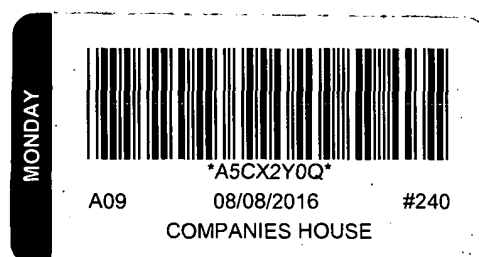


**Company Registration No. 984275**

**Mercer Limited**

**Report and Financial Statements**

**31 December 2015**



# **Mercer Limited**

## **Report and financial statements 2015**

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# **Mercer Limited**

## **Report and financial statements 2015**

### **Officers and professional advisers**

#### **Directors**

J V Barker  
F S Dunsire  
M A Ferland  
A J Kirton  
S E Martin  
D N Williams  
C Holme

#### **Secretary**

S Ellis

#### **Registered Office**

1 Tower Place West  
Tower Place  
London  
EC3R 5BU

#### **Bankers**

The Royal Bank of Scotland plc  
Citibank N. A

#### **Solicitors**

Slaughter & May

#### **Auditor**

Deloitte LLP  
Chartered Accountants and Statutory Auditors  
London

# **Mercer Limited**

## **Strategic report**

The directors, in preparing the Strategic Report, have complied with s414C of the Companies Act 2006.

### **Business review and principal activities**

The principal activities of the company are to provide consulting, administration and investment services, including the design, governance and management of retirement and health plans, talent, reward and investment solutions. The company is regulated by the Financial Conduct Authority (FCA). The directors are not aware, at the date of this report, of any likely major changes in the company's activities in the next year.

The company's key performance indicators include revenue growth, net operating income, employee utilisation, time recovery, billing performance, and receivables collection time.

As shown in the company's profit and loss account on page 8, turnover increased by 4.7 percent (2014 - decreased by 0.9 percent). Revenue growth was delivered across all lines of business, in particular the Talent business partly driven by the acquisition of Kepler Associates. Operating profit margin increased from 18.5 percent (2014) to 23.9 percent, mainly due to costs associated with restructuring the company's pension arrangements in 2014 and a reduction in provisions for onerous lease commitments in 2015. The directors consider utilisation, recovery and working capital statistics to be commercially sensitive so have not disclosed them in this report.

The company reported retained profit for the financial year after taxation of £78,109,000 (2014 - £58,038,000). 2014 results have been restated for the transition to FRS102 as explained in note 28.

Interim dividends of £nil were paid on the ordinary shares (2014 - £40,000,000). The directors do not recommend the payment of a final dividend (2014 - £nil). No dividends were received from subsidiary companies (2014 - £nil)

As shown on the balance sheet on page 10, net assets have increased by 22.6 percent (2014 - increased by 2.4 percent) resulting from the retained profit for the year. 2014 net assets have been restated and increased by 41.6% compared to the previously reported amounts due to the recognition of the surplus on the pension fund upon adoption of FRS 102 (see note 28).

### **Financial risk management**

The company is exposed to financial risk through its financial assets and liabilities. The key financial risk is that the proceeds from financial assets are not sufficient to fund the obligations arising from liabilities as they fall due. The most important components of financial risk are interest rate risk, currency risk, credit risk, liquidity risk, cash flow risk and price risk. Due to the nature of the company's business and the assets and liabilities contained within the company's balance sheet the financial risks the directors consider most relevant to this company are credit risk and liquidity risk. These risks are mitigated by credit control procedures and the diverse client base.

Under Pillar 3 of the Capital Requirements Directive, the company is required to disclose information relating to its risks and its capital and risk management objectives and policies. The Pillar 3 disclosures are provided on the company's website.

The company has a strong liquid asset position with £293.7m of cash and is not reliant on funding from third parties. As a consequence, the directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook. After making enquiries, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and accounts.

### **Employee consultation**

The company places considerable value on the involvement of its employees and has continued its practice of keeping them informed on matters affecting them as employees and on the various factors affecting the performance of the company.

# **Mercer Limited**

## **Strategic report**

### **Disabled employees**

It is the policy of the company to give full consideration to suitable applications for employment of disabled persons. Every effort is made, where employees of the company become disabled, to retain them in their employment, or consider them for other positions.

### **Payments for charitable purposes**

Donations to charitable organisations in the United Kingdom totalled £106,414 (2014 - £46,779).



S Ellis  
Secretary

21 April 2016

# **Mercer Limited**

## **Directors' report**

The directors present their annual report and the audited financial statements for the year ended 31 December 2015.

### **Investor in people**

The company received the "Investor in People" (IIP) award in July 1997. IIP is the national standard which ensures that the training and development of employees is linked directly to business goals. The company has maintained this standard, attaining re-accreditation in December 2015.

### **Directors**

The directors of the company during the year ended 31 December 2015, all of whom were directors throughout the year except as noted below, were:

J V Barker  
F S Dunsire  
M A Ferland  
A J Kirton  
S E Martin  
D N Williams  
C Holme

Appointed 25 March 2015

C Holme was appointed as Non Executive director on 25 March 2015.

Each of the directors at the date of approval of this report confirms that:

1. so far as the director is aware, there is no relevant audit information of which the company's auditor is unaware; and
2. the director has taken all steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

The company has inserted a clause in the Articles of Association to indemnify directors, officers or FCA approved persons of the company against losses or liabilities sustained in the execution of their duties of office, subject to certain exclusions. The indemnity is a qualifying third party indemnity provision under S.309A and B of the Companies (Audit, Investigating and Community Enterprise) Act 2004.

### **Dividends**

Interim dividends of £nil were paid on the ordinary shares (2014 - £40,000,000). The directors do not recommend the payment of a final dividend (2014 - £nil). No dividends were received from subsidiary companies (2014 - £nil).

### **Auditor**

Deloitte LLP were the company's auditor during the year and have indicated their willingness to be reappointed for another term and appropriate arrangements have been put in place for them to be deemed reappointed as auditor in the absence of an Annual General Meeting

This report was approved by the board of directors on 21 April 2016 and signed on its behalf by



S Ellis  
Secretary

21 April 2016

## **Mercer Limited**

### **Statement of directors' responsibilities**

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **Independent auditor's report to the members of Mercer Limited**

We have audited the financial statements of Mercer Limited for the year ended 31 December 2015 which comprise the Profit and loss account, the Statement of comprehensive income, the Balance sheet, the Statement of changes in equity and the related notes 1 to 28. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective responsibilities of directors and auditor**

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statement**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2015 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.



