# MMC Reports Second Quarter 2007 Results

Co\$.2¢per share, last gar. Income from discontinued operations, net of taxhich primarilyeflects the results of Putnam Investments, as \$3 million, or \$.@per share, compared ith \$4 million, or \$.0 per share, last gar. At income rose 3 percent to \$177 million, or \$.3 per share, from \$172 million, or \$.3 per share, a gar ago. At everthy tems, described in the attached supplemental schedules, reduced earnings per share if \$.@compared ith a reduction of \$.0 per share in the second qarter of 20

For the sixmonths ended line @consolidated revenue of \$5. Whiton increased @percent from \$5. Whiton in the @ar-ago period, or @percent on an underling basis. Income fromincrease of 11 percent from \$3 million, or \$. @per share,net of taxas \$77 million, or \$.1@per share, compared ithincome as \$8 million, or \$.7@per share, compared ithsale of SedgickClaims & Magement Services in the first qarter of 20

Machieved another quarter of solid revenue grout,"said Mael GCherks/president and chief executive officerof M Although profitability ariedacross our bisiness segments, the overall revenue gain illustrates our longtermgrouthr strategy/MW continue our strategy of groing revenue and investing in the future, ith continued attention onepense discipline. The sale of Putnam Investments, completed last pekilly allows to concentrate on our core

MMC's Consulting segment achieved a revenue increase of 16 percent to \$1.2 billion in the second quarter. Revenue rose 11 percent on an underlying basis.

Mercer Human Resource Consulting increased revenue 12 percent to \$842 million in the second quarter, and 8 percent on an underlying basis. This growth was achieved throughout Mercer's operations: retirement and investment produced \$319 million in revenue, an increase of 13 percent; health and benefits, \$199 million or 9 percent growth; outsourcing, \$185 million or 17 percent growth; and talent, \$114 million or 8 percent growth.

The Oliver Wyman Group, now the umbrella brand for all of the former Mercer Specialty consulting businesses, grew revenue 27 percent to \$376 million in the second quarter, or 18 percent on an underlying basis.

Overall, the Consulting segment's profitability grew 28 percent and its margin improved to 13.1 percent from 11.8 percent a year ago, driven primarily by double-digit earnings growth at Mercer.

For the six-month period, the Consulting segment posted revenue of \$2.3 billion, a 15 percent increase over last year. Mercer increased revenue by 10 percent to \$1.6 billion, while the Oliver Wyman Group grew revenue 26 percent to \$705 million.

### Risk Consulting and Technology

Kroll's revenue was \$251 million in the second quarter, declining 6 percent from the year-ago quarter, or 4 percent on an underlying basis.

Quarterly revenue in Kroll's technology operations rose 7 percent, led by Kroll Ontrack, the legal technology and electronic data recovery business. Revenue in Kroll's consulting operations decreased 17 percent from a year ago, reflecting a

when addressing topics such as: future actions by regulators; the outcome of contingencies; changes in our business strategies and methods of generating revenue; the development and performance of our services and products; market and industry conditions, including competitive and pricing trends; changes in the composition or level of MMC's revenues; our cost structure and the outcome of restructuring and other cost-saving initiatives; share repurchase programs; the expected impact of acquisitions and dispositions; and MMC's cash flow and liquidity.

Forward-looking statements are subject to inherent risks and uncertainties. Factors that could cause actual results to differ materially from those expressed or implied in our forward-looking statements include:

- the economic and reputational impact of litigation and regulatory proceedings described in the notes to our financial statements;
- our ability to effectively deploy the proceeds received by MMC in August 2007 from the sale of Putnam, and the timing of our use of those proceeds;
- our ability to achieve profitable revenue growth in our risk and insurance services segment by providing both traditional insurance brokerage services and additional risk advisory services;
- our ability to retain existing clients and attract new business, and our ability to recruit and retain key employees;
- -- revenue fluctuations in risk and insurance services relating to the net effect of new and lost business production and the timing of policy inception dates;
- -- the impact on risk and insurance services commission revenues of changes in the availability of, and the premiums insurance carriers charge for, insurance and reinsurance products, including the impact on premium rates and market capacity attributable to catastrophic events such as hurricanes;
- -- the impact on renewals in our risk and insurance services segment of pricing trends in particular insurance markets, fluctuations in the general level of economic activity and decisions by insureds with respect to the level of risk they will self-insure;
- -- the impact on our consulting segment of pricing trends, utilization rates, legislative changes affecting client demand, and the general economic environment;
- -- our ability to implement our restructuring initiatives and otherwise reduce or control expenses and achieve operating efficiencies, including our ability to generate anticipated savings and operational improvements from the actions we announced in September 2006;
- -- the impact of competition, including with respect to pricing and the emergence of new competitors;
- -- fluctuations in the value of Risk Capital Holdings' investments;
- -- our exposure to potential liabilities arising from errors and omissions claims against us;
- -- our ability to meet our financing needs by generating cash from operations and accessing external financing sources, including the potential impact of rating agency actions on our cost of financing or ability to borrow;
- -- our ability to make strategic acquisitions and dispositions and to integrate, and realize expected synergies, savings or

