



COLLIERS INTERNATIONAL GROUP INC.

# Management's Discussion & Analysis

First Quarter | March 31, 2025

**COLLIERS INTERNATIONAL GROUP INC.**

Management's discussion and analysis  
For the three months ended March 31, 2025  
(in US dollars)  
May 9, 2025

*The following management's discussion and analysis ("MD&A") should be read together with the unaudited interim consolidated financial statements and the accompanying notes of Colliers International Group Inc. ("we," "us," "our," the "Company" or "Colliers") for the three months ended March 31, 2025, and the Company's audited consolidated financial statements and MD&A for the year ended December 31, 2024. The consolidated financial statements have been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). All financial information herein is presented in United States dollars.*

*The Company has prepared this MD&A with reference to National Instrument 51-102 – Continuous Disclosure Obligations of the Canadian Securities Administrators (the "CSA"). Under the U.S./Canada Multijurisdictional Disclosure System, the Company is permitted to prepare this MD&A in accordance with the disclosure requirements of Canada, which requirements are different from those of the United States. This MD&A provides information for the three months ended March 31, 2025, and up to and including May 9, 2025.*

*Additional information about the Company can be found on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca) and on EDGAR at [www.sec.gov](http://www.sec.gov).*

*This MD&A includes references to "internal revenue growth rate", "Adjusted EBITDA", "local currency revenue and Adjusted EBITDA growth rate", "Adjusted EPS", "assets under management ("AUM")" and "fee paying assets under management ("FPAUM")", which are financial measures that are not calculated in accordance with GAAP. For a reconciliation of these non-GAAP measures to the most directly comparable GAAP financial measures, see "Reconciliation of non-GAAP financial measures".*

**Consolidated review**

Our consolidated revenues for the three months ended March 31, 2025 were \$1.14 billion, an increase of 14% versus the prior year quarter (16% in local currency) on strong year-over-year gains and internal growth in our Engineering segment. The GAAP diluted net loss per share was \$0.08 as compared to diluted net earnings per share of \$0.26 in the prior year quarter, attributable to increases in (i) acquisition-related amortization, (ii) acquisition-related expenses and (iii) non-controlling interest redemption increment in the current period. Adjusted earnings per share (see "Reconciliation of non-GAAP financial measures" below) were \$0.87 relative to \$0.77 in the prior year. The increase was primarily attributable to (i) higher revenues and (ii) a lower income tax rate. GAAP diluted net earnings per share and adjusted earnings per share for the three months ended March 31, 2025 were not significantly impacted by changes in foreign exchange rates.

In March 2025, the Company acquired a controlling interest in Ethos Urban Pty Ltd., a 160-person urban planning and design advisory firm in Australia.

In April 2025, the Company announced it had entered into an agreement to acquire Triovest Inc., a provider of asset management, property management and advisory services in Canada. The transaction is expected to close in June 2025.

In May 2025, the Company completed the acquisition of Terra Consulting Group, bolstering its engineering capabilities in the US communication industry.

In May 2025, the Company completed the acquisition of Higher Ground Consulting, a multidisciplinary engineering consulting services company in Canada.

### Results of operations – three months ended March 31, 2025

For the three months ended March 31, 2025, revenues were \$1.14 billion, up 14% relative to the prior year quarter (16% in local currency). Acquisitions contributed 12% to local currency revenue growth and internally generated revenues were up 4%.

The GAAP operating earnings for the first quarter were \$31.6 million versus \$43.3 million in the prior year quarter. The operating earnings margin was 2.8% as compared to 4.3% in the prior year quarter, primarily attributable to significantly higher intangible asset amortization expense related to recent acquisitions, partly offset by higher revenues from both internal growth and acquisitions. Adjusted EBITDA (see “Reconciliation of non-GAAP financial measures” below) of \$116.0 million was up 7% versus \$108.7 million reported in the prior year quarter, on higher revenues and the favourable impact of acquisitions. The Adjusted EBITDA margin was 10.2% in the quarter relative to 10.8% in the prior year quarter with the decrease attributable to higher operating costs related to investments in recruiting as well as revenue mix.

Depreciation expense was \$18.6 million relative to \$15.4 million in the prior year quarter with the increase attributable to technology investments and the impact of recent business acquisitions.

Amortization expense was \$44.8 million, versus \$35.1 million recorded in the prior year quarter, primarily driven by recent Engineering acquisitions.

Net interest expense was \$22.5 million, versus \$19.9 million recorded in the prior year quarter. The average interest rate on debt during the period was 4.6%, relative to 4.8% in the prior year quarter.

Consolidated income tax expense for the quarter was \$4.7 million, relative to \$10.0 million in the prior year quarter. The current quarter’s effective tax rate of 34.6% versus 41.4% in the prior year quarter. The current and prior year quarter’s tax rates were impacted by valuation allowances on losses incurred in certain subsidiaries and permanent non-deductible expenses.