## **Independent auditor's report to the members of Mercer Limited (continued)**

### **Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



Timothy Steel (Senior Statutory Auditor)  
for and on behalf of Deloitte LLP  
Chartered Accountants and Statutory Auditor  
London  
United Kingdom

26 April 2016

## Mercer Limited

### Profit and loss account Year ended 31 December 2015

	Notes	2015 £'000	2014 Restated £'000
<b>TURNOVER</b>	1, 3	376,811	359,929
Administrative expenses		(286,865)	(293,169)
<b>OPERATING PROFIT</b>		89,946	66,760
Interest receivable and similar income	4	1,508	795
Interest payable and similar charges	5	(1,472)	(1,569)
Other finance income	6	6,451	8,453
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	7	96,433	74,439
Tax on profit on ordinary activities	9	(18,324)	(16,401)
<b>PROFIT FOR THE FINANCIAL YEAR</b>		78,109	58,038

Turnover and operating profit derive solely from continuing operations

# Mercer Limited

## Statement of comprehensive income Year ended 31 December 2015

			2015	2014
	Notes	£'000	£'000	Restated £'000
Profit for the financial year			78,109	58,038
Total remeasurements in respect of pension scheme	22	38,562		(12,028)
Net transfer in to pension scheme	22	1,400		1,500
Actuarial gain in respect of other retirement benefits	23	2,403		1,329
Deferred tax relating to actuarial gains and losses	17	(3,874)		1,840
Gain/(loss) on retirement benefits liability net of taxation			<u>38,491</u>	<u>( 7,359)</u>
<b>TOTAL COMPREHENSIVE INCOME</b>			<b><u>116,600</u></b>	<b><u>50,679</u></b>

# Mercer Limited

## Balance sheet 31 December 2015

			2015	2014
	Notes	£'000	£'000	Restated £'000
<b>FIXED ASSETS</b>				
Intangible assets	10		11,840	5,127
Tangible assets	11		7,025	7,661
Investments	12		2,745	600
			<u>21,610</u>	<u>13,388</u>
<b>CURRENT ASSETS</b>				
Debtors	13	290,823		136,378
Debtors due after more than one year	14	33,691		36,232
Cash at bank and in hand		<u>293,648</u>		<u>390,814</u>
			618,162	563,424
<b>CREDITORS: amounts falling due within one year</b>	15		<u>(122,517)</u>	<u>(120,820)</u>
<b>NET CURRENT ASSETS</b>			<u>495,645</u>	<u>442,604</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			517,255	455,992
<b>CREDITORS: amounts falling due after more than one year</b>	16		(19,000)	(19,000)
<b>DEFERRED TAX PROVISION</b>	17		(37,670)	(30,652)
<b>OTHER PROVISIONS FOR LIABILITIES</b>	18		<u>(50,968)</u>	<u>(56,820)</u>
<b>NET ASSETS EXCLUDING RETIREMENT BENEFITS ASSETS AND LIABILITIES</b>			409,617	349,520
Pension asset	22		245,723	190,184
Other retirement benefits liability	23		<u>(17,623)</u>	<u>(19,507)</u>
<b>NET ASSETS INCLUDING RETIREMENT BENEFITS ASSETS AND LIABILITIES</b>			<u><u>637,717</u></u>	<u><u>520,197</u></u>
<b>CAPITAL AND RESERVES</b>				
Called up share capital	19		224,400	224,400
Other reserves	19		25,738	24,818
Profit and loss account	19		<u>387,579</u>	<u>270,979</u>
<b>TOTAL SHAREHOLDERS' FUNDS</b>			<u><u>637,717</u></u>	<u><u>520,197</u></u>

These financial statements of Mercer Limited, registered number 984275, were approved by the Board of Directors on 21 April 2016.

D N WILLIAMS

Director

F S DUNSIRE

Director

# Mercer Limited

## Statement of changes in equity Year ended 31 December 2015

	Note	Share Capital £'000	Other Reserves £'000	Profit and Loss £'000	Total £'000
At 31 December 2013 as previously stated		224,400	23,508	106,986	354,894
Changes on transition to FRS 102	28	-	-	153,314	153,314
As at 1 January 2014		224,400	23,508	260,300	508,208
Profit for the financial year		-	-	58,038	58,038
Remeasurements on defined benefit pension scheme		-	-	(12,028)	(12,028)
Net transfer in to defined benefit pension scheme		-	-	1,500	1,500
Actuarial gains in respect of other retirement benefits		-	-	1,329	1,329
Deferred tax relating to actuarial gains and losses		-	-	1,840	1,840
Total comprehensive income		-	-	50,679	50,679
Dividends paid on equity shares		-	-	(40,000)	(40,000)
Credit to equity for equity settled share-based payments		-	1,310	-	1,310
As at 31st December 2014		224,400	24,818	270,979	520,197
		£'000	£'000	£'000	£'000
At 31 December 2014 as previously stated		224,400	24,818	118,033	367,251
Changes on transition to FRS 102	28	-	-	152,946	152,946
As at 1 January 2015		224,400	24,818	270,979	520,197
Profit for the financial year		-	-	78,109	78,109
Remeasurements on defined benefit pension scheme		-	-	38,562	38,562
Net transfer in to defined benefit pension scheme		-	-	1,400	1,400
Actuarial gains in respect of other retirement benefits		-	-	2,403	2,403
Deferred tax relating to actuarial gains and losses		-	-	(3,874)	(3,874)
Total comprehensive income		-	-	116,600	116,600
Dividends paid on equity shares		-	-	-	-
Credit to equity for equity settled share-based payments		-	920	-	920
As at 31st December 2015		224,400	25,738	387,579	637,717

# **Mercer Limited**

## **Notes to the financial statements**

### **Year ended 31 December 2015**

#### **1. ACCOUNTING POLICIES**

The principal accounting policies are summarised below.

##### **a. General information and basis of accounting**

Mercer Limited is incorporated in the United Kingdom under the Companies Act. The address of the registered office is given on page 1. The nature of the group's operations and its principal activities are set out in the strategic report on pages 2 to 3.

The financial statements are prepared under the historical cost convention, modified to include certain items at fair value, and in accordance with Financial Reporting Standard 102 (FRS 102) issued by the Financial Reporting Council.

The prior year financial statements were restated for material adjustments on adoption of FRS 102 in the current year. (see note 28)

##### **b. Basis of preparation**

The company is a wholly owned subsidiary of Marsh & McLennan Companies, Inc., its ultimate parent undertaking, incorporated in the State of Delaware, USA. The company is exempt under section 401 of the Companies Act 2006 from preparing group financial statements for the company and its subsidiaries. The largest and smallest group into which the company's results are consolidated is that headed by Marsh & McLennan Companies, Inc.

The company meets the definition of a qualifying entity under FRS 102 and has therefore taken advantage of the disclosure exemptions available to it in relation to share-based payments, financial instruments, presentation of a cash-flow statement, intra-group transactions and remuneration of key management personnel.

##### **c. Going Concern**

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Business Review which forms part of the strategic report on page 2 to 3.

The Strategic report also describes the financial position of the Group; its cash flows, liquidity position and borrowing facilities; the company's objectives, policies and processes for managing its capital; its financial risk management including the directors assessment of going concern.

The directors have a reasonable expectation that the Company and the Group have adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

##### **d. Turnover**

Turnover comprises the total of fees and commissions earned in the financial year. These are considered to represent one class of business by the directors. Fee income is recognised from the supply of services and represents the value of services provided under contracts to the extent there is a right to consideration due. Fee income is recognised in the profit and loss account on the basis of either chargeable hours or evenly over the duration of the contract for straight line fixed fee clients. Any uninviced amounts are shown as unbilled debtors, net of any provisions for amounts considered to be unbillable. Commission is recognised on a cash receipts basis.

# **Mercer Limited**

## **Notes to the financial statements**

### **Year ended 31 December 2015**

#### **1. ACCOUNTING POLICIES (continued)**

##### **e. Intangible fixed assets**

Intangible assets are measured at cost less accumulated amortisation and any accumulated impairment losses.

Software development costs are recognised as an intangible asset and amortisation is charged, using the straight-line method.

