Module: Introduction - CDP Supply Chain 2010

Page: Introduction Supply Chain

0.1

Introduction

Please give a general description and introduction to your organization, if you have not already done so. If you would like to give a separate introduction to the information you are providing to the supplier module, you can also enter it here.

In this response, both Jones Lang LaSalle Incorporated ("Jones Lang LaSalle," which we may refer to as we, us, our, the Company or the Firm) and LaSalle Investment Management (referred to as LaSalle, we, our, or us) are represented. LaSalle Investment Management is our fourth business segment and is a member of the Jones Lang LaSalle Group.

Jones Lang LaSalle is a financial and professional services firm specializing in real estate services and investment management. Our more than 30,000 people in 750 locations in 60 countries serve the local, regional and global real estate needs of clients, growing our company in the process. In response to changing client expectations and market conditions, we assemble teams of experts who deliver integrated services built on market insight and foresight, sound research and relevant market knowledge. We attract, develop and reward the best, and most diverse people in our industry, challenging them to develop enduring client relationships built on quality service, collaboration and trust.

LaSalle Investment Management, Inc., a member of the Jones Lang LaSalle group (NYSE: JLL), is a leading global real estate investment manager, with approximately $40 billion of assets under management of private and public property equity investments. LaSalle is active across a range of real estate capital and operating markets including private and public, debt and equity and our clients include public and private pension funds, insurance companies, governments, endowments and private individuals from across the globe. For more information, visit www.lasalle.com.

We deliver our array of real estate services across a balance of three of our geographic business segments: (i) the Americas, (ii) Europe, Middle East and Africa ("EMEA"), and (iii) Asia Pacific

0.2

Reporting Year

Please state the start and end date of the year for which you are reporting data.

Enter Periods that will be disclosed
Thu 01 Jan 2009 - Thu 31 Dec 2009

0.3

Are you participating in the Walmart Sustainability Assessment?

No

0.4

Country list configuration

Please select the countries for which you will be supplying data. This selection will be carried forward to assist you in completing your response.

Select country
Argentina
Australia
Brazil
China
Czech Republic
Germany
Spain
Finland
France
United Kingdom
Hong Kong
Hungary
India
Indonesia
Ireland
Italy
Mexico
New Zealand
Philippines
Russia
Singapore
Sweden
Thailand
United States of America
Vietnam
Poland
Japan

0.5

Please select if you wish to complete a shorter information request.

Further Information

Attachments

Module: Governance

Page: Governance

1.1

Where is the highest level of responsibility for climate change within your company?
Board committee or other executive body

1.1a

Please specify who is responsible.

Individual Board Member

1.1b

Select the lower level department responsible.

1.2

What is the mechanism by which the board committee or other executive body reviews the company's progress and status regarding climate change?
IDENTIFYING RISK FACTORS

One of the challenges of a global business such as ours is to be able to determine in a sophisticated manner the enterprise risks resulting from climate change and to continuously monitor those that develop over time as a result of changes in the business, laws to which we are subject and various other factors including those affecting sustainability and corporate social responsibility.

Our Global Operating Committee is responsible for governing our enterprise risk programme primarily and is chaired by our Global Chief Operating Officer and includes the Chief Operating Officers of our four reported business segments as well as leaders of selected corporate services such as Finance, Legal, Insurance, Human Resources and Information Technology. As part of our enterprise risk programme the Global Operating Committee is engaged in ongoing discussions about the potential consequences to our firm and our clients of global climate change, and how we should go about identifying specific challenges we may face and how best to address them.

ENVIRONMENTAL SUSTAINABILITY BOARD

Since October 2006, The Environmental Sustainability Board has operated within the scope of our global policy, which is a high-level statement of our beliefs about environmental sustainability and how we intend to promote them. Endorsed by the Global Executive Committee, a group chaired by Colin Dyer, President and Chief Executive Officer of Jones Lang LaSalle, and supported by the Board of Directors (http://www.joneslanglasalle.com/pages/BoardofDirectorsandCorporateGovernance.aspx), the policy is built around five goals:

- Reduce the environmental impacts of our business operations
- Deliver the best possible solutions to our clients
- Drive thought leadership and innovation on industry issues
- Train employees to deliver improvement internally and for our clients
- Meet or exceed the requirements of environmental laws and regulations

To institutionalize our commitment to sustainability, the Jones Lang LaSalle Environmental Sustainability Board continues to be the main governance body responsible for developing and managing our comprehensive sustainability strategy and for monitoring progress towards these goals. Board members collaborate to develop and implement coordinated, globally consistent environmental

sustainability and energy management services and practices. In September 2008, the Board launched the formation of global committees. The committees were formed to further develop and drive the Board's global objectives around six key functions:

1. Energy and Sustainability Services
2. Energy and Sustainability Technology
3. Sustainability Knowledge Management
4. Sustainability Marketing
5. Sustainability Internal Programme: ACT
6. Jones Lang LaSalle Corporate Carbon Footprint

ENERGY AND SUSTAINABILITY SERVICES TEAM

A key component of our 2010 goal to be the industry leader and innovator is to be first in our real estate markets in energy management and environmental sustainability. Real estate accounts for as much as 40% of a country's energy use which means as a firm we are ideally placed to have a positive influence on building related energy consumption. By leveraging our expertise in real estate operations and energy management, we have developed innovative energy and carbon services, set industry standards and best practices, which we have applied to our own operations as well as our clients'.

Around the world and across business lines, our firm has already made considerable progress. We have developed industry leading thinking on sustainability in Asia Pacific, for example, and on energy management in the Americas. As a result, we now do more client advisory work in these areas than any of our competitors.

Within the management structure of Jones Lang LaSalle sits the dedicated Energy and Sustainability Services team (referred to as ESS), headed by Dan Probst (Chairman of Energy and Sustainability Services) in Chicago. This group is spread strategically throughout the markets in which we operate and acts as a coordinated group, working closely with our clients to deliver against their goals and intentions, and providing guidance and support around the transition to a low carbon economy.

This team includes regional sustainability specialists who hold a broad spectrum of skills including engineering, science, finance, project management and risk. These individuals are integral to identifying and assessing climate change risks and opportunities in the regions where they operate, including the degree to which they could affect Jones Lang LaSalle, and in implementing solutions to address these issues.

1.3a

Please explain how overall responsibility for climate change is managed within your company.

1.3b

Please explain how overall responsibility for climate change is managed within your company.

1.4

Do you provide incentives for the management of climate change issues, including the attainment of greenhouse gas (GHG) targets?
Yes

1.5

Please complete the table.

Who is entitled to benefit from those incentives?	The type of incentives
Environment/sustainability managers	Monetary reward
Energy managers	Monetary reward
Facility managers	Monetary reward
Executive officer	Monetary reward
Management group	Monetary reward

Further Information

1.1: HIGHEST LEVEL OF RESPONSIBILITY

Our Board of Directors has ultimate responsibility for the management of our business. The Board elects our Chairman, Chief Executive Officer and Chief Operating and Financial Officer, as well as other senior officers. The management team, with the Board's oversight, is responsible for conducting the company's business to enhance our company's long-term value and this includes responsibility for climate change.

1.1a: WHO IS RESPONSIBLE

Lauralee Martin, Global Chief Operating Officer and Chief Financial Officer, has management oversight responsibility for the environmental sustainability of Jones Lang LaSalle's own operations and the impact we have on the operations of our clients' real estate. Ms. Martin is a member of the Board of Directors. She serves as the liaison to the Board with respect to sustainability and energy management matters. This partnership allows for open communication and regular reports on the company's efforts, both with respect to our own conservation measures and the services we provide to clients.

Daniel Probst, Chairman of Energy and Sustainability Services, reports directly to Ms. Martin. Mr. Probst is responsible for the global delivery of energy and sustainability services to our clients and our firm and also leads our commitment to reduce our own internal carbon footprint.

1.5: INCENTIVES

Employees' Individual Performance agreements contain energy and sustainability goals based on their role in the firm and the service they provide to our clients. Achievement of yearly goals has a direct relationship between bonus and salary adjustments.

All members of the Jones Lang LaSalle Energy and Sustainability Services team under the executive leadership of our global Chief Operating and Financial Officer have goals and objectives relating to the achievement of carbon footprint reduction goals for the clients we serve. All members of this team are paid on a base salary plus bonus basis with up to 50% of their total compensation in the performance bonus, which is tied to achieving our clients' goals.

100% of our property and facility managers are paid on a base salary plus performance bonus basis. Achievement of their performance bonus is tied to specific goals to improve the energy and sustainability performance of the properties they manage.

Attachments

Module: Risks and Opportunities

Page: Risks & Opportunities Identification Process

2.1

Describe your company's process for identifying significant risks and/or opportunities from climate change and assessing the degree to which they could affect your business, including the financial implications.

Climate change presents a wide variety of business opportunities and risks, spanning the full spectrum of Jones Lang LaSalle's property services. By being positioned at the forefront of services in this area, our staff is able to seek potential leads through their normal business activities and convert these into business opportunities. Due to the project-specific nature of our work, the financial implications of these opportunities vary significantly, ranging from advice on an office lighting upgrade project, to the management of the sale of a world-leading green building. Since climate change opportunities vary by location (based on local regulation, the specific building our office is located in, etc.), the process of identifying opportunities, and prioritizing the most significant ones, is best undertaken through local effort.

In addition to our Energy and Sustainability Services team, we have an internal initiative to support the specialist advice that we provide to clients, which identifies the risks and opportunities that climate change presents to our company. This internal sustainability programme, called ACT (A Cleaner Tomorrow) includes a global committee of cross-functional employees and various regional teams. Although support exists at the global level, much of the day to day activity and identification process occurs locally where regional teams aim to increase the sustainability of our own operations through focus groups, Green Teams, and ACTivators in the EMEA, Americas and Asia Pacific business, respectively.

