



CB Richard Ellis Group, Inc.

Second Quarter 2008

Earnings Conference Call

July 30, 2008

CBRE
CB RICHARD ELLIS

Forward Looking Statements

This presentation contains statements that are forward looking within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our momentum in and possible scenarios for 2008 and 2009, future operations, future expenses, and future financial performance. These statements should be considered as estimates only and actual results may ultimately differ from these estimates. 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 current annual report on Form 10-K (in particular, Risk Factors) and our current quarterly report on Form 10-Q, which are filed with the SEC and available at the SEC's website (<http://www.sec.gov>), for a full discussion of the risks and other factors that may impact any estimates 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. As 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

Brett White

President & Chief Executive Officer

Kenneth J. Kay

Senior Executive Vice President & Chief Financial Officer

Ray Torto

Global Chief Economist

Nick Kormeluk

Senior Vice President, Investor Relations

- Second quarter significantly impacted by credit crisis and economic decline
- What's the same
 - Outsourcing continues to perform very well
 - We continue to gain market share
 - We remained aggressive in M&A
 - Continued growth in assets under management to \$43.7 billion at June 30, 2008
- What's new
 - Global capital markets have deteriorated further
 - US leasing markets weakened materially in May and June
 - EMEA and Asia Pacific leasing also slowed

Q2 CBRE Wins



NEW YORK

Macklowe Properties

- CBRE arranged the sale of the iconic GM Building in New York for approximately \$2.9 billion, the highest price paid for a U.S. office building.
- This was the largest single-asset property sale in history.



NEW YORK

American International Group

- CBRE represented AIG in an 803,000 SF relocation.
- This was the largest lease signed in Manhattan during the first half of 2008.



PHILADELPHIA

Church & Dwight

- CBRE Brokerage and Project Management teams collaborated to select a site for development of a new industrial facility for Church & Dwight.
- Construction will begin in September.



INDIA

Hewlett Packard

- Selected CBRE to serve as project manager for a 105,000 SF facility in Bangalore.
- HP also selected CBRE as project manager for its 22,000 SF facility in Gurgaon.



ST. LOUIS

Trammell Crow & Kennedy Assoc. JV

- CBRE represented the developer in arranging a 1.2 million SF lease of industrial space to Proctor & Gamble.
- The developer plans to add as much as 14 million SF to the existing industrial park.



CHINA

Scientific Games

- CBRE represented Scientific Games in negotiating a 108,000 SF lease for an industrial facility in Beijing, China.



ROMANIA

Deutsche Gesellschaft Für Immobilienfonds mbH (DEGI)

- CBRE advised DEGI on the acquisition of a 645,000 SF retail complex in Titan, Romania.
- The \$220 million deal follows CBRE's acquisition of Eurisko Consulting.

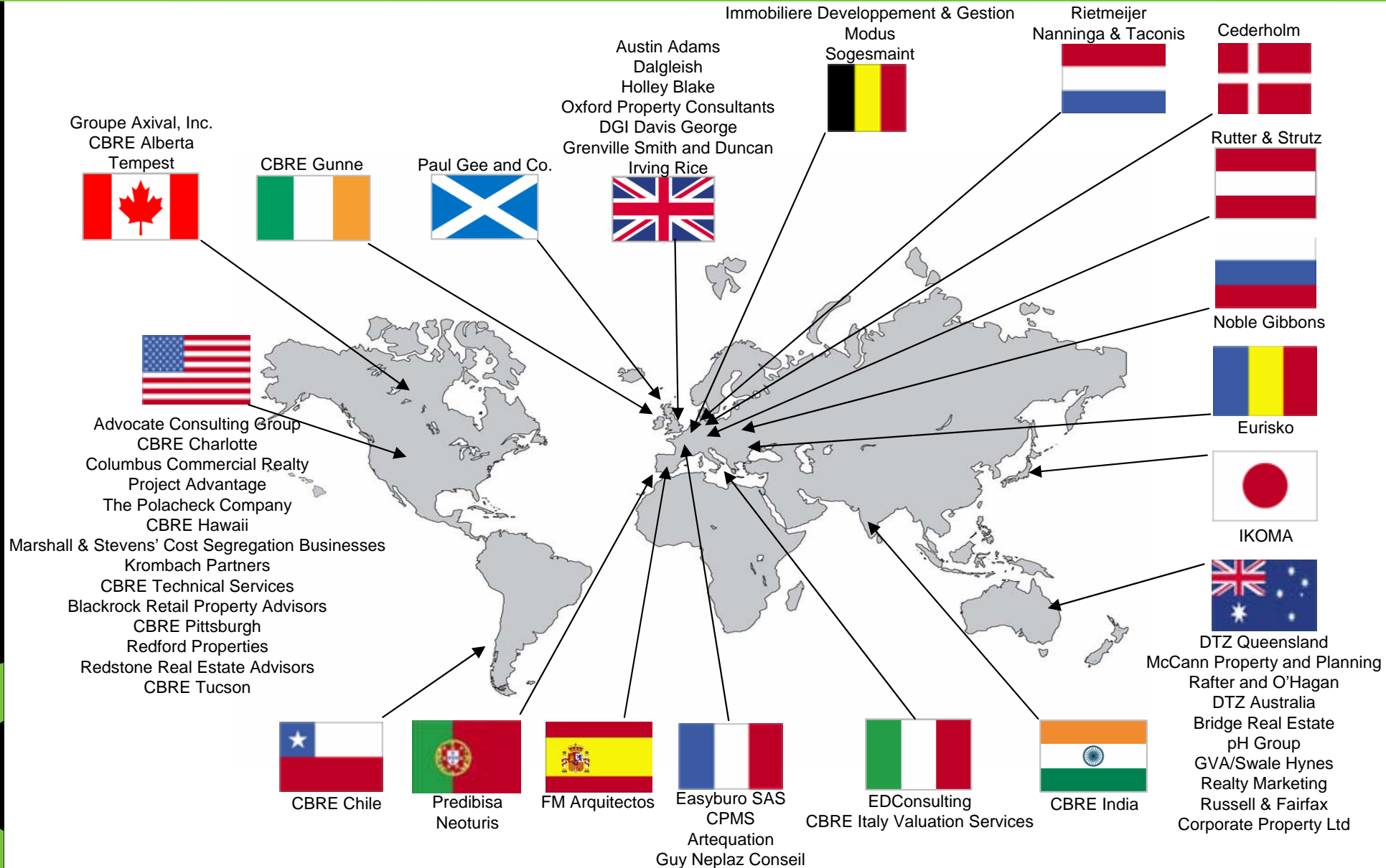


DENMARK

Højhuset Mørkhøj A/S

- CBRE leased a landmark 258,000 SF office tower in TV-Byen in Soborg to Ernst & Young (E&Y.)
- E&Y will relocate its Denmark HQ to all 15 floors.

