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Jones Lang LaSalle Enters Into Strategic Relationship with Meritas

Jones Lang LaSalle, Inc. (NYSE: JLL), the world's leading real estate services and money management firm, and Meritas have agreed to enter into a strategic relationship.

Dennis Black, from the Meritas firm Goldberg Kohn Bell Black Rosenbloom & Moritz (Chicago, Illinois), recently presented Meritas to the General Counsel of Jones Lang LaSalle and their U.S.-based in-house counsel staff. As a result of that meeting and several earlier meetings with top Jones Lang LaSalle legal staff in both Europe and Asia-Pacific, Jones Lang LaSalle will consider engaging Meritas firms for legal services to supplement their current roster of law firms.

Several Jones Lang LaSalle offices have already retained Meritas firms on three different continents and an announcement of the strategic relationship has also been sent to Jones Lang LaSalle's legal staff worldwide. Meritas will also promote Jones Lang LaSalle's services to its members and, where appropriate, to their clients. Each organization will consider opportunities to send representatives to each other's meetings to share best practices in their respective industries. An example of this would be for members of each organization to lead and/or participate in breakout sessions about trends in law firm space usage, etc. or some other "hot topic" that may be of interest to Meritas clients such as strategic use of real estate in offshoring situations. Both Meritas and Jones Lang LaSalle would then hope to generate some publicity out of these types of exchanges, while also getting to know each other's personnel and organizations better. **There is no discount fee in either direction associated with this relationship.**

Jones Lang LaSalle operates across more than 100 markets around the globe. The company provides comprehensive integrated commercial real estate expertise, including capital markets, brokerage, management services, leasing 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 843 million square feet (79 million square meters) under management worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse real estate money management firms, with approximately \$26 billion of assets under management.

Additional information about Jones Lang LaSalle can be found on the World Wide Web at <http://www.joneslanglasalle.com>.

If you have any questions, please feel free to contact either [Dennis Black](#) at Goldberg Kohn or [Tom Tarr](#) at Meritas.

Thank you.

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