



CBRE

CBRE GROUP, INC.

Third Quarter 2016: Earnings Conference Call

OCTOBER 27, 2016

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. We may make certain statements during the course of this presentation, which include references to "non-GAAP financial measures," as defined by SEC regulations. Where required by these regulations, we have provided reconciliations of these measures to what we believe are the most directly comparable GAAP measures, which are attached hereto within the appendix.

CONFERENCE CALL PARTICIPANTS

Bob Sulentic

**PRESIDENT AND
CHIEF EXECUTIVE OFFICER**

Jim Groch

CHIEF FINANCIAL OFFICER

Gil Borok

**DEPUTY CHIEF FINANCIAL OFFICER AND
CHIEF ACCOUNTING OFFICER**

Steve Iaco

**INVESTOR RELATIONS AND
CORPORATE COMMUNICATIONS**

Q3 2016 GLOBAL RESULTS

- Solid results against an exceptionally strong Q3 2015 and a backdrop of lower property sales volumes in most markets
- Diverse, market-leading position served CBRE and our clients well
- Occupier outsourcing achieved fee revenue growth of 16% or better in local currency in all three regions (ex. acquired GWS)
- Investments in people, platform and initiatives helping to distinguish CBRE

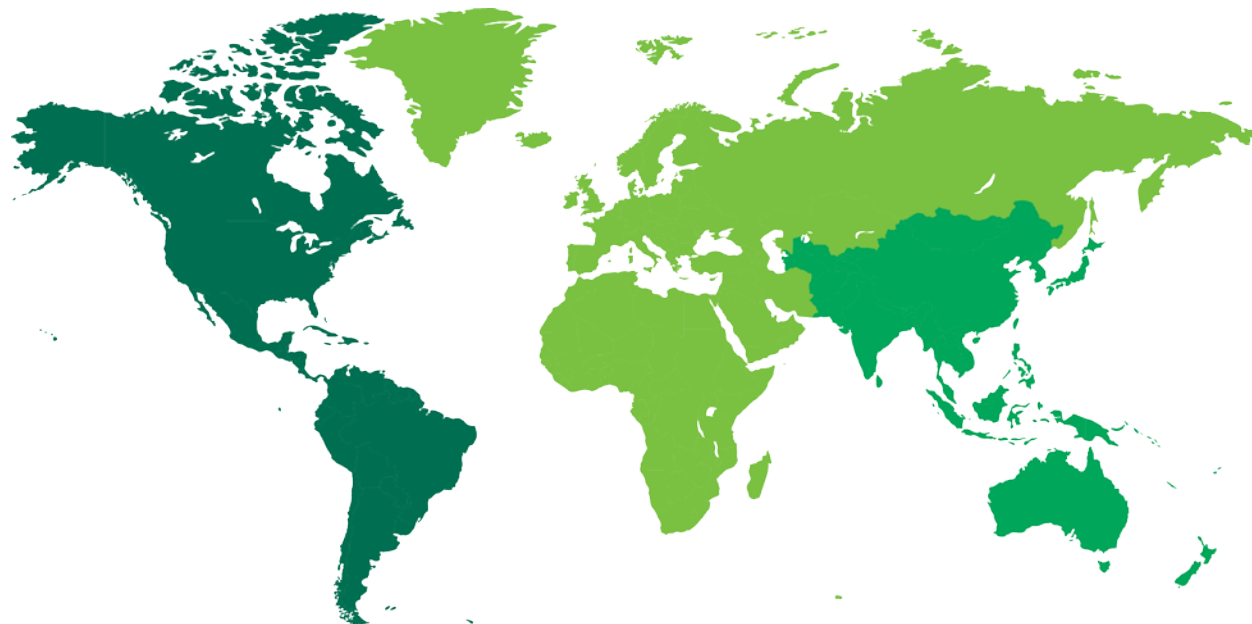
Q3 2016 PERFORMANCE OVERVIEW

| | Revenue | Fee Revenue ¹ | EBITDA ² | Adjusted EBITDA ³ | Fee Revenue Margin ⁴ | Net Income ⁵ | EPS ^{5,6} | |
|------------------------------------|------------|--------------------------|---------------------|------------------------------|---------------------------------|-------------------------|---------------------|----------------|
| Q3 2016 | \$ 3,193 M | \$ 2,117 M | \$ 285 M | \$ 349 M | 16.5% | GAAP | \$ 104 M | \$ 0.31 |
| | | | | | | Adjusted | \$ 168 M | \$ 0.50 |
| Q3 2015 | \$ 2,713 M | \$ 1,940 M | \$ 327 M | \$ 345 M | 17.8% | GAAP | \$ 149 M | \$ 0.44 |
| | | | | | | Adjusted | \$ 172 M | \$ 0.51 |
| Change Q3 2016-over-Q3 2015 | | | | | | | | |
| USD | ▲ 18% | ▲ 9% | ▼ -13% | ▲ 1% | ▼ 130bps | ▼ -2% ⁸ | ▼ -2% ⁸ | |
| Local Currency | ▲ 20% | ▲ 11% | ▼ -9% ⁷ | ▲ 5% ⁷ | n/a | ▲ 3% ^{7,8} | ▲ 4% ^{7,8} | |

See slide 15 for footnotes.

