

# INVESTOR DAY 2014

MARCH 11, 2014









# Agenda

**MMC** at a Glance Why Own MMC **Proven Performance Against Targets Future Performance Our Commitment to Growth** 







#### At a Glance

A global professional services firm bringing together the best people to deliver high-impact client solutions in risk, strategy and human capital

140 year history

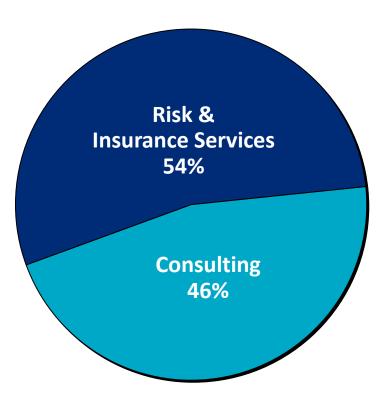
Serves a vast client base by size, industry and geography

Global footprint – over 130 countries

\$2.1B of Operating Income

55,000 colleagues

Global Revenue \$12.3 Billion



# Why Own MARSH & MCLENNAN COMPANIES











#### **Executive Leadership Team**



DAN GLASER President & Chief Executive Officer



PETER ZAFFINO
MARSH
President &
Chief Executive Officer



ALEX MOCZARSKI
GUY CARPENTER
President & Chief Executive
Officer/Chairman MMC Int'l



JULIO PORTALATIN

MERCER

President &

Chief Executive Officer



SCOTT MCDONALD
OLIVER WYMAN
President &
Chief Executive Officer



PETER BESHAR General Counsel



MIKE BISCHOFF Chief Financial Officer



LAURIE LEDFORD Chief Human Resources Officer

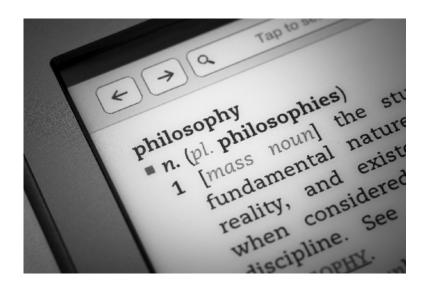


SCOTT GILBERT Chief Risk & Compliance Officer



# **Overarching Leadership Philosophy**

- Core values
- Clients, colleagues and shareholders
- Profit is the most important metric
- Pin the rose
- Leadership should be distributed
- There is always a smarter way







