



Asia Pacific Business Overview

Rob Blain

President, Asia Pacific

CBRE

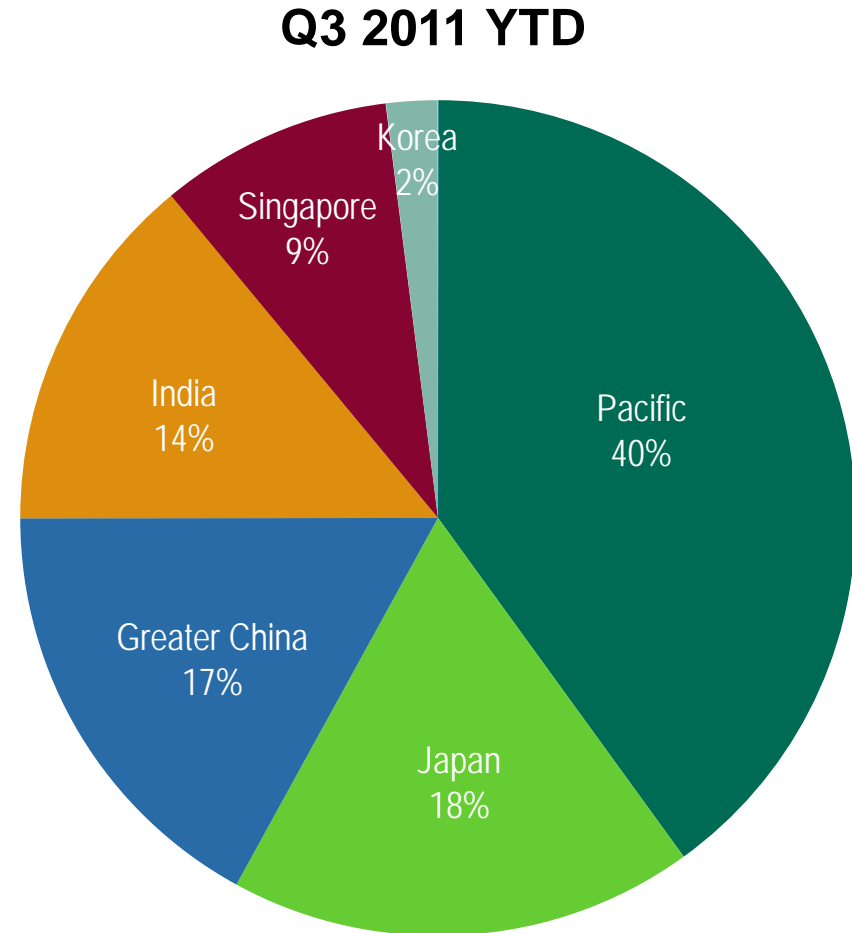
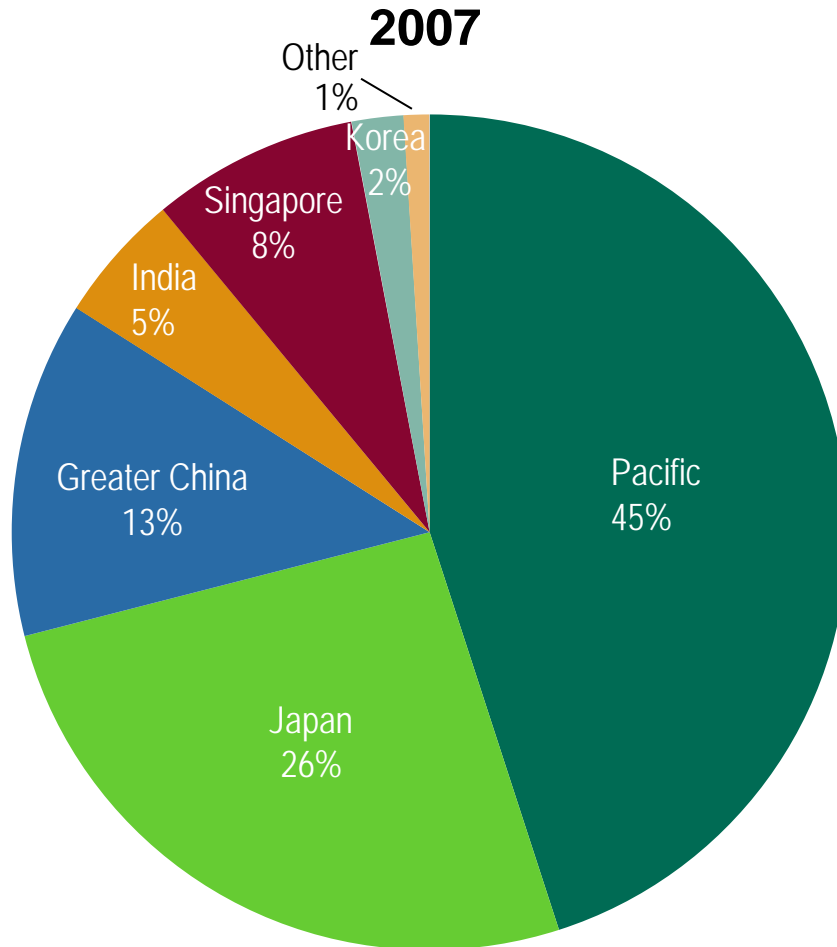
2010 Asia Pacific Corporate Stats

