# 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 23, 2009

#### CB RICHARD ELLIS GROUP, INC.

(Exact name of registrant as specified in its charter)

001-32205

(Commission File Number)

**Delaware** (State or other

jurisdiction of

94-3391143

(IRS Employer

Identification No.)

incorporation)		
11150 Santa Monica Boulevard, Suite 1600, Los Angelo (Address of Principal Executive Offices)	es, California	<b>90025</b> (Zip Code)
	(310) 405-8900 none Number, Includi	ing Area Code
(Former Name or Former	Not Applicable r Address, if Changed	1 Since Last Report)
Check the appropriate box below if the Form 8-K filing is intended to simultane	ously satisfy the filin	ng obligation of the registrant under any of the following provisions:
☐ Written communications pursuant to Rule 425 under the Securities Act (17 C	CFR 230.425)	
☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFF	R 240.14a-12(b))	
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Ex	xchange Act (17 CFR	₹ 240.14d-2(b))
☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Ex	change Act (17 CFR	2 240.13e-4(c))
This Current Report on Form 8-K is filed by CB Richard Ellis Group, Inc., a De	laware corporation (t	the "Company"), in connection with the matters described herein.
Item 7.01 Regulation FD Disclosure		
The Company is scheduled to meet with investors during the month of February The information contained in this Exhibit shall not be deemed "filed" for purpos incorporated by reference in any filing under the Securities Act of 1933, as amen	ses of Section 18 of th	he Securities Exchange Act of 1934, as amended, nor shall it be deemed
Item 9.01 Financial Statements and Exhibits		
(d) Exhibits		
Exhibit		
99.1 CBRE Investor Presentation	Description	•
	Signature	
Pursuant to the requirements of the Securities Exchange Act of 1934, the registra authorized.	ant has duly caused to	his report to be signed on its behalf by the undersigned thereunto duly
Date: February 23, 2009	CB RICHA	ARD ELLIS GROUP, INC.
	Rv·	/s/ GIL BOROK

Gil Borok

Interim Chief Financial Officer



# CB Richard Ellis Group, Inc.

Investor Presentation

February 2009



# Forward Looking Statements

This presentation contains statements that are forward looking within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our momentum in and possible scenarios for 2009, future operations, expenses, financial performance, performance under our credit facilities, our ability to renegotiate the terms of our credit agreement and cost savings. These statements should be considered as estimates only and actual results may ultimately differ from these estimates. Except to the extent required by applicable securities laws, we undertake no obligation to update or publicly revise any of the forward-looking statements that you may hear today. Please refer to our current annual report on Form 10-K and our current quarterly report on Form 10-Q, in particular any discussion of Risk Factors, which are filed with the SEC and available at the SEC's website (http://www.sec.gov), for a full discussion of the risks and other factors that may impact any estimates that you may hear today. We may make certain statements during the course of this presentation which include references to "non-GAAP financial measures," as defined by SEC regulations. As required by these regulations, we have provided reconciliations of these measures to what we believe are the most directly comparable GAAP measures, which are attached hereto within the appendix.



#### Global Leader in Commercial Real Estate Services

Leading Global Brand

**Broad** Capabilities

- 100+ years
- 57 countries
- #1 in key cities in America, Europe and Asia Pacific
- #1 commercial real estate brokerage
- #1 outsourcing
- #1 appraisal and valuation
- \$38.5 billion in assets under management<sup>1</sup>
- #2 commercial mortgage brokerage
- \$8.1 billion of development projects in process/pipeline<sup>1</sup>

