

Real value in a changing world

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Emily Watkins Joins Jones Lang LaSalle as Leader of Innovation and Product Development

Tenured former retail executive to drive evolution, ingenuity within firm's leading-edge real estate outsourcing platform

CHICAGO, February 28, 2011 — Jones Lang LaSalle announced today that Emily Watkins has joined the firm to lead Innovation and Product Development within its Corporate Solutions practice. As Senior Vice President, Watkins will focus on developing leading-edge programs and products that enhance the firm's ability to deliver market-leading real estate strategies for its clients.

Watkins will be based out of Jones Lang LaSalle's San Francisco office, reporting to Doug Sharp, International Director, Corporate Solutions at Jones Lang LaSalle.

"Success in today's marketplace demands rapid speed-to-market of new products and technologies that drive profitability, ingenuity, and branding, and a winning real estate strategy is a critical component of this mix," said Sharp. "Emily's experience at one of the most respected global brands coupled with her creativity and forward-thinking approach will undoubtedly support Jones Lang LaSalle's position as a market leader in developing leading-edge real estate solutions for clients that boost productivity, reduce costs, and promote innovation."

Watkins joins Jones Lang LaSalle from Gap Inc., where she spent 13 years in increasingly high-profile roles within the company's architecture, construction, and real estate departments, most recently as Senior Director of Real Estate Operations. In this role, she was responsible for guiding the brand's global asset management, portfolio management, real estate analytics, and technology functions for the brand's 38-million-square-foot portfolio.

"As more and more companies around the world seek out expert real estate outsourcing services to support their financial and operational goals, I look forward to contributing to a firm that is dedicated to being a leader in creating actionable strategies, technologies, and products that support smart business," said Watkins. "My background at one of the most innovative global consumer brands has fuelled my passion for bringing that same energy of creativity and ingenuity to Jones Lang LaSalle's Corporate Solutions practice."

Jones Lang LaSalle's successful global platform is rooted in the development of innovative programs that meet its clients' rapidly changing needs. Recent innovations include a more robust tax administration platform in partnership with two leading tax consulting firms, an advanced capital

management tool (Lifecycle Asset Management), a website dedicated to the new FASB/IASB lease accounting rules at www.leaseaccountingchanges.com, an on-line tool to support idea flow and tracking, and several other technology modifications and enhancements to drive productivity and integrated client reporting.

Watkin's role will reach across all of Jones Lang LaSalle's practices, including its Corporate Retail Solutions business, to promote an integrated approach in developing and maintaining innovation programs to identify new services and products, as well as incremental enhancements to current offerings. One of her key initiatives will be to develop partnering programs across service lines and geographies to drive collaboration with service partners and vendors and other innovative firms in order to leverage outside investments, ideas and market views.

"Emily's retail background will be a tremendous asset to our Corporate Retail Solutions practice as we work with our clients to develop new approaches and strategies that leverage market opportunities and help them navigate through the challenging industry landscape," said Joe Brady, Managing Director of Jones Lang LaSalle Corporate Retail Solutions.

Watkins holds a Bachelor of Science degree in Architectural (Structural) Engineering from California Polytechnic State University. She also holds a Masters of Business Administration degree from the Berkeley-Columbia Executive MBA program.

About Jones Lang LaSalle

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2009 global revenue of \$2.5 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.6 billion square feet worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse in real estate with approximately \$40 billion of assets under management. For further information, please visit our website, www.joneslanglasalle.com.

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