REGIONAL BUSINESS OVERVIEW

Q3 2016 REGION HIGHLIGHTS (% INCREASE IN LOCAL CURRENCY)



Americas

- Fee Revenue¹ ▲ 9%
- Ex. acquired GWS ▲ 3%

EMEA

- Fee Revenue¹ ▲ 25%
- Ex. acquired GWS ▲ 8%

Asia Pacific

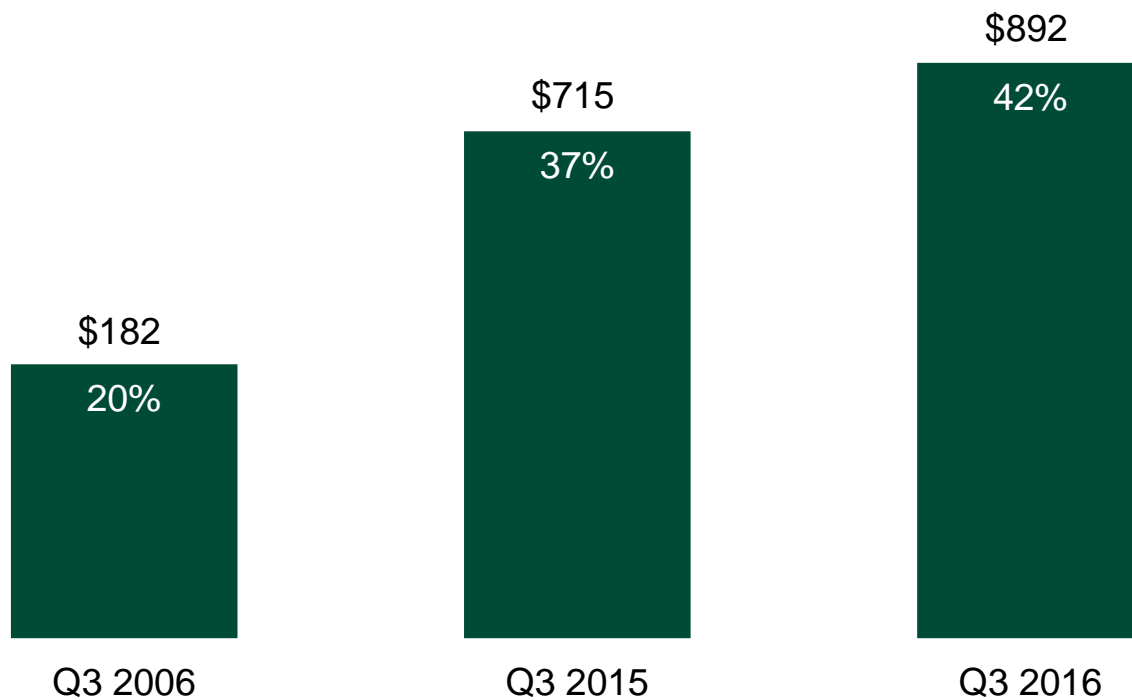
- Fee Revenue¹ ▲ 9%
- Ex. acquired GWS ▼ -2%

See slide 15 for footnotes.

Q3 CONTRACTUAL FEE REVENUE

CONTRACTUAL FEE REVENUE¹ IN Q3 AS A PERCENTAGE OF TOTAL FEE REVENUE

(\$ in millions)



See slide 15 for footnotes.

Q3 2016 BUSINESS LINE REVENUE

CONTRACTUAL REVENUE & LEASING, WHICH IS LARGELY RECURRING¹, IS 71% OF FEE REVENUE

Revenue (\$ in millions)

| | Contractual Revenue Sources | | | | Leasing | Capital Markets | | Other | | Total |
|--|-----------------------------------|----------------------------------|-----------------------|-----------|---------|-----------------|------------------------------|----------------------|-------|-------|
| | Occupier Outsourcing ² | Property Management ² | Investment Management | Valuation | Leasing | Sales | Commercial Mortgage Services | Development Services | Other | |

Gross Revenue

| | | | | | | | | | | |
|---------|----------|--------|-------|--------|--------|--------|--------|-------|-------|----------|
| Q3 2016 | \$ 1,494 | \$ 262 | \$ 92 | \$ 120 | \$ 620 | \$ 416 | \$ 154 | \$ 13 | \$ 22 | \$ 3,193 |
|---------|----------|--------|-------|--------|--------|--------|--------|-------|-------|----------|

Fee Revenue³

| | | | | | | | | | | |
|---------|--------|--------|-------|--------|--------|--------|--------|-------|-------|----------|
| Q3 2016 | \$ 556 | \$ 124 | \$ 92 | \$ 120 | \$ 620 | \$ 416 | \$ 154 | \$ 13 | \$ 22 | \$ 2,117 |
|---------|--------|--------|-------|--------|--------|--------|--------|-------|-------|----------|

71% of total fee revenue

% of Q3 2016 Total Fee Revenue

| | | | | | | | | | | |
|--|-----|----|----|----|-----|-----|----|----|----|------|
| | 26% | 6% | 4% | 6% | 29% | 20% | 7% | 1% | 1% | 100% |
|--|-----|----|----|----|-----|-----|----|----|----|------|

Fee Revenue Growth Rate (Change Q3 2016-over-Q3 2015)

| | | | | | | | | | | |
|----------------|-------|------|--------|-------|------|-------|-------|-------|------|-------|
| USD | ▲ 57% | ▲ 1% | ▼ -20% | ▼ -3% | ▲ 1% | ▼ -7% | ▲ 23% | ▼ -7% | ▲ 6% | ▲ 9% |
| Local Currency | ▲ 63% | ▲ 2% | ▼ -16% | ▼ -1% | ▲ 2% | ▼ -7% | ▲ 24% | ▼ -7% | ▲ 9% | ▲ 11% |

See slide 15 for footnotes.