For example in the Americas region, local Green Teams are being established in all markets where Jones Lang LaSalle leases office space for our employees. Green Teams will be responsible for identifying opportunities to reduce our carbon footprint and for working with our in-house facilities management team to implement programmes to address these opportunities. This process will be on-going but will proceed at different paces in different markets. Similar processes are in place in all other operating regions. For example in England, an account manager for our centralised UK sustainability services team sits on one of the ACT focus groups and provides regional advice around recycling programmes, obtaining a DEC (display energy certificate) and improving our travel data collection process, among other strategic efforts.

We also employ a full time resource in our UK Headquarters who is responsible for learning best practice from our client facing units and applying these to our own operations—not surprisingly, this often includes identifying opportunities and risks that arise from climate change.

In LaSalle Investment Management, our global investment management business, which operates as a wholly owned subsidiary, the primary forum for discussion of climate change risks and opportunities is the Global Sustainability Committee (GSC), led by LaSalle's Chairman and comprised of senior leadership from North America, Europe and Asia-Pacific. Risks and opportunities raised by the Global Sustainability Committee are shared with regional senior leadership through presentations to the regional Investment Committees. The Investment Committees then task asset management and acquisition teams to assess the degree of impact on each of our properties and plan appropriate action. The acquisition and asset managers are responsible for modelling the financial impact of risks and opportunities at an asset level. LaSalle also manages risks at the portfolio level through our Risk Management Task Force. Each Fund reports to the Risk Management Task Force annually on major risks to their properties and fund. If specific climate change risks are identified they would be raised in this forum.

Further Information

Attachments

Page: Regulatory Risks

3.1

Do current and/or anticipated regulatory requirements related to climate change present significant risks to your company?
No

Do you want to answer using:

The table below

3.2A

What are the current and/or anticipated significant regulatory risks related to climate change and their associated countries/regions and timescales?

Risk	Region/Country	Timescale in Years	Comment

3.2B

What are the current and/or anticipated significant regulatory risks related to climate change and their associated countries/regions and timescales?

3.3

Describe the ways in which the identified risks affect or could affect your business and your value chain.

3.4

Are there financial implications associated with the identified risks?

3.5

Please describe them.

3.6

Describe any actions the company has taken or plans to take to manage or adapt to the risks that have been identified, including the cost of those actions.

3.7

Please explain why you do not consider your company to be exposed to significant regulatory risks - current and/or anticipated.

In the case of the property industry where Jones Lang LaSalle operates, climate change regulation may include changes to building codes, requirements to undertake energy efficiency audits or to reduce energy and greenhouse gas emissions. Climate change regulation plays an increasingly important role in the markets in which we operate worldwide, however we do not believe that current or anticipated regulation poses significant risks to our business.

Jones Lang LaSalle has a relatively small carbon footprint. As detailed below, the Firm operates a wide range of buildings and facilities on behalf of clients, but the carbon footprint of these assets is attributed to the client, rather than Jones Lang LaSalle. Furthermore, emissions trading schemes and other economy-wide regulatory changes tend to apply indirectly to Jones Lang LaSalle, by way of pass-through costs associated with carbon-intensive products and services such as energy and transport. These costs are not anticipated to be a significant risk to our business and through our internal programmes to reduce emissions (refer to question 9.8 for a description of our internal programme), we are making positive steps to further reducing our exposure to these pass-through costs.

Regulatory changes that apply at the property industry level typically do not pertain directly to our business, instead focusing on property owners and developers, tenants, lessees and lessors, and buyers and sellers. As a property service firm, Jones Lang LaSalle is well positioned to assist clients in meeting their compliance obligations and maximising opportunities under new climate change regulation.

However, with a global business operating at a local level in three regions there are a large number of national and local governments that have introduced regulations associated with climate change; nonetheless our impacts as a business are often not large enough to be subjected or severely impeded/altered with existing regulation.

As one such example, the UK imposed the CRC Energy Efficiency Scheme at the beginning of April 2010. Because the amount of energy consumed at two of our largest offices in the UK exceeds 3000 MWh, we are required to register all half hourly (HH) and disclose our annual electricity consumption to the UK Government authorities. Due to the existing governance structures around sustainability and the environmental focus of the UK Facilities Management and Operations teams, complying with this new legislation by September 2010 will not significantly hinder our business operations. This legislation would be considered a significant risk to our organisation if our energy consumption was high enough to fall into the second category of compliance, requiring us to register as a full participant under the CRC Energy Efficiency Scheme, subjecting us to further administrative and compliance costs.

However, we anticipate regulatory standards in the coming years will include stricter thresholds and standards, at which point our business will most likely consider regulatory risks to be significant. Anticipated regulation of this kind could include a mandatory disclosure of energy information that we don’t currently collect, requirements to reduce carbon emissions arising from our properties, regulation to buy carbon offsets for the energy used by our buildings, energy efficiency standards that would require significant renovation of our properties, or carbon emission limits that manifest in some form of a “carbon tax” paid through the utility provider. Flooding and weather risks associated with climate change could also lead to changing building standards or limits in rebuilding properties in certain locations.

3.8

Please explain why not.

Further Information

Attachments

Page: Physical Risks

4.1

Do current and/or anticipated physical impacts of climate change present significant risks to your company?
No

Do you want to answer using:

The table below

4.2A

What are the current and/or anticipated significant physical risks, and their associated countries/regions and timescales?

Risk	Region/Country	Timescale in Years	Comment

4.2B

What are the current and/or anticipated significant physical risks, and their associated countries/regions and timescales?

4.3

Describe the ways in which the identified risks affect or could affect your business and your value chain.

4.4

Are there financial implications associated with the identified risks?

4.5

Please describe them.

4.6

Describe any actions the company has taken or plans to take to manage or adapt to the risks that have been identified, including the cost of those actions.

4.7

Please explain why you do not consider your company to be exposed to significant physical risks - current and/or anticipated.

By its nature, the property industry is based around fixed assets, and as such, is at risk from the physical impacts of climate change. These include changes in sea level, temperature, rainfall, storm and flood intensity and frequency, damage or failure of infrastructure, among other impacts. In some cases, these risks may be considered significant to various property industry stakeholders and organisations. However, as a property services firm, which does not have substantial property holdings, the majority of our operations and assets are not exposed to significant physical risks.

Due to the decentralized nature of our offices, anticipated physical impacts of climate change are not expected to present significant risk to our business. Although physical impacts associated with climate change (e.g., flooding in a particular region or long-term changes to temperature that affect the efficiency of the assets we operate) may cause disruption and/or disturbance to individual Jones Lang LaSalle offices, the impact is not expected to be so widespread geographically that it would have a significant negative impact on our business as a whole. To manage these types of risks, we have developed detailed business continuity plans, on-going risk management practices and procedures, effective insurance and contractual protections and emergency plans for each of our offices and businesses, so we feel confident that we will be able to effectively manage any localized impacts due to climate change.

To provide consistency and quality in the emergency planning process, Jones Lang LaSalle has developed 4Sight. This secure, web-based programme complies with the U.S. Private Sector Preparedness Act of 2004 and the National Fire Protection Association Standard 1600 - Standard on Disaster/Emergency Management and Business Continuity Programmes. These standards cover items ranging from natural disasters and climate change, to human caused events.

Climate change does present a risk to one of our business segments, LaSalle Investment Management, given this division’s role as investment and asset manager of the property assets that belong to our clients. If climate change impacts have a negative effect on the value of some of the properties under our management, this could potentially reduce the overall investment returns that we achieve for our clients. It is therefore important that as a firm we mitigate this risk by integrating climate change adaption factors into our investment and asset management decisions and ensuring that strategies are in place to future proof the assets under our management. Likewise there is growing evidence to suggest that by acquiring desirable or future proofed assets, we could increase the chance of securing stronger covenants and longer lease terms, and thus decrease the risk of asset depreciation and periods when buildings are un-let.

4.8

Please explain why not.

Further Information

Attachments

Page: Other risks

5.1

Does climate change present other significant risks - current and/or anticipated - for your company?

Yes

Do you want to answer using:

A text box

5.2A

What are the current and/or anticipated other significant risks, and their associated countries/regions and timescales?

Risk	Region/Country	Timescale in Years	Comment

5.2B

What are the current and/or anticipated other significant risks, and their associated countries/regions and timescales?

RETAINING TALENT: In the United States and other developed regions, we are already seeing that our approach to mitigating and adapting to potential climate change, is impacting recruitment of new talent. Younger members of the workforce are especially interested in working for a company that understands the risks associated with climate change and are taking specific steps to minimize the impact of climate change. We anticipate this will continue to be the case for the foreseeable future.

LACK OF COMPETITIVENESS: If Jones Lang LaSalle fails to meet client expectations or if it does not remain competitive against its peers, the firm risks attracting and retaining clients. This currently applies to all countries of operation and will continue to be the case for the foreseeable future.

REPUTATIONAL DAMAGE: As a firm, we must demonstrate that we can operate our business in a sustainable manner before we can successfully sell our sustainability services and climate change services to clients. If we fail to achieve this we risk reputational damage and loss of potential income from sustainability services. This applies across the business and is something that we addressing now through our internal ACT program.

5.3

Describe the ways in which the identified risks affect or could affect your business and your value chain.

Climate change is dramatically changing the way businesses operate, including how they assess and manage risks and opportunities. Forward-looking property industry stakeholders recognise that acting now to reduce climate change impacts can positively influence their financial performance, while also significantly benefiting both the environment and community.

For Jones Lang LaSalle, we believe sustainability in general, and climate change specifically, will be a key driver for the attraction, and retention of clients, and that clients will become increasingly sophisticated in their needs and expectations. As such, Jones Lang LaSalle is exposed to risk of losing business if it fails to deliver against these client expectations, or if it is not competitive against its peers.

5.4

Are there financial implications associated with the identified risks?

Yes

5.5

Please describe them.

If we do not address the "other risks" identified in question 5.1, in particular if we do not meet clients' expectations and thus lose business, the direct implication would be a decrease in the revenue stream.

5.6

Describe any actions the company has taken or plans to take to manage or adapt to the other risks that have been identified, including the costs of those actions.

WALKING THE TALK: We are taking action to reduce our operational carbon footprint through our ACT: A Cleaner Tomorrow initiative – an internal employee education and engagement program.

