



*Real value in a changing world*

Driving **growth** through  
energy and sustainability  
services



# Firm overview

- Leading global market positions bolstered by over 30 mergers and acquisitions since 2005
- Corporate Outsourcing drives growth and provides annuity revenue
- LaSalle Investment Management - a premier global investment manager winning new mandates
- Cash generating business model with low leverage balance sheet

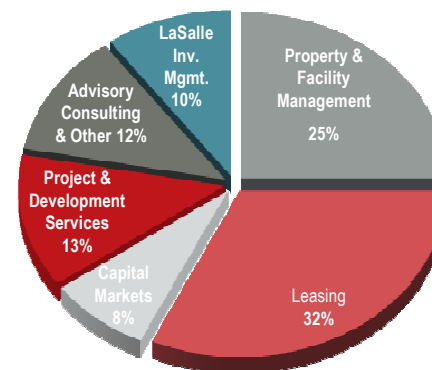
## Revenue by Segment (1)

	YTD 2010	FY 2009	FY 2008 (2)
Americas	42%	42%	35%
EMEA	25%	26%	32%
Asia Pacific	23%	22%	20%
LaSalle Investment Mgmt.	10%	10%	13%
<b>Consolidated</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

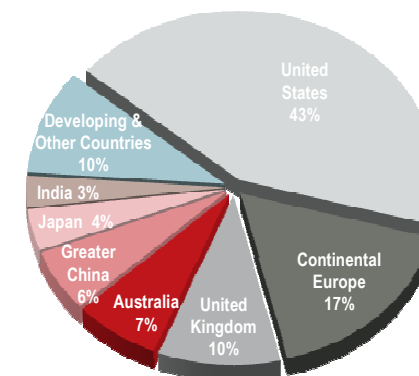
(1) Excludes equity losses

(2) Includes Staubach revenue commencing July 11, 2008

## 2009 Revenue = \$2.5 billion



## Diversified Service Lines...



## ... And Global Market Reach

# Setting the industry standard

## Premier Leading Global Platform

- Approximately 180 offices in over 60 countries worldwide
- Research-driven global investment management business
- Client demands for global expertise satisfied by few providers



## Positioned for Short and Long Term Success

- Premier and expanding position in the corporate outsourcing space
- Expand share in local markets
- Leading global investment management business



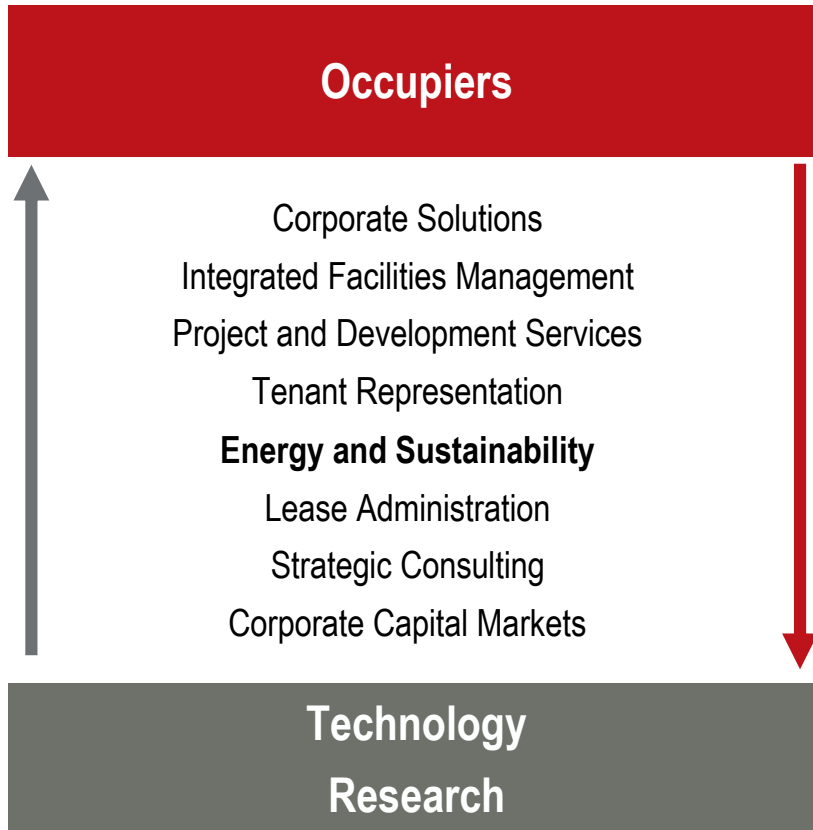
## Solid Financial Strength and Position

- Diversified revenues by service line and geography
- Solid balance sheet with investment-grade ratings
- Strong global platform positioned for opportunity & market recovery



Global Firm of the Year

# Full-scale, strategic support for complex needs



Our professionals are leaders in real estate and energy services outsourcing, and are uniquely qualified to create significant value for our commercial real estate and corporate clients.

