

CBRE HOLDING INC
Form 10-Q/A
August 13, 2002

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q/A

ý **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (D) OF THE SECURITIES
EXCHANGE ACT OF 1934**

For the quarterly period ended March 31, 2002

o **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (D) OF THE SECURITIES
EXCHANGE ACT OF 1934**

For the Transition Period from to

Commission File Number 000 - 32983

CBRE HOLDING, INC.

(Exact name of Registrant as specified in its charter)

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Delaware

(State or other jurisdiction of incorporation or organization)

94-3391143

(I.R.S. Employer Identification Number)

**355 South Grand Avenue, Suite 3100
Los Angeles, California**

(Address of principal executive offices)

90071-1552

(Zip Code)

(213) 613-3226

(Registrant's telephone number, including area code)

Not Applicable

(Former name, former address and formal fiscal year if changed since last report)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

The number of shares of Class A and Class B common stock outstanding at April 30, 2002 was 1,708,227 and 12,624,813, respectively.

Explanatory Note

This amendment on Form 10-Q/A amends the Quarterly Report of CBRE Holding, Inc. on Form 10-Q previously filed for the quarter ended March 31, 2002 (the "Q-1 Form 10-Q"). In the Q-1 Form 10-Q, certain transitional disclosures required by SFAS No. 142, *Goodwill and Other Intangible Assets*, were omitted. These disclosures are now included as Footnote 3 to the financial statements.

In the Q-1 Form 10-Q for the first quarter of 2002 as originally filed with the Securities and Exchange Commission on May 14, 2002, the Company noted that the financial statements included in the report had not been reviewed by the Company's independent accountants as is normally required under rules promulgated by the Securities and Exchange Commission. The Commission has issued temporary rules relating to the financial statements of registrants which were clients of Arthur Andersen LLP permitting the filing of reports without review if the registrant chose not to continue the engagement of Arthur Andersen LLP. Registrants are required to have the financial statements reviewed when a new firm is engaged.

As previously reported, the Company has engaged a firm other than Arthur Andersen LLP as its independent accountants for 2002 and the unaudited financial statements included in this amended Quarterly Report on Form 10-Q/A for the first quarter of 2002 have now been reviewed by that firm.

CBRE HOLDING, INC.

FORM 10-Q

March 31, 2002

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CBRE HOLDING, INC.

CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except share data)

| | March 31, 2002 (Unaudited) | December 31, 2001 |
|---|----------------------------------|----------------------|
| ASSETS | | |
| Current Assets: | | |
| Cash and cash equivalents | \$ 19,997 | \$ 57,450 |
| Receivables, less allowance for doubtful accounts of \$12,324 and \$11,748 at March 31, 2002 and December 31, 2001, respectively | 128,942 | 156,434 |
| Warehouse receivable | 31,569 | 106,790 |
| Prepaid expenses | 10,913 | 8,325 |
| Deferred taxes, net | 32,010 | 32,155 |
| Other current assets | 9,460 | 8,493 |
| Total current assets | 232,891 | 369,647 |
| Property and equipment, net | 65,814 | 68,451 |
| Goodwill | 611,276 | 609,543 |
| Other intangible assets, net of accumulated amortization of \$5,118 and \$3,153 at March 31, 2002 and December 31, 2001, respectively | 36,242 | 38,117 |
| Cash surrender value of insurance policies, deferred compensation plan | 71,249 | 69,385 |
| Investments in and advances to unconsolidated subsidiaries | 45,439 | 42,535 |
| Deferred taxes, net | 52,630 | 54,002 |
| Prepaid pension costs | 13,301 | 13,588 |
| Other assets | 92,815 | 94,085 |
| Total assets | \$ 1,221,657 | \$ 1,359,353 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Current Liabilities: | | |
| Accounts payable and accrued expenses | \$ 90,050 | \$ 82,982 |
| Compensation and employee benefits payable | 54,513 | 68,118 |
| Accrued bonus and profit sharing | 17,153 | 85,188 |
| Income taxes payable | 6,991 | 21,736 |
| Short-term borrowings | | |
| Warehouse line of credit | 31,569 | 106,790 |
| Revolver and swingline credit facility | 37,500 | - |
| Other | 47,678 | 48,828 |
| Total short-term borrowings | 116,747 | 155,618 |
| Current maturities of long-term debt | 10,291 | 10,223 |
| Total current liabilities | 295,745 | 423,865 |

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| | | |
|---|--------------|--------------|
| Long-term debt: | | |
| 11¼% senior subordinated notes, net of unamortized discount of \$3,214 and \$3,263 at March 31, 2002 and December 31, 2001, respectively | 225,786 | 225,737 |
| Senior secured term loans | 218,637 | 220,975 |
| 16% senior notes, net of unamortized discount of \$5,288 and \$5,344 at March 31, 2002 and December 31, 2001, respectively | 59,712 | 59,656 |
| Other long-term debt | 12,947 | 15,695 |
| Total long-term debt | 517,082 | 522,063 |
| Deferred compensation liability | 106,929 | 105,104 |
| Other liabilities | 46,830 | 46,661 |
| Total liabilities | 966,586 | 1,097,693 |
| Minority interest | 4,436 | 4,296 |
| Commitments and contingencies | | |
| Stockholders' Equity: | | |
| Class A common stock; \$0.01 par value; 75,000,000 shares authorized; 1,700,734 and 1,730,601 shares issued and outstanding at March 31, 2002 and December 31, 2001, respectively | 17 | 17 |
| Class B common stock; \$0.01 par value; 25,000,000 shares authorized; 12,624,813 and 12,649,813 shares issued and outstanding at March 31, 2002 and December 31, 2001, respectively | 126 | 127 |
| Additional paid-in capital | 239,760 | 240,541 |
| Notes receivable from sale of stock | (643) | (1,043) |
| Accumulated earnings | 11,331 | 17,426 |
| Accumulated other comprehensive income | 44 | 296 |
| Total stockholders' equity | 250,635 | 257,364 |
| Total liabilities and stockholders' equity | \$ 1,221,657 | \$ 1,359,353 |

The accompanying notes are an integral part of these consolidated financial statements.

CBRE HOLDING, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

(Dollars in thousands, except share data)

| | Company CBRE Holding, Inc. Three Months Ended March 31, 2002 | Predecessor CB Richard Ellis Services, Inc. Three Months Ended March 31, 2001 |
|--|--|---|
| Revenue: | | |
| Leases | \$ 72,499 | \$ 103,166 |
| Sales | 61,006 | 73,843 |
| Property and facilities management fees | 27,405 | 27,872 |
| Consulting and referral fees | 17,548 | 16,367 |
| Appraisal fees | 16,124 | 18,836 |
| Loan origination and servicing fees | 12,730 | 14,812 |
| Investment management fees | 11,675 | 8,549 |
| Other | 5,003 | 9,053 |
| Total revenue | 223,990 | 272,498 |
| Costs and expenses: | | |
| Commissions, fees and other incentives | 100,266 | 122,966 |
| Operating, administrative and other | 112,636 | 135,511 |
| Depreciation and amortization | 7,592 | 11,696 |
| Merger-related and other nonrecurring charges | 582 | - |
| Operating income | 2,914 | 2,325 |
| Interest income | 864 | 800 |
| Interest expense | 16,017 | 9,055 |
| Loss before benefit for income tax | (12,239) | (5,930) |
| Benefit for income tax | (6,144) | (3,084) |
| Net loss | \$ (6,095) | \$ (2,846) |
| Basic loss per share | \$ (0.40) | \$ (0.13) |
| Weighted average shares outstanding for basic loss per share | 15,050,633 | 21,309,550 |
| Diluted loss per share | \$ (0.40) | \$ (0.13) |

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| | | |
|--|------------|------------|
| Weighted average shares outstanding for diluted loss per share | 15,050,633 | 21,309,550 |
|--|------------|------------|

The accompanying notes are an integral part of these consolidated financial statements.

CBRE HOLDING, INC.

