

**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): **November 16, 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 7.01 Regulation FD Disclosure

The information set forth under Item 8.01 of this Current Report on Form 8-K is hereby incorporated by reference into this Item 7.01.

Item 8.01 Other Events

The Company is hosting its Business Review Day conference for institutional investors in New York, New York on November 16, 2011 and will be discussing various aspects of its business. During the course of those discussions, certain limited financial information and other limited facts of its business will be presented to investors. The presentation materials are furnished as Exhibits 99.1, 99.2, 99.3, 99.4, 99.5, 99.6, 99.7 and 99.8 to this report.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

| Exhibit No. | Description |
|--------------------|--|
| 99.1 | Financial Overview for Business Review Day |
| 99.2 | Economic Outlook for Business Review Day |
| 99.3 | Global Investment Management for Business Review Day |
| 99.4 | EMEA Overview for Business Review Day |
| 99.5 | APAC Overview for Business Review Day |
| 99.6 | Americas Overview for Business Review Day |
| 99.7 | Global Corporate Services Overview for Business Review Day |
| 99.8 | Case Study for Business Review Day |

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: November 16, 2011

CBRE GROUP, INC.

By: /s/ GIL BOROK



Financial Overview

Gil Borok
Chief Financial Officer

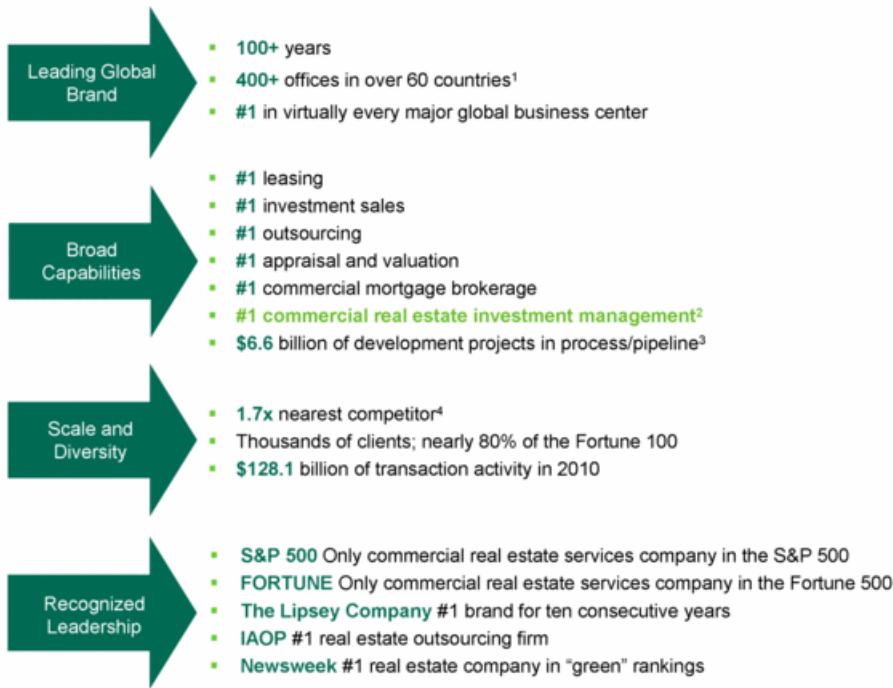
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Forward Looking Statements

This presentation, and those immediately following, contain statements that are forward looking within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our future growth momentum, operations, financial performance, and business outlook. These statements should be considered as estimates only and actual results may ultimately differ from these estimates. Except to the extent required by applicable securities laws, we undertake no obligation to update or publicly revise any of the forward-looking statements that you may hear today. Please refer to our third quarter earnings report, filed on Form 8-K, 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), 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.

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Global Market Leader



1. Includes affiliate offices.
 2. On a combined basis, including the acquisition of ING CRES which closed July 1, 2011, ING's Real Estate Investment Management business in Asia (ING REIM) which closed October 3, 2011 and ING REIM Europe, which closed on October 31, 2011.
 3. As of September 30, 2011.
 4. 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



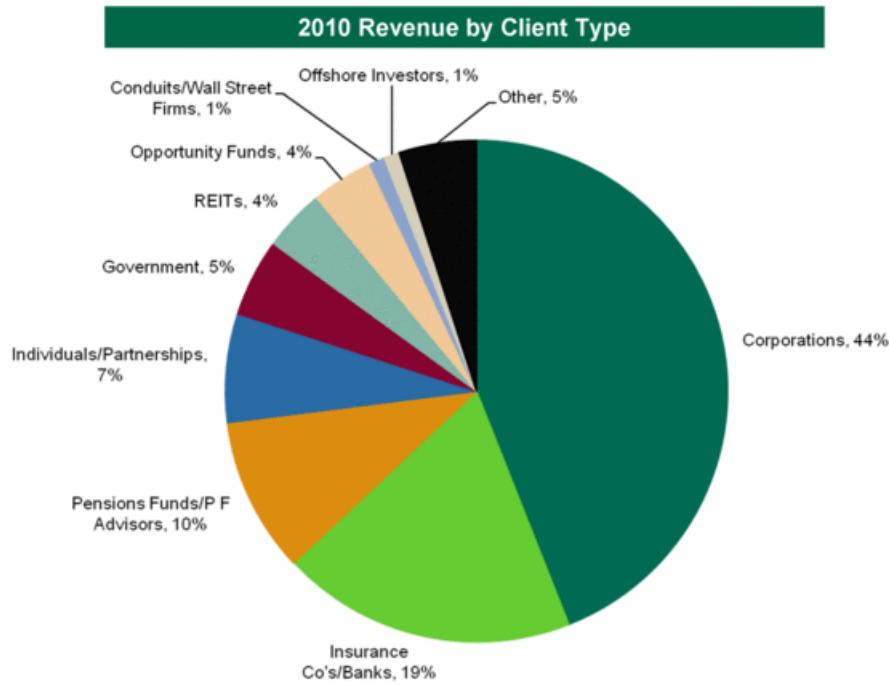
Our Objectives

- 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

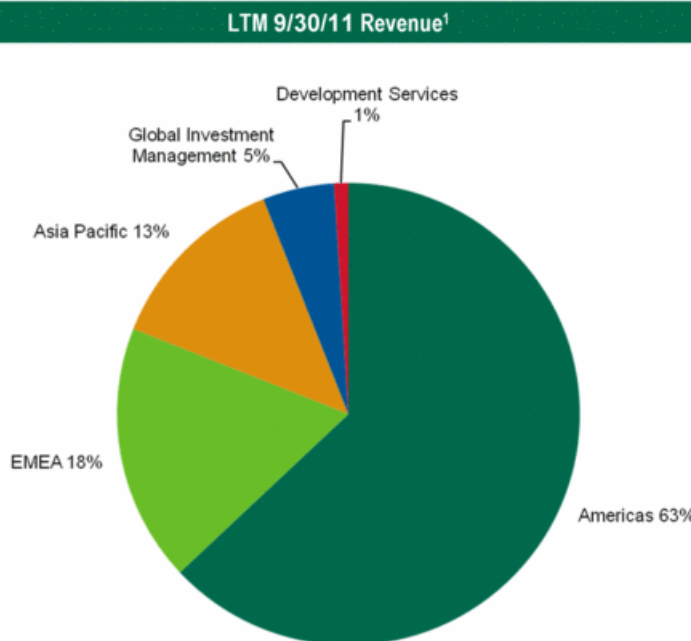
Diversified revenue spread across broad base of clients



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Geographic Diversification

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

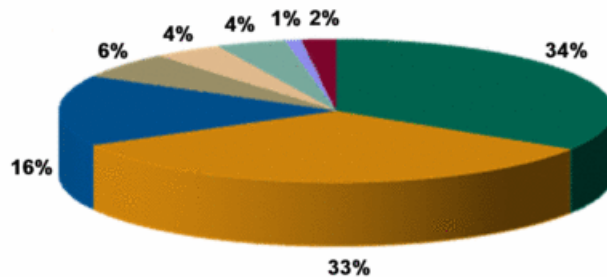


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1. LTM 9/30/11 revenue of \$5.8 billion includes \$4.6 million of revenue related to discontinued operations.

Service Line Diversity - Revenue Breakdown

LTM 9/30/11



| (\$ in millions) | Twelve months ended September 30, | | |
|----------------------------------|-----------------------------------|-------------------|----------|
| | 2011 ¹ | 2010 ¹ | % Change |
| Property & Facilities Management | 1,972.0 | 1,727.4 | 14 |
| Leasing | 1,932.3 | 1,585.3 | 22 |
| Sales | 925.7 | 687.3 | 35 |
| Appraisal & Valuation | 366.7 | 312.3 | 17 |
| Investment Management | 222.4 | 139.8 | 59 |
| Commercial Mortgage Brokerage | 214.0 | 123.7 | 73 |
| Development Services | 64.3 | 77.1 | -17 |
| Other | 100.3 | 109.3 | -8 |
| Total | 5,797.7 | 4,762.2 | 22 |

1. Includes revenue from discontinued operations of \$4.6 million and \$1.7 million for twelve months ended September 30, 2011 and 2010, respectively.

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Revenue Diversification

Contractual revenues¹ represented 47% of LTM 9/30/11 revenue, up from 29% in 2006

2006 Revenue²

LTM 9/30/11 Revenue³



1. Contractual revenue includes: Property & Facilities Management (14% in 2006 and 34% in LTM 9/30/11), Appraisal & Valuation (7% in 2006 and 6% in LTM 9/30/11), Investment Management (6% in 2006 and 4% in LTM 9/30/11), Development Services (1% in both 2006 and LTM 9/30/11) and Other (1% in 2006 and 2% in LTM 9/30/11). Non-contractual revenue includes: Sales (31% in 2006 and 16% in LTM 9/30/11), Leasing (37% in 2006 and 33% in LTM 9/30/11) and Commercial Mortgage Brokerage (3% in 2006 and 4% in LTM 9/30/11).

2. Reflects Trammell Crow Company's revenue contributions beginning on December 20, 2006.

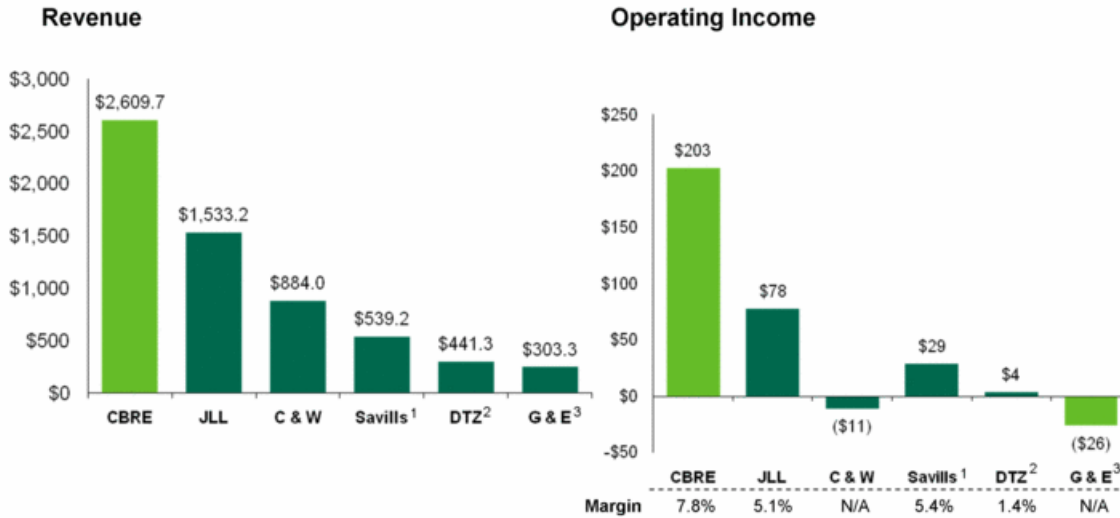
3. LTM 9/30/11 revenue includes \$4.6 million of revenue related to discontinued operations.

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YTD Q2 2011 CBRE vs. Global Competitors - Global Results

\$ millions



1. Based on 6/30/11 exchange rate of 1£ = \$1.6057.
2. Six months ended 4/30/11; based on 4/30/11 exchange rate of 1£ = \$1.66648.
3. Excludes discontinued operations.

Source: Company public filings

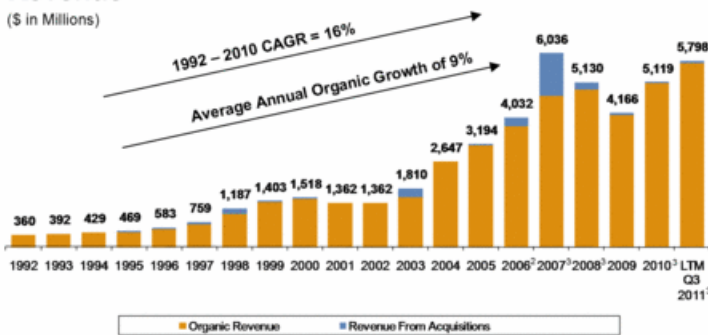
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Historical Performance

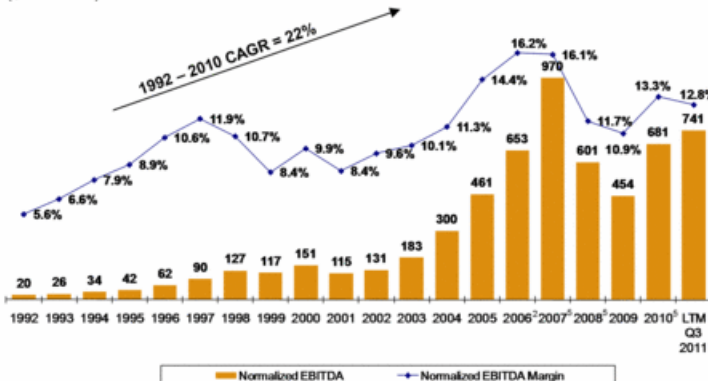
Revenue¹

(\$ in Millions)



Normalized EBITDA and Margin⁴

(\$ in Millions)



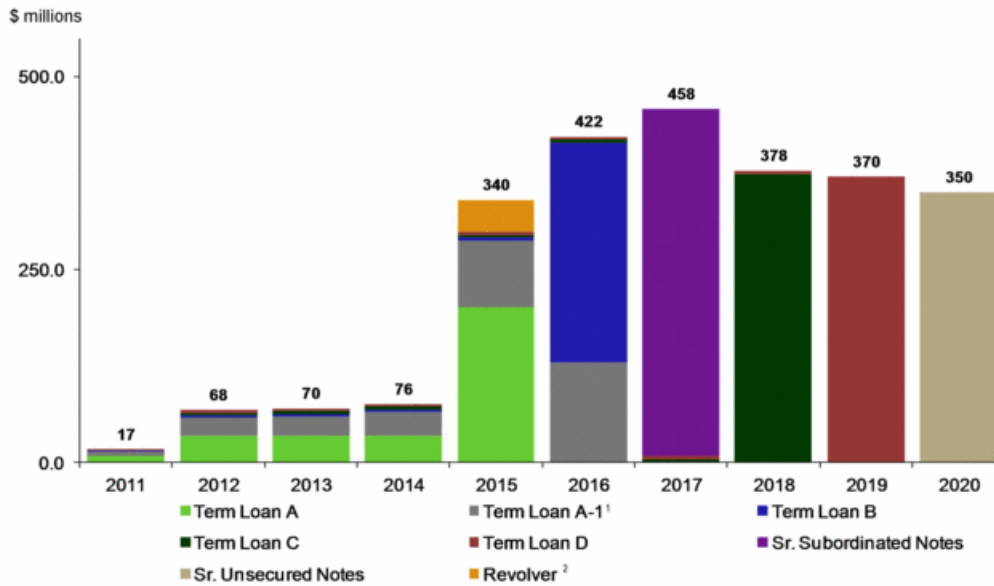
1. No reimbursements are included for the period 1992 through 1996, as amounts were immaterial. Reimbursements for 1997 through 2001 have been estimated. For 2002 and forward, reimbursements are included.
2. Includes Trammell Crow Company activity for the period December 20, 2006 through December 31, 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, \$3.9 million for the year ended December 31, 2010 and \$4.6 million for the twelve months ended September 30, 2011.
4. 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.
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, 2008, \$16.4 million for the year ended December 31, 2010 and \$3.0 million for the twelve months ended September 30, 2011.

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Mandatory Amortization and Maturity Schedule

Pro forma as of September 30, 2011



1. Represents new senior secured sterling tranche A-1 term loan of GBP 187 million, which closed on November 10, 2011. Term Loan A-1 assumes a \$1.6/£ exchange rate.
2. \$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 | | |
|---|-----------------------|----------------|----------------|
| | Proforma 9/30/2011 | 9/30/2011 | 12/31/2010 |
| Cash ¹ | 576.1 | 451.9 | 480.5 |
| Cash in Escrow | - | 335.0 | - |
| Total cash | 576.1 | 786.9 | 480.5 |
| Revolving credit facility | 81.3 | 41.3 | 17.5 |
| Senior secured term loan A | 315.0 | 315.0 | 341.3 |
| Senior secured term loan A-1 ² | 299.2 | - | - |
| Senior secured term loan B | 297.0 | 297.0 | 299.2 |
| Senior secured term loan C | 399.0 | 399.0 | - |
| Senior secured term loan D | 399.0 | 399.0 | - |
| Senior subordinated notes ³ | 438.7 | 438.7 | 437.7 |
| Senior unsecured notes | 350.0 | 350.0 | 350.0 |
| Notes payable on real estate ⁴ | 13.6 | 13.6 | 3.7 |
| Other debt ⁵ | 0.1 | 0.1 | 0.2 |
| Total debt | 2,592.9 | 2,253.7 | 1,449.6 |
| Stockholders' equity | 1,082.4 | 1,082.4 | 908.2 |
| Total capitalization | 3,675.3 | 3,336.1 | 2,357.8 |
| Total net debt | 2,016.8 | 1,466.8 | 969.1 |

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. Term loan A-1 assumes a \$1.6/£ exchange rate.
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.