Goodwill arising on acquisition of a business is capitalised and amortised over the business' estimated useful economic life. Goodwill comprises amounts arising on the following acquisitions;

- The Healthcare business previously carried on by Marsh UK Limited which is fully amortised.
- The Consulting business previously carried on by Organization Resources Counselors Limited which is being amortised over a ten year period.
- The Leadership Development business previously owned by Oliver Wyman Limited which is being amortised over a five year period.
- The Kepler LLP business which is being amortised over a 5 year period.

In accordance with Section 35 of FRS 102, Section 19 of FRS 102 has not been applied in these financial statements in respect of business combinations affected prior to the date of transition.

##### **f. Tangible fixed assets**

Tangible fixed assets are shown at original historical cost less accumulated depreciation and any provision for impairment. Freehold land is not depreciated. Depreciation is provided on a straight-line basis over their estimated useful lives, as follows:

Freehold buildings	40 years
Leasehold improvements	over the remaining life of the lease, limited to a period not exceeding 10 years
Furniture and equipment	3 to 10 years
IT equipment	3 to 5 years

##### **g. Fixed asset investments**

Investments are shown at cost less any provision for impairment. Income is included in the accounts of the year in which it is receivable.

##### **h. Financial instruments**

Financial assets and financial liabilities are recognised when the company becomes a party to the contractual provisions of the instrument.

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

##### **(i) Financial assets and liabilities**

All financial assets and liabilities are initially measured at transaction price (including transaction costs), except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value unless the arrangement constitutes a financing transaction. If an arrangement constitutes a finance transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

**Mercer Limited**  
**Notes to the financial statements**  
**Year ended 31 December 2015**

**1. ACCOUNTING POLICIES (continued)**

**i. Impairments**

Assets, other than those measured at fair value, are assessed for indicators of impairment at each balance sheet date. If there is objective evidence of impairment, an impairment loss is recognised in profit or loss.

An asset is impaired where there is objective evidence that, as a result of one or more events that occurred after initial recognition, the estimated recoverable value of the asset has been reduced. The recoverable amount of an asset is the higher of its fair value less costs to sell and its value in use.

The recoverable amount of goodwill is derived from measurement of the present value of the future cash flows of the cash-generating units of which the goodwill is a part.

Where indicators exist for a decrease in impairment loss, the prior impairment loss is tested to determine reversal. An impairment loss is reversed on an individual impaired asset to the extent that the revised recoverable value does not lead to a revised carrying amount higher than the carrying value had no impairment been recognised.

**j. Leasing commitments**

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership of the leased asset to the company. All other leases are classified as operating leases.

Rentals paid under operating leases are charged on a straight-line basis over the lease term, even if payments are not made on such a basis.

**k. Taxation**

Current tax, including UK corporation tax and foreign tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the Company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

A net deferred tax asset is regarded as recoverable and therefore unrelieved tax losses and other deferred tax assets are recognised only to the extent that, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

When the amount that can be deducted for tax for an asset (other than goodwill) that is recognised in a business combination is less (more) than the value at which it is recognised, a deferred tax liability (asset) is recognised for the additional tax that will be paid (avoided) in respect of that difference. Similarly, a deferred tax asset (liability) is recognised for the additional tax that will be avoided (paid) because of a difference between the value at which a liability is recognised and the amount that will be assessed for tax. The amount attributed to goodwill is adjusted by the amount of deferred tax recognised.

Deferred tax liabilities are recognised for timing differences arising from investments in subsidiaries and associates, except where the company is able to control the reversal of the timing difference and it is probable that it will not reverse in the foreseeable future.

Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date that are expected to apply to the reversal of the timing difference. Deferred tax relating to property, plant and equipment measured using the revaluation model and investment property is measured using the tax rates and allowances that apply to sale of the asset.



**Mercer Limited**  
**Notes to the financial statements**  
**Year ended 31 December 2015**

**1. ACCOUNTING POLICIES (continued)**

**k. Taxation (continued)**

The tax expense or income is presented in the same component of comprehensive income or equity as the transaction or other event that resulted in the tax expense or income.

Current tax assets and liabilities are offset only when there is a legally enforceable right to set off the amounts and the company intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Deferred tax assets and liabilities are offset only if: a) the company has a legally enforceable right to set off current tax assets against current tax liabilities; and b) the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

**l. Retirement benefits**

For defined benefit schemes the amounts charged to operating profit are the current service costs and gains and losses on settlements and curtailments. They are included as part of staff costs. Past service costs are recognised immediately in the profit and loss account

The net interest cost on the net defined benefit liability is shown within finance costs.

Remeasurement comprising actuarial gains and losses, the effect of the asset ceiling (if applicable) and the return on scheme assets (excluding interest) are recognised immediately in other comprehensive income.

Defined benefit schemes are funded, with the assets of the scheme held separately from those of the Company, in separate trustee administered funds. Pension scheme assets are measured at fair value and liabilities are measured on an actuarial basis using the projected unit credit method. The actuarial valuations are obtained at least triennially and are updated at each balance sheet date.

For defined contribution schemes the amount charged to the profit and loss account in respect of pension costs and other post-retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

Other long-term employee benefits are measured at the present value of the benefit obligation at the reporting date.

The Company also operates an unfunded non-contributory scheme for medical benefits, whereby defined medical benefits are provided to current and retired UK members who started their services with the company on or prior to 1 December 1988 and completed five years of service with the company at retirement.

Regular valuations are prepared by an independent professionally qualified actuary employed within the Marsh & McLennan Companies, Inc. group. These determine the level of contributions required to fund the benefits set out in the rules of the plans and allow for the periodic increase of pensions in payment. The regular service cost of providing retirement benefits to employees during the year, together with the cost of any benefits relating to past service, is charged to operating profit in the year.

A credit representing the expected return on the assets of the retirement benefit schemes during the year is included within other finance income. This is based on the market value of the assets of the schemes at the start of the financial year.

A charge representing the expected increase in the liabilities of the retirement benefit schemes during the year is included within other finance income. This arises from the liabilities of the schemes being one year closer to payment.

**Mercer Limited**  
**Notes to the financial statements**  
**Year ended 31 December 2015**

**1. ACCOUNTING POLICIES (continued)**

**l. Retirement benefits (continued)**

The difference between the market values of assets and the present value of accrued pension liabilities is shown as an asset or liability in the balance sheet net of deferred tax. The asset figure disclosed reflects the fair value of assets (i.e. bid value where available) plus the amount held in the Trustee's bank account at the balance sheet date. The liabilities of the Fund are measured using the projected unit method.

Differences between actual and expected returns on assets during the year are recognised in the statement of total recognised gains and losses in the year, together with differences arising from changes in assumptions.

The MMC UK Pension Fund is a Trust based scheme, hence the assets are held separately from the Employer. Allowance has been made in the pension disclosure for unapproved unfunded pension benefits that cannot be provided through the MMC UK Pension Fund.

For defined contribution schemes the amount charged to the profit and loss account in respect of pension costs and other post-retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

The pension scheme surplus is included on the Company's balance sheet. Surpluses are only included to the extent they are recoverable through reduced contributions in the future or through refunds from the scheme.

**m. Foreign currency**

All foreign currency monetary assets and liabilities are recorded at the rate of exchange prevailing at the date of the balance sheet. Transactions in foreign currencies are recorded at the dates of the transactions. Translation gains or losses arising during the year are included in the profit and loss account.

