

### **NEWS RELEASE**

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MARSH & McLENNAN COMPANIES REPORTS SECOND QUARTER 2016 RESULTS

Underlying Revenue Rises 3% Reflecting Growth Across All Four Operating Companies

Strong Growth in GAAP Operating Income of 16% and Adjusted Operating Income of 14%

GAAP EPS Rises 17% to \$.90 and Adjusted EPS Increases 14% to \$.91

**NEW YORK**, July 28, 2016 - Marsh & McLennan Companies, Inc. (NYSE: MMC), a global professional services firm offering clients advice and solutions in risk, strategy and people, today reported financial results for the second guarter ended June 30, 2016.

Marsh & McLennan Companies President and CEO Dan Glaser said: "We delivered another strong quarter with 14% growth in adjusted EPS and margin expansion in both segments. Underlying revenue rose 3% on a consolidated basis, reflecting an increase of 2% in Risk & Insurance Services and 5% in Consulting. Adjusted operating income was up 14%, with both segments contributing double-digit growth. We continue to produce strong results as we help clients navigate global uncertainty. We expect to deliver underlying revenue growth, meaningful margin expansion and strong growth in earnings per share in 2016."

#### Consolidated Results

Consolidated revenue in the second quarter of 2016 was \$3.4 billion, an increase of 5% compared with the second quarter of 2015. On an underlying basis, revenue increased 3%. Operating income rose 16% to \$726 million. Adjusted operating income, which excludes noteworthy items as presented

in the attached supplemental schedules, increased 14%, to \$734 million. Net income attributable to the Company was up 13% to \$472 million. Earnings per share increased 17% to \$.90. Adjusted earnings per share was up 14% to \$.91 compared with \$.80 in last year's second quarter.

For the six months ended June 30, 2016, net income attributable to the Company increased 6% to \$953 million. Earnings per share rose 9% to \$1.81. Adjusted earnings per share increased 8% to \$1.83 compared with \$1.70 for the comparable period in 2015.

#### Risk & Insurance Services

Risk & Insurance Services revenue was \$1.8 billion in the second quarter of 2016, an increase of 6%. Revenue grew 2% on an underlying basis. Operating income was \$490 million, an increase of 15%. Adjusted operating income rose 11% to \$493 million compared with \$445 million in last year's second quarter. For the six months ended June 30, 2016, revenue was \$3.7 billion, an increase of 5%, or 2% on an underlying basis. Operating income rose 7% to \$1 billion. Adjusted operating income rose 5% to \$1.0 billion, compared with \$991 million last year.

Marsh's revenue in the second quarter of 2016 was \$1.6 billion, an increase of 2% on an underlying basis. International operations produced underlying revenue growth of 4%: EMEA grew 3%, Asia Pacific rose 2% and Latin America increased 11%, while the U.S./Canada division was flat. Guy Carpenter's second quarter revenue was \$285 million, an increase of 3% on an underlying basis.

#### Consulting

Consulting revenue was \$1.5 billion in the second quarter, an increase of 4%. Revenue grew 5% on an underlying basis. Operating income rose 15% to \$285 million. Adjusted operating income increased 18% to \$288 million compared with \$244 million in last year's second quarter. For the first six months of 2016, revenue was \$3 billion, up 4%, or 5% on an underlying basis. Operating income rose 7% to \$530 million. Adjusted operating income increased 7% to \$526 million compared with \$491 million in 2015.

Mercer's revenue was \$1.1 billion in the second quarter, an increase of 4% on an underlying basis.

Investments grew 6% on an underlying basis: Talent increased 6%; Health grew 5%; and Retirement

rose 2%. Oliver Wyman Group's revenue was \$460 million in the second quarter, an increase of 5% on an underlying basis.

#### Other Items

The Company repurchased 3.5 million shares of stock for \$225 million in the second quarter. Through six months, the Company has repurchased 7.0 million shares for \$425 million. In May, the Board of Directors increased the quarterly dividend 10%, to \$.34 per share, effective with the third quarter payment on August 15, 2016.

