

The Colliers logo, featuring the word "Colliers" in white serif font on a blue rectangular background with a yellow and red horizontal stripe at the bottom.

Colliers

A collage of images including a man and woman smiling, a modern multi-story building, a low-angle view of a glass skyscraper, and a meeting scene with a presentation screen.

First Quarter 2021 Financial Results

Colliers International Group Inc.
May 4, 2021

A bar chart with three bars of increasing height. The first bar is labeled 99.3554, the second 100.51, and the third 100.665.

Accelerating success.

This presentation includes or may include forward-looking statements. Forward-looking statements include the Company's financial performance outlook and statements regarding goals, beliefs, strategies, objectives, plans or current expectations. These statements involve known and unknown risks, uncertainties and other factors which may cause the actual results to be materially different from any future results, performance or achievements contemplated in the forward-looking statements. Such factors include: economic conditions, especially as they relate to commercial and consumer credit conditions and business spending; commercial real estate property values, vacancy rates and general conditions of financial liquidity for real estate transactions; the effects of changes in foreign exchange rates in relation to the US dollar on Canadian dollar, Australian dollar, UK pound sterling and Euro denominated revenues and expenses; competition in markets served by the Company; labor shortages or increases in commission, wage and benefit costs; impact of pandemics on client demand, ability to deliver services and ensure the health and productivity of employees; disruptions or security failures in information technology systems; a change in or loss of our relationship with US government agencies, such as Fannie Mae or Ginnie Mae could significantly impact our ability to originate mortgage loans; a default on loans originated under the Fannie Mae Delegated Underwriting and Servicing DUS Program could materially affect our profitability as we are subject to sharing up to one-third of incurred losses; the effect of increases in interest rates on our cost of borrowing and political conditions or events, including elections, referenda, changes to international trade and immigration policies and any outbreak or escalation of terrorism or hostilities.

Additional factors and explanatory information are identified in the Company's Annual Information Form for the year ended December 31, 2020 under the heading "Risk Factors" (which factors are adopted herein and a copy of which can be obtained at www.sedar.com) and other periodic filings with Canadian and US securities regulators. Forward looking statements contained in this presentation are made as of the date hereof and are subject to change. All forward-looking statements in this press release are qualified by these cautionary statements. Except as required by applicable law, Colliers undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Non-GAAP measures

This presentation makes reference to the non-GAAP measures Adjusted EBITDA (AEBITDA) and Adjusted EPS (AEPS). Please refer to Appendix for reconciliations to GAAP measures.



First Quarter Highlights

Strong First Quarter Results

Strength in recurring services and stabilizing transactional revenues

Updated and increased financial outlook for 2021

Published first Global Impact Report

Colliers Engineering & Design completed its first acquisition, a specialty transportation design firm

Largest fundraising quarter in history in Investment Management

(US\$ millions, except per share amounts)

Three months ended March 31	2021 Q1	2020 Q1	%Change	
			USD	LC ⁽¹⁾
Revenue	774.9	630.6	23%	18%
Adjusted EBITDA	92.1	54.5	69%	65%
Adjusted EBITDA Margin	11.9%	8.6%		
Adjusted EPS	1.04	0.54	93%	
GAAP Operating Earnings	40.0	18.5	116%	
GAAP Operating Earnings Margin	5.2%	2.9%		
GAAP diluted EPS	0.11	0.11	0%	