# PROVEN PERFORMANCE



# MMC Four Pillars Consistent Long-Term Strategy

#### Growth



Revenue and earnings growth

#### Capital



Maintain low capital requirements

#### Cash



Generate high levels of cash

#### Risk

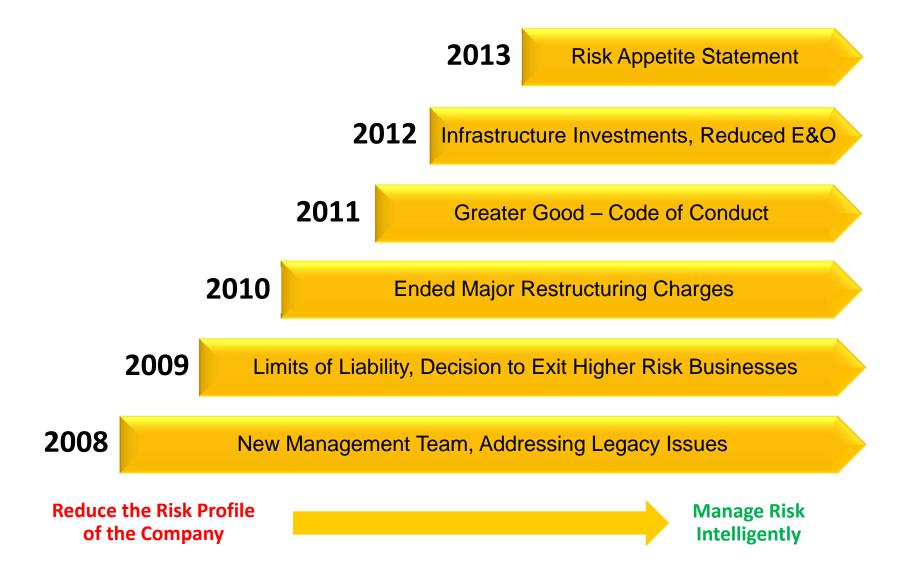


Manage risk intelligently





#### We Have Reduced Our Risk Profile



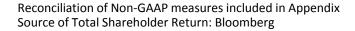






# We Have Delivered Against Our Targets

Performance Metric	Long- Term Target	2010	2011	2012	2013	CAGR
Average Adjusted Organic Operating Income Growth	10%	9.4%	11.8%	13.7%	15.1%	12.5%
Adjusted EPS Growth	13%	14.7%	13.4%	15.6%	15.3%	14.8%
Total Shareholder Return	16%	28%	19%	12%	44%	25%











#### **FUTURE PERFORMANCE**



#### We Have a History of Strong Growth





Reconciliation of Non-GAAP measures included in Appendix

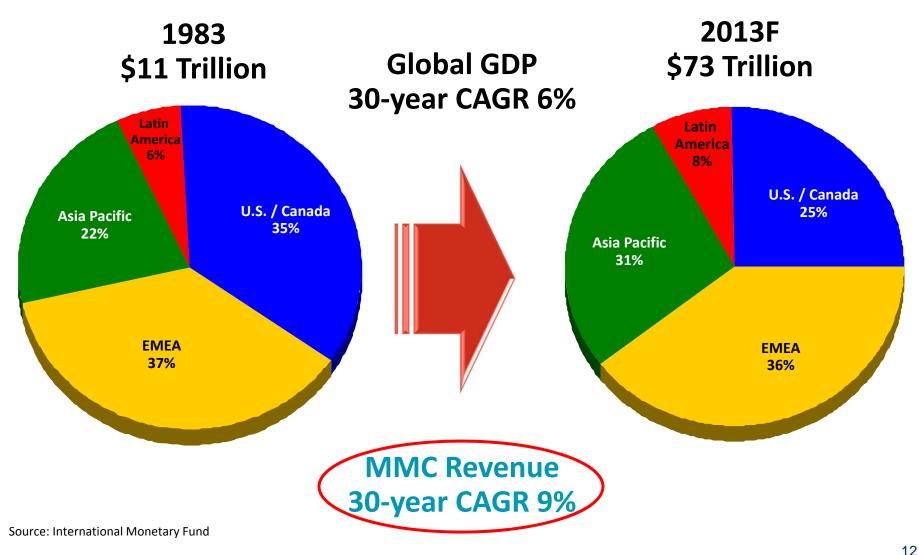








#### We Have Grown Faster Than Global GDP



#### We Will Continue to Deliver GDP+ Growth

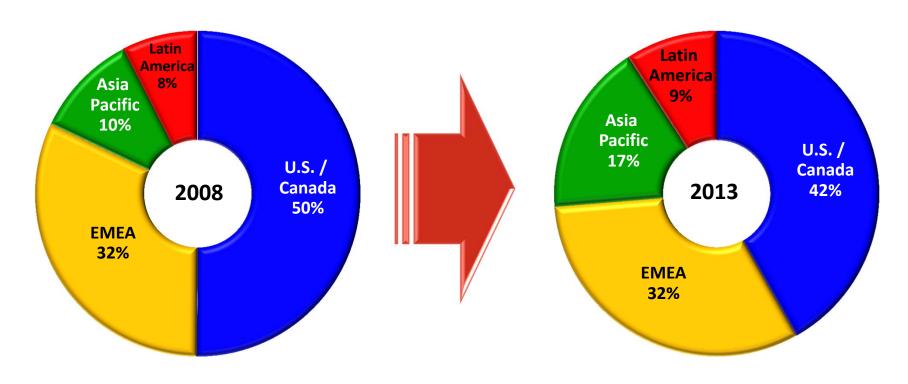
- Risk, strategy and human capital are growth businesses
- Greater need for advice and solutions in an increasingly complex world
- Depth of expertise and capabilities in a cohesive and collaborative culture
- Innovation across the spectrum
- Macro conditions and business confidence are improving



