



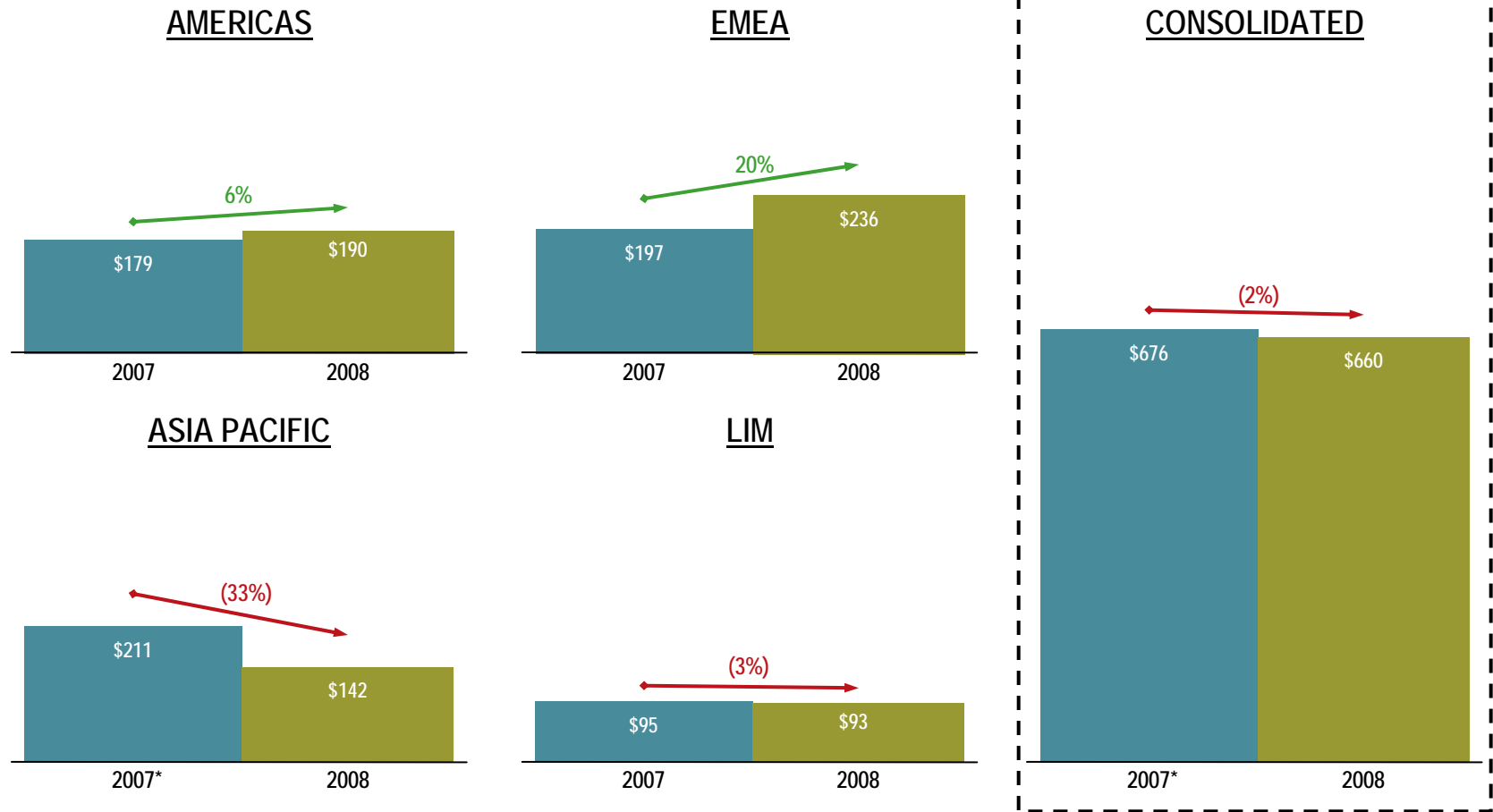
Real value in a changing world

Supplemental Information

Second Quarter 2008 Earnings Call

Q2 2008 Revenue performance

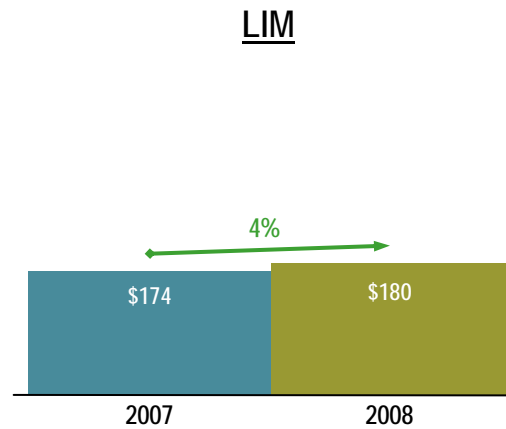
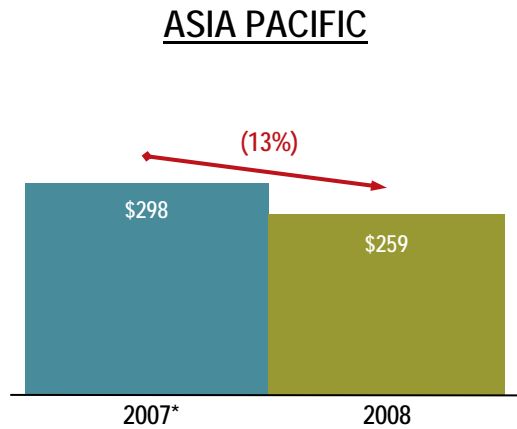
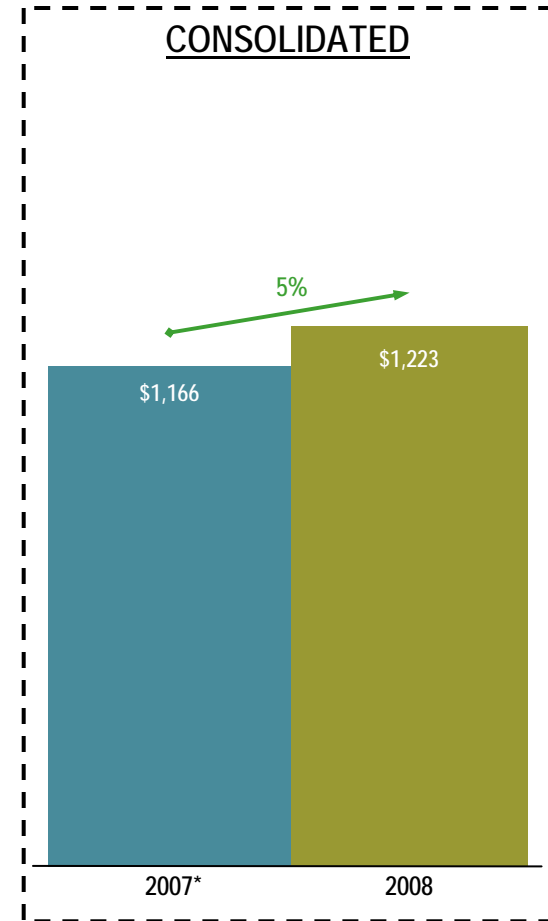
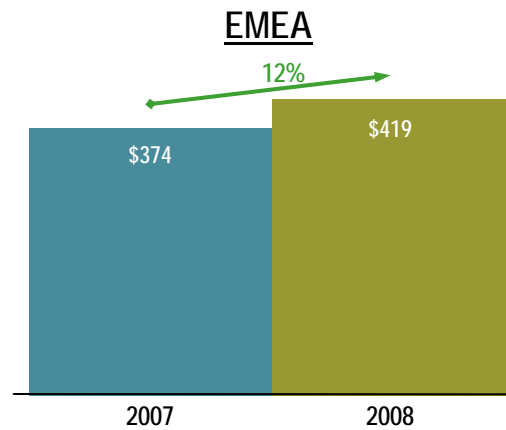