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited)

(Dollars in thousands)

| | Company CBRE Holding, Inc. | Predecessor CB Richard Ellis Services, Inc. |
|---|--|--|
| | Three Months Ended March 31, 2002 | Three Months Ended March 31, 2001 |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Net loss | \$ (6,095) | \$ (2,846) |
| Adjustments to reconcile net loss to net cash used in operating activities: | | |
| Depreciation and amortization excluding deferred financing costs | 7,592 | 11,696 |
| Deferred compensation deferrals | 2,817 | 11,113 |
| Gain on sale of properties, businesses and servicing rights | (365) | (6,279) |
| Decrease in receivables | 25,998 | 27,920 |
| Increase in cash surrender value of insurance policies, deferred compensation plan | (1,864) | (8,064) |
| Decrease in compensation and employee benefits and accrued bonus and profit sharing | (77,720) | (100,714) |
| Increase (decrease) in accounts payable and accrued expenses | 9,798 | (4,505) |
| Decrease in income taxes payable | (14,734) | (17,632) |
| Decrease in other liabilities | (1,622) | (11,664) |
| Net change in other operating assets and liabilities | (351) | (3,288) |
| Net cash used in operating activities | (56,546) | (104,263) |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Purchases of property and equipment | (2,145) | (6,639) |
| Proceeds from sale of properties, businesses and servicing rights | 857 | 6,105 |
| Acquisition of businesses including net assets acquired, intangibles and goodwill | (8,364) | (1,115) |
| Other investing activities, net | (1,678) | 1,113 |
| Net cash used in investing activities | (11,330) | (536) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Proceeds from revolver and swingline credit facility | 50,500 | - |
| Repayment of revolver and swingline credit facility | (13,000) | - |
| Repayment of senior notes and other loans, net | (3,195) | (2,786) |
| Repayment of senior secured term loans | (2,338) | - |
| Proceeds from revolving credit facility | - | 142,000 |
| Repayment of revolving credit facility | - | (34,000) |
| Other financing activities, net | (880) | (274) |
| Net cash provided by financing activities | 31,087 | 104,940 |

| | | |
|---|-----------|-----------|
| NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | (36,789) | 141 |
| CASH AND CASH EQUIVALENTS, AT BEGINNING OF PERIOD | 57,450 | 20,854 |
| Effect of exchange rate changes on cash | (664) | (656) |
| CASH AND CASH EQUIVALENTS, AT END OF PERIOD | \$ 19,997 | \$ 20,339 |

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:

Cash paid during the period for:

| | | |
|-------------------------------------|----------|-----------|
| Interest (none capitalized) | \$ 8,454 | \$ 3,733 |
| Federal and local income taxes, net | \$ 6,867 | \$ 14,575 |

The accompanying notes are an integral part of these consolidated financial statements.

CBRE HOLDING, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

1. Organization

CBRE Holding, Inc., a Delaware corporation, was incorporated on February 20, 2001 as Blum CB Holding Corporation. On March 26, 2001, Blum CB Holding Corporation changed its name to CBRE Holding, Inc. (the Company). The Company and its former wholly owned subsidiary, Blum CB Corporation (Blum CB), a Delaware corporation, were created to acquire all of the outstanding shares of CB Richard Ellis Services, Inc. (CBRE), an international real estate services firm. Prior to July 20, 2001, the Company was a wholly owned subsidiary of RCBA Strategic Partners, L.P. (RCBA Strategic), and is an affiliate of Richard C. Blum, a director of the Company and CBRE.

On July 20, 2001, the Company acquired CBRE (the merger) pursuant to an Amended and Restated Agreement and Plan of Merger, dated May 31, 2001, among the Company, CBRE and Blum CB. Blum CB was merged with and into CBRE, with CBRE being the surviving corporation. The operations of the Company after the merger are substantially the same as the operations of CBRE prior to the merger. In addition, the Company has no substantive operations other than its investment in CBRE.

2. Basis of Preparation

The accompanying consolidated balance sheets as of March 31, 2002 and December 31, 2001, and the consolidated statements of operations and cash flows for the three months ended March 31, 2002 reflect the consolidated balance sheets, results of operations and cash flows of the Company from inception and also include the consolidated financial statements of CBRE from the date of the merger which include all material adjustments required under the purchase method of accounting. The Company had no operating or cash flow activity for the period from February 20, 2001 (inception) through March 31, 2001. In addition, in accordance with Regulation S-X, CBRE is considered the predecessor to the Company. As such, the historical financial statements of CBRE prior to the merger are included in the accompanying unaudited consolidated financial statements, including the consolidated statement of operations for the three months ended March 31, 2001 and the consolidated statement of cash flows for the three months ended March 31, 2001 (collectively Predecessor financial statements). The Predecessor financial statements have not been adjusted to reflect the acquisition of CBRE by the Company. As such, the consolidated financial statements of the Company after the merger are not directly comparable to the Predecessor financial statements prior to the merger.

Pro forma results of the Company assuming the merger had occurred as of January 1, 2001 are presented below. These pro forma results have been prepared for comparative purposes only and include certain adjustments, such as the elimination of amortization expense related to goodwill as a result of the implementation of SFAS No. 142, *Goodwill and Other Intangible Assets* and increased interest expense as a result of debt acquired to finance the merger. These pro forma results do not purport to be indicative of what the operating results would have been, and may not be indicative of future operating results (in thousands, except share amounts):

**Three Months
Ended**

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| | March 31 | |
|------------------------|----------|---------|
| | 2001 | |
| Revenue | \$ | 272,498 |
| Operating income | \$ | 6,066 |
| Net loss | \$ | (4,490) |
| Basic loss per share | \$ | (0.30) |
| Diluted loss per share | \$ | (0.30) |

The accompanying consolidated financial statements have been prepared in accordance with the rules applicable to Form 10-Q and include all information and footnotes required for interim financial statement presentation. In the opinion of management, all adjustments (consisting of normal recurring adjustments) considered necessary for a fair presentation have been included. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting periods. Actual results could differ materially from those

estimates. All significant inter-company transactions and balances have been eliminated, and certain reclassifications have been made to prior periods consolidated statements to conform to current period presentation. The results of operations for the three months ended March 31, 2002 are not necessarily indicative of the results of operations to be expected for the year ending December 31, 2002. The consolidated financial statements and notes to the consolidated financial statements, along with management's discussion and analysis of financial condition, results of operations, liquidity and capital resources should be read in conjunction with the Company's recent filing on form 10-K, which contains the latest available audited consolidated financial statements and notes thereto, as of and for the period ended December 31, 2001.

3. Goodwill and Other Intangible Assets

In June 2001, the Financial Accounting Standards Board issued SFAS No. 141, *Business Combinations*, and SFAS No. 142, *Goodwill and Other Intangibles*. SFAS No. 141 replaces APB 16 and requires the use of the purchase method of accounting for all business combinations initiated after June 30, 2001. It also provides guidance on purchase accounting related to the recognition of intangible assets. Under SFAS No. 142 goodwill and intangible assets deemed to have indefinite useful lives are no longer amortized, but are subject to impairment tests on an annual basis, at a minimum, or whenever events or circumstances occur indicating goodwill might be impaired. SFAS No. 142 also requires that intangible assets with definite useful lives be amortized over their respective estimated useful lives to their estimated residual values and reviewed for impairment in accordance with SFAS No. 121, *Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed of*.

Had the Company accounted for goodwill consistent with the provisions of SFAS No. 142 in prior periods, the Company's net income would have been affected as follows (in thousands, except share data):

| | Company CBRE Holding, Inc. | Predecessor CB Richard Ellis Services, Inc. |
|---|--|--|
| | Three Months Ended March 31, 2002 | Three Months Ended March 31, 2001 |
| Reported net loss | \$ (6,095) | \$ (2,846) |
| Add back amortization of goodwill, net of taxes | | 3,518 |
| Adjusted net (loss) earnings | \$ (6,095) | 672 |
| Basic (loss) earnings per share: | | |
| Reported net loss per share | \$ (0.40) | \$ (0.13) |
| Add back goodwill amortization per share | | 0.17 |
| Adjusted basic (loss) earnings per share | \$ (0.40) | \$ 0.04 |
| Diluted loss (earnings) per share: | | |

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| | | | | |
|--|----|--------|----|--------|
| Reported net loss per share | \$ | (0.40) | \$ | (0.13) |
| Add back goodwill amortization per share | | | | 0.17 |
| Adjusted diluted (loss) earnings per share | \$ | (0.40) | \$ | 0.04 |

In accordance with SFAS No. 142, all goodwill acquired in an acquisition shall be assigned to reporting units as of the date of acquisition. The Company is currently evaluating the fair value of these reporting units and the applicable goodwill to be assigned.

4. Investments in and Advances to Unconsolidated Subsidiaries

Condensed Statement of Operations for the unconsolidated subsidiaries accounted for using the equity method is as follows (in thousands):

| | Three Months Ended March 31 | |
|------------------|-----------------------------|-----------|
| | 2002 | 2001 |
| Revenue | \$ 80,331 | \$ 69,649 |
| Operating income | \$ 17,205 | \$ 12,689 |
| Net income | \$ 13,226 | \$ 7,846 |

The Company's investment management business involves investing the Company's own capital in certain real estate investments with clients, including its equity investments in CB Richard Ellis Strategic Partners, L.P., CB Richard Ellis Corporate Partners, L.L.C., and other co-investments. The Company has provided investment management, property management, brokerage, appraisal and other professional services to these equity investees.

5. Debt

The Company has \$229.0 million in aggregate principal amount of 11 ¼% Senior Subordinated Notes due June 15, 2011 (the Notes), which were issued and sold by Blum CB Corp. for approximately \$225.6 million, net of discount, on June 7, 2001 and assumed by CBRE in connection with the merger. The Notes require semi-annual payments of interest in arrears on June 15 and December 15, commencing on December 15, 2001, and are redeemable in whole or in part on or after June 15, 2006 at 105.625% of par on that date and at declining prices thereafter. In addition, before June 15, 2004, the Company may redeem up to 35.0% of the originally issued amount of the Notes at 111 ¼% of par, plus accrued and unpaid interest, solely with the net cash proceeds from public equity offerings. In the event of a change of control, the Company is obligated to make an offer to purchase the Notes at a redemption price of 101.0% of the principal amount, plus accrued and unpaid interest. The Notes are fully and unconditionally guaranteed on a senior subordinated basis by the Company and CBRE's domestic subsidiaries. The effective yield on the Notes is 11.5%. The amount included in the accompanying unaudited consolidated balance sheets, net of unamortized discount, was \$225.8 million at March 31, 2002.

