Gain (loss) from investments—net	3,279	7,317	4,472		
Foreign currency gains (losses)—net	(742)	(257)	432		
Total non-operating income (loss)	3,231	7,953	6,617	(59.4%)	(51.2%)
Income before provision for income taxes	46,538	43,248	46,750	7.6%	(0.5%)
Provision for income taxes	12,532	11,086	10,352		
Net income	34,006	32,162	36,398	5.7%	(6.6%)
Less: Net (income) loss attributable to redeemable noncontrolling interests	(2,102)	(3,642)	(2,381)		
Net income attributable to common stockholders	\$ 31,904	\$ 28,520	\$ 34,017	11.9%	(6.2%)
Earnings per share attributable to common stockholders					
Basic	\$ 0.67	\$ 0.60	\$ 0.72	11.8%	(7.3%)
Diluted	\$ 0.66	\$ 0.59	\$ 0.70	11.6%	(6.7%)
Dividends declared per share	\$ 0.39	\$ 0.39	\$ 0.36	—%	8.3%
Weighted average shares outstanding					
Basic	47,855	47,826	47,316		
Diluted	48,681	48,572	48,412		

* Not meaningful.

Cohen & Steers, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations (Unaudited)
(in thousands, except per share data)

	Nine Months Ended		% Change
	September 30, 2020	September 30, 2019	
Revenue			
Investment advisory and administration fees	\$ 287,097	\$ 277,421	
Distribution and service fees	22,285	22,072	
Other	1,694	1,490	
Total revenue	311,076	300,983	3.4%
Expenses			
Employee compensation and benefits	113,997	108,438	
Distribution and service fees	41,264	40,866	
General and administrative	45,320	34,690	
Depreciation and amortization	3,524	3,317	
Total expenses	204,105	187,311	9.0%
Operating income (loss)	106,971	113,672	(5.9%)
Non-operating income (loss)			
Interest and dividend income—net	2,736	5,174	
Gain (loss) from investments—net	(11,431)	20,210	
Foreign currency gains (losses)—net	36	679	
Total non-operating income (loss)	(8,659)	26,063	*
Income before provision for income taxes	98,312	139,735	(29.6%)
Provision for income taxes	24,076	30,711	
Net income	74,236	109,024	(31.9%)
Less: Net (income) loss attributable to redeemable noncontrolling interests	6,760	(11,131)	
Net income attributable to common stockholders	\$ 80,996	\$ 97,893	(17.3%)
Earnings per share attributable to common stockholders			
Basic	\$ 1.70	\$ 2.07	(18.2%)
Diluted	\$ 1.67	\$ 2.03	(18.1%)
Dividends declared per share	\$ 1.17	\$ 1.08	8.3%
Weighted average shares outstanding			
Basic	47,778	47,256	
Diluted	48,588	48,118	

* Not meaningful.

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management
By Investment Vehicle
(in millions)

