

# 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. For the year ending December 31, 2022, Newmark generated revenues of approximately \$2.7 billion. As of September 30, 2023, Newmark’s company-owned offices, together with its business partners, operate from approximately 170 offices with 7,400 professionals around the world. To learn more, [visit nmrk.com](http://visit.nmrk.com) or follow [@newmark](https://twitter.com/newmark).

**\$2.7B**

Fully diluted market cap as of December 31, 2023

**25%**

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

**55+**

Acquisitions since 2011; added companies grew their revenues by nearly 50% since acquisition<sup>1</sup>

**\$1T+**

Notional value of leasing, mortgage brokerage, GSE/FHA originations and value of all properties appraised by V&A in FY 2021 and 2022

**~7,400**

Professionals<sup>2</sup> as of September 30, 2023

### 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

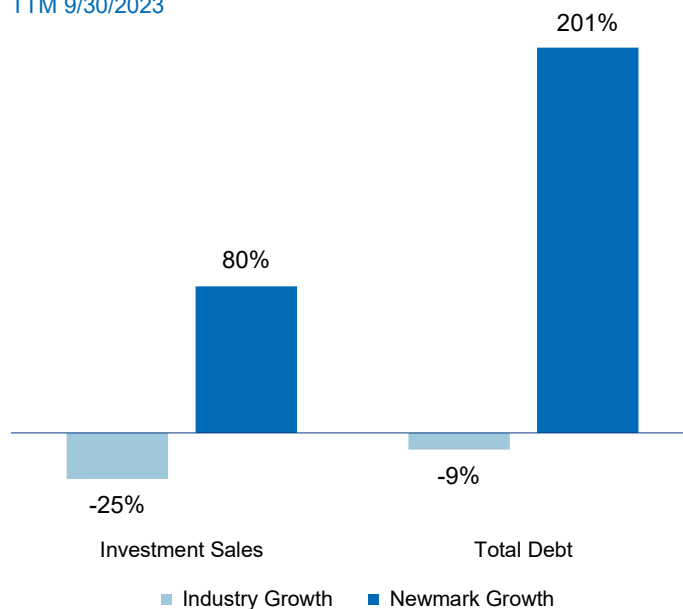
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- 2023** Acquires Gerald Eve in the UK

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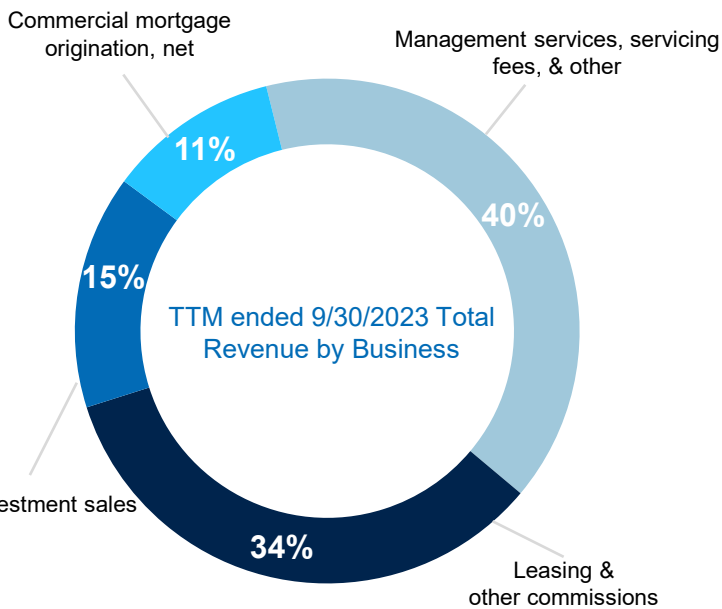
### Demonstrated Ability to Increase Market Share<sup>4</sup>

Newmark has gained significant market share versus the market with respect to investment sales and total debt volumes, 2015 - TTM 9/30/2023

