



Real value in a changing world

Supplemental Information Second Quarter **2010** Earnings Call

Market & Financial Overview

Capital Values

Q2 2009

Q2 2010

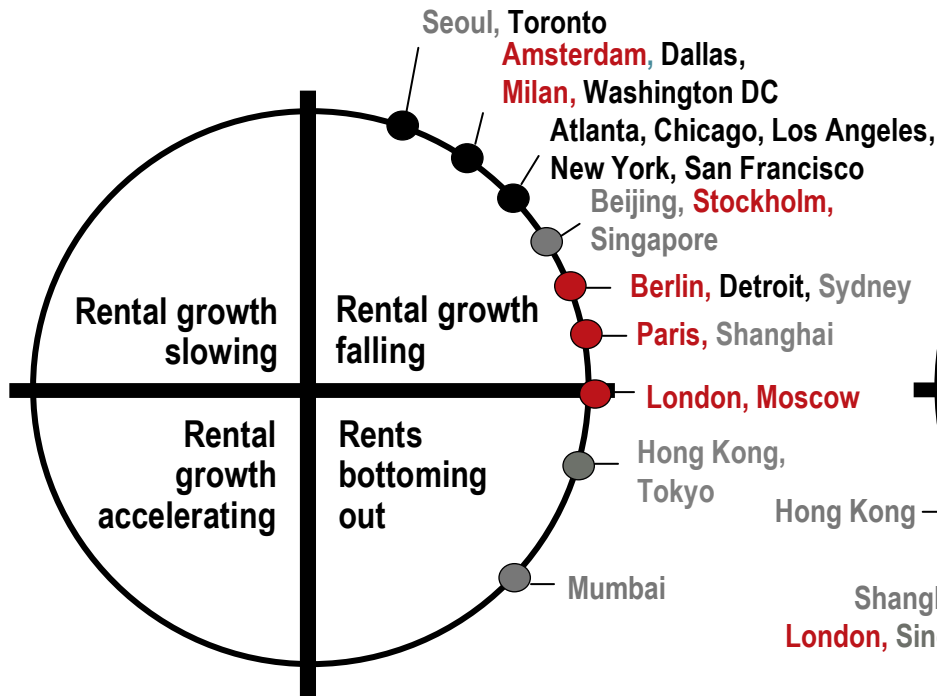


The Jones Lang LaSalle Property Clocks SM

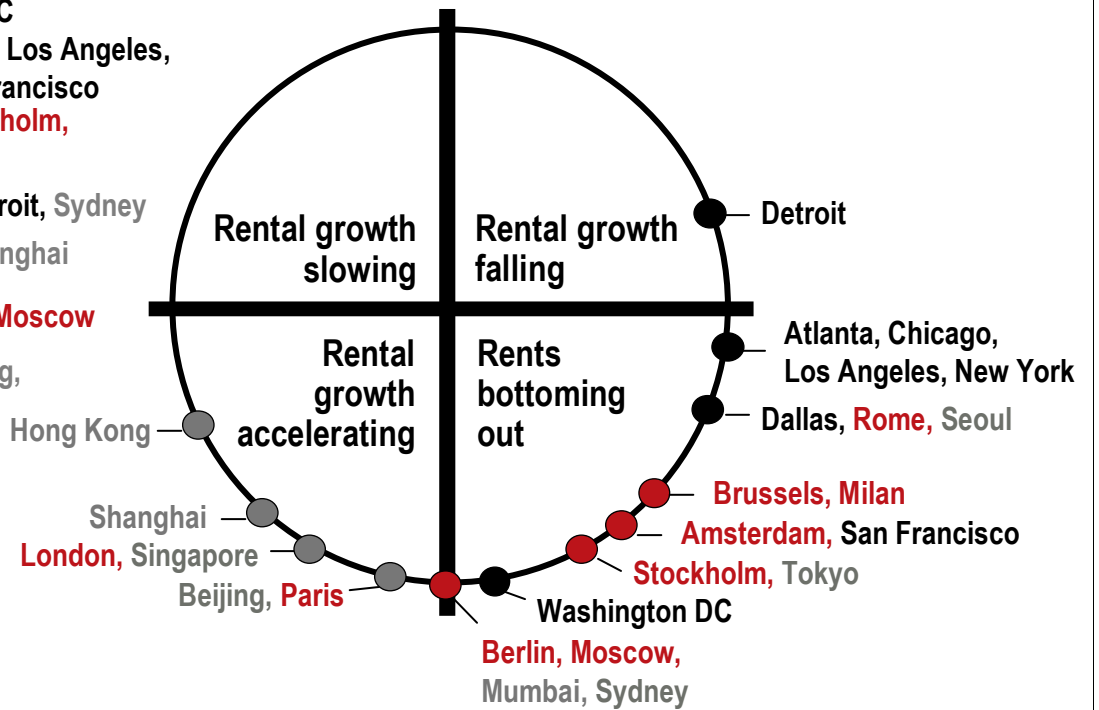
As of Q2 2010

Leasing Market Fundamentals

Q2 2009



Q2 2010



Americas
EMEA
 Asia Pacific

The Jones Lang LaSalle Property Clocks SM

As of Q2 2010

Demonstrating Competitive Strength

Achieving Results on 2010 Priorities

- **Protect and grow market share**
 - Add and upgrade market talent; grow new service lines – retail, industrial, healthcare
 - Stabilize loss-making businesses – Q2 profitability in Russia
 - Client consolidations & portfolios repositioning – Q2 Leasing revenue is up 30% in local currency
- **Improve operating income margins and maintain cost discipline**
 - Adjusted operating income margin of 9.0% in Q2; 6.4% YTD
 - Compensation as a % of revenue is 64.4% in Q2; 65.5% YTD
 - Increase professional productivity
- **Continue to build annuity revenue**
 - Expand corporate outsourcing leadership – 24 new wins, expansions and renewals
 - Property & Facility Management reaches 29% of YTD IOS revenue
- **LaSalle Investment Management: leverage global scale and market reputation**
 - \$700 million of takeovers in Q2; more than \$4.3 billion net new capital commitments YTD
 - Positioned for opportunities in new legislative environment
- **Maintain strong financial position**
 - Net debt reduced \$134 million since June 30, 2009
 - Leverage ratio at 1.90x

