

# News Release

Contacts:

**Missy DeAngelis**

Guy Carpenter

1.917.937.3118

[missy.deangelis@guycarp.com](mailto:missy.deangelis@guycarp.com)

**Jennifer Ainslie**

Guy Carpenter

44.207.357.2058

[jennifer.ainslie@guycarp.com](mailto:jennifer.ainslie@guycarp.com)

**Caroline Harris**

Prosek Partners

1.212.279.3115 ext. 222

[charris@prosek.com](mailto:charris@prosek.com)

## **Guy Carpenter Launches New Excess & Surplus Lines Specialty Practice**

**New York, October 1, 2013** – Guy Carpenter & Company, LLC, the leading global risk and reinsurance specialist and member of Marsh & McLennan Companies (NYSE: MMC), today announced the launch of its new Excess & Surplus Lines Specialty Practice, which will focus exclusively on the unique needs of these specialized insurance companies. The practice will consist of a team of seasoned professionals dedicated to helping Excess & Surplus Lines clients optimize the use of their capital and grow profitably.

“Excess & Surplus Lines insurance companies have unique business characteristics and needs that are distinct from the standard market,” said Andrew Marcell, Managing Director and Chief Executive Officer of U.S. Operations at Guy Carpenter. “As the leading reinsurance intermediary for Excess & Surplus Lines insurance companies in the United States, we are using our years of experience working with Excess & Surplus Lines insurers to deliver specialized products and services designed to help our clients succeed.”

Excess & Surplus Lines insurance companies are constantly grappling with competitive pressures and a changing marketplace directly related to the expansion and contraction of the standard market. They also are facing increased demands for technology-enabled modeling and actuarial services specifically developed for E&S insurers. As a result, these insurance companies are seeking superior qualitative and quantitative insight into profitable portfolio management, access to capital markets, and peer analysis, as well as predictive and risk modeling that will enhance their competitive position.

“The Excess & Surplus Lines Specialty Practice will provide solutions addressing these areas and demonstrates Guy Carpenter’s commitment to this specialty market,” said William M. Allen, Chairman of the Excess & Surplus Lines Specialty Practice at Guy Carpenter. “The members of our team provide an unparalleled depth and breadth of knowledge about the Excess & Surplus Lines market. They deliver Guy Carpenter’s full suite of state-of-the-art products and solutions to clients who are looking for insight, knowledge, and strategic thinking specifically focused on Excess & Surplus Lines insurance companies.”

Guy Carpenter’s Excess & Surplus Lines Specialty Practice offers these clients exceptional understanding of the market and the company-specific challenges now confronting them. Recognizing the distinctive needs of these insurers, the practice is responding by formally consolidating and leveraging Guy Carpenter’s Excess & Surplus Lines insurance and reinsurance market expertise and peer company knowledge, and delivering the best Excess & Surplus Lines-tailored solutions, products, services and resources to our client companies.

## Guy Carpenter Launches Excess & Surplus Lines Specialty Practice

October 1, 2013

Leveraging powerful technology-enabled analytics through the expertise of GC Analytics®\*, the capital markets proficiency of GC Securities\*\* and innovative facultative solutions, Guy Carpenter's Excess & Surplus Lines Specialty Practice is uniquely positioned to provide clients with the strategic advice they need to reach their full profit potential. The practice delivers advice on: Peer Reviews and Analysis, Actuarial Analysis and Catastrophe Modeling, Efficient Use of Capital/Enterprise Risk Management, Technology and Predictive Analytics, Topical Market Intelligence and Market Expertise, Facultative and London Market Solutions, and Rating Agency and Regulatory Advisory Services.

### TAGS/KEYWORDS

Excess & Surplus Lines Specialty Practice, E&S, Andrew Marcell, William M. Allen, Guy Carpenter

### About Guy Carpenter

Guy Carpenter & Company, LLC is a global leader in providing risk and reinsurance intermediary services. With over 50 offices worldwide, Guy Carpenter creates and executes reinsurance solutions and delivers capital market solutions\* for clients across the globe. The firm's full breadth of services includes line-of-business expertise in agriculture; aviation; casualty clash; construction and engineering; excess and umbrella; excess and surplus lines; life, accident and health; marine and energy; medical professional liability; mutual insurance companies; political risk and trade credit; professional liability; property; retrocessional reinsurance; surety; terrorism and workers compensation. GC Fac® is Guy Carpenter's dedicated global facultative reinsurance unit that provides placement strategies, timely market access and centralized management of facultative reinsurance solutions. In addition, GC Analytics utilizes industry-leading quantitative skills and modeling tools that optimize the reinsurance decision-making process and help make the firm's clients more successful. For more information, visit [www.guycarp.com](http://www.guycarp.com).

Guy Carpenter is a wholly owned subsidiary of [Marsh & McLennan Companies](#) (NYSE: MMC), a global professional services firm offering clients advice and solutions in the areas of risk, strategy and human capital. With 54,000 employees worldwide and annual revenue of \$12 billion, Marsh & McLennan Companies is also the parent company of [Marsh](#), a global leader in insurance broking and risk management; [Mercer](#), a global leader in talent, health, retirement, and investment consulting; and [Oliver Wyman](#), a global leader in management consulting. Follow Guy Carpenter on Twitter [@GuyCarpenter](#).

\*GC Analytics is a registered mark with the U.S. Patent and Trademark Office.

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