## **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): December 2, 2010

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

(Exact name of registrant as specified in its charter)

001-32205

Delaware (State or other jurisdiction of incorporation)

(Commission File Number)

94-3391143 (IRS Employer Identification No.)

11150 Santa Monica Boulevard, Suite 1600, Los Angeles, California (Address of Principal Executive Offices)

90025 (Zip Code)

(310) 405-8900

Registrant's Telephone Number, Including Area Code

Not Applicable

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

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12(b))

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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 7.01 Regulation FD Disclosure.

The Company is scheduled to meet with investors during the month of December 2010. A copy of the presentation to be used at these meetings is furnished as Exhibit 99.1. The information contained in this Exhibit shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No. 99.1

**CBRE** Investor Presentation

Signature

Description

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 hereunto duly authorized.

Date: December 2, 2010

CB RICHARD ELLIS GROUP, INC.

/s/ GIL BOROK By:

Gil Borok Chief Financial Officer



# **CB Richard Ellis Group, Inc.**

**Investor Presentation** 

December 2010



## **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 future growth momentum, operations, financial performance and our business outlook. 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 third quarter earnings report, filed on Form 8-K, and our current annual report on Form 10-K and current quarterly report on Form 10-Q, in particular any discussion of risk factors or forward-looking statements, 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.



## Overview



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## **Our Vision**

 Be the preeminent, vertically integrated, globally capable real estate services firm

## **Our Mission**

- Deliver superior results for stakeholders by:
  - Putting the client first—always
  - Collaborating across markets and services lines
  - Thinking innovatively, but acting practically
  - Providing a rewarding work environment

#### **Our Values**

- Respect: Treat everyone with dignity, value their contributions and help one another succeed
- Integrity: Uphold the highest ethical standards in our business practices
- Service: Dedicate ourselves to making a meaningful impact on our clients and in our communities
- Excellence: Aspire to be the best in everything we do and strive for continuous improvement

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#### **Our Strategy**

Provide a complete suite of market leading services to property owners and occupiers through a fully integrated global business platform and a managed account strategy



#### **Our Objectives**

- Establish and maintain the leading position in every major world city.
- Establish and maintain the leading position in each service we provide.
  - Maintain the most admired, highest quality brand.
- Recruit, hire and retain the finest people in our industry.
- Foster and maintain a culture of integrity, excellence and continuous improvement.
- Lead the industry in revenue and profit growth and retain the industry's highest operating margins.



CB RICHARD FLUS

## **People and Platform**

#### Industry Leading Research and Consulting



Robust Technology

Global LaborView

**Insight Client Portal** 

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Special Reports



**CBRE** for iPhone

twitter

Active Social Media Presence

facebook.

Linked in



Global In-Sights Video Podcast



Mapping and Demographics

Labor Analytic and Economic Incentives Groups

## The Best People in the Business

**CB Richard Ellis University** Training For All Levels of **Professional Development** 

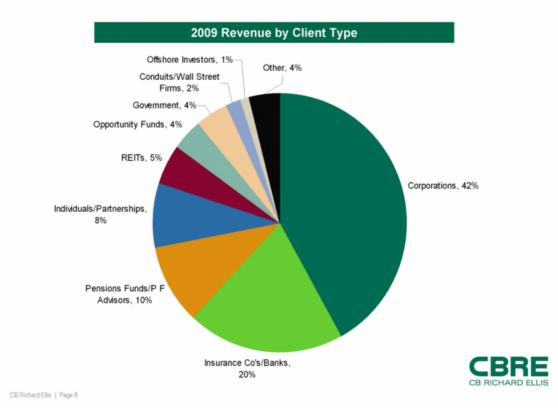
#### **AzBusiness Dallas Business Journal**

Selected as a Best Place to Work in Phoenix, Orlando, Chicago, Dallas, et al



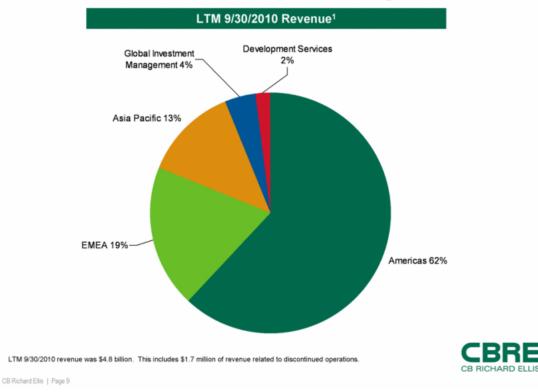
## **Diverse Client Base**

Diversified revenue spread across broad base of clients



## **Geographic Diversification**

#1 commercial real estate services firm in each of the major regions of the world



