



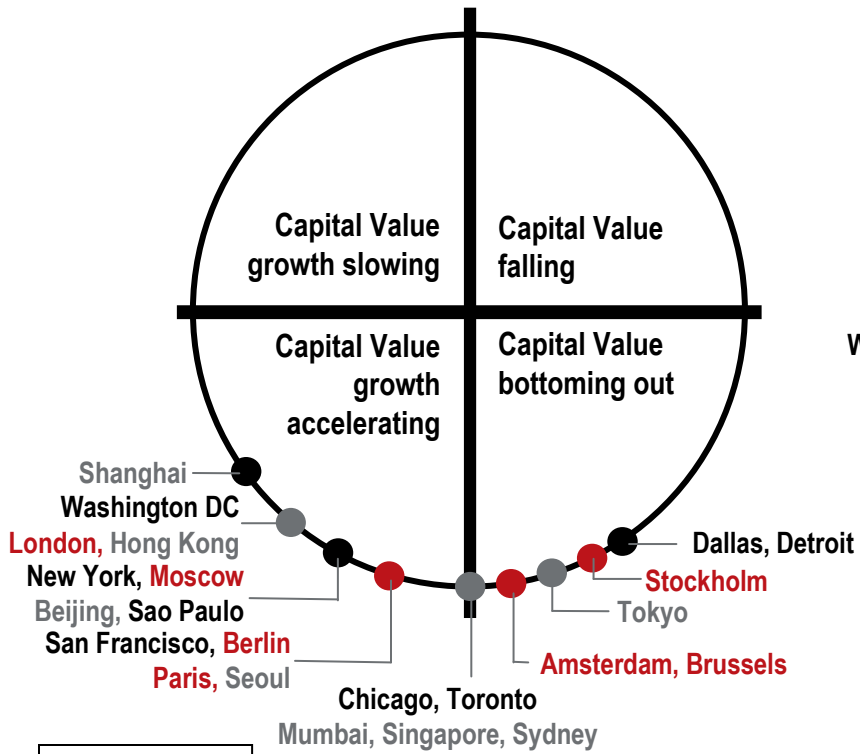
Real value in a changing world

Supplemental Information First Quarter **2011** Earnings Call

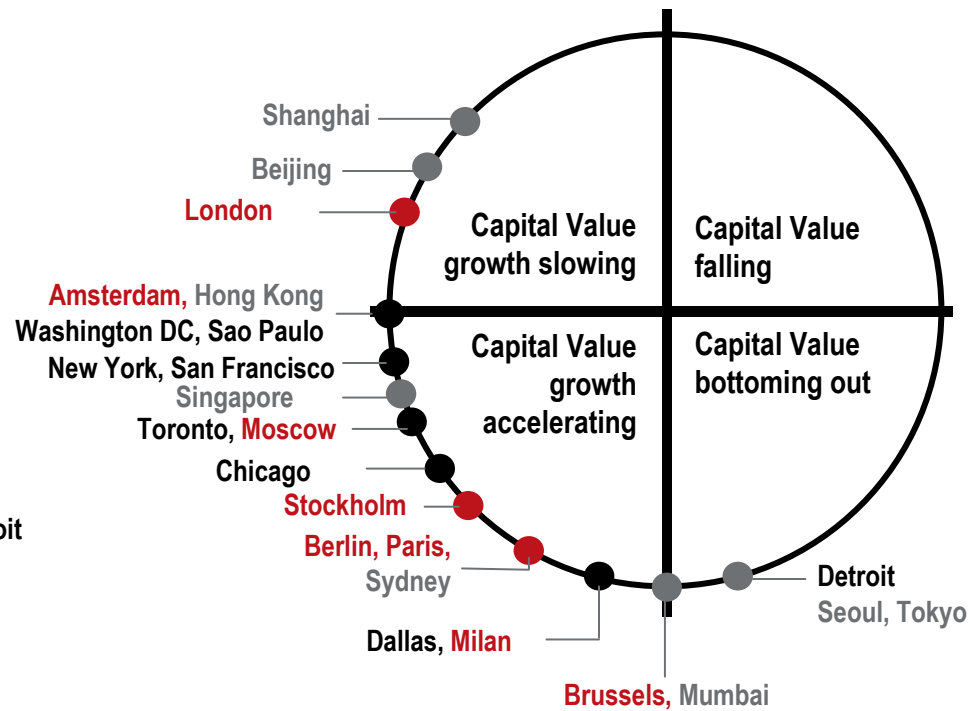
Market & Financial Overview

Capital Values

Q1 2010



Q1 2011



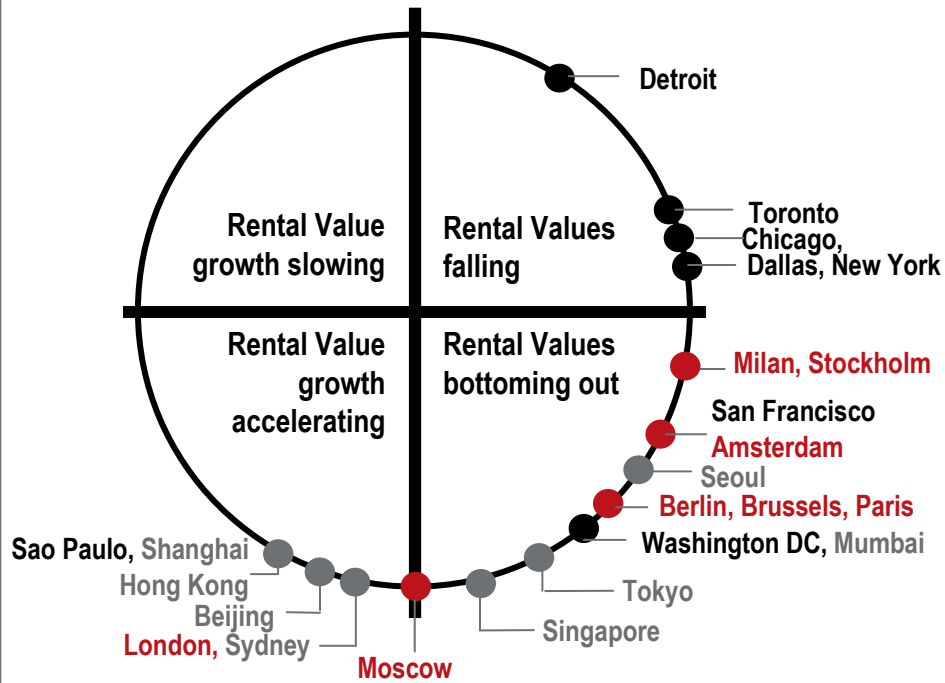
Americas
EMEA
Asia Pacific

The Jones Lang LaSalle Property Clocks SM

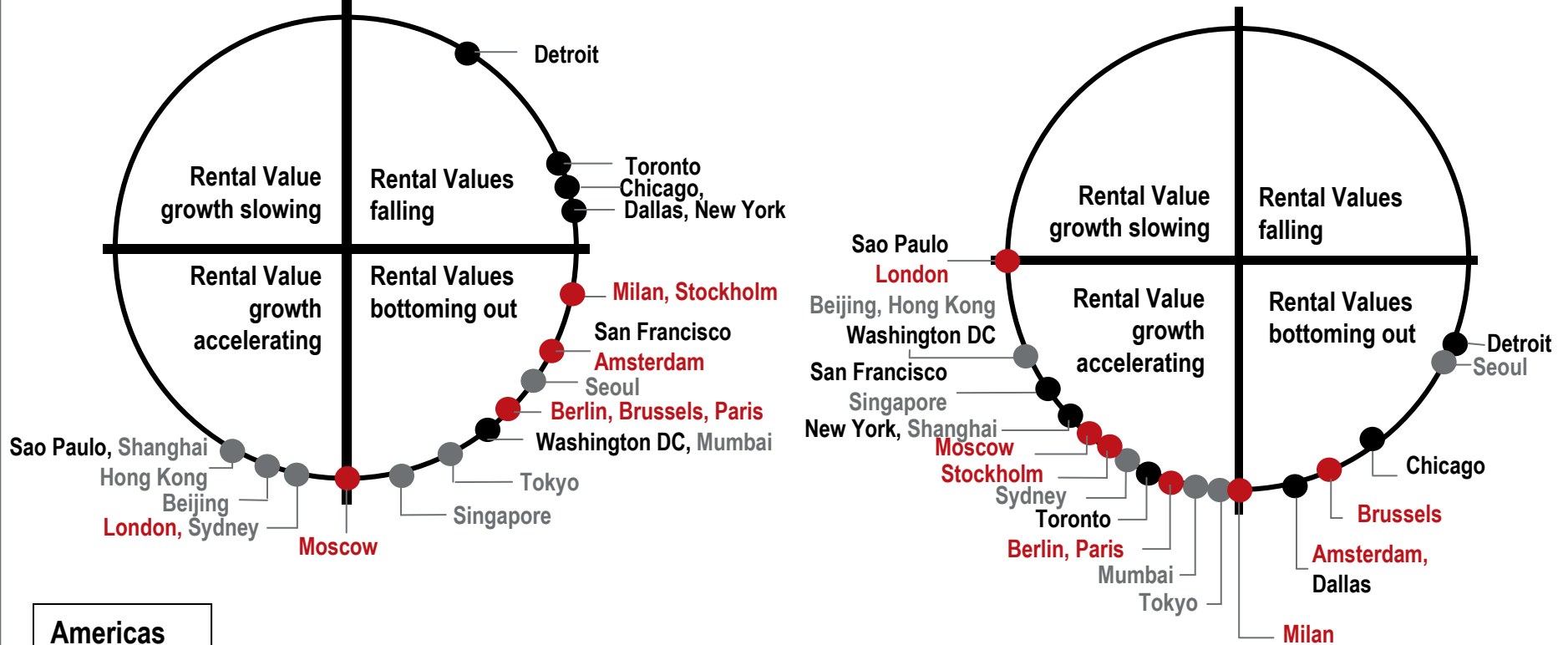
As of Q1 2011

Leasing Market Fundamentals

Q1 2010



Q1 2011

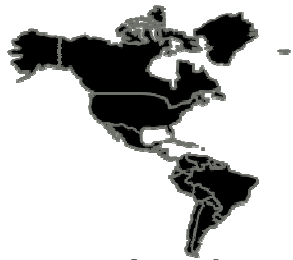


Americas
EMEA
Asia Pacific

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As of Q1 2011

Q1 Selected Business Wins and Expansions



Americas

- Belk – 28M sf
- Continental Automotive – 2.5M sf
- Argonaut Hotel, San Francisco – \$84M
- 3344 Peachtree, Atlanta – \$167M
- Multi-family portfolio, Washington, D.C. – \$460M
- Nestlé, Mexico City – \$100M+
- NASA, Washington D.C. – 600K sf
- KBR Inc., Houston – 216K sf



EMEA

- Canon Europe
- 20 Gresham Street, London – £235M
- Montevetro, Dublin – €100M+
- Sapphire Shopping Centre, Istanbul – 323K sf
- Aviapark, Moscow – 2.6M sf
- Syncreon, Germany – 215K sf
- Romagna Retail Park – €69M



