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Building Relationships





A Company Defined by Client Focus

Jones Lang LaSalle has become the world’s leading real estate services and investment management firm by evolving and growing with our clients. We pioneered a professional services approach by focusing on long-term relationships, not simply transactions. With extensive experience in all aspects of commercial real estate, we offer total business solutions and an unmatched advisory capability. Because our professionals are among the top talent in the industry, we are able to assemble teams that are ideally suited to each assignment. We look forward to working with you.

CONTENTS

- Overview
- Synopsis
- Capabilities
- Biographies
- Experience



Creating Strong Partnerships

In a business climate marked by constant change, we understand that effective management of real estate is vital to achieving broad business goals. Our ability to make real estate work for business, combined with our commitment to superior client service, has led to long-term relationships with clients throughout the Americas and around the world.

We believe that the most valuable relationships are collaborative. Real estate owners, investors and occupiers are looking for partners who will work closely with them to maximize the value of their real estate. We listen to our clients, develop a thorough understanding of their business needs and objectives, and advise them in making informed decisions about their real estate assets and occupancy.

Jones Lang LaSalle's capabilities cover every aspect of commercial real estate services, yet we are not generalists. Through years of experience, our profes-

sionals have become experts in specific aspects of real estate and in all asset types, including office, retail, hotels, industrial, data centers, call centers, land and residential.

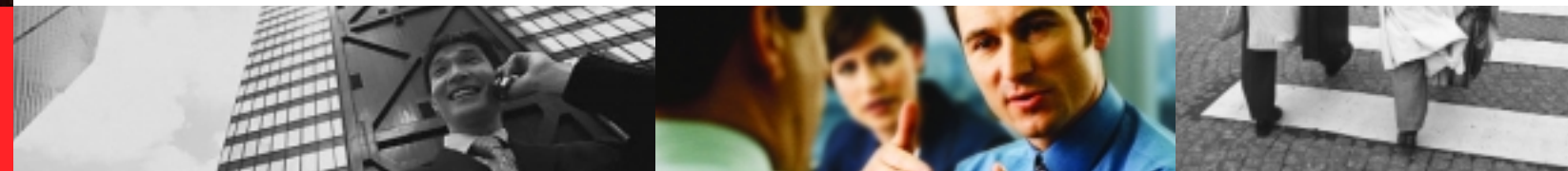
With more than 7,500 professionals in 100 markets worldwide, we reach across North and South America, Asia Pacific and Europe. Our global resources, augmented by a thorough understanding of—and presence in—local markets, give us an advantage that we can put to work for you.



Adding Value for Our Clients



Jones Lang LaSalle is a global firm unified under a single management and ownership structure. Through this global platform, we collect a wealth of ideas developed and tested by our professionals across numerous disciplines and geographic boundaries. Our best practices can be applied to your specific situation, giving you a distinct competitive edge.



As organizations integrate real estate into their long-term business plans, access to our proprietary data and analysis is invaluable. With more than 180 professionals dedicated to research, our customized operating and investment strategies are based on a thorough study of capital market and real estate trends. We also publish strategic studies, market reports, sector reports, forecasts, and analyses on country/market risks and returns.

We use our sophisticated technology infrastructure to communicate with clients regarding market research, best practices and the status of their real estate portfolios. We invest more than two times the industry standard on systems and technology professionals to deliver rapid service, critical information and cost efficiencies.