In-fill acquisitions 2005 - present



- 57 acquisitions completed for an aggregate purchase price of approximately \$486 million.
- Estimated associated annual revenue of approximately \$699 million, which includes the consolidation of the now majority owned IKOMA and CBRE India.
- EBITDA margins expected to be consistent with CBRE margins upon full integration

U.S. Market Stats

	US Vacancy				US Absorption Trends (in millions of square feet)			
	4Q06	4Q07	2Q08	4Q08 F	2006	2007	2Q08	2008 F
Office	12.6%	12.6%	13.2%	14.3%	79.8	56.1	5.0	0.6
Industrial	9.4%	9.4%	10.3%	10.9%	208.0	160.7	-33.0	-31.8
Retail	8.5%	9.6%	10.3%	9.9%	10.6	13.3	0.1	13.7

Source: TWR Outlooks Fall 2008 – preliminary data

Cap Rates Remain Steady At Lower Volumes

	2Q07	4Q07	2Q08
Office			
Volume (\$B)	90.9	27.7	30.1
Cap Rate	6.4%	6.5%	6.8%
Industrial			
Volume (\$B)	24.5	9.8	12.4
Cap Rate	6.8%	7.4%	7.4%
Retail			
Volume (\$B)	32.4	11.0	12.0
Cap Rate	6.6%	7.0%	7.0%

Source: RCA June 2008

Cap Rate Growth¹

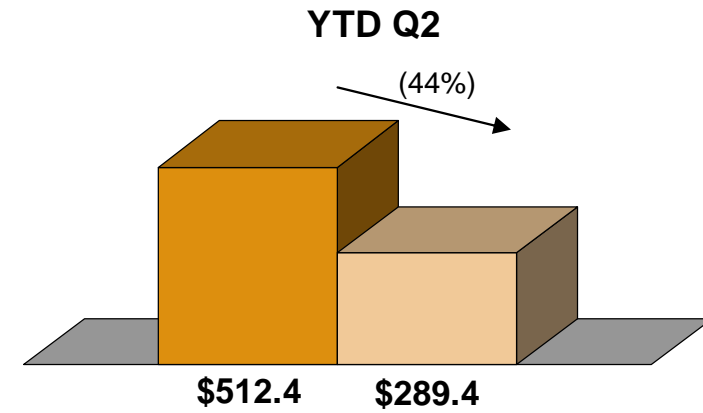
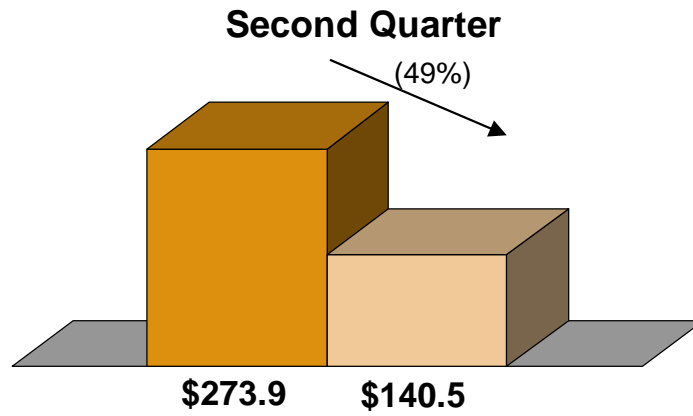
2008 / 2009 F
+60 to 120 bps
+60 to 100 bps
+50 to 100 bps

1. TWR estimates

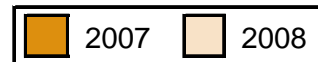
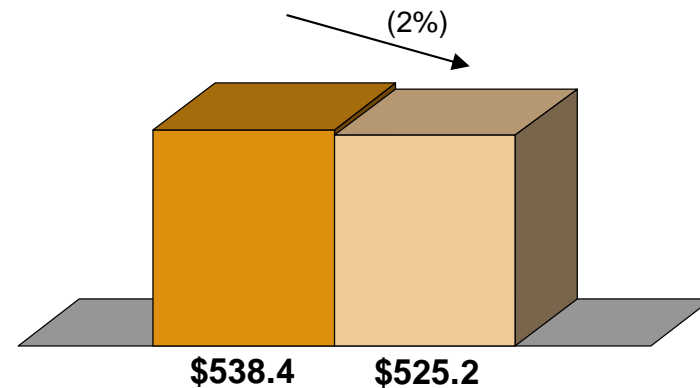
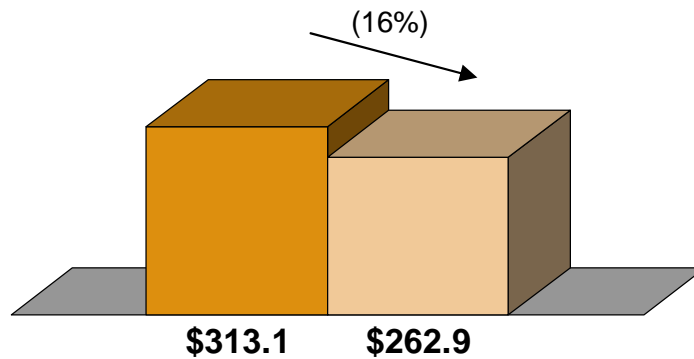
Sales and Leasing Revenue - Americas

(\$ in millions)