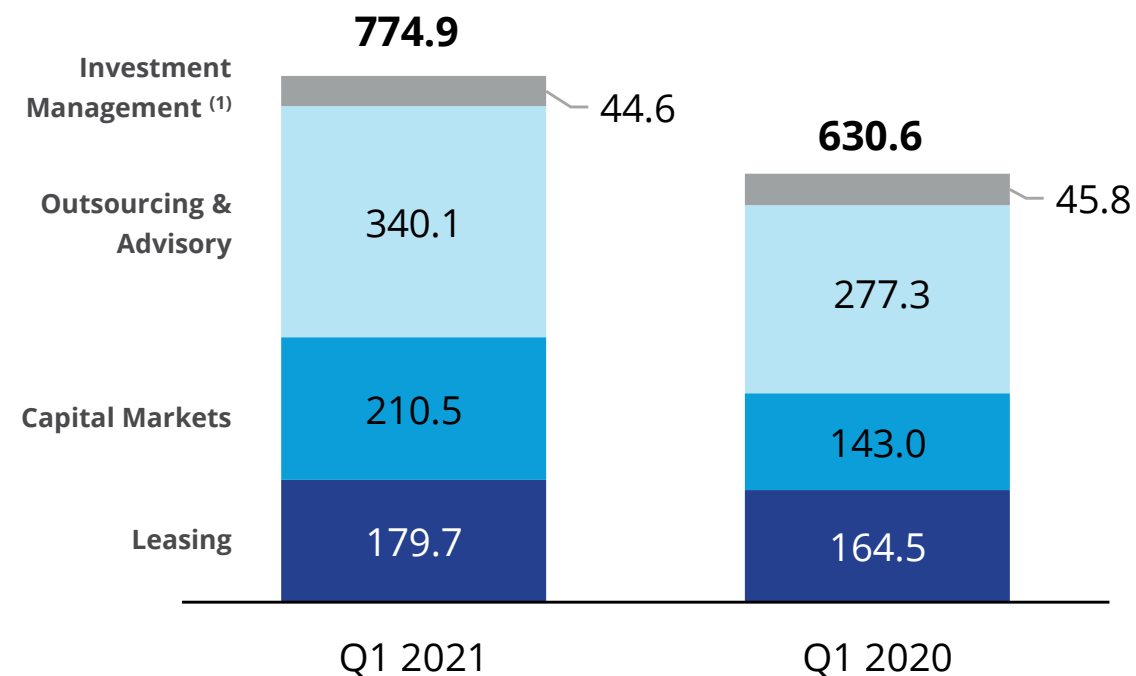
⁽¹⁾ Local Currency

% Change over Q1 2020	USD	LC
Investment Management ⁽¹⁾	-3%	-3%
Outsourcing & Advisory	23%	17%
Capital Markets	47%	40%
Leasing	9%	6%
Total	23%	18%

Revenue Mix	Q1 2021	Q1 2020
Investment Management	6%	7%
Outsourcing & Advisory	44%	44%
Capital Markets	27%	23%
Leasing	23%	26%
Total	100%	100%

First Quarter Consolidated Revenues

(US\$ millions)



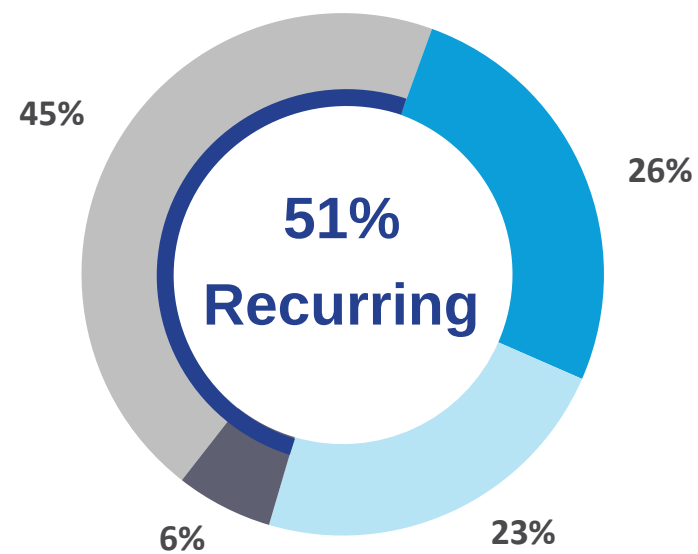
Local currency Internal growth: 4%

⁽¹⁾ Investment Management LC revenue growth, excluding pass-through carried interest, was 2%

