



CBRE GROUP, INC.

Investor Presentation

March 2014

CBRE



FORWARD-LOOKING STATEMENTS

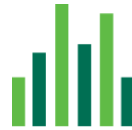
This presentation contains statements that are forward looking within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our future growth momentum, operations, financial performance, business outlook and ability to successfully integrate businesses we have acquired with our existing operations. 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 fourth 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.

THE GLOBAL MARKET LEADER



GLOBAL LEADERSHIP WITH BROAD CAPABILITIES

- **#1** leasing
- **#1** investment sales
- **#1** outsourcing
- **#1** appraisal and valuation
- **#1** commercial mortgage brokerage
- **#1** commercial real estate investment manager



SCALE AND DIVERSITY

- **440+** offices in over 60 countries¹
- **Serves** approximately 85% of the Fortune 100
- **\$89.1 billion** of real estate investment assets under management²
- **\$6.4 billion** of development projects in process/pipeline²



LEADING GLOBAL BRAND

- **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 12 consecutive years
- **IAOP** #1 real estate outsourcing firm
- **Newsweek** #1 real estate company in “green” rankings
- **FORTUNE** highest rank in our sector of the Most Admired Companies
- **Euromoney** global real estate advisor of the year

1. Includes affiliate offices as of December 31, 2013.
2. As of December 31, 2013.

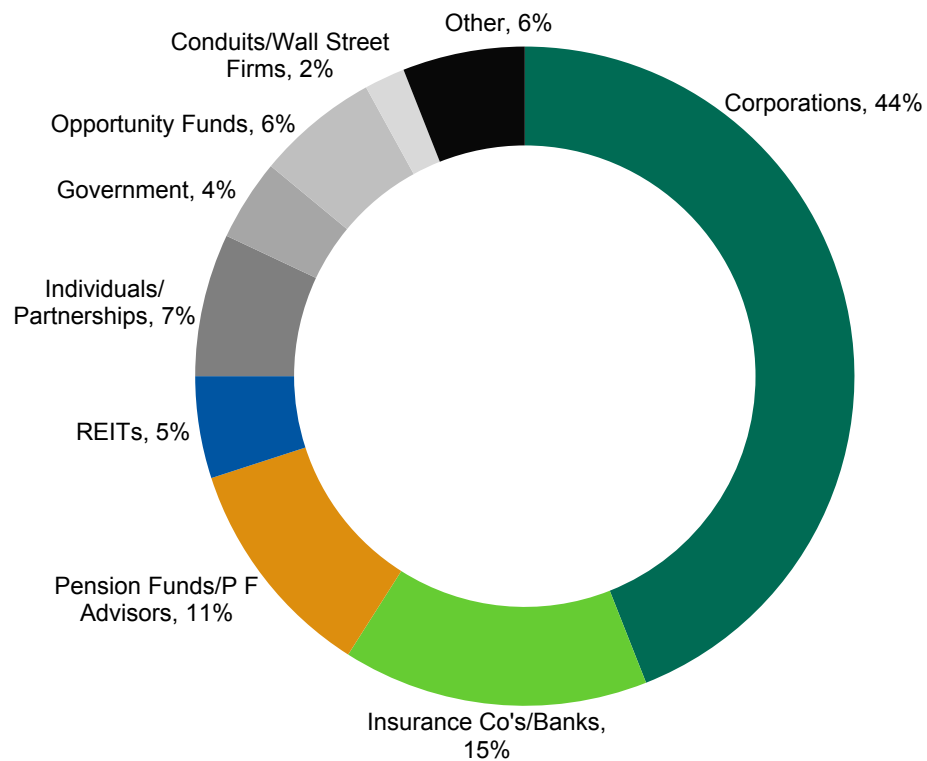
OUR CLIENT SERVICE MODEL

Provide a complete suite of premier services to property investors and occupiers across the globe.

