## 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): March 8, 2011

#### 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 Angeles, Cali<br>(Address of Principal Executive Offices) | ifornia 90025<br>(Zip Code)  |
|            | · ·   | 0) 405-8900<br>Number, Including Area Code   |
|            |   | Applicable<br>Idress, if Changed Since Last Report)  |
| Che        | ck the appropriate box below if the Form 8-K filing is intended to simultaneous                         | ly satisfy the filing obligation of the registrant under any of the following provisions:  |
|            | Written communications pursuant to Rule 425 under the Securities Act (17 CF                             | R 230.425)   |
|            | Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 2                            | 240.14a-12(b))   |
|            | Pre-commencement communications pursuant to Rule 14d-2(b) under the Excl                                | nange Act (17 CFR 240.14d-2(b))  |
|            | Pre-commencement communications pursuant to Rule 13e-4(c) under the Exch                                | nange Act (17 CFR 240.13e-4(c))  |
| =          |   |  |
|            |   |  |
|            |   |  |
| Thi        | s Current Report on Form 8-K is filed by CB Richard Ellis Group, Inc., a Delaw                          | are corporation (the "Company"), in connection with the matters described herein.  |
| Itei       | n 7.01 Regulation FD Disclosure.  |  |
| info       |   | A copy of the presentation to be used at these meetings is furnished as Exhibit 99.1. The ection 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed d, except as shall be expressly set forth by specific reference in such filing. |
| Iteı       | n 9.01 Financial Statements and Exhibits.   |  |
| (d)        | Exhibits  |  |
| Exh        | ibit  | Developer  |
| No.<br>99. | CBRE Investor Presentation  | Description  |
|            | _   |  |
|            | S   | ignature   |
|            | suant to the requirements of the Securities Exchange Act of 1934, the registrant norized.               | has duly caused this report to be signed on its behalf by the undersigned hereunto duly  |
| Dat        | e: March 8, 2011  | CB RICHARD ELLIS GROUP, INC.   |
|            |   | By: /s/ GIL BOROK  |
|            |   | Gil Borok<br>Chief Financial Officer   |
|            |   |  |



### CB Richard Ellis Group, Inc.

**Investor Presentation** 

March 2011



### 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, business outlook and ability to consummate our acquisition of substantially all of ING's real estate investment management business. 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 fourth quarter earnings report, filed on Form 8-K, and our current annual report on Form 10-K, 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



CB Richard Ellis | Page 3

### The Global Market Leader

Leading Global

- 100+ years
- 400+ offices in over 60 countries1
- #1 in virtually every major global business center
- #1 leasing
- #1 investment sales
- #1 outsourcing
- #1 appraisal and valuation
- #1 commercial mortgage brokerage
- #1 commercial real estate investment management<sup>2</sup>
- \$6.1 billion of development projects in process/pipeline3

Scale and Diversity

Capabilities

- 1.7x nearest competitor<sup>4</sup>
- Thousands of clients; nearly 80% of the Fortune 100
- \$130.7 billion of transaction activity in 2010

Recognized Leadership

- S&P 500 Only commercial real estate services company in the S&P 500
- FORTUNE Only commercial real estate services company in the Fortune 500
- The Lipsey Company #1 brand for ten consecutive years
- Euromoney Top Global Real Estate Advisor for 2010
- Financial Times Best Property Investment Advisor for 2010
- Newsweek #30 (of 500) greenest company in the U.S. and #1 in financial services
- Includes affiliate offices.

  On a combined basis assuming the acquisition of ING's Real Estate Investment Management business (ING REIM), which is expected to close in the second half of 2011.
  As of December 31, 2010.
  Based on 2010 revenues versus Jones Lang LaSalle.