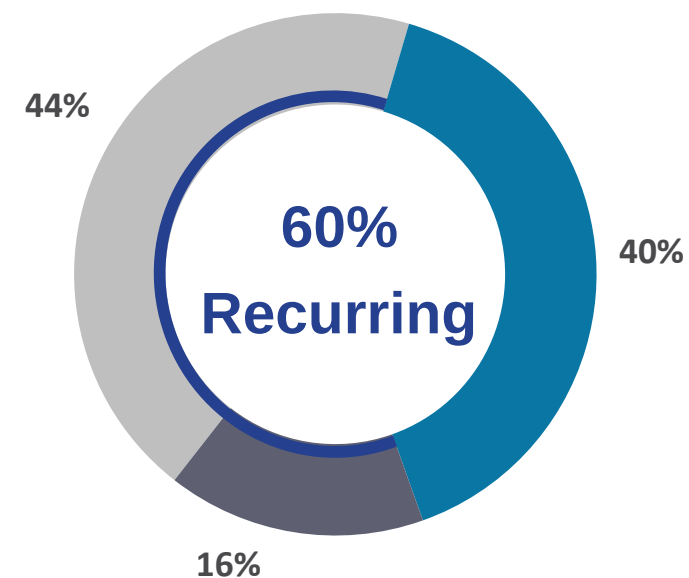
Trailing Twelve Months Ended March 31, 2021

Service Diversification

TTM Q1 2021 Revenue By Service Line



TTM Q1 2021 AEBITDA By Service Line

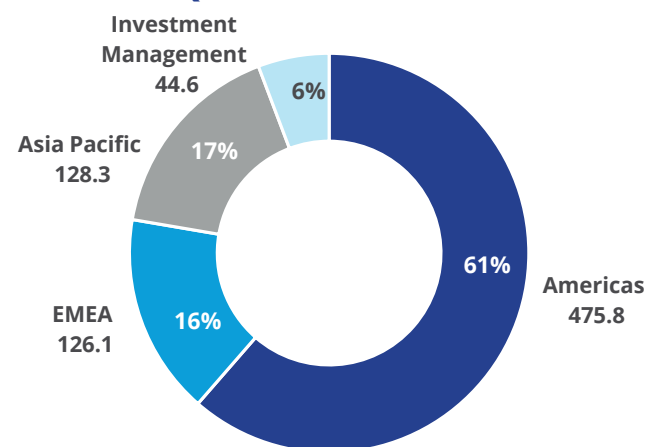


Revenue and AEBITDA include the full year impact of acquisitions completed in 2020 and 2021

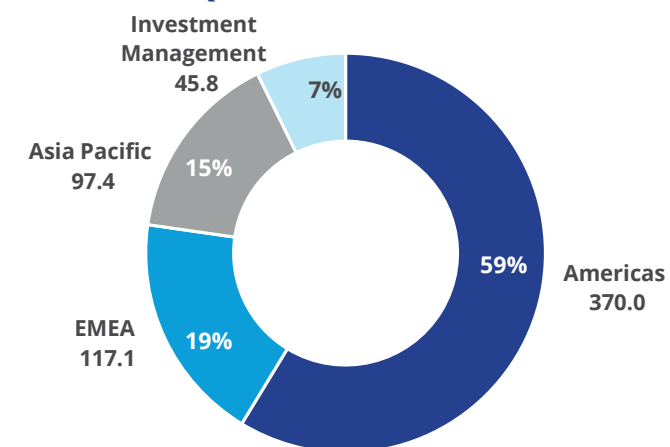
First Quarter Geographic Mix

(US\$ millions)

