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JONES LANG LASALLE REPORTS SOLID SECOND QUARTER FINANCIAL RESULTS

CHICAGO, July 27 /PRNewswire-FirstCall/ -- Jones Lang LaSalle Incorporated (NYSE: JLL), the leading global real estate services and money management firm, today reported net income of \$24.8 million, or \$0.74 per diluted share of common stock for the second quarter of 2005, and net income of \$16.2 million, or \$0.48 per share, for year-to-date 2005. In 2004, net income for the second quarter was \$5.1 million, or \$0.16 per share, with a year-to-date net loss of \$1.0 million, or \$0.03 per share. Included in the prior year's second quarter figures was a \$0.26 per share expense related to the redemption of the firm's euro 165 million 9 percent Senior Notes.

All segments of the firm reported year-over-year improvements in revenue for both the quarter and the first half of this year. For the quarter, revenues increased 23 percent in U.S. dollars, 20 percent in local currencies, to \$325.1 million from \$264.0 million in 2004. Revenues increased 17 percent in U.S. dollars, 14 percent in local currencies, to \$565.3 million for the first half of 2005 compared to \$484.7 million for the same period in 2004.

Second Quarter Highlights:

- Revenues increased 23 percent in U.S. dollars and 20 percent in local currencies
- Operating income increased to \$29.9 million from \$15.3 million
- LaSalle Investment Management completed record capital raise; nearly \$28 billion of assets under management

Growth in Asia Pacific, the result of market-share expansion and economic improvement, and the strong quarter of LaSalle Investment Management were the important contributors to increased revenues and operating income. Second quarter revenues from Asia Pacific increased 32 percent year over year in U.S. dollars, 26 percent in local currencies. Asia Pacific achieved operating income of \$8.1 million for the second quarter of 2005, representing an increase of \$7.0 million over the prior year, and operating income of \$4.6 million for the first half of 2005, compared with an operating loss of \$3.5 million in the prior year. LaSalle Investment Management benefited in the quarter from significant advisory fees accelerated by the closing of the newest fund in Asia, LaSalle Asia Opportunity Fund II, and from significant transaction fees from both a major asset acquisition and disposition. Revenues in this business were up 32 percent for the quarter and 22 percent in U.S. dollars for the first half of the year compared with the same periods in 2004, while operating income increased \$5.0 million and \$5.9 million for the quarter and year to date, respectively.

"We achieved solid financial results across all of our business segments during the second quarter, driven by healthy market conditions, excellent work for our clients and the dedication of our people," said Colin Dyer, the firm's Chief Executive Officer. "The majority of this year's revenues and profits still have to be earned and we are focused on delivering current performance balanced with continued revenue investments, to drive our ambitious international growth plans," Dyer added.

Operating expenses were \$295.2 million for second quarter of 2005 and \$248.7 million for the same period in 2004, an increase of 19 percent in U.S. dollars, 16 percent in local currencies. Operating expenses for the first half of the year increased 15 percent in U.S. dollars and 12 percent in local currencies from the prior year. The increase included continuing investments to strengthen the firm's positions in key local and regional markets as well as extending the global service lines of Corporate Solutions, Capital Markets and LaSalle Investment Management. The increase also included higher accrued incentive compensation, reflecting the accelerated timing of revenues compared with the prior year.

Interest expense for the second quarter of 2005 was \$1.4 million, compared with \$15.2 million for the same period in 2004, and \$1.7 million for the first half of 2005, compared with \$19.0 million for the same period in 2004. The prior year's interest expense included an \$11.6 million expense incurred in June of 2004 related to the redemption of the 9 percent Senior Notes. As a result of this redemption, the firm's effective interest rate decreased significantly in the first half of 2005 compared to the same period of 2004. Net debt as of June 30, 2005 was \$132 million, a \$45 million reduction from the prior year. The firm also repurchased 683,500 shares of common stock during the second quarter, bringing year-to-date repurchases to approximately 1 million shares at a cost of \$42.9 million.