#### **Our Vision**

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

#### 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



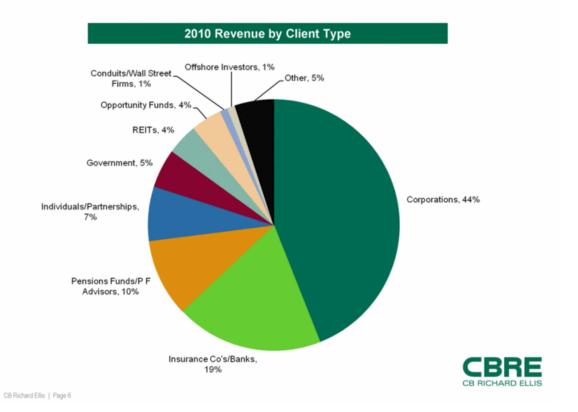


#### **Our Objectives**

- 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.

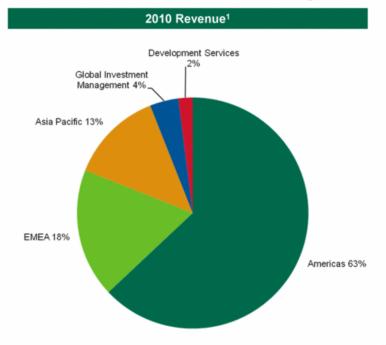
### **Diverse Client Base**

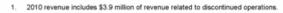
Diversified revenue spread across broad base of clients



## **Geographic Diversification**

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

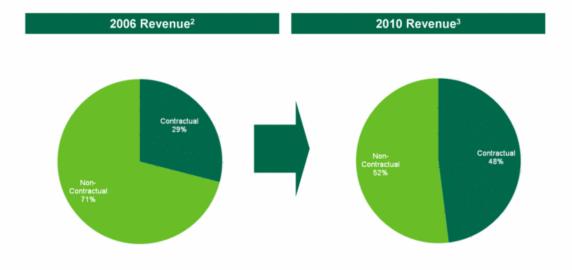






### **Revenue Diversification**

Contractual revenues<sup>1</sup> represented 48% of 2010 revenue, up from 29% in 2006

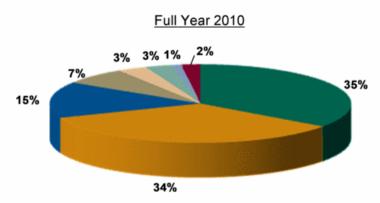


- Contractual revenue includes: Property & Facilities Management (14% in 2006 and 35% in 2010), Appraisal & Valuation (7% in both 2006 and 2010), Investment Management (6% in 2006 and 3% in 2010), Development Services (1% in both 2006 and 2010) and Other (1% in 2006 and 2% in 2010). Non-contractual revenue includes: Sales (31% in 2006 and 15% in 2010), Leasing (37% in 2006 and 34% in 2010) and Commercial Mortgage Brokerage (3% in both 2006 and 2010).
  Reflects Trammell Crow Company's revenue contributions beginning on December 20, 2006.

# Key Service Lines & Market Environment



### Revenue Breakdown



|                                  | Three month       | s ended Dece | ember 31, | Twelve months ended December 31, |         |          |  |
|----------------------------------|-------------------|--------------|-----------|----------------------------------|---------|----------|--|
| (\$ in millions)                 | 2010 <sup>1</sup> | 2009         | % Change  | 2010 <sup>1</sup>                | 2009    | % Change |  |
| Property & Facilities Management | 473.4             | 428.6        | 10        | 1,772.1                          | 1,633.3 | 8        |  |
| Leasing                          | 614.1             | 455.8        | 35        | 1,743.6                          | 1,348.2 | 29       |  |
| Sales                            | 285.3             | 203.8        | 40        | 768.8                            | 507.4   | 52       |  |
| Appraisal & Valuation            | 110.2             | 92.6         | 19        | 329.9                            | 300.9   | 10       |  |
| Investment Management            | 67.2              | 36.0         | 87        | 171.0                            | 132.0   | 30       |  |
| Commercial Mortgage Brokerage    | 58.0              | 17.4         | 233       | 164.2                            | 62.4    | 163      |  |
| Development Services             | 16.4              | 21.4         | -23       | 72.1                             | 82.0    | -12      |  |
| Other                            | 28.9              | 40.9         | -29       | 97.5                             | 99.6    | -2       |  |
| Total                            | 1,653.5           | 1,296.5      | 28        | 5,119.2                          | 4,165.8 | 23       |  |

 Includes revenue from discontinued operations, which totaled \$2.2 million and \$3.9 million for the three and twelve months ended December 31, 2010, respectively.

