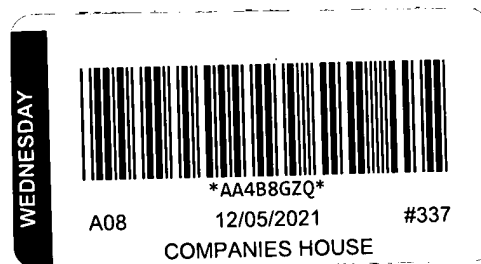


Registered number: 01144849

JONES LANG LASALLE CORPORATE FINANCE LIMITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2020



JONES LANG LASALLE CORPORATE FINANCE LIMITED

COMPANY INFORMATION

DIRECTORS

PG Evans
MJ Richards
MA Kavanau
RP Somchand

COMPANY SECRETARY

RH Webster
NG Taylor

REGISTERED NUMBER

01144849

REGISTERED OFFICE

30 Warwick Street
London
W1B 5NH

INDEPENDENT AUDITOR

Grant Thornton
Chartered Accountants and Statutory Auditors
13-18 City Quay
Dublin 2
D02 ED70

JONES LANG LASALLE CORPORATE FINANCE LIMITED

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JONES LANG LASALLE CORPORATE FINANCE LIMITED

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

INTRODUCTION

Jones Lang LaSalle Corporate Finance Limited provides regulated services to professional clients including merger & acquisition, joint venture, funds advice and consultancy service.

BUSINESS REVIEW

The results for the year are not considered to be satisfactory by the Directors. The loss was primarily a consequence of the investment made in building a global fundraising team and was further impacted by several major long term projects being lost or delayed during the year. Costs of running the company were significantly reduced when compared with revenue earned during the reporting period and this has helped mitigate any further losses.

During 2019, the Jones Lang LaSalle group acquired the HFF group and its subsidiaries which was a business whose activities were aligned to this company. At the time of acquisition the staff of HFF group were transferred to Jones Lang LaSalle Limited. During 2020 and in order to strengthen and enhance the overall team's M&A offering and expertise, certain of these staff were utilised by the company to provide services to customers.

In March 2021, the Jones Lang LaSalle group acquired Capra Global Partners Limited ("Capra"), a specialist real estate advisor to further enhance JLL's fund placement and debt advisory capabilities, including equity placement, M&A and JVs.

Like many businesses, 2020 has seen some trading uncertainty as a result of the Covid 19 crisis. The Directors are monitoring the trading environment closely and consider the Company will continue to be a going concern and will develop its business in the UK and Europe and will continue to provide services to fellow group companies.

Jones Lang LaSalle Corporate Finance Limited remains focused on complex real estate and corporate M&A transactions and capital raising.

PRINCIPAL RISKS AND UNCERTAINTIES

The risks are integrated with the principal risks of the Jones Lang LaSalle group of companies ('the group') and are managed in accordance with group guidelines.

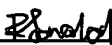
The Company will make appropriate changes to the business strategy once the impact on the UK and European real estate services industry of the decision to leave the EU is more certain, but no significant impact on the financial statements is expected.

FINANCIAL KEY PERFORMANCE INDICATORS

The results of the Company show a post tax loss of £2,121,686 (2019: loss £3,563,805) and sales of £3,760,722 (2019: £1,082,283). The Company has net assets of £6,684,493 (2019: £8,793,568).

This report was approved by the board on May 7, 2021

and signed on its behalf.


raj.somchand (May 7, 2021 16:57 GMT+1)

RP Somchand
Director

JONES LANG LASALLE CORPORATE FINANCE LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

The Directors present their report and the financial statements for the year ended 31 December 2020.

DIRECTORS' RESPONSIBILITIES STATEMENT

The Directors are responsible for preparing the Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies for the Company's financial statements and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether the financial statements have been prepared in accordance with applicable accounting standard, identify those standards, and note the effect and the reasons for any material departure from those standards; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

PRINCIPAL ACTIVITY

The Company provides regulated services to professional clients including merger & acquisition, joint venture, funds advice and consultancy service and is regulated by the Financial Conduct Authority. The Company's FCA Pillar 3 disclosure document is available on www.jll.com.

RESULTS AND DIVIDENDS

The loss for the year, after taxation, amounted to £2,121,686 (2019 - loss £3,563,805).

The Directors did not pay an interim dividend during the year (2019: £nil). The Directors do not recommend the payment of a final dividend (2019: £nil).