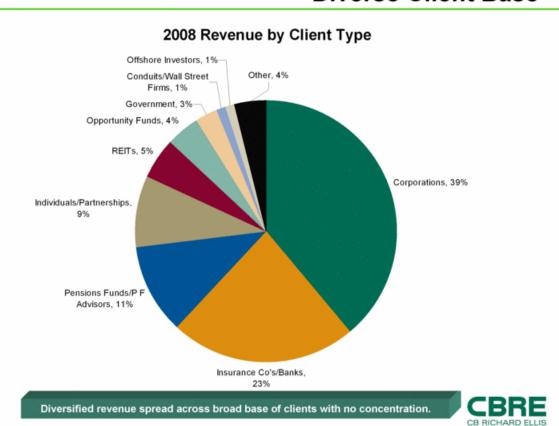
Scale, Diversity and Earnings Power

- 1.9x nearest competitor
- Thousands of clients, 88% of Fortune 100
- 2008 revenue of \$5.1 billion
- 2008 normalized EBITDA of \$601.2 million<sup>2</sup>
- As of December 31, 2008
   Normalized EBITDA excludes integration costs related to acquisitions, cost containment and the write-down of impaired assets.



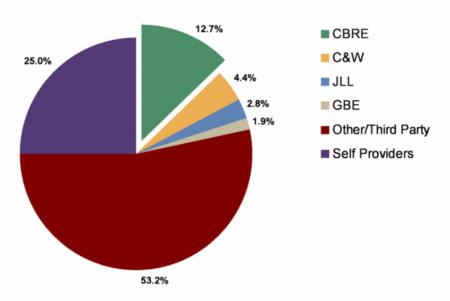
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## **Diverse Client Base**



# #1 Position in a Fragmented Market

\$27 Billion U.S. Commercial Real Estate Market<sup>(1)</sup>



- Large and growing market—4.2% CAGR 1997-2007
- Highly fragmented—top four firms have 21.8% market share

Source: 2007 external public filings and CBRE management estimates as of December 31, 2007 (1) Excludes global investment management and development services



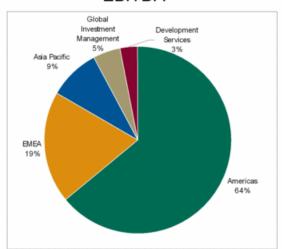
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# **Segment Contribution**

#### 2008 Revenue

# Global Investment Services Asia Pacific 3% Asia Pacific 11% EMEA 21% Americas 63%

# 2008 Normalized EBITDA<sup>1</sup>

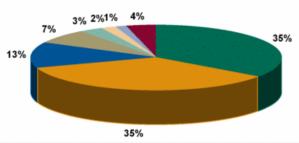


<sup>1.</sup> Normalized EBITDA excludes integration costs related to acquisitions, cost containment and the write-down of impaired assets.



## Revenue Breakdown

#### 4th Quarter 2008



	Three monti	hs ended Dece	ember 31,	Twelve month	s ended Dec	ember 31,
(\$ in millions)	2008	2007 <sup>1</sup>	% Change	2008 <sup>2</sup>	2007 <sup>1</sup>	% Change
■ Property & Facilities Management	450.9	427.1	6	1,720.1	1,395.6	23
Leasing	443.6	615.3	-28	1,710.7	1,869.7	-9
■ Sales	163.8	469.1	-65	869.7	1,659.9	-48
Appraisal & Valuation	91.8	111.6	-18	355.0	386.3	-8
Investment Management	39.8	78.0	-49	165.0	352.1	-53
Development Services	25.3	69.0	-63	110.6	125.6	-12
Commercial Mortgage Brokerage	18.7	38.7	-52	90.5	162.9	-44
Other	49.4	30.4	63	108.5	84.2	29
Total	1,283.3	1,839.2	-30	5,130.1	6,036.3	-15

<sup>1.</sup> Includes revenue from discontinued operations, which totaled \$2.1 million for the three and twelve months ended December 31, 2007.

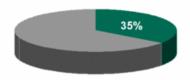


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# **Outsourcing Services**



Outsourcing Services % of Q4 2008 Total Revenue



- Global property and facilities management
- Global project management
- Global corporate services



- 1. Represents combined data for CBRE and TCC; does not include joint ventures and affiliates.
- Management fees include property management, facilities management and project management fees. Does not include transaction revenue associated with outsourcing activities.