#### Conference Call

A conference call to discuss second quarter 2016 results will be held today at 8:30 a.m. Eastern time. To participate in the teleconference, please dial +1 888 857 6931. Callers from outside the United States should dial +1 719 457 2603. The access code for both numbers is 4828587. The live audio webcast may be accessed at <a href="https://www.mmc.com">www.mmc.com</a>. A replay of the webcast will be available approximately two hours after the event.

#### **About Marsh & McLennan Companies**

MARSH & McLENNAN COMPANIES (NYSE: MMC) is a global professional services firm offering clients advice and solutions in the areas of risk, strategy and people. Marsh is a leader in insurance broking and risk management; Guy Carpenter is a leader in providing risk and reinsurance intermediary services; Mercer is a leader in talent, health, retirement and investment consulting; and Oliver Wyman is a leader in management consulting. With annual revenue of \$13 billion and approximately 60,000 colleagues worldwide, Marsh & McLennan Companies provides analysis, advice and transactional capabilities to clients in more than 130 countries. The Company is committed to being a responsible corporate citizen and making a positive impact in the communities in which it operates. Visit www.mmc.com for more information and follow us on LinkedIn and Twitter @MMC Global.

#### INFORMATION CONCERNING FORWARD-LOOKING STATEMENTS

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," "future," "intend," "plan," "project" and similar terms, and future or conditional tense verbs like "could," "may," "might," "should," "will" and "would." Forward-looking statements are subject to inherent risks and uncertainties that could cause actual results to differ materially from those expressed or implied in our forward-looking statements.

Factors that could materially affect our future results include, among other things:

- our ability to maintain adequate safeguards to protect the security of our information systems and confidential, personal or proprietary information;
- our ability to successfully recover if we experience a business continuity problem due to cyberattack,
   natural disaster or otherwise;
- our exposure to potential losses and liabilities, including reputational impact, arising from errors and omissions, breach of fiduciary duty and similar claims against us;
- our ability to compete effectively and adapt to changes in the competitive environment, including to technological and other types of innovation;
- the impact of potential changes in global economic, political and market conditions on us, our clients and
  the industries in which we operate, including the impact of the vote in the U.K. to exit the EU and rising
  protectionist laws and business practices;
- the impact of changes in applicable tax laws and regulations, including of the regulations recently proposed by the U.S. Treasury Department;
- the effect of our global pension obligations on our financial position, earnings and cash flows and the impact of low interest rates on those obligations;
- our exposure to potential civil remedies or criminal penalties if we fail to comply with U.S. and non-U.S. laws and regulations applicable in the jurisdictions in which we operate;
- the financial and operational impact of complying with laws and regulations where we operate;
- the impact of fluctuations in foreign exchange, interest rates and securities markets on our results;
- the impact on our competitive position of our tax rate relative to our competitors;
- our ability to incentivize and retain key employees; and
- the impact of changes in accounting rules or in our accounting estimates or assumptions.

The factors identified above are not exhaustive. We caution readers not to place undue reliance on any forward-looking statements, which are based only on information currently available to us and 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 and the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of our most recently filed Annual Report on Form 10-K.

# Marsh & McLennan Companies, Inc.

Consolidated Statements of Income
(In millions, except per share figures)
(Unaudited)

