



JONES LANG
LASALLE®

Real value in a changing world

Real Estate Capital Market **Services**

Middle East and North Africa



Bridging the Worlds of Real Estate and Finance

Jones Lang LaSalle Capital Markets is an integrated network of 700 of the most knowledgeable and best connected deal makers. We have spent our careers entrenched in the local and international markets, building unparalleled experience and extensive relationships with investors and capital sources throughout the world. We connect our clients directly to real-time knowledge.

Our global platform is made up of solid, personal relationships built over time with people we can rely on to secure the best pricing and opportunities available in the market. Whether you're looking to sell a local shopping

centre, buy an office building on the other side of the world, structure a complex cross border portfolio deal or access private capital from the emerging markets we have the connections and capability to deliver a successful transaction.

Across the Middle East and North Africa, our team works with the region's leading private and institutional investors, property funds, private equity groups, investment banks and conglomerates providing comprehensive real estate investment advisory services enabling our clients to maximise the value of their real estate holdings.

Our Services

Investment Transactions

Advising clients on real estate investment sales and acquisitions.

Fund Advisory

Devising, structuring and implementing structured private equity real estate vehicles and funds.

Capital Raising Advisory

Managing the capital raising process across the lifecycle of the real estate development.

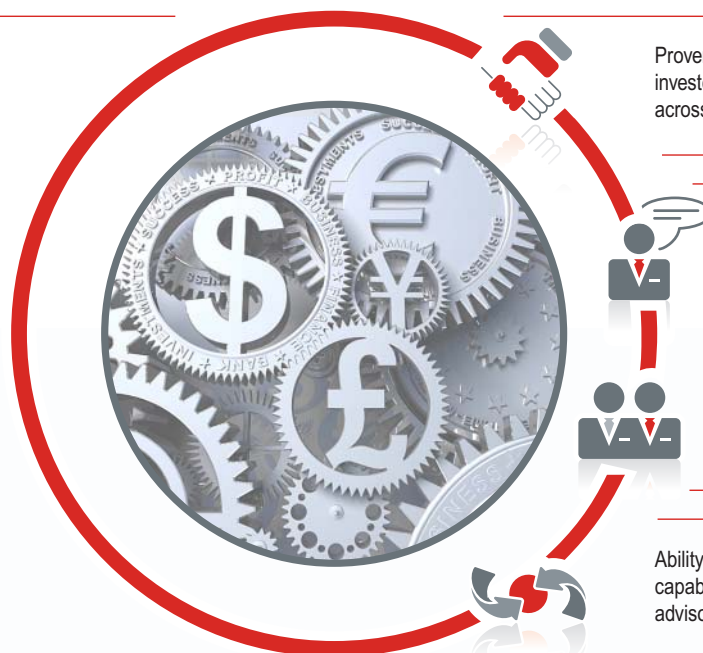
Our Expertise

Proven track record with real estate investors, developers, and end users across the MENA region.

Expertise and experience in implementing best practices in real estate value optimization, finance and development.

Privileged regional client and investor relationships, managed by our experienced team.

Ability to leverage our extensive in-house capabilities including research, development advisory services, valuations and leasing.



Investment Transaction Services

Best In Class for Real Estate Transactions

Whether you're considering the sale or acquisition of a single asset or a large portfolio, we use our financial and real estate acumen to achieve the optimum price, a speedy transaction and certainty of closing. From in-depth market analysis and portfolio structuring to valuation and underwriting expertise, to investor intelligence and marketing know-how, our Investment Transaction professionals deliver the skills and depth of knowledge you need to succeed in today's complex environment.

Services are tailored to our clients' needs, but typically include:

- Review of the Asset Financials and the Market Conditions
- Management of the Due Diligence Process
- Negotiation and Closure

Our Clients

Our clients include property developers, funds, private equity groups, banks, real estate investment firms as well as private investors.

Why Jones Lang LaSalle Capital Markets?

- Proven track record of transactions in the MENA region.
- Dedicated team comprising highly experienced investment professionals with local, regional and international experience.
- Connectivity across MENA with wholly owned offices in Dubai, Abu Dhabi, Riyadh, Jeddah and Cairo that ensure our ability to access buyers and sellers across the region.
- Strong global relationships leveraging the Jones Lang LaSalle international network of offices to provide access to overseas investment groups.

Case Studies

Sale of a Prime Office Building, Cairo



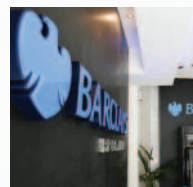
Acting on behalf of the developer, Jones Lang LaSalle managed the sale transaction of a prime office building in the heart of New Cairo. Services included full due diligence, regional and international marketing campaigns and sale closure.

Purchase Advisory, Land Plot in JAFZA, Dubai



Jones Lang LaSalle represented Smiths Group PLC in the purchase of a land plot for a new manufacturing facility in JAFZA, providing pricing and structure advice.

Investment Advice to Barclays Bank, Cairo



Jones Lang LaSalle were retained by Barclays Bank to undertake a review of their owner occupied assets in Cairo leading to a sales mandate of three bank branches.

Fund Advisory Services

Dedicated Services for Real Estate Funds

We assist our clients in devising, structuring, and implementing real estate funds and investment vehicles. We can help throughout the life-cycle of a fund – from initial conceptualization and identifying the market opportunity through to the set up, operation and ongoing asset management.

