Marsh \& McLennan Companies, Inc.
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anticipated, and we expect to see improved earnings performance beginning next year. Marsh continues successfully, but slowly, to restore its business from the effects of the events of last fall. Marsh launched its pricing initiative, and we are optimistic about its impact for 2006. Both Kroll and Mercer's specialty consulting businesses continue to produce impressive revenue growth, and Mercer Human Resource Consulting is investing to enhance its position as a global leader for human resource advice, services, and solutions. Putnam is improving its investment performance and controlling costs diligently."

## Risk and Insurance Services

Risk and insurance services revenues declined 6 percent to $\$ 1.4$ billion in the third quarter. The percentage decline is an improvement from the first half of the year, primarily due to market services revenues having less of an effect on a year-over-year basis. Third quarter revenues were affected by declining commercial insurance premium rates, a trend that has continued throughout the year. Although it is too early to assess the total effect of recent hurricanes on insurance marketplace conditions, insurance premium rates in U.S. property catastrophe and certain specialty lines appear to be strengthening.

Marsh's risk management and insurance broking revenues declined 11 percent in the third quarter to $\$ 885$ million. The percentage decline in revenues and operating income in North American operations improved, compared with the first two quarters of 2005. Weaker revenues in Europe in the third quarter reflected the sale of a small affinity business in France and delays due to restructuring efforts and the implementation of compliance protocols. Strong new business gains in Latin America and Asia Pacific led to growth in client revenues in those regions.

Guy Carpenter's revenues in the third quarter were $\$ 207$ million, compared with $\$ 209$ million last year, as new business nearly offset premium rate declines in the reinsurance markets and higher risk retentions by clients. These marketplace conditions have been evident throughout the year.

Related insurance services revenues rose 8 percent in the third quarter to $\$ 285$ million, driven by particular strength in the claims management business.

Risk Consulting and Technology
Kroll produced strong revenue growth in the third quarter. Revenues increased 22 percent to $\$ 268$ million, or 15 percent on an underlying basis, led by the corporate advisory and restructuring businesses. Technology services had solid growth, reflecting higher demand for mortgage-related and background screening, as well as electronic discovery services.

## Consulting

Mercer's revenues increased 4 percent in the third quarter to $\$ 936$ million, a reflection of continued excellent performance in specialty
the extent to which Putnam succeeds in reversing its recent net redemption experience, increasing assets under

Marsh \& McLennan Companies, Inc. Consolidated Statements of Income (In millions, except per share figures)
(Unaudited)

|  |  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2005 | 2004 | 2005 | 2004 |
|  | Revenue: |  |  |  |  |
|  | Service Revenue | \$2,850 | \$2,912 | \$9,020 | \$9,031 |
|  |  | 0002 Tc- | 48 r5(n | /TT2598 | 44-0.00 |

## Marsh \& McLennan Companies, Inc. Supplemental Information - Revenue Analysis <br> Third Quarter <br> (Millions) (Unaudited)

|  |  |  |  | Components of Revenue Change |  |  |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Notes

Underlying revenue measures the change in revenue, before the impact of acquisitions and dispositions, using consistent currency exchange rates. Underlying revenue for risk management and insurance broking decreased $12 \%$ in the third quarter, including a $2 \%$ decline related to market services agreements; and for the risk and insurance services segment underlying revenue decreased $7 \%$ in the third quarter including a $2 \%$ decline related to market services agreements.

Related insurance services includes U.S. affinity, wholesale broking, underwriting management, claims management and Marsh \& McLennan Risk Capital Holdings, which holds MMC investments in insurance and financial services companies and the Trident funds.

Effective October 1, 2004 MMC agreed to eliminate contingent compensation agreements with insurers. 2005 results include market services revenue of $\$ 23$ million related to collections of amounts earned on placements made prior to October 1, 2004, which had not previously been accrued.

Interest income on fiduciary funds amounted to $\$ 43$ million and $\$ 35$ million for the three months ended September 30, 2005 and 2004, respectively.
Revenue includes the following investment gains and losses for the three months ended September 30, 2005 and 2004:
Risk and Insurance Services - $\$ 45$ million and $\$ 37$ million, respectively.
Investment Management - $\$ 3$ million and $\$ 1$ million, respectively.