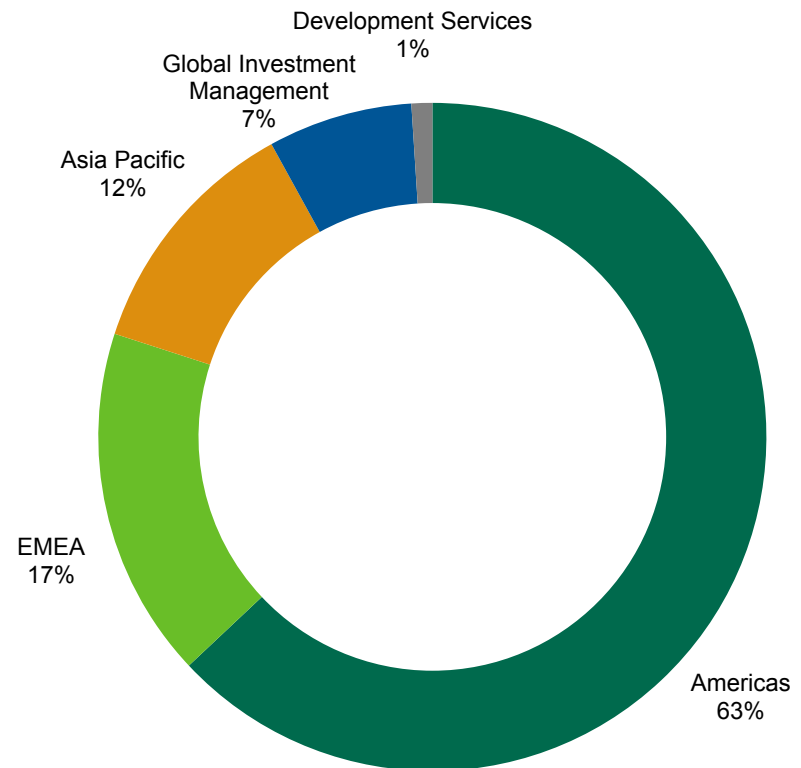


DIVERSIFICATION

2013 REVENUE¹ BY CLIENT TYPE



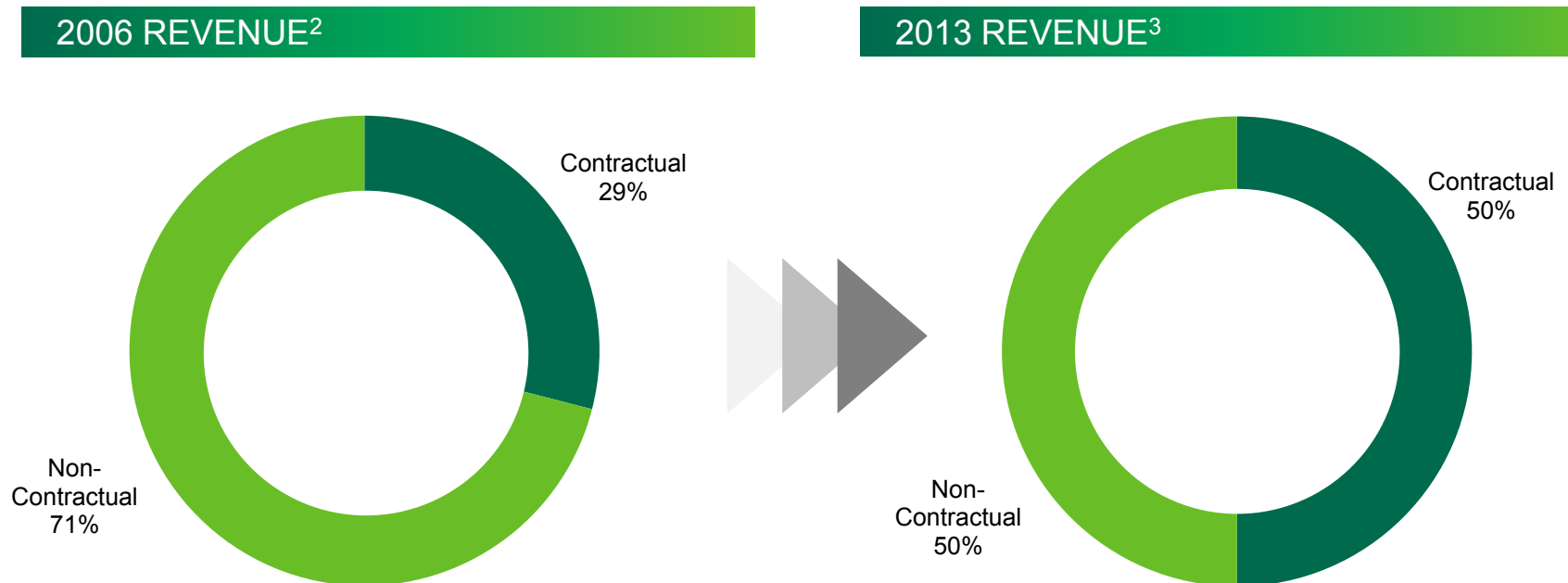
2013 REVENUE¹ BY BUSINESS SEGMENT



1. 2013 revenue of \$7.2 billion includes \$9.4 million of revenue related to discontinued operations.

REVENUE DIVERSIFICATION

Contractual revenues¹ represented 50% of 2013 revenue, up from 29% in 2006



1. Contractual revenue includes: Property , Facilities and Project Management (14% in 2006 and 34% in 2013), Appraisal & Valuation (7% in 2006 and 6% in 2013), Investment Management (6% in 2006 and 8% in 2013), Development Services (1% in both 2006 and 2013) and Other (1% in both 2006 and 2013). Non-contractual revenue includes: Sales (31% in 2006 and 18% in 2013), Leasing (37% in 2006 and 28% in 2013) and Commercial Mortgage Brokerage (3% in 2006 and 4% in 2013).

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

3. 2013 revenue of \$7.2 billion includes \$9.4 million of revenue related to discontinued operations.

ACQUISITIONS

2013

NORLAND

- Approximately £385 million (\$629 million) revenue³
- Cash purchase price of approximately £265.5 million (\$434 million⁴)⁵
- Provides capability to self perform building technical engineering services in EMEA
- Adds expertise in critical environments
- Significant cross-selling opportunities with the CBRE customer base

1. Acquisition of minority interest not previously owned.

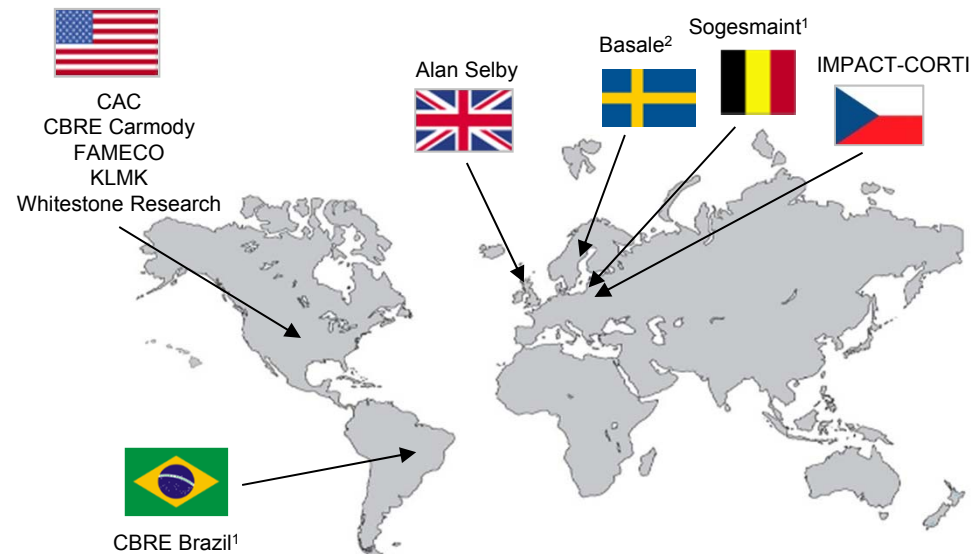
2. Acquisition of minority interest.

3. For fiscal year ended April 5, 2013.

4. Excludes deal costs, deferred consideration and /or earnouts.

5. Norland acquisition also includes 362,916 shares of common stock issued to senior management, the value of which is not included in this purchase price.

2013 IN-FILL ACQUISITIONS



- 10 in-fill acquisitions completed
- Estimated associated annual revenue of approximately \$105 million
- Aggregate purchase price of approximately \$110 million⁴

BUSINESS OVERVIEW

2013 Region Highlights



Americas Revenue ▲ 10%

- Double-digit growth in sales, leasing and occupier outsourcing (in local currency)



EMEA Revenue ▲ 18% ▲ 17% in local currency

- Continued resurgence in property sales
- Double-digit growth across most major business lines

Asia Pacific Revenue ▲ 7% ▲ 15% in local currency

- Growth led by property sales (up 50% in local currency)

BUSINESS OVERVIEW

Full Year 2013 Business Line Highlights

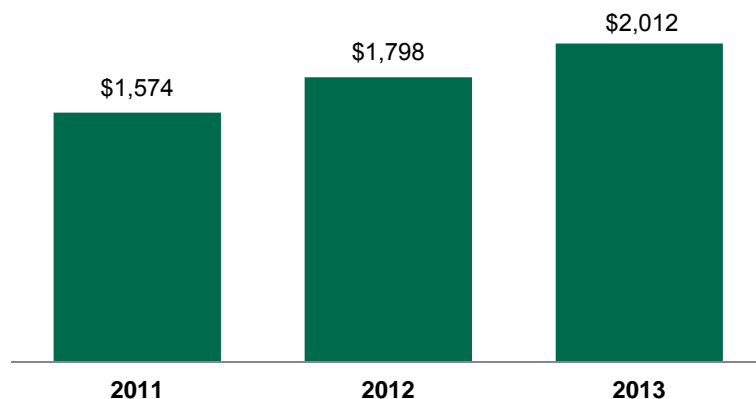
Revenue (\$ in millions)									
	Leasing ¹	Property, Facilities & Project Management ¹	Sales	Investment Management ¹	Appraisal & Valuation	Commercial Mortgage Brokerage ¹	Development Services	Other	Total
2013 ²	2,052.2	2,475.5	1,290.4	538.6	414.5	312.0	50.9	60.1	7,194.2
% of 2013 Total	28	34	18	8	6	4	1	1	100
2012 ²	1,911.4	2,244.5	1,058.2	483.4	384.5	300.0	74.7	63.1	6,519.8
% Change Year-over-Year									
USD	▲ 7	▲10	▲22	▲ 11	▲ 8	▲ 4	▼-32	▼ -5	▲10
Local Currency	▲ 9	▲11	▲24	▲ 11	▲ 9	▲ 4	▼-32	▼ -1	▲11

See slide 27 for footnotes.

GLOBAL CORPORATE SERVICES (GCS)

HISTORICAL REVENUE¹

(\$ in millions)



PERCENT OF 2013 GLOBAL REVENUE



KEY SERVICES

Transaction Management



Facilities Management

JPMORGAN CHASE & CO.

