

# Leading Global Full-Service Commercial Real Estate Services Platform

## About Newmark

Newmark Group, Inc. (Nasdaq: NMRK), together with its subsidiaries (“Newmark”), is a world leader in commercial real estate, seamlessly powering every phase of the property life cycle. Newmark’s comprehensive suite of services and products is uniquely tailored to each client, from owners to occupiers, investors to founders, and startups to blue-chip companies. Combining the platform’s global reach with market intelligence in both established and emerging property markets, Newmark provides superior service to clients across the industry spectrum. Newmark generated revenues in excess of \$2.7 billion for the year ended December 31, 2022. Newmark’s company-owned offices, together with its business partners, operate from approximately 180 offices with over 6,700 professionals around the world. To learn more, visit [nmrk.com](http://nmrk.com) or follow [@newmark](https://twitter.com/newmark).

**\$2.1B**

Fully diluted market cap as of February 15, 2023

**25%**

Revenue CAGR from 2011 to 2022; approximately 58% of this growth has been organic<sup>1</sup>

**55+**

Acquisitions since 2011; added companies have grown revenues by nearly 50% since acquisition

**\$117B+**

Volumes in FY 2022 from investment sales, mortgage brokerage, and GSE/FHA originations

**~6,700**

Professionals<sup>2</sup> as of Dec. 31, 2022

### Successful Track Record of Acquisitions

- 2012** NMRK makes three acquisitions, including the assets of Grubb & Ellis

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- 2014** 18 acquisitions, including ARA members<sup>3</sup> and Cornish & Carey Commercial

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- 2015** Four acquisitions

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- 2016** Five acquisitions, including expansion into Mexico

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- 2017** Nine acquisitions, including Berkeley Point

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- 2018** Seven acquisitions, including RKF and Jackson Cooksey

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- 2019** Four acquisitions, including Harper Dennis Hobbs in the UK

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- 2020** Acquires Hopkins Appraisal Services

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- 2021** Acquires the assets of Knotel and acquires Deskeo in France

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- 2022** Three acquisitions, including BH2 in the UK and the acquisition of Open Realty

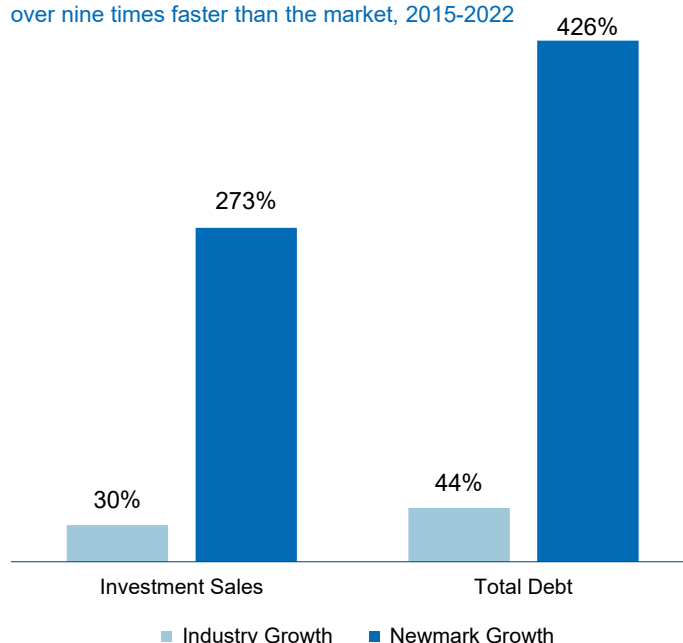
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- 2023** Acquires Gerald Eve in the UK