	Tł	nree Mon June	iths E e 30,	inded	;		hs Ended e 30,		
		2016		2015		2016		2015	
Revenue	\$	3,376	\$	3,225	\$	6,712	\$	6,440	
Expense:									
Compensation and Benefits		1,872		1,826		3,726		3,556	
Other Operating Expenses		778		770		1,527		1,520	
Operating Expenses		2,650		2,596		5,253		5,076	
Operating Income		726		629		1,459		1,364	
Interest Income		2		3		4		6	
Interest Expense		(48)		(40)		(94)		(76)	
Investment Income (Loss)		1		3		(2)		5	
Income Before Income Taxes		681		595		1,367		1,299	
Income Tax Expense		201		166		397		372	
Income from Continuing Operations		480		429		970		927	
Discontinued Operations, Net of Tax								(3)	
Net Income Before Non-Controlling Interests		480		429		970		924	
Less: Net Income Attributable to Non- Controlling Interests		8		10		17		23	
Net Income Attributable to the Company	\$	472	\$	419	\$	953	\$	901	
Basic Net Income Per Share									
- Continuing Operations	\$	0.91	\$	0.78	\$	1.83	\$	1.68	
- Net Income Attributable to the Company	\$	0.91	\$	0.78	\$	1.83	\$	1.68	
Diluted Net Income Per Share									
- Continuing Operations	\$	0.90	\$	0.77	\$	1.81	\$	1.66	
- Net Income Attributable to the Company	\$	0.90	\$	0.77	\$	1.81	\$	1.66	
Average Number of Shares Outstanding									
- Basic		521		535		521		537	
- Diluted		525		541		526	_	543	
Shares Outstanding at 6/30		519		531		519		531	

# Marsh & McLennan Companies, Inc. Supplemental Information - Revenue Analysis Three Months Ended June 30, 2016

(Millions) (Unaudited)

Components of Revenue Chang
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	Т	hree Mor Jun	nths E e 30,	Ended	% Change GAAP	Currency	Acquisitions/ Dispositions	Underlying
		2016		2015	Revenue	Impact	İmpact	Revenue
Risk and Insurance Services								
Marsh	\$	1,559	\$	1,470	6%	(2)%	6%	2%
Guy Carpenter		285		275	3%	1 %	_	3%
Subtotal		1,844		1,745	6%	(2)%	5%	2%
Fiduciary Interest Income		6		5				
Total Risk and Insurance Services		1,850		1,750	6%	(2)%	5%	2%
Consulting								
Mercer		1,079		1,046	3%	(2)%	_	4%
Oliver Wyman Group		460		441	5%	(1)%	1%	5%
Total Consulting		1,539		1,487	4%	(2)%	1%	5%
Corporate / Eliminations		(13)		(12)				
Total Revenue	\$	3,376	\$	3,225	5%	(2)%	3%	3%

#### **Revenue Details**

The following table provides more detailed revenue information for certain of the components presented above:

						Compon	ents of Revenue	Change*
	т	hree Mor Jun	nths E e 30,	Ended	% Change GAAP	Currency	Acquisitions/ Dispositions	Underlying
		2016		2015	Revenue	Impact	Impact	Revenue
Marsh:								
EMEA	\$	479	\$	439	9 %	(3)%	9 %	3%
Asia Pacific		183		176	4 %	(2)%	3 %	2%
Latin America		93		95	(1)%	(12)%	_	11%
Total International		755		710	6 %	(4)%	6 %	4%
U.S. / Canada		804		760	6 %	_	6 %	_
Total Marsh	\$	1,559	\$	1,470	6 %	(2)%	6 %	2%
Mercer:								
Health	\$	410	\$	391	5 %	(1)%	_	5%
Retirement		314		325	(4)%	(2)%	(4)%	2%
Investments		210		207	2 %	(3)%	_	6%
Talent		145		123	18 %	(1)%	13 %	6%
Total Mercer	\$	1,079	\$	1,046	3 %	(2)%	_	4%

#### Notes

Underlying revenue measures the change in revenue using consistent currency exchange rates, excluding the impact of certain items that affect comparability such as: acquisitions, dispositions, transfers among businesses and the deconsolidation of Marsh India

<sup>\*</sup> Components of revenue change may not add due to rounding.