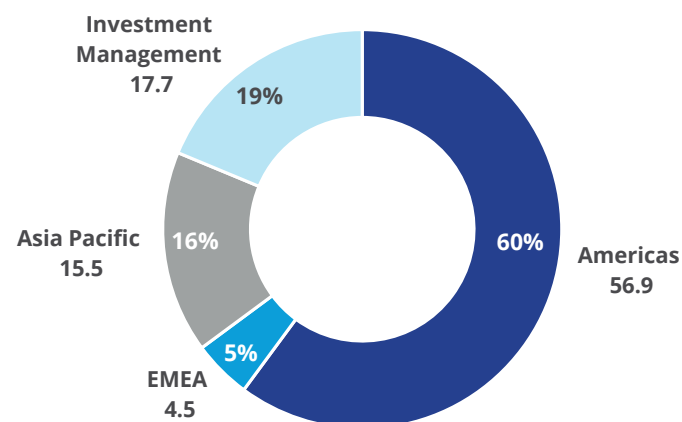
Q1 2021 Revenues



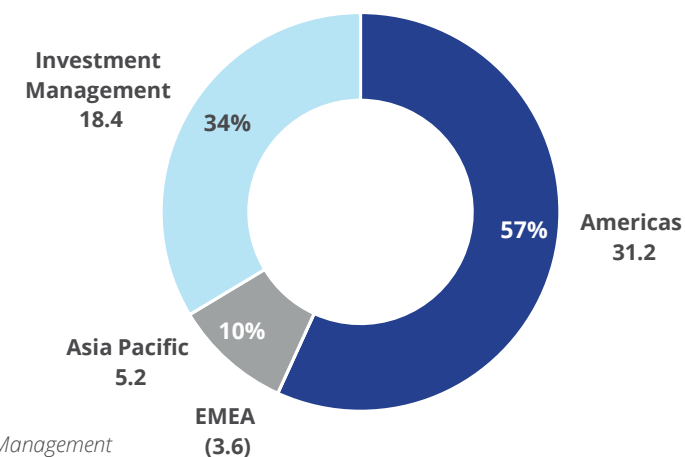
Q1 2020 Revenues



Q1 2021 AEBITDA



Q1 2020 AEBITDA



(1) Q1 2021 GAAP Operating Earnings: \$42.9M Americas, (\$1.1M) EMEA, \$11.7M Asia Pacific, \$9.9M Investment Management