Project Management



Consulting



2013 WINS

	Q4	Full Year
New	32*	96*
Expansions	10	53
Renewals	13	61

* Record for CBRE

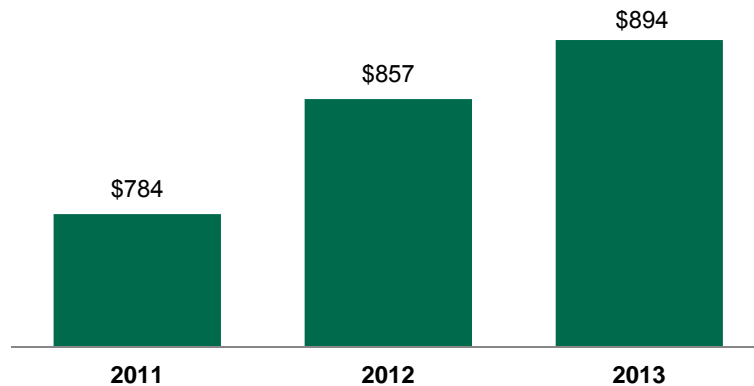
Total potential available market for GCS is estimated to be \$50 to \$60 billion.

1. Includes transaction revenue associated with GCS activities. These are also included within sales and leasing revenues.

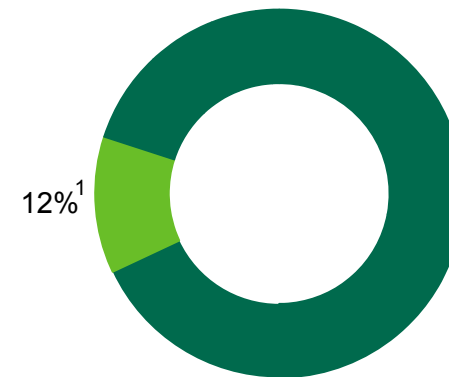
ASSET SERVICES

HISTORICAL REVENUE¹

(\$ in millions)



PERCENT OF 2013 GLOBAL REVENUE



ICONIC PROPERTIES UNDER MANAGEMENT

Lim Tower



Vietnam

Esiapolis Lifestyle Center



South Korea

The Cube



Birmingham, UK

KEY STRATEGIC ACCOUNTS

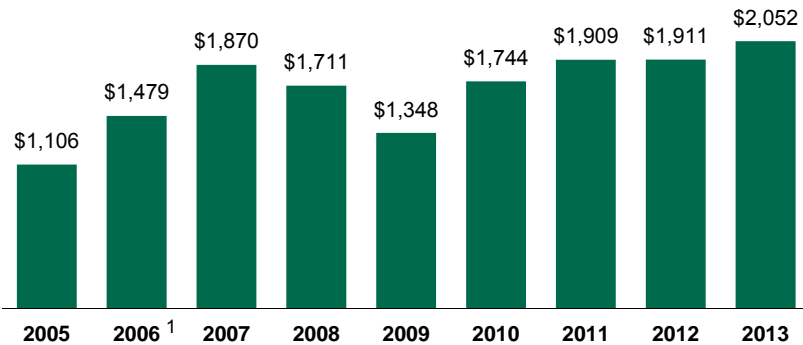


1. Includes transaction revenue associated with AS activities. These are also included within sales and leasing revenues.

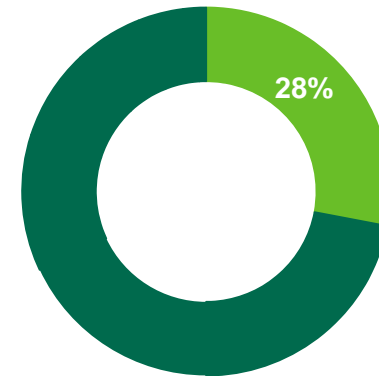
LEASING

GLOBAL LEASING REVENUE

(\$ in millions)



PERCENT OF 2013 GLOBAL REVENUE



2013 TRANSACTIONS



Citigroup
388-390 Greenwich Street
New York, NY
2.55 Million SF



Hudson Pacific Properties
Element LA Office Campus
Los Angeles, CA
284,000 SF



Gogo, Inc.
111 North Canal Street
Chicago, IL
232,000 SF



IBM
28 Calle de Santa Hortensia
Madrid, Spain
500,000 SF

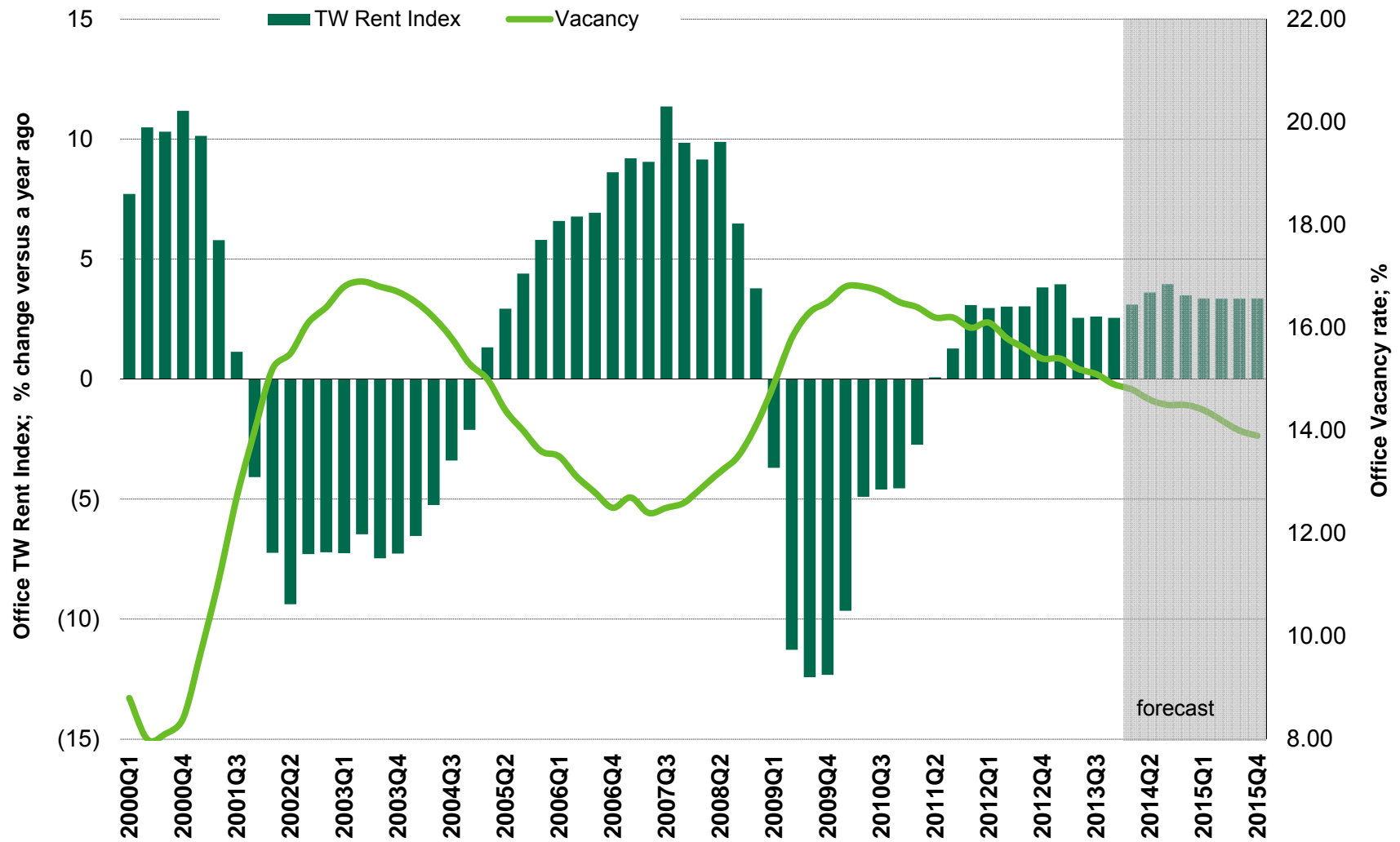


W.W. Grainger
GLP Songjiang Logistics Park
Shanghai, China
161,400 SF

1. Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006.