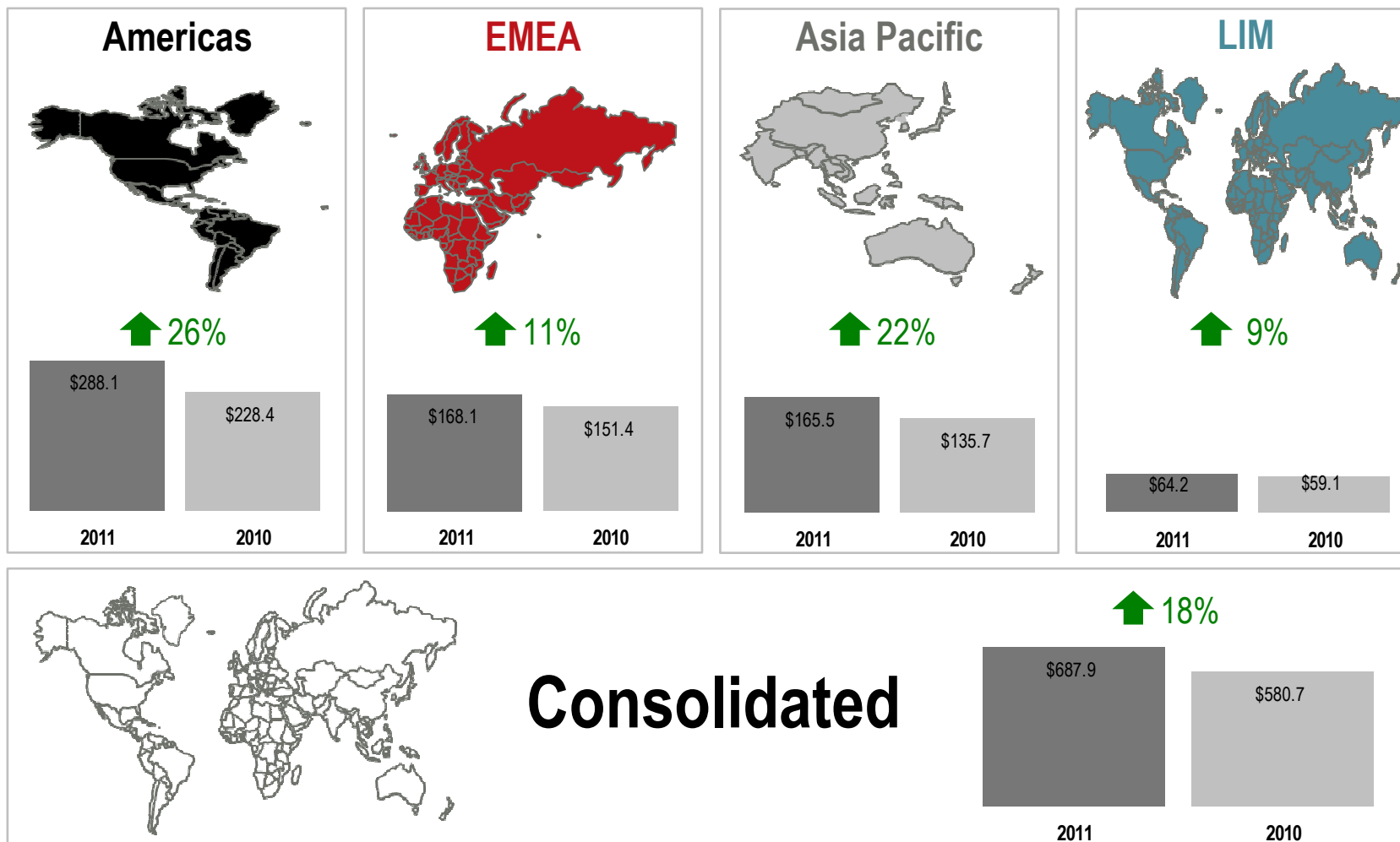
Asia Pacific

- FedEx – 883K sf
- Australian Customs Service – 2.9M sf
- 5 Transactions, Singapore – \$810M
- Mapletree Tower, Beijing – 410K sf
- Credit Suisse, Singapore – 317K sf
- HSBC, Chennai – 137K sf
- Akzo Nobel, Shanghai – 160K sf

Financial Information


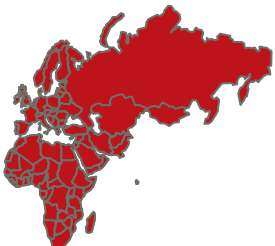


























Q1 2011 Revenue Performance

(\$ in millions)



Q1 2011 Real Estate Services Revenue

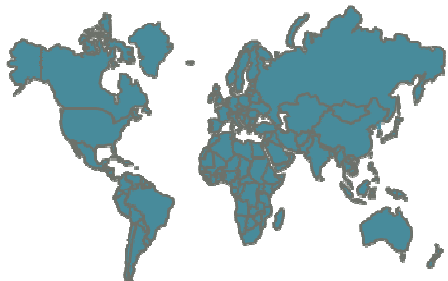
(\$ in millions)