	Three Months Ended			% Change From	
	September 30, 2020	June 30, 2020	September 30, 2019	June 30, 2020	September 30, 2019
Institutional Accounts					
Assets under management, beginning of period	\$ 28,867	\$ 25,045	\$ 29,602		
Inflows	1,936	1,904	1,158		
Outflows	(1,337)	(523)	(646)		
Net inflows (outflows)	599	1,381	512		
Market appreciation (depreciation)	1,273	2,775	1,723		
Distributions	(359)	(334)	(304)		
Total increase (decrease)	1,513	3,822	1,931		
Assets under management, end of period	<u>\$ 30,380</u>	<u>\$ 28,867</u>	<u>\$ 31,533</u>	5.2%	(3.7%)
Percentage of total assets under management	<u>43.1 %</u>	<u>43.5 %</u>	<u>44.5 %</u>		
Average assets under management	<u>\$ 30,325</u>	<u>\$ 27,111</u>	<u>\$ 30,515</u>	11.9%	(0.6%)
Open-end Funds					
Assets under management, beginning of period	\$ 28,921	\$ 24,561	\$ 27,563		
Inflows	4,020	5,163	2,794		
Outflows	(2,398)	(3,124)	(2,178)		
Net inflows (outflows)	1,622	2,039	616		
Market appreciation (depreciation)	1,100	2,898	1,632		
Distributions	(239)	(577)	(213)		
Total increase (decrease)	2,483	4,360	2,035		
Assets under management, end of period	<u>\$ 31,404</u>	<u>\$ 28,921</u>	<u>\$ 29,598</u>	8.6%	6.1%
Percentage of total assets under management	<u>44.5 %</u>	<u>43.6 %</u>	<u>41.8 %</u>		
Average assets under management	<u>\$ 30,694</u>	<u>\$ 26,799</u>	<u>\$ 28,548</u>	14.5%	7.5%
Closed-end Funds					
Assets under management, beginning of period	\$ 8,539	\$ 7,763	\$ 9,436		
Inflows	50	1	2		
Outflows	(1)	—	—		
Net inflows (outflows)	49	1	2		
Market appreciation (depreciation)	257	903	396		
Distributions	(126)	(128)	(127)		
Total increase (decrease)	180	776	271		
Assets under management, end of period	<u>\$ 8,719</u>	<u>\$ 8,539</u>	<u>\$ 9,707</u>	2.1%	(10.2%)
Percentage of total assets under management	<u>12.4 %</u>	<u>12.9 %</u>	<u>13.7 %</u>		
Average assets under management	<u>\$ 8,777</u>	<u>\$ 8,322</u>	<u>\$ 9,580</u>	5.5%	(8.4%)
Total					
Assets under management, beginning of period	\$ 66,327	\$ 57,369	\$ 66,601		
Inflows	6,006	7,068	3,954		
Outflows	(3,736)	(3,647)	(2,824)		
Net inflows (outflows)	2,270	3,421	1,130		
Market appreciation (depreciation)	2,630	6,576	3,751		
Distributions	(724)	(1,039)	(644)		
Total increase (decrease)	4,176	8,958	4,237		
Assets under management, end of period	<u>\$ 70,503</u>	<u>\$ 66,327</u>	<u>\$ 70,838</u>	6.3%	(0.5%)
Average assets under management	<u>\$ 69,796</u>	<u>\$ 62,232</u>	<u>\$ 68,643</u>	12.2%	1.7%

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management
By Investment Vehicle
(in millions)

	Nine Months Ended		% Change
	September 30, 2020	September 30, 2019	
<u>Institutional Accounts</u>			
Assets under management, beginning of period	\$ 31,813	\$ 27,148	
Inflows	6,103	2,962	
Outflows	(3,321)	(4,007)	
Net inflows (outflows)	2,782	(1,045)	
Market appreciation (depreciation)	(3,206)	6,423	
Distributions	(1,009)	(998)	
Transfers	—	5	
Total increase (decrease)	(1,433)	4,385	
Assets under management, end of period	\$ 30,380	\$ 31,533	(3.7%)
Percentage of total assets under management	43.1 %	44.5 %	
Average assets under management	\$ 29,159	\$ 29,975	(2.7%)
<u>Open-end Funds</u>			
Assets under management, beginning of period	\$ 30,725	\$ 22,295	
Inflows	13,560	8,896	
Outflows	(9,832)	(5,707)	
Net inflows (outflows)	3,728	3,189	
Market appreciation (depreciation)	(2,006)	5,349	
Distributions	(1,043)	(1,230)	
Transfers	—	(5)	
Total increase (decrease)	679	7,303	
Assets under management, end of period	\$ 31,404	\$ 29,598	6.1%
Percentage of total assets under management	44.5 %	41.8 %	
Average assets under management	\$ 29,137	\$ 26,767	8.9%
<u>Closed-end Funds</u>			
Assets under management, beginning of period	\$ 9,644	\$ 8,410	
Inflows	454	2	
Outflows	(89)	—	
Net inflows (outflows)	365	2	
Market appreciation (depreciation)	(908)	1,676	
Distributions	(382)	(381)	
Total increase (decrease)	(925)	1,297	
Assets under management, end of period	\$ 8,719	\$ 9,707	(10.2%)
Percentage of total assets under management	12.4 %	13.7 %	
Average assets under management	\$ 8,795	\$ 9,301	(5.4%)
<u>Total</u>			
Assets under management, beginning of period	\$ 72,182	\$ 57,853	
Inflows	20,117	11,860	
Outflows	(13,242)	(9,714)	
Net inflows (outflows)	6,875	2,146	
Market appreciation (depreciation)	(6,120)	13,448	
Distributions	(2,434)	(2,609)	
Total increase (decrease)	(1,679)	12,985	
Assets under management, end of period	\$ 70,503	\$ 70,838	(0.5%)
Average assets under management	\$ 67,091	\$ 66,043	1.6%

