# MMC Reports Fourth Quarter and Year-End 2006 Results

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## NEW YORK -- (BUSINESS WIRE) --

Marsh & McLennan Companies, Inc. (MMC) today reported financial results for the fourth quarter and year ended December 31, 2006. Consolidated revenues in the fourth quarter were \$3.1 billion, an increase of 9 percent from 2005. Consolidated net income was \$226 million, an increase of over 500 percent from the fourth quarter of 2005, and earnings per share grew to \$.40 from \$.06. Earnings per share from continuing operations rose to \$.39 in the fourth quarter from \$.03 last year.

Full-year consolidated revenues were \$11.9 billion, an increase of 3 percent from \$11.6 billion in 2005. Consolidated net income was \$990 million, or \$1.76 per share, compared with \$404 million, or \$.74 per share, in 2005. Results from discontinued operations, net of tax, were \$172 million, or \$.31 per share, resulting primarily from MMC's sale of its investment in Sedgwick Claims Management in early 2006. Results from discontinued operations in 2005 were \$37 million, or \$.07 per share. Income from continuing operations was \$818 million, or \$1.45 per share, compared with \$367 million, or \$.67 per share, in 2005. Stock option expense in 2006 was \$116 million. Stock option expense in 2005 was \$64 million, and related only to the last two quarters of 2005 since MMC adopted SFAS No. 123R, "Share-Based Payment," on July 1, 2005.

A number of noteworthy items affected financial results, including restructuring costs and credits; legal and regulatory costs primarily related to market service agreements; and other items indicated in the attached supplemental information. In the fourth quarter of 2006, noteworthy items were a credit of \$5 million, including the realized gain of \$74 million on the sale of five floors in MMC's corporate headquarters, while noteworthy items in 2005 reduced earnings per share from continuing operations by \$.18. For the full year, noteworthy items reduced earnings per share by \$.19 in 2006, compared with \$.76 in 2005.

"MMC had another good quarter, reporting its strongest revenue growth in three years," said Michael G. Cherkasky, president and chief executive officer of MMC. "The progress we saw at Marsh in the first nine months of 2006 continued in the fourth quarter, including improved revenue trends and increased profitability. Revenues from new business at Marsh were the highest they have been since the first half of 2004. In light of this, we are encouraged about Marsh's prospects in 2007. Throughout the year, Guy Carpenter rose to the challenges of a complex reinsurance marketplace, producing increased revenues driven by double-digit growth in new business. Kroll's increased revenues in the quarter were driven by solid results in its technology business. In the quarter, Mercer Human Resource Consulting improved margins and produced strong revenue growth, and Mercer Specialty Consulting continued its exceptional performance, reporting double-digit revenue growth. Putnam's net flows were neutral in the quarter, achieving a long-standing goal.

"The announced sale of Putnam will enhance our financial flexibility and allow us to concentrate on our market-leading risk and human capital businesses. We have reignited MMC's engines of growth, and we look forward to the future with confidence," Mr. Cherkasky concluded.

# **Risk and Insurance Services**

Risk and insurance services revenues in the fourth quarter increased 4 percent to \$1.4 billion, or 5 percent on an underlying basis. Operating income more than doubled to \$127 million, compared with \$62 million in the fourth quarter of 2005, reflecting gains from private equity investments, operating efficiencies, cost discipline, and restructuring efforts.

Marsh's underlying revenues grew 3 percent, excluding the impact of market service revenues, the second consecutive quarter of revenue growth by this measure and the largest in over two years. Strong new business growth across all geographies drove Marsh's performance. For the full year, new business increased a robust 10 percent, with accelerating growth as the year progressed, including 9 percent growth in the Americas. As reported, Marsh's revenues declined 1 percent to \$1.1 billion in the fourth quarter.

Guy Carpenter's revenues increased 9 percent in the fourth quarter to \$171 million, or 8 percent on an underlying basis, driven by 13 percent growth in new business. These results were achieved despite a reinsurance marketplace where increases in U.S. property catastrophe rates were mitigated by reduced reinsurance capacity and higher client risk retentions, and where rates in most other lines of business were stable to down globally.