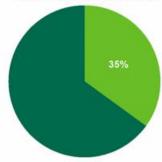


### **Outsourcing Services**

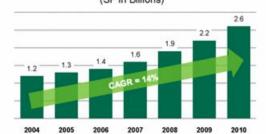
#### Property and Facilities Management Revenue<sup>1</sup> (\$ in Millions)



#### Percent of 2010 Total Revenue<sup>1</sup>



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



Revenue includes property management, facilities management and project management fees. Does not include transaction revenue associated with outsourcing activities.
 Includes Trammell Crow Company's revenue for the period from December 20, 2008 through December 31, 2006.
 Represents combined data for CBRE and Trammell Crow Company, does not include joint ventures and affiliates.
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### #1 Provider of Every Outsourced Real Estate Service

#### Transaction Management

- Global execution of transactions with a portfoliowide focus
- Optimize portfolio
- Lease administration services
- Multipletransaction focus

#### Project Management

- Full service outsourcing
- Program management
- One-off integrated transaction management/ project management
- Moves, adds, changes

#### Property/Facilities Management

- Sourcing and procurement
- Operations and maintenance
- Energy services
- Health, safety and security
- Environmental sustainability
- Client accounting

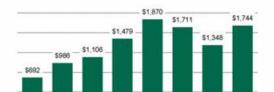
#### Consulting

- Organizational design
- Portfolio optimization
- Workplace strategy
- Land use analysis and strategy
- Fiscal and economic impact analysis

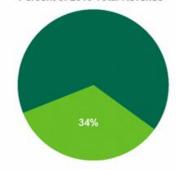


### Leasing

## Global Leasing Revenue (\$ in Millions)



#### Percent of 2010 Total Revenue



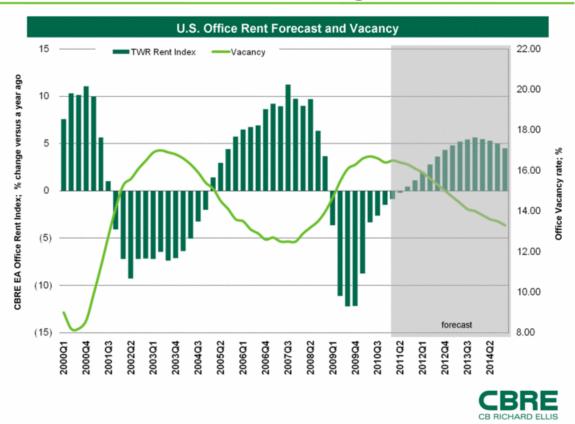
#### **Key Facts**

- More than 4,700<sup>2</sup> leasing professionals worldwide
- Tailored service delivery by property type and industry/market specialization
- \$62.8 billion global lease transactions in 2010
- With global economies much improved, the pace of leasing market recovery has increased significantly

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.

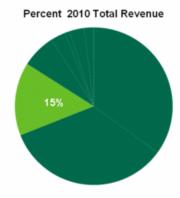
**CBRE**CB RICHARD ELLIS

## **Leasing Market Outlook**



#### Global Sales Revenue (\$ in Millions) \$1,660 \$1,246 \$1,078 \$870 \$807 \$769 \$513 \$507

20061 2007



#### **Key Facts**

• More than 1,300² investment sales specialists worldwide

2010

2009

Specialization across all major property types

2008

- \$67.9 billion global sales in 2010
- Recovery of transaction activity continuing to broaden across markets as capital returns to commercial real estate

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.



