Americas Business Overview

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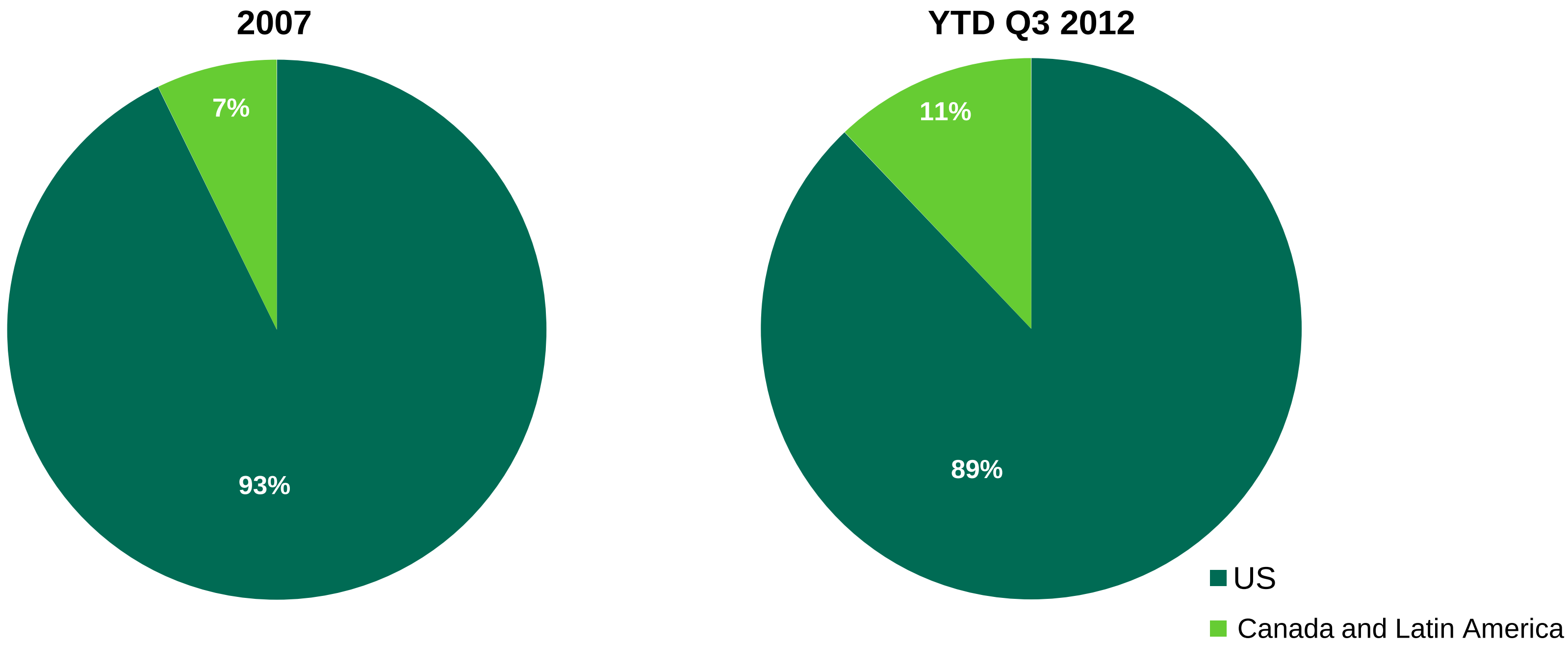
CBRE

