# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

## FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE **SECURITIES EXCHANGE ACT OF 1934** 

Date of Report (Date of earliest event reported): February 18, 2004

# **CB RICHARD ELLIS GROUP, INC.**

(Exact Name of Registrant as Specified in its Charter)

000-32983

DELAWARE (State or Other Jurisdiction of

Incorporation)

(Commission File Number)

94-3391143 (IRS Employer Identification No.)

865 South Figueroa Street, Suite 3400, Los Angeles, California

(Address of Principal Executive Offices)

(213) 613-3226 Registrant's Telephone Number, Including Area Code

**CBRE HOLDING, INC.** 

(Former Name or Former Address, if Changed Since Last Report)

This Current Report on Form 8-K is filed by CB Richard Ellis Group, Inc., a Delaware corporation (the Company), in connection with the matters described herein.

### Item 12. Results of Operations and Financial Condition

On February 18, 2004, the Company issued a press release reporting its financial results for the quarter and year ended December 31, 2003. A copy of this release is furnished as Exhibit 99.1 to this report. The information contained in this report, including the Exhibit attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

#### Signature

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

By:

Date: February 18, 2004

CB RICHARD ELLIS GROUP, INC.

/s/ KENNETH J. KAY Kenneth J. Kav Chief Financial Officer

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90017 (Zip Code)

Exhibit 99.1



Corporate Headquarters 865 South Figueroa Street Suite 3400 Los Angeles, CA 90017 www.cbre.com

### PRESS RELEASE

#### FOR IMMEDIATE RELEASE 3/4 February 18, 2004

For further information: Kenneth Kay Senior Executive Vice President and Chief Financial Officer CB Richard Ellis 213.438.4833

Ronald Platisha Executive Vice President–Finance CB Richard Ellis 310.354.6044

#### CB Richard Ellis Group, Inc. Reports Fourth Quarter and Full Year 2003 Results

Los Angeles, CA - (February 18, 2004) — CB Richard Ellis Group, Inc. (formerly CBRE Holding, Inc.), parent corporation of CB Richard Ellis Services, Inc., the world's largest commercial real estate services firm (based on 2002 revenue), today reported its results for the three and twelve months ended December 31, 2003.

Revenue totaled \$621.3 million for the fourth quarter ended December 31, 2003, an increase of \$244.8 million or 65.0% as compared to \$376.5 million for the fourth quarter ended December 31, 2002. Net loss totaled \$10.1 million for the fourth quarter ended December 31, 2003 versus net income of \$15.1 million for the same period last year. The net loss in the current period was mainly driven by \$28.9 million of amortization expense resulting from intangible assets acquired in connection with the acquisition of Insignia Financial Group, Inc. (Insignia Acquisition) as well as merger (separately identified) and integration (included in operating, administrative and other expenses) related charges of \$27.2 million associated with the Insignia Acquisition. The intangible asset amortization primarily pertains to the revenue backlog acquired in the Insignia backlog acquired. Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) totaled \$63.4 million for the fourth quarter ended December 31, 2003, an increase of \$4.7 million or 8.0% from last year's same period results. This increase was achieved despite the deduction of the above-mentioned \$27.2 million of merger and integration related charges.

Revenue totaled \$1.6 billion for the twelve months ended December 31, 2003, which represents a \$459.8 million or 39.3% increase over the \$1.2 billion of revenue generated

in the same period last year. Net loss totaled \$34.7 million for the twelve months ended December 31, 2003 versus net income of \$18.7 million for the twelve months ended December 31, 2002. The net loss in the current year was mainly due to the previously mentioned amortization expense of \$60.4 million as well as merger and integration related charges which totaled \$50.4 million for the year ended December 31, 2003. EBITDA for the twelve months ended December 31, 2003 was \$132.8 million, a \$2.1 million or 1.6% increase from last year's same period results. This increase was achieved despite the deduction of the above-mentioned \$50.4 million of merger and integration related charges.

On February 18, 2004, at 7:00 a.m. Pacific time, the Company will hold a conference call with its bondholders to discuss its results for the quarter ended December 31, 2003. To access the call, dial 888-273-9887, access code 720708 (outside the United States, please call 612-332-0923). A transcript of the call will be available at www.cbre.com for review for twelve months after the call.

#### About CB Richard Ellis

Headquartered in Los Angeles, CB Richard Ellis is the world's largest commercial real estate services firm (in terms of 2002 revenue). With approximately 13,500 employees, the company serves real estate owners, investors and occupiers through more than 220 offices worldwide. The company's core services include property sales, leasing and management; corporate services; facilities and project management; mortgage banking; investment management; capital markets; appraisal and valuation; research; and consulting. For more information, visit the company's Web site at www.cbre.com.