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

| (\$ in millions) | LTM Q3 2011 | Year Ended December 31, | | | | |
|---|-------------|-------------------------|----------|--------------|----------|----------|
| | | 2010 | 2009 | 2008 | 2007 | 2006 |
| Normalized EBITDA ¹ | \$ 740.9 | \$ 681.3 | \$ 453.9 | \$ 601.2 | \$ 970.1 | \$ 652.5 |
| Less: | | | | | | |
| Integration and other costs related to acquisitions | 28.0 | 7.2 | 5.7 | 16.4 | 45.2 | 7.6 |
| Write-down of impaired assets | 10.3 | 11.3 | 32.5 | 100.4 | - | - |
| Cost containment expenses | 3.5 | 15.3 | 43.6 | 27.4 | - | - |
| Merger-related charges | - | - | - | - | 56.9 | - |
| Loss (gain) on trading securities acquired in the Trammell Crow Company acquisition | - | - | - | - | 33.7 | (8.6) |
| EBITDA ¹ | 699.1 | 647.5 | 372.1 | 457.0 | 834.3 | 653.5 |
| Add: | | | | | | |
| Interest income ² | 9.2 | 8.4 | 6.1 | 17.9 | 29.0 | 9.8 |
| Less: | | | | | | |
| Depreciation and amortization ³ | 109.8 | 109.0 | 99.5 | 102.9 | 113.7 | 67.6 |
| Interest expense ⁴ | 150.2 | 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 ⁵ | 175.7 | 135.8 | 27.0 | 56.9 | 194.3 | 198.3 |
| Net income (loss) attributable to CBRE Group, Inc. | \$ 254.5 | \$ 200.3 | \$ 33.3 | \$ (1,012.1) | \$ 390.5 | \$ 318.6 |
| Revenue ⁶ | 5,797.7 | 5,119.2 | 4,165.8 | 5,130.1 | 6,036.3 | 4,032.0 |
| Normalized EBITDA Margin ¹ | 12.8% | 13.3% | 10.9% | 11.7% | 16.1% | 16.2% |

Notes:

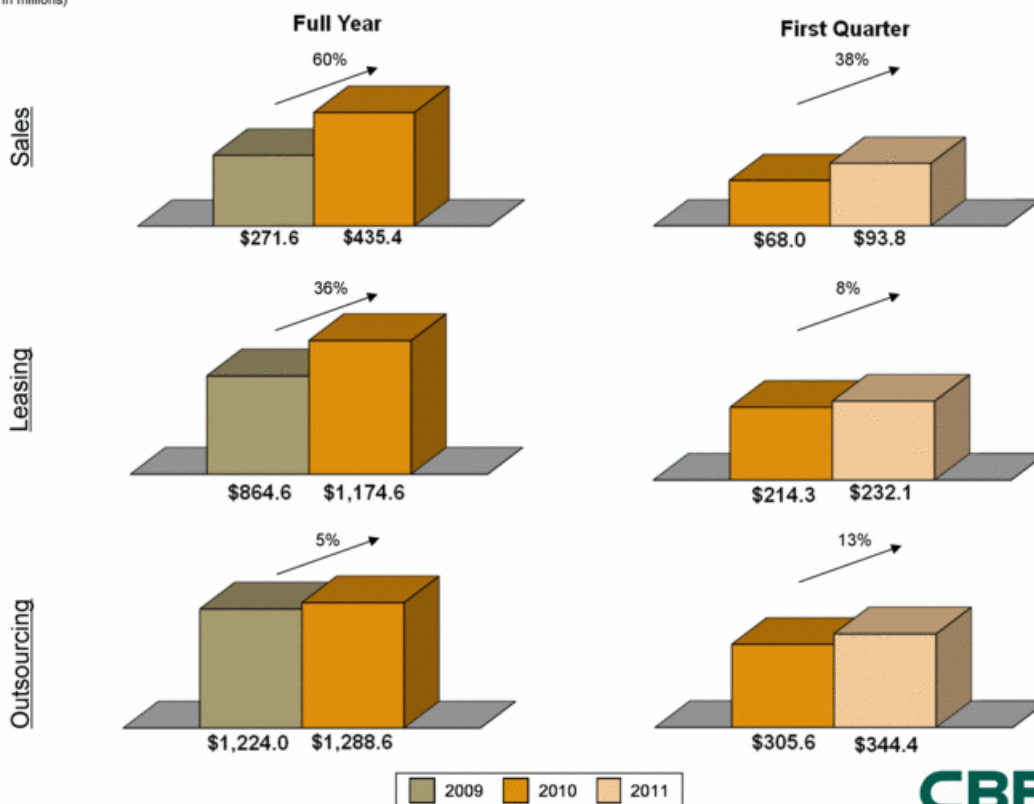
- Includes EBITDA related to discontinued operations of \$3.0 million for the twelve months ended September 30, 2011, \$16.4 million for the year ended December 31, 2010, \$16.9 million for the year ended December 31, 2008 and \$6.5 million for the year ended December 31, 2007.
- Includes interest income 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.
- Includes depreciation and amortization related to discontinued operations of \$0.9 million for the twelve months ended September 30, 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 \$1.9 million for the twelve months ended September 30, 2011, \$1.6 million for the year ended December 31, 2010, \$0.6 million for the year ended December 31, 2008 and \$1.8 million for the year ended December 31, 2007.
- Includes provision for income taxes related to discontinued operations of \$0.4 million for the twelve months ended September 30, 2011, \$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 revenue related to discontinued operations of \$4.6 million for the twelve months ended September 30, 2011, \$3.9 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.

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Sales, Leasing and Outsourcing Revenue - Americas

(\$ in millions)

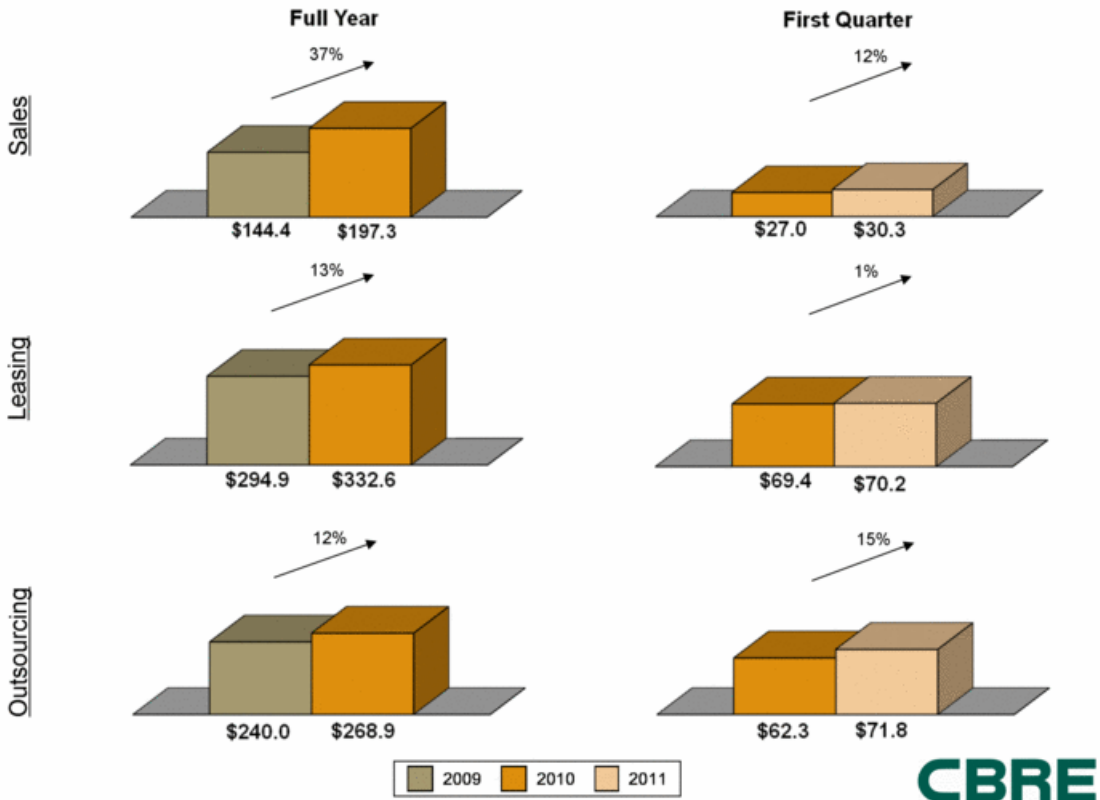


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Sales, Leasing and Outsourcing Revenue – EMEA

(\$ in millions)

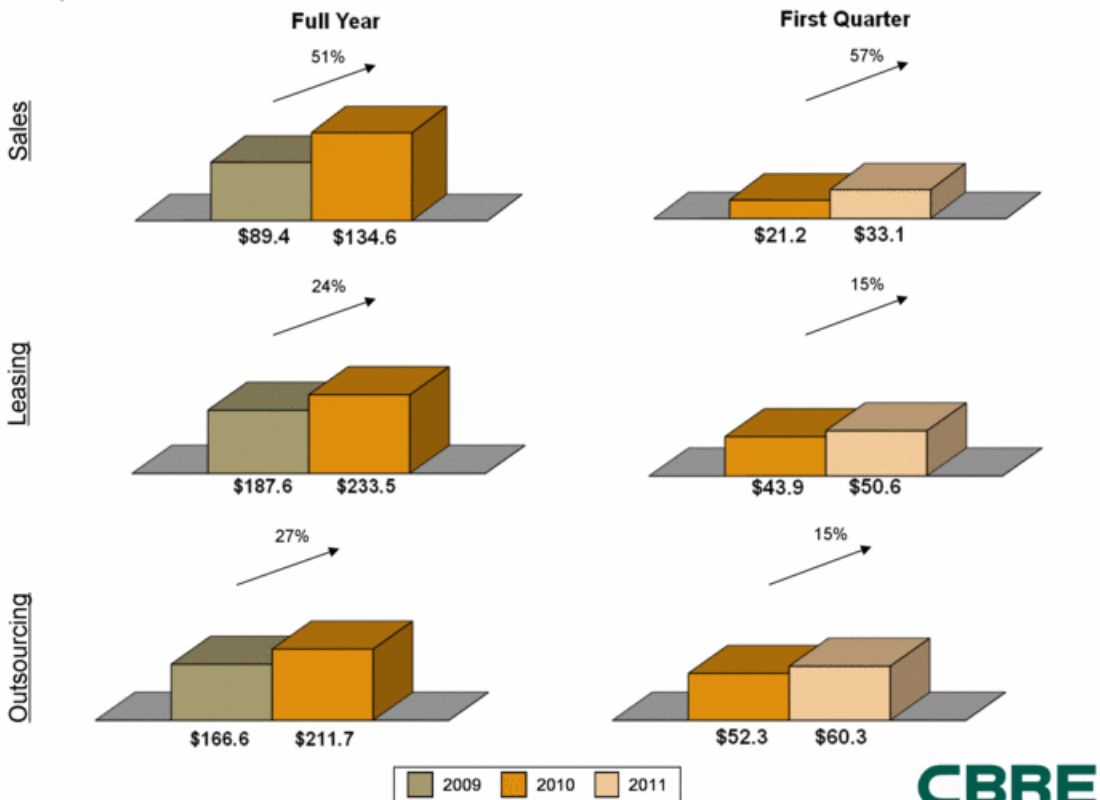


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Sales, Leasing and Outsourcing Revenue – Asia Pacific

(\$ in millions)

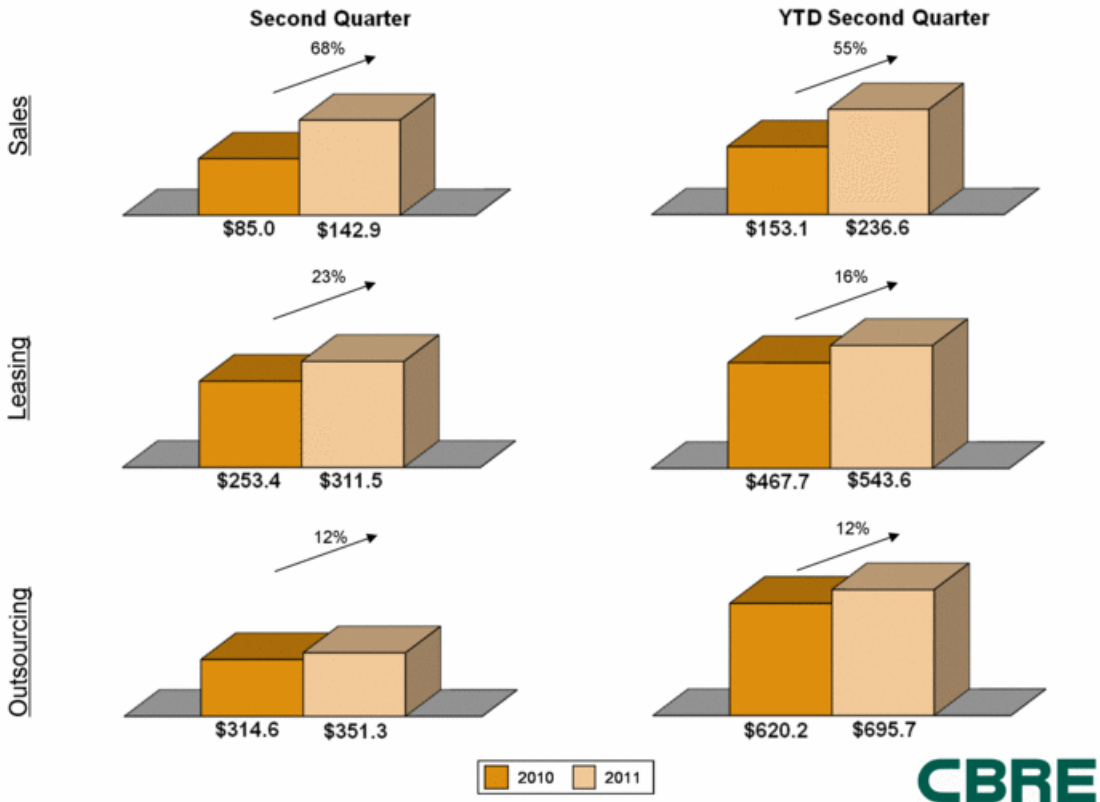


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Sales, Leasing and Outsourcing Revenue - Americas

(\$ in millions)

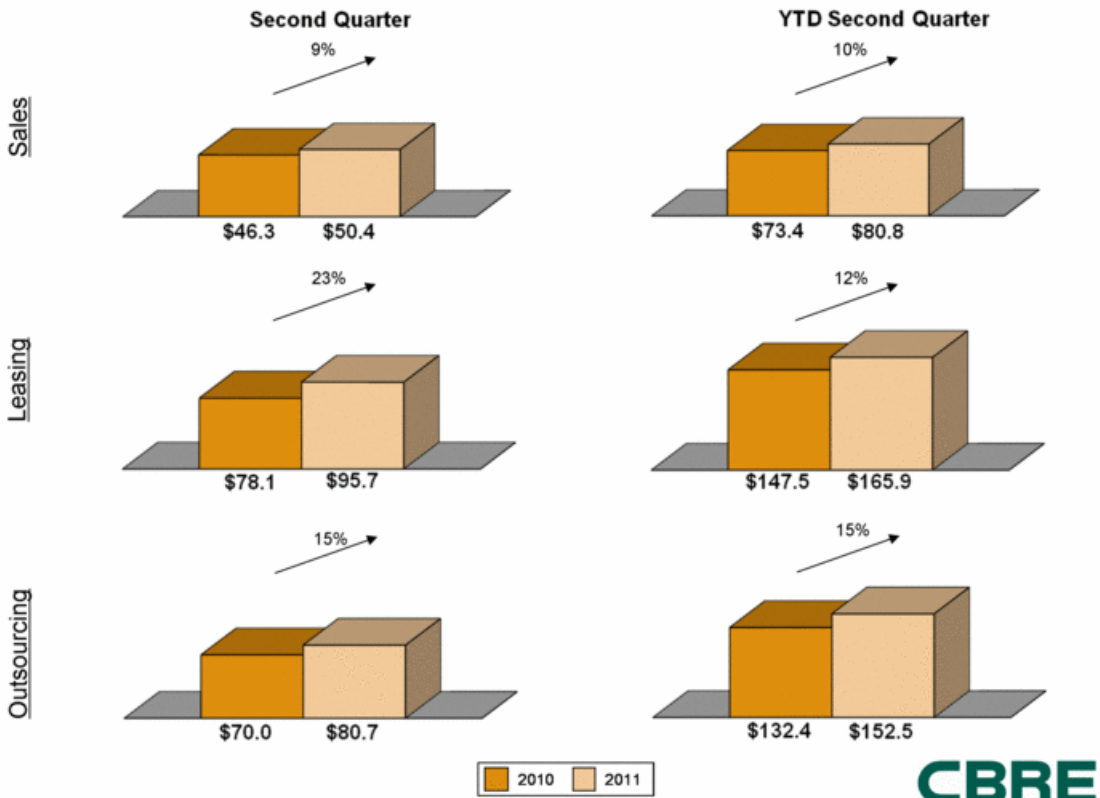


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Sales, Leasing and Outsourcing Revenue - EMEA

(\$ in millions)

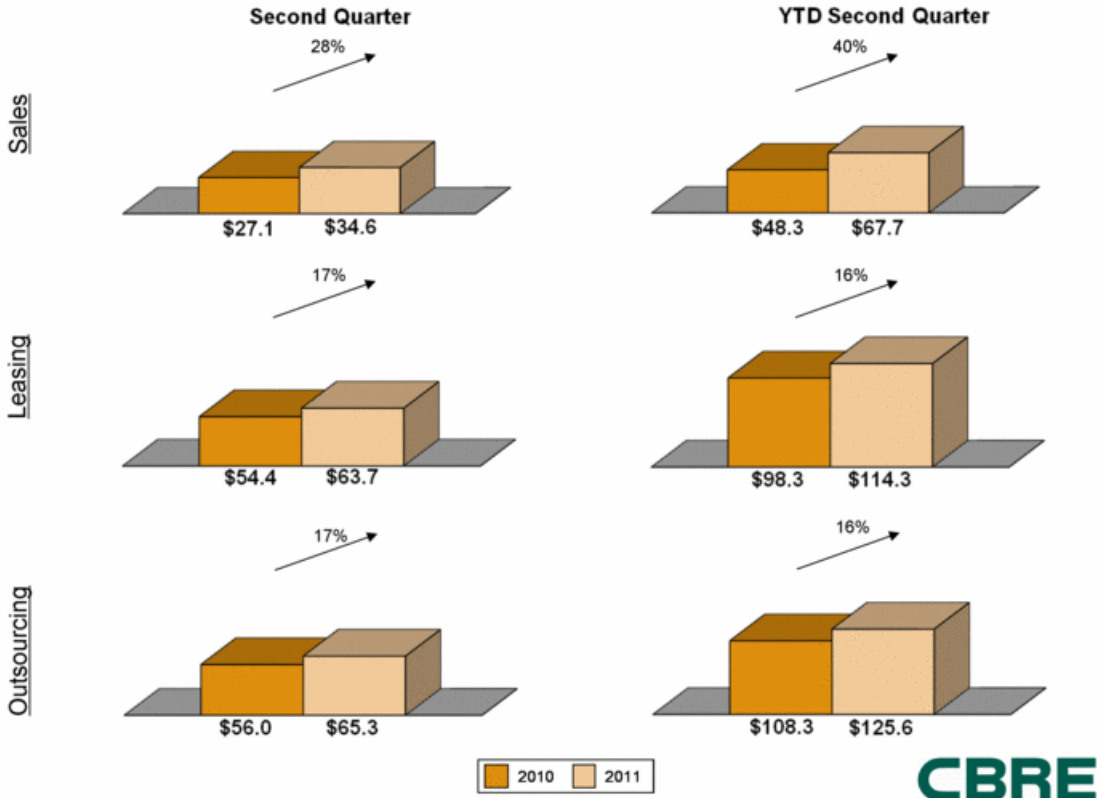


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Sales, Leasing and Outsourcing Revenue – Asia Pacific

(\$ in millions)





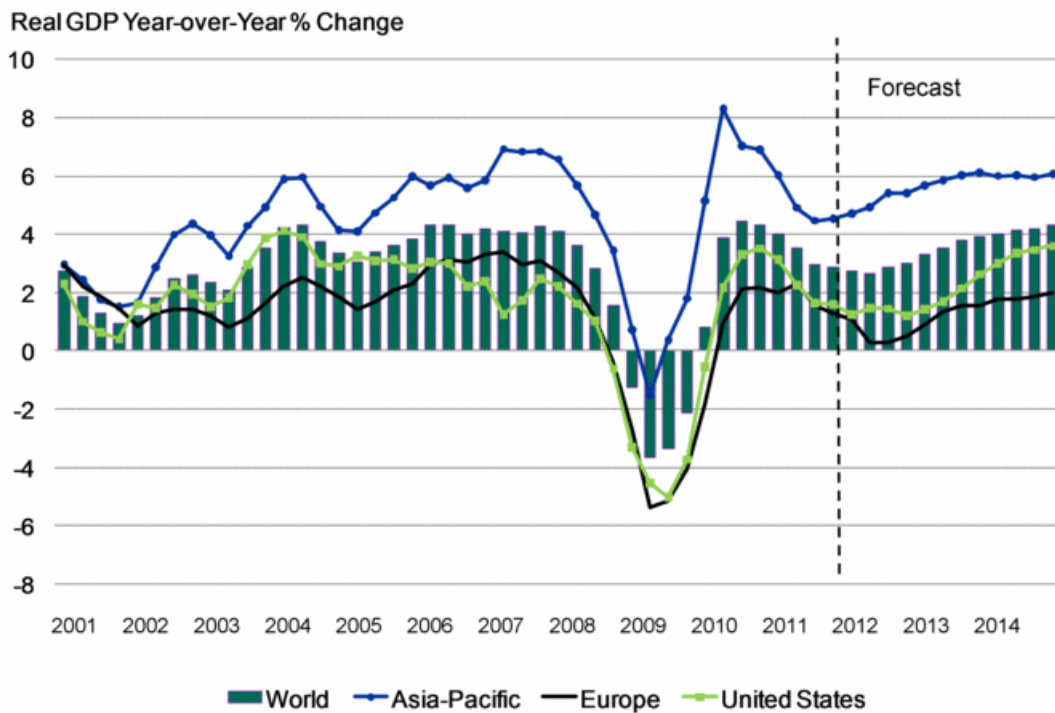
Economic and Real Estate Outlook

Raymond Torto, CRE, Ph.D.
Global Chief Economist

Asieh Mansour, Ph.D.
Head of Americas Research

CBRE

Asia-Pac Leads, Europe Lags



Source: IHS Global Insight as of Q3 2011.

