Marsh \& McLennan Companies, Inc.
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"Overall, we have made excellent progress strengthening our operating companies while at the same time managing through the worst effects of the economic recession." Mr. Duperreault concluded.

In the second quarter of 2009, MMC's consolidated revenue was $\$ 2.6$ billion, a decline of 13 percent from the second quarter of 2008, or 6 percent on an underlying basis. Underlying revenue measures the change in revenue before the impact of acquisitions and dispositions, using consistent currency exchange rates.

MMC completed the sale of its U.S. government security clearance screening business, Kroll Government Services, in the second quarter of 2009. Its results for the quarter are included in discontinued operations and the previous results of this business have been restated as discontinued operations. In connection with this transaction, MMC evaluated Kroll's overall goodwill for impairment. This resulted in a non-cash charge of $\$ 315$ million, or $\$ .60$ per share. There is no tax benefit related to the impairment charge, nor any impact on MMC's cash flows, tangible equity or debt covenants.

As a result of the goodwill impairment charge, MMC reported a net loss of $\$ 193$ million, or $\$ .37$ per share, in the second quarter. This compared with net income of $\$ 65$ million, or $\$ .12$ per share, in the second quarter of 2008.

Earnings per share on an adjusted basis, which excludes noteworthy items as presented in the attached supplemental schedules, was $\$ .33$ in the second quarter of 2009, compared with $\$ .39$ in the same quarter last year.

For the six months ended June 30, 2009, MMC's net loss was $\$ 17$ million, or $\$ .03$ per share, compared with a net loss of $\$ 145$ million, or $\$ .28$ per share, last year. Adjusted earnings per share for the six months was $\$ .72$, compared with $\$ .84$ last year.

## Risk and Insurance Services

Risk and Insurance Services segment revenue in the second quarter of 2009 was
$\$ 1.3$ billion, a decline of 5 percent f n6( a last )6(year. ) JJO Tc 0 Twr100.0001 Tw 19.94 0 Td
to $\$ 245$ million from $\$ 150$ million last year. Adjusted operating income rose 31 percent to $\$ 271$ million from $\$ 207$ million, reflecting substantially improved performance at both Marsh and Guy Carpenter. For the first six months of 2009, segment revenue was $\$ 2.7$ billion, a decline of 7 percent from the prior year period, and flat on an underlying basis. Excluding fiduciary interest, underlying revenue increased 1 percent.

In the second quarter, insurance premiums in the property and casualty marketplace continued to decline - similar to what was seen earlier in the year. Additionally, the global economic recession reduced demand for commercial insurance. Marsh's revenue in the second quarter declined 7 percent from last year to $\$ 1.1$ billion. On an underlying basis, revenue was flat in the quarter. Revenue for international operations was flat overall, with modest growth in Asia Pacific and 9 percent growth in Latin America. Marsh achieved a significant increase in profitability in the quarter as a result of its substantial reduction in expenses.

Guy Carpenter's revenue rose 16 percent to $\$ 227$ million in the second quarter of 2009, or 11 percent on an underlying basis, compared with the prior year's quarter. An increase in new business along with continuing cost discipline led to significant improvement in Guy Carpenter's profitability. Increased rates were evident in U.S. property catastrophe reinsurance in the second quarter, while rates in casualty reinsurance were stable to down. In the second quarter, Guy Carpenter completed the acquisition of John B. Collins Associates.

## Consulting

Due to the impact of continued adverse global economic conditions, consulting segment revenue declined 17 percent to $\$ 1.1$ billion in the second quarter, or 9 percent on an underlying basis. Operating income in the second quarter of 2009 was $\$ 96$ million. This includes an increase in professional liability costs of approximately $\$ 30$ million, primarily reflecting a legal settlement at Mercer. Foreign currency translation reduced operating income by $\$ 26$ million in the quarter, primarily at Mercer. Adjusted operating income, which includes the impact of both the professional liability costs and foreign exchange, was $\$ 101$ million, compared with $\$ 165$ million in 2008. For the first six months of 2009, segment revenue declined 17 percent to $\$ 2.2$ billion, or 8 percent on an underlying basis.

