

# MARSH

## News Release

### **MARSH GOES LIVE WITH EUROTRADE**

#### *First trades take place on new electronic broking platform*

LONDON, 25 JULY 2005 – Marsh, the world's leading risk and insurance services firm, has made its first electronic trades using Eurotrade, its proprietary e-trade platform.

An industry front-runner in the adoption of new technology, Marsh is deploying Eurotrade via its Placement Plus Practice in the UK to support trading with the insurance market for mid to large-sized clients. By generating electronic documents and cutting down on duplication, Eurotrade will improve consistency and quality of information delivery to the marketplace.

In addition, the online binding process will greatly facilitate Marsh's ability to provide clients with contract certainty – an industry-wide regulatory requirement to be resolved by the end of 2006.

Placement Plus will transact most of the products traded in its UK mid market business and, using the web-based application, will provide local teams with access to the UK-wide marketplace. The trading system is currently being piloted in Scotland and will be rolled out across the UK by the end of 2005.

Welcoming the launch of Marsh's Eurotrade pilot programme, Keith Culling, National Broker Director UK, Corporate Business, Royal & Sun Alliance, said:

“Royal & Sun Alliance has always keen to support any initiative which sets out to improve service and transparency to the end customer. We are proud to have been one of the leading markets supporting Marsh's development and implementation of their Eurotrade platform in the UK. It will certainly offer clients a superior product and service proposition, supported by contract certainty.”

Graeme MacMillan, Placement Practice Leader at Marsh and Eurotrade implementation leader, said:

“The pilot programme is going very smoothly and we are delighted with the positive feedback from the markets. Deployment of Eurotrade is the first step towards our full integration with carriers’ systems in the UK marketplace, which will deliver significant service provision improvements to our clients.”

In addition to Eurotrade, Marsh will further consolidate its technology leadership on behalf of its clients with other major initiatives this year:

- E-trading for its new Risk Trading Practice aimed at the SME sector
- The use of automatic document generation to create documents such as policy summaries and ‘demands and needs’ statements
- The introduction of electronic scanning of files
- Windows XP roll out to all colleagues, replacing previous Windows operating systems and ensuring consistency across the firm.

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**Notes to editors**

**About Marsh**

Marsh, the world's leading risk and insurance services firm, has nearly 30,000 employees and annual revenues exceeding \$5 billion. The firm provides advice and transactional capabilities to clients in over 100 countries. Marsh is a unit of Marsh & McLennan Companies (MMC), a global professional services firm with more than 60,000 employees and annual revenues exceeding \$12 billion. MMC also is the parent company of Guy Carpenter, Kroll, Putnam Investments, and Mercer. MMC's stock (ticker symbol: MMC) is listed on the New York, Chicago, Pacific, and London stock exchanges. MMC's Web site address is [www.mmc.com](http://www.mmc.com). Marsh's web site address is [www.marsh.co.uk](http://www.marsh.co.uk)

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