



JLL names Humphrey to lead life sciences division

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As life sciences organizations continue to reduce compliance risks, increase efficiencies and improve the bottom line through real estate outsourcing partnerships, Jones Lang LaSalle (JLL) is bolstering its life sciences group with the addition of Roger Humphrey. As executive managing director, Humphrey will lead JLL's life sciences division, helping clients achieve their business goals and drive their triple bottom lines.

"Roger is truly a leader in the Life Sciences industry and champions the role real estate and facilities play to drive value and productivity throughout the portfolio," said Doug Sharp, president, Corporate Solutions Americas, Jones Lang LaSalle. "His deep experience as a corporate real estate and facility manager for one of the world's leading pharmaceutical firms will be a great asset to our business and further solidifies JLL's role as a trusted advisor to Life Sciences organizations."

Known as a strategic and action-oriented leader, Humphrey has more than 20 years of experience in creating innovative portfolio solutions that align technical, financial and operational effectiveness with corporate business strategies. In particular, he has extensive experience leading global teams, managing real estate strategy and analysis, performance management and improvement, business process outsourcing, strategic occupancy planning, workplace innovation and transaction management.

Prior to joining JLL, Humphrey served as Executive Director of Global Real Estate and IFM (Integrated Facilities Management) Governance for Merck & Co., an international developer, manufacturer and distributor of pharmaceuticals with a corporate real estate portfolio of more than 100 million square feet across 500 sites in 82 countries. In this role, he built and managed Merck's Global Real Estate Services department as well as its IFM program and governance team. In addition, Humphrey served as the integration lead for Facilities Management during Merck's merger with Schering-Plough and played a vital role in developing the firm's headquarters relocation strategy.

Humphrey's corporate real estate experience extends beyond Merck & Co. He held a Vice President of Real Estate role for Oxford Health Plans, Inc. (a United Healthcare company), where he managed a \$365 million operating budget and a staff of 235 employees for the firm's Corporate Services division. In addition, he served as Director of Real Estate for Iron Mountain's 250 properties throughout the United States and England. Humphrey has a B.S. degree in finance from Northeastern University and an M.B.A. from Babson College.

Jones Lang LaSalle has a team of real estate and facility management experts dedicated to helping life sciences companies optimize and manage their real estate portfolios. Vice President Don Domoretzky heads JLL's Life Sciences group in Boston. The firm provides a comprehensive range of facilities management services to the life sciences community covering 70 million square feet of research, manufacturing and commercial space. Jones Lang LaSalle's industry-leading full-service

platform includes: integrated facilities management, engineering and operations, energy and sustainability, transaction advisory services, lease administration, project management and a new platform for integrating laboratory services, Labwell.

A leader in the real estate outsourcing field, JLL's Corporate Solutions business helps corporations improve productivity in the cost, efficiency and performance of their national, regional or global real estate portfolios by creating outsourcing partnerships to manage and execute a range of corporate real estate services. This service delivery capability helps corporations improve business performance, particularly as companies turn to the outsourcing of their real estate activity as a way to manage expenses and enhance profitability.

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