

**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): **October 27, 2011**

**CBRE GROUP, INC.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other  
jurisdiction of  
incorporation)

**001-32205**  
(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 CBRE Group, Inc., a Delaware corporation (the Company), in connection with the matters described herein.

**Item 2.02 Results of Operations and Financial Condition**

On October 27, 2011, the Company issued a press release reporting its financial results for the three and nine months ended September 30, 2011. A copy of this release is furnished as Exhibit 99.1 to this report. The information contained in this report, including the Exhibit attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

On October 27, 2011, the Company will conduct a properly noticed conference call to discuss its results of operations for the third quarter of 2011 and to answer any questions raised by the call's audience. A copy of the presentation to be used in connection with this conference call is furnished as Exhibit 99.2 to this Current Report on Form 8-K.

**Item 9.01 Financial Statements and Exhibits**

(d) Exhibits

The exhibits listed below are being furnished with this Form 8-K:

Exhibit No.

99.1 Press Release of Financial Results for the Third Quarter of 2011  
99.2 Conference Call Presentation for the Third Quarter of 2011

**Signature**

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

Date: October 27, 2011

CBRE GROUP, INC.

By: /s/ GIL BOROK  
Gil Borok  
Chief Financial Officer





Corporate Headquarters  
11150 Santa Monica Boulevard  
Suite 1600  
Los Angeles, CA 90025  
www.cbre.com

# P R E S S   R E L E A S E

FOR IMMEDIATE RELEASE

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## CBRE GROUP, INC. REPORTS STRONG REVENUE AND EARNINGS FOR THIRD-QUARTER 2011

### EARNINGS PER SHARE RISE 20% TO \$0.24

Los Angeles, CA — October 27, 2011 — CBRE Group, Inc. (NYSE:CBG) today reported strong revenue and earnings for the third quarter ended September 30, 2011.

- Revenue for the quarter totaled \$1.5 billion, an increase of 21% from \$1.3 billion in the third quarter of 2010.
- Net income on a U.S. GAAP basis improved to \$63.8 million, or \$0.20 per diluted share, for the third quarter of 2011, an increase of 12% and 11%, respectively, from \$57.0 million, or \$0.18 per diluted share, for the third quarter of 2010.
- Excluding selected charges(1), net income(2) totaled \$77.7 million, or \$0.24 per diluted share, for the current-year quarter, up 24% and 20%, respectively, from \$62.4 million, or \$0.20 per diluted share, in the third quarter of 2010.
- Earnings Before Interest Taxes Depreciation and Amortization (EBITDA)(3) rose 5% to \$179.0 million for the third quarter of 2011 from \$169.9 million a year earlier. Excluding selected charges, EBITDA(3) increased 11% to \$194.8 million in the current period from \$175.5 million in the third quarter of 2010. EBITDA and EBITDA, excluding selected charges, included \$7.4 million of net carried-interest expense (versus a benefit of \$1.4 million in the third quarter of 2010) in the Global Investment Management business, and \$8.6 million of insurance and legal reserves in the Americas business. Without these expenses, EBITDA, excluding selected charges, would have risen 21% for the quarter.

#### Management Commentary

“We are very pleased to report double-digit growth in revenue, earnings and adjusted EBITDA during a time of increased financial market volatility and economic uncertainty,” said Brett White, chief executive officer of CBRE. “Global revenue rose significantly in nearly all of our major service lines and geographies, reflecting the durability of the commercial real estate market recovery, coupled with our ability to improve market share in an uneven macro environment.”

“Particularly notable was the strong growth in outsourcing, where we are benefiting from our focus on expanding our contractual relationships with space occupiers, especially in Europe and Asia Pacific. While the growth rate moderated somewhat in our capital markets businesses — property sales and mortgage brokerage — due, in part, to tougher year-over-year comparisons, revenue from these businesses nevertheless posted healthy gains, fueled by the Americas.”

Outsourcing revenue improved 19% — the strongest growth rate for this business line since the third quarter of 2008 — as new clients have been on-boarded at a record pace and penetration of international markets has accelerated.

CBRE signed a record 49 long-term outsourcing contracts in the quarter, including 20 with new clients. This is the third consecutive quarter in which the Company has established a new record for total outsourcing contracts. The Company continued to cultivate outsourcing relationships in the health care and government markets, signing 15 total contracts in these two sectors during the quarter.

Global property sales rose 23% for the quarter, driven by exceptionally strong growth in the Americas (up 42%), which offset essentially flat performance in EMEA and Asia Pacific. Commercial mortgage brokerage revenue rose 32%, reflecting the continued availability of debt capital at attractive pricing. For the quarter, global mortgage activity (loan originations and sales) improved 52% from a year ago to approximately \$5.8 billion.

Property leasing revenue was also up strongly, rising 19% globally for the quarter. All regions improved from a year ago at a double-digit pace, with robust growth in Asia Pacific and EMEA.

Despite heightened concern about sovereign debt issues in Europe, EMEA registered the strongest revenue growth among CBRE’s global regions. The region’s 28% overall revenue increase for the quarter was bolstered by a 48% jump in outsourcing revenue. The growth in outsourcing reflects the diversification of EMEA’s business base, and increased adoption of outsourcing in the European marketplace. In addition, property leasing revenue rose 33%, as CBRE closed sizable transactions in the third quarter in France, Germany, the Netherlands and the United Kingdom.

Asia Pacific revenue also improved sharply. The region’s total revenue rose 24%, led by increases of 41% in property leasing and 21% in outsourcing. The Americas, CBRE’s largest region, saw revenue rise 17%, as all service lines in this region posted solid double-digit percentage increases.

Revenue in the Company’s Global Investment Management business increased 56% during the quarter. This included revenue from CBRE Clarion Securities, the global listed real estate securities business acquired from ING Group, N.V., on July 1, 2011. Following the end of the third quarter, the Company closed on its acquisition of ING’s real estate investment management (ING REIM) business in Asia, and plans to complete its acquisition of the ING REIM business in Europe before year-end.

During the third quarter, CBRE also acquired two niche service providers that further strengthened its services platform in Europe: a retail services business in the United Kingdom, and a shopping center management business in the Netherlands.

Mr. White added: "Globally, the commercial real estate market recovery continues, albeit hesitantly, amid weak growth in many of the world's leading economies. That said, our third-quarter results demonstrate our ability to perform for clients and shareholders in a difficult market environment. We are very well positioned for this recovery cycle, with a strong balance sheet, and remain keenly focused on sustaining our growth and improving our operating leverage going forward."

#### Third-Quarter 2011 Segment Results

##### Americas Region (U.S., Canada and Latin America)

- Revenue rose 17% to \$954.2 million, compared with \$812.3 million for the third quarter of 2010.
- Operating income rose 13% to \$107.0 million from \$94.7 million for the prior-year third quarter.
- EBITDA totaled \$126.2 million, up 14% from \$110.5 million in last year's third quarter. Operating income and EBITDA were negatively impacted by higher legal and insurance reserves in the current quarter.
- The region saw double-digit revenue growth across most business lines.

##### EMEA Region (primarily Europe)

- Revenue rose 28% to \$276.0 million from \$215.8 million for the third quarter of 2010. The increase was driven by growth in France, Germany and the United Kingdom.
- Operating income rose 22% to \$17.5 million compared with \$14.3 million for the same period in 2010.
- EBITDA increased 19% to \$21.1 million compared with \$17.8 million in last year's third quarter.
- Current-period operating income and EBITDA reflect investments in staffing and resources for significantly increased outsourcing activity, a lack of material recovery in capital markets activity, as well as strategic hiring in late 2010 and 2011.

##### Asia Pacific Region (Asia, Australia and New Zealand)

- Revenue rose 24% to \$208.1 million from \$167.4 million for the third quarter of 2010.
- Operating income rose 42% to \$19.3 million, compared with \$13.6 million for the third quarter of 2010.
- EBITDA increased 40% to \$21.8 million compared with \$15.6 million for last year's third quarter.
- The sharply improved results reflect higher revenue in several countries, particularly Australia/New Zealand, China, Japan and India.