JONES LANG LASALLE CORPORATE FINANCE LIMITED

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2020

DIRECTOR

The Directors who served during the year were:

PG Evans
MJ Richards
MA Kavanau
RP Somchand

POLITICAL CONTRIBUTIONS

During the year the Company made no contributions for political purposes (2019: £nil).

FUTURE DEVELOPMENTS

In March 2021, the Jones Lang LaSalle group acquired Capra Global Partners Limited ("Capra"), a specialist real estate advisor to further enhance JLL's fund placement and debt advisory capabilities, including equity placement, M&A and JVs.

As described in the Strategic Report, Covid 19 has caused some trading uncertainty but the Directors expect that the present level of activity will be sustained for the foreseeable future.

GOING CONCERN

The Company's assessment of going concern is set out in note 2.3. The Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, the annual report and accounts is prepared on the going concern basis.

DISCLOSURE OF INFORMATION TO AUDITOR

Each of the persons who are Directors at the time when this Directors' Report is approved has confirmed that:


- so far as the Director is aware, there is no relevant audit information of which the Company's auditor is unaware, and
- the Director has taken all the steps that ought to have been taken as a Director in order to be aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

AUDITOR

The auditor Grant Thornton, who were recently appointed, are deemed to be reappointed under section 485 of the Companies Act 2006.

This report was approved by the board on May 7, 2021

and signed on its behalf.


raj somchand (May 7, 2021 16:57 GMT+1)

RP Somchand
Director

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JONES LANG LASALLE CORPORATE FINANCE LIMITED

OPINION

We have audited the financial statements of Jones Lang LaSalle Corporate Finance Limited ("the Company"), which comprise the Income statement, the Statement of comprehensive income, the Statement of financial position, the Statement of changes in equity for the financial year ended 31 December 2020, and the related notes to the financial statements, including the summary of significant accounting policies.

The financial reporting framework that has been applied in the preparation of the financial statements is applicable law and FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, Jones Lang LaSalle Corporate Finance Limited's financial statements:

- give a true and fair view in accordance with United Kingdom Generally Accepted Accounting Practice of the assets, liabilities and financial position of the Company as at 31 December 2020 and of its financial performance for the year then ended; and
- have been properly prepared in accordance with the requirements of the Companies Act 2006.

BASIS FOR OPINION

We conducted our audit in accordance with International Standards on Auditing (UK) ('ISAs (UK)') and applicable law. Our responsibilities under those standards are further described in the 'Responsibilities of the auditor for the audit of the financial statements' section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in United Kingdom, including the FRC's Ethical Standard and the ethical pronouncements established by Chartered Accountants Ireland, applied as determined to be appropriate in the circumstances for the entity. We have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

CONCLUSIONS RELATING TO GOING CONCERN

In auditing the financial statements, we have concluded that the directors' use of going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for a period of at least twelve months from the date when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

OTHER MATTER

The financial statements of Jones Lang LaSalle Corporate Finance Limited for the financial year ended 31 December 2019 were audited by BDO LLP who expressed an unmodified opinion on those statements on 10 December 2020.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JONES LANG LASALLE CORPORATE FINANCE LIMITED (CONTINUED)

OTHER INFORMATION

Other information comprises information included in the annual report, other than the financial statements and the auditor's report thereon, including the Directors' Report and the Strategic Report.

The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies in the financial statements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

OPINIONS ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Directors' Report have been prepared in accordance with applicable legal requirements.

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified any material misstatements in the Strategic Report and the Directors' Report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

RESPONSIBILITIES OF MANAGEMENT AND THOSE CHARGED WITH GOVERNANCE FOR THE FINANCIAL STATEMENTS

As explained more fully in the Directors' Responsibilities Statement, management is responsible for the preparation of the financial statements which give a true and fair view in accordance with United Kingdom Generally Accepted Accounting Practice, including FRS 102, and for such internal control as directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JONES LANG LASALLE CORPORATE FINANCE LIMITED (CONTINUED)

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

RESPONSIBILITIES OF THE AUDITOR FOR THE AUDIT OF THE FINANCIAL STATEMENTS

The objectives of an auditor are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes their opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of an auditor's responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorresponsibilities. This description forms part of our auditor's report.

Explanation as to what extent the audit was considered capable of detecting irregularities, including fraud

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. Owing to the inherent limitations of an audit, there is an unavoidable risk that material misstatement in the financial statements may not be detected, even though the audit is properly planned and performed in accordance with the ISAs (UK). The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below.