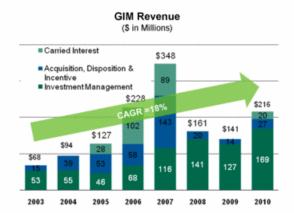
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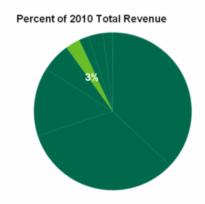
2003

2004

2005

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







#### Key Facts<sup>1</sup>

- \$37.6 billion in assets under management
- \$99.0 million of co-investments



1. As of December 31, 2010.

### Global Investment Management – Impact of ING REIM

- Significantly enhances depth and breadth of Investment Management platform
- Combined Normalized EBITDA Margin of 31% with acquisition (26% without) for 2010
- Expected to produce modest future net positive run rate cost synergies



| Combined Platform Summary (As of 12/31/10) |       |                                |           |                      |                            |                                   |  |  |  |
|--|-------|--------------------------------|-----------|----------------------|----------------------------|-----------------------------------|--|--|--|
|  | Funds | Direct<br>Separate<br>Accounts | Employees | AUM<br>(\$ Billions) | Blended<br>AUM<br>Leverage | Equity<br>Raised<br>(\$ Billions) |  |  |  |
| CBRE Investors                             | 21    | 36                             | 406       | 37.6 <sup>2</sup>    | 38% <sup>3</sup>           | 5                                 |  |  |  |
| ING REIM                                   | 81    | 23                             | 760       | 59.8 <sup>2</sup>    | 25% 4                      | 7                                 |  |  |  |

- Based on 2010 preliminary results as calculated by ING REIM management.

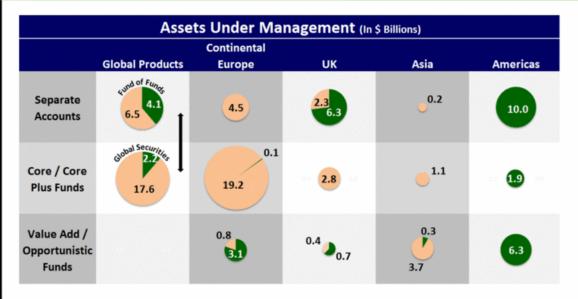
  Assets under management (AUM) generally refers to the properties and other assets with respect to which an asset manager provides (or participates in) oversight, investment management services and other advice, and which generally consist of real estate properties or loans, securities portfolios and investments in operating companies and joint ventures. The methodologies used by the ING REIM business units and CBRE Investors to determine their respective AUM are not the same and, accordingly, the reported AUM of ING REIM would be different if calculated using a methodology consistent with that of CBRE Investors' methodology. To the extent applicable, ING REIM's reported AUM was converted from Euros to U.S. dollars using an exchange rate of \$1.3379 per €1.

  Preliminary as of December 31, 2010.

  As of September 30, 2010 (average of all business lines: ING REIM Europe, ING REIM Asia, and U.S. based Real Estate Securities business).



### **Highly Complementary Product Offerings**



CBRE Investors 1 ING REIM 2

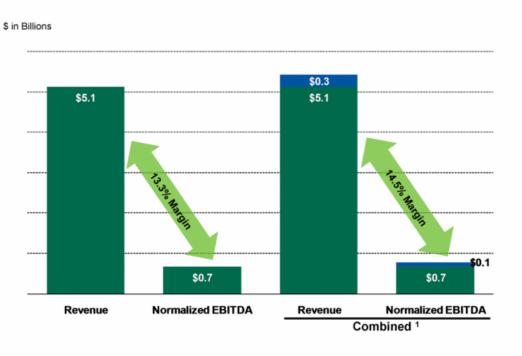
Note: For purposes of comparison all figures are as of 9/30/10.