The estimated effective tax rate for the second quarter and year to date for 2005 was 25.4 percent, as compared with 28.0 percent for the same period last year. This rate improvement was achieved through disciplined global tax planning and is expected to be sustainable for the full year.

Business Segment Second Quarter Highlights

Investor and Occupier Services

- The Americas region maintained its momentum into the second quarter of 2005, reporting a 16 percent year-over-year increase in total revenues for both the quarter and the first half of the year. Management services revenues increased 20 percent for the quarter, 19 percent year to date, while transaction revenues grew 11 percent for both the quarter and the first half compared with 2004. The Real Estate Occupier Services business, marketed as Corporate Solutions, generated over 51 percent of the region's revenues for the quarter and 52 percent for the first half of the year. Compared with 2004, Corporate Solutions revenues grew 18 percent for the quarter and 16 percent for the first half of the year. Within Corporate Solutions, Project and Development Services revenues increased 31 percent for the quarter and 26 percent year to date while Public Institutions revenues increased 35 percent for the quarter and 52 percent year to date.

During the second quarter, the U.S. Hotels business completed the acquisition of ThompsonCalhounFair Hotel Brokerage, a leading hotel real estate broker and advisory firm. This acquisition extends the region's service delivery capabilities to clients operating in the select service hotel sector.

Total operating expenses increased 18 percent for the quarter and 20 percent year to date compared with 2004. The increase reflects higher staffing levels necessary to service new client wins, as well as strategic hiring to expand market coverage in both leasing and Capital Markets. Increased accrued incentive compensation also contributed to the higher operating expenses.

Operating income of \$7.7 million for the second quarter of 2005 was stable compared to the prior year; however, operating income for the first half of the year decreased to \$2.7 million as a result of strategic investments being made in targeted markets.

- The European region's second-quarter revenues increased 17 percent in U.S. dollars, 14 percent in local currencies, and 7 percent in U.S. dollars, 3 percent in local currencies, for the first half of the year. The strong increase in the quarter resulted in part from the closing of transactions that slipped from the first quarter of 2005. The fourth-quarter 2004 restructuring efforts in Germany, which included realigning resources and hiring a new country leader, are having a positive impact. Revenues in Germany increased 48 percent in the quarter and almost 40 percent year to date in U.S. dollars compared with 2004. Year to date, the English business was up 11 percent in U.S. dollars while the French business declined compared with the prior year, which had benefited from several large Capital Markets and Agency Leasing transactions.

Operating expenses increased by 17 percent in U.S. dollars for the quarter year over year and 13 percent in local currencies, while increasing 9 percent in U.S. dollars and 6 percent in local currencies on a year-to-date basis due to accelerated accrued incentive compensation.

Operating income of \$6.1 million for the second quarter of 2005 was up from the prior year by \$1.0 million. The operating loss of \$1.9 million for the first half of 2005 reflects a slower start in the transactional businesses compared with the prior year.

- Second quarter revenues for the Asia Pacific region were up 32 percent in U.S. dollars and 26 percent in local currencies from the prior year and, on a year-to-date basis, up 28 and 23 percent in U.S. dollars and local currencies, respectively. Growth for the quarter and year to date in U.S. dollars came from both transaction activity, which grew 37 and 34 percent, respectively, and management services revenues, which grew 23 and 19 percent, respectively. Revenues from growth markets, which include China, Japan and India, increased by 64 percent year to date in U.S. dollars over the prior year. In addition, revenues in Hong Kong, where the firm has a leading market position, increased approximately 30 percent for both the quarter and year to date in U.S. dollars. The Asian Hotels business also had a very strong quarter as a result of increased transaction volume and continued to increase market share.

Total operating expenses for the Asia Pacific region for the second quarter of 2005 increased 19 percent in U.S. dollars, 14 percent in local currencies, over the prior year. For the first half of the year, operating expenses were up 18 percent in U.S. dollars and 14 percent in local currencies. The increase is primarily the result of continued investment in people and technology in the growth markets of China, Japan and India, as well as new offices being opened in Macau and Osaka. Increased accrued incentive compensation also contributed to the overall increase in operating expenses.