# Marsh & McLennan Companies, Inc. Supplemental Information - Revenue Analysis Six Months Ended June 30, 2016

(Millions) (Unaudited)

Components	of	Revenue	Change*
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	s	ix Month June	nded	% Change GAAP	Currency	Acquisitions/ Dispositions	Underlying
		2016	2015	Revenue	Impact	Impact	Revenue
Risk and Insurance Services							
Marsh	\$	3,047	\$ 2,900	5%	(3)%	6%	2%
Guy Carpenter		659	643	2%	(1)%	_	3%
Subtotal		3,706	 3,543	5%	(3)%	5%	2%
Fiduciary Interest Income		12	10				
Total Risk and Insurance Services		3,718	3,553	5%	(3)%	5%	2%
Consulting							
Mercer		2,118	2,083	2%	(3)%	1%	4%
Oliver Wyman Group		899	825	9%	(1)%	1%	9%
Total Consulting		3,017	2,908	4 %	(2)%	1%	5%
Corporate / Eliminations		(23)	(21)				
Total Revenue	\$	6,712	\$ 6,440	4 %	(2)%	3%	4%

#### **Revenue Details**

The following table provides more detailed revenue information for certain of the components presented above:

					Compon	ents of Revenue	Change*
	8	Six Month June	 nded	% Change GAAP	Currency	Acquisitions/ Dispositions	Underlying
		2016	2015	Revenue	Impact	Impact	Revenue
Marsh:	-						
EMEA	\$	1,049	\$ 1,002	5 %	(4)%	7 %	2%
Asia Pacific		329	324	2 %	(3)%	2 %	2%
Latin America		164	176	(7)%	(15)%	_	9%
Total International	-	1,542	1,502	3 %	(5)%	5 %	3%
U.S. / Canada		1,505	1,398	8 %	(1)%	7 %	1%
Total Marsh	\$	3,047	\$ 2,900	5 %	(3)%	6 %	2%
Mercer:							
Health	\$	810	\$ 775	5 %	(1)%	_	6%
Retirement		626	656	(5)%	(3)%	(3)%	1%
Investments		406	412	(1)%	(5)%	_	3%
Talent		276	240	15 %	(2)%	13 %	4%
Total Mercer	\$	2,118	\$ 2,083	2 %	(3)%	1 %	4%

#### Notes

Underlying revenue measures the change in revenue using consistent currency exchange rates, excluding the impact of certain items that affect comparability such as: acquisitions, dispositions, transfers among businesses and the deconsolidation of Marsh India.

<sup>\*</sup> Components of revenue change may not add due to rounding.

# Marsh & McLennan Companies, Inc. Non-GAAP Measures Three Months Ended June 30

(Millions) (Unaudited)

The Company 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 (loss); adjusted operating margin; and adjusted income, net of tax.

The Company 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 the Company's businesses. However, investors should not consider these non-GAAP measures in isolation from, or as a substitute for, the financial information that the Company reports in accordance with GAAP. The Company'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 (Loss) and Adjusted Operating Margin

Adjusted operating income (loss) is calculated by excluding the impact of certain noteworthy items from the Company's GAAP operating income or loss. The following tables identify these noteworthy items and reconcile adjusted operating income (loss) to GAAP operating income or loss, on a consolidated and segment basis, for the three months ended June 30, 2016 and 2015. The following tables also present adjusted operating margin, which is calculated by dividing adjusted operating income by consolidated or segment GAAP revenue less the net gain on the deconsolidation of Marsh's India subsidiary.

Ins	urance	Coi	Consulting		Corporate/ Eliminations		Total
\$	490	\$	285	\$	(49)	\$	726
	2		1		2		5
	13		2		_		15
	(12)		_		_		(12)
	3		3		2		8
\$	493	\$	288	\$	(47)	\$	734
	26.6%		18.5%		N/A		21.5%
	26.8%		18.7%		N/A		21.8%
			_		_		_
\$	427	\$	248	\$	(46)	\$	629
	2		_		1		3
	16		(4)				12
	_		_		(1)		(1)
	18		(4)				14
\$	445	\$	244	\$	(46)	\$	643
	24.4%		16.7%		N/A		19.5%
	25.4%		16.4%		N/A		19.9%
	\$	2 13 (12) 3 \$ 493  26.6%  26.8%  \$ 427  2 16 18 \$ 445  24.4%	Services   Columbia	Services   Consulting	Services   Consulting   Coresisted	Corporate/ Eliminations   Services   Consulting   Corporate/ Eliminations	Corporate   Services   Consulting   Eliminations   Eliminations

<sup>(</sup>a) Primarily severance for center led initiatives, future rent under non-cancellable leases, and integration costs related to recent acquisitions.