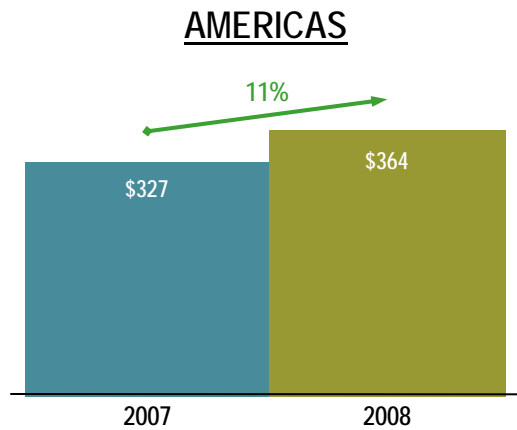
(\$ in millions)



* Includes Asia Pacific Hotels advisory fee

YTD Q2 2008 Revenue performance

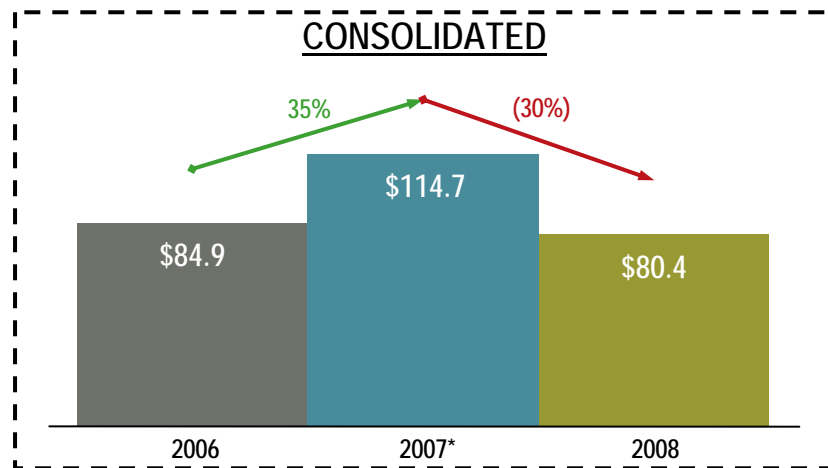
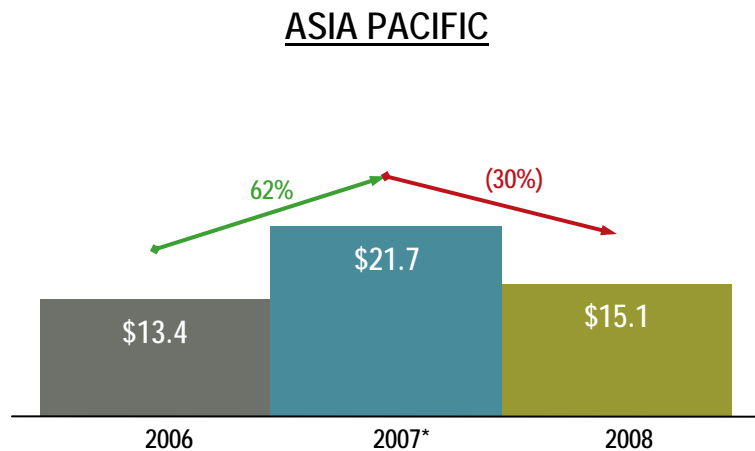
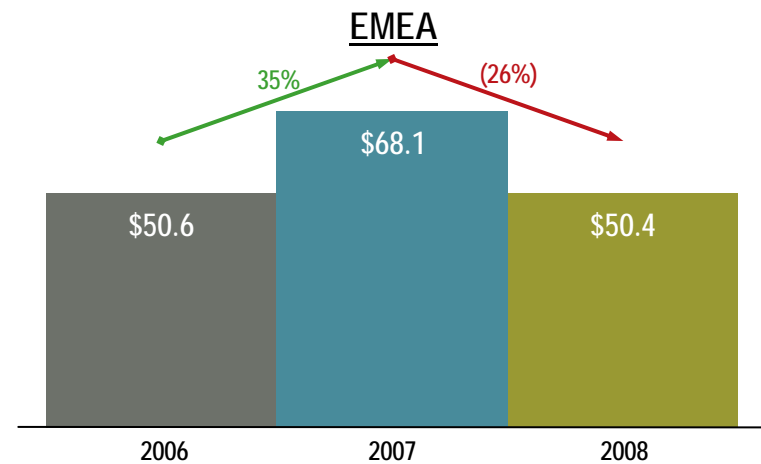
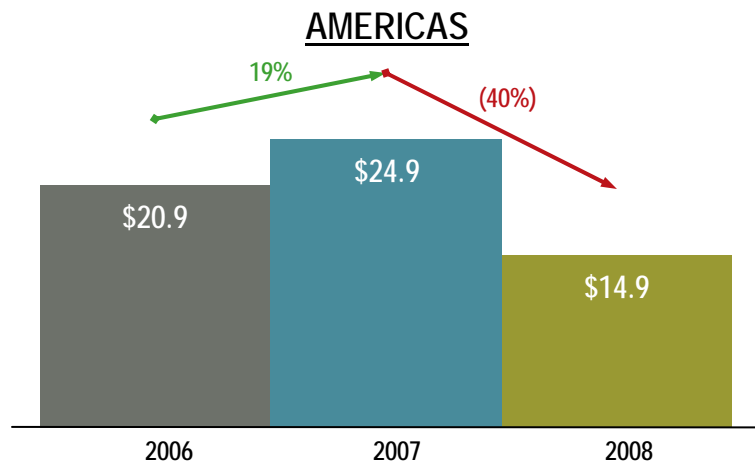
(\$ in millions)