<sup>2.</sup> Includes revenue from discontinued operations, which totaled \$1.3 million for the twelve months ended December 31, 2008.

## #1 Provider Of Every Outsourced Real Estate Service

#### DPERTIES/FACILITIES CONSULTING **TRANSACTION PROJECT MANAGEMENT MANAGEMENT MANAGEMNT** · Global execution · Sourcing and · Full service Organizational of transactions design outsourcing procurement with a portfolio-· Operations and · Portfolio Program wide focus management maintenance optimization · Optimize portfolio One-off integrated Energy services Workplace strategy Lease transaction · Health, safety and · Land use analysis administration management/ security and strategy services project Environmental · Fiscal and management · Multiplesustainability economic impact transaction focus · Moves, adds, analysis changes SCOPE OF SERVICES \$264.2 billion in · Over 2,800 project · Over 4,500 · Over 200 global consultants transactions managers professionals • \$10 billion in managed · Brokerage size 3X · 1.9 BSF under · Engaged in projects nearest competitor capital projects management\* for over 100 clients in N. America · Over 50,000 projects · \$20 billion operating managed annually expenses worldwide

<sup>\*</sup> Including affiliates, statistics are as of 12/31/08





## **US Market Statistics**

	US Vacancy					Absorptions of s		
	4Q06	4Q07	4Q08	4Q09 F	2006	2007	2008	2009 F
Office	12.6%	12.6%	14.0%	16.8%	82.8	55.8	17.8	-50.0
Industrial	9.5%	9.5%	11.4%	12.6%	206.8	166.7	-94.1	-103.2
Retail	7.7%	8.7%	10.4%	11.3%	22.7	13.9	-0.6	-3.5

Source: TWR Outlooks Spring 2009

Cap Rates Up At Lower Volumes

Cap Rates Up A	At Lower	Volume	es
	4Q06	4Q07	4Q08
Office			
Volume (\$B)	36.2	27.2	7.1
Cap Rate	6.8%	7.1%	7.3%
Industrial			
Volume (\$B)	12.3	10.2	2.6
Cap Rate	7.4%	7.2%	7.9%
Retail			
Volume (\$B)	14.3	11.9	2.7
Cap Rate	6.7%	6.7%	7.3%
0			

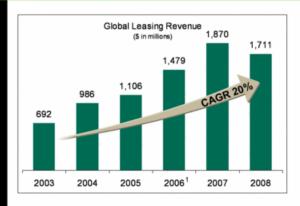
Source: RCA January 2009

Cap Rate Growth<sup>1</sup>

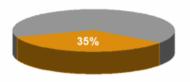
Growth'
2009 F
+130 to 200 bps
+140 to 200 bps
+140 to 190 bps
1 TMP actimates



## Leasing



Leasing % of Q4 2008 Total Revenue



#### Q4 2008 Business Update

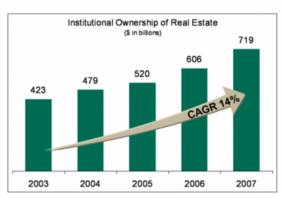
- Vacancy rates increased significantly across all property types in the U.S. as a result of the economic downturn.
- In EMEA leasing activity weakened in major markets while rents fell.
- Office vacancy rose in 14 of 17 Asian markets tracked by CBRE, while several key markets posted declines in rent rates.