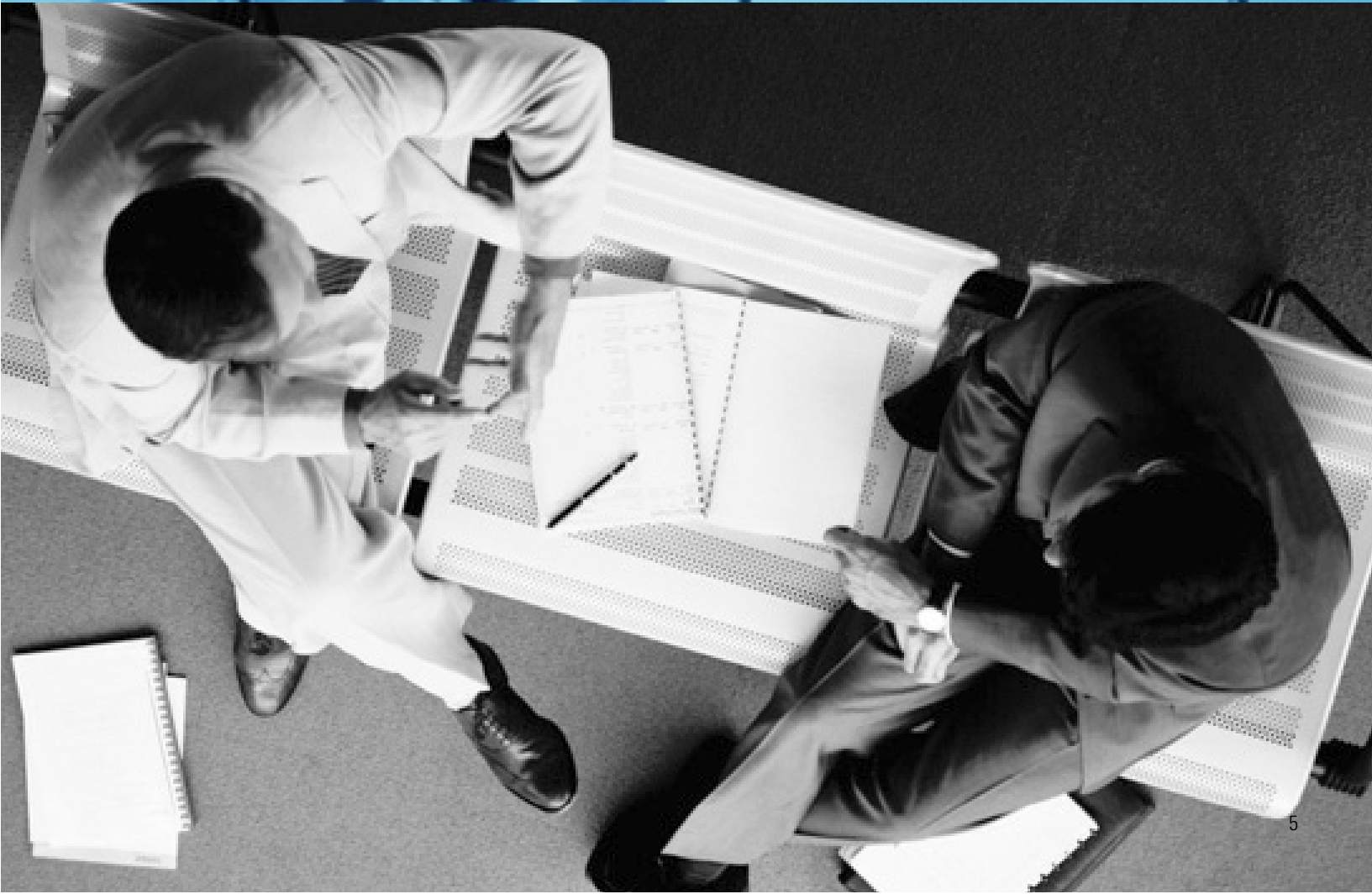
Developing the Best Team

With more than 30 years of experience in the Americas, Jones Lang LaSalle has earned the respect of clients from San Francisco to Santiago—and all points in between.



An industry leader with a history of exceptional staff development, Jones Lang LaSalle recruits, develops and retains the most talented people in the real estate services industry. Our senior management team has an average of 20 years of experience with the company and 25 years of experience in the industry.

The cornerstone of our approach to providing superior client service is a firmwide program based on training, knowledge building and performance management. This learning environment not only inspires our professionals but also heightens accountability. And our compensation approach—salary and performance bonus rather than commissions—keeps the focus on the long-term needs of our clients.



Jones Lang LaSalle tailors its services to support your organization, internal processes and business goals. Our integrated approach allows us to be our clients’ single-source partner. We offer a comprehensive scope of services augmented by experience in all asset types and an array of industries. Based on your needs, one of our professionals serves as your point of contact—a portal to a team of specialists that will deliver the full benefit of Jones Lang LaSalle’s global resources.

