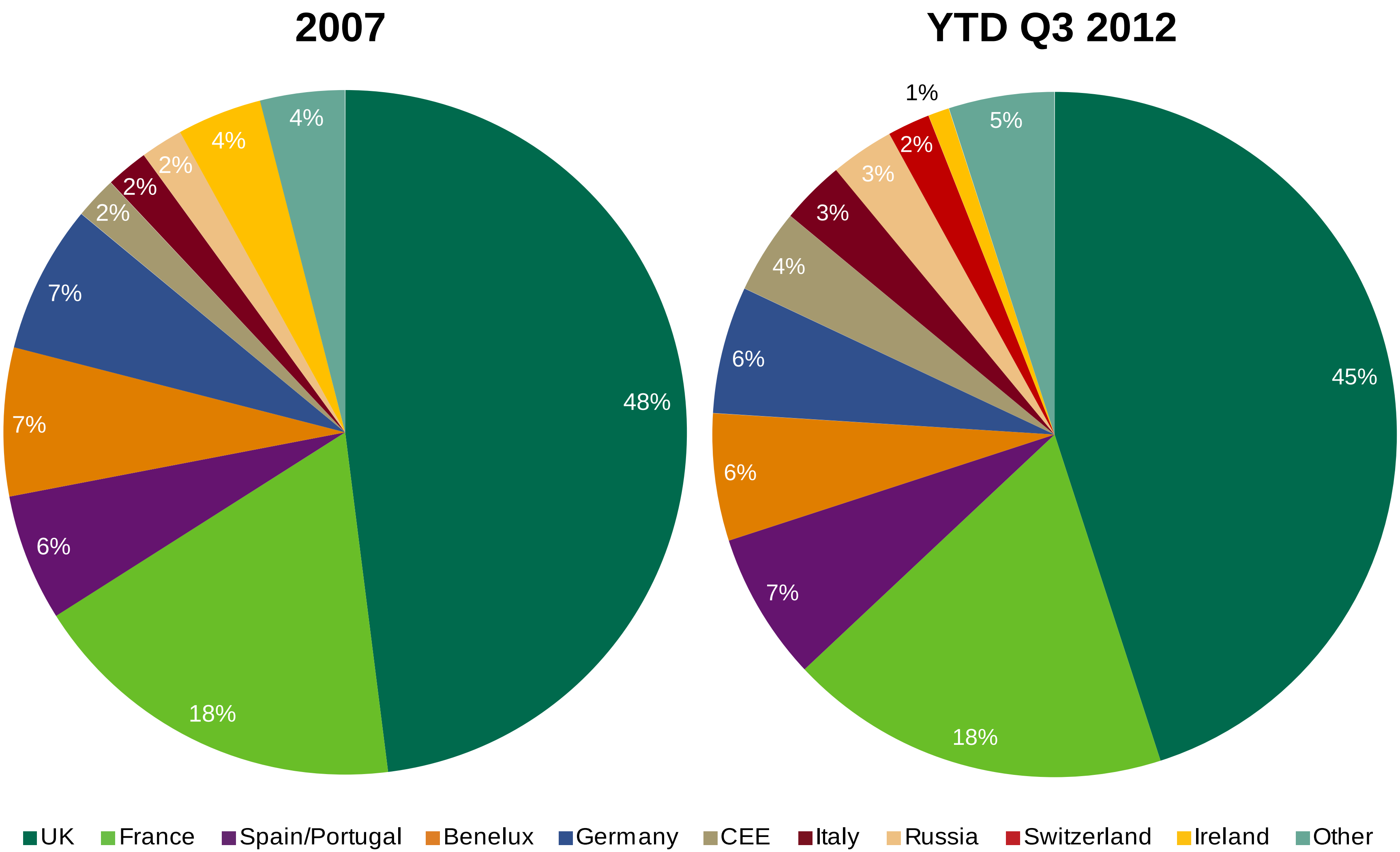
EMEA Business Overview

Michael Strong
