



Business Review Day

Asset Services

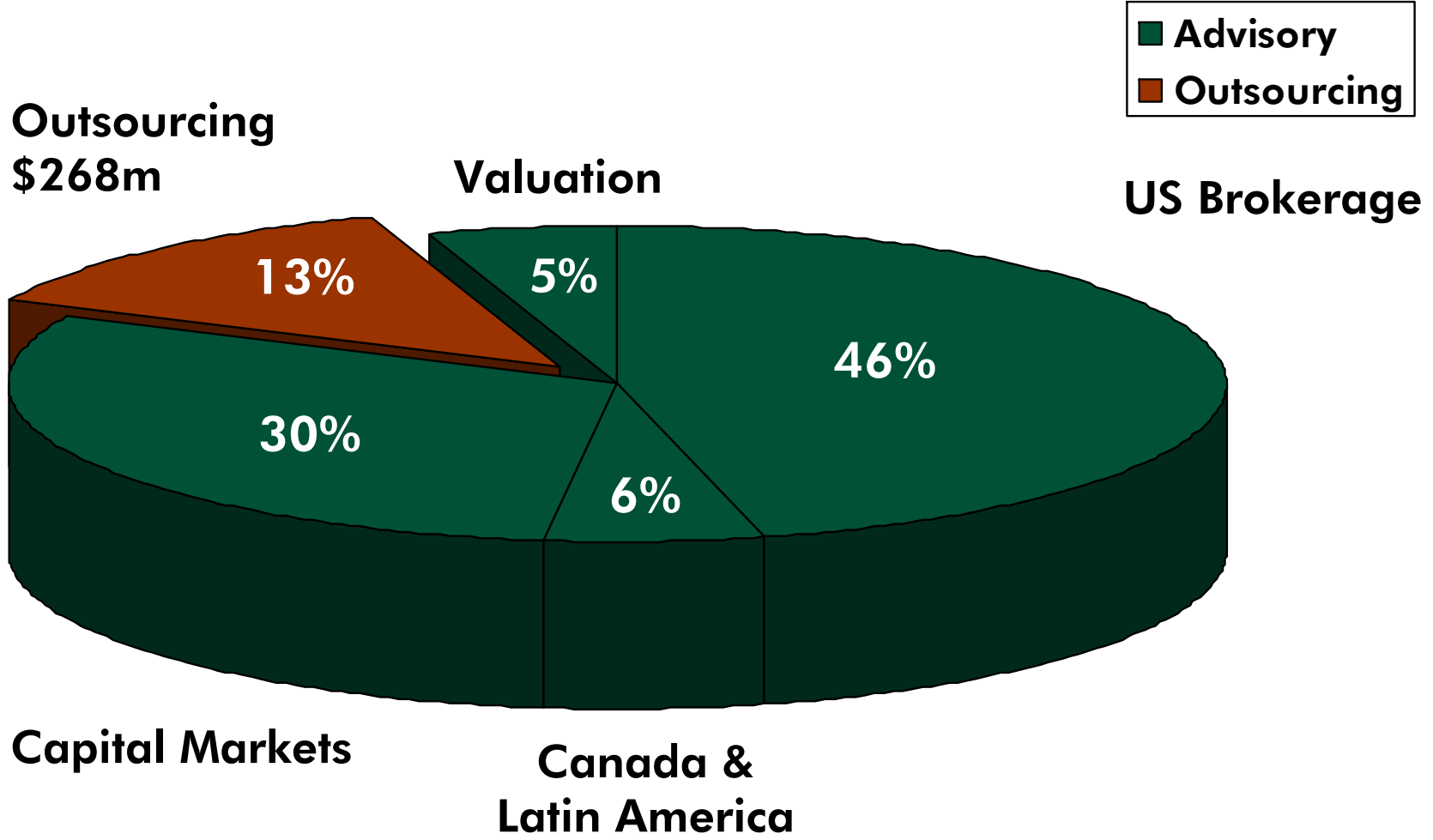
May 17, 2006

Jana Turner
President, Asset Services

100 A CENTURY OF SERVICE
1906 | 2006

CBRE
CB RICHARD ELLIS

2005 Outsourcing % of Americas Revenue



What is Asset Services?