MAINTAINING A COMPETITIVE EDGE: We have made a significant investment in training and recruitment to ensure that as a firm, we are able to meet the growing demands of the green economy and to remain competitive. For example, we have committed extensive resources and capital in the development of people, processes and tools to manage, monitor, report and reduce the carbon footprint of our clients. This includes the development of several portfolio level energy and environmental reporting systems; the launch of comprehensive building metering, monitoring, and reporting services; training and accreditation of over 500 LEED Accredited Professionals; as well as acquisitions of two sustainability consultancy practices, Upstream in the UK and ECD-Canada (the developers of the Green Globe system).

ATTRACTING TOP TALENT: Regarding the retention and recruitment of new talent, Jones Lang LaSalle has been able to effectively recruit people to our firm because of our position as a leader of climate change in our industry. New employees have the ability to work directly with clients on climate change issues. In addition, through our ACT for A Cleaner Tomorrow programme, all employees have the ability to get involved in helping Jones Lang LaSalle become a more environmentally sustainable company.

5.7

Explain why you do not consider your company to be exposed to other significant risks - current and/or anticipated.

5.8

Please explain why not.

Further Information

Attachments

Page: Regulatory Opportunities

6.1

Do current and/or anticipated regulatory requirements related to climate change present significant opportunities for your company?

Yes

Do you want to answer using:

A text box

6.2A

What are the current and/or anticipated significant regulatory opportunities and their associated countries/regions and timescales?

Opportunities	Region/Country	Timescale in Years	Comment

6.2B

What are the current and/or anticipated significant regulatory opportunities and their associated countries/regions and timescales?
Across the three regional markets in which we operate, climate change regulation varies considerably, and as such, the opportunities presented by regulation are varied. More broadly speaking, climate change regulation has encouraged a range of companies to pay closer attention to their energy use

and GHG emissions, as well as the sustainability performance of the buildings which they own or occupy. To capture the variances across each region and unique implications for our firm, we have provided examples of key regulatory implications for four different segments: The Americas, EMEA, Asia Pacific, and LaSalle Investment Management:

AMERICAS
The most significant governmental action that will affect carbon emissions in the Americas is the Environmental Protection Agency's (EPA) "Mandatory Greenhouse Gas Reporting Rule – 40 CFR 98" (10/30/09). This regulation formalizes mandatory reporting for a wide range of public and industrial sources and suppliers. Promulgation of this rule creates the opportunity for Jones Lang LaSalle to create the appropriate measurement systems and then to help clients use these systems to provide the metrics needed to comply. While this rule focuses on direct sources of greenhouse gas emissions, it is quite possible that users of electric power (e.g., commercial properties) will be required to report their consumption as an indirect measurement of greenhouse gas emissions. Again, this would create a business opportunity for real estate managers to create and/or manage measurement systems needed to comply.

ASIA PACIFIC
Some countries across the region have already introduced carbon/energy related legislation which affects the real estate sector, including subsidies for renewable energy technology, temperature control regulations, energy consumption regulations, environmental performance standards for bank loans and pollution liability insurance. This type of regulatory activity allows us to further develop our service offering for those affected by these legislations. A few regional examples include:

Australia: Programs such as the Energy Efficiency Opportunities Act, National Greenhouse and Energy Reporting Act, and the recently passed Building Energy Efficiency Disclosure Act provide opportunities for Jones Lang LaSalle to support clients in meeting their regulatory obligations, and driving improved energy and greenhouse gas performance.

China: Ministry of Housing and Urban-Rural Development issued details for Building Integrated Renewable Energy policies in July 2009. National Development and Reform Commission launched policies to accelerate development the of LED industry in October 2009.

India: a) Mandatory Energy Audits: The Bureau of Energy Efficiency (BEE) is creating legislation related to energy use in buildings. Currently it is mandatory for buildings with over 500 kW connected load or contract demand of 600 kVA to periodically conduct energy audits and implement the findings. b) Energy Star for Buildings: BEE has defined energy star ratings for office buildings and business process outsourcing facilities based on climatic conditions and energy performance, which is mainly kWh per sq meter per year. c) Ministry of New & Renewable Energy (GRIHA Green Rating & Solar Power): MNRE has made Green Rating for Integrated Habitat Assessment) mandatory for all new Government Buildings.

EMEA
In Europe, there is a developed market for sustainability services due to the progression of local building regulations and policy initiatives. Many of these initiatives stem from the European Union, where individual countries strive to meet the EU standard and targets as seen with the Grenelle de l'environnement in France. These policies provide Jones Lang LaSalle the opportunity to create a competitive service offering for companies that are affected by these policy instruments. Other regulatory activity in Europe includes:

UK, Germany, Spain, France: Implementation of feed in tariffs and renewable heat incentives, which lead to greater opportunities to develop a service offering around renewable energy.

European Union: A minimum standard for the energy performance of buildings, such as the EPBD (Energy Performance of Buildings Directive), provides Jones Lang LaSalle the opportunity to offer services for improving energy efficiency. The recast in 2010 enabled further opportunities.

LASALLE INVESTMENT MANAGEMENT
Regulatory opportunities arise within LaSalle from governmental incentive programmes for renewables and efficiency. We have been able to use these incentive programmes for sustainability projects at no/less cost than would otherwise occur without the incentive. These incentive programmes are aimed at increasing or improving the efficiency at the buildings, which can create additional value for our assets through less out of pocket upfront expense, improved operational efficiency, and reduced operating expenses—thus increasing asset value.

6.3

Describe the ways in which the identified opportunities affect or could affect your business and your value chain.

Due to our extensive experience and skill across the property industry, Jones Lang LaSalle is well positioned to assist clients – whether they are leaders or laggards – in meeting their regulatory obligations, reducing greenhouse gas emissions, and maximising business opportunities.

Jones Lang LaSalle has been involved in a wide variety of projects, driven in part by climate change regulation, ranging from building efficiency upgrades, to advising on green building acquisitions, or repositioning an entire property portfolio to reduce resource use and greenhouse gas emissions. This is an area of our business which we expect to grow over time, and as such, the specialist Energy and Sustainability Services team at Jones Lang LaSalle continues to grow to meet this demand.

For LaSalle's Investment Management business, regulatory requirements present transparency opportunities in the real estate investment sector. Collecting and analysing property level data will enable us to benchmark our properties' performance and identify areas of improvement. Getting ahead of regulatory changes with respect to building efficiency and disclosure will present the opportunity to out-perform industry average investment performance, enhance our reputation in the industry, and demonstrate to our clients our investment management capabilities.

6.4

Are there financial implications associated with the identified opportunities?
Yes

6.5

Please describe them.

As a professional advisory services firm, the identified opportunities and climate change regulation enables the creation of entire services lines or in some cases one-off projects worldwide. As regulation standards increase, we expect more opportunities will arise, which remains a strong driver for us to remain competitive in our service offering. We anticipate many of the current regulatory standards, such as the CRC Energy Efficiency Scheme in the UK, will drive an increase in our revenue stream from services offered.

6.6

Describe any actions the company has taken or plans to take to exploit the opportunities that have been identified, including the investment needed to take those actions.

In line with our Global Sustainability Commitment (described in question 9.8), we have made a significant investment in training and recruitment to ensure that as a firm, we are able to meet the growing demands of the green economy since we view the increase in regulation as an opportunity to develop and provide new services.

For example, we have committed extensive resources and capital in the development of people, processes and tools to manage, monitor, report and reduce the carbon footprint of our clients. This includes the development of several portfolio level energy and environmental reporting systems; the launch of comprehensive building metering, monitoring, and reporting services; training and accreditation of over 540 LEED Accredited Professionals; as well as acquisitions of two sustainability consultancy practices, Upstream in the United Kingdom and ECD-Canada (the developers of the Green Globe system). All these activities indicate the depth and breadth of the Energy and Sustainability Services offering of Jones Lang LaSalle. Regarding current investment to capitalise on regulatory opportunities, as one example, the CRC Energy Efficiency Scheme service offering in the UK requires three and a half full time equivalents.

6.7

Explain why you do not consider your company to be presented with significant opportunities - current and/or anticipated.

6.8

Please explain why not.

Further Information

Attachments

Page: Physical Opportunities

7.1

Do current and/or anticipated physical impacts of climate change present significant opportunities for your company?
No

Do you want to answer using:

The table below

7.2A

What are the current and/or anticipated significant physical opportunities and their associated countries/regions and timescales?

Opportunities	Region/Country	Timescale in Years	Comment

7.2B

What are the current and/or anticipated significant physical opportunities and their associated countries/regions and timescales?

7.3

Describe the ways in which the identified opportunities affect or could affect your business and your value chain.

7.4

Are there financial implications associated with the identified opportunities?

7.5

Please describe them.

7.6

Describe any actions the company has taken or plans to take to exploit the opportunities that have been identified, including the investment needed to take those actions.

7.7

Explain why you do not consider your company to be presented with significant opportunities - current and/or anticipated.

There is an opportunity to develop new services to support our clients in developing climate change adaptation strategies for their property assets and helping clients understand how the physical impacts of climate change will affect their business. However, this is not anticipated to generate significant opportunities or revenues for the firm in the near future, but we expect these services to become increasingly important over the long-term.

7.8

Please explain why not.

Further Information

Attachments

Page: Other Opportunities

8.1

Does climate change present other significant opportunities - current and/or anticipated - for your company?
Yes

Do you want to answer using:

A text box

8.2A

What are the current and/or anticipated other significant opportunities and their associated countries/regions and timescales?

Opportunities	Region/Country	Timescale in Years	Comment

8.2B

What are the current and/or anticipated other significant opportunities and their associated countries/regions and timescales?

COST AND ENERGY SAVINGS: Given the implications and risks from climate change, we have the opportunity to increase the efficiency of our operations and achieve significant cost savings in all countries in which we reside and we are already taking action to do this.

REPUTATION FOR LEADING INNOVATION: Additionally, with a proactive response to climate change, Jones Lang LaSalle is presented with the opportunity to take a strong stance and increase its reputation by striving to be a leader in the real estate sector. This will in turn increase our ability to attract and retain talent if executed effectively. This effect is current and will continue in the next 5 years.

