

Deal of the Week: Jones Lang LaSalle, Inc. to Buy HFF, Inc. for \$2B

Announcement Date	<ul style="list-style-type: none"> March 19, 2019 	
Acquirer	<ul style="list-style-type: none"> Jones Lang LaSalle, Inc. (NYSE: JLL) 	
Acquirer Description	<ul style="list-style-type: none"> Global provider of commercial real estate services, including leasing, mortgage origination and servicing, project and property management, and real estate investment banking / merchant banking. The company also provides investment management services to institutional and retail investors, including high-net-worth individuals Founded in 1997 and headquartered in Chicago, IL 	
Acquirer Financial Statistics	<ul style="list-style-type: none"> Mkt Cap: \$7.3 billion EV: \$8.0 billion LTM Revenue: \$9.1 billion 	<ul style="list-style-type: none"> LTM EBITDA: \$974.6 million LTM EV / Revenue: 0.9x LTM EV / EBITDA: 8.2x
Target Company	<ul style="list-style-type: none"> HFF, Inc. (NYSE: HF) 	
Target Description	<ul style="list-style-type: none"> Provider of commercial real estate and capital market services in the United States, including investment advisory and banking services to commercial real estate owners and project financing Founded in 1982 and headquartered in Dallas, TX 	
Target Financial Statistics	<ul style="list-style-type: none"> Mkt Cap: \$1.9 billion EV: \$1.9 billion LTM Revenue: \$635.3 million 	<ul style="list-style-type: none"> LTM EBITDA: N/A LTM EV / Revenue: 3.0x LTM EV / EBITDA: N/A
Acquirer Advisor(s)	<ul style="list-style-type: none"> JP Morgan 	
Target Advisor(s)	<ul style="list-style-type: none"> Morgan Stanley 	
Price / Consideration	<ul style="list-style-type: none"> \$2 billion 	<ul style="list-style-type: none"> Cash and stock
Rationale	<ul style="list-style-type: none"> Through this combination, Jones Lang LaSalle will significantly bolster its full-service Capital Markets services to clients. The transaction will allow JLL to rapidly scale its U.S. Capital Markets presence, accelerate growth of its debt advisory business in Europe and Asia Pacific and drive increased operating efficiency globally with expected synergies of ~\$60 million over two to three years The combination of the companies' complementary investments in technology will further strengthen JLL's digital capabilities, reinforcing its position as a digital leader with superior team connectivity, improved back-end processes and best-in-class client tools This acquisition is expected to create long-term strategic value for both JLL and HFF investors. It will be accretive to adjusted earnings per share in the first full financial year after completion and generate strong pro forma cash flow, allowing for consistent and timely deleveraging "Increasing the scale of our Capital Markets business is one of the key priorities in our Beyond strategic vision to drive long-term sustainable and profitable growth. The combination with HFF provides a unique opportunity to accelerate growth and establish JLL as a leading capital markets intermediary, with outstanding capabilities," said Christian Ulbrich, Global CEO of JLL 	
Deal Points	<ul style="list-style-type: none"> HFF shareholders will receive \$24.63 in cash and 0.1505 JLL shares per HFF share Based on the closing price of JLL stock of \$163.02 on March 18, 2019, the cash and stock consideration to be received by HFF shareholders at closing is valued at \$49.16 per HFF share, which represents a 6% premium to HFF's Monday's close JLL shareholders are expected to own approximately 87% of the combined company, and HFF shareholders are expected to own approximately 13% 	