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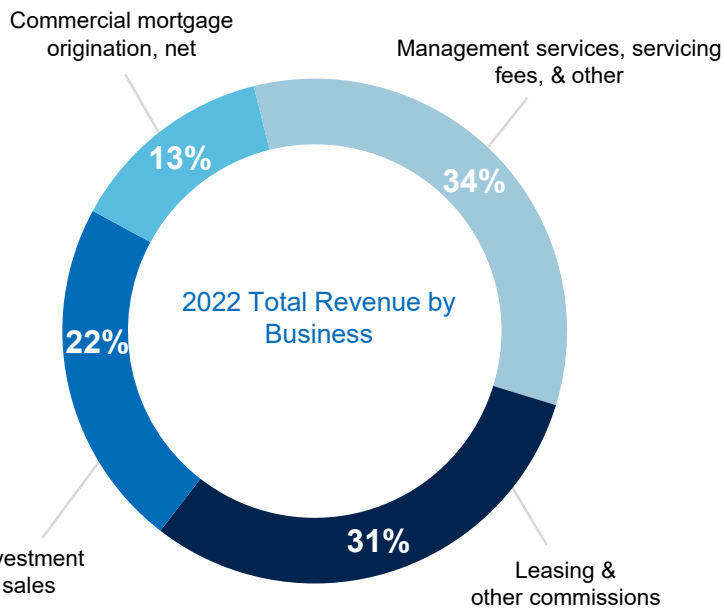
### Demonstrated Ability to Increase Market Share<sup>4</sup>

Newmark has increased investment sales and total debt volumes over nine times faster than the market, 2015-2022

