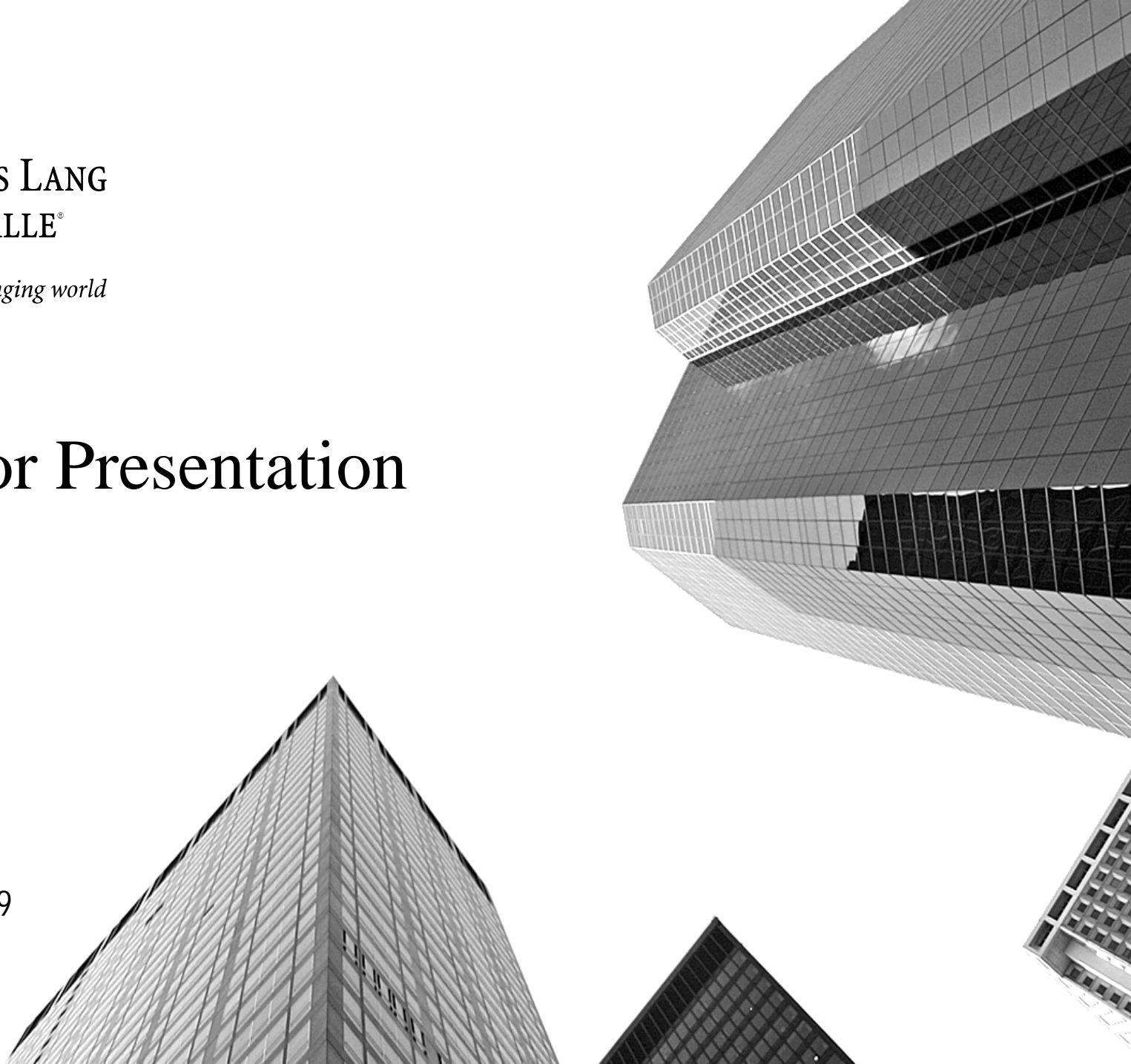




Real value in a changing world

Investor Presentation

November 2009



Forward looking statements

Statements in this presentation regarding, among other things, future financial results and performance, achievements, plans and objectives and dividend payments may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors which may cause actual results, performance, achievements, plans and objectives of Jones Lang LaSalle to be materially different from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially include those discussed under "Business," "Risk Factors," "Management's Discussion and Analysis of Financial Condition and Results of Operations," "Quantitative and Qualitative Disclosures about Market Risk," "Cautionary Note Regarding Forward-Looking Statements" and elsewhere in Jones Lang LaSalle's Annual Report on Form 10-K for the year ended December 31, 2008 and in the Quarterly Report on Form 10-Q for the quarter ended June 30, 2009 and in other reports filed with the Securities and Exchange Commission. There can be no assurance that future dividends will be declared since the actual declaration of future dividends, and the establishment of record and payment dates, remains subject to final determination by the Company's Board of Directors. Statements speak only as of the date of this presentation. Jones Lang LaSalle expressly disclaims any obligation or undertaking to update or revise any forward-looking statements contained herein to reflect any change in Jones Lang LaSalle's expectations or results, or any change in events.

Jones Lang LaSalle

Value proposition

- A global firm with Corporate Outsourcing as a growth opportunity in the current environment
- LaSalle Investment Management a value differentiator as a premium global real estate investment management business
- Demonstrated ability to adapt and deliver innovative products and services: Energy and Sustainability, Value Recovery Services, etc.
- Fortified balance sheet for differentiated financial strength from competitors