Sales

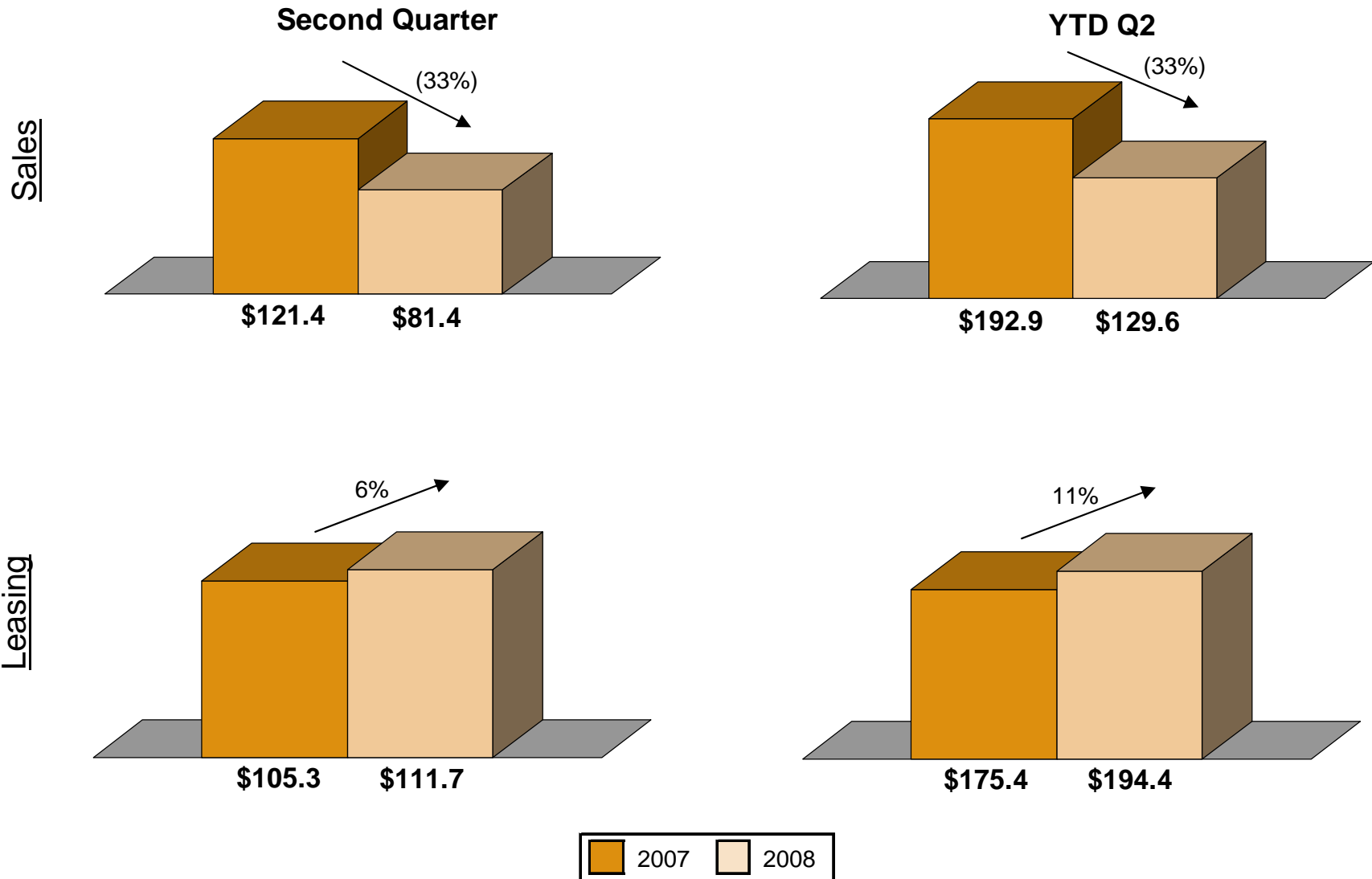


Leasing



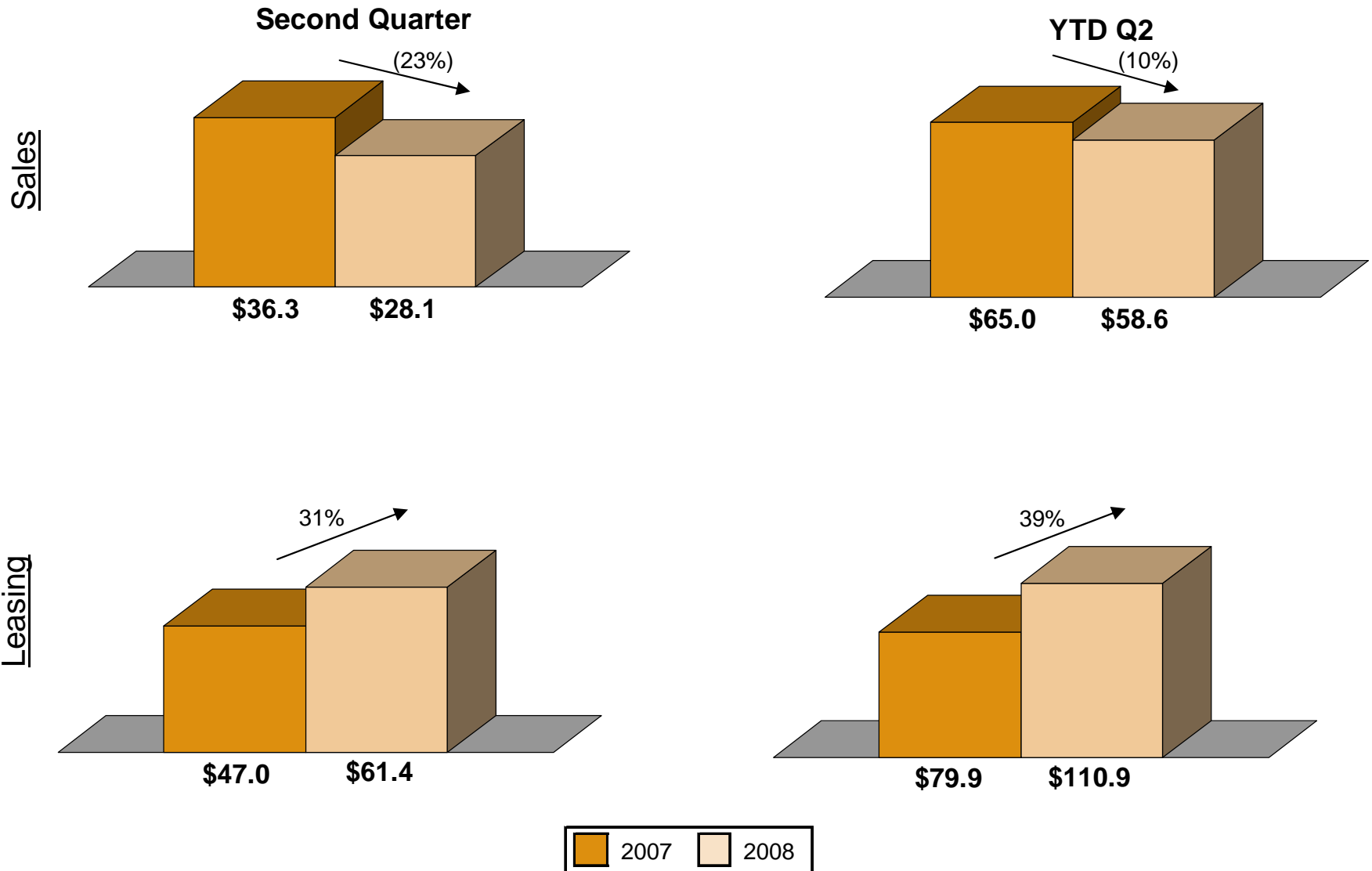
Sales and Leasing Revenue - EMEA

(\$ in millions)



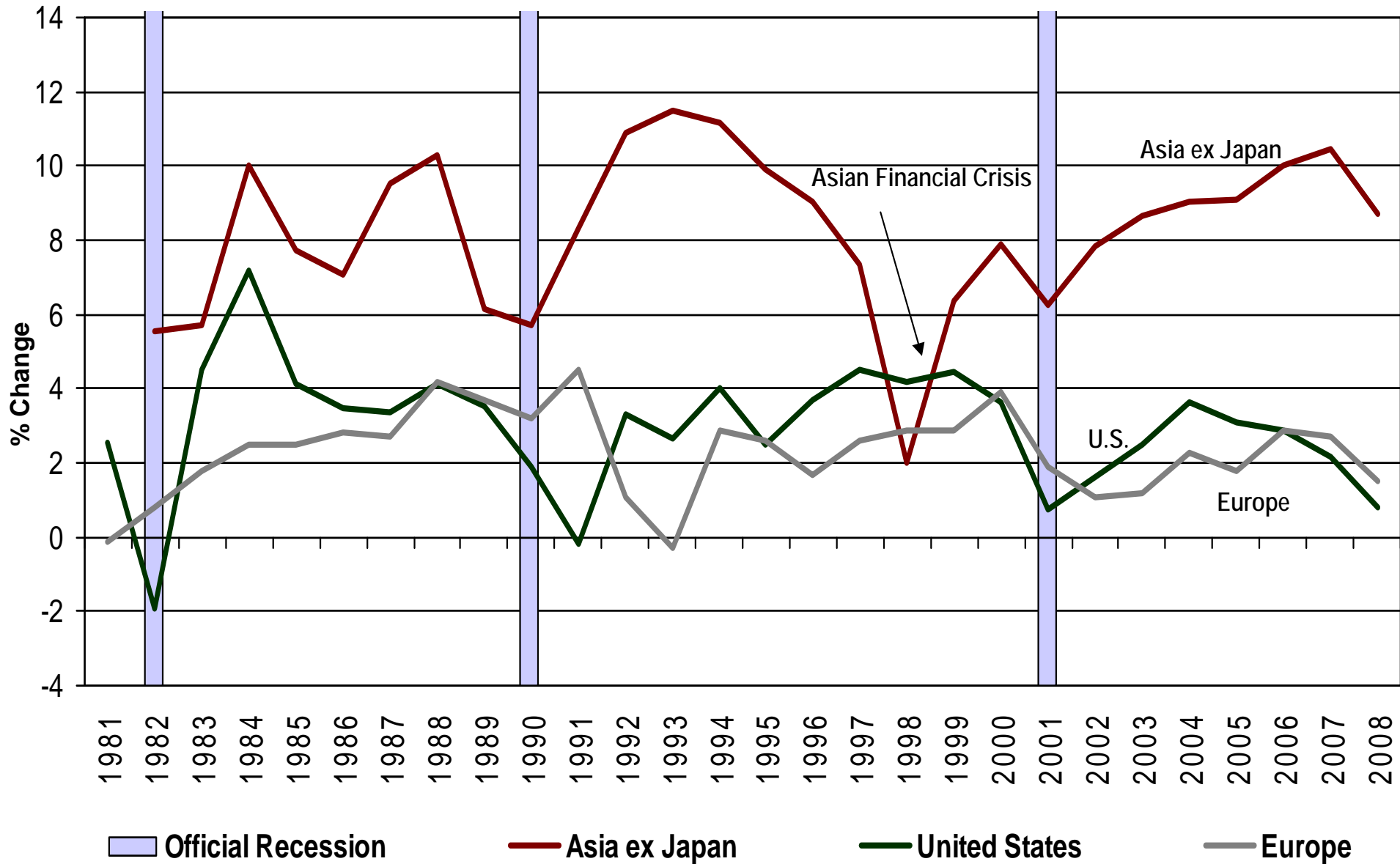
Sales and Leasing Revenue – Asia Pacific