OCCUPIER OUTSOURCING

Q3 2016 TOTAL CONTRACTS

| | Q3 | YTD Q3 |
|------------|------|--------|
| New | 35 | 122 |
| Expansions | 52 ★ | 130 |
| Renewals | 26 | 69 |

★ Company record

HIGHLIGHTS

- 113 total contracts signed in Q3 2016 including 52 client expansions
- 16 total contracts in health care sector
- Integrated, multi-service, multi-geography accounts like ExxonMobil

Q3 2016 Representative Clients

Facilities Management



Transaction Services



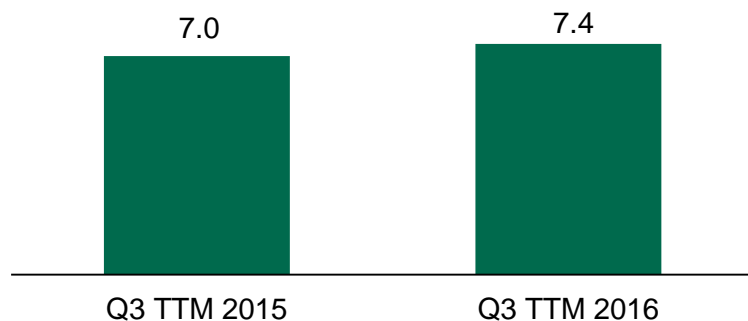
Project Management



GLOBAL INVESTMENT MANAGEMENT

CAPITAL RAISED¹

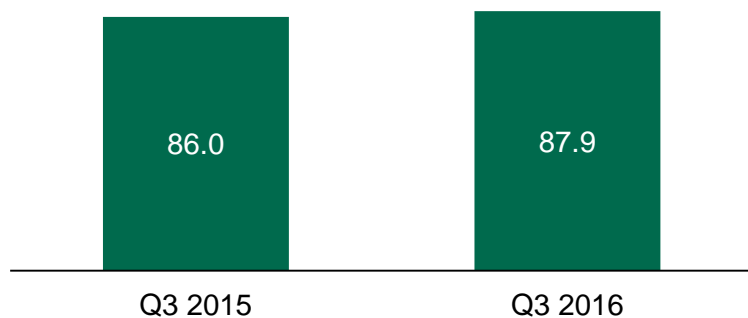
(\$ in billions)



- Capital to deploy: approx. \$5.9 billion²
- Co-Investment: \$159.6 million²

ASSETS UNDER MANAGEMENT (AUM)

(\$ in billions)

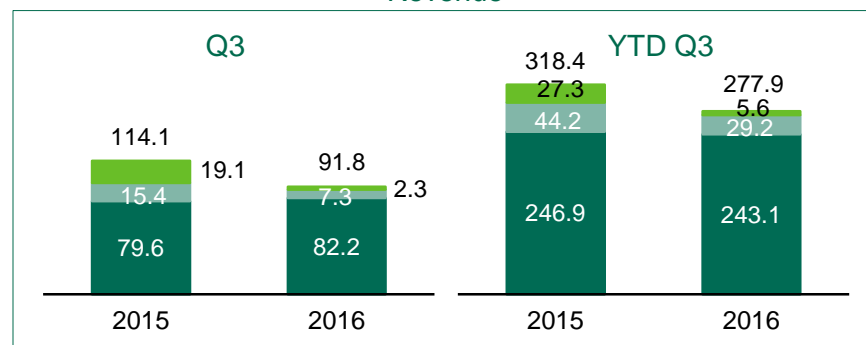


- AUM is up \$1.9 billion from Q3 2015, or \$5.0 billion in local currency

FINANCIAL RESULTS

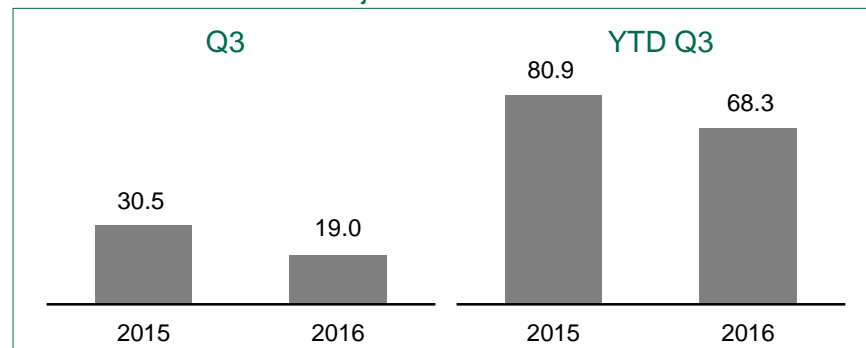
(\$ in millions)

Revenue



- Asset Management
- Acquisition, Disposition, Incentive & Other
- Carried Interest

Adjusted EBITDA³

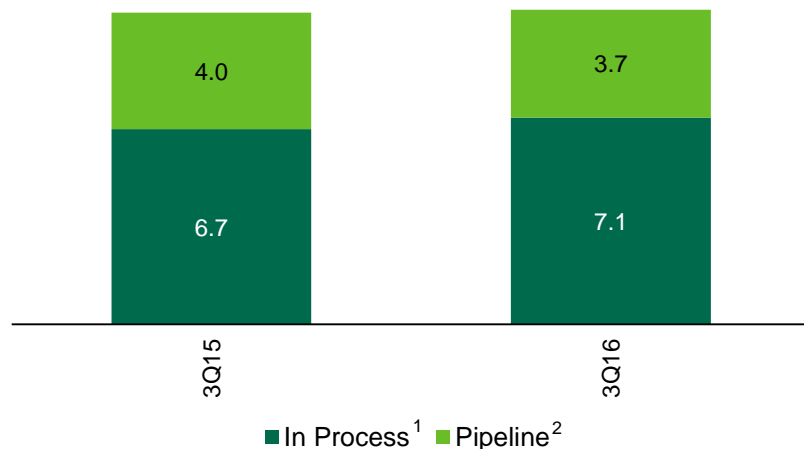


See slide 15 for footnotes.