MMC is a global professional services firm providing advice and solutions in the areas of risk, strategy and human capital. It is the parent company of a number of the world's leading risk experts and specialty consultants, including Marsh, the insurance broker and risk advisor; Guy Carpenter, the risk and reinsurance specialist; Mercer, the provider of

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

| Revenue | \$2,629 | \$3,033 | \$5,238 | \$6,057 |
| :---: | :---: | :---: | :---: | :---: |
| Expense: |  |  |  |  |
| Compensation and Benefits | 1,604 | 1,879 | 3,175 | 3,701 |
| Other Operating Expenses | 731 | 859 | 1,445 | 1,726 |
| Goodwill Impairment Charge | 315 | 115 | 315 | 540 |
| Total Expense | 2,650 | 2,853 | 4,935 | 5,967 |
| Operating Income (Loss) | (21) | 180 | 303 | 90 |
| Interest Income | 4 | 12 | 10 | 30 |
| Interest Expense | (65) | (55) | (121) | (111) |
| Investment Income (Loss) | (31) | (16) | (46) | (8) |
| Income (Loss) Before Income Taxes | (113) | 121 | 146 | 1 |
| Income Taxes | 49 | 66 | 129 | 159 |
| Income (Loss) from Continuing Operations | (162) | 55 | 17 | (158) |
| Discontinued Operations, Net of Tax | (26) | 12 | (25) | 18 |
| Net Income (Loss) Before Non-Controlling Interest | \$ (188) | \$ 67 | \$ (8) | \$ (140) |
| Less: Net Income Attributable to Non-Controlling Interest | 5 | 2 | 9 | 5 |
| Net Income (Loss) Attributable to MMC | \$ (193) | \$ 65 | \$ (17) | \$ (145) |

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

|  | Six Months Ended June 30, |  | \% Change GAAP Revenue | Components of Revenue Change* |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Currency Impact | Acquisitions/ Dispositions Impact | Underlying Revenue |
|  | 2009 | 2008 |  |  |  |
| Risk and Insurance Services |  |  |  |  |  |  |
| Marsh | \$2,179 | \$2,379 | (8)\% | (8)\% | - | 0\% |
| Guy Carpenter | 508 | 460 | 11\% | (6)\% | 7\% | 10\% |
| Subtotal | 2,687 | 2,839 | (5)\% | (8)\% | 1\% | 1\% |
| Fiduciary Interest Income | 28 | 76 | (63)\% | (5)\% | - | (58)\% |
| Total Risk and Insurance Services | 2,715 | 2,915 | (7)\% | (7)\% | 1\% | 0\% |

## Consulting

| Mercer | 1,635 | 1,884 | $(13) \%$ | $(10) \%$ | - |
| :--- | :--- | :--- | :--- | :--- | :--- |

Marsh \& McLennan Companies, Inc. Non-GAAP Measures<br>Three Months Ended June 30 (Millions) (Unaudited)

MMC presents below certain additional financial measures that are "non-GAAP measures", within the meaning of Regulation G under the Securities Exchange Act of 1934. These measures are: adjusted operating income; adjusted operating margin; and adjusted income, net of tax.

MMC presents these non-GAAP measures to provide investors with additional information to analyze the company's performance from period to period Management also uses these measures to assess performance for incentive compensation purposes and to allocate resources in managing MMC's businesses. However, investors should not consider these non-GAAP measures in isolation from, or as a substitute for, the financial information that MMC reports in accordance with GAAP. MMC's non-GAAP measures reflect subjective determinations by management, and may differ from similarly titled non-GAAP measures presented by other companies.

## Adjusted Operating Income and Adjusted Operating Margin

Adjusted operating income is calculated by excluding the impact of certain noteworthy items from MMC's GAAP operating income. The following tables identify these noteworthy items and reconcile adjusted operating income to GAAP operating income, on a consolidated and segment basis, for the three months ended June 30, 2009 and 2008. The following tables also present adjusted operating margin, which is calculated by dividing adjusted operating income by consolidated or segment GAAP revenue.

|  | Risk \& Insurance Services | Consulting | Risk Consulting \& Technology | Corporate | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended June 30, 2009 |  |  |  |  |  |
| Operating income (loss) | \$245 | \$ 96 | \$(316) | \$(46) | \$ (21) |
| Add (deduct) impact of noteworthy items: |  |  |  |  |  |
| Restructuring Charges (a) | 50 | 5 | 6 | 6 (b) | 67 |
| Settlement, Legal and Regulatory (c) | (27) | - | - | - | (27) |
| Goodwill Impairment Charge | - | - | 315 | - | 315 |
| Accelerated Amortization | 3 | - | - | - | 3 |
| Other | - | - | 2 | - | 2 |
| Operating income adjustments | 26 | 5 | 323 | 6 | 360 |
| Adjusted operating income (loss) | \$271 | \$101 | \$ 7 | \$(40) | \$339 |
| Operating margin | 18.2\% | 8.4\% | N/A | N/A | N/A |
| Adjusted operating margin | 20.2\% | 8.8\% | 4.3\% | N/A | 12.9\% |
| Three Months Ended June 30, 2008 |  |  |  |  |  |
| Operating income (loss) | \$150 | \$165 | \$(88) | \$(47) | \$180 |
| Add (deduct) impact of noteworthy items: |  |  |  |  |  |
| Restructuring Charges (a) | 47 | - | 4 | 2 | 53 |
| Settlement, Legal and Regulatory (c) | 10 | - | - | - | 10 |
| Goodwill Impairment Charge | - | - | 115 | - | 115 |
| Operating income adjustments | 57 | - | 119 | 2 | 178 |
| Adjusted operating income (loss) | \$207 | \$165 | \$31 | \$(45) | \$358 |
| Operating margin | 10.6\% | 12.0\% | N/A | N/A | 5.9\% |
| Adjusted operating margin | 14.6\% | 12.0\% | 11.7\% | N/A | 11.8\% |

