

# CB RICHARD ELLIS SERVICES OVERVIEW

**CB Richard Ellis Group, Inc.**  
**11150 Santa Monica Blvd., Suite 1600**  
**Los Angeles, California 90025**  
**[www.cbre.com](http://www.cbre.com)**

## **Stock Listing:**

The Company's share of Class A common stock are traded on the New York Stock Exchange under the ticker symbol "CBG."

## **2008 Revenue:**

\$5.1 billion

## **Business Activity:**

2008 transaction value: \$138.8 billion of property sales and lease transactions  
2008 management portfolio: 2.2 billion sq. ft. of commercial properties and corporate facilities under management

## **Global Leadership:**

Brett White, Chief Executive Officer  
Robert Blain, President, Asia Pacific  
Gil Borok, Executive Vice President, Chief Accounting Officer  
and Chief Financial Officer, The Americas  
William Concannon, Vice Chairman, Global Corporate Services  
Calvin W. Frese, Jr., President, Americas  
Jim Groch, Chief Investment Officer, CB Richard Ellis, Group, Inc.  
and Chief Investment Officer, Development Services  
Mike J. Lafitte, President, Institutional & Corporate Services  
Christopher Ludeman, President, Americas Brokerage  
Vance Maddocks, Chief Executive Officer, CBRE Investors  
Laurence Midler, Executive Vice President, General Counsel  
Brian F. Stoffers, President, Capital Markets  
Michael Strong, President, EMEA  
Robert E. Sulentic, Chief Financial Officer, CB Richard Ellis Group, Inc.  
and Chief Executive Officer, Development Services

## **Employees:**

Over 30,000+ employees based in more than 300 offices worldwide\*

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\* excludes affiliate employees and offices

# CB RICHARD ELLIS

## BACKGROUND INFORMATION

### Company Timeline

- 1773 REI Limited is founded.
- 1906 Colbert Coldwell founds Tucker, Lynch & Coldwell in San Francisco.
- 1914 Benjamin Arthur Banker joins Coldwell's firm as a full partner.
- 1922 The opening of the Coldwell Banker office in downtown Los Angeles marks the beginning of the company's geographic expansion.
- 1936 The firm changes its name to Coldwell, Banker & Co.
- 1940s Southern California offices institute seven- to eight-week training program.
- 1952 Coldwell, Banker & Co. opens an office in Phoenix, marking its first move outside California.
- 1961 Coldwell Banker begins organizing by specialty, adding managers for retail and industrial to the conventional geographic-based leadership team.
- 1968 Coldwell Banker offers public stock for the first time.
- 1970 Coldwell Banker opens offices in Dallas ('70), Chicago ('75), and Washington, D.C. ('76).
- 1980 Coldwell Banker opens its first office in New York City.
- 1982 Sears, Roebuck & Co. acquires Coldwell Banker Commercial and Residential.
- 1986 Coldwell Banker Commercial acquires Torto Wheaton Research.
- 1989 Employees invest their own money and with others, acquire the commercial side of Coldwell Banker's business.
- 1991 The company changes its name to CB Commercial.
- 1995 CB Commercial acquires Westmark Realty Advisors. The company expands its investment management capabilities now known as CB Richard Ellis Investors.
- 1996 CB Commercial completes an initial public offering. The company acquires LJ Melody & Co. and becomes a major originator and service of U.S. commercial mortgages. That business service is known as CBRE | Melody.
- 1997 CB Commercial acquires Koll Real Estate Services and becomes a leader in property and facilities management.
- 1998 CB Commercial acquires REI Ltd. and subsequently changes its name to CB Richard Ellis. The company also acquires Hillier Parker in the United Kingdom.
- 1999 CB Richard Ellis operates in more than 250 local markets. CBRE forms a partnership with Ikoma, establishing CBRE presence in Japan.
- 2001 Management Buy-Out takes the company private.
- 2003 CB Richard Ellis acquires Insignia. Becomes the industry's leading service provider. Reunites Richard Ellis global brand name.
- 2004 CB Richard Ellis launches initial public offering on the New York Stock Exchange under the ticker symbol "CBG." Revenue surpasses \$2.0 billion.
- 2005 CB Richard Ellis enters the Fortune 1000 list at number 676 and is added to Russell 1000 Index.
- 2006 Global sales and leasing volume exceeds \$150 billion. CB Richard Ellis celebrates its 100th anniversary. CB Richard Ellis named to S&P 500 Index. CB Richard Ellis acquires Trammell Crow Company. Combined entity post revenue of \$5.0 billion.
- 2007 CB Richard Ellis announces goal to be carbon neutral by 2010.
- 2008 CB Richard Ellis becomes the first commercial real estate company in the Fortune 500.

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## BACKGROUND INFORMATION

### Company Milestones

- First commercial real estate services company in the Fortune 500.
- Named *BusinessWeek* 50 “best in class” company three years in a row.
- Named one of Fortune’s “Most Admired Companies” in the real estate industry.
- Named one of Fortune’s 100 fastest growing U.S. companies.
- Named Lipsey Company’s #1 brand for eight consecutive years.
- Ranked among the world’s leading outsourcing companies on the IAOP’s Global Outsourcing 100.
- Named World’s Most Powerful Brokerage Firm by Commercial Property News.
- Named Euromoney’s Global Advisor of the Year for the third time in four years.
- Ranked #1 on list of Buildings.com “Who’s Who in the Buildings Market”.
- Named to “Companies that Care” 2009 Honor Roll for the second year in a row.
- Ranked among 100 Best Corporate Citizens of 2009 by Corporate Responsibility Officer magazine.
- Named World’s Top Brokerage and Property Management Firm by National Real Estate Investor.
- Awarded U.S. Green Building Council Leadership Excellence Award.
- Named U.S. EPA 2009 ENERGY STAR Partner of the Year for the second year in a row.
- Named CoreNet Global’s U.K. Corporate Real Estate Partner of the Year.
- Voted one of the top 500 “Super Brands” in the U.K.