Net earnings for the quarter were \$8.9 million versus \$14.1 million in the prior year quarter.

Real Estate Services revenues totalled \$637.0 million, down 1% (up 1% in local currency) versus the prior year quarter. Capital Markets revenues were up 8% (10% in local currency) with solid growth across all asset classes and geographies. Leasing revenues declined 7% (5% in local currency) against a strong prior year comparative, particularly in certain specialty asset classes, but are expected to return to growth in future quarters. Outsourcing revenues were up 1% (3% in local currency) on higher valuation and property management activity. Adjusted EBITDA was \$39.1 million, down 12% (12% in local currency) in the seasonally slowest first quarter on continued elevated investments in recruiting in key markets globally as well as revenue mix.

Engineering revenues totalled \$377.9 million, up 59% (61% in local currency) compared to the prior year quarter driven by the favourable impact of recent acquisitions and strong internal growth. Adjusted EBITDA was \$24.0 million, up 84% (86% in local currency) over the prior year quarter.

Investment Management revenues were \$126.2 million, up 3% (3% in local currency) relative to the prior year quarter. Revenues excluding pass-through performance fees were essentially flat, as expected. Adjusted EBITDA was \$55.1 million, up 4% (4% in local currency) compared to the prior year quarter. AUM exceeded \$100 billion for the first time in Company history, closing the quarter at \$100.3 billion, up from \$98.9 billion as of December 31, 2024. FPAUM as of March 31, 2025 was \$50.2 billion, up slightly from \$50.0 billion as of December 31, 2024.

Unallocated global corporate costs as reported in Adjusted EBITDA were \$2.2 million relative to \$1.6 million in the prior year quarter.

**Summary of quarterly results**

The following table sets forth our quarterly consolidated results of operations data. The information in the table below has been derived from unaudited interim consolidated financial statements that, in management's opinion, have been prepared on a consistent basis and include all adjustments necessary for a fair presentation of information. The information below is not necessarily indicative of results for any future quarter.

**Summary of quarterly results - years ended December 31, 2025, 2024 and 2023**  
 (in thousands of US\$, except per share amounts)

	Q1	Q2	Q3	Q4
<b>Year ended December 31, 2025</b>				
Revenues	\$ 1,141,170			
Operating earnings	31,604			
Net earnings	8,918			
Basic net earnings (loss) per common share	(0.08)			
Diluted net earnings (loss) per common share	(0.08)			
<b>Year ended December 31, 2024</b>				
Revenues	\$ 1,001,980	\$ 1,139,368	\$ 1,179,059	\$ 1,501,617
Operating earnings	43,327	114,748	109,737	121,400
Net earnings	14,136	71,927	69,377	81,496
Basic net earnings per common share	0.26	0.73	0.74	1.49
Diluted net earnings per common share	0.26	0.73	0.73	1.47
<b>Year ended December 31, 2023</b>				
Revenues	\$ 965,903	\$ 1,078,038	\$ 1,056,032	\$ 1,235,168
Operating earnings	22,144	75,262	70,899	132,630
Net earnings (loss)	(907)	35,001	29,376	81,221
Basic net earnings (loss) per common share	(0.47)	(0.15)	0.53	1.42
Diluted net earnings (loss) per common share	(0.47)	(0.16)	0.53	1.42
<b>Other data <sup>1</sup></b>				
Adjusted EBITDA - 2025	\$ 116,044			
Adjusted EBITDA - 2024	108,695	\$ 155,624	\$ 154,636	\$ 225,290
Adjusted EBITDA - 2023	104,623	147,080	144,912	198,378
Adjusted EPS - 2025	0.87			
Adjusted EPS - 2024	0.77	1.36	1.32	2.26
Adjusted EPS - 2023	0.86	1.31	1.19	2.00

<sup>1</sup> See "Reconciliation of non-GAAP financial measures"

**Seasonality and quarterly fluctuations**

The Company historically generates peak revenues and earnings in the month of December followed by a low in January and February as a result of the timing of closings on Capital Markets transactions. Revenues and earnings during the balance of the year are relatively even. Capital Markets operations comprised 16% of consolidated annual revenues for 2024. Variations can be caused by business acquisitions which alter the consolidated service mix.

## Outlook for 2025

The Company's outlook for 2025 remains unchanged, on the key assumptions that (i) global trade uncertainty will lessen in the second half of the year, and (ii) interest rate volatility will not increase for the balance of the year. On a consolidated basis, high single digit to low-teens percentage revenue growth and low-teens Adjusted EBITDA and Adjusted EPS growth are expected.

The financial outlook is based on the Company's best available information as of the date of this MD&A, and remains subject to change based on numerous macroeconomic, geopolitical, international trade, health, social and related factors. The outlook does not include future acquisitions.

