



GLOBAL CORPORATE SERVICES OUTLOOK DRIVING LONG-TERM GROWTH

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CBRE



GLOBAL CORPORATE SERVICES OVERVIEW

Core Services

- Facilities Management – 1.0 billion square feet globally¹
- Project Management
- Transaction and Portfolio Services
- Strategic Consulting

Representative Clients



- As of December 31, 2013; includes affiliates but excludes Norland FM SF under management.
- Ranked #3 outsourcing company (all industries) and #1 Real Estate Outsourcing brand for five consecutive years by International Association of Outsourcing Professionals (IAOP).
- Global Corporate Services (GCS) revenue includes associated sales and leasing revenue, most of which is contractual.



YTD Q3 2014 Total Contracts

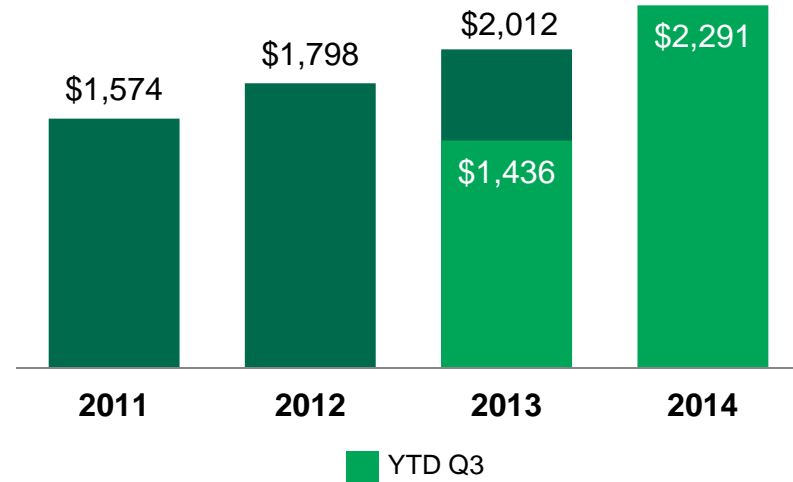
167



New:	70
Expansion:	50
Renewal:	47



Historical Fee Revenue³ (\$ in millions)



