



Results for the six months to 31 October 2009

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09 December 2009

DTZ's turnaround journey - Group positioned for growth

The transformation of DTZ is a three stage process:

1. Stabilise the Company and prepare for fundraising
 - January 2009: £48.7 million raised for working capital and restructuring



- Lower the breakeven point of the Company
- Restructuring and cost reduction programme



- Strengthen the balance sheet
- Additional £15.0 million credit facility secured from SGP
 - Debt maturity extended



2. Aggressively pursue organic revenue growth in chosen markets
3. Be the best in the business

Lean cost base will deliver shareholder value as market recovers

Turnaround delivers significant improvement in operating results

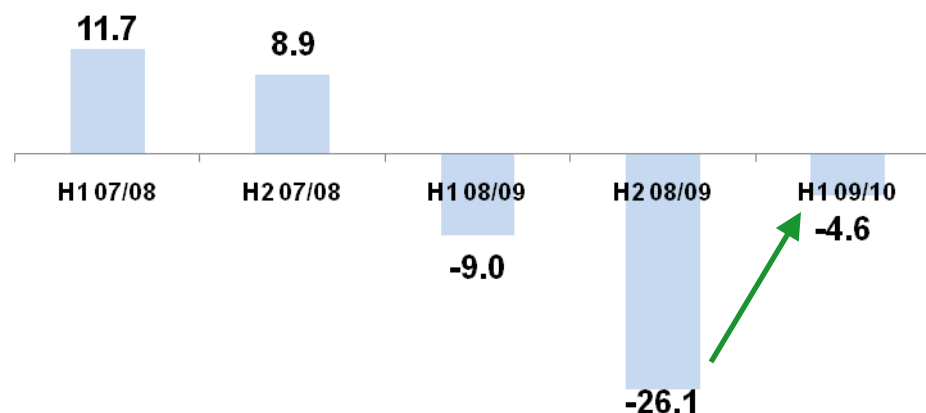
Group results in-line with expectations for the half year

- Revenue: £168.2m (31 Oct 2008: £184.3m)
- Loss before taxation and exceptionals: £4.6m (31 Oct 2008: loss £9.0m)
Loss before taxation: £20.6m (31 Oct 2008: loss £11.2m)
- Adjusted EBITDA: £1.8m (31 Oct 2008: loss: £3.0m)

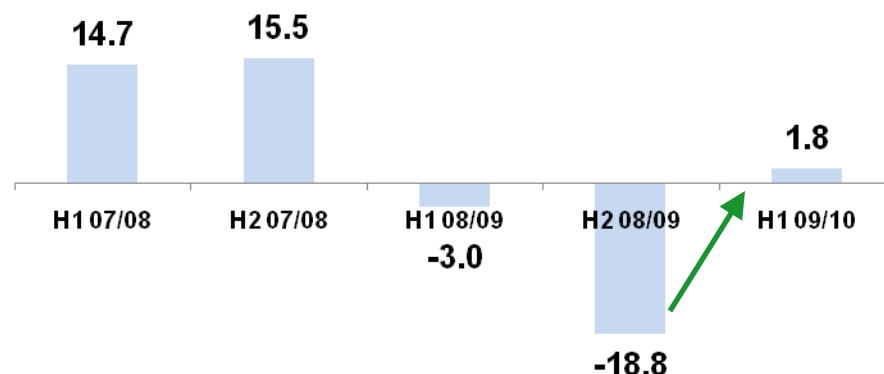
Strengthened balance sheet

- Cash at 31 October 2009 of £48.3m (30 April 2009: £37.8m)
- Additional credit facility of £15.0m secured from SGP
- Restructured bank facilities on favourable terms

Profit/(loss) before tax and exceptionals (£m)



Adjusted EBITDA (£m)



Results in-line with market expectations with loss before tax and exceptional items halved

Key financial data (pre-exceptionals)