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##### Global Investment Management Business (investment management operations in the U.S., Europe and Asia)

- Revenue increased 56% to \$77.4 million from \$49.5 million in the third quarter of 2010. The increase was driven by higher asset management fees primarily attributable to the CBRE Clarion Securities acquisition, which was completed at the beginning of the quarter. Also contributing to the increase was higher incentive fees in the current-year period.
- Operating loss totaled \$0.3 million, compared with operating income of \$11.6 million for the third quarter of 2010.
- EBITDA totaled \$6.2 million compared with \$16.7 million in the prior-year third quarter.
- Current-year operating results and EBITDA include \$9.4 million of costs associated with the acquisition of the ING REIM businesses as well as a net carried interest incentive compensation accrual of \$7.4 million, compared with a \$1.4 million net reversal of carried interest in the prior-year period.
- Assets under management totaled \$53.5 billion at the end of the third quarter of 2011—including the listed securities business acquired from ING — up 42% from year-end 2010 and 50% from the third quarter of 2010. The third-quarter 2011 total excludes \$5.0 billion of assets managed by ING REIM Asia, which was acquired on October 3, 2011.

##### Development Services (real estate development and investment activities primarily in the U.S.)

- Revenue totaled \$18.8 million compared with \$21.3 million for the third quarter of 2010. The decrease was primarily due to lower rental revenue resulting from property dispositions.
- Operating loss narrowed to \$0.4 million as compared with an operating loss of \$3.7 million for the same period in 2010, primarily driven by higher gains from property dispositions from sales of properties which are consolidated.
- EBITDA totaled \$3.8 million compared with \$9.4 million in the prior-year third quarter. Third-quarter 2010 EBITDA benefited from gains on the sale of properties reflected in equity income from unconsolidated subsidiaries and income from discontinued operations, partially offset by non-controlling interests activity, all of which did not occur to the same extent in the current year. Equity income from unconsolidated subsidiaries, income from discontinued operations, and activity associated with non-controlling interests are all included in the calculation of EBITDA, but not operating income.
- Development projects in process totaled \$5.1 billion, up \$0.2 billion from both year-end 2010 and the third quarter of 2010. The inventory of pipeline deals rose to \$1.5 billion, up \$0.3 billion from year-end 2010 and \$0.4 billion from the third quarter of 2010.

##### Nine-Month Results

- Revenue for the nine months ended September 30, 2011 totaled \$4.1 billion, an increase of 20% from \$3.5 billion in the nine months ended September 30, 2010.
- Net income on a U.S. GAAP basis rose 52% to \$159.4 million, or \$0.49 per diluted share, for the nine months ended September 30, 2011, compared with \$105.2 million, or \$0.33 per diluted share for the same period in 2010.

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- Excluding selected charges, net income totaled \$185.2 million, or \$0.57 per diluted share, for the current year-to-date period, an increase of 49% and 46%, respectively, from \$124.5 million, or \$0.39 per diluted share, in the prior-year period.
- EBITDA rose 13% to \$458.1 million for the first nine months of 2011 from \$406.5 million a year earlier. Excluding selected charges, EBITDA improved 14% to \$487.7 million in the current nine-month period from \$428.2 million in the nine months ended September 30, 2010.

##### Outlook

Despite tepid global economic growth, the commercial real estate recovery continues. Accordingly, management is re-affirming its expectations for full year 2011 earnings in the range of \$0.95 to \$1.05 per share.

##### Conference Call Details

The Company's third-quarter earnings conference call will be held on Thursday, October 27, 2011 at 5:00 p.m. Eastern Time. A webcast will be accessible through the Investor Relations section of the Company's Web site at [www.cbre.com/investorrelations](http://www.cbre.com/investorrelations).

The direct dial-in number for the conference call is 800-230-1092 for U.S. callers and 612-234-9960 for international callers. A replay of the call will be available starting at 10 p.m. Eastern Time on October 27, 2011, and ending at midnight Eastern Time on November 3, 2011. The dial-in number for the replay is 800-475-6701 for U.S. callers and 320-365-3844 for international callers. The access code for the replay is 220349. A transcript of the call will be available on the Company's Investor Relations Web site at [www.cbre.com/investorrelations](http://www.cbre.com/investorrelations).

#### About CBRE Group, Inc.

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2010 revenue). The Company has approximately 31,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 300 offices (excluding affiliates) worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting. Please visit our Web site at [www.cbre.com](http://www.cbre.com).

**Note:** This release contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including statements regarding our future growth momentum, operations, financial performance, business outlook, ability to complete and integrate our announced acquisition of the ING REIM business in Europe, as well as to integrate the ING REIM Asia business, which was acquired on October 3, 2011, and its global listed real estate securities business, which was acquired on July 1, 2011, and ability to complete a new incremental senior secured sterling denominated term A-1 loan facility. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results and performance in future periods to be materially different from any future results or performance suggested in forward-looking statements in this release. Any forward-looking statements speak only as of the date of this release and, except to the extent required by applicable securities laws, the Company expressly disclaims any obligation to update or revise any of them to reflect actual results, any changes in expectations or any change in events. If the Company does update one or more forward-looking statements, no inference should be drawn that it will make additional updates with respect to those or other forward-looking statements. Factors that could cause results to differ materially include, but are not limited to: general conditions of financial liquidity for real estate transactions; our leverage and our ability to perform under our credit facilities; commercial real estate vacancy levels; employment conditions and their effect on vacancy rates; property values; rental rates; interest rates; our ability to leverage our platform to grow revenues and capture market share; our ability to control costs relative to revenue growth; our ability to retain and incentivize producers; our ability to identify, acquire and integrate synergistic and accretive businesses; realization of values in investment funds to offset related incentive compensation expense; a decline in asset values in, or a reduction in earnings or cash flow from, our investment programs, as well as related litigation, liabilities and reputational harm; and our ability to comply with laws and regulations related to our international operations, including the anti-corruption laws of the U.S. and other countries.

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Additional information concerning factors that may influence the Company's financial information is discussed under "Risk Factors", "Management's Discussion and Analysis of Financial Condition and Results of Operations", "Quantitative and Qualitative Disclosures About Market Risk" and "Forward-Looking Statements" in our Annual Report on Form 10-K for the year ended December 31, 2010 and under "Management's Discussion and Analysis of Financial Condition and Results of Operations", "Quantitative and Qualitative Disclosures About Market Risk" and "Forward-Looking Statements" in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2011, as well as in the Company's press releases and other periodic filings with the Securities and Exchange Commission. Such filings are available publicly and may be obtained on the Company's Web site at [www.cbre.com](http://www.cbre.com) or upon written request from the CBRE Investor Relations Department at [investorrelations@cbre.com](mailto:investorrelations@cbre.com).

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(1) Selected charges include integration and other costs related to acquisitions, amortization expense related to customer relationships acquired in the Trammell Crow Company (TCC) acquisition, the write-down of impaired assets and cost containment expenses.

(2) A reconciliation of net income attributable to CBRE Group, Inc. to net income attributable to CBRE Group, Inc., as adjusted for selected charges, is provided in the section of this press release entitled "Non-GAAP Financial Measures."

(3) EBITDA represents earnings before net interest expense, income taxes, depreciation and amortization, while amounts shown for EBITDA, as adjusted, remove the impact of certain cash and non-cash charges related to acquisitions, cost containment and asset impairments. Our management believes that both of these measures are useful in evaluating our operating performance compared to that of other companies in our industry because the calculations of EBITDA and EBITDA, as adjusted, generally eliminate the effects of financing and income taxes and the accounting effects of capital spending and acquisitions, which would include impairment charges of goodwill and intangibles created from acquisitions. Such items may vary for different companies for reasons unrelated to overall operating performance. As a result, our management uses these measures to evaluate operating performance and for other discretionary purposes, including as a significant component when measuring our operating performance under our employee incentive programs. Additionally, we believe EBITDA and EBITDA, as adjusted, are useful to investors to assist them in getting a more complete picture of our results from operations.

