

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.

Second Quarter 2021 Financial Results

Colliers International Group Inc.
August 4, 2021

A bar chart with three bars of increasing height, labeled with values 99.3554, 100.51, and 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.



Highlights

Robust second quarter results with strong momentum across all services lines

Capital Markets internal revenues significantly higher compared to 2019 pre-pandemic levels

Record fundraising quarter in Investment Management

Further increased financial outlook for 2021

Announced private placement of a new Senior Notes due 2031

(US\$ millions, except per share amounts)

Three months ended June 30	2021 Q2	2020 Q2	%Change	
			USD	LC ⁽¹⁾
Revenue	946.0	550.2	72%	64%
Adjusted EBITDA	136.6	60.0	128%	116%
Adjusted EBITDA Margin	14.4%	10.9%		
Adjusted EPS	1.58	0.70	126%	
GAAP Operating Earnings ⁽²⁾	-385.8	14.5	NM	
GAAP Operating Earnings Margin	-40.8%	2.6%		
GAAP diluted EPS ⁽²⁾	-10.53	-0.26	NM	

Six months ended June 30	2021 YTD	2020 YTD	% Change	
			USD	LC ⁽¹⁾
Revenue	1,720.9	1,180.8	46%	40%
Adjusted EBITDA	228.7	114.4	100%	91%
Adjusted EBITDA Margin	13.3%	9.7%		
Adjusted EPS	2.64	1.25	111%	
GAAP Operating Earnings ⁽²⁾	-345.8	33.1	NM	
GAAP Operating Earnings Margin	-20.1%	2.8%		
GAAP diluted EPS ⁽²⁾	-10.80	-0.14	NM	

⁽¹⁾ Local Currency

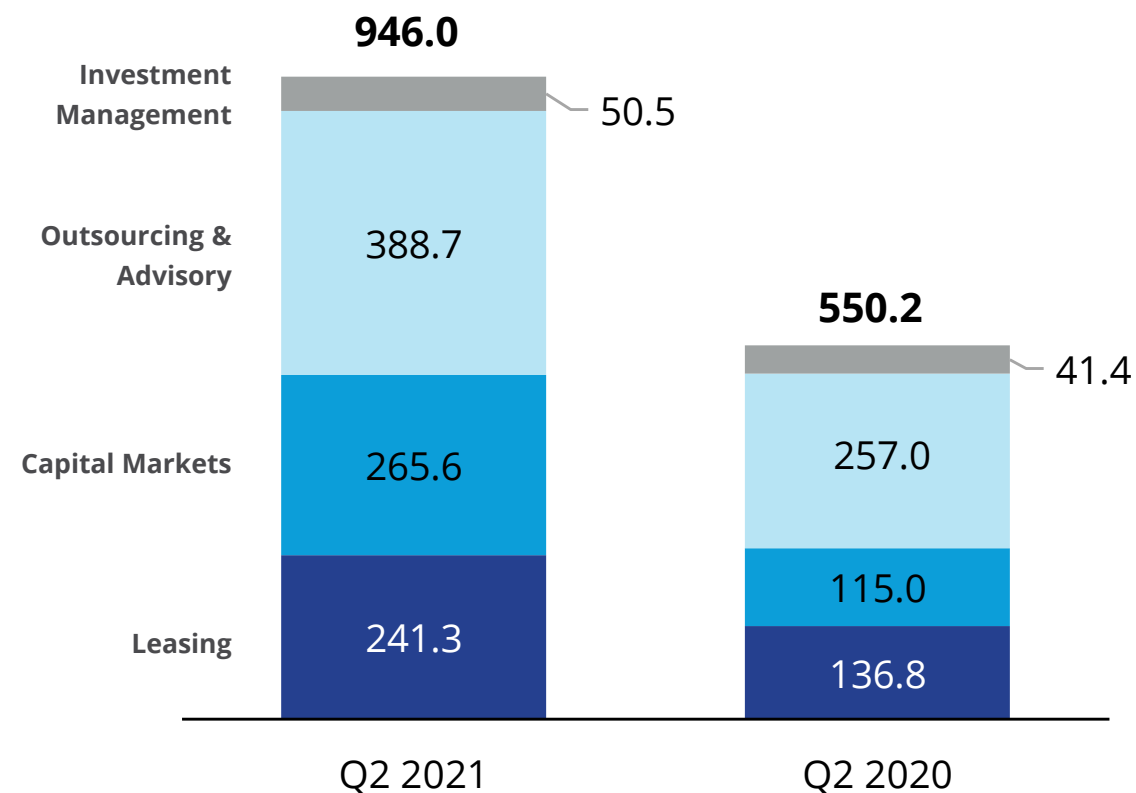
⁽²⁾ For the three months and six months ended June 30, 2021, GAAP operating earnings and GAAP diluted EPS include a \$471.9 million settlement of Long-Term Incentive Arrangement ("LTIA") with the Company's Chairman & CEO