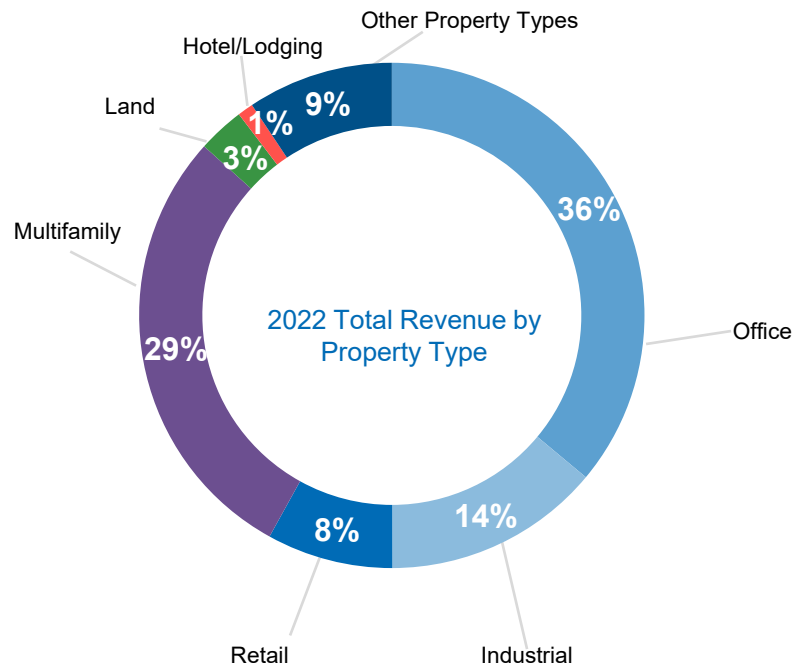


# Top CRE Services Platform with Diverse Revenue Streams

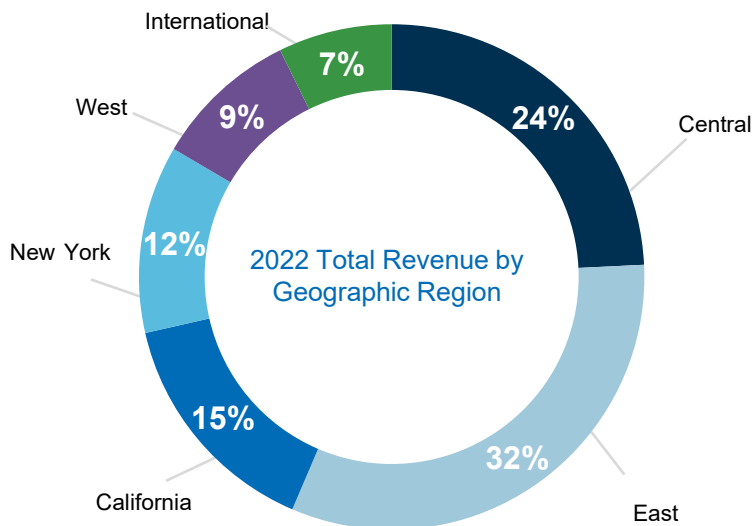
Diversified by Service <sup>5</sup>



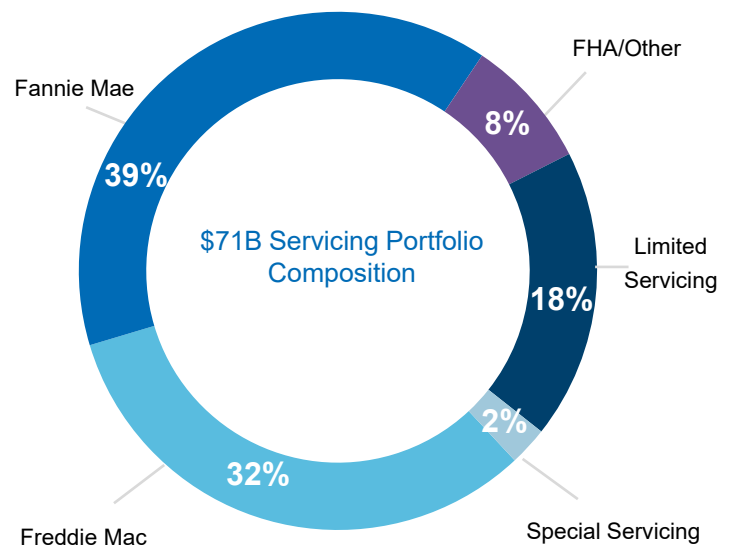
Diversified by Property Type <sup>5</sup>



Covering a Broad Geography <sup>5</sup>



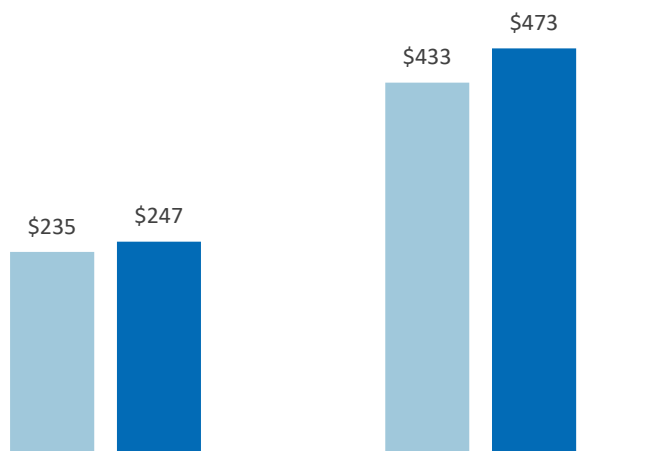
Mortgage Servicing: Recurring, High-Margin Revenues <sup>6</sup>



# Leader in the CRE Services Industry

## Our Employee Productivity Outpaces Peers <sup>7</sup>

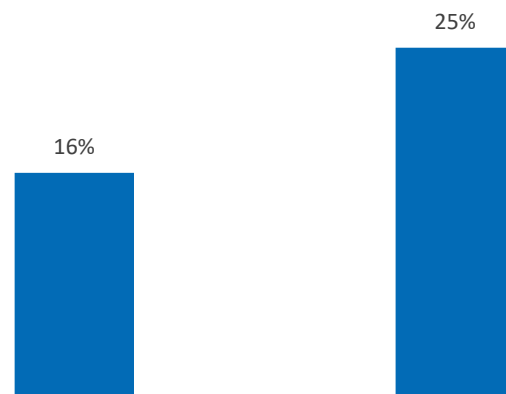
2022 CRE Services Total Revenue and Net/Fee Revenue per Employee