CEO - EMEA

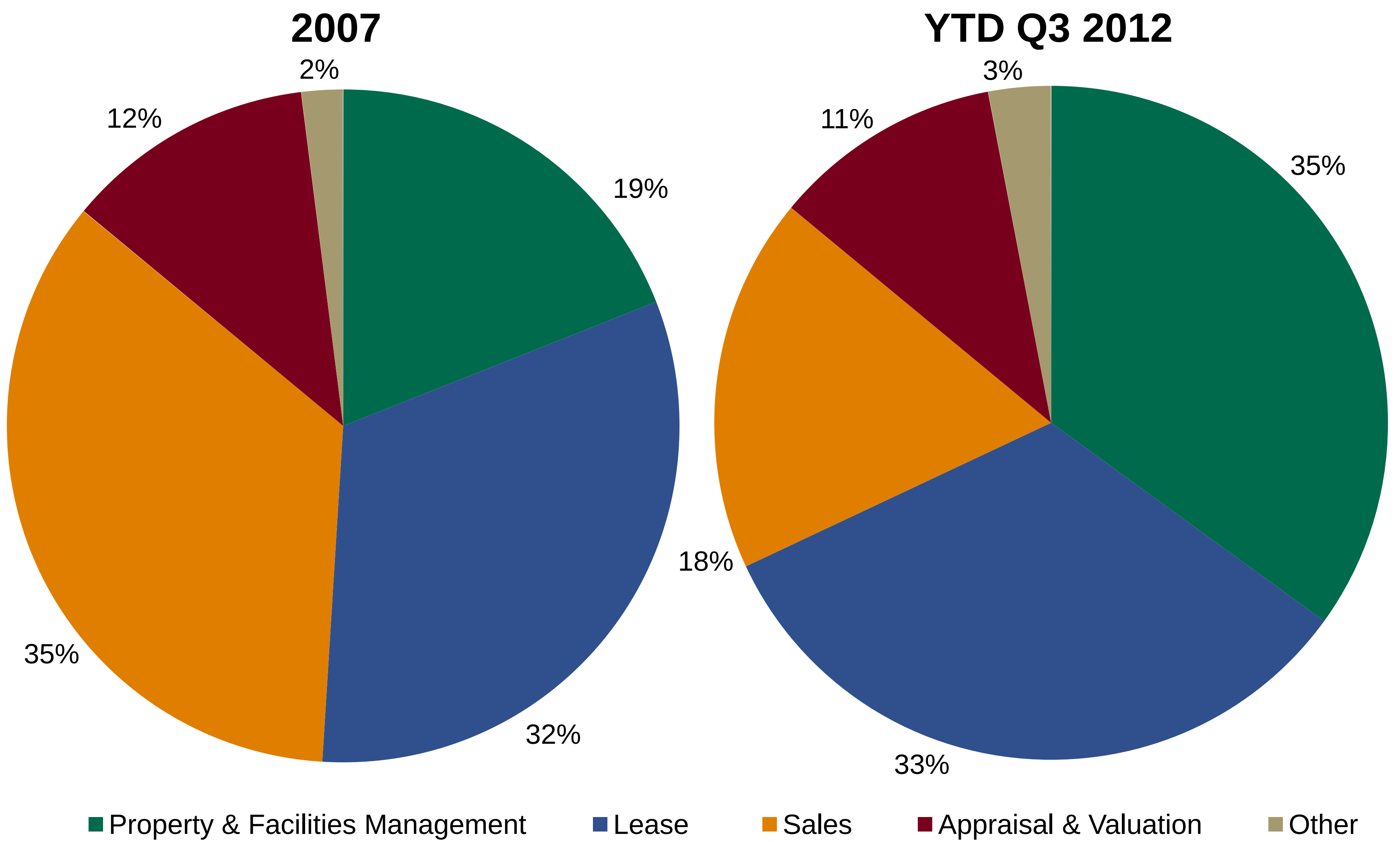
December 6, 2012

CBRE

