

## NEWS RELEASE

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### **MARSH & MCLENNAN AGENCY ACQUIRES J. SMITH LANIER & CO. ACQUISITION EXPANDS MMA'S SOUTHEAST OPERATIONS**

White Plains, New York, January 13, 2017 – Marsh & McLennan Agency LLC (MMA), the middle market agency subsidiary of Marsh, today announced that it has signed a definitive agreement to acquire J. Smith Lanier & Co. (JSL), one of the nation's largest, privately held insurance brokerage firms. Terms of the transaction, which is expected to close in the first quarter of 2017 pending customary approvals, were not disclosed.

Upon completion of the transaction, JSL will operate as MMA's Southeast regional hub under the leadership of JSL's Chief Executive, D. Gaines Lanier, and Chief Operating Officer, Gary Ivey. Mr. Lanier will report to David Eslick, Chairman and CEO of Marsh & McLennan Agency. All of JSL's employees will join MMA.

Founded in 1868, JSL is a leading provider of insurance, risk management, and employee benefits solutions to businesses and individuals throughout the US. Based in West Point, Georgia, JSL has annual revenue of approximately \$130 million and 600 employees in 21 offices across Georgia, Alabama, Kentucky, Tennessee, and Florida.

"The acquisition of J. Smith Lanier, one of the country's preeminent middle market insurance agencies, is a terrific addition to MMA's capabilities and geographic footprint," said Peter Zaffino, CEO of Marsh.

Mr. Eslick added: "J. Smith Lanier is among the oldest and most highly-regarded agencies in the US. Its focus on clients, distinguished leaders, and talented team make JSL a great fit with MMA. I look forward to working with Gaines Lanier, Gary Ivey, and the rest of the JSL team to further enhance MMA's presence in the Southeast."

Mr. Lanier said: "J. Smith Lanier has been delivering the expertise, advocacy, and results our clients have depended on to help manage risk in their lives and businesses for nearly 150 years. As part of Marsh & McLennan Agency, we look forward to delivering additional solutions for our clients and providing new opportunities for our colleagues."

### **About Marsh & McLennan Agency**

[Marsh & McLennan Agency LLC](#) is a subsidiary of Marsh established in 2008 to serve as a platform for the middle market. In 2015, it expanded its national footprint into Canada. MMA offers commercial property, casualty, personal lines, and employee benefits to midsize businesses and individuals across North America.

### **About Marsh**

[Marsh](#) is a global leader in insurance broking and risk management. Marsh helps clients succeed by defining, designing, and delivering innovative industry-specific solutions that help them effectively manage risk. Marsh's approximately 30,000 colleagues work together to serve clients in more than 130 countries. Marsh is a wholly owned subsidiary of [Marsh & McLennan Companies](#) (NYSE: MMC), a global professional services firm offering clients advice and solutions in the areas of risk, strategy, and people. With annual revenue of US\$13 billion and approximately 60,000 colleagues worldwide, Marsh & McLennan Companies is also the parent company of [Guy Carpenter](#), a leader in providing risk and reinsurance intermediary services; [Mercer](#), a leader in talent, health, retirement, and investment consulting; and [Oliver Wyman](#), a leader in management consulting. Follow Marsh on Twitter, [@MarshGlobal](#); [LinkedIn](#); [Facebook](#); and [YouTube](#).