Q2 Selected Business Wins and Expansions

EMEA

Shell

IZD Tower, Vienna €212M

Condor House, London £104M

Espace Saint-Quentin, Paris €175M

Canary Wharf Group, London 186k sf

Laboratoire Roche, Paris 168k sf

Americas

Citi 28M sf

International Paper 18M sf

Evening Star Building, Washington D.C. \$180M

Mission City Corporate Center, San Diego \$71M

Intercontinental Buckhead, Atlanta \$105M

ICF International, Vienna, VA 260k sf

Walmart.com, San Bruno, CA 266k sf

Novelis, Atlanta, GA 100k sf

Asia Pacific

RBS 2.5M sf

UTSTARCOM, Hangzhou, China \$140M

Hilton Niseko Village, Hokkaido, Japan ¥6B

Sofitel Wentworth, Sydney AUD 130M

Eugene Investment & Securities Building, Seoul \$149M

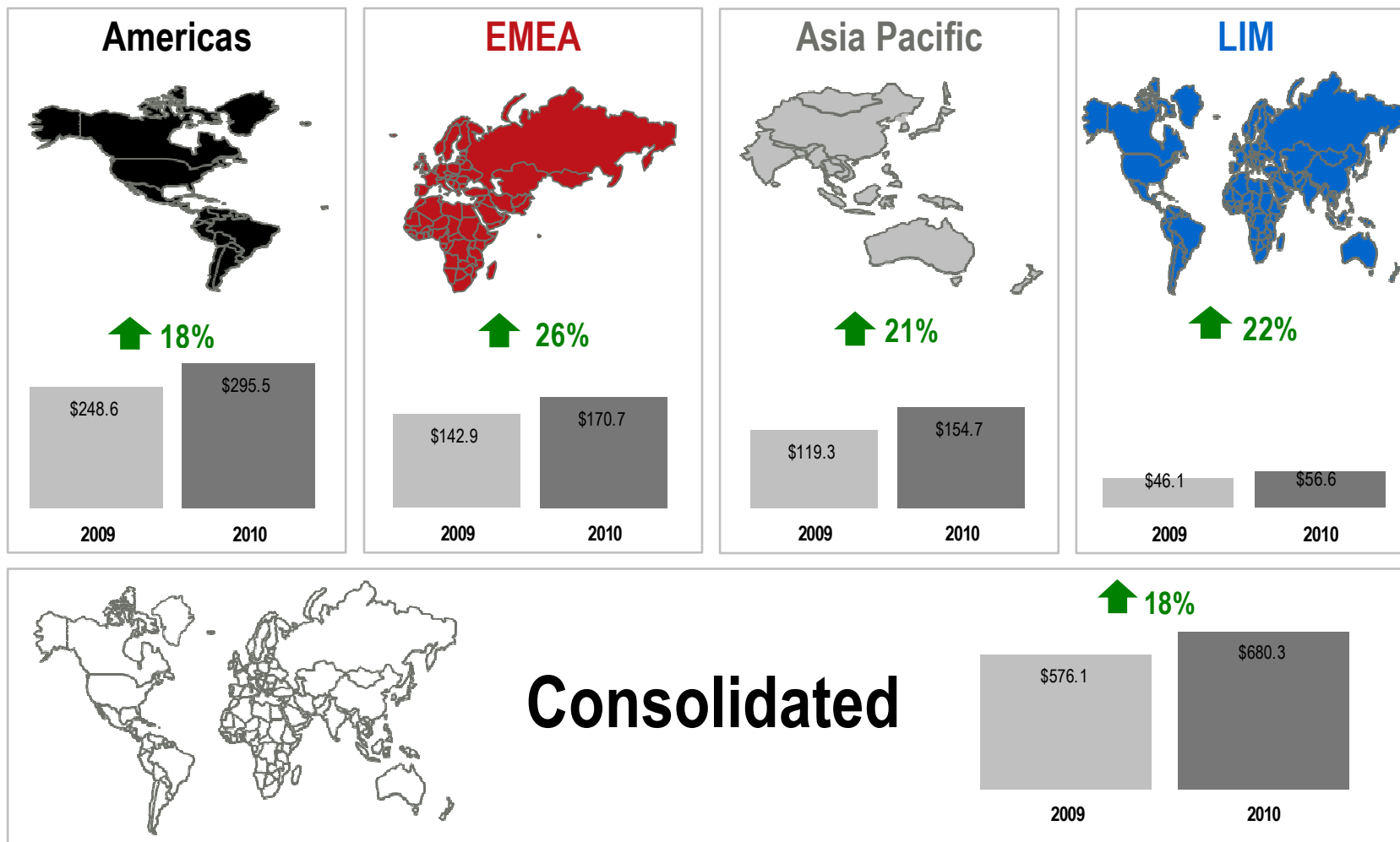
ANZ Bank, Singapore 200k sf

Permata Bank, Indonesia 194k sf

Second Quarter Financial Information


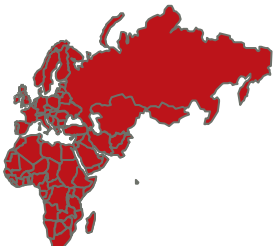


























Q2 2010 Revenue Performance

(\$ in millions; % change in local currency)