■ Total Revenue Per Avg Employee  
 ■ Net/Fee Revenue Per Avg Non-Reimbursed Employee

## Fastest Growing CRE Services Firm Since 2011<sup>8</sup>

Newmark vs. Peer Average Revenue CAGR Growth (2011-2022)



## Selected Industry Recognition and Awards



#4 U.S. Brokers by Investment Volume - 2022  
 #2 Multifamily Brokers – 2022  
 #2 Office Brokers - 2022  
 #2 Cross-Border Brokers – 2022



Top 5 Multifamily Delegated Underwriting & Servicing Lender - 2022



# 7 Multifamily Optigo® Lender - conventional - 2022



Global Outsourcing 100® for 14<sup>th</sup> consecutive year in 2023

### Endnotes:

- 1) Newmark's 2011 revenues are based on unaudited full year 2011 revenues for Newmark & Company Real Estate, Inc., ("Newmark & Co.") which for the purposes of this document, is defined as all of the companies acquired by BGC Partners, Inc. on October 14, 2011. "Organic" means revenue growth by Newmark & Company Real Estate, Inc. since 2011 excluding acquisitions but including productivity improvements and hiring. Organic revenue growth by companies after they were acquired by Newmark includes both productivity improvements and hiring.
- 2) Including ~400 professionals at independently owned business partners who operate under the Newmark name.
- 3) Included 17 transactions not all of which were in 2014 with some completed after that year. Certain of these acquisitions involved the purchase of assets rather than the purchase of equity.
- 4) Investment sales industry volumes are those for the U.S. as reported by MSCI Real Capital Analytics ("RCA") for all dates shown. Newmark's "Total Debt" includes Newmark's mortgage brokerage volumes plus GSE/FHA origination volumes. Industry debt volumes are either RCA's U.S. financing volumes (for 2015-2018) or Mortgage Bankers Association ("MBA") U.S. commercial/multifamily volumes (2019-2022). The MBA and RCA have different methodologies for estimating total industry debt originations, and the MBA only began including data for the entire industry from 2019 onward. Data is as of 4/01/2023.
- 5) For revenues by geography: East U.S. includes Connecticut, Delaware, Florida, Georgia, Massachusetts, Maryland, Maine, North Carolina, New Hampshire, New Jersey, Pennsylvania, Rhode Island, South Carolina, Virginia, Vermont, and West Virginia. Central U.S. includes Alabama, Arkansas, Iowa, Idaho, Illinois, Indiana, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Mississippi, North Dakota, Nebraska, Ohio, Oklahoma, South Dakota. West U.S. includes Alaska, Arizona, Colorado, Hawaii, Montana, New Mexico, Nevada, Oregon, Utah, Washington, and Wyoming. For revenues by property type: Revenues from leasing, capital markets, and Valuation & Advisory are broken out by the property types listed. "Industrial" also includes warehouse and R&D. "Specialty/Other" includes, land, municipal, and specialty/mixed use. "Multifamily" also includes all origination revenues and servicing fees. Revenues from property and facilities management are broken out by property type based on year-end portfolio square footage and/or mix of management fees by property type.
- 6) Servicing Portfolio is as of 12/31/2022.
- 7) The numerators are fee or net revenues for CBRE, CWK, JLL, and NMRK and total revenues for CIGI (which does not disclose fee revenues) for 2022 as reported by each name. The denominators are the average of the (i) total headcount for CIGI (which does not disclose non-reimbursed employees and/or (ii) non-reimbursed headcounts disclosed by each firm for years end 2021 and 2022. CBRE headcount excludes Turner & Townsend.
- 8) The peers included in the revenue CAGR average are US tickers CBRE, CWK, CIGI, JLL, MMI, and WD, and UK ticker symbol SVS (in GBP). Because CWK did not report revenues for periods before 2015, it is excluded from the 11-year CAGR.