G1



Local and Regional
Service Operations

Execution

G2



Global Corporate
Solutions

Counter Cyclical

G3



Global Capital
Markets

Global Diversity

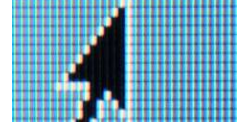
G4



LaSalle Investment
Management

Annuity

G5



World Standard
Business Operations

Operating Leverage

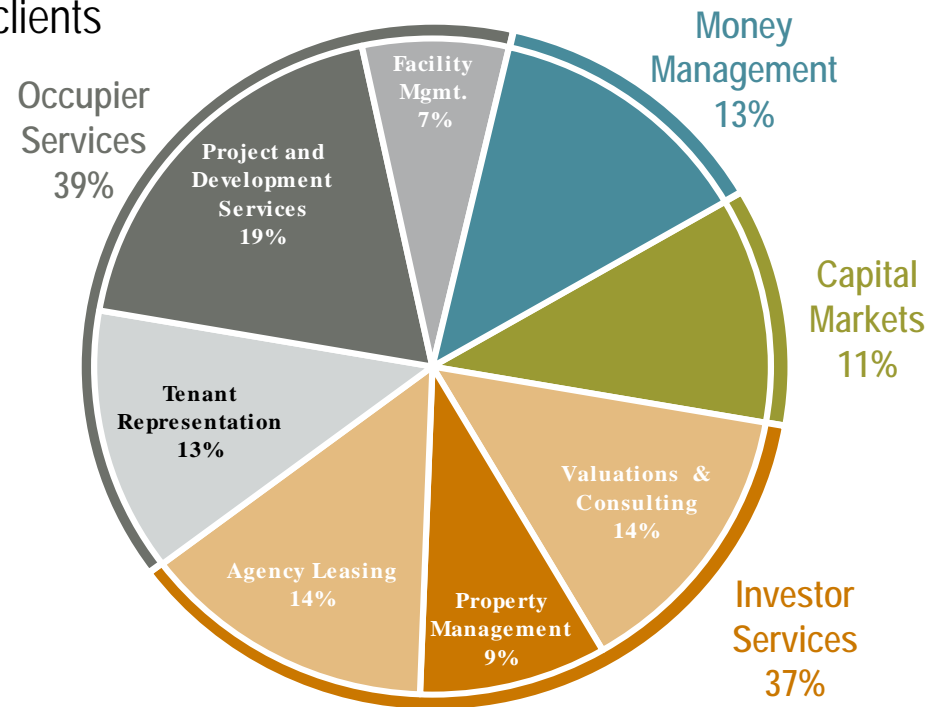
Jones Lang LaSalle

Leading real estate services and investment management firm

- Provides comprehensive integrated real estate services and investment management expertise
- Approximately 36,200 employees, including 22,100 whose costs are reimbursed by our clients
- 750 locations in 60 countries
- Global brand diversified by geography and service offering

Diversified Revenue by Service Line

Total 2008 = \$2.7 billion



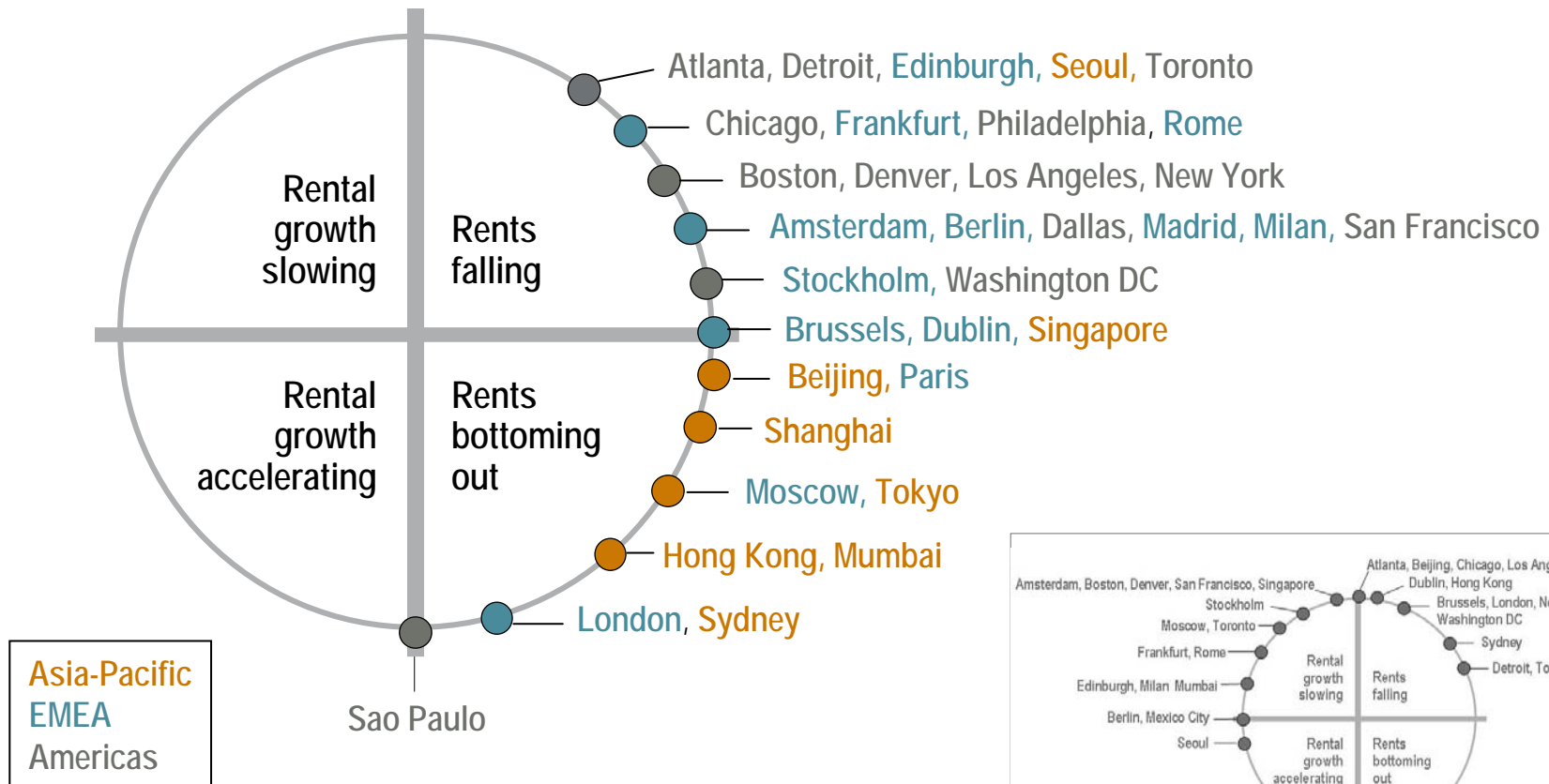
Revenue by Geography

| | 2008 ⁽¹⁾ | 2007 |
|--------------------------|---------------------|------|
| Americas | 35% | 29% |
| EMEA | 32% | 34% |
| Asia Pacific | 20% | 23% |
| LaSalle Investment Mgmt. | 13% | 14% |
| Consolidated | 100% | 100% |