1. Includes Trammell Crow Company's revenue for the period from the 12/20/2006 acquisition date through 12/31/2006.

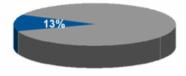


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## Sales

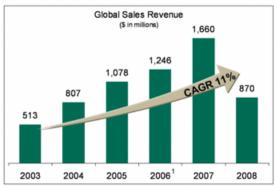


Sales % of Q4 2008 Total Revenue



#### Q4 2008 Business Update

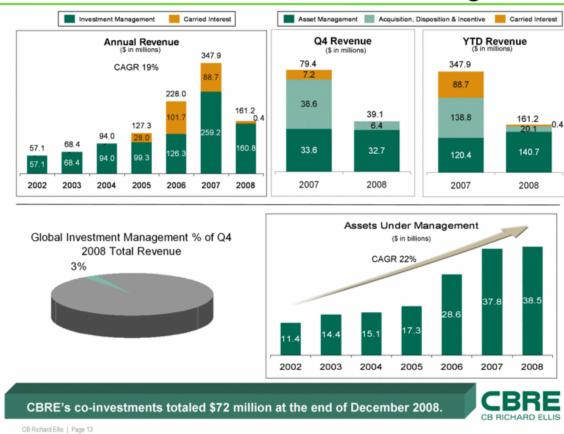
- The difficult financing environment significantly reduced activity levels.
- Ongoing polarization between buyer and seller price expectations continued to dampen sales volume.
- Lower transaction levels put downward pressure on asset values.



1. Includes Trammell Crow Company's revenue for the period from the 12/20/2006 acquisition date through 12/31/2006.



# **Global Investment Management**



Global Investment Programs

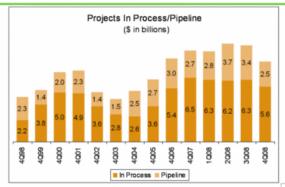
Description	Q4 2008 Statistics	Typical Fee Structure
Separate Accounts	\$17.5 billion of assets under management	<ul><li>Management fees</li><li>Transaction fees</li><li>Incentive fees</li></ul>
Sponsored Funds	\$16.4 billion of assets under management	<ul><li>Management fees</li><li>Transaction fees</li><li>LP profits</li><li>Carried Interest</li></ul>
Unlisted Securities	<ul> <li>\$3.1 billion of assets under management</li> </ul>	Management fees     Incentive fees
Listed Securities	\$1.5 billion of assets under management	Management fees     Incentive fees

Geography/Strategy	Assets Under Management (\$ in billions)	%
North America	22.0	57
Europe	9.2	24
Asia Pacific	2.7	7
Total Direct	33.9	88
Total Indirect	4.6	12
Total	38.5	100

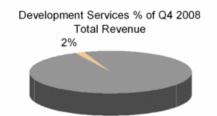
Assets Under Management = \$38.5 billion\*2% Growth over Q4 2007

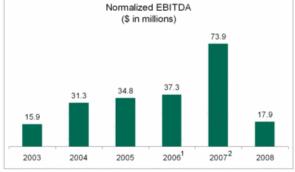


# **Development Services**



- Develops properties for user / investor clients on a fee and / or co-investment basis
- \$94 million co-invested at quarter end
- \$4.1 million in recourse debt to CBRE





Includes Trammell Crow Company's operations prior to the acquisition on 12/20/06.
 Reflects full year pro-forma results for Development Services, including the impact of \$61.6 million of gains which could not be recognized under purchase accounting rules.

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## Financial Overview



**CB RICHARD ELLIS** 

# 2008 Performance Overview

Revenue <sup>1</sup>	\$5.1 billion	\$906 million or 15% lower than prior year
Net Income	GAAP \$83.9 million <sup>2</sup> Adjusted \$208.7 million	\$307 million or 79% lower than prior year \$288 million or 58% lower than prior year
EPS <sup>3</sup>	GAAP \$0.39 <sup>2</sup> Adjusted \$0.97	Decreased 77% as compared to \$1.66 EPS in prior year Decreased 54% as compared to \$2.11 EPS in prior year
EBITDA	\$457 million <sup>2</sup>	\$377 million or 45% lower than prior year
Normalized EBITDA <sup>4</sup>	\$601 million	\$369 million or 38% lower than prior year

<sup>1.</sup> Includes revenue from discontinued operations of \$1.3 million and \$2.1 million for the years ended December 31, 2008 and 2007,

All EPS information is based upon diluted shares.
 Normalized EBITDA excludes merger-related charges, integration costs related to acquisitions, loss on trading securities acquired in the Trammell Crow Company acquisition, cost containment and the write-down of impaired assets.