LaSalle Investment Management

-- Revenues for the second quarter of 2005 were up 32 percent in U.S. dollars, 30 percent in local currencies, and, year to date, up 22 percent in U.S. dollars and 20 percent in local currencies over the prior year. Contributing to the quarter's revenues were accelerated annuity fees from the newest fund in Asia Pacific, together with significant transaction fees from both an asset acquisition and disposition which occurred earlier in the year than expected. The business continues to emphasize growth in its annuity revenues from advisory fees, which increased 34 percent from 2004 in U.S. dollars for the quarter and 21 percent on a year-to-date basis. Advisory fees accounted for nearly 70 percent of LaSalle Investment Management's second quarter revenues. Equity earnings were down \$2.2 million for the quarter and down \$4.8 million year to date, as several larger transactions closed during the first half of 2004. The overall revenue strength resulted in operating income improvements from 2004 of 66 percent for the quarter and 58 percent in U.S. dollars for the first half of the year.

Continued strong response from investors to product offerings is resulting in the business being well ahead of its expected capital-raising activities with respect to funds planned for launch during 2005. Acquisitions, which also exceeded expectations for the first half of the year, have resulted in assets under management reaching \$28 billion.

Outlook

The firm benefited from strong performance in the second quarter, amplified by transactions that closed ahead of the seasonal pattern of the prior year. While profits remain concentrated in the fourth quarter, the firm believes that if healthy market conditions continue, the current full-year analyst consensus expectation of \$2.40 per share should be achievable.

Overall, the firm continues to emphasize growth in annuity revenues as well as enhancement of profit margins in all product and service lines. The firm plans to continue its announced strategic investments in 2005, balancing the achievement of current performance with its ambitious long-term growth objectives.

About Jones Lang LaSalle

Jones Lang LaSalle is the world leading real estate services and money management firm, operating across more than 100 markets around the globe. The company provides comprehensive integrated expertise, including management services, implementation services and investment management services on a local, regional and global level to owners, occupiers and investors. Jones Lang LaSalle is also the industry leader in property and corporate facility management services, with a portfolio of over 879 million square feet under management worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse real estate money management firms, with approximately \$28 billion of assets under management.

Statements in this press release regarding, among other things, future financial results and performance, achievements, plans and objectives may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors which may cause actual results, performance, achievements, plans and objectives of Jones Lang LaSalle to be materially different from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially include those discussed under "Business," "Management's Discussion and Analysis of Financial Condition and Results of Operations," "Quantitative and Qualitative Disclosures about Market Risk," and elsewhere in Jones Lang LaSalle's Annual Report on Form 10-K for the year ended December 31, 2004 and in the Quarterly Report on Form 10-Q for the quarter ended March 31, 2005 and in other reports filed with the Securities and Exchange Commission. Statements speak only as of the date of this release. Jones Lang LaSalle expressly disclaims any obligation or undertaking to update or revise any forward-looking statements contained herein to reflect any change in Jones Lang LaSalle's expectations or results, or any change in events.

Conference Call

The firm will conduct a conference call for shareholders, analysts and investment professionals on Thursday, July 28, 2005 at 9:00 a.m. EDT.

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

-- U.S. callers: +1 877 809 9540
-- International callers: +1 706 679 7364

Replay Information Available: (12:00 p.m. EDT) Thursday, July 28 through (Midnight EDT) Thursday, August 6 at the following numbers:

-- U.S. callers: +1 800 642 1687
-- International callers: +1 706 645 9291
-- Pass code: 7895673

Live web cast

Follow these steps to listen to the web cast:

1. You must have a minimum 14.4 Kbps Internet connection
2. Log on to <http://www.joneslanglasalle.com/shareholders/index.asp> and follow instructions
3. Download free Windows Media Player software: (link located under registration form)

If you experience problems listening, send an e-mail to webcastsupport@tfprn.com

This information is also available on the company's website at <http://www.joneslanglasalle.com> .