(\$ in millions)



Every Region is Slowing: GDP Growth by Region

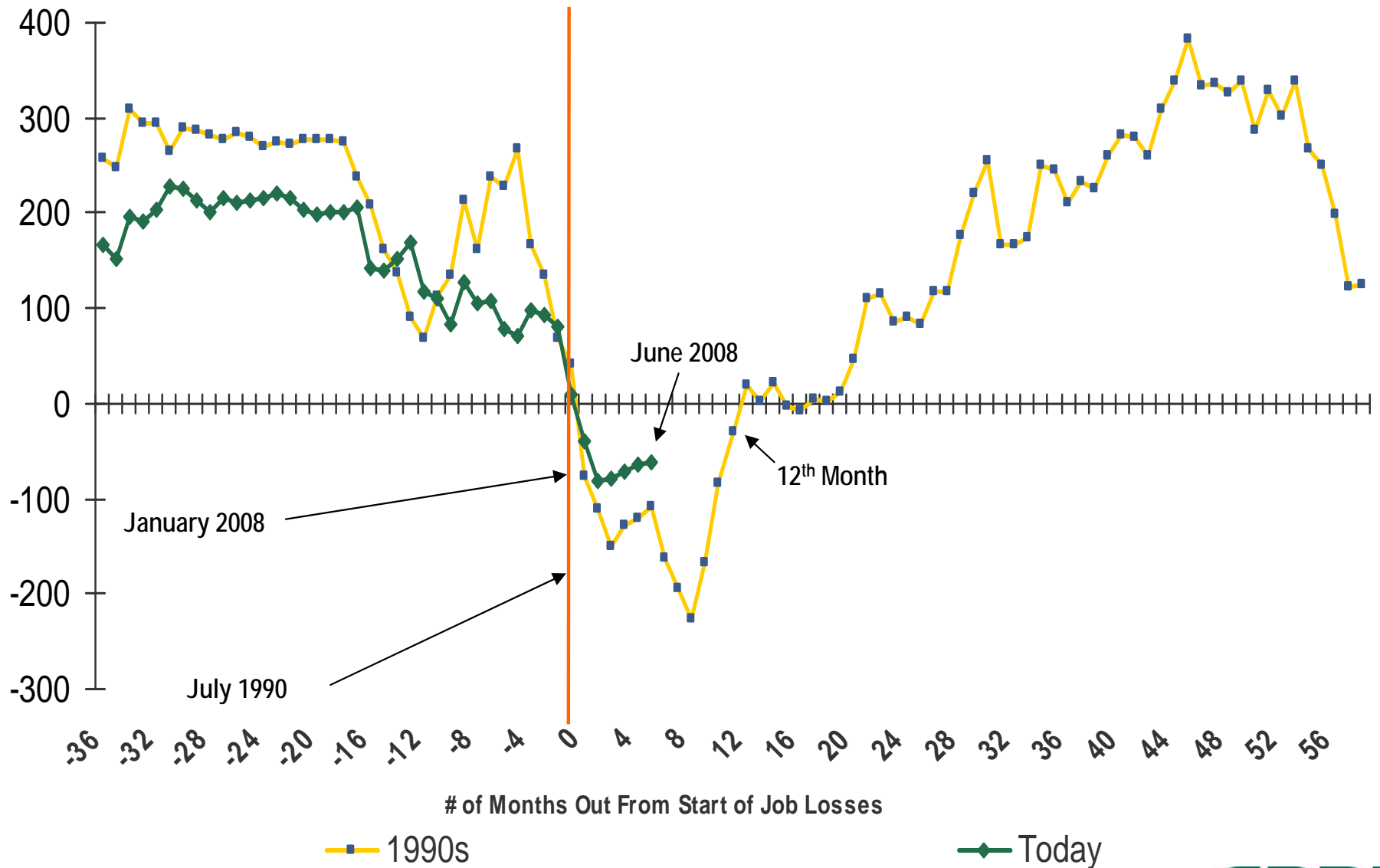
Real GDP Growth



Source: CBRE Global Research, EIU, June 2008

Job Losses Not as Sharp as 1990s

Net # of Jobs Created per Month in 000's



Source: CBRE/Torto Wheaton Research, BLS, July 2008

Fundamentals Well Aligned, So Far

Vacancy Rates (%)

	2008 Q2	2007 Q2	“Natural Rate”
Office	13.2	12.5	13 to 15
Industrial	10.3	9.3	9 to 10
Retail	10.3	9.9	9 to 10
Multifamily	5.6	4.8	5 to 6

The Natural Rate is the vacancy rate where rents are in equilibrium, i.e. they are neither likely to rise nor fall.

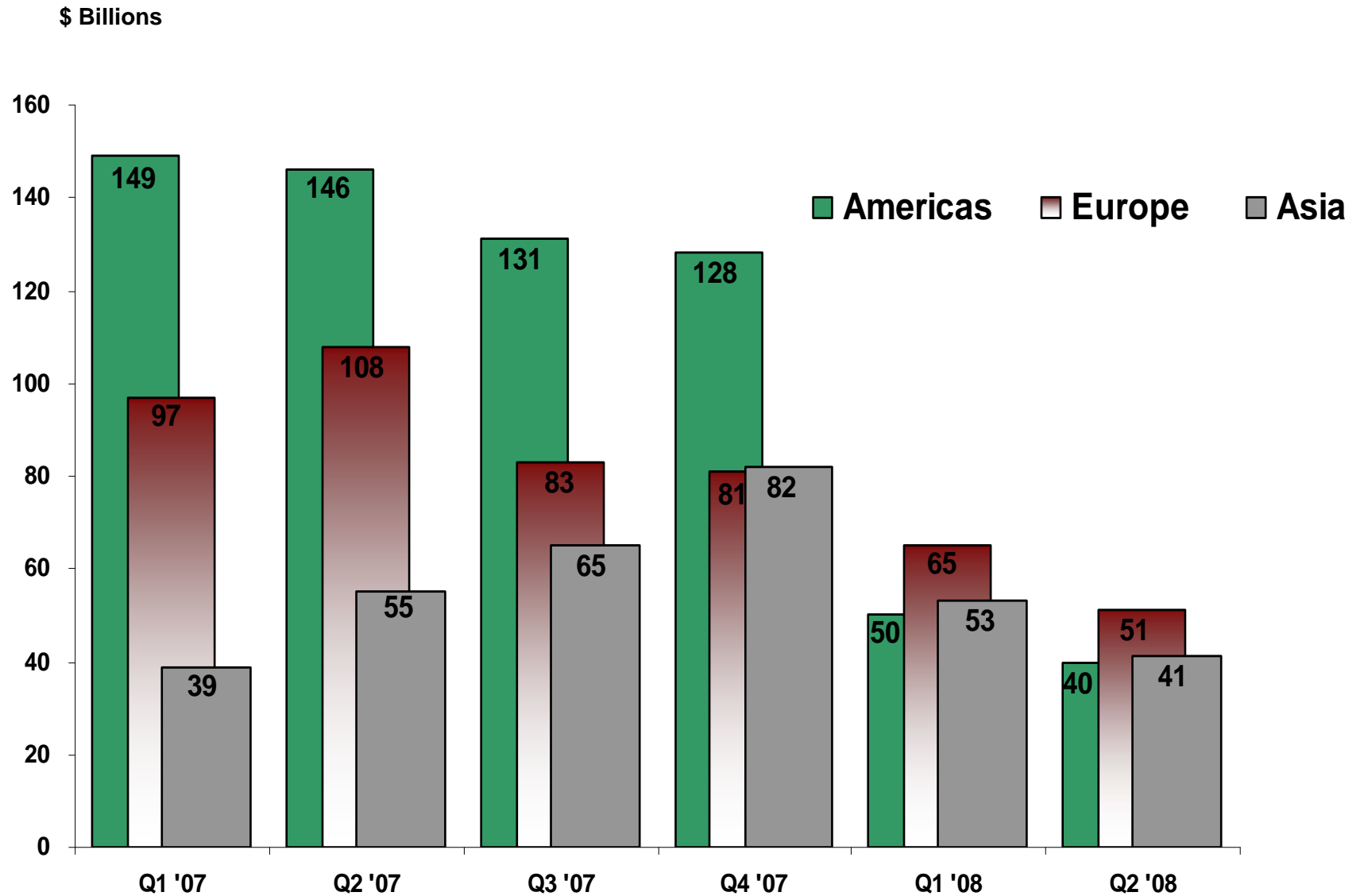
Source: CBRE Torto Wheaton Research, July 2008