Risk Capital Holdings generated revenues of \$74 million in the fourth quarter, compared with \$27 million in the same period of 2005. This increase was entirely due to mark-to-market gains in private equity investments. Full-year revenues were \$193 million, compared with \$189 million in 2005.

# Risk Consulting and Technology

Kroll's revenues increased 12 percent in the fourth quarter to \$241 million, or 4 percent on an underlying basis. Kroll's technology enabled solutions business produced 17 percent growth in revenues, including double-digit growth in background screening and technology services. Kroll's profitability in the quarter increased significantly, due to revenue growth, expense control, and the early termination of a licensing agreement. Results reflect the sale of Kroll's international security business, which has been included in MMC's discontinued operations.

## Consulting

Revenues for consulting increased 15 percent to \$1.1 billion in the fourth quarter, or 10 percent on an underlying basis. Operating income grew 24 percent. Full-year revenues increased 11 percent to \$4.2 billion, or 9 percent on an underlying basis.

Mercer Human Resource Consulting increased revenues 12 percent to \$769 million in the fourth quarter, or 8 percent on an underlying basis. This strong growth was driven by the retirement and investment business and the talent business. Full-year revenues increased 8 percent to \$3 billion, or 7 percent on an underlying basis.

Mercer Specialty Consulting's revenues grew 23 percent to \$341 million in the fourth quarter, or 15 percent on an underlying basis. Full-year revenues increased 19 percent to \$1.2 billion, or 16 percent on an underlying basis. Each of the Mercer Specialty companies contributed to this exceptional performance, led by Mercer Oliver Wyman, which increased underlying revenues 22 percent.

## **Investment Management**

Putnam's revenues of \$359 million were flat, compared with the fourth quarter last year. Ending assets on December 31, 2006 were \$192 billion, comprising \$124 billion in mutual fund assets and \$68 billion in institutional assets. Average assets under management were \$189 billion, compared with \$188 billion in the fourth quarter of 2005. Operating income increased on a year-over-year basis, due to lower expenses. With the announced sale of Putnam on February 1, Putnam will be classified as a discontinued operation in 2007.

# Other Items

MMC's net debt position, which is total debt less cash and cash equivalents, was \$2.9 billion at year-end 2006, a decrease of \$520 million in the fourth quarter and \$640 million in the year, driven by strong operating cash flows. The company increased its quarterly dividend by 12 percent, from \$.17 to \$.19, payable in the first quarter of 2007.

During the fourth quarter, MMC made a discretionary contribution of its investment position in Trident III of \$182 million to its U.K. defined benefits plans.

# Conference Call

A conference call to discuss fourth quarter and year-end 2006 results will be held today at 10:00 a.m. Eastern Time. To participate in the teleconference, please dial 866 564 7444 or 719 234 0008 (international). The access code for both numbers is 2424845. The audio webcast may be accessed at <u>www.mmc.com</u>. A replay of the webcast will be available approximately two hours after the event at the same web address.

MMC is a global professional services firm with annual revenues of approximately \$12 billion. It is the parent company of Marsh, the world's leading risk and insurance services firm; Guy Carpenter, the world's leading risk and reinsurance specialist; Kroll, the world's leading risk consulting company; Mercer, a major global provider of human resource and specialty consulting services; and Putnam Investments, one of the largest investment management companies in the United States. Approximately 55,000 employees provide analysis, advice, and transactional capabilities to clients in over 100 countries. Its stock (ticker symbol: MMC) is listed on the New York, Chicago, and London stock exchanges. MMC's website address is <u>www.mmc.com</u>.

This press release 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," "expect," "intend," "plan," "project" and similar terms, and future or conditional tense verbs like "could," "should," "will" and "would." For example, we may use forward-looking statements when addressing topics such as: the impact of acquisitions and dispositions; future actions by our management or regulators; the outcome of contingencies; changes in our business strategy; changes in our business practices 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; 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 concerning our insurance and reinsurance brokerage and investment management operations;
- -- the fact that MMC's agreement to sell Putnam, announced on February 1, 2007, is subject to a number of closing conditions, some of which are outside of MMC's control, and we cannot be certain that the transaction will close as planned or that the announced sale price will not be adjusted pursuant to the terms of the sale agreement;
- -- Putnam's performance between now and the closing of the announced sale later in 2007, including the actual and relative investment performance of Putnam's mutual funds and institutional and other advisory accounts, Putnam's net fund flows and the level of Putnam's assets under management;
- -- our ability to effectively deploy MMC's proceeds from the sale of Putnam, and the timing of our use of those proceeds;
- -- the fact that our estimate of the dilutive impact of the sale of Putnam on MMC's future earnings per share is necessarily based on a set of current management assumptions, including assumptions about MMC's use of sale proceeds and the operating results of Putnam and MMC's other subsidiaries;
- -- 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 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 ability to make strategic acquisitions and dispositions