Q2 2010 Investor and Occupier Services Revenue

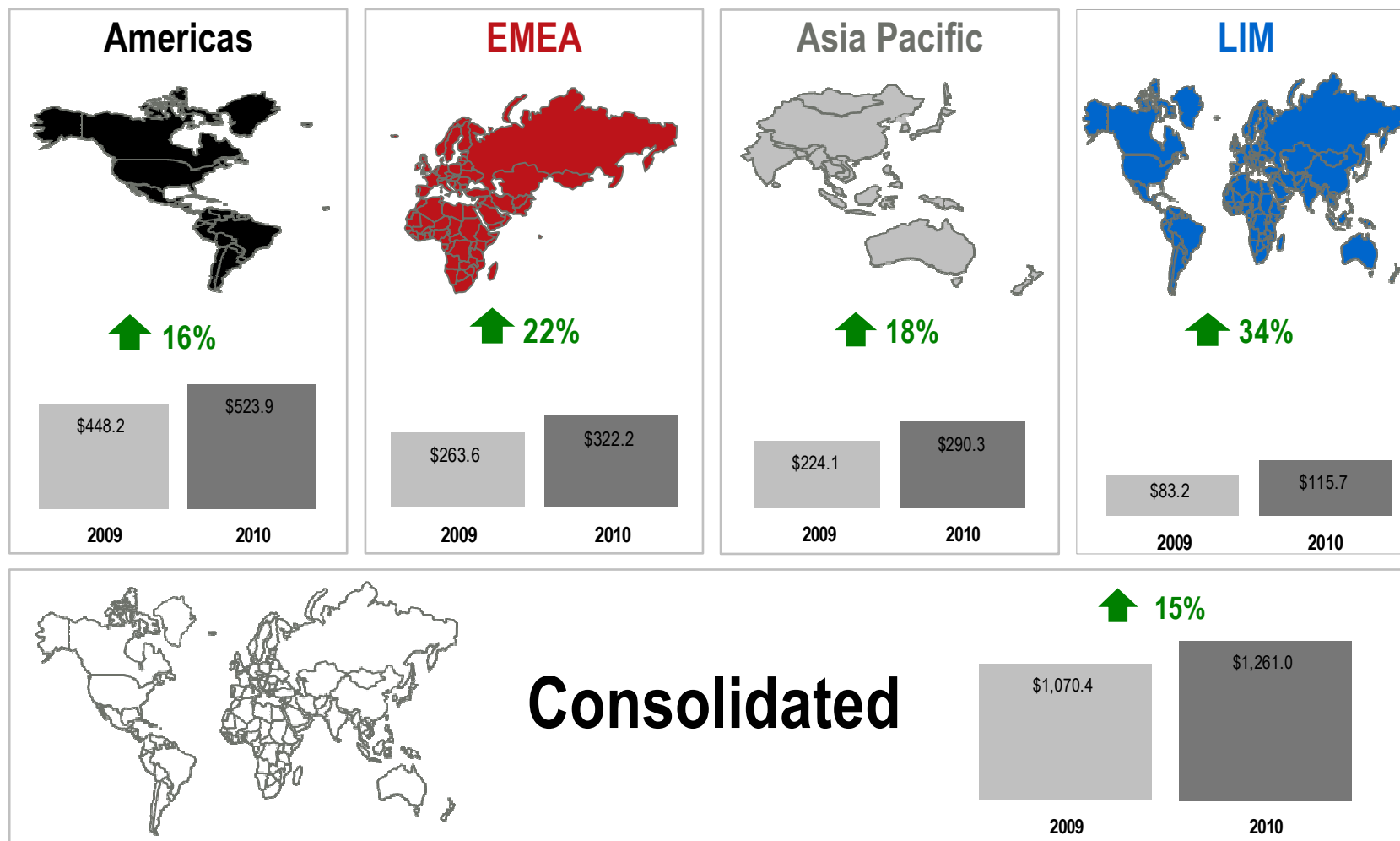
(\$ in millions; % change in local currency)

	Americas 	EMEA 	Asia Pacific 	Total IOS Revenue 
Leasing	\$151.4  25%	\$46.8  36%	\$36.4  46%	\$234.6  30%
Capital Markets & Hotels	\$14.3  138%	\$32.0  50%	\$17.1  56%	\$63.4  65%
Property & Facility Management	\$62.0  21%	\$35.2  27%	\$70.9  5%	\$168.1  15%
Project & Development Services	\$38.5  6%	\$27.6  13%	\$14.7  43%	\$80.8  7%
Advisory, Consulting & Other	\$29.3  0%	\$29.1  5%	\$15.6  1%	\$74.0  2%
Total IOS Operating Revenue	\$295.5  18%	\$170.7  26%	\$154.7  20%	\$620.9  21%

Note: % reflects change in local currency terms over Q2 2009.