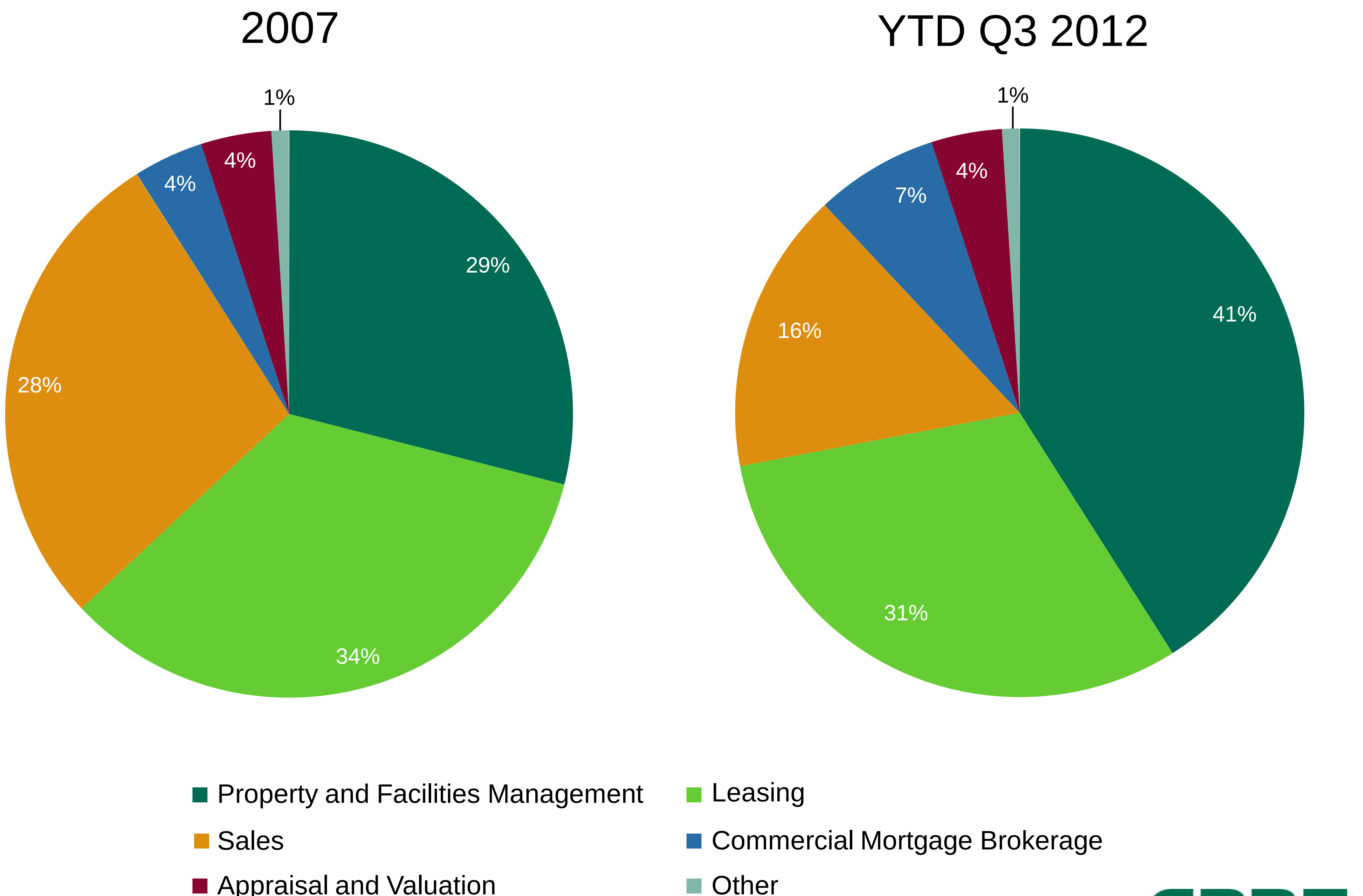
Americas Revenue by Region



Key Facts

- Canada: 21 owned offices and 1 affiliate
- Latin America: Owned offices in Brazil, Chile and Mexico; affiliates in 4 other countries

Americas Revenue by Service Line



Macro Trends

- Businesses are increasingly complex, specialized and inter-dependent
- Traditional local market approach evolving toward “borderless” client needs
- Significant competition for leadership and producer talent
- Continued client migration toward fewer vendors and consolidated purchasing…even in middle markets
- Greater need for coordinated communications and deep business intelligence resources