Historic Comparisons: Office Economic Rent

	% Loss in Economic Rent	# Quarters Peak to Trough	Quarter Economic Rent Peaked
1990	-6.1	18	1990 Q4 (2 Quarters After Recession Start)
2001	-23.4	12	2001 Q2 (1 Quarter After Recession Start)
2008F	-1.2	6	2008 Q3 (3 Quarters After Job Loss Start)

Source: CBRE Torto Wheaton Research, July 2008

Quarterly Sales Volume



Source: Real Capital Analytics, Preliminary July 2008

Q2 2008 Performance Highlights

Revenue	\$1.3 billion	\$175.5 million or 12% lower than prior year quarter
Net Income	GAAP \$16.6 million	\$124.6 million or 88% lower than prior year quarter
	Adjusted \$33.2 million	\$124.1 million or 79% lower than prior year quarter
EPS ¹	GAAP \$0.08	Decreased 86% as compared to \$0.59 EPS for prior year quarter
	Adjusted \$0.16	Decreased 76% as compared to \$0.66 EPS for prior year quarter
EBITDA	\$99.0 million	\$153.2 million or 61% lower than prior year quarter
Normalized EBITDA ²	\$114.5 million	\$153.1 million or 57% lower than prior year quarter

1. All EPS information is based upon diluted shares.

2. Normalized EBITDA excludes merger-related charges, integration costs related to acquisitions, and the write-down of impaired investments.

Q2 2008 Financial Results

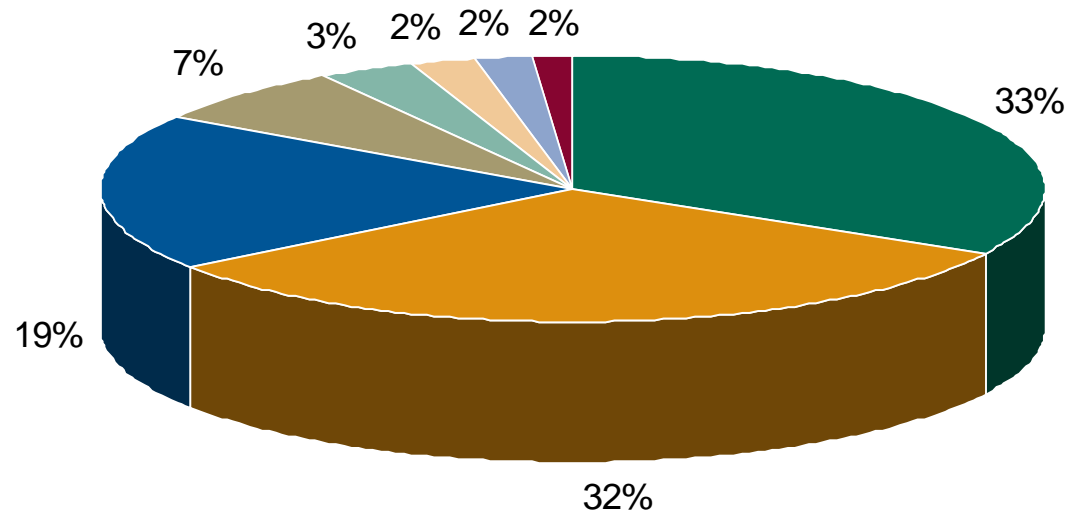
(\$ in millions)	2008	2007	% Change
Revenue	1,314.9	1,490.4	(12)
Cost of Services	737.2	791.6	(7)
Operating, Administrative & Other	468.8	469.8	-
Merger-Related Charges	-	2.9	n/a
Equity (Loss) Income from Unconsolidated Subsidiaries	(11.8)	25.9	n/a
Minority Interest Income	(2.5)	(0.2)	n/a
Other Loss	(4.6)	-	n/a
Gain on Disposition of Real Estate	4.0	-	n/a
EBITDA	99.0	252.2	(61)
<u>One Time Items:</u>			
Integration Costs	3.6	12.5	(71)
Merger-Related Charges	-	2.9	n/a
Write-down of Impaired Investments	11.9	-	n/a
Normalized EBITDA	114.5	267.6	(57)
Normalized EBITDA Margin	8.7%	18.0%	

YTD 2008 Financial Results

(\$ in millions)	2008	2007	% Change
Revenue	2,545.8	2,704.3	(6)
Cost of Services	1,441.6	1,441.3	-
Operating, Administrative & Other	901.2	881.7	2
Merger-Related Charges	-	34.7	n/a
Equity (Loss) Income from Unconsolidated Subsidiaries	(22.5)	30.1	n/a
Minority Interest (Income) Expense	(7.6)	2.7	n/a
Other Loss	(4.6)	(37.5)	(88)
Gain on Disposition of Real Estate	4.0	-	n/a
EBITDA	187.5	336.5	(44)
One Time Items:			
Integration Costs	9.2	24.7	(63)
Loss on Trading Securities Acquired in the Trammell Crow Company Acquisition	-	33.7	n/a
Merger-Related Charges	-	34.7	n/a
Write-down of Impaired Investments	22.5	-	n/a
Normalized EBITDA	219.2	429.6	(49)
Normalized EBITDA Margin	8.6%	15.9%	