The Company also entered into a \$325.0 million senior credit facility (the Credit Facility) with Credit Suisse First Boston (CSFB) and other lenders. The Credit Facility is jointly and severally guaranteed by the Company and its domestic subsidiaries and is secured by substantially all their assets. The Credit Facility includes the Tranche A term facility of \$50.0 million, maturing on July 20, 2007; the Tranche B term facility of \$185.0 million, maturing on July 18, 2008; and the revolving line of credit of \$90.0 million, including revolving credit loans, letters of credit and a swingline loan facility, maturing on July 20, 2007. Borrowings under the senior secured credit facilities will bear interest at varying rates based on the Company's option, at either LIBOR plus 3.25% or the alternate base rate plus 2.25%, in the case of the Tranche A and the revolving facility, and LIBOR plus 3.75% or the alternate base rate plus 2.75%, in the case of the Tranche B facility. The alternate base rate is the higher of (1) CSFB's prime rate or (2) the Federal Funds Effective Rate plus one-half of one percent. After delivery of the Company's consolidated financial statements for the year ending December 31, 2001, the amount added to the LIBOR rate or the alternate base rate under the Tranche A and revolving facility will vary from 2.50% to 3.25% for LIBOR, and from 1.50% to 2.25% for the alternate base rate, as

determined by reference to the Company's ratios of total debt less available cash to EBITDA, as defined in the debt agreement.

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The Tranche A facility will fully amortize by July 20, 2007 through quarterly principal payments over 6 years, which total \$7.5 million each year through June 30, 2003 and \$8.75 million each year thereafter through July 20, 2007. The Tranche B facility requires quarterly principal payments of approximately \$0.5 million, with the remaining outstanding principal due on July 18, 2008. The revolving line of credit requires the repayment of any outstanding balance for a period of 45 consecutive days commencing on any day as determined by the Company in the month of December of each year. The Company repaid its revolving credit facility as of December 1, 2001 and at March 31, 2002 had an outstanding line of credit of \$37.5 million. The total amount outstanding under the credit facility included in senior secured term loans, current maturities of long-term debt and short-term borrowings in the accompanying consolidated balance sheets was \$265.5 million at March 31, 2002.

The Company issued an aggregate principal amount of \$65.0 million of 16.0% Senior Notes due on July 20, 2011 (the Senior Notes). The Senior Notes are unsecured obligations, senior to all current and future unsecured indebtedness, but subordinated to all current and future secured indebtedness of the Company. Interest accrues at a rate of 16.0% per year and is payable quarterly in cash in arrears. However, until July 2006, interest in excess of 12.0% may be paid in kind. Additionally, at any time, interest may be paid in kind to the extent CBRE's ability to pay cash dividends is restricted by the terms of the Credit Facility. The Company has paid in cash all interest payments required to date. The Senior Notes are redeemable at the Company's option, in whole or in part, at 116.0% of par commencing on July 20, 2001 and at declining prices thereafter. In the event of a change in control, the Company is obligated to make an offer to purchase all of the outstanding Senior Notes. The total amount included in the accompanying consolidated balance sheets was \$59.7 million, net of unamortized discount, at March 31, 2002.

The Senior Notes are solely the Company's obligation to repay. CBRE has neither guaranteed nor pledged any of its assets as collateral for the Senior Notes, and is not obligated to provide cashflow to the Company for repayment of these Senior Notes. However, the Company has no substantive assets or operations other than its investment in CBRE to meet any required principal and interest payments on the Senior Notes. The Company will depend on CBRE's cash flows to fund principal and interest payments as they come due.

The Senior Subordinated Notes, the senior credit facility and the Senior Notes all contain numerous restrictive covenants that, among other things, limit the Company's ability to incur additional indebtedness, pay dividends or distributions to stockholders or repurchase capital stock or debt, make investments, sell assets or subsidiary stock, engage in transactions with affiliates, issue subsidiary equity and enter into consolidations or mergers. The debt agreements require the Company to maintain certain minimum levels of net worth, a minimum coverage ratio of interest and certain fixed charges and a maximum leverage and senior leverage ratio of earnings before interest, taxes, depreciation and amortization to funded debt (all as defined in the agreements). The agreements also restrict the payment of cash dividends and require the Company to pay a facility fee based on the total amount of the commitment.

The Company has short-term borrowings of \$116.7 million and \$155.6 million with related weighted average interest rates of 4.9% and 4.5% as of March 31, 2002 and December 31, 2001, respectively.

A subsidiary of the Company has a credit agreement with Residential Funding Corporation (RFC). The credit agreement provides for a revolving line of credit of up to \$350.0 million through February 28, 2002, and \$150.0 million for the period from March 1, 2002 through August 31, 2002, and bears interest at 1.0% over the RFC base rate. The agreement expires on August 31, 2002. On April 20, 2002, the Company obtained a temporary line of credit increase of \$210.0 million, resulting in a total line of credit equaling \$360.0 million, which expires on July 31, 2002. During the quarter ended March 31, 2002, the Company had a maximum of \$110.8 million revolving line of credit principal outstanding. At March 31, 2002, the Company had a \$31.6 million warehouse line of credit outstanding, which is included in short-term borrowings in the accompanying consolidated balance sheets. The Company also had a \$31.6 million warehouse receivable.

During 2001, the Company incurred certain non recourse debt through a joint venture in order to purchase property that is held for sale. In February 2002, the maturity date on this non recourse debt was extended to September 18, 2002.

6. Commitments and Contingencies

Between November 12 and December 6, 2000, five putative class actions were filed in the Court of Chancery of the State of Delaware in and for New Castle County by various of CBRE's stockholders against the Company, CBRE, its directors and the buying group which has taken CBRE private. A similar action was also filed on November 17, 2000 in the Superior Court of the State of California in and for the County of Los Angeles. These actions all alleged that the offering price for shares of CBRE's common stock was unfair and inadequate and sought injunctive relief or rescission of the transaction and, in the alternative, money damages.

The five Delaware actions were subsequently consolidated and a lead counsel appointed. As of October 2, 2001, the parties to the Delaware litigation entered into a settlement agreement that was filed with the appropriate court in Delaware. On November 26, 2001, the Delaware court approved the settlement of the Delaware litigation, however, it reduced the fees payable to the lawyers for the plaintiffs. The lawyers for the plaintiffs have filed an appeal solely from the award of fees, resulting in a final judgment as to the dismissal of the claims of the plaintiffs and barring further prosecution of such claims or the commencement of other actions based on such claims. The actions in Delaware and California have been completely resolved, with the appeal from the Delaware award of fees being dismissed on February 1, 2002 and the California action being dismissed with prejudice on February 8, 2002.

The Company is a party to a number of pending or threatened lawsuits arising out of, or incident to, its ordinary course of business. Based on available cash and anticipated cash flows, the Company believes that the ultimate outcome of these lawsuits will not have an impact on the Company's ability to carry on its operations. Management believes that any liability that may result from disposition of these lawsuits will not have a material effect on the Company's consolidated financial position or results of operations.

An important part of the strategy for the Company's investment management business involves investing the Company's own capital in certain real estate investments with its clients. As of March 31, 2002, the Company had committed an additional \$32.6 million to fund future co-investments.

7. Comprehensive Loss

Comprehensive loss consists of net loss and other comprehensive loss. Accumulated other comprehensive loss consists of foreign currency translation adjustments. Foreign currency translation adjustments exclude income tax expense (benefit) given that the earnings on non-US subsidiaries are deemed to be reinvested for an indefinite period of time. The following table provides a summary of the comprehensive loss (dollars in thousands):

| Company CBRE Holding, Inc. Three Months Ended March 31, 2002 | Predecessor CB Richard Ellis Services, Inc. Three Months Ended |
|---|---|
|---|---|

| | | | March 31, 2001 |
|-----------------------------------|----|---------|-------------------|
| Net loss | \$ | (6,095) | \$ (2,846) |
| Foreign currency translation loss | | (252) | (9,639) |
| Comprehensive loss | \$ | (6,347) | \$ (12,485) |

8. Per Share Information

Basic loss per share was computed by dividing the net loss by the weighted average number of common shares outstanding of 15,050,633 for the three months ended March 31, 2002. As a result of operating losses incurred for the three months ended March 31, 2002, diluted weighted average shares outstanding do not give effect to common stock equivalents, as to do so would be anti-dilutive.

Basic loss per share for CBRE was computed by dividing the net loss for the three months ended March 31, 2001 by the weighted average number of common shares outstanding of 21,309,550. As a result of operating losses incurred for the three months ended March 31, 2001, diluted weighted average shares outstanding do not give effect to common stock equivalents, as to do so would be anti-dilutive.

Due to the change in equity structure as a result of the merger, the current year per share information is not comparable to that of the prior year.

9. Fiduciary Funds

The consolidated balance sheets do not include the net assets of escrow, agency and fiduciary funds, which amounted to \$402.8 million and \$373.2 million at March 31, 2002 and December 31, 2001, respectively.

