

# Cohen & Steers: Q4 2019 and Full Year 2019 Earnings Presentation

COHEN & STEERS

# Summary of Fourth Quarter and Full Year 2019 Results

## 4<sup>th</sup> Quarter 2019

## Full Year 2019

### Assets Under Management <sup>(1)</sup>

- December 31, 2019 AUM was \$72.2 billion versus \$70.8 billion at September 30, 2019
  - Average AUM was \$71.0 billion for Q4 2019 versus \$68.6 billion for Q3 2019
- December 31, 2019 AUM was \$72.2 billion versus \$57.9 billion at December 31, 2018
  - Average AUM was \$67.3 billion in FY 2019 versus \$62.2 billion in FY 2018

### Flows

- Net inflows of \$1.6 billion in Q4 2019 versus net inflows of \$1.1 billion in Q3 2019
  - Net inflows in advisory, open-end funds and Japan subadvisory
  - Net outflows in subadvisory ex. Japan and closed-end funds
- Net inflows of \$3.7 billion in FY 2019 versus net outflows of \$1.2 billion in FY 2018
  - Overall, 6.5% organic growth rate in FY 2019 versus 1.8% organic decay rate in FY 2018

### Financial Results, as adjusted

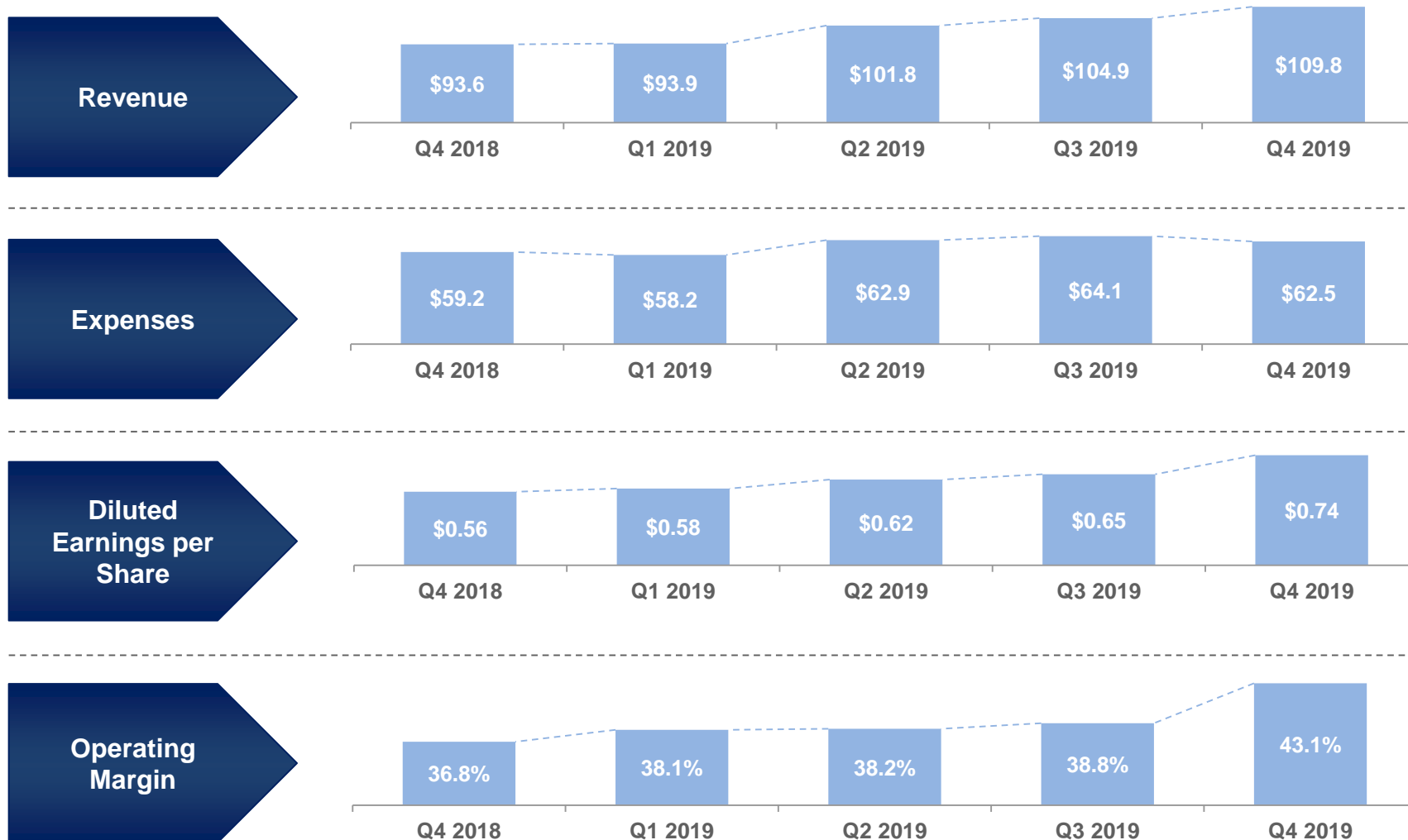
- Net income was \$36.0 million in Q4 2019 versus \$31.3 million in Q3 2019
  - Diluted EPS of \$0.74 in Q4 2019 versus \$0.65 in Q3 2019
  - Operating margin was 43.1% in Q4 2019 versus 38.8% in Q3 2019
- Net income was \$124.4 million in FY 2019 versus \$113.8 million in FY 2018
  - Diluted EPS of \$2.57 in FY 2019 versus \$2.40 in FY 2018
  - Operating margin was 39.6% in FY 2019 versus 39.1% in FY 2018

Please see pages 16-17 of this presentation for a reconciliation of the as adjusted financial measures to their most directly comparable U.S. GAAP financial measures.

(1) FY 2018 amounts have been recast to include model-based portfolios which were previously classified as assets under advisement.

# Financial Results, as adjusted

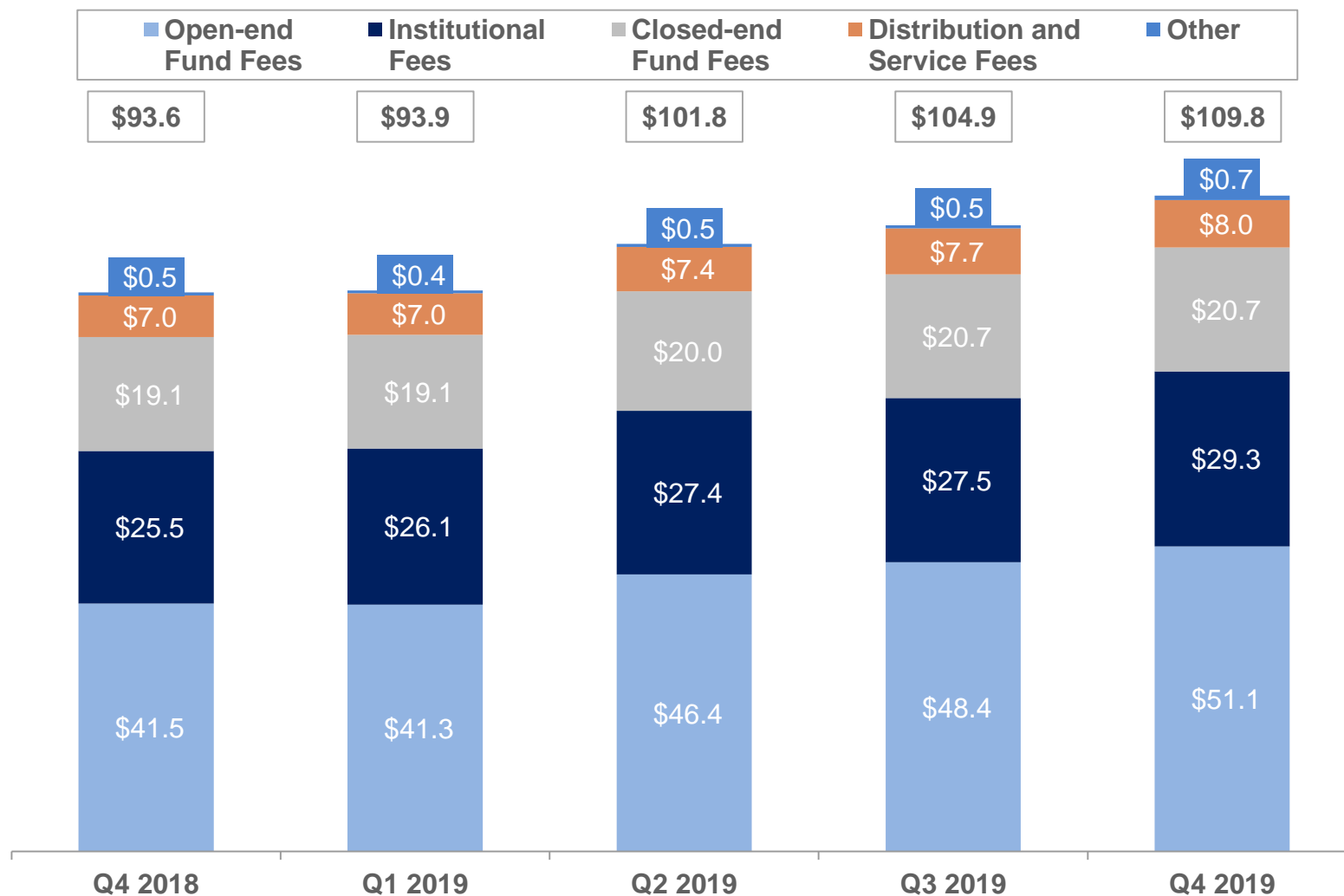
\$ in millions, except earnings per share and percentages