# **Revenue Diversification** Contractual revenues<sup>1</sup> represented 50% of LTM revenue, up from 29% in 2006 2006 Revenue<sup>2</sup> LTM 9/30/2010 Revenue<sup>3</sup> Contractual 29% Contractua 50% Contractual revenue includes: Property & Facilities Management (14% in 2006 and 36% in LTM 2010), Appraisal & Valuation (7% in both 2006 and LTM 2010), Investment Management (6% in 2006 and 3% in LTM 2010), Development Services (1% in 2006 and 2% in LTM 2010) and Other (1% in 2006 and 2% in LTM 2010). Non-contractual revenue includes: Sales (31% in 2006 and 14% in LTM 2010), Leasing (37% in 2006 and 33% in LTM 2010) and Commercial Mortgage Brokerage (3% in both 2006 and 14% in LTM 2010). CBF Reflects Trammell Crow Company's revenue contributions beginning on December 20, 2006. LTM 9/30/2010 revenue was \$4.8 billion. This includes \$1.7 million of revenues related to discontinued operations 2 3. **CB RICHARD ELLIS**

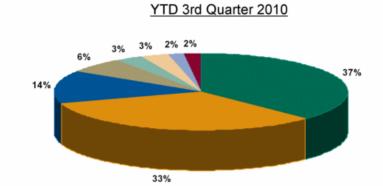
1.

## Key Service Lines & Market Environment



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## **Revenue Breakdown**



	Three months ended September 30,			Nine months ended September 30,			
(\$ in millions)	2010 <sup>1</sup>	2009	% Change	2010 <sup>1</sup>	2009	% Change	
Property & Facilities Management	437.1	408.5	7	1,298.8	1,204.7	8	
Leasing	414.8	326.2	27	1,129.5	892.3	27	
Sales	207.8	127.6	63	483.4	303.6	59	
Appraisal & Valuation	72.5	75.8	-4	219.7	208.3	5	
Commercial Mortgage Brokerage	50.5	16.0	216	106.2	45.0	136	
Investment Management	35.4	30.3	17	103.8	96.1	8	
Development Services	20.7	19.4	7	55.7	60.6	-8	
Other	28.1	19.4	45	68.6	58.7	17	
Total	1,266.9	1,023.2	24	3,465.7	2,869.3	21	

 Includes revenue from discontinued operations, which totaled \$0.7 million and \$1.7 million for the three and nine months ended September 30, 2010, respectively.

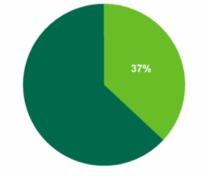


## **Outsourcing Services**

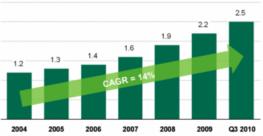




Percent of YTD Q3 2010 Total Revenue<sup>1</sup>



Global Square Footage Managed<sup>3</sup> (SF in Billions)



Management fees include property management, facilities management and project management fees. Does not include transaction revenue 1.

associated with outsourcing activities. Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006. Represents combined data for CBRE and Trammell Crow Company; does not include joint ventures and affiliates. 2. 3.



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## #1 Provider of Every Outsourced Real Estate Service

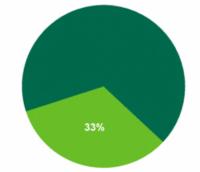
Transaction Management	Project Management	Property/Facilities Management	Consulting
<ul> <li>Global execution of transactions with a portfolio- wide focus</li> <li>Optimize portfolio</li> <li>Lease administration services</li> <li>Multiple- transaction focus</li> </ul>	<ul> <li>Full service outsourcing</li> <li>Program management</li> <li>One-off integrated transaction management/ project management</li> <li>Moves, adds, changes</li> </ul>	<ul> <li>Sourcing and procurement</li> <li>Operations and maintenance</li> <li>Energy services</li> <li>Health, safety and security</li> <li>Environmental sustainability</li> <li>Client accounting</li> </ul>	<ul> <li>Organizational design</li> <li>Portfolio optimization</li> <li>Workplace strategy</li> <li>Land use analysis and strategy</li> <li>Fiscal and economic impact analysis</li> </ul>
	Clie	ents	
Chevron United Technologies	AIG. The CoarCota Company.	Northwestern Memorial Hospital	MCKESSON Empowering Healthcare

