



“Your problem is risk...
not insurance.”

—Henry Marsh, 1901

About MMC

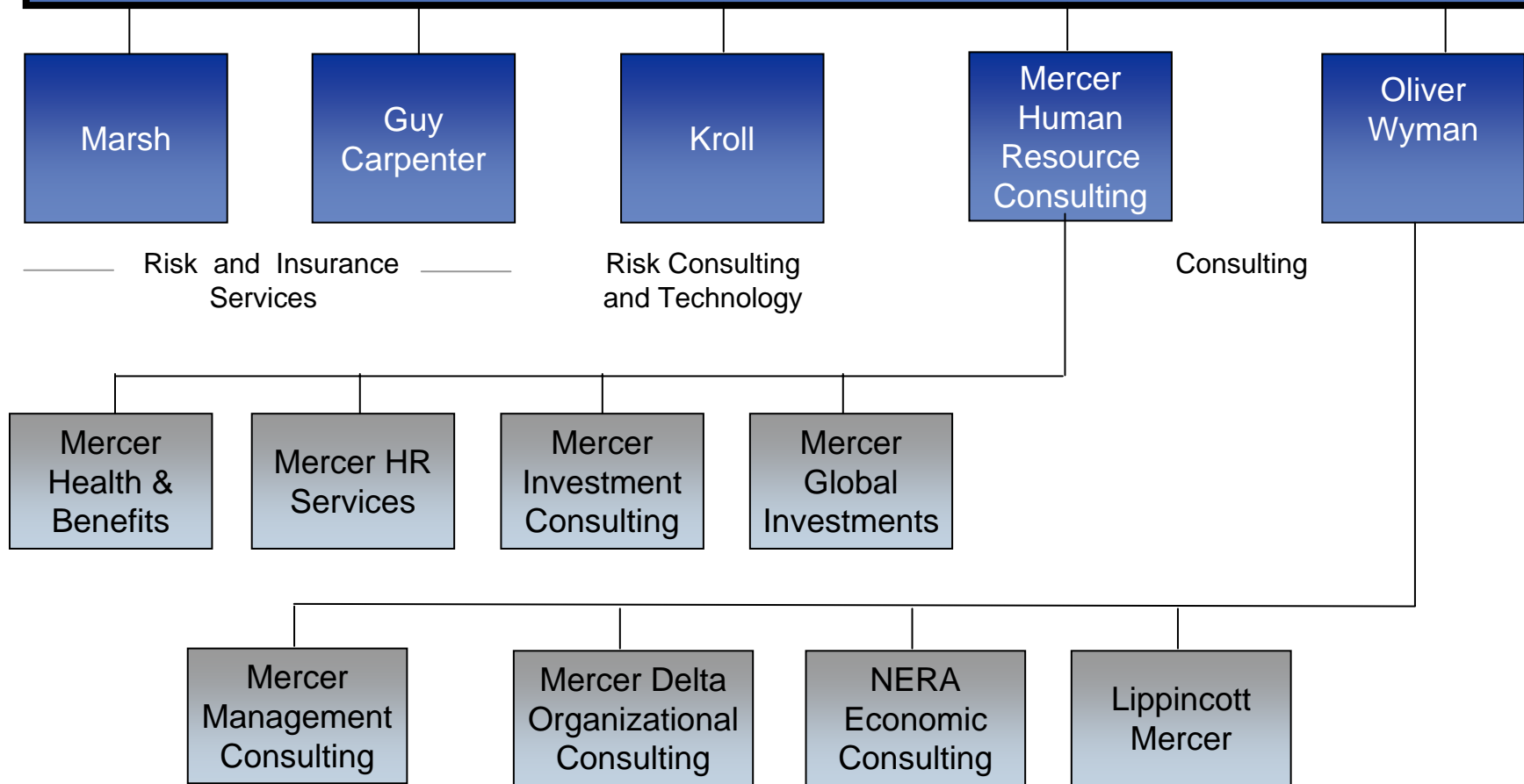
MMC's roots date back to 1871. Today we are among the world's leading global professional services firms, with approximately 55,000 employees providing analysis, advice, and transactional capabilities to clients in more than 100 countries.