Please see pages 16-17 of this presentation for a reconciliation of the as adjusted financial measures to their most directly comparable U.S. GAAP financial measures.

# Revenue, as adjusted

\$ in millions



Please see pages 16-17 of this presentation for a reconciliation of the as adjusted financial measures to their most directly comparable U.S. GAAP financial measures.

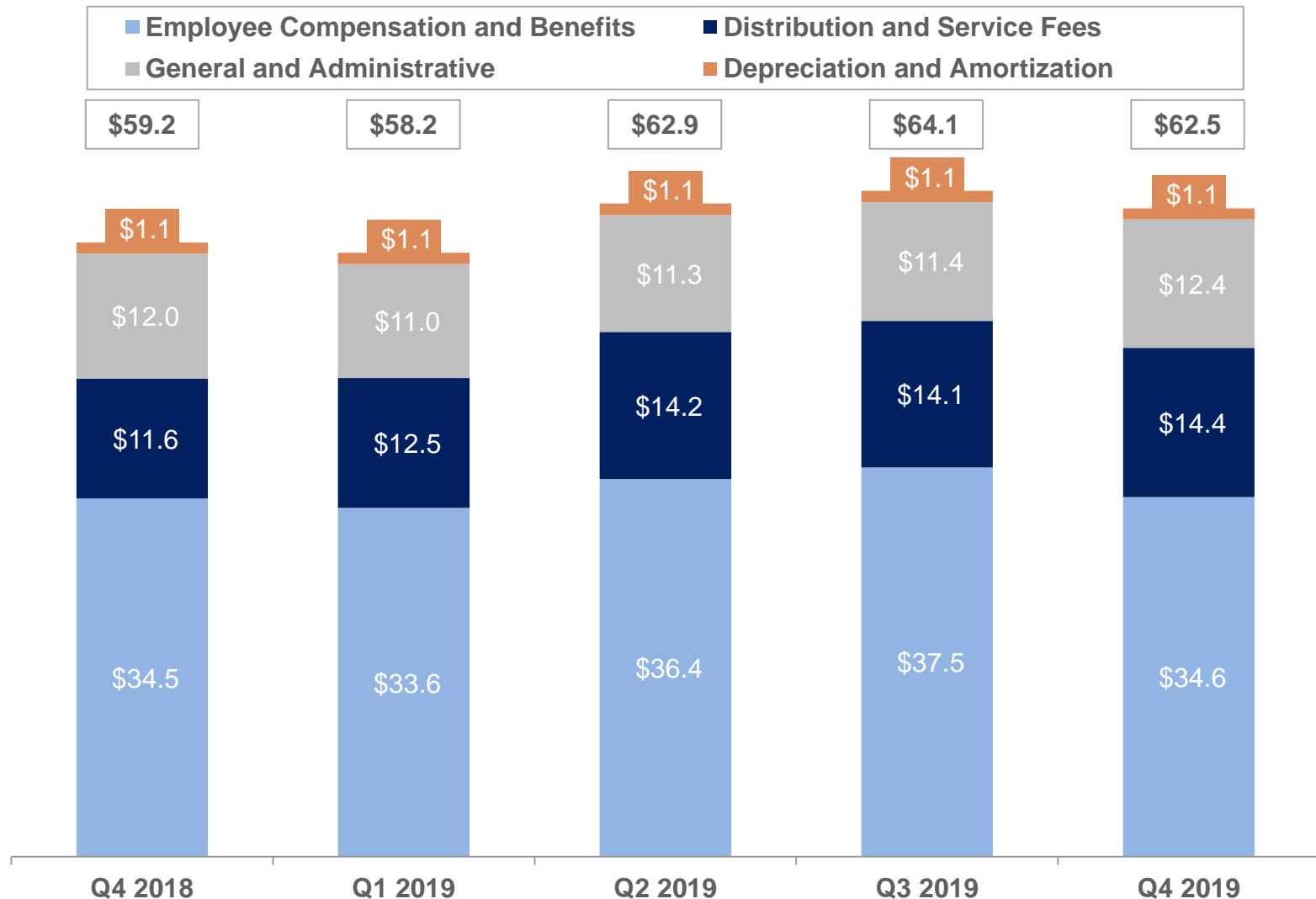
Amounts in periods prior to Q3 2019 related to model-based portfolios were reclassified from other (previously reported as portfolio consulting and other) to investment advisory and administration fees.

4

Totals may not foot due to rounding.

