

We shape the future of real estate for a better world

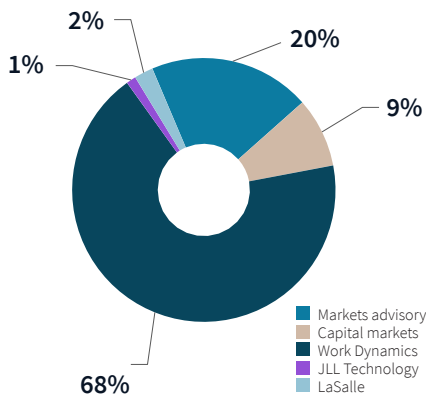
Our clients

- 20,000+ customers across more than 130 countries
- Serving 84% of the Fortune 100 and 100% of the Top 10 largest real estate investors with at least one service
- 700+ global portfolio clients including Alphabet, Deutsche Bank, GlaxoSmithKline, Procter & Gamble, Merck, and Shell
- 10,000+ design, construction, expansion, and upgrade projects managed annually

Financials

Revenue - FY 2023	
Market Advisory	\$4,121.6
Capital Markets	\$1,778.0
Work Dynamics	\$14,131.1
JLL Technologies	\$246.4
LaSalle	\$483.7
Total revenue	\$20,760.8

FY 2023 revenue by segment



2024 consolidated financial targets

Adj. EBITDA margin 12.5%-14.5%

**Beginning in 1Q 2024 reported Adj.*

EBITDA dollars and margin will exclude JLL Technologies and LaSalle equity gains and losses

- Publicly traded on the New York Stock Exchange: "JLL" since 1997.
- Moody's: Baa1 (Outlook: Stable)
- Standard & Poors: BBB+(Outlook: Stable)

Vision

- We shape the future of real estate for a better world.
- JLL's "Beyond" strategy is designed to deliver long-term, sustainable, and profitable growth. Our strategic priorities are grouped into five pillars – Clients, Brand, Technology, People and Values – which collectively support and drive our ambitious long-term growth trajectory.

Market position

- JLL is the leading global provider of integrated, technology-enabled real estate solutions. We are both global and local, with the ability to serve any organization in any location around the world, and we embed sustainability into everything we do.

Sustainability

- 775+ sustainability professionals
- 48,000+ buildings tracked for sustainability performance
- 65,000+ metric tons of CO2e emissions averted
- 300M energy cost savings annually

Innovation

- \$100M strategic global venture fund started in 2017 (JLL Spark)
- 4B+ invested across people, data and proptech solutions
- 3,300+ technologies, data scientists & real estate experts
- 14B+ sq. ft. of space with technology implementations
- >3B data driven benchmarking data points across 500+ portfolios using proprietary JLL technology
- JLL GPT: world's first large language model (LLM) built by and for the commercial real estate (CRE) industry

General facts

- Headquarters: Chicago, Illinois
- 330+ corporate offices across 80 countries
- 108,000+ global employees
- Founded in 1783
- 9.25B square feet managed globally
- 38,000+ leasing transactions completed annually

Business lines

- **Work Dynamics:** We enable the world's greatest organizations to do their best work. We manage facilities, projects and portfolios, proactively bringing solutions to address the challenges of this dynamic world of work.
- **Markets Advisory:** We solve our clients' most complex challenges by combining global market enterprise with world-class intelligence to identify opportunities and inform smarter decisions across leasing and management.
- **Capital Markets:** As a full-service global provider of capital solutions, we combine the unique knowledge of our people with cutting-edge technology to unveil insights.
- **JLL Technologies:** Helping organizations transform the way they acquire, manage, operate, & experience space through the strategic application of technologies and data.
- **LaSalle:** As trusted advisors, we partner with leading institutional and individual investors to embrace unseen real estate investment opportunities.

Awards and recognition

- Fortune World's Most Admired Companies
- Fortune 500 #190
- Ethisphere World's Most Ethical Companies
- Bloomberg Gender Equality Index
- P&G Supplier Sustainability Award
- Barron's Top 10 Most Sustainable Companies

What sets us apart

- We have a unique, One JLL culture centered on teamwork, ethics, and excellence
- We combine the industry's most advanced data and technology platform, with the right people and proactive culture to translate insights into action, driving optimal outcomes for our clients.
- JLL merges the scale of a fully-integrated global platform with deep local expertise, delivering solutions with quality and consistency, anywhere in the world.
- We combine specialized sector expertise with unparalleled real estate experience.

Useful links

- [JLL.com](https://www.jll.com)
- [Newsroom](#)
- [Investor relations](#)
- [Research](#)