	Six months to 31 October 2009 (£m)	Six months to 31 October 2008 (£m)	% Change
Revenue	168.2	184.3	Reduced 8.7%
Staff costs	(118.9)	(130.3)	Improved 8.7%
Other operating costs	(52.9)	(61.8)	Improved 14.4%
Operating loss	(3.6)	(7.9)	Improved 54.4%
Loss before tax	(4.6)	(9.0)	Improved 48.9%
EBITDA	1.8	(3.0)	+ £4.8m

Underlying business returns to being cash generative

Summarised cash flow

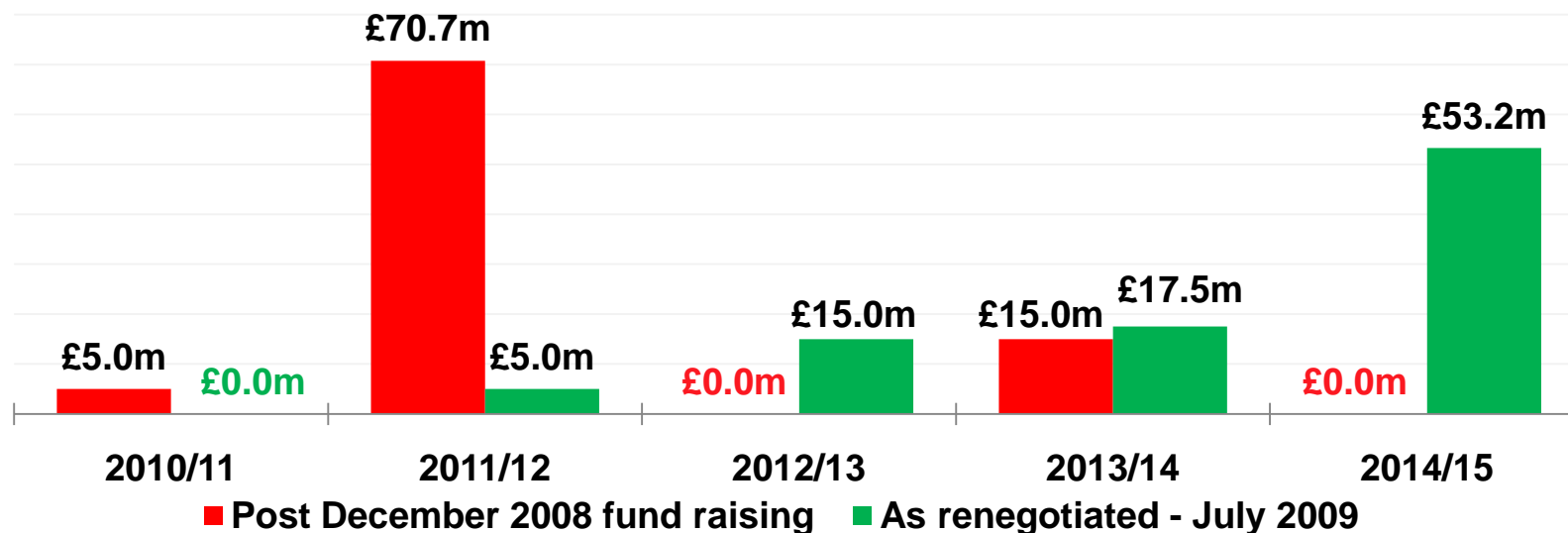
	Six months to 31 October 2009 (£m)	Six months to 31 October 2008 (£m)
Cash used in operating activities	*(8.8)	(37.8)
Cash used in investing activities	(0.4)	(5.8)
Cash generated from financing activities	21.6	28.5
Net increase/ (decrease) in cash	12.4	(15.1)
Cash at beginning of period	37.8	42.8
Foreign exchange changes	(1.9)	(0.4)
Net increase/ (decrease) in cash	12.4	(15.1)
Cash at end of period	48.3	27.3