10. Guarantor and Nonguarantor Financial Statements

In connection with the merger with Blum CB, and as part of the financing of the merger, CBRE assumed an aggregate of \$229.0 million in Senior Subordinated Notes due June 15, 2011. These Notes are unsecured and rank equally in right of payment with any of the Company's future senior subordinated unsecured indebtedness. The Notes are effectively subordinated to indebtedness and other liabilities of the Company's subsidiaries that are not guarantors of the Notes. The Notes are guaranteed on a full, unconditional, joint and several basis by the Company, CBRE and CBRE's wholly-owned domestic subsidiaries.

The following condensed consolidating financial information includes:

(1) Condensed consolidating balance sheets as of March 31, 2002 and December 31, 2001; condensed consolidating statements of operations for the three months ended March 31, 2002 and 2001; and condensed consolidating statements of cash flows for the three months ended March 31, 2002 and 2001 of (a) Holding, the parent, (b) CBRE, which is the subsidiary issuer, (c) the guarantor subsidiaries, (d) the nonguarantor subsidiaries and (e) the Company on a consolidated basis; and

(2) Elimination entries necessary to consolidate CBRE Holding, Inc., the parent, with CBRE and its guarantor and nonguarantor subsidiaries.

The Company had no activity related to the condensed consolidating statement of operations and condensed consolidating statement of cash flows for the period from February 20, 2001 (inception) through March 31, 2001.

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Investments in consolidated subsidiaries are presented using the equity method of accounting. The principal elimination entries eliminate investments in consolidated subsidiaries and inter-company balances and transactions. In accordance with SFAS No. 142, *Goodwill and Other Intangibles*, all goodwill acquired in an acquisition shall be assigned to reporting units as of the date of acquisition. The Company is currently evaluating the fair value of these reporting units and the applicable goodwill to be assigned. As a result, the condensed consolidating balance sheet as of March 31, 2002 does not reflect this allocation of goodwill based upon the fair value of the Company's reporting units.

CBRE HOLDING, INC.

CONDENSED CONSOLIDATING BALANCE SHEET

AS OF MARCH 31, 2002

(Unaudited)

(Dollars in thousands)

(Company)

| | Parent | CBRE | Guarantor Subsidiaries | Nonguarantor Subsidiaries | Elimination | Consolidated Total |
|--|------------|------------|---------------------------|------------------------------|--------------|-----------------------|
| Current Assets: | | | | | | |
| Cash and cash equivalents | \$ 12 | \$ 184 | \$ 14,213 | \$ 5,588 | \$ - | \$ 19,997 |
| Receivables, less allowance for doubtful accounts | 40 | 24 | 62,546 | 66,332 | - | 128,942 |
| Warehouse receivable | - | - | 31,569 | - | - | 31,569 |
| Prepaid and other current assets | 23,109 | 19,393 | 8,062 | 10,189 | (17,271) | 43,482 |
| Total current assets | 23,161 | 19,601 | 116,390 | 82,109 | (17,271) | 223,990 |
| Property and equipment, net | - | - | 49,953 | 15,861 | - | 65,814 |
| Goodwill | - | 199,481 | 208,432 | 203,363 | - | 611,276 |
| Other intangible assets, net | - | - | 29,866 | 6,376 | - | 36,242 |
| Cash surrender value of insurance policies, deferred compensation plan | - | 71,249 | - | - | - | 71,249 |
| Investment in and advances to unconsolidated subsidiaries | - | 4,299 | 36,971 | 4,169 | - | 45,439 |
| Investment in consolidated subsidiaries | 261,691 | 65,436 | 158,347 | - | (485,474) | - |
| Inter-company loan receivable | - | 486,957 | - | - | (486,957) | - |
| Deferred taxes, net | 61,531 | - | - | - | - | 61,531 |
| Prepaid pension costs | - | - | - | 13,301 | - | 13,301 |
| Other assets | 7,078 | 23,458 | 15,707 | 46,572 | - | 92,815 |
| Total assets | \$ 353,461 | \$ 870,481 | \$ 615,666 | \$ 371,751 | \$ (989,702) | \$ 1,221,657 |
| Current Liabilities: | | | | | | |
| Accounts payable and accrued expenses | \$ 2,022 | \$ 10,413 | \$ 39,254 | \$ 38,361 | \$ - | \$ 90,050 |
| Inter-company payable | 17,271 | - | - | - | (17,271) | - |
| Compensation and employee benefits payable | - | - | 30,652 | 23,861 | - | 54,513 |
| Accrued bonus and profit sharing | - | - | 6,789 | 10,364 | - | 17,153 |
| Income taxes payable | 6,991 | - | - | - | - | 6,991 |
| Short-term borrowings: | | | | | | |
| Warehouse line of credit | - | - | 31,569 | - | - | 31,569 |
| Revolving credit and swingline facility | - | 37,500 | - | - | - | 37,500 |
| Other | - | 175 | 309 | 47,194 | - | 47,678 |
| Total short-term borrowings | - | 37,675 | 31,878 | 47,194 | - | 116,747 |
| Current maturities of long-term debt | - | 9,350 | 89 | 852 | - | 10,291 |
| Total current liabilities | 26,284 | 57,438 | 108,662 | 120,632 | (17,271) | 295,745 |

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Long-term debt:

| | | | | | | |
|---|------------|------------|------------|------------|--------------|--------------|
| 11¼% senior subordinated notes, net of unamortized discount | - | 225,786 | - | - | - | 225,786 |
| Senior secured term loans | - | 218,637 | - | - | - | 218,637 |
| 16% senior notes, net of unamortized discount | 59,712 | - | - | - | - | 59,712 |
| Other long-term debt | - | - | 12,440 | 507 | - | 12,947 |
| Inter-company loan payable | - | - | 413,973 | 72,984 | (486,957) | - |
| Total long-term debt | 59,712 | 444,423 | 426,413 | 73,491 | (486,957) | 517,082 |
| Deferred compensation liability | - | 106,929 | - | - | - | 106,929 |
| Other liabilities | 16,830 | - | 15,155 | 14,845 | - | 46,830 |
| Total liabilities | 102,826 | 608,790 | 550,230 | 208,968 | (504,228) | 966,586 |
| Minority interest | - | - | - | 4,436 | - | 4,436 |
| Commitments and contingencies | | | | | | |
| Stockholders' Equity: | 250,635 | 261,691 | 65,436 | 158,347 | (485,474) | 250,635 |
| Total liabilities and stockholders' equity | \$ 353,461 | \$ 870,481 | \$ 615,666 | \$ 371,751 | \$ (989,702) | \$ 1,221,657 |

CBRE HOLDING, INC.

CONDENSED CONSOLIDATING BALANCE SHEET

AS OF DECEMBER 31, 2001

(Dollars in thousands)

(Company)

| | Parent | CBRE | Guarantor Subsidiaries | Nonguarantor Subsidiaries | Elimination | Consolidated Total |
|--|------------|------------|---------------------------|------------------------------|--------------|-----------------------|
| Current Assets: | | | | | | |
| Cash and cash equivalents | \$ 3 | \$ 931 | \$ 42,204 | \$ 14,312 | \$ - | \$ 57,450 |
| Receivables, less allowance for doubtful accounts | 47 | 71 | 70,343 | 85,973 | - | 156,434 |
| Warehouse receivable | - | - | 106,790 | - | - | 106,790 |
| Prepaid and other current assets | 23,254 | 12,465 | 6,321 | 8,353 | (10,321) | 40,072 |
| Total current assets | 23,304 | 13,467 | 225,658 | 108,638 | (10,321) | 360,746 |
| Property and equipment, net | - | - | 51,314 | 17,137 | - | 68,451 |
| Goodwill | - | 197,748 | 208,432 | 203,363 | - | 609,543 |
| Other intangible assets, net | - | - | 31,219 | 6,898 | - | 38,117 |
| Cash surrender value of insurance policies, deferred compensation plan | - | 69,385 | - | - | - | 69,385 |
| Investment in and advances to unconsolidated subsidiaries | - | 4,132 | 34,296 | 4,107 | - | 42,535 |
| Investment in consolidated subsidiaries | 274,402 | 65,690 | 168,974 | - | (509,066) | - |
| Inter-company loan receivable | - | 465,173 | - | - | (465,173) | - |
| Deferred taxes, net | 62,903 | - | - | - | - | 62,903 |
| Prepaid pension costs | - | - | - | 13,588 | - | 13,588 |
| Other assets | 7,320 | 24,387 | 14,739 | 47,639 | - | 94,085 |
| Total assets | \$ 367,929 | \$ 839,982 | \$ 734,632 | \$ 401,370 | \$ (984,560) | \$ 1,359,353 |
| Current Liabilities: | | | | | | |
| Accounts payable and accrued expenses | \$ 2,022 | \$ 4,236 | \$ 37,325 | \$ 39,399 | \$ - | \$ 82,982 |
| Inter-company payable | 10,321 | - | - | - | (10,321) | - |
| Compensation and employee benefits payable | - | - | 44,192 | 23,926 | - | 68,118 |
| Accrued bonus and profit sharing | - | - | 56,821 | 28,367 | - | 85,188 |
| Income taxes payable | 21,736 | - | - | - | - | 21,736 |
| Short-term borrowings: | | | | | | |
| Warehouse line of credit | - | - | 106,790 | - | - | 106,790 |
| Other | - | 178 | 309 | 48,341 | - | 48,828 |
| Total short-term borrowings | - | 178 | 107,099 | 48,341 | - | 155,618 |
| Current maturities of long-term debt | - | 9,350 | 129 | 744 | - | 10,223 |
| Total current liabilities | 34,079 | 13,764 | 245,566 | 140,777 | (10,321) | 423,865 |
| Long-term debt: | | | | | | |
| 11¼% senior subordinated notes, net of unamortized discount | - | 225,737 | - | - | - | 225,737 |

