

## Group overview

**We operate on  
a global scale...**

**UK**

**£288.3m**

Revenue

Offices	95
Total staff	3,079

**Asia Pacific**

**£210.0m**

Revenue

Offices	46
Total staff	16,104

**Continental Europe**

**£60.1m**

Revenue

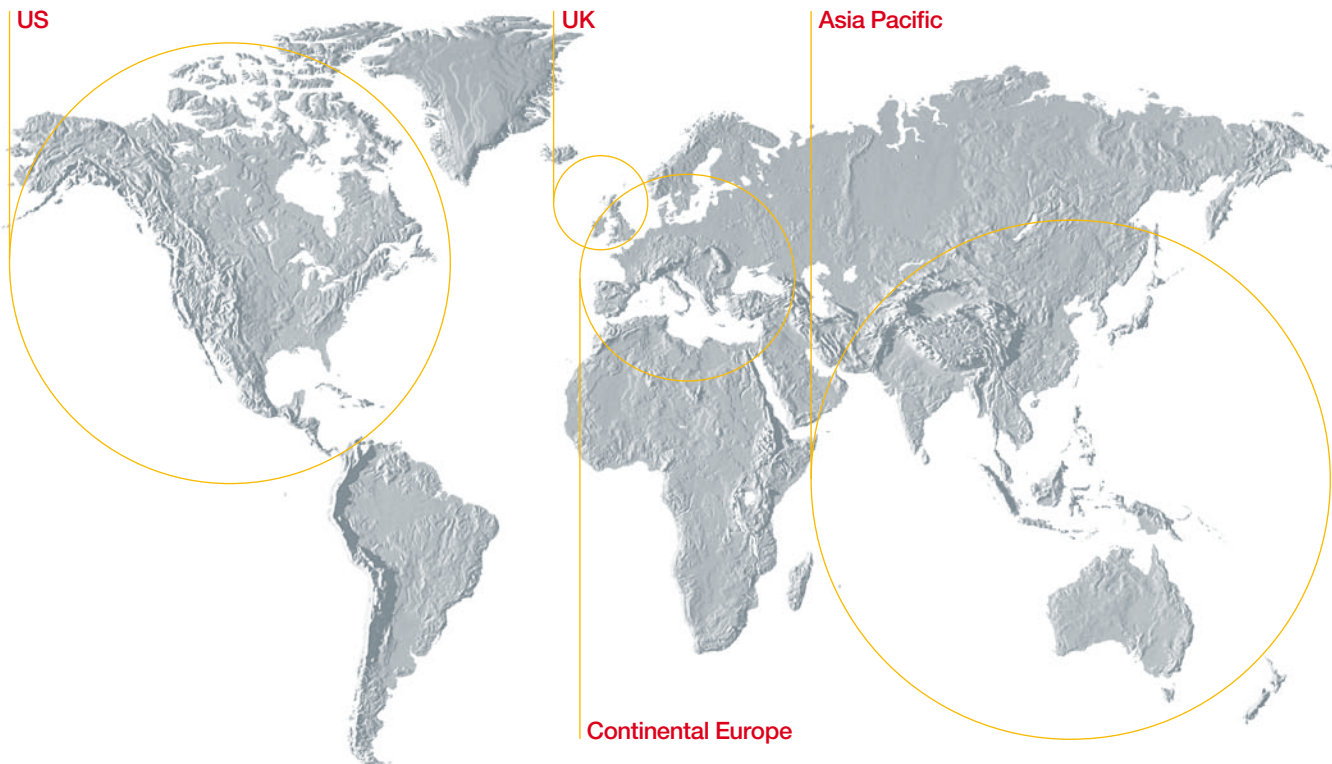
Offices	45
Total staff	731

**US**

**£2.3m**

Revenue

Offices	3
Total staff	34



## ...and offer a full range of services.

### Transactional Advice

The Transactional Advice business stream comprises commercial, residential, agricultural agency and investment advice on purchases and sales.

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### Consultancy

Provision of a wide range of professional property services including valuation, building consultancy, environmental consultancy, landlord and tenant, rating, planning, strategic projects and research.

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### Property Management

Management of commercial, residential and agricultural property for owners. Provision of a comprehensive range of services to occupiers of property, ranging from strategic advice through project management to all services relating to a building.

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### Financial Services

Mortgage broking, financial planning and corporate finance advice.

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### Fund Management

Investment management of commercial and residential property portfolios for institutional or professional investors, on a pooled or segregated account basis.

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**19,948**  
employees globally

**200**  
international offices

## We are a highly dedicated and motivated team...

### The best people in the industry

Our success has been built on providing an environment which attracts and retains the best people in our industry. We value and reward innovation and entrepreneurialism and are proud of our culture which encourages advisors to continually seek out new markets, opportunities and solutions for clients.

### Vision

Our vision remains 'to become the real estate advisor of choice in our chosen markets'.

### Global network

Through our international network of over 200 offices and associates, we offer a range of expertise which covers all the key segments of residential, office, industrial, retail, leisure, healthcare, rural and hotel property, and mixed use development schemes. We also offer specialist fund and investment management, real estate finance and private financial services.

### Key performance indicators

We aim to serve our clients better than the competition by providing them with a wide range of services across the diverse geographical locations in which they operate.

## ...and we have a strategy that will deliver over the long-term.

### Strategy

- Business diversification
- Geographical diversification
- Maintaining financial strength
- Commitment to clients

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	2009
Revenue	£560.7m
Underlying profit	£25.2m
Operating margins	1.9%
Operating cash generation	£37.9m
Underlying earnings per share	14.5p
Geographical spread (% non-UK)	48.6%
Breadth of service offerings (% non-transactional income)	64.8%
Assets under management	£2.5bn
Property under management (sq ft)	896.2m

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