OFFICE LEASING MARKET OUTLOOK

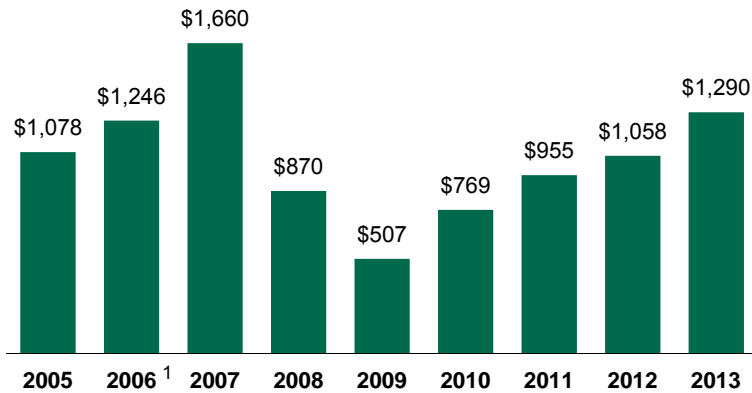
U.S. OFFICE RENT FORECAST AND VACANCY



CAPITAL MARKETS

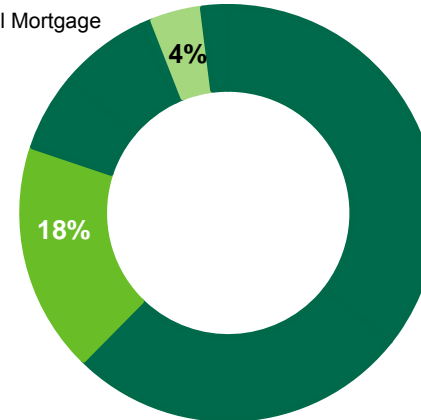
GLOBAL SALES REVENUE

(\$ in millions)



PERCENT OF 2013 GLOBAL REVENUE

Property Sales
Commercial Mortgage
Brokerage



2013 TRANSACTIONS

One Chase Plaza



New York, NY

JP Morgan Chase

\$725 Million

Property Sale

222 W. Washington Street 1111 Brickell Avenue



Chicago Miami

PREI Fund

\$225 Million

Acquisition Financing

Hewlett-Packard Property



Singapore

Hewlett-Packard

\$319 Million

Property Sale

Retail Portfolio



Spain

Moor Park Capital

\$450 Million

Portfolio Sale

Retail Portfolio



Sweden

Starwood Capital

\$600 Million

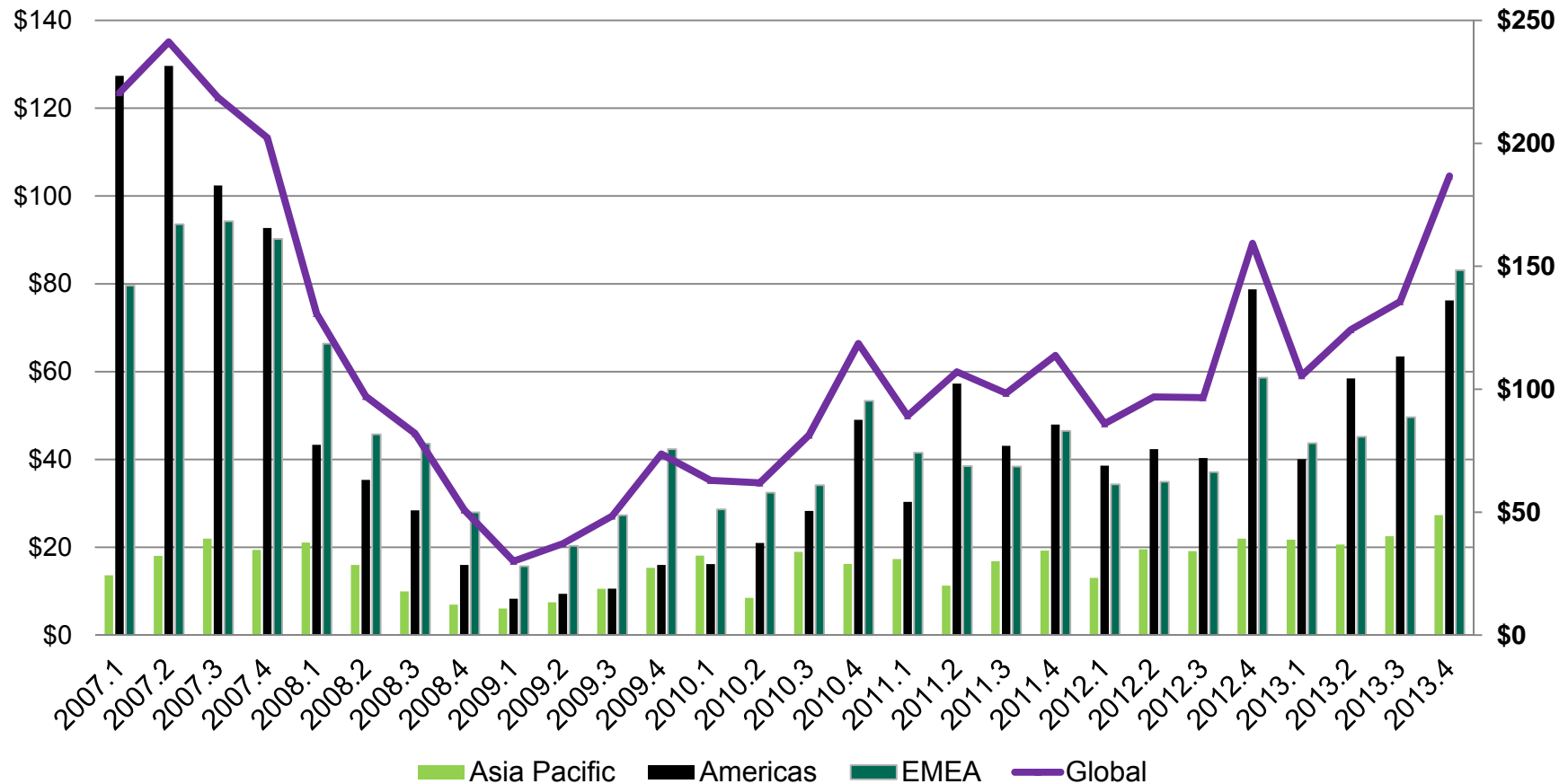
Property Acquisition

1. Includes Trammell Crow Company's revenue for the period from December 20, 2006 through December 31, 2006.

GLOBAL SALES TRANSACTION VOLUME

Regional Volume, \$ in Billions

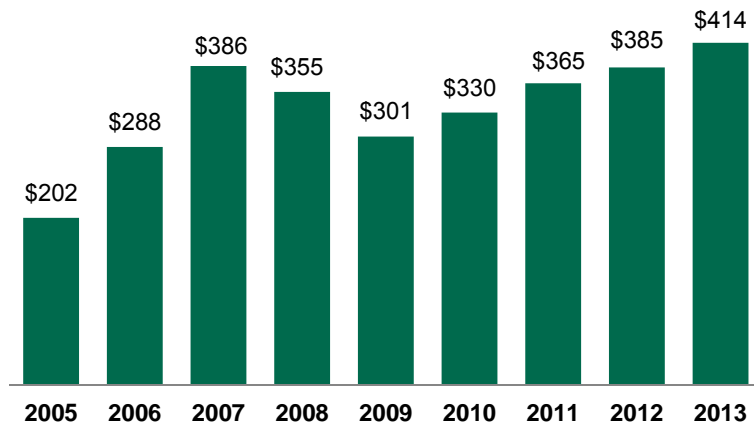
Global Volume, \$ in Billion



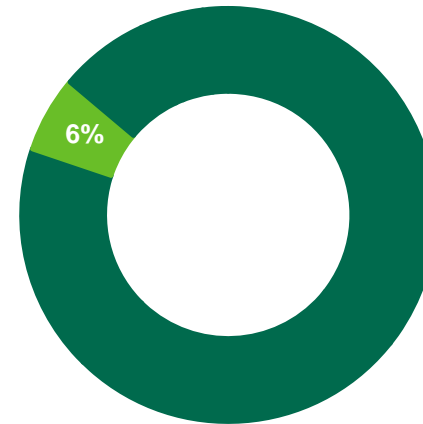
APPRAISAL AND VALUATION SERVICES

HISTORICAL REVENUE

(\$ in millions)



PERCENT OF 2013 GLOBAL REVENUE



CLIENT TYPES: INSTITUTIONAL, LENDER, LIFE INSURANCE COMPANIES, SPECIAL SERVICERS, REITS, ETC.