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| | | | | | | |
|---|------------|------------|------------|------------|--------------|--------------|
| Senior secured term loans | - | 220,975 | - | - | - | 220,975 |
| 16% senior notes, net of unamortized discount | 59,656 | - | - | - | - | 59,656 |
| Other long-term debt | - | - | 14,974 | 721 | - | 15,695 |
| Inter-company loan payable | - | - | 393,827 | 71,346 | (465,173) | - |
| Total long-term debt | 59,656 | 446,712 | 408,801 | 72,067 | (465,173) | 522,063 |
| Deferred compensation liability | - | 105,104 | - | - | - | 105,104 |
| Other liabilities | 16,830 | - | 14,575 | 15,256 | - | 46,661 |
| Total liabilities | 110,565 | 565,580 | 668,942 | 228,100 | (475,494) | 1,097,693 |
| Minority interest | - | - | - | 4,296 | - | 4,296 |
| Commitments and contingencies | | | | | | |
| Stockholders' Equity: | 257,364 | 274,402 | 65,690 | 168,974 | (509,066) | 257,364 |
| Total liabilities and stockholders' equity | \$ 367,929 | \$ 839,982 | \$ 734,632 | \$ 401,370 | \$ (984,560) | \$ 1,359,353 |

CBRE HOLDING, INC.
CONDENSED CONSOLIDATING STATEMENT OF OPERATIONS
FOR THE THREE MONTHS ENDED MARCH 31, 2002

(Dollars in thousands)

(Unaudited)

(Company)

| | Parent | | Guarantor | | Nonguarantor | | Consolidated | |
|--|------------|------------|--------------|--------------|--------------|-------------|--------------|------------|
| | | CBRE | Subsidiaries | Subsidiaries | Subsidiaries | Elimination | | Total |
| Revenue | \$ - | \$ - | \$ 168,560 | \$ 55,430 | \$ - | \$ - | \$ - | \$ 223,990 |
| Costs and expenses: | | | | | | | | |
| Commissions, fees and other incentives | - | - | 71,655 | 28,611 | - | - | - | 100,266 |
| Operating, administrative and other | 100 | 2,211 | 79,884 | 30,441 | - | - | - | 112,636 |
| Depreciation and amortization | - | - | 5,201 | 2,391 | - | - | - | 7,592 |
| Merger-related and other nonrecurring charges | - | 582 | - | - | - | - | - | 582 |
| Operating (loss) income | (100) | (2,793) | 11,820 | (6,013) | - | - | - | 2,914 |
| Interest income | 45 | 9,815 | 703 | 86 | (9,785) | - | - | 864 |
| Interest expense | 2,794 | 10,467 | 9,355 | 3,186 | (9,785) | - | - | 16,017 |
| Equity losses of consolidated subsidiaries | (5,211) | (3,371) | (5,285) | - | 13,867 | - | - | - |
| Loss before (benefit) provision for income tax | (8,060) | (6,816) | (2,117) | (9,113) | 13,867 | - | - | (12,239) |
| (Benefit) provision for income tax | (1,965) | (1,605) | 1,254 | (3,828) | - | - | - | (6,144) |
| Net loss | \$ (6,095) | \$ (5,211) | \$ (3,371) | \$ (5,285) | \$ 13,867 | \$ - | \$ - | \$ (6,095) |

CBRE HOLDING, INC.
CONDENSED CONSOLIDATING STATEMENT OF OPERATIONS
FOR THE THREE MONTHS ENDED MARCH 31, 2001

(Dollars in thousands)

(Unaudited)

(Predecessor)

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| | CBRE | Guarantor Subsidiaries | Nonguarantor Subsidiaries | Elimination | Consolidated Total |
|--|------------|---------------------------|------------------------------|-------------|-----------------------|
| Revenue | \$ - | \$ 211,009 | \$ 61,489 | \$ - | \$ 272,498 |
| Costs and expenses: | | | | | |
| Commissions, fees and other incentives | - | 94,134 | 28,832 | - | 122,966 |
| Operating, administrative and other | (421) | 100,072 | 35,860 | - | 135,511 |
| Depreciation and amortization | - | 7,851 | 3,845 | - | 11,696 |
| Operating income (loss) | 421 | 8,952 | (7,048) | - | 2,325 |
| Interest income | 7,093 | 438 | 362 | (7,093) | 800 |
| Interest expense | 7,852 | 6,467 | 1,829 | (7,093) | 9,055 |
| Equity losses of consolidated subsidiaries | (2,648) | (4,360) | - | 7,008 | - |
| Loss before (benefit) provision for income tax | (2,986) | (1,437) | (8,515) | 7,008 | (5,930) |
| (Benefit) provision for income tax | (140) | 1,211 | (4,155) | - | (3,084) |
| Net loss | \$ (2,846) | \$ (2,648) | \$ (4,360) | \$ 7,008 | \$ (2,846) |

CBRE HOLDING, INC.

CONDENSED CONSOLIDATING STATEMENT OF CASH FLOWS

FOR THE THREE MONTHS ENDED MARCH 31, 2002

(Unaudited)

(Dollars in thousands)

(Company)

| | Parent | CBRE | Guarantor Subsidiaries | Nonguarantor Subsidiaries | Consolidated Total |
|---|----------|------------|---------------------------|------------------------------|-----------------------|
| CASH FLOWS PROVIDED BY (USED IN) | | | | | |
| OPERATING ACTIVITIES: | \$ 650 | \$ (1,240) | \$ (43,714) | \$ (12,242) | \$ (56,546) |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | | | | |
| Purchases of property and equipment | - | - | (1,622) | (523) | (2,145) |
| Proceeds from sale of properties, businesses and servicing rights | - | - | 727 | 130 | 857 |
| Acquisition of businesses including net assets acquired, intangibles and goodwill | - | (8,339) | (25) | - | (8,364) |
| Other investing activities, net | - | - | (1,733) | 55 | (1,678) |
| Net cash used in investing activities | - | (8,339) | (2,653) | (338) | (11,330) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | | | | |
| Proceeds from revolver and swingline credit facility | - | 50,500 | - | - | 50,500 |
| Repayment of revolver and swingline credit facility | - | (13,000) | - | - | (13,000) |
| Repayment of senior notes and other loans, net | - | - | (2,534) | (661) | (3,195) |
| Repayment of senior secured term loans | - | (2,338) | - | - | (2,338) |
| (Increase) decrease in intercompany receivables, net | - | (26,179) | 20,950 | 5,229 | - |
| Other financing activities, net | (641) | (151) | (40) | (48) | (880) |
| Net cash (used in) provided by financing activities | (641) | 8,832 | 18,376 | 4,520 | 31,087 |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 9 | (747) | (27,991) | (8,060) | (36,789) |
| CASH AND CASH EQUIVALENTS, AT BEGINNING OF PERIOD | 3 | 931 | 42,204 | 14,312 | 57,450 |
| Effect of exchange rate changes on cash | - | - | - | (664) | (664) |
| CASH AND CASH EQUIVALENTS, AT END OF PERIOD | \$ 12 | \$ 184 | \$ 14,213 | \$ 5,588 | \$ 19,997 |
| SUPPLEMENTAL DATA: | | | | | |
| Cash paid during the period for: | | | | | |
| Interest (none capitalized) | \$ 2,600 | \$ 3,301 | \$ 477 | \$ 2,076 | \$ 8,454 |
| Federal and local income taxes | \$ 6,867 | \$ - | \$ - | \$ - | \$ 6,867 |

CBRE HOLDING, INC.

