

2016 BUSINESS OUTLOOK DAY SERVICES BUSINESSES

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CBRE



Forward-Looking Statements

This presentation contains statements that are forward looking within the meaning of the Private Securities Litigation Reform Act of 1995. These include statements regarding CBRE's future growth momentum, operations, market share, business outlook, and financial performance expectations. These statements are estimates only and actual results may ultimately differ from them. 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 third quarter earnings report, furnished on Form 8-K, our most recent quarterly report filed on Form 10-Q, and our most recent annual report filed on Form 10-K, and in particular any discussion of risk factors or forward-looking statements therein, which are available on the SEC's website (www.sec.gov), for a full discussion of the risks and other factors that may impact any forward-looking statements that you may hear today.

Overview

An Integrated, Global Services and Advisory Firm

- 1 SCALE**
 - 2 SPECIALTY SERVICES AND TALENT POOL**
 - 3 DATA & TECHNOLOGY**
-

Digital and Data Analytics

Service and Insight Enhanced by Digital and Data

IN VIRTUALLY EVERY LINE OF BUSINESS, CBRE IS LEVERAGING:

- Proprietary technology platforms
- Third-party, best-in-class SaaS products
- Data integration and analytics to create meaningful insights and client value

TOWARDS THIS END, WE ARE:

- Acquiring platforms
 - Partnering with the best
 - Building industry-leading talent and platforms
-

CBRE Serves Investors

CBRE's integrated, best-in-class offering creates value for investor clients at every stage of the life cycle



Property Sales

Insight and Execution Across Markets and Property Types

Strategic advisor (buyers and sellers) in commercial real estate

#1 global market share (Real Capital Analytics)

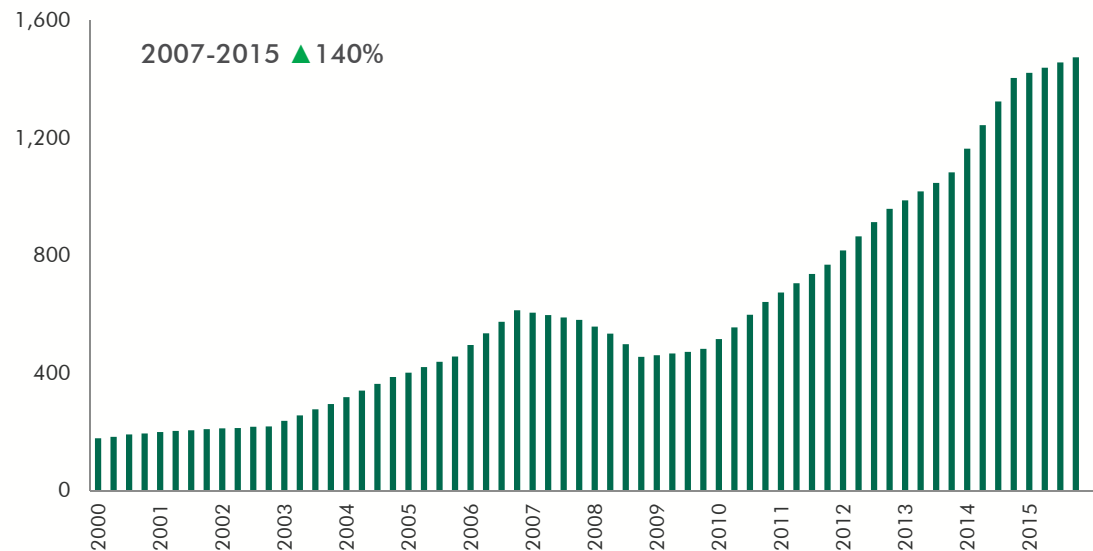
#1 global market position

- Office: \$83.7 billion
- Retail: \$36.7 billion
- Multifamily: \$36.6 billion
- Industrial: \$27.9 billion
- Other: \$21.3 billion