Our vision is to be the world's leading global advice and solutions firm. Through our expertise and commitment to excellence, we are dedicated to managing risk, maximizing growth, and creating value for our clients and shareholders.



Business Lines

Marsh & McLennan Companies (MMC)



INTERSERVE

- 100% Saudi owned operation and exclusive representative of Marsh in Saudi Arabia (new joint venture practice under formation in accordance with new regulations)
- Independent brokers, consultants and risk managers
- Managed by Marsh seconded employees and business conducted in accordance with Marsh Professional Standards
- 60+ employees split between Al Khobar, Riyadh and Jeddah
- Seamless integration with the Marsh network with access to centers of excellence / specialty practices
- Local and International insurance market leverage

Marsh Middle East

- ❖ Saudi Arabia
- ❖ United Arab Emirates
- ❖ Turkey
- ❖ Qatar
- ❖ Bahrain
- ❖ Oman
- ❖ Lebanon
- ❖ Egypt



A range of Marsh resources supports our local offices throughout the world



Our scope of services

Consultancy

- Risk allocation and contract drafting
- Insurance programme design
- Assessment of uninsured areas
- Claims consulting / advocacy
- Training and knowledge transfer

Transactional

- Development of underwriting submission
- Marketing of insurance programme
- Analysis of options and placement recommendation
- Procurement and documentation review

Loss Control & Risk Management

- Property Risk Consulting
- Risk reduction / mitigation programme work
- Business Continuity Management
- Strategic Risk Management
- Technical Claim Support

Saudi Insurance Regulations

- NCCI was the only listed company
- 14 Companies accepted by the Council of Ministers
- 12 Companies accepted by the SAMA, files with the Ministry of Trade and Industry including one re-insurer
- 10 Companies under study by the SAMA
- Brokers approved by the SAMA, files with the Ministry of Trade and Industry- [MARSH SAUDI ARABIA](#)
- Agencies approved by the SAMA, files with the Ministry of Trade and Industry
- Consultants approved by the SAMA, files with the Ministry of Trade and Industry
- Loss Adjustors, TPAs and Actuaries also approved

Saudi Market Update

- Medical Insurance as per CCHI requirements
- Rukhsa / Motor Insurance Third Party Liability
- Medical Malpractice
- Professional Indemnity under discussion for Builders
- Non-admitted policies still accepted but subject to SAMA approval

Major Markets in Saudi Arabia

- NCCI
- Arabian American Insurance Company (AIG/ALICO)
- Royal & SunAlliance Middle East
- ACE Arabia Insurance E.C.
- AXA Insurance EC
- MEDGULF Insurance
- Al Sagr Insurance Company
- Saudi National Insurance Company
- Gulf Union Insurance Co.
- UCA Insurance Co.
- BUPA ME
- Other

Regional markets

Key issues (S&P rated only)

- More competition as some of traditional income been diverted to London market due to project sizes
- Flexibility on wordings more evident, although standard forms favoured
- More 'international' insurers opening regional offices thereby increasing competition locally
 - AIG
 - Allianz
 - Ace
 - Lancashire Re
 - Liberty
 - Watkins
- Maturing local markets
 - NCCI
 - Qatar Insurance Company

Partial Listing of our Major Clients in Saudi Arabia

- Saudi Electricity Co.
- Al Amthal
- Armed Forces (MEDEVAC)
- Sahara Petrochemicals
- BAE Systems
- NADEC
- Lockheed Martin
- Raytheon
- Jarir Bookstore
- Bank Al Jazira
- Saudi Cable Company Limited
- Middle East Batteries Co.
- ARASCO
- Saudi Telecom Co.
- TASNEE Group
- GE Elseif Medical Services
- GPT Marconi
- Dar Al Riyadh
- Oracle Systems
- Nokia
- CARREFOUR
- Gulf Hygienic
- Gama Al Moushegah
- Others

Our client portfolio: A selection