## Liquidity and capital resources

Net cash used by operating activities for the three months ended March 31, 2025 was \$84.5 million, versus \$137.6 million in the prior year on (i) improved working capital management as well as (ii) strong growth in Engineering which has lower cash flow seasonality. We believe that cash from operations and other existing resources, including our \$2.25 billion multi-currency Revolving Credit Facility ("Revolving Credit Facility"), will continue to be adequate to satisfy the ongoing working capital needs of the Company.

For the three months ended March 31, 2025, capital expenditures were \$14.7 million (March 31, 2024 - \$16.9 million). Capital expenditures for the year ending December 31, 2025 are expected to be between \$100-\$115 million and expected to be funded by cash on hand.

Net indebtedness is considered a supplementary financial measure and as of March 31, 2025 was \$1.48 billion (\$1.33 billion as of December 31, 2024). Net indebtedness is calculated as the current and non-current portion of long-term debt (excluding warehouse credit facilities, in accordance with our debt agreements) less cash and cash equivalents. As of March 31, 2025, the Company's financial leverage ratio expressed in terms of net debt to pro forma Adjusted EBITDA, as defined in our debt agreements, was 2.2x (2.0x as of December 31, 2024), relative to a maximum of 3.5x permitted under our debt agreements. We were in compliance with the covenants contained in our debt agreements as of March 31, 2025 and, based on our outlook for 2025, we expect to remain in compliance with these covenants.

The Company's Revolving Credit Facility is sustainability-linked and includes pricing adjustments tied to achievements of performance targets over time aligned with Colliers' Elevate the Built Environment framework available on corporate.colliers.com. These targets include: (i) reducing greenhouse gas emissions consistent with the Science-Based Targets initiative ("SBTi"); (ii) increasing female representation in management roles and (iii) ensuring Colliers-occupied offices obtain the WELL Health-Safety certification. As of July 2024, the Company met a majority of its sustainability targets for 2023 and achieved a three-basis point reduction in the borrowing cost on the Revolving Credit Facility. As of March 31, 2025, the Company had \$1.10 billion of unused credit under the Revolving Credit Facility.

Colliers Mortgage utilizes warehouse credit facilities for the purpose of funding warehouse receivables. Warehouse receivables represent mortgage loans receivable, the majority of which are offset by borrowings under warehouse credit facilities which fund loans that financial institutions have committed to purchase. The warehouse credit facilities are excluded from the financial leverage calculations under our debt agreements.

The Company's accounts receivable facility (the "AR Facility") (which includes selected US and Canadian trade accounts receivable) with two third-party financial institutions has committed availability of \$200 million for a term extending to December 2025. The AR Facility is recorded as a sale of accounts receivable, and accordingly sold receivables are derecognized from the consolidated balance sheet. The AR Facility results in a decrease to our borrowing costs. As of March 31, 2025, the Company's AR Facility was fully drawn.

As of March 31, 2025, the Company holds three land assets in the US, infrastructure debt and equity securities as warehouse fund assets in relation to seeding new funds in its Investment Management segment. These assets are expected to be transferred to the respective funds during the year with a de minimus gain. The Company recorded the corresponding assets and liabilities on the consolidated balance sheet (see note 5 in our consolidated financial statements). We expect to enter into similar transactions from time to time in the future to facilitate the formation of new Investment Management funds.

The Company pays semi-annual dividends in cash after the end of the second and fourth quarters to shareholders of record on the last business day of the quarter. The Company's policy is to pay dividends on its common shares in the future, subject to the

discretion of our Board of Directors. On December 3, 2024, the Company's Board of Directors declared a semi-annual dividend of \$0.15 per share to shareholders of record on December 31, 2024, paid on January 14, 2025. Total common share dividends paid by the Company during the three months ended March 31, 2025 were \$7.6 million (March 31, 2024 - \$7.1 million).

During the three months ended March 31, 2025, the Company invested cash in acquisitions as follows: \$9.5 million in acquisition of new businesses, \$5.5 million in purchases of redeemable non-controlling interest and \$4.5 million in contingent consideration payments. All acquisitions during the period were funded from borrowings on the Revolving Credit Facility and cash on hand (see note 4 in our consolidated financial statements). The Company expects to fund future acquisitions with borrowings on the Revolving Credit Facility and cash on hand.

Unless it contains an element of compensation, contingent consideration, in relation to acquisitions, is recorded at fair value each reporting period. The fair value recorded on the consolidated balance sheet as at March 31, 2025 was \$34.4 million (December 31, 2024 - \$36.7 million). Contingent consideration with a compensatory element is revalued at each reporting period and recognized on a straight-line basis over the term of the contingent consideration arrangement. The liability recorded on the consolidated balance sheet for the compensatory element of contingent consideration arrangements as at March 31, 2025 was \$44.8 million (December 31, 2024 - \$44.3 million). The contingent consideration is based on achieving specified earnings levels and is paid or payable after the end of the relevant contingency periods. As at March 31, 2025, the Company expects to make earnout payments in the range of \$132.0 million to \$340.5 million during the period extending to March 2029, relative to a contractual maximum of \$340.5 million (December 31, 2024 - \$345.3 million).