Revenue by Country



Revenue by Service Line

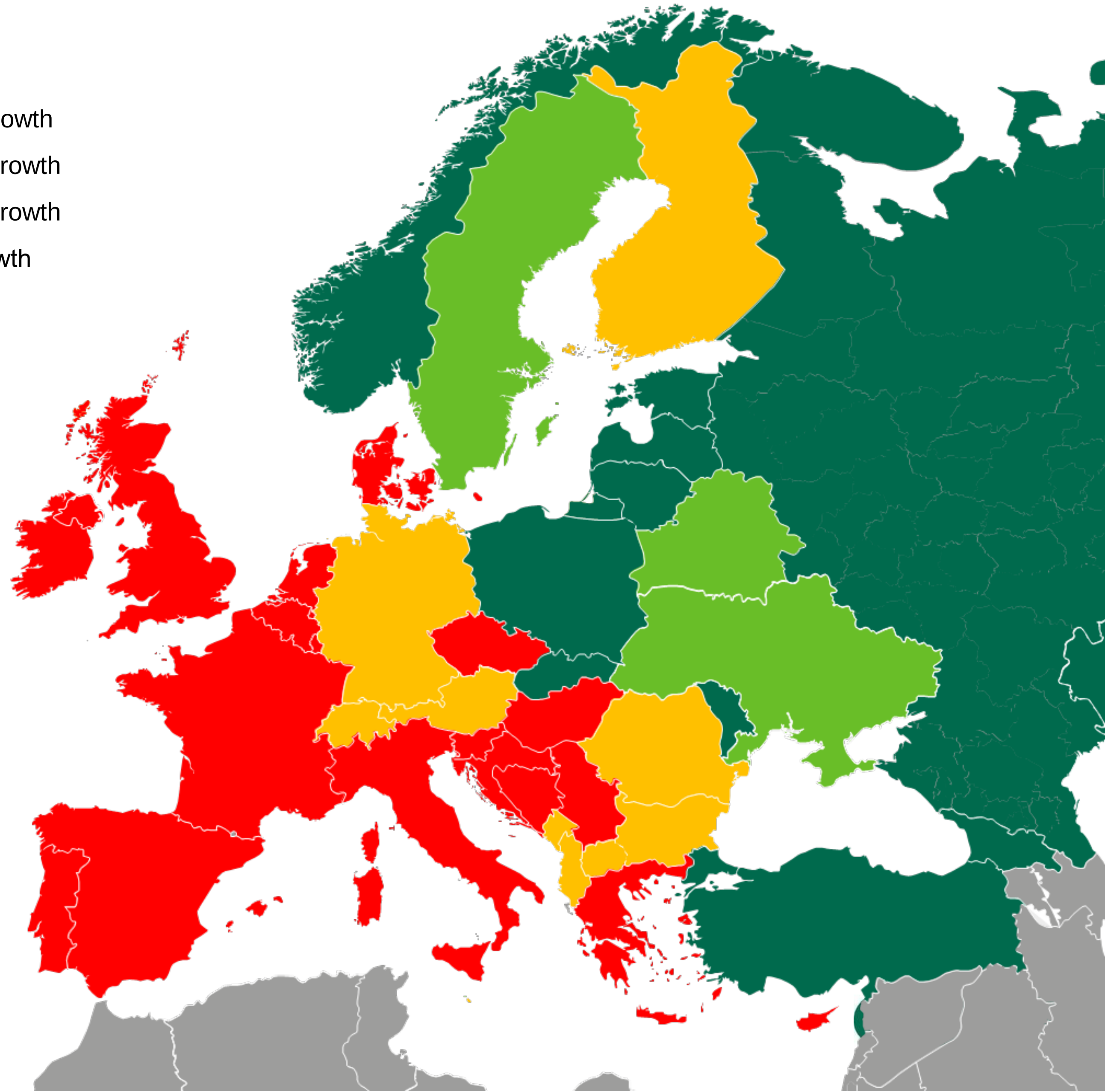