#### **Growth in Colleagues Internationally**

51,000 Colleagues

55,000 Colleagues



2008 excludes Kroll



**GUY CARPENTER** 

**International 25,000** 



# **International Revenue Expansion**

% of Revenue **Outside U.S.** 60% 2013 55% 50% 55% of Revenue 45% 2003 1993 40% 42% of Revenue 43% of Revenue 35% 2 4 6 8 10 **12** 14 0 **MMC Revenue \$ Billions** 

#### **BRICS & MINT Investment and Growth**

Brazil	Russia	India	China	South Africa	Mexico	Indonesia	Nigeria	Turkey
			<b>★</b> *	>=	<b>S</b>			C*

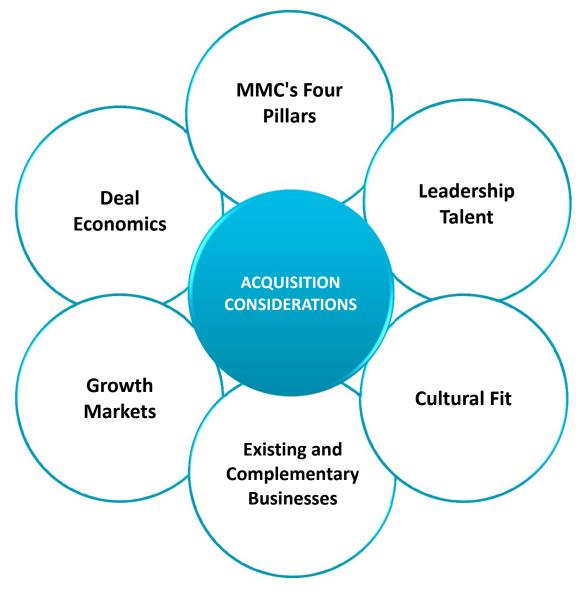
	2008	<b>2013</b>	<b>CAGR</b>
Colleagues	3,190	5,040	9.6%
% of MMC Colleagues	6.3%	9.2%	
Revenue	\$323M	\$633M	14.4%
% of Revenue	3.1%	5.2%	







# **Acquisitions Strengthen MMC**



# "String of Pearls" **57 Transactions**

	Deals	Revenue Acquired \$ billions
2009	7	0.2
2010	8	0.5
2011	11	0.1
2012	17	0.2
2013	9	0.1
2014*	5	0.1
Total	<b>57</b>	\$1.2