* Includes Asia Pacific Hotels advisory fee

Q2 2008 Capital Markets and Hotels revenue

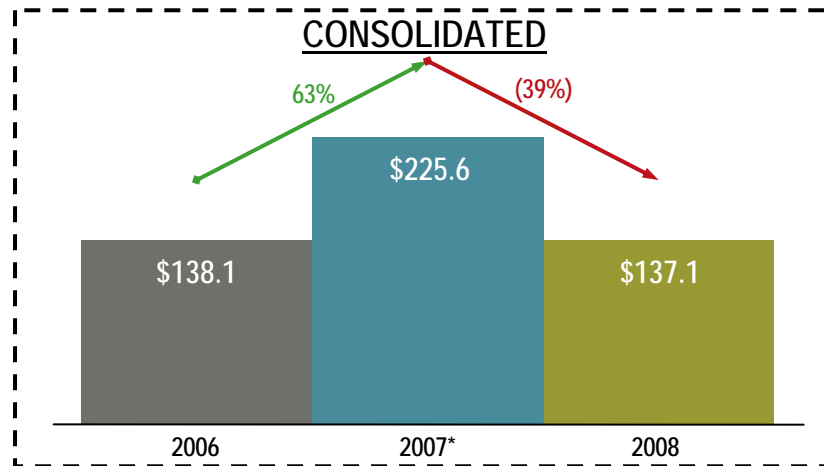
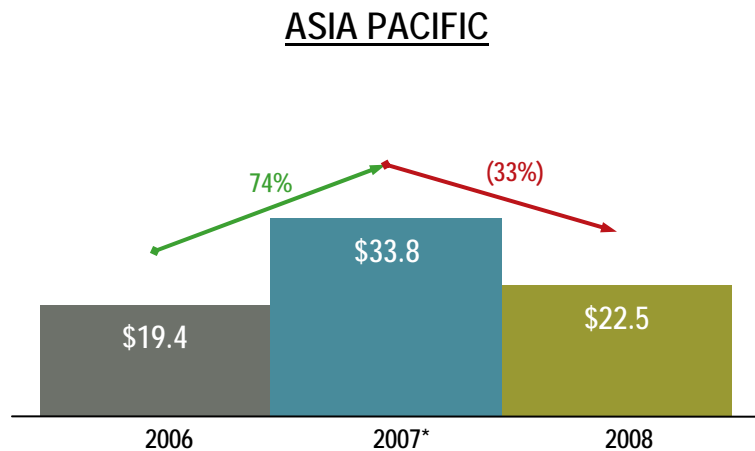
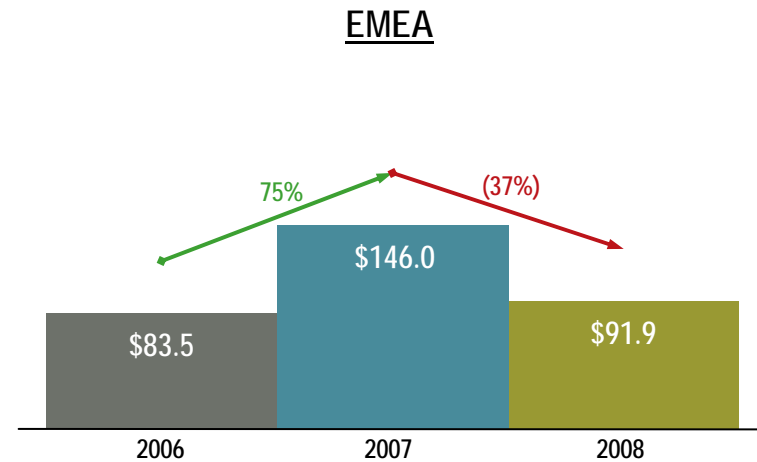
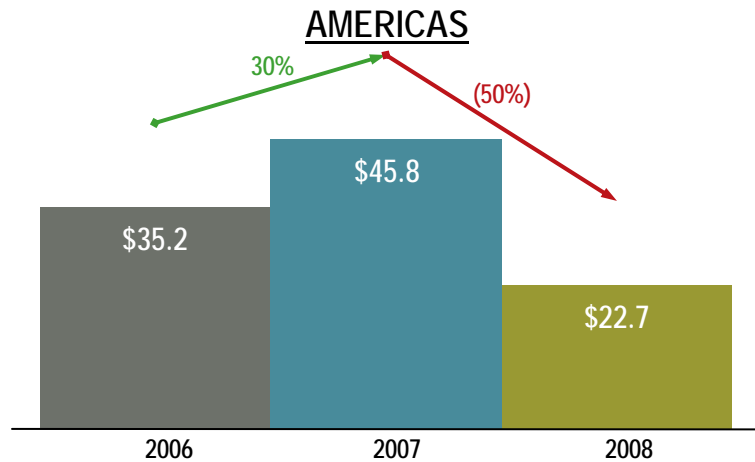
(\$ in millions)