CBRE Advantages

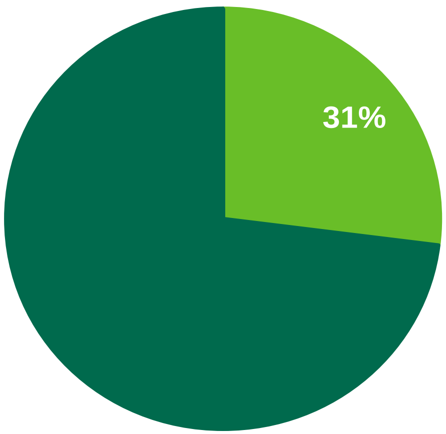
- Premier global brand
  - 60+ countries globally
  - A leading position in all major Americas markets
- Broad capabilities
  - Broad and deep geographic distribution and coverage
  - Diversified service platform; managed centrally
  - Professionally managed, matrix (geographic/business line/product type)
  - Collaborative culture
  - Stable leadership team and sales force
  - Investment in resources and research/business intelligence
- Scale and diversity
  - Largest company in industry
  - Thousands of clients; approximately 80% of Fortune 100

We believe that CBRE has a strong position and competitive advantage with headroom in every geography and service line

Leasing

Major 2012 Transactions		
Viacom	1,600,000 sq. ft.	New York
Pfizer / Dow	800,000 sq. ft.	Philadelphia
Christus Health	227,000 sq. ft.	Dallas
Commonwealth Ventures Development • Investment	500,000 sq. ft.	Boston