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management - Institutional Accounts
By Account Type
(in millions)

	Three Months Ended			% Change From	
	September 30, 2020	June 30, 2020	September 30, 2019	June 30, 2020	September 30, 2019
Advisory					
Assets under management, beginning of period	\$ 15,251	\$ 13,048	\$ 14,099		
Inflows	1,142	1,103	567		
Outflows	(1,036)	(252)	(126)		
Net inflows (outflows)	106	851	441		
Market appreciation (depreciation)	736	1,352	703		
Total increase (decrease)	842	2,203	1,144		
Assets under management, end of period	<u>\$ 16,093</u>	<u>\$ 15,251</u>	<u>\$ 15,243</u>	5.5%	5.6%
Percentage of institutional assets under management	<u>53.0 %</u>	<u>52.8 %</u>	<u>48.3 %</u>		
Average assets under management	<u>\$ 16,209</u>	<u>\$ 14,366</u>	<u>\$ 14,666</u>	12.8%	10.5%
Japan Subadvisory					
Assets under management, beginning of period	\$ 8,736	\$ 7,792	\$ 9,846		
Inflows	390	418	289		
Outflows	(96)	(100)	(280)		
Net inflows (outflows)	294	318	9		
Market appreciation (depreciation)	345	960	754		
Distributions	(359)	(334)	(304)		
Total increase (decrease)	280	944	459		
Assets under management, end of period	<u>\$ 9,016</u>	<u>\$ 8,736</u>	<u>\$ 10,305</u>	3.2%	(12.5%)
Percentage of institutional assets under management	<u>29.7 %</u>	<u>30.3 %</u>	<u>32.7 %</u>		
Average assets under management	<u>\$ 8,968</u>	<u>\$ 8,128</u>	<u>\$ 10,009</u>	10.3%	(10.4%)
Subadvisory Excluding Japan					
Assets under management, beginning of period	\$ 4,880	\$ 4,205	\$ 5,657		
Inflows	404	383	302		
Outflows	(205)	(171)	(240)		
Net inflows (outflows)	199	212	62		
Market appreciation (depreciation)	192	463	266		
Total increase (decrease)	391	675	328		
Assets under management, end of period	<u>\$ 5,271</u>	<u>\$ 4,880</u>	<u>\$ 5,985</u>	8.0%	(11.9%)
Percentage of institutional assets under management	<u>17.4 %</u>	<u>16.9 %</u>	<u>19.0 %</u>		
Average assets under management	<u>\$ 5,148</u>	<u>\$ 4,617</u>	<u>\$ 5,840</u>	11.5%	(11.8%)
Total Institutional Accounts					
Assets under management, beginning of period	\$ 28,867	\$ 25,045	\$ 29,602		
Inflows	1,936	1,904	1,158		
Outflows	(1,337)	(523)	(646)		
Net inflows (outflows)	599	1,381	512		
Market appreciation (depreciation)	1,273	2,775	1,723		
Distributions	(359)	(334)	(304)		
Total increase (decrease)	1,513	3,822	1,931		
Assets under management, end of period	<u>\$ 30,380</u>	<u>\$ 28,867</u>	<u>\$ 31,533</u>	5.2%	(3.7%)
Average assets under management	<u>\$ 30,325</u>	<u>\$ 27,111</u>	<u>\$ 30,515</u>	11.9%	(0.6%)

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management - Institutional Accounts
By Account Type
(in millions)