* Excludes Asia Pacific Hotels advisory fee

YTD Q2 2008 Capital Markets and Hotels revenue

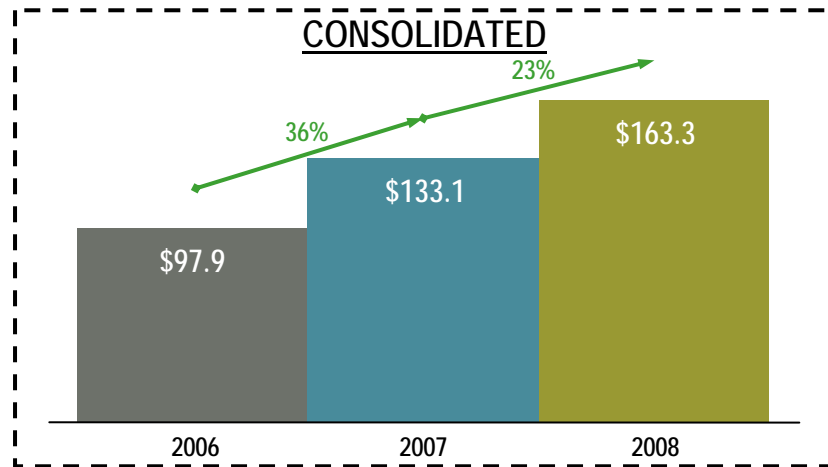
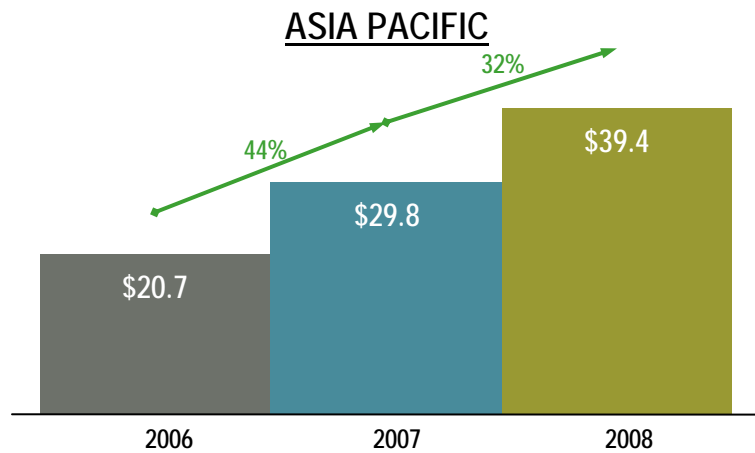
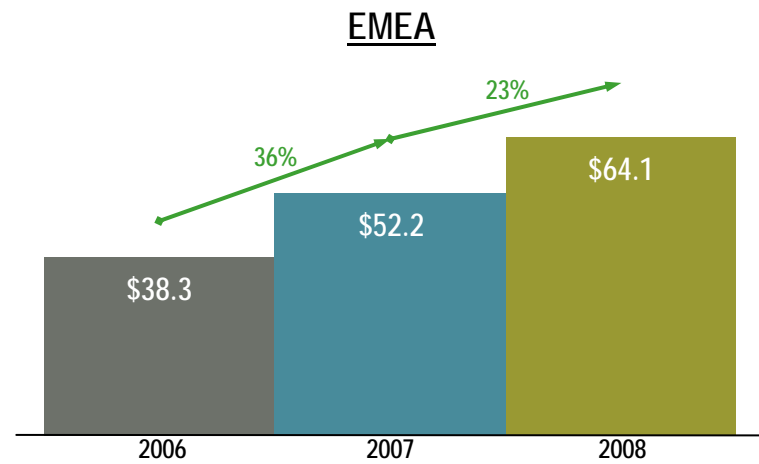
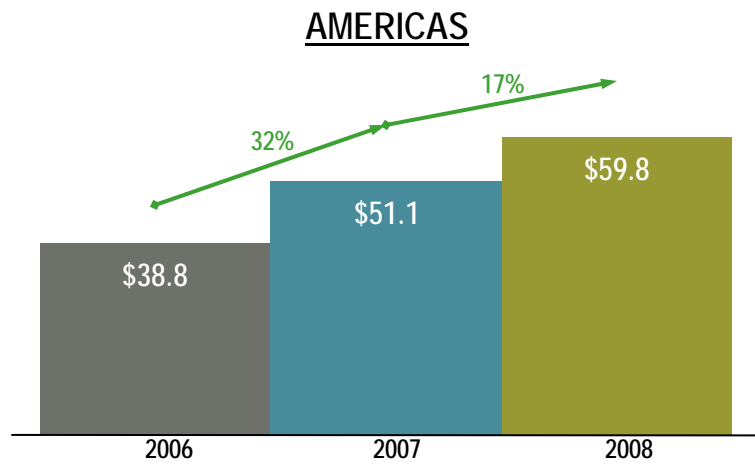
(\$ in millions)