Revenue Breakdown

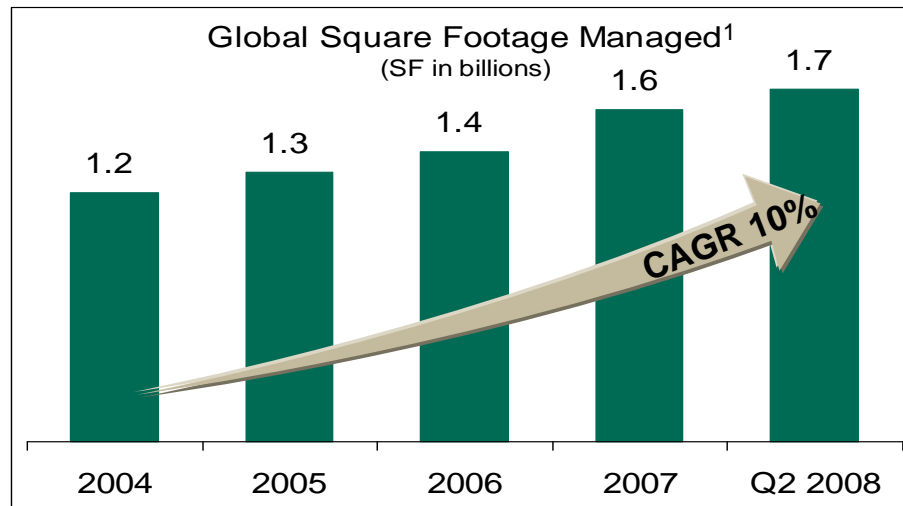
2nd Quarter 2008



(\$ in millions)	Three months ended June 30,			Six months ended June 30,		
	2008	2007	% Change	2008	2007	% Change
■ Leasing	436.2	465.7	-6	830.7	794.3	5
■ Property & Facilities Management	419.7	324.4	29	832.9	632.2	32
■ Sales	250.2	432.1	-42	478.1	771.1	-38
■ Appraisal & Valuation	92.4	101.2	-9	179.5	181.1	-1
■ Investment Management	43.3	86.3	-50	84.3	174.2	-52
■ Development Services	30.1	16.4	84	56.3	31.1	81
■ Commercial Mortgage Brokerage	24.7	44.4	-44	46.6	84.8	-45
■ Other	18.3	19.9	-8	37.4	35.5	5
Total	1,314.9	1,490.4	-12	2,545.8	2,704.3	-6

GCS Strength in Q2 2008

5 new accounts			
6 account expansions			
8 account renewals			



1. Represents combined data for CBRE and TCC; does not include joint ventures and affiliates

Cross Selling Examples

General Electric:

Transaction management client added facilities management.

Piedmont Health:

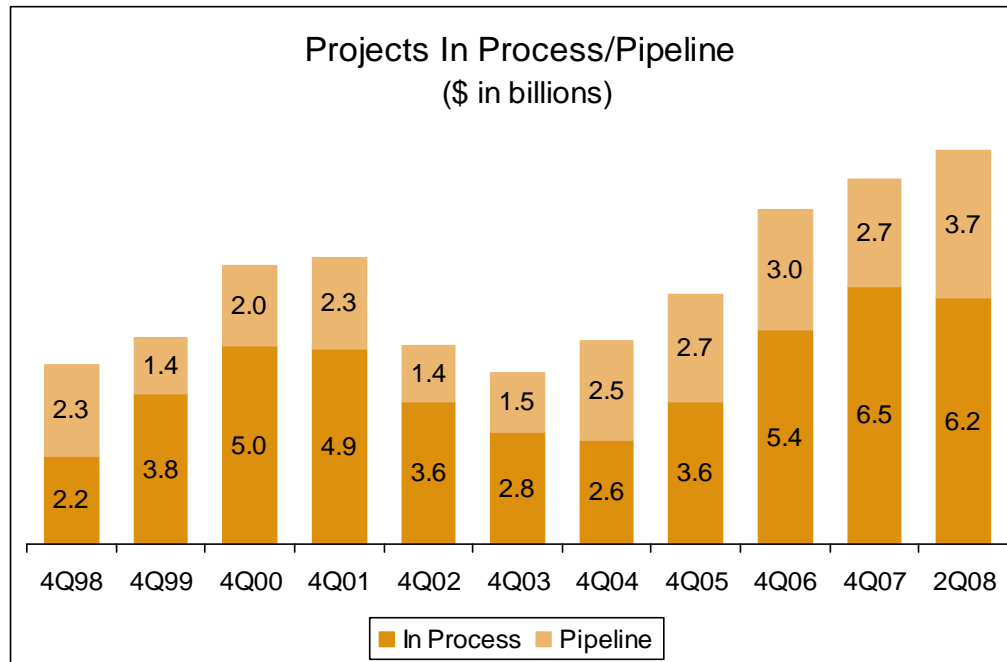
Transaction management client added project management.

Development Services

(\$ in millions)	Quarter Ended	
	6/30/2008	6/30/2007
Revenue	31.2	19.9
EBITDA	(3.0)	4.4
Add Back:		
Purchase accounting adjustments for the Trammell Crow Company acquisition	5.6	4.1
Pro-forma EBITDA	2.6	8.5
Pro-forma EBITDA Margin	8.4%	42.7%

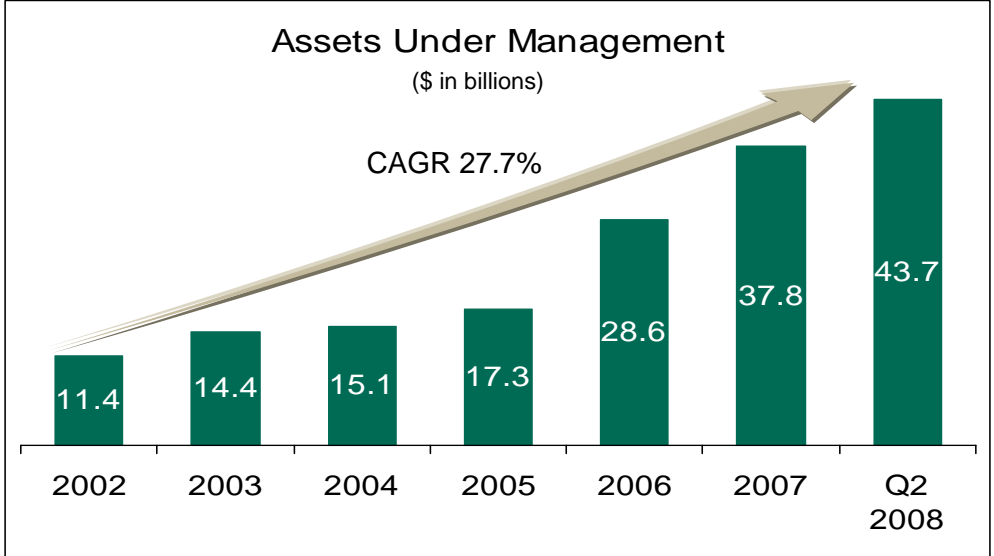
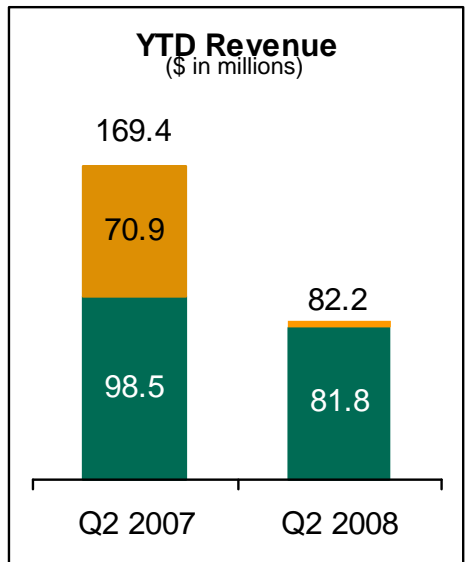
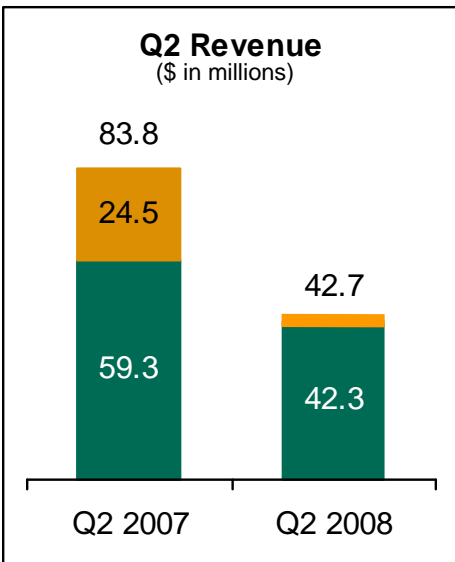
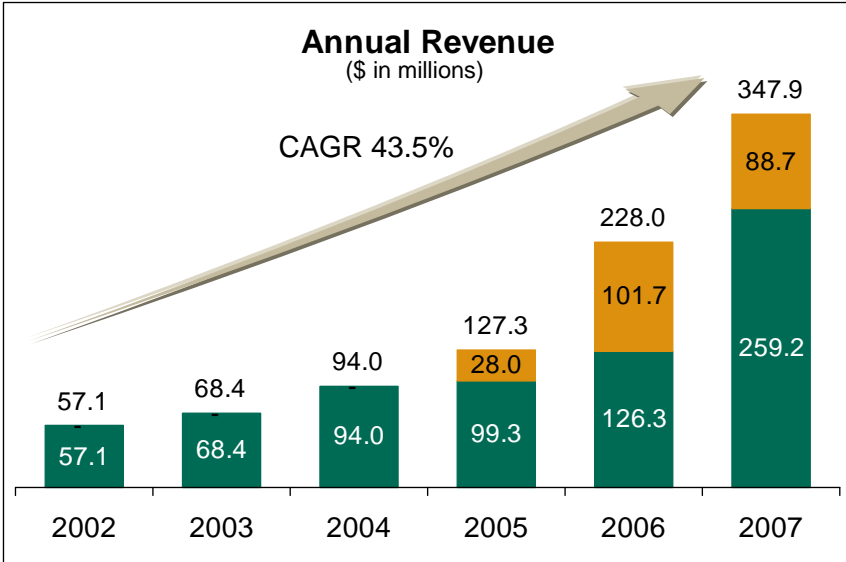
Balance Sheet Participation