Based on our understanding of the Company and industry, we identified that the principal risks of non-compliance with laws and regulations related to compliance with Financial Conduct Authority, data protection, employment and environmental regulations and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the preparation of the financial statements such as Companies Act 2006 and UK tax legislation. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting inappropriate journal entries to manipulate financial performance and management bias through judgements and assumptions in significant accounting estimates, in particular in relation to significant one-off or unusual transactions.

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JONES LANG LASALLE CORPORATE
FINANCE LIMITED (CONTINUED)**

RESPONSIBILITIES OF THE AUDITOR FOR THE AUDIT OF THE FINANCIAL STATEMENTS (CONTINUED)
Explanation as to what extent the audit was considered capable of detecting irregularities, including fraud (continued)

We apply professional scepticism through the audit to consider potential deliberate omission or concealment of significant transactions, or incomplete/inaccurate disclosures in the financial statement.

In response to these principal risks, our audit procedures included but were not limited to:

- inquiries of management on the policies and procedures in place regarding compliance with laws and regulations, including consideration of known or suspected instances of non-compliance and whether they have knowledge of any actual, suspected or alleged fraud;
- inspection of the Company's regulatory and legal correspondence and review of minutes of director's meetings during the year to corroborate inquiries made;
- gaining an understanding of the internal controls established to mitigate risk related to fraud;
- discussion amongst the engagement team in relation to the identified laws and regulations and regarding the risk of fraud, and remaining alert to any indications of non-compliance or opportunities for fraudulent manipulation of financial statements throughout the audit;
- identifying and testing journal entries to address the risk of inappropriate journals and management override of controls;
- designing audit procedures to incorporate unpredictability around the nature, timing or extent of our testing;
- challenging assumptions and judgements made by management in their significant accounting estimates, including the impairment assessment of trade and intercompany debtors.
- review of the financial statement disclosures to underlying supporting documentation and inquiries of management.

The primary responsibility for the prevention and detection of irregularities including fraud rests with those charged with governance and management. As with any audit, there remains a risk of non-detection or irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations or override of internal controls.

THE PURPOSE OF OUR AUDIT WORK AND TO WHOM WE OWE OUR RESPONSIBILITIES

This report is made solely to the company's members, as a body, in accordance with chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose.

To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Sinead Barrett (Senior statutory auditor)
For and on behalf of
Grant Thornton
Chartered Accountants & Statutory Auditors
Dublin 2

Date: 7/05/2021

JONES LANG LASALLE CORPORATE FINANCE LIMITED

**INCOME STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2020**

	Note	2020 £	2019 £
Turnover	4	3,760,722	1,082,283
GROSS PROFIT		3,760,722	1,082,283
Administrative expenses		(6,075,299)	(5,111,663)
OPERATING LOSS	5	(2,314,577)	(4,029,380)
Interest receivable and similar income	8	192,891	465,575
LOSS BEFORE TAX		(2,121,686)	(3,563,805)
LOSS FOR THE FINANCIAL YEAR		(2,121,686)	(3,563,805)

All amounts relate to continuing operations.

The notes on pages 12 to 20 form part of these financial statements.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

**STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2020**

	Note	2020 £	2019 £
Loss for the financial year		<u>(2,121,686)</u>	<u>(3,563,805)</u>
OTHER COMPREHENSIVE INCOME			
Change in foreign exchange reserve		<u>12,611</u>	<u>(11,772)</u>
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		<u><u>(2,109,075)</u></u>	<u><u>(3,575,577)</u></u>

The notes on pages 12 to 20 form part of these financial statements.

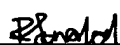
JONES LANG LASALLE CORPORATE FINANCE LIMITED
REGISTERED NUMBER:01144849

STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2020

	Note	2020 £	2019 £
CURRENT ASSETS			
Debtors: amounts falling due within one year	10	19,682,618	15,721,389
		<u>19,682,618</u>	<u>15,721,389</u>
Creditors: amounts falling due within one year	11	(12,998,125)	(6,927,821)
NET CURRENT ASSETS		6,684,493	8,793,568
NET ASSETS		6,684,493	8,793,568
CAPITAL AND RESERVES			
Called up share capital	12	225,000	225,000
Foreign exchange reserve	13	(122,026)	(134,637)
Profit and loss account	13	6,581,519	8,703,205
		<u>6,684,493</u>	<u>8,793,568</u>