* Excludes Asia Pacific Hotels advisory fee

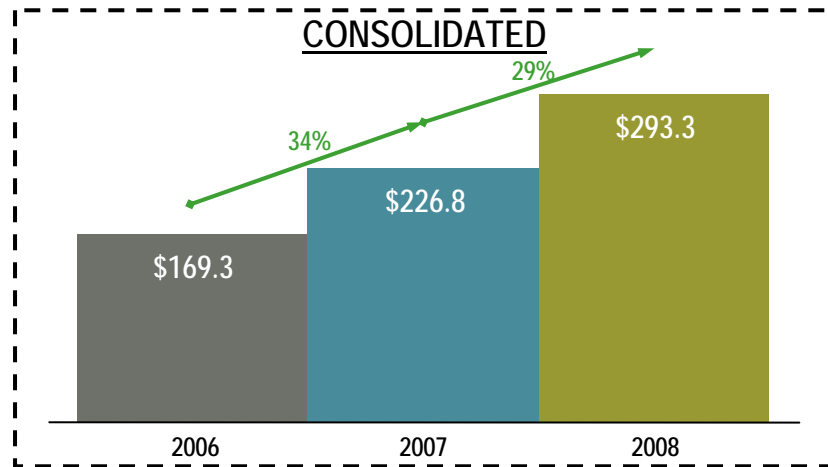
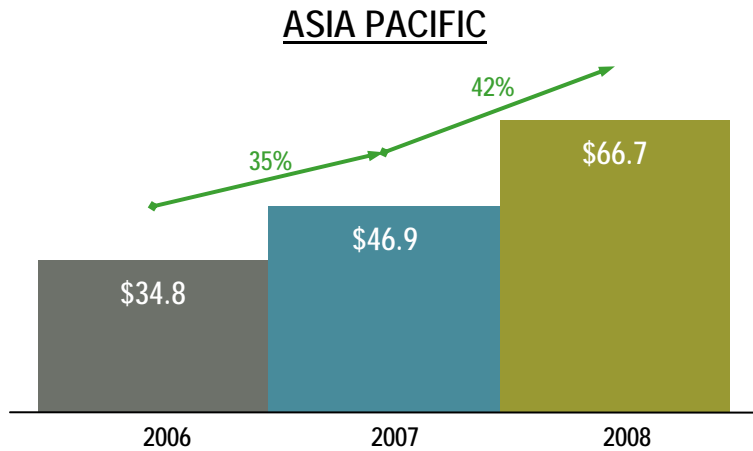
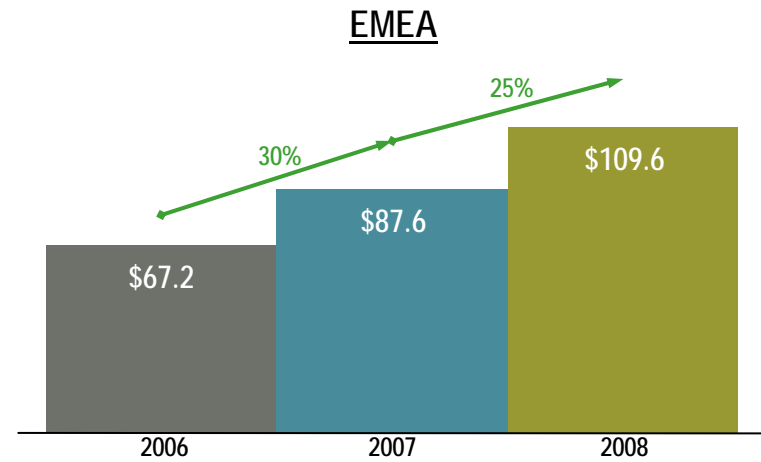
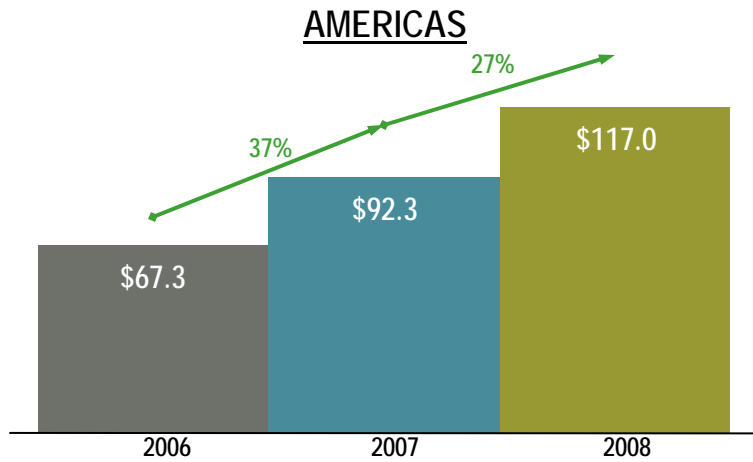
Q2 2008 Leasing revenue

(\$ in millions)