The following table summarizes our contractual obligations as at March 31, 2025:

Contractual obligations (in thousands of US\$)	Payments due by period				
	Total	Less than 1 year	1-3 years	4-5 years	After 5 years
Long-term debt	\$ 1,654,142	\$ 5,522	\$ 2,245	\$ 1,362,215	\$ 284,160
Mortgage warehouse credit facilities	81,226	81,226	-	-	-
Liabilities related to warehouse fund assets	105,328	83,539	21,789	-	-
Interest on long-term debt <sup>(1)</sup>	59,550	12,115	23,444	14,001	9,990
Finance lease obligations	12,682	3,843	6,944	1,895	-
Contingent acquisition consideration <sup>(2)</sup>	34,396	28,229	995	5,048	124
Operating leases obligations	669,181	115,151	181,338	135,808	236,884
Purchase commitments	51,787	27,622	13,442	3,232	7,491
Co-investment commitments	30,318	30,318	-	-	-
<b>Total contractual obligations</b>	<b>\$ 2,698,610</b>	<b>\$ 387,565</b>	<b>\$ 250,197</b>	<b>\$ 1,522,199</b>	<b>\$ 538,649</b>

(1) Figures do not include interest payments for borrowings under the Revolving Credit Facility. Assuming the Revolving Credit Facility is held until maturity, using current interest rate, we estimate that we will make \$323.0 million of interest payments, \$69.2 million of which will be made in the next 12 months.

(2) Estimated fair value as at March 31, 2025.

As at March 31, 2025, we had commercial commitments totaling \$18.7 million comprised of letters of credit outstanding due to expire within one year.

### **Redeemable non-controlling interests**

In most operations where managers or employees are also non-controlling owners, the Company is party to shareholders' agreements. These agreements allow us to "call" the redeemable non-controlling interests ("RNCI") at a value determined with the use of a formula price, which is in most cases equal to a multiple of trailing two-year average earnings, less debt. Non-controlling owners may also "put" their interest to the Company at the same price, with certain limitations including (i) the inability to "put" more than 25% to 50% of their holdings in any twelve-month period and (ii) the inability to "put" any holdings for at least one year after the date of our initial acquisition of the business or the date the non-controlling shareholder acquired their interest, as the case may be.

The total value of the RNCI (the "redemption amount"), as calculated in accordance with shareholders' agreements, was \$959.0 million as of March 31, 2025 (December 31, 2024 - \$958.6 million). The amount recorded on our balance sheet under the caption "redeemable non-controlling interests" is the greater of (i) the redemption amount (as above) or (ii) the amount initially recorded as RNCI at the date of inception of the minority equity position. As at March 31, 2025, the RNCI recorded on the balance sheet was \$1.16 billion (December 31, 2024 - \$1.15 billion). The purchase prices of the RNCI may be paid in cash or in Subordinate Voting Shares of Colliers.

### **Critical accounting estimates**

Critical accounting estimates are those that we deem to be most important to the portrayal of our financial condition and results of operations, and that require management's most difficult, subjective or complex judgments due to the need to make estimates about the effects of matters that are inherently uncertain. We have identified six critical accounting estimates, which are discussed below.

1. *Revenue recognition.* We earn revenues from Leasing and Capital Markets brokerage transaction commissions, advisory fees, debt finance fees, property management fees, project management fees, engineering and design fees, loan servicing fees and investment management fees (including carried interest). Some of the contractual terms related to the process of earning revenue from these sources, including potentially contingent events, can be complex and may require us to make judgments about the timing of when we should recognize revenue and whether revenue should be reported on a gross basis or net basis. Changes in judgments could result in a change in the period in which revenues are reported, or in the amounts of revenue and cost of revenue reported.
2. *Goodwill.* Goodwill impairment testing involves assessing whether events have occurred that would indicate potential impairment and making estimates concerning the fair values of reporting units and then comparing the fair value to the carrying amount of each unit. The determination of what constitutes a reporting unit requires significant management judgment. We have three reporting units, consistent with our three operating segments. Goodwill is attributed to the reporting units at the time of acquisition. Estimates of fair value can be impacted by changes in the business environment, prolonged economic downturns or declines in the market value of the Company's own shares and therefore require significant management judgment in their determination. When events have occurred that would suggest a potential decrease in fair value, the determination of fair value is calculated with reference to a discounted cash flow model which requires management to make certain estimates. The most sensitive estimates are estimated future cash flows and the discount rate applied to future cash flows. Changes in these assumptions could result in a materially different fair value.
3. *Business combinations.* The determination of fair values of assets acquired and liabilities assumed in business combinations requires the use of estimates and management judgment, particularly in determining fair values of intangible assets acquired. For example, if different assumptions were used regarding the profitability and expected attrition rates of acquired customer relationships or forecasted committed capital and assets under management related to asset management contracts, different amounts of intangible assets and related amortization could be reported.
4. *Contingent acquisition consideration.* Contingent consideration is required to be measured at fair value at the acquisition date and at each balance sheet date until the contingency expires or is settled. The fair value at the acquisition date is a component of the purchase price; subsequent changes in fair value are reflected in earnings. Most acquisitions made by us have a contingent consideration feature, which is usually based on the acquired entity's profitability (measured in terms of Adjusted EBITDA) during a one to five year period after the acquisition date. Significant estimates are required to measure the fair value of contingent consideration, including forecasting profits for the contingency period and the selection of an appropriate discount rate.