and to integrate, and realize expected synergies, savings or strategic benefits from, the businesses we acquire;

- -- 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;
- -- the impact on our operating results of foreign exchange fluctuations; and
- -- changes in the tax or accounting treatment of our operations and the impact of other legislation and regulation, including as to licensing matters, in the jurisdictions in which we operate, particularly given the global scope of our businesses.

The factors identified above are not exhaustive. MMC and its subsidiaries operate in a dynamic business environment in which new risks may emerge frequently. Accordingly, MMC cautions readers not to place undue reliance on its forward-looking statements, which speak only as of the dates on which they are made. MMC 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 MMC and its businesses, including information about factors that could materially affect our results of operations and financial condition, is contained in MMC's filings with the Securities and Exchange Commission.

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

	Decemb		Twelve Months Ended December 31,			
		2005	2006	2005		
Revenue: Service Revenue Investment Income		\$ 2,784 27		183		
Total Revenue	3,063	2,811	•	•		
Expense: Compensation and Benefits Other Operating Expenses Total Expenses	823	1,588 1,107 2,695	7,113 3,350	6,897 3,828		
Operating Income	397	116	1,458	853		
Interest Income	19	14	64	47		
Interest Expense	(72)	(79)	(303)	(332)		
Income Before Income Taxes and Minority Interest Expense Income Taxes	344	51 30	1,219 388	568		
Minority Interest Expense, Net of Tax	4	4	13	10		

Income from Continuing Operations	223	17	818	367
Discontinued Operations, Net o Tax	of 3	18	172	37
Net Income	\$    226 =======	\$     35 =======	\$    990 =======	\$    404 ======
Basic Net Income Per Share - Continuing Operations	\$ 0.41	\$ 0.03		\$ 0.68
- Net Income	\$ 0.41 ======	\$ 0.06	\$ 1.80	\$ 0.75
Diluted Net Income Per Share - Continuing Operations	\$ 0.39 =======		\$ 1.45 =======	
- Net Income	\$ 0.40 ======			\$ 0.74 ======
Average Number of Shares Outstanding				
- Basic	551			538
- Diluted	561	555	557	543
Shares Outstanding at 12/31	552	546 =====	552 ======	546 =====

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

	There e . N	to which a		Components of Revenue Change						
		led er 31,		A Currency						
	2006	2005			Impact					
Risk and Insurance Services Insurance										
Services Reinsurance	\$1,129	\$1,135	(1) %	2%	(3) %	-				
Services Risk Capital	171	155	9%	1%	-	8%				
-	74	27	174%	-	-	174%				
Total Risk and Insurance Services	1,374	1,317	- 4%	2%	(3) %	5%				
Risk Consulting & Technology		215	12%	3%	5%	4%				

Consulting Human

Resource

Consulting Specialty	769	690	12%	4%	-	8%
Consulting	341	276	23%	3%	5%	15%
Total Consulting	1,110	966	15%	3%	2%	10%
Investment Management	359	360	-	-	-	-
Total Operating Segments	3,084	2,858	8%	2%	_	6%
Corporate Eliminations	(21)	(47)				
Total Revenue	\$3,063	\$2,811 =======	9%	2%	-	7%

	Twelve N	lontha		Components of Revenue Char						
	Enc Decembe	ded			Acquisitions/ Dispositions					
	2006	2005		-	Impact	Revenue				
Risk and Insurance Services Insurance										
Services Reinsurance	\$4,390	\$4 <b>,</b> 567	(4) %	-	(2)%	(2)%				
Services Risk Capital	880	836	5%	-	-	5%				
Holdings	193			-	(5)%	7%				
Total Risk and Insurance Services		5,592		-	(2) %	-				
Risk Consulting & Technology		872	12%	-	3%	9%				
Consulting Human										
Resource Consulting	3,021	2,794	8%	18	-	7%				
Specialty Consulting	1,204	1,008	19%	1%	2%	16%				
Total Consulting	4,225	3,802	- 11%	18	1%	98				
Investment Management	1,385	1,506	(8)%	_	-	(8)%				