**n. Investors' compensation scheme levies**

Levies made by the regulator under the Financial Services Act are recognised in the profit and loss account as notified.

**o. Share-based payment**

The Company issues equity-settled and cash-settled share-based payments to certain employees. Equity-settled share based payments are measured at fair value (excluding the effect of non market-based vesting conditions) at the date of grant.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the company's estimate of shares that will eventually vest and adjusted for the effect of non market-based vesting conditions.

Fair value is measured by use of the Black Scholes pricing model which is considered by management to be the most appropriate method of valuation. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

A liability equal to the portion of the goods or services received is recognised at the current fair value determined at each balance sheet date for cash-settled share-based payments.

The company's ultimate parent company, Marsh & McLennan Companies, Inc., maintains multiple equity-settled share-based payment arrangements in the UK, under which employees are awarded grants of Stock Options, Save As You Earn (SAYE) awards, Stock Awards and Share Purchase Plans.

The company also provides employees with the ability to purchase Marsh & McLennan Companies, Inc.'s ordinary shares at 95% of the current market value. The company records an expense on the date the shares are purchased.

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**2. CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY**

In the application of the company's accounting policies, which are described in note 1, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

**a. Critical judgements in applying the company's accounting policies**

The following are the critical judgements, apart from those involving estimations (which are dealt with separately below), that the directors have made in the process of applying the company's accounting policies and that have the most significant effect on the amounts recognised in the financial statements.

**(i) Revenue recognition – Unbilled debtors ("WIP") provisioning**

The company recognises revenue as services are performed and the right to consideration is earned. Accordingly revenues are recorded as hours are worked and the WIP balance represents unbilled revenues which must be assessed for recoverability and provided against where appropriate.

Management calculate the WIP provision based on a historical run rate ("HRR") of WIP write-offs for the previous 6 months. This generates a provision which is reviewed for reasonableness by management and manually adjusted if deemed necessary.

**(ii) Professional indemnity claims provisioning**

The company is exposed to the risk of Errors & Omissions ("E&O") legal claims in the ordinary course of business and is required to hold a provision in respect of these. These provisions must be recognised in accordance with FRS102, Section 102 "*Provisions and Contingencies*".

E&O liabilities are assessed primarily on the judgement of management, legal staff and other specialists. These matters require significant judgement in determining whether or not a probable loss has been incurred and a reasonable estimate of that loss.

**b. Key sources of estimation uncertainty**

The key assumptions concerning the future, and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are discussed below.

**(i) Onerous lease provisions**

The company has several vacant or sub-let properties with onerous lease obligations for which they are required to maintain provisions. These provisions must be recognised in accordance with FRS102, Section 21 "*Provisions and Contingencies*". They are calculated as the present value of the net of third party expenses and income from any sublease agreements in place, or forecast to be in place within a reasonable timeframe.

Estimation uncertainty arises from potential void periods due to sublets non-coterminus with the company's leases and subleases subject to open market rent reviews.

**Mercer Limited**  
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**2. CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION  
 UNCERTAINTY (continued)**

**(ii) Pensions accounting**

The company participates in a funded Defined Benefit Pension Scheme. The pension surplus is included in the company's balance sheet in accordance with the accounting policies set out above. It also holds liabilities on its balance sheet with respect to un-funded post-retirement medical benefits.

The determination of net periodic pension costs is based on a number of actuarial assumptions, including a discount rate for liability and return on assets.

Management utilises in-house actuarial specialists to perform valuations of its pension scheme and calculate the costs included in its profit and loss account and statement of other comprehensive income.

**3. TURNOVER**

The company operates one class of business, being the provision of advice and related services, and operates solely within the United Kingdom.

**4. INTEREST RECEIVABLE AND SIMILAR INCOME**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
Interest receivable	1,508	795
	<u>1,508</u>	<u>795</u>

**5. INTEREST PAYABLE AND SIMILAR CHARGES**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
Interest payable on subordinated loans	205	168
Unwinding of discount on provisions (note 18)	1,267	1,401
	<u>1,472</u>	<u>1,569</u>

**Mercer Limited**  
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**6. OTHER FINANCE INCOME**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>Restated £'000</b>
Net finance income relating to pension scheme (note 22)	7,162	9,385
Net finance charges relating to post retirement medical benefits (note 23)	(711)	(932)
	<u>6,451</u>	<u>8,453</u>

**7. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>Restated £'000</b>
<b>Profit on ordinary activities before taxation is stated after charging/(crediting):</b>		
Depreciation and amounts written off tangible fixed assets		
Owned (note 11)	888	2,879
Amortisation of intangible fixed assets (note 10)	2,972	305
Loss on disposal of fixed assets	-	44
Rentals under operating leases		
Land and Buildings	4,338	4,658
Other operating leases	446	452
Sublet rental income	(1,153)	(863)
Auditor's remuneration - audit fees	348	333
(Reduction) / increase in onerous lease provision (note 18)	(4,477)	1,322
Increase in dilapidation provision (note 18)	-	112
Restructuring costs	307	891
	<u>        </u>	<u>        </u>

**8. STAFF COSTS**

Particulars of employees (including executive directors) are as shown below:

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>Restated £'000</b>
<b>Employee costs during the year amounted to:</b>		
Wages and salaries	166,163	163,122
Social security costs	19,653	18,908
Other pension costs	16,832	29,630
	<u>202,648</u>	<u>211,660</u>

The above does not include employee related restructuring costs (see note 7).

The company incurred costs of £261,000 (2014 - £288,000) paid to certain former employees relating to post retirement medical benefits (see note 23) included above.

Other pension costs in 2014 included £8.3m transitional payments in relation to certain existing defined benefit members in relation to changes in pension benefit design from 1 August 2014 (see note 22).

**Mercer Limited**  
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**8. STAFF COSTS (CONTINUED)**

	<b>2015 Number</b>	<b>2014 Number</b>
<b>The average monthly number of persons employed by the company during the year was as follows:</b>		
Consulting	1,801	1,846
Non-consulting	564	589
	<u>2,365</u>	<u>2,435</u>
	<b>2015 £'000</b>	<b>2014 £'000</b>
<b>Directors' remuneration was paid in respect of directors of the company as follows:</b>		
Emoluments	2,531	2,774
Amounts receivable (other than shares and share options) under long-term incentive schemes	<u>340</u>	<u>296</u>
	<b>Number</b>	<b>Number</b>
<b>The number of directors who:</b>		
Exercised options in the year:	3	4
Accrued benefits under a defined benefit pension schemes:	3	4
Had awards receivable in the form of shares under a long-term incentive scheme:	<u>5</u>	<u>2</u>
	<b>£'000</b>	<b>£'000</b>
<b>The directors' remuneration shown above (excluding pensions and pension contributions) included:</b>		
Highest paid director	<u>744</u>	<u>800</u>

At 31 December 2015 the amount of the highest paid director's accrued annual pension was £nil (2014 - £nil).

The highest paid director exercised share options in the year and received shares in respect of qualifying services under a long term incentive scheme.

Money and net value of other assets (other than shares and share options) paid to or receivable by the highest paid director under long-term incentive schemes was £142,160 (2014 - £85,624).

Certain directors of the company are also directors of other companies within the Marsh & McLennan Companies group and their emoluments are paid in respect of services to those companies. Accordingly, their emoluments have been excluded from the above amounts, but are disclosed in the accounts of the relevant companies within the group.

