

COHEN & STEERS INC  
Form 10-Q  
November 08, 2011

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2011

OR  
 TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM \_\_\_\_\_ TO \_\_\_\_\_

Commission File Number: 001-32236

COHEN & STEERS, INC.  
(Exact name of Registrant as specified in its charter)

Delaware  
(State or Other Jurisdiction of  
Incorporation or Organization) 14-1904657  
(I.R.S. Employer  
Identification No.)

280 Park Avenue  
New York, NY 10017  
(Address of Principal Executive Offices) (Zip Code)  
(212) 832-3232  
(Registrant's telephone number, including area code)

Indicate by check mark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated Filer  Accelerated Filer

Non-Accelerated Filer  (Do not check if a smaller reporting company) Smaller Reporting Company

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.) Yes  No

The number of shares of the Registrant's common stock, par value \$0.01 per share, outstanding as of November 4, 2011 was 43,162,959.



COHEN & STEERS, INC. AND SUBSIDIARIES  
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Items other than those listed above have been omitted because they are not applicable.

#### Forward-Looking Statements

This report and other documents filed by us contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which reflect our current views with respect to, among other things, our operations and financial performance. You can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "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 statements. We believe that these factors include, but are not limited to, those described in the Risk Factors section of our Annual Report on Form 10-K for the year ended December 31, 2010, which is accessible on the Securities and Exchange Commission's website at [www.sec.gov](http://www.sec.gov) and on our website at [www.cohenandsteers.com](http://www.cohenandsteers.com). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this report. We undertake 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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## PART I—Financial Information

## Item 1. Financial Statements

COHEN & STEERS, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION (Unaudited)  
 (in thousands, except share data)

	September 30, 2011	December 31, 2010
<b>ASSETS</b>		
Cash and cash equivalents	\$95,212	\$136,191
Securities owned	5,877	—
Equity investments	33,506	43,979
Investments, available-for-sale	25,657	16,954
Accounts receivable	50,680	32,821
Property and equipment—net	11,769	13,242
Goodwill	20,337	20,334
Intangible assets—net	1,902	1,968
Deferred income tax asset—net	7,415	8,058
Other assets	5,753	4,039
Total assets	\$258,108	\$277,586
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Liabilities:		
Accrued compensation	\$19,412	\$20,273
Income tax payable	7,759	9,077
Deferred rent	1,817	2,209
Other liabilities and accrued expenses	14,061	12,662
Total liabilities	43,049	44,221
Commitments and contingencies		
Redeemable noncontrolling interest	436	—
Stockholders' equity:		
Common stock, \$0.01 par value; 500,000,000 shares authorized; 46,146,278 and 45,395,084 shares issued and outstanding at September 30, 2011 and December 31, 2010, respectively	461	454
Additional paid-in capital	396,437	378,081
Accumulated deficit	(92,483)	(65,553)
Accumulated other comprehensive (loss) income, net of tax	(574)	2,971
Less: Treasury stock, at cost, 2,986,308 and 2,754,696 shares at September 30, 2011 and December 31, 2010, respectively	(89,218)	(82,588)
Total stockholders' equity	214,623	233,365
Total liabilities and stockholders' equity	\$258,108	\$277,586

See notes to condensed consolidated financial statements



COHEN & STEERS, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)  
 (in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Revenue:				
Investment advisory and administration fees	\$58,048	\$42,909	\$166,569	\$121,836
Distribution and service fees	2,457	2,259	7,458	6,659
Portfolio consulting and other	1,111	1,204	3,803	3,453
Total revenue	61,616	46,372	177,830	131,948
Expenses:				
Employee compensation and benefits	21,873	18,085	63,677	51,460
Distribution and service fees	6,205	5,065	18,109	14,206
General and administrative	9,365	7,880	26,824	22,490
Depreciation and amortization	1,279	1,126	3,760	3,393
Amortization, deferred commissions	497	244	1,255	666
Total expenses	39,219	32,400	113,625	