CONDENSED CONSOLIDATING STATEMENT OF CASH FLOWS

FOR THE THREE MONTHS ENDED MARCH 31, 2001

(Unaudited)

(Dollars in thousands)

(Predecessor)

| | CBRE | Guarantor Subsidiaries | Nonguarantor Subsidiaries | Consolidated Total |
|--|-------------|---------------------------|------------------------------|-----------------------|
| CASH FLOWS USED IN OPERATING ACTIVITIES: | \$ (20,976) | \$ (70,786) | \$ (12,501) | \$ (104,263) |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | | | |
| Purchases of property and equipment | - | (4,811) | (1,828) | (6,639) |
| Proceeds from sale of properties, businesses and servicing rights | - | 5,842 | 263 | 6,105 |
| Acquisition of businesses including net assets acquired, intangibles and goodwill | - | (31) | (1,084) | (1,115) |
| Other investing activities, net | 215 | 3,146 | (2,248) | 1,113 |
| Net cash provided by (used in) investing activities | 215 | 4,146 | (4,897) | (536) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | | | |
| Proceeds from revolving credit facility | 142,000 | - | - | 142,000 |
| Repayment of revolving credit facility | (34,000) | - | - | (34,000) |
| Repayment of senior notes and other loans, net | (1,157) | (781) | (848) | (2,786) |
| Decrease (increase) in intercompany receivables, net | (86,118) | 68,317 | 17,801 | - |
| Other financing activities, net | 184 | (41) | (417) | (274) |
| Net cash provided by financing activities | 20,909 | 67,495 | 16,536 | 104,940 |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 148 | 855 | (862) | 141 |
| CASH AND CASH EQUIVALENTS, AT BEGINNING OF PERIOD | 62 | 7,558 | 13,234 | 20,854 |
| Effect of exchange rate changes on cash | - | - | (656) | (656) |
| CASH AND CASH EQUIVALENTS, AT END OF PERIOD | \$ 210 | \$ 8,413 | \$ 11,716 | \$ 20,339 |
| SUPPLEMENTAL DATA: | | | | |
| Cash paid during the period for: | | | | |
| Interest (none capitalized) | \$ 3,292 | \$ 395 | \$ 46 | \$ 3,733 |
| Federal and local income taxes | \$ 14,575 | \$ - | \$ - | \$ 14,575 |

11. Industry Segments

The Company reports its operations through three geographically organized segments: (1) The Americas, (2) Europe, Middle East, and Africa (EMEA) and (3) Asia Pacific. The Americas consist of the United States, Canada, Mexico, and operations located in Central and South America. EMEA mainly consists of Europe, while Asia Pacific includes the operations in Asia, Australia and New Zealand. Previously, the Company reported its segments based on the applicable type of revenue transaction. The Americas prior year results include a nonrecurring pre-tax gain of \$5.6 million from the sale of mortgage fund contracts. The following table summarizes the revenue and operating income (loss) by operating segment (dollars in thousands):

| | Company CBRE Holding, Inc. Three Months Ended March 31, 2002 | | Predecessor CB Richard Ellis Services, Inc. Three Months Ended March 31, 2001 | |
|---|---|----------|--|---------|
| Revenue | | | | |
| Americas | \$ | 178,613 | \$ | 222,513 |
| EMEA | | 30,073 | | 33,280 |
| Asia Pacific | | 15,304 | | 16,705 |
| | \$ | 223,990 | \$ | 272,498 |
| Operating income (loss) | | | | |
| Americas | \$ | 8,147 | \$ | 8,777 |
| EMEA | | (3,014) | | (3,238) |
| Asia Pacific | | (2,219) | | (3,214) |
| | \$ | 2,914 | \$ | 2,325 |
| Interest income | | 864 | | 800 |
| Interest expense | | 16,017 | | 9,055 |
| Loss before benefit for income tax | \$ | (12,239) | \$ | (5,930) |

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Introduction -

On July 20, 2001, the Company acquired CB Richard Ellis Services, Inc. (CBRE), (the merger), pursuant to an Amended and Restated Agreement and Plan of Merger, dated May 31, 2001 among the Company, CBRE and Blum CB Corp. (Blum CB), a wholly owned subsidiary of the Company. Blum CB was merged with and into CBRE, with CBRE being the surviving corporation. At the effective time of the merger, CBRE became a wholly owned subsidiary of the Company.

The results of operations and cash flows of the Company for the three months ended March 31, 2001, represent the results of operations and cash flows of CBRE, the predecessor to the Company, as the Company had no operating or cash flow activity during this time period. However, these results do not reflect any purchase accounting adjustments which are included in the current year results of the Company subsequent to the merger. Due to the effects of purchase accounting applied as a result of the merger and the additional interest expense associated with the debt incurred to finance the merger, the results of operations of the Company may not be comparable in all respects to the results of operations for CBRE prior to the merger. However, the Company's management believes a discussion of the operations is more meaningful by comparing the results of the Company with the results of CBRE.

Management's discussion and analysis of financial condition, results of operations, liquidity and capital resources contained within this report on Form 10-Q is more clearly understood when read in conjunction with the Notes to the Consolidated Financial Statements. The Notes to the Consolidated Financial Statements elaborate on certain terms that are used throughout this discussion and provide information about the Company and the basis of presentation used in this report on Form 10-Q.

Three Months Ended March 31, 2002 Compared to the Three Months Ended March 31, 2001

The Company reported a consolidated net loss of \$6.1 million for the three months ended March 31, 2002, on revenue of \$224.0 million compared to a consolidated net loss of \$2.8 million on revenue of \$272.5 million for the three months ended March 31, 2001.

Revenue on a consolidated basis decreased by \$48.5 million or 17.8% during the three months ended March 31, 2002, compared to the three months ended March 31, 2001. This was mainly driven by a \$30.7 million decrease in lease revenue and a \$12.8 million decline in sales revenue during the current year. The lower revenue is primarily attributable to the Company's North American operation. Other revenue also dropped by \$4.1 million attributable primarily to the sale of mortgage fund contracts in March 2001.

Commissions, fees and other incentives on a consolidated basis totaled \$100.3 million, a decrease of \$22.7 million or 18.5% from the first quarter of 2001. This decrease is primarily due to the lower sales and lease revenue within North America. This also resulted in lower variable commission expense within this division as compared to prior year. The decline is slightly offset by producer compensation within the international operations which is typically fixed in nature and does not decrease as a result of lower revenue. As a result, commissions as a percentage of revenue decreased slightly to 44.8% in the current quarter, compared to 45.1% in the prior year quarter.

Operating, administrative and other on a consolidated basis was \$112.6 million, a decrease of \$22.9 million or 16.9% for the three months ended March 31, 2002, compared to the first quarter of the prior year. This decrease is due to cost cutting measures and operational efficiencies put in place in May 2001. An organizational restructure was also implemented after the merger transaction was completed that included the reduction of administrative staff in corporate and divisional headquarters and the scaling back of unprofitable operations. In addition, bonus incentives and profit share declined due to the Company's lower results.

Depreciation and amortization expense on a consolidated basis decreased by \$4.1 million or 35.1% due primarily to the discontinuation of goodwill amortization after the merger, in accordance with SFAS No. 142, *Goodwill and Other Intangible Assets*.

Merger-related and other nonrecurring charges on a consolidated basis were \$0.6 million for the three months ended March 31, 2002 and primarily consists of costs for professional services related to the merger.

Consolidated interest expense was \$16.0 million, an increase of \$7.0 million or 76.9% for the three months ended March 31, 2002, as compared to the three months ended March 31, 2001. This is attributable to the Company's increased debt as a result of the merger.

Income tax benefit on a consolidated basis was \$6.1 million for the three months ended March 31, 2002, as compared to \$3.1 million for the three months ended March 31, 2001. The income tax benefit and effective tax rate are not comparable between periods due to the merger. In addition, the Company adopted SFAS No. 142, which includes the elimination of the amortization of goodwill created under such merger transactions.

Segment Operations

Subsequent to the merger transaction, the Company reorganized its business segments as part of its efforts to reduce costs and streamline its operations. The Company now conducts and reports its operations through three geographically organized segments: (1) The Americas, (2) Europe, Middle East and Africa (EMEA), and (3) Asia Pacific. The Americas consist of the United States, Canada, Mexico and operations located in Central and South America. EMEA mainly consists of Europe, while Asia Pacific includes the operations in Asia, Australia and New Zealand. Previously, the Company reported its segments based on the applicable type of revenue transaction. The Americas prior year results include a nonrecurring pre-tax gain of \$5.6 million from the sale of mortgage fund contracts. The following unaudited table summarizes the revenue, cost and expenses, and operating income (loss) by operating segment for the three months ended March 31, 2002 and 2001:

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| | Three Months Ended March 31 | |
|---|-----------------------------|-----------------|
| | 2002 | 2001 |
| | (Dollars in thousands) | |
| <u>Americas</u> | | |
| Revenue | \$ 178,613 | \$ 222,513 |
| Costs and expenses: | | |
| Commissions, fees and other incentives | 77,611 | 100,322 |
| Operating, administrative and other | 86,782 | 105,019 |
| Depreciation and amortization | 5,491 | 8,395 |
| Merger-related and other nonrecurring charges | 582 | |
| Operating income | \$ 8,147 | \$ 8,777 |
| EBITDA, excluding merger-related and other nonrecurring charges | \$ 14,220 | \$ 17,172 |
| EBITDA, excluding merger-related and other nonrecurring charges, margin | 8.0% | 7.7% |
| <u>EMEA</u> | | |
| Revenue | \$ 30,073 | \$ 33,280 |
| Costs and expenses: | | |
| Commissions, fees and other incentives | 14,516 | 14,387 |
| Operating, administrative and other | 17,458 | 20,029 |
| Depreciation and amortization | 1,113 | 2,102 |
| Operating loss | \$ (3,014) | \$ (3,238) |
| EBITDA, excluding merger-related and other nonrecurring charges | \$ (1,901) | \$ (1,136) |
| EBITDA, excluding merger-related and other nonrecurring charges, margin | -6.3% | -3.4% |
| <u>Asia Pacific</u> | | |
| Revenue | \$ 15,304 | \$ 16,705 |
| Costs and expenses: | | |
| Commissions, fees and other incentives | 8,139 | 8,257 |
| Operating, administrative and other | 8,396 | 10,463 |
| Depreciation and amortization | 988 | 1,199 |
| Operating loss | \$ (2,219) | \$ (3,214) |
| EBITDA, excluding merger-related and other nonrecurring charges | \$ (1,231) | \$ (2,015) |
| EBITDA, excluding merger-related and other nonrecurring charges, margin | -8.0% | -12.1% |
| Total operating income | \$ 2,914 | \$ 2,325 |