- Asset Services provides a strategic approach to maximizing the value of commercial assets for investment owners.
- Services include:
 - Property Management
 - Leasing
 - Project Management
 - Marketing & Branding
 - Tenant Relations
 - Technical/Engineering
 - Procurement
 - Financial/Accounting
 - Risk Management

Key Business Drivers

- Consolidation of Service Providers
- Outsourcing by Private Market Clients/REITS
- Active Investment Sales Environment

Key Business Drivers

- Consolidation of Service Providers
 - DDRS – 4.5 million sq. ft. portfolio consolidated to two providers (CBRE – East)
 - Portfolio consists of smaller, suburban office product

Key Business Drivers

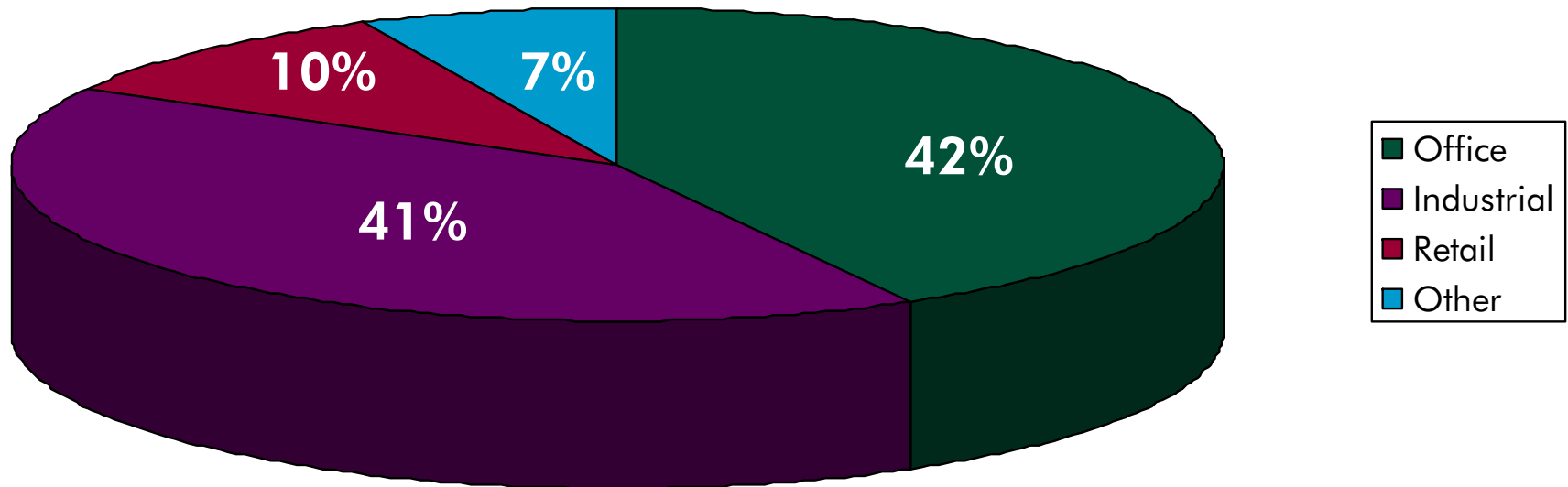
- Outsourcing by Private Market Clients/REITS
 - Hampshire Properties – 9 million sq. ft. managed (1Q'06)
 - Dividend Capital – 8.8 million sq. ft. managed (1Q'06)

Key Business Drivers

- Active Investment Sales Environment
 - 1Q'06 – 46.5 million sq. ft. added
 - 1Q'05 – 27.4 million sq. ft. added