5. *Mortgage servicing rights ("MSRs")*. MSRs, or the rights to service mortgage loans for others, result from the sale or securitization of loans originated by the Company and are recognized as intangible assets on the consolidated balance sheet. The Company initially recognizes MSRs based on the fair value of these rights on the date the loans are sold. Subsequent to initial recognition, MSRs are amortized and carried at the lower of amortized cost or fair value. They are amortized in proportion to and over the estimated period that net servicing income is expected to be received based on projections and timing of estimated future net cash flows.
6. *Allowance for credit loss reserves*. Colliers Mortgage is obligated to share in losses, if any, related to mortgages originated under the Fannie Mae Delegated Underwriting and Servicing ("DUS") Program. These obligations expose the Company to credit risk on mortgage loans for which the Company is providing underwriting, servicing, or other services under the DUS Program. Net losses on defaulted loans are shared with Fannie Mae based upon established loss-sharing ratios, and typically, the Company is subject to sharing up to one-third of incurred losses on loans originated under the DUS Program. As of March 31, 2025, the Company has funded and sold loans subject to such loss sharing obligations with an aggregate unpaid principal balance of approximately \$5.6 billion. As at March 31, 2025, the loss reserve was \$13.1 million (December 31, 2024 - \$13.6 million) and was included within Other liabilities on the consolidated balance sheet.

### Reconciliation of non-GAAP financial measures

In this MD&A, we make reference to certain financial measures that are not calculated in accordance with GAAP.

Adjusted EBITDA is defined as net earnings, adjusted to exclude: (i) income tax; (ii) other income; (iii) interest expense; (iv) depreciation and amortization, including amortization of mortgage servicing rights ("MSRs"); (v) gains attributable to MSRs; (vi) acquisition-related items (including contingent acquisition consideration fair value adjustments, contingent acquisition consideration-related compensation expense and transaction costs); (vii) restructuring costs and (viii) stock-based compensation expense, including related to the CEO's performance-based long-term incentive plan ("LTIP"). We use Adjusted EBITDA to evaluate our own operating performance and our ability to service debt, as well as an integral part of our planning and reporting systems. Additionally, we use this measure in conjunction with discounted cash flow models to determine the Company's overall enterprise valuation and to evaluate acquisition targets. We present Adjusted EBITDA as a supplemental measure because we believe such measure is useful to investors as a reasonable indicator of operating performance because of the low capital intensity of the Company's service operations. We believe this measure is a financial metric used by many investors to compare companies, especially in the services industry. This measure is not a recognized measure of financial performance of the consolidated Company under GAAP in the United States, and should not be considered as a substitute for operating earnings, net earnings or cash flow from operating activities, as determined in accordance with GAAP. Our method of calculating Adjusted EBITDA may differ from other issuers and accordingly, this measure may not be comparable to measures used by other issuers. A reconciliation of net earnings to Adjusted EBITDA appears below.

<i>(in thousands of US\$)</i>	<b>Three months ended</b>	
	<b>March 31</b>	
	<b>2025</b>	<b>2024</b>
<b>Net earnings</b>	\$ 8,918	\$ 14,136
Income tax	4,712	9,970
Other income, including equity earnings from non-consolidated investments	(4,574)	(651)
Interest expense, net	22,548	19,872
Operating earnings	<u>31,604</u>	<u>43,327</u>
Depreciation and amortization	63,402	50,508
Gains attributable to MSRs	(4,039)	(1,315)
Equity earnings from non-consolidated investments	3,734	436
Acquisition-related items	9,381	1,940
Restructuring costs	5,310	7,111
Stock-based compensation expense	6,652	6,688
<b>Adjusted EBITDA</b>	<u>\$ 116,044</u>	<u>\$ 108,695</u>

Adjusted EPS is defined as diluted net earnings per share adjusted for the effect, after income tax, of: (i) the non-controlling interest redemption increment; (ii) amortization expense related to intangible assets recognized in connection with acquisitions and MSRs; (iii) gains attributable to MSRs; (iv) acquisition-related items; (v) restructuring costs and (vi) stock-based compensation expense, including related to the CEO's LTIP. We believe this measure is useful to investors because it provides a supplemental way to understand the underlying operating performance of the Company and enhances the comparability of operating results from period to period. Adjusted EPS is not a recognized measure of financial performance under GAAP, and should not be considered as a substitute for diluted net earnings per share from continuing operations, as determined in accordance with GAAP. Our method of calculating this non-GAAP measure may differ from other issuers and, accordingly, this measure may not be comparable to measures used by other issuers. A reconciliation of net earnings to adjusted net earnings and of diluted net earnings per share to adjusted EPS appears below.