	Nine Months Ended		% Change
	September 30, 2020	September 30, 2019	
Advisory			
Assets under management, beginning of period	\$ 15,669	\$ 12,065	
Inflows	3,679	1,580	
Outflows	(2,025)	(1,104)	
Net inflows (outflows)	1,654	476	
Market appreciation (depreciation)	(1,230)	2,697	
Transfers	—	5	
Total increase (decrease)	424	3,178	
Assets under management, end of period	\$ 16,093	\$ 15,243	5.6%
Percentage of institutional assets under management	53.0 %	48.3 %	
Average assets under management	\$ 15,141	\$ 13,896	9.0%
Japan Subadvisory			
Assets under management, beginning of period	\$ 10,323	\$ 9,288	
Inflows	1,366	388	
Outflows	(474)	(863)	
Net inflows (outflows)	892	(475)	
Market appreciation (depreciation)	(1,190)	2,490	
Distributions	(1,009)	(998)	
Total increase (decrease)	(1,307)	1,017	
Assets under management, end of period	\$ 9,016	\$ 10,305	(12.5%)
Percentage of institutional assets under management	29.7 %	32.7 %	
Average assets under management	\$ 8,897	\$ 9,893	(10.1%)
Subadvisory Excluding Japan			
Assets under management, beginning of period	\$ 5,821	\$ 5,795	
Inflows	1,058	994	
Outflows	(822)	(2,040)	
Net inflows (outflows)	236	(1,046)	
Market appreciation (depreciation)	(786)	1,236	
Total increase (decrease)	(550)	190	
Assets under management, end of period	\$ 5,271	\$ 5,985	(11.9%)
Percentage of institutional assets under management	17.4 %	19.0 %	
Average assets under management	\$ 5,121	\$ 6,186	(17.2%)
Total Institutional Accounts			
Assets under management, beginning of period	\$ 31,813	\$ 27,148	
Inflows	6,103	2,962	
Outflows	(3,321)	(4,007)	
Net inflows (outflows)	2,782	(1,045)	
Market appreciation (depreciation)	(3,206)	6,423	
Distributions	(1,009)	(998)	
Transfers	—	5	
Total increase (decrease)	(1,433)	4,385	
Assets under management, end of period	\$ 30,380	\$ 31,533	(3.7%)
Average assets under management	\$ 29,159	\$ 29,975	(2.7%)

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management
By Investment Strategy
(in millions)

	Three Months Ended			% Change From	
	September 30, 2020	June 30, 2020	September 30, 2019	June 30, 2020	September 30, 2019
U.S. Real Estate					
Assets under management, beginning of period	\$ 28,119	\$ 23,794	\$ 28,841		
Inflows	2,827	3,596	1,638		
Outflows	(1,733)	(1,522)	(1,519)		
Net inflows (outflows)	1,094	2,074	119		
Market appreciation (depreciation)	882	3,035	2,436		
Distributions	(485)	(784)	(413)		
Transfers	—	—	(19)		
Total increase (decrease)	1,491	4,325	2,123		
Assets under management, end of period	<u>\$ 29,610</u>	<u>\$ 28,119</u>	<u>\$ 30,964</u>	5.3%	(4.4%)
Percentage of total assets under management	<u>42.0 %</u>	<u>42.4 %</u>	<u>43.7 %</u>		
Average assets under management	<u>\$ 29,442</u>	<u>\$ 25,642</u>	<u>\$ 29,862</u>	14.8%	(1.4%)
Preferred Securities					
Assets under management, beginning of period	\$ 17,116	\$ 14,872	\$ 15,735		
Inflows	2,167	2,075	1,371		
Outflows	(941)	(1,319)	(732)		
Net inflows (outflows)	1,226	756	639		
Market appreciation (depreciation)	844	1,653	510		
Distributions	(176)	(165)	(154)		
Transfers	—	—	19		
Total increase (decrease)	1,894	2,244	1,014		
Assets under management, end of period	<u>\$ 19,010</u>	<u>\$ 17,116</u>	<u>\$ 16,749</u>	11.1%	13.5%
Percentage of total assets under management	<u>27.0 %</u>	<u>25.8 %</u>	<u>23.6 %</u>		
Average assets under management	<u>\$ 18,255</u>	<u>\$ 16,422</u>	<u>\$ 16,268</u>	11.2%	12.2%
Global/International Real Estate					
Assets under management, beginning of period	\$ 12,659	\$ 11,005	\$ 12,196		
Inflows	851	1,108	672		
Outflows	(379)	(482)	(349)		
Net inflows (outflows)	472	626	323		
Market appreciation (depreciation)	740	1,059	638		
Distributions	(8)	(31)	(16)		
Total increase (decrease)	1,204	1,654	945		
Assets under management, end of period	<u>\$ 13,863</u>	<u>\$ 12,659</u>	<u>\$ 13,141</u>	9.5%	5.5%
Percentage of total assets under management	<u>19.7 %</u>	<u>19.1 %</u>	<u>18.6 %</u>		
Average assets under management	<u>\$ 13,520</u>	<u>\$ 11,799</u>	<u>\$ 12,633</u>	14.6%	7.0%

