

MARSH

News Release

MARSH SETS FOCUS ON UK SMALL AND MEDIUM SIZED SECTOR WITH CREATION OF RISK TRADING PRACTICE

LONDON, 30 JUNE 2005 – Marsh, the world's leading risk and insurance services firm, has created a new Risk Trading Practice (RTP) as part of its UK Retail business. The Practice is a specialist business unit which will focus on the risk and insurance needs of small and medium sized companies.

Underpinning RTP are new technology and processes that will simplify administration of client insurance programmes, reduce duplication of effort and improve efficiency. When combined with the technical and market expertise of Marsh, RTP will deliver competitive products that respond to client needs, minimise cost, while supporting Marsh's objectives of transparency and contract certainty. In essence, RTP will make insurance an easier purchase that delivers value for money to the leaders of small and medium sized firms.

Marsh's Risk Trading Practice will operate from 15 locations across the UK, ensuring country-wide coverage and an ability to provide local services where appropriate.

Commenting on the launch, Ron Hayes, Executive Director of the Risk Trading Practice, said:

“Small and medium sized businesses are one of the most important and fastest growing sectors of the UK economy. Companies in this sector are looking for products that are competitive, respond to their needs and are available at the lowest cost and effort possible.

“The Risk Trading Practice will combine sector, industry, product and market expertise that I am confident will allow us to meet those needs. We will set new standards of efficiency and quality of delivery that will provide our clients with an unparalleled proposition.”

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Notes to editors

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. Marsh's web site address is www.marsh.co.uk

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