Тах	37	41	77	257
Net Income	\$177	\$172	\$445	\$588
	=======	=======	======	=======
Basic Net Income Per Share - Continuing Operations	\$0. 26	\$0.24	\$0. 67	\$0.60
- Net Income	=======	=======	======	=======
	\$0. 32	\$0. 31	\$0. 81	\$1.07
	=======	=======	======	=======
Diluted Net Income Per Share - Continuing Operations	\$0. 25	\$0. 24	\$0. 66	\$0.60
- Net Income	=======	=======	======	=======
	\$0. 31	\$0. 31	\$0. 79	\$1. 05
	=======	=======	=======	=======

Average Number of Shares

Ri sk Consul ti ng & Technol ogy	251	265	(6)%	2%	(4)%	(4)%
Total Operating Segments	2, 842	2, 661	7%	3%	-	4%
Corporate Eliminations	(23)	(27)				
Total Revenue	\$2, 819 ======	\$2, 634 ======	7%	3%	-	4%

# **Revenue Details**

The following table provides more detailed revenue information for certain of the components above:

Interest income on fiduciary funds amounted to \$49 million and \$44 million for the three months ended June 30, 2007 and 2006, respectively.

Revenue includes net investment income (loss) of \$31 million and \$28 million for Risk and Insurance Services for the three months ended June 30, 2007 and 2006, respectively.

Risk Capital Holdings owns investments in private equity funds and insurance and financial services firms.

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

Six Months				Components of Revenue C					
	En June	ded			Acqui si ti ons/ Di sposi ti ons				
	2007	2006	Revenue	Impact	Impact	Revenue			
Ri sk and I nsurance Servi ces I nsurance									
Servi ces Rei nsurance	\$2, 266	\$2, 252	1%	3%	-	(2)%			
Services Risk Capital	509	495	3%	2%	-	1%			
Hol di ngs		74	9%	-	-	9%			
Total Risk and Insurance Services	2, 856		1%	3%	-	(2)%			
Consul ti ng Mercer Human Resource Consul ti ng	1, 642	1, 490	10%	4%	_	6%			
Oliver Wyman Group	705	559	26%	4%	5%	17%			
Total Consul ti ng	g 2,347	2, 049	15%	4%	2%	9%			
Risk Consulting & Technology	486	499		2%	(3)%	(2)%			
Total Operating Segments	5, 689	5, 369	6%	3%	-	3%			
Corporate Eliminations		(61)							
Total Revenue	\$5, 631 ======	\$5, 308 ======	6%	3%	-	3%			

## **Revenue Details**

The following table provides more detailed revenue information for certain of the components presented above:

	Six Mont June	% Change GAAP	
	2007	2006	Revenue
Insurance Services: Americas EMEA Asia Pacific	916	\$1, 202 886 164	3%
Total Insurance Services	\$2, 266 ======	\$2, 252	1%
Mercer Human Resource Consulting: Retirement and Investment Health and Benefits Outsourcing Talent Reimbursed Expenses Total Mercer Human Resource Consulting	382 361 213 48	\$570 366 315 200 39  \$1, 490	4% 15% 7% N/A
Ri sk Consul ti ng & Technol ogy: Technol ogy Consul ti ng		\$248 251	
Total Risk Consulting & Technology	\$486 ======	\$499 =====	(3)%

Notes

Underlying revenue measures the change in revenue, before the impact of acquisitions and dispositions, using consistent currency exchange rates.

Insurance Services revenue includes market services revenue of \$2 million and \$40 million for the six months ended June 30, 2007 and 2006, respectively. Excluding market services revenue, underlying revenue for Insurance Services decreased 1% and was flat for Risk and Insurance Services.

The decline in market services revenue primarily impacted revenues in the Americas. Excluding the impact of market services revenue, underlying revenue decreased 1% in the Americas.

Interest income on fiduciary funds amounted to \$96 million and \$85 million for the six months ended June 30, 2007 and 2006, respectively.