⁽¹⁾ Includes Staubach revenue commencing July 11, 2008

Local and Regional Services

Occupier position strengthened in shifting market



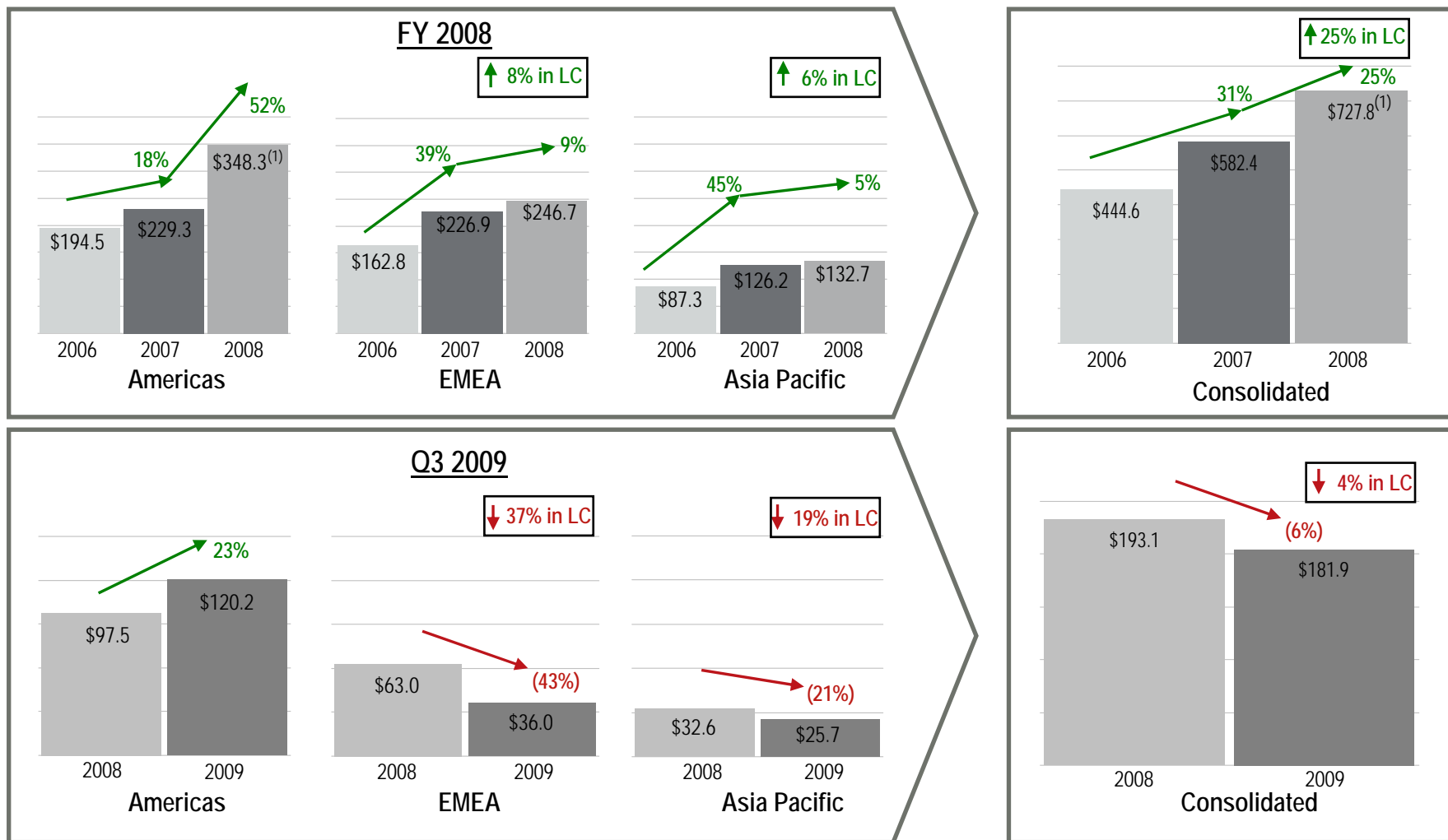
Source: Jones Lang LaSalle; LaSalle Investment Management
 As of Q3 2009



Leasing Revenue Growth with Increased Market Share

FY 2008 and Q3 2009 Leasing revenue

(\$ in millions; "LC"=Local Currency)



Global Corporate Solutions

A global leader in real estate outsourcing services

Strong contribution to growth and profitability:

- Ongoing success with corporate relationships
 - 35 new contractual relationships YTD 2009
 - 24 expanded relationships with existing clients YTD 2009
 - Additional 150 million square feet of facilities management
 - 30% increase from December 2008
- Leveraging the investment in our global platform
 - Leverage US-based outsourcing to drive global market share gain
 - Growing middle market opportunities
 - Contributing to 7% YTD 2009 Management Services revenue growth over 2008
 - Key wins expand sector opportunities



Long Standing Clients

ELI LILLY

GSK

SCHERING-PLOUGH

2008 Key Win



2009 Key Wins

AMGEN

ASTRA ZENECA

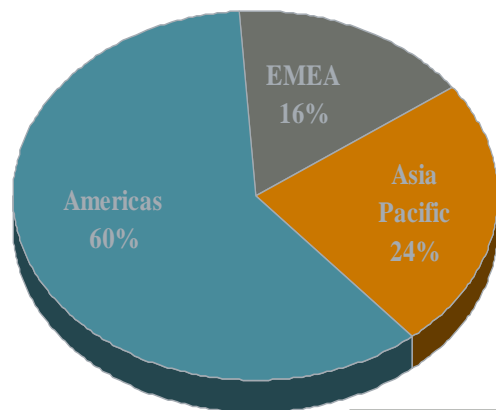
MERCK

RFP Pipeline

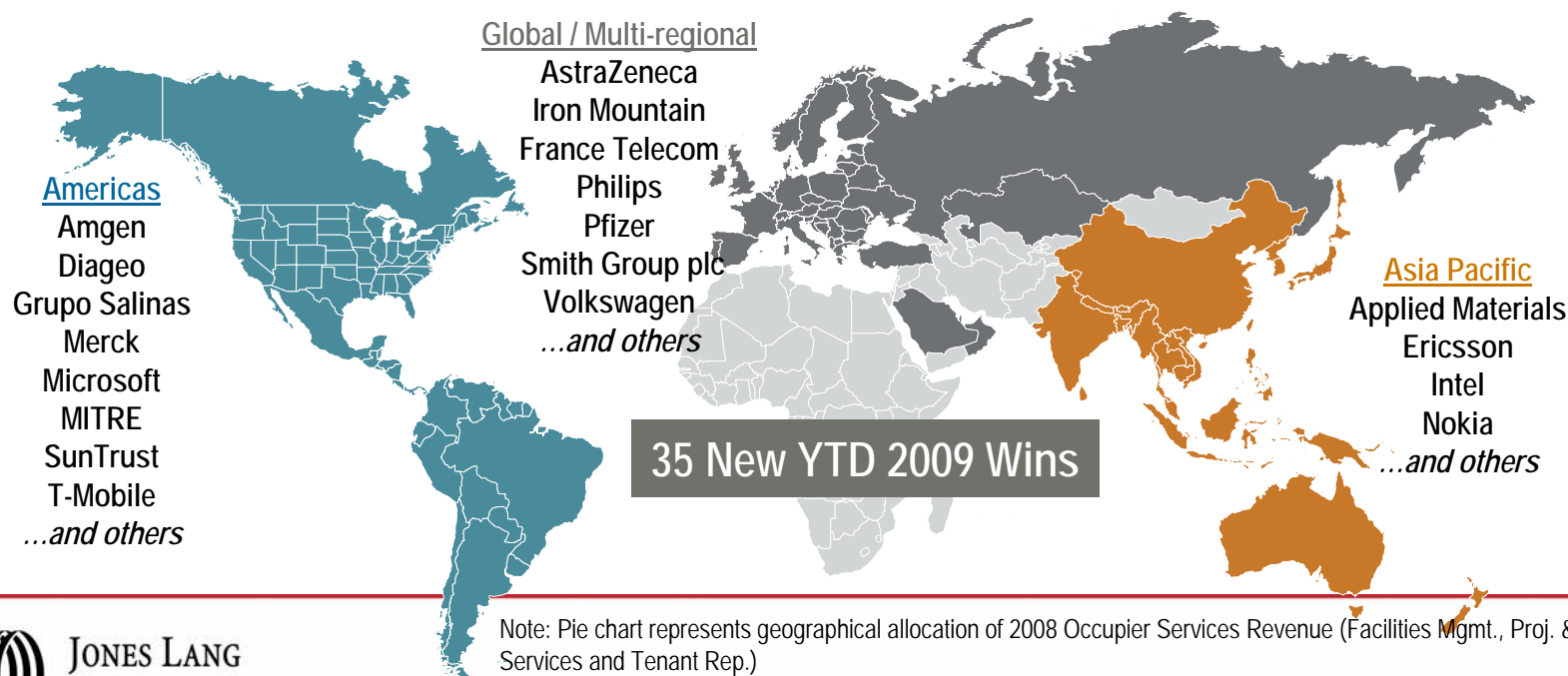
Further sector opportunities with new and existing clients