# Expenses, as adjusted

\$ in millions

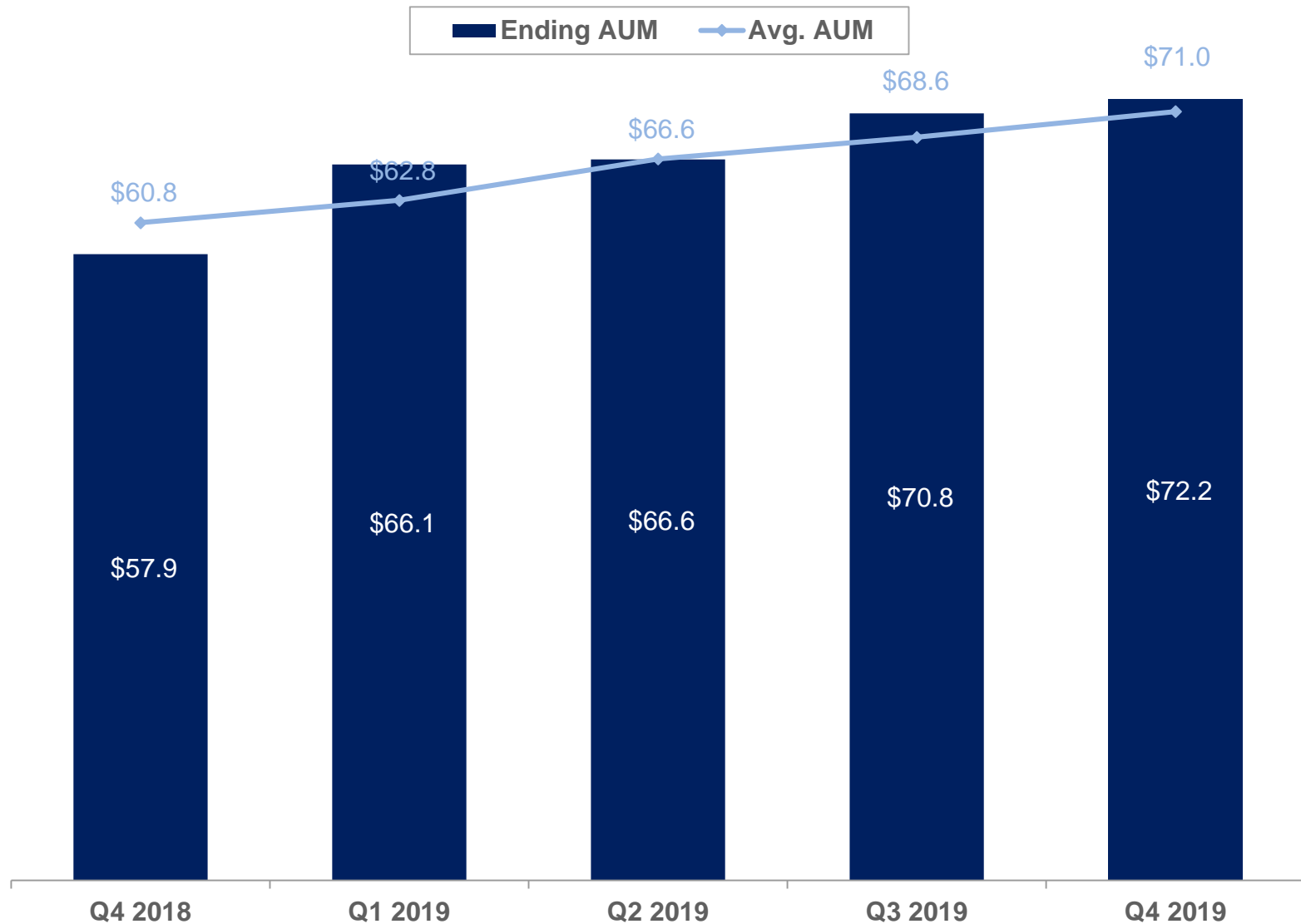


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Totals may not foot due to rounding.

# Assets Under Management

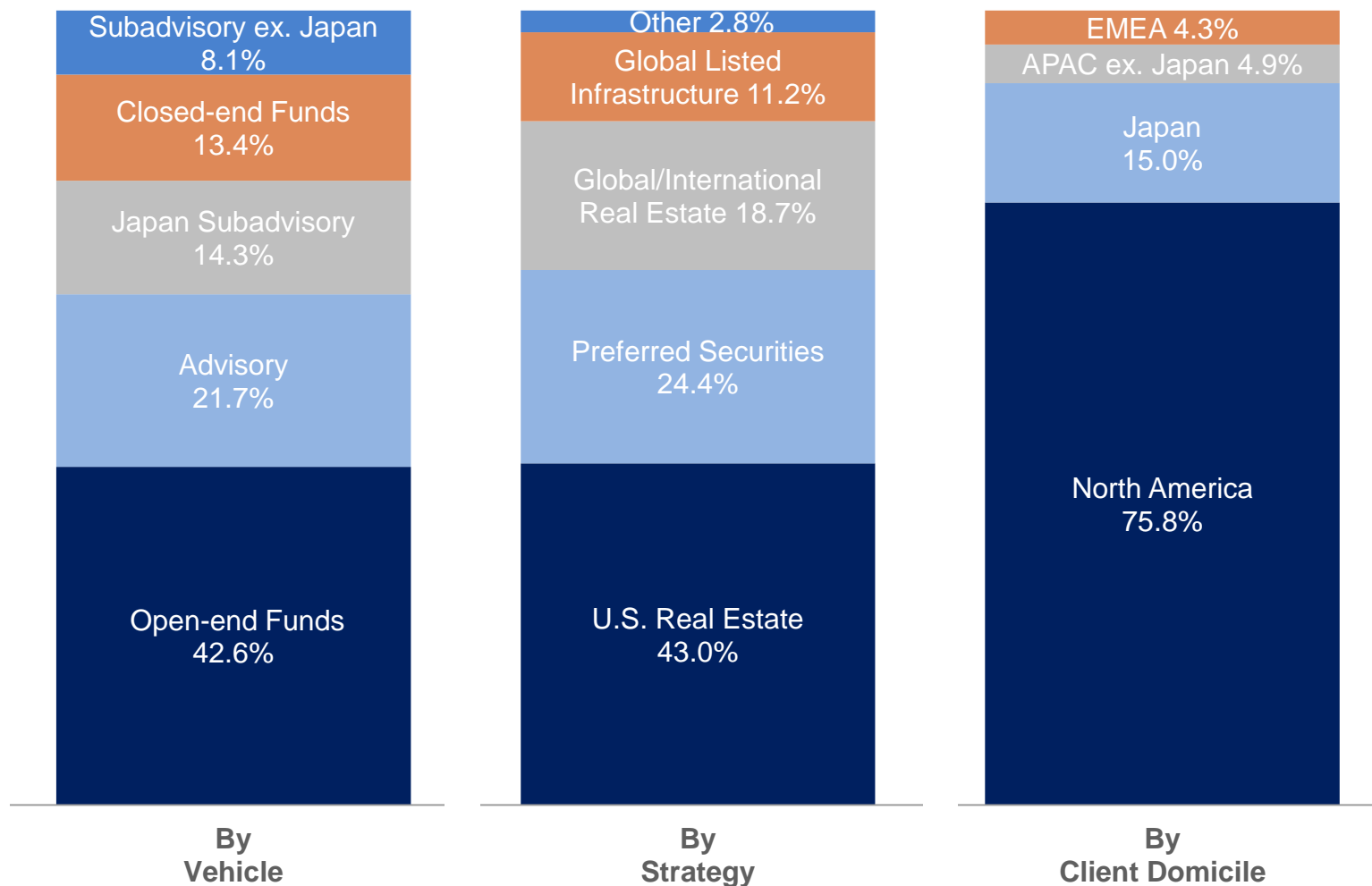
\$ in billions



6 Amounts in periods prior to Q3 2019 have been recast to include model-based portfolios which were previously classified as assets under advisement.

# Assets Under Management

Across Vehicle, Strategy, and Client Domicile



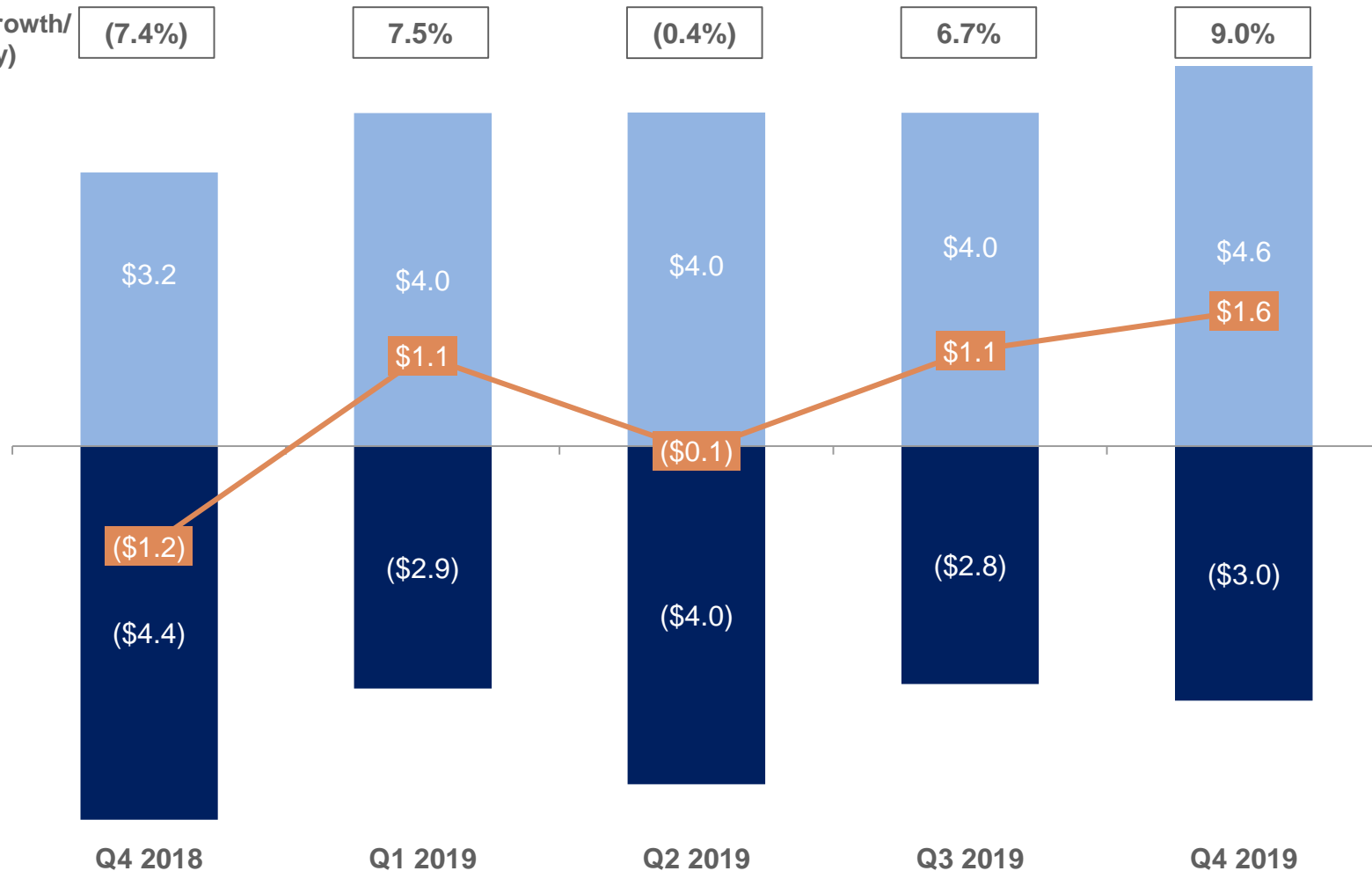
7 As of December 31, 2019.  
Totals may not foot due to rounding.