#### CB Richard Ellis Group, Inc. OPERATING RESULTS FOR THE THREE AND TWELVE MONTHS ENDED DECEMBER 31, 2003 AND 2002 (Dollars in thousands)

(Unaudited)

	Three Months Ended December 31,			Twelve Months Ended December 31,			
	 2003	2002		2003		2002	
Revenue	\$ 621,257	\$	376,466	\$ 1,630,07	4 \$	1,170,277	
Costs and expenses:							
Cost of services	311,545		183,587	796,40	8	547,093	
Operating, administrative and other	234,503		137,122	678,39	7	501,798	
Depreciation and amortization	39,051		6,507	92,622	2	24,614	
Equity income from unconsolidated subsidiaries	(5,183)		(2,904)	(14,36)	5)	(9,326)	
Merger-related charges	 17,022		(14)	36,81	7	36	
Total costs and expenses	 596,938		324,298	1,589,87	9	1,064,215	
Operating income	24,319		52,168	40,193	5	106,062	
Interest income	2,477		599	6,04	1	3,272	
Interest expense	 27,697		14,160	87,21	6	60,501	
(Loss) income before provision (benefit) for income taxes	(901)		38,607	(40,98)	0)	48,833	
Provision (benefit) for income taxes	 9,183		23,510	(6,27	,	30,106	

Net (loss) income	\$ (10,084) \$	15,097 \$	(34,704) \$	18,727
EBITDA	\$ 63,370 \$	58,675 \$	132,817 \$	130,676
Operating income margin	3.9%	13.9 %	2.5%	9.1%
EBITDA margin	 10.2 %	15.6%	8.1%	<u>11.2</u> %

EBITDA is calculated as follows:

	Three Months Ended December 31,				Twelve Months Ended December 31,			
		2003		2002		2003		2002
Operating income	\$	24,319	\$	52,168	\$	40,195	\$	106,062
Add:								
Depreciation and amortization		39,051		6,507		92,622		24,614
EBITDA	\$	63,370	\$	58,675	\$	132,817	\$	130,676

EBITDA represents earnings before net interest expense, income taxes, depreciation and amortization. EBITDA margin represents EBITDA divided by Revenue. Management believes that the presentation of EBITDA and EBITDA margin will enhance a reader's understanding of the Company's operating performance. EBITDA is also a measure used by senior management to evaluate the performance of the Company's various lines of business and for other required or discretionary purposes, such as the use of EBITDA as a significant component when measuring performance under the Company's employee incentive programs. EBITDA should not be considered as an alternative to (i) operating income determined in accordance with accounting principles generally accepted in the United States of America, or (ii) operating cash flow determined in accordance with accounting principles generally accepted in the United States of EBITDA and EBITDA margin may not be comparable to similarly titled measures reported by other companies.

#### CB RICHARD ELLIS SERVICES, INC(1) CONDENSED CONSOLIDATED BALANCE SHEETS (Dollars in thousands) (Unaudited)

	December 31, 2003		December 31, 2002		
Assets:					
Cash and cash equivalents	\$	160,872	\$	79,574	
Restricted cash		14,899		_	
Warehouse receivable (2)		230,790		63,140	
Other current assets		459,139		223,351	
Property and equipment, net		113,569		66,634	
Goodwill and other intangible assets, net		948,539		668,219	
Deferred compensation assets		76,389		63,642	
Other assets		233,411		175,545	
Total assets	\$	2,237,608	\$	1,340,105	
Liabilities:					
Current liabilities, excluding debt	\$	557,372	\$	288,891	
Warehouse line of credit(2)		230,790		63,140	
Senior secured term loan tranche A (3)				38,750	
Senior secured term loan tranche B (3)		297,500		182,225	
$11^{1/4}$ % senior subordinated notes		226,173		225,943	
$9^{3/4}$ % senior notes		200,000			
Other debt (4)		82,907		60,988	
Deferred compensation liability		138,037		106,252	
Other long-term liabilities		115,780		43,301	
Total liabilities		1,848,559		1,009,490	
Minority interest		6,656		5,615	
Ctaalikaldam? amiter		346,921		263,137	
Stockholders' equity 16% senior notes of CB Richard Ellis Group		346,921 35,472		61,863	
1070 senior notes of CD Atenard Enis Oroup		55,472		01,005	
Total stockholders' equity		382,393		325,000	
Total liabilities and stockholders' equity	\$	2,237,608	\$	1,340,105	

(1) CB Richard Ellis Services, Inc. is a wholly owned subsidiary of CB Richard Ellis Group, Inc.

(2) Includes Freddie MAC loan receivables and related non-recourse warehouse line of credit of \$230.8 million and \$63.1 million at December 31, 2003 and 2002, respectively.

(3) On October 14, 2003, the Company refinanced all of the outstanding loans under the amended and restated credit agreement it entered into in connection with the completion of the Insignia Acquisition. The Tranche A and Tranche B facilities were combined into a single term loan B facility.

(4) Includes non-recourse debt relating to a building investment in Japan of \$43.7 million and \$40.0 million at December 31, 2003 and 2002, respectively.