



CAPITAL AND INVESTMENT MARKETS

Panel Discussion

CBRE



PANEL PARTICIPANTS



Chris Ludeman

*Global President,
Capital Markets*



Ritson Ferguson

*Global Chief Investment
Officer, CBRE Global
Investors*



Brian Stoffers

*Global President, Debt &
Structured Finance*



Peter Donovan

*Executive Managing Director,
Multifamily, Capital Markets*

INVESTMENT MANAGEMENT

Performance-Driven
Global RE Investment Manager

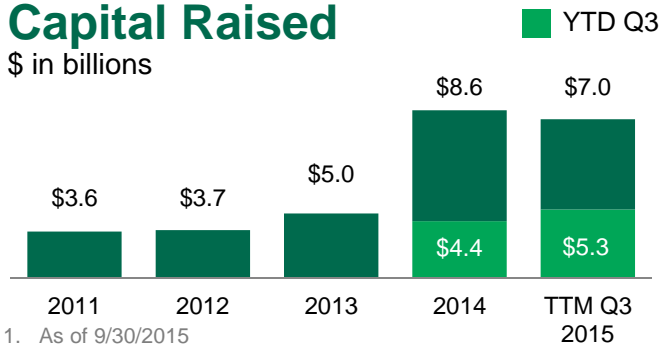
500+ Institutional
Clients

\$5,700 Million Equity^{1,2}
to Deploy

\$138.9 Million¹
Co-Investment

Capital Raised

\$ in billions



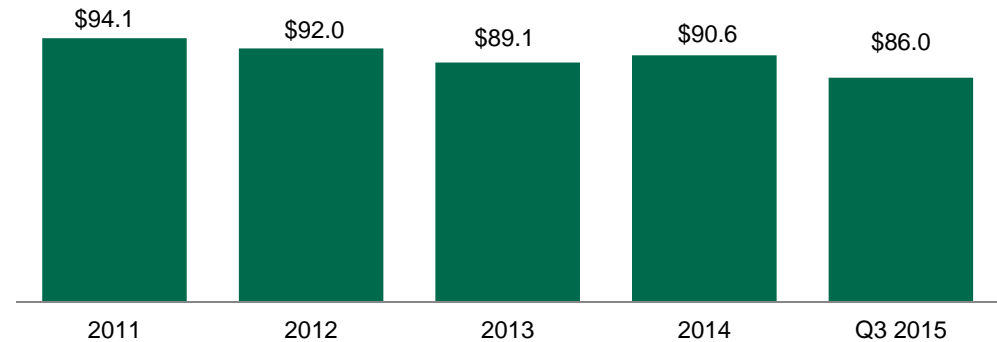
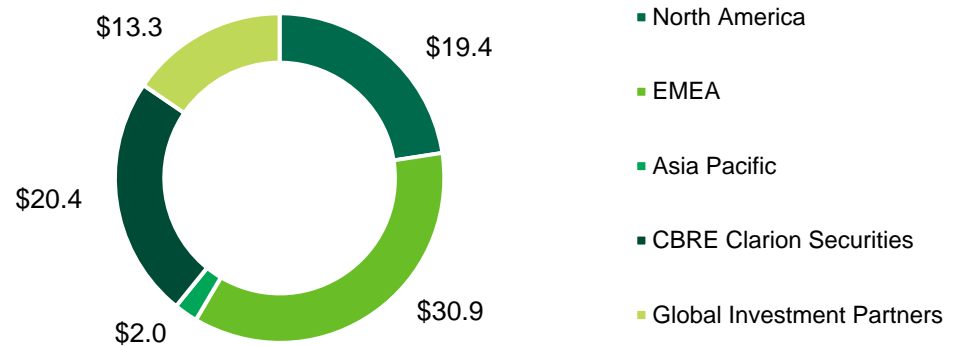
1. As of 9/30/2015

2. Excludes global securities business.

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Assets Under Management (AUM)¹

\$ in billions



Q3 2015 AUM versus Q3 2014 AUM is up by \$1.6 billion in local currency (USD decline driven by exchange rate impact)

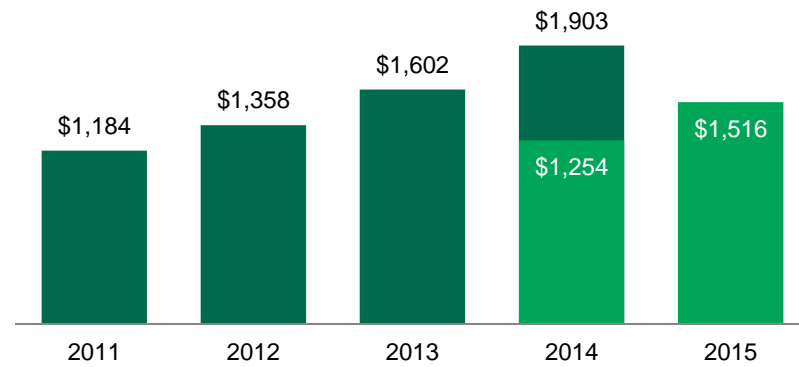
CAPITAL MARKETS



Historical Revenue

\$ in millions

■ YTD Q3



\$211 Billion

Transaction Volume (excluding Capital Advisors)

