

# Welcome to Marsh

Marsh is the world leader in delivering risk and insurance services and solutions to our clients.

With 23,000 employees around the world, we provide global risk management, risk consulting, insurance broking, alternative risk financing, and insurance program management services for businesses, public entities, associations, professional services organizations, and private clients in over 100 countries.

No matter how simple or complex your need, our team of insurance and risk professionals will help you find the upside to your risk.

## Our South African history

Under the name Marsh & McLennan Companies (MMC), Marsh has been operating since 1871 and has been a pioneer in risk and insurance services for over 130 years.

In South Africa, our organisation has grown through strategic acquisitions and partnerships that have strengthened our expertise and resources.

- Following a joint venture with First Bowring Insurance Brokers (now known as First National Bank Insurance Brokers) Marsh commenced business in South Africa in 1999 trading as Marsh South Africa (Pty) Ltd.
- In December 2005, the company committed to broad-based black economic empowerment by concluding a shareholder's agreement with Parmtro Investments no. 78 and 79 (Parmtro). The companies were formed by a consortium of Black entrepreneurs and an investment company belonging to a group of NGO's to create Marsh Vikela (Pty) Ltd (Marsh Vikela).
- In February 2008, the local company re-branded and renamed itself **Marsh (Pty) Ltd**, to better align itself with the international brand. Today, Marsh continues to create and deliver risk solutions and services that make our clients more successful.

## The Upside

Opportunity never comes without risk. Our role, and our commitment to clients, is to help transform risk from a liability into an advantage.

*The upside* is the insight to see risk others don't, and unlock opportunities others can't.

*The upside* is the know-how to optimise insurability, and the market reach to reduce costs across the full spectrum of risk.

*The upside* is visibility in unfamiliar territory, strength in the face of the unthinkable. The unknowable. The unexpected.

*The upside* is confidence. For the CEO. CFO. COO. Risk Manager. Employee. Board member. Shareholder. Markets.

*The upside* is what we do. What we live for. What we promise. It's out there. And we believe nobody can find it better and faster than the people of Marsh.

## A clear, three-step process to help our clients succeed

We take the time to understand our clients pressing issues and gauge their volatility and tolerance to risk. We recommend a risk strategy to make the most effective use of their risk investment budget and to protect their balance sheet – from how much insurance to buy, to opportunities for reducing total cost of risk.

Our internationally recognised broking teams and risk management advisors deliver the best solutions for businesses, be it a corporate company or multinational, or a government entity or parastatal.

We use our knowledge to help clients optimise their insurability and reduce costs across the full spectrum of risk.

The upside is the advantage of risk well managed.

Contact us:

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