



JLL expands alternatives capabilities with new data centres team

London, 27 January 2016 – JLL is expanding its alternatives capabilities to provide specialist data centre advice to occupier, investor and developer clients across EMEA

JLL's EMEA data centres team will provide a full offering of services to meet clients' requirements from acquisition, investment, M&A and IT advisory, through to research, valuation and rating.

Alex Tilley joins as a director in the team bringing a strong track record in acquisition, investment and M&A across the data centre sector in EMEA. Previous roles include working in CBRE's data centre acquisition team and, most recently, he ran his own successful data centre advisory business, working with global occupiers and institutional investors within the data centre sector.

Martin Carroll will join in April 2016 as director to lead the new team. His experience spans more than 20 years and includes prior roles both in consultancy and client-side technical real estate. He will join JLL from CBRE where he has specialised in data centre strategy advice and acquisition globally. Previously, he was head of network property acquisition for T-Mobile.

“With the number of connected devices expected to increase globally from 6.4 billion in 2016 to over 20 billion by 2020, the amount of data that needs to be processed and stored, along with the demands on corporate IT teams, have never been greater, and it continues to grow,” said **Ollie Saunders, head of JLL's alternatives group**. “We are witnessing an increase in demand for data centre expertise from clients who want help navigating the unknowns and complexities of this burgeoning area of the market. Our investment in additional expertise in the form of Martin and Alex, enables us to respond comprehensively to the growing demands of our clients, and places us in a market-leading position.”

The continued strong demand for data centre and IT advisory services is also being driven by innovation in, and increased spending on, cloud services¹, and with consistent growth also predicted by JLL in the colocation segment, the data centre market is in a constant state of evolution.

John Duckworth, lead director of UK occupier services at JLL said: “Martin and Alex’s appointments represent an outstanding team with a combined 30 years’ experience advising in the data centre space. Our clients stand to benefit from our investment in additional cutting edge expertise and new services, complementing our existing holistic service offer to corporate occupiers, both in the UK and internationally. Data centres are now a critical aspect of any occupier portfolio, and we see an increasing level of demand from clients for quality advice in this niche asset class.”

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NOTES TO EDITORS

About JLL

JLL (NYSE: JLL) is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate. A Fortune 500 company with annual fee revenue of \$4.7 billion and gross revenue of \$5.4 billion, JLL has more than 230 corporate offices, operates in 80 countries and has a global workforce of approximately 58,000. On behalf of its clients, the firm provides management and real estate outsourcing services for a property portfolio of 3.4 billion square feet, or 316 million square meters, and completed \$118 billion in sales, acquisitions and finance transactions in 2014. Its investment management business, LaSalle Investment Management, has \$57.2 billion of real estate assets under management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit www.jll.com.

¹ IDC predicted investment in public IT cloud services to increase from \$47.4bn to more than \$107bn between 2013-2017. Over the 2013–2017 forecast period, public IT cloud services will have a compound annual growth rate (CAGR) of 23.5%, five times that of the IT industry as a whole. There will also be consistent growth in the colocation data centre market of 10-15 per cent per annum, according to JLL Research.

About JLL Alternatives

JLL has been providing advice in alternative markets for more than 30 years and was the first real estate adviser to set up a dedicated team to support its clients with alternative real estate assets, which made up 25% of all commercial real estate transactions in the UK in 2015. Today, JLL has a range of specialists across the EMEA region providing data, insights, consultancy and transaction support across sectors including student housing, healthcare, hotels, self storage, private rented sector, renewables, higher education and data centres.