Total Transaction Value	\$20.9 billion
Property Sales (# of Transactions)	6,425
Property Sales (Transaction Value)	\$16.6 billion
Property Leasing (# of Transactions)	11,500
Property Leasing (Transaction Value)	\$4.3 billion
Valuation & Advisory Assignments	19,725
Property & Corporate Facilities Under Management	1.0 billion sq.ft.*
Project Management Contract Value	\$3.6 billion

* Includes affiliate offices

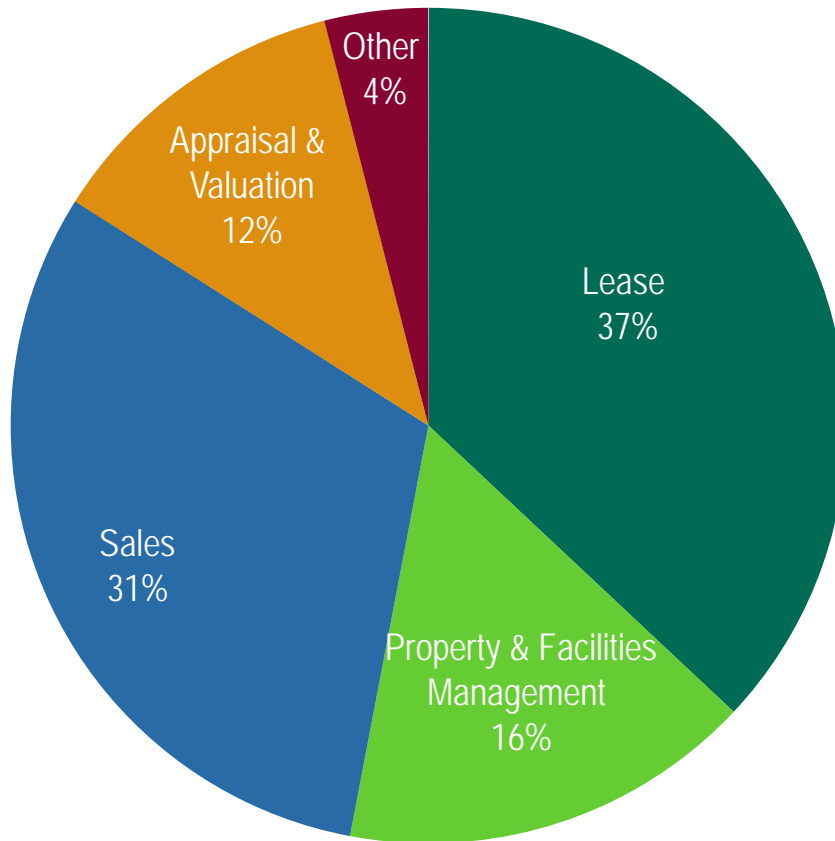
Asia Pacific Geographic Diversification

Revenue

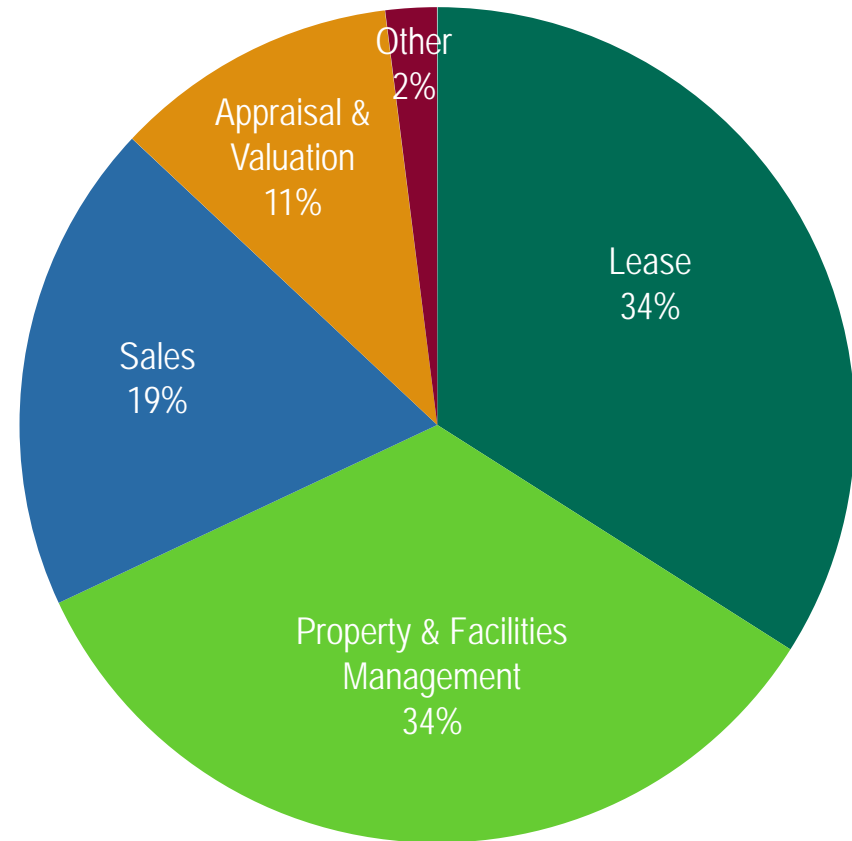


Asia Pacific Revenue by Service Line

2007



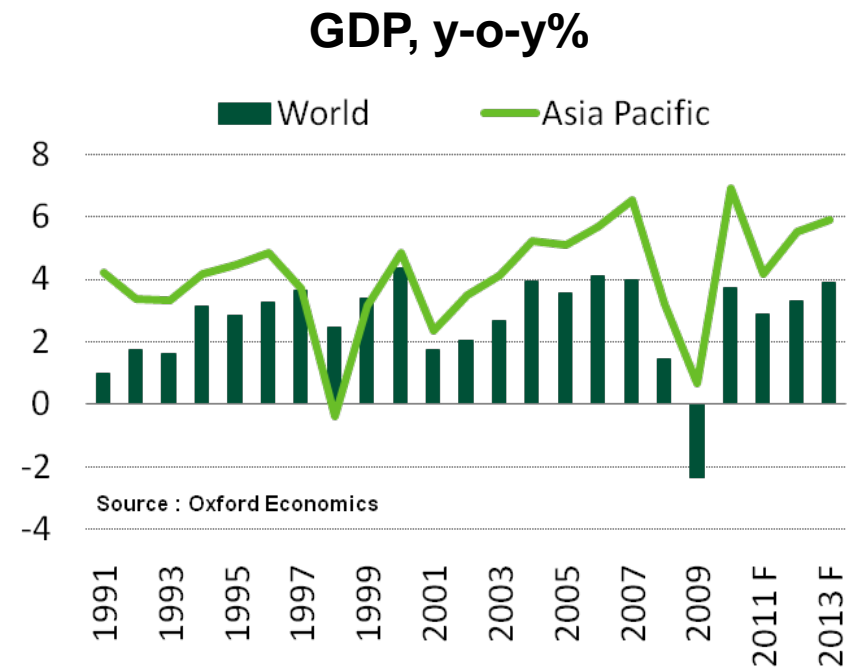
Q3 2011 YTD



- China and India – high growth markets