<i>(in thousands of US\$)</i>	<b>Three months ended</b>	
	<b>March 31</b>	
	<b>2025</b>	<b>2024</b>
<b>Net earnings</b>	\$ 8,918	\$ 14,136
Non-controlling interest share of earnings	(5,729)	(8,921)
Amortization of intangible assets	44,755	35,086
Gains attributable to MSRs	(4,039)	(1,315)
Acquisition-related items	9,381	1,940
Restructuring costs	5,310	7,111
Stock-based compensation expense	6,652	6,688
Income tax on adjustments	(13,482)	(11,127)
Non-controlling interest on adjustments	(7,626)	(6,130)
<b>Adjusted net earnings</b>	<b>\$ 44,140</b>	<b>\$ 37,468</b>

<i>(in US\$)</i>	<b>Three months ended</b>	
	<b>March 31</b>	
	<b>2025</b>	<b>2024</b>
<b>Diluted net earnings (loss) per common share</b>	\$ (0.08)	\$ 0.26
Non-controlling interest redemption increment	0.15	(0.15)
Amortization expense, net of tax	0.56	0.47
Gains attributable to MSRs, net of tax	(0.05)	(0.01)
Acquisition-related items	0.11	(0.02)
Restructuring costs, net of tax	0.08	0.11
Stock-based compensation expense, net of tax	0.10	0.11
<b>Adjusted EPS</b>	<b>\$ 0.87</b>	<b>\$ 0.77</b>
<b>Diluted weighted average shares for Adjusted EPS (thousands)</b>	<b>50,978</b>	<b>48,845</b>

We believe that the presentation of Adjusted EBITDA and adjusted earnings per share, which are non-GAAP financial measures, provides important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations. We use these non-GAAP financial measures when evaluating operating performance because we believe that the inclusion or exclusion of the items described above, for which the amounts are non-cash or non-recurring in nature, provides a supplemental measure of our operating results that facilitates comparability of our operating performance from period to period, against our business model objectives, and against other companies in our industry. We have chosen to provide this information to investors so they can analyze our operating results in the same way that management does and use this information in their assessment of our core business and the valuation of the Company. Adjusted EBITDA and adjusted earnings per share are not calculated in accordance with GAAP, and should be considered supplemental to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. Non-GAAP financial measures have limitations in that they do not reflect all of the costs or benefits associated with the operations of our business as determined in accordance with GAAP. As a result, investors should not consider these measures in isolation or as a substitute for analysis of our results as reported under GAAP.

Percentage revenue and Adjusted EBITDA variances presented on a local currency basis are calculated by translating the current period results of our non-US dollar denominated operations to US dollars using the foreign currency exchange rates from the

periods against which the current period results are being compared. Percentage revenue variances presented on an internal growth basis are calculated assuming no impact from acquired entities in the current and prior periods. Revenue from acquired entities, including any foreign exchange impacts, are treated as acquisition growth until the respective anniversaries of the acquisitions. We believe that these revenue growth rate methodologies provide a framework for assessing the Company's performance and operations excluding the effects of foreign currency exchange rate fluctuations and acquisitions. Since these revenue growth rate measures are not calculated under GAAP, they may not be comparable to similar measures used by other issuers.

We use the term assets under management ("AUM") as a measure of the scale of our Investment Management operations. AUM is defined as the gross market value of operating assets and the projected gross cost of development assets of the funds, partnerships and accounts to which we provide management and advisory services, including capital that such funds, partnerships and accounts have the right to call from investors pursuant to capital commitments. Our definition of AUM may differ from those used by other issuers and as such may not be directly comparable to similar measures used by other issuers.

We use the term fee paying assets under management ("FPAUM") to represent only the AUM on which the Company is entitled to receive management fees. We believe this measure is useful in providing additional insight into the capital base upon which the Company earns management fees. Our definition of FPAUM may differ from those used by other issuers and as such may not be directly comparable to similar measures used by other issuers.