However, EBITDA and EBITDA, as adjusted, are not recognized measurements under U.S. generally accepted accounting principles, or GAAP, and when analyzing our operating performance, readers should use EBITDA and EBITDA, as adjusted, in addition to, and not as an alternative for, net income as determined in accordance with GAAP. Because not all companies use identical calculations, our presentation of EBITDA and EBITDA, as adjusted, may not be comparable to similarly titled measures of other companies. Furthermore, EBITDA and EBITDA, as adjusted, are not intended to be measures of free cash flow for our management's discretionary use, as they do not consider certain cash requirements such as tax and debt service payments. The amounts shown for EBITDA and EBITDA, as adjusted, also differ from the amounts calculated under similarly titled definitions in our debt instruments, which are further adjusted to reflect certain other cash and non-cash charges and are used to determine compliance with financial covenants and our ability to engage in certain activities, such as incurring additional debt and making certain restricted payments.

For a reconciliation of EBITDA and EBITDA, as adjusted to net income attributable to CBRE Group, Inc., the most comparable financial measure calculated and presented in accordance with GAAP, see the section of this press release titled "Non-GAAP Financial Measures."

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**CBRE GROUP, INC.**  
**OPERATING RESULTS**  
**FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2011 AND 2010**  
**(Dollars in thousands, except share data)**  
**(Unaudited)**

Three Months Ended September 30,		Nine Months Ended September 30,	
2011	2010	2011	2010

Revenue	\$ 1,534,463	\$ 1,266,218	\$ 4,141,786	\$ 3,464,020
Costs and expenses:				
Cost of services	894,607	735,393	2,448,184	2,029,301
Operating, administrative and other	469,138	374,815	1,279,019	1,085,554
Depreciation and amortization	31,308	25,605	79,871	79,516
Total costs and expenses	1,395,053	1,135,813	3,807,074	3,194,371
Gain on disposition of real estate	3,595	174	11,594	3,797
Operating income	143,005	130,579	346,306	273,446
Equity income from unconsolidated subsidiaries	6,714	3,682	38,961	11,333
Other loss	5,809	—	5,809	—
Interest income	2,493	1,463	7,063	6,374
Interest expense	39,080	49,755	107,014	149,822
Income from continuing operations before provision for income taxes	107,323	85,969	279,507	141,331
Provision for income taxes	47,290	38,075	117,032	72,078
Income from continuing operations	60,033	47,894	162,475	69,253
Income from discontinued operations, net of income taxes	—	7,821	16,911	14,961
Net income	60,033	55,715	179,386	84,214
Less: Net (loss) income attributable to non-controlling interests	(3,774)	(1,323)	19,987	(20,987)
Net income attributable to CBRE Group, Inc.	\$ 63,807	\$ 57,038	\$ 159,399	\$ 105,201
<i>Basic income per share attributable to CBRE Group, Inc. shareholders</i>				
Income from continuing operations attributable to CBRE Group, Inc.	\$ 0.20	\$ 0.17	\$ 0.50	\$ 0.31
Income from discontinued operations attributable to CBRE Group, Inc.	—	0.01	—	0.03
Net income attributable CBRE Group, Inc.	\$ 0.20	\$ 0.18	\$ 0.50	\$ 0.34
Weighted average shares outstanding for basic income per share	318,867,447	313,791,661	317,718,150	313,197,421
<i>Diluted income per share attributable to CBRE Group, Inc. shareholders</i>				
Income from continuing operations attributable to CBRE Group, Inc.	\$ 0.20	\$ 0.17	\$ 0.49	\$ 0.30
Income from discontinued operations attributable to CBRE Group, Inc.	—	0.01	—	0.03
Net income attributable to CBRE Group, Inc.	\$ 0.20	\$ 0.18	\$ 0.49	\$ 0.33
Weighted average shares outstanding for diluted income per share	323,714,703	319,353,359	323,584,637	318,278,968
EBITDA (1)	\$ 178,992	\$ 169,913	\$ 458,131	\$ 406,507

(1) Includes EBITDA related to discontinued operations of \$2.4 million for the three months ended September 30, 2010 and \$1.9 million and \$15.3 million for the nine months ended September 30, 2011 and 2010, respectively.

**CBRE GROUP, INC.**  
**SEGMENT RESULTS**  
**FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2011 AND 2010**  
(Dollars in thousands)  
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
<b>Americas</b>				
Revenue	\$ 954,213	\$ 812,287	\$ 2,602,156	\$ 2,180,153
Costs and expenses:				
Cost of services	600,168	502,404	1,644,835	1,361,628
Operating, administrative and other	231,181	201,240	646,071	562,156
Depreciation and amortization	15,855	13,943	43,517	43,630
Operating income	\$ 107,009	\$ 94,700	\$ 267,733	\$ 212,739
EBITDA	\$ 126,156	\$ 110,487	\$ 319,659	\$ 262,322
<b>EMEA</b>				
Revenue	\$ 275,958	\$ 215,768	\$ 742,013	\$ 629,306
Costs and expenses:				
Cost of services	165,450	129,817	452,461	381,400
Operating, administrative and other	89,853	69,339	244,830	207,135
Depreciation and amortization	3,191	2,289	7,706	7,063
Operating income	\$ 17,464	\$ 14,323	\$ 37,016	\$ 33,708
EBITDA	\$ 21,089	\$ 17,786	\$ 45,470	\$ 41,776
<b>Asia Pacific</b>				
Revenue	\$ 208,055	\$ 167,357	\$ 557,101	\$ 460,467
Costs and expenses:				
Cost of services	128,989	103,172	350,888	286,273
Operating, administrative and other	56,835	48,646	152,801	137,571
Depreciation and amortization	2,979	1,943	6,950	6,062

Operating income	\$ 19,252	\$ 13,596	\$ 46,462	\$ 30,561
EBITDA	\$ 21,817	\$ 15,554	\$ 51,696	\$ 36,589
<b>Global Investment Management</b>				
Revenue	\$ 77,426	\$ 49,518	\$ 185,302	\$ 135,821
Costs and expenses:				
Operating, administrative and other	71,770	34,260	175,268	115,129
Depreciation and amortization	6,281	3,632	12,947	10,102
Gain on disposition of real estate	345	—	345	—
Operating (loss) income	\$ (280)	\$ 11,626	\$ (2,568)	\$ 10,590
EBITDA(1)	\$ 6,154	\$ 16,680	\$ 14,614	\$ 22,516
<b>Development Services</b>				
Revenue	\$ 18,811	\$ 21,288	\$ 55,214	\$ 58,273
Costs and expenses:				
Operating, administrative and other	19,499	21,330	60,049	63,563
Depreciation and amortization	3,002	3,798	8,751	12,659
Gain on disposition of real estate	3,250	174	11,249	3,797
Operating loss	\$ (440)	\$ (3,666)	\$ (2,337)	\$ (14,152)
EBITDA (2)	\$ 3,776	\$ 9,406	\$ 26,692	\$ 43,304

(1) Includes EBITDA related to discontinued operations of \$1.9 million for the nine months ended September 30, 2011.

(2) Includes EBITDA related to discontinued operations of \$2.4 million and \$15.3 million for the three and nine months ended September 30, 2010, respectively.

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### Non-GAAP Financial Measures

The following measures are considered “non-GAAP financial measures” under SEC guidelines:

- (i) Net income attributable to CBRE Group, Inc., as adjusted for selected charges
- (ii) Diluted income per share attributable to CBRE Group, Inc, as adjusted for selected charges
- (iii) EBITDA and EBITDA, as adjusted for selected charges

The Company believes that these non-GAAP financial measures provide a more complete understanding of ongoing operations and enhance comparability of current results to prior periods as well as presenting the effects of selected charges in all periods presented. The Company believes that investors may find it useful to see these non-GAAP financial measures to analyze financial performance without the impact of selected charges that may obscure trends in the underlying performance of its business.