- \$147 million co-invested in development services at quarter end.
- \$2 million in recourse debt to CBRE.



Global Investment Management

Investment Management Carried Interest



CBRE's co-investments totaled \$105 million at the end of June 2008.



Global Investment Management

Carried Interest

- Carried interest pertains to certain real estate investment funds from which CBRE earns an additional share of the profits, once its performance meets certain financial hurdles.
- Dedicated fund team leaders and executives in our investment management company have been granted a right to participate in the carried interest, with participation rights vesting over time.
- During the six months ended June 30, 2008, the company recognized \$0.4 million of revenue (all of which came during the three months ended June 30, 2008) from funds liquidating, also known as carried interest revenue.
- For the six months ended June 30, 2008, the company recorded a total of \$7.9 million of carried interest incentive compensation expense, all relating to future periods' revenue.
- The impact on segment EBITDA of the additional incentive compensation expense related to carried interest revenue not yet recognized is reflected, as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
EBITDA	(15.5)	41.1	(16.8)	80.0
Add Back:				
Write off of investments	11.9	-	11.9	-
Normalized EBITDA	(3.6)	41.1	(4.9)	80.0
Add Back:				
Accrued incentive compensation expense related to carried interest revenue not yet recognized	2.6	12.6	7.9	17.0
Pro-forma Normalized EBITDA	(1.0)	53.7	3.0	97.0
Pro-forma Normalized EBITDA Margin	-2%	64%	4%	57%

- The company expects to recognize carried interest revenue from funds liquidating in 2008 and beyond that will more than offset the \$2.6 million additional incentive compensation expense accrued in the second quarter of 2008. As of June 30, 2008, the company maintained a cumulative remaining accrual of such compensation expense of approximately \$64 million, which pertains to anticipated future carried interest revenue.

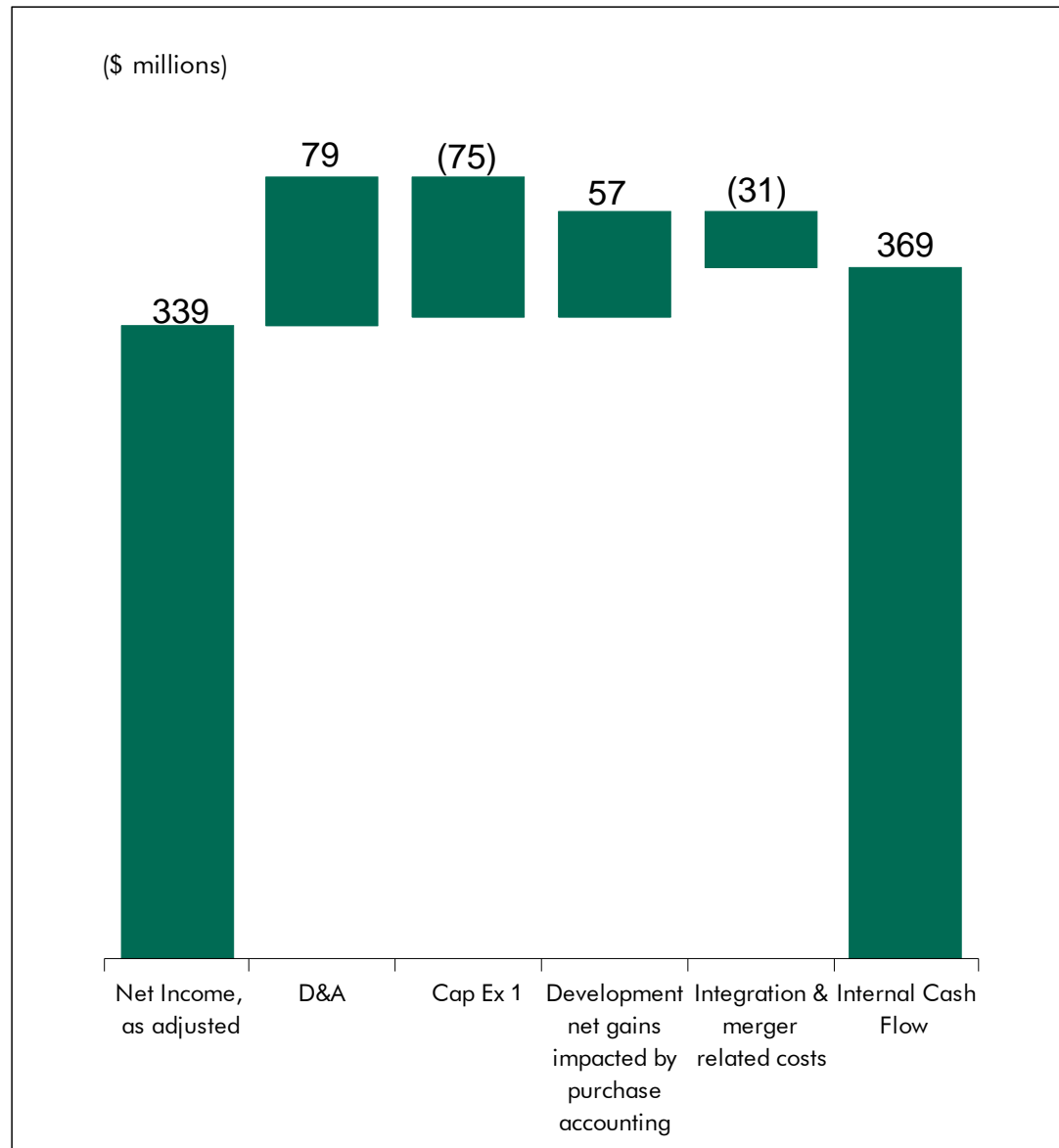
Capitalization

(\$ in millions)	As of		Variance
	6/30/2008	12/31/2007	
Cash	250.5	342.9	(92.4)
Revolving credit facility	404.7	227.1	177.6
Senior secured term loan A	827.0	827.0	-
Senior secured term loan B	954.5	960.0	(5.5)
Senior secured term loan A-1	299.3	-	299.3
Notes payable on real estate ¹	2.0	6.6	(4.6)
Other debt ²	14.7	15.0	(0.3)
Total debt	2,502.2	2,035.7	466.5
Stockholders' equity	1,066.6	988.5	78.1
Total capitalization	3,568.8	3,024.2	544.6
Total net debt	2,251.7	1,692.8	558.9

1. Represents notes payable on real estate in Development Services that are recourse to the company. Excludes non-recourse notes payable on real estate of \$584.4 million and \$459.4 million at June 30, 2008 and December 31, 2007, respectively.