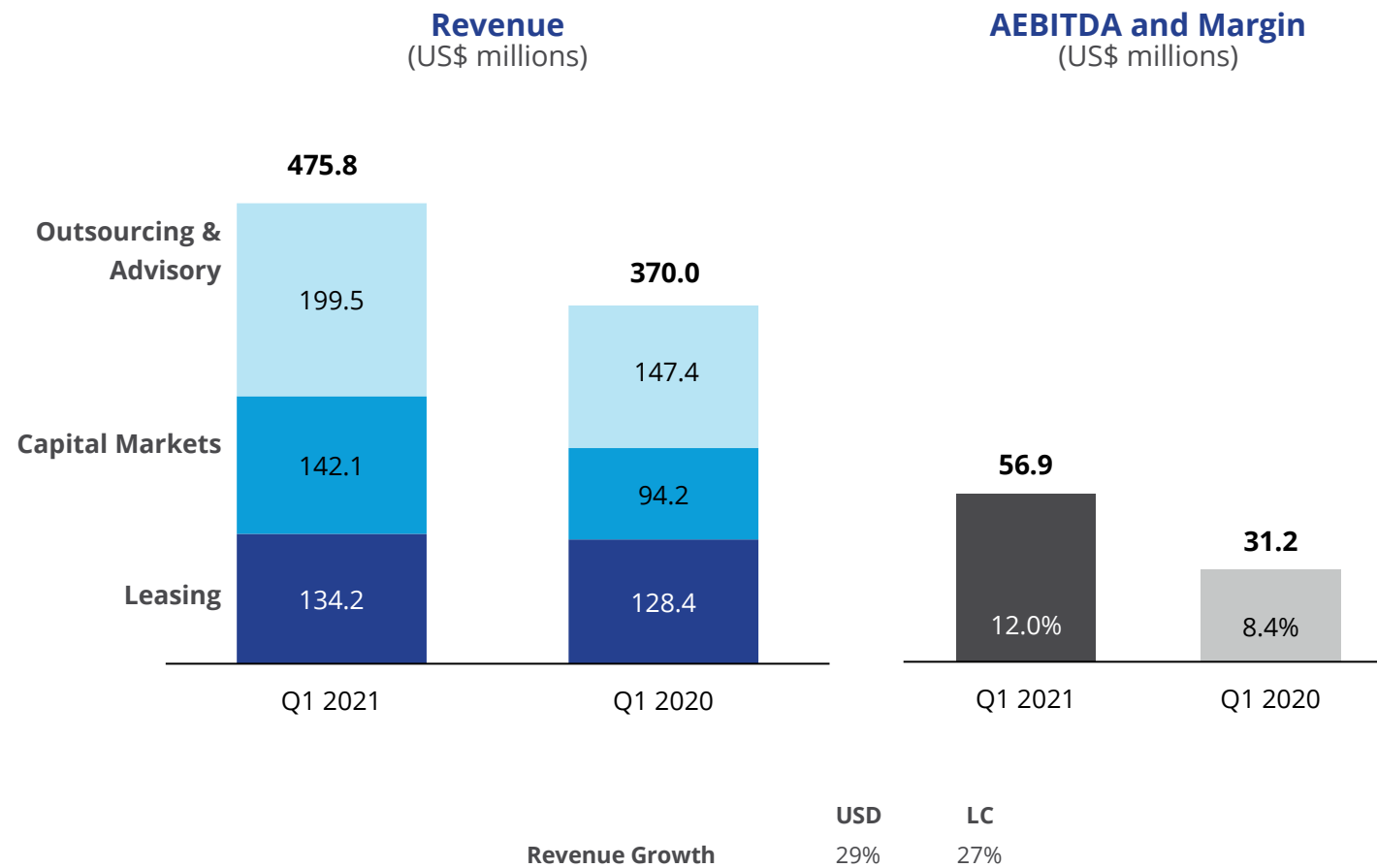
(2) Q1 2020 GAAP Operating Earnings: \$22.7M Americas, (\$13.5M) EMEA, \$1.2M Asia Pacific, \$11.8M Investment Management

Americas

Revenue up 27% in local currency

Driven by recent acquisitions and stabilizing transactional revenues, especially Capital Markets activity across the region

Adjusted EBITDA increased by 82% and included the impact of recent acquisitions and reduced costs from measures implemented due to the pandemic



GAAP Operating Earnings: Q1 2021 \$42.9M at 9.0% margin; Q1 2020 \$22.7M at 6.1% margin

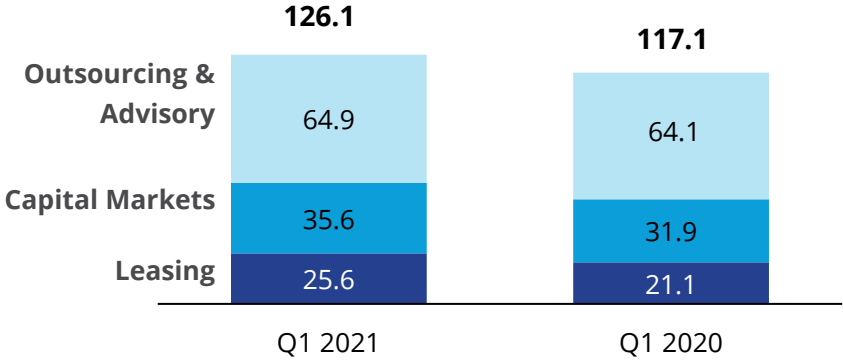
EMEA

Revenue down 3% in local currency

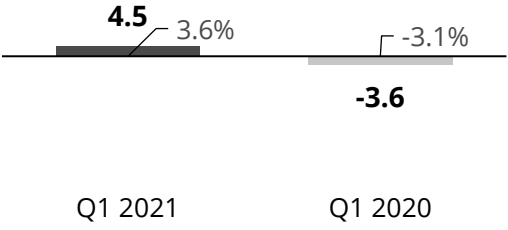
Activity returning to near prior year levels in each service line