Global Research and Consulting

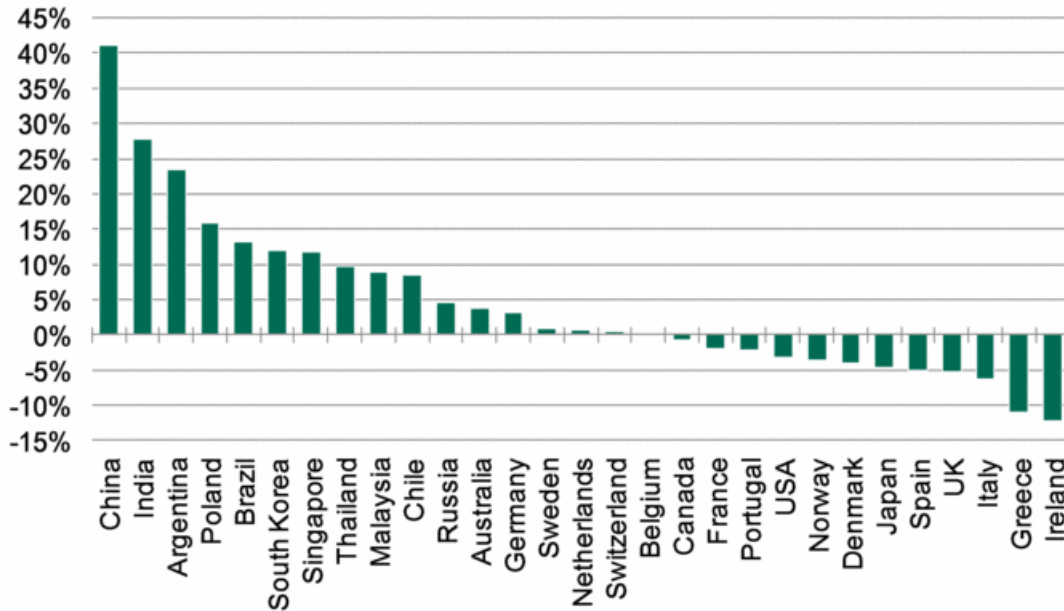
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A World of Divergence

% Change in Real GDP per Person

Q2 2007 to Q2 2011



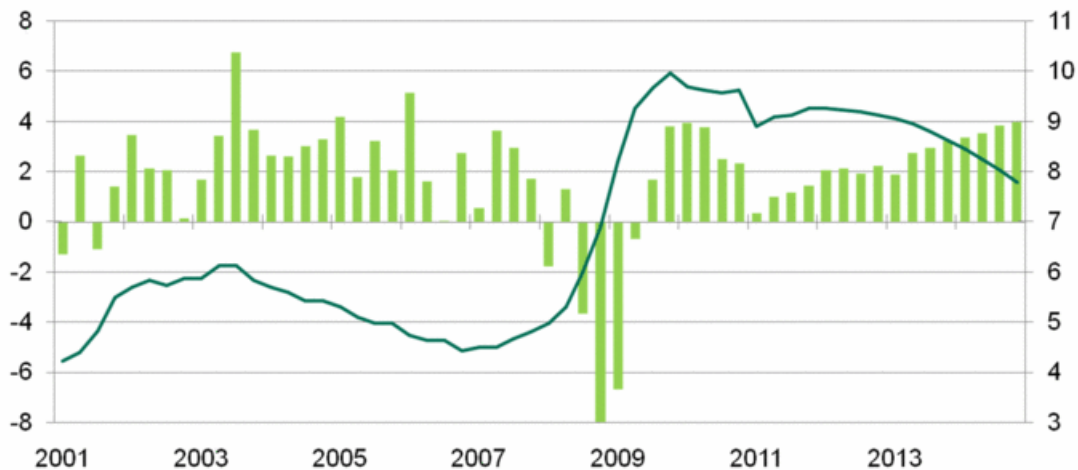
Source: Oxford Economics, Q2 2011

Global Research and Consulting

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U.S. Outlook: Modest Growth and No Recession



■ Real GDP Growth (Left scale, annualized percent change)

— Unemployment Rate (Right scale, percent)

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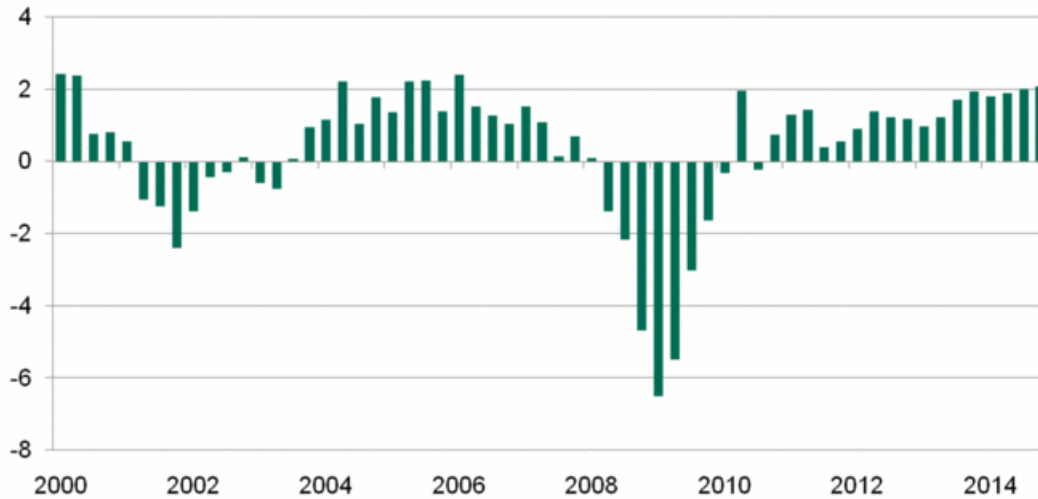
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U.S. Employment Will Slowly Recover

Regaining Its December 2007 Peak in Early 2015

(Percent change, annualized rate)

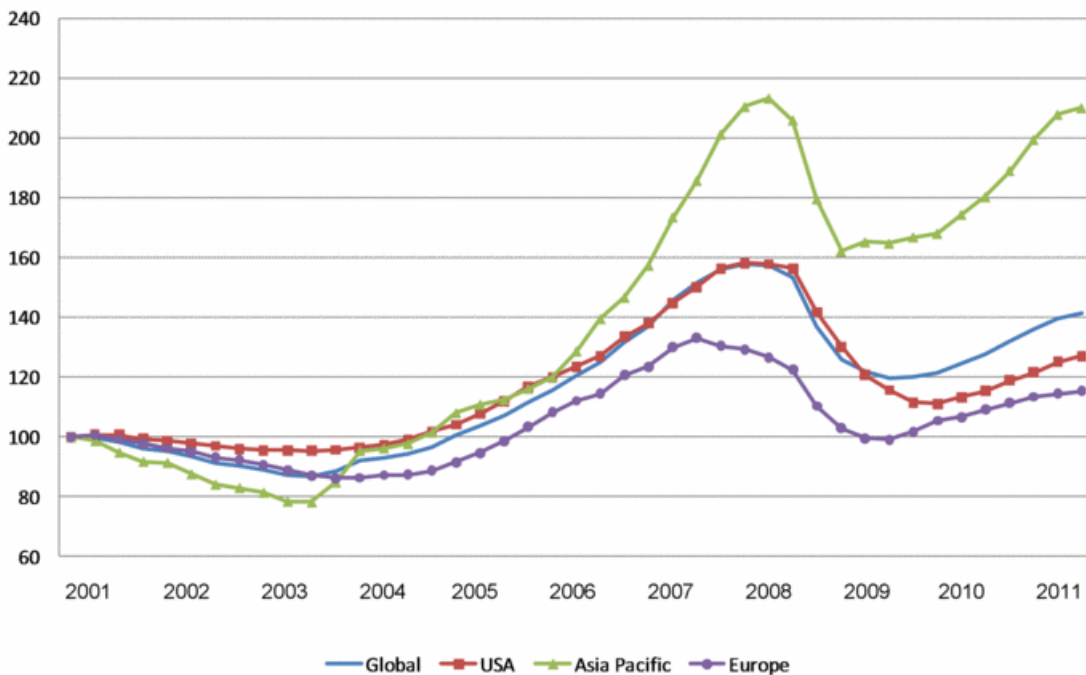


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CBRE Global Capital Value Index

Index Q1 2001 = 100



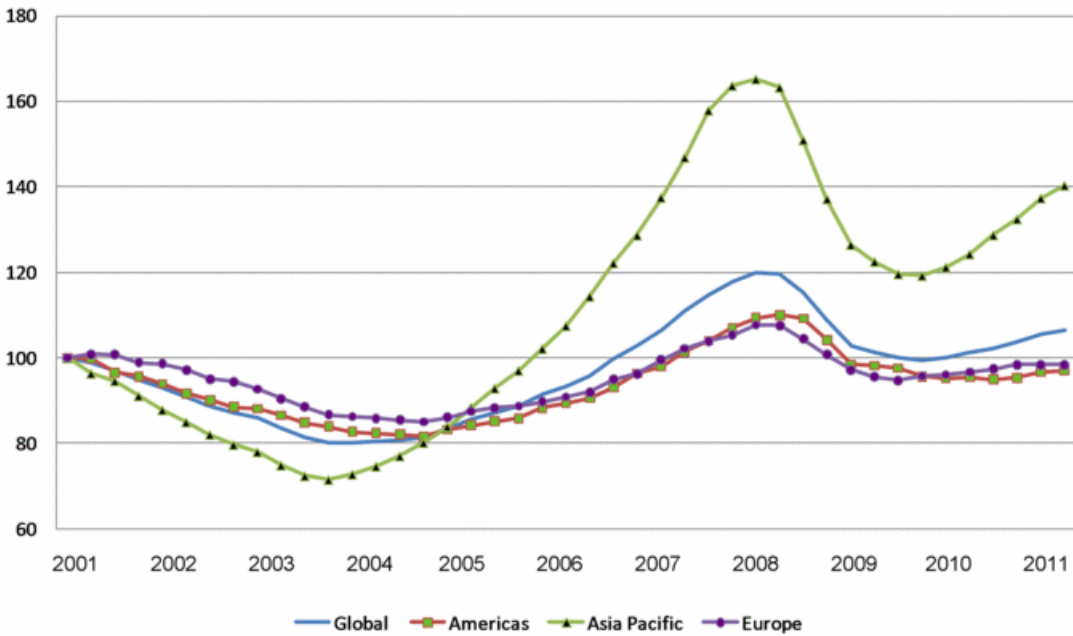
Source: CBRE Research, NCREIF.

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CBRE Global Office Rent Index

Index Q1 2001 = 100



Source: CBRE Research.

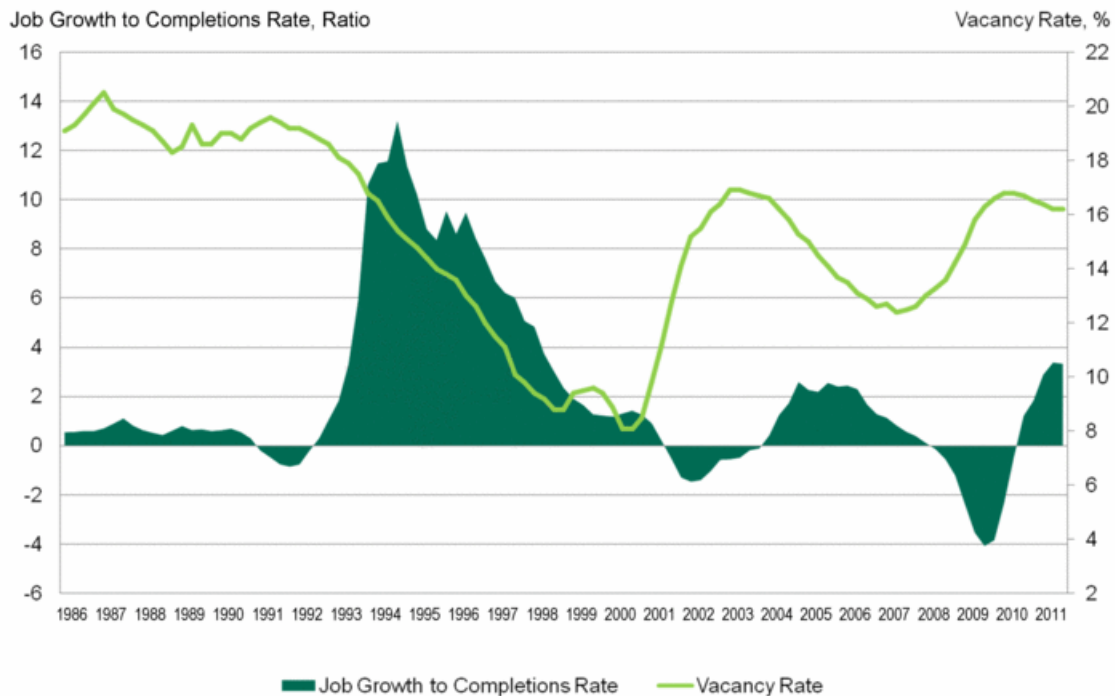
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Low Completions Environment Throughout the Recovery

U.S. Office Market



Source: CBRE-EA as of Q3 2011.

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- Three sources of risk dominate the outlook
 - Policymakers may now have limited ability to aggressively stimulate the economy whether through fiscal or monetary policy
 - European disunion and sovereign debt crises weighing on market sentiment
 - Premature fiscal tightening in the U.S.
- Mounting risks continue to weigh on markets but driven more by fear rather than macroeconomic fundamentals

Sustained but Modest Growth

- Two-year economic recovery continues to shape our commercial real estate outlook
 - Improvements in real estate fundamentals trail the capital market recovery
 - Record-low interest rates have driven more capital to real estate, compressing cap rates for the prime product across all global markets
- Recovery of real estate values/prices has been surprisingly swift
 - The office sector, however, continues to suffer from high vacancy and slow rent growth
 - Performance of the global economy will ultimately resolve dichotomy between real estate fundamentals and capital markets



Global Investment Management

Matt Hourie

Global President, CBRE Global Investors

CBRE

ING REIM Merger

CBRE
GLOBAL
INVESTORS

| Before | Today |
|-------------------------------|-------------------------------|
| ▪ 24 offices in 13 countries | ▪ 32 offices in 22 countries |
| ▪ Investments in 12 countries | ▪ Investments in 26 countries |
| ▪ \$39.1B AUM ¹ | ▪ \$94.8B AUM ² |
| ▪ Approx. 400 employees | ▪ Approx. 1100 employees |
| ▪ Approx. 200 clients | ▪ Approx. 600 clients |
| ▪ 21 direct funds | ▪ 55 direct funds |
| ▪ 36 direct separate accounts | ▪ 67 direct separate accounts |

(1) As of June 30, 2011. (2) As of September 30, 2011, including ING REIM acquisitions on a combined pro forma basis.

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CBRE Global Investors Today



AMERICAS

Los Angeles (HQ), Seattle, Newport Beach, Atlanta, Washington DC, Philadelphia, Princeton, New York and Boston

EMEA

The Hague (HQ), Madrid, London, Paris, Brussels, Luxembourg, Milan, Frankfurt, Prague, Stockholm, Budapest, Warsaw, Bucharest, Helsinki and Dubai

ASIA PACIFIC

Hong Kong (HQ), Singapore, Shanghai, Taipei, Seoul, Tokyo, Melbourne and Sydney

- CBRE 438 Offices and 35,000+ Employees¹
- CBRE Global Investors 32 Offices and 1,100+ Employees

1. As of December 31, 2010, including affiliate offices.

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Legacy CBRE Investors EMEA

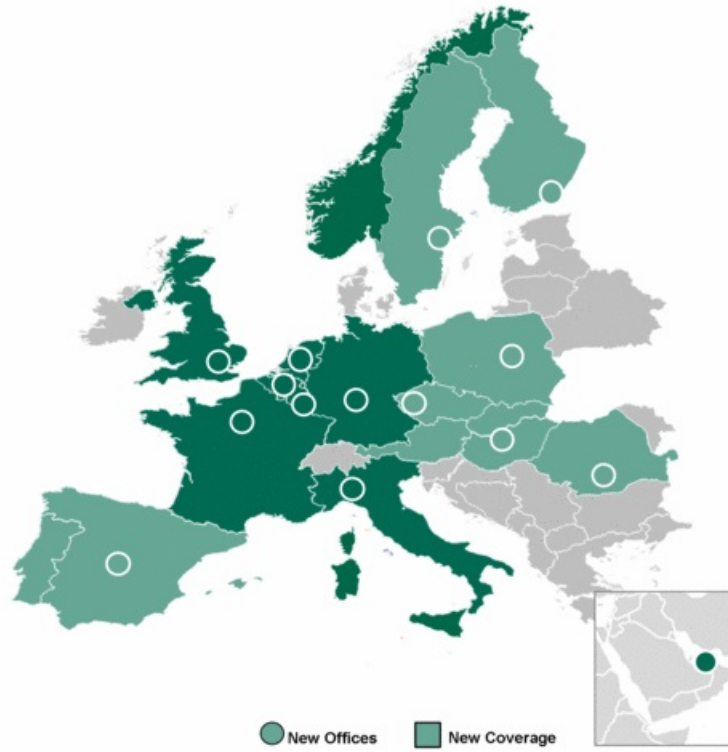


● Offices ■ Coverage

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CBRE Global Investors EMEA



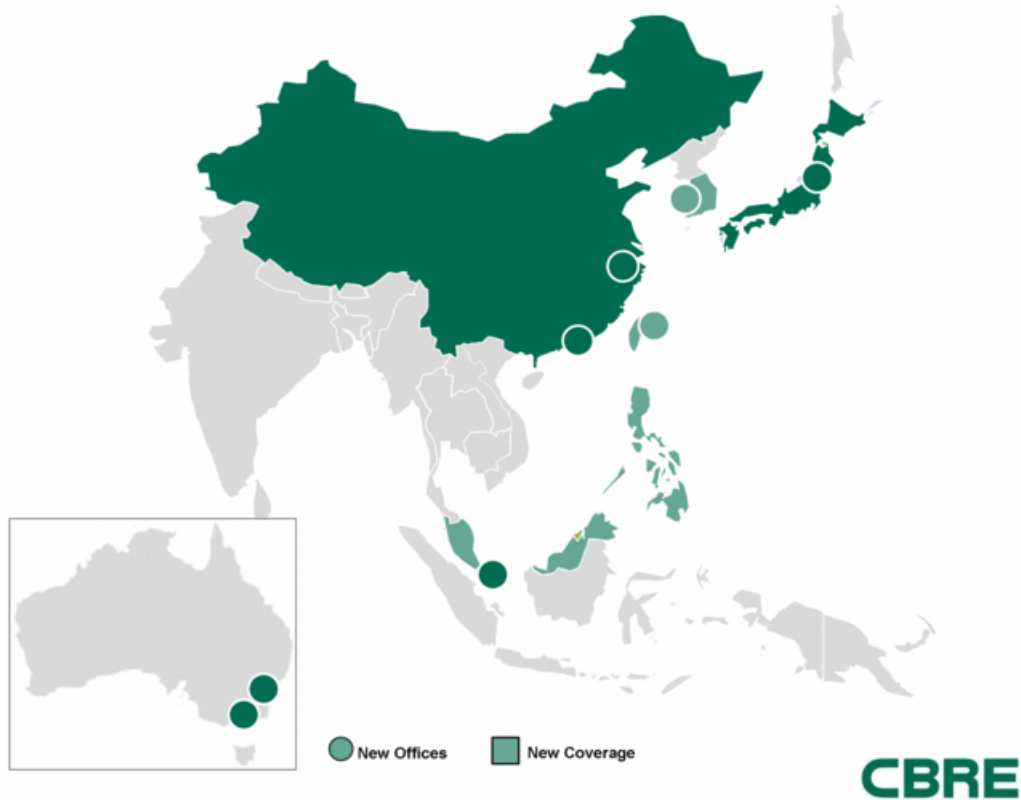
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Legacy CBRE Investors Asia Pacific



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CBRE Global Investors Asia Pacific



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Overview

- \$3.2B in equity raised YTD, with \$2.6B of dry powder currently available to invest globally¹
- Approximately \$4.3B capital deployed YTD¹
- 18 direct funds actively raising and/or deploying capital
- Active in core, core plus, value-add and opportunistic investment strategies
- Direct access to the world's premier commercial real estate platform

(1) Estimate based upon combination of ING REIM legacy businesses acquired and CBRE Investors legacy business.

