



MMC FAMILY OFFICES CAPABILITIES

# Marsh Private Equity and M&A Services: Driving Returns for Investors

Financial, contractual, and human capital risks can impact the pricing and long-term success of an acquisition or investments. An experienced advisor can help isolate and resolve issues to enhance deal outcomes for the long term.

Areas of opportunity for investors include:



## Deal Enablement and Protection

- Uncover under-insured risks with pre-acquisition insurance and risk management due diligence.
- Build certainty around deal-related risk using insurance capital to address potential representations and warranties breaches, environmental and contingent tax issues, successor liability, and other deal-related risk matters.
- Verify P&L impact of insurance costs.



## Post-Acquisition Integration

- Confirm expectations developed during diligence.
- Address immediate issues impacting costs.
- Optimize insurance programs.



## Portfolio Risk Optimization and Lost-Cost Reduction

- Consider bulk buying across a portfolio of assets to drive savings.
- Ensure a heightened awareness of claims and loss cost reduction strategies across the portfolio for long-term benefits.
- Set the stage for lasting insurer relationships.



## Creating Value Upon Exit

- Gain the exit valuation benefits of lower-than-market insurance costs upon exit.
- Reduce or eliminate seller indemnification or contingent liability exposures using insurance capital solutions.

# Marsh & McLennan Companies (MMC)

Marsh & McLennan Companies delivers advice and solutions that help clients protect and enhance shareholder value. We provide the advantage of four market-leading brands — operating as one strategic advisor — to address family office needs in the areas of risk, strategy, and human capital. Our companies are Marsh, Mercer, Oliver Wyman, and Guy Carpenter.

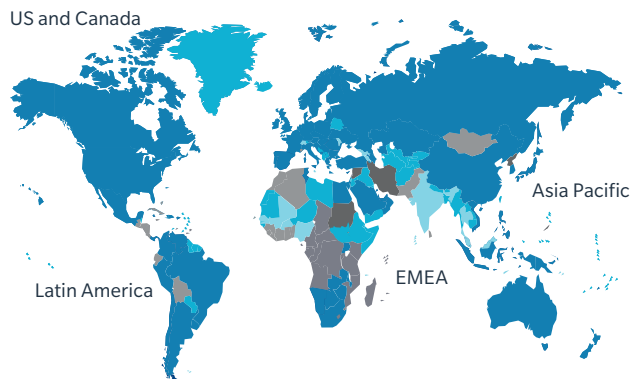
## Risk and Insurance — Marsh and Guy Carpenter

### RISK AND INSURANCE ADVISORY SERVICES

- Global leader in risk management services and solutions for direct investors.
- Leader in structuring and executing transaction risk solutions.
- Portfolio purchasing strategy and execution
- CAT modeling and advanced analytics.
- Industry expertise and specialization.
- Nearly four decades serving family offices.
- Global network, one point of contact.

## Global Expertise

Approaching 500 offices globally with direct investing advisory capabilities located in strategic hubs around the world.



## Consulting — Mercer and Oliver Wyman

### TALENT, HEALTH, RETIREMENT

- Global transaction and due diligence advice.
- Portfolio purchasing strategy and execution.
- Flexible private health insurance exchanges.
- Benefits harmonization.
- Pension adequacy.
- Compensation.

### MANAGEMENT CONSULTING

- Strategy, operations, risk management, and organization transformation.
- Investee company optimization strategies.
- Actuarial consulting services.
- Industry consulting and analysis.
- Brand management and strategy.
- Regulatory advisory and litigation support.

Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

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