# 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): September 10, 2012

#### **CBRE GROUP, INC.**

(Exact name of registrant as specified in its charter) 001-32205

(Commission File Number)

**Delaware** (State or other

jurisdiction of

94-3391143

(IRS Employer

Identification No.)

	incorporation)							
	11150 Santa Monica Boulevard, S (Address of Principa	Suite 1600, Los Angeles, California al Executive Offices)	<b>90025</b> (Zip Code)					
		(310) 405-8900 Registrant's Telephone Number, Including Area Code						
	(Form	Not Applicable ner Name or Former Address, if Changed Since Last Report)						
Check	the appropriate box below if the Form 8-K filing is in	atended to simultaneously satisfy the filing obligation of the re-	gistrant under any of the following provisions:					
□ W	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)							
□ Sc	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12(b))							
□ Pr	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))							
□ Pr	e-commencement communications pursuant to Rule 1	13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))						
This C	urrent Report on Form 8-K is filed by CBRE Group, I	Inc., a Delaware corporation (the "Company"), in connection v	with the matters described herein.					
Item 7	.01 Regulation FD Disclosure.							
Exhibit	99.1. The information contained in this Exhibit shall	e months of September and October 2012. A copy of the prese not be deemed "filed" for purposes of Section 18 of the Secur Securities Act of 1933, as amended, except as shall be express	rities Exchange Act of 1934, as amended, nor shall it					
Item 9	01 Financial Statements and Exhibits.							
(d) Ext	uibits							
Exhibit		Description						
No. 99.1	CBRE Investor Presentation	Бестрион						
		Signature						
Pursua authori	1	of 1934, the registrant has duly caused this report to be signed	d on its behalf by the undersigned hereunto duly					
Date:	September 10, 2012	CBRE GROUP, INC.						
		By: /s/ GIL BOROK						
		Gil Borok Chief Financial Officer						
		2						



## **CBRE Group, Inc.**

**Investor Presentation** 

September 2012

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 and our ability to integrate the ING REIM businesses. 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 second quarter earnings report filed on Form 8-K, our current annual report filed on Form 10-K and our current quarterly report filed 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.



### The Global Market Leader

Leading Global Brand

Broad

Capabilities

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

Scale and Diversity

- 1.6x nearest competitor<sup>3</sup>
- Thousands of clients; approximately 80% of the Fortune 100
- \$159.0 billion of transaction activity in 2011

Recognized Leadership

- S&P 500 Only commercial real estate services company in the S&P 500
- FORTUNE Only commercial real estate services company in the Fortune 500
- The Lipsey Company #1 brand for 11 consecutive years
- IAOP #1 real estate outsourcing firm
- Newsweek #1 real estate company in "green" rankings
- Wall Street Journal best brand reputation in subscriber survey
- Includes affiliate office
- As of June 30, 2012.
   Based on 2011 revenues versus Jones Lang LaSalle.

CBRE | Page 3



#### 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





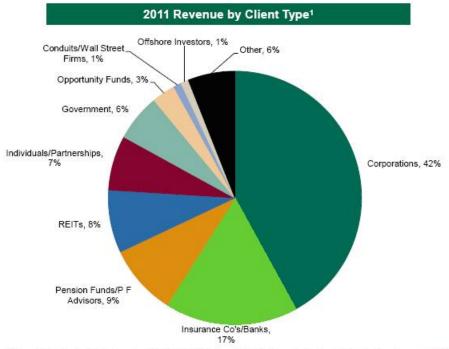
#### **Our Objectives**

- 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.

CBRE

### **Diverse Client Base**

Diversified revenue spread across a broad base of clients



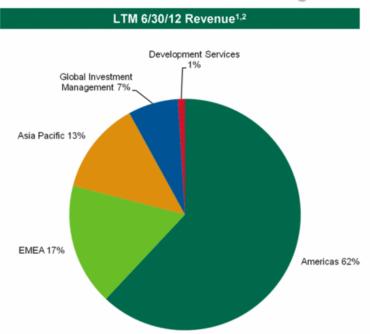
Includes activity from ING Clarion Real Estate Securities (CRES), ING REIM Asia and ING REIM Europe beginning July 1, October 3 and October 31, 2011, respectively.

CBRE | Page 5



### **Geographic Diversification**

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



- LTM 6/30/12 revenue of \$6.3 billion includes \$4.4 million of revenue related to discontinued operations. Includes activity from ING CRES, ING REIM Asia and ING REIM Europe beginning July 1, October 3 and October 31, 2011, respectively.