CBRE

Predicted 2012 GDP Growth

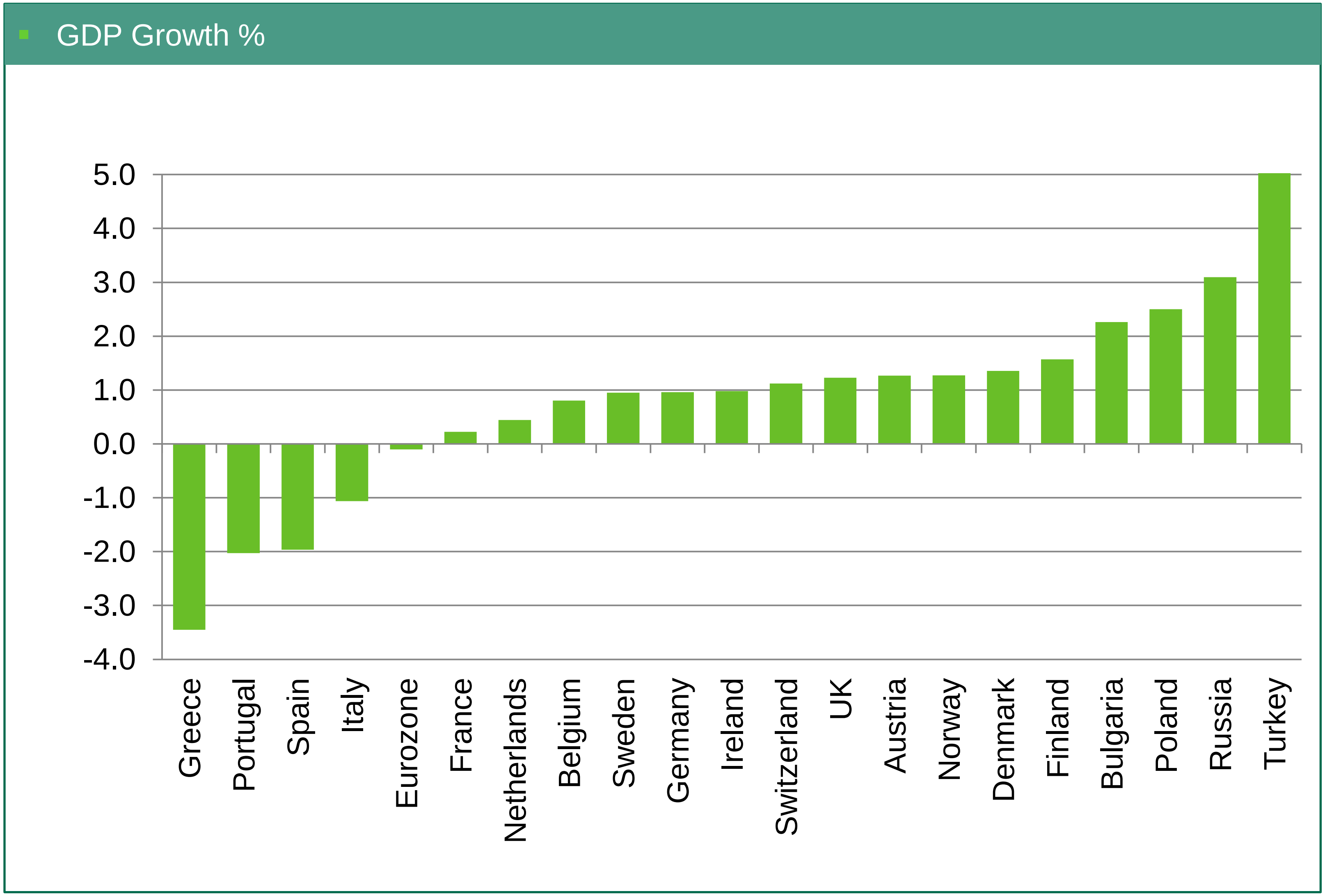
Key:

