NEWS RELEASE

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Underlying Revenue Increases 3% for the Quarter and 4% for the First Half of 2018

Six Months GAAP EPS Rises 16% and Adjusted EPS Increases 19%

Excluding Revenue Standard Impact, Six Months EPS Grows 8% and Adjusted EPS Rises 11%

, July 26, 2018 - 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 quarter ended June 30, 2018.

Dan Glaser, President and CEO, said: "We are pleased with our performance in the first half of the year. For the first six months of 2018, we achieved 4% underlying revenue growth on a consolidated basis and 11% adjusted EPS growth excluding the impact of the new revenue standard. In the second quarter, we delivered underlying revenue growth of 3%, highlighted by strong underlying growth of 5% in Risk & Insurance Services with 1% growth in Consulting."

"With a solid first half of 2018, we believe the Company is well positioned to deliver underlying revenue growth in the 3-5% range, margin expansion and strong growth in adjusted earnings per share in 2018," concluded Mr. Glaser.

<u>Consolidated Results</u>

Consolidated revenue in the second quarter of 2018 was $3.7 billion, an increase of 7% compared with the second quarter of 2017. On an underlying basis, revenue increased 3%. Net income attributable to the Company was $531 million. Operating income was $691 million while adjusted operating income, which excludes noteworthy items as presented in the attached supplemental schedules, increased 4% to $754 million. Excluding the impact of ASC 606, adjusted operating income rose 2%.

On a per share basis, net income attributable to the Company in the second quarter rose 8% to $1.04 from $0.96 in the prior year. Adjusted earnings per share of $1.10 was up 10% from the prior year period. The 10% increase in adjusted EPS includes a $0.02 per share benefit from the application of ASC 606, the new revenue accounting standard. Excluding ASC 606, adjusted EPS increased 8%.

For the six months ended June 30, 2018, consolidated revenue was $7.7 billion, an increase of 11% and 4% on an underlying basis. Operating income was $1.6 billion, an increase of 10% from the prior year period. Adjusted operating income, which excludes noteworthy items as presented in the attached supplemental schedules, rose 14% to $1.7 billion. Excluding the impact of ASC 606, adjusted operating income rose 6%. Net income attributable to the Company increased 14% to $1.2 billion. Earnings per share rose 16% to $2.38. Adjusted earnings per share increased 19% to $2.47 compared with $2.08 for the comparable period in 2017. The 19% increase in adjusted EPS includes a $0.16 per share benefit from the application of ASC 606. Excluding ASC 606, adjusted EPS increased 11%.

Risk & Insurance Services

Risk & Insurance Services revenue was $2.1 billion in the second quarter of 2018, an increase of 9% or 5% on an underlying basis. Operating income was $472 million, a decrease of 2%, and adjusted operating income rose 9% to $532 million. Excluding ASC 606, adjusted operating income increased 6%. For the six months ended June 30, 2018, revenue was $4.4 billion, an increase of 14%, or 4% on an underlying basis. Operating income rose 13% to $1.2 billion and adjusted operating income rose 20% to $1.3 billion. Excluding ASC 606, adjusted operating income increased 9%.

Marsh's revenue in the second quarter was $1.7 billion, an increase of 5% on an underlying basis. International operations produced underlying revenue growth of 2%, reflecting 1% underlying growth in EMEA, 6% in Asia Pacific, and 3% in Latin America. In U.S./Canada, underlying revenue rose 8%. For the six months ended June 30, 2018, Marsh’s underlying revenue growth was 3%.

Guy Carpenter's revenue in the second quarter was $332 million, an increase of 5% on an underlying basis. For the six months ended June 30, 2018, Guy Carpenter’s underlying revenue growth was 6%.

Consulting

Consulting revenue in the second quarter was $1.7 billion, an increase of 4% or 1% on an underlying basis. Operating income increased 1% to $267 million and adjusted operating income decreased 5% to $267 million. For the first six months of 2018, revenue was $3.3 billion, an increase of 6% or 3% on an underlying basis. Operating income of $514 million increased 5% and adjusted operating income increased 1% to $515 million. Excluding ASC 606, adjusted operating income increased 2%.

Mercer's revenue was $1.2 billion in the second quarter, an increase of 2% on an underlying basis. Wealth, with revenue of $552 million, grew 1% on an underlying basis. Within Wealth, Defined Benefit Consulting & Administration decreased 6%, while Investment Management & Related Services increased 12%. Health revenue of $429 million was up 1% on an underlying basis and Career revenue of $177 million increased 7% on an underlying basis. For the six months ended June 30, 2018, Mercer’s revenue was $2.3 billion, an increase of 3% on an underlying basis.

Oliver Wyman Group’s revenue was $492 million in the second quarter, a decrease of 2% on an underlying basis. For the six months ended June 30, 2018, Oliver Wyman Group’s revenue increased to $989 million, up 2% on an underlying basis.