## Leasing

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Percent of YTD Q3 2010 Total Revenue

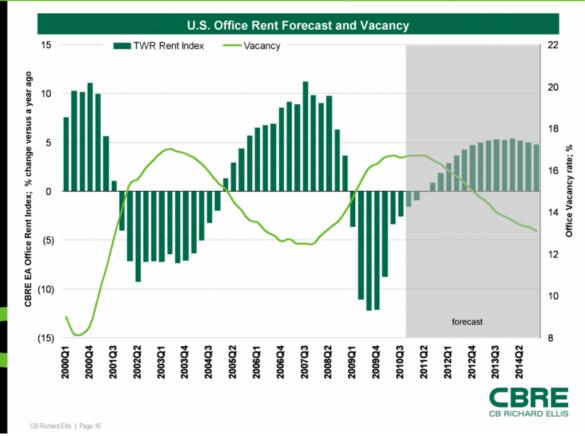


#### Key Facts

- More than 4,700<sup>2</sup> leasing professionals worldwide
- Tailored service delivery by property type and industry/market specialization
- \$56.7 billion global lease transactions in 2009
- With global economies improving, leasing activity levels have recovered from a steep slump in 2008 and 2009

Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006.
 As of December 31, 2009. Does not include affiliate offices.

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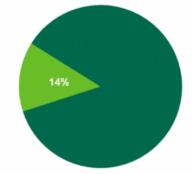
# Leasing Market Outlook

## Sales

**CB RICHARD ELLIS** 



Percent of YTD Q3 2010 Total Revenue



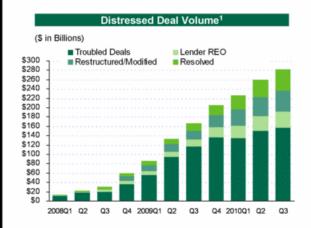
#### Key Facts

- More than 1,300<sup>2</sup> investment sales specialists worldwide
- Specialization across all major property types
- \$40.5 billion global sales in 2009
- Recovery of transaction activity broadening across geographies versus limited to select markets earlier in 2010

Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006.
 As of December 31, 2009. Does not include affiliate offices.

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#### **Key Facts**

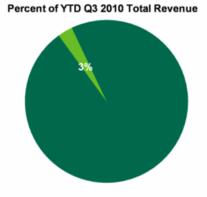
- Services include: recapitalizations, loan sales/workouts, asset and portfolio valuations, asset management and repositioning and receivership
- Currently marketing more than \$7.5B of distressed assets in the U.S.



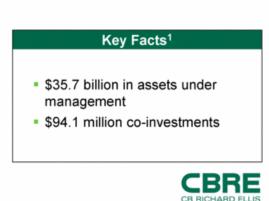


## **Global Investment Management: CBRE Investors**









1. As of September 30, 2010.

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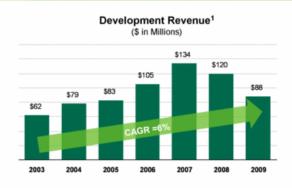
## **Global Investment Programs**

Description	Q3 2010 Statistics	Typical Fee Structure	Geography/Strategy	Assets Under Management <sup>1</sup> (\$ in billions)	%
Separate Accounts	<ul> <li>\$16.2 billion of assets under management</li> </ul>	<ul> <li>Management fees</li> <li>Transaction fees</li> <li>Incentive fees</li> </ul>	North America	18.8	52
Sponsored Funds	<ul> <li>\$13.2 billion of assets</li> </ul>	Management fees     Transaction fees	Europe	10.3	29
	under management	LP profits     Carried Interest	Asia Pacific	0.3	1
Unlisted Securities	<ul> <li>\$4.1 billion of assets under management</li> </ul>	<ul> <li>Management fees</li> <li>Incentive fees</li> </ul>	Total Direct	29.4	82
Listed Securities			Total Indirect	6.3	18
Listed Securities	Interview • \$2.2 billion of assets • Management fees • Incentive fees		Total	35.7	100

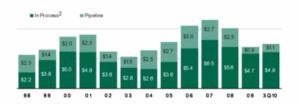


#### 1. As of September 30, 2010.

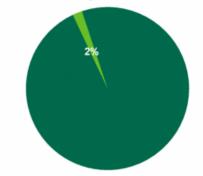
## **Development Services: Trammell Crow Company**



**Projects In Process/Pipeline** (\$ in Billions)



Percent of YTD Q3 2010 Total Revenue



#### Key Facts<sup>3</sup>

- \$6.0 billion in process/pipeline
- \$60.0 million co-investments
- Only \$6.5 million in recourse debt to CBRE and repayment guarantees

Includes Trammell Crow Company's operations prior to the acquisition of Trammell Crow Company on December 20, 2006. Also includes 1.