% Change over Q2 2020	USD	LC
Investment Management	22%	21%
Outsourcing & Advisory	51%	43%
Capital Markets	131%	119%
Leasing	76%	69%
Total	72%	64%

Revenue Mix	Q2 2021	Q2 2020
Investment Management	5%	8%
Outsourcing & Advisory	41%	47%
Capital Markets	28%	21%
Leasing	26%	24%
Total	100%	100%

Second Quarter Consolidated Revenues

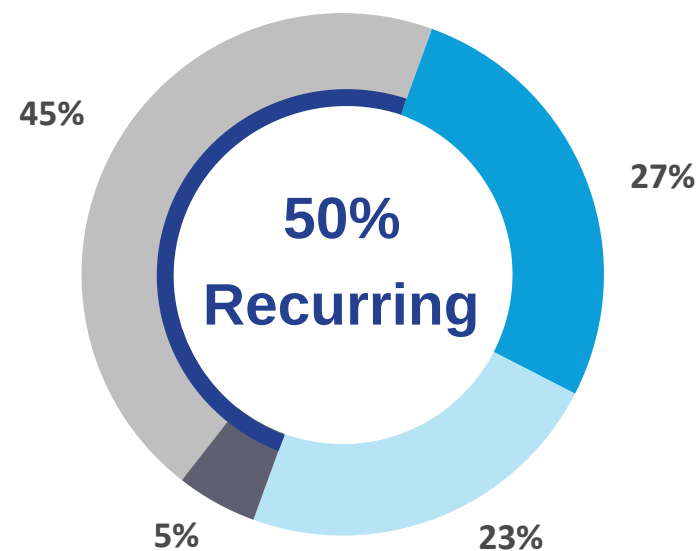
(US\$ millions)



Trailing Twelve Months Ended June 30, 2021

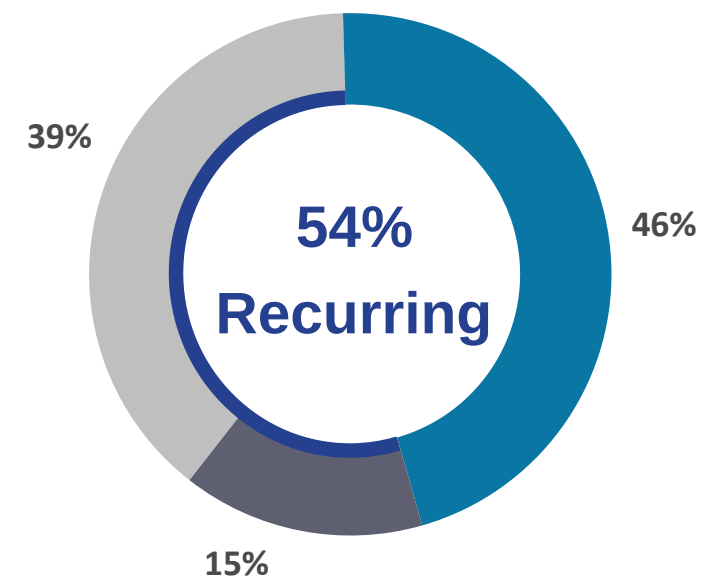
Service Diversification

TTM Q2 2021 Revenue By Service Line



■ Outsourcing & Advisory ■ Leasing
■ Capital Markets ■ Investment Management

TTM Q2 2021 AEBITDA By Service Line



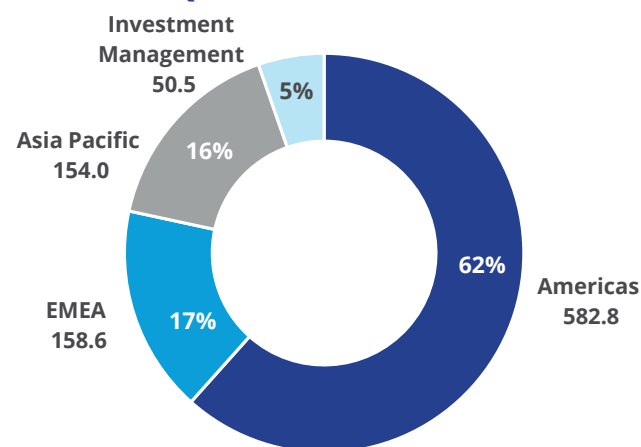
■ Outsourcing & Advisory ■ Capital Markets & Leasing
■ Investment Management