	Americas 	EMEA 	Asia Pacific 	Total RES Revenue 
Leasing	\$143.1  35%	\$37.2  4%	\$29.8  17%	\$210.1  23%
Capital Markets & Hotels	\$19.8  108%	\$28.7  10%	\$17.5  5%	\$66.0  26%
Property & Facility Management	\$66.7  15%	\$35.9  4%	\$83.9  24%	\$186.5  16%
Project & Development Services	\$37.2  18%	\$38.4  48%	\$18.1  69%	\$93.7  37%
Advisory, Consulting & Other	\$20.7  9%	\$28.0  8%	\$16.2  7%	\$64.9  2%
Total RES Operating Revenue	\$287.5  26%	\$168.2  11%	\$165.5  22%	\$621.2  21%

Note: Segment and Consolidated Real Estate Services ("RES") operating revenue exclude Equity earnings (losses).

LaSalle Investment Management

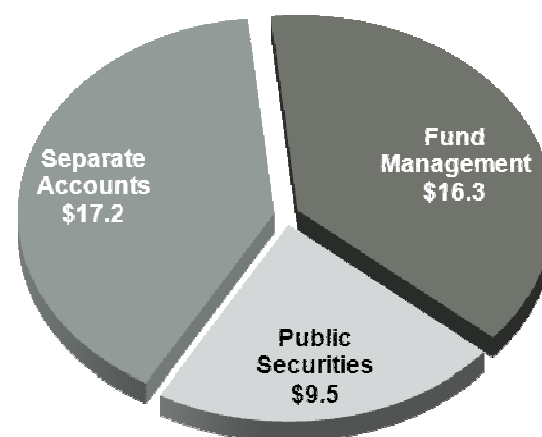
A premier global investment manager



Q1 2011 Highlights

- Strong capital raising continues, \$1.5 billion of net new capital commitments in Q1 2011
- Momentum continues with new separate account mandates

Product	Assets Under Management (\$ in billions)	Average Performance
Private Equity		
U.K.	\$11.0	Above benchmark
Continental Europe	\$4.3	Return: +1x equity
North America	\$10.2	Above benchmark
Asia Pacific	\$8.0	Return: +1x equity
Public Securities	\$9.5	Above benchmark
Total Q1 2011 AUM	\$43.0 B	



AUM by Fund type
(\$ in billions)

Solid Cash Flows and Balance Sheet Position

(\$ in millions)

Cash Flows

	Q1 2011	Q1 2010
Cash from Earnings	\$42	\$46
Working Capital	(239)	(192)
Cash used in Operations	(\$197)	(\$146)
Primary Uses		
Capital Expenses ⁽¹⁾	(17)	(5)
Acquisitions & Deferred Payment Obligations	(25)	(27)
Co-Investment	(2)	(10)
Dividends	-	-
Net Cash Outflows	(\$44)	(\$42)
Net Share Activity & Other Financing	(4)	(5)
Net Bank Debt Borrowings	(\$245)	(\$193)

Balance Sheet

	Q1 2011	Q1 2010
Cash	\$101	\$60
Short Term Borrowings	42	47
Credit Facility	278	335
Net Bank Debt	\$219	\$322
Deferred Business Obligations	293	374
Total Net Debt	\$512	\$696

