

News Release

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Guy Carpenter Launches New Mutual Company Specialty Practice

New York, June 24, 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 Mutual Company Specialty Practice which will focus exclusively on the unique needs of mutual insurance companies. The practice will consist of a team of seasoned professionals dedicated to helping mutual company clients protect their capital and grow profitably.

“Mutual insurance companies are encountering a more competitive marketplace while they seek to expand their businesses,” said Andrew Marcell, managing director and chief executive officer of U.S. operations at Guy Carpenter. “As the leading mutual insurance company broker in the United States with more than 300 clients, we are using our 90 years of experience working with mutual insurers to deliver products and services designed to help our clients succeed.”

Mutual insurance companies are grappling with competitive pressures, limitations on raising capital, changes in rating agency capital models, the implementation of new regulatory and compliance guidelines such as ORSA (Own Risk and Solvency Assessment), and increased demands for actuarial services and technology-enabled modeling. As a result, mutual insurers are seeking superior strategic insight into profitable underwriting, portfolio management, access to capital markets, as well as predictive and risk modeling that will enhance their competitive position.

“The new practice provides solutions for all these concerns and demonstrates Guy Carpenter’s long-term commitment to this distinctive market,” said John Haldeman II, Executive Vice President of the Mutual Company Specialty Practice at Guy Carpenter. “The members of our practice will provide an unparalleled depth and breadth of knowledge about the market and deliver Guy Carpenter’s full suite of state-of-the-art products and solutions to clients who are seeking new avenues of growth and profitability.”

Guy Carpenter’s Mutual Company Specialty Practice offers clients exceptional insight into the challenges now confronting them. The practice will offer them exclusive sources of stable capital, including Guy Carpenter’s Umbrella and Property Facultative facilities, as well as the Regional Accounts Program (RAP) that allows small to medium-sized ceding insurers to purchase reinsurance at competitive terms, conditions, and prices. The practice will also partner with Guy Carpenter’s Rating Advisory team to deliver integrated guidance and solutions that address all A.M. Best and Best’s Capital Adequacy Ratio matters. The practice will also provide clients with BenchmaRQ™, the annual, full-service economic capital modeling service that offers capital and risk assessment in response to the industry’s impending adoption of ORSA, which requires insurers to assess their current and future risk and, in turn, anticipate their potential capital needs.

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Leveraging powerful technology-enabled analytics, the expertise of GC Securities* and innovative facultative solutions, Guy Carpenter's Mutual Company Specialty Practice is uniquely positioned to provide clients with the strategic advice they need to reach their full growth and profit potential. The practice delivers advice on profitable underwriting with point-of-sale services, growth by acquisition or affiliation, efficient use of capital/enterprise risk management, and rating agency and regulatory issues. The practice will also work in collaboration with the company's account teams to deliver this specialized expertise to all clients and will provide actuarial analysis, business intelligence, as well as leading-edge technology, including predictive analytics.

TAGS/KEYWORDS

Guy Carpenter, Mutual Company Specialty, mutual insurance, analytics, GC Securities, John Haldeman, Rob Collins

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; life, accident and health; marine and energy; medical professional liability; 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.

Reactions magazine named Guy Carpenter Best Global Reinsurance Broking Company Overall and Best Reinsurance Broking CEO of the year in 2012. At the *Reactions* London Market Awards, Guy Carpenter was also named Reinsurance Broker of the Year and took home Reinsurance Broking Team of the Year honors for both Property and Aviation. In the past year, Guy Carpenter has also won: Global Best ILS Advisor (GC Securities*), US Best ILS Advisor (GC Securities*) and US Best Broker for Casualty Reinsurance from *Intelligent Insurer*, *Insurance Day's* 2012 ILS Transaction of the Year (GC Securities*), and Reinsurance Broker of the Year for the Asia-Pacific region at the 16th Annual Asia Insurance Industry Awards.

Guy Carpenter is a wholly owned subsidiary of [Marsh & McLennan Companies](#) (NYSE: MMC), a global team of professional services companies offering clients advice and solutions in the areas of risk, strategy and human capital. With 53,000 employees worldwide and annual revenue exceeding \$11 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](#).

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