8.3

Describe the ways in which the identified opportunities affect or could affect your business and your value chain.

As an integrated service provider across all aspects of the real estate industry, we view climate change as presenting the opportunity to differentiate our firm in terms of our knowledge, our ability to avoid or mitigate the risks and thus outperform the competition and increase market share. Another opportunity arising from climate change and the accompanying need to reduce carbon emissions is the ability to use our real estate to capture solar and wind energy in excess of the buildings needs.

As climate change increases in importance and market demand, LaSalle Investment Management, as one example, could offer a fund focused on properties least likely to be affected by climate change (not on sea coasts, above sea level, with ample fresh water supplies, etc.) Dealing with the risks associated with climate change could increase the complexity associated with real estate investment management. As one of the largest global real estate investment managers, LaSalle is well positioned

to deal with this and benefit from the exit of smaller firms from the industry.

In addition to these comments, we anticipate the opportunities provided in 8.2B will affect our business in the following ways:

COST AND ENERGY SAVINGS: By developing practical ways to achieve cost and energy savings across our operations we will develop the tools and expertise required to help our clients achieve savings of similar scale.

REPUTATION FOR LEADING INNOVATION: Develop a competitive advantage thereby attracting new and retaining existing clients by enhancing our reputation for leading innovation by creating a market leading approach to sustainable real estate management and investment services.

8.4

Are there financial implications associated with the identified opportunities?
Yes

8.5

Please describe them.

Cost and energy savings through more efficient operations will be significant if we align our company values and strategy around climate change, we will be more effective in selling sustainability services, as “walking the talk” not only demonstrates our competencies as a business, but it makes a partnership more probable with companies that prioritise buying services from similar-minded organisations. This will have positive financial impacts on us as a business.

8.6

Describe any actions the company has taken or plans to take to exploit the opportunities that have been identified, including the investment needed to take those actions.
COST AND ENERGY SAVINGS: Since defining our Global Sustainability Commitment, thousands of employees worldwide have taken on the task of implementing the ACT programme, reducing and measuring our carbon footprint.

REPUTATION FOR LEADING INNOVATION: In addition to receiving a number of commendable awards, we also receive regular coverage from top-tier industry publications. Members of our staff regularly participate in key conferences and events and sit on judging panels for a number of respected award schemes. Recognised as a market leader we have become expert advisors to a number of Government and industry bodies and we participate in various sustainability working groups & committees such as those of National GBC’s, the Greenprint Foundation and the Global Reporting Initiative’s Construction and Real Estate Sector Supplement programme. Furthermore, our team of sustainability specialists, supported by our professional research team, have also produced numerous papers on sustainability and the built environment which have been well received by our clients and have helped establish our position as thought leader in this arena.

These actions require an investment from a resourcing perspective. Not to mention, the investment needed to establish Sustainability University, as one example, to help over 500 people achieve accreditations worldwide. Additionally, initiatives within our internal structure, from Finance to Operations to Human Resources (HR), are becoming more focused on reacting to and exploiting opportunities from climate change. As one example, the Americas HR team is in the process of creating a Green HR Charter to reflect our commitment to sustainability and environmental responsibility. This demands a further resourcing investment, in addition to other day to day HR tasks.

8.7

Explain why you do not consider your company to be presented with significant opportunities - current and/or anticipated.

8.8

Please explain why not.

Further Information

Attachments

Module: Strategy

Page: Strategy

9.1

Please describe how your overall group business strategy links with actions taken on risks and opportunities (identified in questions 3 to 8), including any emissions reduction targets or achievements, public policy engagement and external communications.

OVERALL STRATEGY

As an organisation, we realise the importance of aligning our internal strategy with the values and messages delivered through our service offering. Therefore, we are working each year to improve our own operations through the creation of information networks, gaining leadership support for targets and implementing policies dictated by both the risks and opportunities presented to Jones Lang LaSalle. To the latter point, our Environmental Sustainability Policy is a high-level statement of our sustainability beliefs and how we intend to promote them.

Given our responses to questions 3 through 8, the impetus for a strategy around climate change and related issues stems primarily from the opportunities inherent as a professional advisory services firm in the real estate industry and the fact that we can have a significant impact on greenhouse gas emissions by delivering services to our clients that enable them to use real estate more efficiently or to improve the performance of their buildings. More and more organisations choose to align and procure services from similar-minded, experienced firms, in which case our strategy plays a key role in winning business.

As such, we are honing in on a number of environmental related targets this year, including emissions reduction targets for both clients and our own operations. Please see question 9.4 for more details. You can also find comments on our external communications pertaining to climate change in the Communications section.

PUBLIC POLICY ENGAGEMENT

We believe that climate change is globally significant and we applaud the intentions and policies introduced by many Governments across the globe to avoid further climate change, including those that target the property sector. To be effective such policies need to be developed in partnership with industry and we are committed to engaging with and supporting both Governments and relevant industry bodies in developing and implementing programmes, tools and guidance to improve the carbon efficiency of buildings. For example we will continue to respond to relevant Government

consultations and participate in relevant working groups and committees. Furthermore, we will continue to be proactive in preparing for new legislation such as the CRC Energy Efficiency Scheme in the UK. Further and specific examples of how we are influencing and engaging with policy makers are provided in the further information section.

Further Information

9.1: SPECIFIC EXAMPLES OF PUBLIC POLICY ENGAGEMENT

In America, we became the first real estate sector company to join Ceres, a national network of investors, environmental organizations and other public interest groups working with companies and investors to address sustainability challenges such as global climate change. As part of this network we are also participating in the Business for Innovative Climate and Energy Policy (BICEP) initiative (a Ceres project), which aims to work directly with key allies in the business community and with relevant members of Congress to pass meaningful energy and climate change legislation that is consistent with our core principles. This is a new arena for businesses to be involved in advancing climate and energy policies, which aims to counter the far-reaching risks and challenges posed by global climate change. We are the first real estate sector company to sign on to BICEP to show business support for climate change policy. Additionally, Jones Lang LaSalle is involved with the following:

UNITED NATIONS: We are a member of the UNEP SBCI (Sustainable Buildings and Climate Initiative) Industry Working Group. LaSalle Investment Management recently became a signatory to the United Nations Principles of Responsible Investing (UNPRI) as an Investment Manager. Jones Lang LaSalle has also signed the UN Global Compact and the Copenhagen Communiqué on Climate Change.

GLOBAL REPORTING INTIATIVE: Jones Lang LaSalle has been appointed by the Global Reporting Initiative (GRI) to lead development of global sustainability guidelines for the construction and real estate sector.

Working with INDUSTRY BODIES to develop benchmarking programs: In order for the property sector to play its part in mitigating climate change, we advocate the disclosure of data using common carbon metrics for measuring and reporting the performance of all buildings and endorse the disclosure of data at the building level to enable appropriate benchmarks and fiscal incentives to be established for energy efficient buildings. We have developed a number of carbon assessment tools which we are providing to professional bodies seeking to benchmark their members' performance at an international, national and sector scale. These are wide ranging and include the Greenprint Foundation, Better Building Partnership (BBP), and the NextGeneration described below.

a) GREENPRINT FOUNDATION: A worldwide alliance of leading real estate owners, investors and financial institutions committed to reducing carbon emissions across the global property industry. Jones Lang LaSalle played a key role in forming this alliance, which was established in 2010. Our Chief Executive Officer, Colin Dyer is a founding member of Greenprint and serves on the Executive Committee and Board of Directors. We are also responsible for developing and administrating the Foundation's online data tool to enable its members to establish their baseline energy usage and CO2 emissions and to monitor changes over time.

b) BETTER BUILDING PARTNERSHIP (BBP): Jones Lang LaSalle is a member of the Benchmarking Working Group and also assesses members' energy performance for BBP's award distribution. The BBP is an exclusive collaboration of London's leading commercial property owners, supported by the Mayor of London and the London Development Agency.

c) NEXTGENERATION: NextGeneration is a membership based organisation, consisting of many of the UK's largest homebuilders, overseen by a high-level Executive Committee representing investors (Bank of Scotland – Corporate and Insight Investment), NGO's (World Wildlife Fund (WWF) - UK) and the affordable housing sector (Housing Corporation), which ensures the independence of the initiative.

CORENET: In 2009 we partnered for the third time with CoreNet Global to produce a corporate real estate sustainability survey to monitor the sustainability trends and attitudes of corporate occupiers across the globe. This has been conducted on an annual basis since its launch in 2007.

Across the globe with also participate in relevant environmental programmes including the U.S. EPA's ENERGY STAR programme and the Green Building Initiative (GBI). We also work with key

organisations in the markets where we operate including national Green Building Councils. In addition, Jones Lang LaSalle also collaborates with other industry associations that are not exclusively focused on climate change, but hold climate change as a key topic. These include: IFMA (International Facilities Managers Association), ULI (Urban Land Institute), the Alliance to Save Energy and the Association of Energy Engineers.

Attachments

Page: Strategy - Targets

9.2

Do you have a current emissions reduction target?

No, but we are developing one

9.3

Please explain why not and forecast how your Scope 1 and Scope 2 emissions will change over the next 5 years. *(If you do not have a target)*

9.4

Please give details of the target(s) you are developing and when you expect to announce it/them. *(If you are in the process of developing a target)*
Currently, we adhere to a commitment to continue to influence the global reduction of carbon emissions by saving our clients more than ten times our own carbon footprint each year.

We are also developing targets around our own carbon footprint as we improve our monitoring and measurement networks globally. However, we are aware that our own carbon footprint is relatively small in comparison to that of our clients' and comes primarily from air travel and buildings for which we hold limited control over. Therefore, the greatest impact we can have as a firm is through our services to clients.

The development of targets this year is driven by the Environmental Sustainability Board with input from the Global Executive Committee, our highest governance body, and other key stakeholders. We will finalise the target announcement in October 2010.