<sup>\*</sup> To date Aggregate price includes expected earn out

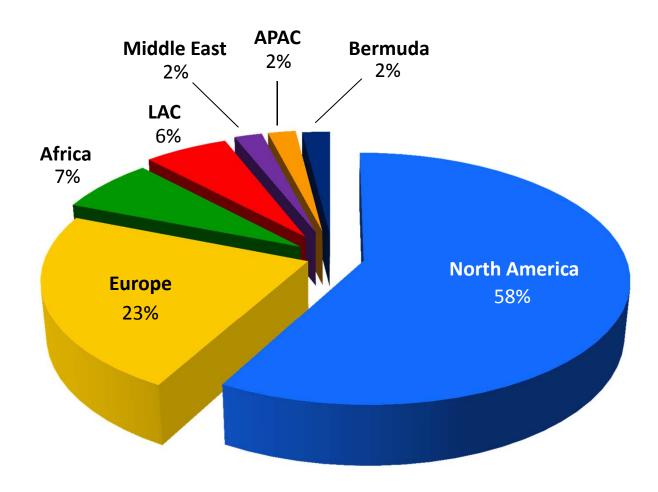






2.1x Revenue

# Revenue Acquired by Geography 57 Transactions from 2009 - 2014

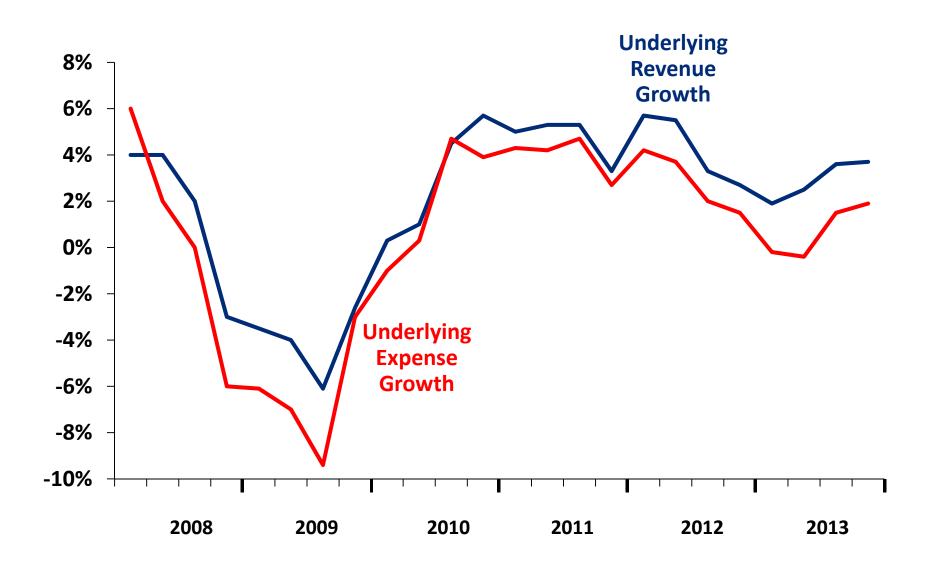


\$1.2 Billion Revenue Acquired

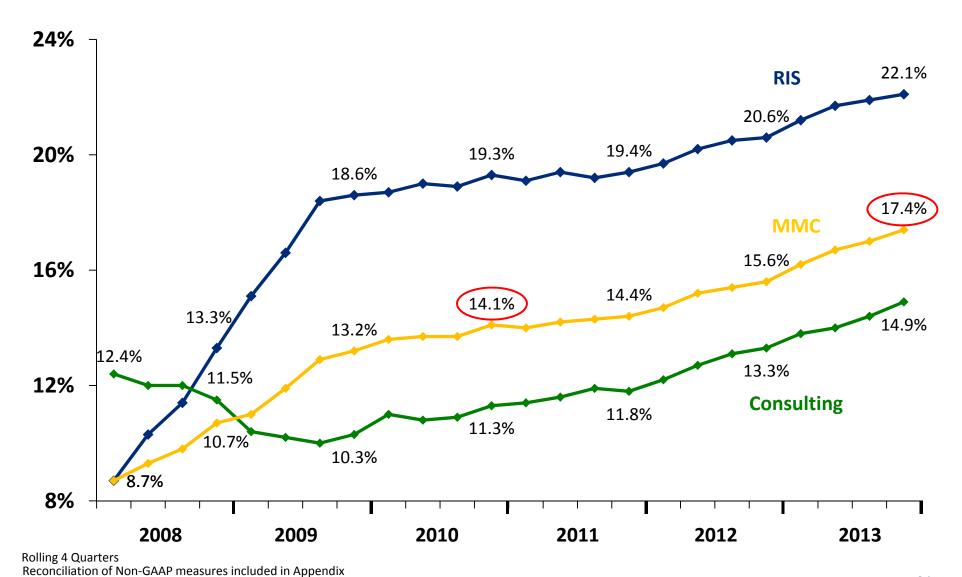




# **Operating Leverage**



## **Adjusted Operating Margin Growth**



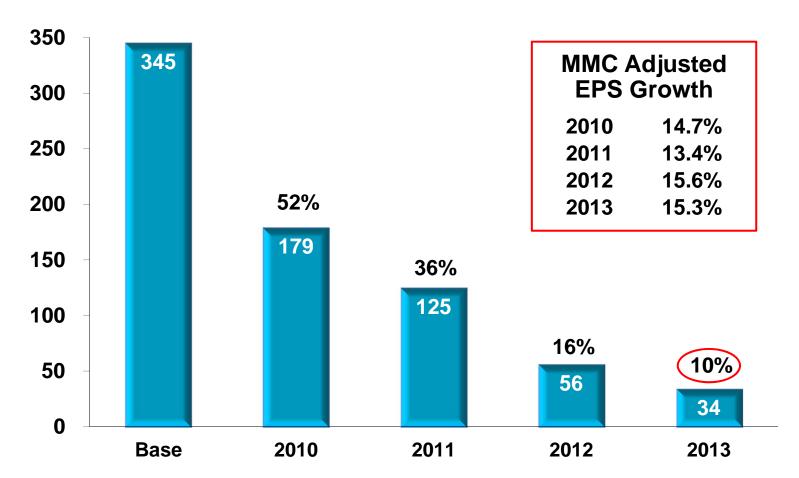
MARSH

**GUY CARPENTER** 

MERCER

OLIVER WYMAN