# Total Firm Net Flows

\$ in billions



Organic Growth/  
(Decay)



8 Totals may not foot due to rounding.  
Amounts in periods prior to Q3 2019 have been recast to include model-based portfolios which were previously classified as assets under advisement.

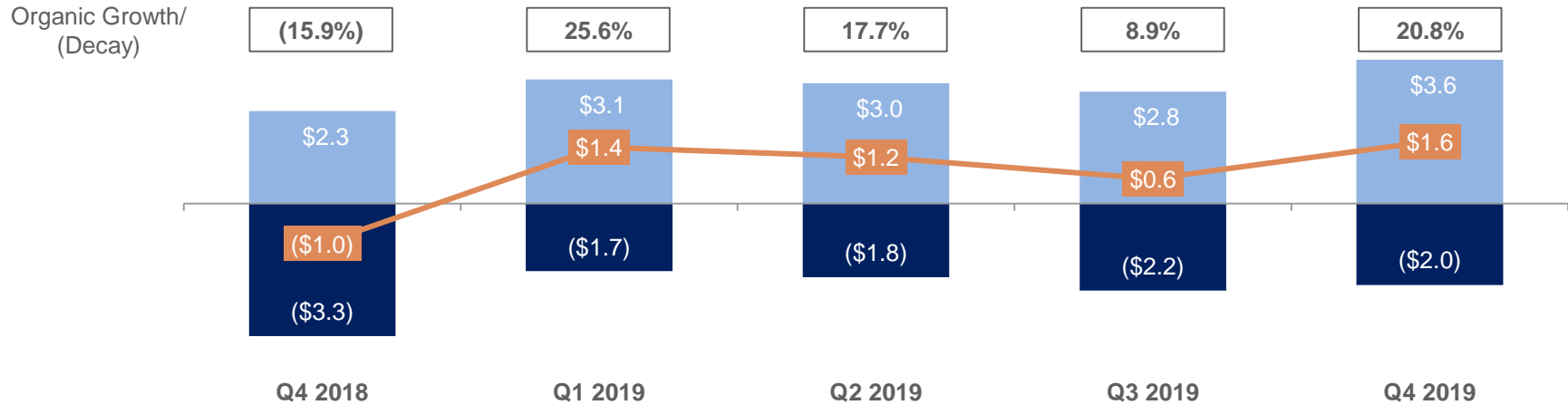


# Net Flows by Investment Vehicle

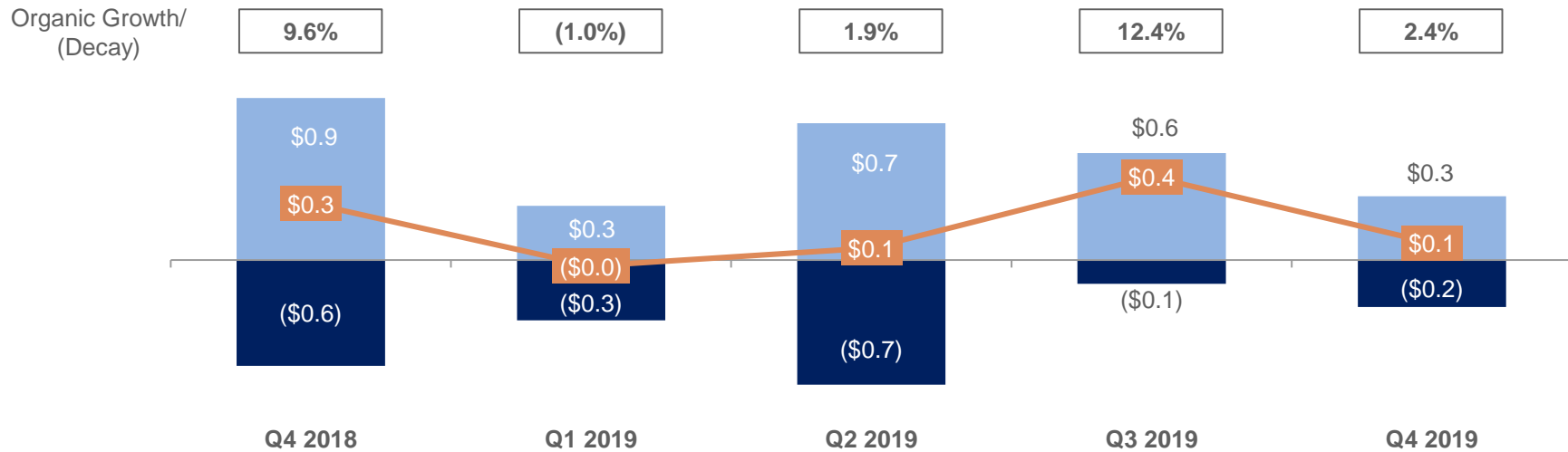
\$ in billions



## Open-end Funds



## Advisory



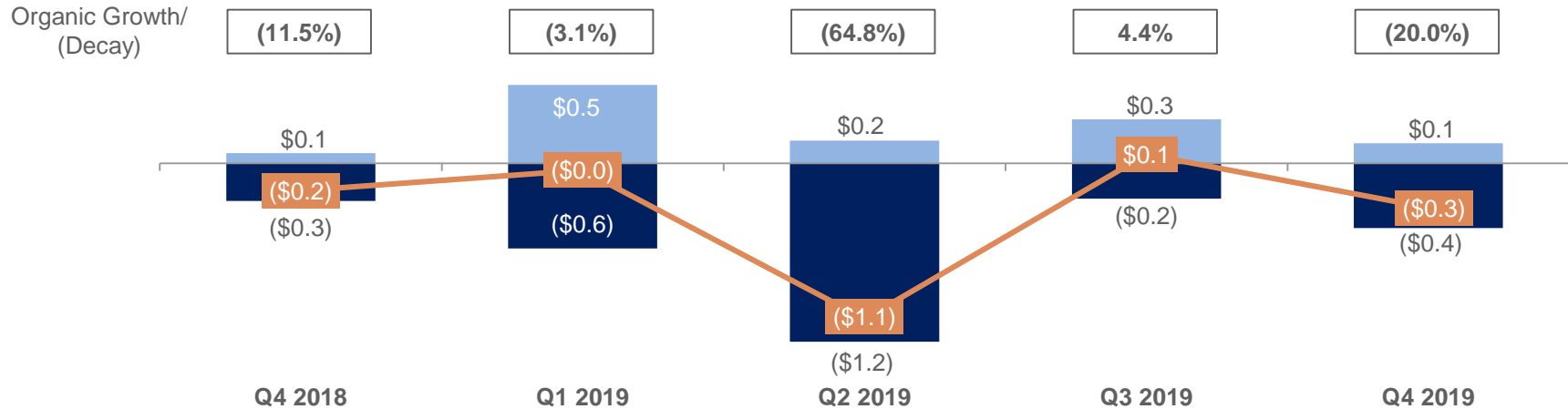
9 Totals may not foot due to rounding.  
 Amounts in periods prior to Q3 2019 have been recast to include model-based portfolios which were previously classified as assets under advisement.

