# 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): May 5, 2011

### CB RICHARD ELLIS GROUP, INC.

(Exact name of registrant as specified in its charter)

<b>Delaware</b> (State or other jurisdiction of incorporation)	<b>001-32205</b> (Commission File Number)	94-3391143 (IRS Employer Identification No.)
11150 Santa Monica Boulevard, Suite 1 (Address of Principal Exe		<b>90025</b> (Zip Code)
	(310) 405-8900 Registrant's Telephone Number, Including Area Code	
	Not Applicable (Former Name or Former Address, if Changed Since Last Repo	rt)
Check the appropriate box below if the Form 8-K fili	ing is intended to simultaneously satisfy the filing obligation of th	e registrant under any of the following provisions:
☐ Written communications pursuant to Rule 425 u	nder the Securities Act (17 CFR 230.425)	
☐ Soliciting material pursuant to Rule 14a-12 under	er the Exchange Act (17 CFR 240.14a-12(b))	
☐ Pre-commencement communications pursuant to	o Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))	
☐ Pre-commencement communications pursuant to	o Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))	
Item 7.01 Regulation FD Disclosure.  The Company is scheduled to meet with investors du information contained in this Exhibit shall not be dee incorporated by reference in any filing under the Section Item 9.01 Financial Statements and Exhibits.  (d) Exhibits  Exhibit	hard Ellis Group, Inc., a Delaware corporation (the "Company"), a uring the month of May 2011. A copy of the presentation to be used "filed" for purposes of Section 18 of the Securities Exchangurities Act of 1933, as amended, except as shall be expressly set for the securities and the securities are securities.	ed at these meetings is furnished as Exhibit 99.1. The e Act of 1934, as amended, nor shall it be deemed
99.1 CBRE Investor Presentation	Description	
Pursuant to the requirements of the Securities Excharauthorized.	<b>Signature</b> nge Act of 1934, the registrant has duly caused this report to be signature	gned on its behalf by the undersigned hereunto duly
Date: May 5, 2011	CB RICHARD ELLIS GRO	JP, INC.
	By: /s/ GIL BOROK	

Chief Financial Officer



# CB Richard Ellis Group, Inc.

**Investor Presentation** 

May 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 complete and integrate 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 first 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 (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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### 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>
- \$6.4 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
- \$128.1 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 March 31, 2011.
- 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





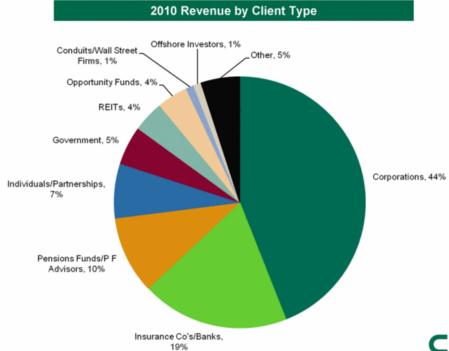
#### **Our Objectives**

- 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.

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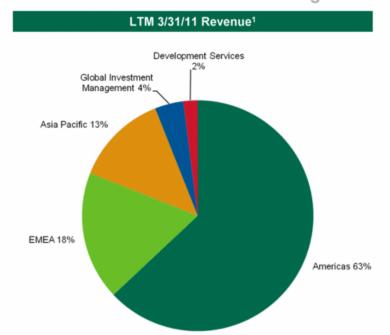
### **Diverse Client Base**

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



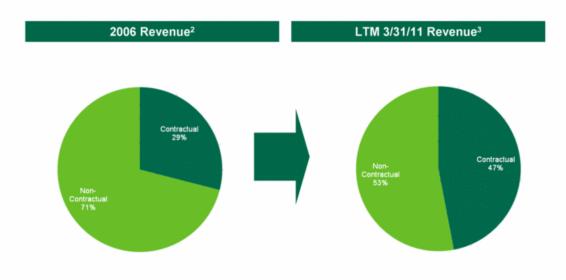
1. LTM 3/31/11 revenue of \$5.3 billion includes \$4.9 million of revenue related to discontinued operations.

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### **Revenue Diversification**

Contractual revenues<sup>1</sup> represented 47% of LTM 3/31/11 revenue, up from 29% in 2006



- Contractual revenue includes: Property & Facilities Management (14% in 2006 and 35% in LTM 3/31/11), Appraisal & Valuation (7% in 2006 and 6% in LTM 3/31/11), Investment Management (6% in 2006 and 3% in LTM 3/31/11), Development Services (1% in both 2006 and LTM 3/31/11) and Other (1% in 2006 and 2% in LTM 3/31/11). Non-contractual revenue includes: Sales (31% in 2006 and 15% in LTM 3/31/11), Leasing (37% in 2006 and 34% in LTM 3/31/11) and Commercial Mortgage Brokerage (3% in 2006 and 4% in LTM 3/31/11).
- Reflects Trammell Crow Company's revenue contributions beginning on December 20, 2006.
- LTM 3/31/11 revenue includes \$4.9 million of revenue related to discontinued operations.