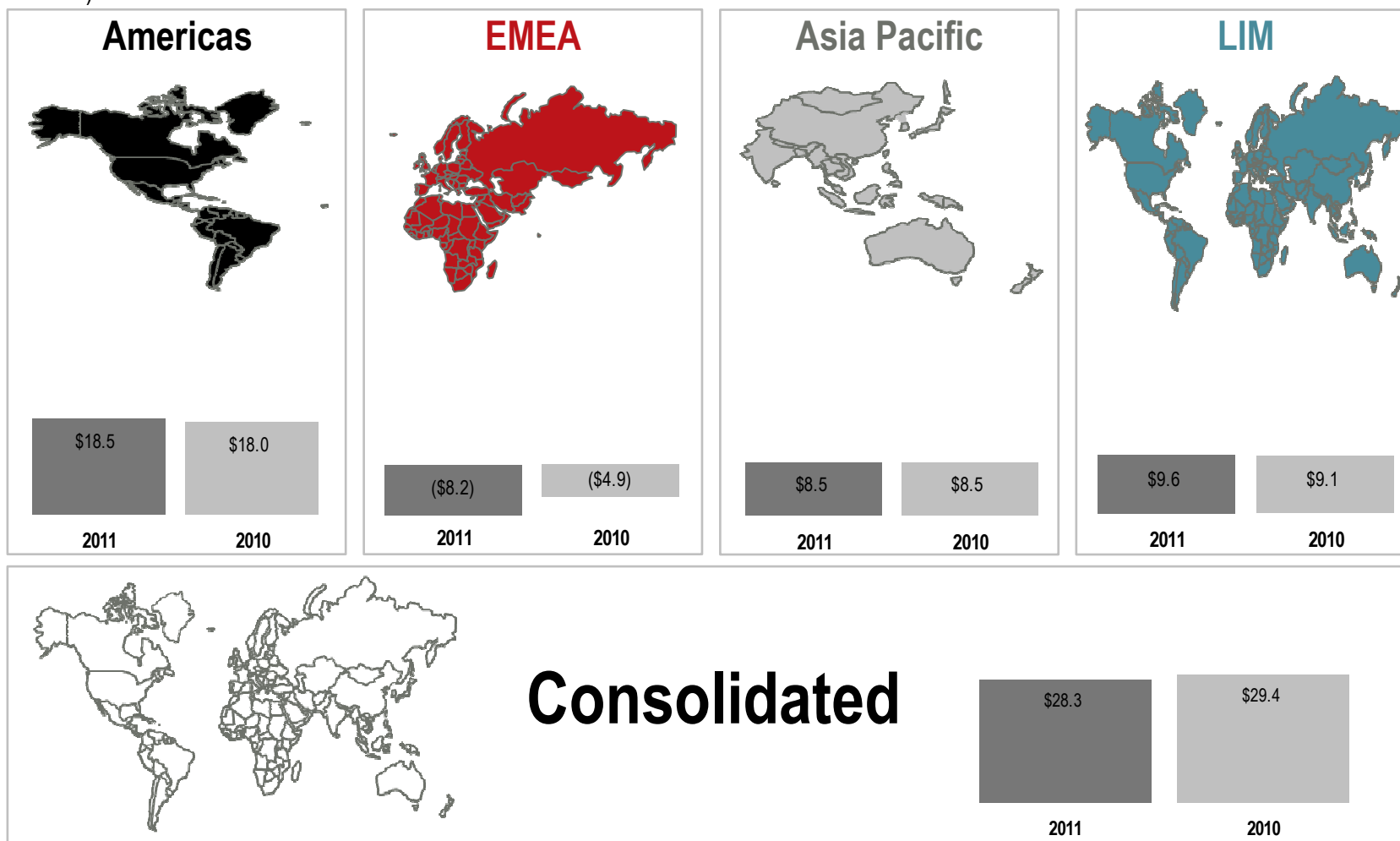
Q1 2011 Highlights

- **Healthy position after Q1 2011 incentive compensation payments**
- **Net debt repayment of \$184 million over the last twelve months**
- **Cash interest expense of \$1.8 million, down 51% from Q1 2010 expense of \$3.7 million**
- **Investment grade ratings:**
Standard & Poor's:
BBB- (*Outlook: Stable*)
Moody's Investor Services:
Baa2 (*Outlook: Stable*)

Appendix

Q1 2011 EBITDA Performance

(\$ in millions)



* Refer to slide 13 for Reconciliation of GAAP Net Income to EBITDA for the three months ended March 31, 2011, and 2010, for details relative to these EBITDA calculations. Segment EBITDA is calculated by adding the segment's Depreciation and amortization to its reported Operating income (loss), which excludes Restructuring charges. Consolidated EBITDA is the sum of the EBITDA of the four segments less net income attributable to non-controlling interests, dividends on unvested common stock and Restructuring charges.

Reconciliation of GAAP Net Income to EBITDA

(\$ in millions)

	Three Months Ended March 31,	
	2011	2010
Net Income	\$1.5	\$0.2
<i>Add:</i>		
Interest expense, net of interest income	8.0	11.4
Provision for income taxes	0.5	0.1
Depreciation and amortization	18.3	17.7
EBITDA	\$ 28.3	\$ 29.4