The notes on page 12 to 20 form part of these financial statements

The financial statements were approved and authorised for issue by the board and were signed on its behalf on May 7, 2021


 raj somchand (May 7, 2021 16:57 GMT+1)

RP Somchand
 Director

JONES LANG LASALLE CORPORATE FINANCE LIMITED

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2020**

	Called up share capital	Foreign exchange reserve	Profit and loss account	Total equity
	£	£	£	£
At 1 January 2020	225,000	(134,637)	8,703,205	8,793,568
COMPREHENSIVE INCOME FOR THE YEAR				
Loss for the year	-	-	(2,121,686)	(2,121,686)
Foreign exchange gains	-	12,611	-	12,611
OTHER COMPREHENSIVE INCOME FOR THE YEAR	-	12,611	-	12,611
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	12,611	(2,121,686)	(2,109,075)
AT 31 DECEMBER 2020	225,000	(122,026)	6,581,519	6,684,493

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2019**

	Called up share capital	Foreign exchange reserve	Profit and loss account	Total equity
	£	£	£	£
At 1 January 2019	225,000	(122,865)	12,267,010	12,369,145
COMPREHENSIVE INCOME FOR THE YEAR				
Loss for the year	-	-	(3,563,805)	(3,563,805)
Foreign exchange losses	-	(11,772)	-	(11,772)
OTHER COMPREHENSIVE INCOME FOR THE YEAR	-	(11,772)	-	(11,772)
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	(11,772)	(3,563,805)	(3,575,577)
AT 31 DECEMBER 2019	225,000	(134,637)	8,703,205	8,793,568

The notes on pages 12 to 20 form part of these financial statements.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

1. GENERAL INFORMATION

The Company is a private company limited by shares, incorporated, domiciled and registered in England and Wales in the UK. The registered number is 01144849 and the registered address is 30 Warwick Street, London, W1B 5NH.

2. ACCOUNTING POLICIES

2.1 BASIS OF PREPARATION OF FINANCIAL STATEMENTS

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The functional and presentation currency of these financial statements is pound sterling, rounded to the nearest pound.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Company's accounting policies (see note 3).

The following principal accounting policies have been applied:

2.2 FINANCIAL REPORTING STANDARD 102 - REDUCED DISCLOSURE EXEMPTIONS

The Company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by the FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.42, 11.44 to 11.45, 11.47, 11.48(a)(iii), 11.48(a)(iv), 11.48(b) and 11.48(c);
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26 to 12.27, 12.29(a), 12.29(b) and 12.29A;
- the requirements of Section 26 Share-based Payment paragraphs 26.18(b), 26.19 to 26.21 and 26.23;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of Jones Lang LaSalle Incorporated as at 31 December 2020 and these financial statements may be obtained from Jones Lang LaSalle Incorporated, 200 East Randolph Drive, Chicago, Illinois 60601, USA.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

2. ACCOUNTING POLICIES (CONTINUED)

2.3 GOING CONCERN

The financial statements have been prepared on the going concern basis which the Directors believe to be appropriate for the following reasons:

The Directors have paid particular attention to the assessment of the continued going concern of the company in light of the outbreak of COVID-19, and the impact of the pandemic on the global economy, and have come to the conclusion that there is a reasonable expectation that the company will be able to continue in operational existence for the foreseeable future.

By design, the company has a naturally very resilient business model, which would be able to sustain periods of revenue significantly below current trading levels without needing to draw on external facilities or cut costs, through the flexibility built into the company's bonus system which tracks the operating profit of the company. In the event of any prolonged period of lower revenue, the Directors would take mitigating action, such as reducing overheads.

The Directors have been monitoring the revenue and trade debtor KPIs closely over recent months, alongside the cashflow forecast, and are pleased to report that there has been no detrimental impact on cash collection caused by the COVID-19 pandemic.

Most importantly, the employees of the company have adapted positively to working from home and the company's ability to deliver the high quality work expected from our clients has also been unaffected.

The Company is dependent for its working capital on funds previously provided to it by Jones Lang LaSalle Incorporated, the ultimate parent Company. Jones Lang LaSalle Incorporated has provided the Company with an undertaking that for at least 12 months from the date of approval of these financial statements, it will continue to make available such funds as are needed by the Company.

The Directors assessed the Company's financial position, and they have a reasonable expectation that the Company will be able to continue in operational existence for the foreseeable future by meeting its liabilities as they fall due for payment. As with any Company placing reliance on other group entities for financial support, the Directors acknowledge that there can be no certainty that this support will continue although, at the date of approval of these financial statements, they have no reason to believe that it will not do so.