\$206.2 billion sales volume in 2015

Increased Institutional Ownership of Commercial Real Estate

\$ in Billions of Equity Value

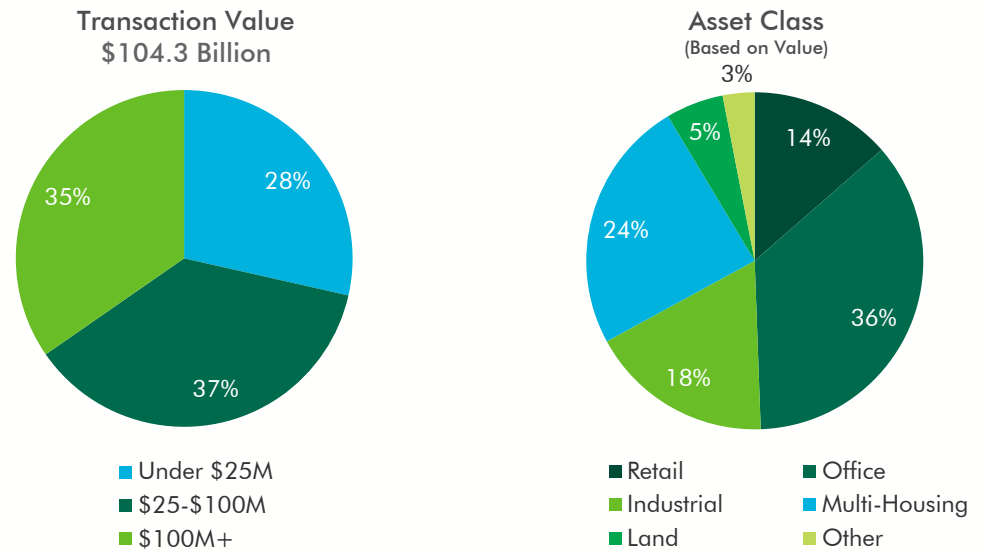


Source: NAREIT, NCREIF, Preqin and Goldman Sachs Research

Property Sales

Highly Diverse Business Across Transaction Size and Asset Class

2015 U.S. Sales Transactions



Commercial Mortgage Services

Premier Debt and Structured Finance Solutions

Leading strategic advisor for debt and structured finance solutions

- Highly synergistic with property sales

Key services

- Loan origination/debt placement
- Portfolio loan sales
- Loan servicing

\$36.2 billion of global mortgage activity in TTM Q3 2016

- **\$13.7 billion** of commercial loan originations with government sponsored enterprises in TTM Q3 2016

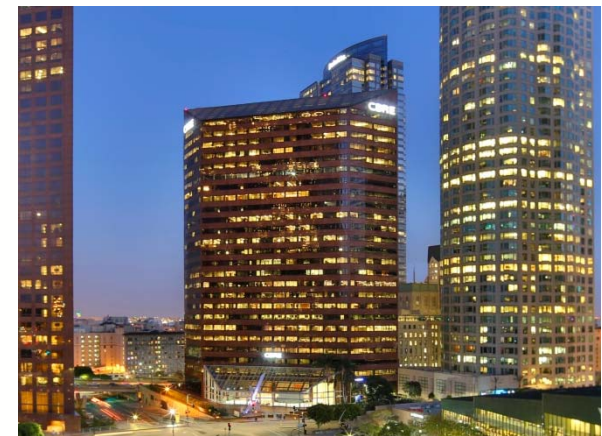
\$130 billion + loan servicing portfolio as of 9/30/16

400 South Hope Street | Downtown Los Angeles

Significant Value Creation

SERVICES ENGAGED

- Investment Sales
- Debt & Structured Finance
- Agency Leasing
- Property Management
- Project Management
- Workplace Strategy