(a) Primarily includes severance from restructuring activities and related charges, costs for future rent and other real estate costs, and fees and consulting costs related to cost reduction activities.
(b) Primarily reflects adjustments to estimated future rent and other real estate costs related to previously vacated space in MMC's New York headquarters.
(c) Reflects settlements of and 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 similar actions initiated by other states, including indemnification of former employees for legal fees. The second quarter of 2009 includes a credit of $\$ 38$ million related to insurance recoveries of previously expensed legal fees.

## Marsh \& McLennan Companies, Inc.

Non-GAAP Measures
Six Months Ended June 30
(Millions) (Unaudited)

MMC presents below certain additional financial measures that are "non-GAAP measures," within the meaning of Regulation G under the Securities Exchange Act of 1934. These measures are: adjusted operating income;

# Marsh \& McLennan Companies, Inc. 

Non-GAAP Measures
Three and Six Months Ended June 30 (Millions) (Unaudited)

Adjusted Income, net of tax
Adjusted income, net of tax

## Marsh \& McLennan Companies, Inc. <br> Supplemental Information - Discontinued Operations Reclassification Continued <br> (Millions) (Unaudited)

The following table provides the revenue, expense and net operating income of Kroll Government Services that has been reclassified into discontinued operations.

| KGS Operations | First Quarter 2008 | Second Quarter 2008 | Third Quarter 2008 | Fourth Quarter 2008 | Full Year 2008 | First Quarter 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$15 | \$15 | \$19 | \$20 | \$69 | \$20 |
| Expense | 13 | 13 | 13 | 15 | 54 | 13 |
| Operating Income | \$ 2 | \$ 2 | \$ 6 | \$ 5 | \$15 | \$ 7 |

The following table provides prior period reported amounts after the reclassification of Kroll Government Services into discontinued operations.

| Operating Income | First Quarter 2008 | Second Quarter 2008 | Third Quarter 2008 | Fourth Quarter 2008 | Full Year 2008 | First Quarter 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk and Insurance Services | \$234 | \$150 | \$ (28) | \$104 | \$460 | \$297 |
| Consulting | 151 | 165 | 157 | 82 | 555 | 73 |
| Risk Consulting \& Technology | (414) | (88) | 22 | (32) | (512) | 4 |
| Corporate | (61) | (47) | (87) | (60) | (255) | (50) |
|  | (90) | 180 | 64 | 94 | 248 | 324 |
| Interest Income | 18 | 12 | 10 | 8 | 48 | 6 |
| Interest Expense | (56) | (55) | (54) | (55) | (220) | (56) |
| Investment Income (Loss) | 8 | (16) | (23) | 19 | (12) | (15) |
| Income (Loss) Before Income Taxes | (120) | 121 | (3) | 66 | 64 | 259 |
| Income Taxes | 93 | 66 | (20) | (6) | 133 | 80 |
| Income (Loss) From Continuing |  |  |  |  |  |  |
| Operations | (213) | 55 | 17 | 72 | (69) | 179 |
| Discontinued Operations, Net of Tax | 6 | 12 | (22) | 11 | 7 | 1 |
| Net Income (Loss) Before |  |  |  |  |  |  |
| Non-Controlling Interest | (207) | 67 | (5) | 83 | (62) | 180 |
| Less: Net Income Attributable to NonControlling Interest | 3 | 2 | 3 | 3 | 11 | 4 |
| Net Income (Loss) Attributable to MMC | \$(210) | \$ 65 | \$ (8) | \$ 80 | \$ (73) | \$176 |
| Basic Net Income (Loss) Per Share - Continuing Operations | \$(0.40) | \$0.10 | \$0.03 | \$0.14 | \$(0.14) | \$0.33 |
| Diluted Net Income (Loss) Per Share - Continuing Operations | \$(0.42) | \$0.10 | \$0.03 | \$0.13 | \$(0.15) | \$0.33 |
| Segment Operating Margin |  |  |  |  |  |  |
| Risk and Insurance Services | 15.6\% | 10.6\% | N/A | 8.2\% | 8.4\% | 21.6\% |
| Consulting | 11.7\% | 12.0\% | 11.8\% | 6.8\% | 10.7\% | 6.7\% |
| Risk Consulting \& Technology | N/A | N/A | 9.4\% | N/A | N/A | 2.4\% |
| Consolidated Operating Margin | N/A | 5.9\% | 2.3\% | 3.6\% | 2.2\% | 12.4\% |

Marsh \& McLennan Companies, Inc.