Capabilities Tailored to Clients’ Needs

A Full Spectrum of Services for Real Estate Investors

Jones Lang LaSalle’s ability to serve all of our clients’ needs is exemplified by the complete range of services we provide to investors. Whether we are recommending a property investment strategy or conducting a complex lease negotiation, our experts consistently maximize the value of real estate assets.



To be assured of superior returns on their real estate investments, owners need high-caliber **property management** and **leasing** expertise. Jones Lang LaSalle is the world’s largest property manager. Our specialties include managing office property, executing transactions and creatively solving tenants’ growth challenges. Property management has been a core business since Jones Lang LaSalle’s inception. Our experience—from day-to-day operations and accounting to risk management and strategic marketing—is unparalleled.

Jones Lang LaSalle has expertise and reach in capital markets around the globe. Our investor clients have distinct requirements centered on financial services and investment advice. We offer a range of services, including **investment sales, acquisitions, financings** and **portfolio advisory** for assets such as land, industrial and office.

Jones Lang LaSalle Hotels, the world’s largest **hotel real estate investment advisory** group, has a proven track record of marketing complex assets. Our professionals are solely dedicated to hotel real estate investment and thoroughly understand the markets. Investors rely on our broad hotel transaction experience and valuation advice for corporate and financial purposes, mergers and acquisitions, due diligence and much more.

In addition, Jones Lang LaSalle has specialists who provide a wide selection of property services to our **retail** clients, including management, leasing, development, tenant representation, strategic consulting and consumer marketing. We manage regional and community malls, specialty centers, mixed-use facilities, transportation hubs, urban street shops and college campuses.



Serving as a Trusted Investment Advisor

LaSalle Investment Management, a member of the Jones Lang LaSalle group, is a leading global real estate investment manager. It has earned its reputation for superior performance by consistently beating industry benchmarks.

LaSalle clients receive personalized investment strategies based on global investment opportunities selected by its research team. This group is charged with identifying the best investment opportunities available worldwide along the entire risk-return spectrum. When this analysis is combined with the data that LaSalle’s local market researchers collect, the result is a well-grounded investment perspective.

LaSalle professionals are powerful advocates for their clients. The strong relationships they have built with real estate owners and developers in major global markets give them unmatched access to transactions.

Delivering Superior Corporate Solutions

We assemble cross-disciplinary teams of specialists through our Corporate Solutions capability, to meet our clients’ complex occupancy needs. They depend on us to **manage facilities, implement projects, execute transactions** and **administer leases** for their portfolios.



Jones Lang LaSalle manages more property worldwide than any other real estate company. We manage **facilities** and **operations** for our corporate clients, instituting consistent processes and systems that reduce costs. The sophisticated technology we employ, along with our Property Service Centers, enable us to provide 24-hour facility operations service. Leading corporations trust us to ensure 100 percent uptime for their mission-critical environments.

Through our **tenant representation** services, we help clients develop occupancy strategies that lower costs, enhance efficiencies and create more productive work environments. Jones Lang LaSalle specializes in long-term, strategic alliances with companies requiring advice and transaction services across large portfolios. Our professionals have significant business experience in their backgrounds and use it to link real estate strategies to clients’ business objectives.

When clients need a project manager to represent their interests, they count on our expertise in construction supervision, interior design, furniture and fixtures, and move management. Our **project management** experience in numerous industries has given us an in-depth understanding of how assignments should be structured and managed. We establish benchmarks and performance targets to meet your cost, schedule and performance criteria.

Our **consulting** professionals apply their analytical skills, financial expertise and real estate experience to advise companies that are undergoing change. We help clients strategically align real estate activities and internal processes with overall business goals, applying the best practices that our consultants develop and share with their global colleagues.



A Commitment to Our Clients

Our clients operate in a constantly changing business environment. They rely on us to create efficient occupancy solutions and ensure that property assets and investments are positioned to reap maximum benefit and value.

Although Jones Lang LaSalle makes substantial investments in technology and leading-edge research, our largest investment is in client relationships. Many professional services firms talk about commitment to client satisfaction. We have made it central to the way we do business and how we measure the success of our firm.