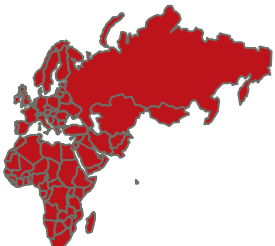


























YTD 2010 Revenue Performance

(\$ in millions; % change in local currency)



YTD 2010 Investor and Occupier Services Revenue

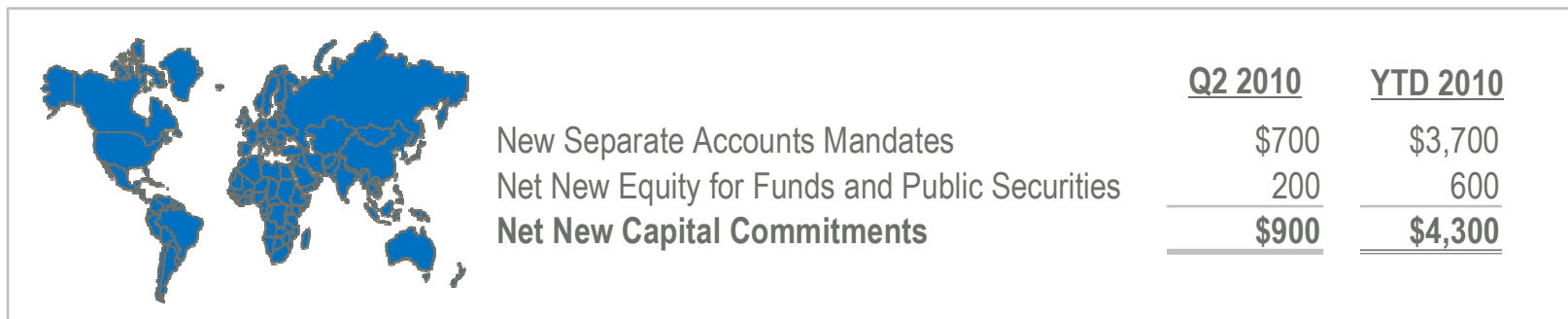
(\$ in millions; % change in local currency)

	Americas 	EMEA 	Asia Pacific 	Total IOS Revenue 
Leasing	\$257.6  22%	\$85.5  30%	\$61.9  40%	\$405.0  26%
Capital Markets & Hotels	\$23.8  73%	\$58.2  52%	\$33.7  96%	\$115.7  67%
Property & Facility Management	\$120.2  26%	\$69.7  16%	\$138.8  2%	\$328.7  13%
Project & Development Services	\$70.1  12%	\$53.6  13%	\$25.4  14%	\$149.1  0%
Advisory, Consulting & Other	\$52.0  2%	\$55.2  3%	\$30.5  8%	\$137.7  4%
Total IOS Operating Revenue	\$523.7  16%	\$322.2  22%	\$290.3  17%	\$1,136.2  18%

Note: % reflects change in local currency terms over YTD Q2 2009.

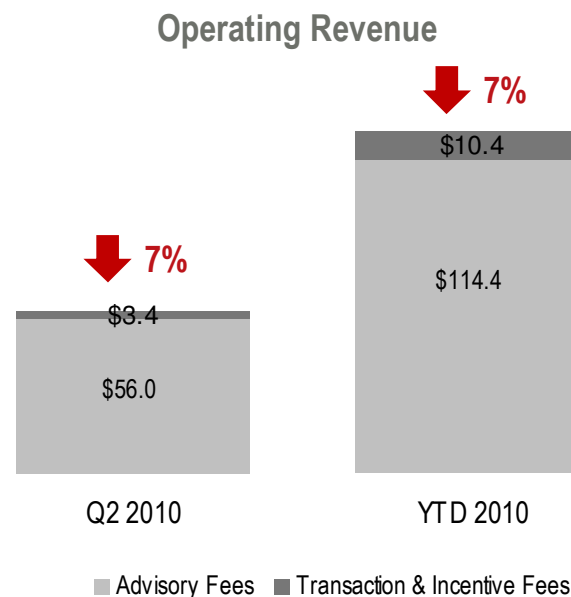
2010 LaSalle Investment Management

(\$ in millions; % change in local currency)



	Q2 2010 Statistics ⁽¹⁾
Separate Account Management (Firm's co-investment = \$22.7M)	<ul style="list-style-type: none"> \$16.8 billion of assets under management <i>(1% decline from 2009)</i>
Fund Management (Firm's co-investment = \$140.6M)	<ul style="list-style-type: none"> \$13.9 billion of assets under management <i>(14% decline from 2009)</i>
Public Securities (Firm's co-investment = \$0.1M)	<ul style="list-style-type: none"> \$7.6 billion of assets under management <i>(145% growth over 2009)</i>
Total AUM	\$38.3 billion

⁽¹⁾ AUM data reported on a one quarter lag



Note: % reflects change in local currency terms over comparable period in the prior year.