Minimal Overlap and Integration

- Based on CBRE Investors AUM calculation methodology. Based on ING REIM's AUM calculation methodology. Euro/Dollar exchange rate of \$1.3644



### Total Company 2010 Results - Stand Alone & Combined with ING REIM



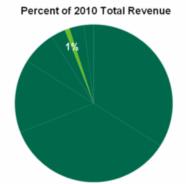
■ CBRE ■ ING REIM

1. Based on 2010 preliminary results as calculated by ING REIM management.

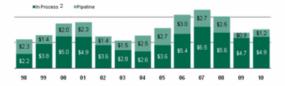
CBRE CB RICHARD ELLIS

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





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



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

- \$6.1 billion in process/pipeline
- \$62.0 million co-investments
- Only \$6.7 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
- revenue from discontinued operations.

  In Process figures contain Long-Term Operating Assets (LTOA), including \$1.6 billion for 4Q 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



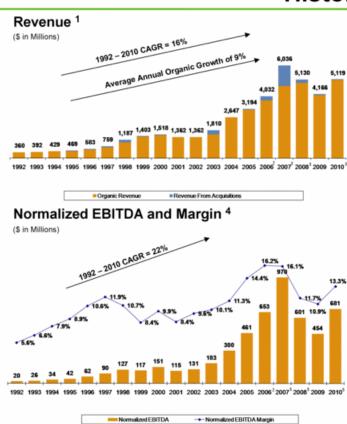
### **Financial Performance**



### **Historical Performance**

5,119

681



- 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.
- Includes Trammell Crow Company activity for the period December 20, 2006 through December 31, 2006.
- December 20, 2006 through December 31, 2006.

  3. Includes revenue from discontinued operations, which totaled \$2.1 million for the year ended December 31, 2007, \$1.3 million for the year ended December 31, 2008, and \$3.9 million for the year ended December 31, 2010.

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

  5. Includes EBITDA related to discontinued operations of \$6.5 million for the year ended December 31, 2007, \$16.9 million for the year ended December 31, 2007, \$16.9 million for the year ended December 31, 2007, \$16.9 million.
- million for the year ended December 31, 2007, \$16.9 million for the year ended December 31, 2008, and \$16.4 million for the year ended December 31, 2010.



## **Debt Highlights**

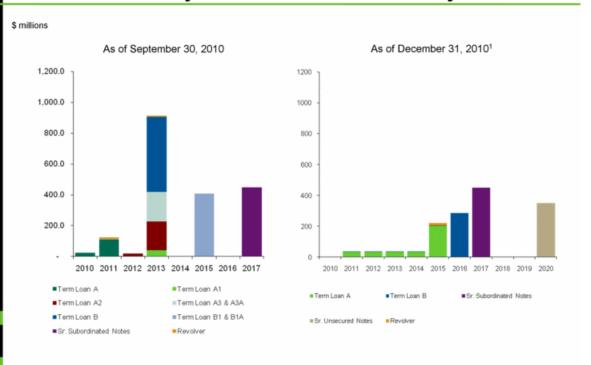


- Normalized EBITDA excludes merger-related and other non-recurring costs, integration and other costs related to acquisitions, cost containment expenses, one-time IPO related compensation expense, gains/losses on trading securities acquired in the Trammell Crow Company acquisition and the write-down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

  2006 normalized EBITDA excludes \$10.6 million of Trammell Crow Company 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 rules.
- rules.
  Total debt excludes non-recourse debt.

### **Mandatory Amortization and Maturity Schedule**



1. \$700 million revolver facility matures in May 2015. As of December 31, 2010 the outstanding revolver balance was \$17.5 million.