- 2.1%+ growth
- 1.1-2% growth
- 0.1-1% growth
- ≤0% growth



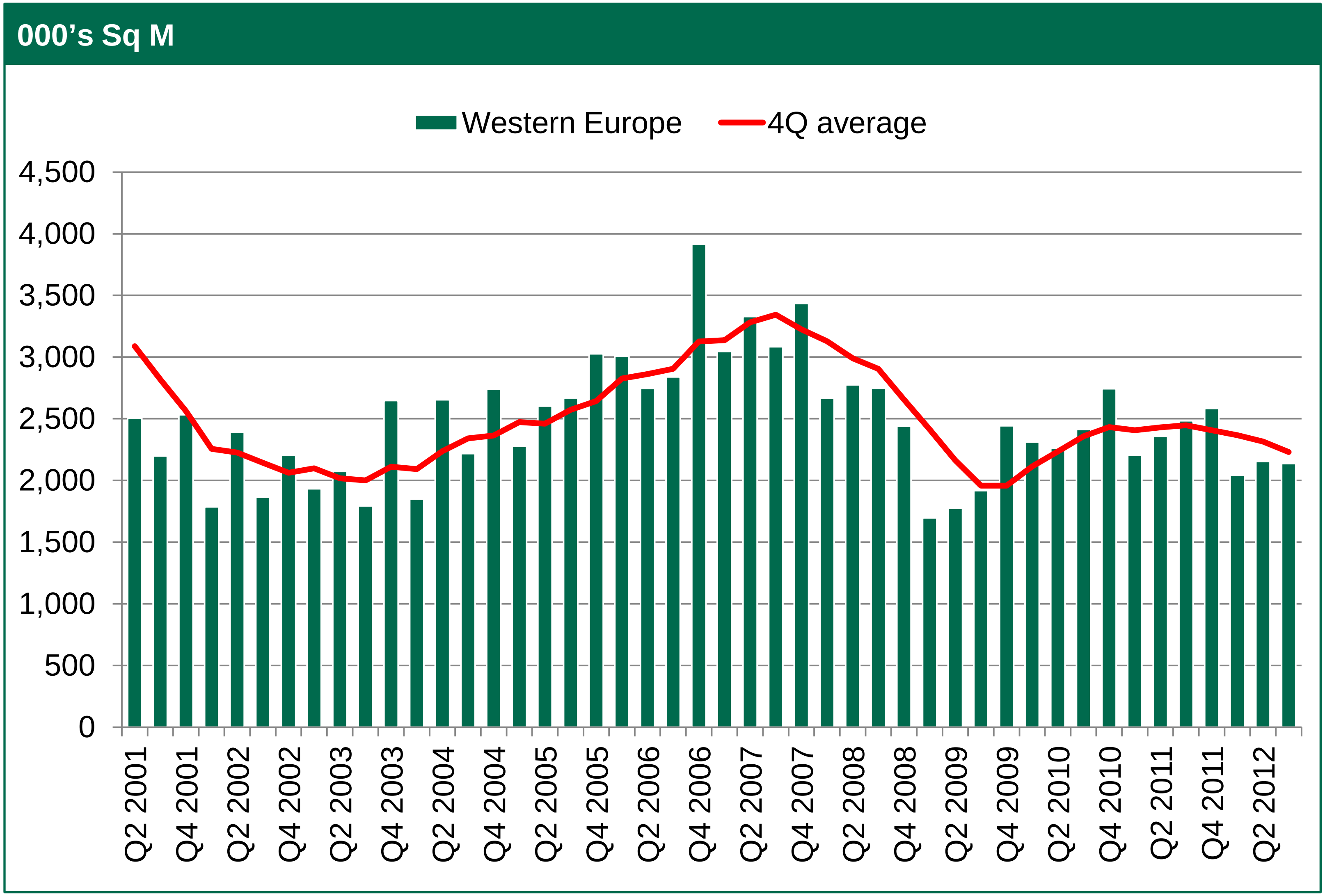
Source: Oxford Economics, October 2012

GDP Growth Forecasts for 2013



Source: Oxford Economics, October 2012

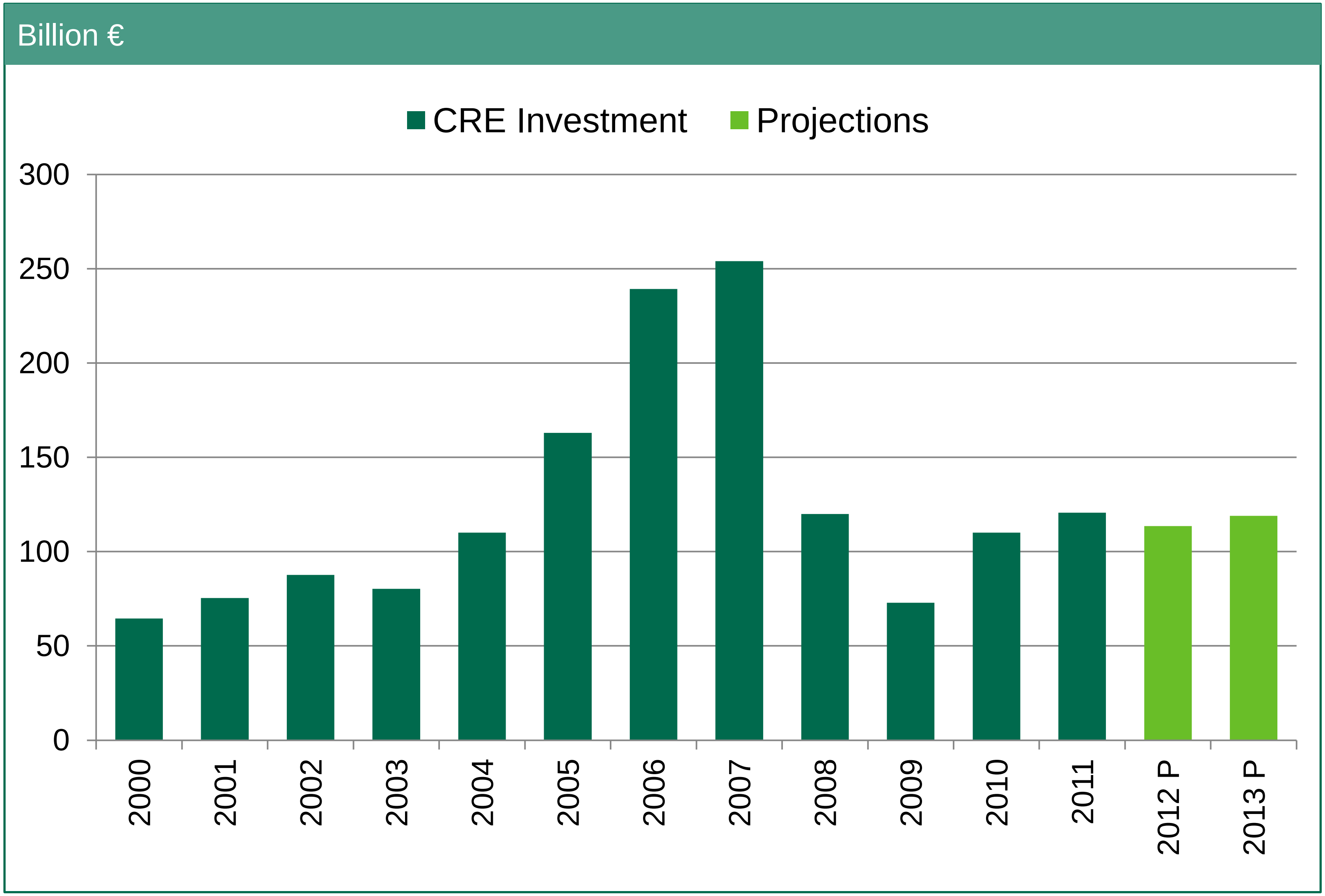
European Office Leasing



Source: CBRE

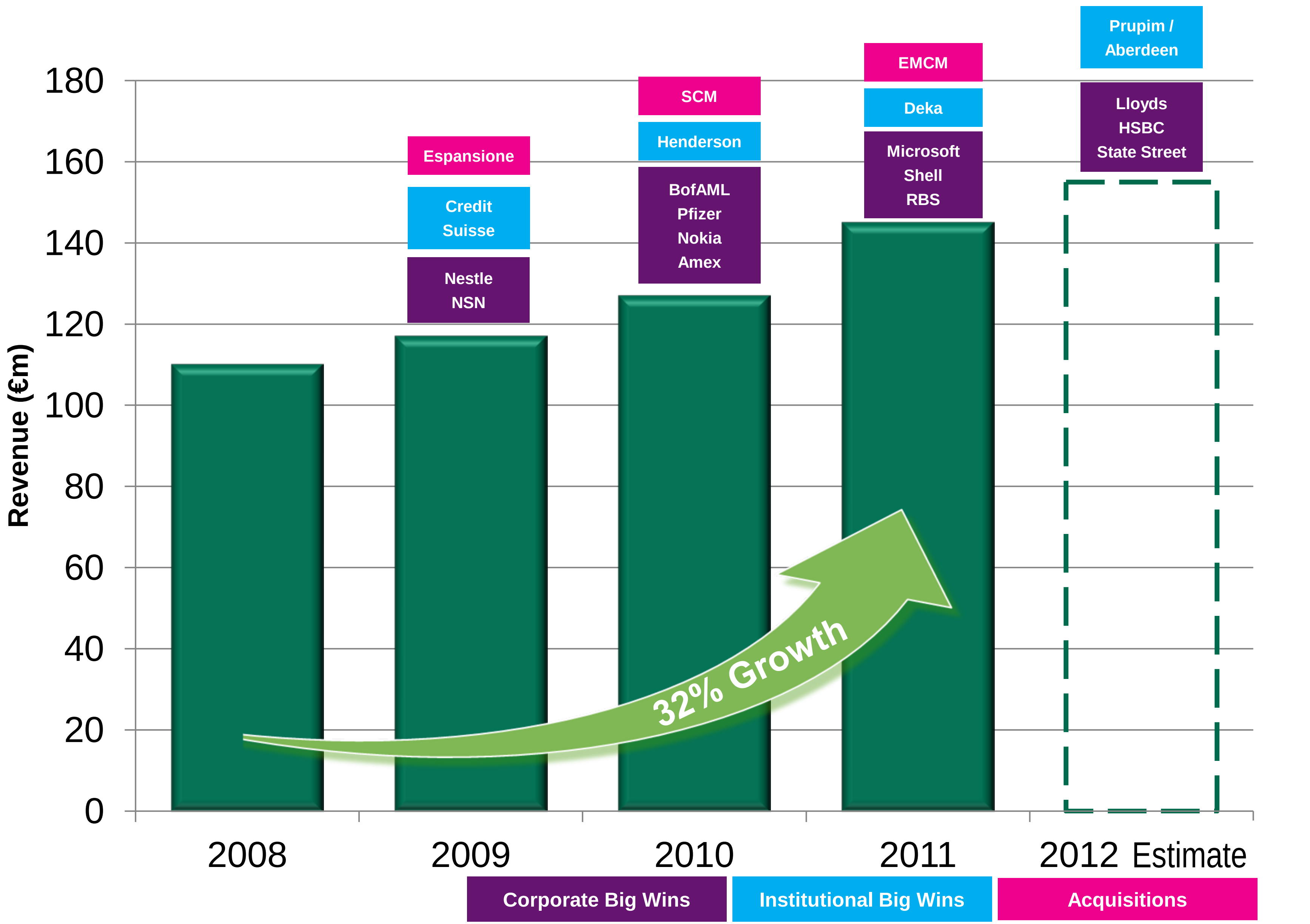
Annual CRE Investment in Europe

Transaction Volumes



Source: CBRE, Property Data, KTI

Outsourcing*



*Outsourcing: Global Corporate Services and Asset Services revenue, excluding reimbursables

Source: CBRE EMEA Finance

Growth Opportunities

- Leasing
  - Exploit modest recovery in UK, Germany and Ireland