Solid Balance Sheet Position

Continued focus on debt repayment with selective investments

	<u>Q2 2010</u>	<u>Q2 2009</u>
Cash	\$55	\$44
Short Term Borrowings	64	40
Credit Facilities	268	398
Net Bank Debt	\$277	\$394
Deferred Business Obligations	371	388
Total Net Debt	\$648	\$782

	<u>Q2 YTD 2010</u>	<u>Q2 YTD 2009</u>
Cash from Earnings	\$120	\$71
Working Capital	(200)	(157)
Cash used in Operations	(\$86)	(\$86)
Primary Uses		
Capital Expenses ⁽¹⁾	(14)	(21)
Acquisitions & Deferred Payment Obligations	(33)	(10)
Co-Investment	(11)	(19)
Dividends	(4)	(4)
Net Cash Outflows	(\$62)	(\$54)
Net Share Issuance & Other Financing	(5)	209
Net Debt (Borrowings) / Repayments	(\$147)	\$69

Q2 2010 Highlights

- Total net debt reduced by \$134 million since June 30, 2009
- Strong cash from earnings
- Cash interest expense of \$5.2 million, down 28% from Q2 2009 expense of \$7.2 million
- Leverage ratio of 1.90x, well below covenant maximum (3.75x)
- Investment grade rated
Standard & Poor's:
BBB- (*Outlook: Stable*)
Moody's Investor Services:
Baa2 (*Outlook: Stable*)

⁽¹⁾ YTD Capital Expenditures for 2010 and 2009 net of tenant improvement allowances received were \$12 million and \$16 million, respectively.