Largest Clients Americas



Largest Clients EMEA



Largest Clients Asia Pacific



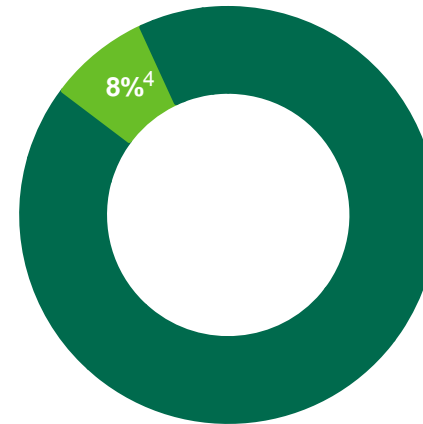
GLOBAL INVESTMENT MANAGEMENT

REALIZED SIGNIFICANT CARRIED INTEREST REVENUE IN 5 OF THE PAST 10 YEARS

Year	Carried Interest Revenue (\$ in millions)
2004	--
2005	\$28.0
2006	\$101.7
2007	\$88.7
2008	\$0.4
2009	--
2010	\$19.9
2011	\$1.5
2012	--
2013 ²	\$86.2

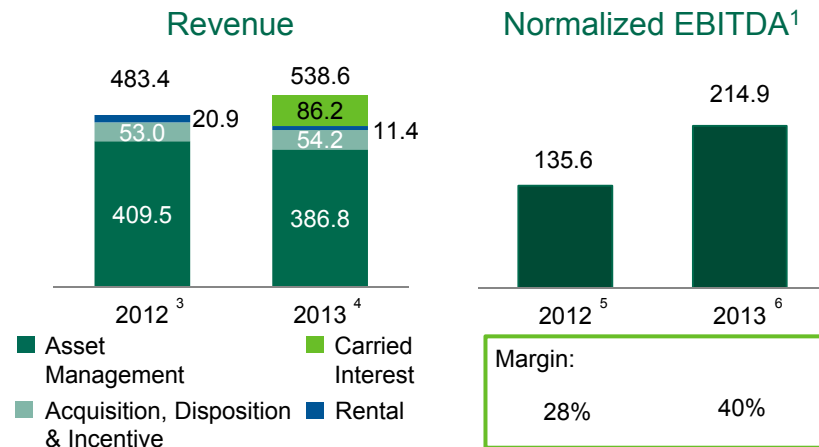
See slide 27 for footnotes.

PERCENT OF 2013 GLOBAL REVENUE



2013 FINANCIAL RESULTS

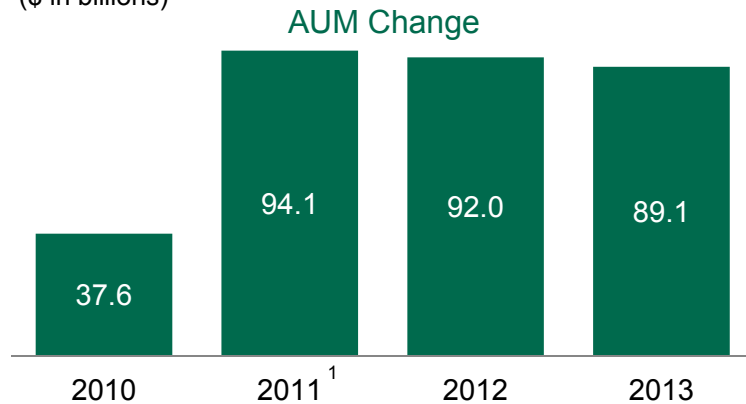
(\$ in millions)



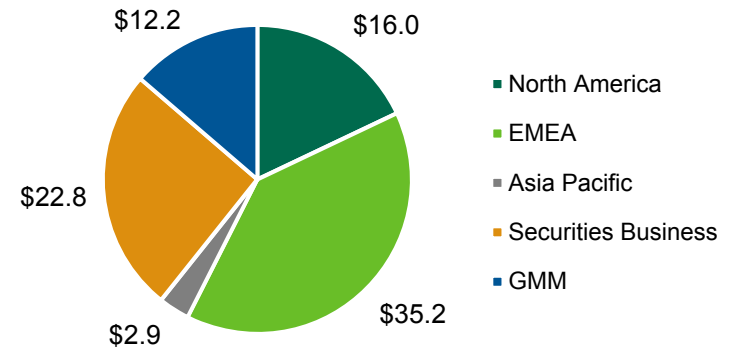
GLOBAL INVESTMENT MANAGEMENT

ASSETS UNDER MANAGEMENT (AUM)

(\$ in billions)

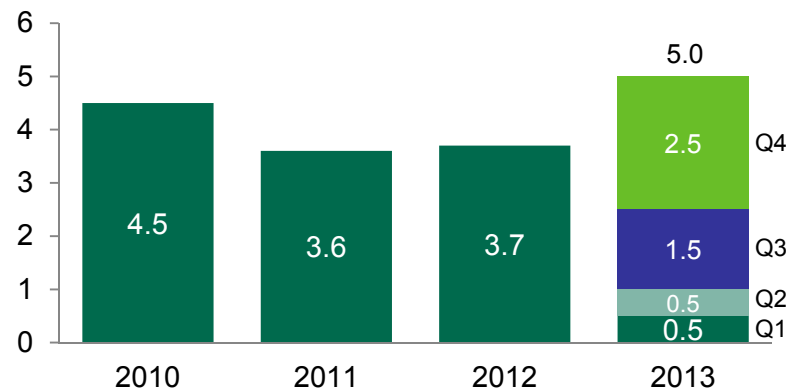


AUM Components²



CAPITAL RAISED^{2,3}

(\$ in billions)

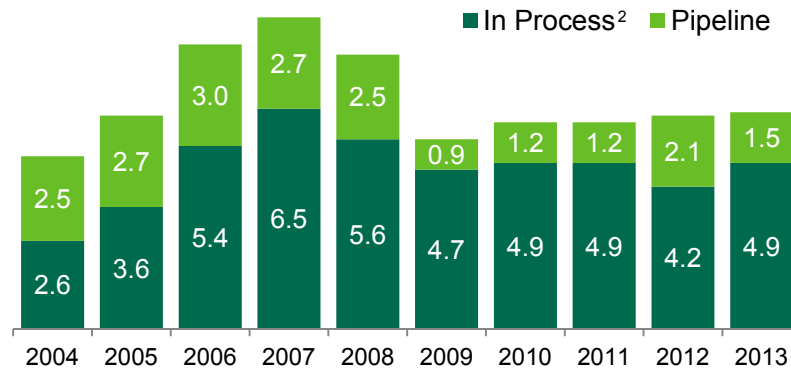


- Capital to deploy \$4.0 Billion^{2,3}
- Co-Investment \$170.3 Million²

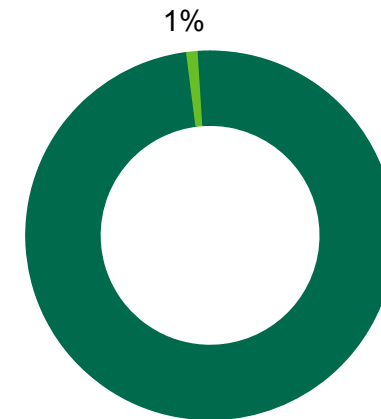
DEVELOPMENT SERVICES

PROJECTS IN PROCESS/PIPELINE¹

(\$ in billions)