- Challenging investment market with capital constraints
- Increased activity and growth in all business lines
- Continued solid performance by Pacific market
- Strong growth in outsourcing consistent with global strategy
- Continued investment in people and platforms to support the business

Economic trend

- Continued healthy GDP growth
- Driven by domestic consumption and rising intra-regional trade
- Increasing focus on trade with China
- Global job cuts “but growing in Asia”
- Region remains vulnerable to western economic downturn
- High inflation should moderate but may lower consumption demand



Key Markets in Asia

JAPAN

Economic trend

- Recovery from the earthquake is gaining traction
- Export sector is holding up but domestic consumption remains weak
- Activity expected to be supported by stimulus packages and investment in reconstruction efforts
- Should boost GDP growth in 2012/13 and could stimulate longer term growth

CHINA

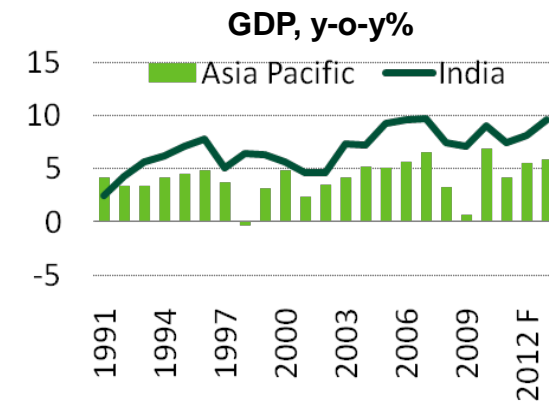
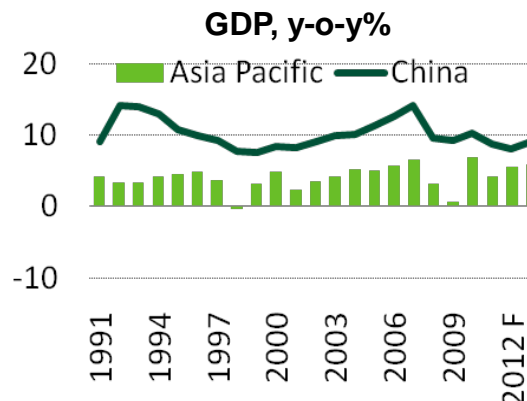
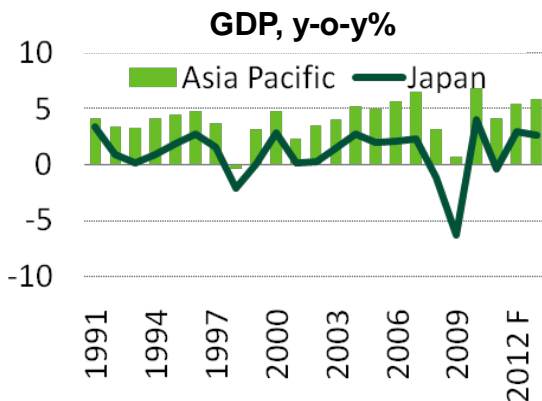
Economic trend

- World's 2nd largest economy and key engine of global growth
- Vulnerable to slowing export demand
- Rapid urbanization, investment and internal consumption fueling growth
- Concern about inflation and overheating
- Policy tightening on lending and investment, with a focus on real estate
- Key will be achieving a "soft landing"