DEVELOPMENT SERVICES

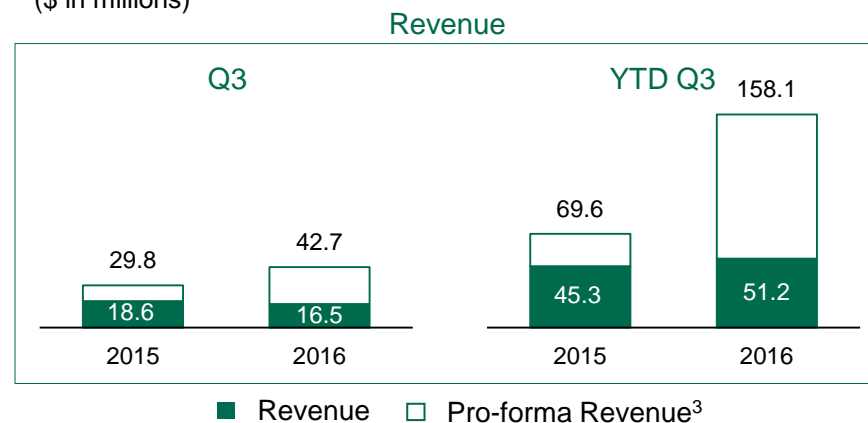
PROJECTS IN PROCESS/PIPELINE

(\$ in billions)

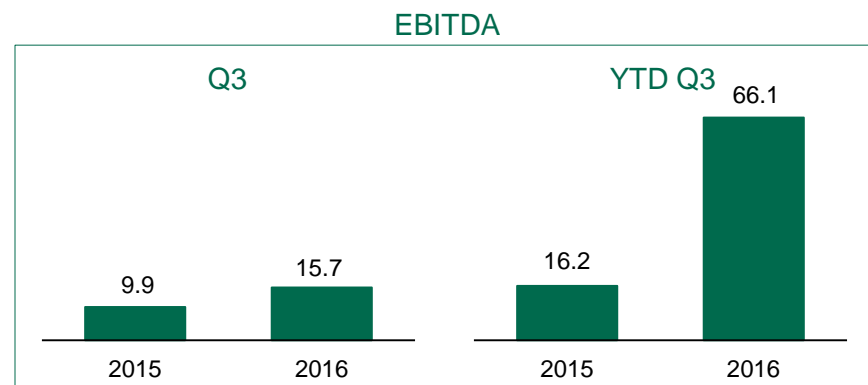


FINANCIAL RESULTS

(\$ in millions)



- \$126.2 million of co-investments at the end of Q3 2016
- \$15.7 million in repayment guarantees on outstanding debt balances at the end of Q3 2016



See slide 15 for footnotes.

FIRST NINE MONTHS 2016 GLOBAL RESULTS

- Strong results for the first nine months of 2016
 - Fee revenue ▲ 19% in local currency
 - Adjusted EBITDA ▲ 12% in local currency
 - Adjusted Earnings Per Share ▲ 10% in USD¹

1. Adjusted EPS is 13% without the effects of currency changes including hedging.

OUTLOOK

- CBRE has produced strong results for our shareholders YTD 2016 while investing in our people and platform
- Commercial real estate market fundamentals remain healthy in most parts of the world
 - Global economy continues to grow at a modest pace
- CBRE is well positioned to achieve strong long-term financial performance and widen our competitive advantage
- Maintain guidance of \$2.15 to \$2.30 adjusted EPS for 2016
 - Approximately 9% growth at the midpoint
- \$250 million stock repurchase authorization over three years reflects balance sheet strength, considerable cash flow and resiliency of the business



**SUPPLEMENTAL SLIDES AND GAAP
RECONCILIATION TABLES**

FOOTNOTES

Note – Local currency percent changes versus prior year is a non-GAAP measure noted on slides 5, 6, 8, 12, 19, 20 and 21. These percent changes are calculated by comparing current year results at prior year exchange rates versus prior year results. In addition, we have not reconciled the (non-GAAP) adjusted earnings per share guidance included in this presentation to the most directly comparable GAAP measure because this cannot be done without unreasonable effort due to the variability and low visibility with respect to costs related to acquisitions, cost elimination expenses, carried interest incentive compensation and financing costs, which are potential adjustments to future earnings. We expect the variability of these items to have a potentially unpredictable, and a potentially significant, impact on our future GAAP financial results.

Slide 5

1. Fee revenue is gross revenue less both client reimbursed costs largely associated with employees that are dedicated to client facilities and subcontracted vendor work performed for clients.
2. EBITDA represents earnings before net interest expense, write-off of financing costs on extinguished debt, income taxes, depreciation and amortization.
3. Adjusted EBITDA excludes (from EBITDA) certain carried interest incentive compensation (reversal) expense to align with the timing of associated revenue, cost elimination expenses and integration and other costs related to acquisitions.
4. Fee revenue margin is based on adjusted EBITDA.
5. Adjusted net income and adjusted EPS exclude amortization expense related to certain intangible assets attributable to acquisitions, the write-off of financing costs on extinguished debt, cost elimination expenses, integration and other costs related to acquisitions, and adjusts certain carried interest incentive compensation (reversal) expense to align with the timing of associated revenue as well as adjust the provision for income taxes for such charges.
6. All EPS information is based on diluted shares.
7. Excludes the impact of all currency effects; including hedging. See slide 16 for summary of Q3 2016 currency effects versus prior year.
8. Based on adjusted results.

Slide 6

1. Fee revenue is gross revenue less both client reimbursed costs largely associated with employees that are dedicated to client facilities and subcontracted vendor work performed for clients.

Slide 7

1. Contractual fee revenue refers to fee revenue derived from our Occupier Outsourcing, Property Management, Investment Management and Valuation businesses.