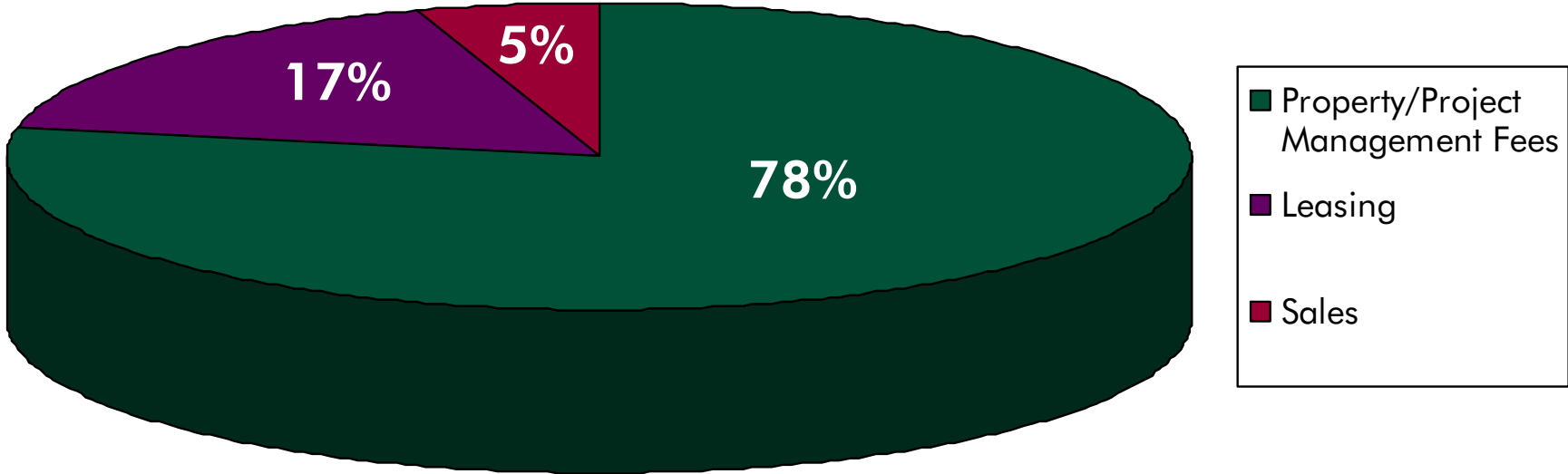
Statistics – Portfolio Distribution

473 Million Sq.Ft.*



- Includes Partner and Affiliate Office Statistics
- As of December 31, 2005

Statistics – Revenue Distribution



- For the year ended December 31, 2005

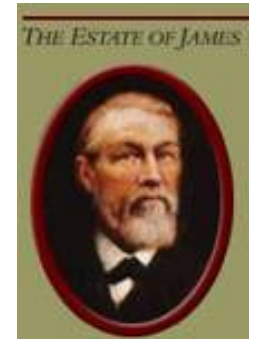
Asset Services' Top Clients



Hampshire
REAL ESTATE COMPANIES



Principal
*Global Investors*SM



STRS *of Ohio*



ING 
REAL ESTATE
ING CLARION

Morgan Stanley

TA Associates

 **DIGITAL REALTY TRUST**



**Presidio of
San Francisco**

CORNERSTONE 
Real Estate Advisers LLC

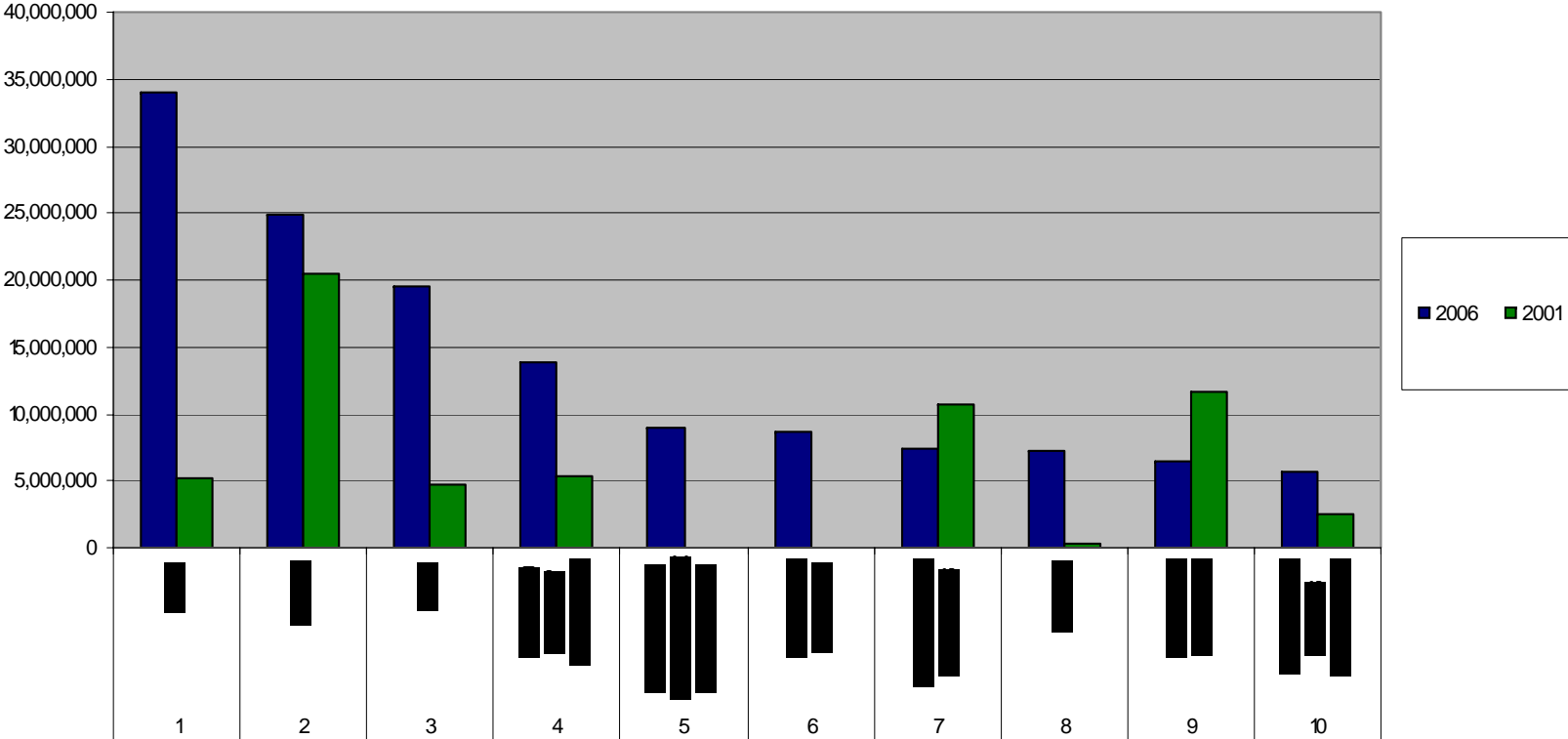
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CBRE
INVESTORS
CB RICHARD ELLIS INVESTORS, LLC

Growth – Top 10 Clients

sq.ft.

Top 10 Client CAGR of 20%



*Through March 31, 2006

Key Differentiators

■ THE ASSET SERVICES PLATFORM

- Axis Portal
- CBRE Technical Services
- Global Quality Standards
- Procurement
- Risk Management
- Recruiting/Retention Program



2006 Strategic Initiatives

- Seek out Project Management growth through acquisition of companies or practice groups
- Achieve greater industry penetration with the Axis Portal
- Growth of Private Label initiative
- Continued focus on building a meaningful Account Management program and platform
- Further drive cost efficiencies from the shared services divisions

CBRE

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