Global Corporate Solutions

Leading position with unique expertise across services & geographies



- Outsourcing historically U.S. sourced for U.S. based multinationals
- Staubach client relationships accelerating U.S. market share gain
- Highest margin contribution from Americas given scale
- EMEA and Asia Pacific RFP activity growing; U.S. outsourcing trend remains strong

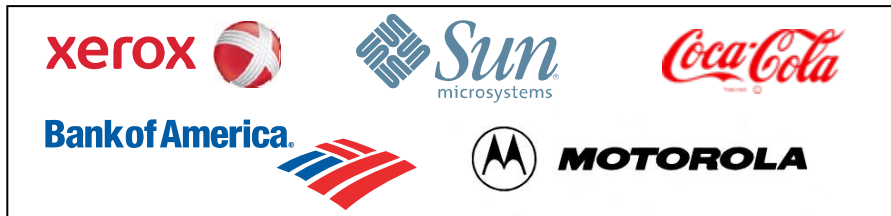


Integrated Sustainability Services and Best Practices

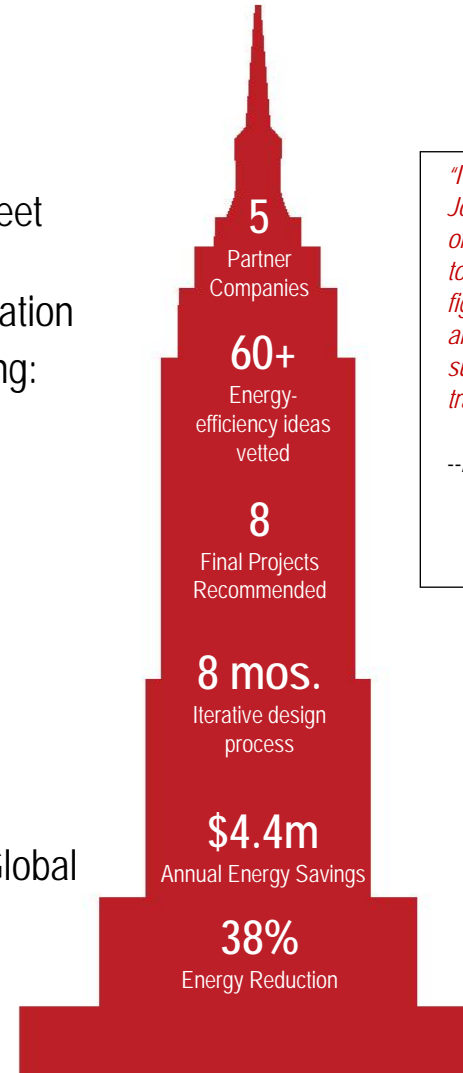
Energy conservation and cost savings a growing priority

Making an impact

- Over 500 LEED Accredited Professionals
- Managed 73 LEED projects, totaling over 35 million square feet
 - LEED consultant for 2 of first 3 properties to be LEED EB Platinum certified; Beacon Capital and McDonald's Corporation
- Documented \$95 million in energy savings for clients including:



- Reduced 438,000 tons of greenhouse gas emissions
 - Equivalent to the emissions of nearly 50 million gallons of gasoline consumption
- Provided 20,000 facilities with specialized energy services
- Leading development of global sustainability guidelines for Global Reporting Initiative