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| | | | | |
|--|----|--------|----|--------|
| Total EBITDA, excluding merger-related and other nonrecurring charges | \$ | 11,088 | \$ | 14,021 |
|--|----|--------|----|--------|

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EBITDA, excluding merger-related and other nonrecurring charges is calculated as follows:

| | Three Months Ended March 31 | |
|---|-----------------------------|------------|
| | 2002 | 2001 |
| (Dollars in thousands) | | |
| <u>Americas</u> | | |
| Operating income | \$ 8,147 | \$ 8,777 |
| Add: | | |
| Depreciation and amortization | 5,491 | 8,395 |
| Merger-related and other nonrecurring charges | 582 | - |
| EBITDA, excluding merger-related and other nonrecurring charges | \$ 14,220 | \$ 17,172 |
| <u>EMEA</u> | | |
| Operating loss | \$ (3,014) | \$ (3,238) |
| Add: | | |
| Depreciation and amortization | 1,113 | 2,102 |
| EBITDA, excluding merger-related and other nonrecurring charges | \$ (1,901) | \$ (1,136) |
| <u>Asia Pacific</u> | | |
| Operating loss | \$ (2,219) | \$ (3,214) |
| Add: | | |
| Depreciation and amortization | 988 | 1,199 |
| EBITDA, excluding merger-related and other nonrecurring charges | \$ (1,231) | \$ (2,015) |

Three Months Ended March 31, 2002 Compared to Three Months Ended March 31, 2001

Americas

Revenue decreased by \$43.9 million or 19.7% for the three months ended March 31, 2002, compared to the three months ended March 31, 2001, attributable primarily to the weaker global economy. Lease revenue decreased by \$26.9 million and sales revenue declined by \$11.1 million due to the completion of a lower number of transactions, as well as a lower average value per transaction, during the first quarter of the current year compared to the first quarter of the prior year. Other revenue declined by \$3.8 million due to the sale of mortgage fund contracts in the prior year. Commissions, fees and other incentives decreased by \$22.7 million or 22.6% for the three months ended March 31, 2002, compared to the three months ended March 31, 2001, caused primarily by the lower lease and sales revenue. This also resulted in lower variable commission expense. As a result, commissions as a percentage of revenue decreased from 45.1% for the first quarter of the prior year to 43.5% for the first quarter in the current year. Operating, administrative and other decreased by \$18.2 million or 17.4% as a result of cost reduction and

efficiency measures put in place during May 2001, as well as the organizational restructure implemented after the merger. Key executive bonuses and profit share also declined, due to the lower results.

EMEA

Revenue decreased by \$3.2 million or 9.6% for the three months ended March 31, 2002, compared to the three months ended March 31, 2001. This was mainly driven by lower appraisal fees, and sales and lease revenue primarily attributable to the United Kingdom (UK) and a weaker economy in France. *Commissions, fees and other incentives* were comparable at \$14.5 million and \$14.4 million for the three months ended March 31, 2002 and 2001, respectively. Producer compensation in EMEA is typically fixed in nature and does not decrease with a decline in revenue. *Operating, administrative and other* decreased by \$2.6 million or 12.8% for the three months ended March 31, 2002 compared to the three months ended March 31, 2001, mainly attributable to cost containment measures and decreased executive bonuses and profit share due to the lower current year results.

Asia Pacific

Revenue decreased by \$1.4 million or 8.4% for the three months ended March 31, 2002, compared to the three months ended March 31, 2001. This was primarily driven by lower lease revenue in Australia and by a continuing weak economy in China. *Commissions, fees and other incentives* were comparable at \$8.1 million and \$8.3 million for the three months ended March 31, 2002 and 2001, respectively. Similar to EMEA, producer compensation is typically fixed in nature and does not decrease with a decline in revenue. *Operating, administrative and other* decreased by \$2.1 million or 19.8% for the three months ended March 31, 2002, compared to the three months ended March 31, 2001. The decrease is primarily due to lower personnel requirements and other cost containment measures put in place during May 2001, as well as the organizational restructure implemented after the merger.

Liquidity and Capital Resources

The Company believes it can satisfy its non-acquisition obligations, as well as its working capital requirements and funding of investments, with internally generated cash flow, borrowings under the revolving line of credit with CSFB or any replacement credit facilities. Material acquisitions, if any, that necessitate cash will require new sources of capital such as an expansion of the revolving credit facility and raising money by issuing additional debt or equity. The Company anticipates that its existing sources of liquidity, including cash flow from operations, will be sufficient to meet its anticipated non-acquisition cash requirements for the foreseeable future and in any event for the next twelve months and thereafter.

The 11¼% Senior Subordinated Notes, the senior credit facility and the 16% Senior Notes (Senior Notes) all contain numerous restrictive covenants that, among other things, limit the Company's ability to incur additional indebtedness, pay dividends or distributions to stockholders or repurchase capital stock or debt, make investments, sell assets or subsidiary stock, engage in transactions with affiliates, issue subsidiary equity and enter into consolidations or mergers. The debt agreements require the Company to maintain certain minimum levels of net worth, a minimum coverage ratio of interest and certain fixed charges and a maximum leverage and senior leverage ratio of earnings before interest, taxes, depreciation and amortization to funded debt (all as defined in the agreements). The agreements also restrict the payment of cash dividends and require the Company to pay a facility fee based on the total amount of the commitment.

The Senior Notes are solely the Company's obligation to repay. CBRE has neither guaranteed nor pledged any of its assets as collateral for the Senior Notes, and is not obligated to provide cashflow to the Company for repayment of these Senior Notes. However, the Company has no substantive assets or operations other than its investment in CBRE to meet any required principal and interest payments on the Senior Notes. The Company will depend on CBRE's cash flows to fund principal and interest payments as they come due.

On March 12, 2002, Moody's Investor Service downgraded the Company's senior secured term loans and Senior Subordinated Notes to B1 from Ba3 and to B3 from B2, respectively. This downgrade does not impact the Company's ability to borrow or affect the Company's interest rate for the senior secured term loans. Standard and Poor's ratings of the Company's senior secured term loans and Senior Subordinated Notes are currently BB- and B, respectively.

Net cash used in operating activities totaled \$56.5 million for the three months ended March 31, 2002, a decrease of \$47.7 million compared to the three months ended March 31, 2001. This decline was primarily due to lower payments for 2001 bonus and profit sharing made in the current year. This decline is due to the less favorable financial results in 2001 compared to the prior year quarter.

The Company utilized \$11.3 million in investing activities during the three months ended March 31, 2002, an increase of \$10.8 million compared to the prior year quarter. This increase was primarily due to the current year payment of expenses related to the acquisition of CBRE by the Company.

Net cash provided by financing activities totaled \$31.1 million for the three months ended March 31, 2002, compared to \$104.9 million for the three months ended March 31, 2001. This decrease was mainly attributable to a decline in the revolving credit facility balance at March 31, 2002 compared to prior year as less funds were needed to pay for bonuses and profit sharing during the current year quarter.

Litigation

Between November 12 and December 6, 2000, five putative class actions were filed in the Court of Chancery of the State of Delaware in and for New Castle County by various of CBRE's stockholders against the Company, CBRE, its directors and the buying group which has taken CBRE private. A similar action was also filed on November 17, 2000

in the Superior Court of the State of California in and for the County of Los Angeles. These actions all alleged that the offering price for shares of CBRE's common stock was unfair and inadequate and sought injunctive relief or rescission of the transaction and, in the alternative, money damages.

The five Delaware actions were subsequently consolidated and a lead counsel appointed. As of October 2, 2001, the parties to the Delaware litigation entered into a settlement agreement that was filed with the appropriate court in Delaware. On November 26, 2001, the Delaware court approved the settlement of the Delaware litigation, however, it reduced the fees payable to the lawyers for the plaintiffs. The lawyers for the plaintiffs have filed an appeal solely from the award of fees, resulting in a final judgment as to the dismissal of the claims of the plaintiffs and barring further prosecution of such claims or the commencement of other actions based on such claims. The actions in Delaware and California have been completely resolved, with the appeal from the Delaware award of fees being dismissed on February 1, 2002 and the California action being dismissed with prejudice on February 8, 2002.

The Company is a party to a number of pending or threatened lawsuits arising out of, or incident to, its ordinary course of business. Based on available cash and anticipated cash flows, the Company believes that the ultimate outcome of these lawsuits will not have an impact on the Company's ability to carry on its operations. Management believes that any liability that may result from disposition of these lawsuits will not have a material effect on the Company's consolidated financial position or results of operations.