Adjusted EBITDA improvement attributable to cost savings from measures implemented due to the pandemic

Revenue
(US\$ millions)



AEBITDA and Margin
(US\$ millions)



Revenue Growth	USD	LC
	8%	-3%

GAAP Operating Earnings: Q1 2021 (\$1.1M) at (0.9%) margin; Q1 2020 (\$13.5M) at (11.5%) margin

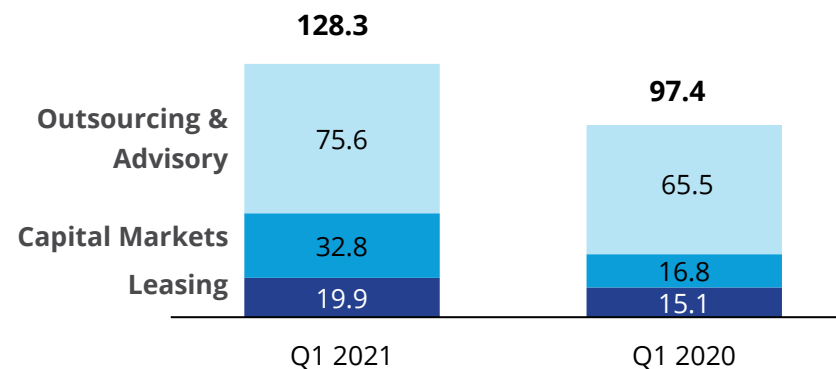
APAC

Revenue up 19% in local currency

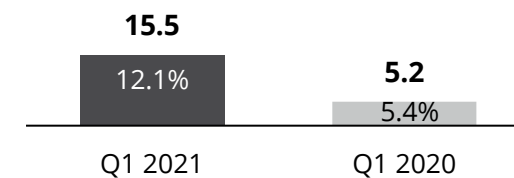
Driven by a rebound in activity relative to the sharply reduced levels experienced during the early stages of the pandemic in the first quarter of 2020

Improvement in margin attributable to operating leverage and a lower cost base

Revenue
(US\$ millions)



AEBITDA and Margin
(US\$ millions)