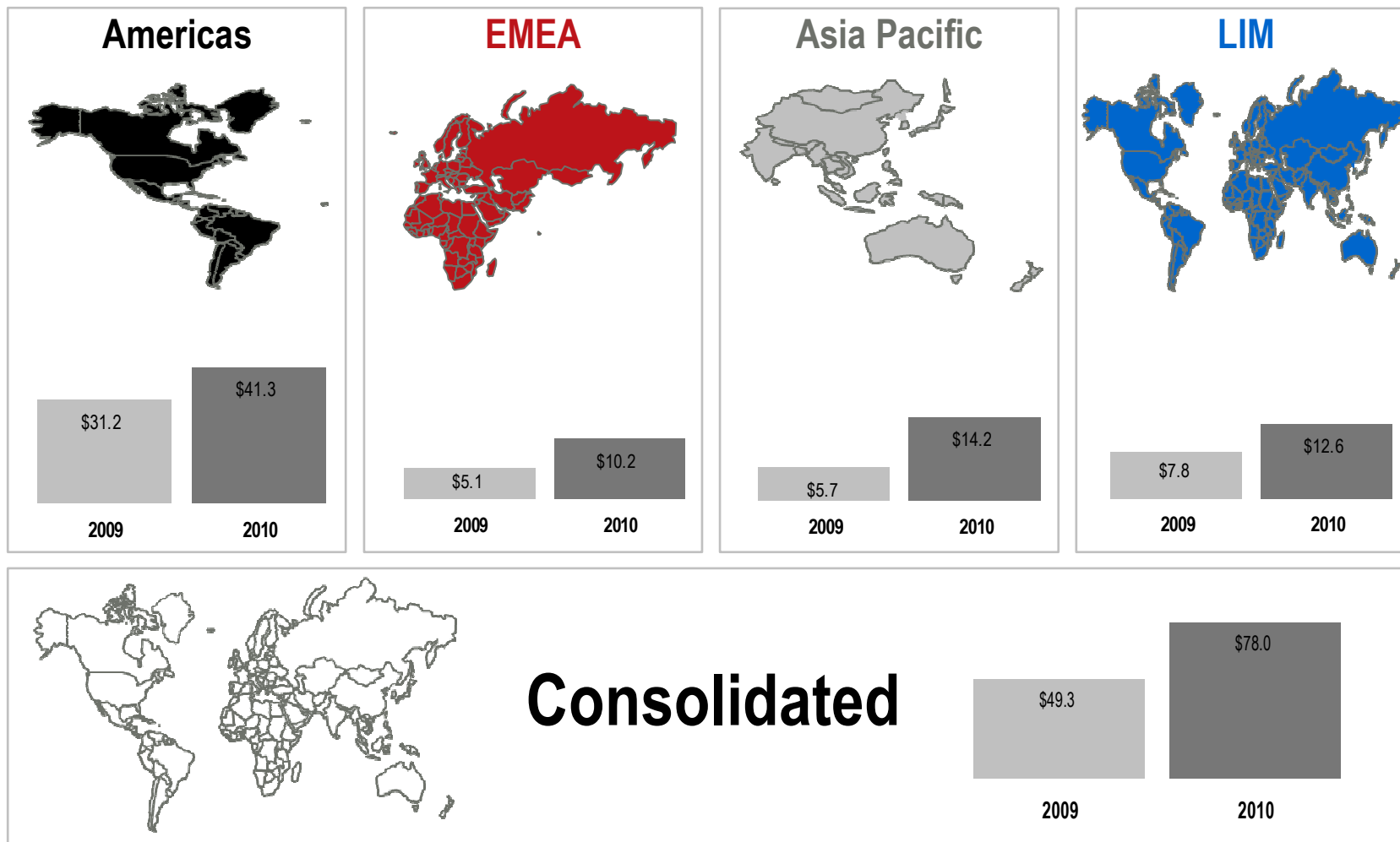
Appendix



JONES LANG
LASALLE®