# Net Flows by Investment Vehicle

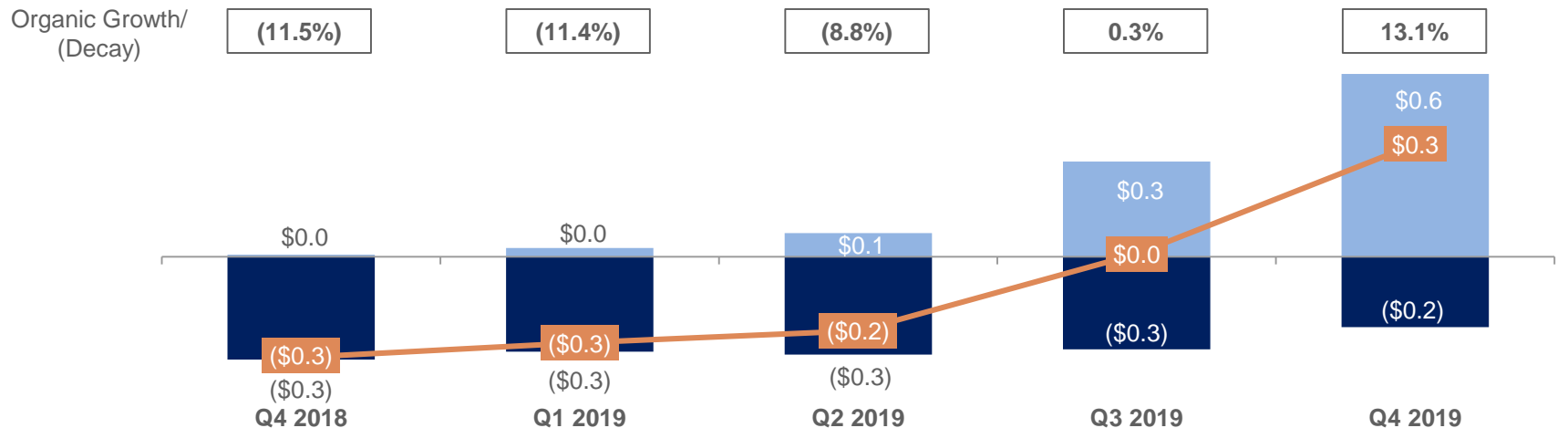
\$ in billions



## Subadvisory ex. Japan



## Japan Subadvisory



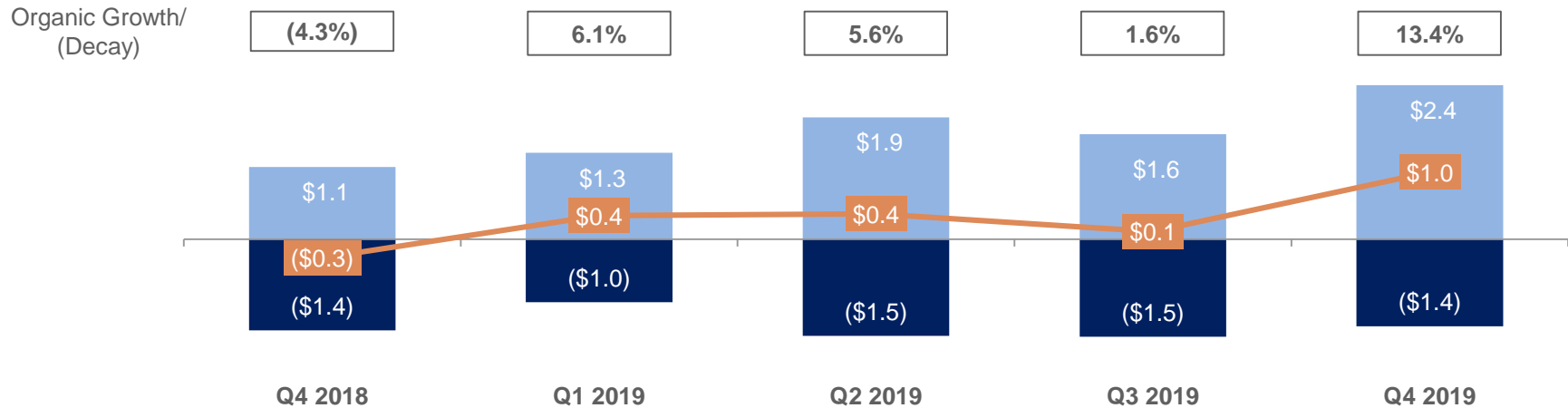
<sup>10</sup> Totals may not foot due to rounding.  
 Amounts in periods prior to Q3 2019 have been recast to include model-based portfolios which were previously classified as assets under advisement.