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Net income attributable to CBRE Group, Inc., as adjusted for selected charges and diluted net income per share attributable to CBRE Group, Inc. shareholders, as adjusted for selected charges are calculated as follows (dollars in thousands, except per share data):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Net income attributable to CBRE Group, Inc.	\$ 63,807	\$ 57,038	\$ 159,399	\$ 105,201
Integration and other costs related to acquisitions, net of tax	8,390	614	16,769	1,854
Amortization expense related to TCC customer relationships acquired, net of tax	1,924	1,871	5,528	5,603
Write-down of impaired assets, net of tax	3,532	1,493	3,532	4,297
Cost containment expenses, net of tax	—	1,412	—	7,504
Net income attributable to CBRE Group, Inc., as adjusted	\$ 77,653	\$ 62,428	\$ 185,228	\$ 124,459
Diluted income per share attributable to CBRE Group, Inc. shareholders, as adjusted	\$ 0.24	\$ 0.20	\$ 0.57	\$ 0.39
Weighted average shares outstanding for diluted income per share	323,714,703	319,353,359	323,584,637	318,278,968

EBITDA and EBITDA, as adjusted for selected charges are calculated as follow (dollars in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Net income attributable to CBRE Group, Inc.	\$ 63,807	\$ 57,038	\$ 159,399	\$ 105,201
Add:				
Depreciation and amortization(1)	31,308	25,638	80,396	79,717
Interest expense(2)	39,080	50,127	108,367	150,909
Provision for income taxes(3)	47,290	38,573	117,032	77,055
Less:				
Interest income	2,493	1,463	7,063	6,375

EBITDA(4)	\$ 178,992	\$ 169,913	\$ 458,131	\$ 406,507
<b>Adjustments:</b>				
Integration and other costs related to acquisitions	9,921	973	23,704	2,943
Write-down of impaired assets	5,889	2,428	5,889	6,881
Cost containment expenses	—	2,234	—	11,911
EBITDA, as adjusted (4)	\$ 194,802	\$ 175,548	\$ 487,724	\$ 428,242

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- (1) Includes depreciation and amortization related to discontinued operations of \$0.03 million for the three months ended September 30, 2010 and \$0.5 million and \$0.2 million for the nine months ended September 30, 2011 and 2010, respectively.
- (2) Includes interest expense related to discontinued operations of \$0.4 million for the three months ended September 30, 2010 and \$1.4 million and \$1.1 million for the nine months ended September 30, 2011 and 2010, respectively.
- (3) Includes provision for income taxes related to discontinued operations of \$0.5 million and \$5.0 million for the three and nine months ended September 30, 2010, respectively.
- (4) Includes EBITDA related to discontinued operations of \$2.4 million for the three months ended September 30, 2010 and \$1.9 million and \$15.3 million for the nine months ended September 30, 2011 and 2010, respectively.

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EBITDA for segments is calculated as follows (dollars in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
<b>Americas</b>				
Net income attributable to CBRE Group, Inc.	\$ 54,908	\$ 41,500	\$ 136,432	\$ 79,084
Add:				
Depreciation and amortization	15,855	13,943	43,517	43,630
Interest expense	30,197	36,724	81,769	115,410
Royalty and management service income	(7,188)	(4,909)	(20,703)	(14,401)
Provision for income taxes	34,196	24,277	83,523	41,708
Less:				
Interest income	1,812	1,048	4,879	3,109
EBITDA	\$ 126,156	\$ 110,487	\$ 319,659	\$ 262,322
<b>EMEA</b>				
Net income attributable to CBRE Group, Inc.	\$ 3,929	\$ 5,445	\$ 14,321	\$ 11,695
Add:				
Depreciation and amortization	3,191	2,289	7,706	7,063
Interest expense	30	64	187	189
Royalty and management service expense	3,507	2,767	9,660	8,308
Provision for income taxes	10,680	7,500	14,468	15,484
Less:				
Interest income	248	279	872	963
EBITDA	\$ 21,089	\$ 17,786	\$ 45,470	\$ 41,776
<b>Asia Pacific</b>				
Net income attributable to CBRE Group, Inc.	\$ 6,585	\$ 2,726	\$ 15,672	\$ 9,376
Add:				
Depreciation and amortization	2,979	1,943	6,950	6,062
Interest expense	1,395	547	2,624	1,717
Royalty and management service expense	3,468	1,949	10,314	5,487
Provision for income taxes	7,550	8,488	17,085	15,976
Less:				
Interest income	160	99	949	2,029
EBITDA	\$ 21,817	\$ 15,554	\$ 51,696	\$ 36,589
<b>Global Investment Management</b>				
Net (loss) income attributable to CBRE Group, Inc.	\$ (17)	\$ 4,835	\$ (12,249)	\$ (4,752)
Add:				
Depreciation and amortization(1)	6,281	3,632	13,472	10,102
Interest expense(2)	4,097	8,049	14,186	18,527
Royalty and management service expense	213	193	729	606
Benefit of income taxes	(4,156)	(4)	(1,223)	(1,774)
Less:				
Interest income	264	25	301	193
EBITDA(3)	\$ 6,154	\$ 16,680	\$ 14,614	\$ 22,516
<b>Development Services</b>				



Net (loss) income attributable to CBRE Group, Inc.	\$	(1,598)	\$	2,532	\$	5,223	\$	9,798
Add:								
Depreciation and amortization(4)		3,002		3,831		8,751		12,860
Interest expense(5)		3,361		4,743		9,601		15,066
(Benefit of) provision for income taxes(6)		(980)		(1,688)		3,179		5,661
Less:								
Interest income		9		12		62		81
EBITDA(7)	\$	<u>3,776</u>	\$	<u>9,406</u>	\$	<u>26,692</u>	\$	<u>43,304</u>

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- (1) Includes depreciation and amortization related to discontinued operations of \$0.5 million for the nine months ended September 30, 2011.
- (2) Includes interest expense related to discontinued operations of \$1.4 million for the nine months ended September 30, 2011.
- (3) Includes EBITDA related to discontinued operations of \$1.9 million for the nine months ended September 30, 2011.
- (4) Includes depreciation and amortization related to discontinued operations of \$0.03 million and \$0.2 million for the three and nine months ended September 30, 2010, respectively.
- (5) Includes interest expense related to discontinued operations of \$0.4 million and \$1.1 million for the three and nine months ended September 30, 2010, respectively.
- (6) Includes provision for income taxes related to discontinued operations of \$0.5 million and \$5.0 million for the three and nine months ended September 30, 2010, respectively.
- (7) Includes EBITDA related to discontinued operations of \$2.4 million and \$15.3 million for the three and nine months ended September 30, 2010, respectively.

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**CBRE GROUP, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
*(Dollars in thousands)*  
*(Unaudited)*

	September 30, 2011	December 31, 2010
<b>Assets:</b>		
Cash and cash equivalents (1)	\$ 662,594	\$ 506,574
Restricted cash	388,068	52,257
Receivables, net	997,931	940,167
Warehouse receivables (2)	690,229	485,433
Real estate assets (3)	610,904	755,509
Goodwill and other intangibles, net	2,096,422	1,656,656
Investments in and advances to unconsolidated subsidiaries	145,882	138,973
Other assets, net	823,073	585,999
<b>Total assets</b>	<u>\$ 6,415,103</u>	<u>\$ 5,121,568</u>
<b>Liabilities:</b>		
Current liabilities, excluding debt	\$ 1,278,334	\$ 1,281,452
Warehouse lines of credit (2)	676,796	453,835
Revolving credit facility	41,254	17,516
Senior secured term loans	1,410,000	640,500
Senior subordinated notes, net	438,667	437,682
Senior notes	350,000	350,000
Other debt	118	156
Notes payable on real estate (4)	499,329	627,528
Other long-term liabilities	362,543	247,104
<b>Total liabilities</b>	<u>5,057,041</u>	<u>4,055,773</u>
CBRE Group, Inc. stockholders' equity	1,082,374	908,215
Non-controlling interests	275,688	157,580
<b>Total equity</b>	<u>1,358,062</u>	<u>1,065,795</u>
<b>Total liabilities and equity</b>	<u>\$ 6,415,103</u>	<u>\$ 5,121,568</u>

- (1) Includes \$210.7 million and \$26.1 million of cash in consolidated funds and other entities, but not available for company use, at September 30, 2011 and December 31, 2010, respectively.
- (2) Represents loan receivables, the majority of which are offset by the related non-recourse warehouse line of credit facility.
- (3) Includes real estate and other assets held for sale, real estate under development and real estate held for investment.
- (4) Represents notes payable on real estate of which \$13.6 million and \$3.7 million are recourse to the Company as of September 30, 2011 and December 31, 2010, respectively.