Q2 2010 Adjusted EBITDA* Performance

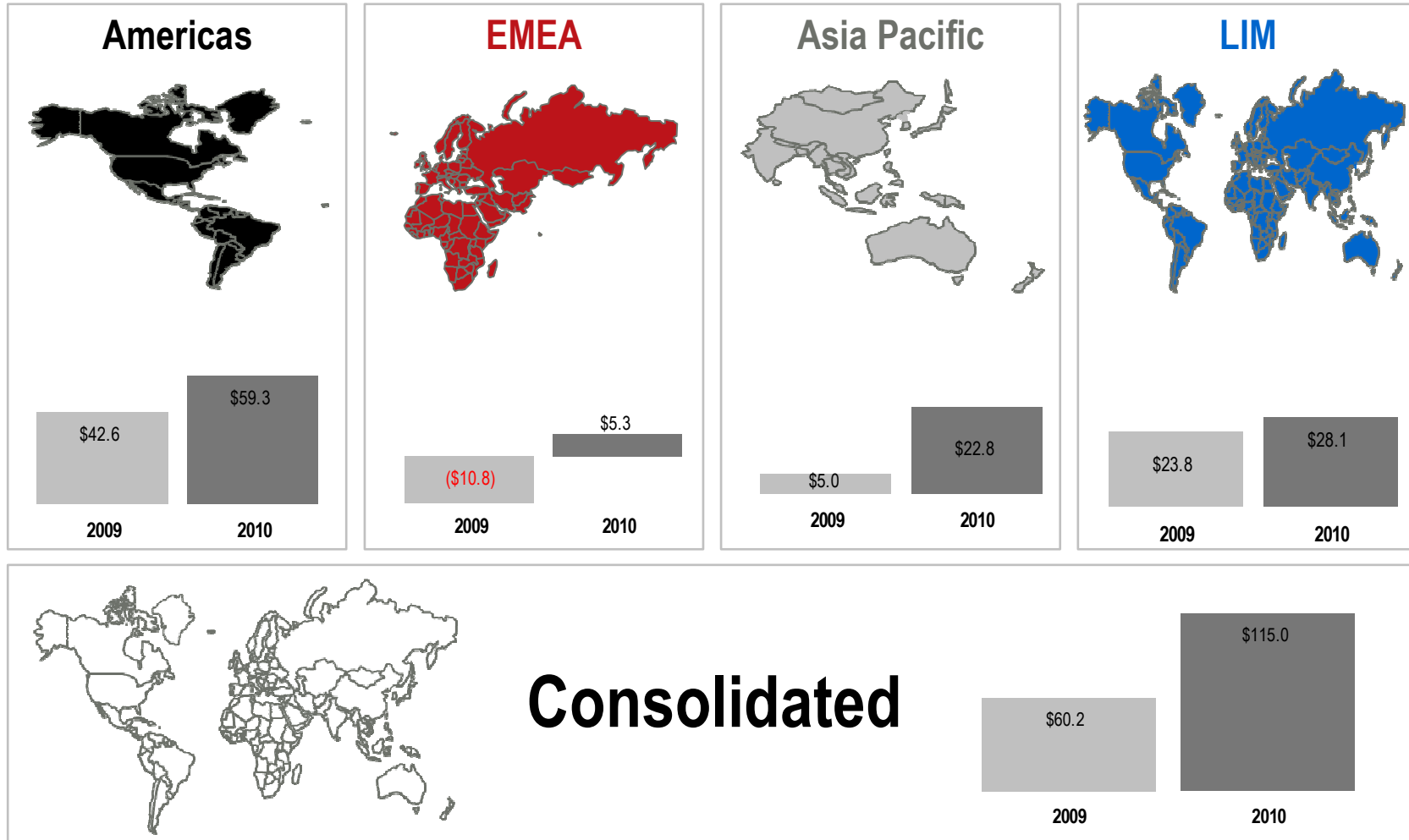
(\$ in millions)