Total Operating Segments	12,052	11 <b>,</b> 772	2%	-	-	2%
Corporate Elimination	us (131)	(194)				
Total Revenue	\$11,921 =======	\$11,578	3%	_	-	3%

Notes

- Underlying revenue measures the change in revenue, before the impact of acquisitions and dispositions, using consistent currency exchange rates.
- Interest income on fiduciary funds amounted to \$45 and \$37 million for the three months ended December 31, 2006 and 2005, respectively and \$180 and \$151 million for the twelve months ended December 31, 2006 and 2005, respectively.
- Revenue includes net investment income (loss) of \$72 and \$29 million for Risk and Insurance Services and \$9 and \$(2) million for Investment Management for the three months ended December 31, 2006 and 2005, respectively. Net investment income (loss) was \$196 and \$180 million for Risk and Insurance Services, \$1 and \$0 million for Consulting, and \$25 and \$3 million for Investment Management for the twelve months ended December 31, 2006 and 2005, respectively.
- Risk Capital Holdings owns investments in private equity funds and insurance and financial services firms.
- Effective January 1, 2007, Risk Consulting and Technology transferred to Insurance Services certain businesses which had revenue of approximately \$25 million in 2006.
- Insurance Services revenue includes market service revenue of \$0 and \$29 million for the three months ended December 31, 2006 and 2005, respectively and \$43 million and \$114 million for the twelve months ended December 31, 2006 and 2005, respectively.

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

		Nonths Ended				
	2006	2005	2006	2005		
Revenue: Risk and Insurance Services Risk Consulting & Technology Consulting Investment Management	\$ 1,374 241 1,110 359	215 966		,		
Corporate/Eliminations	3,084 (21 \$ 3,063		•	·		
Operating Income (Loss): Risk and Insurance Services	\$ 127	\$ 62	\$ 677	\$ 305		

Risk Consulting & Technology Consulting Investment Management Corporate		45 117 86 22		16 94 59 (115)		149 466 303 (137)	121 451 263 (287)
	\$ 	397	\$ 	116	\$	1,458	\$  853
Segment Operating Margins: Risk and Insurance Services		9.2%		4.7%		12.4%	5.5%
				4.78 7.48			
Risk Consulting & Technology Consulting				7.48 9.78			
Investment Management				16.4%			
Investment Management		24.0%		10.40		21.9%	11.5%
Consolidated Operating Margin		13.0%		4.1%		12.2%	7.4%
Pretax Margin		11.2%		1.8%		10.2%	4.9%
Effective Tax Rate		34.0%		58.8%		31.8%	33.7%
Potential Minority Interest Associated with the Putnam Equity Partnership Plan Net of Dividend Equivalent Expense Related to MMC Common Stock Equivalents	Ş	4	Ş	3			4
Marsh & McL Supplemental Inform	ati	on- Con	tin	uing Op	era	ations	

(Millions) (Unaudited)

# Significant Items Impacting the Comparability of Financial Results:

The year-over-year comparability of MMC's fourth quarter and twelvemonth financial results is affected by a number of noteworthy items and stock option expense. The following table identifies the impact of noteworthy items on operating income for the periods indicated.