***Before cash spent on restructuring of £9.2 million, cash generated from operating activities was £0.4 million**

Strengthened cash position

Summarised statement of financial position	As at 31 October 2009 (£m)	As at 31 October 2008 (£m)
Non current assets	165.9	188.5
Net current assets	15.6	(5.5)
Non current liabilities	(124.2)	(85.0)
Net assets	57.3	98.0
Cash/ Net debt		
Cash	48.3	27.3
Net debt	(64.1)	(74.6)

Strengthened the balance sheet - Group's loan maturity extended



Amended facilities as at
21 July 2009

Key Terms

Interest margin:	
To 31 Jul 2011	1.75%
1 Aug 2011 to 31 Jul 2012	2.50%
1 Aug 2012 to 31 Jul 2013	3.00%
1 Aug 2013 onwards	3.50%
Interest free tranche (£'m)	20.0
Revolving credit facility (£'m)	15.0

The Group operates from a global platform and has a well diversified business

- **Group Overview**
 - Major global real estate adviser operating in 43 countries across UK & Ireland, CEMEA, Asia Pacific and The Americas
 - Full-service expertise spanning all real estate sectors
 - Clients include: Global corporates, financial institutions, public sector, investors and developers
- **Occupational & Development Markets** - Advice and transaction execution on behalf of landlord and developers, and the management of changing accommodation requirements on behalf of occupiers, across the office, industrial, logistics, and retail sectors
- **Professional Services** - Property, asset and facilities management as well as project management and building consultancy to support corporate, occupier and investor clients
- **Valuation** - Valuation, appraisal and due diligence advisory services to both the supply and demand sides of commercial real estate transactions. Also includes corporate recovery and restructuring advice for banks and insolvency practices
- **Investment Agency** - Buying and selling of commercial real estate
- **Investment & Asset Management** - Provision of discretionary and non-discretionary real estate management, strategic advice and financial solutions across the real estate asset class
- **Consulting & Research** - Consultancy services for public and private sector clients to align real estate strategies to business objectives, alongside delivery of complex development and regeneration projects. Research offering supports clients and others DTZ business lines

Global property markets continue to be challenging but showing early signs of increasing activity in certain areas

Geographical revenues (£m)	Six months to 31 October 2009		Six months to 31 October 2008		% variance
		% of total		% of total	
UK and Ireland	68.9	41.0%	83.9	45.5%	(17.9%)
CEMEA	43.3	25.7%	48.6	26.4%	(10.9%)
Asia Pacific	46.3	27.5%	41.5	22.5%	11.5%
The Americas	9.7	5.8%	10.3	5.6%	(5.8%)
	168.2	100%	184.3	100%	(8.7%)

Geographical operating profit / (loss) before exceptionals (£m)	Six months to 31 October 2009	Six months to 31 October 2008
	UK and Ireland	(3.1)
CEMEA	(2.5)	(7.8)
Asia Pacific	2.4	(2.7)
The Americas	0.6	(2.8)
Group Centre	(2.0)	(2.5)
	(4.6)	(9.0)

- Strong performance from Asia Pacific business:
 - Revenues up 11.5%
 - Operating profit of £2.4 million
 - Region has become the Group's second largest market
- The Americas deliver first ever operating profit
- Canada delivers strong year on year performance

Revenues decline in a contracting market, but Group estimates market fell by a greater extent

	Six months to 31 October 2009		Six months to 31 October 2008		Variance (£m)
		% of total		% of total	
Business line revenues (£m)					
Occupational & Development Markets	56.5	33.6%	59.6	32.3%	(3.1)
Professional Services	46.0	27.3%	43.7	23.7%	2.3
Valuation	28.8	17.1%	35.4	19.2%	(6.6)
Investment Agency	19.4	11.5%	22.6	12.3%	(3.2)
Investment & Asset Management	6.9	4.1%	8.7	4.7%	(1.8)
Consulting & Research	10.6	6.4%	14.3	7.8%	(3.7)
	<u>168.2</u>	<u>100%</u>	<u>184.3</u>	<u>100%</u>	<u>(16.1)</u>