There are no material uncertainties related to events or conditions that may cast significant doubt about the ability of the Company to continue as a going concern.

On the basis of their assessment the Directors believe that it remains appropriate to prepare the financial statements on a going concern basis.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

2. ACCOUNTING POLICIES (CONTINUED)

2.4 FOREIGN CURRENCY TRANSLATION

Profit and loss

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Income statement.

Other comprehensive income

Foreign currency translation differences arising from the translation of assets, liabilities, income and expenses from a Company's branch functional currency to a Company's presentation currency.

The exchange differences recognised in other comprehensive income result from:

- Translating income and expenses at the spot or average rate and assets and liabilities at the closing rate.
- Translating opening net assets that continue to be recognised at a closing rate different from the previous closing rate.

2.5 REVENUE

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

Revenue is recorded in the period in which the services are provided. It comprises financing and consulting fees for the following types of transactions:

- Mergers and acquisitions - where the revenue is recognised on unconditional exchange;
- Joint ventures - where the revenue is recognised on unconditional exchange;
- Capital raising - where the revenue is recognised on contractual commitment of capital
- Consultancy - where revenue is recognised on unconditional exchange.

2.6 INTEREST INCOME

Interest income is recognised in the income statement using the effective interest method.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

2. ACCOUNTING POLICIES (CONTINUED)

2.7 PENSIONS

Defined contribution pension plan

The Company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. Once the contributions have been paid the Company has no further payment obligations.

The contributions are recognised as an expense in the income statement when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of Financial Position. The assets of the plan are held separately from the Company in independently administered funds.

2.8 TAXATION

Tax is recognised in the income statement except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Company operates and generates income.

2.9 DEBTORS

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

2.10 CREDITORS

Short term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

2.11 FINANCIAL INSTRUMENTS

The company only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks and other third parties, loans to related parties and investments in ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or in case of an out-right short-term loan that is not at market rate, the financial asset or liability is measured, initially at the present value of future cash flows discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost, unless it qualifies as a loan from a director in the case of a small company, or a public benefit entity concessionary loan.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Income Statement.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

2. ACCOUNTING POLICIES (CONTINUED)

2.11 FINANCIAL INSTRUMENTS (continued)

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and best estimate of the recoverable amount, which is an approximation of the amount that the company would receive for the asset if it were to be sold at the reporting date.

3. JUDGEMENTS IN APPLYING ACCOUNTING POLICIES AND KEY SOURCES OF ESTIMATION UNCERTAINTY

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Directors have not made any judgements in the process of applying the accounting policies that have a significant effect on the amounts recognised in the financial statements other than already disclosed in the notes to the accounts or made any key assumptions concerning the future and any other key sources of estimation uncertainty at the reporting date, that have a significant risk of resulting in a material adjustments to the carrying amounts of assets and liabilities within the next financial year.

The company assess intercompany receivables held for any indicators of impairment on an annual basis. Judgement is exercised over valuation of each intercompany receivable based on the subsidiaries net asset position and any other known factors.

4. TURNOVER

An analysis of turnover by class of business is as follows:

	2020 £	2019 £
Professional Services	<u>3,760,722</u>	<u>1,082,283</u>

Analysis of turnover by country of destination:

	2020 £	2019 £
United Kingdom	<u>3,760,722</u>	<u>1,082,283</u>
	<u>3,760,722</u>	<u>1,082,283</u>

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

5. OPERATING LOSS

The operating loss is stated after charging:

	2020 £	2019 £
Defined contribution pension cost	<u>144,827</u>	<u>151,091</u>

6. AUDITOR'S REMUNERATION

	2020 £	2019 £
Fees payable to the Company's auditor for the audit of the Company's annual financial statements	<u>12,815</u>	<u>10,000</u>

The audit fees have been borne by Jones Lang LaSalle Limited, the parent company, in both 2020 and 2019.

7. EMPLOYEES

Staff costs were as follows:

	2020 £	2019 £
Wages and salaries	4,412,787	3,373,143
Social security costs	633,226	522,122
Cost of defined contribution scheme	<u>144,827</u>	<u>151,091</u>
	<u>5,190,840</u>	<u>4,046,356</u>

Included in Wages and Salaries above is £316,557 (2019: £299,188) relating to severance pay incurred during the year.

Employee costs paid in the UK are recharged from the parent Company, Jones Lang LaSalle Limited, with whom UK employees are contracted.