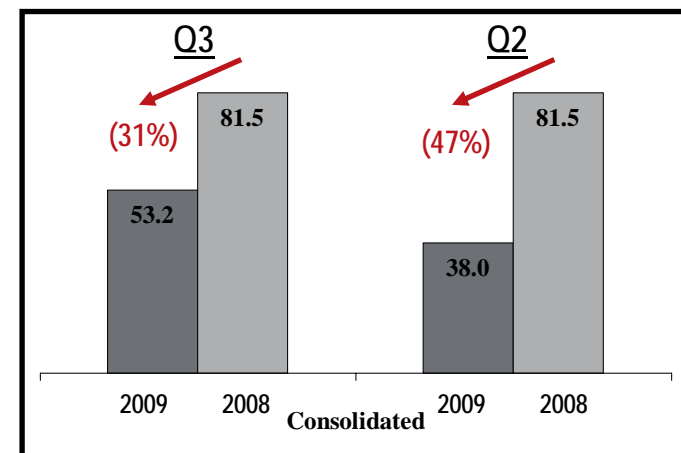
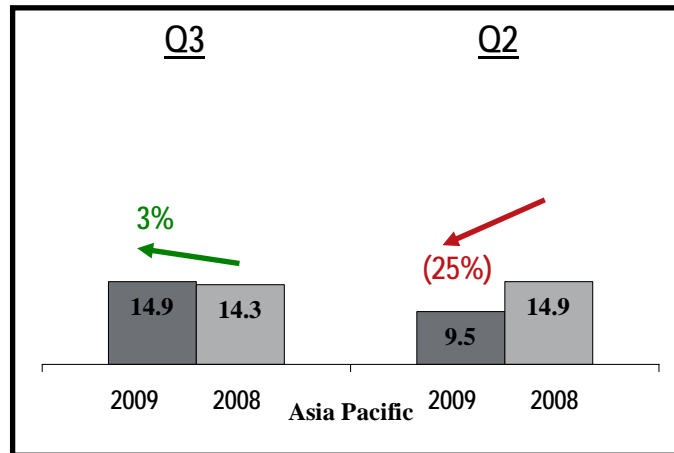
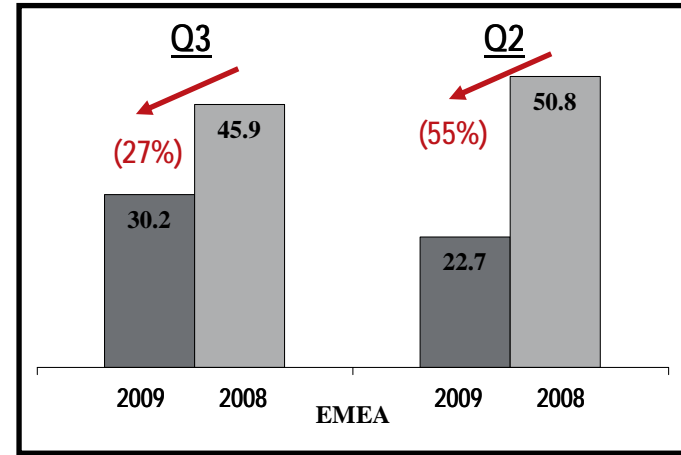
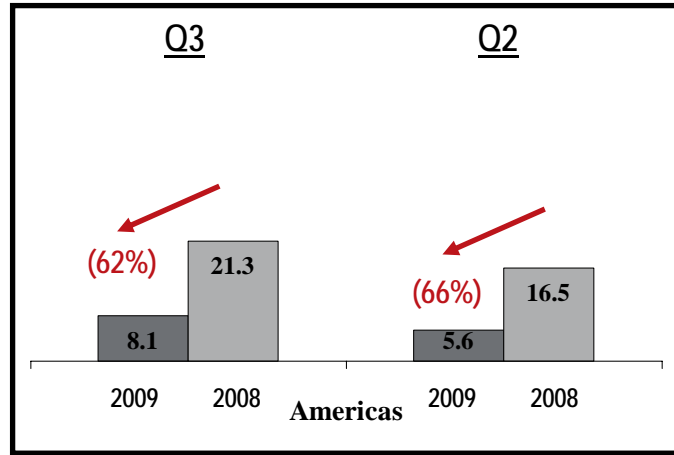
"I chose Ray Quartararo and Jones Lang LaSalle because of our successful history together taking on and figuring out difficult projects and the company's deep sustainability expertise and track record."

--Anthony E. Malkin
Building Owner
Empire State Building
Company

Capital Markets and Hotels Revenue

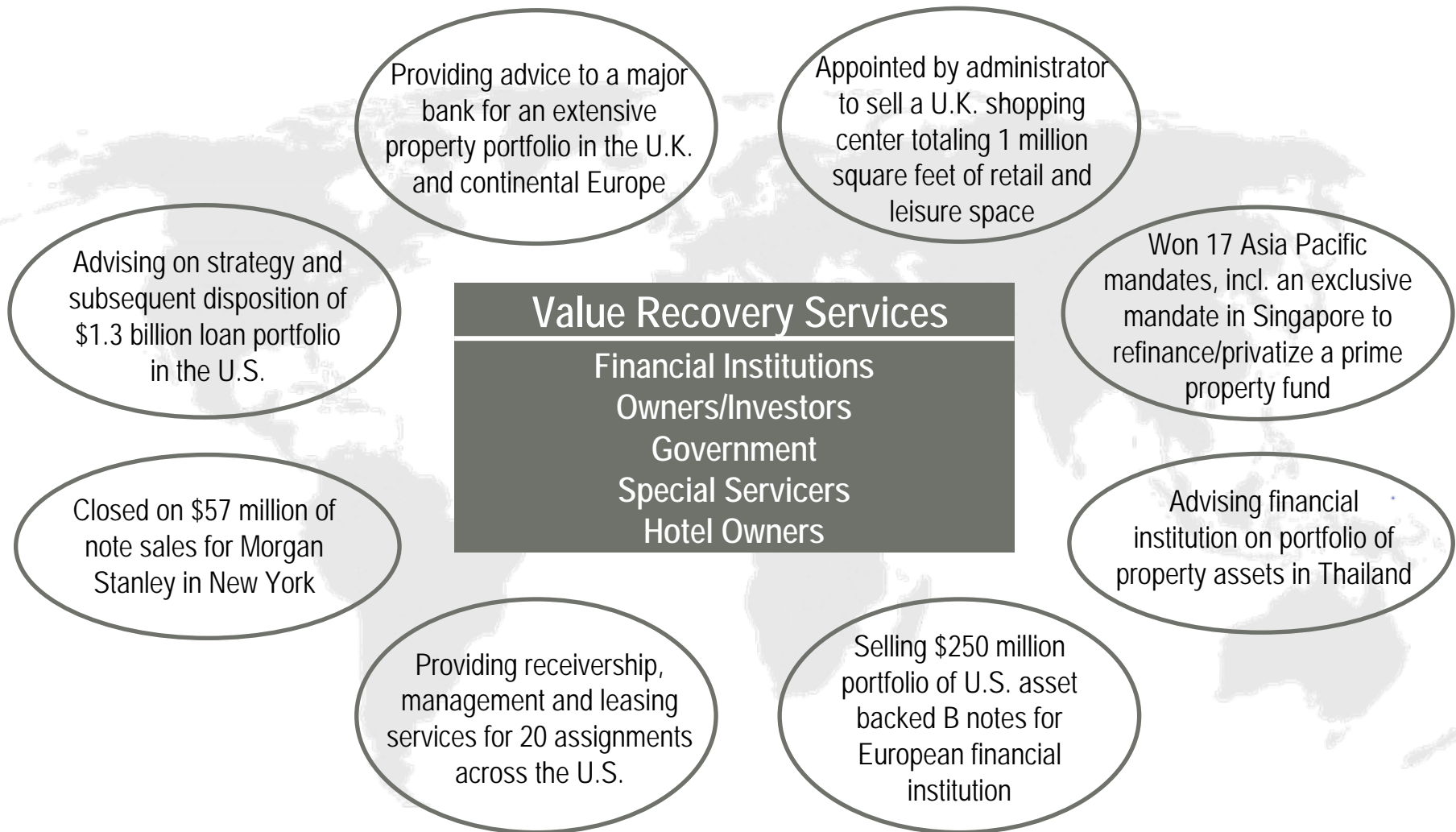
Year on year comparisons reflect revenue declines slowing or reversing

(\$ in millions, % in Local Currency terms)