**Mercer Limited**  
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**9. TAX ON PROFIT ON ORDINARY ACTIVITIES**

**Analysis of charge for the year**

	<b>2015</b>		<b>2014</b>	
	<b>£'000</b>	<b>£'000</b>	<b>Restated £'000</b>	<b>£'000</b>
Current tax:				
UK corporation tax on profit for the year	15,881		12,975	
Overseas tax	34		72	
Adjustment in respect of prior years	(735)		779	
	<u>          </u>		<u>          </u>	
Total current tax charge		15,180		13,826
Deferred tax:				
Timing differences, origination and reversal	3,036		2,829	
Impact of change in tax rate	377		(355)	
Adjustments to the estimated recoverable amounts of deferred tax assets arising in previous periods	(269)		101	
	<u>          </u>		<u>          </u>	
Total deferred tax charge (note 17)		3,144		2,575
		<u>          </u>		<u>          </u>
Tax charge on profit on ordinary activities		18,324		16,401
		<u>          </u>		<u>          </u>

**Factors affecting tax charge for the year**

The tax charged for the period is lower (2014: higher) than that resulting from applying the standard rate of corporation tax in the UK: 2015 – 20.25% (2014 – 21.49%)

The differences are explained below:

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>Restated £'000</b>
Profit on ordinary activities before taxation	96,433	74,439
UK corporation tax at 20.25% (2014 – 21.49%)	19,525	15,998
Effects of:		
Expenses not deductible for tax purposes	258	298
Overseas tax	34	72
Goodwill	62	66
Stock option adjustment	197	(558)
Current year group relief for nil consideration	(1,125)	-
Adjustment in respect of prior years	(1,004)	880
Impact of change in tax rate on deferred tax	377	(355)
	<u>          </u>	<u>          </u>
	18,324	16,401
	<u>          </u>	<u>          </u>

The rate of corporation tax reduced from 21% to 20% from 1 April 2015, and will reduce from 20% to 19% from 1 April 2017 and from 19% to 18% from 1 April 2020.

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**10. INTANGIBLE FIXED ASSETS**

	Internally developed & purchased software £'000	Software under development £'000	Goodwill £'000	Total Intangible fixed assets £'000
<b>Cost</b>				
At 1 January 2015 as previously reported	-	-	2,738	2,738
FRS 102 reclassification	16,141	1,594	-	17,735
As at 1 January 2015	16,141	1,594	2,738	20,473
Additions	2,102	993	6,592	9,687
Disposals	(32)	-	-	(32)
Reclassification	93	(93)	-	-
As at December 2015	18,304	2,494	9,330	30,128
<b>Amortisation</b>				
At 1 January 2015 as previously reported	-	-	1,658	1,658
FRS 102 reclassification	13,688	-	-	13,688
As at 1 January 2015	13,688	-	1,658	15,346
Charge for the year	1,912	-	1,060	2,972
Disposals	(32)	-	-	(32)
As at December 2015	15,568	-	2,718	18,286
<b>Net book value</b>				
As at 31 December 2015	2,735	2,493	6,612	11,840
As at 31 December 2014	2,453	1,594	1,080	5,127

Goodwill relates to the Healthcare business transferred from Marsh UK Limited, the consulting business previously carried on by Organization Resources Counselors Limited, the Leadership Development business transferred from Oliver Wyman Limited, and the purchase of a business from Kepler LLP during the year.

On 1 June 2015, the company acquired an unincorporated business from Kepler Associates LLP for consideration, including deferred amounts, with a fair value of £7,724,000. The fair value of assets acquired was £1,132,000 resulting in goodwill of £6,592,000. At the same time the company purchased 100% of the share capital of Kepler Associates Limited (see note 12).



**Mercer Limited**  
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**11. TANGIBLE FIXED ASSETS**

The movements in the year were as follows:	Land and buildings £'000	Leasehold improvements £'000	Furniture and equipment £'000	IT equipment and software £'000	Assets under construction £'000	Total £'000
<b>Cost</b>						
At 1 January 2015 as previously reported	8,596	162	2,591	19,286	1,594	32,229
FRS102 reclassification	-	-	-	(16,141)	(1,594)	(17,735)
At 1 January 2015	8,596	162	2,591	3,145	-	14,494
Additions	-	-	-	257	-	257
Disposals	-	(42)	(959)	(1,570)	-	(2,571)
Reclassification	-	(3)	3	-	-	-
At 31 December 2015	8,596	117	1,635	1,832	-	12,150
<b>Depreciation</b>						
At 1 January 2015 as previously reported	3,172	97	1,100	16,152	-	20,521
FRS102 reclassification	-	-	-	(13,689)	-	(13,689)
At 1 January 2015	3,172	97	1,100	2,463	-	6,832
Charge for year	163	13	192	520	-	888
Disposals	-	(37)	(959)	(1,570)	-	(2,566)
Reclassification	-	-	-	-	-	-
At 31 December 2015	3,335	73	334	1,414	-	5,155
<b>Net book value</b>						
At 31 December 2015	5,261	45	1,301	418	-	7,025
At 31 December 2014	5,424	65	1,490	681	-	7,661

Included in land and buildings is land held at cost of £2,013,000 (2014 - £2,013,000) which is not subject to depreciation.

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**12. FIXED ASSET INVESTMENTS**

Investment in subsidiary undertakings	2015 £'000	2014 £'000
Cost and net book value 1 <sup>st</sup> January	600	600
Additions	2,145	-
At 1 January and at 31 December	2,745	600

On 1 June 2015, the Company acquired 100% of the share capital of Kepler Associates Limited.

**Subsidiary undertakings**

The company's subsidiary undertakings as at 31 December 2015, all of which represent 100% ownership of ordinary shares, were:

Subsidiary undertakings	Country of registration or incorporation	Country of operation	Principal activity
English Pension Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Kepler Associates Limited	England and Wales	United Kingdom	Non-trading Company
Mercer Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Organization Resources Counselors Limited	England and Wales	United Kingdom	Dormant Company
Pension Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
PFT Limited	England and Wales	United Kingdom	Pension Schemes administered on behalf of Mercer Limited clients
Sedgwick Financial Services Limited	England and Wales	United Kingdom	Dormant Company
Sedgwick Noble Lowndes Group Limited	England and Wales	United Kingdom	Holding company for other subsidiary undertakings
Sedgwick Noble Lowndes Limited	England and Wales	United Kingdom	Dormant Company
Sedgwick Noble Lowndes (UK) Limited	England and Wales	United Kingdom	Dormant Company
Sedgwick Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Sedgwick Ulster Pension Trustees Limited	England and Wales	United Kingdom	Dormant Company
Settlement Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)

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**13. DEBTORS**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
Billed debtors	65,570	61,827
Unbilled debtors	34,229	30,796
Amounts owed by group companies:		
Subsidiary undertakings	5,277	4,841
Parent and fellow subsidiary undertakings	168,350	35,879
Amounts due from other group companies in respect of taxation	533	-
Other debtors	8,376	1,596
Other prepayments and accrued income	8,488	1,439
	<u>290,823</u>	<u>136,378</u>

Included within amounts owed by parent and fellow subsidiary undertakings is a short term loan of £150,000,000 (2014 – £nil) and £5,032,358 (2014 - £1,687,125) in respect of professional indemnity insurance claims.

