

LEASING OUTLOOK

DRIVING LONG-TERM GROWTH

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CBRE



OVERVIEW

- Advise occupiers and investors in formulating and executing leasing strategies
- Tailored service delivery by property type and industry/market specialization
- Strategic insight and high-level execution driving significant market share gains
- Approximately 4,350² leasing professionals worldwide

1. Total lease value

2. As of January 1, 2014; excludes affiliates

CBRE

2013 Lease Transactions¹

**\$83.1
billion**

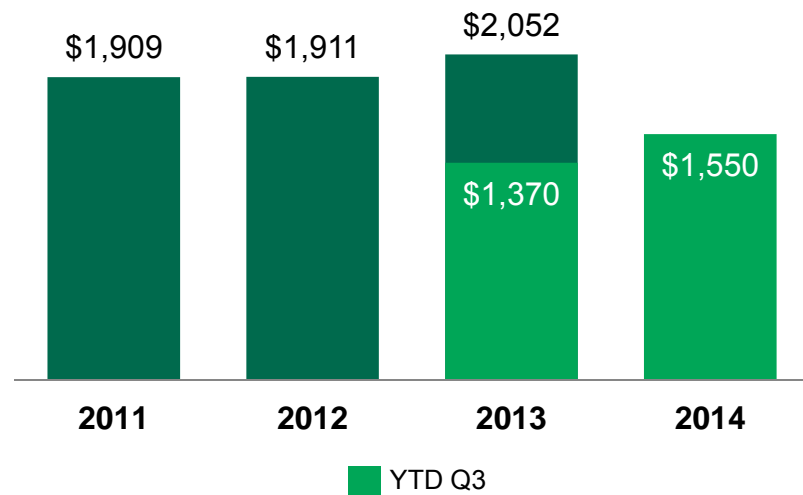


Office:	\$56.2 billion
Retail:	\$15.1 billion
Industrial:	\$10.5 billion
Other:	\$ 1.3 billion

#1
Global
Market
Position

Historical Fee Revenue

(\$ in millions)



MARKET GROWTH DRIVERS | AMERICAS

Macro Trends

- Sustained, strong job growth
- Improved GDP growth in the second half of 2014
- E-commerce growth (same/next-day delivery)
- Construction remains low but picking up

Outlook



Volumes
and
Rents

Leasing Market Trends

- Best office absorption in Q3 in seven years
- Q3 office rents up 1.3%; net absorption up 5% from Q2
- 16 straight quarters of falling industrial availability
- Q3 industrial rents up 0.5%; net absorption up 14.8% from Q2

MARKET GROWTH DRIVERS | EMEA

Macro Trends

- Likely zero growth in Eurozone in Q3, better in non-Eurozone countries and strong in UK
- ECB action has weakened Euro — very good for exports

Outlook



Volumes
and
Rents

Leasing Market Trends

- Despite weak GDP growth, real estate demand improving, giving grounds for measured optimism
- Q3 office take up increased by 10%, while rents edged up by 1.3% from Q2
- Q3 industrial take up posted 3%, increase while rents moved up 1% from Q2

MARKET GROWTH DRIVERS | ASIA PACIFIC

Macro Trends

- APAC growth slowing from 2013, but still strongest globally
- China in transition and facing weaker growth, but not recession
- Australia growth remains sub-par
- Growth improving in India
- Japan volatile but positive
- Emerging Asia countries benefiting from exports to U.S.

Outlook



Volumes
and
Rents

Leasing Market Trends

- Demand rising but strong construction activity will limit rent increases in some markets
- Q3 office take up increased 15%; rents rose 2.5% from Q2
- Q3 industrial take up increased 6.5%; rents stable from Q2

GROWTH STRATEGY

VISION: Continue to lead our sector in the core business of Leasing and create more distance between CBRE and competitors



Matrix
Leadership



Platform
Enhancements



Recruiting and
Retention



Client Care
and Development



Sales Management

- Integration with
Other Business Lines



Mergers and
Acquisitions

CBRE STRENGTHS



Top Talent

- Across Service Lines and Markets



Depth of

- Service Offering
- Resources
- Tools



Enviable Client Roster



Sales Management Operating Model



Geographic Footprint



Entrepreneurial and Collaborative Culture

2014 U.S. SUCCESS

STEWART TITLE

HOUSTON
Texas

Key Facts

- 240,000 square foot occupier lease
- Advisory and Transaction solution
- Integrated multiple service lines to drive more value to client

CBRE's Role

- Collaboration across CBRE service lines
 - Brokerage
 - Capital Markets
 - Labor Analytics
 - Location Incentive Practice
 - Project Management
 - Workplace Strategies
- Produce exceptional total outcome for Stewart Title



2014 INTERNATIONAL SUCCESS

CAPITALAND

SINGAPORE

Key Facts

- 700,000 square foot office tower under construction
- Completion: year-end 2014
- JV of CapitaLand, CCT and Mitsubishi Estate
- Anchor tenant: Cargill

CBRE's Role

- 15-year relationship with CapitaLand
- Appointed sole marketing agent for new office tower, CapitaGreen
- Secured Cargill as anchor tenant
- Pre-leased 40% of building with additional 20% under negotiation