Capital Markets - Value Recovery Services

Advising clients navigating a difficult economic climate



LaSalle Investment Management

Premier global investment manager – safe hands in a stressed sector

OVERVIEW

- Over 25 years real estate investment experience in Europe and North America, and investing in Asia Pacific for 10 years
- Over 300 institutional investors worldwide – investor base over 90% institutional
- Operating in major markets across North America, Europe and Asia Pacific
- More than 700 people based in 24 offices in 16 countries around the world



Global Firm of the Year

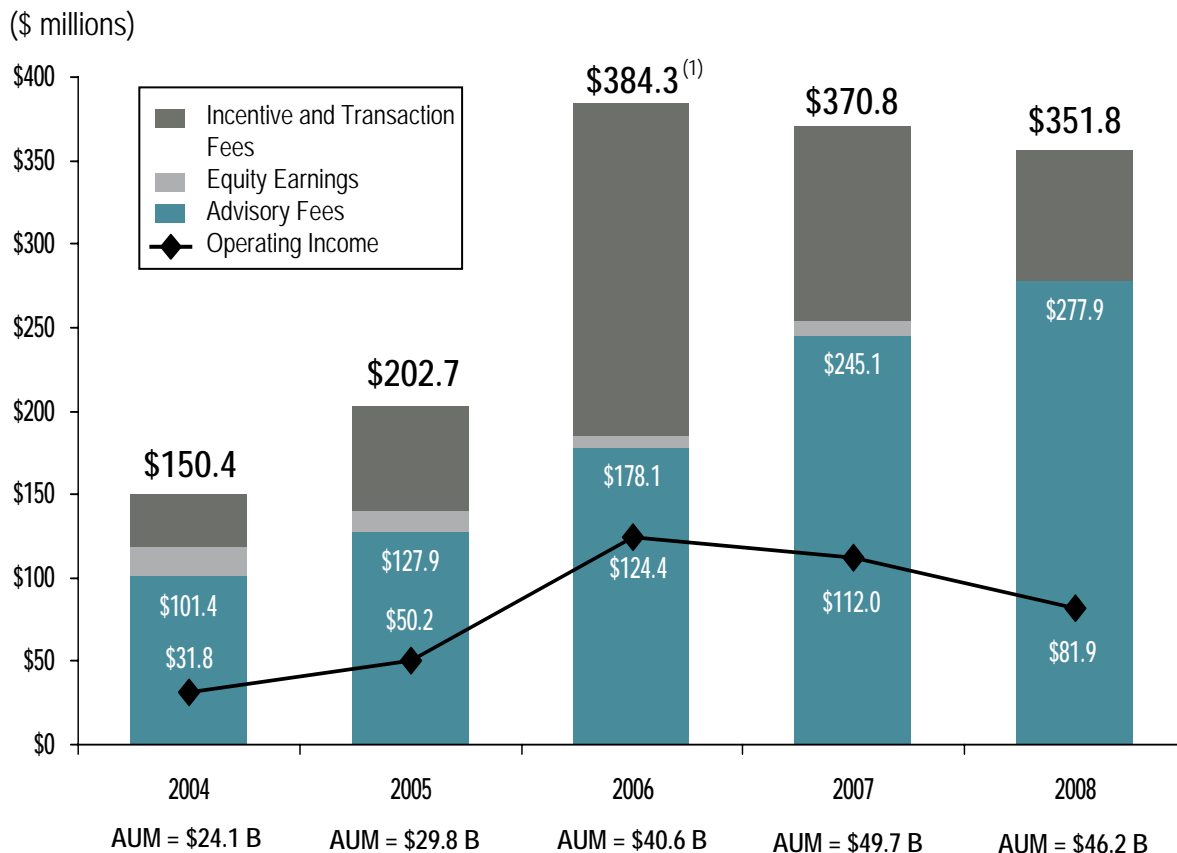
CURRENT PRIORITIES

- Stay close to our clients – constant communication and no surprises
- Reinforce asset management teams – bolstering performance is job #1
- Execute targeted fund raising programs
- Respond aggressively to weakness in competitor performance
- Estimated buying power of \$8-\$10 billion available when market stabilizes ⁽¹⁾



LaSalle Investment Management

Profitable Advisory Fees support business through challenging market



| | Q3 2009 | Q3 2008 |
|-------------------------------------|----------------|----------------|
| Advisory Fees ⁽²⁾ | \$61.2 million | \$71.0 million |
| AUM | \$37.6 billion | \$52.7 billion |
| Annualized Annuity Fees as % of AUM | 0.65% | 0.54% |