Revenue includes net investment income (loss) of \$80 million and \$78 million for Risk and Insurance Services and \$0 million and \$1 million for Consulting for the six months ended June 30, 2007 and 2006, respectively.

Risk Capital Holdings owns investments in private equity funds and insurance and financial services firms.

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

> Three Months Ended Six Months Ended June 30, June 30,

			 007 		2006				2006
Revenue: Risk and Insurance S Consulting Risk Consulting & Te		1	, 218		1, 348 1, 048 265	2	, 347 486		
Corporate Eliminatio	ins				2, 661 (27)		(58)		
Operating Income (Lo Risk and Insurance S Consulting Risk Consulting & Te Corporate	ervi ces	 \$	, 819  125 159 32 (43)	 \$	2, 634  139 124 42 (42)	\$	384 297 58 (79)	 \$	66 (110)
		\$	273	\$	263	\$	660		600
Segment Operating Ma Risk and Insurance S Consulting Risk Consulting & Te	ervi ces		9. 1% 13. 1% 12. 7%		10. 3% 11. 8% 15. 8%		13.4% 12.7% 11.9%		14.4% 11.6% 13.2%
Consolidated Operati Pretax Margin Effective Tax Rate	ng Margin		9.7% 7.6% 32.9%		10.0% 7.5% 32.5%		11. 7% 9. 7% 32. 1%		11. 3% 8. 9% 29. 1%
Potential Minority I Associated with the Equity Partnership	Putnam	\$	2	\$	3	\$	4	\$	5
Marsh & McLennan Companies, Inc. Supplemental Information- Continuing Operations (Millions) (Unaudited)									
Significant Items Im	pacting the	Comp	arabi I	ity	of Fir	nanc	ial Re	sul	ts:
The year-over-year comparability of MMC's financial results for the second quarter and six months ended June 30 are affected by a number of noteworthy items. The following table identifies the impact of noteworthy items on segment and consolidated operating income for the periods indicated.									
	Risk & Insurance Services Co		ting T	ons ech		ELI		ons	
- Three Months Ended June 30, 2007									
Restructuring Charges (a) Accelerated Amortization/	\$4	\$	1		\$ -		\$	5	\$ 10
Depreciation Settlement, Legal	3		2		-			-	5
and Regulatory (b)	15		-		-				15
Total Impact in									

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the Period	\$ 22	\$ 3	\$ -	\$ 5	\$ 30
Three Months Ended June 30, 2006					
Restructuri ng Charges (a) Accel erated	\$ 26	\$ (1)	\$ -	\$ 1	\$ 26
Amortization/ Depreciation Settlement, Legal	16	-	-	3	
and Regulatory (b) Total Impact in	11				11 
the Period	\$ 53		\$ -	\$ 4	\$ 56
	Risk & Insurance	Consulting	Risk Consulting &	Corporate & Eliminations	Total
Six Months Ended June 30, 2007					
Restructuring Charges (a) Accelerated	\$ 28	\$ 1	\$ -	\$ 11	\$ 40
Amortization/ Depreciation Settlement, Legal and Regulatory (b)	8 26	5	-	3	16 26
Other (c)	-	-	-	(14)	(14)
Total Impact in the Period	\$ 62	\$ 6	\$ -	\$ -	\$68
Six Months Ended June 30, 2006					
Restructuring Charges (a) Accelerated	\$ 45	\$ (1)	\$ -	\$ 27	\$71
Amortization/ Depreciation	21	-	-	3	24
Settlement, Legal and Regulatory (b)	21	-	-	-	21
Total Impact in the Period	\$ 87	\$ (1)	\$ -	\$ 30	\$116 

## Notes

(a) Primarily includes severance and related charges, costs for future rent and other real estate costs, and consulting costs related to cost reduction initiatives.

(b) Reflects legal fees arising out of the civil complaint relating to market service agreements and other issues filed against MMC and Marsh by the New York State Attorney General in October 2004 and settled in January 2005, and indemnification of former employees for legal fees they have incurred in connection with the events of October 2004.

(c) Represents an accrual adjustment related to the separation of former MMC senior executives.

The above schedules exclude credits of \$10 million and \$7 million for the three months and six months ended June 30, 2006 that related to Putnam which is included in discontinued operations.