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# **Cost Cutting Initiatives**

#### Update on Previous \$190 million Plan

- Total permanent run rate savings of \$190 million realized as announced on the Q3 2008 call
- Additionally 2008 incentive compensation was reduced by over \$350 million due to weaker operating results

#### Additional \$195 million Cost Reduction Efforts

- Expect additional \$195 million in run rate savings for 2009
  - Areas:
    - Staff reductions / Compensation
- ~ \$180 million
- Business promotion / Advertising
- ~ \$15 million

- Travel & Entertainment
- Office operations costs
- All actions to realize savings expected to be completed in the first part of 2009
- Currently expect approximately \$20 million in associated one time expenses in 2009 \$27 million taken in 2008

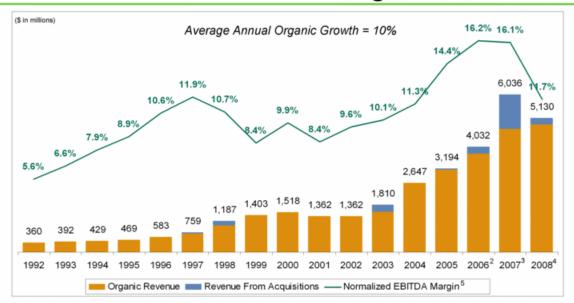
#### **TOTAL COST SAVINGS**

- Total cost savings of approximately \$385 million for 2009 versus full year 2007
- Capital expenditure target for 2009 is \$30 million



Excludes the impact of significant pending goodwill and non-amortizable intangible asset impairment charges.

# Consistent Long Term Growth<sup>1</sup>



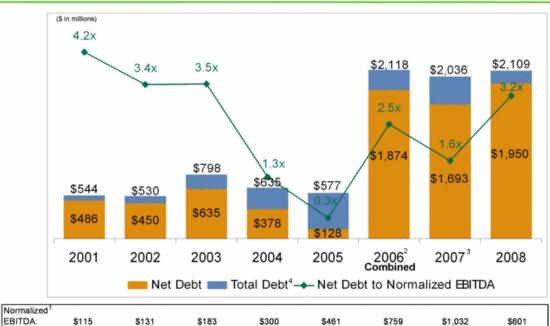
- 1. No reimbursements are included for the period 1992 through 1996, as amounts were immaterial. Reimbursements for 1997 through 2001 have been estimated. For 2002 and forward, reimbursements are included.

  2. Includes TCC activity for the period December 20, 2006 through December 31, 2006.
- Includes revenue from discontinued operations, which totaled \$2.1 million for the year ended December 31, 2007
   Includes revenue from discontinued operations, which totaled \$1.3 million for the year ended December 31, 2008
- 5. Normalized EBITDA margin excludes merger-related and other non-recurring costs, integration costs related to acquisitions, one-time IPO-related compensation expense gains/losses on trading securities acquired in the TCC acquisition and the write-down of impaired investments.



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# **Debt Highlights**



- Normalized EBITDA excludes merger-related and other non-recurring costs, integration costs related to acquisitions, one-time IPO related compensation expense, gains/losses on trading securities acquired in the TCC acquisition and the write-down of impaired assets.
   2006 combined normalized EBITDA includes \$106.8 million for TCC for the period January 1, 2006 through December 20, 2006.
- 2007 normalized EBITDA includes \$51.6 million of development services gains, which could not be recognized under purchase accounting rules.
   Total debt excludes non-recourse debt.