INDIA

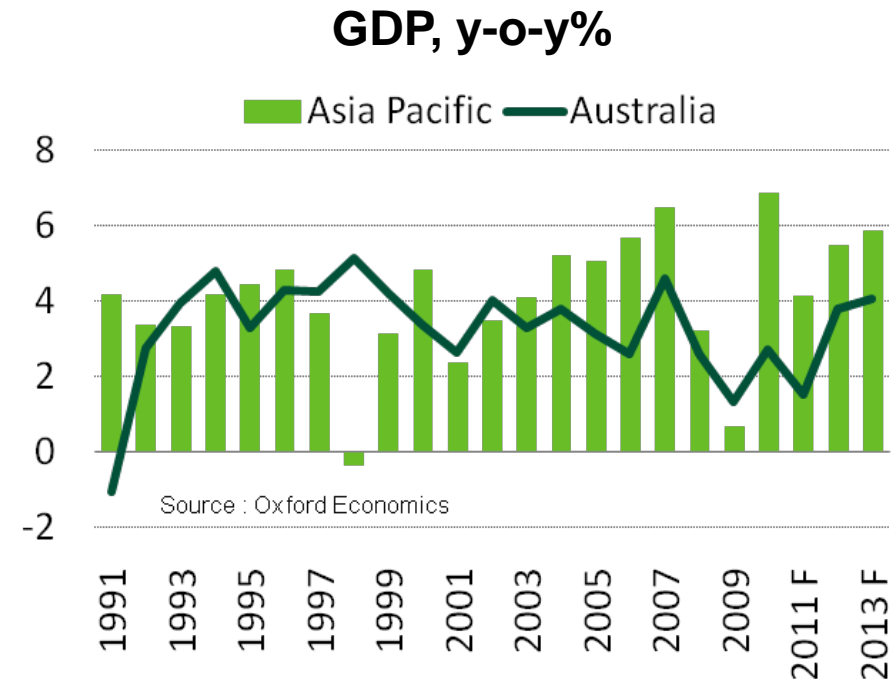
Economic trend

- One of the key high-growth countries
- Growing middle-class population fueling private consumption
- High-inflation, high-interest rate environment may impact investment
- Capital investment growth generally expected to continue
- Infrastructure bottlenecks and shortage of skilled workers remain key concerns



Economic trend

- Impact of flooding and weak consumer confidence slowed growth in first half of 2011
- Economy now rebounding due to mining and investment boom, but impact is inconsistent by location
- On balance, interest rates remain steady amid controlled inflation but rising unemployment
- Credit approvals for construction below 10 year average