Group completes Strategic Review and exits non-strategic/loss making operations

Three strategies were pursued to enhance the margins and profitability of the Group's core business:

- 1. Disposal of loss making operations** - Sold 50 per cent interest in Rockwood and closed operation in Russia, now operates in Russia under a franchise agreement with existing franchise partner in Kazakhstan
- 2. Increased efficiencies** - Closed loss making country offices in Austria and Portugal - continue to serve clients in these markets from neighbouring regional offices
- 3. Exited non-strategic operations** - Sold small business in New Zealand; through affiliate relationship now number one in the market

Revenue and PBT/ (loss) for discontinued operations

	DTZ				New	
	Rockwood	Russia	Austria	Portugal	Zealand	Total
Year to 30 April 2009						
(£m)						
Revenue	4.8	4.0	0.6	0.6	7.6	17.6
PBT/ (loss) pre exceptionals	(1.3)	(4.9)	(0.3)	(0.5)	(0.1)	(7.1)
Six months to						
31 October 2009						
(£m)						
Revenue	-	0.5	-	-	3.6	4.1
PBT/(loss) pre exceptionals	-	(0.8)	-	-	0.1	(0.7)

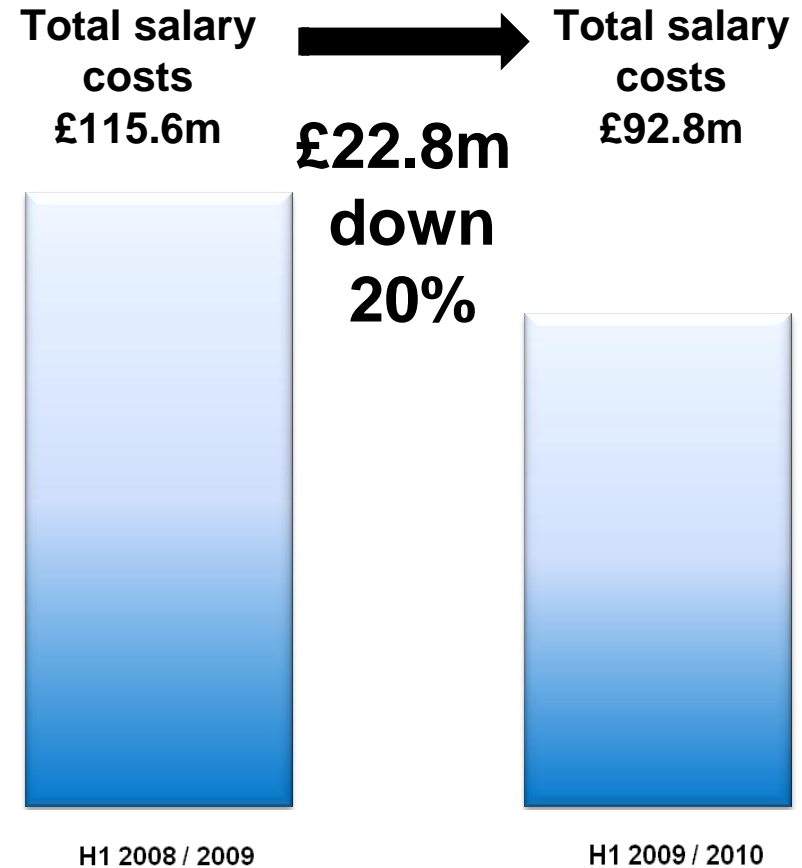
Strategic Review complete - into final stages of restructuring

