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**FOR IMMEDIATE RELEASE**

**Cohen & Steers Hires Specialist to  
Expand DCIO Support for Western U.S. Market**

NEW YORK, June 12, 2017—Jessen Fahey has joined Cohen & Steers as Vice President on the wealth management team, specializing in the defined contribution investment-only (DCIO) marketplace. His hire is part of the firm’s growing emphasis on the \$7 trillion defined contribution (DC) market, where Cohen & Steers provides investment management services to qualified retirement plans.

Mr. Fahey comes to Cohen & Steers from Columbia Threadneedle, where he served as Regional Vice President of Sales, directing initiatives and coaching wholesalers for the company’s DCIO effort. His 22 years of retirement industry experience has been dedicated to cultivating strategic relationships with retirement plan advisors and developing effective sales teams. Based in Colorado, Mr. Fahey will cover the Western United States.

“Defined contribution is a critical focus for Cohen & Steers,” said Charlie Wenzel, Senior Vice President and Head of Wealth Management Defined Contribution. “We expect the implementation of fiduciary best practices will cause DC asset allocations to migrate toward those of institutional investors, where real assets are more widely utilized. Jessen will play a strategic role in growing the firm’s DCIO business, educating 401(k) advisors, fiduciaries, model managers and retirement platforms about the potential of real assets to help participants improve their retirement plan outcomes.”

The firm’s strategic focus on real assets reflects the growing demand for investments with different return drivers than stocks and bonds. As investors adjust to the prospect of rising interest rates and higher inflation, many are turning to real assets for their history of attractive returns, inflation sensitivity and low correlations to other asset classes.

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**About Cohen & Steers.** Cohen & Steers is a global investment manager specializing in liquid real assets, including real estate securities, listed infrastructure, commodities 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, Hong Kong, Tokyo and Seattle.

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