	Insu	rance	Ris Consul & Techn	ting	Cons	ulting
Three Months Ended December 31, 2006						
Restructuring Charges (a) Accelerated Amortization/Depreciation Settlement, Legal and Regulatory (b)	\$	37	Ş	-	\$	10
		5		-		-
		11		_		-
Total Impact in 2006	\$	53	\$	-	\$	10
Three Months Ended December 31, 2005	-					
Restructuring Charges (a) Employee Retention Awards Settlement, Legal and Regulatory	\$	62 (10)	Ş	- -	\$	1 7
(b) Other		19 1		-		-
Total Impact in 2005	\$ 	72	\$		\$ 	8

Twelve Months Ended December 31, 2006

#### \$ 100 \$ 1 \$ 27 Restructuring Charges (a) Accelerated 28 \_ Amortization/Depreciation Settlement, Legal and Regulatory 43 \_ \_ (b) \_\_\_\_\_ \_\_\_\_\_ Total Impact in 2006 \$ 171 \$ 1 \$ 27 ----- ------Twelve Months Ended December 31, 2005 -----\$ 257 \$ - \$ 1 - 37 Restructuring Charges (a) Employee Retention Awards Settlement, Legal and Regulatory 88 \_ (b) Estimated Mutual Fund Reimbursement (C) \_ Other 12 \_ ----- ----- ------Total Impact in 2005 \$ 435 \$ - \$ 38 ----- ----- ------Investment Management Corporate Total ----- ------ ------Three Months Ended December 31, 2006 \_\_\_\_\_ \$ - \$ (72) \$ (25) Restructuring Charges (a) Accelerated 4 Amortization/Depreciation \_ 9 Settlement, Legal and Regulatory (b) \_ -11 \_\_\_\_\_ \_\_\_ Total Impact in 2006 \$ - \$ (68) \$ (5) ----- -----Three Months Ended December 31, 2005 \_\_\_\_\_ Restructuring Charges (a) \$ - \$ 4 \$ 67 Employee Retention Awards (3) Settlement, Legal and Regulatory 10 28 57 (b) Other 11 -12 \_\_\_\_\_ \_ \$ 10 \$ 43 \$ 133 Total Impact in 2005 ----- ----- ------Twelve Months Ended December 31, 2006 \_\_\_\_\_ \$ - \$ (41) \$ 87 Restructuring Charges (a) Accelerated - 10 38 Amortization/Depreciation Settlement, Legal and Regulatory (7) – 36 (b) \_\_\_\_ \_\_\_\_\_ \_ \_\_\_\_\_ \$ (7) \$ (31) \$ 161 Total Impact in 2006

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Twelve Months Ended December 31, 2005

Restructuring Charges (a) Employee Retention Awards	\$ - -	\$	\$ 317 115
Settlement, Legal and Regulatory (b) Estimated Mutual Fund Reimbursement	(2)	4	90
(c) Other	35 4	- 9	35 25
Total Impact in 2005	\$ 37	\$ 72	\$ 582

Notes:

- (a) Primarily includes severance and related charges, costs for future rent and other costs for real estate resulting from cost reduction initiatives and the gain on the sale of certain floors in MMC's headquarters building (see MMC's Form 10-Q for the period ended March 31, 2005 and Form 8-K dated September 20, 2006 for more information).
  (b) Reflects costs of certain legal and regulatory matters, including legal fees and settlement costs 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 market-timing and other issues at Putnam. Regulatory expenses in Risk and Insurance Services include fees for professional services provided by other MMC companies; the resulting inter-company balances are eliminated in Corporate. The credits for Investment Management represent insurance recoveries relating to previously expensed legal fees.
- (c) Reflects costs to address issues relating to the calculation of certain amounts paid by the Putnam mutual funds in previous years. The previous payments were cost reimbursements by the Putnam mutual funds to Putnam for transfer agency services related to defined contribution operations.
- Interest Expense. A noteworthy item affecting 2005 net income was the \$34 million prepayment penalty related to a mortgage refinancing of MMC's headquarters building in New York, recorded as interest expense.
- Stock Option Expense. The year-over-year comparability of MMC's fourth quarter and twelve-month financial results is affected by MMC's adoption, effective July 1, 2005, of SFAS 123R ("Share Based Payment"). Stock option expense for the three months ended December 31, 2006 was \$23 million: Risk and Insurance Services - \$9 million, Risk Consulting & Technology - \$0 million, Consulting - \$9 million, Investment Management - \$3 million, Corporate - \$2 million. Stock option expense for the twelve months ended December 31, 2006 was \$116 million: Risk and Insurance Services - \$47 million, Risk Consulting & Technology - \$2 million, Consulting - \$41 million, Investment Management - \$14 million, Corporate - \$12 million. A charge of \$33 million and \$64 million for the quarter and twelve months ended December 31, 2005, respectively, is reflected in Corporate results.
- Impact on Operating Income and Margins in Risk and Insurance Services. In Risk and Insurance Services, noteworthy items and stock option expense together totaled \$218 million for the twelve months of 2006, affecting segment operating margin by 4 percentage points. Noteworthy items totaled \$435 million for twelve months of 2005, affecting segment operating margin by 7.7 percentage points. Adjusting for these impacts, the segment's adjusted operating income was \$895 million and adjusted operating margin was 16.4 percent for the twelve months of 2006, compared to adjusted operating income of \$740 million and an adjusted operating margin of 13.2 percent for the twelve months of 2005. The adjusted operating income and adjusted segment