### **Revenue Diversification**

Contractual revenues<sup>1</sup> represented 49% of LTM 6/30/12 revenue, up from 29% in 2006

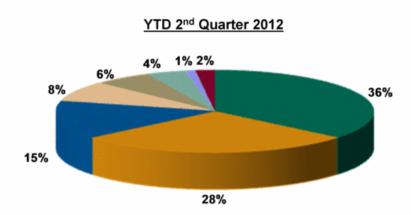


- Contractual revenue includes: Property & Facilities Management (14% in 2006 and 34% in LTM 6/30/12), Appraisal & Valuation (7% in 2006 and 6% in LTM 6/30/12), Investment Management (6% in both 2006 and LTM 6/30/12), Development Services (1% in both 2006 and LTM 6/30/12) and Other (1% in 2006 and 2% in LTM 6/30/12). Non-contractual revenue includes: Sales (31% in 2006 and 16% in LTM 6/30/12), Leasing (37% in 2006 and 31% in LTM 6/30/12) and Commercial Mortgage Brokerage (3% in 2006 and 4% in LTM 6/30/12).
- 2. Reflects Trammell Crow Company's revenue contributions beginning on December 20, 2006.
- LTM 6/30/12 revenue of \$6.3 billion includes \$4.4 million of revenue related to discontinued operations.
- Includes activity from ING CRES, ING REIM Asia and ING REIM Europe beginning July 1, October 3 and October 31, 2011, respectively.



CBRE | Page 7

### Revenue Breakdown



	Three mor	nths ended Ju	ne 30,	Six months ended June 30,					
(\$ in millions)	2012	2011 <sup>1</sup>	% Change	2012	2011 <sup>1</sup>	% Change			
Property & Facilities Management	548.1	498.7	10	1,074.1	977.0	10			
Leasing	474.9	471.4	1	837.4	824.9	2			
Sales	263.9	228.0	16	437.7	385.9	13			
Investment Management	112.0	47.4	136	230.8	86.8	166			
Appraisal & Valuation	95.2	89.7	6	174.9	165.0	6			
Commercial Mortgage Brokerage	68.2	50.1	36	125.1	89.1	40			
Development Services	15.5	15.2	2	28.5	31.5	-10			
Other	23.3	23.1	1	42.6	49.5	-14			
Total	1,601.1	1,423.6	12	2,951.1	2,609.7	13			



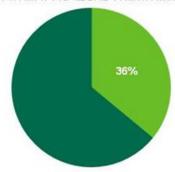


### **Outsourcing Services**

#### Property and Facilities Management Revenue<sup>1</sup>

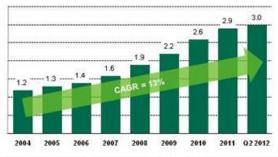
(\$ in Millions) \$1,772 \$1,720 \$1,633 \$492 \$487

#### Percent of YTD Q2 2012 Total Revenue<sup>1</sup>



#### Global Square Footage Managed3

(SF in Billions)



- 1. Revenue includes property management, facilities management and project management fees. Do es not include transaction revenue
- associated with outsourcing activities.
  Includes Trammell CrowCompany's revenue for the period from December 20, 2006 through December 31, 2006.
  Represents combined data for CBRE and Trammell CrowCompany, does not include joint ventures and affiliates.



### #1 Provider of Every Outsourced Real Estate Service

#### **Transaction** Management

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

#### **Project** Management

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

#### Property/Facilities Management

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

#### Consulting

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

#### Clients















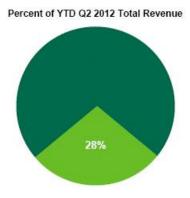
Cincinnati

Total potential available market is estimated to be \$50 to \$60 billion.



Leasing





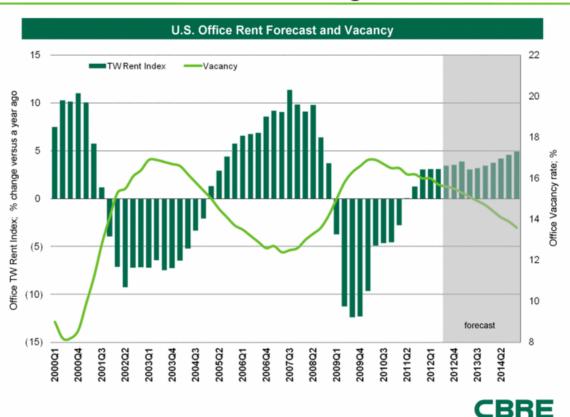
#### **Key Facts**

- Approximately 3,700<sup>2</sup> leasing professionals worldwide
- Tailored service delivery by property type and industry/market specialization
- \$66.5 billion global lease transactions in 2011
- Leasing activity in Q2 2012 grew modestly in the Americas and Asia Pacific despite global economic challenges. EMEA continued to experience weakness.
- Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006.
   As of December 31, 2011. Does not include affiliate offices.