**14. DEBTORS DUE AFTER MORE THAN ONE YEAR**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
Professional indemnity insurance claims ( see note 18)	31,640	34,295
Other prepayments and accrued income	2,051	1,937
	<u>33,691</u>	<u>36,232</u>

Amounts receivable in respect of professional indemnity insurance claims are receivable from other group undertakings.

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**15. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>Restated £'000</b>
Trade creditors	1,190	1,491
Amounts owed to group companies:		
Parent and fellow subsidiary undertakings	28,326	35,307
Subsidiary undertakings	4,199	3,100
Amounts due to other group undertakings in respect of taxation	13,839	15,491
Other creditors:		
VAT payable	10,683	9,762
Social security and PAYE	10,151	9,674
Accruals and deferred income	54,129	45,995
	<u>122,517</u>	<u>120,820</u>

**16. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
Subordinated loans	<u>19,000</u>	<u>19,000</u>

As part of the acquisition of the business of Sedgwick Noble Lowndes Limited, on 16 July 1999, the company assumed the rights and obligations relating to a subordinated loan advanced to Sedgwick Noble Lowndes Limited, by its immediate holding company on 20 January 1999 in the amount of £19,000,000. This loan attracts interest at LIBOR plus 0.25% per annum, payable half-yearly, and is repayable two years from the date on which notice of repayment is given.

**17. DEFERRED TAXATION**

The movement in deferred taxation represents the charge for the year. Analysis of the deferred tax liability is as follows:

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
<b>Movements on the deferred taxation account were as follows:</b>		
At 1 January	30,652	29,917
Charged to profit and loss account in current year	3,036	2,829
Prior year adjustment	(269)	101
Impact of change in tax rate	377	(355)
Movement in net pension and post-retirement liability	3,874	(1,840)
	<u>37,670</u>	<u>30,652</u>
At 31 December		

**Mercer Limited**  
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**17. DEFERRED TAXATION (continued)**

**Analysis of deferred tax (asset)/liability:**

	<b>2015</b>	<b>2014</b>
	<b>£'000</b>	<b>£'000</b>
Decelerated capital allowances	(2,722)	(2,657)
Short-term timing differences	(666)	(826)
Pensions and post retirement benefits	41,058	34,135
	<u>37,670</u>	<u>30,652</u>

Deferred timing differences have been provided for at tax rates substantively enacted at the balance sheet date which will apply when the timing differences are expected to reverse. The tax rates substantively enacted at the balance sheet date are 20% (effective from 1 April 2015), 19% (effective 1 April 2017) and 18% (effective 1 April 2020)

A deferred tax asset of £741,271 (2014: £837,635) representing losses from the Leadership Development business which transferred from Oliver Wyman Limited and has not been recognised due to the uncertainty of when the asset will be realised.

**18. PROVISIONS FOR LIABILITIES**

Provisions for liabilities and charges and the movements thereon during the year are as follows:

	<b>At 1</b>		<b>Reductions</b>	<b>Unwinding</b>		<b>At 31</b>
	<b>January</b>	<b>Increase in</b>	<b>in</b>	<b>of</b>	<b>Utilisation</b>	<b>December</b>
	<b>2015</b>	<b>provision</b>	<b>provision</b>	<b>discount</b>	<b>£000</b>	<b>2015</b>
	<b>£'000</b>	<b>£'000</b>	<b>£'000</b>	<b>£'000</b>		<b>£'000</b>
Onerous lease commitments	17,673	-	(4,477)	996	(3,881)	10,311
Professional indemnity claims	35,803	13,922	(310)	-	(16,818)	32,597
Dilapidations	3,023	-	-	98	(208)	2,913
Restructuring costs	321	253	-	(113)	(158)	303
Contingent consideration	-	4,558	-	286	-	4,844
	<u>56,820</u>	<u>18,733</u>	<u>(4,787)</u>	<u>1,267</u>	<u>(21,065)</u>	<u>50,968</u>

The provision for onerous lease commitments represents rental and other commitments on leased properties the company no longer occupies less anticipated sublet rental income. The company is subject to a contractual fixed rent increase for one property until 2020 when rent will move to an open market rate. Current assumptions reflect the expectation that sub-let rental income is unlikely to match the contractual obligations of the company.

The company is subject to a number of professional indemnity claims in the ordinary course of business. Such claims and lawsuits consist principally of alleged errors and omissions in connection with the performance of professional services. The company utilises internal actuarial and other estimates, and case level reviews by inside and outside counsel, to establish the potential liability. Such liabilities are recorded or provided as appropriate when a reliable estimate can be made of any obligation.

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**18. PROVISIONS FOR LIABILITIES (continued)**

The company participates in an insurance programme which ensures that, as far as possible, liabilities which may arise from such litigation and claims will be met in full. However, in respect of claims that may be settled in respect of the 2001 and 2002 policy years, it is uncertain that these will be recoverable and therefore these claims have been provided for in full without a corresponding insurance receivable.

Accordingly, insurance recoveries (representing receivables from other group companies) of £31,640,000 (2014 - £34,295,000) have been recognised within debtors due after more than one year (see note 14).

The provision for dilapidations represents the cost that the company has estimated that it is likely to incur on vacating its leased properties where there is a contractual obligation to remove leasehold improvements on expiration of the lease.

The provision for restructuring costs represents an obligation to pay redundancy costs following a realignment of resources to client demands in certain business lines.

The provision for contingent consideration relates to expected future purchase consideration in respect of the acquisition of Kepler Associates Limited and the business of Kepler Associates LLP (note 12).

**19. CALLED UP SHARE CAPITAL AND RESERVES**

	2015		2014	
	Number	£'000	Number	£'000
Issued shares of £1 each	224,400,000	224,400	224,400,000	224,400

The company has one class of ordinary shares which carry no right to fixed income.

The profit and loss reserve represents cumulative profits or losses, including unrealised profit on the remeasurement of investment properties, net of dividends paid and other adjustments.

The Other Reserves represents cumulative charges in respect of the company's equity settled share based payments.

**20. GUARANTEES, CONTINGENT LIABILITIES AND OTHER FINANCIAL COMMITMENTS**

**a. Operating lease commitments**

As at 31 December 2015, the company was committed to making the following payments in respect of operating leases:

	2015	2014
	Land and buildings £'000	Land and buildings £'000
<b>Payments arising:</b>		
Within one year	10,900	11,156
Within two to five years	44,659	45,805
After five years	59,682	74,740
	<u>115,241</u>	<u>131,701</u>

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**20. GUARANTEES, CONTINGENT LIABILITIES AND OTHER FINANCIAL COMMITMENTS**  
**(continued)**

**b. Contingent liabilities**

The company participates in cash pooling arrangements with Citibank N.A and The Royal Bank of Scotland plc. Each member of the pool guarantees against all losses incurred as a result of the failure of any other pool member

The maximum liability of the company is the total amount of its pooled funds (£245,523,000) at any point in time. The only other members of the pooling arrangements are companies owned by Marsh & McLennan Companies, Inc.

The company has provided a guarantee of £1,500,000 to the Royal Bank of Scotland in respect of a bank account operated by PFT Limited, a wholly owned subsidiary of the company.