9.5

Please explain if you intend to set a new target. *(If you have had a target and the date for completing it fell within your reporting year, please answer questions 9.5 and 9.6)*

9.6

Please complete the table. *(If you have a current emissions reduction target or have a recently completed target)*

Target Type	Value of Target	Unit	Base year	Emissions in base year (metric tonnes CO2-e)	Target Year	GHGs and GHG sources to which the target applies	Target met?	Comment

Further Information

Attachments

Page: Strategy - Emission Reduction Activities

¿

Is question 9.7 relevant for your company?

No

9.7

Please use the table below to describe your company's actions to reduce its GHG emissions.

1. Actions - please describe	2. Annual energy saving	3. Annual energy savings - number	4. Annual energy saving - units	5. Annual emission reduction in metric tonnes CO2-e	6. Reduction - achieved or anticipated	7. Investment - number	8. Investment - currency	9. Monetary savings - number	10. Monetary savings - currency	11. Monetary savings	12. Timescale of actions & associated investments (if relevant)

9.8

Please explain why not.

Due to the challenges and lack of an immediate requirement to quantify the carbon emissions arising from many of our worldwide activities, question 9.7 is not relevant. However, we do engage in

emission reduction activities on a local level driven by global policies and commitment, as described here:

POLICIES AND COMMITMENT

We are committed to creating and contributing to a more sustainable environment—this vision is implemented through our Global Sustainability Commitment as described here:

Buildings generate 40 percent or more of greenhouse gas emissions in developed countries. We will help reduce emission levels significantly by taking a leadership position to promote change in our industry and we will reduce the environmental impacts of our own operations. We commit to:

1. Leading the transformation of the property industry by reducing the environmental impact of commercial real estate:

• Constructing new buildings using technologies and best practices that move toward a zero carbon impact on the environment
• Lowering energy consumption in existing buildings through sustainable renovations and management improvements

2. Increasing our investment in energy and sustainability expertise:

• Continue to substantially Increase our accredited professionals (LEED, BREEAM, ABGR, Green Star, etc.) – rose from 200 in 2008, to 500 by end 2009 and continues to rise.
• Expand our benchmarking tools to measure industry performance (Upstream's Third Dimension, the Jones Lang LaSalle ESP, and client E and S- Score ratings).
• Leverage our procurement power to drive supply chain compliance with Energy Star and green products into our managed buildings and construction management projects around the globe.
• Establish a Sustainability University to educate our teams and clients with best-practice training and technical expertise.

3. Reducing our carbon footprint through our ACT: A Cleaner Tomorrow initiative, which focuses on energy conservation, water conservation, emissions reduction, solid waste reduction, recycling and recycled materials use:

• Measure our carbon footprint and continue to reduce our impact
• Occupy sustainable certified space (LEED, BREEAM, Energy Star, etc.) where possible
• Reduce the CO2 impact of corporate travel by investing in communication and technology tools, and flexible work practices
• Engage and educate our people to create permanent sustainable behavioural change

INTERNAL SUSTAINABILITY PROGRAMME: ACT—A CLEANER TOMORROW

As our sustainability policy states, "We aim to develop leading standards and improvement practices in our own offices and then help our clients do the same in their real estate."
To drive this vision, we established a global internal programme called ACT, A Cleaner Tomorrow. The programme identifies, introduces and advances new sustainability and energy management initiatives in our offices around the world.

As part of the ACT initiative, we formed a global team of experts to develop baseline performance measures to assess the company's environmental impacts. The team also identifies and champions organizational and operational changes that will enable us to meet our sustainability goals.

9.9

Please provide any other information you consider necessary to describe your emission reduction activities.

9.10

Do you engage with policy makers on possible responses to climate change including taxation, regulation and carbon trading?

Yes

9.11

Please describe.

We believe that climate change is globally significant and we applaud the intentions and policies introduced by many Governments across the globe to avoid further climate change, including those that target the property sector. To be effective, such policies need to be developed in partnership with industry and we are committed to engaging with and supporting both Governments and relevant industry bodies in developing and implementing programmes, tools and guidance to improve the carbon efficiency of buildings. For example we will continue to respond to relevant Government consultations and participate in relevant working groups and committees. Furthermore, we will continue to be proactive in preparing for new legislation such as the CRC Energy Efficiency Scheme in the UK. Examples of how we are influencing and engaging with policy makers are provided in section 9.1. Lastly, we also engage with policy makers through our membership in BICEP (Business for Innovative Climate and Energy Policy) where we have participated in lobbying activities in Washington and have participated in local events designed to gain support for legislative action.

Further Information

9.9: DETAILED DESCRIPTION ON OUR EMISSIONS REDUCTION ACTIVITIES

GLOBAL ACT: A CLEANER TOMORROW

The ACT initiative aims to inspire a more environmentally-friendly mindset and to encourage employees to take ACTions that will make our offices more sustainable. This includes encouraging behavioural change in areas such as reducing waste, recycling and localised decisions on more sustainable procurement choices. Here are a few examples of the worldwide initiatives delivered through the Global ACT programme:

a) EARTH HOUR: At 8:30 pm local time on March 28, 2009, Jones Lang LaSalle joined hundreds of cities across the world that pledged to turn off their lights in support of Earth Hour. With a portfolio of approximately 1.4 billion square feet of office space worldwide managed on behalf of owners and occupiers, Jones Lang LaSalle also managed the implementation of the Earth Hour programme for many of its clients. Turning off the lights for one hour of operation at all of Jones Lang LaSalle's managed buildings, reduced energy use by more than 1.4 million kilowatt-hours, equating to approximately 2.1 million pounds of greenhouse gas reduction.

b) E-BOOK (https://delphilil.am.joneslanglasalle.com/apps2/subsites/act/): In early 2010, the Global ACT Committee released an online report that highlighted progress made worldwide through the ACT programme. It included links for further information and a brief selection of the many activities being supported globally. It also encouraged employees to seek out the detailed technical information and supporting reports from local ACT representatives or from members of the Energy and Sustainability Services team in each region.

c) ACT SIGNAGE: Throughout offices around the globe, ACT committees have posted signs reminding employees to print double sided, turn off computer monitors at the end of the day, turn off task lights when not in use, and other similar messages. The signs are branded with the ACT (for A Cleaner Tomorrow) logo in order to establish a consistent message and visual appearance throughout our leased offices.

d) GREEN OFFICE GUIDE: In late 2009, alongside reminders to turn off laptops and unplug Blackberries before the holiday season, the ACT Committee released a Green Office Guide in an e-book format. The guide contained information on energy savings and sustainability facts/ideas—we also made it available to clients.

e) ENERGY STAR PLEDGE: During October 2009 we launched an effort in the United States to encourage employees to take the Energy Star pledge sponsored by the U.S. Environmental Protection Agency. As a result of our efforts, 62% of our U.S. workforce pledged to take various actions designed

to reduce carbon emissions. The sum total of these actions resulted in 139,436,663 lbs of greenhouse gas emissions being eliminated, and savings of:

- $11,056,472,
- 75,946,796 kWh
- 193,556,350,170 BTUs

f) ELECTRONICS RECYLING DAY: In April 2009, the Asia Pacific region supported Electronics Recycling Day to encourage people to donate their unwanted electronic products. It was a success with more than 202kg of used electronic items, such as phones, printers, cameras, computers, and peripherals, collected in a day.

g) ACT PLEDGES: In 2009, nearly 1,000 of the Group's employees, clients, family members and friends made pledges to take ACTion around the world - reducing global carbon emissions by an estimated total of almost 2 million kgs - equivalent to saving over 20,000 trees.

LASALLE INVESTMENT MANAGEMENT

LaSalle's sustainability initiatives are led by Chairman Lynn Thurber, who spearheads the 19-member Global Sustainability Committee. The Committee includes experienced professionals from North America, Europe and Asia-Pacific, who promote the highest standards of sustainability in the acquisition and management phases of our investments. The Committee members are from all areas of the business, including, Senior Business Leaders, Strategy and Research, Acquisitions, Fund Managers, Asset Managers and Client Services. This Committee advises the business on how to achieve the highest environmental, social and governance standards.

LaSalle Investment Management's Global Sustainability Committee has outlined Five Global Sustainability Objectives [S5] as the strategic focus of the Committee's North American, European, and Asia Pacific regional efforts in 2010 and 2011. The five Global Sustainability Objectives (S5) are as follows:

S1: Energy and Carbon Reduction
S2: Sustainable Operations
S3: Benchmarking and Certifications
S4: Thought Leadership
S5: Social and Corporate Governance (S+G)

Within each region, committee members have been asked to develop best practices and policies for LaSalle-managed assets which are consistent with these five objectives and are aimed at continuous, incremental sustainability improvements over time. LaSalle's "Policy on Environmental, Social and Governance Issues" or "ESG Policy" provides further details around the issues we consider as a responsible corporate member of the real estate community and how these issues are incorporated into our investment process.
As one example of the activity within LaSalle, to improve the environmental performance of our managed assets, we created a Toolkit for Sustainable Property Operations – a guidebook of 10 areas of sustainable operational best practices for asset managers to share with third party property managers. The Toolkit is aimed at reducing energy, water, waste and the overall carbon footprint of LaSalle's managed portfolio assets.

LaSalle believes that as tenants and occupiers increasingly value sustainable property operations in order to lessen impact on the environment, our efforts committed to understanding, and implementing these best practices will result in more marketable, cost-efficient properties – and in so doing, will provide increased value-creation for our clients.

In May of 2010, LaSalle became a Greenprint Foundation member under Jones Lang LaSalle's membership. Greenprint's mission is to enable members and the global real estate industry to reduce the carbon footprint of their portfolios in an economically feasible manner in line with the current Intergovernmental Panel on Climate Change (IPCC) goals of global greenhouse gas stabilization by 2030. As an active Greenprint member, LaSalle has submitted a significant number of assets under management to participate in Greenprint's first Pilot that will benchmark and track energy and carbon.