YTD Q2 2008 Leasing revenue

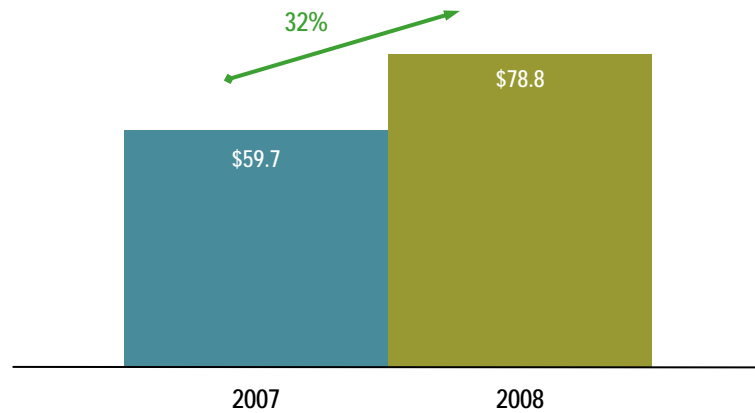
(\$ in millions)



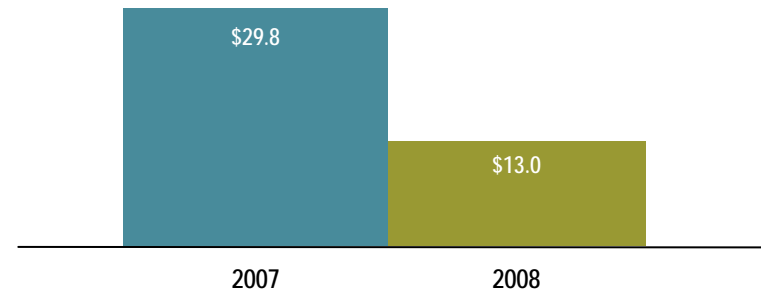
Q2 2008 LaSalle Investment Management revenue

(\$ in millions)

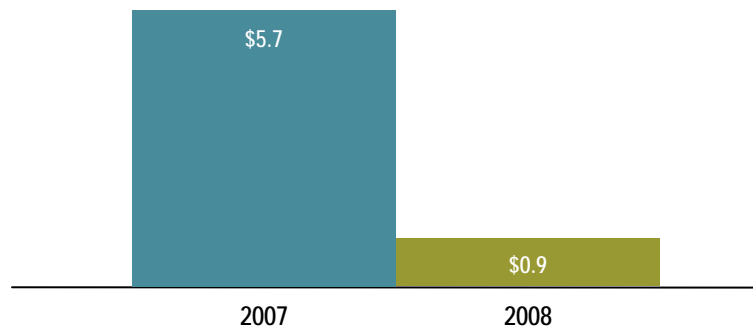
ADVISORY AND TRANSACTION FEES



INCENTIVE FEES



EQUITY EARNINGS



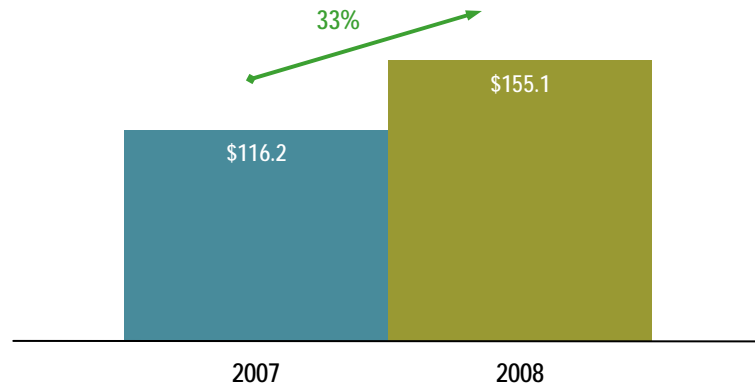
CONSOLIDATED



YTD Q2 2008 LaSalle Investment Management revenue

(\$ in millions)

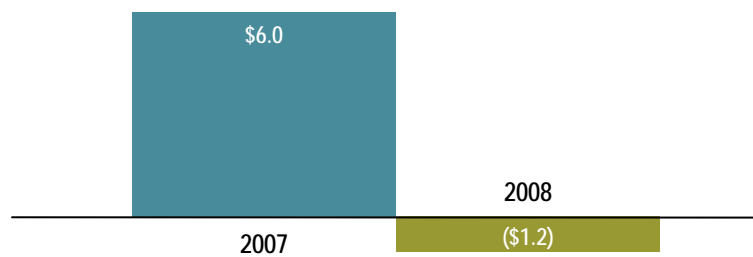
ADVISORY AND TRANSACTION FEES



INCENTIVE FEES



EQUITY EARNINGS (LOSS)