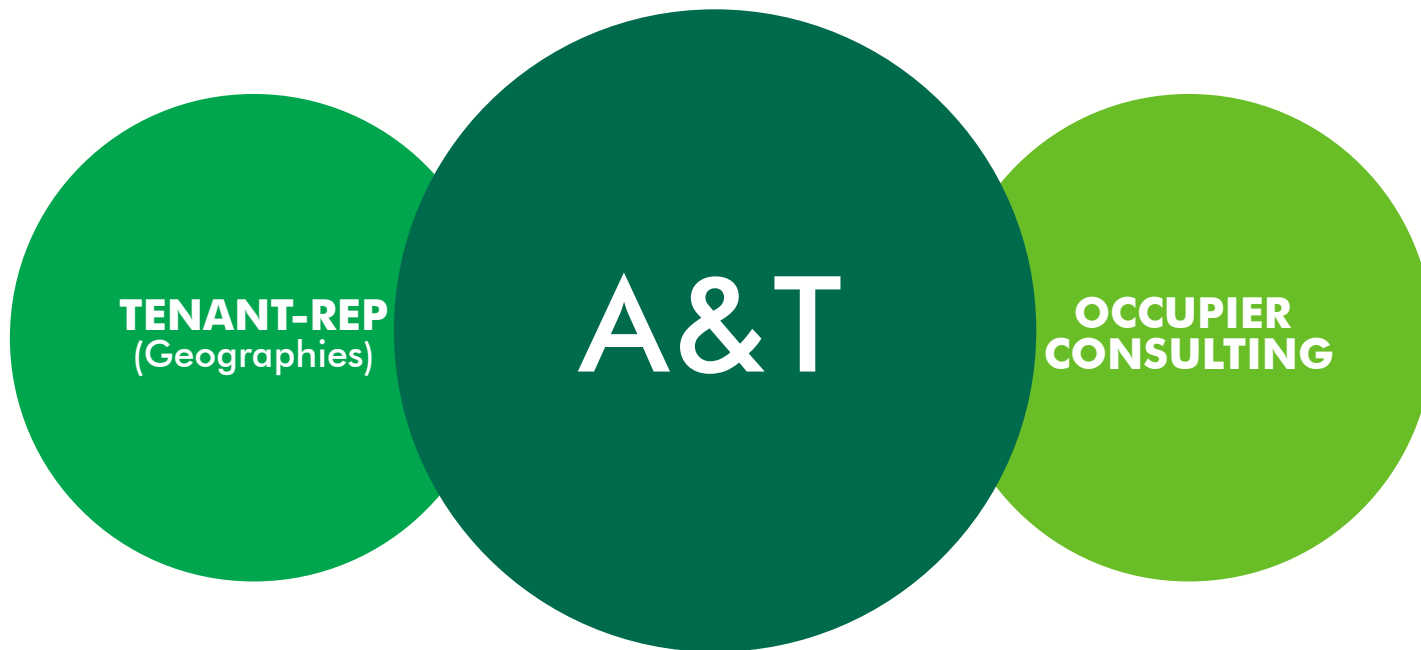


CBRE Serves Occupiers

CBRE's integrated, best-in-class offering creates value for occupier clients at every stage of the life cycle

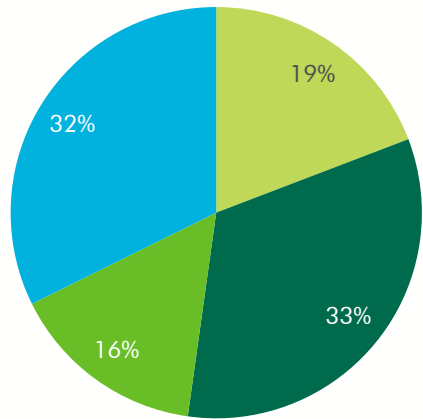


Advisory & Transaction Services | Occupier (A&T)