<sup>(</sup>b) Primarily includes the change in fair value as measured each quarter of contingent consideration related to acquisitions.

<sup>(</sup>c) Reflects the net gain on the deconsolidation of Marsh's India subsidiary resulting from changes in local regulations. The amount is removed from GAAP revenue in the calculation of adjusted operating margin.

#### Marsh & McLennan Companies, Inc. Non-GAAP Measures Six Months Ended June 30

(Millions) (Unaudited)

The Company 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 (loss); adjusted operating margin; and adjusted income, net of tax.

The Company 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 the Company's businesses. However, investors should not consider these non-GAAP measures in isolation from, or as a substitute for, the financial information that the Company reports in accordance with GAAP. The Company'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 (Loss) and Adjusted Operating Margin

Adjusted operating income (loss) is calculated by excluding the impact of certain noteworthy items from the Company's GAAP operating income or loss. The following tables identify these noteworthy items and reconcile adjusted operating income (loss) to GAAP operating income or loss, on a consolidated and segment basis, for the six months ended June 30, 2016 and 2015. The following tables also present adjusted operating margin, which is calculated by dividing adjusted operating income by consolidated or segment GAAP revenue less the net gain on the deconsolidation of Marsh's India subsidiary and contingent proceeds related to the disposal of Mercer's U.S. defined contribution recordkeeping business.

	Ins	Risk & surance ervices	Cor	Consulting		Corporate/ Eliminations		Total	
Six Months Ended June 30, 2016									
Operating income (loss)	\$	1,025	\$	530	\$	(96)	\$	1,459	
Add (Deduct) impact of Noteworthy Items:									
Restructuring charges (a)		3		1		4		8	
Adjustments to acquisition related accounts (b)		20		1		_		21	
Disposal/deconsolidation of business (c)		(12)		(6)		_		(18)	
Operating income adjustments		11		(4)		4		11	
Adjusted operating income (loss)	\$	1,036	\$	526	\$	(92)	\$	1,470	
Operating margin		27.6%		17.6%		N/A		21.7%	
Adjusted operating margin		28.0%		17.5%		N/A		22.0%	
Six Months Ended June 30, 2015									
Operating income (loss)	\$	960	\$	496	\$	(92)	\$	1,364	
Add (Deduct) impact of Noteworthy Items:									
Restructuring charges (a)		2		_		3		5	
Adjustments to acquisition related accounts (b)		29		(5)		_		24	
Other		_		_		(1)		(1)	
Operating income adjustments		31		(5)		2		28	
Adjusted operating income (loss)	\$	991	\$	491	\$	(90)	\$	1,392	
Operating margin		27.0%		17.1%		N/A		21.2%	
Adjusted operating margin		27.9%		16.9%		N/A		21.6%	

<sup>(</sup>a) Primarily severance for center led initiatives, future rent under non-cancellable leases, and integration costs related to recent acquisitions.

<sup>(</sup>b) Primarily includes the change in fair value as measured each quarter of contingent consideration related to acquisitions.

<sup>(</sup>c) Reflects the net gain on the deconsolidation of Marsh's India subsidiary and contingent proceeds related to the disposal of Mercer's U.S. defined contribution recordkeeping business. The amounts are removed from GAAP revenue in the calculation of adjusted operating margin.

#### 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 is calculated as: the Company's GAAP income from continuing operations, adjusted to reflect the after-tax impact of the operating income adjustments set forth in the preceding tables; divided by MMC's average number of shares outstanding-diluted for the period.