# Net Flows by Investment Strategy

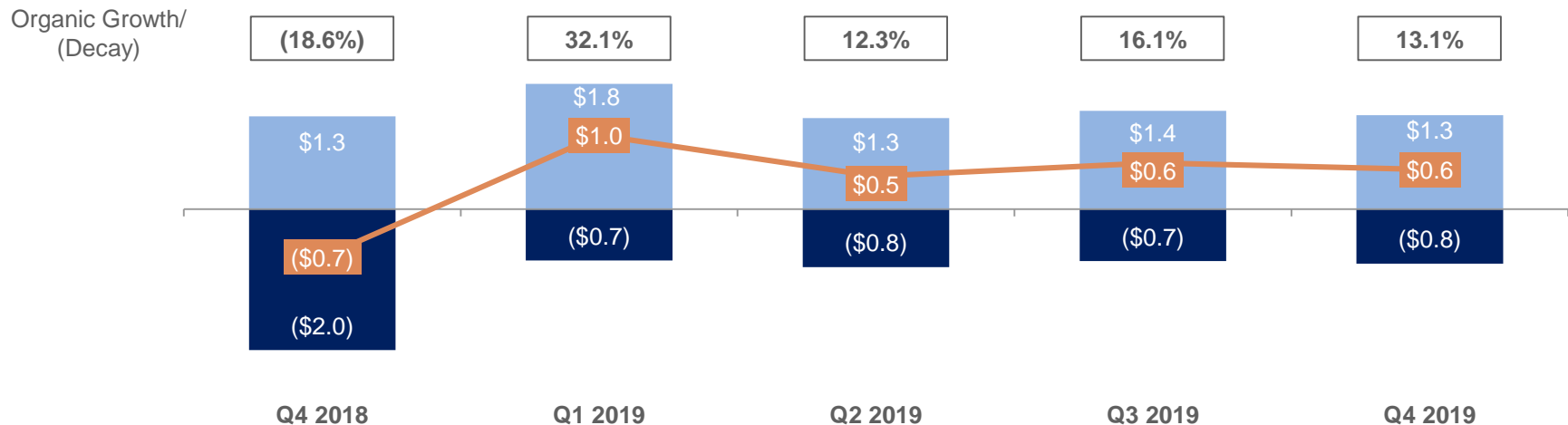
\$ in billions



## U.S. Real Estate



## Preferred Securities



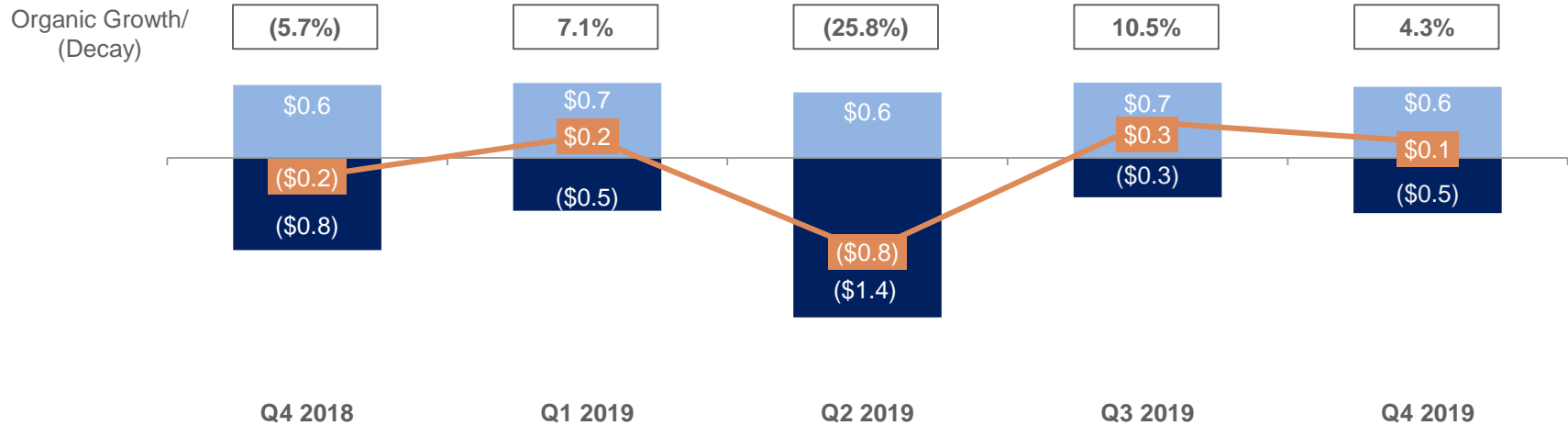
11 Totals may not foot due to rounding.  
 Amounts in periods prior to Q3 2019 have been recast to include model-based portfolios which were previously classified as assets under advisement.

# Net Flows by Investment Strategy

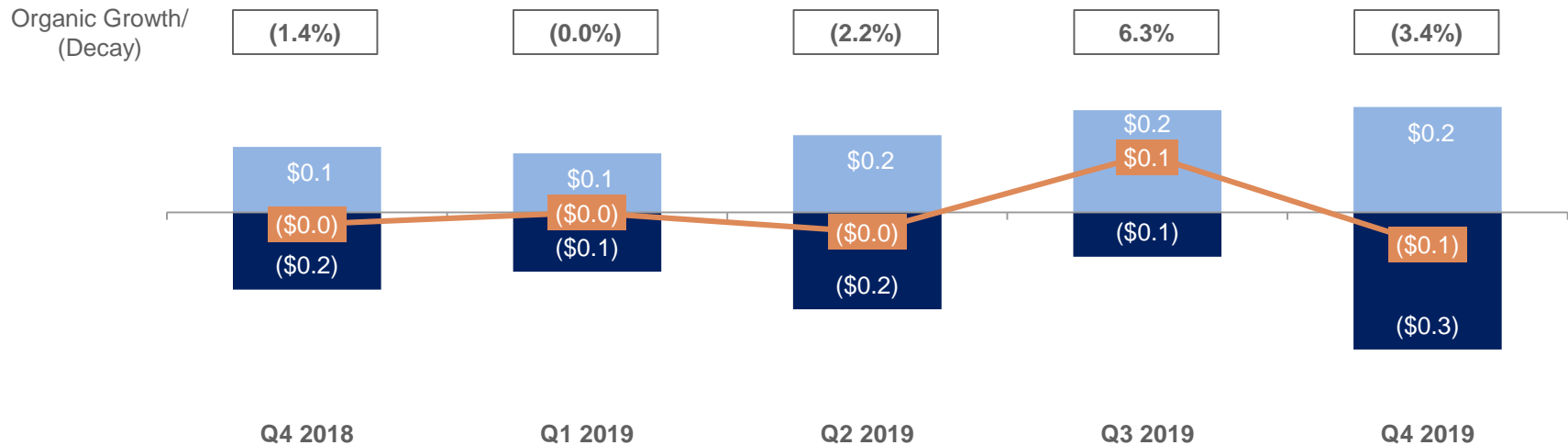
\$ in billions



## Global/International Real Estate



## Global Listed Infrastructure

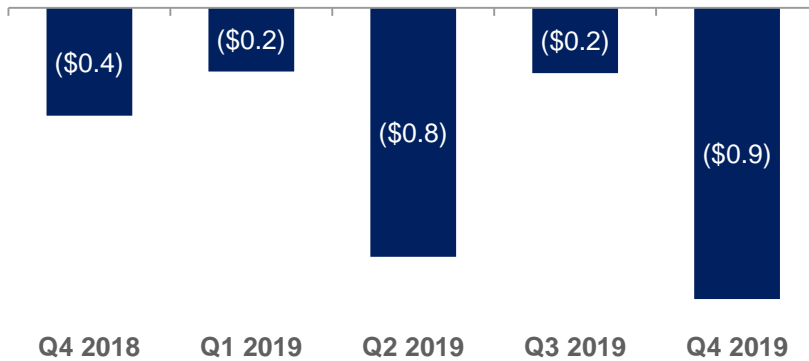


<sup>12</sup> Totals may not foot due to rounding.  
 Amounts in periods prior to Q3 2019 have been recast to include model-based portfolios which were previously classified as assets under advisement.