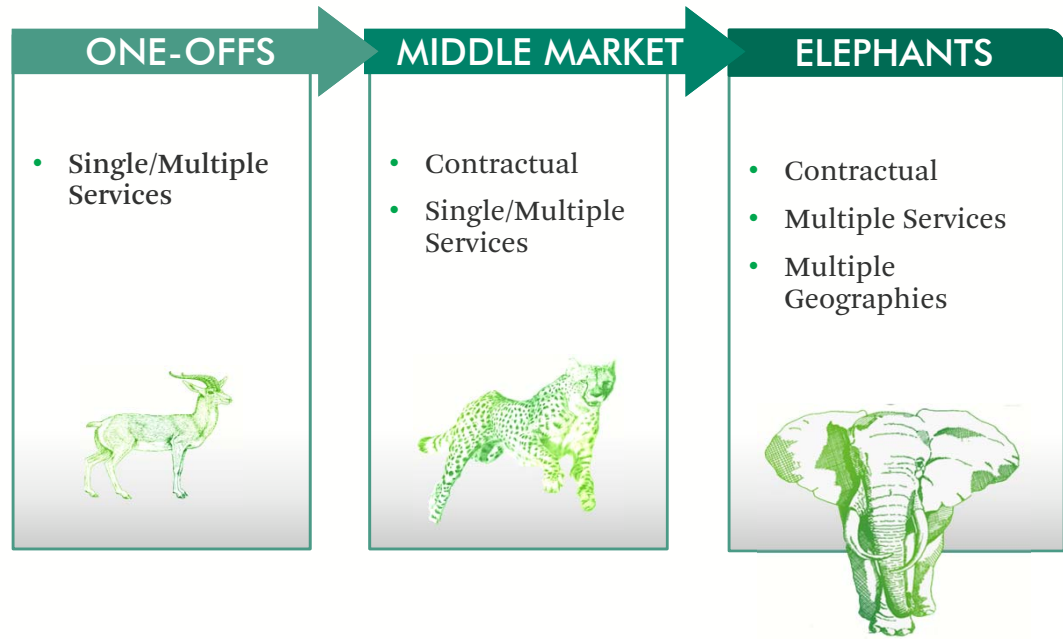


A&T Serves All Occupiers

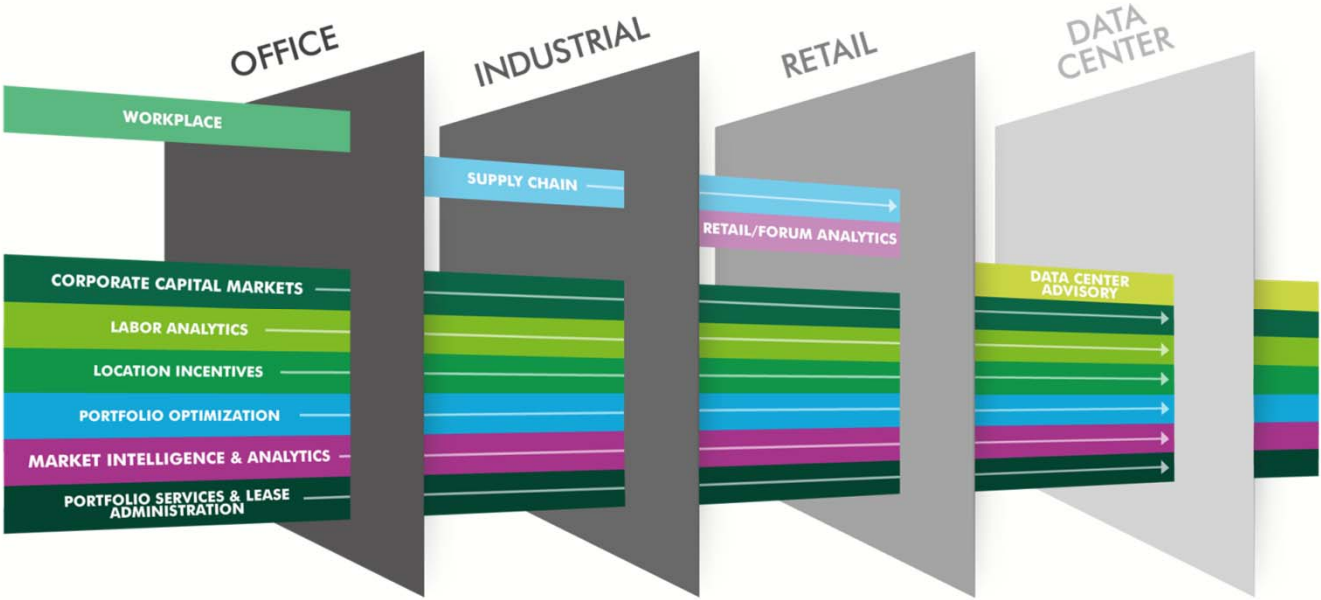
2015 U.S. Lease Transaction Value
\$76.3 Billion



■ Under 10K SF ■ 10K-50K SF
■ 50K-100K SF ■ 100K+ SF



Global Advisory Services



400 South Hope Street | CBRE Global Corporate Headquarters and Workplace360

30% per Annum Rental Savings

BEFORE

- 61,000 square feet
- 191 seats, 191 people
- 319 square feet/person
- 3 different spaces to work

AFTER

- 48,000 square feet
- 168 seats, 245 people
- 195 square feet/person
- 16 different spaces to work