PERCENT OF 2013 GLOBAL REVENUE



INCREASE IN PROJECTS IN PROCESS REFLECTS RECOVERING DEMAND

Hess Tower



Houston, TX
Office

Junction Flats



Minneapolis, MN
Multi-Family

I-215 Industrial Park



Riverside, CA
Industrial

Denver Union Station



Denver, CO
Mixed-Use

Posner Commons

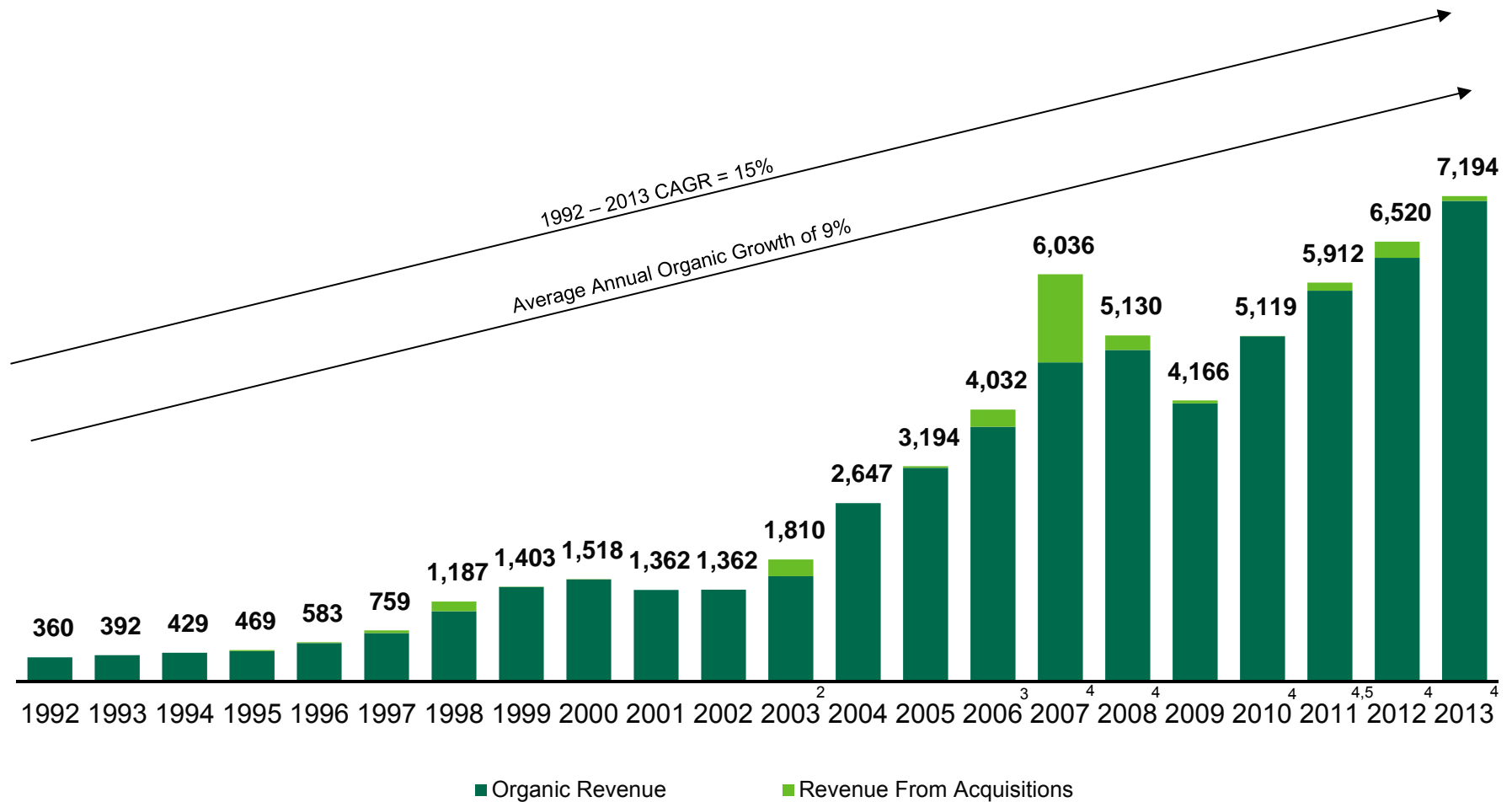


Davenport (Orlando), FL
Retail

HISTORICAL PERFORMANCE

REVENUE¹

(\$ in millions)