  - Market share gains
  - Strategic hires
  - Segmentation model
- Investment sales
  - Leverage Q3 2012 Franc Warwick acquisition in UK
  - Strategic hiring: France, Germany, Sweden and Russia
  - Adopt segmentation model in all central business districts
  - Greater collaboration globally
  - Increase intermediation levels outside UK
- Outsourcing
  - Further develop project management
  - Expand property management offering for institutional clients
  - Improve efficiency to expand margins

Growth Opportunities

- Real Estate Finance
  - Debt Advisory
  - Loan Servicing
  - Property Match
- Residential
  - Prime
  - Project marketing
- M&A
  - Service line in-fill opportunities remain available
- Cross-selling opportunities with CBRE Global Investors
- Cross-border opportunities within EMEA and globally

Client Penetration by Type

78%

OCCUPIERS

CBRE acts for 78 of the 2012 FT Europe 100 firms

84%

INVESTORS (Debt & Equity)

CBRE acts for 42 of the top 50 most active clients

73%

OWNERS/DEVELOPERS

CBRE acts for 22 of the top 30 most active clients

Source for Investors and Owner/Developers is Real Capital Analytics (RCA) based on most active (acquisitions & sales) over the last 12 months. (Nov 2011 – Oct 2012)

Source for Occupiers is the FT Europe 100 2012 list