Percent of YTD Q3 2012 Americas Revenue



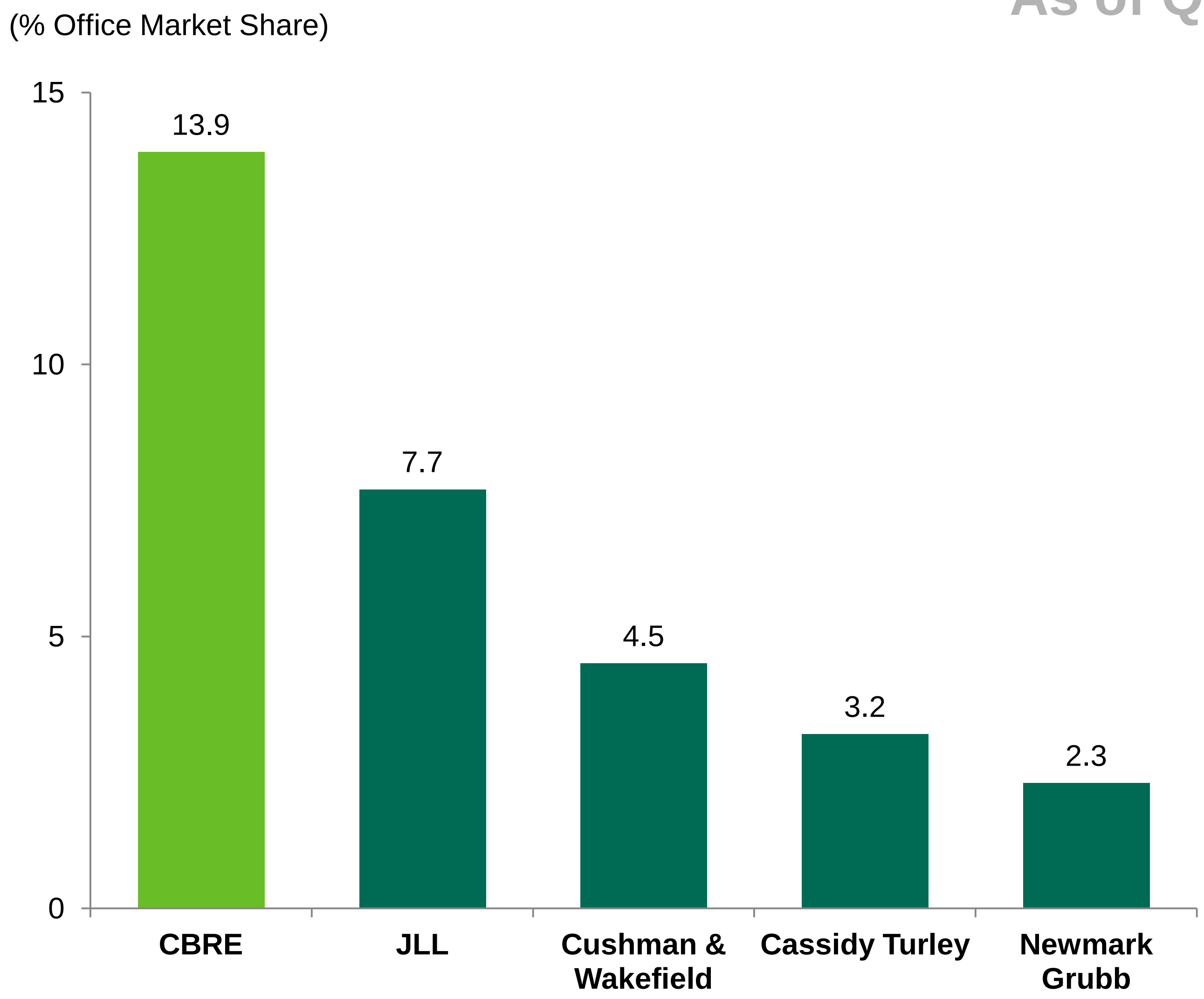
Key Facts

- Approximately **2,600[1] leasing professionals** in the Americas
- Tailored service delivery by **property type** and **industry/market specialization**
- **$46.8 billion** Americas lease value in 2011; 32,725 total lease transactions
- Occupiers have been deferring making decisions and commitments due to increased uncertainty globally. Generally, the U.S. markets softened in Q3 2012, as a result of political/fiscal uncertainty, but incremental recovery was still evident.
- Tech, Pharma and energy sectors have been most active

1. As of December 31, 2011. Does not include affiliate offices.

Leasing Market Share

As of Q3 2012*



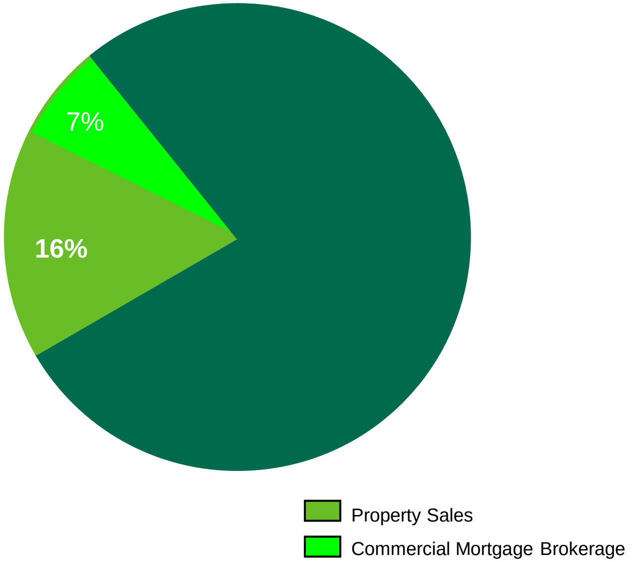
*Percentage of available space represented by each firm in eight key markets, combined: Atlanta, Chicago, Dallas, Houston, Los Angeles, New York, San Francisco, Washington, DC

Source: CoStar

Capital Markets

Major 2012 Transactions		
	Scotia Plaza $1.25 Billion Office Sale	Toronto
	Russell Investment Center $480 Million Office Sale	Seattle
	PJ Finance Company $475 Million Recapitalization	United States: Multiple Markets
	400 South Hope $236 Million Sale $150 Million Financing	Los Angeles
	Inland American Lodging Group $116 Million Hotel Sale Advisory	Multi-Market

Percent of YTD Q3 2012 Americas Revenue



Key Facts

- Approximately **550[1] investment sales specialists** in the Americas
- Specialization across all major property types
- **$45.6 billion** Americas sales value in 2011; 5,550 total sales transactions
- **$19.9 billion** of loan originations and **$103.6 billion**[2] of loan servicing in 2011
- Investors grew more cautious in Q3 2012 in response to macro uncertainty. A flight to quality trend was evident, with markets seen as safe havens drawing capital.
- Debt financing remained available, especially for core assets. Capital has been cheap due to low interest rates and tight spreads.
- Commercial real estate remains highly attractive relative to other asset classes.