## Supplemental Information - Discontinued Operations Reclassification <br> (Millions) (Unaudited)

## Non-GAAP Earnings Per Share

The following table presents adjusted income, net of tax, a non-GAAP measure described on Page 13 of this release, for the first quarter of 2009 and each quarter of 2008 to reflect the reclassification of Kroll Government Services to discontinued operations.

|  | First Quarter 2008 | Second <br> Quarter <br> 2008 | Third Quarter 2008 | Fourth Quarter 2008 | Full Year 2008 | First Quarter 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-GAAP Results |  |  |  |  |  |  |
| Adjusted income, net of tax, as reported* | \$241 | \$211 | \$111 | \$192 | \$755 | \$212 |
| Reclass to discontinued operations | (1) | (2) | (4) | (4) | (11) | (5) |
| Adjusted income, net of tax as restated | 240 | 209 | 107 | 188 | 744 | 207 |
| Earnings attributable to unvested shares | 7 | 8 | 4 | 3 | 22 | 6 |
| Earnings attributable to common shares | \$233 | \$201 | \$103 | \$185 | \$722 | \$201 |
| Adjusted earnings per share, as reported | \$0.45 | \$0.40 | \$0.21 | \$0.37 | \$1.42 | \$0.40 |
| Adjusted earnings per share, as restated | \$0.45 | \$0.39 | \$0.20 | \$0.36 | \$1.40 | \$0.39 |

* Includes reduction for net income attributable to non-controlling interests (previously reported as minority interest expense).


## Operating Income, Adjusted Operating Income and Related Margins

The following table shows operating income, adjusted operating income and related margin information for the Risk Consulting \& Technology segment reflecting the reclassification of Kroll Government Services as a discontinued operation.

|  | First Quarter 2008 2008 | Second Quarter 2008 | Third Quarter 2008 | Fourth Quarter 2008 | Full Year <br> 2008 | First Quarter 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk Consulting \& Technology |  |  |  |  |  |  |
| Operating income (loss), as reported | \$(412) | \$(86) | \$28 | \$(27) | \$(497) | \$11 |
| Reclassification to discontinued operations | (2) | (2) | (6) | (5) | (15) | (7) |
| Operating income (loss), as restated | (414) | (88) | 22 | (32) | (512) | 4 |
| Adjusted operating income, as reported Reclassification to discontinued operations Adjusted operating income, as restated | 16 | 33 | 28 | 11 | 88 | 12 |
|  | (2) | (2) | (6) | (5) | (15) | (7) |
|  | \$ 14 | \$ 31 | \$22 | \$ 6 | \$ 73 | \$ 5 |
| Operating margin, as reported | N/A | N/A | 11.0\% | N/A | N/A | 5.9\% |

## Marsh \& McLennan Companies, Inc.

## Consolidated Balance Sheets

 (Millions) (Unaudited)|  | $\begin{gathered} \text { June } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2008 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | \$1,291 | \$ 1,685 |
| Net receivables | 2,854 | 2,755 |
| Other current assets | 345 | 344 |
| Total current assets | 4,490 | 4,784 |
| Goodwill and intangible assets | 6,983 | 7,163 |
| Fixed assets, net | 970 | 969 |
| Pension related assets | 397 | 150 |
| Other assets | 2,081 | 2,140 |
| TOTAL ASSETS | \$14,921 | \$15,206 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current liabilities: |  |  |
| Short-term debt | \$ 9 | \$ 408 |
| Accounts payable and accrued liabilities | 1,712 | 1,688 |
| Accrued compensation and employee benefits | 820 | 1,224 |
| Accrued income taxes | 24 | 66 |
| Dividends payable | 105 | - |
| Total current liabilities | 2,670 | 3,386 |
| Fiduciary liabilities | 3,647 | 3,297 |
| Less - cash and investments held in a fiduciary capacity | $(3,647)$ | $(3,297)$ |
|  | - | - |
| Long-term debt | 3,588 | 3,194 |
| Pension, postretirement and postemployment benefits | 1,168 | 1,217 |
| Liabilities for errors and omissions | 515 | 512 |
| Other liabilities | 1,220 | 1,137 |
| Total stockholders' equity | 5,760 | 5,760 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$14,921 | \$15,206 |