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## CBRE

Third Quarter 2011  
Earnings Conference Call

October 27, 2011

CBRE

## 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, ability to complete and integrate our announced acquisition of the ING REIM business in Europe, and ability to complete a new incremental senior secured sterling denominated term A-1 loan facility. 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, our current annual report on Form 10-K and our 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 ([www.sec.gov](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.

CBRE

# Conference Call Participants

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Brett White  
Chief Executive Officer

Gil Borok  
Chief Financial Officer

Nick Kormeluk  
Investor Relations



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## Business Overview

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### Q3 Highlights:

- Commercial real estate recovery continued, evidenced by strong revenue growth in most service lines
- Total company revenue increased 21% to \$1.5 billion with continued solid growth across all geographies
- Leasing and investment sales revenues remained strong with 19% and 23% increases, respectively
- Outsourcing revenue growth accelerated significantly with a 19% overall increase – double digit contribution by all geographies and another record number of contracts signed
- Investment management revenue showed a significant increase primarily driven by higher asset management fees, including contributions from CBRE Clarion Securities, and higher incentive fees
- Normalized EBITDA increased to \$194.8 million from \$175.5 million in Q3 2010
  - Q3 2011 normalized EBITDA in Global Investment Management included carried interest compensation expense of \$7.4 million versus a benefit of \$1.4 million in Q3 2010
- Normalized EBITDA margin was 12.7% in Q3 2011 versus 13.9% in Q3 2010. This reduction was driven by:
  - 60 bps from the carried interest compensation expense
  - 60 bps from legal and insurance reserves of \$8.6 million
  - Revenue mix and increased staffing in EMEA



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## Q3 CBRE Wins

	<p><b>MICHIGAN</b> General Motors (GM)</p> <ul style="list-style-type: none"> <li>CBRE selected by GM to provide facilities management, leasing and project management for GM's world headquarters, the 5.5M SF Renaissance Center complex in Detroit.</li> <li>One of the largest single asset outsourcing awards ever made.</li> </ul>		<p><b>AUSTRALIA</b> Commonwealth Property Office Fund</p> <ul style="list-style-type: none"> <li>CBRE negotiated the \$384M sale of a landmark Sydney office tower on behalf of Commonwealth Property Office Fund.</li> <li>This was the largest Sydney office sale since 2009.</li> <li>The 42-level tower was acquired by Singapore based Memocorp.</li> </ul>
	<p><b>CALIFORNIA</b> Stirling Capital Investments</p> <ul style="list-style-type: none"> <li>On behalf of landlord, Stirling Capital Investments, CBRE arranged a lease with United Furniture Industries for 505,192 SF at a Southern California Logistics Center.</li> </ul>		<p><b>BELGIUM</b> Solvay Group</p> <ul style="list-style-type: none"> <li>Global chemical company Solvay Group exclusively appointed CBRE to assist in disposing of its headquarters; approx. 538,000 SF in the center of Brussels.</li> <li>The team will provide analysis of the site's development potential and organize its sale.</li> </ul>
	<p><b>NEW YORK</b> St. Vincent's Catholic Medical Center</p> <ul style="list-style-type: none"> <li>CBRE represented the seller, St. Vincent's Catholic Medical Center, in the sale of its 590,660 SF hospital complex in Manhattan to The Rudin Family JV Global Holdings for \$260M.</li> </ul>		<p><b>CHINA</b> Kerry Properties</p> <ul style="list-style-type: none"> <li>CBRE has been commissioned by Kerry Properties to act as sole leasing agent for Jing An Kerry Center in Shanghai.</li> <li>The development has total office gross floor area of 1.2M SF.</li> </ul>
	<p><b>UNITED STATES</b> Prologis Targeted U.S. Logistics Fund, L.P.</p> <ul style="list-style-type: none"> <li>CBRE Capital Advisors advised Prologis Targeted U.S. Logistics Fund, L.P. on the acquisition of a \$318M industrial portfolio.</li> </ul>		<p><b>FRANCE</b> AEW Europe and Curzon Capital Partners II Fund</p> <ul style="list-style-type: none"> <li>In the biggest off-market deal in the French logistics market this year, CBRE represented the seller in the sale of a \$243M, 3.1M SF portfolio comprised of six prime assets located across France.</li> </ul>

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## Q3 2011 Performance Overview

	Q3 2011	Q3 2010
Revenue <sup>1</sup>	\$1,534.5 million	\$1,266.9 million
Net Income <sup>2</sup>	GAAP \$63.8 million	GAAP \$57.0 million
	Adjusted \$77.7 million	Adjusted \$62.4 million
EPS <sup>2,3</sup>	GAAP \$0.20	GAAP \$0.18
	Adjusted \$0.24	Adjusted \$0.20
EBITDA <sup>4</sup>	\$179.0 million	\$169.9 million
Normalized EBITDA <sup>4,5</sup>	\$194.8 million	\$175.5 million
Normalized EBITDA Margin <sup>4,5</sup>	12.7%	13.9%

1. Includes revenue from discontinued operations of \$0.7 million for the three months ended September 30, 2010.

2. Adjusted net income and adjusted EPS exclude amortization expense related to customer relationships resulting from the Trammell Crow Company (TCC) acquisition, integration and other costs related to acquisitions, the write-down of impaired assets and cost containment expenses.

3. All EPS information is based upon diluted shares.

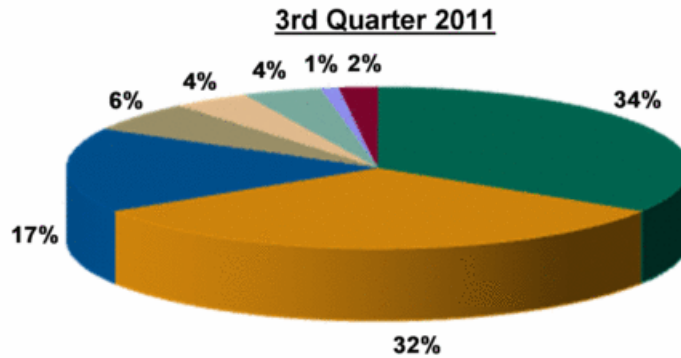
4. Includes EBITDA from discontinued operations of \$2.4 million for the three months ended September 30, 2010.

5. Normalized EBITDA excludes integration and other costs related to acquisitions, the write-down of impaired assets and cost containment expenses.

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# Revenue Breakdown



(\$ in millions)	Three months ended September 30,			Nine months ended September 30,		
	2011	2010 <sup>1</sup>	% Change	2011 <sup>1</sup>	2010 <sup>1</sup>	% Change
Property & Facilities Management	521.8	437.1	19	1,498.7	1,298.8	15
Leasing	493.3	414.8	19	1,318.1	1,129.5	17
Sales	254.5	207.8	23	640.4	483.4	32
Appraisal & Valuation	91.5	72.5	26	256.6	219.7	17
Investment Management	68.4	35.4	93	155.2	103.8	50
Commercial Mortgage Brokerage	66.9	50.5	32	156.0	106.2	47
Development Services	16.4	20.7	-21	47.9	55.7	-14
Other	21.7	28.1	-23	71.3	68.6	4
<b>Total</b>	<b>1,534.5</b>	<b>1,266.9</b>	<b>21</b>	<b>4,144.2</b>	<b>3,465.7</b>	<b>20</b>

1. Includes revenue from discontinued operations of \$2.4 million for the nine months ended September 30, 2011, and \$0.7 million and \$1.7 million for the three and nine months ended September 30, 2010, respectively.