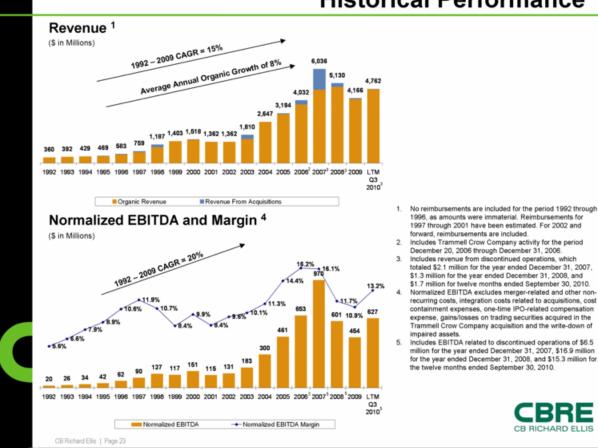
revenue from discontinued operations. In Process figures contain Long-Term Operating Assets (LTOA), including \$1.6 billion for 3Q 10, \$1.4 billion for 4Q 09 and \$0.4 billion for both 4Q 08 and 4Q 07. LTOA are projects that have achieved a stabilized level of occupancy or have been held 18-24 months following 2. shell completion or acquisition. 3. As of September 30, 2010.



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# **Financial Performance**







Net Debt me Total Debt<sup>4</sup> Net Debt to Normalized EBITDA

\$653

\$970

\$601

# **Debt Highlights**

\$530 \$450

#### Normalized EBITDA: \$115

(\$ in millions) 4.23x

\$544

\$486

2001

\$131

Normalized EBITDA excludes merger-related and other non-recurring costs, integration costs related to acquisitions, cost containment expenses, one-time IPO related compensation expense, gains/losses on trading securities acquired in the TCC acquisition and the write-down of impaired assets.

\$300

\$461

\$183

2006 normalized EBITDA excludes \$106.8 million for TCC for the period January 1, 2006 through December 20, 2006. 2007 normalized EBITDA excludes \$61.6 million of Development Services gains, which could not be recognized under purchase accounting 3. rules Total debt excludes non-recourse debt 4.

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\$454

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# Historical Performance

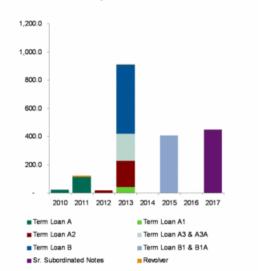
2010

\$627

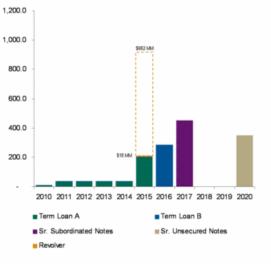
## **Mandatory Amortization and Maturity Schedule**

\$ millions

#### As of September 30, 20101



#### As of November 10, 2010<sup>2</sup>



Approximately \$225.1 million and \$333.0 million of the revolver facilities mature in June 2011 and June 2013 respectively. As of 9/30/10 the 1. outstanding revolver balance was \$17.9 million. Includes the senior unsecured notes issued on October 8, 2010 and bank refinancing on November 10, 2010. 2



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	As of							
	Proforma							
(\$ in millions)	9/30/2010 <sup>1</sup>	9/30/2010	12/31/2009					
Cash	270.1	768.7	741.					
Revolving credit facility	17.9	17.9	21.					
New senior secured term loan A	350.0	-						
Senior secured term loan A	-	135.9	326.					
Senior secured term loan A-1	-	41.4	48.					
Senior secured term loan A-2	-	203.2	203.					
Senior secured term loan A-3	-	167.5	167.					
Senior secured term loan A-3A	-	24.0						
New senior secured term loan B	300.0							
Senior secured term loan B	-	489.0	642					
Senior secured term loan B-1	-	293.2	295					
Senior secured term Ioan B-1A	-	114.4						
Senior unsecured notes	350.0							
Senior subordinated notes <sup>2</sup>	437.4	437.4	436					
Notes payable on real estate <sup>3</sup>	3.5	3.5	3					
Other debt <sup>4</sup>	0.2	0.2	1.					
Total debt	1,459.0	1,927.6	2,145					
Stockholders' equity	773.4	773.4	629					
Total capitalization	2,232.4	2,701.0	2,774					
Total net debt	1,188.9	1,158.9	1,404					