**21. PENSION TRANSFERS AND OPT-OUT BUSINESS**

**Sedgwick Noble Lowndes Limited and Sedgwick Financial Services Limited**

On 16 July 1999 and 17 October 2000 the company indemnified Sedgwick Noble Lowndes Limited and Sedgwick Financial Services Limited respectively against any costs, expenses and liabilities (including any fines) incurred and to be incurred in respect of the management, administration and/or settlement of mis-selling claims and mis-selling liabilities to the extent that they exceed the provision (net of estimated insurance recoveries) of £83,200,000 and £14,600,000 recorded in the books of Sedgwick Noble Lowndes Limited and Sedgwick Financial Services Limited respectively at the date the indemnities were given. £nil became payable under the indemnities in 2015 (2014 - £nil). No further amounts are expected to become payable in the future.

**22. PENSION SCHEME**

The Company operates a pension scheme (the Fund) in the UK with defined benefit and defined contributions sections. Following consultation, the Company determined in January 2014 to close the existing sections of the Fund to all future benefit accrual with effect from August 2014. Pension benefits accrued prior to that date retain the link to future salary growth or career revaluation, as applicable.

A comprehensive actuarial valuation of the defined benefit sections was carried out at 31 December 2014 and updated to 31 December 2015 by a qualified actuary (who is employed within the Marsh & McLennan Companies group). The update over 2014 allowed approximately for known cash flows and turnover, inflation experience and the estimated effect of changes in assumptions.

The statutory funding objective is that the defined benefit sections of the Fund have sufficient and appropriate assets to pay their benefits as they fall due (the technical provisions). The general funding principles are that the technical provision assumptions taken as a whole will be sufficiently prudent, including appropriate margins to allow for the possibility of events turning out worse than expected. However, the funding method and assumptions do not completely remove the risk that the technical provisions could be insufficient to provide benefits in the future. The funding principles were agreed in March 2014 and are due to be reviewed by March 2017. The current agreement with the Trustee sets out the annual deficit contributions which would be due based on the deficit at 31 December 2012. The funding level is subject to re-assessment, in most cases on 1 November of each year. If the funding level of 1 November has sufficiently improved, no deficit funding contributions will be required in the following year, and the deficit contribution amount will be deferred.

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**22. PENSION SCHEME (Continued)**

The company participates in a defined benefit plan that shares risks between entities under common control. The policy for charging the defined benefit costs is determined for each segregated section of the Fund based on an allocation of accounting liabilities for each member between the employers participating in the section. The assets attributable to each of the Fund sections are measured through a process of unitisation whereby all cash transactions are apportioned between the sections monthly. This unitization process determines the Fund assets attributable to the Company for one of the Fund sections, and the contribution paid by the company is determined as part of the funding valuation for this Fund section. For the other Fund section in which the company participates, the contributions and assets are allocated to the company in proportion to the company's share of the accounting liabilities in the section.

	<b>2015</b>	<b>2014</b>
	<b>£m</b>	<b>Restated £m</b>
<b>Change in defined benefit obligation</b>		
Defined benefit obligation at end of prior year	1,312.8	1,075.5
Service cost		
Change arising from employee service in reporting period	-	12.9
Interest expense	47.3	49.3
Cash flows		
Benefit payments from plan assets	(36.2)	(29.8)
Participant contributions	-	0.2
Insurance premiums for risk benefits	-	(0.3)
Other significant events		
Allocation of another group company's obligations	-	5.3
Remeasurements		
Effect of changes in assumptions	(58.9)	203.8
Effect of experience adjustments	(10.9)	(4.1)
Benefit obligation at end of year	<u>1,254.1</u>	<u>1,312.8</u>

	<b>2015</b>	<b>2014</b>
	<b>£m</b>	<b>Restated £m</b>
<b>Change in fair value of plan assets</b>		
Fair value of plan assets at end of prior year	1,503.1	1,265.6
Interest income	54.5	58.7
Cash flows		
Employer contributions	11.2	17.7
Participant contributions	-	0.2
Benefit payments from plan assets	(36.2)	(29.7)
Administrative expenses paid from plan assets	(2.7)	(3.7)
Insurance premiums for risk benefits	-	(0.3)
Other significant events		
Allocation of another group company's assets	1.2	6.9
Remeasurements		
Return on plan assets	(31.3)	187.7
Fair value of plan assets at end of year	<u>1,499.8</u>	<u>1,503.1</u>



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**22. PENSION SCHEME (Continued)**

<b>Amounts recognised in the balance sheet</b>	<b>2015 £m</b>	<b>2014 Restated £m</b>
Defined benefit obligation	(1,254.1)	(1,312.8)
Fair value of plan assets	1,499.8	1,503.1
Funded status	245.7	190.3
Effect of asset ceiling	-	-
Net defined benefit asset	245.7	190.3
<b>Costs relating to defined benefit plans</b>	<b>2015 £m</b>	<b>2014 Restated £m</b>
Service cost		
Changes arising from employee service in reporting period	-	12.9
Net interest cost		
Interest expense on defined benefit obligation	47.3	49.3
Interest income on plan assets	(54.5)	(58.7)
Administrative expenses	2.7	3.7
<b>(Income) / costs relating to defined benefit plans included in profit and loss account</b>	<b>(4.5)</b>	<b>7.2</b>
Remeasurements (recognised in other comprehensive income)		
Effect of changes in assumptions	(58.9)	203.8
Effect of experience adjustments	(10.9)	(4.1)
Return on plan assets (excluding interest income)	31.3	(187.7)
<b>Total remeasurements included in other comprehensive income</b>	<b>(38.5)</b>	<b>12.0</b>
<b>Total cost related to defined benefit plans recognised in P&amp;L and OCI</b>	<b>(43.0)</b>	<b>19.2</b>
<b>Net defined benefit asset reconciliation</b>	<b>2015 £m</b>	<b>2014 Restated £m</b>
Net defined benefit asset at start of year	190.3	190.2
Income / (costs) relating to defined benefit plans included in P&L	4.5	(7.2)
Total remeasurements included in OCI	38.6	(12.0)
Net transfer in included in OCI	1.4	1.5
Cash flows - Employer contributions	10.9	17.8
<b>Net defined benefit asset at end of year</b>	<b>245.7</b>	<b>190.3</b>

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**22. PENSION SCHEME (Continued)**

	<b>2015</b>	<b>2014</b>
	<b>£m</b>	<b>Restated £m</b>
<b>Plan assets</b>		
Fair value of plan assets:		
Cash & cash equivalents	24.3	130.8
Equity instruments	633.9	613.4
Government Bonds/LDI instruments	384.7	391.2
Other debt instruments	330.9	303.3
Real estate	81.6	62.0
Other	44.4	2.4
	<u>1,499.8</u>	<u>1,503.1</u>
 Total return on plan assets (including interest income)	 <u>23.2</u>	 <u>246.4</u>

	<b>2015</b>	<b>2014</b>
<b>Weighted average assumptions used to determine benefit obligations at:</b>		
Discount rate	3.90%	3.65%
Rate of salary increase	2.82%	2.70%
Rate of price inflation (RPI)	3.07%	2.95%
Rate of price inflation (CPI)	2.07%	1.95%
Rate of statutory pension increase in deferment	2.07%	1.95%

**Weighted-average assumptions used to determine cost relating to defined benefit plans:**

Discount rate	3.65%	4.65%
Rate of compensation increase	2.70%	3.05%
Inflation rate (RPI)	2.95%	3.30%
Inflation rate (CPI)	1.95%	2.30%

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**22. PENSION SCHEME (Continued)**

	<b>2015</b>		<b>2014</b>	
	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>
<b>Weighted average life expectancy for mortality tables used to determine benefit obligations at:</b>				
Member age 65 (current life expectancy)	23.1	25.1	23.3	25.3
Member age 45 (life expectancy at age 65)	24.7	27.0	25.0	27.2

If future life expectancy for all members were to increase by a further one year then this would increase the liabilities for FRS 102 purposes by about 3%. A change in the life expectancy assumption at the year end balance sheet date also leads to an increase in the following year's pensions charge to the profit and loss.