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Merger Synergies and Investor Benefits

- **Greater opportunities for clients to invest** capital through multiple structures with a variety of risk/return profiles.
- Improved ability to **migrate global investor capital** to targeted regions around the globe.
- Enhancement of CBRE Investors' management and execution talent with the addition of **best-in-class management** from ING REIM.
- The creation of **global indirect investment businesses of scale** – Clarion Securities and Global Multi Manager (GMM) – to provide more resources to clients and increase operating efficiencies.
- **Increased access to market-leading intelligence and research capabilities** around the globe.

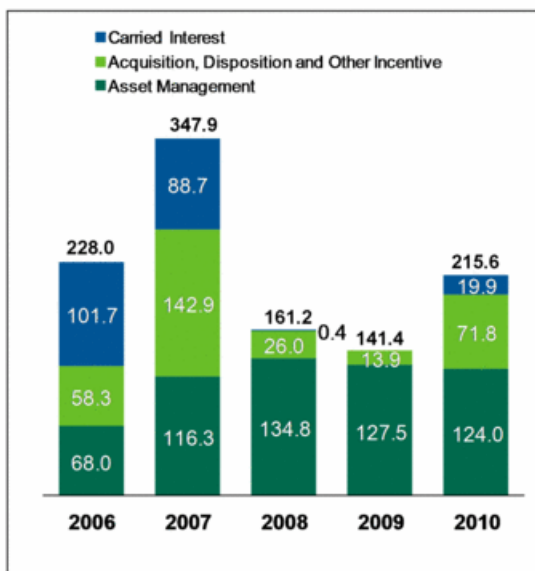
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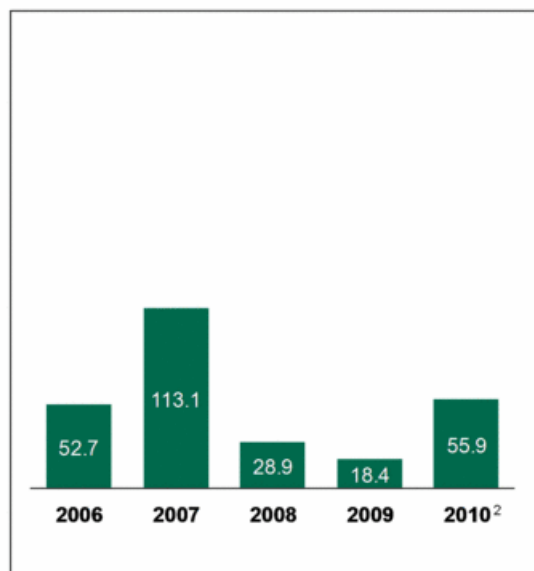
Financials

\$ in millions

Revenue



Normalized EBITDA¹



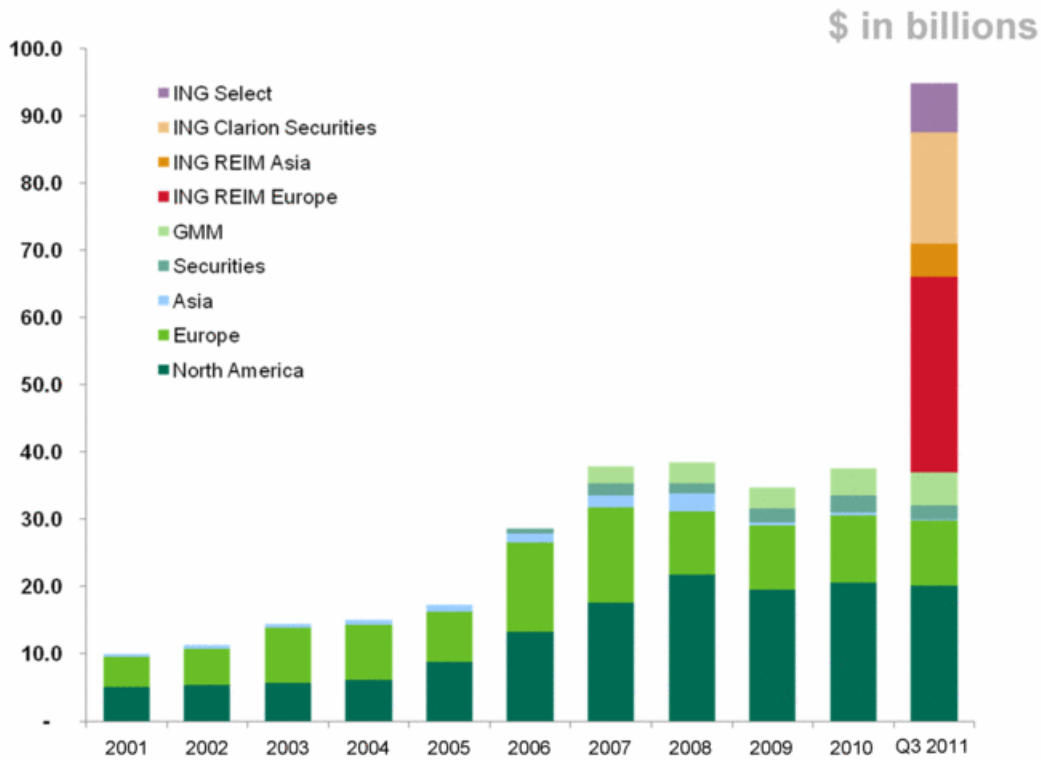
(1) Normalized EBITDA excludes the write-down of impaired investments and cost containment expenses.

(2) Includes \$26.9 million associated with the consolidation of several properties due to a change in accounting regulations effective January 1, 2010.

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CBRE

Assets Under Management



CBRE

CBRE | Page 11

Global Investment Programs

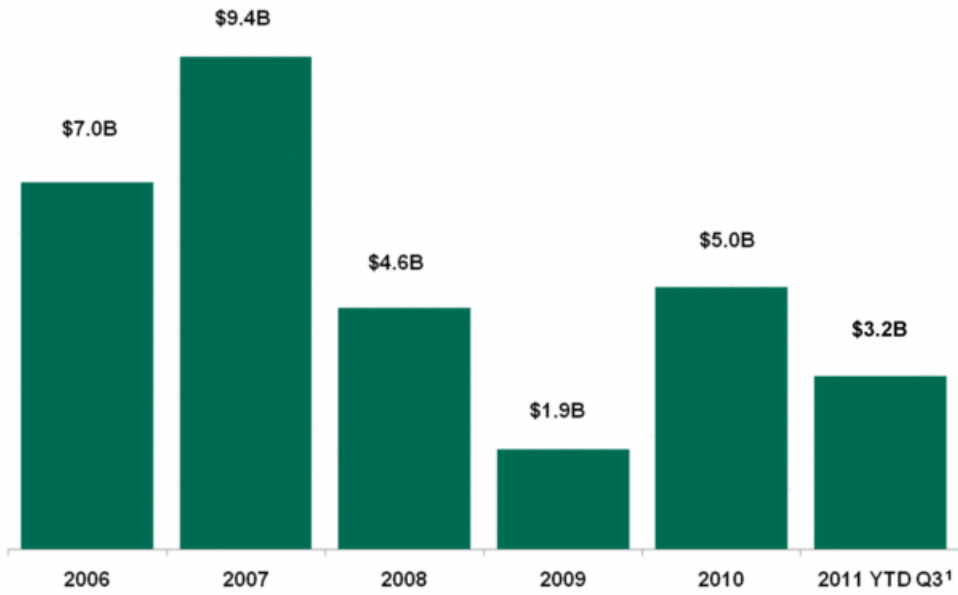
| Description | Assets Under Management ¹ (\$ in billions) | Typical Fee Structure |
|---------------------|---|---|
| Separate Accounts | \$23.8 | <ul style="list-style-type: none"> Management fees Transaction fees Incentive fees |
| Sponsored Funds | \$40.2 | <ul style="list-style-type: none"> Management fees Transaction fees LP profits Carried interest |
| Unlisted Securities | \$12.3 | <ul style="list-style-type: none"> Management fees Incentive fees |
| Listed Securities | \$18.5 | <ul style="list-style-type: none"> Management fees Incentive fees |

(1) As of September 30, 2011, including ING REIM acquisitions on a combined pro forma basis.

CBRE

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Equity Raised 2006-2011



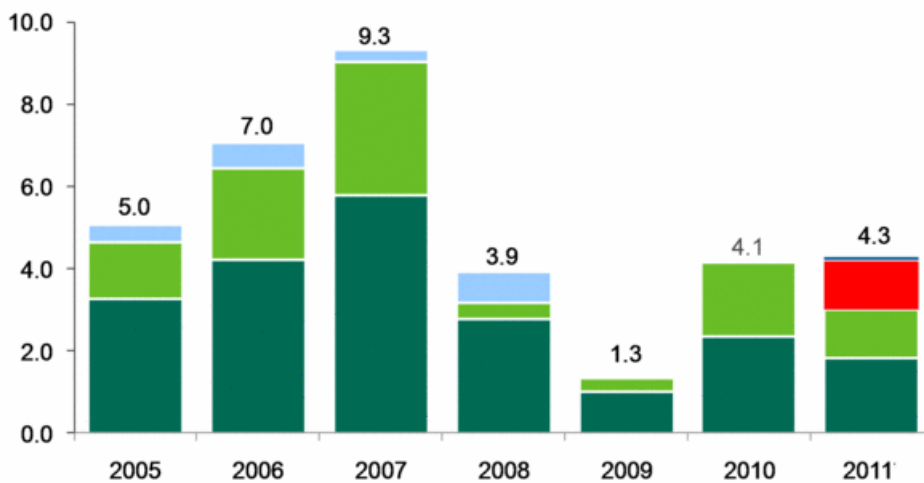
(1) Includes capital raised by ING REIM Europe and ING REIM Asia

CBRE | Page 13

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Acquisition Activity

\$ in billions



■ CBREI-NA
 ■ CBREI-EMEA
 ■ CBREI-Asia
 ■ ING REIM-EMEA
 ■ ING REIM-Asia

Direct real estate only. Excludes Global Real Estate Securities and Global Multi Manager.

CBRE | Page 14

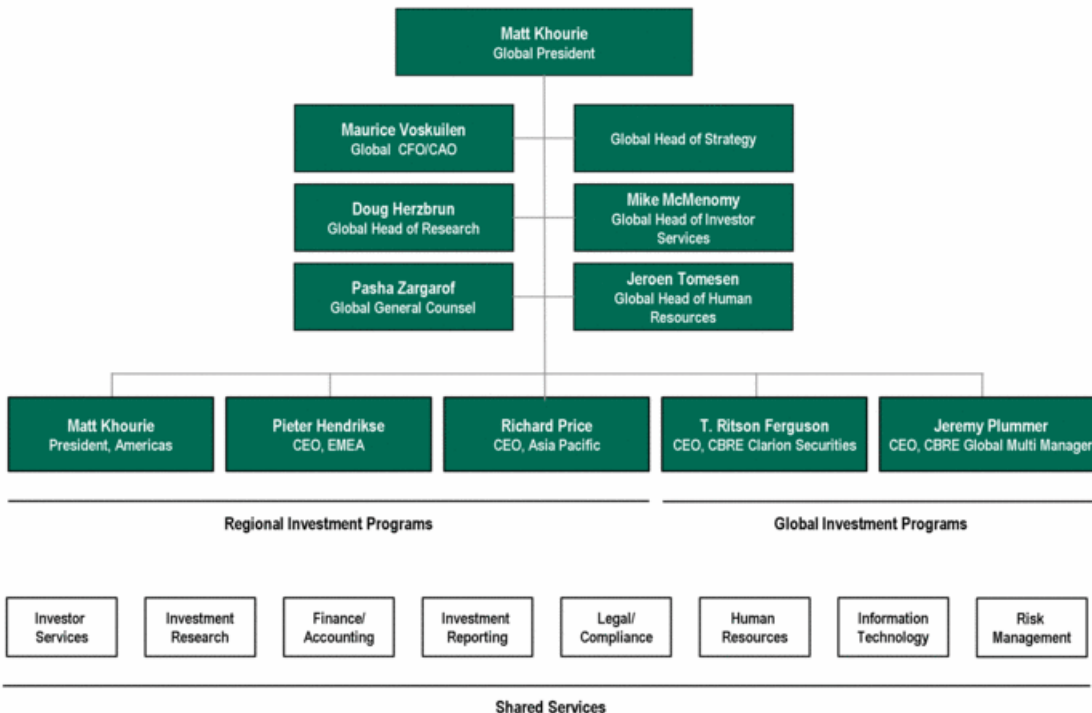
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2011 YTD Operating Highlights

- **A major U.S. insurance company** signed agreement with the U.S. Managed Accounts Group for a \$300 million separate account.
- The **Pan European Core Fund** has acquired over \$100 million of property.
- The **European Shopping Center Fund** has acquired €150 million in assets.
- **Strategic Partners U.S. 5** sold its interest in 1540 Broadway in New York City for \$208 million in net cash proceeds and a 63.0% IRR to investors.
- **Korean National Pension Services** awarded \$350 million in mandates over the past 12 months
- **Strategic Partners U.S. 5/Wood Partners JV** raised \$300 million of equity and started \$620 million of new multi-family developments in the U.S.



CBRE Global Investors Operating Model



Growth Strategies

- **Migrate relationships** with ING REIM capital sources throughout our global investment platform
- **Harvest sources of capital** from new distribution channels and under-represented geographies
- **Capitalize on market opportunities** through programs like our Strategic Partners U.S. fund series, European Shopping Center Fund, China investment programs and Capital Partners U.S. debt fund.
- Expand our **indirect investment programs** — CBRE Clarion Securities and CBRE Global Multi Manager
- Grow our global **separate account business** as investors move toward core and core-plus programs with greater investor control
- Selectively **target new countries** for expanded global presence

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CBRE | Page 17

Near-Term Investment Opportunities

- Purchase high-quality **U.S. operating properties with value-add** opportunities at a discount to replacement cost from distressed sellers
- Optimize **buying opportunities in Europe** triggered by European bank distress
- Become most viable source of equity capital for **liquidity-constrained** residential developers in China
- **Develop multi-family** assets in select major U.S. metropolitan areas in supply-constrained submarkets
- Capitalize on the **undersupply of new financing** for commercial real estate coupled with the upcoming wave of loan maturities
- Take advantage of current **oversized spread** between risk-mitigated returns that can be achieved on properties acquired today and rate on 10-year T-Bills

CBRE

CBRE | Page 18



EMEA Business Review

Michael Strong
President, EMEA

CBRE

2010 EMEA Corporate Stats

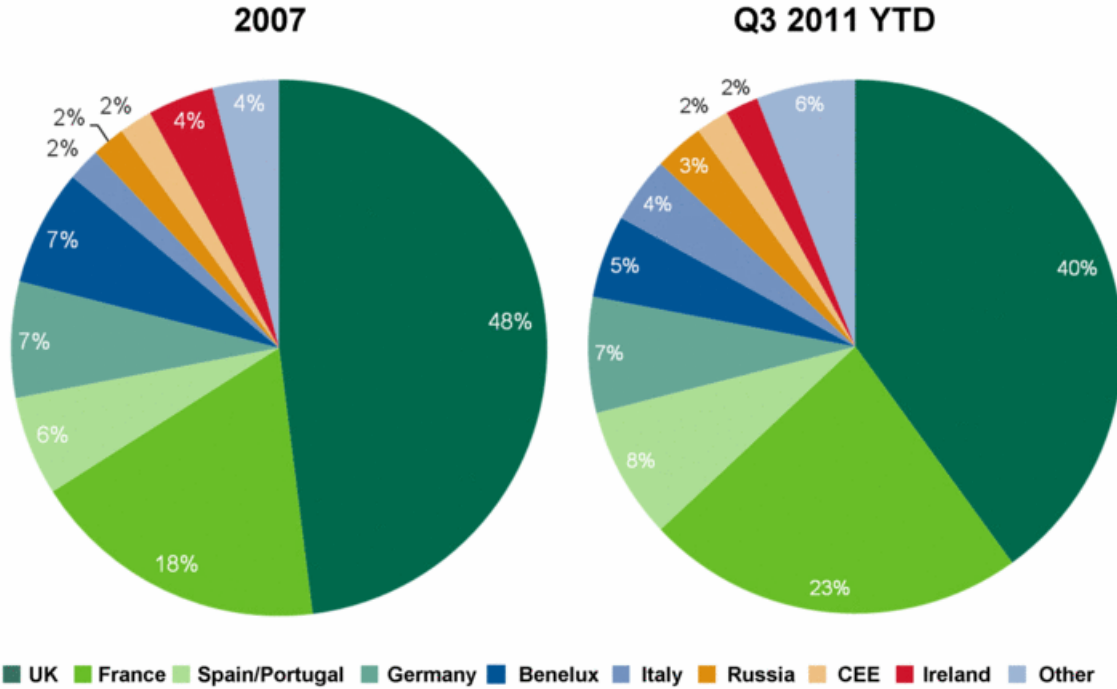
| | |
|--|---------------------|
| Total Transaction Value | \$33.5 billion |
| Property Sales (# of Transactions) | 1,900 |
| Property Sales (Transaction Value) | \$18.9 billion |
| Property Leasing (# of Transactions) | 5,125 |
| Property Leasing (Transaction Value) | \$14.6 billion |
| Valuation & Advisory Assignments | 64,025 |
| Loan Originations | \$1.2 billion* |
| Loan Servicing | \$10.4 billion |
| Property & Corporate Facilities Under Management | 0.5 billion sq ft** |
| Project Management Contract Value | \$1.1 billion |

* Includes loan sale advisory
** Includes affiliate offices

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EMEA Geographic Diversification