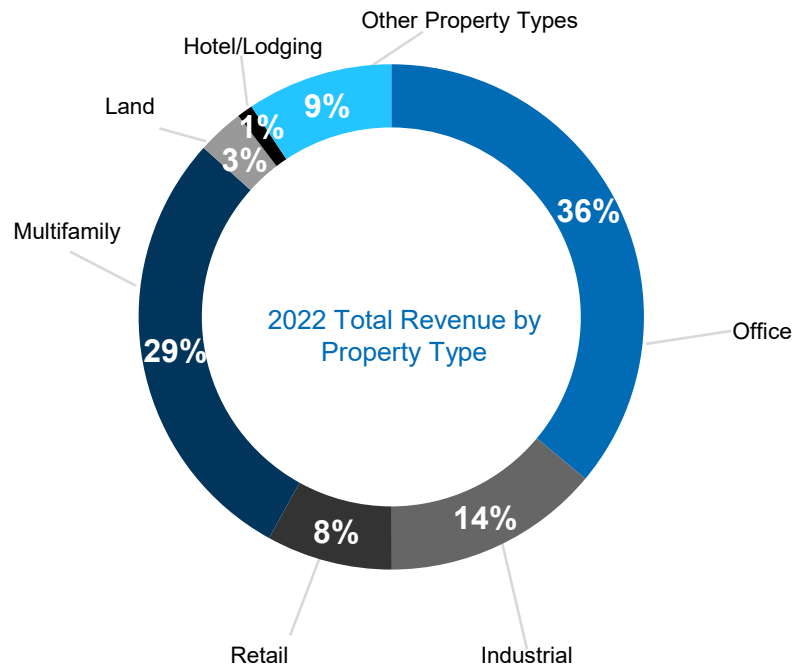


# Top CRE Services Platform with Diverse Revenue Streams

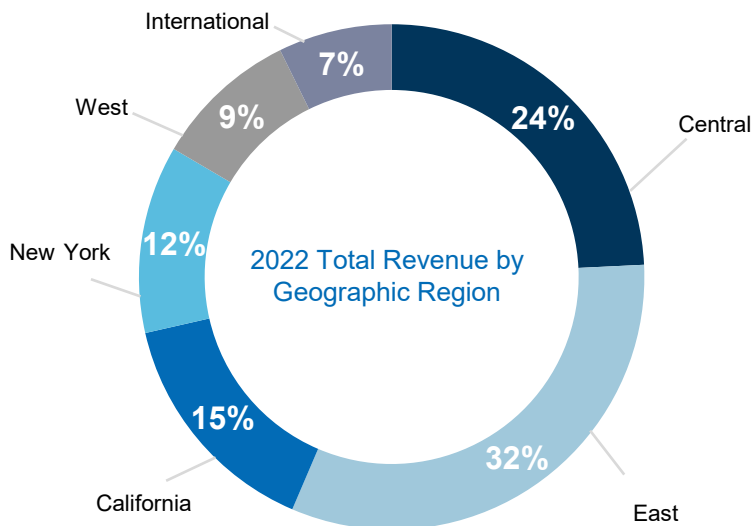
Diversified by Service <sup>5</sup>



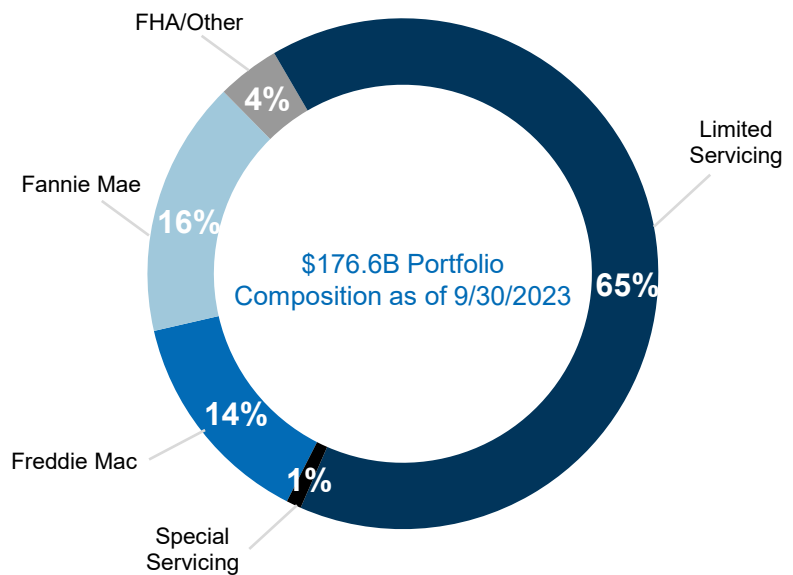
Diversified by Property Type <sup>5</sup>