JONES LANG LASALLE INCORPORATED
Segment Operating Results
For the Three and Six Months Ended June 30, 2005 and 2004
(in thousands)
(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2005	2004	2005	2004
INVESTOR & OCCUPIER SERVICES - AMERICAS				
Revenue:				
Implementation services	\$ 41,940	\$ 37,917	\$ 69,039	\$ 61,993
Management services	49,405	41,305	94,388	79,296
Equity earnings	182	-	181	467
Other services	2,174	1,465	3,751	2,742
Intersegment revenue	240	299	529	381
	93,941	80,986	167,888	144,879
Operating expenses:				
Compensation, operating and administrative	82,550	69,925	157,887	131,040
Depreciation and amortization	3,671	3,361	7,283	7,024
Operating Income	\$ 7,720	\$ 7,700	\$ 2,718	\$ 6,815
EUROPE				
Revenue:				
Implementation services	\$ 92,969	\$ 75,971	\$ 151,986	\$ 141,602
Management services	24,409	24,326	47,873	46,724
Equity earnings	(226)	-	(226)	-
Other services	2,785	2,077	5,358	3,956
	119,937	102,374	204,991	192,282
Operating expenses:				
Compensation, operating and administrative	111,409	94,626	201,881	183,656
Depreciation and amortization	2,454	2,676	5,005	5,455
Operating Income (Loss)	\$ 6,074	\$ 5,072	\$ (1,895)	\$ 3,171
ASIA PACIFIC				
Revenue:				
Implementation services	\$ 41,312	\$ 30,233	\$ 66,212	\$ 49,406
Management services	26,263	21,271	49,706	41,933
Other services	943	409	1,535	757
	68,518	51,913	117,453	92,096
Operating expenses:				
Compensation, operating and administrative	58,593	49,238	109,140	92,432
Depreciation and amortization	1,863	1,589	3,668	3,145
Operating Income (Loss)	\$ 8,062	\$ 1,086	\$ 4,645	\$ (3,481)
LASALLE INVESTMENT MANAGEMENT				
Revenue:				
Implementation and other services	\$ 8,989	\$ 3,454	10,891	4,918
Advisory Fees	32,518	24,325	60,768	50,021
Incentive Fees	1,381	1,243	3,757	1,311
Equity earnings	4,674	6,914	3,783	8,570
	47,562	35,936	79,199	64,820
Operating expenses:				
Compensation, operating and administrative	34,787	28,149	62,436	54,034
Depreciation and amortization	347	317	690	621
Operating Income	\$ 12,428	\$ 7,470	\$ 16,073	\$ 10,165
Total segment revenue	329,958	271,209	569,531	494,077
Intersegment revenue eliminations	(240)	(299)	(529)	(381)
Equity earnings	(4,630)	(6,914)	(3,738)	(9,037)
Total revenue	\$ 325,088	\$ 263,996	\$ 565,264	\$ 484,659
Total segment operating expenses	295,674	249,881	547,990	477,407
Intersegment operating expense eliminations	(240)	(299)	(529)	(381)
Total operating expenses before non-recurring charges (credits)	\$ 295,434	\$ 249,582	\$ 547,461	\$ 477,026
Operating income before non-recurring charges (credits)	\$ 29,654	\$ 14,414	\$ 17,803	\$ 7,633