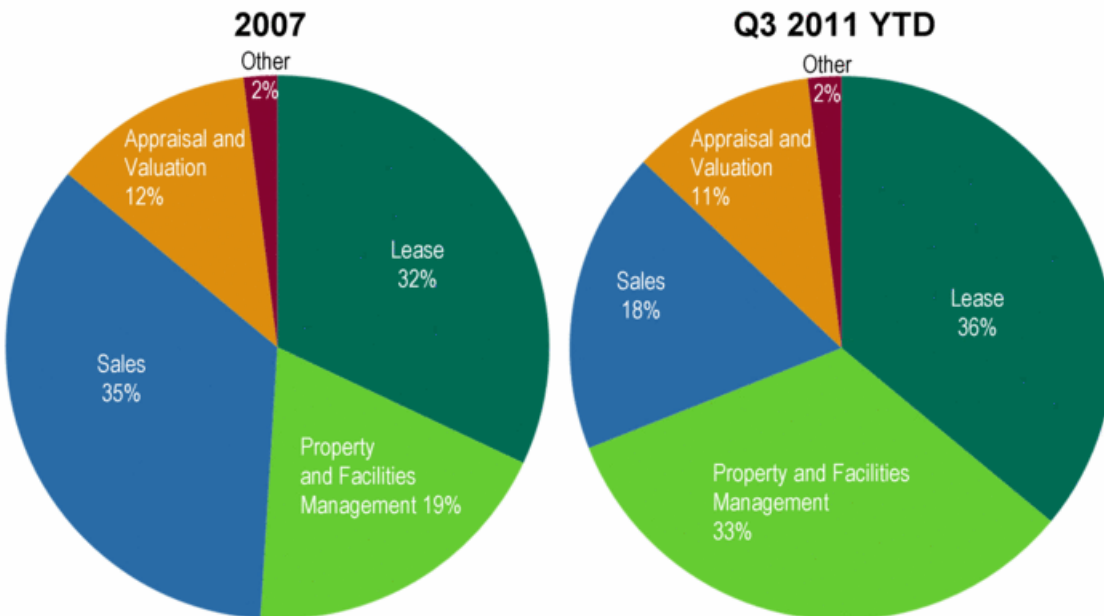
Revenue



UK France Spain/Portugal Germany Benelux Italy Russia CEE Ireland Other



EMEA Revenue By Service Line



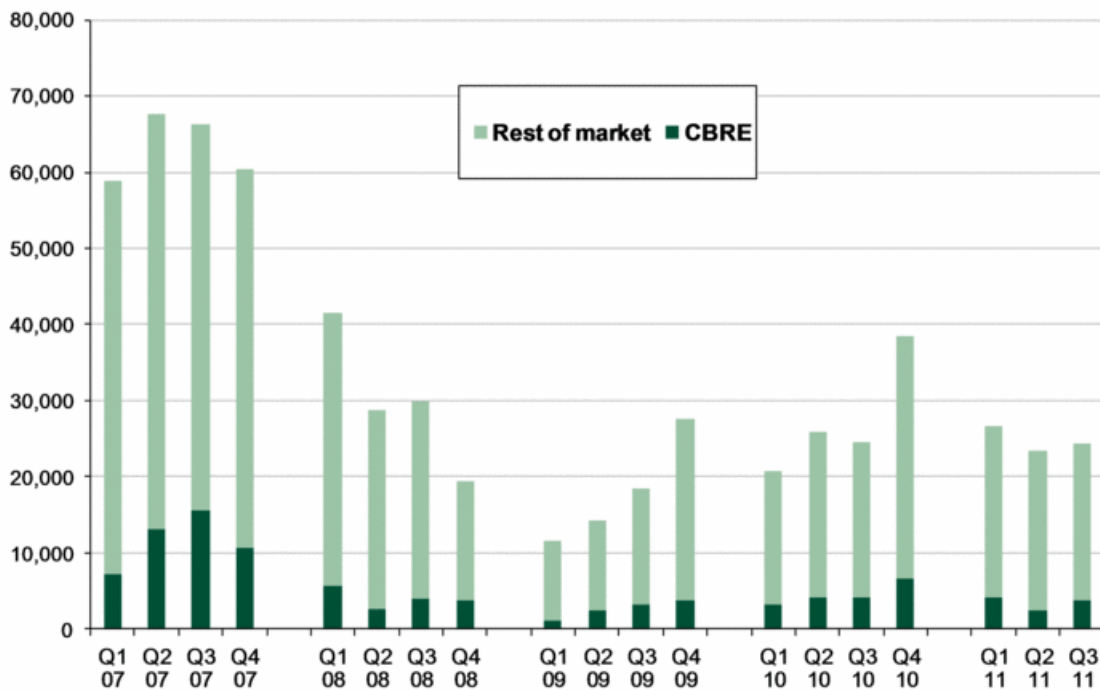
EMEA Economic Trends

- Eurozone issues remain
- Low levels of economic growth in short term
- Structural deficits in southern Europe
- Paradoxically, our market dynamics are positive

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EMEA Investment (€m)



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EMEA Trends

- Capital Markets are showing resilience
 - The “case for property” increasingly compelling
 - Prime office, retail and logistics continue to attract capital
 - Secondary sector remains weak (where we have very little exposure)
- Leasing
 - Demand for grade A office and retail space remains solid, and rental levels are stable or rising
- Lack of development funding
 - Minimal new supply of office development sustaining rental and capital values
- Intermediation levels still low in most countries across EMEA
- The outsourcing trend continues
 - Significant new Global Corporate Services mandates, renewals, and expansions
 - Cross border Property and Asset Management (PAM) contracts gathering momentum

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2011 Results

- Despite the economic environment, significant growth achieved
 - Gross revenues up 28% and 18%, Q3 and YTD, respectively
 - All service lines recording growth
- Significant market share gains recorded
 - Leasing: maintained number one position in London (20%)*
 - Outsourcing has increased materially (+26% YTD Q3 2011)
- Strategic acquisitions enhance EMEA platform
 - Acquired EMCM (shopping centre property management) in Central and Eastern Europe in Q2
 - Acquired affiliate in Switzerland in Q2
 - Acquired Michael Peddar (luxury retail) in UK in Q3
 - Acquired SCM (shopping centre property management) in The Netherlands in Q3

*Source: EGI-London Offices Market Analysis, www.egi.co.uk

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EMEA Priorities

- Continued focus on leadership and growth in strategic service lines
- Manage business mix to retain superior margins
 - Focus on costs
 - Process re-engineering in GCS, PAM, FM
 - Target high margin areas (ex. Real Estate Finance)
- Absolute focus on market leadership by any metric

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Notable Transactions

Crown Estate / Regent St London

- Sale of 25% stake to Norges Bank
- 150 year ground lease - \$750M



White Tower

- CMBS Loan work-out
- \$1.76B recovery culminating in sale of Aviva Tower

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Notable Transactions

PRUPIM

- Property Management Outsourcing
- 800 properties, 45 million sq ft, \$17B value



OpennTurm

- Sale mandate of 732,000 sq ft prime office space in Frankfurt
- Single largest sale in Germany in 2011

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Notable Transactions

Thales

- 969,000 sq ft leasing deal in Paris
- Single largest leasing deal in 2011



Oxford Properties / British Land Joint Venture

- Development advisory deal
- 610,000 sq ft, £340M project
- 122 Leadenhall Street – now under construction

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Notable Transactions

Westfield Stratford Shopping Centre

- Europe's largest urban shopping centre at 1.75 million sq ft
- Leasing mandate



"Olympic Shopping Centre struggles to attract retailers"

THE INDEPENDENT
11 July 2009

**OVER 95% LET
ON LAUNCH**

CB RICHARD ELLIS
13 September 2011

Enough said.

Congratulations Westfield,
from your team at CB Richard Ellis.

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Asia Pacific Business Overview

Rob Blain
President, Asia Pacific

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2010 Asia Pacific Corporate Stats

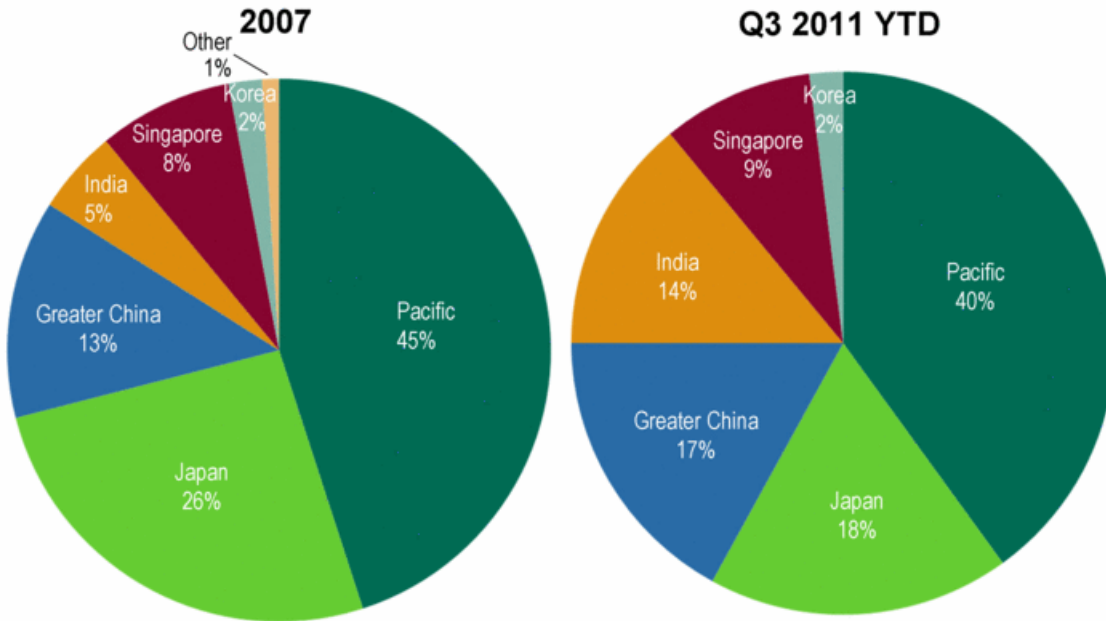
| | |
|--|---------------------|
| Total Transaction Value | \$20.9 billion |
| Property Sales (# of Transactions) | 6,425 |
| Property Sales (Transaction Value) | \$16.6 billion |
| Property Leasing (# of Transactions) | 11,500 |
| Property Leasing (Transaction Value) | \$4.3 billion |
| Valuation & Advisory Assignments | 19,725 |
| Property & Corporate Facilities Under Management | 1.0 billion sq.ft.* |
| Project Management Contract Value | \$3.6 billion |

* Includes affiliate offices

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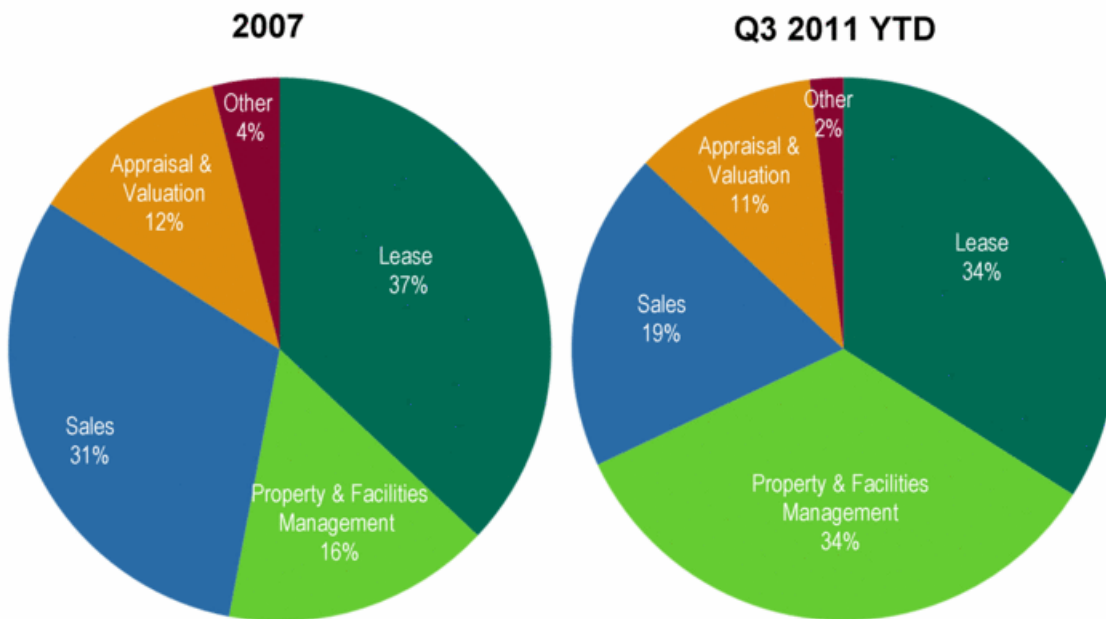
Asia Pacific Geographic Diversification

Revenue



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Asia Pacific Revenue by Service Line



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Asia Pacific Trends

- China and India – high growth markets
- Challenging investment market with capital constraints
- Increased activity and growth in all business lines
- Continued solid performance by Pacific market
- Strong growth in outsourcing consistent with global strategy
- Continued investment in people and platforms to support the business

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Asia Pacific

Economic trend

- Continued healthy GDP growth
- Driven by domestic consumption and rising intra-regional trade
- Increasing focus on trade with China
- Global job cuts “but growing in Asia”
- Region remains vulnerable to western economic downturn
- High inflation should moderate but may lower consumption demand



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Key Markets in Asia

JAPAN

Economic trend

- Recovery from the earthquake is gaining traction
- Export sector is holding up but domestic consumption remains weak
- Activity expected to be supported by stimulus packages and investment in reconstruction efforts
- Should boost GDP growth in 2012/13 and could stimulate longer term growth



CHINA

Economic trend

- World's 2nd largest economy and key engine of global growth
- Vulnerable to slowing export demand
- Rapid urbanization, investment and internal consumption fueling growth
- Concern about inflation and overheating
- Policy tightening on lending and investment, with a focus on real estate
- Key will be achieving a "soft landing"



INDIA

Economic trend

- One of the key high-growth countries
- Growing middle-class population fueling private consumption
- High-inflation, high-interest rate environment may impact investment
- Capital investment growth generally expected to continue
- Infrastructure bottlenecks and shortage of skilled workers remain key concerns



Source : Oxford Economics

CBRE | Page 7

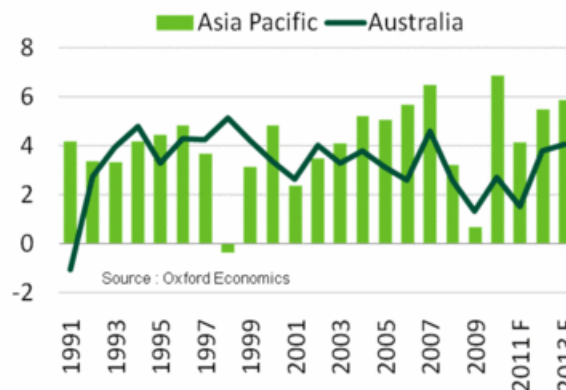
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Australia

Economic trend

- Impact of flooding and weak consumer confidence slowed growth in first half of 2011
- Economy now rebounding due to mining and investment boom, but impact is inconsistent by location
- On balance, interest rates remain steady amid controlled inflation but rising unemployment
- Credit approvals for construction below 10 year average

GDP, y-o-y%



Source : Oxford Economics

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Australia - Market Observations

- Business lines with strong activity:
 - Office leasing (Sydney, Melbourne, Perth and Brisbane)
 - Significant CBD office investment in all major cities (AU\$100M – 500M)
 - Residential mortgage valuations and project marketing
- Client Types:
 - Strong demand from local superannuation funds in the investment market
 - Strongest demand from overseas investors (diverse group) including private investors
- Largest cities contributing to activity:
 - Sydney, Melbourne and Brisbane currently account for 80%+ of total major investment activity
 - Perth in demand due to the resources sector however supply is limited

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2011 Results

- Robust growth occurring amid solid economic fundamentals
 - Gross revenue up 24% and 21%, Q3 2011 and YTD Q3 2011, respectively
 - All service lines growing YTD by double digits
- Significant market penetration in high-growth economies
 - Australia/New Zealand revenue up 19% YTD Q3 2011
 - China revenue up 30% YTD Q3 2011
 - India revenue up 42% YTD Q3 2011
- Outsourcing of Property & Facilities Management is increasing
 - Revenue up 18% YTD Q3 2011
- Strategic in-fill acquisition
 - Megaw and Hogg residential valuation (Australia)

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APAC Priorities

- Maintain or attain leadership in key financial markets
- Grow market share by expanding and strengthening business line platform
- Manage and develop our human resources
- Deliver increasing margins through combination of revenue growth and expense management

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Asia Pacific Notable Transactions



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Asia Pacific Notable Transactions



Asia Pacific Notable Transactions



Asia Pacific Notable Transactions



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Americas Business Overview

Mike Lafitte

President, The Americas

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2010 Americas Corporate Stats

Unique Breadth and Depth

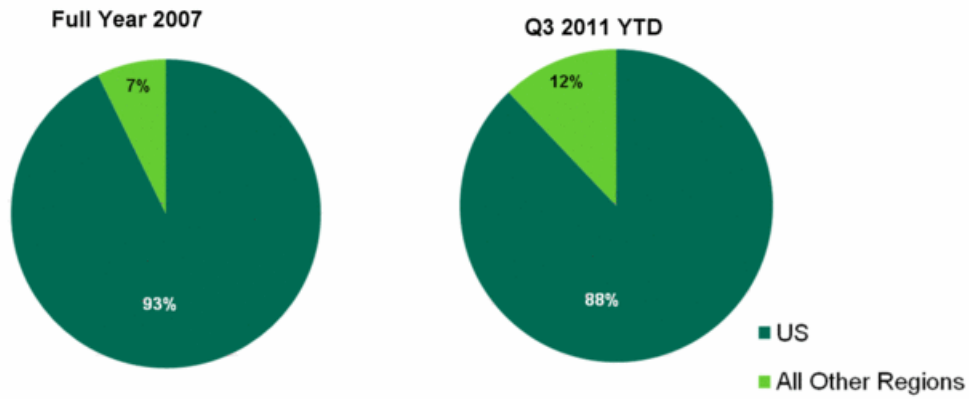
| | |
|--|-------------------------------------|
| Total Transaction Value | \$73.7 billion |
| Property Sales (# of Transactions) | 4,350 |
| Property Sales (Transaction Value) | \$29.8 billion |
| Property Leasing (# of Transactions) | 30,975 |
| Property Leasing (Transaction Value) | \$43.9 billion |
| Valuation and Advisory Assignments | 31,525 |
| Loan Originations | \$14.5 billion |
| Loan Servicing | \$112.7 billion ⁽¹⁾ |
| Property & Corporate Facilities Under Management | 1.45 billion sq. ft. ⁽²⁾ |
| Project Management Contract Value | \$9.9 billion |

(1) Reflects loans serviced by GEMSA, a joint venture between CBRE Capital Markets and GE Capital Real Estate

(2) Includes affiliate offices

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Revenue by Region



Key Facts

- Canada: 23 owned offices and 1 affiliate
 - Advisory and Outsourcing revenue at record pace in 2011
- Latin America: Owned offices in Brazil, Chile and Mexico; affiliates in 4 other countries
 - Substantial growth in Brazil and Chile
 - Growing GCS portfolio