operating margin are non-GAAP financial measures within the meaning of Regulation G promulgated by the Securities and Exchange Commission. MMC believes that presenting these measures may help investors and others understand aspects of Risk and Insurance Services operating performance that may not be apparent from MMC's reported GAAP results. However, non-GAAP financial measures are not a substitute for MMC's reported GAAP information, and may not be comparable to similar information provided by industry peers.

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

	Dec. 32 2006		t. 30, 006				ch 31, 006		
Mutual Funds: Growth Equity Value Equity Blend Equity Fixed Income	\$ 20 3' 21 3:	7	26 36 26 30	\$	27 36 26 30	Ş	31 37 27 31	\$	31 37 26 32
Total Mutual Fund Assets	12	1 	118		119		126		126
Institutional: Equity Fixed Income	31		34 30		32 29		34 29		34 29
Total Institutional Assets	68	3	64		61		63		63
Total Ending Assets	\$ 192 =====		182 ======	 \$ ====		\$ ====		 \$ ===	189 =====
The asset information al includes the following Assets from Non-US Investors Assets in Prime Money Market Funds			34 				32  .2	\$ ==== \$ ===	32 ===== .5 =====
Average Assets Under Management: Quarter	\$ 18		179	\$	185	\$	190	\$	188
Year-to-Date	\$ 18	5 \$		\$	188	\$	190	\$	196
Net Flows including Dividends Reinvested: Quarter	\$ (0.2		(3.1)				(6.6)		(6.4)
Year-to-Date	\$(15.8	3) \$	(15.7)	\$(	12.6)	\$	(6.6)	\$(	31.7)
Impact of Market/Performance on Ending Assets Under Management	\$ 9.9		5.5						

\* Net redemptions in the quarter ended June 30, 2006 include \$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.

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

	Dec	ember 31, 2006	Dece	ember 31, 2005
ASSETS				
Current assets: Cash and cash equivalents Net receivables Assets of discontinued operations Other current assets	\$	2,089 3,008 	\$	2,020 2,730 153 359
Total current assets		5,834		5,262
Goodwill and intangible assets Fixed assets, net Long-term investments Pension related asset Other assets		7,775 1,043 597 613 2,275		7,773 1,178 277 1,596 1,806
TOTAL ASSETS		18,137		17,892
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	\$	1,111 2,477 238 1,507  216 	\$	498 1,733 333 1,413 89 192 93
Total current liabilities		5,549		4,351
Fiduciary liabilities Less – cash and investments held in a		3,704		3,795
fiduciary capacity		(3,704)		(3,795)
Long-term debt Regulatory settlements Pension, postretirement and postemployment		3,860 173		5,044 348
benefits Other liabilities		1,089 1,647		1,180 1,609
Total stockholders' equity		5,819		5,360
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY		18,137		17,892

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

The following table provides reclassified prior period reported amounts to reflect discontinued operations classification for Kroll Security International, which was sold in December 2006.