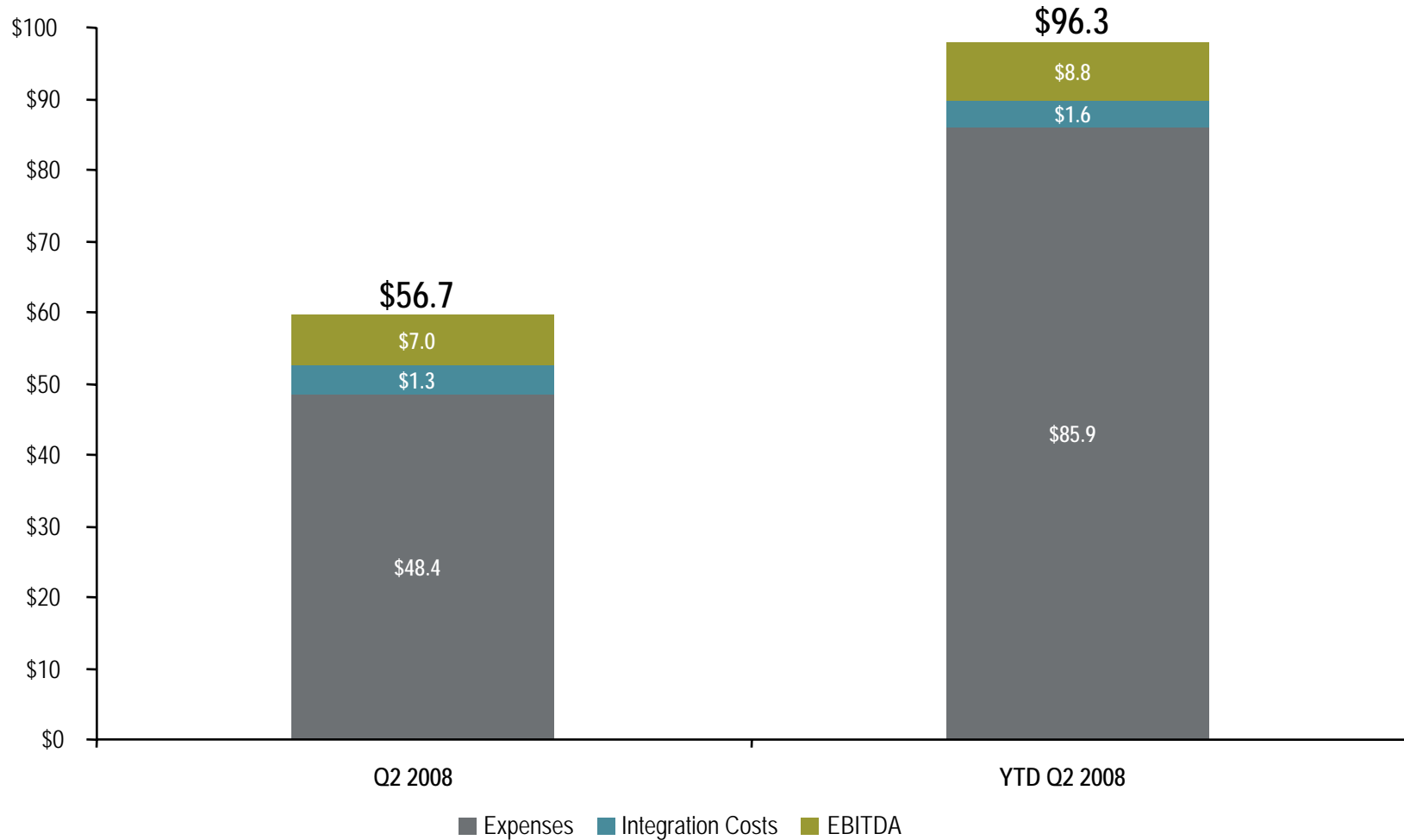
CONSOLIDATED



Q2 & YTD Q2 2008 Acquisition revenue

Contribution from 2007 and 2008 Acquisitions to 2008 Results

(\$ in millions)