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# Outsourcing

**Q3 2011 Wins**

20 new

17 renewals

12 expansions

## Q3 Highlights:

- 49 contracts signed in Q3 2011 – record number for third straight quarter
- All three geographic regions again had double digit revenue growth
- Continued strong pipeline
- Large global occupiers continue to pursue efficiency through outsourcing
- Healthcare and government verticals continue to expand
- Continued strong square footage accretion



1. Represents combined data for CBRE and TCC; does not include joint ventures and affiliates

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# US Market Statistics

	US Vacancy					US Absorption Trends (in millions of square feet)					
	3Q10	2Q11	3Q11	4Q11 F	4Q12F	2009	2010	2011F	2012F	3Q10	3Q11
<b>Office</b>	16.7%	16.2%	16.2%	16.1%	15.7%	-41.5	20.7	22.4	25.8	4.0	2.2
<b>Industrial</b>	14.5%	13.9%	13.7%	13.5%	12.6%	-255.6	15.5	122.1	136.0	8.4	35.5
<b>Retail</b>	13.0%	13.2%	13.2%	13.2%	12.8%	-30.8	-1.8	1.1	14.6	1.1	1.7

Source: CBRE Econometric Advisors (EA) Outlooks 3Q 2011 preliminary  
Starting in Q2 2011 retail has been expanded to include strip centers, neighborhood centers and community centers

Cap Rates and Volumes Relatively Stable				Cap Rate Growth <sup>1</sup>	
	3Q10	2Q11	3Q11	4Q11 F	
<b>Office</b>					
Volume (\$B)	10.3	15.0	14.4		
Cap Rate	7.6%	7.3%	7.3%	0 to +20 bps	
<b>Industrial</b>					
Volume (\$B)	4.2	6.1	5.8		
Cap Rate	8.5%	7.9%	7.9%	+10 to +20 bps	
<b>Retail</b>					
Volume (\$B)	6.0	14.8	7.4		
Cap Rate	7.7%	7.5%	7.6%	0 to +20 bps	

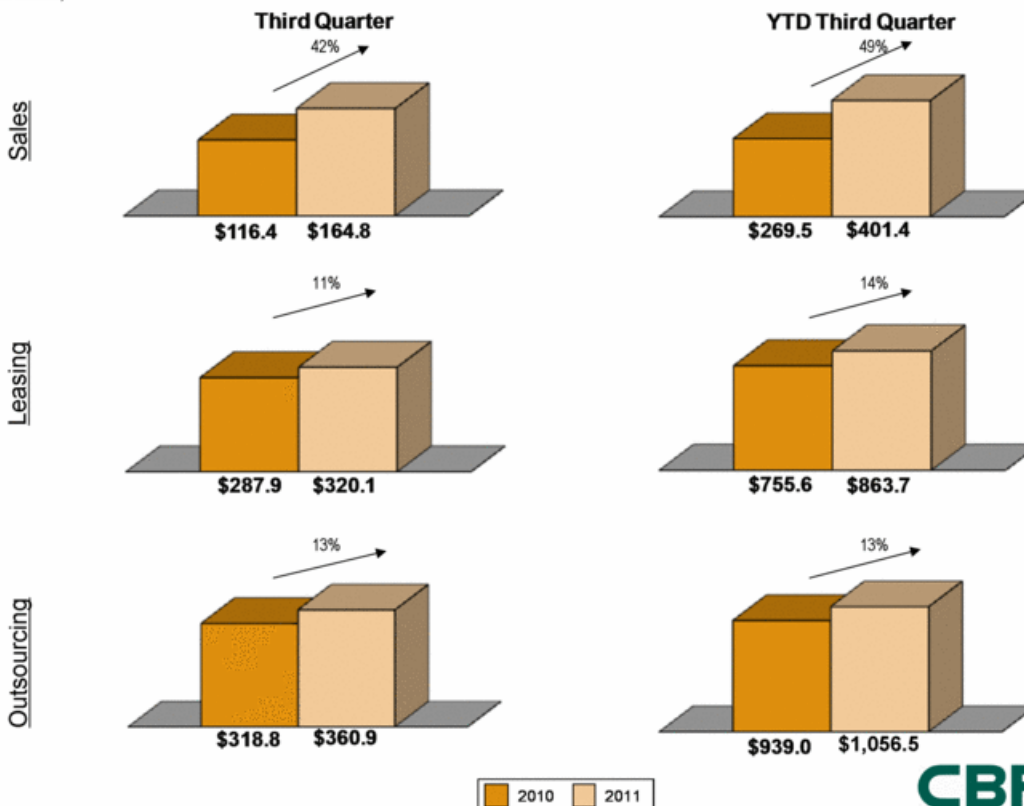
Source: RCA July 2011

1. CBRE EA estimates

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## Sales, Leasing and Outsourcing Revenue - Americas

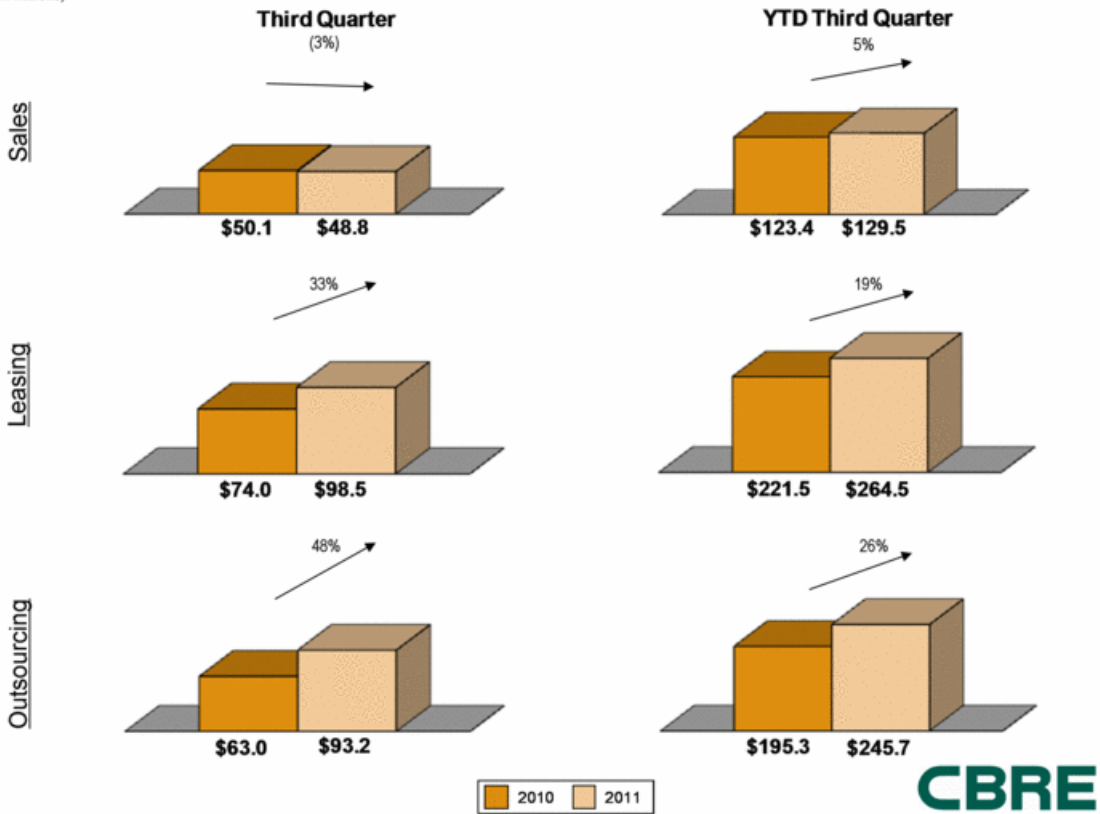
(\$ in millions)