Slide 8

1. Contractual revenue refers to revenue derived from our Occupier Outsourcing, Property Management, Investment Management and Valuation businesses. We regard leasing revenue as largely recurring because unlike most other transaction businesses, leasing activity normally takes place when leases expire. The average lease expires in five to six years. This means that, on average, in a typical year approximately 17% to 20% of leases roll over and a new leasing decision must be made. When a lease expires in the ordinary course, we expect it to be renewed, extended or the tenant to vacate the space to lease another space in the market. In each instance, a transaction is completed. If there is a downturn in economic activity, some tenants may seek a short term lease extension, often a year, before making a longer term commitment. In this scenario, that delayed leasing activity tends to be stacked on top of the normal activity in the following year. Thus, we characterize leasing as largely recurring because we expect an expiration of a lease, in the ordinary course, to lead to an opportunity for a leasing commission from such completed transaction.
2. Occupier Outsourcing and Property Management revenue excludes associated leasing and sales revenue, most of which is contractual.
3. Fee revenue is gross revenue less both client reimbursed costs largely associated with employees that are dedicated to client facilities and subcontracted vendor work performed for clients.

Slide 10

1. Excludes securities business.
2. As of September 30, 2016.
3. Adjusted EBITDA excludes (from EBITDA) certain carried interest incentive compensation (reversal) expense to align with the timing of associated revenue and cost elimination expenses.

Slide 11

1. In Process figures include Long-Term Operating Assets (LTOA) of \$0.2 billion for 3Q 16, \$0.1 billion for 4Q 15, \$0.3 billion for 4Q 14, and \$0.9 billion for 4Q 13. LTOA are projects that have achieved a stabilized level of occupancy or have been held 18-24 months following shell completion or acquisition.
2. Pipeline deals are projects we are pursuing which we believe have a greater than 50% chance of closing or where land has been acquired and the projected construction start is more than 12 months out.
3. Pro-forma revenue is revenue plus equity income from unconsolidated subsidiaries and gain on disposition of real estate, net of non-controlling interest. The company believes that investors may find this measure useful to analyze the financial performance of our Development Services segment because it is more reflective of its total operations.

OTHER FINANCIAL METRICS

| (\$ in millions) | Three Months Ended September 30, | | |
|---------------------------------------|-------------------------------------|---------|---------|
| | 2016 Forecast | 2016 | 2015 |
| Depreciation | approx. \$ 150 | \$ 37.0 | \$ 35.0 |
| Adjusted amortization ¹ | approx. \$ 100 | 25.4 | 23.2 |
| Net interest expense | approx. \$ 140 | 36.3 | 29.5 |
| Adjusted income taxes | | 82.7 | 85.2 |
| Adjusted income tax rate ² | 34.5% | 33.0% | 33.2% |

Q3 2016 Currency Effects vs. Prior Year

| | |
|--|-----------------|
| Q3 2016 currency translation as well as other exchange rate transaction gains/(losses) during Q3 2016 against same quarter prior year (pre-tax adjusted EBITDA impact) | (\$3.8 million) |
| Q3 2016 marking-to-market of currency hedges against same quarter prior year (pre-tax adjusted EBITDA impact) | (\$9.1 million) |

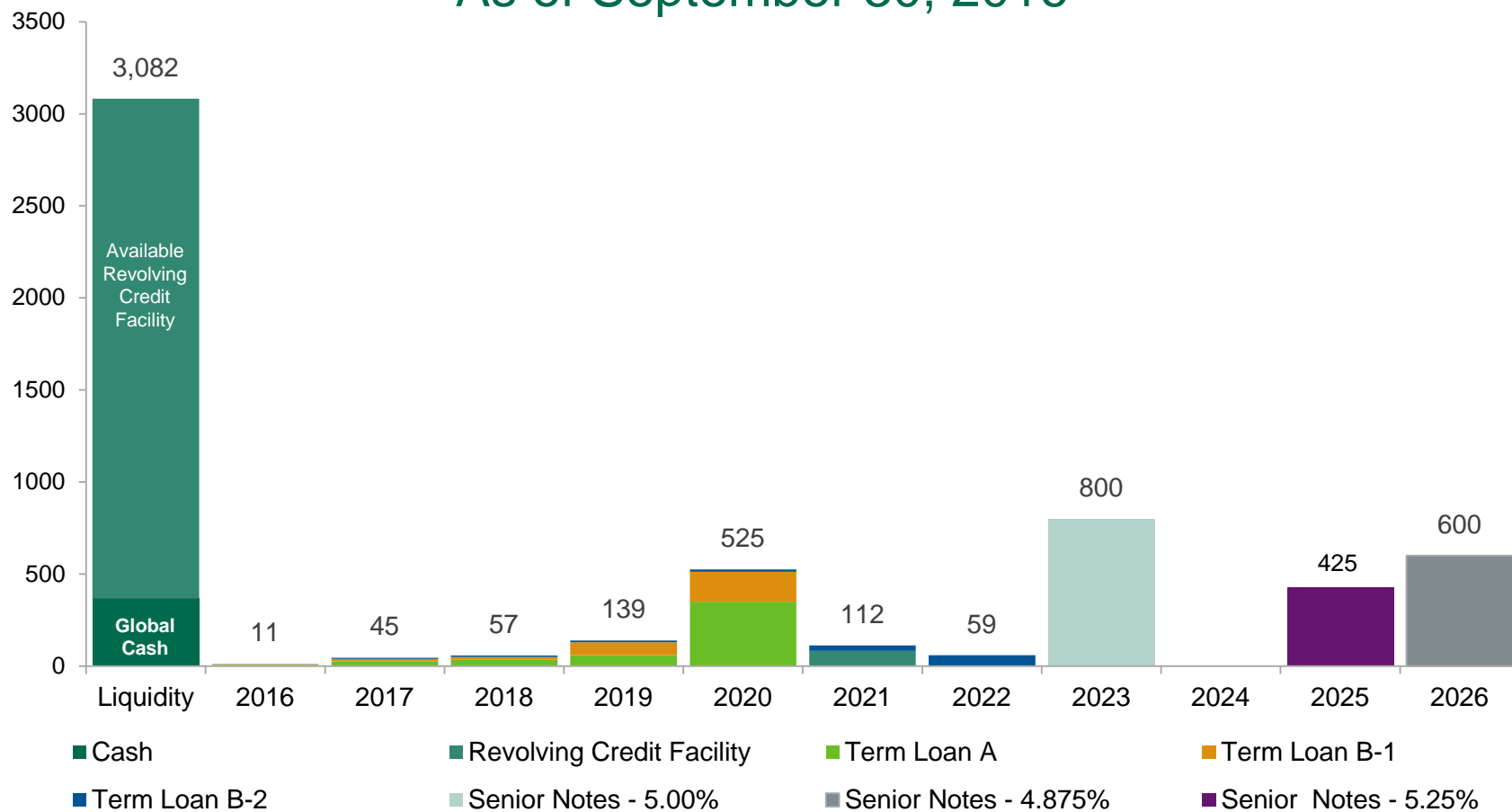
1. Excludes amortization expense related to certain intangible assets attributable to acquisitions.

