



NEWS RELEASE

# CBRE Launches Service Offering to Meet Growing Demand for Flexible Space Solutions

10/31/2018

LOS ANGELES--(BUSINESS WIRE)-- CBRE Group, Inc. (NYSE:CBRE) today announced the launch of Hana, a new service offering designed to help institutional property owners meet the rapidly growing demand for flexible office space solutions.

**Hana's** core offering is called Hana Team, which provides private office suites that meet the needs of large corporate users of office space. Hana Team combines the benefits of flexible space with the amenities, technology, thoughtful space design, and control over branding and culture that sophisticated corporations require.

Each Hana facility will also feature two other integral offerings, Hana Meet and Hana Share. Hana Meet provides conference room and event space that can be rented on an hourly, daily or weekly basis. Hana Share provides traditional co-working space in which users share services, amenities and technology in a communal setting.

Hana will partner with institutional property investors who want to differentiate and enhance their assets by meeting the growing demand for flexible office space. Hana will design, build and operate the facilities and services, and will participate in the financial success of each Hana facility.

"The way space is being used is evolving rapidly. Companies want the flexibility to adjust their occupancy to meet changing business needs and a better workplace experience to attract and retain top talent," said Bob Sulentic, CBRE's president and chief executive officer. "Hana is perfectly suited to meet these needs. Reflecting this, we have already generated significant interest from building owners who are looking for a trusted partner to help deliver flexible space offerings, and have a robust deal pipeline."

Hana builds off CBRE's expertise in advising institutional property owners and global corporations. It also leverages CBRE 360, a workplace experience offering that connects building occupants to services and amenities.



Hana will operate as a wholly-owned subsidiary of CBRE and, beginning in 2019, will be the third component of CBRE's Real Estate Investments business – along with investment management (CBRE Global Investors) and development services (Trammell Crow Company). The Hana **team** is led by Andrew Kupiec, chief executive officer of Hana, who joined CBRE from Zipcar in 2017, and Scott Marshall, Hana's president and chief development officer, who previously led CBRE's investor leasing service line in the Americas.

#### About CBRE Group, Inc.

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2017 revenue). The company has more than 80,000 employees (excluding affiliates), and serves real estate investors and occupiers through approximately 450 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services. Please visit our website at [www.cbre.com](http://www.cbre.com).

#### About Hana

CBRE Hana, LLC is a wholly-owned subsidiary of CBRE Group, Inc., the world's largest commercial real estate services and investment firm (based on 2017 revenue). Hana partners with real estate owners to develop and operate integrated, scalable, flexible workspaces. Each unit contains office suites (Hana Team), conference rooms and event space (Hana Meet) and co-working (Hana Share). Hana provides property owners increased transparency, control over their asset environment, and a valuable offering for companies that desire to maintain their culture and brand while leveraging the benefits of a flexible space offering. More information is available at [www.hanaspaces.com](http://www.hanaspaces.com).

#### Forward-Looking Statements

Certain of the statements in this release regarding the launch of CBRE's flexible-space solutions service that do not concern purely historical data are forward-looking statements within the meaning of the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements are made based on our management's expectations and beliefs concerning future events affecting us and are subject to uncertainties and factors relating to our operations and business environment, all of which are difficult to predict and many of which are beyond our control. Accordingly, actual performance, results and events may vary materially from those indicated in forward-looking statements, and you should not rely on forward-looking statements as predictions of future performance, results or events. Numerous factors could cause actual future performance, results and events to differ materially from those indicated in forward-looking statements, including, but not limited to, our ability to

secure property investors to partner with CBRE in this initiative and continued demand for flex-space facilities, as well as other risks and uncertainties discussed in our filings with the U.S. Securities and Exchange Commission (SEC). Any forward-looking statements speak only as of the date of this release. We assume no obligation to update forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting forward-looking information, except to the extent required by applicable securities laws. If we do update one or more forward-looking statements, no inference should be drawn that we will make additional updates with respect to those or other forward-looking statements. For additional information concerning factors that may cause actual results to differ from those anticipated in the forward-looking statements and other risks and uncertainties to our business in general, please refer to our SEC filings, including our Form 10-K for the fiscal year ended December 31, 2017 and Form 10-Q for the quarter ended June 30, 2018. Such filings are available publicly and may be obtained from our website at [www.cbre.com](http://www.cbre.com) or upon request from the CBRE Investor Relations Department at [investorrelations@cbre.com](mailto:investorrelations@cbre.com).

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Source: CBRE Group, Inc.