PROPERTY SALES

Strategic Advisor

For Buyers and Sellers in
Commercial Real Estate

#1 Global Market Share¹

670-basis-point advantage over
#2 firm for YTD Q2 2015

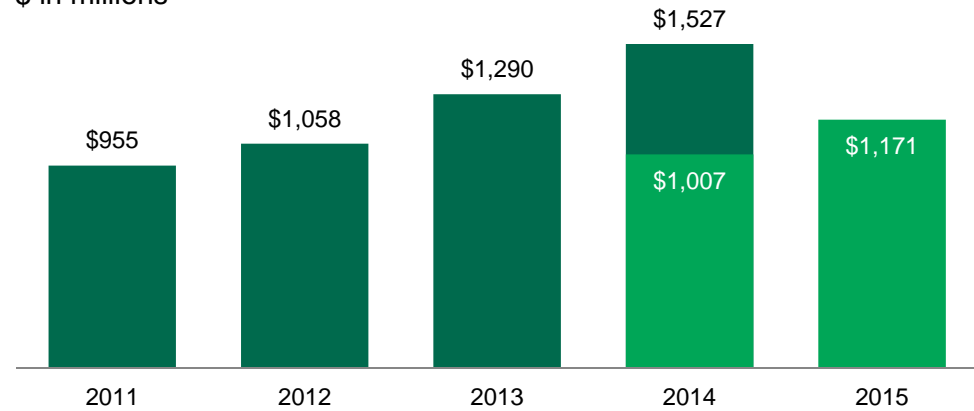
\$176.9 Billion

Sales Transactions in 2014

Historical Revenue

\$ in millions

■ YTD Q3



Recent Transactions



United States
Cannon Commercial
\$310 Million
Property Sale



Ireland
Starwood REIT
\$523 Million
Portfolio Acquisition



Australia
DEXUS Property
\$488 Million
Property Acquisition

1. Based on Real Capital Analytics



COMMERCIAL MORTGAGE SERVICES

Leading Strategic Advisor
For Debt and Structured Finance
Solutions

Synergistic
With Property Sales

Key Services
Loan Origination/Debt Placement
Portfolio Loan Sales
Loan Servicing

\$33.8 Billion Global
Mortgage Activity in 2014¹

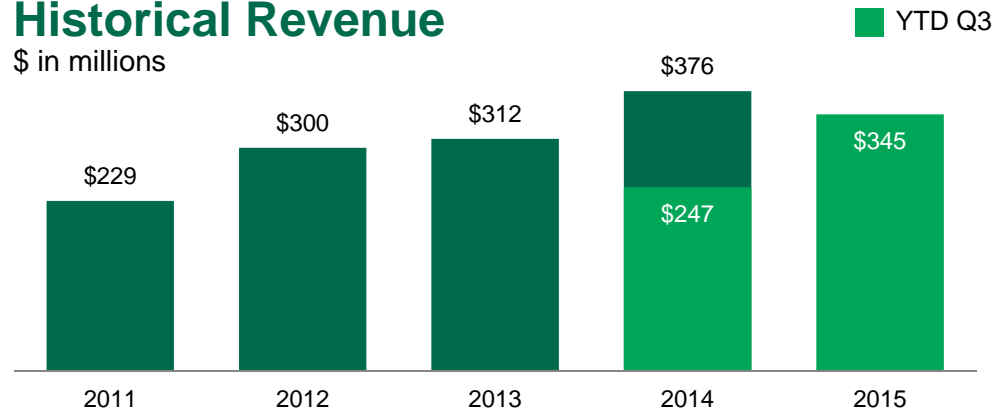
#1 in Loan Origination
With Government Agencies²
(\$8.7 Billion in 2014)

1. Activity includes loan originations, loan sales and affiliates.
2. As measured in dollar value loaned.



Historical Revenue

\$ in millions



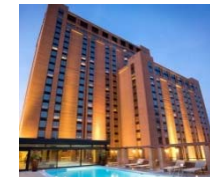
Recent Transactions



London
Stanhope, Mitsui Fudosan
and Alberta Investment
Management Corp.
\$530 Million
Development Financing



United States
Brookfield Asset
Management
\$1.65 Billion
Acquisition Financing



United States
GE
Capital
\$2.3 Billion
Loan Sale