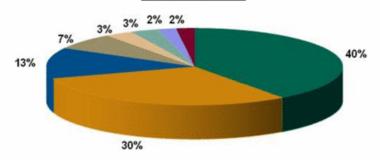
# Key Service Lines & Market Environment



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# Revenue Breakdown

### 1st Quarter 2011



_	Three months ended March 31,					
(\$ in millions)	2011 <sup>1</sup>	2010	% Change			
Property & Facilities Management	478.3	420.6	14			
Leasing	353.5	327.7	8			
Sales	157.9	117.4	34			
Appraisal & Valuation	75.3	70.0	8			
Investment Management	39.4	31.2	26			
Commercial Mortgage Brokerage	39.0	21.8	79			
Development Services	16.3	16.7	-2			
Other	26.4	20.5	29			
Total	1,186.1	1,025.9	16			

1. Includes revenue from discontinued operations of \$1.0 million for the three months ended March 31, 2011.

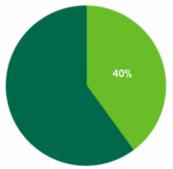


# **Outsourcing Services**

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

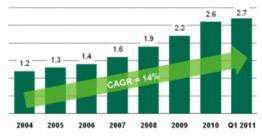


#### Percent of Q1 2011 Total Revenue<sup>1</sup>



### 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, 2006 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

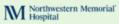
#### Clients



FIFTH THIRD BANK







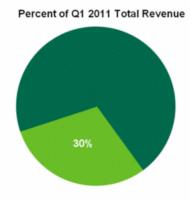


The OcaCola Company



Leasing

#### **Global Leasing Revenue** (\$ in Millions) \$1,744 \$1,479 2006 1 2003 2004 2005 2007 2008 2009



### **Key Facts**

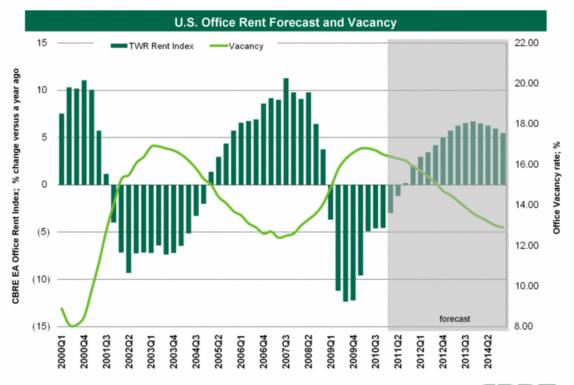
- Approximately 4,200<sup>2</sup> leasing professionals worldwide
- Tailored service delivery by property type and industry/market specialization
- \$62.8 billion global lease transactions in 2010
- With global economies much improved, the pace of leasing market recovery has increased significantly

Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006. As of December 31, 2010. Does not include affiliate offices.

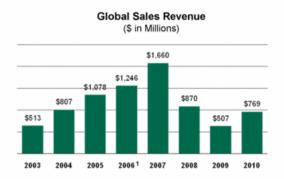
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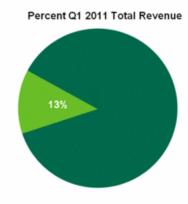


# **Leasing Market Outlook**









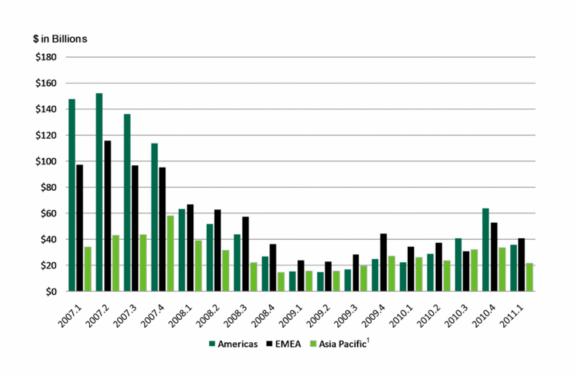
#### **Key Facts**

- Approximately 1,500<sup>2</sup> investment sales specialists worldwide
- Specialization across all major property types
- \$65.3 billion global sales in 2010
- Recovery of transaction activity broadening across markets and property types 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, 2010. Does not include affiliate offices.