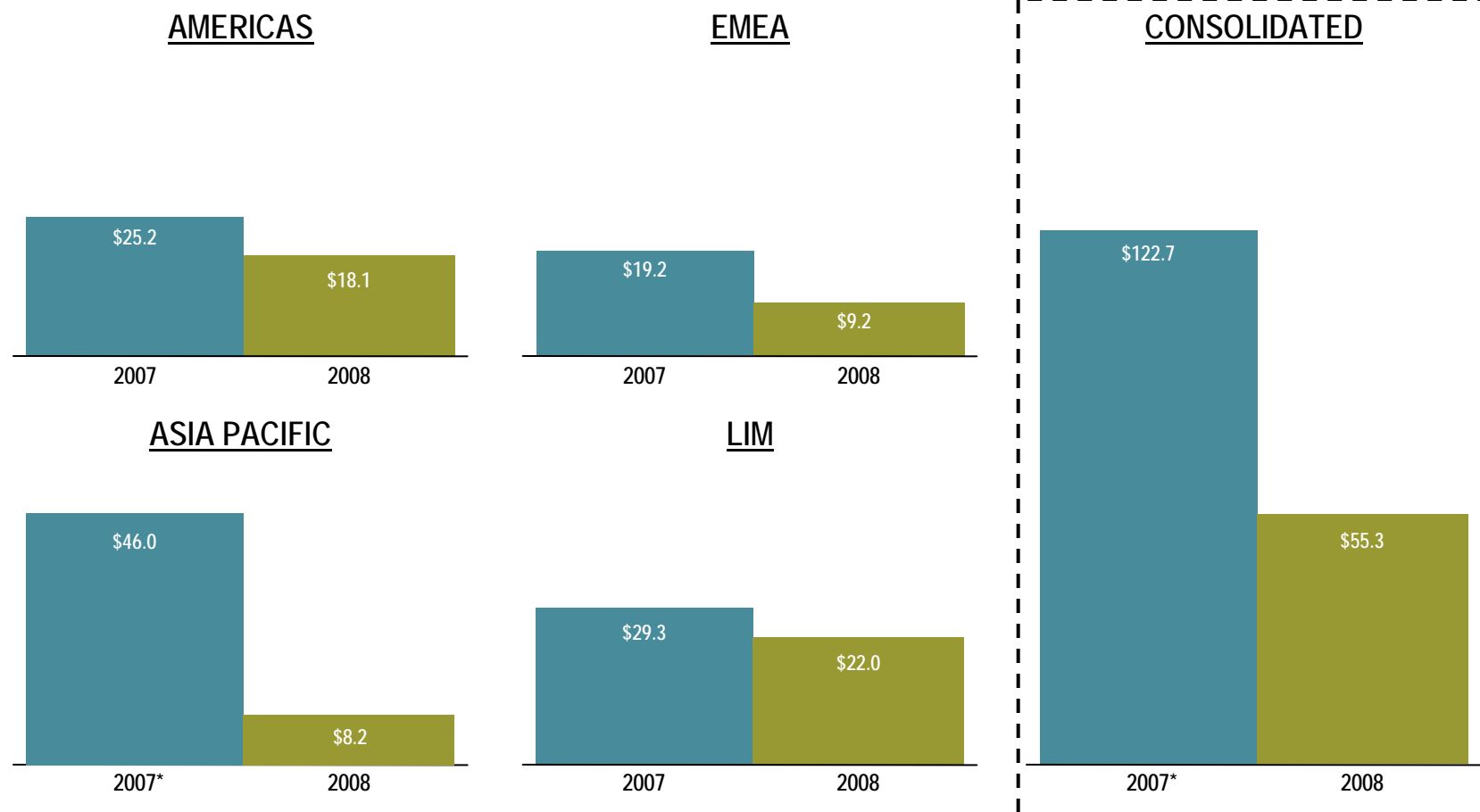
Cost initiatives

Acquisitions continue to drive expense increase

- Aggressive management of discretionary spend
- Hiring freeze in most markets / staff redeployment to growth markets / selective staff reductions
- Moving to more highly variable compensation structures e.g. Americas leasing, Staubach and Kemper's in EMEA
- G-5: World Standard business Operations
 - Centralized finance operations for the UK and a number of other European countries to new shared service operation in Warsaw, Poland
 - Across EMEA, HR and CRM functions being supported by new PeopleSoft technology platform
 - Incremental YTD Q2 costs are \$4M, with full year expected to be \$5M.
 - 2009 operating expense savings expected to be nearly \$2M and \$2.6M annually thereafter

Q2 2008 EBITDA performance

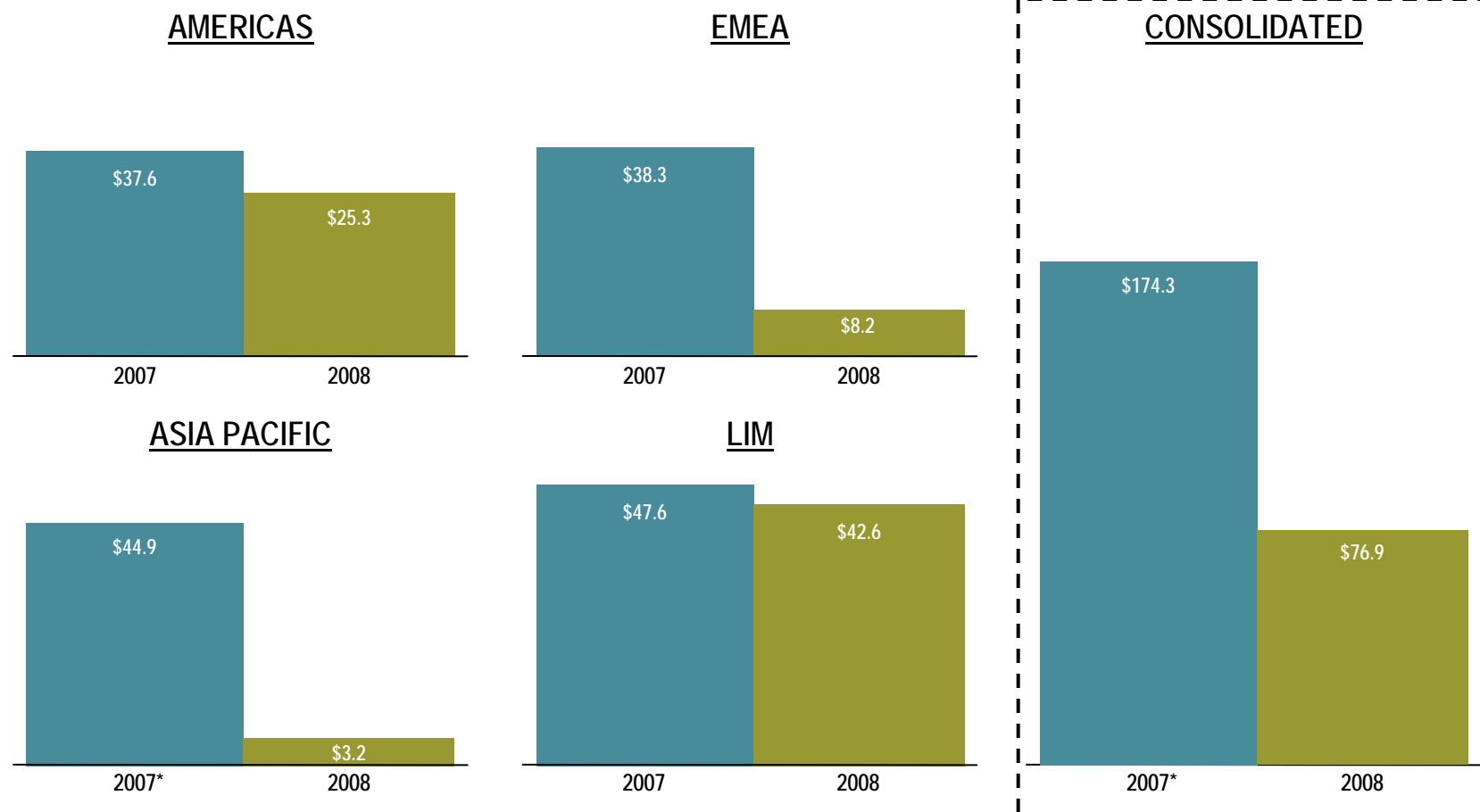
(\$ in millions)



* Includes Asia Pacific Hotels advisory fee

YTD Q2 2008 EBITDA performance

(\$ in millions)



* Includes Asia Pacific Hotels advisory fee