EBITDA:

# Capitalization

	As	As of			
(\$ in millions)	12/31/2008	12/31/2007	Variance		
Cash	158.8	342.9	(184.1)		
Revolving credit facility	25.8	227.1	(201.3)		
Senior secured term loan A	827.0	827.0	-		
Senior secured term loan B	949.0	960.0	(11.0)		
Senior secured term loan A-1	297.8	-	297.8		
Notes payable on real estate <sup>1</sup>	4.1	6.6	(2.5)		
Other debt <sup>2</sup>	5.5	15.0	(9.5)		
Total debt	2,109.2	2,035.7	73.5		
Stockholders' equity	1,210.7	988.5	222.2		
Total capitalization	3,319.9	3,024.2	295.7		
Total net debt	1,950.4	1,692.8	257.6		

Represents notes payable on real estate in Development Services that are recourse to the company. Excludes non-recourse notes payable on real estate of \$613.6 million and \$459.4 million at December 31, 2008 and 2007, respectively.
 Excludes \$210.5 million and \$255.8 million of non-recourse versehouse facility at December 31, 2008 and 2007, respectively, as well as \$8.0 million and \$42.6 million of non-recourse revolving credit facility in Development Services at December 31, 2008 and 2007, respectively.



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# **CBRE Debt Covenants & Maturity Schedule**

#### **Debt Covenants**

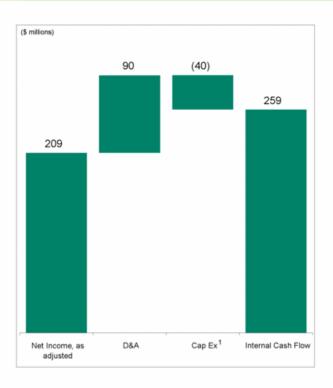
Covenant	Hurdle	6/30/08	9/30/08	12/31/08
Leverage Ratio	≤3.75x	2.91	3.16	3.28
Interest Coverage Ratio	≥2.25x	6.20	5.63	4.72

### **Debt Maturity Schedule**

Year	Amount Due
2009	~ \$52 million per quarter
2010	~ \$75 million per quarter



## 2008 Normalized Internal Cash Flow



- Strong cash flow generator
- Low capital intensity
- Utilization of internal cash flow
  - 1. Debt reduction
  - 2. Co-investment activities

1. Represents capital expenditures, net of concessions

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## **Business Outlook**

- In investment sales, we expect the environment to remain weak, but believe we may see modest improvement by year end
- · We anticipate leasing will remain weak until global economies show signs of stabilizing
- Outsourcing should continue to grow, approaching \$2 billion annually
- Our asset based businesses, Global Investment Management and Development Services, will
  continue to face significant challenges in the short term due to dropping asset values
- Our strategy during the downturn remains consistent:
  - Continue to aggressively manage expenses
  - Manage covenant compliance risk through actions and negotiation with lenders
  - Grow market share through aggressive pursuit of new client mandates
  - Remain prepared with contingency plans



# **GAAP Reconciliation Tables**



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## Reconciliation of Normalized EBITDA to EBITDA to Net Income (Loss)

·	Twelve Months Ended December 31, 2008										
(\$ in millions)	Consolidated <sup>1</sup>		Americas		EMEA		Asia Pacific		Global Investment Management		lopment rvices <sup>1</sup>
Normalized EBITDA	\$	601.2	S	385.2	\$	116.0	\$	53.1	\$	29.0	\$ 17.9
Less:											
Cost containment		27.4		9.5		9.9		4.8		0.1	3.1
Integration costs related to acquisitions		16.4		15.8		0.6		-		-	
Write-down of impaired assets		100.4		14.7		-		-		36.5	49.2
EBITDA		457.0		345.2		105.5		48.3		(7.6)	(34.4)
Add:											
Interest income		17.9		6.6		3.7		0.9		1.0	5.7
Less:											
Depreciation and amortization		102.9		59.8		13.3		9.1		4.2	16.5
Interest expense		167.8		129.7		4.0		5.4		2.5	26.2
Royalty and management service (income) expense		-		(23.4)		14.1		8.1		1.2	
Provision (benefit) for income taxes		120.3		103.0		24.7		16.3		2.5	(26.2)
Net income (loss)	\$	83.9	S	82.7	\$	53.1	\$	10.3	S	(17.0)	\$ (45.2)
Revenue		5,130.1		3,209.8		1,080.7		558.2		161.2	120.2
Normalized EBITDA Margin		11.7%		12.0%		10.7%		9.5%		17.9%	14.9%