		Twelve Months Ended			
2006	March 31,				
Risk and Insurance Services Insurance Services Reinsurance Services Risk Capital Holdings	\$ 1,146 281	\$ 1,106 214	\$ 1,009	\$ 1,129 171	
Total Risk and Insurance Services	1,473	1,348	1,268	1,374	5,463
Risk Consulting & Technology	234	265	239	241	979
Consulting Human Resource Consulting Specialty Consulting		751 297	762 304	769 341	
Total Consulting	1,001	1,048	1,066	1,110	4,225
Investment Management	345	339	342	359	1,385
Total Operating Segments	3,053	3,000	2,915	3,084	12,052
Corporate Eliminations	(37)	(30)	(43)	(21)	(131)
Total Revenue	•		\$ 2,872	•	\$ 11,921 =======
		Twelve Months Ended			

		Ended			
2005	March 31,	June 30,	Sept. 30,	Dec. 31,	Dec. 31,
Risk and Insurance Services					
Insurance Services	\$ 1 <b>,</b> 232	\$ 1 <b>,</b> 172	\$ 1,028	\$ 1 <b>,</b> 135	\$ 4 <b>,</b> 567
Reinsurance Services	282	192	207	155	836
Risk Capital Holdings	63	54	45	27	189
Total Risk and Insurance Services	1,577	1,418	1,280	1,317	5 <b>,</b> 592

Risk Consulting & Technology	216	219	222	215	872
Consulting Human Resource					
Consulting Specialty Consulting	229	254		276	2,794 1,008
Total Consulting					3,802
Investment Management	398	377	371	360	1,506
Total Operating Segments	3,115	2,986	2,813	2,858	11,772
Corporate Eliminations	(62)	(31)	(54)	(47)	(194)
Total Revenue	\$ 3,053	\$ 2 <b>,</b> 955	\$ 2 <b>,</b> 759	\$ 2,811	\$ 11 <b>,</b> 578

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

The following table provides reclassified prior period reported amounts to reflect discontinued operations classification for Kroll Security International, which was sold in December 2006.

	Three Months Ended							Twelve Months Ended		
2006	March	31,	June	e 30,	Sept	. 30,	Dec	. 31,	Dec.	31,
Operating Income (Loss): Risk and Insurance Services Risk Consulting & Technology Consulting Investment Management Corporate		24 113 64		42 124 76 (42)	\$	38 112 77 (49)		45 117 86 22		149 466 303
Interest Income		16		13		16		19		64
Interest Expense		(78)		(78)		(75)		(72)		(303)
Income Before Income Taxes and Minority Interest, Net of Tax								344		,219
Interest Expense Income Before Income Taxes and Minority		16 (78)		13 (78)		16 (75)		19 (72) 344		64 (303 ,219

Minority Interest Expense, Net of Tax	2	3	4	4	13			
Income From Continuing Operations	241	174	180	223	818			
Discontinued Operations, Net of Tax	175	(2)	(4)	3	172			
Net Income	\$ 416 ======	\$ 172	\$ 176 ======	\$ 226 ======	\$ 990 =====			
Basic Income Per Share								
- Continuing Operations	\$ 0.44 =========	\$ 0.32	\$ 0.33	\$ 0.41	\$ 1.49 ======			
Diluted Income Per Share -								
Continuing Operations	\$ 0.43	\$ 0.31 =======	\$ 0.32	\$ 0.39 ======	\$ 1.45			
		Three Months Ended						
2005	March 31,	June 30,	Sept. 30,	Dec. 31,	Dec. 31,			
Operating Income (Loss): Risk and Insurance Services Risk Consulting & Technology Consulting Investment Management Corporate	\$ 137 37 110 50 (73) 261	34 130 71 (30) 291	\$ 20 34 117 83 (69) 	\$ 62 16 94 59 (115) 	\$ 305 121 451 263 (287) 			
Interest Income	9	11	13	14	47			
Interest Expense	(69)	(73)	(111)	(79)	(332)			
Income Before Income Taxes and Minority Interest, Net of Tax	201	229	87	51	568			
Income Taxes	70	68	23	30	191			
Minority Interest Expense, Net of Tax	2		2		10			
Income From Continuing Operations Discontinued		159	62	17	367			
Operations, Net of Tax	5	7	7	18	37			

Net Income	\$	134	\$	166	\$	69	\$	35	\$	404
	===		==		===		====		===	
Basic Income Per Share										
Continuing Operations	\$ ===	0.24	\$ ==	0.30	\$ ===	0.11	\$ ( ====	0.03	\$ ===	0.68
Diluted Income Per Share -										
Continuing Operations	\$ ===	0.24	\$ ==	0.29	\$ ===	0.11	\$ ( ====	).03 =====	\$ ===	0.67

Source: Marsh & McLennan Companies, Inc.

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