1. As of December 31, 2011. Does not include affiliate offices.
2. Reflects loans serviced by GEMSA, a joint venture between CBRE Capital Markets and GE Capital Real Estate

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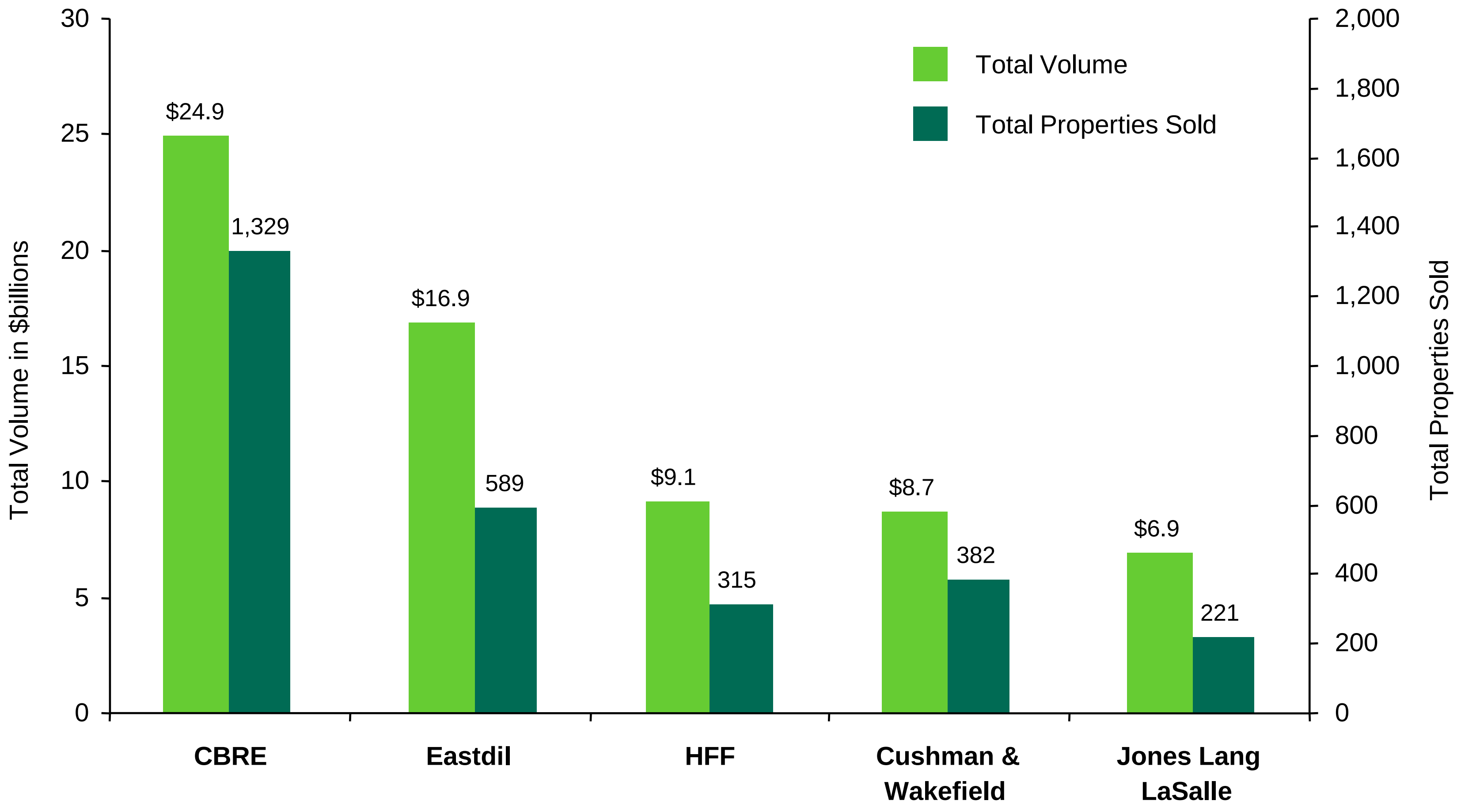
Top 5 U.S. Investment Sales Firms