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

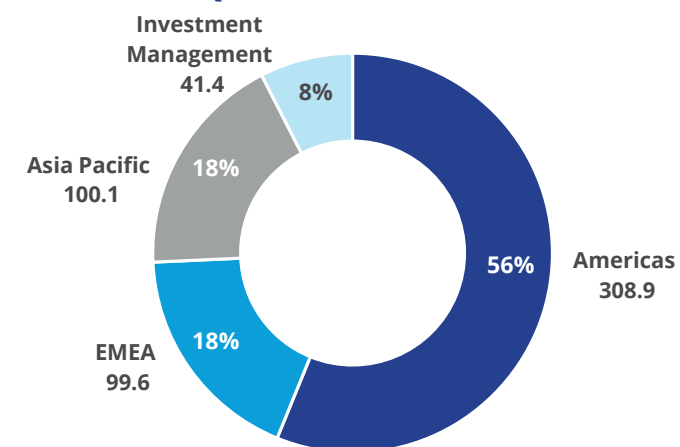
Second Quarter Geographic Mix

(US\$ millions)

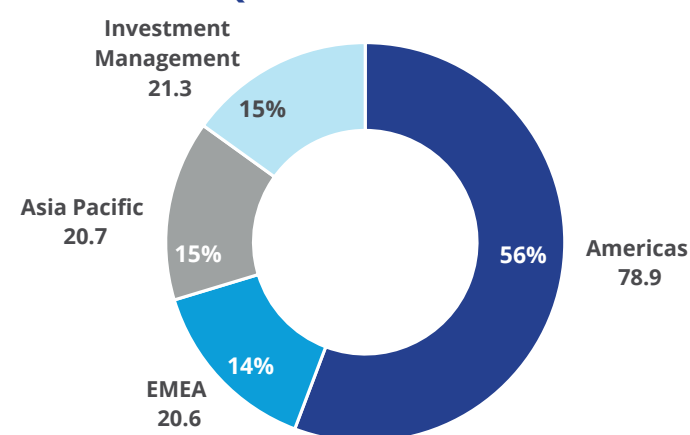
Q2 2021 Revenues



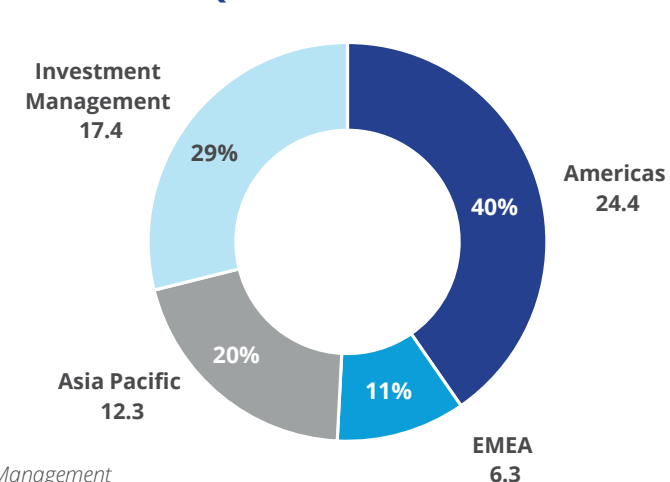
Q2 2020 Revenues



Q2 2021 AEBITDA



Q2 2020 AEBITDA



(1) Q2 2021 GAAP Operating Earnings: \$63.2M Americas, \$14.4M EMEA, \$16.7M Asia Pacific, \$14.2M Investment Management

