

Cushman & Wakefield



(80.91% of share capital through EXOR S.A.)

The data presented and commented on below is taken from C&W Group's consolidated accounting data as of September 30, 2014. In order to correctly interpret C&W Group's performance, it should be noted that a significant portion of C&W Group's revenues are derived from the sale of real estate.

Change

to September 30, 2014 compared to September 30, 2013. Revenues (Commission and service fee) (A) less costs of managed properties and other costs (B) resulted in operating income. Operating income is reported as income attributable to owners of the parent. Operating income excludes the impact of the changes in C&W's non-controlling minority shareholders put in place in 2013. Consolidated net financial position (principally debt in excess of cash) principally cash in excess of debt.

C&W Group continued to deliver solid results for the first nine months of 2014, as revenues reached a record high. In addition to strong revenue growth and notable client mandates, C&W Group also undertook several initiatives to improve its financial performance. With respect to its financial performance, C&W Group reported gross revenue growth of 19.5%, or 19.7% excluding the impact of the changes in C&W's non-controlling minority shareholders put in place in 2013. The following presents the breakdown of gross and net revenues by geographical area:

Change

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Gross and net revenues both reported notable revenue gains globally and across the regions, led by the Americas. The following table presents the breakdown of net revenues by service line:

Change

to September 30, 2014 compared to September 30, 2013. Revenues (Commission and service fee) (A) less costs of managed properties and other costs (B) resulted in operating income. Operating income is reported as income attributable to owners of the parent. Operating income excludes the impact of the changes in C&W's non-controlling minority shareholders put in place in 2013. Consolidated net financial position (principally debt in excess of cash) principally cash in excess of debt.

The following table presents the changes in net revenues by region and by service line for the first nine months of 2014 compared to the first nine months of 2013:

AMERICA PACIFIC
to September 30, 2014 compared to September 30, 2013. Revenues (Commission and service fee) (A) less costs of managed properties and other costs (B) resulted in operating income. Operating income is reported as income attributable to owners of the parent. Operating income excludes the impact of the changes in C&W's non-controlling minority shareholders put in place in 2013. Consolidated net financial position (principally debt in excess of cash) principally cash in excess of debt.

leasing performance, which registered double-digit revenue growth for the first time in three years, was fueled by strong performance in the Americas. Capital Markets continued its positive momentum, as the improved credit environment, robust liquidity and continued low interest rates supported strong growth. Global Consulting continued with its robust growth, registering double-digit revenue growth in all three regions. Revenue performance in the Americas for the first nine months of the year experienced a decline year-over-year, driven in large part to reduced revenues from the sale of real estate. Total costs, excluding reimbursed costs of \$564.6 million and \$484.8 million for the first nine months of 2014 and 2013, respectively, were lower in 2014. At the operating level, C&W Group virtually doubled its results, as operating income increased \$20.1 million, or 37.2%, to \$77.1 million for the first nine months of 2014, as compared to \$37.0 million for the first nine months of 2013. Other expense, net decreased \$0.8 million, or 9.0%, to \$8.1 million (of which \$1.5 million is excluded from Adjusted EBITDA) for the first nine months of 2014, as compared to \$8.9 million for the first nine months of 2013. Adjusted EBITDA increased \$20.9 million, or 37.2%, to \$77.1 million for the first nine months of 2014, as compared to \$56.2 million for the first nine months of 2013. The Group recorded income tax expense of \$6.0 million for the first nine months of 2014, as compared with a provision for income taxes of \$1.5 million for the first nine months of 2013. The Adjusted income attributable to owners of the parent for the first nine months of 2014 was \$10.4 million, or 13.4% of Adjusted EBITDA, as compared to \$10.4 million, or 18.5% of Adjusted EBITDA, for the first nine months of 2013. On June 27, 2014, C&W Group amended its 2011 existing credit agreement covering its \$350 million senior secured revolving credit facility. C&W Group's net financial position as of September 30, 2014 improved \$43.7 million, to a negative \$41.3 million, as compared to a negative \$85.0 million as of September 30, 2013. Periodi correlati:

