

**For Immediate Release**

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**JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS**

**CHICAGO and LONDON, November 3, 2004** – Jones Lang LaSalle Incorporated (NYSE: JLL), the leading global real estate services and money management firm, today reported net income of \$15.3 million, or \$0.47 per diluted share of common stock, for the third quarter of 2004. Year-to-date net income totaled \$14.3 million, or \$0.43 per diluted share. The third quarter results include a benefit from a non-recurring credit of \$1.4 million (\$0.03 per diluted share). The year-to-date results include an expense of \$11.6 million (\$0.26 per diluted share) associated with the planned early redemption of the firm's euro 165 million 9 percent Senior Notes ("Senior Notes") and non-recurring credits of \$2.3 million (\$0.05 per diluted share).

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**Third Quarter Highlights**

- **Revenues increased 17 percent year over year in local currencies**
  - **Operating income improved year over year in all business segments**
  - **EBITDA 62 percent higher year to date**
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"We continue to report improving financial results in all of our business segments, the result of leveraging operational excellence in an improving world economy. I have been impressed with the strong financial and operational performance which our businesses have demonstrated in my first quarter as CEO. We are well positioned going into the strongest business quarter of the year," said Colin Dyer, the firm's new President and Chief Executive Officer.

## **JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS – Add One**

The 2004 results compare favorably to the 2003 third quarter net income of \$7.4 million (\$0.23 per diluted share) and year-to-date net loss of \$1.3 million (\$0.04 per share), which included non-recurring credits of \$1.5 million (\$0.03 per diluted share) for the quarter and non-recurring charges of \$2.7 million (\$0.06 per diluted share) year to date. EBITDA year to date of \$64.6 million reflected a significant increase over the prior-year EBITDA of \$39.9 million.

Revenues for 2004 increased by \$52.9 million to \$271.0 million for the quarter, a 24 percent increase in U.S. dollars, 17 percent in local currencies, as all segments again reported year-over-year revenue improvement. Year-to-date revenues of \$764.6 million were up 23 percent in U.S. dollars, 16 percent in local currencies. The revenue growth resulted from increased transaction activity across the Investor and Occupier Services businesses of leasing and capital markets, where clients continued to demonstrate increased confidence in the prospects for economic and business recovery. In addition, the strength of real estate as an investment class has increased opportunities for the Real Estate Money Management business to realize value for clients. This generated higher equity earnings where the firm co-invested alongside clients, as well as incentive fees, as LaSalle Investment Management continued to deliver investment performance exceeding targeted returns.

Operating expenses were \$248.7 million for the third quarter and \$724.8 million for the year to date, an increase of 16 percent and 12 percent in local currencies, respectively. The increase in expenses for both the quarter and year is primarily due to incentive compensation accruals, the timing of which is the result of the stronger year-over-year revenue performance as well as the timing of revenue increases. Operating and administrative expense increased 11 percent for the quarter and 9 percent year to date in local currencies as revenue-generation-related costs supported the increased business activity. Included in the quarter was an increase in reserves for prior insurance year claims.

Non-recurring and restructuring expense for the quarter included a credit of \$4.3 million for cash received as part of the settlement of litigation related to the 2003 abandonment of a property management system in our Australian business. The \$4.3 million is the first installment of a total settlement amount of \$7.1 million, the additional \$2.8 million to be received in installments in 2005. Each of these future installments will be recorded as a credit to non-recurring and restructuring expense when the cash is received. Also included in non-recurring expense in the quarter was a net \$1.9 million impairment for investments made by the closed residential land business and \$0.6 million of additional costs related to excess lease space as a result of the 2002 restructuring program.

## **JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS – Add Two**

Interest expense of \$1.0 million for the quarter was significantly lower than the \$4.7 million incurred in the third quarter of 2003, reflecting the continued pay-down of debt and the early redemption of the Senior Notes in June 2004. The year-to-date interest expense of \$20.0 million includes \$11.6 million for the premium paid for the early redemption and associated accelerated debt issuance costs. Net debt and cash at September 30, 2004, was \$166 million, a \$29 million reduction from September 30, 2003.

The current-quarter tax expense of \$6.0 million reflects an estimated 28 percent effective tax rate for 2004. The prior-year tax expense of \$3.9 million reflected an estimated 32 percent effective tax rate. The 2004 estimated effective tax rate of 28 percent is consistent with the tax rate ultimately achieved for 2003 and reflects the continued disciplined management of the global tax position.

### **Business Segment Third Quarter Performance Highlights**

#### ***Investor and Occupier Services (“IOS”)***

- The Americas operating performance continued to improve as a result of the strengthening economy and the favorable execution of its core businesses and strategic investments, demonstrated by revenues up 22 percent in the quarter and 18 percent year to date. The Real Estate Occupier Services business, marketed as Corporate Solutions, generates over 55 percent of the region’s income and grew 23 percent from the prior year’s quarter. Within this business, tenant representation revenues, which are recorded in implementation services revenues, increased over 60 percent in what is traditionally a slow quarter. Also, corporate facility outsourcings continued to demonstrate strong growth, as evidenced by an increase of nearly 70 million square feet under management as compared to the prior year, bringing the total portfolio to approximately 240 million square feet. During the quarter, strategic investments in New York continued while the project and development capabilities expanded by acquiring Quartararo & Associates, a 40-person consultative project management company. Year-to-date New York performance is up over 35 percent when compared to the prior year. In the leasing and management group, leasing-only assignments continue to be emphasized as many large property owners undertake self management, reducing managed portfolio revenues. Offsetting this trend, the firm’s decision in September to renew its global headquarters location in Chicago resulted in establishing a new client relationship with Wells Real Estate Funds, which retained the firm to lease and manage an eight-property, 4.8-million-square-foot portfolio.

## **JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS – Add Three**

- The European region saw the positive revenue momentum of the first six months continue in the third quarter. In local currencies, revenue in the quarter and year to date increased 10 percent and 12 percent, respectively. Revenue growth was led by increasing activity in the leasing markets in France and England, together with strong capital markets performance, both of which are recorded in implementation services revenues. Russia and Central Europe, locations where significant additional resources have been invested in the last two years, continued to see strong growth. The Irish and Spanish markets also experienced revenue strength. Operating expenses year over year increased 22 percent in U.S. dollars, 11 percent in local currencies, for the quarter. The most significant component of the increase was the timing impact of increased accrued incentive compensation, which follows the timing and size of the improved revenue performance. Additionally, operating expenses for the quarter included increased reserves relating to insurance claims outstanding from prior years.
- Third quarter revenue performance for the Asia Pacific region continued to accelerate year over year, increasing 33 percent in U.S. dollars, 26 percent in local currencies in the quarter. Year to date, the revenue increase is 28 percent in U.S. dollars and 19 percent in local currencies. The growth markets of India and North Asia had a revenue increase of approximately 50 percent for the quarter and year to date, dominated by China, India and Japan. The core market of Hong Kong also had strong revenue growth, reflecting improved sentiment in the local economy overall and resulting in increased transaction activity levels maximized by the firm's leading market position. The Hotels business also had very strong performance, particularly in the core market of Australia. Operating expenses for the quarter increased 28 percent in U.S. dollars, 21 percent in local currencies, driven by accrued incentive compensation expense, reflecting the timing and size of the strong revenue performance as well as continued investment in people and technology in the growth markets of China, India and Japan. Operating income of \$1.7 million for the quarter reduced the year-to-date operating loss to \$1.8 million, a significant improvement over the prior year operating losses of \$0.5 and \$5.3 million for the quarter and year to date, respectively.

## **JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS – Add Four**

### ***Investment Management***

- LaSalle Investment Management revenues in the third quarter were up 23 percent in U.S. dollars, 16 percent in local currencies over the prior year, primarily driven by increased transaction fees, incentive fees and equity earnings. Year-to-date revenues are up 30 percent in U.S. dollars and 22 percent in local currencies, primarily driven by equity earnings of \$9.6 million versus the prior year equity loss of \$0.3 million. The current real estate market is attractive for realizing value for clients in a shorter timeframe than originally planned. As a result, several large transactions have been accelerated to lock in performance gains. Moreover, the strength of the real estate capital markets has resulted in higher than originally targeted investment returns, which has increased incentive fees to \$4.4 million for the year as compared to the prior year of \$1.9 million. The business continued to emphasize growth in the annuity revenues of advisory fees, which increased 4 percent for the quarter and 8 percent year to date. Operating expenses have increased 19 percent in U.S. dollars, 12 percent in local currencies, as the business has increased acquisition staff to deploy the increased commitments to funds under management as well as increased incentive compensation. Co-investment capital increased \$24.6 million in the quarter and \$19.6 million year to date. This reflected the firm's investment in the increased acquisition activity that has exceeded asset sales, as well as the acquisition of specific assets in anticipation of a new fund launch.

### **Outlook**

The strong momentum shown in the firm's results year to date is expected to continue into the seasonally strong fourth quarter. Full-year diluted earnings, excluding the costs of the early redemption of the Senior Notes (\$0.26 per share) and all non-recurring items, are expected to exceed \$1.60 per diluted share.

### **About Jones Lang LaSalle**

Jones Lang LaSalle is the world's leading real estate services and money management firm, operating across more than 100 markets around the globe. The company provides comprehensive integrated expertise, including management services, implementation services and investment management services on a local, regional and global level to owners, occupiers and investors. Jones Lang LaSalle is also the industry leader in property and corporate facility management services, with a portfolio of over 800 million square feet (74 million square meters) under management worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse real estate money management firms, with approximately \$24 billion of assets under management.

**JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS –  
Add Five**

*Statements in this press release regarding, among other things, future financial results and performance, achievements, plans and objectives 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,” “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” “Quantitative and Qualitative Disclosures about Market Risk,” and elsewhere in Jones Lang LaSalle’s Annual Report on Form 10-K for the year ended December 31, 2003, under “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” “Quantitative and Qualitative Disclosures about Market Risk,” and elsewhere in Jones Lang LaSalle’s Quarterly Reports on Form 10-Q for the quarters ended March 31, 2004 and June 30, 2004 , and in other reports filed with the Securities and Exchange Commission. Statements speak only as of the date of this release. 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.*

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## **JONES LANG LASALLE REPORTS STRONG THIRD QUARTER GLOBAL RESULTS – Add Six**

### **Conference Call**

The firm will conduct a conference call for shareholders, analysts and investment professionals on Thursday, November 4, at 9:00 a.m. EST.

To participate in the teleconference, please dial into one of the following phone numbers five to ten minutes before the start time:

- United States callers: +1 877 809 9540
- International callers: +1 706 679 7364

Replay Information Available: (12:00 p.m. EST) Thursday, November 4, through (Midnight EST) Thursday, November 11, at the following numbers:

- International callers: +1 706 645 9291
- U.S. callers: +1 800 642 1687
- Pass code: 1527295

### **Live web cast** (available through November 11)

Follow these steps to listen to the web cast:

1. You must have a minimum 14.4 Kbps Internet connection
2. Log onto: <http://phx.corporate-ir.net/phoenix.zhtml?p=irol-eventDetails&c=81245&eventID=954885>
3. Download free Windows Media Player software: (link located under registration form)

If you experience problems listening, send an e-mail to [webcast.info@tfn.com](mailto:webcast.info@tfn.com)

This information is also available on the company's website at [www.joneslanglasalle.com](http://www.joneslanglasalle.com)

**JONES LANG LASALLE INCORPORATED**  
**Consolidated Statements of Earnings**  
**For the Three and Nine Months Ended September 30, 2004 and 2003**  
(in thousands, except share data)  
(Unaudited)

	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	<u>2004</u>	<u>2003</u>	<u>2004</u>	<u>2003</u>
Revenue:				
Fee based services	\$ 263,949	\$ 213,169	\$ 740,545	\$ 608,135
Equity in earnings (loss) from unconsolidated ventures	1,034	(77)	10,071	(282)
Other income	5,968	4,983	14,031	11,691
Total revenue	<u>270,951</u>	<u>218,075</u>	<u>764,647</u>	<u>619,544</u>
Operating expenses:				
Compensation and benefits	175,020	137,276	505,470	407,054
Operating, administrative and other	66,630	57,176	196,961	169,845
Depreciation and amortization	8,435	9,082	24,678	28,058
Non-recurring and restructuring charges/(credits):				
Compensation and benefits	(5)	(1,476)	(142)	(2,063)
Operating, administrative and other	(1,403)	25	(2,196)	4,765
Total operating expenses	<u>248,677</u>	<u>202,083</u>	<u>724,771</u>	<u>607,659</u>
Operating income	22,274	15,992	39,876	11,885
Interest and other costs:				
Interest expense, net of interest income	1,016	4,708	8,472	13,726
Loss on extinguishment of Euro Notes	-	-	11,561	-
Total interest and other costs	<u>1,016</u>	<u>4,708</u>	<u>20,033</u>	<u>13,726</u>
Income (loss) before provision (benefit) for income taxes	21,258	11,284	19,843	(1,841)
Net provision (benefit) for income taxes	5,953	3,873	5,557	(590)
Net income (loss)	<u>\$ 15,305</u>	<u>\$ 7,411</u>	<u>\$ 14,286</u>	<u>\$ (1,251)</u>
EBITDA (1)	<u>\$ 30,709</u>	<u>\$ 25,074</u>	<u>\$ 64,554</u>	<u>\$ 39,943</u>
Basic income (loss) per common share	<u>\$ 0.49</u>	<u>\$ 0.24</u>	<u>\$ 0.46</u>	<u>\$ (0.04)</u>
Basic weighted average shares outstanding	<u>30,936,792</u>	<u>31,181,095</u>	<u>30,912,114</u>	<u>30,875,168</u>
Diluted income (loss) per common share	<u>\$ 0.47</u>	<u>\$ 0.23</u>	<u>\$ 0.43</u>	<u>\$ (0.04)</u>
Diluted weighted average shares outstanding	<u>32,894,416</u>	<u>32,409,506</u>	<u>32,850,218</u>	<u>30,875,168</u>

Please reference attached financial statement notes.

**JONES LANG LASALLE INCORPORATED**  
**Segment Operating Results**  
**For the Three and Nine Months Ended September 30, 2004 and 2003**  
(in thousands)  
(Unaudited)

	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	<u>2004</u>	<u>2003</u>	<u>2004</u>	<u>2003</u>
<b>INVESTOR &amp; OCCUPIER SERVICES - AMERICAS</b>				
Revenue:				
Implementation services	\$ 36,763	\$ 25,503	\$ 98,756	\$ 70,882
Management services	44,774	41,389	124,070	119,709
Equity earnings	-	-	467	-
Other services	1,871	1,308	4,613	3,495
Intersegment revenue	234	93	615	432
	<u>83,642</u>	<u>68,293</u>	<u>228,521</u>	<u>194,518</u>
Operating expenses:				
Compensation, operating and administrative	70,385	55,951	201,425	171,822
Depreciation and amortization	3,495	4,508	10,519	13,717
Operating income (2)	<u>\$ 9,762</u>	<u>\$ 7,834</u>	<u>\$ 16,577</u>	<u>\$ 8,979</u>
<b>EUROPE</b>				
Revenue:				
Implementation services	\$ 73,108	\$ 57,854	\$ 214,710	\$ 162,742
Management services	23,166	20,678	69,890	65,594
Other services	3,235	3,352	7,191	6,862
	<u>99,509</u>	<u>81,884</u>	<u>291,791</u>	<u>235,198</u>
Operating expenses:				
Compensation, operating and administrative	94,046	76,539	277,702	223,345
Depreciation and amortization	2,543	2,785	7,998	8,331
Operating income (2)	<u>\$ 2,920</u>	<u>\$ 2,560</u>	<u>\$ 6,091</u>	<u>\$ 3,522</u>
<b>ASIA PACIFIC</b>				
Revenue:				
Implementation services	\$ 33,151	\$ 23,316	\$ 82,557	\$ 60,383
Management services	22,613	18,509	64,546	54,443
Other services	469	306	1,226	1,110
	<u>56,233</u>	<u>42,131</u>	<u>148,329</u>	<u>115,936</u>
Operating expenses:				
Compensation, operating and administrative	52,403	41,084	144,835	116,179
Depreciation and amortization	2,104	1,519	5,247	5,098
Operating income (loss) (2)	<u>\$ 1,726</u>	<u>\$ (472)</u>	<u>\$ (1,753)</u>	<u>\$ (5,341)</u>
<b>INVESTMENT MANAGEMENT-</b>				
Revenue:				
Implementation and other services	\$ 3,094	\$ 996	\$ 8,012	\$ 3,324
Advisory fees	24,615	23,585	74,636	69,348
Incentive fees	3,058	1,356	4,369	1,934
Equity earnings (loss)	1,034	(77)	9,604	(282)
	<u>31,801</u>	<u>25,860</u>	<u>96,621</u>	<u>74,324</u>
Operating expenses:				
Compensation, operating and administrative	25,049	20,971	79,083	65,985
Depreciation and amortization	294	270	915	912
Operating income (2)	<u>\$ 6,458</u>	<u>\$ 4,619</u>	<u>\$ 16,623</u>	<u>\$ 7,427</u>
<hr/>				
Total segment revenue	\$ 271,185	\$ 218,168	\$ 765,262	\$ 619,976
Intersegment revenue eliminations	(234)	(93)	(615)	(432)
Total revenue	<u>\$ 270,951</u>	<u>\$ 218,075</u>	<u>\$ 764,647</u>	<u>\$ 619,544</u>
<hr/>				
Total segment operating expenses	\$ 250,319	\$ 203,627	\$ 727,724	\$ 605,389
Intersegment operating expense eliminations	(234)	(93)	(615)	(432)
Total operating expenses before non-recurring and restructuring charges	<u>\$ 250,085</u>	<u>\$ 203,534</u>	<u>\$ 727,109</u>	<u>\$ 604,957</u>
<hr/>				
Operating income before non-recurring and restructuring charges (2)	<u>\$ 20,866</u>	<u>\$ 14,541</u>	<u>\$ 37,538</u>	<u>\$ 14,587</u>

Please reference attached financial statement notes.

**JONES LANG LASALLE INCORPORATED**  
**Consolidated Balance Sheets**  
**September 30, 2004, December 31, 2003 and September 30, 2003**  
(in thousands)

	<b>September 30, 2004 (Unaudited)</b>	<b>December 31, 2003</b>	<b>September 30, 2003 (Unaudited)</b>
<b>ASSETS</b>			
Current assets:			
Cash and cash equivalents	\$ 21,628	\$ 63,105	\$ 13,601
Trade receivables, net of allowances	233,332	253,126	182,764
Notes receivable	2,315	3,698	2,733
Other receivables	13,626	8,317	8,528
Prepaid expenses	23,585	18,866	18,351
Deferred tax assets	18,730	18,097	31,428
Other assets	13,949	7,731	10,411
Total current assets	327,165	372,940	267,816
Property and equipment, at cost, less accumulated depreciation	67,017	71,621	69,487
Intangibles resulting from business acquisitions and JLW merger, net of accumulated amortization	346,794	347,608	339,854
Investments in and loans to real estate ventures	90,965	71,335	66,918
Long-term receivables, net	13,568	13,007	12,722
Prepaid pension asset	13,884	11,920	-
Deferred tax assets	45,924	43,252	23,441
Debt issuance costs	1,906	4,113	4,333
Other assets, net	11,137	7,144	7,965
	<b>\$ 918,360</b>	<b>\$ 942,940</b>	<b>\$ 792,536</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
Current liabilities:			
Accounts payable and accrued liabilities	\$ 81,303	\$ 96,466	\$ 86,988
Accrued compensation	133,802	154,317	80,113
Short-term borrowings	27,210	3,592	10,052
Deferred tax liabilities	3,498	2,623	687
Other liabilities	43,616	28,414	29,243
Total current liabilities	289,429	285,412	207,083
Long-term liabilities:			
Credit facilities	160,820	-	6,000
9% Senior Euro Notes, due 2007	-	207,816	192,323
Deferred tax liabilities	4,711	761	838
Minimum pension liability	-	-	6,396
Other	29,434	17,960	13,429
Total liabilities	484,394	511,949	426,069
Commitments and contingencies			
Stockholders' equity:			
Common stock, \$.01 par value per share, 100,000,000 shares authorized; 32,803,655, 31,762,077 and 31,556,318 shares issued and outstanding as of Sept. 30, 2004, Dec. 31, 2003 and Sept. 30, 2003, respectively	328	318	316
Additional paid-in capital	539,184	519,438	502,023
Deferred stock compensation	(20,151)	(21,649)	(14,450)
Retained deficit	(45,060)	(59,346)	(96,662)
Stock held by subsidiary	(48,683)	(12,846)	(4,659)
Stock held in trust	(551)	(460)	(460)
Accumulated other comprehensive income (loss)	8,899	5,536	(19,641)
Total stockholders' equity	433,966	430,991	366,467
	<b>\$ 918,360</b>	<b>\$ 942,940</b>	<b>\$ 792,536</b>

Please reference attached financial statement notes.

**JONES LANG LASALLE INCORPORATED**  
**Summarized Consolidated Statements of Cash Flows**  
**For the Nine Months Ended September 30, 2004 and 2003**  
**(in thousands)**  
**(Unaudited)**

	<b>Nine Months Ended September 30,</b>	
	<b>2004 (3)</b>	<b>2003 (3)</b>
Cash provided by earnings	\$ 51,644	\$ 46,461
Cash used in working capital	(15,188)	(11,120)
Cash used in investing activities	(35,391)	(7,639)
Cash used in financing activities	(42,542)	(27,755)
Net decrease in cash	<u>(41,477)</u>	<u>(53)</u>
Cash and cash equivalents, beginning of period	63,105	13,654
Cash and cash equivalents, end of period	<u>\$ 21,628</u>	<u>\$ 13,601</u>

Please reference attached financial statement notes.

**JONES LANG LASALLE INCORPORATED**  
**Schedule of Non-Recurring and Restructuring Charges**  
**For the Three and Nine Months Ended September 30, 2004 and 2003**  
(in thousands, except share data)  
(Unaudited)

	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	<u>2004</u>	<u>2003</u>	<u>2004</u>	<u>2003</u>
<u>Non-Recurring &amp; Restructuring Charges</u>				
Land Investment & Development Group				
Impairment Charges	1,852	-	573	-
Insolvent Insurance Providers	-	-	-	(606)
Abandonment of Property Management Accounting System				
- Compensation & Benefits	(2)	-	74	113
- Operating, Administrative & Other	(3,848)	97	(3,495)	4,919
2001 Global Restructuring Program				
- Compensation & Benefits	(3)	15	(41)	97
- Operating, Administrative & Other	-	-	-	-
2002 Global Restructuring Program				
- Compensation & Benefits	-	(1,491)	(175)	(2,273)
- Operating, Administrative & Other	593	(72)	726	452
<b>Total Non-Recurring &amp; Restructuring Charges (Credits)</b>	<u>(1,408)</u>	<u>(1,451)</u>	<u>(2,338)</u>	<u>2,702</u>
Net expense (benefit) for Income Taxes on Non-Recurring and Restructuring Charges/(Credits)	394	464	655	(865)
<b>Non-Recurring and Restructuring Charges (Credits) After Tax</b>	<u><u>(1,014)</u></u>	<u><u>(987)</u></u>	<u><u>(1,683)</u></u>	<u><u>1,837</u></u>
Diluted Weighted Average Shares Outstanding	32,894,416	32,409,506	32,850,218	30,875,168
Per Share Impact of Non-Recurring and Restructuring Charges (Credits)	(0.03)	(0.03)	(0.05)	0.06

Please reference attached financial statement notes.

JONES LANG LASALLE INCORPORATED  
CURRENCY ANALYSIS OF REVENUES AND OPERATING INCOME (LOSS)  
(in millions)  
(Unaudited)

	Pound Sterling (4) \$	Euro \$	Australian Dollar \$	US Dollar (4) \$	Other \$	TOTAL \$
<b>REVENUES (4)</b>						
Q1, 2004	50.5	43.5	17.6	77.9	33.3	222.8
Q2, 2004	56.2	48.2	23.4	94.3	48.8	270.9
Q3, 2004	59.6	40.7	23.9	102.2	44.5	270.9
Total	<u>166.3</u>	<u>132.4</u>	<u>64.9</u>	<u>274.4</u>	<u>126.6</u>	<u>764.6</u>
Q1, 2003	37.7	37.2	13.7	70.0	29.3	187.9
Q2, 2003	43.9	36.5	18.7	75.9	38.6	213.6
Q3, 2003	50.7	36.7	19.6	84.0	27.1	218.1
Total	<u>132.3</u>	<u>110.4</u>	<u>52.0</u>	<u>229.9</u>	<u>95.0</u>	<u>619.6</u>

**OPERATING INCOME (LOSS) (4)**

Q1, 2004	-2.5	4.8	-1.5	-3.4	-2.0	-4.6
Q2, 2004	1.6	4.9	2.2	9.2	4.3	22.2
Q3, 2004	4.5	-0.5	6.2	8.6	3.5	22.3
Total	<u>3.6</u>	<u>9.2</u>	<u>6.9</u>	<u>14.4</u>	<u>5.8</u>	<u>39.9</u>
Q1, 2003	-2.6	2.9	-1.4	-2.4	-3.4	-6.9
Q2, 2003	-0.4	0.1	-4.1	1.9	5.3	2.8
Q3, 2003	4.8	1.9	0.7	7.4	1.2	16.0
Total	<u>1.8</u>	<u>4.9</u>	<u>-4.8</u>	<u>6.9</u>	<u>3.1</u>	<u>11.9</u>

**AVERAGE EXCHANGE RATES**

Q1, 2004	1.842	1.246	0.764	N/A	N/A	N/A
Q2, 2004	1.811	1.206	0.710	N/A	N/A	N/A
Q3, 2004	1.817	1.223	0.710	N/A	N/A	N/A
Q1, 2003	1.600	1.075	0.595	N/A	N/A	N/A
Q2, 2003	1.624	1.140	0.644	N/A	N/A	N/A
Q3, 2003	1.617	1.130	0.656	N/A	N/A	N/A

Please reference attached financial statement notes.

**JONES LANG LASALLE INCORPORATED**  
**Financial Statement Notes**

- (1) EBITDA represents earnings before net interest expense, income taxes, depreciation and amortization. Management believes that EBITDA is useful to investors as a measure of operating performance, cash generation and ability to service debt. EBITDA is also used in the calculation of certain covenants related to our revolving credit facility. However, EBITDA should not be considered an alternative to (i) net income (loss) (determined in accordance with GAAP), (ii) cash flows (determined in accordance with GAAP), or (iii) liquidity.

**Reconciliation from operating income to EBITDA (in thousands):**

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2004</b>	<b>2003</b>	<b>2004</b>	<b>2003</b>
Operating income	\$ 22,274	\$ 15,992	\$ 39,876	\$ 11,885
Plus: Depreciation and amortization	8,435	9,082	24,678	28,058
EBITDA	<u>\$ 30,709</u>	<u>\$ 25,074</u>	<u>\$ 64,554</u>	<u>\$ 39,943</u>

- (2) For purposes of this analysis we have determined that the allocation of the non-recurring charges to our segments is not meaningful to investors. Additionally, we evaluate the performance of our segment results without these charges being allocated.
- (3) The consolidated statements of cash flows are presented in summarized form. Please reference our third quarter Form 10-Q for detailed consolidated statements of cash flows.
- (4) The objective of this presentation is to provide guidance as to the key currencies that the Company does business in and their significance to reported revenues and operating income (loss). The operating income (loss) sourced in pound sterling and US dollars understates the profitability of the businesses in the United Kingdom and America because it includes the locally incurred expenses of our global offices in London and Chicago, respectively, as well as the European regional office in London. The revenues and operating income (loss) of the global investment management business are allocated to their underlying currency, which means that this analysis may not be consistent with the performance of the geographic IOS segments. In particular, as incentive fees are earned by this business, there may be significant shifts in the geographic mix of revenues and operating income (loss).