### Capitalization

|   | As of      |            |          |
|---|------------|------------|----------|
| (\$ in millions)                          | 12/31/2010 | 12/31/2009 | Variance |
| Cash                                      | 506.6      | 741.6      | (235.0)  |
| Revolving credit facility                 | 17.5       | 21.1       | (3.6)    |
| Senior secured term Ioan A                | -          | 326.3      | (326.3)  |
| Senior secured term loan A-1              | -          | 48.6       | (48.6)   |
| Senior secured term Ioan A-2              | -          | 203.2      | (203.2)  |
| Senior secured term loan A-3              | -          | 167.5      | (167.5)  |
| Senior secured term loan B                | -          | 642.8      | (642.8)  |
| Senior secured term loan B-1              | -          | 295.2      | (295.2)  |
| Senior secured term Ioan A (new)          | 341.3      | -          | 341.3    |
| Senior secured term loan B (new)          | 299.2      | -          | 299.2    |
| Senior subordinated notes <sup>1</sup>    | 437.7      | 436.5      | 1.2      |
| Senior unsecured notes                    | 350.0      | -          | 350.0    |
| Notes payable on real estate <sup>2</sup> | 3.7        | 3.5        | 0.2      |
| Other debt <sup>3</sup>                   | 0.2        | 1.0        | (0.8)    |
| Total debt                                | 1,449.6    | 2,145.7    | (696.1)  |
| Stockholders' equity                      | 908.2      | 629.1      | 279.1    |
| Total capitalization                      | 2,357.8    | 2,774.8    | (417.0)  |
| Total net debt                            | 943.0      | 1,404.1    | (461.1)  |

- 1. Net of original issue discount of \$12.3 million and \$13.5 million at December 31, 2010 and 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 \$623.8 million and \$547.8 million at December 31, 2010 and 2009, respectively.
- Excludes \$453.8 million and \$312.9 million of non-recourse warehouse facility at December 31, 2010 and 2009, respectively, as well as \$5.5 million of non-recourse revolving credit facility in Development Services at December 31, 2009.



### **Business Outlook**

- We are still in the early stages of a commercial real estate recovery –
   although 2011 growth rates are not likely to match robust 2010 rates
- Investment sales and leasing should continue to lead with solid growth,
   albeit with tougher comparisons
- Acceleration in outsourcing growth rates leaves us optimistic for its prospects in 2011
- Expense growth expected to be slower in 2011 versus 2010
- Expect full year 2011 earnings to be in the range of \$0.95 to \$1.05 per share
- Expect the ING REIM acquisition to close in the second half of 2011
   with neutral impact on 2011 earnings per share and accretive to
   earnings in 2012

## **Appendix**



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

|  | CBRE Investors |                            |  |  |  |  |
|--|----------------|----------------------------|--|--|--|--|
|  |                | Year Ended<br>December 31, |  |  |  |  |
| (\$ in millions)   |                | 2010                       |  |  |  |  |
| Normalized EBITDA  | \$             | 55.9                       |  |  |  |  |
| Adjustments:   |                |                            |  |  |  |  |
| Integration and other costs related to acquisitions        |                | -                          |  |  |  |  |
| Cost containment expenses                                  |                | 0.4                        |  |  |  |  |
| Write-down of impaired assets                              |                | 6.9                        |  |  |  |  |
| EBITDA   |                | 48.6                       |  |  |  |  |
| Add:   |                |                            |  |  |  |  |
| Interest income  |                | 0.2                        |  |  |  |  |
| Less:  |                |                            |  |  |  |  |
| Depreciation and amortization                              |                | 14.0                       |  |  |  |  |
| Interest expense   |                | 22.2                       |  |  |  |  |
| Royalty and management service                             |                |                            |  |  |  |  |
| expense  |                | 0.8                        |  |  |  |  |
| Write-off of financing costs                               |                | -                          |  |  |  |  |
| Provision for income taxes                                 |                | 2.7                        |  |  |  |  |
| Net income attributable to CB Richard<br>Ellis Group, Inc. |                | 9.1                        |  |  |  |  |
| Revenue  | s              | 215.6                      |  |  |  |  |
| Normalized EBITDA Margin                                   | •              | 25.9%                      |  |  |  |  |