YTD Q3 2012

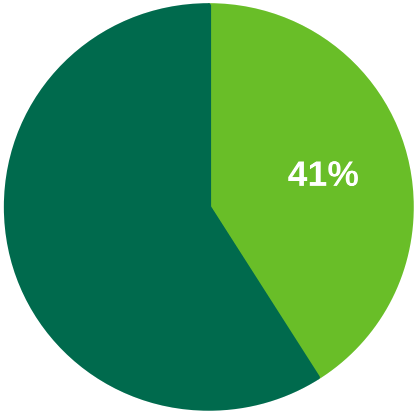


Source: Real Capital Analytics, October 2012

Global Corporate Services

Major Awards and Accolades	
2012 The Global Outsourcing 100 IAOP	#4 outsourcing company across all industries; highest ranked commercial real estate services company
FROST & SULLIVAN	Global Excellence in Outsourcing Award Recognizing The World's Premier Commercial Real Estate Services Firm
THE BLACK BOOK OF OUTSOURCING	Highest Ranked Commercial Real Estate Services Firm on the Black Book of Outsourcing List

Percent of YTD Q3 2012 Americas Revenue[1]



1. 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.

A Leading Provider of Every Outsourced Real Estate Service

Transaction Management	Project Management	Facilities Management	Consulting
BBVA Compass	NISSAN	ciena	Great Seal of the State of Florida
Express Scripts	Travelers	RJReynolds	Prudential

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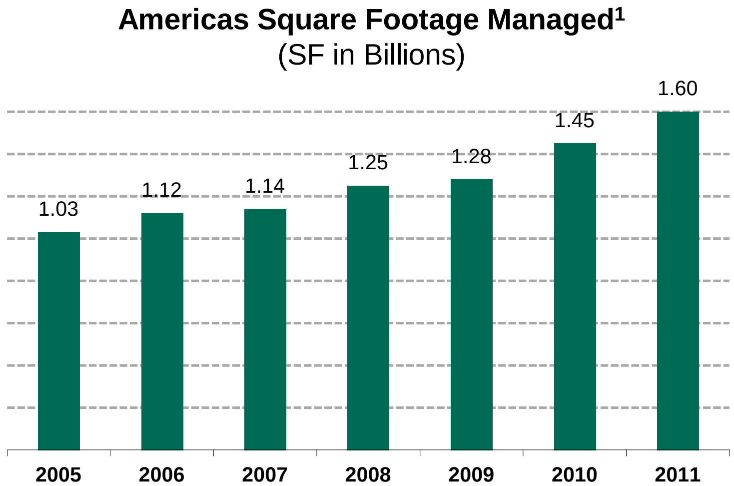
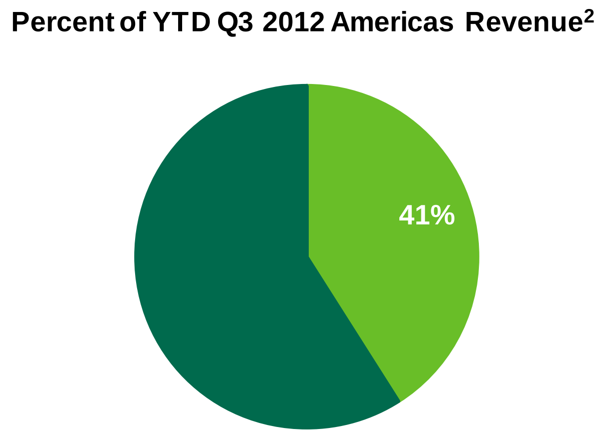
Asset Services