	USD	LC
Revenue Growth	32%	19%

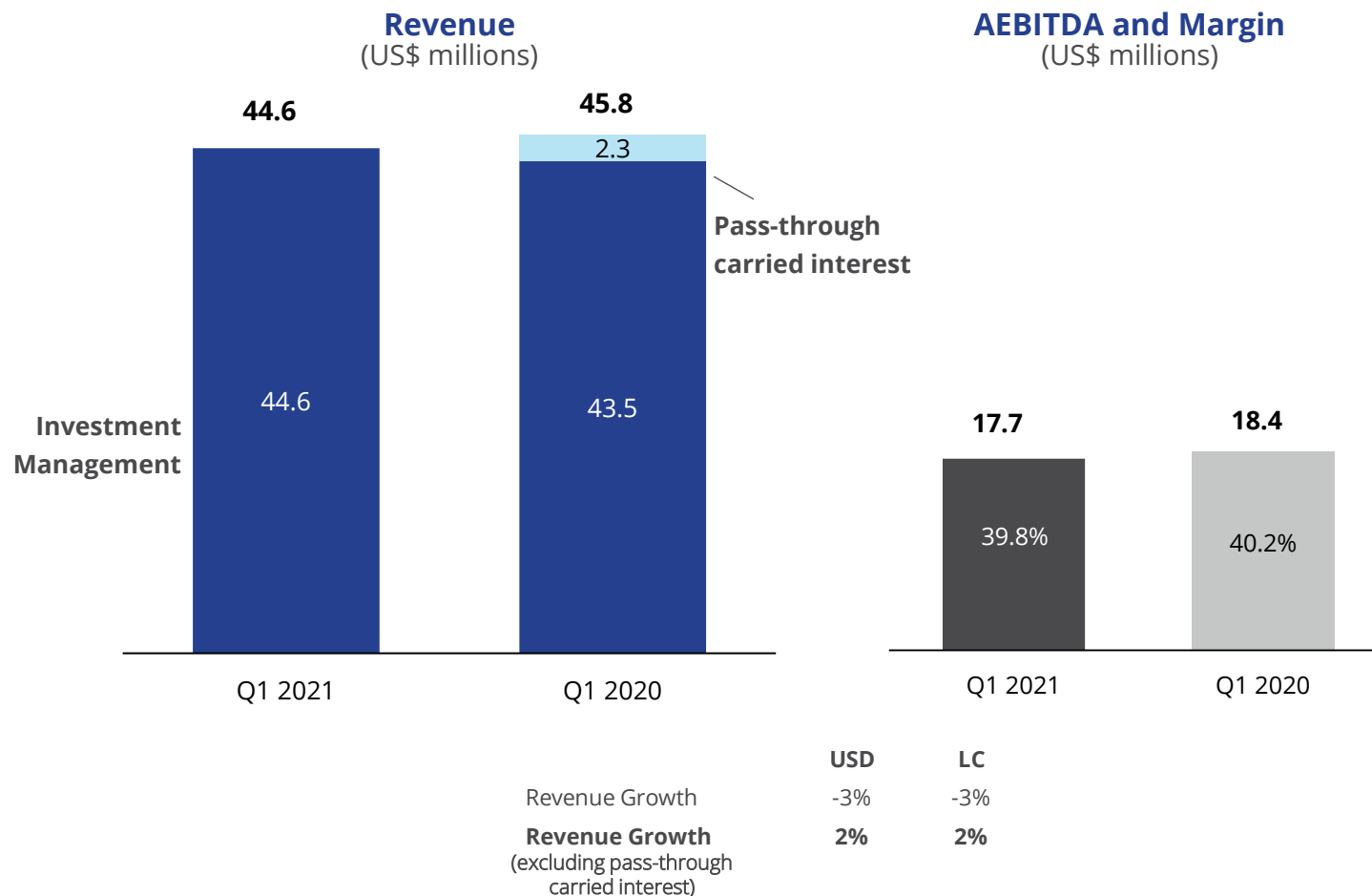
GAAP Operating Earnings: Q1 2021 \$11.7M at 9.1% margin; Q1 2020 \$1.2M at 1.3% margin

Investment Management

Revenue up 2% in local currency, excluding pass-through historical carried interest

Solid management fee growth, partially offset by certain transaction fees recognized in the prior year period in Europe

AUM of \$41.6 billion at March 31, 2021, up 5% from \$39.5 billion at December 31, 2020 and up 19% from \$35.1 billion at March 31, 2020



GAAP Operating Earnings: Q1 2021 \$9.9M at 22.3% margin; Q1 2020 \$11.8M at 25.7% margin

(US\$ millions)

Capitalization & Capital Allocation

Highlights

- Net debt / pro forma adjusted EBITDA leverage of 1.1x at March 31, 2021
- Debt agreements permit a maximum leverage ratio of 3.5x
- \$724 million of unused credit under revolving credit facility maturing in April 2024
- Anticipated capital expenditures of \$65-\$75 million in 2021 driven by investments in office space and IT systems/software, including deferrals from 2020

	March 31, 2021	December 31, 2020	March 31, 2020
Cash	\$ 118.5	\$ 156.6	\$ 103.1
Total Debt	523.4	479.9	741.2
Net Debt	\$ 404.9	\$ 323.3	\$ 638.1
Convertible Notes	224.3	224.0	0.0
Redeemable non-controlling interests	440.0	442.4	349.6
Shareholders' equity	598.7	586.1	496.4
Total capitalization	\$ 1,667.9	\$ 1,575.8	\$ 1,484.1
Net debt / pro forma adjusted EBITDA - Leverage Ratio ⁽¹⁾	1.1x	1.0x	1.8x