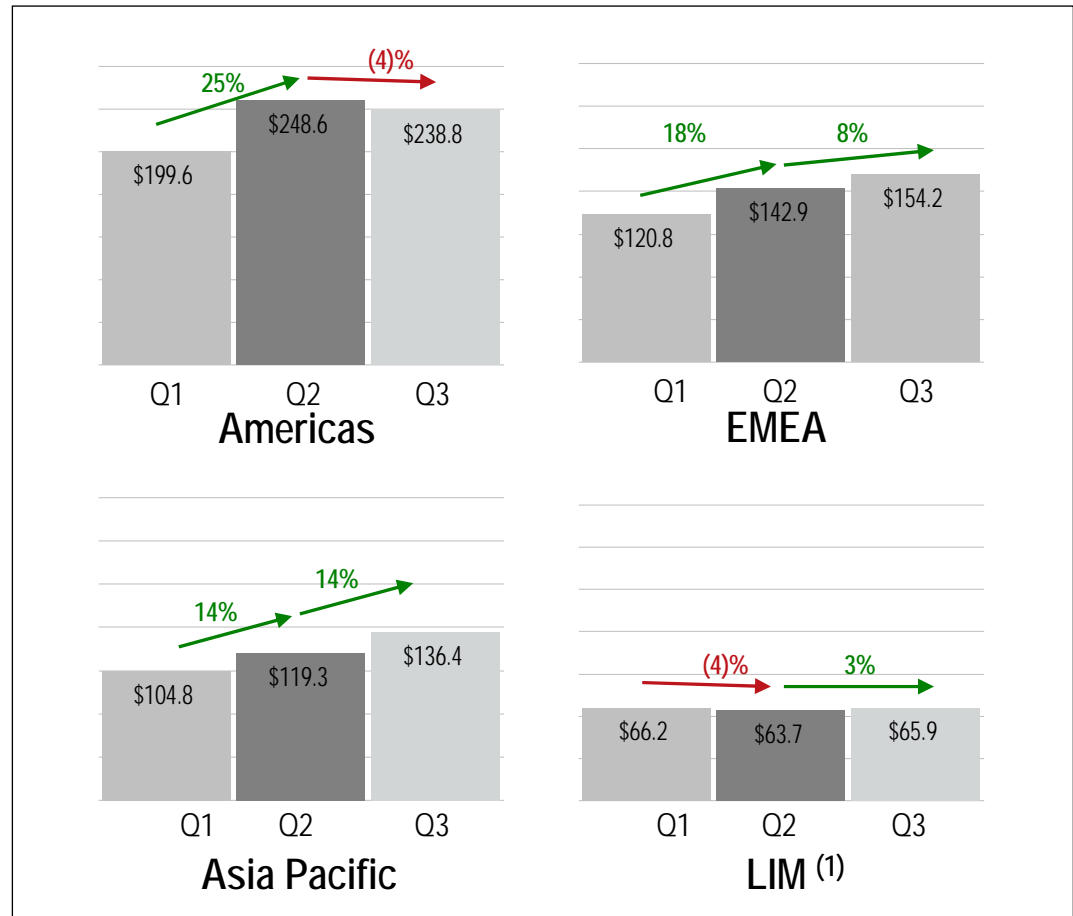
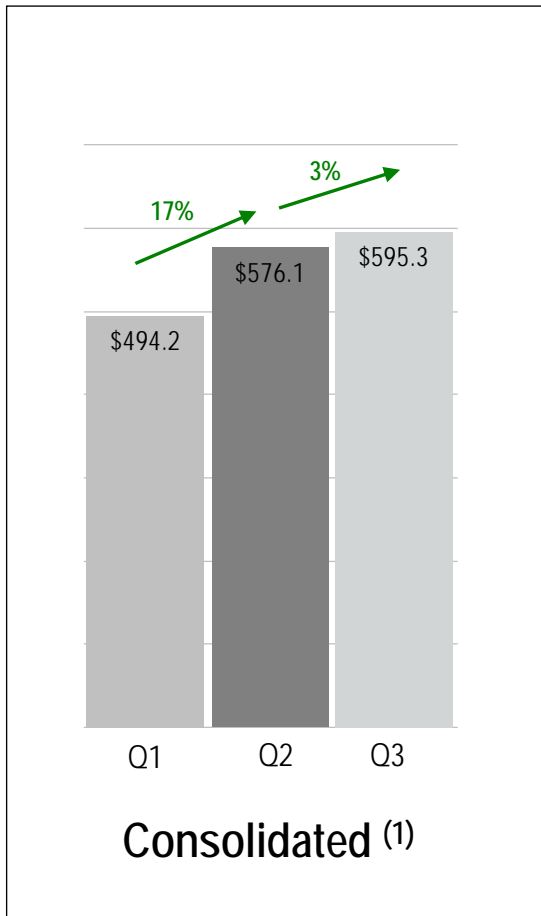
Advisory fees NOI, contractual or equity-based; typically more stable than Assets Under Management which are impacted at least quarterly by market fluctuations

Note: AUM data reported on a one quarter lag

2009 Year to Date Update

Seasonal Quarterly Revenue growth

(\$ in millions)



⁽¹⁾ Excludes Equity Losses

Aggressive Actions Improve Balance Sheet Position

Reduced spending and strong cash generation drive net debt repayment

| | 2009 | 2008 | |
|---------------------------------------------|--------------|----------------|--------------|
| | Jan - Sept | Jan - Sept | Oct - Dec |
| (\$ in millions) | | | |
| Net Cash from/(used in) Operations | \$44 | (\$113) | \$146 |
| <u>Primary Uses of Cash</u> | | | |
| Capital Expenses ⁽¹⁾ | (31) | (72) | (32) |
| Acquisitions & Deferred Payment Obligations | (15) | (283) | (66) |
| Co-Investment | (26) | (37) | (5) |
| Dividends | (4) | (17) | (9) |
| Net Cash Outflows | (76) | (409) | (112) |
| Net Share Issuance & Other Financing | 192 | 4 | 19 |
| Net Debt Repayment/(Borrowing) | \$160 | (\$518) | \$53 |

| Investment Grade Rated | Key Covenant Ratios as of September 30, 2009 | |
|-------------------------------------------------|-------------------------------------------------|--------------|
| Moody's: <i>Baa2 (Stable Outlook)</i> | Leverage Ratio | 2.19x |
| | <i>Maximum</i> | <i>3.75x</i> |
| S&P: <i>BBB- (Stable Outlook)</i> | Interest Coverage Ratio | 3.28x |
| | <i>Minimum</i> | <i>2.00x</i> |

⁽¹⁾ 2009 YTD Q3 capital expenditures net of tenant improvement allowances received were \$25 million

Strengthened Capital Structure to Position for Opportunity

Amended credit facilities; follow-on common stock issuance ⁽¹⁾

Strength

- Differentiated financial strength among private and public global real estate service providers
 - Investment grade rated; Moody's Baa2 (Stable Outlook), S&P BBB- (Stable Outlook)
 - Demonstrates strong balance sheet to Corporate and LIM clients seeking long-term partner
- Positioned for absolute client focus in any economic scenario
- LaSalle Investment Management; safe pair of hands vs. competitors in stressed environment

Opportunity

- Capitalize on industry recovery
- Flexibility to acquire small, premium teams that will strengthen our competitive position
- Positioned to grow LaSalle Investment Management

World Standard Business Operations

Setting the Industry Standard for Real Estate Service Companies

Jones Lang LaSalle is a Leading Real Estate Services Brand:

- **Dominant 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 region and by service line
 - Solid balance sheet with investment-grade ratings
 - Strong global platform positioned for opportunity & market recovery



Global Firm of the Year

Appendix

LaSalle Investment Management

Assets Under Management

| Description | Q3 2009 Statistics * | Typical Fee Structure |
|-------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|
| Separate Account Management (Firm's co-investment = \$21.8MM) | <ul style="list-style-type: none"> • \$16.4 billion of assets under management <i>(34% decline from 2008)</i> | <ul style="list-style-type: none"> • Advisory fees • Transaction fees • Incentive fees • Equity earnings |
| Fund Management (Firm's co-investment = \$133.8MM) | <ul style="list-style-type: none"> • \$16.2 billion of assets under management <i>(14% decline from 2008)</i> | <ul style="list-style-type: none"> • Advisory fees • Incentive fees • Equity earnings |
| Public Securities (Firm's co-investment = \$0.1MM) | <ul style="list-style-type: none"> • \$5.0 billion of assets under management <i>(44% decline from 2008)</i> | <ul style="list-style-type: none"> • Advisory fees |