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management
By Investment Strategy - continued
(in millions)

	Three Months Ended			% Change From	
	September 30, 2020	June 30, 2020	September 30, 2019	June 30, 2020	September 30, 2019
Global Listed Infrastructure					
Assets under management, beginning of period	\$ 6,768	\$ 6,175	\$ 7,544		
Inflows	139	252	212		
Outflows	(655)	(279)	(92)		
Net inflows (outflows)	(516)	(27)	120		
Market appreciation (depreciation)	93	670	159		
Distributions	(46)	(50)	(49)		
Total increase (decrease)	(469)	593	230		
Assets under management, end of period	<u>\$ 6,299</u>	<u>\$ 6,768</u>	<u>\$ 7,774</u>	(6.9%)	(19.0%)
Percentage of total assets under management	<u>8.9 %</u>	<u>10.2 %</u>	<u>11.0 %</u>		
Average assets under management	<u>\$ 6,839</u>	<u>\$ 6,763</u>	<u>\$ 7,650</u>	1.1%	(10.6%)
Other					
Assets under management, beginning of period	\$ 1,665	\$ 1,523	\$ 2,285		
Inflows	22	37	61		
Outflows	(28)	(45)	(132)		
Net inflows (outflows)	(6)	(8)	(71)		
Market appreciation (depreciation)	71	159	8		
Distributions	(9)	(9)	(12)		
Total increase (decrease)	56	142	(75)		
Assets under management, end of period	<u>\$ 1,721</u>	<u>\$ 1,665</u>	<u>\$ 2,210</u>	3.4%	(22.1%)
Percentage of total assets under management	<u>2.4 %</u>	<u>2.5 %</u>	<u>3.1 %</u>		
Average assets under management	<u>\$ 1,740</u>	<u>\$ 1,606</u>	<u>\$ 2,230</u>	8.3%	(22.0%)
Total					
Assets under management, beginning of period	\$ 66,327	\$ 57,369	\$ 66,601		
Inflows	6,006	7,068	3,954		
Outflows	(3,736)	(3,647)	(2,824)		
Net inflows (outflows)	2,270	3,421	1,130		
Market appreciation (depreciation)	2,630	6,576	3,751		
Distributions	(724)	(1,039)	(644)		
Total increase (decrease)	4,176	8,958	4,237		
Assets under management, end of period	<u>\$ 70,503</u>	<u>\$ 66,327</u>	<u>\$ 70,838</u>	6.3%	(0.5%)
Average assets under management	<u>\$ 69,796</u>	<u>\$ 62,232</u>	<u>\$ 68,643</u>	12.2%	1.7%

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management
By Investment Strategy
(in millions)

	Nine Months Ended		% Change
	September 30, 2020	September 30, 2019	
U.S. Real Estate			
Assets under management, beginning of period	\$ 31,024	\$ 24,627	
Inflows	8,910	4,893	
Outflows	(5,186)	(4,008)	
Net inflows (outflows)	3,724	885	
Market appreciation (depreciation)	(3,460)	7,335	
Distributions	(1,709)	(1,885)	
Transfers	31	2	
Total increase (decrease)	(1,414)	6,337	
Assets under management, end of period	<u>\$ 29,610</u>	<u>\$ 30,964</u>	(4.4%)
Percentage of total assets under management	<u>42.0 %</u>	<u>43.7 %</u>	
Average assets under management	<u>\$ 28,223</u>	<u>\$ 28,586</u>	(1.3%)
Preferred Securities			
Assets under management, beginning of period	\$ 17,581	\$ 13,068	
Inflows	6,698	4,406	
Outflows	(4,836)	(2,274)	
Net inflows (outflows)	1,862	2,132	
Market appreciation (depreciation)	102	1,966	
Distributions	(504)	(436)	
Transfers	(31)	19	
Total increase (decrease)	1,429	3,681	
Assets under management, end of period	<u>\$ 19,010</u>	<u>\$ 16,749</u>	13.5%
Percentage of total assets under management	<u>27.0 %</u>	<u>23.6 %</u>	
Average assets under management	<u>\$ 17,331</u>	<u>\$ 15,232</u>	13.8%
Global/International Real Estate			
Assets under management, beginning of period	\$ 13,509	\$ 11,047	
Inflows	3,706	1,912	
Outflows	(1,759)	(2,226)	
Net inflows (outflows)	1,947	(314)	
Market appreciation (depreciation)	(1,546)	2,502	
Distributions	(47)	(94)	
Total increase (decrease)	354	2,094	
Assets under management, end of period	<u>\$ 13,863</u>	<u>\$ 13,141</u>	5.5%
Percentage of total assets under management	<u>19.7 %</u>	<u>18.6 %</u>	
Average assets under management	<u>\$ 12,722</u>	<u>\$ 12,532</u>	1.5%