	Three months ended	
	March 31, 2021	March 31, 2020
Capital Expenditures	\$ 22.1	8.7
Acquisition Spend ⁽²⁾	\$ 15.0	\$ 18.5

(1) Net debt for financial leverage ratio excludes restricted cash, warehouse credit facilities and convertible notes, in accordance with debt agreements

(2) Includes business acquisitions, contingent acquisition consideration and purchases of non-controlling interests in subsidiaries



(US\$ millions)

2021 Outlook

- Given stronger than expected operating results for the first quarter, the Company is increasing its previously provided financial outlook
- However, a number of risks and uncertainties remain, including:
 - The resurgence of COVID-19 cases in various parts of the world may impact overall results
 - Stabilizing transactional revenues experienced in the first quarter may not be sustainable during the balance of the year; and
 - Certain operating costs, reduced in light of the pandemic, are expected to increase as restrictions and conditions ease and may temper margins
- The outlook for the full year 2021 (relative to 2020), including the impact of completed acquisitions, is as follows:

Full Year 2021 Outlook		
	Updated	Previous
Revenue	+15% to +30%	+10% to +25%
Adjusted EBITDA	+15% to +30%	+10% to +25%

- This financial outlook is based on the Company's best available information as of the date of this presentation and remains subject to change based on numerous macroeconomic, health, social, geo-political and related factors

Appendix

Reconciliation of non-GAAP measures

Reconciliation of GAAP earnings to adjusted EBITDA

<i>(US\$ thousands)</i>	Three months ended	
	March 31, 2021	March 31, 2020
Net earnings	\$ 24,807	\$ 6,458
Income tax	8,847	5,198
Other income, including equity earnings from non-consolidated investments	(1,982)	(704)
Interest expense, net	8,284	7,585
Operating earnings	39,956	18,537
Depreciation and amortization	37,777	24,891
Gains attributable to MSRs	(9,075)	-
Equity income from non-consolidated entites	1,406	555
Acquisition-related items	18,847	2,750
Restructuring costs	293	5,468
Stock-based compensation expense	2,925	2,253
Adjusted EBITDA	\$ 92,129	\$ 54,454

Reconciliation of GAAP earnings to adjusted net earnings and adjusted earnings per share

(US\$ thousands)

Net earnings
Non-controlling interest share of earnings
Interest on Convertible Notes
Amortization of intangible assets
Gains attributable to MSRs
Acquisition-related items
Restructuring costs
Stock-based compensation expense
Income tax on adjustments
Non-controlling interest on adjustments
Adjusted net earnings

Three months ended	
March 31, 2021	March 31, 2020
\$ 24,807	\$ 6,458
(7,780)	(3,377)
2,300	-
27,338	16,013
(9,075)	-
18,847	2,750
293	5,468
2,925	2,253
(9,666)	(5,805)
(3,335)	(2,150)
\$ 46,654	\$ 21,610

(US\$)

Diluted net (loss) earnings per common share
Non-controlling interest redemption increment
Amortization expense, net of tax
Gains attributable to MSRs, net of tax
Acquisition-related items
Restructuring costs, net of tax
Stock-based compensation expense, net of tax
Adjusted EPS

Three months ended	
March 31, 2021	March 31, 2020
\$ 0.14	\$ 0.11
0.28	(0.04)
0.37	0.24
(0.11)	-
0.30	0.07
-	0.10
0.06	0.06
\$ 1.04	\$ 0.54

Diluted weighted average shares for Adjusted EPS
(thousands)

44,738 40,167

Adjusted EPS is calculated using the "if-converted" method of calculating earnings per share in relation to the Convertible Notes, which were issued on May 19, 2020