* Refer to slide 18 for Reconciliation of GAAP Net Income (Loss) to EBITDA and adjusted EBITDA for the three months ended June 30, 2010, and 2009, for details relative to these adjusted EBITDA calculations. Segment adjusted EBITDA is calculated by adding the segment's Depreciation and amortization and non-cash co-investment charges to its reported Operating income (loss), which excludes Restructuring charges. Consolidated adjusted EBITDA is the sum of the adjusted EBITDA of the four segments less net income attributable to non-controlling interests and dividends on unvested common stock.

YTD 2010 Adjusted EBITDA* Performance

(\$ in millions)



* Refer to slide 18 for Reconciliation of GAAP Net Income (Loss) to EBITDA and adjusted EBITDA for the six months ended June 30, 2010, and 2009, for details relative to these adjusted EBITDA calculations. Segment adjusted EBITDA is calculated by adding the segment's Depreciation and amortization and non-cash co-investment charges to its reported Operating income (loss), which excludes Restructuring charges. Consolidated adjusted EBITDA is the sum of the adjusted EBITDA of the four segments less net income attributable to non-controlling interests and dividends on unvested common stock.

Reconciliation of GAAP Net Income (Loss) to Adjusted Net Income

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2010	2009	2010	2009
GAAP net income (loss)	\$ 31.8	\$ (14.4)	\$ 32.0	\$ (75.9)
Shares (in 000's)	44,250	35,836	44,085	35,231
GAAP earnings (loss) per share	\$ 0.72	\$ (0.40)	\$ 0.73	\$ (2.15)
GAAP net income (loss)	\$ 31.8	\$ (14.4)	\$ 32.0	\$ (75.9)
Restructuring, net of tax	3.1	13.1	3.9	27.6
Non-cash co-investment charges, net of tax	1.7	12.7	6.7	37.2
Adjusted net income (loss)	\$ 36.6	\$ 11.4	\$ 42.6	\$ (11.1)
Shares (in 000's)	44,250	37,652	44,085	35,231
Adjusted earnings (loss) per share	\$ 0.83	\$ 0.30	\$ 0.97	\$ (0.31)

Note: Basic shares outstanding are used in the calculations of GAAP EPS for the three and six months ending June 30, 2009, and in the calculation of adjusted EPS for the six months ended June 30, 2009, as the use of dilutive shares outstanding would cause those EPS calculations to be anti-dilutive.

Reconciliation of GAAP Net Income (Loss) to EBITDA and Adjusted EBITDA

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2010	2009	2010	2009
Net income (loss)	\$ 31.8	\$ (14.4)	\$ 32.0	\$ (75.9)
Interest expense, net of interest income	12.9	14.5	24.3	27.3
Provision (benefit) for income taxes	9.6	(2.5)	9.7	(13.3)
Depreciation and amortization	17.5	21.4	35.2	45.9
EBITDA	\$ 71.8	\$ 19.0	\$ 101.2	\$ (16.0)
Non-cash co-investment charges	2.2	14.9	8.7	43.8
Restructuring	4.0	15.4	5.1	32.4
Adjusted EBITDA	\$ 78.0	\$ 49.3	\$ 115.0	\$ 60.2