KEY CLIENT TRENDS CONTINUE TO FUEL INDUSTRY GROWTH

Client Needs / Trends



Cost Reductions to Drive Bottom Line Impact



Flexibility and Speed



Governance and Compliance to Meet Industry Regulations



Time to **Focus on Strategic Functions**



Expertise to Assist with Complex Workplace Topics



Enhanced Data Analytics to Drive Better Decision Making



Increased Adoption



Verticals

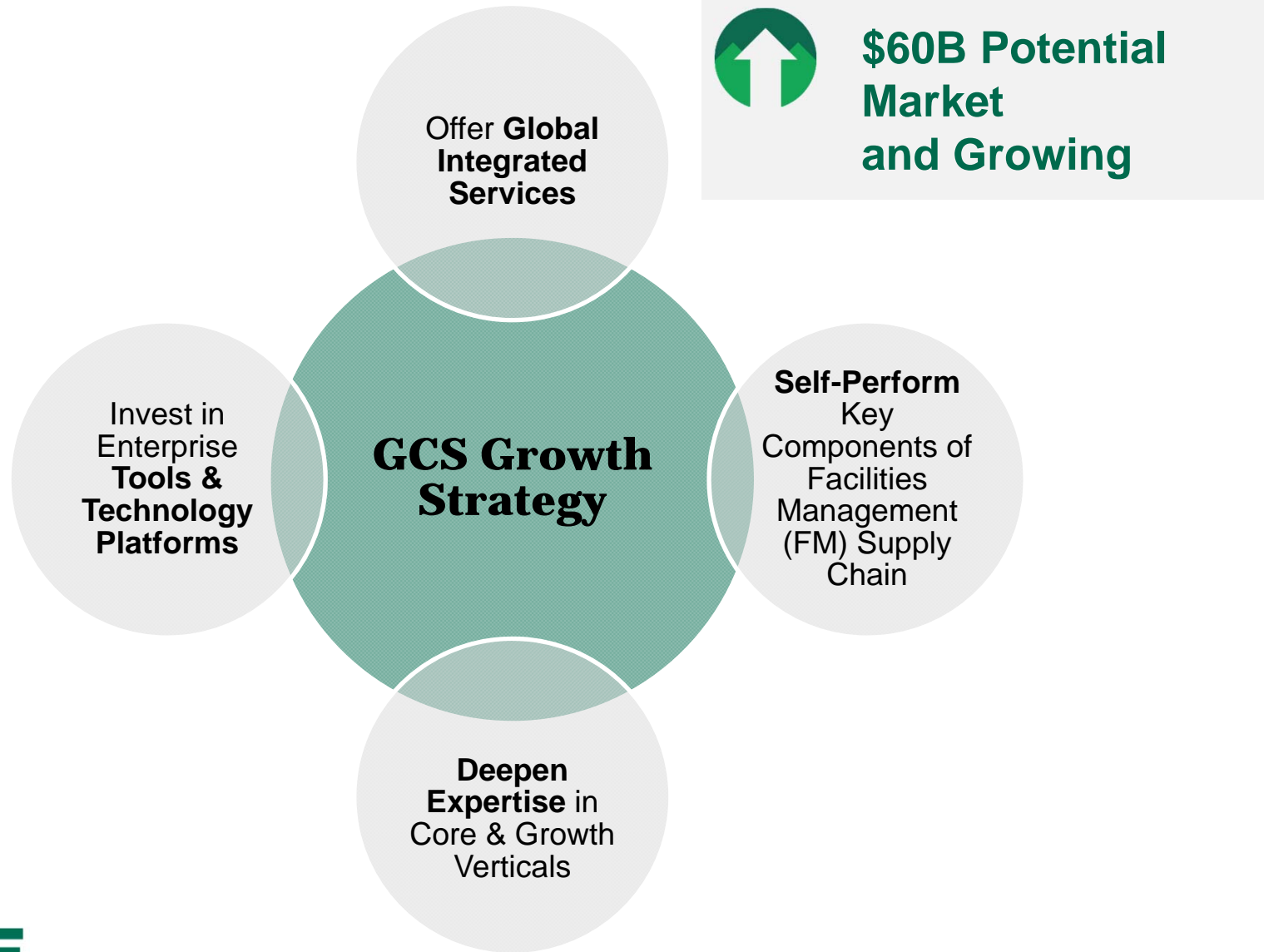
- Healthcare
- Data Centers



Regions

- Latin America
- EMEA
- APAC

GCS IS EXECUTING A DEFINED AND FOCUSED GROWTH STRATEGY



NUMEROUS STRENGTHS PROVIDE FOUNDATION TO SOLIDIFY OUR MARKET LEADERSHIP POSITION

1

Focus on Driving Client Outcomes and Performance

2

High Client Satisfaction and Retention Rates

3

Pricing Discipline and Robust Sales Process / Pipeline

4

Ability to Acquire and Integrate Companies

5

A Deep Platform of Global Experts

2014 INTERNATIONAL WIN



HONG KONG

Key Facts

- Long-standing GCS client
- Largest office sales transaction in Hong Kong (HK\$5.4 billion)
- Citigroup will consolidate up to 5,000 employees in Kowloon (Hong Kong)

CBRE's Role

- CBRE Investment Properties brokered sale to Citigroup
- CBRE Project Management to oversee fit-out of Citigroup headquarters (512,000 square feet)



2014 AMERICAS WIN + EXPANSION



U.S.

Key Facts

- Operates 16 acute care hospitals in the US and Mexico
- Largest Healthcare contract win in 2014
- Long-term client with major win and expansion in 2014

CBRE's Role

- 10.8 million square foot Facilities Management contract signed in Q1 2014
- Project Management expansion for selected sites in Q2 2014
- Transaction Management for headquarters site (227,000 square feet, pictured below)