Notes

<sup>1.</sup> Includes activity related to discontinued operations for the twelve months ended December 31, 2008, including revenue of \$1.2 million, interest income of \$0.1 million, depreciation and amortization of \$0.1 million, interest expense of \$0.6 million and provision for income taxes of \$6.0 million.



### Reconciliation of Normalized EBITDA to EBITDA to Net Income

(\$ in millions)  Normalized EBITDA	Year Ended December 31,									
	2007		2006		2005		2004			
	\$	970.1	\$	652.5	\$	461.3	\$	300.3		
Less										
Merger-related charges		56.9		-				25.6		
Integration costs related to acquisitions  Loss (gain) on trading securities acquired in the		45.2		7.6		7.1		14.4		
Trammell Crow Company acquisition		33.7		(8.6)		-		-		
Write-down of impaired investment		-		-		-		-		
One-time compensation expense related to the initial public offering								15.0		
EBITDA¹		834.3		653.5		454.2		245.3		
Add:										
Interest income <sup>2</sup>		29.0		9.8		9.3		4.3		
Less										
Depreciation and amortization <sup>3</sup>		113.7		67.6		45.5		54.9		
Interest expense <sup>4</sup>		164.8		45.0		54.3		65.4		
Loss on extinguishment of debt		-		33.8		7.4		21.1		
Provision for income taxes <sup>5</sup>		194.3		198.3		138.9		43.5		
Net Income	\$	390.5	\$	318.6	\$	217.3	\$	64.7		
Revenue <sup>6</sup>		6,036.3		4,032.0		3,194.0		2,647.1		
Normalized EBITDA Margin		16.1%		16.2%		14.4%		11.3%		

#### Motoc

- 1. Includes EBITDA related to discontinued operations of \$6.5 million for the year ended December 31, 2007.
- 2. Includes interest income related to discontinued operations of \$0.01 million for the year ended December 31, 2007.
- 3. Includes depreciation and amortization related to discontinued operations of \$0.4 million for the year ended December 31, 2007.
- 4. Includes interest expense related to discontinued operations of \$1.8 million for the year ended December 31, 2007.
- 5. Includes provision for income taxes related to discontinued operations of \$1.6 million for the year ended December 31, 2007.
- 6. Includes revenue related to discontinued operations of \$2.1 million for the year ended December 31, 2007.

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## Reconciliation of Net Income to Net Income, As Adjusted

	Year Ended December 31,						
(\$ in millions)		2008	2007				
Net income	\$	83.9	\$	390.5			
Cost containment, net of tax		18.4		-			
Impairment of assets, net of tax		67.5		-			
Amortization expense related to net revenue backlog, incentive fees, and customer relationships acquired, net of tax		8.8		24.9			
Integration costs related to acquisitions, net of tax		11.0		27.1			
Loss on trading securities acquired in the							
Trammell Crow Company acquisition, net of tax		-		20.1			
Merger-related charges, net of tax		-		34.2			
Adjustment to tax expense as a result of a decline in							
the value of the assets in the Company's							
Deferred Compensation Plan		19.1		-			
Net income, as adjusted	\$	208.7	\$	496.8			
Diluted income per share, as adjusted	\$	0.97	\$	2.11			
Weighted average shares outstanding for							
diluted income per share	214,510,842		234,978,464				