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## Sales, Leasing and Outsourcing Revenue – EMEA

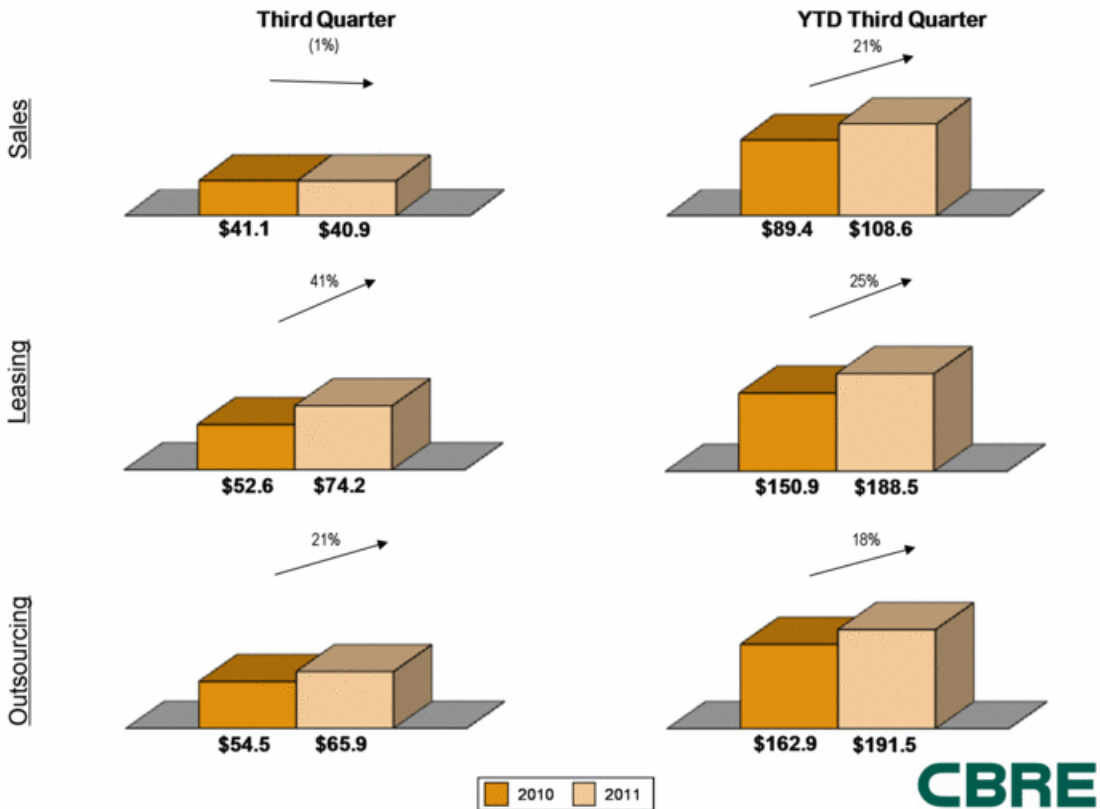
(\$ in millions)



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## Sales, Leasing and Outsourcing Revenue – Asia Pacific

(\$ in millions)



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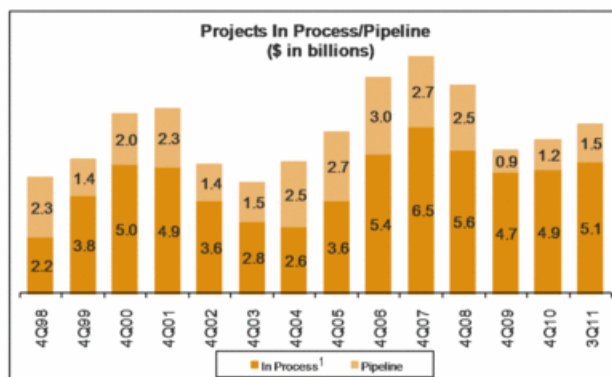
# Development Services

(\$ in millions)	Quarter Ended	
	9/30/2011	9/30/2010
Revenue <sup>1</sup>	18.8	22.0
EBITDA <sup>2</sup>	3.8	9.4
Add Back:		
Net Write-down of impaired assets	1.4	1.3
Normalized EBITDA <sup>2</sup>	5.2	10.7
EBITDA Margin <sup>2</sup>	28%	49%

1. Includes revenue from discontinued operations of \$0.7 million for the three months ended September 30, 2010.
2. Includes EBITDA from discontinued operations of \$2.4 million for the three months ended September 30, 2010.

## Balance Sheet Participation

- \$81.6 million co-invested in Development Services at quarter end.
- \$16.7 million in recourse debt to CBRE and repayment guarantees.

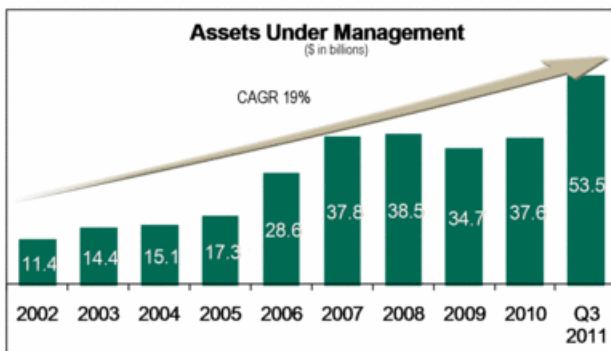
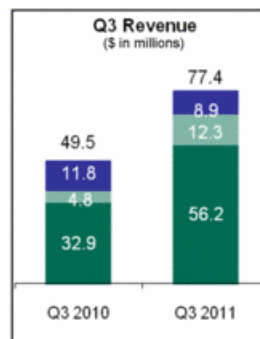
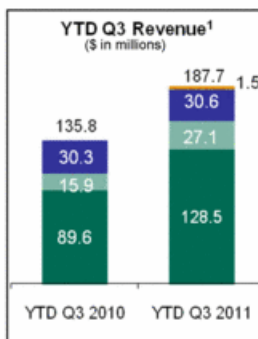
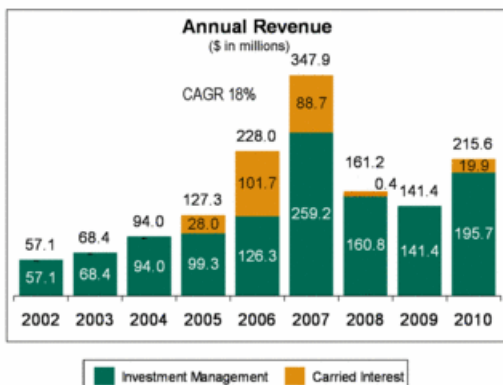


1. In Process figures include Long-Term Operating Assets (LTOA) of \$1.4 billion for 3Q 11, \$1.6 billion for 4Q 10, \$1.4 billion for 4Q 09 and \$0.4 billion for both 4Q 08 and 4Q 07. LTOA are projects that have achieved a stabilized level of occupancy or have been held 18-24 months following shell completion or acquisition.