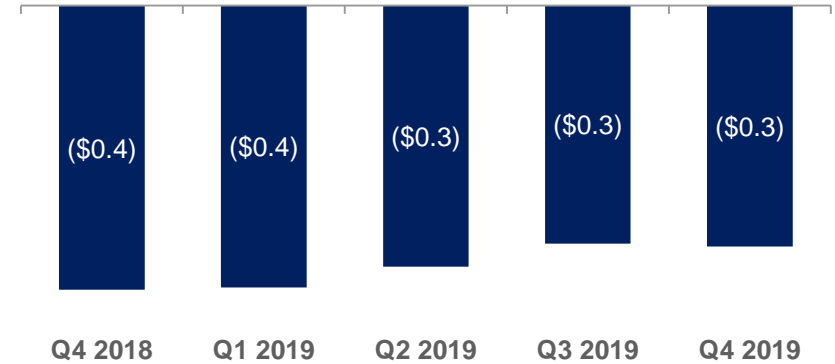
# Distributions by Investment Vehicle

\$ in billions

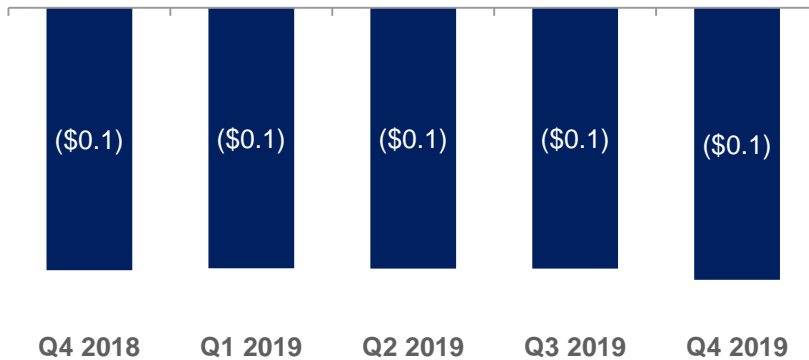
## Open-end Funds



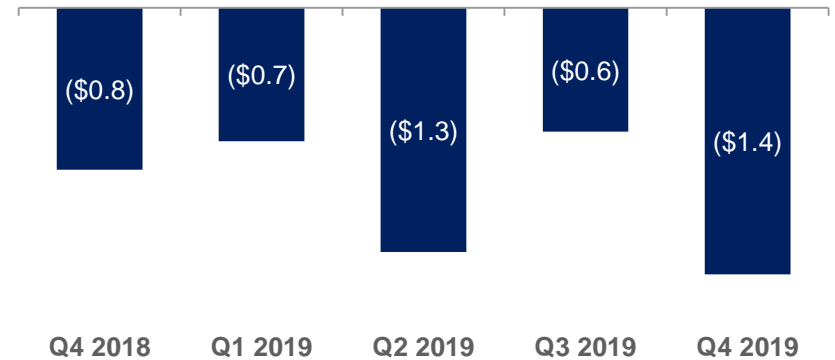
## Japan Subadvisory



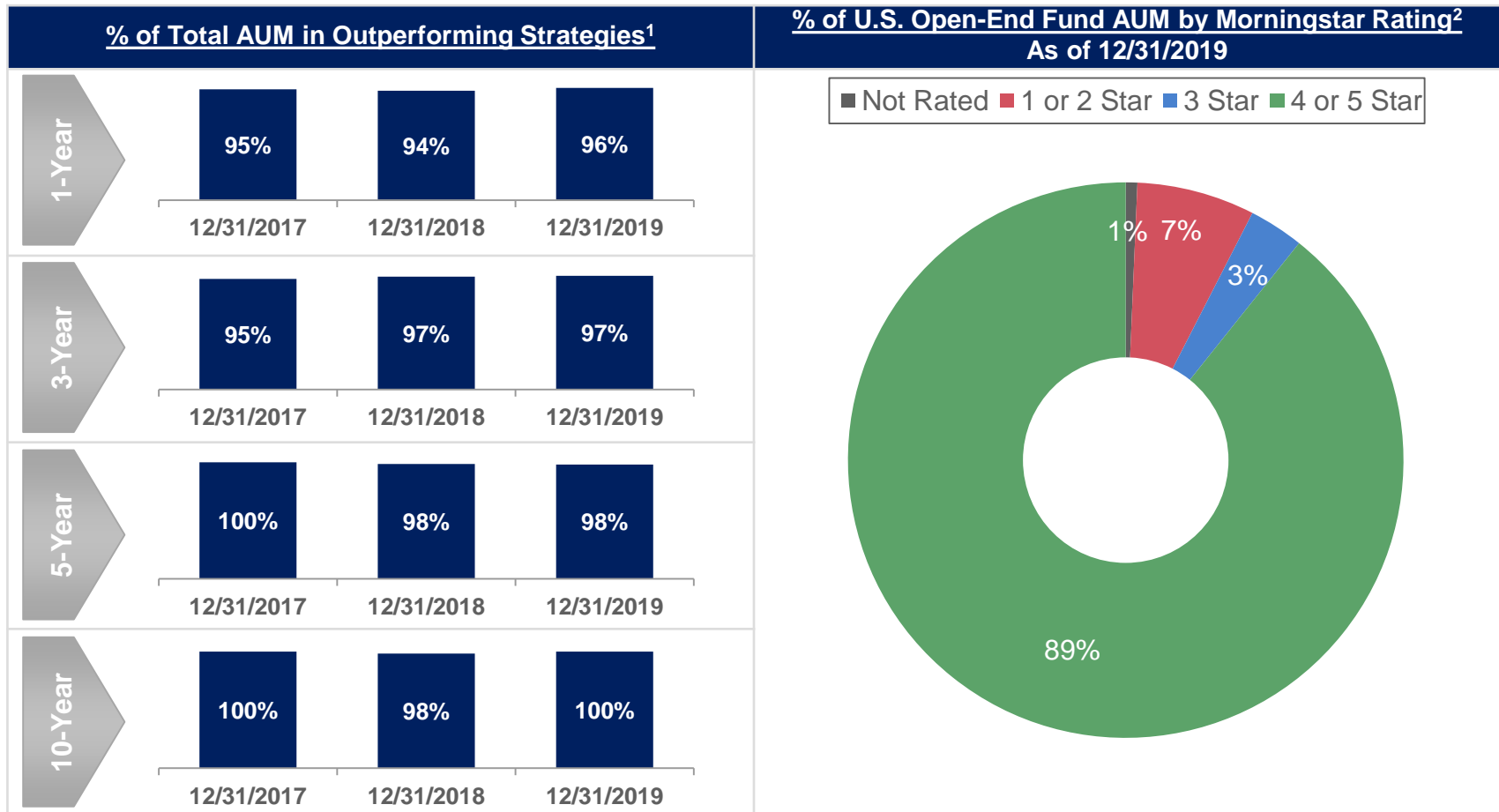
## Closed-end Funds



## Total



# Investment Performance

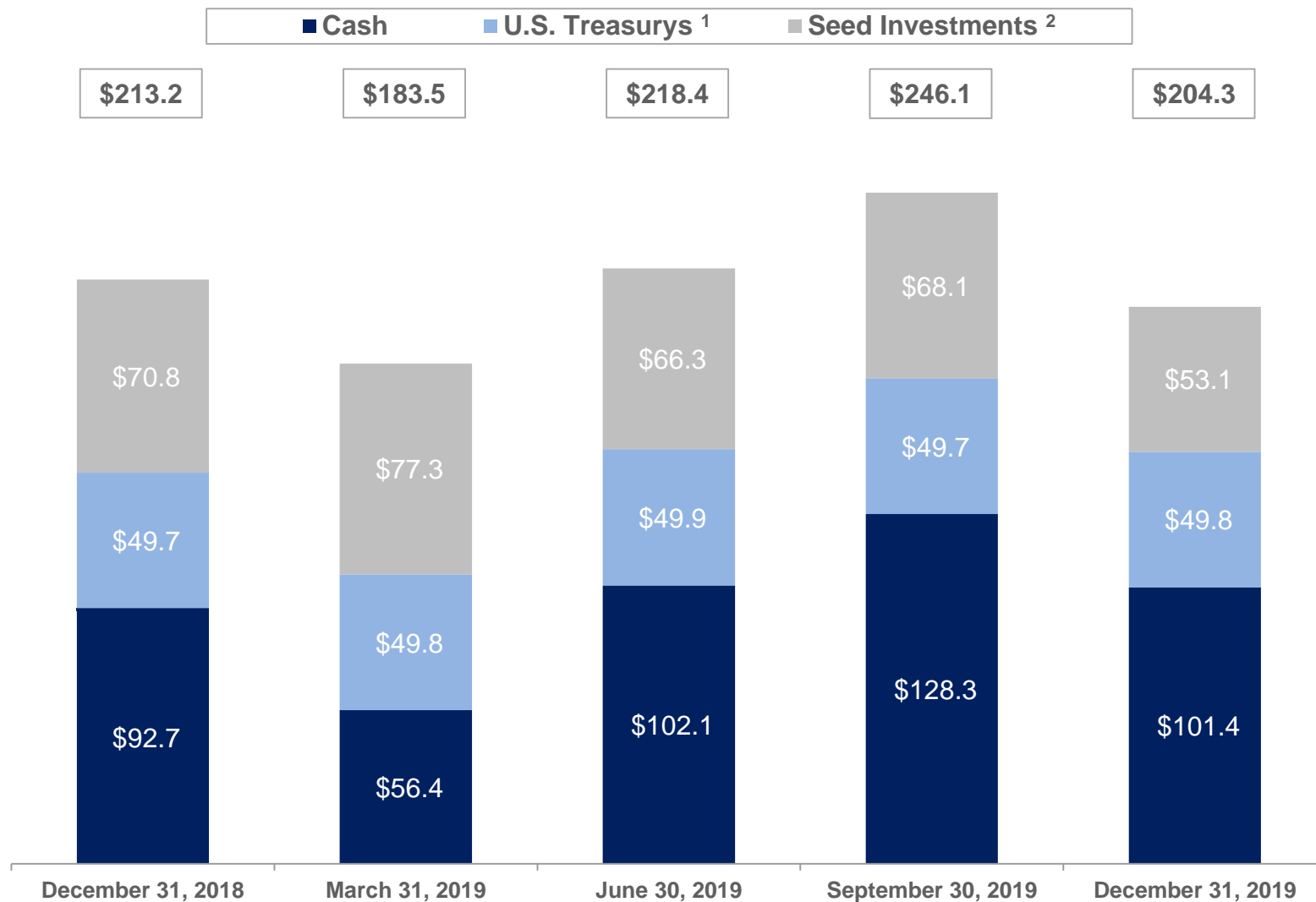


<sup>1</sup> Past performance is no guarantee of future results. Outperformance is determined by comparing the annualized investment performance of each investment strategy to the performance of specified reference benchmarks. Investment performance in excess of the performance of the benchmark is considered 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.