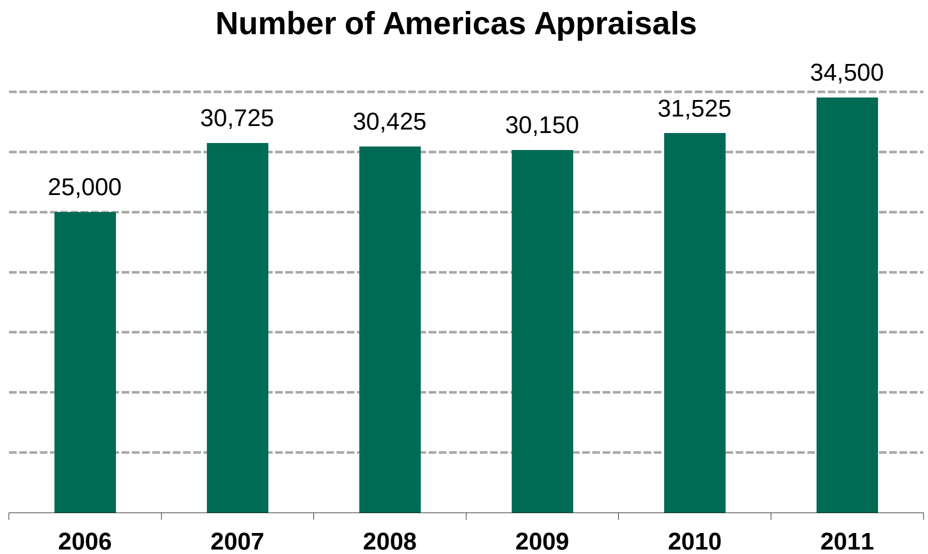


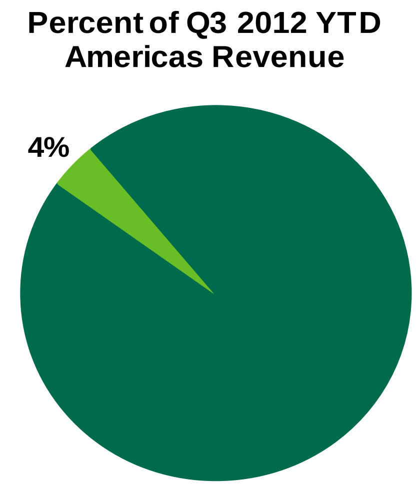


1. Represents combined data for CBRE and Trammell Crow Company for Facilities Management and Asset Services. Includes joint venture and affiliate portfolios.
2. Revenue includes property management, facilities management and project management fees for Global Corporate Services and Asset Services. Does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

Top U.S. Asset Services Clients
Bentall Kennedy
Blackstone
Invesco
RREEF
TIAA CREF

Appraisal and Valuation Services





Largest Clients	
Deutsche Bank	PNC
Bank of America	COLE Real Estate Investments
CWCapital	JPMorganChase

Largest Corporate Clients	
PEPSICO	Arby's
WM Waste Management	VCA Animal Hospitals
Shell	CATERPILLAR

Largest Special Servicer Clients	
CWCapital	CAPMARK Real Estate Finance, Investments, Services
JER PARTNERS	ING
centerline capital group	MidlandLoanServices

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Growth Opportunities

- Build on leading market presence
  - Enhance talent pool through strategic recruiting and in-fill M&A
  - Structure business around investor and occupier clients
- Drive integration, specialization and market segmentation throughout service lines
  - Complete management infrastructure for product lines in investor and occupier practice areas
  - Increase focus on growing mid-market opportunities with investors and occupiers
  - Drive specialization and integration throughout system
  - Target premier properties initiative across all markets
  - Integrate strategic account group across investor services
  - Lead outsourcing marketplace with the Fortune 500

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Growth Opportunities

- Invest in workplace, marketing, business intelligence systems/platform
  - Continue investments in and integration of the research and marketing platforms
  - Enhance technology platform and applications
  - Further develop client care and development strategy
  - Drive workplace and mobility initiatives
  - Ongoing development of our people through continuous learning (CBRE University)
  - Foster performance through support service centers of excellence (COE’s)
  - Drive client satisfaction, loyalty and trust

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