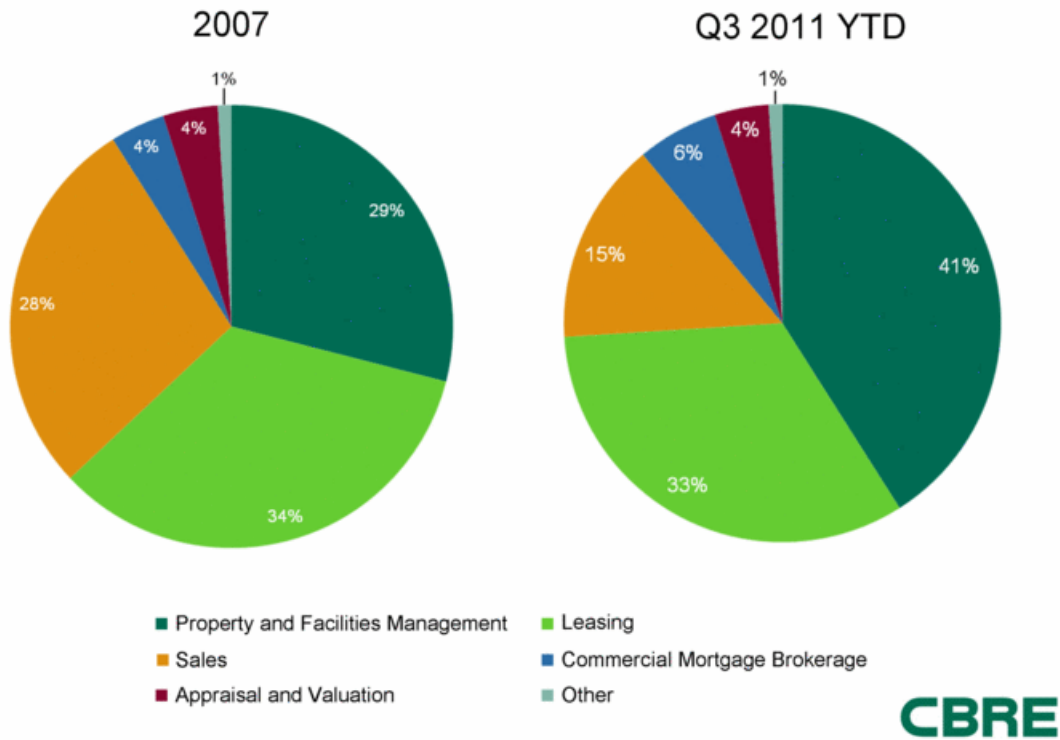


Top Cities

| Atlanta | Chicago | Dallas | Los Angeles | New York |
|--|---|--|---|---|
| | | | | |
| <ul style="list-style-type: none"> Business Services Education Government Healthcare Leisure & Hospitality Transportation Utilities | <ul style="list-style-type: none"> Education Financial Services Healthcare Retail Technology | <ul style="list-style-type: none"> Business Services Healthcare Logistics & Trade Technology | <ul style="list-style-type: none"> Education Entertainment Government Healthcare/Hospitals Law Firms | <ul style="list-style-type: none"> Entertainment Financial Services Law Firms Publishing |
| San Francisco | Sao Paulo | Seattle | Toronto | Washington, DC |
| | | | | |
| <ul style="list-style-type: none"> Biotech Business Services Financial Services Law Firms Technology | <ul style="list-style-type: none"> Automotive Business Services Financial Services Telecommunications Textiles | <ul style="list-style-type: none"> Aerospace Business Services Healthcare Technology | <ul style="list-style-type: none"> Consulting Financial Services Government Insurance Law Firms | <ul style="list-style-type: none"> Federal Government Financial Services Government Contractors Law Firms Non-profits / Associations |



Americas Revenue by Service Line



CBRE | Page 5

Americas Trends

Leasing:

- Leasing activity has maintained solid growth despite sluggish economy
 - Vacancy remains historically high
 - Rental growth has been modest

Capital Markets:

- Recovery of investment activity has continued with availability of low-priced capital.
- Commercial real estate ownership as an asset class is attractive
 - Pricing stable in core markets
 - Private and institutional capital gravitates toward core markets
- Ample debt available from life companies, banks and GSE's (CMBS market in flux)

Appraisal and Valuation:

- Portfolio assignments are increasing; stress in secondary markets creating workout opportunities

Asset Services:

- High vacancy pressures owners to increase efficiencies to improve ROI
- Industrial portfolios have been largest outsourcing deals brought to market

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CBRE | Page 6

Results

- Sustaining strong growth in spite of sub-par economic recovery
 - Gross revenue up 17% and 19%, Q3 2011 and YTD Q3 2011, respectively
 - All service lines growing YTD by double digits

- Taking advantage of capital markets recovery
 - Property sales revenue up 49% YTD Q3 2011
 - #1 investment sales market share (14.3%) YTD Q3 2011 (RCA)
 - Commercial mortgage brokerage revenue up 47% YTD Q3 2011

- Outsourcing strength continues
 - Property and Facilities Management revenue up 13% YTD Q3 2011

- Canada and Latin America making increased contributions

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Americas Strategic Priorities

- Lead the industry (by revenue and margin) in the top markets

- Invest in our people to enable best-in-class client service

- Grow and integrate Global Asset Services

- Grow and integrate Global Corporate Services

- Invest in enhancing our Shared Services systems and platform

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People and Platform

Industry Leading Research and Consulting



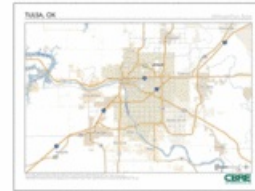
CBRE
MarketView Reports



Special Reports



Global In-Sights
Video Podcast



Mapping and
Demographics

Labor Analytic and Economic Incentives Groups

Robust Technology



Global LaborView



CBRE for iPhone

The Best People in the Business



Training For All Levels of
Professional Development

Insight Client Portal



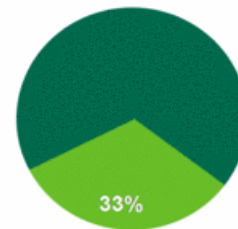
Active Social Media Presence

CBRE

Property Leasing Services

| Major 2011 Transactions | | |
|---|-------------------|--------------------|
|  | 1,100,000 sq. ft. | Boston |
|  | 1,050,000 sq. ft. | New York |
|  | 540,000 sq. ft. | New York (suburbs) |
|  | 250,000 sq. ft. | Tampa |
|  | 218,000 sq. ft. | Chicago |
|  | 180,000 sq. ft. | Toronto |

Percent of Q3 2011 YTD
Americas Revenue



Key Facts

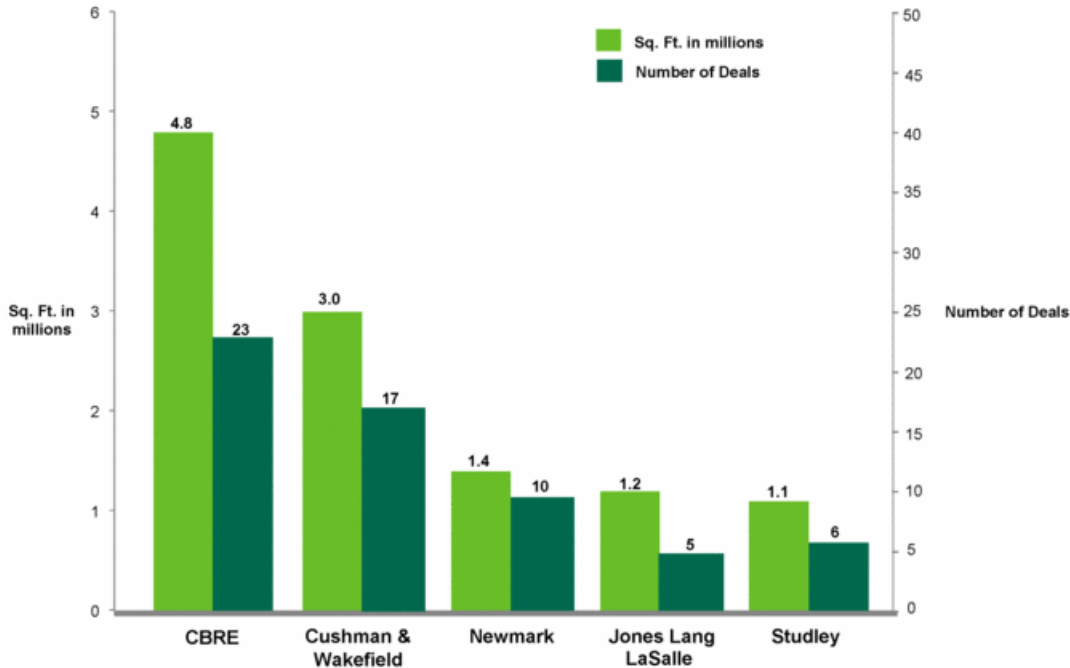
- Approximately **2,600¹ leasing professionals** in the Americas
- Tailored service delivery by **property type** and **industry/market specialization**
- **\$43.9 billion** in Americas lease transactions in 2010
- Despite a sluggish economy, the leasing market posted solid growth through Q3 2011 YTD.

¹ As of December 31, 2010. Does not include affiliate offices.

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Top 5 Manhattan Brokerage Firms

2010 Leasing Activity; Top 50 Transactions



Source: Crain's New York Business, February 14, 2011.

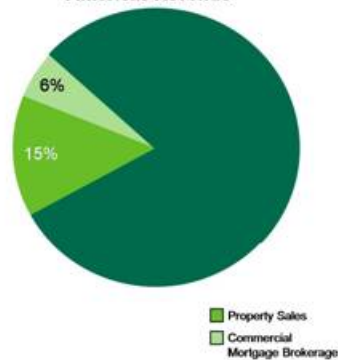
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Capital Markets

| Major 2011 Transactions | | |
|---|--|-------------------------------|
|  | Chelsea Market \$380 Million Financing | New York |
|  | Parsons Corp. Headquarters \$320 Million Acquisition | Southern California |
|  | One Superior Place \$320 Million Property Sale | Chicago |
|  | Donohue Schriber \$249 Million Financing | California & Nevada |
|  | PPG Place \$214 Million Property Sale | Pittsburgh |
|  | Sutton Place Hotel \$205 Million Property Sale | Canada (Vancouver & Edmonton) |

Percent of Q3 2011 YTD Americas Revenue



Key Facts

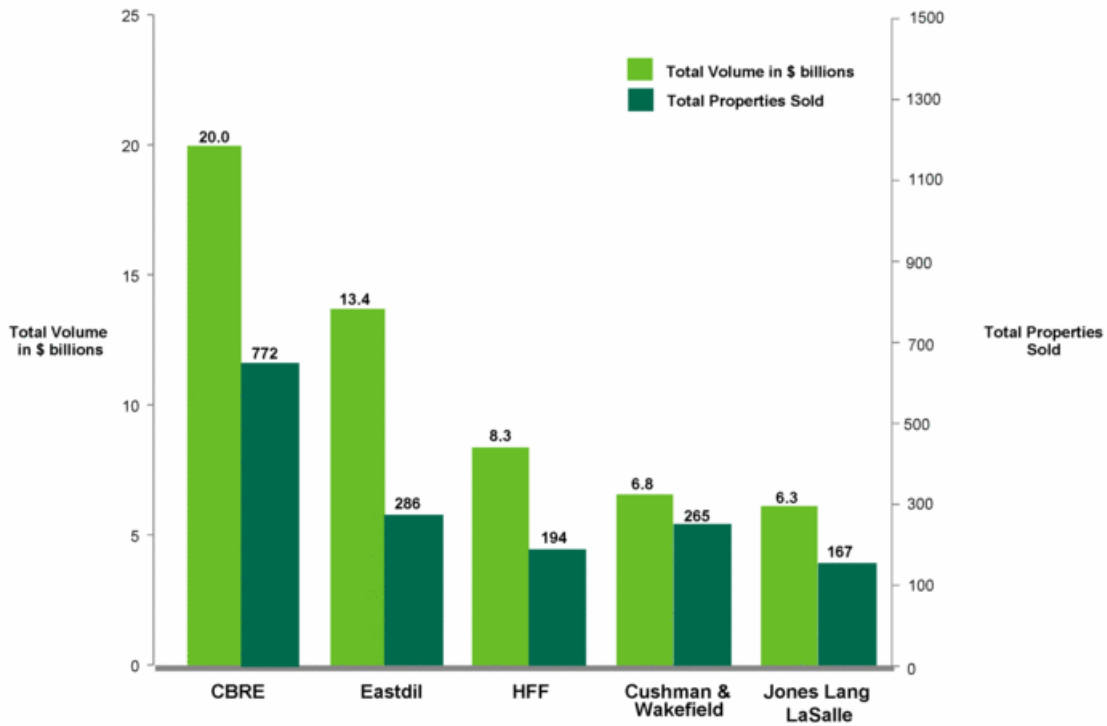
- Approximately **780¹ investment sales specialists** in the Americas
- Specialization across all major property types
- **\$29.8 billion** in Americas sales in 2010
- Recovery of transaction activity continued through Q3 2011 YTD as low-priced capital remained available

1. As of December 31, 2010. Does not include affiliate offices.

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Top 5 U.S. Investment Sales Firms

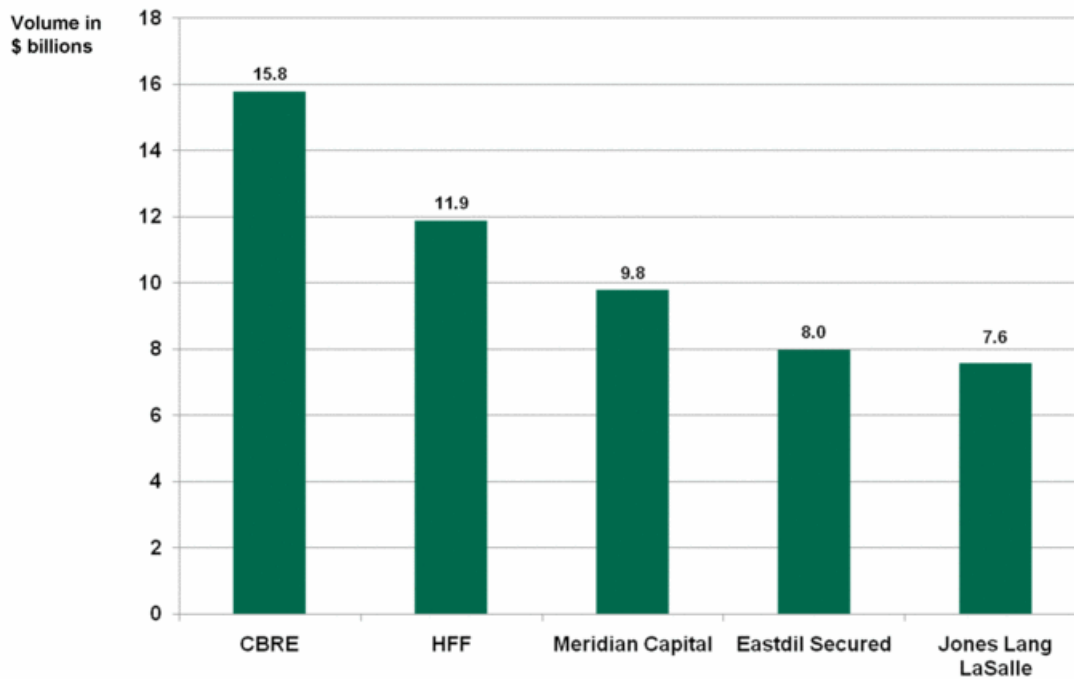


Source: Real Capital Analytics, October 2011.

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Top 5 U.S. Financial Intermediaries



Source: NREI "Top Lenders" Survey, May 2011*

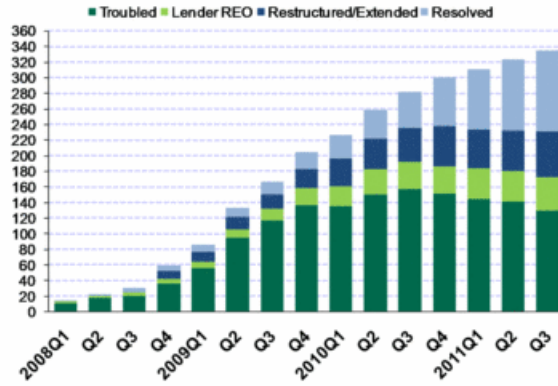
*Includes loan sales volume, which was left out of NREI survey as published.

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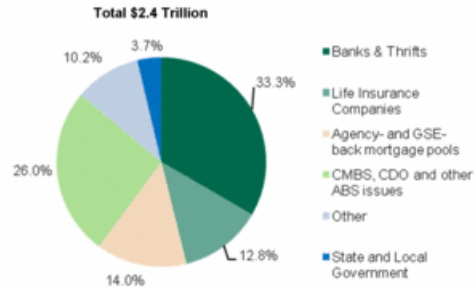
Capital Markets

Distressed Deal Volume



Source: Real Capital Analytics, Troubled Asset Radar as of September 30, 2011

U.S. Commercial & Multifamily Outstanding



Source: Mortgage Bankers Association 2Q 2011

NPI Total Returns Summary – Retail Catches up to Apartments

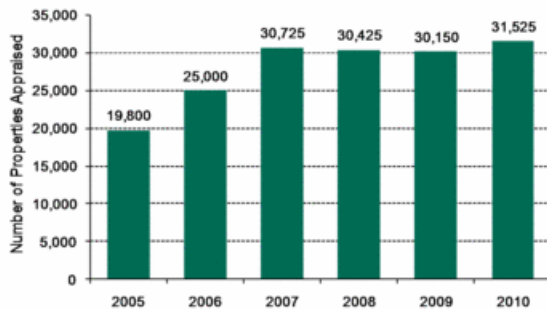
| | Q3 2011 | 1 Year | 3 Year | 15 Year | Since Inception |
|------------|---------|--------|--------|---------|-----------------|
| Apartment | 3.60 | 18.58 | -1.11 | 9.35 | 8.66 |
| Industrial | 3.39 | 15.41 | -2.64 | 9.34 | 9.23 |
| Office | 2.96 | 15.33 | -3.09 | 9.51 | 8.30 |
| Retail | 3.58 | 15.30 | 1.13 | 9.92 | 9.43 |
| Total | 3.30 | 16.10 | -1.45 | 9.39 | 9.03 |

Source: The National Council of Real Estate Investment Fiduciaries (NCREIF) and CBRE Research, as of Q3 2011

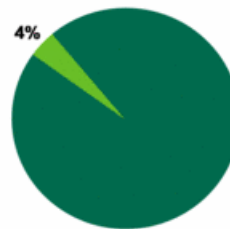


Appraisal and Valuation Services

Number of Americas Appraisals



Percent of Q3 2011 YTD Americas Revenue



Largest Clients

| | |
|-----------------|------------------------|
| Deutsche Bank | LNR Property Companies |
| Bank of America | EURO HYPO |
| CWCapital | JPMorganChase |

Largest Corporate Clients

| | |
|------------------|----------------------|
| PEPSICO | Arby's |
| WASTE MANAGEMENT | VCA Animal Hospitals |
| RSM McGladrey | CATERPILLAR |

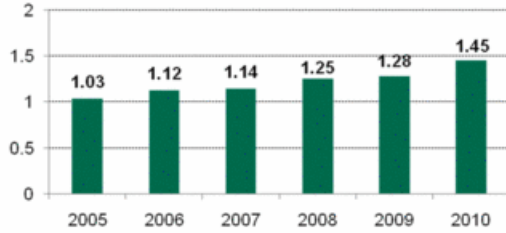
Largest Special Servicer Clients

| | |
|--------------------------|-----------------------|
| CWCapital | CAPMARK |
| LNR Property Companies | ING |
| centerline capital group | MIDLAND LOAN SERVICES |

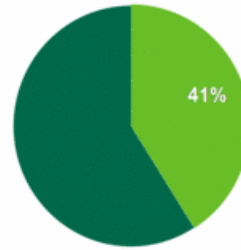


Asset Services

Americas Square Footage Managed¹
(SF in Billions)



Percent of Q3 2011 YTD Americas Revenue²



1. Represents combined data for CBRE and Trammell Crow Company for Facilities Management and Asset Services. Includes affiliate company portfolios.
2. Revenue includes property management, facilities management and project management fees for Global Corporate Services and Asset Services. Does not include transaction revenue associated with outsourcing activities.