Attachments

https://www.cdproject.net/Sites/2010/43/9843/CDP Supply Chain 2010/Shared Documents/Attachments/CDPSupplyChain2010/Strategy-EmissionReductionActivities/Greenprint

Foundation Overview 6-24-10_rev.pdf

Module: GHG Emissions Accounting, Energy and Fuel Use, and Trading

Page: Emissions Boundary - (1 Jan 2009 - 31 Dec 2009)

10.1

Please indicate the category that describes the company, entities, or group for which Scope 1 and Scope 2 GHG emissions are reported.

Companies over which financial control is exercised per consolidated audited financial statements

10.2

Are there are any sources (e.g. facilities, specific GHGs, activities, geographies, etc.) of Scope 1 and Scope 2 emissions within this boundary which are not included in your disclosure?

Yes

10.3

Please complete the following table.

Source	Scope	Explain why the source is excluded
Electric use in leased office properties	Scope 2	Poor reporting capabilities in remote locations.

Further Information

10.2: As we continue to improve our reporting, we become increasingly aware that some emissions have yet to be properly accounted for due to information and data challenges for which we are still developing solutions to overcome. In the meantime we have included an estimate of under-reported or non-reporting of these emissions in Scope 3. The majority of these emissions are those arising from the leased offices where we do not receive direct utility invoices.

Attachments

Page: Methodology - (1 Jan 2009 - 31 Dec 2009)

11.1a

Please give the name of the standard, protocol or methodology you have used to collect activity data and calculate Scope 1 and Scope 2 emissions and/or describe the procedure you have used (in the text box in 11.1b below).

Please select the published methodologies that you use.
The Greenhouse Gas Protocol: A Corporate Accounting and Reporting Standard (Revised Edition)
Other: See 11.1b

11.1b

Please describe the procedure that you use.

We followed The Greenhouse Gas Protocol - A Corporate Accounting and Reporting Standard – Revised Edition, (World Resource Institute) for reporting. We followed the U.S. – EPA Climate Leaders; Greenhouse Gas Inventory Protocol Core Module Guidance documents for calculation methodologies and emissions factors for transportation and fuel based consumption. Emissions factors for electricity in the U.S.A. are based on the U.S. –DOE eGRID (eGRID-2007 for 2005 data) sub-regions. Emissions factors for the rest of the world are based on Emission Inventory factors as published by the U.S. Department of Energy - Energy Information Administration Form EIA-1605 (2007).

Jones Lang LaSalle uses an internal proprietary web-based system to gather and track all carbon footprint related emissions. The system, PEERS (Portfolio Energy & Environmental Reporting System), allows for entry of Scope 1, 2 and 3 consumption on a site-by-site basis. Integral to PEERS are the carbon equivalencies, unit conversions, and local emissions rates to comply with Greenhouse Gas Protocol and other tracking requirements.

As Scope 1 emissions are primarily generated from operation of vehicles for our mobile maintenance fleet, emissions were calculated based on gallons of gas consumed. Additional Scope 1 emissions arise form natural gas consumed in our leased offices where we are billed directly for the utility and consumption is directly under our control.

Scope 2 emissions are primarily from the use of electricity in the leased space we occupy. The amount of energy consumed includes that which is billed to us directly from the utility company and is calculated based on meter readings.

11.2

Please also provide the names of and links to any calculation tools used.

Please select the calculation tools used.
Other: PEERS is a proprietary tool of Jones Lang LaSalle: http://www.joneslanglasalle.com/csr/environment/Pages/AwardWinnningTools.aspx
Other: U.S. DOE – EIA: http://www.eia.doe.gov/oiaf/1605/pdf/Appendix%20F_r071023.pdf
Other: Climate Leaders: http://www.epa.gov/climateleaders/resources/cross-sector.html

11.3

Please give the global warming potentials you have applied and their origin.

Gas	Reference	GWP
HFC-152		

11.4

Please give the emission factors you have applied and their origin.

Fuel/Material	Emission Factor	Unit	Reference
Natural gas	0.12	Other: Lbs CO2e/kBTU	Climate LeadersEPA430-R-08-003, May 2008 – Table B3
Gas/Diesel oil	0.16	Other: Lbs CO2e/kBTU	Climate LeadersEPA430-R-08-004, May 2008 – Table B1, (42 gal/bbl)

Further Information

11.4 Emission factors for automobiles

EMISSION FACTOR
0.83

UNIT
Lbs CO2e/mile

REFERENCE
Climate LeadersEPA430-R-08-006, May 2008 – Table 5

11.4 Emission factors for electricity by region:

REGION	RATE
CAMX	0.2131
ERCT	0.3896
MROW	0.5369
NEWE	0.274
NYCW	0.2397
RFCE	0.3357
RFCM	0.4608
RFCW	0.4531
SRSO	0.439
SRVC	0.3345

UNIT
Lbs C02e /kBTU

REFERENCE
U.S. –DOE eGRID (eGRID-2007 for 2005 data)

11.4 Emissions factors for electricity by country:

COUNTRY NAME	RATE
Australia	0.6000
Australia	0.2740
Brazil	0.0602
China	0.5461
Czech Republic	0.3927
Finland	0.1553

France	0.0536
Germany	0.3497
Hong Kong	0.3281
Hungary	0.2836
India	0.6495
Indonesia	0.4684
Ireland	0.4532
Italy	0.3401
Japan	0.2708
Mexico	0.3841
New Zealand	0.1026
Philippines	0.3416
Poland	0.4747
Russian Federation	0.2283
Singapore	0.4746
Spain	0.2878
Sweden	0.0308
Thailand	0.3781
Turkey	0.3787
United Arab Emirates	0.4914
United Kingdom	0.3082
Viet Nam	0.2707

UNIT
Lbs C02e /kBTU

REFERENCE
U.S. Department of Energy - Energy Information Administration Form EIA-1605 (2007)

Attachments

Page: Emissions Scope 1 - (1 Jan 2009 - 31 Dec 2009)

12.1

Please give your total gross global Scope 1 GHG emissions in metric tonnes of CO2-e.

5203

¿

Is question 12.2 relevant to your company?

Yes

12.2

Please break down your total gross global Scope 1 emissions in metric tonnes CO2-e by country/region.

Country	Scope 1 Metric tonnes CO2-e
Czech	1

Country	Scope 1 Metric tonnes CO2-e
Republic	
United Kingdom	98
Hungary	36
Ireland	77
Italy	234
Poland	49
Russia	258
Other: Turkey	14
United States of America	4437

12.3

Please explain why not.

12.4

Where it will facilitate a better understanding of your business, please also break down your total gross global Scope 1 emissions by business division. (Only data for the current reporting year requested.)

Business Division	Scope 1 Metric tonnes CO2-e

12.5

Where it will facilitate a better understanding of your business, please also break down your total gross global Scope 1 emissions by facility. (Only data for the current reporting year requested.)

Facilities	Scope 1 Metric tonnes CO2-e

¿

Is question 12.6 relevant to your company?

Yes

12.6

Please break down your total gross global Scope 1 emissions by GHG type. (Only data for the current reporting year requested.)

GHG Type	Scope 1 Emissions (Metric tonnes)	Scope 1 Emissions (Metric tonnes CO2-e)
CO2	5152.00	5152
CH4	0.30	7
N20	0.10	44

12.7

Please explain why not.

¿

Is question 12.8 relevant to your company?

Yes

12.8

Please give the total amount of fuel in MWh that your organization has consumed during the reporting year.

20757

12.9

Please explain why not.

¿

Is question 12.10 relevant to your company?

Yes

12.10

Please complete the table by breaking down the total figure by fuel type.

Fuels	MWh
Natural gas	961.00
Gas/Diesel oil	19797.00

12.11

Please explain why not.

12.12

Please estimate the level of uncertainty of the total gross global Scope 1 figure that you have supplied in answer to question 12.1 and specify the sources of uncertainty in your data gathering, handling, and calculations.

Uncertainty Range	Main sources of uncertainty	Please expand on the uncertainty in your data
Other: -0% /+30%	Data Gaps Assumptions Extrapolation Metering/ Measurement Constraints Data Management	The uncertainty for natural gas is -0%/+30% due to improper reporting and potential for human error. Entry of natural gas bills for space occupied is manual. There's also a possibility for data entry errors, accidental exclusion of some invoices or miss entering of data The uncertainty range for gasoline is -0/+5% due to improper reporting. Most gasoline for mobile fleet is purchased and tracked by gas receipts. Therefore, uncertainty results from due to purchases not reported. In calculating for emissions from company owned vehicles the uncertainty range is 0%/+30% due to an unknown number of vehicles with the Firm since company vehicles are not managed centrally. Rules for use of company vehicles vary from office to office and country to country.

Further Information

12.4: Not applicable. All business divisions occupy the same facilities. For Scope 1 emissions that come from gasoline consumption of our mobile engineering fleet operation, it would not benefit our company to break down fleet use by division because we are already aware of the divisions that have fleets and this accounts for the majority of Scope 1 emissions. Secondly, we cannot control emissions from our mobile maintenance fleet, as it is based on client demand. However, we can work to make the fleet as efficient as possible.

12.5: Does not apply. Bulk of the Scope 1 is from fleet operations, not assigned to a facility.

Attachments

Page: Emissions Scope 2 - (1 Jan 2009 - 31 Dec 2009)

13.1

Please give your total gross global Scope 2 GHG emissions in metric tonnes of CO2-e.

8876

¿

Is question 13.2 relevant to your company?

Yes

13.2

Please break down your total gross global Scope 2 emissions in metric tonnes of CO2-e by country/region.

Country	Metric tonnes CO2-e
Argentina	62
Australia	1267
Brazil	19
China	599
Czech Republic	59
Germany	239
Spain	121
Finland	10
France	56
United Kingdom	1815
Hong Kong	283
India	875
Indonesia	32
Ireland	121
Italy	43
Japan	166
Mexico	65
New Zealand	29
Philippines	32
Poland	279
Russia	17
Singapore	245
Sweden	0
Thailand	38
United States of America	2381
Vietnam	6
Hungary	18

13.3

Please explain why not.

13.4

Where it will facilitate a better understanding of your business, please also break down your total gross global Scope 2 emissions by business division. (Only data for the current reporting year requested.)