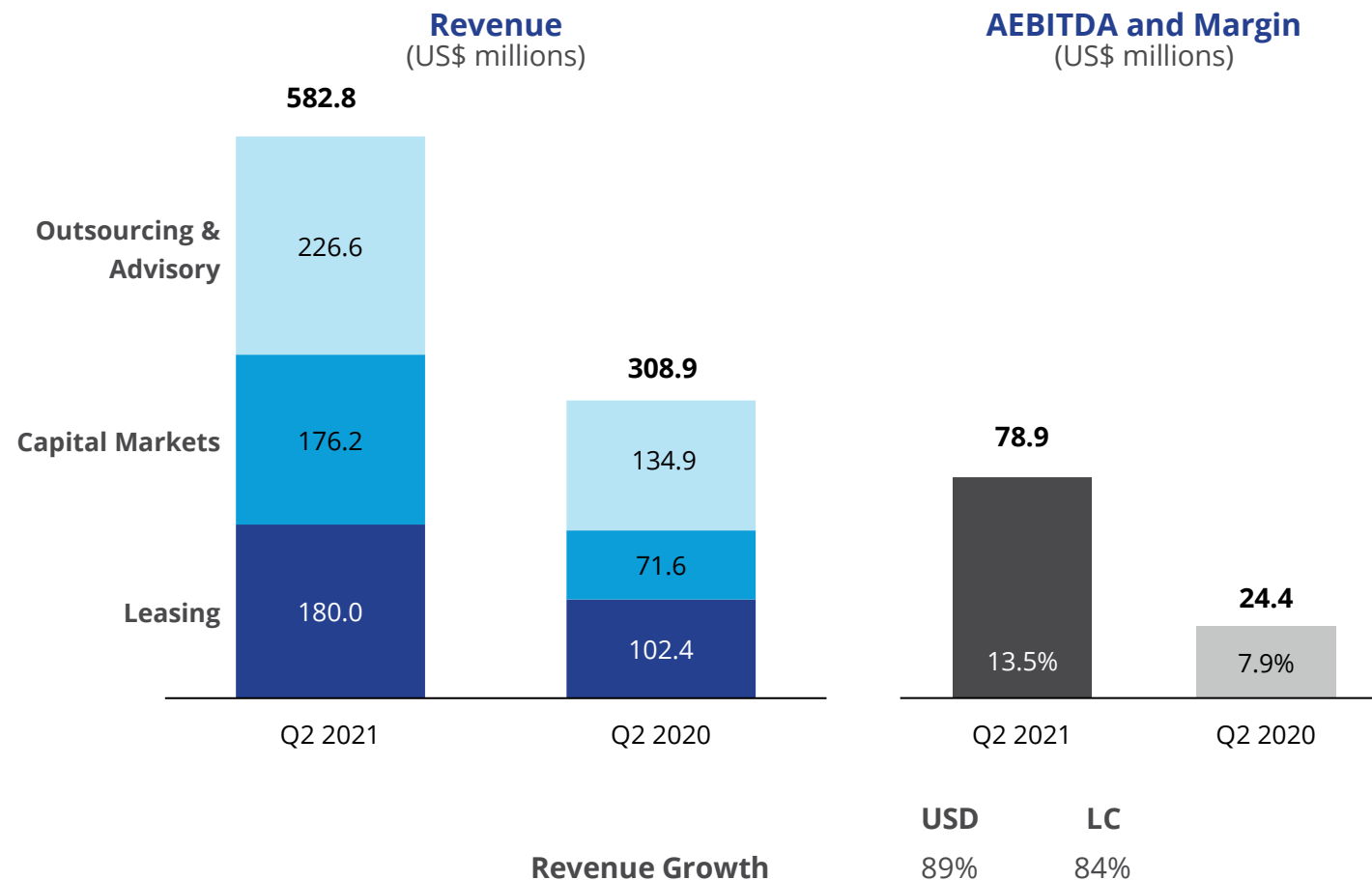
(2) Q2 2020 GAAP Operating Earnings: \$3.4M Americas, (\$3.3M) EMEA, \$5.1M Asia Pacific, \$10.6M Investment Management

Americas

Strong revenue growth

- Capital Markets and Leasing activity across major markets
- Impact of recent acquisitions

Adjusted EBITDA increased on higher revenues and reduced costs from measures implemented during the pandemic