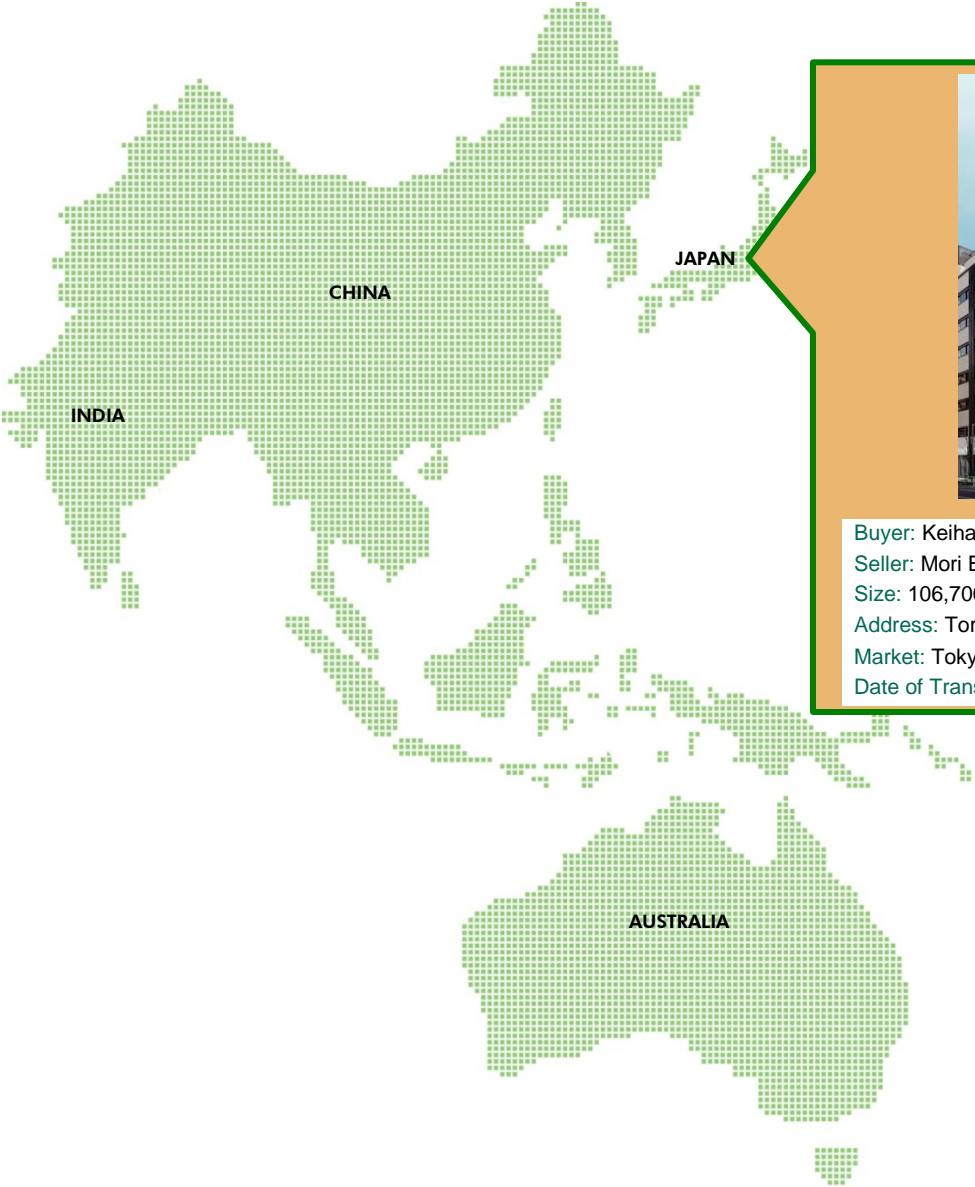
Australia - Market Observations

- Business lines with strong activity:
 - Office leasing (Sydney, Melbourne, Perth and Brisbane)
 - Significant CBD office investment in all major cities (AU\$100M – 500M)
 - Residential mortgage valuations and project marketing
- Client Types:
 - Strong demand from local superannuation funds in the investment market
 - Strongest demand from overseas investors (diverse group) including private investors
- Largest cities contributing to activity:
 - Sydney, Melbourne and Brisbane currently account for 80%+ of total major investment activity
 - Perth in demand due to the resources sector however supply is limited

- Robust growth occurring amid solid economic fundamentals
 - Gross revenue up 24% and 21%, Q3 2011 and YTD Q3 2011, respectively
 - All service lines growing YTD by double digits
- Significant market penetration in high-growth economies
 - Australia/New Zealand revenue up 19% YTD Q3 2011
 - China revenue up 30% YTD Q3 2011
 - India revenue up 42% YTD Q3 2011
- Outsourcing of Property & Facilities Management is increasing
 - Revenue up 18% YTD Q3 2011
- Strategic in-fill acquisition
 - Megaw and Hogg residential valuation (Australia)

- Maintain or attain leadership in key financial markets
- Grow market share by expanding and strengthening business line platform
- Manage and develop our human resources
- Deliver increasing margins through combination of revenue growth and expense management

Asia Pacific Notable Transactions



Buyer: Keihan Electric Railway Co., Ltd.
Seller: Mori Building Co., Ltd.
Size: 106,700 sq. ft.
Address: Toranomon, Minato-ku, Tokyo
Market: Tokyo
Date of Transaction: August 2011



Asia Pacific Notable Transactions



Asia Pacific Notable Transactions



Occupier: ICICI Bank Limited
Owner: ICICI Bank Limited
Service: Project Management
Size of development: 4 million sq. ft.
Address: Gachibowli, Hyderabad, Andhra Pradesh
Market: Hyderabad
Date of Transaction: August 2011

Asia Pacific Notable Transactions