Cohen & Steers, Inc. and Subsidiaries
Assets Under Management
By Investment Strategy - continued
(in millions)

	Nine Months Ended		% Change
	September 30, 2020	September 30, 2019	
Global Listed Infrastructure			
Assets under management, beginning of period	\$ 8,076	\$ 6,517	
Inflows	681	494	
Outflows	(1,323)	(414)	
Net inflows (outflows)	(642)	80	
Market appreciation (depreciation)	(985)	1,326	
Distributions	(150)	(149)	
Total increase (decrease)	(1,777)	1,257	
Assets under management, end of period	<u>\$ 6,299</u>	<u>\$ 7,774</u>	(19.0%)
Percentage of total assets under management	<u>8.9 %</u>	<u>11.0 %</u>	
Average assets under management	<u>\$ 7,082</u>	<u>\$ 7,383</u>	(4.1%)
Other			
Assets under management, beginning of period	\$ 1,992	\$ 2,594	
Inflows	122	155	
Outflows	(138)	(792)	
Net inflows (outflows)	(16)	(637)	
Market appreciation (depreciation)	(231)	319	
Distributions	(24)	(45)	
Transfers	—	(21)	
Total increase (decrease)	(271)	(384)	
Assets under management, end of period	<u>\$ 1,721</u>	<u>\$ 2,210</u>	(22.1%)
Percentage of total assets under management	<u>2.4 %</u>	<u>3.1 %</u>	
Average assets under management	<u>\$ 1,733</u>	<u>\$ 2,310</u>	(25.0%)
Total			
Assets under management, beginning of period	\$ 72,182	\$ 57,853	
Inflows	20,117	11,860	
Outflows	(13,242)	(9,714)	
Net inflows (outflows)	6,875	2,146	
Market appreciation (depreciation)	(6,120)	13,448	
Distributions	(2,434)	(2,609)	
Total increase (decrease)	(1,679)	12,985	
Assets under management, end of period	<u>\$ 70,503</u>	<u>\$ 70,838</u>	(0.5%)
Average assets under management	<u>\$ 67,091</u>	<u>\$ 66,043</u>	1.6%

Non-GAAP Reconciliations

Management believes that use of the following non-GAAP financial measures enhances the evaluation of the Company's results, as they provide greater transparency into the Company's operating performance. In addition, these non-GAAP financial measures are used to prepare the Company's internal management reports and are used by management in evaluating the Company's business.

While management believes that this non-GAAP financial information is useful in evaluating the Company's results and operating performance, this information should be considered as supplemental in nature and not as a substitute for the related financial information prepared in accordance with U.S. GAAP.