## **Capitalization Table**

Includes refinancing of CBRE's credit facility and the issuance of 6 5/8% senior unsecured notes. Net of original issue discount of \$12.6 million and \$13.5 million at September 30, 2010 and December 31, 2009, respectively. Represents notes payable on real estate in Development Services that are recourse to the Company. Excludes non-recourse notes payable on real estate of \$87.6.1 million and \$54.7.8 million at September 30, 2010 and December 31, 2009, respectively. Excludes \$260.1 million and \$312.9 million of non-recourse warehouse facility at September 30, 2010 and December 31, 2009, Represents notes payable on real estate of \$6.5.1 million and \$312.9 million of non-recourse warehouse facility at September 30, 2010 and December 31, 2009, Represents notes payable on real estate in December 31, 2009, respectively. 3.

4 respectively, as well as \$2.0 million and \$5.5 million of non-recourse revolving credit facility in Development Services at September 30, 2010 and December 31, 2009, respectively.



- Investment sales and leasing should continue to show nice year over year improvements - but comparisons are getting tougher
- Recent outsourcing trends and wins give us confidence about solid growth ahead for this business
- Planned expenses reinstated in Q3 2010 will continue to be visible in near term quarterly comparisons

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Appendix



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

			Year Ended December 31,									
(\$ in millions)	LTM Q3 2010		2009		2008		2007		2006		2005	
Normalized EBITDA <sup>1</sup>	\$	627.2	\$ 453.9	\$	601.2	s	970.1	s	652.5	\$	461.3	
Less												
Write-down of impaired assets		25.5	32.5		100.4		-		-		-	
Cost containment expenses		23.7	43.6		27.4		-		-		-	
Integration costs related to acquisitions		4.3	5.7		16.4		45.2		7.6		7.	
Merger-related charges		-	-		-		56.9		-		-	
Loss (gain) on trading securities acquired in th Trammell Crow Company acquisition	ne					_	33.7	_	(8.6)	_		
EBITDA <sup>1</sup>		573.7	372.1		457.0		834.3		653.5		454.	
Add:												
Interest income <sup>2</sup>		7.6	6.1		17.9		29.0		9.8		9.	
Less:												
Depreciation and amortization <sup>3</sup>		105.3	99.5		102.9		113.7		67.6		45.	
Interest expense <sup>4</sup>		203.7	189.1		167.8		164.8		45.0		54.	
Write-off of financing costs		-	29.3		-				33.8		7.	
Goodwill and other non-amortizable intangible asset impairments	•				1,159.4							
Provision for income taxes <sup>5</sup>		102.9	27.0		56.9		194.3		198.3		138.	
Net income (loss) attributable to CB Richard Ellis												
Group, Inc.	\$	169.4	\$ 33.3	s	(1,012.1)	\$	390.5	\$	318.6	\$	217.	
Revenue <sup>6</sup>		4,762.2	4,165.8		5,130.1		6,036.3		4,032.0		3,194.	
Normalized EBITDA Margin		13.2%	10.9%		11.7%		16.1%		16.2%		14.4	

Notes:

rs. Includes EBITDA related to discontinued operations of \$15.3 million for the twelve months ended September 30, 2010, \$16.9 million for the year ended December 31, 2008 and \$6.5 million for the year ended December 31, 2007. Includes interest income related to discontinued operations of \$0.1 million for the year ended December 31, 2008 and \$0.01 million for the year ended December 31, 1.

2. 2007.

3.

2007. Includes depreciation and amortization related to discontinued operations of \$0.2 million for the twelve months ended September 30, 2010, \$0.1 million for the year ended December 31, 2008 and \$0.4 million for the year ended December 31, 2007. Includes interest expense related to discontinued operations of \$1.1 million for the twelve months ended September 30, 2010, \$0.6 million for the year ended December 31, 2008 and \$1.8 million for the year ended December 31, 2007. Includes provision for income taxes related to discontinued operations of \$5.0 million for the twelve months ended September 30, 2010, \$0.6 million for the year ended December 31, 2008 and \$1.6 million for the year ended December 31, 2007. Includes revenue related to discontinued operations of \$1.7 million for the welve months ended September 30, 2010, \$1.3 million for the year ended December 31, 2008 and \$2.1 million for the year ended December 31, 2007. 4

5.

6.