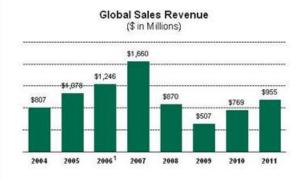


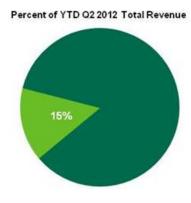
CBRE | Page 11

### Office Leasing Market Outlook



Sales





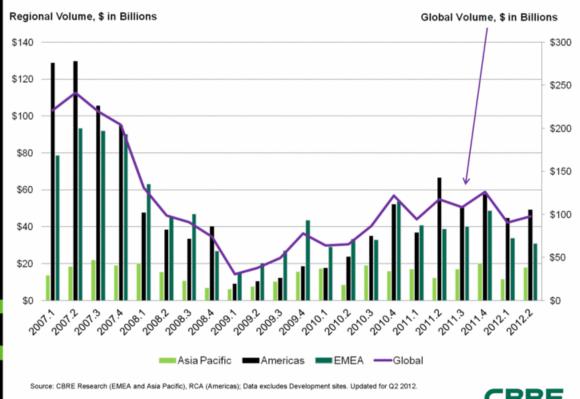
#### **Key Facts**

- Approximately 1.800<sup>2</sup> investment sales specialists worldwide
- Specialization across all major property types
- \$92.5 billion global sales in 2011
- Investment sales growth continued in Q2 2012, led by strong performance in the Americas. EMEA and Asia Pacific also had positive growth despite the macro economy.
- Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006.
   As of December 31, 2011. Does not include affiliate offices.

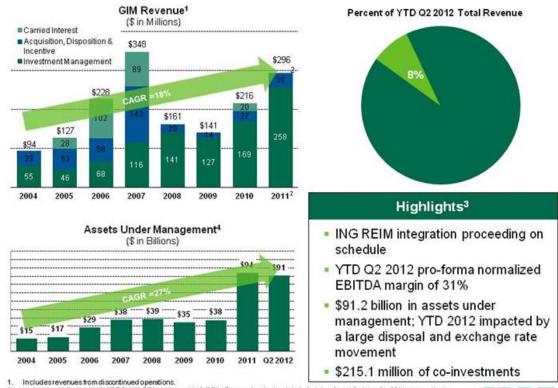
CBRE | Page 13



### **Global Transaction Volume**



### Global Investment Management: CBRE Global Investors



Includes activity from ING CRES, ING REIM Asia and ING REIM Europe, beginning July 1, October 3 and October 31, 2011, respectively. As of June 30, 2012.

As of December 31 for each year presented except for Q2 2012, which is as of June 30, 2012. CBRE | Page 15

CBRE

### **Global Investment Programs**

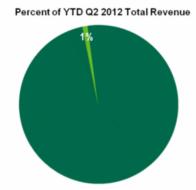
Description	Assets Under Management <sup>1,2</sup> (\$ in billions)	Typical Fee Structure			
Separate Accounts	\$23.8	<ul><li>Management fees</li><li>Transaction fees</li><li>Incentive fees</li></ul>			
Sponsored Funds	\$33.8	<ul><li>Management fees</li><li>Transaction fees</li><li>LP profits</li><li>Carried interest</li></ul>			
Unlisted Securities	\$12.2	<ul><li>Management fees</li><li>Incentive fees</li></ul>			
Listed Securities	\$21.4	Management fees     Incentive fees			

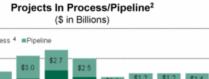
Assets under management (AUM) generally refers to fair market value of real estate-related assets with respect to which CBRE Global Investors provides, on a global basis, oversight, investment management services and other advice, and which generally consist of properties and real estate-related loans; securities portfolios; and investments in operating companies, joint ventures and in private real estate funds under its fund of funds program. This AUM is intended principally to reflect the extent of CBRE Global Investors' presence in the global real estate funds under its fund of the calculation of AUM may differ from the calculations of other asset managers.