# We have a Record of Consistent EPS Growth S&P 500 Companies Growing EPS 13%+ Each Year



**S&P Companies with \$5+ Billion of Revenue** 

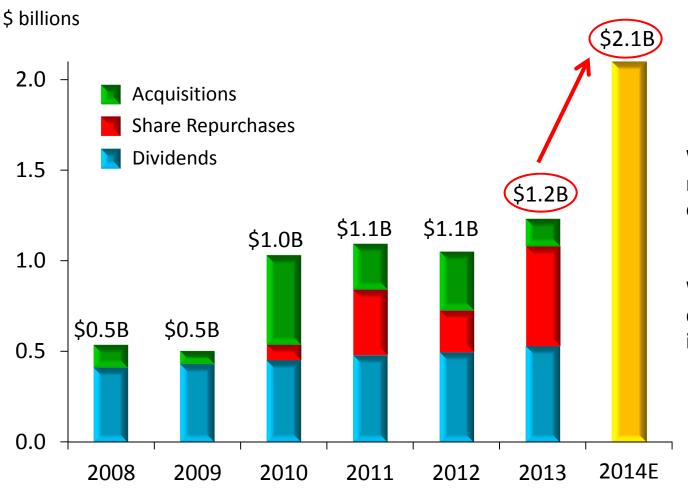
Reconciliation of Non-GAAP measures included in Appendix Source: Thomson Reuters







# Dividends, Share Repurchases and Acquisitions



We are committed to reducing shares outstanding each year

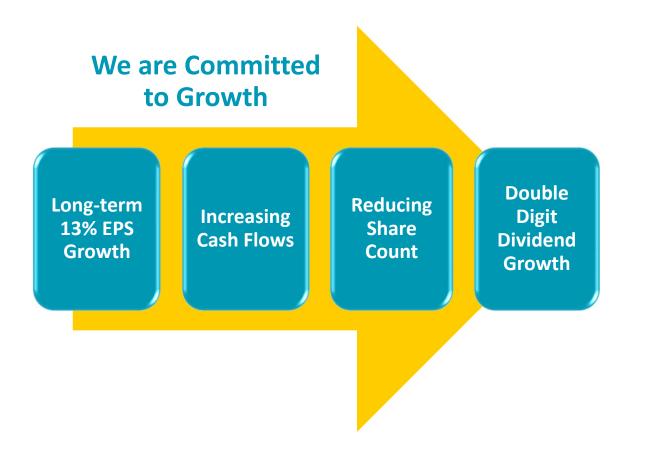
We are committed to double-digit increases in our annual dividends







