

# 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 ended December 31, 2023, Newmark generated revenues of approximately \$2.5 billion. 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://nmrk.com) or follow @newmark.

**\$2.7B**

Fully diluted market cap as of December 31, 2023

**22%**

Revenue CAGR from 2011 to 2023.

**55+**

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

**~\$1.7T**

Notional value of leasing, investment sales, mortgage brokerage, and GSE/FHA originations transacted by the Company as well as the estimated value of all properties appraised by our V&A in the past two calendar years.

**~7,400**

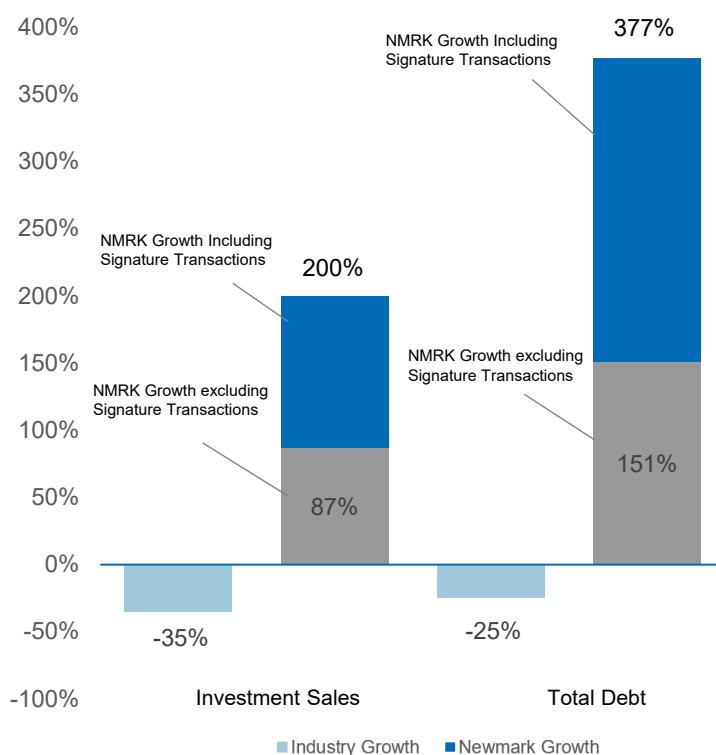
Professionals<sup>2</sup> as of December 31, 2023

### Successful Track Record of Acquisitions

<b>2012</b>	NMRK makes three acquisitions, including the assets of Grubb & Ellis
<b>2014</b>	18 acquisitions, including ARA members <sup>3</sup> and Cornish & Carey Commercial
<b>2015</b>	Four acquisitions
<b>2016</b>	Five acquisitions, including expansion into Mexico
<b>2017</b>	Nine acquisitions, including Berkeley Point
<b>2018</b>	Seven acquisitions, including RKF and Jackson Cooksey
<b>2019</b>	Four acquisitions, including Harper Dennis Hobbs in the UK
<b>2020</b>	Acquires Hopkins Appraisal Services
<b>2021</b>	Acquires the assets of Knotel and acquires Deskeo in France
<b>2022</b>	Three acquisitions, including BH2 in the UK and the acquisition of Open Realty
<b>2023</b>	Acquires Gerald Eve in the UK

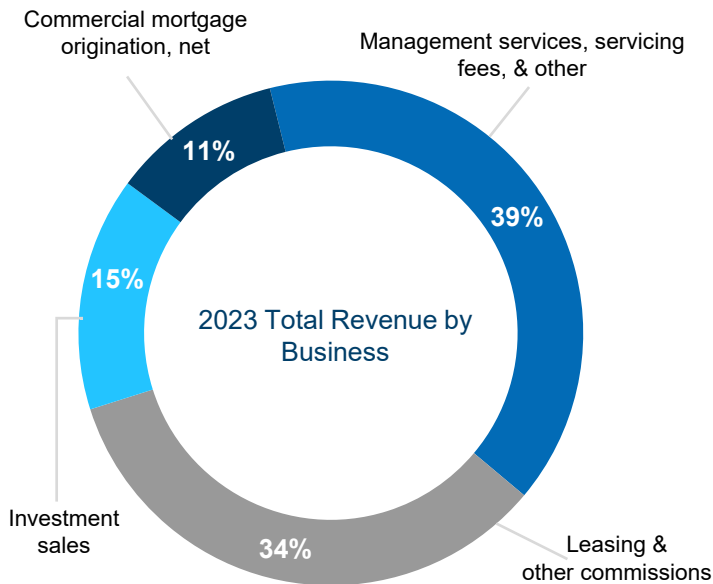
### Demonstrated Ability to Increase Market Share<sup>4</sup>