### **Recently issued accounting guidance, not yet adopted**

#### *Improvements to Income Tax Disclosures*

In December 2023, FASB issued ASU No. 2023-09 *Improvements to Income Tax Disclosures*. The amendments in this update encourage transparency in income tax disclosures by requiring consistent categories and greater disaggregation of information in the rate reconciliation and income taxes paid disclosures. The amendments are effective for annual periods beginning after December 15, 2024 with early adoption permitted and should be applied on a prospective basis, however, retrospective application is permitted. The Company is currently assessing the impacts of this ASU on its annual disclosures.

#### *Reporting Comprehensive Income – Expense Disaggregation Disclosures*

In November 2024, FASB issued ASU No. 2024-03 *Expense Disaggregation Disclosures* and in January 2025 FASB issued ASU No. 2025-01 *Income Statement – Reporting Comprehensive Income – Expense Disaggregation Disclosures (Subtopic 220-40) Clarifying the Effective Date*. The amendments in this Update aim to improve disclosures for commonly presented expense captions (such as cost of sales, selling, general and administrative expenses and research and development). The amendments are effective for annual periods beginning after December 15, 2026 with early adoption permitted that must be applied on a prospective basis, however, retrospective application is allowed. The Company is currently assessing the impacts of this ASU on its disclosures.

### **Financial instruments**

We use financial instruments as part of our strategy to manage the risk associated with interest rates and currency exchange rates. We do not use financial instruments for trading or speculative purposes.

In July and December 2022, the Company entered into interest rate swap agreements (the "2022 IRS") to convert SOFR floating interest rates to fixed rates to hedge \$150.0 million and \$250.0 million of US dollar borrowings under the Revolving Credit Facility at fixed interest rates of 2.8020% and 3.5920%, respectively. In April 2023 and December 2023, the Company entered into a similar swap agreement (the "2023 IRS") to hedge an additional \$100.0 million and \$100.0 million of US dollar borrowings under the Revolving Credit Facility at a fixed interest rate of 3.7250% and 4.000%, respectively. The 2022 IRS and 2023 IRS have a maturity of May 27, 2027. The swaps are measured at fair value on the consolidated balance sheet. Gains or losses on the 2022 IRS and 2023 IRS, which are determined to be effective as hedges, are reported in other comprehensive income.

Financial instruments involve risks, such as the risk that counterparties may fail to honor their obligations under these arrangements. If we have financial instruments outstanding and such events occur, our results of operations and financial position may be adversely affected.

### **Transactions with related parties**

As at March 31, 2025, the Company had \$2.1 million of loans receivable from shareholders of subsidiaries (December 31, 2024 - \$2.1 million). The majority of the loans receivable represent amounts to finance the sale of non-controlling interests in subsidiaries to senior managers. The loans are of varying principal amounts and interest rates which range from nil to 6.0%. These loans are due on demand or mature on various dates up to 2030 but are open for repayment without penalty at any time.

### **Outstanding share data**

The authorized capital of the Company consists of an unlimited number of preference shares, issuable in series, an unlimited number of Subordinate Voting Shares and an unlimited number of Multiple Voting Shares. The holders of Subordinate Voting Shares are entitled to one vote in respect of each Subordinate Voting Share held at all meetings of the shareholders of the Company. The holders of Multiple Voting Shares are entitled to twenty votes in respect of each Multiple Voting Share held at all meetings of the shareholders of the Company. Each Multiple Voting Share is convertible into one Subordinate Voting Share at any time at the election of the holders thereof.

As of the date hereof, the Company has outstanding 49,297,832 Subordinate Voting Shares and 1,325,694 Multiple Voting Shares. In addition, as at the date hereof 3,300,200 Subordinate Voting Shares are issuable upon exercise of options granted under the Company's stock option plan.

On May 7, 2025, the Company announced a Normal Course Issuer Bid ("NCIB") effective from May 9, 2025 to May 8, 2026. The Company is entitled to repurchase up to 4,300,000 Subordinate Voting Shares on the open market pursuant to the NCIB.

### **Canadian tax treatment of common share dividends**

For the purposes of the enhanced dividend tax credit rules contained in the *Income Tax Act (Canada)* and any corresponding provincial and territorial tax legislation, all dividends (and deemed dividends) paid by us to Canadian residents on our Subordinate Voting Shares and Multiple Voting Shares are designated as "eligible dividends". Unless stated otherwise, all dividends (and deemed dividends) paid by us hereafter are designated as "eligible dividends" for the purposes of such rules.

### **Disclosure controls and procedures**

Disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed in reports filed or submitted by us under U.S. and Canadian securities legislation is recorded, processed, summarized and reported within the time periods specified in those rules, and include controls and procedures designed to ensure that information required to be disclosed in reports filed or submitted by us under U.S. and Canadian securities legislation is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, as appropriate, to permit timely decisions regarding required disclosure. The Chief Executive Officer and Chief Financial Officer have evaluated the effectiveness of the design and operation of our disclosure controls and procedures, as defined in the rules of the U.S. Securities and Exchange Commission and the Canadian Securities Administrators, as at March 31, 2025. Based on this evaluation, the Chief Executive Officer and Chief Financial Officer have concluded that our disclosure controls and procedures were effective as at March 31, 2025.