Marsh \& McLennan Companies, Inc.
Supplemental Information - Revenue Analysis
Nine Months
(Millions) (Unaudited)

Marsh \& McLennan Companies, Inc.
Supplemental Information
(Millions) (Unaudited)

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2004 | 2005 | 2004 |
| Operating Income (Loss) Including Minority Interest Expense: |  |  |  |  |
| Risk and Insurance Services | \$ 32 | \$ (61) | \$280 | \$967 |
| Risk Consulting \& Technology | 33 | 30 | 103 | 39 |
| Consulting | 117 | 131 | 354 | 383 |
| Investment Management | 83 | 55 | 202 | 129 |
| Corporate (a) | (75) | (33) | (178) | 3 |
|  | 190 | 122 | 761 | 1,521 |
| Minority Interest Expense, Net of Tax, Included Above: |  |  |  |  |
| Risk and Insurance Services | 5 | 5 | 10 | 12 |
| Investment Management | - | 1 | 2 | - |
|  | 5 | 6 | 12 | 12 |
| Operating Income | \$195 | \$ 128 | \$773 | \$1,533 |
| Segment Operating Margins: |  |  |  |  |
| Risk and Insurance Services | 2.3\% | (4.1)\% | 6.1\% | 19.1\% |
| Risk Consulting \& Technology | 12.3\% | 13.8\% | 12.9\% | 14.4\% |
| Consulting | 12.5\% | 14.6\% | 12.6\% | 14.2\% |
| Investment Management | 22.4\% | 13.3\% | 17.6\% | 9.9\% |
| Consolidated Operating Margin | 6.7\% | 4.3\% | 8.4\% | 16.7\% |
| Pretax Margin | 3.3\% | 2.7\% | 6.0\% | 15.2\% |
| Effective Tax Rate (b) | 27.8\% | 65.8\% | 31.8\% | 37.8\% |
| Shares Outstanding at End of Period | 544 | 526 |  |  |
| Potential Minority Interest Associated with the Putnam |  |  |  |  |
| Equity Partnership Plan Net of Dividend Equivalent |  |  |  |  |
| Expense Related to MMC Common Stock Equivalents | \$ 1 | \$ | \$ 2 | \$ (2) |

(a) Effective July 1, 2005, MMC adopted SFAS 123(R), Share-Based Payment, using the modified prospective method of adoption. Incremental expenses of $\$ 37$ million, primarily related to stock options, are included in Corporate expenses for the three months and nine months ended September 30, 2005.
(b) The effective tax rate for the three months ended September 30, 2005 primarily reflects favorable adjustments resulting from the filing of the 2004 U.S. tax return. The effective tax rate for the three months ended September 30, 2004 reflects non-deductible settlement

Marsh \& McLennan Companies, Inc.
Supplemental Information - Putnam Assets Under Management (Billions) (Unaudited)

|  | $\begin{gathered} \text { Sept. } 30, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \text {, } \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mutual Funds: |  |  |  |  |  |
| Growth Equity | \$ 32 | \$ 33 | \$ 34 | \$ 38 | \$ 37 |
| Value Equity | 38 | 39 | 40 | 41 | 39 |
| Blend Equity | 26 | 26 | 26 | 28 | 27 |
| Fixed Income | 33 | 34 | 35 | 36 | 37 |
| Total Mutual Fund Assets | 129 | 132 | 135 | 143 | 140 |
| Institutional: |  |  |  |  |  |
| Equity | 33 | 33 | 35 | 40 | 40 |
| Fixed Income | 30 | 30 | 29 | 30 | 29 |
| Total Institutional Assets | 63 | 63 | 64 | 70 | 69 |
| Total Ending Assets | \$192 | \$195 | \$199 | \$213 | \$209 |
| Assets from Non-US Investors | \$ 33 | \$ 34 | \$ 35 | \$ 38 | \$ 36 |

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Marsh \& McLennan Companies, Inc.
Reconciliation of Non-GAAP Measures
Quarter and Nine Months Ended September 30, 2005
(Millions) (Unaudited)

NON-GAAP MEASURES: MMC believes that investors' understanding of the results and operations is enhanced by the disclosure of additional non-GAAP financial information. A number of noteworthy items impacted operating income and interest expense in 2005. MMC believes this schedule provides a concise analysis of the effects of these items. The amounts shown in the captions Operating Income As Adjusted and Operating Income Margin As Adjusted are non-GAAP measures.