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

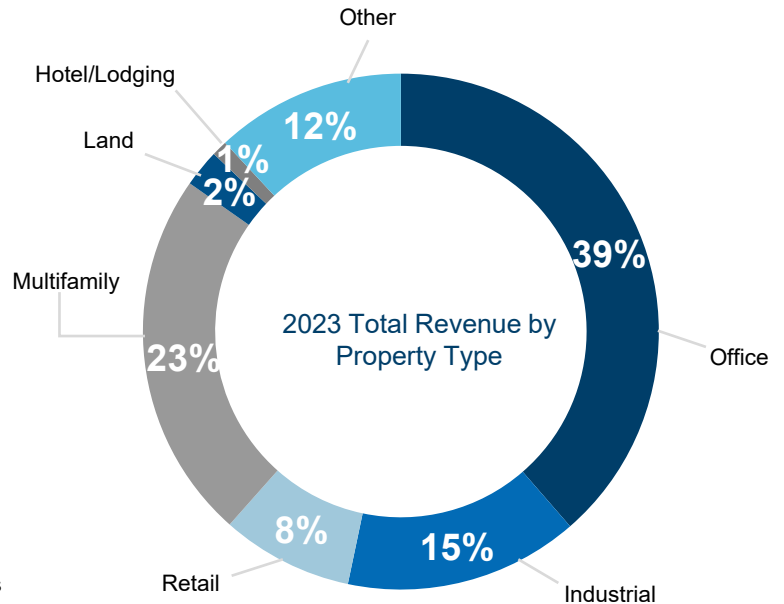


# Top CRE Services Platform with Diverse Revenue Streams

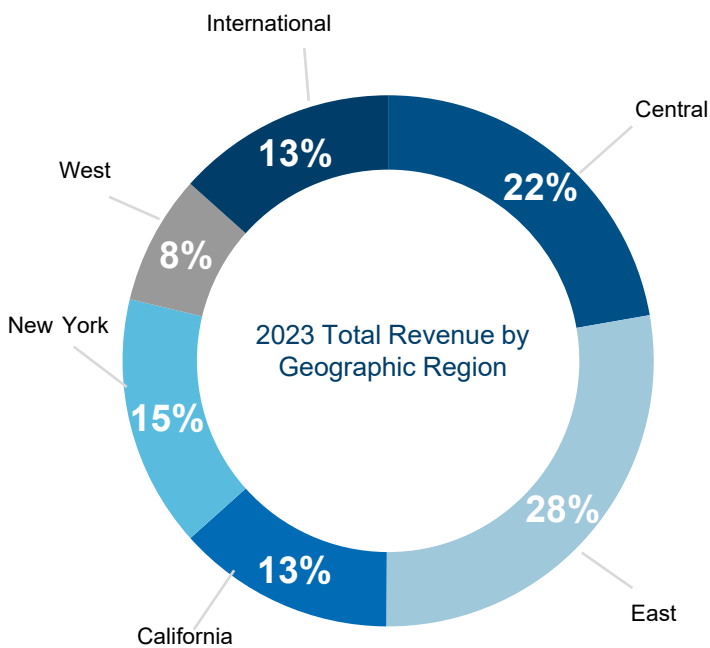
Diversified by Service<sup>5</sup>



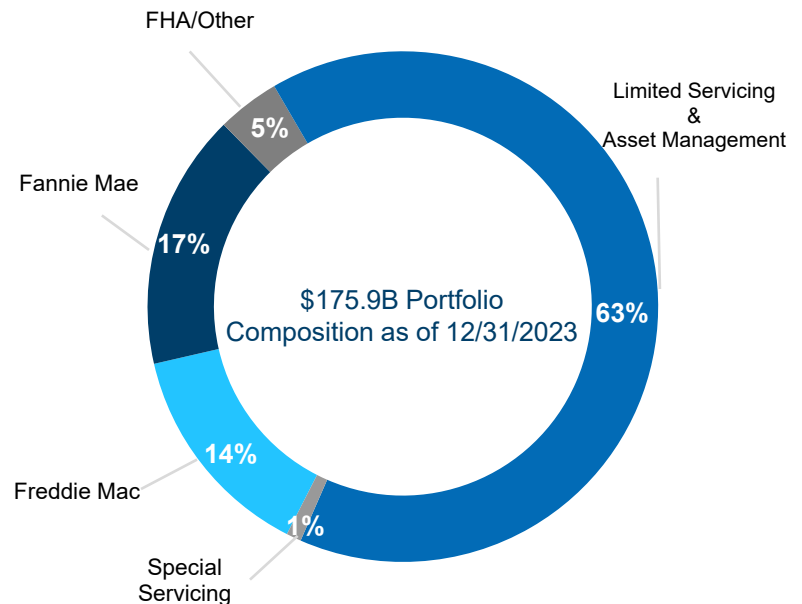
Diversified by Property Type<sup>5</sup>



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



Servicing & Asset Management Provide Predictable, High-Margin Revenues

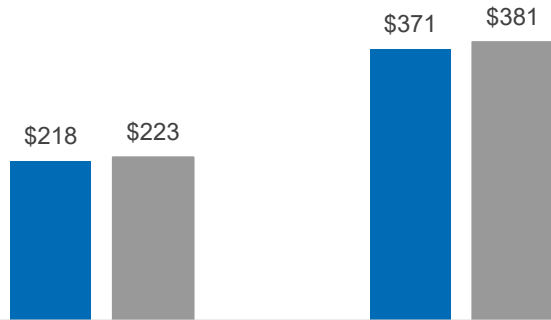


In addition to the above, approximately 38% of Newmark's total revenues related to contractual business over the twelve months ending 12/31/2023.<sup>5</sup>

# Leader in the CRE Services Industry

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

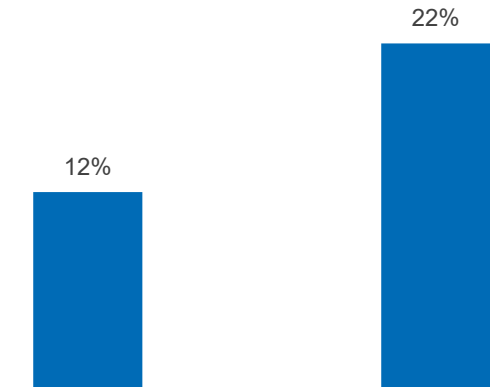
2023 CRE Services Total Revenue and Net/Fee Revenue per Employee



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

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

Newmark vs. Peer Average Revenue CAGR (2011-2023)



Peer Average      Newmark

## Selected Industry Recognition and Awards



Top 3 U.S. Broker by Investment Volume (2023)  
#2 Multifamily Broker (2023)  
#2 Office Broker (2023)  
#4 Cross-Border Broker (2023)



Fannie Mae<sup>®</sup>  
Freddie Mac

#4 Freddie Mac Lender (2023)  
Top 5 Fannie Mae multifamily loan servicer (2023)



Commercial Property Executive  
Ranked #2 Top Mortgage Banking & Brokerage Firms (2024)  
#3 Top CRE Brokerage Firms (2023)



Global Outsourcing 100<sup>®</sup>  
for 15<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.
- 2) Headcount includes independently-owned business partners. Excluding these business partners, Newmark had nearly 7,000 employees as of December 31, 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 (previously known as RCA) for all dates shown. Newmark's "Total Debt" includes Newmark's mortgage brokerage volumes plus GSE/FHA origination volumes. Industry debt volumes are based on Mortgage Bankers Association ("MBA") U.S. commercial/multifamily volumes (2019-2023). Data is as of 03/19/2024.
- 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, Vermont, Virginia, and West Virginia. 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. Separately, "Contractual business", which may be used interchangeably with "contractual services" or "contractual revenues", is defined as business for which the Company has a contract with a client that is generally for a year or longer. Contractual business, when quantified, 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 peer average for total revenue per average employee include CBRE, CWK, JLL, and CIGI. Net/fee revenue per average non-reimbursed employee include only CBRE, CWK, and JLL. The denominators are the average of either the total employees or the non-reimbursed employees for 2022 and 2023. Colliers does not disclose non-reimbursed employee headcount and CBRE figures 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 2011-2023 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 6% and 17% from 2011 through 2023, or a simple average of 12%. 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.