JONES LANG LASALLE INCORPORATED
Consolidated Statements of Earnings
For the Three and Six Months Ended June 30, 2005 and 2004
(in thousands, except share data)
(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2005	2004	2005	2004
Revenue:				
Fee based services	\$ 318,765	\$ 259,556	\$ 553,947	\$ 476,596
Other income	6,323	4,438	11,317	8,061
Total revenue	325,088	263,994	565,264	484,657
Operating expenses:				
Compensation and benefits	209,639	175,385	381,765	330,450
Operating, administrative and other	77,460	66,254	149,051	130,331
Depreciation and amortization	8,335	7,941	16,645	16,243
Non-recurring and restructuring charges:				
Compensation and benefits	(250)	73	(250)	(137)
Operating, administrative and other	-	(983)	(1,569)	(793)
Total operating expenses	295,184	248,670	545,642	476,094
Operating income	29,904	15,324	19,622	8,563
Interest and other costs:				
Interest expense, net of interest income	1,356	3,642	1,686	7,456
Loss on extinguishment of Euro Notes	-	11,561	-	11,561
	1,356	15,203	1,686	19,017
Equity in earnings from unconsolidated ventures	4,630	6,916	3,738	9,039
Income (loss) before provision (benefit) for income taxes	33,178	7,037	21,674	(1,415)
Net provision (benefit) for income taxes	8,427	1,970	5,505	(396)
Net income (loss)	\$ 24,751	\$ 5,067	\$ 16,169	\$ (1,019)
EBITDA (1)	\$ 42,869	\$ 18,620	\$ 40,005	\$ 22,284
Basic income (loss) per common share	\$ 0.80	\$ 0.17	\$ 0.52	\$ (0.03)
Basic weighted average shares outstanding	31,039,575	30,449,030	31,153,475	30,889,639
Diluted income (loss) per common share	\$ 0.74	\$ 0.16	\$ 0.48	\$ (0.03)
Diluted weighted average shares outstanding	33,512,356	32,652,871	33,624,487	30,889,639

Please reference attached financial statement notes.

JONES LANG LASALLE INCORPORATED
Consolidated Balance Sheets
June 30, 2005, December 31, 2004 and June 30, 2004
(in thousands)
(unaudited)

	June 30, 2005 ----- (Unaudited)	December 31, 2004 ----- (Unaudited)	June 30, 2004 ----- (Unaudited)
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 21,339	\$ 30,143	\$ 24,462
Trade receivables, net of allowances	269,024	328,876	230,538
Notes receivable	4,708	2,911	2,814
Other receivables	9,262	11,432	8,567
Prepaid expenses	24,705	22,279	26,584
Deferred tax assets	26,282	28,427	23,428
Other assets	9,437	12,189	5,790
Total current assets	364,757	436,257	322,183
Property and equipment, at cost, less accumulated depreciation	71,475	75,531	67,486
Goodwill, with indefinite useful lives, at cost, less accumulated amortization	339,352	343,314	331,837
Identified intangibles, with definite useful lives, at cost, less accumulated amortization	7,055	8,350	10,760
Investments in and loans to real estate ventures	78,752	73,570	66,437
Long-term receivables, net	14,646	16,179	10,954
Prepaid pension asset	1,915	2,253	13,229
Deferred tax assets	41,870	43,202	45,888
Debt issuance costs, net	1,367	1,704	2,110
Other assets, net	19,461	12,017	11,742
	\$ 940,650	\$ 1,012,377	\$ 882,626
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Accounts payable and accrued liabilities	\$ 96,277	\$ 130,489	\$ 83,294
Accrued compensation	127,660	244,659	106,124
Short-term borrowings	13,778	18,326	14,473
Deferred tax liabilities	643	262	2,466
Deferred income	20,814	16,106	20,800
Other liabilities	15,569	17,221	15,475
Total current liabilities	274,741	427,063	242,632
Long-term liabilities:			
Credit facilities	139,194	40,585	186,990
Deferred tax liabilities	-	671	4,348
Deferred compensation	14,789	8,948	9,139
Minimum pension liability	2,111	3,040	-
Other	23,817	24,090	14,143
Total liabilities	454,652	504,397	457,252
Stockholders' equity:			
Common stock, \$.01 par value per share, 100,000,000 shares authorized; 34,229,868, 33,243,527 and 32,178,613 shares issued and outstanding as of June 30, 2005, December 31, 2004 and June 30, 2004, respectively	341	332	322
Additional paid-in capital	599,913	575,862	532,803
Deferred stock compensation	(24,672)	(34,064)	(21,022)
Retained earnings (deficit)	21,065	4,896	(60,364)
Stock held by subsidiary	(101,754)	(58,898)	(33,062)
Stock held in trust	(530)	(530)	(230)
Accumulated other comprehensive income	(8,365)	20,382	6,927
Total stockholders' equity	485,998	507,980	425,374
	\$ 940,650	\$ 1,012,377	\$ 882,626

Please reference attached financial statement notes.