|  | Risk \& Insurance Services (a) | Risk Consulting \& Technology | Consulting (a) | Investment Management | Corporate \& Eliminations | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended |  |  |  |  |  |  |
| Operating Income As Reported | \$ 32 | \$ 33 | \$117 | \$ 83 | \$ (75) | \$190 |
| Restructuring Charges | 51 | - | - | - | 1 | 52 |
| Other |  |  |  |  |  |  |
| Incremental Regulatory and Compliance (c) | 16 | - | - | (12) | (5) | (1) |
| Estimated Mutual Fund Reimbursement (d) | - | - | - | 1 | - | 1 |
| Employee Retention Awards | 50 | - | 10 | - | - | 60 |
| Stock Option Expense | - | - | - | - | 37 | 37 |
| Other (e) | 1 | - | - | 4 | 1 | 6 |
|  | 67 | - | 10 | (7) | 33 | 103 |
| Operating Income Adjustments | 118 | - | 10 | (7) | 34 | 155 |
| Operating Income As Adjusted | \$150 | \$ 33 | \$127 | \$ 76 | \$ (41) | \$345 |
| Operating Income Margin As Adjusted | 11.0\% | 12.3\% | 13.6\% | 20.5\% | N/A | 11.9\% |
| Nine Months Ended |  |  |  |  |  |  |
| Operating Income As Reported | \$280 | \$103 | \$354 | \$202 | \$(178) | \$761 |
| Restructuring Charges (b) | 195 | - | - | - | 55 | 250 |
| Other |  |  |  |  |  |  |
| Incremental Regulatory and Compliance (c) | 69 | - | - | (12) | (24) | 33 |
| Estimated Mutual Fund Reimbursement (d) | - | - | - | 35 | - | 35 |
| Employee Retention Awards | 88 | - | 30 | - | - | 118 |
| Stock Option Expense | - | - | - | - | 37 | 37 |
| Other (e) | 11 | - | - | 4 | (2) | 13 |
| Minority Interest | - | - | - | (1) | - | (1) |
|  | 168 | - | 30 | 26 | 11 | 235 |
| Operating Income Adjustments | 363 | - | 30 | 26 | 66 | 485 |
| Operating Income As Adjusted | \$ 643 | \$103 | \$384 | \$228 | \$(112) | \$1,246 |
| Operating Income Margin As Adjusted | 14.1\% | 12.9\% | 13.6\% | 19.9\% | N/A | 13.6\% |

## Reconciliation of the Impact of Non-GAAP Measures on Diluted Earnings Per Share

|  | Quarter Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Income, As Reported |  | \$ 65 |  | \$ 365 |
| Operating Income Adjustments | \$ 155 |  | \$485 |  |
| Interest Expense Adjustment (f) | 34 |  | 34 |  |
| Tax Effect | (65) |  | (184) |  |
|  |  | 124 |  | 335 |
| Net Income, As Adjusted |  | \$ 189 |  | \$ 700 |
| Average Diluted Shares Outstanding (g) |  | 544 |  | 539 |
| Earnings Per Share, As Adjusted |  | \$ 0.35 |  | \$ 1.30 |

Please see Notes to the Reconciliation of Non-GAAP Measures on Page 14.

## Marsh \& McLennan Companies, Inc. <br> Reconciliation of Non-GAAP Measures Quarter and Nine Months Ended September 30, 2004 (Millions) (Unaudited)

NON-GAAP MEASURES: MMC believes that investors' understanding of the results and operations is enhanced by the disclosure of additional non-GAAP financial information. A number of noteworthy items impacted operating income in 2004. MMC believes this schedule provides a concise analysis of the effects of these items. The amounts shown in the captions Operating Income As Adjusted and Operating Income Margin As Adjusted are non-GAAP measures.


Marsh \& McLennan Companies, Inc.
Notes to the Reconciliation of Non-GAAP Measures
Quarter and Nine Months Ended September 30, 2005
(a) For the three months and nine months ended September 30, 2005, market services revenue of $\$ 22$ million and $\$ 90$ million, respectively, for Risk and Insurance Services, and $\$ 1$ million and $\$ 4$ million, respectively, for the employee benefits business transferred to Mercer,

Marsh \& McLennan Companies, Inc.

## Consolidated Balance Sheets

(Millions) (Un
September 30, December 31, 2005