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# Global CRE Transaction Volume by Region



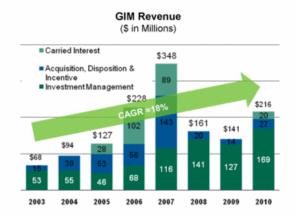
Source: Real Capital Analytics, 2011 Q1

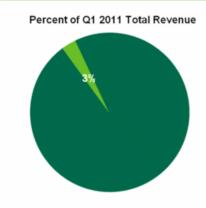
1. Excludes sales of Chinese development sites

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







\$37.9 billion in assets under

Key Facts<sup>1</sup>

\$98.5 million of co-investments

management

As of March 31, 2011.

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### 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

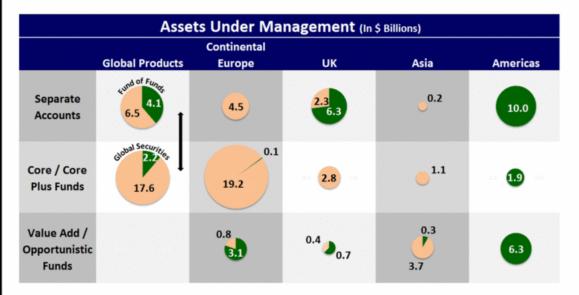


Combined Platform Summary (As of 12/31/10)										
	Funds	Direct Separate Accounts	Employees	AUM (\$ in Billions)	Equity Raised (\$ in Billions)					
<b>CBRE Investors</b>	21	36	406	37.6 <sup>2</sup>	5					
ING REIM	81	23	760	59.8 <sup>2</sup>	7					

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 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.



# **Highly Complementary Product Offerings**

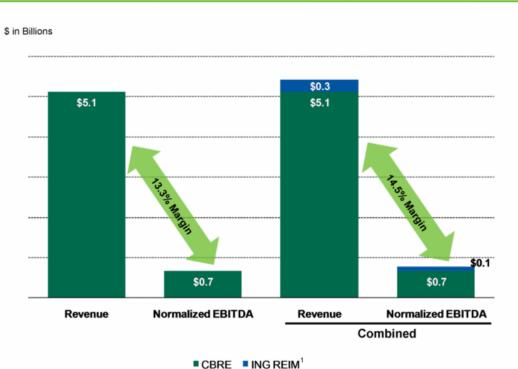


- CBRE Investors 1 ING REIM 2
- Note: For purposes of comparison all figures are as of 9/30/10.
- Minimal Overlap and Integration
- Based on CBRE Investors AUM calculation methodology.
- Based on ING REIM's AUM calculation methodology. Euro/Dollar exchange rate of \$1.3644 per €1.



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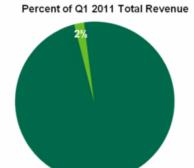
### Total Company 2010 Results - Stand Alone & Combined with ING REIM



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

# **Development Services: Trammell Crow Company**





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



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

- \$6.4 billion in process/pipeline
- \$71.2 million co-investments
- Only \$16.8 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 \$1.5 billion for 1Q 11, \$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 shell completion or acquisition.
- As of March 31, 2011.

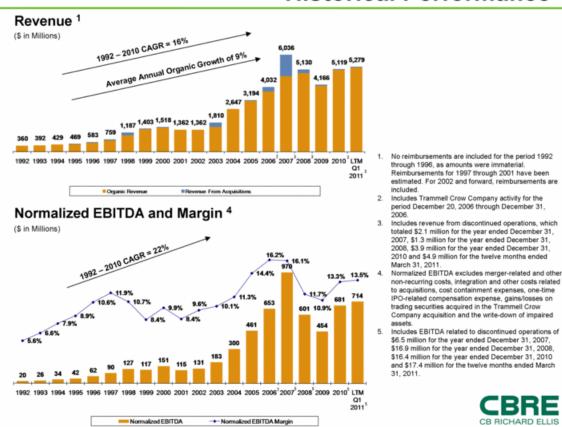
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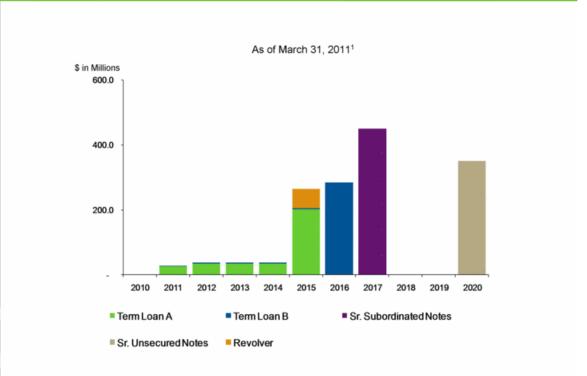
# **Financial Performance**