#### Reconciliation of the Impact of Non-GAAP Measures on diluted earnings per share -

			nths En 30, 2016		Three Months Ended June 30, 2015					
	Amount Diluted EPS			Amount				Diluted EPS		
Income from continuing operations		\$	480				\$	429		
Less: Non-controlling interest, net of tax			8					10		
Subtotal		\$	472	\$ 0.90			\$	419	\$	0.77
Operating income adjustments	\$ 8				\$	14				
Impact of income taxes	_					(2)				
			8	0.01				12		0.03
Adjusted income, net of tax		\$	480	\$ 0.91			\$	431	\$	0.80

	Six Months Ended June 30, 2016							Six Months Ended June 30, 2015							
		Am	ount			luted EPS		Am	ount			iluted EPS			
Income from continuing operations			\$	970					\$	927					
Less: Non-controlling interest, net of tax				17						23					
Subtotal			\$	953	\$	1.81			\$	904	\$	1.66			
Operating income adjustments	\$	11					\$	28							
Impact of income taxes		_						(7)							
				11		0.02				21		0.04			
Adjusted income, net of tax			\$	964	\$	1.83			\$	925	\$	1.70			

### Marsh & McLennan Companies, Inc. Supplemental Information Three and Six Months Ended June 30

(Millions) (Unaudited)

	Т	hree Mor	nths E	Ended	Six Months Ended						
		Jun	e 30,			June 30,					
		2016		2015		2016		2015			
Consolidated											
Compensation and Benefits	\$	1,872	\$	1,826	\$	3,726	\$	3,556			
Other operating expenses		778		770		1,527		1,520			
Total Expenses	\$	2,650	\$	2,596	\$	5,253	\$	5,076			
Depreciation and amortization expense	\$	76	\$	79	\$	154	\$	156			
Identified intangible amortization expense		34		24		67		48			
Total	\$	110	\$	103	\$	221	\$	204			
Stock option expense	\$	4	\$	5	\$	15	\$	13			
Capital expenditures	\$	63	\$	85	\$	114	\$	176			
Risk and Insurance Services											
Compensation and Benefits	\$	934	\$	909	\$	1,855	\$	1,771			
Other operating expenses		426		414		838		822			
Total Expenses	\$	1,360	\$	1,323	\$	2,693	\$	2,593			
Depreciation and amortization expense	\$	34	\$	37	\$	70	\$	72			
Identified intangible amortization expense		29		20		57		41			
Total	\$	63	\$	57	\$	127	\$	113			
Consulting											
Compensation and Benefits	\$	852	\$	831	\$	1,699	\$	1,614			
Other operating expenses		402		408		788		798			
Total Expenses	\$	1,254	\$	1,239	\$	2,487	\$	2,412			
Depreciation and amortization expense	\$	25	\$	27	\$	50	\$	53			
Identified intangible amortization expense		5		4		10		7			
Total	\$	30	\$	31	\$	60	\$	60			

### Marsh & McLennan Companies, Inc. Consolidated Balance Sheets

(Millions)

	(Unaudited) June 30, 2016		December 31, 2015	
ASSETS				
Current assets:				
Cash and cash equivalents	\$	974	\$	1,374
Net receivables		3,721		3,471
Other current assets		235		199
Total current assets		4,930		5,044
Goodwill and intangible assets		8,900		8,925
Fixed assets, net		736		773
Pension related assets		1,197		1,159
Deferred tax assets		1,093		1,138
Other assets		1,220		1,177
TOTAL ASSETS	\$	18,076	\$	18,216
LIABILITIES AND EQUITY  Current liabilities:				
Short-term debt	\$	261	\$	12
Accounts payable and accrued liabilities		1,868		1,886
Accrued compensation and employee benefits		1,015		1,656
Accrued income taxes		182		154
Dividends payable		178		
Total current liabilities		3,504		3,708
Fiduciary liabilities		4,538		4,146
Less - cash and investments held in a fiduciary capacity		(4,538)		(4,146)
		_		_
Long-term debt		4,496		4,402
Pension, post-retirement and post-employment benefits		2,004		2,058
Liabilities for errors and omissions		322		318
Other liabilities		1,045		1,128
Total equity		6,705		6,602
TOTAL LIABILITIES AND EQUITY	\$	18,076	\$	18,216