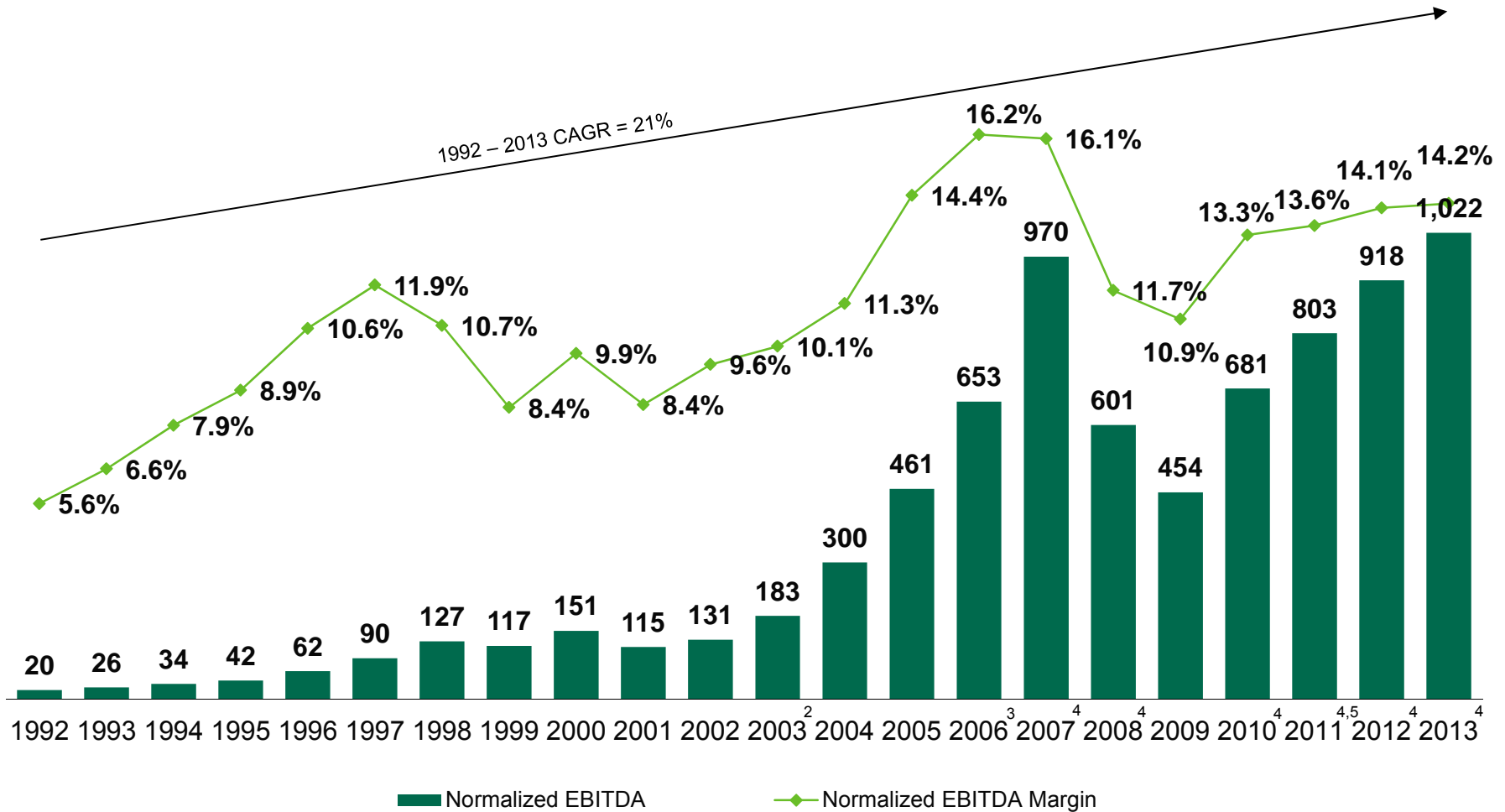


See slide 27 for footnotes.

HISTORICAL PERFORMANCE

NORMALIZED EBITDA AND MARGIN¹

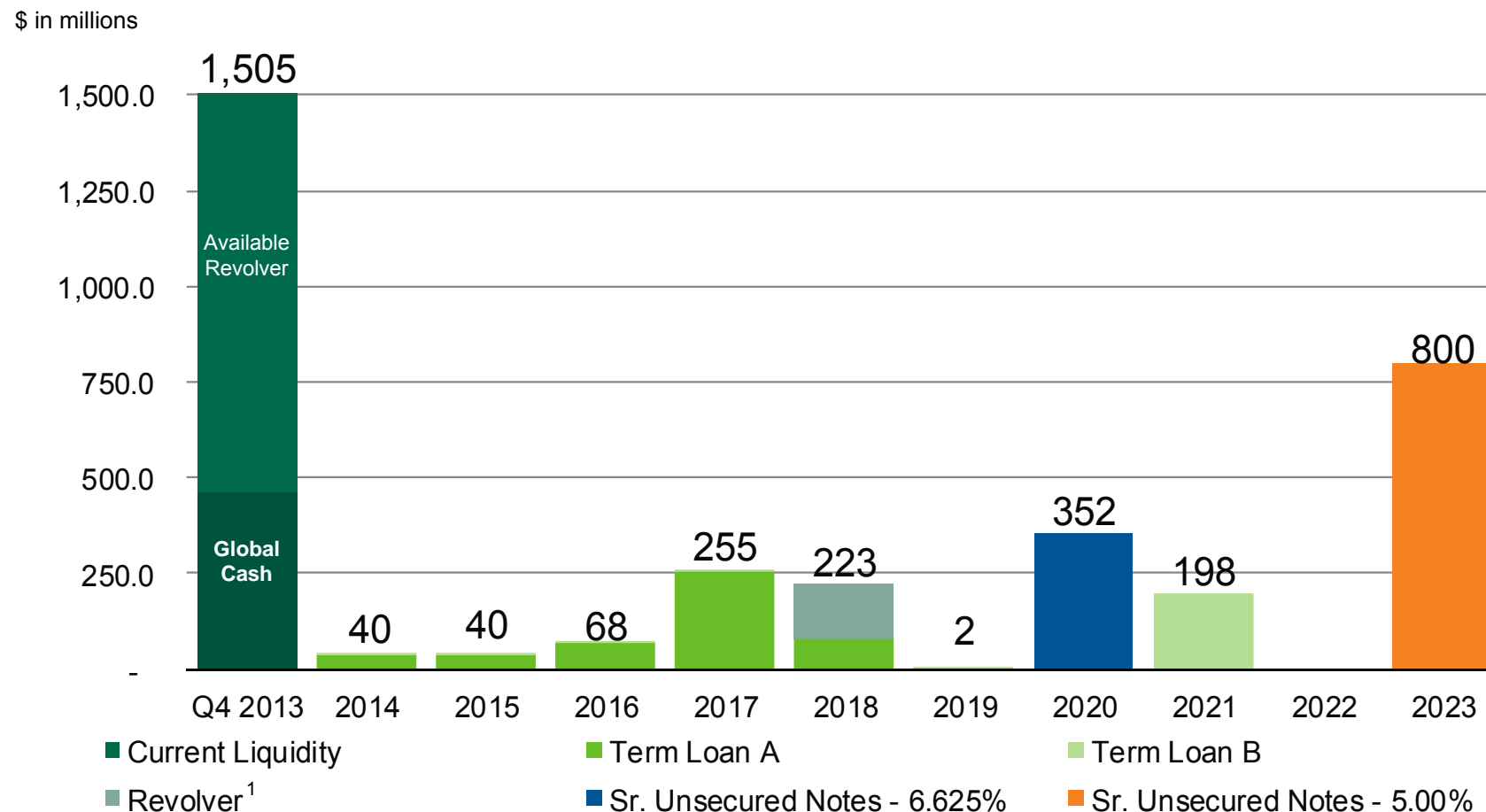
(\$ in millions)



See slide 27 for footnotes.

MANDATORY AMORTIZATION AND MATURITY SCHEDULE

As of December 31, 2013



1. \$1,200.0 million revolver facility matures in March 2018. As of December 31, 2013, the outstanding revolver balance was \$142.5 million.

CAPITALIZATION

(\$ in millions)	As Of		Variance
	12/31/2013	12/31/2012	
Cash ¹	459.5	994.7	(535.2)
Revolving credit facility	142.5	73.0	69.5
Senior secured term loan A	-	271.3	(271.3)
Senior secured term loan A-1	-	275.2	(275.2)
Senior secured term loan B	-	293.2	(293.2)
Senior secured term loan C	-	394.0	(394.0)
Senior secured term loan D	-	394.0	(394.0)
Senior secured term loan A (new)	471.9	-	471.9
Senior secured term loan B (new)	213.4	-	213.4
Senior subordinated notes ²	-	440.5	(440.5)
Senior unsecured notes 5.0%	800.0	-	800.0
Senior unsecured notes 6.625%	350.0	350.0	-
Notes payable on real estate ³	4.0	13.9	(9.9)
Other debt ⁴	5.4	9.4	(4.0)
Total debt	1,987.2	2,514.5	(527.3)
Stockholders' equity	1,895.8	1,539.2	356.6
Total capitalization	3,883.0	4,053.7	(170.7)
Total net debt	1,527.7	1,519.8	7.9

1. Excludes \$32.4 million and \$94.6 million of cash in consolidated funds and other entities not available for Company use at December 31, 2013 and 2012, respectively.

2. Net of original issue discount of \$9.5 million at December 31, 2012.

3. Represents notes payable on real estate in Development Services that are recourse to the Company. Excludes non-recourse notes payable on real estate of \$126.5 million and \$312.1 million at December 31, 2013 and 2012, respectively.

4. Excludes \$374.6 million and \$1,026.4 million of aggregate warehouse facilities outstanding at December 31, 2013 and 2012, respectively.