Business division name	Metric tonnes CO2-e

13.5

Where it will facilitate a better understanding of your business, please also break down your total gross global Scope 2 emissions by facility. (Only data for the current reporting year requested.)

Facility name	Metric tonnes CO2-e

¿

Is question 13.6 relevant to your company?

Yes

13.6

How much electricity, heat, steam, and cooling in MWh has your organization purchased for its own consumption during the reporting year?

Please supply data for these energy types.	MWh
Electricity	15083

13.7

Please explain why not.

13.8

Please estimate the level of uncertainty of the total gross global Scope 2 figure that you have supplied in answer to question 13.1 and specify the sources of uncertainty in your data gathering, handling, and calculations.

Uncertainty range	Main sources of uncertainty in your data	Please expand on the uncertainty in your data.

Uncertainty range	Main sources of uncertainty in your data	Please expand on the uncertainty in your data.
Other: -0%/+50%	Data Gaps Extrapolation Metering/ Measurement Constraints Data Management	Sites were excluded where electricity is not purchased directly from the utility company. Also, the uncertainty range accounts for human error in data entry or missing data entry.

Further Information

13.4: Not applicable. All business units share same facilities
13.5: Not applicable. The majority of our individual sites are very small and span over 700 locations.

Attachments

Page: Emissions Scope 2 Contractual

14.1

Do you consider that the grid average factors used to report Scope 2 emissions in question 13 reflect the contractual arrangements you have with electricity suppliers?

Yes

14.2

You may report a total contractual Scope 2 figure in response to this question. Please provide your total global contractual Scope 2 GHG emissions figure in metric tonnes CO2-e.

14.3

Explain the origin of the alternative figure including information about the emission factors used and the tariffs.

14.4

Has your organization retired any certificates, e.g. Renewable Energy Certificates, associated with zero or low carbon electricity within the reporting year or has this been done on your behalf?

Yes

14.5

Please provide details including the number and type of certificates.

Type of certificate	Number of certificates	Comments
Renewable Energy Certificates	370	5 RECs totalling 370MWh of Hydro-Electric Power - Norway

Further Information

Attachments

Page: Emissions Scope 3

¿

Is question 15.1 relevant to your company?

Yes

15.1

Please provide data on sources of Scope 3 emissions that are relevant to your organization.

Sources of Scope 3 emissions	Metric tonnes of CO2-e	Methodology	If you cannot provide a figure for a relevant source of Scope 3 emissions, please describe the emissions.
Other: Business Travel - Long Flights	3102	Air travel information is kept by travel partners around the globe. Emissions factors from EPA Climate leaders for the various flight segment types were used.	

Sources of Scope 3 emissions	Metric tonnes of CO2-e	Methodology	If you cannot provide a figure for a relevant source of Scope 3 emissions, please describe the emissions.
Other: Business Travel - Medium Flights	2183	Same as above.	
Other: Business Travel - Short Flights	799	Same as above.	
Other: Business Travel - Train	29	Manual record keeping of European business travel by train.	
Other: Estimated Leased Building Occupancy	15186	Jones Lang LaSalle occupies leased space. The estimate is based on the area leased times the US-DOE CBECS average energy consumption for offices. Sites where we received no direct utility invoices, were factored using 92.7 kBtu/Sf of energy intensity, 2/3 being electricity and 1/3 being natural gas. Local electric emissions factors were used. Sites where utility invoices covered only a portion of the full energy usage were adjusted, accordingly. Sites with utility bills covering all utility usage had zero estimated Scope 3 Carbon.	

15.2

Please explain why not.

Further Information

Attachments

Page: Emissions 7

16.1

Does the use of your goods and/or services enable GHG emissions to be avoided by a third party?

Yes

16.2

Please provide details including the anticipated timescale over which the emissions are avoided, in which sector of the economy they might help to avoid emissions and their potential to avoid emissions.

Jones Lang LaSalle provides facility and property management services. A primary goal of our services is to reduce energy consumption for the facility owners. Our targeted ratio is to reduce ten times more carbon for our clients than we emit from our own operations.

We are an industry leader in property and corporate facility management services, with a portfolio of approximately 1.6 billion square feet worldwide. LaSalle Investment Management, a member of the Jones Lang LaSalle group, is also one of the world's largest and most diversified real estate investment management firms, with approximately $40 billion of assets under management.

Given our market leading position and the widely acknowledged negative environmental impact that commercial buildings present, we have a substantial opportunity – and responsibility - to help promote sustainable real estate investment and management practices through the services and solutions we provide to our clients.

We provide comprehensive integrated real estate and investment management expertise on a local, regional and global level to owner, occupier and investor clients. We anticipate that through the delivery of energy and sustainability solutions we will reduce 10 times more carbon for our clients than we emit from our own operations on an annual basis.

¿

Is question 17.1 relevant to your company?

No

17.1

Please provide your total carbon dioxide emissions in metric tonnes CO2 from the combustion of biologically sequestered carbon i.e. carbon dioxide emissions from burning biomass/biofuels.

17.2

Please explain why not.

Jones Lang LaSalle does not burn any biomass fuels as part of our operations. We consume electricity, natural gas and gasoline as primary fuel sources.

Further Information

Attachments

Page: Emissions 8

18.1a

Please describe a financial intensity measurement for the reporting year for your gross combined Scope 1 and Scope 2 emissions.

If you do not consider a financial intensity measurement to be relevant to your company, select "Not relevant" in column 5 and explain why in column 6.

Figure for Scope 1 and Scope 2 emissions	GHG units	Multiple of currency unit	Currency unit	Financial intensity metrics	Please explain if not relevant. Alternatively provide any contextual details that you consider relevant to understand the units or figures you have provided.
14079.00	Metric tonnes CO2-e	Million	USD($)	Revenue	ADDITIONAL INFORMATION: Annual Revenue $2,480.74 Million 5.68 Metric Tonnes of CO2e per Million $USD in Revenue

18.1b

Please describe an activity-related intensity measurement for the reporting year for your gross combined Scope 1 and Scope 2 emissions.

Oil and gas sector companies are also asked to report activity-related intensity metrics in answer to table O&G1.3.

If you do not consider an activity-related intensity measurement to be relevant to your company, select "Not relevant" in column 3 and explain why in column 4.

Figure for Scope 1 and Scope 2 emissions	GHG units	Activity-related metrics	Please explain if not relevant. Alternatively provide any contextual details that you consider relevant to understand the units or figures you have provided.
14079.00	Metric tonnes CO2-e	per full-time equivalent employee	ADDITIONAL INFORMATION: 36,600 Employees 0.384 Metric Tonnes of CO2e per Employee

19.1

Do the absolute emissions (Scope 1 and Scope 2 combined) for the reporting year vary significantly compared to the previous year?

Yes

19.2

Please explain why they have varied and why the variation is significant.

In 2009 we greatly improved the number of sites providing actual data on activities generating scope 1 and Scope 2 emissions. As a result, consumption of scope 3 estimated building occupancy emissions were reduced.

20.1A

Please complete the following table indicating the percentage of reported emissions that have been verified/assured and attach the relevant statement.

Scope 1 (Q12.1)	Scope 2 (Q13.1)	Scope 3 (Q15.1)
Not verified	Not verified	Not verified

20.1B

I have attached an external verification statement that covers the following scopes:

Further Information

Attachments

Page: Emissions 9 Trading

21.1

Do you participate in any emission trading schemes?

No, we don't participate nor do we currently anticipate participating in any emissions trading scheme within the next two years.

21.2

Please complete the following table for each of the emission trading schemes in which you participate.

Scheme name	Period for which data is supplied.	Allowances allocated	Allowances purchased	Verified emissions - number	Verified emissions - units	Details of ownership

21.3

What is your strategy for complying with the schemes in which you participate or anticipate participating?

21.4

Has your company originated any project-based carbon credits or purchased any within the reporting period?

No

21.5

Please complete the following table.

Credit origination or credit purchase?	Project identification	URL link to project documentation	Verified to which standard?	Number of credits (metric tonnes of CO2-e)	Credits retired?	Purpose e.g. compliance

Further Information

Attachments

Module: Climate Change Communications

Page: Communications 1

22.1

Have you published information about your company's response to climate change/GHG emissions in other places than in your CDP response?

Yes

22.2

In your Annual Reports or other mainstream filing? *(If so, please attach your latest publication(s).)*

Yes

22.3

Through voluntary communications such as CSR reports? *(If so, please attach your latest publication(s).)*

Yes

Further Information

22.1: PUBLICATIONS OUTSIDE CDP

Jones Lang LaSalle publishes podcasts (http://podcasts.joneslanglasalle.com/?PCCat=6) and client informational packets relating to climate change, sustainability and energy (such as the Green Office Toolkit (http://www.joneslanglasalle.com/microsites/GreenOfficeToolkit/?utm_source=LandingPage&utm_medium=GlobalSustainability&utm_term=GreenToolkit&utm_campaign=EmpireStateBuilding)).

Furthermore, personnel from our Company are routinely cited as subject matter experts by the media in these areas. In addition to receiving a number of commendable awards, we also receive regular coverage from top-tier industry publications while members of our staff regularly participate in key conferences and events where they communicate our response to climate change in the public arena.

Additionally, our sustainability specialists, supported by our professional research team, have also produced numerous "thought leadership" papers on sustainability and the built environment—many that have been well received by our clients. They are available to view and download on our website: http://www.joneslanglasalle.com/pages/SustainabilityResearch. Several of these focus on climate change issues such as our recent research report, called Sandbags to Solar Panels ((http://www.joneslanglasalle.co.uk/UnitedKingdom/EN-GB/Pages/ResearchDetails.aspx?TopicName=&ItemID=3151&ResearchTitle=From%20Sandbags%2

0to%20Solar%20Panels), which examines our views on the risks and opportunities presented to real estate from climate change.

To complement our research and briefing papers, in 2010 we also launched a quarterly Global Sustainability Perspective (http://www.joneslanglasalle.com/Pages/Global-Property-Sustainability-Perspective.aspx). This provides commentary on new developments in the arena of property and sustainability. We aim to share our views and alert our clients, as owners, developers and occupiers, to the latest research in the field, which will help add value to their real estate sustainability strategies. The July 2010 publication featured a discussion on green leases, China's pathway to sustainability and an update on what has happened since COP 15 in Copenhagen.