We help them manage facilities, identify projects, facilitate project financing, execute transactions and oversee their development in a manner that meets the client's stated goals.

# We are driving change



Colin Dyer  
CEO, Jones Lang LaSalle

Sustainability is not just good for the environment, it's good for business.

We are addressing environmental challenges through the advice we give our clients.

We are developing and applying leading standards and improvements to dramatically reduce our footprint and helping our clients do the same.

# sustainability

# Integrated Sustainable Solution - Energy and sustainability services



# Consulting

Jones Lang LaSalle offers

a **robust** set of **sustainability** programs,

tools and industry connections,

providing the **roadmap** to your sustainability goals.

# Assessment and Certification

Jones Lang LaSalle **manages** the assessment  
and certification process on your behalf.

Understanding how your building currently **performs**  
is essential in developing an  
**effective sustainability program.**

# Energy Services

Jones Lang LaSalle's portfolio energy management program

can lower your **operational expenses**

in energy by as much as **40 percent.**

# Energy and sustainability service offerings

## Consulting

- High-ROI sustainability programs
- Green lease services
- Green IT infrastructure services
- Employee engagement and educational services
- Workplace strategy?

## Assessment & Certification

- Green Globes assessment and certification management
- LEED gap analysis and certification management

## Energy Services

- Baseline energy and GHG performance
- ENERGY STAR
- Energy commodity procurement
- Energy audits
- Energy Treasure Hunt program
- Portfolio Energy and Sustainability Management Programs
- Existing Building Commissioning (EB-Cx)
- Integrated energy retrofits
- Solar power solutions

Integrated Sustainable Solution

# Energy Management Services



- Strategic Energy Plan
  - Energy Program Ownership
  - Energy Accounting
  - Energy Assessments
    - Operational Improvements
    - Infrastructure Improvements/Capital Investments
    - Demand Response
  - Explore Deregulation/Alternative Supply Opportunities
  - Utility Bill and Rate Analysis
  - Performance Reporting
  - Operational and Efficiency Standards
  - Energy Awareness Programs

# Industry Trends

- Solar technology and pricepoints driving toward more market driven offering
- Energy services demand increasing led by need to reduce operating expenses
- Regulatory environment adding additional requirements for carbon reporting, energy reduction, and certification criteria



# The ultimate upgrade

## The Empire State Building – New York

### Challenges

- Develop an energy and sustainability and energy retrofit strategy that would dramatically reduce energy consumption and result in positive ROI
- Tackle retrofit using the “right steps in the right order” for whole-systems optimization

### Solutions

- Guided the team through a rigorous cost-benefit analysis, helping ensure alignment with key business objectives
- Identified eight key initiatives from more than sixty potential strategies including infrastructure projects, green design concepts and a tenant energy management program

### Results – the plan is projected to:

- Reduce energy use by 38%, an annual savings of \$4.4M
- Reduce carbon emissions by 105,000 metric tons over the next 15 years
- Be funded through energy and operational savings
- Be complete within two years
- Serve as a model for owners of existing buildings
- Achieved an energy star score of 90 and are currently pursuing LEED EBOM gold certification.



# We LEED the way

- Nearly 600 LEED Accredited Professionals
- 116 LEED projects globally, including
  - 1st LEED Platinum high-rise; One Bryant Park, New York
  - 1st LEED building registered in India; Sohrabji Godrej Green
  - 1st LEED-EB O&M multi-tenant building in the U.S.; 550 W. Washington, Chicago

# Our leadership position in the industry

Industry leading expertise	Recognized leader	Making an impact
<ul style="list-style-type: none"> <li>• 70 FTEs (globally)</li> <li>• Over 560 LEED APs</li> <li>• 20 CEMs</li> <li>• Upstream</li> <li>• ECD</li> </ul>	<ul style="list-style-type: none"> <li>• ENERGY STAR Partner of the Year (2010)</li> <li>• World's most Ethical companies (2010)</li> <li>• U.S. Green Building Council Leadership Award (2009)</li> <li>• California Sustainability Showcase Award for Commercial Buildings (2009)</li> <li>• Who's Who: Leaders in Energy Management and Sustainability, Buildings Magazine (2009)</li> <li>• Sustainable Cities Award, Financial Times and ULI (2008)—First annual</li> <li>• World's Most Ethical Companies, Ethisphere Institute (2008)</li> <li>• Winner in China of Green Building Award and Hong Kong Award for Environmental Excellence – Property Management (2008)</li> </ul>	<ul style="list-style-type: none"> <li>• Documented <b>\$100 M</b> in energy savings</li> <li>• Reduced <b>465,000 tons</b> of greenhouse gas emissions</li> <li>• Saved <b>836,000,000 kWh</b></li> <li>• Provided <b>20,000 facilities</b> with specialized energy services</li> </ul>



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