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# Global Investment Management



- ING Clarion Real Estate Securities acquisition closed on July 1<sup>st</sup>
- ING REIM Asia acquisition closed on October 3<sup>rd</sup>
- ING REIM Europe acquisition closing remains on-track for Q4 2011
- CBRE's co-investments totaled \$157.2 million at the end of Q3 2011

1. Includes revenue from discontinued operations of \$2.4 million for the nine months ended September 30, 2011.

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# Global Investment Management

## Pro-forma Normalized EBITDA

(\$ in millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
EBITDA <sup>1</sup>	6.1	16.7	14.6	22.5
Add Back:				
Integration and other costs related to acquisitions	9.4	-	21.7	-
Write-down of investments	4.5	1.2	4.5	5.7
Cost containment expenses	-	-	-	0.4
Normalized EBITDA <sup>1</sup>	20.0	17.9	40.8	28.6
Net accrual (reversal) of incentive compensation expense related to carried interest revenue not in period	7.4	(1.4)	13.7	(0.8)
Pro-forma Normalized EBITDA <sup>1</sup>	27.4	16.5	54.5	27.8
Pro-forma Normalized EBITDA Margin <sup>2</sup>	35%	33%	29%	20%

- For the three months ended September 30, 2011, the Company recorded net carried interest incentive compensation expense of \$7.4 million compared to a net reversal of \$1.4 million in the comparable 2010 period, which were not associated with same period revenue.
- For the nine months ended September 30, 2011, the Company recorded net carried interest incentive compensation expense of \$13.7 million, compared to a net reversal of \$0.8 million in the comparable 2010 period, both of which were not associated with same period revenue.
- As of September 30, 2011, the Company maintained a cumulative remaining accrual of such compensation expense of approximately \$33 million, which pertains to anticipated future carried interest revenue.

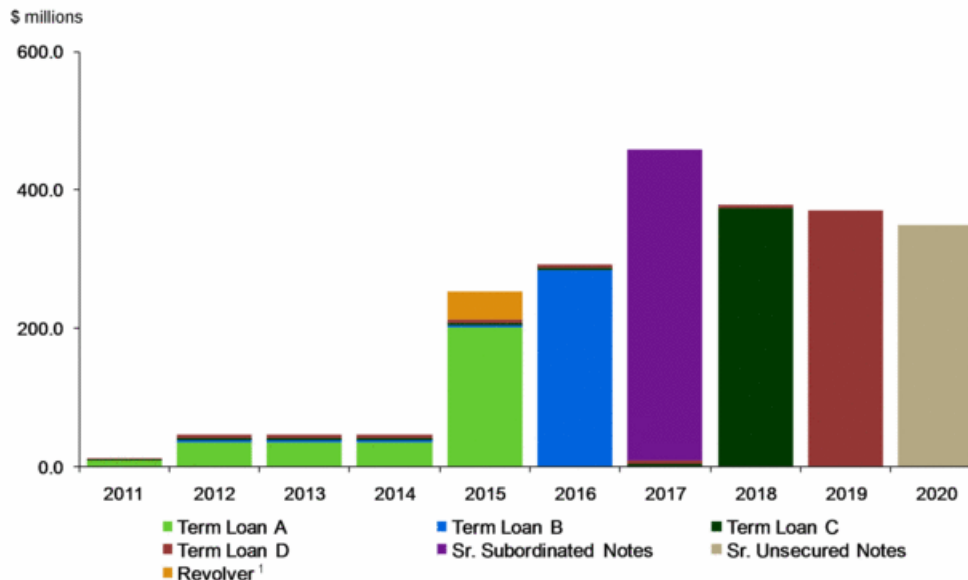
- Includes EBITDA from discontinued operations of \$1.9 million for the nine months ended September 30, 2011.
- Calculation includes EBITDA and revenue from discontinued operations.

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## Mandatory Amortization and Maturity Schedule

As of September 30, 2011



- \$700.0 million revolver facility matures in May 2015. As of September 30, 2011 the outstanding revolver balance was \$41.3 million.

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# Capitalization

(\$ in millions)	As of		Variance
	9/30/2011	12/31/2010	
Cash <sup>1</sup>	451.9	480.5	(28.6)
Cash in Escrow <sup>2</sup>	335.0	-	335.0
Total cash	786.9	480.5	306.4
Revolving credit facility	41.3	17.5	23.8
Senior secured term loan A	315.0	341.3	(26.3)
Senior secured term loan B	297.0	299.2	(2.2)
Senior secured term loan C <sup>2</sup>	399.0	-	399.0
Senior secured term loan D	399.0	-	399.0
Senior subordinated notes <sup>3</sup>	438.7	437.7	1.0
Senior unsecured notes	350.0	350.0	-
Notes payable on real estate <sup>4</sup>	13.6	3.7	9.9
Other debt <sup>5</sup>	0.1	0.2	(0.1)
Total debt	2,253.7	1,449.6	804.1
Stockholders' equity	1,082.4	908.2	174.2
Total capitalization	3,336.1	2,357.8	978.3
Total net debt <sup>6</sup>	1,466.8	969.1	497.7

1. Excludes \$210.7 million and \$26.1 million of cash in consolidated funds and other entities, but not available for company use at September 30, 2011 and December 31, 2010, respectively.
2. \$335 million of cash from the senior secured term loan C is held in escrow pending the closing of the ING REIM Europe acquisition in Q4 2011.
3. Net of original issue discount of \$11.3 million and \$12.3 million at September 30, 2011 and December 31, 2010, respectively.
4. Represents notes payable on real estate in Development Services that are recourse to the Company. Excludes non-recourse notes payable on real estate of \$485.7 million and \$623.8 million at September 30, 2011 and December 31, 2010, respectively.
5. Excludes \$676.8 million and \$453.8 million of aggregate non-recourse warehouse facilities at September 30, 2011 and December 31, 2010, respectively.
6. Total net debt is defined as Total debt less Cash and Cash in escrow.

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# Business Outlook

- Early-stage cyclical recovery in commercial real estate continues despite sovereign debt challenges in Europe and economic uncertainty in the U.S.
- Outsourcing fundamentals remain very strong and we continue to expect solid double digit growth
- Investment sales are expected to continue growing as capital remains available and investors continue to search for yield
- Leasing growth rates should revert to historical norms as the economy stabilizes
- We remain focused on cost containment balanced with selective strategic recruiting
- We continue to expect full year 2011 earnings to be in the range of \$0.95 to \$1.05 per share

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# GAAP Reconciliation Tables



## Reconciliation of Normalized EBITDA to EBITDA to Net Income

(\$ in millions)	Three Months Ended September 30,	
	2011	2010
Normalized EBITDA <sup>1</sup>	\$ 194.8	\$ 175.5
Adjustments:		
Integration and other costs related to acquisitions	9.9	1.0
Write-down of impaired assets	5.9	2.4
Cost containment expenses	-	2.2
EBITDA <sup>1</sup>	179.0	169.9
Add:		
Interest income	2.5	1.4
Less:		
Depreciation and amortization	31.3	25.6
Interest expense <sup>2</sup>	39.1	50.1
Provision for income taxes <sup>3</sup>	47.3	38.6
Net income attributable to CBRE Group, Inc.	63.8	57.0
Revenue <sup>4</sup>	\$ 1,534.5	\$ 1,266.9
Normalized EBITDA Margin <sup>1</sup>	12.7%	13.9%

1. Includes EBITDA related to discontinued operations of \$2.4 million for the three months ended September 30, 2010.
2. Includes interest expense related to discontinued operations of \$0.4 million for the three months ended September 30, 2010.
3. Includes provision for income taxes related to discontinued operations of \$0.5 million for the three months ended September 30, 2010.
4. Includes revenue related to discontinued operations of \$0.7 million for the three months ended September 30, 2010.



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

(\$ in millions, except for per share data)	Three Months Ended September 30,	
	2011	2010
Net income attributable to CBRE Group, Inc.	\$ 63.8	\$ 57.0
Integration and other costs related to acquisitions, net of tax	8.4	0.6
Write-down of impaired assets, net of tax	3.5	1.5
Amortization expense related to TCC customer relationships acquired, net of tax	1.9	1.9
Cost containment expenses, net of tax	-	1.4
Net income attributable to CBRE Group, Inc., as adjusted	\$ 77.6	\$ 62.4
Diluted income per share attributable to CBRE Group, Inc., as adjusted	\$ 0.24	\$ 0.20
Weighted average shares outstanding for diluted income per share	323,714,703	319,353,359