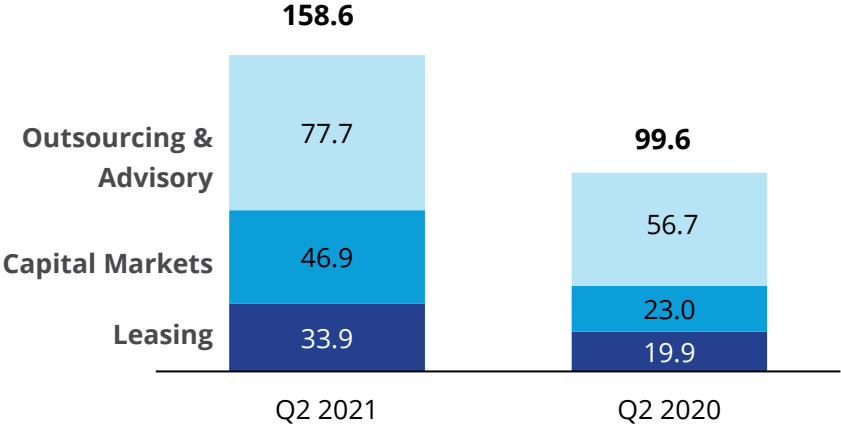
GAAP Operating Earnings: Q2 2021 \$63.2M at 10.9% margin; Q2 2020 \$3.4M at 1.1% margin

EMEA

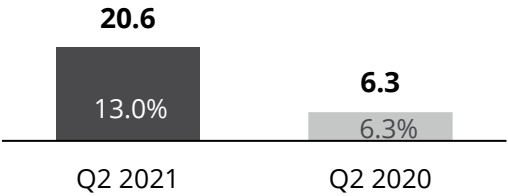
Strong growth across all service lines, particularly Capital Markets

Adjusted EBITDA increased on higher revenues and cost savings implemented during the pandemic

Revenue
(US\$ millions)



AEBITDA and Margin
(US\$ millions)



Revenue Growth

USD 59%
LC 45%

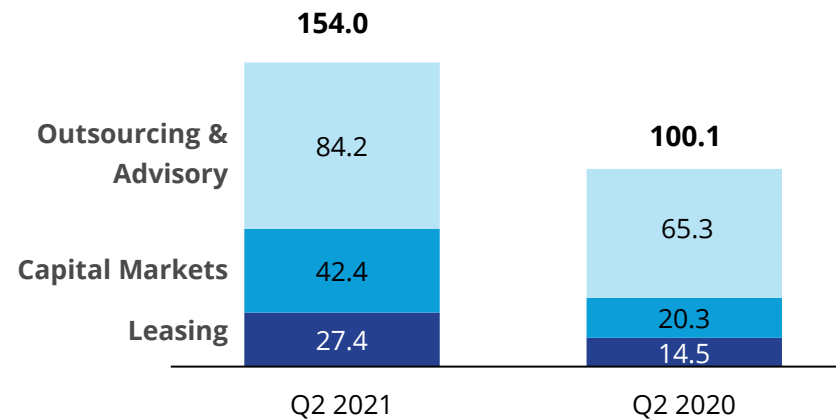
GAAP Operating Earnings: Q2 2021 \$14.4M at 9.1% margin; Q2 2020 (\$3.3M) at (3.3%) margin

APAC

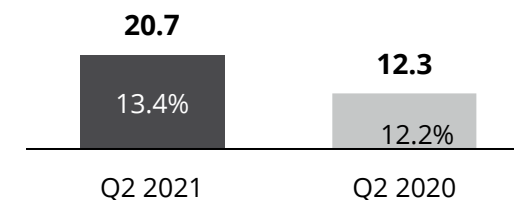
Robust growth across all service lines and geographies, particularly in Australia and New Zealand

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

Revenue
(US\$ millions)



AEBITDA and Margin
(US\$ millions)