Reconciliation of U.S. GAAP Net Income Attributable to Common Stockholders and U.S. GAAP Earnings per Share to Net Income Attributable to Common Stockholders, As Adjusted, and Earnings per Share, As Adjusted			
<i>(in thousands, except per share data)</i>			
	Three Months Ended		
	September 30, 2020	June 30, 2020	September 30, 2019
Net income attributable to common stockholders, U.S. GAAP	\$ 31,904	\$ 28,520	\$ 34,017
Seed investments ⁽¹⁾	(1,686)	(3,885)	(1,630)
Accelerated vesting of restricted stock units	387	—	387
General and administrative ⁽²⁾	310	—	—
Foreign currency exchange (gains) losses—net ⁽³⁾	1,232	(117)	(1,310)
Tax adjustments ⁽⁴⁾	469	1,636	(207)
Net income attributable to common stockholders, as adjusted	<u>\$ 32,616</u>	<u>\$ 26,154</u>	<u>\$ 31,257</u>
Diluted weighted average shares outstanding	48,681	48,572	48,412
Diluted earnings per share, U.S. GAAP	\$ 0.66	\$ 0.59	\$ 0.70
Seed investments ⁽¹⁾	(0.04)	(0.08)	(0.03)
Accelerated vesting of restricted stock units	0.01	—	0.01
General and administrative ⁽²⁾	0.01	—	—
Foreign currency exchange (gains) losses—net ⁽³⁾	0.02	— *	(0.03)
Tax adjustments	0.01	0.03	— *
Diluted earnings per share, as adjusted	<u>\$ 0.67</u>	<u>\$ 0.54</u>	<u>\$ 0.65</u>
* Amounts round to less than \$0.01 per share.			
(1) Represents amounts related to the deconsolidation of seed investments in Company-sponsored funds as well as non-operating (income) loss from seed investments that were not consolidated.			
(2) Represents costs associated with the ongoing initial offering of a closed-end fund in the third quarter of 2020.			
(3) Represents net foreign currency exchange (gains) losses associated with U.S. dollar-denominated assets held by certain foreign subsidiaries.			
(4) Tax adjustments are summarized in the following table:			
<i>(in thousands)</i>			
	Three Months Ended		
	September 30, 2020	June 30, 2020	September 30, 2019
Discrete tax items	\$ 62	\$ 13	\$ (7)
Tax effect of non-GAAP adjustments	407	1,623	(200)
Total tax adjustments	<u>\$ 469</u>	<u>\$ 1,636</u>	<u>\$ (207)</u>

Reconciliation of U.S. GAAP Operating Income and U.S. GAAP Operating Margin to Operating Income, As Adjusted, and Operating Margin, As Adjusted

(in thousands, except percentages)

	Three Months Ended		
	September 30, 2020	June 30, 2020	September 30, 2019
Revenue, U.S. GAAP	\$ 111,159	\$ 94,087	\$ 104,965
Seed investments ⁽¹⁾	275	(60)	(99)
Revenue, as adjusted	<u>\$ 111,434</u>	<u>\$ 94,027</u>	<u>\$ 104,866</u>
Expenses, U.S. GAAP	\$ 67,852	\$ 58,792	\$ 64,832
Seed investments ⁽¹⁾	102	(229)	(306)
Accelerated vesting of restricted stock units	(387)	—	(387)
General and administrative ⁽²⁾	(310)	—	—
Expenses, as adjusted	<u>\$ 67,257</u>	<u>\$ 58,563</u>	<u>\$ 64,139</u>
Operating income, U.S. GAAP	\$ 43,307	\$ 35,295	\$ 40,133
Seed investments ⁽¹⁾	173	169	207
Accelerated vesting of restricted stock units	387	—	387
General and administrative ⁽²⁾	310	—	—
Operating income, as adjusted	<u>\$ 44,177</u>	<u>\$ 35,464</u>	<u>\$ 40,727</u>
Operating margin, U.S. GAAP	39.0 %	37.5 %	38.2 %
Operating margin, as adjusted	39.6 %	37.7 %	38.8 %

(1) Represents amounts related to the deconsolidation of seed investments in Company-sponsored funds.

(2) Represents costs associated with the ongoing initial offering of a closed-end fund in the third quarter of 2020.

Reconciliation of U.S. GAAP Non-operating Income (Loss) to Non-operating Income (Loss), As Adjusted

(in thousands)

	Three Months Ended		
	September 30, 2020	June 30, 2020	September 30, 2019
Non-operating income (loss), U.S. GAAP	\$ 3,231	\$ 7,953	\$ 6,617
Seed investments ⁽¹⁾	(3,961)	(7,696)	(4,218)
Foreign currency exchange (gains) losses—net ⁽²⁾	1,232	(117)	(1,310)
Non-operating income (loss), as adjusted	<u>\$ 502</u>	<u>\$ 140</u>	<u>\$ 1,089</u>

(1) Represents amounts related to the deconsolidation of seed investments in Company-sponsored funds as well as non-operating (income) loss from seed investments that were not consolidated.

(2) Represents net foreign currency exchange (gains) losses associated with U.S. dollar-denominated assets held by certain foreign subsidiaries.