# Why Own MARSH & MCLENNAN COMPANIES



#### **2014 & Beyond**

#### **Attractive Growth:**

- Revenue
- Earnings
- Margins
- Cash Flow
- Dividends
- **✓** Share Repurchase









# INVESTOR DAY 2014

MARCH 11, 2014









# **Forward-Looking Statements**

This presentation contains "forward-looking statements," as defined in the Private Securities Litigation Reform Act of 1995. These statements, which express management's current views concerning future events or results, use words like "anticipate," "assume," "believe," "continue," "estimate," "future," "intend," "plan," "project" and similar terms, and future or conditional tense verbs like "could," "may," "might," "should," "will" and "would." For example, we use forward-looking statements when addressing topics such as: growth in our businesses and earnings per share; increased cash flows; the volume of share repurchases and our total share count; growth in our dividend; the expected impact of acquisitions; and pension obligations.

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, among other things:

- our exposure to potential liabilities arising from errors and omissions claims against us;
- the impact of competition, including with respect to our geographic reach, the sophistication and quality of our services, our pricing relative to competitors, our customers' option to self-insure or utilize internal resources instead of consultants, and our corporate tax rates relative to a number of our competitors;
- the extent to which we retain existing clients and attract new business, and our ability to incentivize and retain key employees;
- our ability to maintain adequate physical, technical and administrative safeguards to protect the security of confidential information or data, and the potential of a system or network disruption that results in regulatory penalties, remedial costs and/or the improper disclosure of confidential information or data;
- our exposure to potential criminal sanctions or civil remedies if we fail to comply with foreign and U.S. laws and regulations that are applicable in the domestic and international jurisdictions in which we operate, including trade sanctions laws relating to countries such as Cuba, Iran, Sudan and Syria, anti-corruption laws such as the U.S. Foreign Corrupt Practices Act and the U.K. Bribery Act 2010, local laws prohibiting corrupt payments to government officials, as well as import and export restrictions;
- our ability to make acquisitions and dispositions and to integrate, and realize expected synergies, savings or benefits from, the businesses we acquire;
- changes in the funded status of our global defined benefit pension plans and the impact of any increased pension funding resulting from those changes;
- the impact on our net income caused by fluctuations in foreign currency exchange rates;
- our ability to successfully recover should we experience a disaster or other business continuity problem, such as an earthquake, hurricane, flood, terrorist attack, pandemic, security breach, cyber attack, power loss, telecommunications failure or other natural or man-made disaster;
- the impact of changes in interest rates and deterioration of counterparty credit quality on our results related to our cash balances and investment portfolios, including corporate and fiduciary funds;
- the potential impact of rating agency actions on our cost of financing and ability to borrow, as well as on our operating costs and competitive position;
- · changes in applicable tax or accounting requirements; and
- potential income statement effects from the application of FASB's ASC Topic No. 740 ("Income Taxes") regarding accounting treatment of uncertain tax benefits and valuation allowances, including the effect of any subsequent adjustments to the estimates we use in applying this accounting standard.

The factors identified above are not exhaustive. Marsh & McLennan Companies and its subsidiaries operate in a dynamic business environment in which new risks may emerge frequently. Accordingly, we caution readers not to place undue reliance on the above forward-looking statements, which speak only as of the dates on which they are made. The Company undertakes no obligation to update or revise any forward-looking statement to reflect events or circumstances arising after the date on which it is made. Further information concerning Marsh & McLennan Companies and its businesses, including information about factors that could materially affect our results of operations and financial condition, is contained in the Company's filings with the Securities and Exchange Commission, including the "Risk Factors" section of our most recently filed Annual Report on Form 10-K.