Top U.S. Asset Services Clients

| |
|--|
|  |
|  CLARION PARTNERS |
|  |
|  |
|  |

CBRE

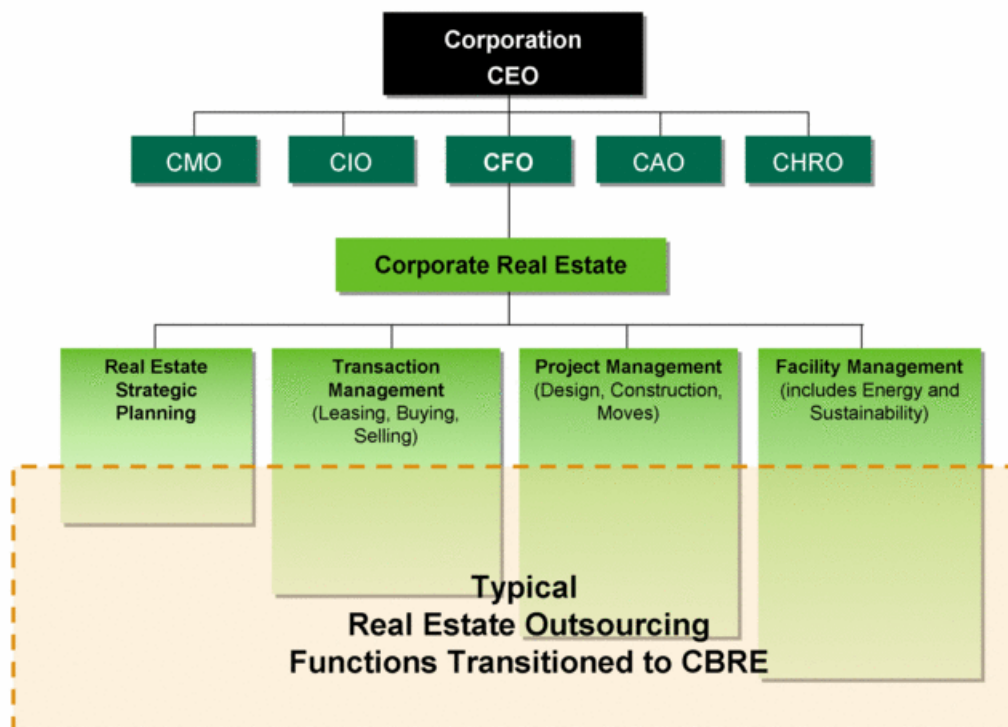


Global Corporate Services (GCS)

Bill Concannon
President, GCS



The Core Business of GCS Is Real Estate Outsourcing



GCS Is a “Long Term Contracts” Business



| LARGE REAL ESTATE OCCUPIERS | “LONG-TERM CONTRACT BUSINESS” | KEY FACTS |
|---|--|--|
| <ul style="list-style-type: none"> • Corporations • Healthcare Systems • Public Sector Entities | <ul style="list-style-type: none"> • 35% of 2010 CBRE revenue* • 140 contracts signed YTD Q3 2011 • 2/3 of contracts are multi-service • “Annuity revenue” with 3-5 year contract terms • Clients served in 102 countries • 96% renewal rate reflects high client satisfaction ratings | <ul style="list-style-type: none"> • First client – Baxter (1990) • 300+ clients, including 80% in Fortune 100 • Approximately 12,000 global GCS associates • \$24B of client Op Ex under management • 92,000+ properties managed for FM • Highest ranking CRE firm; named IAOP Top 100 (#6) |
| GLOBAL FULL SERVICE OFFERING | | |
| <ul style="list-style-type: none"> • Transaction Management • Facilities Management • Project Management • Strategic Consulting | | |

*Includes both Global Corporate Services and Asset Services revenues



How Do We Create Value for Our Clients?

We transition and right size the CRE organization, then employ a methodical approach to expense reduction

| Occupancy Expense | | Capital Expense |
|---|---|---|
| <h3>Rent Reduction</h3> <p>Savings on rent via strategic planning, portfolio optimization and transactions</p> <p>ANNUAL RENTAL EXPENSES</p> | <h3>Op Ex Reduction</h3> <p>Day to day Facilities Management oversight of engineering, vendor mgmt. Leverage savings through strategic sourcing and energy management</p> <p>ANNUAL OPERATING EXPENSES</p> | <h3>Cap Ex Optimization</h3> <p>Project Management Oversight of any capital project related to real estate (build out, new UPS system, new signage program)</p> <p>ANNUAL CAPITAL EXPENSES</p> |



A Growing Number of Industries Are Outsourcing Real Estate

CLIENT #1

- **Scope:** Project & Facilities Management
- **Size:** 23 MSF
- **Geography:** 95 countries globally
- **Contract term:** 5 years
- **CBRE employees:** 469
- **Annual revenue:** \$36 M
- **Total contract value:** \$180 M

CLIENT #2

- **Scope:** Facilities Management
- **Size:** 115 MSF
- **Geography:** US
- **Contract term:** 6 years; two successive 2 year renewals
- **CBRE employees:** 377
- **Annual revenue:** \$37 M
- **Total contract value:** \$222 M

CLIENT #3

- **Scope:** Full Service
- **Size:** 3.4 MSF
- **Geography:** US
- **Contract term:** 5 years
- **CBRE employees:** 124
- **Annual revenue:** \$16.5 M
- **Total contract value:** \$82.5 M

CLIENT #4

- **Scope:** Transaction Management
- **Size:** 300 MSF
- **Geography:** US
- **Contract term:** 4 years
- **Annual revenue:** \$11.5 M
- **Total contract value:** \$46 M

CBRE | Page 5

Why We Win: CBRE Differentiates in Five Key Areas

Global Platform & Scale



Integration



Data and Analytics



Strategic Investment



Outsourcing Expertise



CBRE | Page 6

CBRE

GCS Is Poised For Continued Growth

STABLE

Industry leading brand; ability to invest in the business

DIVERSE

300 accounts spanning all industries and service lines

RECURRING

High client satisfaction & retention

GROWING

CAGR of 14% from 2004-2010

MARKET POTENTIAL

Global market estimated at \$50B - \$60B

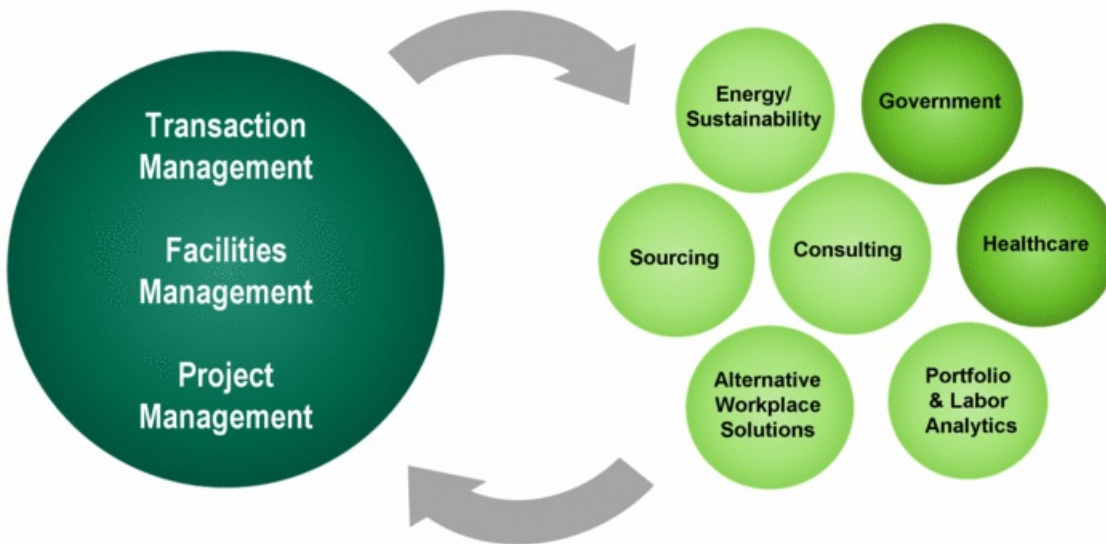
Key Trends We Are Seeing

- 1 Continued pipeline strength, with marked increase in RFPs for global portfolios
- 2 Significant # of full service opportunities – corporations are consolidating service providers to achieve cost efficiencies.
- 3 Corporations are seeking enhanced offerings (e.g., energy services and strategic occupancy planning)
- 4 New industries are accepting outsourcing (healthcare, government, retail)
- 5 CRE's are increasingly looking to service providers to close the skills gap within their organizations.

New Points of Entry and Opportunity

GCS CORE BUSINESS

GROWTH OPPORTUNITIES



CBRE | Page 9

CBRE

Key Strategic Priorities



Drive growth through sustaining client satisfaction and new points of entry



Continue investing in GCS platform (technology, process tools, sourcing, etc)



Accelerate portfolio momentum by targeting attractive vertical markets



Continue to focus on global growth by strengthening critical partnerships and expanding APAC/EMEA business



Elevate our industry leadership position

CBRE | Page 10

CBRE



Case Study: Condé Nast

Mary Ann Tighe

CEO, New York Tri-State Region



- Founded 1909 by Condé Nast; purchased by Newhouse family in 1959
- Publishes 18 consumer magazines, four B2B publications, 27 websites and more than 30 apps in U.S.; and 128 magazines globally



Newhouse Family

- Long-term, multi-generational perspective
- "Stewardship" is guiding principle for executive team
- Tradition of stable, affordable real estate cost structure

CBRE | Page 3

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Our Work Here Is Done

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CONDÉ NAST
BUILDING

CBRE

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CONDÉ NAST

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Skadden

4 Times Square



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REUTERS

3 Times Square



CBRE

CBRE | Page 7

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 **ERNST & YOUNG**

5 Times Square



CBRE

CBRE | Page 8

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Total Space Added: 4,849,520 RSF

4 Times Square

Times Square Tower

3 Times Square

5 Times Square

CBRE

CBRE | Page 9

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Situation: Full



CBRE

CBRE | Page 10

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Condé Nast's Growth & Transformation

| Year | Company | Business |
|------|------------------------|---------------------------|
| 1998 | Wired Magazine | Magazines |
| 1999 | Fairchild Publications | Magazines and newspapers |
| 2000 | Style.com launch | Web sites |
| 2000 | Lucky launch | Magazines |
| 2001 | Golf Digest | Magazines |
| 2002 | Modern Bride Group | Magazines |
| 2003 | Teen Vogue launch | Magazines |
| 2006 | Nutrition Data | Internet service provider |
| 2008 | SFO*Media | Web sites |
| 2008 | Ars Technica | Web sites |

CBRE

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Situation: Overflow

297,000 SF

240,000 SF

50,000 SF

105,000 SF



750
Third Avenue

1166 Avenue
of the Americas

485 Lexington
Avenue

1440
Broadway

CBRE

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A Changing Industry



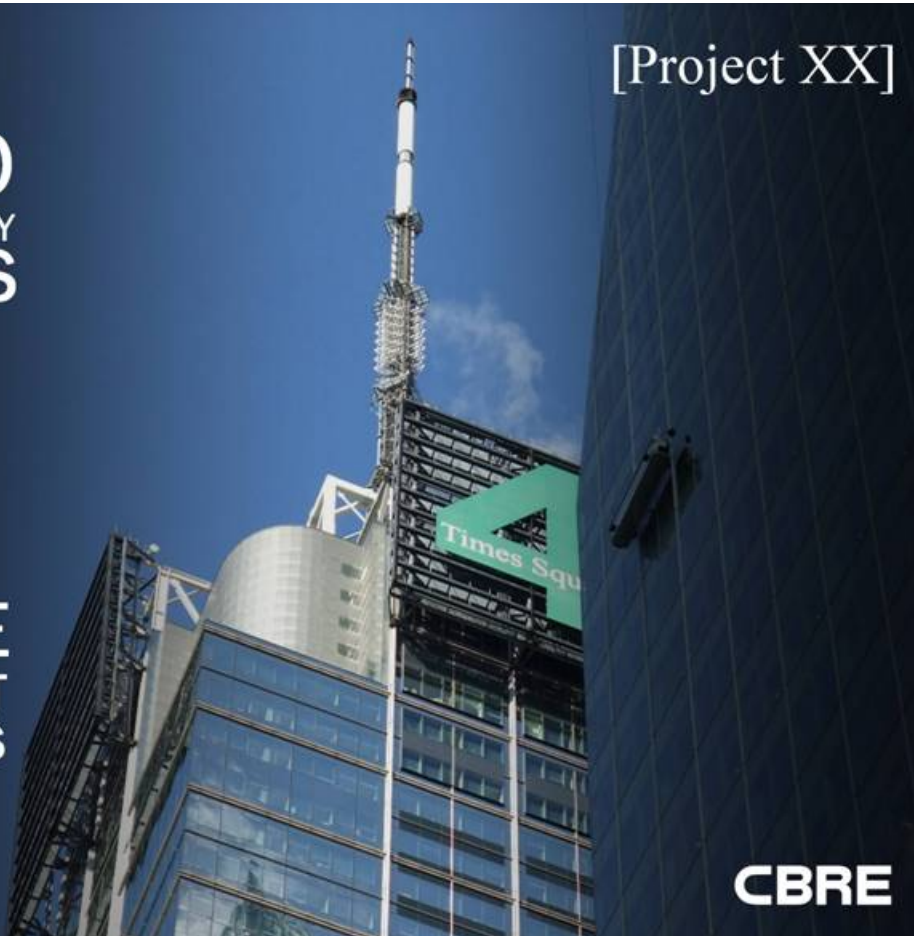
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2020 OCCUPANCY COSTS

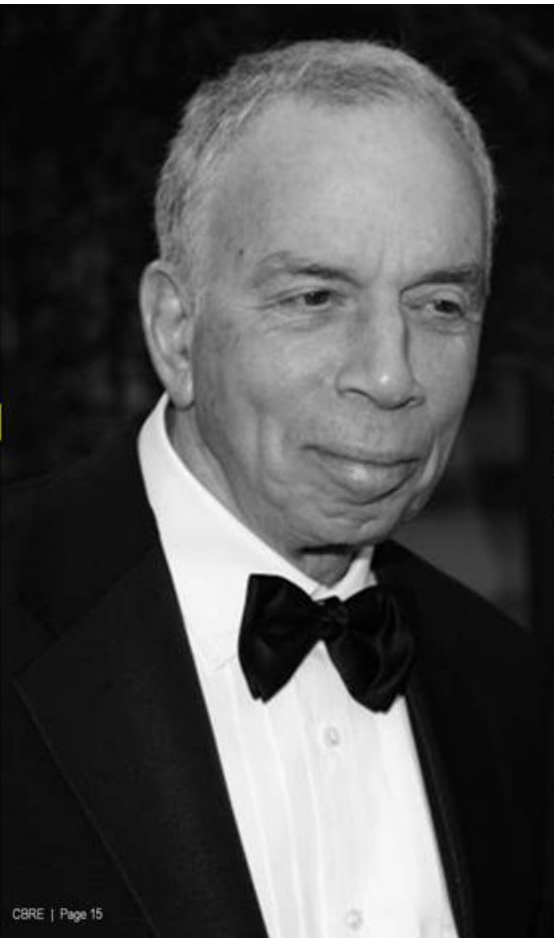
PRICE OF PAST SUCCESS

[Project XX]



CBRE

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“...the fox knows many small things;
the hedgehog knows one big thing—
and it’s the one big thing that always
wins the race.”

- Isaiah Berlin

CBRE

CBRE | Page 15

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Project Hedgehog

Why?

The hit to occupancy costs in 2020 is inevitable—the price of past success.

Goals?

- Seek work environment that supports long-term operational, financial and cultural needs of Condé Nast.
- Preserve the full benefit of 4 Times Square bargain.

How?

Prepare, and wait. When right opportunity comes, act decisively.

CBRE

CBRE | Page 16

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Hedgehog Exploration Process

**Operational
Procedures**

**Magazines'
Future Visions**

**1515
Broadway**

**The
Durst
Organization**

**Owning
vs.
Leasing**

**1540
Broadway**

**NY Mercantile
Exchange Building**

**Manhattan
Affordability**

CBRE

CBRE | Page 17

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Project Hedgehog May 2007



Anchor at Hudson Yards?

CBRE

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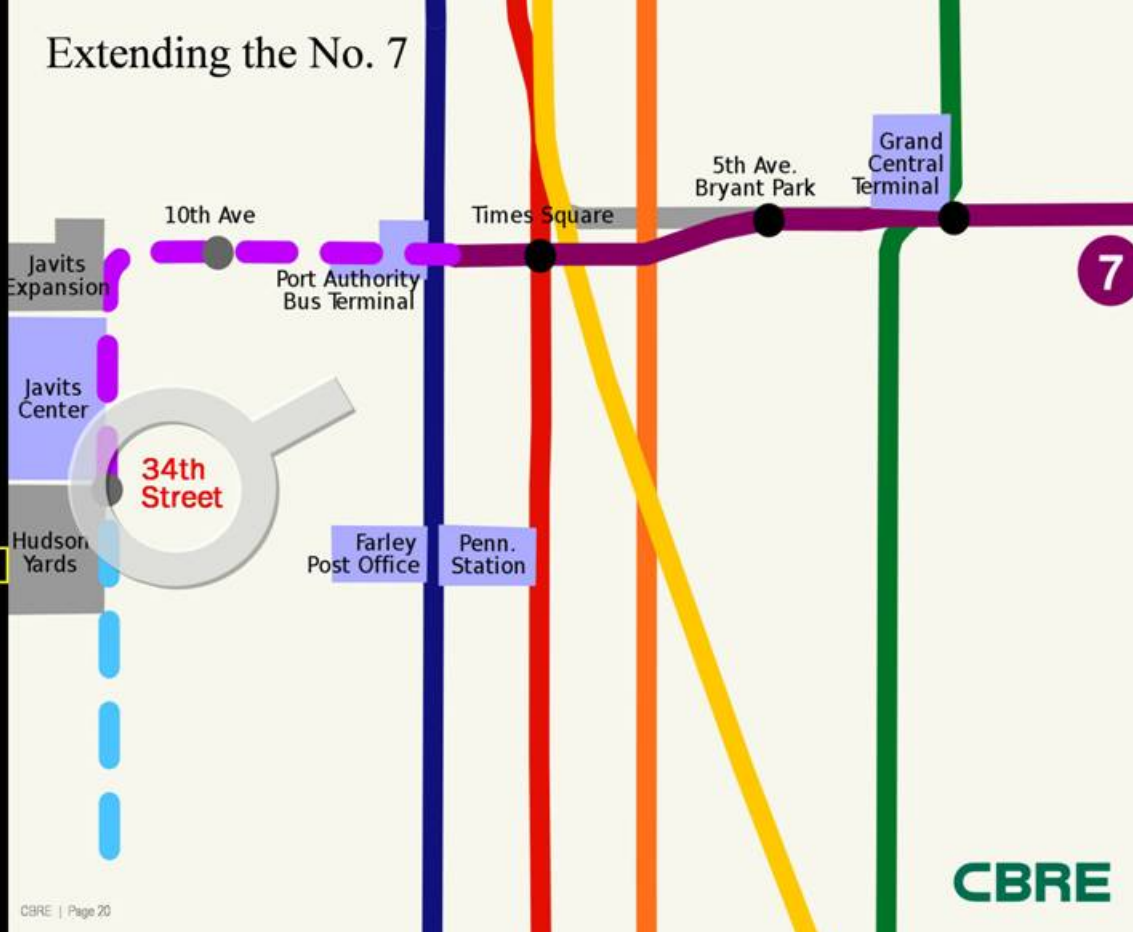
Project Hedgehog

Durst Negotiations

- Purchase of 1.55 MSF building
- Architect to be selected by Condé
- Structure to be built by the Dursts