The Directors did not receive any remuneration in either year for qualifying services, as a Director of this entity, from the Company.

The average monthly number of employees, including the Directors, during the year was as follows:

	2020 No.	2019 No.
Managerial and professional	<u>19</u>	<u>25</u>

JONES LANG LASALLE CORPORATE FINANCE LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

8. INTEREST RECEIVABLE

	2020	2019
	£	£
Interest receivable from group companies	192,891	465,575

9. TAXATION

	2020	2019
	£	£
TOTAL CURRENT TAX	-	-

FACTORS AFFECTING TAX CHARGE FOR THE YEAR

The tax assessed for the year is higher than (2019 - higher than) the standard rate of corporation tax in the UK of 19% (2019: 19%). The differences are explained below:

	2020	2019
	£	£
Loss on ordinary activities before tax	(2,121,686)	(3,563,805)
Loss on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2019: 19%)	(403,120)	(677,123)
EFFECTS OF:		
Group relief	403,120	677,123
TOTAL TAX CHARGE FOR THE YEAR	-	-

FACTORS THAT MAY AFFECT FUTURE TAX CHARGES

The main rate of UK corporation tax for 2020 is 19% (2019: 19%). Accordingly, the company's profit for this, and future, accounting periods are taxed at an effective tax rate of 19%.

JONES LANG LASALLE CORPORATE FINANCE LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

10. DEBTORS: Amounts falling due within one year

	2020	2019
	£	£
Trade debtors	360,243	44,491
Amounts owed by group undertakings	17,900,396	14,882,465
Other debtors	3,485	424,262
Prepayments and accrued income	1,418,494	370,171
	<u>19,682,618</u>	<u>15,721,389</u>

An impairment loss of £4,392 (2019: £nil) was recognised against trade debtors.

11. CREDITORS: Amounts falling due within one year

	2020	2019
	£	£
Trade creditors	1,422	19,072
Amounts owed to group undertakings	12,258,400	5,583,760
Other taxation and social security	88,803	153,836
Accruals and deferred income	649,500	1,171,153
	<u>12,998,125</u>	<u>6,927,821</u>

Amounts owed to group undertakings are unsecured, interest free and are repayable on demand.

Trade creditors are payable at various dates over the coming months in accordance with the suppliers' usual and customary credit terms.

Other taxation including social insurance are repayable at various dates over the coming months in accordance with the applicable statutory provisions.

12. SHARE CAPITAL

	2020	2019
	£	£
ALLOTTED, CALLED UP AND FULLY PAID		
225,000 (2019 - 225,000) Ordinary shares of £1.00 each	<u>225,000</u>	<u>225,000</u>

JONES LANG LASALLE CORPORATE FINANCE LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

13. RESERVES

Foreign exchange reserve

Foreign currency translation differences arising from the translation of assets, liabilities, income and expenses from a Company's branch functional currency to Company's presentational currency.

Profit and loss account

Company's accumulated profits less any accumulated losses available for the distribution to shareholders.

14. PENSION COMMITMENTS

The Company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the Company in an independently administered fund. The pension cost charge represents contributions payable and amounted to £144,827 (2019: £151,091). The Company's immediate parent company, Jones Lang LaSalle Limited, settles the contributions payable to the fund on behalf of the company and is subsequently reimbursed by the Company. At the reporting date the Company had pension commitments of £nil (2019: £nil).

15. RELATED PARTY TRANSACTIONS

Transactions with group companies which are wholly owned members, are not disclosed as the Company has taken advantage of the exemption available under FRS102 section 33.1A from disclosing such transactions. There were no other related party transactions.

16. POST BALANCE SHEET EVENTS

There are no post balance sheet events impacting the company.

The acquisition noted in the strategic report relates to another group company however the overall acquisition strategy and desired outcome will result in an enhanced service offering for the Company further bolstering operations and future trade.

17. CONTROLLING PARTY

The Company's immediate parent company during the year was Jones Lang LaSalle Limited, a company incorporated in England and Wales, registered office at 30 Warwick Street, London, W1B 5NH. The ultimate parent company is Jones Lang LaSalle Incorporated, a company incorporated in Maryland, USA.

The only group in which the financial statements of the Company are consolidated is that headed by Jones Lang LaSalle Incorporated. Copies of the group financial statements of Jones Lang LaSalle Incorporated can be obtained from Jones Lang LaSalle Incorporated, 200 East Randolph Drive, Chicago, Illinois 60601