



GLOBAL WORKPLACE SOLUTIONS

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CBRE



GLOBAL WORKPLACE SOLUTIONS OVERVIEW

Partner of Choice for Occupier Clients

Full-Service Offering

Enterprise Facilities Management
 Advisory & Transactions
 Project Management
 Management Consulting

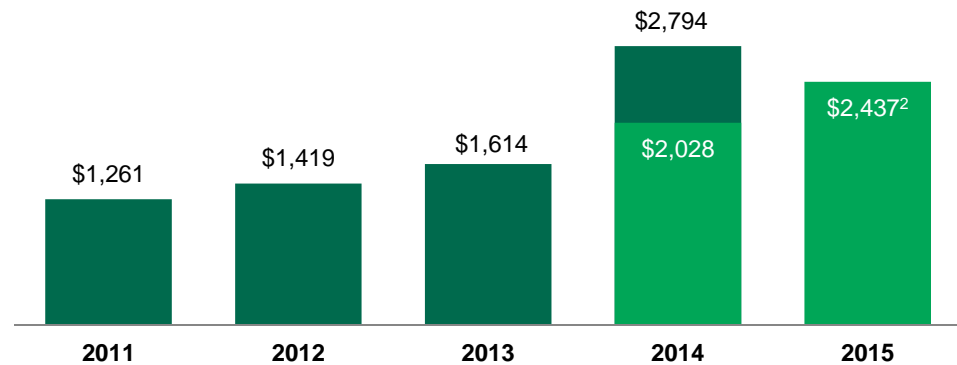
Client Benefits

High-Touch Account Management
 Lower Occupancy Costs
 Faster Project Delivery
 Improved Occupier Experience

Historical Revenue¹

\$ in millions

■ YTD Q3



Representative Clients

Facilities Management



Transaction Services



Project Management



1. Historical revenue for Global Workplace Solutions line of business (formerly Global Corporate Services or GCS) excludes associated sales and leasing revenue, most of which is contractual.

2. YTD Q3 2015 includes one month contribution of approximately \$237 million from the Global Workplace Solutions business acquired on September 1, 2015.

INDUSTRY GROWTH DRIVERS

GWS is a Leading Player in a Large and Growing Market

- **GWS is the leader in a large and fragmented market**
 - Market growing steadily
 - Growth potential higher in specific areas:
 - Verticals such as Industrial, Healthcare and Life Sciences
 - Asset types such as Data Centers and Other Critical Environments
 - Geographies new to outsourcing such as Brazil and China

- **Real estate outsourcing well positioned for growth**
 - Drive toward more cost savings
 - Occupier desire to leverage scale and expertise of service providers
 - Ability to link best-in-class building management and new technologies to optimize building performance
 - Desire to enhance the occupier and employee experience

GWS GROWTH STRATEGY

Four Key Elements of Our Growth Strategy



Global Integrated Solutions Designed Around Client Needs



Technical Self-Performance Worldwide

Increases quality / accountability,
reduces cost and mitigates risk

Ability to self-perform at the highest standard of care in 40+ countries

Adding new countries and geographies as client demand requires

GWS GROWTH STRATEGY (CONTINUED)

Four Key Elements of Our Growth Strategy



Unmatched Capabilities to Lower Client Operating Costs

Increased buying power through category management program

Maintenance excellence process driven by Lean Six Sigma principles

Tools and technologies to monitor building performance and make better investment and operating decisions

Subject-matter experts in areas such as workplace strategy, portfolio optimization and labor analytics



Leverage Expertise Across Industry Verticals

GWS has a large presence across four key verticals, including Tech/Telecom, Financial Services, Industrial and Life Sciences

GWS has experience in all workplaces from office to labs to data centers

CBRE STRENGTHS

Combines Local Insights and Global Scale to Deliver Client Outcomes



Local Office Collaboration

More than 400 local CBRE offices around the globe provide on-the-ground insight and execution



Global Scale

Tremendous buying power and scale leveraged across multiple operating and capital expense categories



Strategic Insights & Data Analytics

Investment in technology and data analytics including the use of predictive data to reduce total cost to run a portfolio



Client Outcomes

Client-validated value to fee and client satisfaction monitored through in-depth annual survey