> Marsh & McLennan Companies, Inc. Consolidated Balance Sheets (Millions) (Unaudited)

	June 30, 2007	
ASSETS		
Current assets: Cash and cash equivalents Net receivables Assets of discontinued operations Other current assets	3, 028 1, 570 294	\$ 2, 015 2, 718 1, 921 322
Total current assets	6,009	6, 976
Goodwill and intangible assets Fixed assets, net Long-term investments Pension related asset Other assets	675 1, 831	990 124 613 1, 839
TOTAL ASSETS	\$ 17, 189	\$    18, 137
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities: Short-term debt Accounts payable and accrued liabilities Regulatory settlements-current portion Accrued compensation and employee benefits Liabilities of discontinued operations Accrued income taxes Dividends payable	\$ 1, 341 2, 519 175 788 339 49 104	2, 486 178 1, 230 782 131
Total current liabilities	5, 315	5, 918
Fiduciary liabilities	3, 875	3, 587
Less - cash and investments held in a fiduciary capacity	(3, 875)	(3, 587)
Long-term debt Regulatory settlements Pension, postretirement and postemployment benefits Liabilities for errors and omissions Other liabilities		3, 860 173 1, 085 624 658
Total stockholders' equity	5, 659	5, 819

#### Marsh & McLennan Companies, Inc. Supplemental Information - Discontinued Operations (Millions) (Unaudited)

- On January 31, 2007, MMC entered into a stock purchase agreement with Great-West Lifeco ("GWL"), a financial holding company controlled by Power Financial Corporation, pursuant to which GWL agreed to purchase Putnam Investments Trust. The transaction closed on August 3, 2007. Putnam's results of operations for the three months and six months ended June 30, 2007 and 2006, respectively, were segregated and reported as discontinued operations in the accompanying consolidated statements of income.
- In 2006, MMC sold its majority interest in Sedgwick Claims Management, a provider of claims management and associated productivity services; Price Forbes, its U.K.-based insurance wholesale operation; and Kroll Security International, its international high-risk asset and personal protection business. The gains or losses on these disposals, as well as their results of operations, are reported as discontinued operations in the accompanying consolidated statements of income.

Summarized Statements of Income data for discontinued operations is as follows:

	Three Mont June		
	2007	2006	
Putnam: Revenue Expense		\$339 263	
Net Operating Income	65	76	
Other Discontinued Operations - Income before provision for income tax Provision for income tax	(1) 27	(1) 34	
Discontinued operations, net of tax	\$37	\$41	
	====== Six Month June		
	2007	2006	
Putnam: Revenue Expense		\$684 544	
Net Operating Income	140	140	
Other Discontinued Operations - Income before Expense 181 Expense 1) (1)		\$330	\$339

Discontinued operations, net of tax	\$77	\$257
	=======	=======

Notes

Putnam's results for the three months and six months ended June 30, 2006 include credits of \$10 million and \$7 million, respectively, primarily related to an insurance recovery of previously expensed legal fees.

Putnam's results through August 2, 2007 will be included in MMC's consolidated results.

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

	June 30 2007			ec 31, 2006	Sept. 30, 2006	June 30, 2006
Mutual Funds: Growth Equity Value Equity Blend Equity Fixed Income	\$ 24 37 30 30	\$	24 \$ 36 29 30			\$ 27 36 26 30
Total Mutual Fund Assets	121	1		124	118	
Institutional: Equity Fixed Income	38 34		36 33	36 32	34 30	32 29
Total Institutional Assets	72			68	64	
Total Ending Assets	\$    193 ======	+ .		192		+
The asset information above includes the following: Assets from Non-US Investors	\$ 41	\$	38 \$	36	\$ 34	\$ 31
Assets in Prime Money Market Funds	\$ 2.3	\$ 1	.6\$	4.3	\$ 0. 5	\$ 0.6
Average Assets Under Management: Quarter	\$ 193		89 \$		\$ 179	*
Year-to-Date	\$ 191	\$ 1	89 \$	186	======================================	\$ 188
Net Flows including Dividends Reinvested: Quarter Year-to-Date	====== \$ (9.1	= ====== ) \$ (6	.0) \$	(15.8)	\$ (3.1) ======= \$ (15.7)	======= \$ (12.6)
	======		=== =	=====		

Impact of Market/Performance on Ending Assets Under

Management	\$	8.1	\$	1.8	\$	9.9	\$	5.5	\$	(3.5)
	=======		========		======		========		==	=====

\* Net redemptions in the quarter ended June 30, 2006 includes \$2.8 billion of redemptions in institutional equity resulting from ending Putnam's alliance with an Australian partner.

Categories of mutual fund assets reflect style designations aligned with Putnam's various prospectuses. All quarter-end assets conform with the current investment mandate for each product.

Source: Marsh & McLennan Companies, Inc.

Contact:

MMC Media: Christine Walton, 212-345-0675 christine.walton@mmc.com OR Investor: Mike Bischoff, 212-345-5470 jmichael.bischoff@mmc.com