Euro Conversion Disclosure

For the Company's European operation, a majority of the European Union member countries converted to a common currency, the Euro, on January 1, 1999, with the remaining countries converting by January 2002. The costs related to the conversion did not have a material impact on the Company's financial results.

Net Operating Losses

The Company had US federal income tax net operating losses (NOLs) of approximately \$9.5 million at March 31, 2002 and December 31, 2001.

The Company's ability to utilize NOLs of CBRE has been limited for the period from July 21, 2001 to December 31, 2001 and will be limited in subsequent years because CBRE experienced a change in ownership greater than 50% on July 20, 2001. As a result of the ownership change, the limitation was approximately \$5.2 million of its NOLs for the period from July 21, 2001 through December 31, 2001 and will be approximately \$11.4 million in year 2002 and in each subsequent year until fully utilized. The amount of NOLs is, in any event, subject to some uncertainty until the statute of limitations lapses after their utilization to offset taxable income.

Critical Accounting Policies

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The Company has identified revenue recognition and the principles of consolidation as critical accounting policies. The Company records real estate commissions on sales upon close of escrow or upon transfer of title. Real estate commissions on leases are generally recorded as income once the Company satisfies all obligations under the commission agreement. A typical commission agreement provides that the Company earns a portion of the lease commission upon the execution of the lease agreement by the tenant, while the remaining portion(s) of the lease commission is earned at a later date, usually upon tenant occupancy. The existence of any significant future contingencies will result in the delay of recognition of income until such contingencies are satisfied. For example, if the Company does not earn all or a portion of the lease commission until the tenant pays their first month's rent, and the lease agreement provides the tenant with a free rent period, the Company delays revenue recognition until cash rent is paid by the tenant. Investment management and property management fees are recognized when earned under the provisions of the related agreements. Appraisal fees are recorded after services have been rendered. Loan origination fees are recognized at the time the loan closes and the Company has no significant remaining obligations for performance in connection with the transaction, while loan servicing fees are recorded as principal and interest payments are collected from mortgagors. Other commissions and fees are recorded as income at the time the related services have been performed unless significant future contingencies exist.

The Company consolidates majority owned investments and separately discloses the equity attributable to minority shareholders' interests in subsidiaries in the consolidated balance sheets. Investments in unconsolidated subsidiaries in which the Company has the ability to exercise significant influence over operating and financial policies, but does not control, are accounted for by using the equity method. Accordingly, the Company's share of the earnings of these equity basis companies is included in consolidated net income. All other investments held on a long-term basis are valued at cost less any permanent impairment in value.

New Accounting Pronouncements

In June 2001, the FASB issued SFAS No. 141, *Business Combinations*, which supersedes APB Opinion No. 16, *Business Combinations* and SFAS No. 38, *Accounting for Pre-acquisition Contingencies of Purchased Enterprises*. SFAS No. 141 eliminates the pooling-of-interests method of accounting for business combinations and requires all business combinations to be accounted for by a single method—the purchase method. This statement is effective for all business combinations initiated after June 30, 2001. Accordingly, the Company accounted for the merger using the purchase method as prescribed by SFAS No. 141.

In June 2001, the FASB issued SFAS No. 142, *Goodwill and Other Intangible Assets*, which supersedes APB Opinion No. 17, *Intangible Assets*. Under SFAS No. 142, goodwill is no longer subject to amortization over its estimated useful life. Rather, goodwill will be subject to at least an annual assessment for impairment applying a fair-value based test. Additionally, an acquired intangible asset should be separately recognized if the benefit of the intangible asset is obtained through contractual or other legal rights, or if the intangible asset can be sold, transferred, licensed, rented, or exchanged, regardless of the acquirer's intent to do so. This statement is effective for fiscal years beginning after December 15, 2001, although early application is permitted for entities with fiscal years beginning after March 15, 2001. For acquisitions occurring after June 30, 2001, partial application of SFAS No. 142 is required, which includes the elimination of the amortization of goodwill created under such acquisitions and the requirement that intangible assets acquired be amortized in accordance with the provisions of SFAS No. 142. All other aspects of SFAS No. 142 must be applied under the timeframe discussed above. The Company has adopted the portion of this statement related to the elimination of the amortization of the goodwill created in the acquisition of CBRE and the amortization criteria for identifiable intangible assets acquired. The Company is currently evaluating the impact of the adoption of this statement in its entirety on its results of operations and financial position.

In June 2001, the FASB issued SFAS No. 143, *Accounting for Asset Retirement Obligations*. This statement applies to legal obligations associated with the retirement of long-lived assets that result from the acquisition, construction, development and (or) the normal operation of a long-lived asset, except for certain obligations of leases. The statement requires that the fair value of a liability for an asset retirement obligation be recognized in the period in which it is incurred if a reasonable estimate of its fair value can be made. The associated asset retirement costs are capitalized as part of the carrying amount of the long-lived asset. This statement is effective for financial statements issued for fiscal years beginning after June 15, 2002, although earlier application is encouraged. The Company is currently evaluating the impact of the adoption of this statement on its results of operations and financial position.

In August 2001, the FASB issued SFAS No. 144, *Accounting for the Impairment or Disposal of Long-Lived Assets*. This statement supersedes SFAS No. 121, *Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed of*. This statement establishes a single accounting model, based on the framework established in SFAS No. 121, for long-lived assets to be disposed of by sale. This statement is effective for financial statements issued for fiscal years beginning after December 15, 2001, and interim periods within those fiscal years, with early application encouraged. The Company is currently evaluating the impact of the adoption of this statement on its results of operations and financial position.

Safe Harbor Statement Regarding Outlook and Other Forward-Looking Data

Portions of this Form 10-Q, including Management's Discussion and Analysis of Financial Condition and Results of Operations, contain forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results and performance in future periods to be materially different from any future results or performance suggested in forward-looking statements in this Form 10-Q. Any forward-looking statements speak only as of the date of this report and the Company expressly disclaims any obligation to

update or revise any forward-looking statements found herein to reflect any changes in its expectations or results or any change in events. Factors that could cause results to differ materially include, but are not limited to: commercial real estate vacancy levels; employment conditions and their effect on vacancy rates; property values; rental rates; any general economic recession domestically or internationally; and general conditions of financial liquidity for real estate transactions.

Report of Management

The Company's management is responsible for the integrity of the financial data reported by it and its subsidiaries. Fulfilling this responsibility requires the preparation and presentation of consolidated financial statements in accordance with accounting principles generally accepted in the US. Management uses internal accounting controls,

corporate-wide policies and procedures and judgment so that these statements reflect fairly the consolidated financial position, results of operations and cash flows of the Company.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company's exposure to market risk consists of foreign currency exchange rate fluctuations related to international operations and changes in interest rates on debt obligations.

Approximately 25% of the Company's business is transacted in local currencies of foreign countries. The Company attempts to manage its exposure primarily by balancing monetary assets and liabilities, and maintaining cash positions only at levels necessary for operating purposes. While the international results of operations as measured in dollars are subject to foreign exchange rate fluctuations, the related risk is not considered material. The Company routinely monitors its transaction exposure to currency rate changes, and enters into currency forward and option contracts to limit its exposure, as appropriate. Gains and losses on contracts are recognized in accordance with the provisions of SFAS No. 138, *Accounting For Certain Derivative Instruments and Certain Hedging Activities* an Amendment of SFAS No. 133, *Accounting For Derivative Instruments and Hedging Activities*. The Company does not engage in any speculative activities.

The Company manages its interest expense by using a combination of fixed and variable rate debt. The Company utilizes sensitivity analyses to assess the potential effect of its variable rate debt. If interest rates were to increase by 53 basis points, approximately 10% of the weighted average variable rate at March 31, 2002, the net impact would be a decrease of \$.5 million on pre-tax income and cash provided by operating activities for the three months ending March 31, 2002.

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

Between November 12 and December 6, 2000, five putative class actions were filed in the Court of Chancery of the State of Delaware in and for New Castle County by various of CBRE's stockholders against the Company, CBRE, its directors and the buying group which has taken CBRE private. A similar action was also filed on November 17, 2000 in the Superior Court of the State of California in and for the County of Los Angeles. These actions all alleged that the offering price for shares of CBRE's common stock was unfair and inadequate and sought injunctive relief or rescission of the transaction and, in the alternative, money damages.

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The Company is a party to a number of pending or threatened lawsuits arising out of, or incident to, its ordinary course of business. Based on available cash and anticipated cash flows, the Company believes that the ultimate outcome of these lawsuits will not have an impact on the Company's ability to carry on its operations. Management believes that any liability that may result from the disposition of these lawsuits will not have a material effect on the Company's consolidated financial position or results of operations.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits

None

(b) Reports on Form 8-K

The registrant filed a Current Report on Form 8-K dated April 23, 2002 announcing that the client auditor relationship between the Company and Arthur Andersen LLP has ceased.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

CBRE HOLDING, INC.

Date: August 13, 2002

/s/ KENNETH J. KAY
Kenneth J. Kay
Chief Financial Officer