2. Adjusts pre-tax income for portion attributable to non-controlling interests.

MANDATORY AMORTIZATION AND MATURITY SCHEDULE

(\$ in millions)

As of September 30, 2016¹



1. \$2,800 million revolving credit facility matures in March 2021. As of September 30, 2016, the revolving credit facility balance was \$83 million.

CAPITALIZATION

| (\$ in millions) | <u>As of September 30, 2016</u> |
|--|---------------------------------|
| Cash ¹ | \$ 367 |
| Revolving credit facility | 83 |
| Senior term loan A ² | 470 |
| Senior term loan B-1 ² | 261 |
| Senior term loan B-2 ² | 126 |
| Senior notes – 5.00% ² | 790 |
| Senior notes – 4.875% ² | 591 |
| Senior notes – 5.25% ² | 422 |
| Other debt ^{3,4} | - |
| Total debt | \$ 2,743 |
| Stockholders' equity | 2,935 |
| Total capitalization | \$ 5,678 |
| Total net debt | \$ 2,376 |
| Net debt to TTM Q3 2016 Adjusted EBITDA | 1.57x |

1. Excludes \$79.1 million of cash in consolidated funds and other entities not available for company use at September 30, 2016.

2. Outstanding amount is reflected net of unamortized debt issuance costs.

3. Excludes \$1,619.1 million of warehouse facilities for loans originated on behalf of FHA and other government sponsored enterprises outstanding at September 30, 2016, which are non-recourse to CBRE Group, Inc.

4. Excludes non-recourse notes payable on real estate, net of unamortized debt issuance costs, of \$23.8 million at September 30, 2016.

AMERICAS REVENUE

Q3 2016 FEE REVENUE UP 9% IN USD OR 9% IN LOCAL CURRENCY

| (\$ in millions) | Occupier Outsourcing & Property Management ¹ | | Leasing | Sales |
|--|---|------------------|---------|--------|
| | Gross | Fee ² | | |
| Q3 2016 | \$ 830 | \$ 297 | \$ 445 | \$ 271 |
| USD ³ | ▲ 31% | ▲ 40% | ▲ 1% | ▼ 6% |
| Local Currency ³ | ▲ 31% | ▲ 40% | ▲ 1% | ▼ 6% |
| Local Currency ex. GWS ³ | ▲ 9% | ▲ 10% | | |

1. Occupier Outsourcing and Property Management revenue excludes associated leasing and sales revenue, most of which is contractual.

2. Fee revenue is gross revenue less both client reimbursed costs largely associated with employees that are dedicated to client facilities and subcontracted vendor work performed for clients.

3. Growth rate for Q3 2016 versus Q3 2015.

EMEA REVENUE

Q3 2016 FEE REVENUE UP 16% IN USD OR 25% IN LOCAL CURRENCY

| (\$ in millions) | Occupier Outsourcing & Property Management ¹ | | Leasing | Sales |
|--|--|------------------|---------|-------|
| | Gross | Fee ² | | |
| Q3 2016 | \$ 733 | \$ 307 | \$ 98 | \$ 84 |
| USD ³ | ▲ 47% | ▲ 41% | ▼ 5% | ▼ 6% |
| Local Currency ³ | ▲ 58% | ▲ 52% | ▲ 3% | ▲ 1% |
| Local Currency ex. GWS ³ | ▲ 16% | ▲ 17% | | |

1. Occupier Outsourcing and Property Management revenue excludes associated leasing and sales revenue, most of which is contractual.

2. Fee revenue is gross revenue less both client reimbursed costs largely associated with employees that are dedicated to client facilities and subcontracted vendor work performed for clients.

3. Growth rate for Q3 2016 versus Q3 2015.

ASIA PACIFIC REVENUE

Q3 2016 FEE REVENUE UP 12% IN USD OR 9% IN LOCAL CURRENCY

| (\$ in millions) | Occupier Outsourcing & Property Management ¹ | | Leasing | Sales |
|--|---|------------------|---------|-------|
| | Gross | Fee ² | | |
| Q3 2016 | \$ 190 | \$ 73 | \$ 76 | \$ 60 |
| USD ³ | ▲ 67% | ▲ 67% | ▲ 7% | ▼ 15% |
| Local Currency ³ | ▲ 66% | ▲ 64% | ▲ 4% | ▼ 20% |
| Local Currency ex. GWS ³ | ▲ 30% | ▲ 14% | | |

1. Occupier Outsourcing and Property Management revenue excludes associated leasing and sales revenue, most of which is contractual.