<u>Other Items</u>

The Company repurchased 3.1 million shares of its common stock for $250 million in the second quarter. Through six months, the Company has repurchased 6.1 million shares for $500 million. In May, the Board of Directors increased the quarterly dividend 11%, to $0.415 per share, effective with the third quarter dividend payable on August 15, 2018.

In late June, Marsh announced an agreement to acquire Houston based Wortham Insurance. Wortham has annual revenue of approximately $130 million and 530 colleagues.

<u>Conference Call</u>

A conference call to discuss second quarter 2018 results will be held today at 8:30 a.m. Eastern time. To participate in the teleconference, please dial +1 866 548 4713. Callers from outside the United States should dial +1 323 794 2129. The access code for both numbers is 2356303. The live audio webcast may be accessed at mmc.com. A replay of the webcast will be available approximately two hours after the event.

Marsh & McLennan (NYSE: MMC) is the world’s leading professional services firm in the areas of risk, strategy and people. The company’s nearly 65,000 colleagues advise clients in over 130 countries. With annual revenue over $14 billion, Marsh & McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading firms. Marsh advises individual and commercial clients of all sizes on insurance broking and innovative risk management solutions. Guy Carpenter develops advanced risk, reinsurance and capital strategies that help clients grow profitably and pursue emerging opportunities. Mercer delivers advice and technology-driven solutions that help organizations meet the health, wealth and career needs of a changing workforce.
Oliver Wyman serves as a critical strategic, economic and brand advisor to private sector and governmental clients. For more information, visit mmc.com, follow us on LinkedIn and Twitter @mmc_global or subscribe to *BRINK*.

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," "forecast," "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:

- the impact of any investigations, reviews, market studies or other activity by regulatory or law enforcement authorities, including the ongoing investigations by the European Commission, the Australian Royal Commission and the U.K. FCA;
- the impact from lawsuits, other contingent liabilities and loss contingencies arising from errors and omissions, breach of fiduciary duty or other claims against us;
- our organization's ability to maintain adequate safeguards to protect the security of our information systems and confidential, personal or proprietary information, particularly given the large volume of our vendor network and the need to patch software vulnerabilities;
- our ability to compete effectively and adapt to changes in the competitive environment, including to respond to disintermediation, digital disruption and other types of innovation;
- the financial and operational impact of complying with laws and regulations where we operate, including cybersecurity and data privacy regulations such as the E.U.'s General Data Protection Regulation, anti-corruption laws and trade sanctions regimes;
- the regulatory, contractual and reputational risks that arise based on insurance placement activities and various broker revenue streams;
- the extent to which we manage risks associated with the various services, including fiduciary and investments and other advisory services;
- our ability to successfully recover if we experience a business continuity problem due to cyberattack, natural disaster or otherwise;
- the impact of changes in tax laws, guidance and interpretations, including related to certain provisions of the U.S. Tax Cuts and Jobs Act, or disagreements with tax authorities;
- the impact of fluctuations in foreign exchange and interest rates on our results;
- the impact of macroeconomic, political, regulatory or market conditions on us, our clients and the industries in which we operate; and
- the impact of changes in accounting rules or in our accounting estimates or assumptions, including the impact of the adoption of the new revenue recognition, pension and lease accounting standards.

The factors identified above are not exhaustive. 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. 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. We undertake no obligation to update or revise any forward-looking statement to reflect events or circumstances arising after the date on which it is made.

(In millions, except per share figures)
(Unaudited)

		2017		2017
		$ 3,495		$ 6,998
Compensation and Benefits		1,998		4,003
Other Operating Expenses		796		1,545
		2,794		5,548
		701		1,450
		63		123
		2		4
		(60)		(118)
		5		5
		711		1,464
		204		379
		507		1,085
		6		15
		$ 501		$ 1,070
		$ 0.98		$ 2.08
		$ 0.96		$ 2.05
		514		514
		520		521
		513		513

(a) Effective January 1, 2018, ASC 715, as amended, changed the presentation of net periodic pension cost and net periodic postretirement cost. The Company has restated prior years and quarters for this revised presentation.

adjusted operating income (loss) *adjusted operating margin, adjusted income, net of tax*
adjusted earnings per share (EPS)

Adjusted operating income (loss)

adjusted operating

income (loss)

adjusted operating margin

adjusted operating margin
adjusted operating income

adjusted operating income (loss) *adjusted operating margin* *adjusted income, net of ta*
adjusted earnings per share (EPS)

Adjusted operating income (loss)

adjusted operating

income (loss)

adjusted operating margin

adjusted operating margin
adjusted operating income

Adjusted income net of tax

Adjusted EPS *adjusted income, net of tax*

adjusted income, net of tax *adjusted EPS*

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