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



Servicing & Asset Management Provide Predictable, High-Margin Revenues

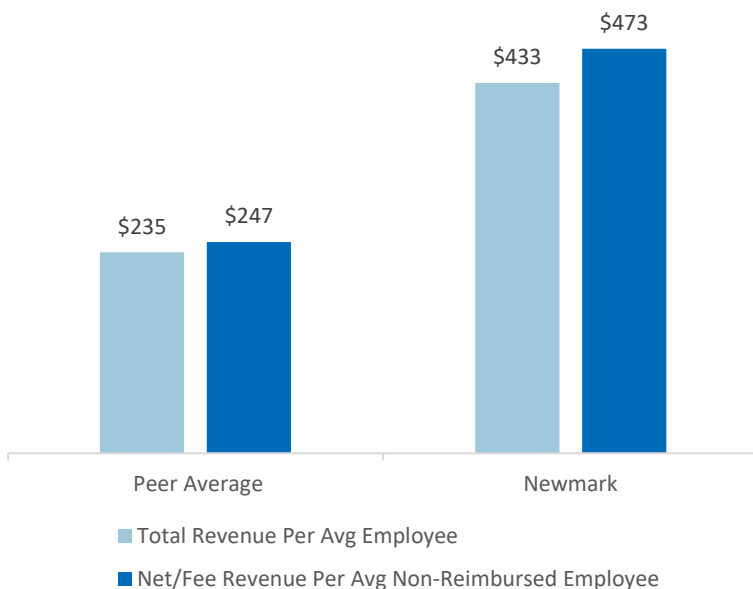


In addition to the above, approximately 39% of Newmark's total revenues related to contractual business over the twelve months ending 9/30/2023.<sup>5</sup>

# Leader in the CRE Services Industry

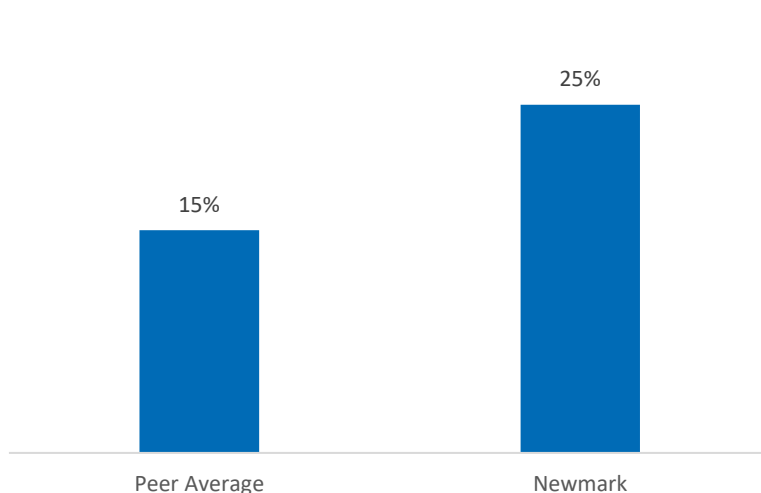
## Employee Productivity Outpaces Peers<sup>6</sup>

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



## Fastest Growing CRE Services Firm Since 2011<sup>7</sup>

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



## Selected Industry Recognition and Awards



Top 4 U.S. Brokers by Investment Volume (1<sup>st</sup> 9 Months of 2023)  
 #2 Multifamily Brokers (2022)  
 #2 Office Brokers (2022)  
 #2 Cross-Border Brokers (2022)



Top 5 GSE/FHA Multifamily Lender in 2022 (based on combined Fannie Mae and Freddie Mac origination volumes)



Ranked #3 Top Mortgage Banking & Brokerage Firms (2023)



Global Outsourcing 100<sup>®</sup> 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 the companies acquired by BGC Partners, Inc. on October 14, 2011. "Organic" means revenue growth by Newmark & Co. 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 between the date of the respective acquisition and December 31, 2022.
- 2) Headcount includes independently-owned business partners. Excluding these business partners, Newmark had nearly 7,000 employees as of September 30, 2023.
- 3) Includes 17 transactions, not all of which were in 2014, as some were 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 12/20/2023.
- 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. "Other PropertyTypes" 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. Separately, "Contractual business" is defined as that for which the Company has a contract with a client that is generally for a year or longer. Contractual business includes all revenues related to landlord representation (or "agency") leasing, loan servicing (including escrow interest income), outsourcing (including property management, facilities management and asset management), and lease administration. It also includes certain fees under contract produced by the Company's flexible workspace and tenant representation service lines.
- 6) 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.
- 7) Newmark's 2011 revenues are based on unaudited full year 2011 revenues for Newmark & Company Real Estate, Inc., ("Newmark & Co.") while 2012 is based on the Real Estate Services segment of the Company's former parent, BGC Partners, Inc. ("BGC"), which acquired us in 2011, IPOed us in 2017, and spun us off in 2018. The peers included in the 2011-2022 average are US tickers CBRE, CIGI, JLL, MMI, and WD, (in USD) and UK ticker symbol SVS (in GBP). These companies generated total revenue CAGRs of between 7% and 21% from 2011 through 2022, or a simple average of 15%. Only some of these peers reported fee revenues during this timeframe. In addition, US ticker CWK did not report revenues for periods before 2015 and is therefore excluded. For some years, the impact of FASB topic ASC 606 increased GAAP revenues for Newmark and certain peers.