2. Excludes \$183.3 million and \$255.8 million of non-recourse warehouse facility at June 30, 2008 and December 31, 2007, respectively, as well as \$46.5 million and \$42.6 million of non-recourse revolving credit facility in Development Services at June 30, 2008 and December 31, 2007, respectively.

Q2 2008 TTM Normalized Internal Cash Flow



- Strong cash flow generator
- Low capital intensity
- Utilization of internal cash flow
 - Co-investment activities
 - Development
 - In-fill acquisitions
 - Debt reduction
 - Share repurchases

1. Represents capital expenditures, net of concessions

- Deteriorating market conditions make it impossible to provide guidance
- Our current view has changed reflecting weaker market factors
- Outsourcing strength is expected to continue
- Variable cost structure and expense reductions partially offset margin decline
- We will remain aggressive in our client pursuits, M&A activity and strategic recruitment to gain further market share in this downturn.
- Currently anticipate markets to improve in mid-to-late 2009

GAAP Reconciliation Tables

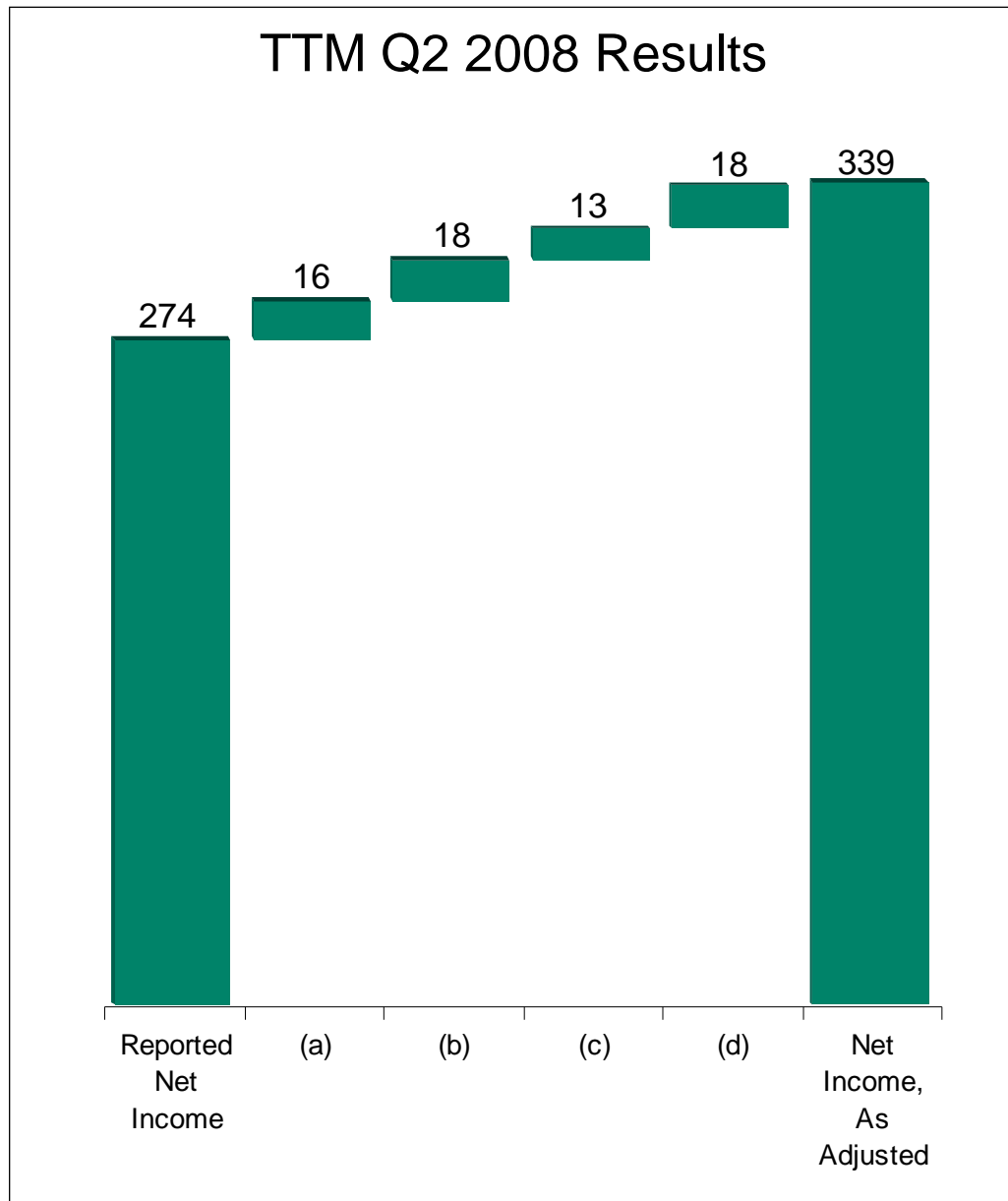
Reconciliation of Net Income to Net Income, As Adjusted

(\$ in millions)	Three Months Ended June 30,	
	2008	2007
Net income	\$ 16.6	\$ 141.1
Amortization expense related to net revenue backlog, incentive fees, and customer relationships acquired, net of tax	2.5	6.1
Integration costs related to acquisitions, net of tax	2.1	7.8
Write-down of impaired investment, net of tax	12.0	-
Loss on trading securities acquired in the Trammell Crow Company acquisition, net of tax	-	0.3
Merger-related charges, net of tax	-	2.1
Net income, as adjusted	\$ 33.2	\$ 157.3
Diluted income per share, as adjusted	\$ 0.16	\$ 0.66
Weighted average shares outstanding for diluted income per share	208,388,563	237,475,584

Reconciliation of Normalized EBITDA to EBITDA to Net Income

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Normalized EBITDA	\$ 114.5	\$ 267.6	\$ 219.2	\$ 429.6
Adjustments:				
Integration costs related to acquisitions	3.6	12.5	9.2	24.7
Write down of impaired investment	11.9	-	22.5	-
Loss on trading securities acquired in the Trammell Crow Company acquisition	-	-	-	33.7
Merger-related charges	-	2.9	-	34.7
EBITDA	99.0	252.2	187.5	336.5
Add:				
Interest income	4.5	6.0	9.7	13.0
Less:				
Depreciation and amortization	25.0	27.5	48.8	54.9
Interest expense	41.6	42.2	84.6	84.2
Provision for income taxes	20.3	47.4	26.8	57.3
Net Income	\$ 16.6	\$ 141.1	\$ 37.0	\$ 153.1
Revenue	\$ 1,314.9	\$ 1,490.4	\$ 2,545.8	\$ 2,704.3
Normalized EBITDA Margin	8.7%	18.0%	8.6%	15.9%

Reconciliation of Net Income to Net Income, As Adjusted



- (a) Amortization expense related to net revenue backlog, incentive fees and customer relationships acquired¹
- (b) Integration costs related to acquisitions¹
- (c) Merger-related charges¹
- (d) Write-down of impaired investment¹

1. Net of tax