### **Changes in internal control over financial reporting**

Our management is responsible for establishing and maintaining adequate internal control over financial reporting. Any system of internal control over financial reporting, no matter how well-designed, has inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation. Management has used the Committee of Sponsoring Organizations of the Treadway Commission (COSO) 2013 framework to evaluate the effectiveness of our internal control over financial reporting. Based on this assessment, management has concluded that as at March 31, 2025, our internal control over financial reporting was effective.

During the three months ended March 31, 2025, there were no changes in our internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

### **Legal proceedings**

There are no legal proceedings to which Colliers is a party to, or in respect of which, any of the property of Colliers is the subject of, which is or was material to Colliers during 2025, and Colliers is not aware of any such legal proceedings that are contemplated. In the normal course of operations, Colliers is subject to routine immaterial claims and litigation incidental to its business. Litigation currently pending or threatened against Colliers includes disputes with former employees and commercial liability claims related

to services provided by Colliers. Colliers believes resolution of such proceedings, combined with amounts set aside, will not have a material impact on the Company's financial condition or the results of operations.

### **Forward-looking statements and risks**

This MD&A contains forward-looking statements with respect to expected financial performance, strategy and business conditions. The words "believe," "anticipate," "estimate," "plan," "expect," "intend," "may," "project," "will," "would," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. These statements reflect management's current beliefs with respect to future events and are based on information currently available to management. Forward-looking statements involve significant known and unknown risk and uncertainties. Many factors could cause our actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. Factors which may cause such differences include, but are not limited to those set out below and those set out in detail in the "Risk Factors" section of the Company's Annual Information Form:

- Economic conditions, especially as they relate to rising interest rates, commercial and consumer credit conditions and business spending, particularly in regions where our operations may be concentrated.
- Rising inflation and its impact on compensation costs, hiring and retention of talent, and the Company's ability to recover costs from our clients.
- Political conditions, including political instability, any outbreak or escalation of hostilities, elections, referenda, trade policy changes, immigration policy changes and terrorism and the impact thereof on our business.
- Commercial real estate and real asset values, vacancy rates and general conditions of financial liquidity for transactions.
- The effect of significant movements in average capitalization rates across different property types.
- A change in or loss of our relationship with US government agencies.
- Defaults by borrowers on loans originated under the Fannie Mae DUS Program.
- A reduction by clients in their reliance on outsourcing for their commercial real estate needs.
- Competition in the markets served by the Company.
- The impact of changes in the market value of assets under management on the performance of our Investment Management business.
- A decline in our ability to fundraise in our Investment Management operations, or an increase in redemptions from our perpetual funds and separately managed accounts.
- A decline in our ability to attract, recruit and retain talent.
- A decline in our performance impacting our continued compliance with the financial covenants under our debt agreements, or our ability to negotiate a waiver of certain covenants with our lenders.
- The effect of increases in interest rates on our cost of borrowing.
- Unexpected increases in operating costs, such as insurance, workers' compensation and health care.
- Changes in the frequency or severity of insurance incidents relative to our historical experience.
- The effects of changes in foreign exchange rates in relation to the US dollar on the Company's Canadian dollar, Euro, Australian dollar and UK pound sterling denominated revenues and expenses.
- A decline in our ability to identify and make acquisitions at reasonable prices and successfully integrate acquired operations.
- Disruptions, cyber attacks or security failures in our information technology systems, and our ability to recover from such incidents.
- The ability to comply with laws and regulations related to our global operations, including real estate and mortgage banking licensure, labour and employment laws and regulations, as well as the anti-corruption laws and trade sanctions.
- Changes in climate and environment-related policies that directly impact our businesses.
- Changes in government laws and policies at the federal, state/provincial or local level that directly impact our businesses.

We caution that the foregoing list is not exhaustive of all possible factors, as other factors could adversely affect our results, performance or achievements. The reader is cautioned against undue reliance on these forward-looking statements. Although we believe that the assumptions underlying our forward-looking statements are reasonable, any of the assumptions could prove inaccurate and, therefore, there can be no assurance that the results contemplated in such forward-looking statements will be realized. The inclusion of such forward-looking statements should not be regarded as a representation by the Company or any other person that the future events, plans or expectations contemplated by the Company will be achieved. We note that past performance in operations and share price are not necessarily predictive of future performance. We disclaim any intention and

assume no obligation to update or revise any forward-looking statement even if new information becomes available, as a result of future events or for any other reason.

**Additional information**

Additional information about Colliers, including our Annual Information Form for the year ended December 31, 2024, is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca) and on EDGAR at [www.sec.gov](http://www.sec.gov). Further information about us can also be obtained at [www.colliers.com](http://www.colliers.com).