Services are tailored to specific client needs but typically include:

- Fund Concept and Strategy
- Fund Set Up and Structure
- Fund Documentation (PPM and Marketing Materials)
- Capital Raising Support – Equity and Debt
- Deal Flow and Investment Sourcing
- Asset Management, Fund Reporting and Operational Support.

Our Clients

Our clients include investment groups such as banks, private equity firms and real estate investment teams as well as new market participants seeking to enter the fund management business.

Why Jones Lang LaSalle Capital Markets?

- Ability to bring international best practices to the creation and operation of funds and investment entities.
- Superior market knowledge throughout MENA with the ability to access local on the ground support via our regional office network.
- Our complementary in-house business lines including research, strategic consulting, valuations, property and asset management, leasing and transaction services provide clients with an integrated support structure.

Case Studies

Fund Concept and Establishment of a US\$ 250 million Affordable Housing Fund

Jones Lang LaSalle was appointed to develop and implement a strategy for a US\$ 250 million middle income housing fund for the MENA region. Jones Lang LaSalle managed the set up of the fund management team, created the fund documentation and will provide ongoing advisory services for the life of the fund. The fund is due to be launched in late 2011.

Fund Strategy & Operational Support for a US\$ 200 million Budget Hotel Fund

Jones Lang LaSalle developed the investment and development strategy for a US\$ 200 million Budget Hotel Fund in the GCC. Our role focused on developing the strategy, building the operation model and advising on capital raising for the fund. The fund closed successfully in 2008.

Fund Advisor for US\$ 50 million GCC Real Estate Fund

Fund Advisor to a US\$ 50 million GCC Real Estate Development Fund. The fund was liquidated in February 2008 and had provided above target returns to the investors.

Capital Raising Advisory Services

Adding a Winning Dimension to Raising Real Estate Capital

We support our clients in managing the capital raising process across the lifecycle of the transaction. This involves advising clients on debt and equity financing, preparing relevant documentation and undertaking road shows and capital raising activities.

Our services are tailored to our clients' needs, but typically include:

- Review of the Financials, Property and Asset Strategy
- Funding Strategy and Capital Structure Advisory
- Creation of Investment and Marketing Collateral
- Implementation: Marketing, Negotiation and Closure

Our Clients

Our clients include developers, private equity groups, banks, real estate investment firms and private clients.

Why Jones Lang LaSalle Capital Markets?

- Extensive experience in working with some of the largest investors and asset owners in the region.
- Ability to apply international best practices to the capital raising process.
- Strong relationships with a network of regional investors seeking opportunities throughout MENA.

Case Studies

Funding Advisory for a US\$ 150 million Commercial Development, Abu Dhabi

Jones Lang LaSalle advised a leading financial institution on the appropriate strategy and capital structure to fund a commercial development in Abu Dhabi, UAE.

Capital Raising Advisory for US\$ 100 million Master Developer, Muscat

Supported a Master Developer in Muscat on their development financing strategy seeking to raise US\$ 100 million of equity for an iconic 5-Star hotel development which is the focal point of a larger masterplan scheme. Services included a combination of strategic planning, preparation of documentation and collateral and the capital raising road show.

Capital Raising Advisory for US\$ 80 million Transaction for a Commercial Asset, Dubai

On behalf of a leading international institutional investor, Jones Lang LaSalle completed a debt raising mandate for a commercial property in Dubai. Secured term sheet on an US\$ 80 million debt facility in difficult credit market conditions during 2009.



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Contacts

Andrew Charlesworth
Head of Capital Markets
andrew.charlesworth@jll.com

Gaurav Shivpuri
National Director
gaurav.shivpuri@jll.com

Fraser Bowen
National Director
fraser.bowen@jll.com

Mehdi Benzakour
Manager
mehdi.benzakour@jll.com

Alexander Rose
Senior Financial Analyst
alexander.rose@jll.com

Soraka Al Khatib
Co-Head KSA, Jeddah
soraka.alkhatib@jll.com

John Harris
Co-Head KSA, Riyadh
john.harris@jll.com

Ayman Sami
Head of Egypt Office
ayman.sami@jll.com

David Dudley
Head of Abu Dhabi Office
david.dudley@jll.com

Fadi Moussalli
Regional Director – ICG
fadi.moussalli@jll.com

Jones Lang LaSalle MENA Offices

Dubai

Emaar Square
Building 1, Office 403
Sheikh Zayed Road
PO Box 214029
Dubai, UAE

Tel: +971 4 426 6999
Fax: +971 4 365 3260

Abu Dhabi

Al Niyadi Building
10th Floor, Offices 1003
Airport Road
PO Box 36788
Abu Dhabi, UAE

Tel: +971 2 443 7772
Fax: +971 2 443 7762

Riyadh

Abraj Atta'wuneya
South Tower, 18th Floor
King Fahd Road
PO Box 13547 Riyadh 11414
Saudi Arabia

Tel: +966 1 218 0303
Fax: +966 1 218 0308

Jeddah

Jameel Square
Level 4 Suite 406
Tahliya and Andalus Streets
PO Box 40538 Jeddah 21511
Saudi Arabia

Tel: +966 2 660 2555
Fax: +966 2 669 4030

Cairo

World Trade Centre
19th Floor
1191 Corniche el Nil Street
Cairo
Egypt

Tel: +2 02 25777 836
Fax: +2 02 25777 839

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specialising in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2010 global revenue of US\$ 2.9 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.8 billion sq ft worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse in real estate with approximately US\$ 41 billion of assets under management.