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Extending the No. 7



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RELATED COMPANIES

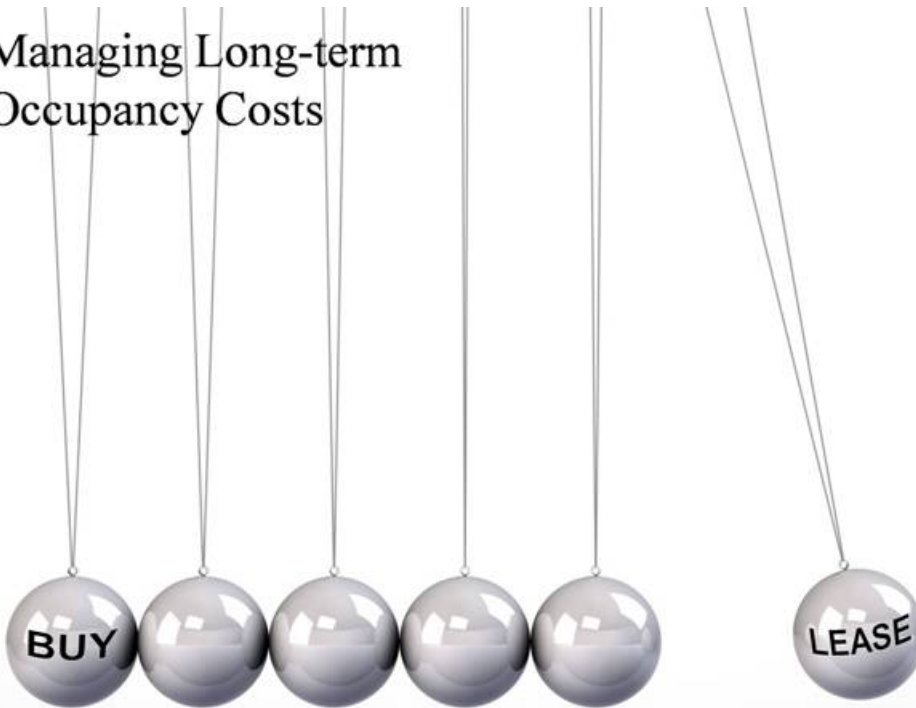


CBRE

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Managing Long-term Occupancy Costs



CBRE

CBRE | Page 22

Negative Drumbeats

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Giuliani: Don't Rebuild Twin Towers September 28, 2001

Trump Calls Freedom Tower "disgusting" and "a pile of junk" March 13, 2005

Developer Battles to Rebuild World Trade Center Towers March 12, 2006

World Trade Center Rebuilding Talks Stall March 15, 2006

Nagin criticizes World Trade Center Rebuilding August 25, 2006

After Sept. 11, rebuilding is still a question March 12, 2006

WTC Staircase Debate Threatens Schedule March 22, 2007

World Trade Center rebuilding lags September 1, 2008

Rebuilding of World Trade Center site bogged down by delays September 8, 2008

WTC rebuilding an emblem of can't-do politics July 3, 2008

Rebuilding at 9/11 Site Runs Late, Report Says July 1, 2008

There Should Be No More Excuses at Ground Zero September 10, 2008

Developer of 9/11 Site Needs Aid March 21, 2008

CBRE

CBRE | Page 23

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Calatrava Transit Hub

Fulton Street Transit Center

Residential Growth

Retail Additions

Changing View on One World Trade Center

CBRE

CBRE | Page 24

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Calatrava Transit Hub



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Fulton Street Transit Center



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Residential Growth



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Retail Additions

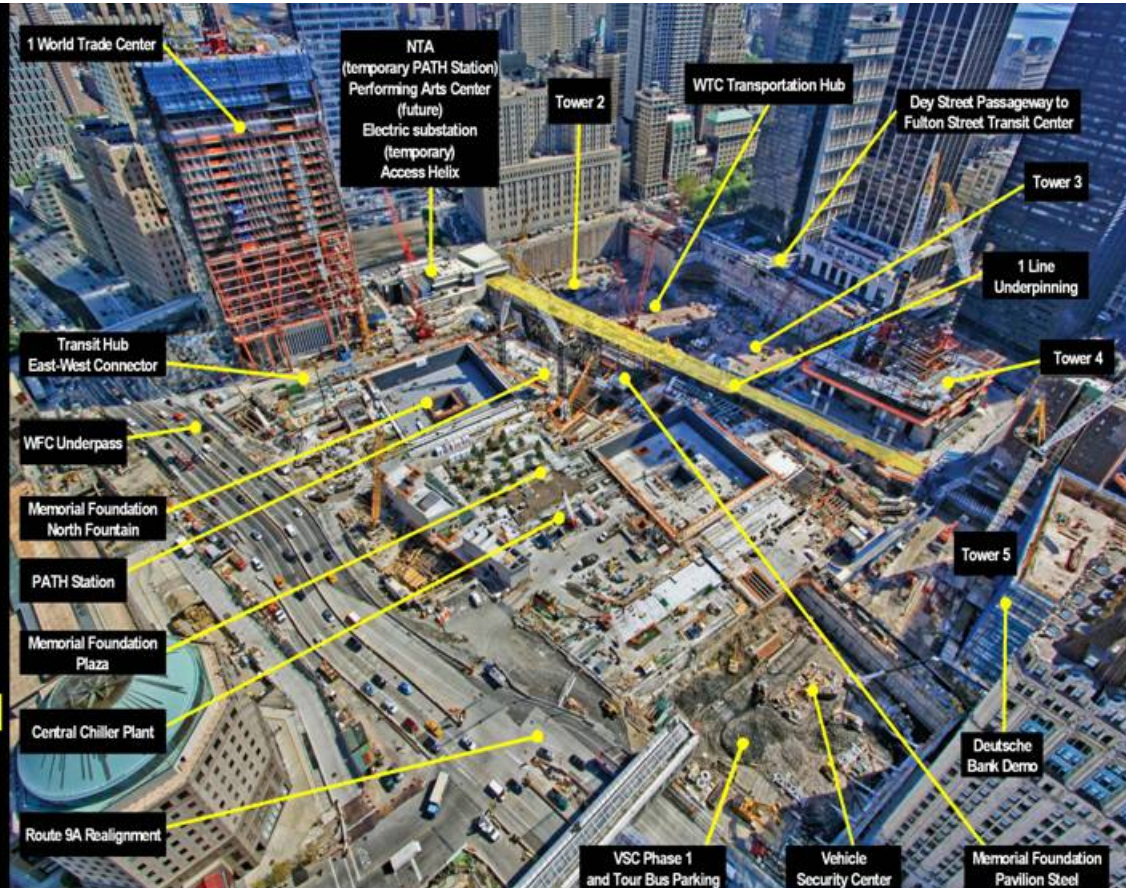


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Focus: One World Trade Center



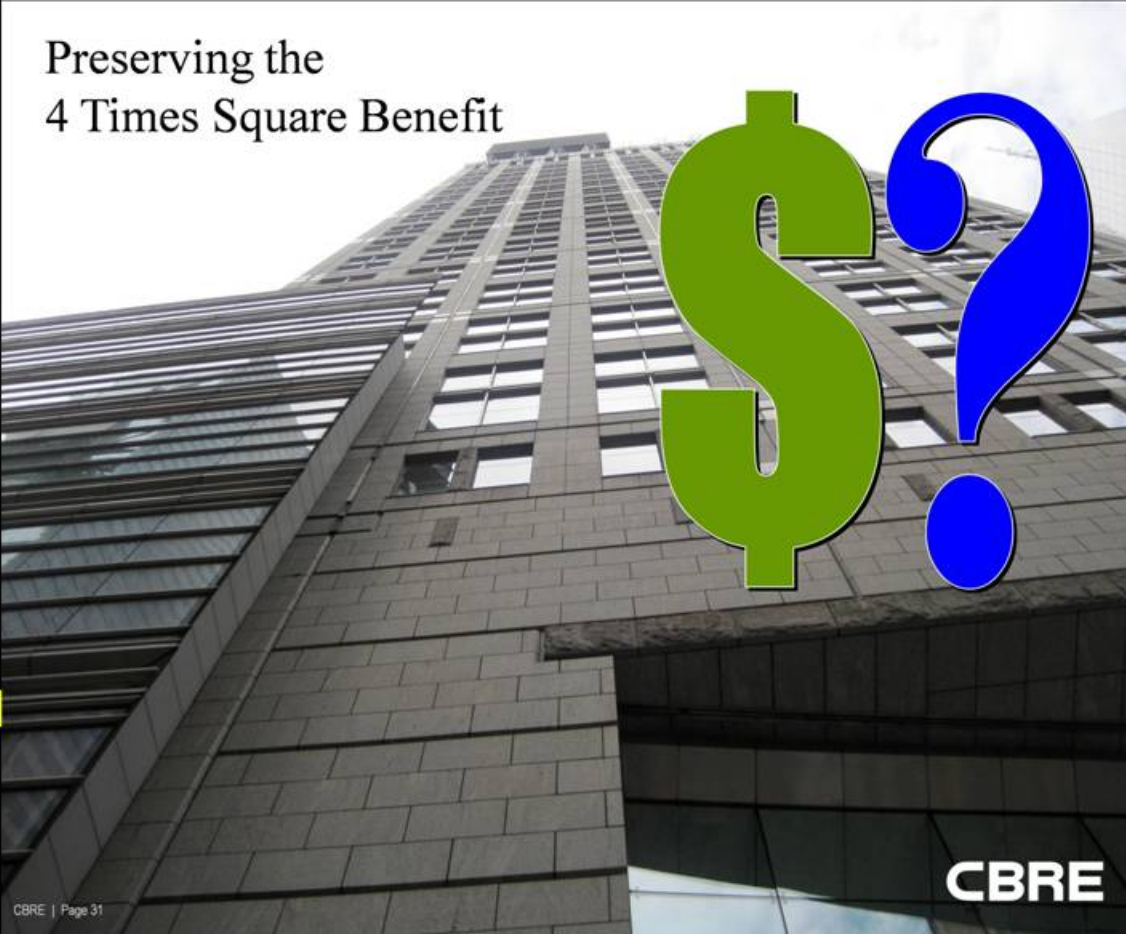
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World Trade Center Site: 16 acres, 12 MSF of new space

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Preserving the 4 Times Square Benefit



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Financial Transparency



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Sitting on the Sidelines
(\$56 Million)

9/11 Federal Tenant Incentive Dollars

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Best of Both Worlds

THE PORT AUTHORITY OF NY & NJ



The Durst Organization Inc.

August 9, 2010: Letter of Intent signed

CBRE

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Condé Nast Team

Condé Nast
John Bellando
Robert Bennis

Sabin, Bermant &
Gould LLP
Andrew Levine

Fried Frank
Eren Magri
Jonathan Mechanic
Michael Rhee
Lauren Smith
Jennifer Yashar

Stroock & Stroock
& Lavan LLP
Manuel Laurodo
Ross Moskowitz

CBRE
Mary Ann Tighe
Greg Tosko
Ramneek Rikhy

A Crowded Negotiating Table

Port Authority / Durst Team

The Durst Organization
Thomas Bow
Alexander Durst
Douglas Durst
Jonathan Durst
Eric Engelhardt
Peter Spiegel
Tony Tarazi

Cushman & Wakefield
Tara Stacom
Alan Stein

DLA Piper
Marc Hurel
Jeffrey Keitelman
Rab Nalavaia

Empire State Dev. Corp.
Peter Davidson
Steven Gold
Robin Stout

Skidmore, Owings &
Merrill LLP
David Childs
T.J. Gottesdiener

Port Authority of New York
& New Jersey
Carla Bonacci
Jill Cremer
Richard Gladstone
Nicolas Houselog
Steven Plate
Timothy Stickelman
David Tweedy
Philippe Visser
Christopher Ward

NYC Economic Dev. Corp.
Miriam Harris
Robert LaPalme
Seth Pinsky
Michael Toth
Betty Woo

Patterson Belknap Webb
& Tyler LLP
Lawrence Lenzner
Robert Safron
Russell Wohl

Rosenberg & Estis, P.C.
Gary Rosenberg



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Port Authority/WTC “Speak”

TPTO **NTA** **VSC**

LHOTA Letter **TAP**

ILD **POV** **REOA**

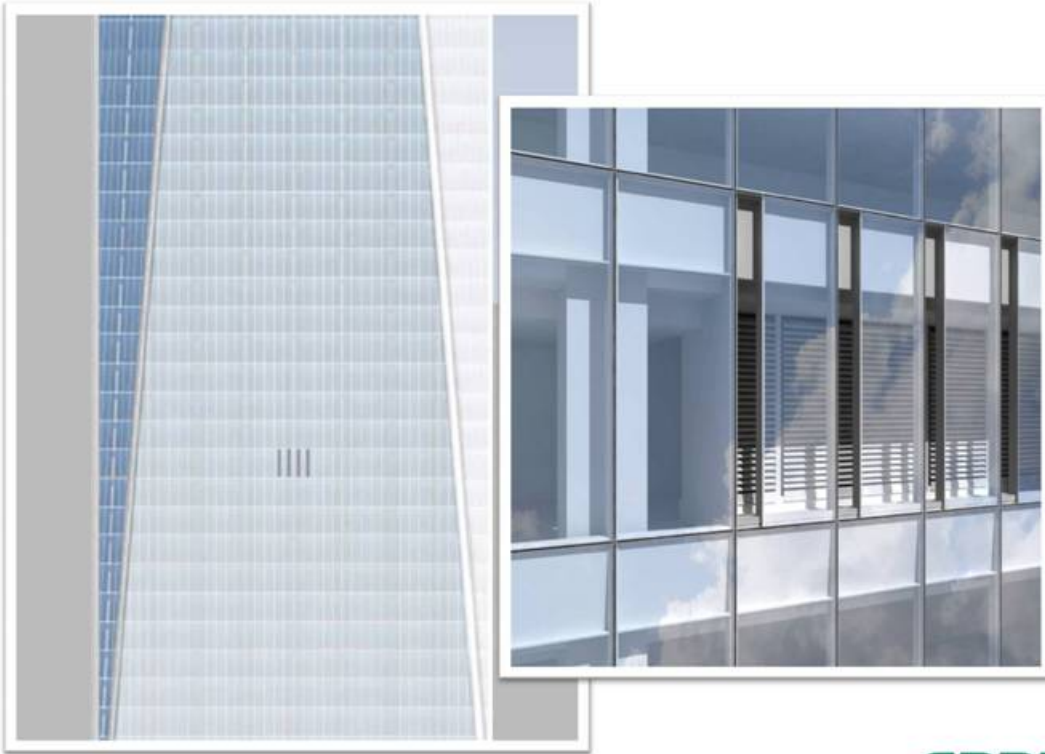
PTO **VAC**

QAD **IMS** **NYPA**



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And Then There Were the Louvers



CBRE | Page 37

CBRE

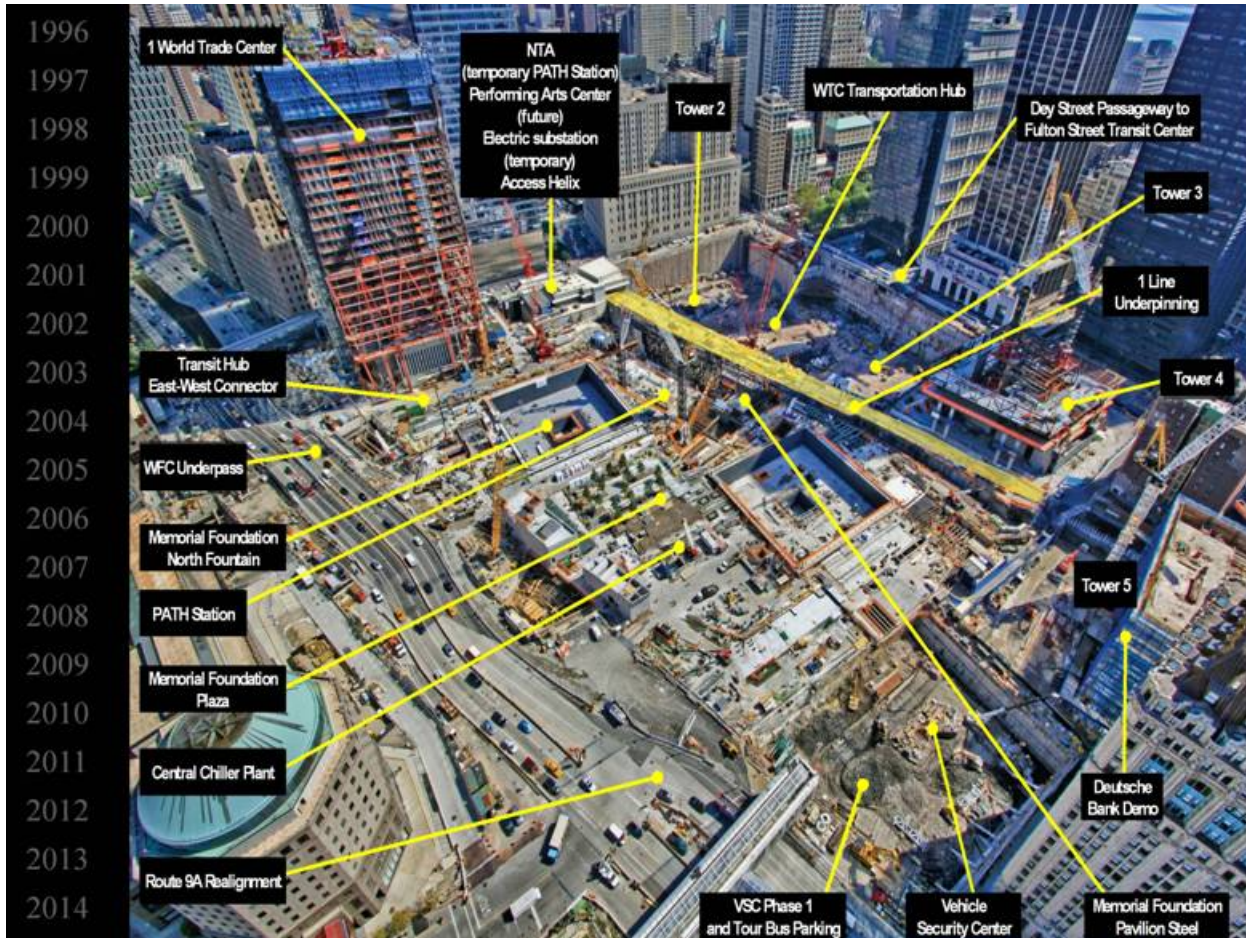
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Overlaying Occupancy Issues on Abstract Design

- Staging
- Zero-occupancy TCO
- New logistics plan



CBRE | Page 38



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Corporate Chic

Forget cookie-cutter suits and glass ceilings. The modern executive woman will stand for nothing less than a stylishly constructed wardrobe that's as personal as it is sophisticated. Photographed by Steven Meisel.

Futureworld: Streamlining the silhouettes for the next generation, both Ralph Lauren and MaxMara favor simplicity in both fit. (Left, black sweater (about \$495) and skirt (about \$1,395) by Ralph Lauren Collection, Polo Ralph Lauren, NYC. Sweater also at Polo Ralph Lauren, Palo Alto, CA. Knee-length dress by MaxMara, about \$415. MaxMara, NYC, Beverly Hills. Shot on location at the new Conde Nast Building, 4 Times Square, NYC. Details, see in This Issue. Fashion Editor: Grace Coddington

CBRE | Page 41



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“The key to a dress that works for day is simply understanding a woman’s body—that she needs a mix of great tailoring plus sensual fabric”
—DONNA KARAN

The building blocks of style are a collection of smart pieces that a woman can make her own. The perfect place to start: The sleek dress. Sleeveless dress (about \$1,200) and cap sleeve dress (about \$1,090) by Donna Karan New York. Dresses at Saks Fifth Avenue, NYC; Nordstrom. Details, more stories, see in This Issue.

CBRE | Page 42



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CBRE