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

|  | Year Ended December 31, |         |          |      |           |      |         |      |         |
|--|-------------------------|---------|----------|------|-----------|------|---------|------|---------|
| (\$ in millions)   | 2010                    |         | 2009     | 2008 |           | 2007 |         | 2006 |         |
| Normalized EBITDA <sup>1</sup>   | \$                      | 681.3   | \$ 453.9 | \$   | 601.2     | \$   | 970.1   | \$   | 652.5   |
| Less:  |                         |         |          |      |           |      |         |      |         |
| Write-down of impaired assets  |                         | 11.3    | 32.5     |      | 100.4     |      | -       |      | -       |
| Cost containment expenses  |                         | 15.3    | 43.6     |      | 27.4      |      | -       |      | -       |
| Integration and other costs related  |                         |         |          |      |           |      |         |      |         |
| to acquisitions  |                         | 7.2     | 5.7      |      | 16.4      |      | 45.2    |      | 7.6     |
| Merger-related charges   |                         | -       | -        |      | -         |      | 56.9    |      | -       |
| Loss (gain) on trading securities acquired in the<br>Trammell Crow Company acquisition |                         |         |          |      |           |      | 33.7    |      | (8.6    |
| EBITDA <sup>1</sup>  |                         | 647.5   | 372.1    |      | 457.0     |      | 834.3   |      | 653.5   |
| Add:   |                         |         |          |      |           |      |         |      |         |
| Interest income <sup>2</sup>   |                         | 8.4     | 6.1      |      | 17.9      |      | 29.0    |      | 9.8     |
| .ess:  |                         |         |          |      |           |      |         |      |         |
| Depreciation and amortization <sup>3</sup>   |                         | 109.0   | 99.5     |      | 102.9     |      | 113.7   |      | 67.6    |
| Interest expense <sup>4</sup>  |                         | 192.7   | 189.1    |      | 167.8     |      | 164.8   |      | 45.0    |
| Write-off of financing costs   |                         | 18.1    | 29.3     |      | -         |      |         |      | 33.8    |
| Goodwill and other non-amortizable intangible<br>asset impairments                     |                         | _       |          |      | 1,159.4   |      |         |      |         |
| Provision for income taxes <sup>5</sup>  |                         | 135.8   | 27.0     |      | 56.9      |      | 194.3   |      | 198.3   |
| Net income (loss) attributable to CB Richard Ellis                                     |                         |         |          |      |           |      |         |      |         |
| Group, Inc.  | \$                      | 200.3   | \$ 33.3  | \$   | (1,012.1) | \$   | 390.5   | \$   | 318.6   |
| Revenue <sup>6</sup>   |                         | 5,119.2 | 4,165.8  |      | 5,130.1   |      | 6,036.3 |      | 4,032.0 |
| Normalized EBITDA Margin   |                         | 13.3%   | 10.9%    |      | 11.7%     |      | 16.1%   |      | 16.29   |

- Includes EBITDA related to discontinued operations of \$16.4 million for the year ended December 31, 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,
- 2007.
- 2007.
  Includes depreciation and amortization related to discontinued operations of \$0.6 million for the year ended December 31, 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 \$1.6 million for the year ended December 31, 2010, \$0.6 million for the year ended December 31, 2007.
  Includes provision for income taxes related to discontinued operations of \$5.4 million for the year ended December 31, 2010, \$6.0 million for the year ended December 31, 2008 and \$1.6 million for the year ended December 31, 2007.
  Includes provision for income taxes related to discontinued operations of \$5.4 million for the year ended December 31, 2010, \$6.0 million for the year ended December 31, 2008 and \$2.1 million for the year ended December 31, 2010, \$1.3 million for the year ended December 31, 2008 and \$2.1 million for the year ended December 31, 2007.