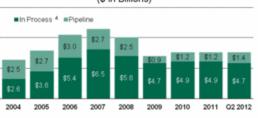


### **Development Services: Trammell Crow Company**







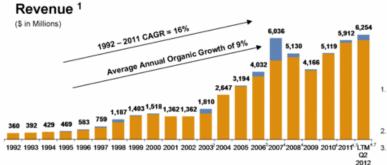


#### Key Facts<sup>3</sup>

- \$6.1 billion in process/pipeline
- \$89.2 million of co-investments
- \$15.0 million in recourse debt to CBRE and repayment guarantees
- Includes Trammell Crow Company's operations prior to the acquisition of Trammell Crow Company on December 20, 2006. Also includes revenue from discontinued operations
- As of December 31 for each year presented except for Q2 2012, which is as of June 30, 2012
- As of June 30, 2012.
- In Process figures include Long-Term Operating Assets (LTOA) of \$1.6 billion for 2Q 12, \$1.5 billion for 4Q 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

(\$ in Millions)

### **Historical Performance**



- No reimbursements are included for the period 1992 through 1996, as amounts were immaterial. Reimbursements for 1997 through 2001 have been estimated. For 2002 and forward, reimbursements are included.
- Includes Insignia activity for the period July 23, 2003
- through December 31, 2003. Includes Trammell Crow Company activity for the period December 20, 2006 through December 31, 2006.
- 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, \$6.7 million for the year ended December 31, 2011 and \$4.4 million for the twelve months ended June 30, 2012.
- 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.
  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, \$14.1 million for the year ended December 31, 2011 and \$12.2 million for the twelve months ended June 30, 2012.
- Includes activity from ING CRES, ING REIM Asia and ING REIM Europe beginning July 1, October 3 and October 31, 2011, respectively.

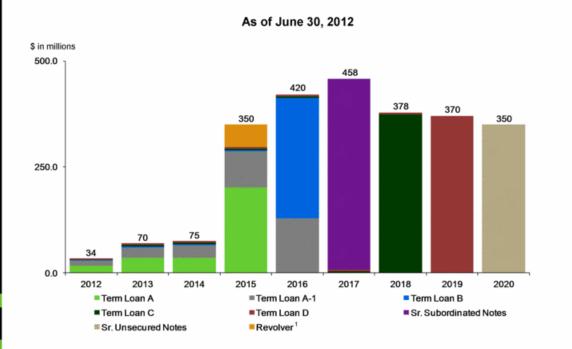
1992 - 2011 CAGR = 21% 16.2% 13.3% 13.6% 14.1% 14.4% 970 **11.9%** 11.3% 10.6% 10.9% 681 8.9% ¥7.9% 117 115 42

1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 TIMS

-Normalized EBITDA → Normalized EBITDA Margin CBRE | Page 18

Normalized EBITDA and Margin 5

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



1. \$700.0 million revolver facility matures in May 2015. As of June 30, 2012, the outstanding revolver balance was \$52.8 million.



CBRE | Page 19

## Capitalization

	As				
(\$ in millions)	6/30/2012	12/31/2011	Variance		
Cash <sup>1</sup>	585.0	885.1	(300.1)		
Revolving credit facility	52.8	44.8	8.0		
Senior secured term loan A	288.8	306.2	(17.4)		
Senior secured term loan A-1	277.3	285.1	(7.8)		
Senior secured term loan B	294.7	296.3	(1.6)		
Senior secured term loan C	396.0	398.0	(2.0)		
Senior secured term loan D	396.0	398.0	(2.0)		
Senior subordinated notes <sup>2</sup>	439.7	439.0	0.7		
Senior unsecured notes	350.0	350.0	-		
Notes payable on real estate <sup>3</sup>	13.6	13.6	-		
Other debt <sup>4</sup>	4.8	0.1	4.7		
Total debt	2,513.7	2,531.1	(17.4)		
Stockholders' equity	1,254.9	1,151.5	103.4		
Total capitalization	3,768.6	3,682.6	86.0		
Total net debt	1,928.7	1,646.0	282.7		

- Excludes \$146.2 million and \$208.1 million of cash in consolidated funds and other entities not available for Company use at June 30, 2012 and December 31, 2011, respectively.
- Net of original issue discount of \$10.3 million and \$11.0 million at June 30, 2012 and December 31, 2011, respectively.
- Represents notes payable on real estate in Development Services that are recourse to the Company. Excludes non-recourse notes payable on real estate of \$375.9 million and \$359.3 million at June 30, 2012 and December 31, 2011, respectively.
- Excludes \$417.2 million and \$713.4 million of aggregate non-recourse warehouse facilities at June 30, 2012 and December 31, 2011, respectively.