Revenue Growth

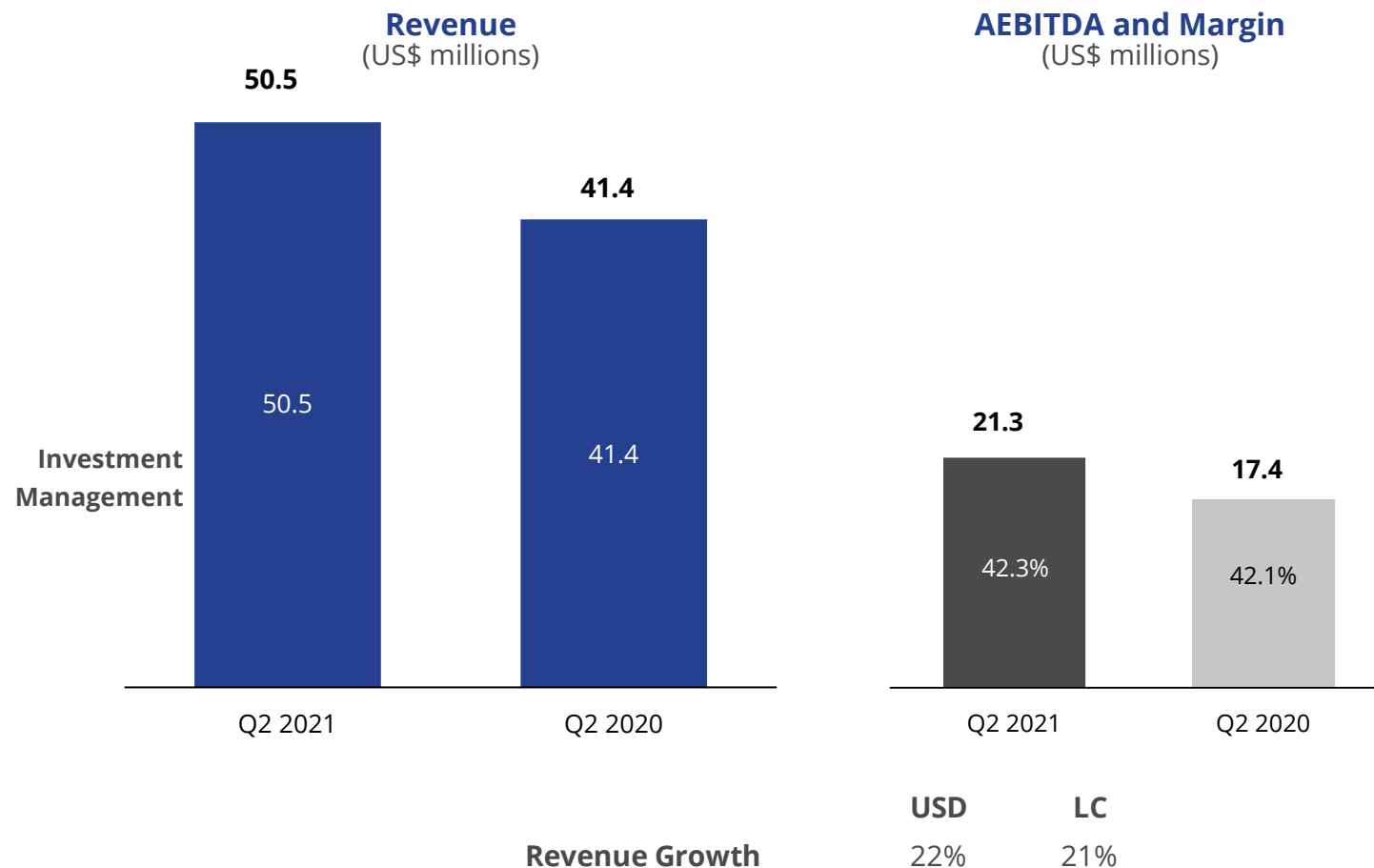
USD	LC
54%	38%

GAAP Operating Earnings: Q2 2021 \$16.7M at 10.8% margin; Q2 2020 \$5.1M at 5.1% margin

Investment Management

Strong management fee growth from increased AUM

AUM of \$44.5 billion at June 30, 2021, up 13% from December 31, 2020 and up 25% from June 30, 2020



GAAP Operating Earnings: Q2 2021 \$14.2M at 28.0% margin; Q2 2020 \$10.6M at 25.7% margin

(US\$ millions)

Capitalization & Capital Allocation

	June 30, 2021	December 31, 2020	June 30, 2020
Cash	\$ 147.5	\$ 156.6	\$ 147.2
Total Debt	540.1	479.9	627.2
Net Debt	\$ 392.6	\$ 323.3	\$ 480.0
Convertible Notes	224.6	224.0	223.5
Redeemable non-controlling interests	448.3	442.4	375.1
Shareholders' equity	522.5	586.1	499.0
Total capitalization	\$ 1,588.0	\$ 1,575.8	\$ 1,577.6
Net debt / pro forma adjusted EBITDA - Leverage Ratio ⁽¹⁾	0.9x	1.0x	1.5x