Assets Under Management = \$37.6 billion

* AUM data reported on one quarter lag

Strengthen Capital Structure to Position for Opportunity

Two-pronged approach

- Credit facilities amended for additional operating and financial flexibility
 - Maintained \$865 million total unsecured borrowing capacity⁽¹⁾ and June 2012 maturity
 - Additional restructuring and non-cash charge exclusions
 - Leverage Ratio increased to 3.75x through March 2011
 - Amendments closed June 2009
- \$228 million gross proceeds from follow-on common stock issuance⁽²⁾
 - Proceeds used to pay down outstanding debt on credit facilities
 - 6.5 million common shares issued
 - Investment grade rated
 - Moody's: Baa2 (Stable Outlook)
 - S&P: BBB- (Stable Outlook)

Capital and Bank Actions

Simultaneous actions taken with lenders

Equity Issuance

| | | |
|------------------------------|-------------------------|-----------------------|
| Shares Sold | 6,500,000 | |
| | <u>Per Share</u> | <u>Total</u> |
| Public Offering Price | \$ 35.00 | \$ 227,500,000 |
| Underwriting Discount | \$ 1.49 | \$ 9,668,750 |
| Proceeds to Company | \$ 33.51 | \$ 217,831,250 |

Debt Amendments

- Amendments provide additional operating and financial flexibility; closed June 2009
- Allowable EBITDA add-backs
 - \$25M of additional restructuring charges
 - \$100M of non-cash co-investment charges, as well as full exclusion of goodwill impairments
- Maximum Leverage Ratio increased to 3.75x through March 2011: $\Rightarrow \frac{\text{Debt}}{\text{Adjusted EBITDA}}$
 - 3.50x for the two quarters ending September 30, 2011
 - 3.25x thereafter
- Cash Interest Coverage Ratio amended to include depreciation add-back: $\Rightarrow \frac{\text{EBITDA} + \text{Rents}}{\text{Cash Interest} + \text{Rents}}$

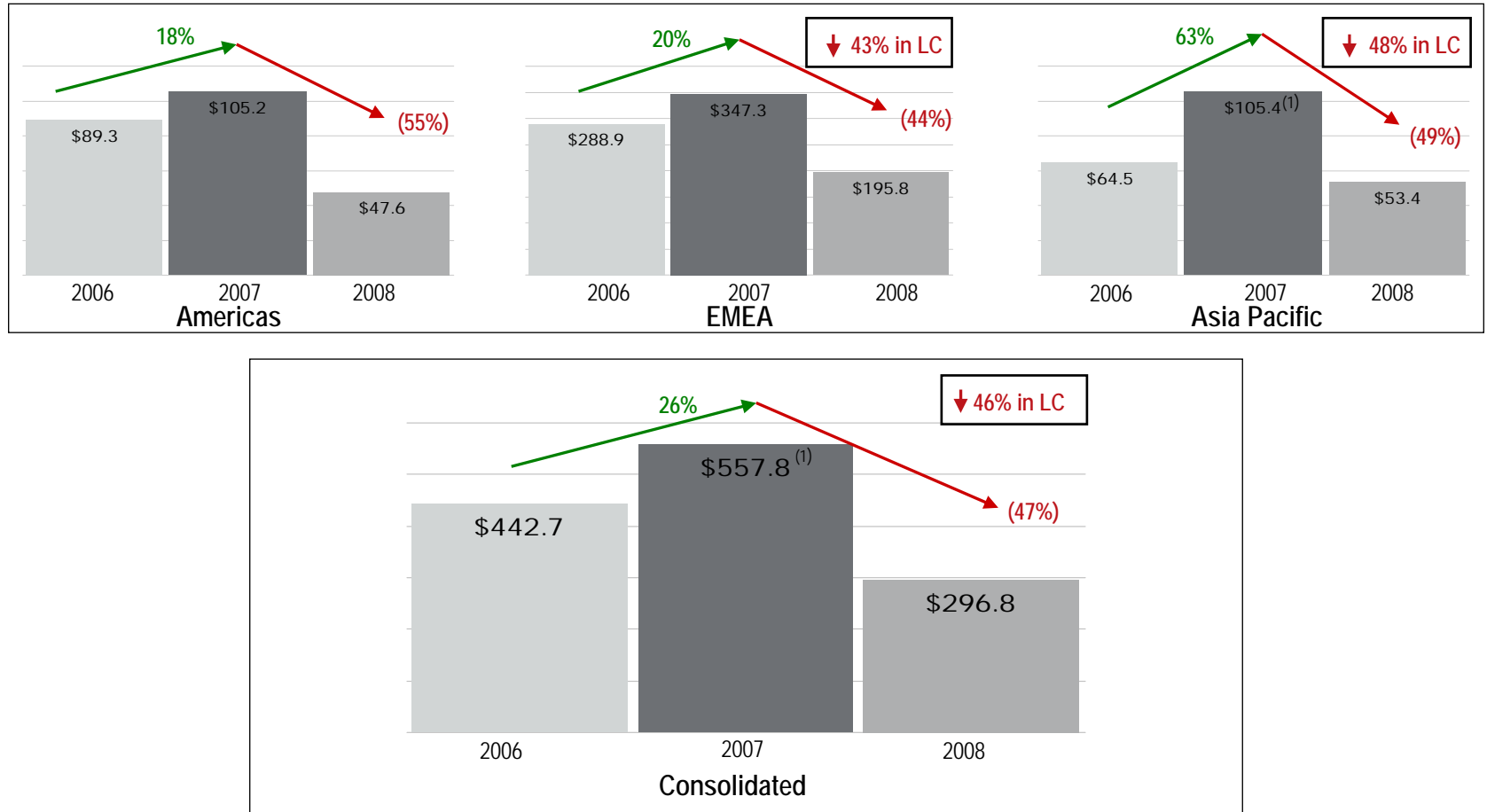
Status of Facilities

- Maturity remains June 2012
- No reduction of borrowing capacity and facilities remain unsecured
- Post amendment pricing of 4.25%

Lower Capital Markets Revenue Reflects Challenging Market

FY 2008 Capital Markets and Hotels revenue

(\$ in millions; "LC"=Local Currency)



⁽¹⁾ Excludes Asia Pacific Hotels advisory fee

Staubach Acquisition - Transaction Overview

- Jones Lang LaSalle and The Staubach Company closed the transaction to merge operations on July 11, 2008
 - Staubach to receive guaranteed payments of \$613 million, plus additional earn out opportunities of up to \$114 million based on performance milestones
 - \$223 million consideration at close
 - \$123 million paid in cash, \$100 million paid in Jones Lang LaSalle stock
 - \$390 million of deferred payments (present value \$339 million)
 - 1st payment = \$78m (August 2010), 2nd payment = \$156m (August 2011) , 3rd payment = \$156m (August 2013) ⁽¹⁾
 - Approximately \$8 million of intangible asset amortization remaining
 - Less than \$1 million anticipated for the remainder of 2009
 - Less than \$1 million of remaining P&L integration expense expected in 2009

⁽¹⁾ 1st and 2nd payments can be deferred an additional 12 months each based on performance