2. Fee revenue is gross revenue less both client reimbursed costs largely associated with employees that are dedicated to client facilities and subcontracted vendor work performed for clients.

3. Growth rate for Q3 2016 versus Q3 2015.

U.S. MARKET STATISTICS

| U.S. VACANCY | | | | | U.S. ABSORPTION TRENDS (in MSF) | | | |
|-------------------|-------|-------|--------------|--------------|---------------------------------|------|-------|--------------|
| | 3Q15 | 3Q16 | 4Q16F | 4Q17F | 3Q15 | 3Q16 | 2015 | 2016F |
| Office | 13.4% | 13.0% | 13.0% | 13.3% | 12.9 | 14.5 | 61.4 | 45.9 |
| Industrial | 9.3% | 8.8% | 8.9% | 9.5% | 61.1 | 33.7 | 253.4 | 189.4 |
| Retail | 11.1% | 10.8% | 10.7% | 10.1% | 6.7 | 7.4 | 18.9 | 19.5 |

Source: CBRE Econometric Advisors (EA) Outlooks 3Q 2016 preliminary

U.S. INVESTMENT VOLUME AND CAP RATES

| | 3Q15 | 4Q15 | 3Q16 |
|-------------------|-------|-------|-------|
| Office | | | |
| Volume (\$B) | 35.25 | 42.58 | 33.93 |
| Cap Rate | 6.8% | 6.7% | 6.4% |
| Industrial | | | |
| Volume (\$B) | 13.74 | 27.01 | 14.21 |
| Cap Rate | 6.8% | 6.7% | 6.5% |
| Retail | | | |
| Volume (\$B) | 20.50 | 24.00 | 18.43 |
| Cap Rate | 6.5% | 6.5% | 6.4% |

Source: CBRE EA estimates from RCA data October 2016

NON-GAAP FINANCIAL MEASURES

The following measures are considered “non-GAAP financial measures” under SEC guidelines:

- i. fee revenue
- ii. contractual fee revenue
- iii. net income attributable to CBRE Group, Inc., as adjusted (which we also refer to as “adjusted net income”)
- iv. diluted income per share attributable to CBRE Group, Inc. shareholders, as adjusted (which we also refer to as “adjusted earnings per share” or “adjusted EPS”)
- v. EBITDA and adjusted EBITDA

None of these measures is a recognized measurement under United States generally accepted accounting principles, or “GAAP,” and when analyzing our operating performance, readers should use them in addition to, and not as an alternative for, their most directly comparable financial measure calculated and presented in accordance with GAAP. Because not all companies use identical calculations, our presentation of these measures may not be comparable to similarly titled measures of other companies.

Our management generally uses these non-GAAP financial measures to evaluate operating performance and for other discretionary purposes, and the company believes that these measures provide a more complete understanding of ongoing operations, enhance comparability of current results to prior periods and may be useful for investors to analyze our financial performance because they eliminate the impact of selected charges that may obscure trends in the underlying performance of our business. The company further uses certain of these measures, and believes that they are useful to investors, for purposes described below.

With respect to fee revenue: the company believes that investors may find this measure useful to analyze the financial performance of our Occupier Outsourcing and Property Management business lines and our business generally because it excludes costs reimbursable by clients, and as such provides greater visibility into the underlying performance of our business.

With respect to contractual fee revenue: the company believes that investors may find this measure useful to analyze our overall financial performance because it identifies revenue streams that are typically more stable over time.

With respect to adjusted net income, adjusted EPS, EBITDA and adjusted EBITDA: the company believes that investors may find these measures useful in evaluating our operating performance compared to that of other companies in our industry because these calculations generally eliminate the accounting effects of acquisitions, which would include impairment charges of goodwill and intangibles created from acquisitions—and in the case of EBITDA and adjusted EBITDA—the effects of financings and income tax and the accounting effects of capital spending. All of these measures may vary for different companies for reasons unrelated to overall operating performance. In the case of EBITDA and adjusted EBITDA, these measures are not intended to be measures of free cash flow for our management’s discretionary use because they do not consider cash requirements such as tax and debt service payments. The EBITDA and adjusted EBITDA measures calculated herein may also differ from the amounts calculated under similarly titled definitions in our credit facilities and debt instruments, which amounts are further adjusted to reflect certain other cash and non-cash charges and are used by us to determine compliance with financial covenants therein and our ability to engage in certain activities, such as incurring additional debt and making certain restricted payments. The company also uses adjusted EBITDA and adjusted EPS as significant components when measuring our operating performance under our employee incentive compensation programs.

RECONCILIATION OF REVENUE TO FEE REVENUE

| (\$ in millions) | Three Months Ended September 30, | |
|--|-------------------------------------|----------|
| | 2016 | 2015 |
| Occupier Outsourcing revenue ¹ | \$ 1,494.5 | \$ 996.1 |
| Less: | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 938.2 | 641.9 |
| Occupier Outsourcing fee revenue ¹ | \$ 556.3 | \$ 354.2 |
| Property Management revenue ¹ | \$ 261.8 | \$ 253.5 |
| Less: | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 138.3 | 131.0 |
| Property Management fee revenue ¹ | \$ 123.5 | \$ 122.5 |

1. Occupier Outsourcing and Property Management revenue excludes associated leasing and sales revenue, most of which is contractual.