JONES LANG LASALLE INCORPORATED
Summarized Consolidated Statements of Cash Flows
For the Six Months Ended June 30, 2005 and 2004
(in thousands)
(unaudited)

	Six Months Ended June 30,	
	2005	2004
Cash provided by earnings	\$ 47,405	\$ 22,712
Cash used in working capital	(104,470)	(38,849)
Net cash used in operating activities	(57,065)	(16,137)
Cash used in investing activities	(27,198)	(3,858)
Cash provided by (used in) financing activities	75,459	(18,648)
Net decrease in cash and cash equivalents	(8,804)	(38,643)
Cash and cash equivalents, beginning of period	30,143	63,105
Cash and cash equivalents, end of period	\$ 21,339	\$ 24,462

Please reference attached financial statement notes.

JONES LANG LASALLE INCORPORATED
Financial Statement Notes

1. EBITDA represents earnings before interest expense, net of interest income, income taxes, depreciation and amortization. Although EBITDA is a non-GAAP financial measure, it is used extensively by management and is useful to investors as one of the primary metrics for evaluating operating performance and liquidity. The firm believes that an increase in EBITDA is an indicator of improved ability to service existing debt, to sustain potential future increases in debt and to satisfy capital requirements. EBITDA is also used in the calculations of certain covenants related to the firm's revolving credit facility. However, EBITDA should not be considered as an alternative either to net income or net cash provided by operating activities, both of which are determined in accordance with GAAP. Because EBITDA is not calculated under GAAP, the firm's EBITDA may not be comparable to similarly titled measures used by other companies.

Below is a reconciliation of net income (loss) to EBITDA (in thousands):

	Six Months Ended June 30,	
	2005	2004
Net income (loss)	\$ 16,169	\$ (1,019)
Add:		
Interest expense, net of interest income	1,686	7,456
Depreciation and amortization	16,645	16,243
Deduct:		
Net income tax expense (benefit)	5,505	(396)
EBITDA	\$ 40,005	\$ 22,284

Below is a reconciliation of net cash used in operating activities, the most comparable cash flow measure on the consolidated statements of cash flows, to EBITDA (in thousands):

	Six Months Ended June 30,	
	2005	2004
Net cash used in operating activities	\$ (57,065)	\$ (16,137)
Add:		
Interest expense, net of interest income	1,686	7,456
Change in working capital and non-cash expenses	89,879	31,361
Less:		
Net income tax expense (benefit)	5,505	(396)
EBITDA	\$ 40,005	\$ 22,284

- Effective the fourth quarter of 2004, 'Equity in earnings from unconsolidated ventures' has been reclassified, for all periods presented on the Consolidated Statement of Earnings, from 'Revenue' to be presented as a separate line item between 'Total interest and other costs' and 'Income before provision for income taxes', in accordance with Rule 5-03 of Regulation S-X. As a result, 'Operating income' has been adjusted for the comparative year. Since equity earnings are an integral part of the money management business, equity earnings has been included within 'Revenue' in segment operating results for discussion purposes only.
- Net debt represents the aggregate of 'Short-term borrowings,' 'Credit facilities,' and '9% Senior Euro Notes' less 'Cash and cash equivalents'.
- For purposes of segment operating results, the allocation of the non-recurring charges (credits) to the segments has been determined to not be meaningful to investors. Additionally, the performance of segment results has been evaluated without these charges being allocated.
- The consolidated statements of cash flows are presented in summarized form. For complete consolidated statements of cash flows, please refer to the firm's Quarterly Report on Form 10-Q for the period ended June 30, 2005, to be filed with the Securities and Exchange Commission shortly.

SOURCE Jones Lang LaSalle

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07/27/2005

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/Web site: <http://www.joneslanglasalle.com>

<http://www.joneslanglasalle.com/shareholders/index.asp> /

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