Summary of exceptional items

	Six months to 31 October 2009 (£m)	Six months to 31 October 2008 (£m)
Restructuring costs	7.4	2.2
Costs relating to closure of Russia	3.4	-
Losses on disposal relating to New Zealand	1.1	-
Debt refinancing	4.0	-
Other	0.1	-
Total	16.0	2.2

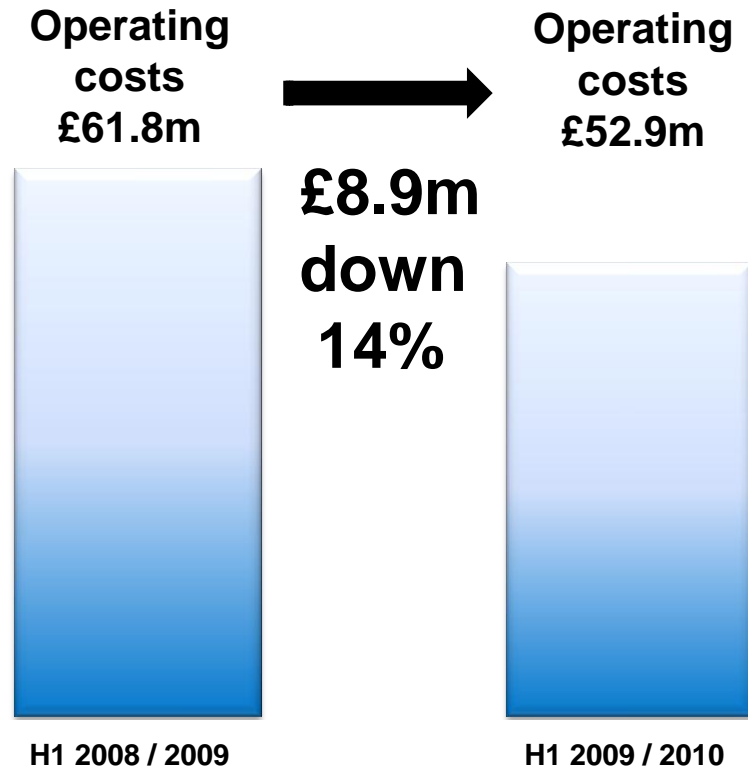
£55 million of annualised staff cost savings delivered ahead of schedule

- £17.5 million savings from 08/09 restructuring actions (annualised £35 million)
- £1.8 million of actual savings from 09/10 restructuring actions (annualised £20 million)
- £3.5 million from voluntary salary reductions and pension payment holiday
- Restructuring spend in line with original plans, but significant extra savings achieved



Other operating costs - savings of some £15 million expected in current financial year

- Other operating costs are down £8.9 million
- Full year savings expected to be some £15 million
- Reduction as a result of strategic review and general cost control



The Group is positioned for future profitability

- 1. Exceeded restructuring targets with some £55 million of annualised benefits from staff costs delivered ahead of schedule and an additional £15 million of expected savings from operating costs in the current year**
 - December 2008: £30 million of cost savings indicated
 - March 2009: Further £20 million target announced
 - September 2009: Indicated £50 million would be exceeded
 - **December 2009: £70 million achieved**
- 2. As restructuring programme completes attention turns to organic growth; strong growth potential identified in the following regions/businesses:**
 - Asia Pacific
 - EMEA
 - Property Management
 - Investment & Asset Management
 - Transactional businesses (as the markets recover)
- 3. Talent is a key driver of our success and our people are what distinguishes us from the competition**
 - We now have a great team in place; retained key personnel
 - We will reward people who perform and;
 - We will continue to align compensation packages across the Group

Summary/Outlook

- Reported results in-line with expectations demonstrating significant progress in turnaround
- Completed strategic review and into final stages of restructuring programme - targets exceeded with benefits delivered ahead of schedule
- Strengthened balance sheet through renegotiation of bank facilities
- Global property markets continue to be challenging but showing early signs of increasing activity in certain areas
- Trading remains in line with market expectations and Group is well positioned for future profitability