	Six months ended	
	June 30, 2021	June 30, 2020
Capital Expenditures	\$ 32.6	\$ 19.0
Acquisition Spend ⁽²⁾	\$ 30.2	\$ 172.1

Highlights

- Leverage ratio of 0.9x at June 30, 2021
- \$701 million of unused credit under revolving credit facility maturing in April 2024
- Entered into a new note purchase agreement on July 28, 2021
 - US\$150 million of 3.02% Notes due 2031 and €125 million of 1.52% Notes due 2031
 - Proceeds to be drawn on or about October 7, 2021
- Anticipated capital expenditures of \$65-\$75 million in 2021
- Investments in office space and IT systems/software, including deferrals from 2020

(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

Full Year 2021 Outlook		
(including the impact of completed acquisitions)		
	Updated	Previous
Revenue	+20% to +30%	+15% to +30%
Adjusted EBITDA	+25% to +35%	+15% to +30%

- Risks to the outlook:
 - Emergence of COVID-19 variants around the world
 - Certain operating costs, reduced in light of the pandemic, are expected to increase in the second half of the year as restrictions ease which may temper margin expansion
- 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

(US\$ thousands)	Three months ended		Six months ended	
	June 30, 2021	June 30, 2020	June 30, 2021	June 30, 2020
Net earnings	\$ (412,601)	\$ 6,483	\$ (387,794)	\$ 12,942
Income tax	20,872	2,127	29,719	7,326
Other income, including equity earnings from non-consolidated investments	(1,964)	(266)	(3,946)	(970)
Interest expense, net	7,916	6,179	16,200	13,763
Operating earnings	(385,777)	14,523	(345,821)	33,061
Settlement of long-term incentive arrangement ("LTIA")	471,928	-	471,928	-
Depreciation and amortization	34,574	25,940	72,351	50,830
Gains attributable to MSRs	(5,841)	(509)	(14,916)	(509)
Equity income from non-consolidated entities	1,732	414	3,138	969
Acquisition-related items	16,695	3,784	35,542	6,534
Restructuring costs	650	13,839	943	19,307
Stock-based compensation expense	2,597	1,971	5,522	4,224
Adjusted EBITDA	\$ 136,558	\$ 59,962	\$ 228,687	\$ 114,416

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

(US\$ thousands)

	Three months ended		Six months ended	
	June 30, 2021	June 30, 2020	June 30, 2021	June 30, 2020
Net earnings	\$ (412,601)	\$ 6,483	\$ (387,794)	\$ 12,942
Non-controlling interest share of earnings	(11,745)	(4,265)	(19,525)	(7,642)
Interest on Convertible Notes	2,300	1,059	4,600	1,059
Settlement of LTIA	471,928	-	471,928	-
Amortization of intangible assets	23,533	17,089	50,871	33,101
Gains attributable to MSRs	(5,841)	(509)	(14,916)	(509)
Acquisition-related items	16,695	3,784	35,542	6,534
Restructuring costs	650	13,839	943	19,307
Stock-based compensation expense	2,597	1,971	5,522	4,224
Income tax on adjustments	(8,517)	(7,442)	(18,183)	(13,247)
Non-controlling interest on adjustments	(3,460)	(2,447)	(6,795)	(4,597)
Adjusted net earnings	\$ 75,539	\$ 29,562	\$ 122,193	\$ 51,172

(US\$)

	Three months ended		Six months ended	
	June 30, 2021	June 30, 2020	June 30, 2021	June 30, 2020
Diluted net (loss) earnings per common share	\$ (9.53)	\$ (0.25)	\$ (9.75)	\$ (0.14)
Interest on Convertible Notes, net of tax	0.04	0.02	0.07	0.02
Non-controlling interest redemption increment	0.67	0.30	0.96	0.27
Settlement of LTIA	9.86	-	10.19	-
Amortization expense, net of tax	0.29	0.25	0.66	0.49
Gains attributable to MSRs, net of tax	(0.07)	(0.01)	(0.18)	(0.01)
Acquisition-related items	0.26	0.10	0.56	0.17
Restructuring costs, net of tax	0.01	0.24	0.01	0.35
Stock-based compensation expense, net of tax	0.05	0.05	0.12	0.10
Adjusted EPS	\$ 1.58	\$ 0.70	\$ 2.64	\$ 1.25
Diluted weighted average shares for Adjusted EPS (thousands)	47,846	41,901	46,303	41,021

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