<sup>2</sup> Past performance is no guarantee of future results. Based on independent rating by Morningstar, Inc. of investment performance of each Cohen & Steers-sponsored open-end U.S.-registered mutual fund for all share classes for the overall period as of December 31, 2019. Overall Morningstar rating is a weighted average based on the 3-year, 5-year and 10-year Morningstar rating. Each share class is counted as a fraction of one fund within this scale and rated separately, which may cause slight variations in the distribution percentages. 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. See Legal Disclosures on page 18 of this presentation for more information about our investment performance.

# Cash, Cash Equivalents, U.S. Treasurys and Seed Investments

\$ in millions



<sup>1</sup> Classified as held to maturity as of 12/31/19 with maturity dates not exceeding 19 months.

<sup>2</sup> Excludes certain illiquid seed investments and amounts attributable to third-party interests in consolidated seed investments.

# Non-GAAP Reconciliation

\$ in thousands, except per share data

## 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

	Three Months Ended					Year Ended	
	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	December 31, 2018	December 31, 2019
<b>Net income attributable to common stockholders, U.S. GAAP</b>	<b>\$25,561</b>	<b>\$32,543</b>	<b>\$31,333</b>	<b>\$34,017</b>	<b>\$36,728</b>	<b>\$113,896</b>	<b>\$134,621</b>
Seed investments <sup>(1)</sup>	5,580	(7,016)	(1,819)	(1,630)	(1,393)	5,552	(11,858)
Accelerated vesting of restricted stock units	—	129	470	387	358	—	1,344
General and administrative <sup>(2)</sup>	—	—	—	—	346	871	346
Foreign currency exchange (gains) losses – net <sup>(3)</sup>	(1,100)	664	(267)	(1,310)	2,822	(2,270)	1,909
Tax adjustments <sup>(4)</sup>	(3,338)	1,104	(35)	(207)	(2,864)	(4,200)	(2,002)
Net income attributable to common stockholders, as adjusted	\$26,703	\$27,424	\$29,682	\$31,257	\$35,997	\$113,849	\$124,360
<b>Diluted weighted average shares outstanding</b>	<b>47,562</b>	<b>47,642</b>	<b>48,175</b>	<b>48,412</b>	<b>48,703</b>	<b>47,381</b>	<b>48,297</b>
<b>Diluted earnings per share, U.S. GAAP</b>	<b>\$0.54</b>	<b>\$0.68</b>	<b>\$0.65</b>	<b>\$0.70</b>	<b>\$0.75</b>	<b>\$2.40</b>	<b>\$2.79</b>
Seed investments <sup>(1)</sup>	0.11	(0.15)	(0.03)	(0.03)	(0.03)	0.12	(0.25)
Accelerated vesting of restricted stock units	—	0.01	0.01	0.01	0.01	—	0.02
General and administrative <sup>(2)</sup>	—	—	—	—	0.01	0.02	0.01
Foreign currency exchange (gains) losses – net <sup>(3)</sup>	(0.02)	0.01	(0.01)	(0.03)	0.06	(0.05)	0.04
Tax adjustments	(0.07)	0.03	—*	—*	(0.06)	(0.09)	(0.04)
Diluted earnings per share, as adjusted	\$0.56	\$0.58	\$0.62	\$0.65	\$0.74	\$2.40	\$2.57

\* 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 Cohen & Steers Quality Income Realty Fund, Inc. rights offering in the fourth quarter of 2019 and expenses associated with the evaluation of a potential business transaction that the Company did not pursue in the first quarter of 2018.

(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:

	Three Months Ended					Year Ended	
	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	December 31, 2018	December 31, 2019
Transition tax liability in connection with the Tax Cuts and Jobs Act	\$—	\$—	\$—	\$—	\$—	(\$123)	\$—
Reversal of certain liabilities associated with unrecognized tax benefits	(2,758)	—	—	—	(1,832)	(2,758)	(1,832)
Delivery of restricted stock units	—	(194)	(2)	(7)	—	(947)	(203)
Tax-effect of non-GAAP adjustments	9	1,298	(33)	(200)	(1,027)	217	38
Other tax related items	(589)	—	—	—	(5)	(589)	(5)
Total tax adjustments	(\$3,338)	\$1,104	(\$35)	(\$207)	(\$2,864)	(\$4,200)	(\$2,002)

\*Totals may not foot due to rounding.



# Non-GAAP Reconciliation

\$ in thousands, except percentages

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

	Three Months Ended					Year Ended	
	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	December 31, 2018	December 31, 2019
<b>Revenue, U.S. GAAP</b>	<b>\$93,906</b>	<b>\$94,226</b>	<b>\$101,792</b>	<b>\$104,965</b>	<b>\$109,847</b>	<b>\$381,111</b>	<b>\$410,830</b>
Seed investments <sup>(1)</sup>	(269)	(280)	(40)	(99)	(19)	(694)	(438)
Revenue, as adjusted	\$93,637	\$93,946	\$101,752	\$104,866	\$109,828	\$380,417	\$410,392
<b>Expenses, U.S. GAAP</b>	<b>\$59,597</b>	<b>\$58,791</b>	<b>\$63,688</b>	<b>\$64,832</b>	<b>\$63,385</b>	<b>\$234,073</b>	<b>\$250,696</b>
Seed investments <sup>(1)</sup>	(437)	(496)	(297)	(306)	(224)	(1,408)	(1,323)
Accelerated vesting of restricted stock units	—	(129)	(470)	(387)	(358)	—	(1,344)
General and administrative <sup>(2)</sup>	—	—	—	—	(346)	(871)	(346)
Expenses, as adjusted	\$59,160	\$58,166	\$62,921	\$64,139	\$62,457	\$231,794	\$247,683
<b>Operating income, U.S. GAAP</b>	<b>\$34,309</b>	<b>\$35,435</b>	<b>\$38,104</b>	<b>\$40,133</b>	<b>\$46,462</b>	<b>\$147,038</b>	<b>\$160,134</b>
Seed investments <sup>(1)</sup>	168	216	257	207	205	714	885
Accelerated vesting of restricted stock units	—	129	470	387	358	—	1,344
General and administrative <sup>(2)</sup>	—	—	—	—	346	871	346
Operating income, as adjusted	\$34,477	\$35,780	\$38,831	\$40,727	\$47,371	\$148,623	\$162,709
<b>Operating margin, U.S. GAAP</b>	<b>36.5%</b>	<b>37.6%</b>	<b>37.4%</b>	<b>38.2%</b>	<b>42.3%</b>	<b>38.6%</b>	<b>39.0%</b>
Operating margin, as adjusted	36.8%	38.1%	38.2%	38.8%	43.1%	39.1%	39.6%

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

(2) Represents costs associated with the Cohen & Steers Quality Income Realty Fund, Inc. rights offering in the fourth quarter of 2019 and expenses associated with the evaluation of a potential business transaction that the Company did not pursue in the first quarter of 2018.

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

	Three Months Ended					Year Ended	
	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	December 31, 2018	December 31, 2019
<b>Non-operating income (loss), U.S. GAAP</b>	<b>(\$3,329)</b>	<b>\$14,910</b>	<b>\$4,536</b>	<b>\$6,617</b>	<b>\$1,352</b>	<b>(\$3,259)</b>	<b>\$27,415</b>
Seed investments <sup>(1)</sup>	5,675	(14,666)	(3,392)	(4,218)	(2,830)	9,212	(25,106)
Foreign currency exchange (gain) loss-net <sup>(2)</sup>	(1,100)	664	(267)	(1,310)	2,822	(2,270)	1,909
Non-operating income (loss), as adjusted	\$1,246	\$908	\$877	\$1,089	\$1,344	\$3,683	\$4,218

(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.

# Legal Disclosures

This presentation 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," "continues," "may," "will," "should," "seeks," "approximately," "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, 2018 (Form 10-K), which is accessible on the Securities and Exchange Commission's website at [www.sec.gov](http://www.sec.gov) and on the Company's website at [www.cohenandsteers.com](http://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 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.

This presentation contains non-GAAP financial measures that we believe are meaningful in evaluating the Company's performance. For disclosures on these non-GAAP financial measures and their U.S. GAAP reconciliations, you should refer to the Non-GAAP Reconciliation contained on pages 16-17 of this presentation.

## Investment Performance:

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