**CBRE** 

### **Business Outlook**

- The cyclical recovery in commercial real estate continues despite a slow, uneven economic recovery
- Outsourcing is expected to deliver strong, consistent growth
- Total leasing growth rates remain modest
- Global investment sales will continue to be highly dependent on regional market conditions
- Investment management will continue to benefit from ING REIM contributions
- We expect solid improvement in normalized EBITDA margins to continue in 2012
- We are maintaining our full-year 2012 normalized EPS guidance range of \$1.20 to \$1.25 per diluted share



CBRE | Page 21

### **Appendix**



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

			Year Ended December 31,										
(\$ in millions)		LTM Q2 2012		2011		2010		2009		2008		2007	
Normalized ΕΒΠDA <sup>1</sup>	\$	881.0	\$	802.6	\$	681.3	\$	453.9	\$	601.2	\$	970.1	
Less:													
Integration and other costs related													
to acquisitions		74.0		68.8		7.2		5.7		16.4		45.2	
Cost containment expenses		31.1		31.1		15.3		43.6		27.4		-	
Write-down of impaired assets		9.4		9.4		11.3		32.5		100.4		-	
Merger-related charges		-		-		-		-		-		56.9	
Loss on trading securities acquired in the													
Trammell Crow Company acquisition		-		-		-		-		-		33.7	
EBITDA <sup>1</sup>		766.5		693.3		647.5		372.1		457.0		834.3	
Add:													
Interest income <sup>2</sup>		8.7		9.4		8.4		6.1		17.9		29.0	
Less:													
Depreciation and amortization <sup>3</sup>		152.5		116.9		109.0		99.5		102.9		113.7	
Interest expense <sup>4</sup>		172.6		153.5		192.7		189.1		167.8		164.8	
Write-off of financing costs		-		-		18.1		29.3		-		-	
Goodwill and other non-amortizable intangible													
asset impairments		-		-		-		-		1,159.4		-	
Provision for income taxes <sup>5</sup>	_	203.6	_	193.1	_	135.8		27.0		56.9		194.3	
Net income (loss) attributable to CBRE Group, Inc.		246.5	\$	239.2	\$	200.3	\$	33.3	\$	(1,012.1)	\$	390.5	
Revenue <sup>6</sup>		6,253.5	\$	5,912.1	\$	5,119.2	\$	4,165.8	\$	5,130.1	\$	6,036.3	
Normalized EBITDA Margin		14.1%		13.6%		13.3%		10.9%		11.7%		16.1%	

- Includes EBITDA related to discontinued operations of \$12.2 million for the twelve months ended June 30, 2012, \$14.1 million for the year ended December 31, 2011, \$16.4 million for the year ended December 31, 2010, \$16.9 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, 2007. Includes interest income related to discontinued operations of \$0.7 million for the twelve months ended June 30, 2012, \$12.2 million for the year ended December 31, 2007. Includes depreciation and amortization related to discontinued operations of \$0.7 million for the twelve months ended June 30, 2012, \$1.2 million for the year ended December 31, 2007. Includes interest expense related to discontinued operations of \$1.9 million for the year ended December 31, 2007. Includes interest expenses related to discontinued operations of \$1.9 million for the twelve months ended June 30, 2012, \$1.2 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2015, \$1.0 million for the year ended December 31, 2007. Includes provision for income taxes related to discontinued operations of \$4.0 million for the year ended December 31, 2007. Includes provision for income taxes related to discontinued operations of \$4.0 million for the year ended December 31, 2010, \$0.0 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 million for the year ended December 31, 2011, \$1.6 mil

CBRE | Page 23

#### Reconciliation of Global Investment Management Pro-forma Normalized EBITDA

(\$ in millions)	Six Months Ended June 30, 2012
EBITDA	55.3
Add Back: Integration and other costs related to acquisitions Normalized EBITDA	
Net accrual of incentive compensation expense related to carried interest revenue not yet recognized	0.7
Pro-forma Normalized EBITDA	75.1
Pro-forma Normalized EBITDA Margin	31%