Outside of the Carbon Disclosure Project and mediums mentioned above, Jones Lang LaSalle also publishes an annual Corporate Social Responsibility Report in line with our commitments to the principles set forth by Ceres, the United Nations Global Compact and the United Nations Principles of Responsible Investing. Please see 22.3 for more details.

Lastly, we use our CSR website (http://www.joneslanglasalle.com/csr/Pages/default.aspx) to communicate our response to the challenge of climate change. To complement this web presence, in 2009, we launched a Green Blog (http://joneslanglasallegreenblog.wordpress.com/)– the first topical blog that we or any real estate services firm has launched. This medium aligns with our goal to be the undisputed leader in providing solutions and advice to our clients on energy and sustainability. As of March 3, 2010 this blog has received more than 2,500 views, averaging about 26 views per day. This Green Blog is an excellent opportunity for us to communicate to interested parties how we are responding to the challenge of climate change and the solutions and advice that we can provide clients to help them reduce their environmental impacts.

22.2: ANNUAL REPORT

Our Annual Report refers to the risks from infrastructure disruptions due to the longer-term effects posed by climate change. In order to lessen the impacts of such disruptions, Jones Lang LaSalle's Annual Report discusses contingency plans, disaster recovery and crisis management procedures depending on the type of situation. However, there can be no assurance that these plans will fully cover the damage and significant loss for any given scenario resulting from climate change.

The 2009 Annual Report also comments further on risks from climate change pertaining to both our own operations and where we manage properties for clients. This particular section of the report looks at environmental liabilities and regulations. As declared in the Annual Report, Jones Lang LaSalle does not currently anticipate that regulations restricting GHG emissions or any form of carbon tax would result in material costs or capital expenditures. However, we recognise this may change over time as regulation develops and may also vary by location due to different governments' commitments and response to climate change risks.

22.3: VOLUNTARY COMMUNICATIONS

Jones Lang LaSalle has published an annual CSR report since 2008. Our recently released 2010 publication was the first time we used the GRI G3 reporting guidelines to frame the content of our report and in 2011 we plan to comply with Global Reporting Initiative Level C of this standard. Our CSR reports contain a thorough account of our response to climate change and other sustainability issues.

Notably, our next report will be published shortly after the publication of our Annual Report following recommendations from external stakeholders such as GRI and Ceres. This means that in future our CSR reports will be available for discussion at the firm's annual meeting of shareholders (AGM).

Additionally, our firm is the only real estate member of Ceres, a national network of investors, environmental organizations and other public interest groups in the United States working to address sustainability challenges such as global climate change. Our company's top executives recognize the competitive advantage of making internal operations more sustainable and helping our clients to do the same, a vision reinforced through the partnership with Ceres. Through our commitment to Ceres, we are obliged to disclose environmental and social commitments and results; we are also encouraged to make continuous improvements in sustainability performance—both of which we adhere to through our annual CSR publication.

Our CSR report also fulfils other commitments made by our Firm. LaSalle Investment Management recently became a signatory to the United Nations Principles of Responsible Investing (UNPRI) as an Investment Manager and the Jones Lang LaSalle Group has also signed the UN Global Compact. Being signatories to these initiatives requires us to complete the annual reporting and assessment

process to evaluate progress in implementing these initiative's principles.

Attachments

https://www.cdproject.net/Sites/2010/43/9843/CDP Supply Chain 2010/Shared Documents/Attachments/CDPSupplyChain2010/Communications/CSR_full_report.pdf
https://www.cdproject.net/Sites/2010/43/9843/CDP Supply Chain 2010/Shared Documents/Attachments/CDPSupplyChain2010/Communications/JLL-Form-10K-Annual-Report-2009.pdf

Module: 2010-Supplier

Page: 2010-Supplier-Allocation

SM1.1

Please allocate your Scope 1 and Scope 2 emissions by your customers listed below according to the goods or services you have sold them in this reporting period.

Please note that your customers will only be able to see the data relevant to them.

Please select requesting member	Quantity in metric tonnes CO2-e	Do these represent emissions from Scope 1 only, Scope 2 only or both?	Major emissions sources	Uncertainty (+/- %) (a)	Verified (b)	Please give details

SM 1.2

Please explain how you have identified the GHG sources listed above (column 4), including major limitations to this process and assumptions made.

SM 1.3

Describe your system for allocating emissions to your customers. Where published information has been used, please provide a reference(s).

SM 1.4

What are the challenges in allocating emissions to different customers and what would help you to overcome these challenges? Please describe whether and how you plan to develop your capabilities to allocate your emissions in the future.

Given the nature of our business, we do not allocate emissions by customer due to the following challenges:

As a provider of professional services, most of our GHG emissions arise though business travel and from the energy used to heat, cool and light the offices that we occupy. The nature of our business means that we interact with multiple clients during any given day/hour; this applies equally to office-based staff and to mobile engineers who visit multiple client facilities in any given day. We do not currently have the necessary resources, systems or tools in place to enable us to assess our GHG emissions per client. It would also be challenging to source or develop tools/systems to the level of sophistication required to enable us to do this in a cost-effective way. In some cases we can allocate energy/sustainability managers to clients, which request us to monitor the GHG emissions associated with the services that we are providing for them. However, we do not have sufficient numbers of appropriately qualified staff to make this feasible on a large scale.

At present, only a small number of our clients engage with us about our GHG emissions arising in their supply chain. However, we are committed to being at the forefront of the industry in terms of our approach to climate change and we will continue to look at ways to reduce emissions for our customers. The largest opportunity for us to do this is by helping our clients manage their real estate portfolios in more energy and carbon efficient ways and this is where we are currently focusing our efforts and resources. However, we will continue to consider where we can reduce the impacts arising as a result of our client-facing activity and we are committed to continue engaging with or suppliers on these issues—directly through targeted engagement exercises as well as indirectly through our participation in wider initiatives such as the Carbon Disclosure Project .

Further Information

SM 1.1 - 1.3: Not applicable – see response to SM 1.4 for explanation on why this allocation is not in the scope of Jones Lang LaSalle's business.

Attachments

Page: 2010-Supplier-Engagement

SM 2.1

Do you have a strategy for engaging with your suppliers on their GHG emissions and the impacts of climate change on their business?

Yes

SM 2.2

If so, please provide details of this strategy.

We create a sustainability score (0 - 100) for each supplier that registers in our global supplier master database. This score is based on the supplier's response to three questions in relation to their sustainability programmes and commitments. As such, the score allows us to purchase services based on a number of factors including the supplier's approach to sustainability.

Furthermore, suppliers within the EMEA region are asked to provide information about their response to climate change including actions they have taken and certifications received for their GHG emission data. This is intended to demonstrate to our suppliers that we take this issue seriously and that we expect the same standards of our suppliers.

We are seeking to scrutinize our suppliers further in some regions. For example in the UK, we have a target to develop minimum sustainability standards for the procurement of services and goods. Additionally, in 2010 we are striving to assess by spend our top 10 contractors and suppliers against

these standards and work with poor performers to achieve improvement.

SM 2.3

To give a sense of the scale of this engagement, please include the number of suppliers with whom you are engaging and the proportion of your total spending that they represent.

Number of suppliers	Proportion of your total spending (%)
30000	60.0%

SM 2.4

If not, please explain any plans you have to develop one in the future.

SM 2.5

If you have data on your suppliers' GHG emissions and climate change strategies, please explain how you make use of that data (for example: identifying major GHG sources to prioritize emissions reduction actions, identifying physical risks in the supply chain, stimulating innovation, etc).

We do not have information on our suppliers' GHG emissions and instead we ask general/qualitative questions about our suppliers' commitment to sustainability, rather than quantitative metrics. It is also important to note that our suppliers are largely contracted by local staff who make daily buying decisions and therefore, centralizing such data would prove to be challenging. Furthermore, we do not stipulate which types of suppliers should be preferred or avoided from a central perspective, even though some may introduce risk to our operations. However, we are aiming to make improvements to our supplier database by implementing the 'One View' financial system, which allows staff to view all supplier metadata including any risks associated with a particular supplier, on one platform.

Furthermore, we are seeking to scrutinize our suppliers further in some reasons. For example in the In the UK we have a target to develop minimum sustainability standards for the procurement of services and goods. Additionally, in 2010 we are striving to assess by spend our top 10 contractors and suppliers against these standards and work with poor performers to achieve improvement.

Further Information

SM 2.3: The engagement discussed in SM 2.2 is for all third party suppliers to Jones Lang LaSalle. Currently, there are over 30,000 suppliers in our primary database. This constitutes roughly 60% of our sourceable spend today, which we are continuing to grow.

For Jones Lang LaSalle's operational spend in the EMEA region, we manage over $70M. We focus our sustainability engagement efforts on 50 to 100 large suppliers.

Attachments

Page: 2010-Supplier-Product-LCA

SM3.1

Please list measures (completed or planned) to reduce GHG emissions in the lifecycle of groups of products or individual products, including an estimate of the possible reductions for each initiative.

Jones Lang LaSalle does not produce a part or product. Our services in and of themselves do not have a residual energy component.

SM3.2

For how many products do you wish to provide lifecycle data?

SM3.2A

Product 1 - Please describe the products/services for which you want to provide data

Name of good/service	Description of good/service	Total emissions (kg CO2-e) per unit good/service

SM3.2B

Product 1 - Data for lifecycle stages

Please enter lifecycle stage.	Emissions (kg CO2-e) per unit at the lifecycle stage

SM3.2C

Product 1 - Please give details of the method that you have used to estimate lifecycle emissions. State if you have followed a published procedure (e.g. ISO 14040 & 14044 or PAS 2050) or one that you have developed yourself. Give the boundary of your assessment. Please make it clear which GHGs and GHG sources are included in your assessment. If relevant GHGs and GHG sources are excluded, please describe them and give reasons for omissions. Give references to data sources used.