BUSINESS OUTLOOK

2014 Expectations

- Market sentiment is positive
- Good momentum in most of our businesses
 - Property sales expected to grow by double digits due to capital influx and expansion into secondary markets
 - Occupier outsourcing poised for continued double-digit growth
 - Leasing expected to grow in the mid- to high-single digits with market share gains
- Service business expected to generate double-digit EBITDA growth before Norland
- Together, Global Investment Management and Development Services expected to perform in line with 2013 excluding carried interest
- Interest expense savings largely offset by higher depreciation and amortization
- Expect to achieve adjusted EPS in the range of \$1.55 - \$1.60
- EBITDA distribution by quarter has been consistent over past four years:
 - Q1 – 15%
 - Q2 – 23%
 - Q3 – 23%
 - Q4 – 39%
- Expect Q1 2014 EBITDA to be disproportionately impacted by broker recruits and GSE loan origination pull back
- Expect 2014 EBITDA to be weighted slightly more to the second half of the year

APPENDIX

RECONCILIATION OF NORMALIZED EBITDA TO EBITDA TO NET INCOME

(\$ in millions)	Year Ended December 31,				
	2013	2012	2011	2010	2009
Normalized EBITDA ¹	\$ 1,022.3	\$ 918.4	\$ 802.6	\$ 681.3	\$ 453.9
Less:					
Integration and other costs related to acquisitions	12.6	39.2	68.8	7.2	5.7
Cost containment expenses	17.6	17.6	31.1	15.3	43.6
Carried interest incentive compensation expense ²	9.2	-	-	-	-
Write-down of impaired assets	-	-	9.4	11.3	32.5
EBITDA ¹	982.9	861.6	693.3	647.5	372.1
Add:					
Interest income	6.3	7.6	9.4	8.4	6.1
Less:					
Depreciation and amortization ³	191.3	170.9	116.9	109.0	99.5
Non-amortizable intangible asset impairment	98.1	19.8			
Interest expense ⁴	138.4	176.6	153.5	192.7	189.1
Write-off of financing costs	56.3	-	-	18.1	29.3
Provision for income taxes ⁵	188.6	186.3	193.1	135.8	27.0
Net income attributable to CBRE Group, Inc.	\$ 316.5	\$ 315.6	\$ 239.2	\$ 200.3	\$ 33.3
Revenue ⁶	\$ 7,194.2	\$ 6,519.8	\$ 5,912.1	\$ 5,119.2	\$ 4,165.8
Normalized EBITDA Margin	14.2%	14.1%	13.6%	13.3%	10.9%

Notes:

- Includes EBITDA related to discontinued operations of \$7.9 million for the year ended December 31, 2013, \$5.6 million for the year ended December 31, 2012, \$14.1 million for the year ended December 31, 2011, and \$16.4 million for the year ended December 31, 2010.
- Carried interest incentive compensation is related to a fund that began recording carried interest expense in Q2 2013.
- Includes depreciation and amortization related to discontinued operations of \$0.9 million for the year ended December 31, 2013, \$1.3 million for the year ended December 31, 2012, \$1.2 million for the year ended December 31, 2011, and \$0.6 million for the year ended December 31, 2010.
- Includes interest expense related to discontinued operations of \$3.3 million for the year ended December 31, 2013, \$1.6 million for the year ended December 31, 2012, \$3.2 million for the year ended December 31, 2011, and \$1.6 million for the year ended December 31, 2010.
- Includes provision for income taxes related to discontinued operations of \$1.3 million for the year ended December 31, 2013, \$1.0 million for the year ended December 31, 2012, \$4.0 million the year ended December 31, 2011, and \$5.4 million for the year ended December 31, 2010.
- Includes revenue related to discontinued operations of \$9.4 million for the year ended December 31, 2013, \$5.7 million for the year ended December 31, 2012, \$6.7 million for the year ended December 31, 2011, and \$3.9 million for the year ended December 31, 2010.

RECONCILIATION OF NORMALIZED EBITDA TO EBITDA TO NET LOSS

Global Investment Management

(\$ in millions)	Twelve Months Ended December 31,	
	2013	2012
Normalized EBITDA ¹	\$ 214.9	\$ 135.6
Less:		
Cost containment expenses	9.6	-
Integration and other costs related to acquisitions	1.5	39.2
Net accrual of certain incentive compensation expense related to carried interest revenue not yet recognized and included in selected charges	9.2	-
EBITDA ¹	194.6	96.4
Add:		
Interest income	0.8	1.1
Less:		
Depreciation and amortization ²	36.7	51.6
Interest expense ³	38.1	44.8
Non-amortizable intangible asset impairment	98.1	-
Royalty and management service expense	4.8	4.2
Provision for income taxes	24.8	11.8
Net loss attributable to CBRE Group, Inc.	\$ (7.1)	\$ (14.9)

1. Includes EBITDA from discontinued operations of \$1.4 million and \$0.5 million for the years ended December 31, 2013 and 2012, respectively.

2. Includes depreciation and amortization expense related to discontinued operations of \$0.5 million and \$0.3 million for the years ended December 31, 2013 and 2012, respectively.

3. Includes interest expense related to discontinued operations of \$1.0 million and \$0.2 million for the years ended December 31, 2013 and 2012, respectively.

FOOTNOTES

Slide 9

1. Contains recurring revenue aggregating approximately 60% and 59% of total revenue for the twelve months ended December 31, 2013 and 2012, respectively.
2. Includes \$9.4 million and \$5.7 million of revenue from discontinued operations for the twelve months ended December 31, 2013 and 2012, respectively.

Slide 17

1. Normalized EBITDA excludes cost containment expenses, integration and other costs related to acquisitions and certain carried interest expense.
2. The Company began to normalize out carried interest incentive compensation expense accruals for funds that began recording carried interest expense in the second quarter of 2013 and beyond. The Company will recognize this expense in normalized EBITDA when the carried interest revenue is recorded in future periods (thereby matching the revenue and expense).
3. Includes revenue from discontinued operations of \$0.8 million for the twelve months ended December 31, 2012.
4. Includes revenue from discontinued operations of \$1.5 million for the twelve months ended December 31, 2013.
5. Includes EBITDA from discontinued operations of \$0.5 million for the twelve months ended December 31, 2012.
6. Includes EBITDA from discontinued operations of \$1.4 million for the twelve months ended December 31, 2013.

Slide 18

1. In 2011, CBRE acquired the real estate investment management operations of ING Group in Europe, Asia and its global securities business.
2. As of December 31, 2013.
3. Excludes securities business.

Slide 19

1. As of December 31 for each year presented.
2. In Process figures include Long-Term Operating Assets (LTOA) of \$0.9 billion for Q4 13, \$1.2 billion for Q4 12, \$1.5 billion for Q4 11, \$1.6 billion for Q4 10, \$1.4 billion for Q4 09 and \$0.4 billion for Q4 08. LTOA are projects that have achieved a stabilized level of occupancy or have been held 18-24 months following shell completion or acquisition.

Slide 20

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 Insignia activity for the period July 23, 2003 through December 31, 2003.
3. Includes Trammell Crow Company activity for the period December 20, 2006 through December 31, 2006.
4. 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, \$5.7 million for the year ended December 31, 2012 and \$7.9 million for the year ended December 31, 2013.
5. Includes activity from ING CRES, ING REIM Asia and ING REIM Europe beginning July 1, October 3 and October 31, 2011, respectively.

Slide 21

1. Normalized EBITDA excludes merger-related and other non-recurring costs, integration and other costs related to acquisitions, cost containment expenses, certain carried interest incentive compensation expense, 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.
2. Includes Insignia activity for the period July 23, 2003 through December 31, 2003.
3. Includes Trammell Crow Company activity for the period December 20, 2006 through December 31, 2006.
4. 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, \$5.6 million for the year ended December 31, 2012 and \$9.4 million for the year ended December 31, 2013.
5. Includes activity from ING CRES, ING REIM Asia and ING REIM Europe beginning July 1, October 3 and October 31, 2011, respectively.