

# ADFW

ABU DHABI FINANCE WEEK

27-30 NOV | 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme  
27th Nov, 2023
- International Family Office Congress  
28th Nov, 2023



EMIRATES  
FAMILY OFFICE ASSOCIATION



COLLAB

COLLATE. CONNECT. CREATE.

## COHEN & STEERS

Cohen & Steers is an \$80bn global investment manager specializing in real assets and alternative income. Founded by Martin Cohen and Robert Steers in 1986 as the first investment advisor to specialize in listed real estate, today the Firm is recognized globally as the market leader in real estate securities and liquid real assets in terms of its long-term performance, assets under management, range of portfolio strategies offered and the experience and depth of its investment teams.

Since its inception, the Firm has recognized the power of real asset strategies that provide the potential for attractive total returns and overall portfolio diversification. Over the years, we have strategically added to our capabilities in REITs, investing, and launching strategies that offer these attractive investment characteristics. We started investing in preferred securities in 1999 to raise the income of our real estate portfolios, 2004 we were among the first managers to begin investing in listed infrastructure, and in 2012 we launched a real assets multi-strategy solution to offer our clients a diversified exposure to the asset class and in 2013 we began investing in commodity futures and natural resource equities. Most recently, in 2021 we launched our Private Real Estate Group to leverage our unique insights and extend our value-oriented investment style to private equity real estate. In each case, we added highly experienced, specialist investment professionals to create and manage these strategies.

The Firm is headquartered in New York City, with offices in London, Dublin, Hong Kong, Tokyo and Singapore. Cohen & Steers, Inc., the parent company of Cohen & Steers, is majority-owned by its founders and employees and is listed on the New York Stock Exchange (NYSE ticker: CNS).

**Cohen & Steers Income Opportunities Fund (CNSREIT)** – the Firm’s second private real estate offering. Designed to meet investors’ enduring need for both high income and capital appreciation, the fund will invest in high-quality, core-plus, income-producing U.S. real estate. Cohen & Steers has committed to invest \$125 million in CNSREIT.

Offering a significantly differentiated portfolio from legacy funds, CNSREIT will target properties with strong in-place cash flow in long-term growth markets, it will primarily invest in necessity-driven shopping centers and select “suburban” office properties, primarily located throughout the Southeast and Southwest regions of the United States. To a lesser extent, CNSREIT will invest in rental housing and non-traditional sectors including medical office, storage, data center, and student housing. It will also target principally middle market opportunities, consisting of transactions under \$75 million, which tend to offer better pricing and less competition than the large market.

CNSREIT leverages Cohen & Steers's \$48 billion real estate platform, unique information advantage, and tenured team of senior private real estate specialists who have a combined 74 years of industry experience including 11 years investing together with over \$3B of equity committed to 120 total investments since 2009.

# ADFW

ABU DHABI FINANCE WEEK

27-30 NOV 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme  
27th Nov, 2023
- International Family Office Congress  
28th Nov, 2023



EMIRATES  
FAMILY OFFICE ASSOCIATION



COLLAB

COLLATE. CONNECT. CREATE.



**Robert Steers**

Executive Chairman

**Robert Steers**, Executive Chairman of Cohen & Steers, founded the firm with Martin Cohen in 1986 as one of the first investment advisors dedicated to real estate securities. He serves on the Advisory Committee for the International Monetary Fund's Staff Retirement Plan.

At his alma mater Georgetown University, Mr. Steers is Chairman of the Executive Committee of the Steers Center for Global Real Estate, Chairman of the McDonough School of Business Board of Advisors, and a member of the Endowment Investment Committee.

From 1982 to 1986, he was Chief Investment Officer of National Securities and Research Corporation, where he and Mr. Cohen organized and managed the first real estate securities mutual fund in the United States.

Prior to that, Mr. Steers was an analyst and portfolio manager of Citibank's Emerging Growth Stock Fund. Mr. Steers holds a BS from Georgetown University and an MBA from George Washington University. He is based in New York.



**Hamid Tabib**

Senior Vice President

**Hamid Tabib**, Senior Vice President, is Head of Real Estate Acquisitions, in North America for the Cohen & Steers Private Real Estate Group. He has 17 years of experience.

Prior to joining the firm in 2021, Mr. Tabib was with Siguler Guff & Company for nine years, most recently as a principal, serving as a senior member of an investment team focused on opportunistic direct real estate investing. Previously, he had various private real estate investment roles at Crocker Partners and CRT Properties.

Mr. Tabib has an MBA from the University of Pennsylvania and a BS from New York University and is based in New York.

COHEN  
& STEERS

# ADFW

ABU DHABI FINANCE WEEK

27-30 NOV | 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme  
27th Nov, 2023
- International Family Office Congress  
28th Nov, 2023



EMIRATES  
FAMILY OFFICE ASSOCIATION



COLLAB

COLLATE. CONNECT. CREATE.



Marc Haynes

Senior Vice President

**Marc Haynes**, Senior Vice President, is Head of International Institutional Distribution. He has 22 years of industry experience.

Prior to joining Cohen & Steers in 2016, Mr. Haynes was a managing director at Greenwich Associates, where he led the firm's global investment management practice. Previously, he headed the life and pensions investment office at Friends Provident and held a number of distribution roles at Schroders.

Mr. Haynes has an MA from the University of Edinburgh and is based in London.