### **Historical Performance**



## **Mandatory Amortization and Maturity Schedule**



\$700 million revolver facility matures in May 2015. As of March 31, 2011 the outstanding revolver balance was \$60.7 million



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## Capitalization

	As		
(\$ in Millions)	3/31/2011	12/31/2010	Variance
Cash	427.6	506.6	(79.0)
Revolving credit facility	60.7	17.5	43.2
Senior secured term loan A	332.5	341.3	(8.8)
Senior secured term loan B	298.5	299.2	(0.7)
Senior subordinated notes <sup>1</sup>	438.0	437.7	0.3
Senior unsecured notes	350.0	350.0	-
Notes payable on real estate <sup>2</sup>	13.6	3.7	9.9
Other debt <sup>3</sup>	0.1	0.2	(0.1)
Total debt	1,493.4	1,449.6	43.8
Stockholders' equity	996.5	908.2	88.3
Total capitalization	2,489.9	2,357.8	132.1
Total net debt	1,065.8	943.0	122.8

- Net of original issue discount of \$12.0 million and \$12.3 million at March 31, 2011 and December 31, 2010, 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 \$557.8 million and \$623.8 million at March 31, 2011 and December 31, 2010, respectively.
- Excludes \$277.7 million and \$453.8 million of non-recourse warehouse facility at March 31, 2011 and December 31, 2010, respectively.



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### **Business Outlook**

- We are in the early months of a cyclical recovery
- Outsourcing fundamental trends remain strong
- Investment sales expected to continue to improve at higher than normal rates as we move toward a fully functioning market
- Leasing growth rates should remain solid with tougher compares
- Growth expected to be more robust in Americas & Asia Pacific
- Expense growth expected to be slower in full year 2011 versus full year 2010
- Continue to expect full year 2011 earnings to be in the range of \$0.95 to \$1.05 per share



# **Appendix**



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

	CBRE Investors					
	Year					
(\$ in millions)		2010				
Normalized EBITDA	\$	55.9				
Adjustments:						
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				
Provision for income taxes		2.7				
Net income attributable to CB Richard						
Ellis Group, Inc.		9.1				
Revenue	\$	215.6				
Normalized EBITDA Margin		25.9%				



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

			Year Ended December 31,										
(\$ in millions)		LTM Q1 2011		2010		2009		2008		2007		2006	
Normalized EBITDA <sup>1</sup>	\$	714.4	\$	681.3	\$	453.9	\$	601.2	\$	970.1	\$	652.5	
Less:													
Write-down of impaired assets		6.8		11.3		32.5		100.4				-	
Cost containment expenses		8.3		15.3		43.6		27.4		-		-	
Integration and other costs related													
to acquisitions		13.8		7.2		5.7		16.4		45.2		7.6	
Merger-related charges		-		-				-		56.9		-	
Loss (gain) on trading securities acquired in the Trammell Crow Company acquisition	1									33.7		(8.6	
EBITDA <sup>1</sup>		685.5		647.5		372.1		457.0		834.3		653.5	
Add:													
Interest income <sup>2</sup>		9.3		8.4		6.1		17.9		29.0		9.8	
Less:													
Depreciation and amortization <sup>3</sup>		106.2		109.0		99.5		102.9		113.7		67.6	
Interest expense <sup>4</sup>		177.3		192.7		189.1		167.8		164.8		45.0	
Write-off of financing costs		18.1		18.1		29.3		-		-		33.8	
Goodwill and other non-amortizable intangible asset impairments		-						1,159.4					
Provision for income taxes <sup>5</sup>		151.9		135.8		27.0		56.9		194.3		198.3	
Net income (loss) attributable to CB Richard Ellis													
Group, Inc.	\$	241.3	\$	200.3	\$	33.3	\$	(1,012.1)	\$	390.5	\$	318.6	
Revenue <sup>6</sup>		5,279.4		5,119.2		4,165.8		5,130.1		6,036.3		4,032.0	
Normalized EBITDA Margin		13.5%		13.3%		10.9%		11.7%		16.1%		16.29	

- ss: Includes EBITDA related to discontinued operations of \$17.4 million for the twelve months ended March 31, 2011, \$16.4 million for the year ended December 31, 2008, \$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.
  Includes depreciation and amortization related to discontinued operations of \$0.9 million for the welve months ended March 31, 2011, \$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 \$2.3 million for the twelve months ended March 31, 2011, \$1.6 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 \$5.4 million for both the twelve months ended March 31, 2011 and 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, 2010, \$1.3 million for the year ended December 31, 2010, \$1.3 million for the year ended December 31, 2010, \$1.3 million for the year ended December 31, 2010, \$1.3 million for the year ended December 31, 2010, \$1.3 million for the year ended December 31, 2007.