RECONCILIATION OF REVENUE TO FEE REVENUE AND CONTRACTUAL FEE REVENUE

| (\$ in millions) | Three Months Ended September 30, | | | Nine Months Ended September 30, | |
|--|-------------------------------------|------------|----------|------------------------------------|------------|
| | 2016 | 2015 | 2006 | 2016 | 2015 |
| Consolidated revenue | \$ 3,193.5 | \$ 2,712.6 | \$ 967.9 | \$ 9,247.8 | \$ 7,155.6 |
| Less: | | | | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 1,076.5 | 772.9 | 64.6 | 3,189.9 | 1,980.5 |
| Consolidated fee revenue | \$ 2,117.0 | \$ 1,939.7 | \$ 903.3 | \$ 6,057.9 | \$ 5,175.1 |
| Less: | | | | | |
| Non-contractual fee revenue | 1,225.0 | 1,224.7 | 720.9 | | |
| Contractual fee revenue | \$ 892.0 | \$ 715.0 | \$ 182.4 | | |
| U.K. revenue | \$ 484.4 | \$ 461.5 | | | |
| Less: | | | | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 212.0 | 182.0 | | | |
| U.K. fee revenue | \$ 272.4 | \$ 279.5 | | | |

RECONCILIATION OF REVENUE TO FEE REVENUE BY SEGMENT

| (\$ in millions) | Three Months Ended September 30, | |
|--|----------------------------------|------------|
| | 2016 | 2015 |
| Americas revenue | \$ 1,770.4 | \$ 1,556.6 |
| Less: | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 533.0 | 422.9 |
| Americas fee revenue | \$ 1,237.4 | \$ 1,133.7 |
| EMEA revenue | \$ 956.5 | \$ 737.9 |
| Less: | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 426.5 | 279.9 |
| EMEA fee revenue | \$ 530.0 | \$ 458.0 |
| Asia Pacific revenue | \$ 358.3 | \$ 285.3 |
| Less: | | |
| Client reimbursed costs largely associated with employees dedicated to client facilities and subcontracted vendor work performed for clients | 117.0 | 70.1 |
| Asia Pacific fee revenue | \$ 241.3 | \$ 215.2 |

RECONCILIATION OF ADJUSTED EBITDA TO EBITDA TO NET INCOME

| (\$ in millions) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|----------|------------------------------------|----------|
| | 2016 | 2015 | 2016 | 2015 |
| Adjusted EBITDA | \$ 349.4 | \$ 344.6 | \$ 992.5 | \$ 895.1 |
| Adjustments: | | | | |
| Cost elimination expenses ¹ | 38.8 | - | 78.4 | - |
| Integration and other costs related to acquisitions | 28.6 | 16.9 | 73.5 | 24.9 |
| Carried interest incentive compensation (reversal) expense to align with the timing of associated revenue | (2.6) | 1.1 | (6.5) | 0.5 |
| EBITDA | 284.6 | 326.6 | 847.1 | 869.7 |
| Add: | | | | |
| Interest income | 1.0 | 1.1 | 5.5 | 4.9 |
| Less: | | | | |
| Depreciation and amortization | 92.7 | 75.0 | 270.0 | 215.5 |
| Interest expense | 37.3 | 30.7 | 109.0 | 83.1 |
| Write-off of financing costs on extinguished debt | - | - | - | 2.7 |
| Provision for income taxes | 51.4 | 72.9 | 165.6 | 206.2 |
| Net income attributable to CBRE Group, Inc. | \$ 104.2 | \$ 149.1 | \$ 308.0 | \$ 367.1 |

1. Represents cost-elimination expenses relating to a program initiated in the fourth quarter of 2015 to reduce the Company's global cost structure after several years of significant revenue and related cost growth. Cost-elimination expenses incurred in the three and nine months ended September 30, 2016 consisted of \$36.7 million and \$73.6 million, respectively, of severance costs related to headcount reductions in connection with the program and \$2.2 million and \$4.9 million, respectively, of third-party contract termination costs.

RECONCILIATION OF NET INCOME TO ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER SHARE

| (\$ in millions, except per share amounts) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-------------|------------------------------------|-------------|
| | 2016 | 2015 | 2016 | 2015 |
| Net income attributable to CBRE Group, Inc. | \$ 104.2 | \$ 149.1 | \$ 308.0 | \$ 367.1 |
| Cost elimination expenses | 38.8 | - | 78.4 | - |
| Amortization expense related to certain intangible assets attributable to acquisitions | 30.3 | 16.9 | 81.8 | 46.8 |
| Integration and other costs related to acquisitions | 28.6 | 16.9 | 73.5 | 24.9 |
| Carried-interest incentive compensation (reversal) expense to align with the timing of associated revenue | (2.6) | 1.1 | (6.5) | 0.5 |
| Write-off of financing costs on extinguished debt | - | - | - | 2.7 |
| Tax impact of adjusted items | (31.3) | (12.3) | (71.4) | (24.3) |
| Adjusted net income | \$ 168.0 | \$ 171.7 | \$ 463.8 | \$ 417.7 |
| Adjusted diluted earnings per share | \$ 0.50 | \$ 0.51 | \$ 1.37 | \$ 1.24 |
| Weighted average shares outstanding for diluted income per share | 338,488,975 | 336,561,877 | 338,053,297 | 336,140,923 |

DEVELOPMENT SERVICES RECONCILIATION OF REVENUE TO PRO-FORMA REVENUE

| (\$ in millions) | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|-------------------------------------|---------|------------------------------------|---------|
| | 2016 | 2015 | 2016 | 2015 |
| Revenue | \$ 16.5 | \$ 18.6 | \$ 51.2 | \$ 45.3 |
| Add: | | | | |
| Equity income from unconsolidated subsidiaries | 19.5 | 7.8 | 95.4 | 19.3 |
| Gain on disposition of real estate | 11.0 | 3.2 | 15.8 | 10.1 |
| Less: | | | | |
| Non-controlling interest | 4.3 | (0.2) | 4.3 | 5.1 |
| Pro-forma Revenue | \$ 42.7 | \$ 29.8 | \$ 158.1 | \$ 69.6 |