	<b>2015 £m</b>	<b>2014 £m</b>	<b>2013 £m</b>	<b>2012 £m</b>	<b>2011 £m</b>
<b>Five year history</b>					
Fair value of plan assets at end of year	1,499.8	1,503.1	1,265.7	1,114.5	963.4
Benefit obligation at end of year	(1,254.1)	(1,312.8)	(1,075.5)	(1,027.1)	(1,009.1)
Surplus / (deficit)	<u>245.7</u>	<u>190.3</u>	<u>190.2</u>	<u>87.4</u>	<u>(45.7)</u>

	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Difference between expected and actual return on scheme assets:</b>					
Amount (£m)	(31.3)	181.0	43.4	67.3	(34.7)
Percentage of scheme assets	(2)%	12%	3%	6%	(4)%
<b>Experience gains and losses on scheme liabilities</b>					
Amount (£m)	10.9	4.1	(18.9)	10.8	(7.5)
Percentage of scheme liabilities	1%	0%	(2)%	1%	(1)%

**Contributions**

As a result of the pension changes that took effect from 1 August 2014 the requirement to make regular contributions to the DB sections ceased at that time. In 2013, the company made contributions of £35.8 million to pre-fund all of the 2014 deficit contributions and a portion of subsequent deficit contributions. The 2015 contributions include an allowance for administrative expenses and PPF levies. The company expects to pay contributions of £7.7m during 2016.

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**22. PENSION SCHEME (Continued)**

**Defined contribution scheme**

Prior to 1 August 2014, the group also operated a defined contribution scheme for employees who were not eligible or chose not to join the defined benefit scheme.

From 1 August 2014, the Company's defined benefit section of the pension scheme and the existing defined contribution plan were both closed to future benefit accrual. All future pension benefits from 1 August 2014 are provided under a new defined contribution section of the pension scheme. The Company made defined contribution payments of £14.3m during 2015 (2014 £14.2m). 2014 payments included an £8.3m transitional payment in relation to certain existing defined benefit members in light of the change in pension benefit design from 1 August 2014.

**23. POST RETIREMENT MEDICAL BENEFITS**

The company operates an unfunded non-contributory scheme for medical benefits. As part of this scheme, defined medical benefits are provided to retired UK members who started their services with the company on or prior to 1 December 1988 and had completed five years of service with the company at retirement. The costs of private medical care are subsidised for these pensioners. One group of pensioners receive a fixed subsidy of £250 regardless of marital status while the remainder and current eligible employees are entitled to fully insured benefits in retirement for themselves, their spouses and eligible dependents. On a pensioner's death the benefit ceases for the widow or widower at the end of the scheme year in which death occurs. Currently, 266 pensioners receive these benefits and 70 employees are entitled to receive them should they reach retirement with the company.

A full actuarial valuation of the accrued liability and annual charge in respect of post retirement medical benefits was carried out as at 31 December 2015 by a qualified actuary (who is employed within the Marsh & McLennan Companies group). The method used was the projected unit method. The major assumptions used for the actuarial valuation were (in nominal terms):

Assumptions	31 December 2015	31 December 2014	31 December 2013	31 December 2012	31 December 2011
Gross interest rate	3.9%	4.7%	4.7%	4.3%	4.7%
Medical cost trend rate for one year	5.4%	5.5%	10.5%	6.1%	5.2%
Medical cost trend rate after one year	5.4%	5.5%	5.5%	6.1%	5.2%

The following amounts have been recognised in the performance statements in the year to 31 December 2015 in respect of post retirement medical benefits under the requirements of FRS 102:

**Mercer Limited**  
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**23. POST RETIREMENT MEDICAL BENEFITS (Continued)**

	2015 £'000	2014 £'000			
<b>Analysis of amounts charged to operating profit</b>					
Current service cost	261	288			
Total included within operating profit	261	288			
<b>Analysis of amount charged to other finance costs</b>					
Interest on scheme liabilities	711	932			
Net finance cost	711	932			
<b>Analysis of the actuarial gain in the statement of total recognised gains and losses</b>					
Experience gains and losses arising on scheme liabilities	1,125	1,190			
Effects of changes in assumptions underlying the present value of scheme liabilities	1,278	139			
Actuarial gain	2,403	1,329			
Movement in scheme liability during the year:					
	2015 £'000	2014 £'000			
Liability in the scheme at 1 January	19,507	20,119			
Current service cost	261	288			
Payments	(453)	(503)			
Interest on scheme liabilities	711	932			
Actuarial gain	(2,403)	(1,329)			
Liability in the scheme at 31 December	17,623	19,507			
	2015	2014	2013	2012	2011
<b>History of experience gains and losses</b>					
Experience gains/(losses) on scheme liabilities:					
Amount (£'000)	1,125	1,190	1,586	(63)	348
Percentage of the present value of the scheme liabilities	6%	6%	8%	0%	2%
Total actuarial gain/(loss) recognised in statement of total recognised gains and losses:					
Amount (£'000)	2,403	1,329	2,838	(1,878)	(5,738)
Percentage of the present value of the scheme liabilities	14%	7%	14%	(8)%	(29)%

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**24. SHARE-BASED PAYMENTS**

Mercer Limited's ultimate parent company, Marsh & McLennan Companies, Inc., maintains multiple equity-settled share-based payment arrangements in the UK, under which employees are awarded grants of stock options and Save As You Earn (SAYE) awards, Shares Awards and Share Purchase arrangements (Share Purchase Plan and Share Incentive Plan).

Prior to 1 January 2006, Share Awards were classified as liabilities and measured at their respective grant date fair values. Prepaid compensation cost was recognised for the unearned portion of such awards. Upon implementation of FRS 20, such awards were adjusted to the respective accrued grant date fair values, with a liability to Marsh & McLennan Companies, Inc. The effect of forfeitures was recognised when they occurred and dividend equivalents were expensed in the period incurred. There has been no change to the treatment under FRS 102.

In addition, SAYE awards were not considered compensatory and there was no cost to the company; therefore no expense was required to be recognised.

Share Purchase Plan costs were accrued in the year of grant.

From 1 January 2015, the company has applied the requirements of Financial Reporting Standard 102. In accordance with the transitional provisions, FRS 102 has been applied to all grants of equity instruments after 7 November 2002 that were unvested as of 1 January 2006.

As no benefit is granted by the company under the Share Incentive Plan, this plan does not fall under the scope of FRS 102.

**25. ULTIMATE PARENT UNDERTAKING**

The company's immediate parent company is MMC UK Group Limited, which is incorporated in the United Kingdom and registered in England and Wales. The ultimate parent company and controlling entity is Marsh & McLennan Companies, Inc., incorporated in the State of Delaware, USA. The largest and smallest group in which the financial statements of Mercer Limited are consolidated is that headed by Marsh & McLennan Companies, Inc.

The accounts of Marsh & McLennan Companies, Inc. are available to the public and may be obtained from:

The Company Secretary  
Marsh & McLennan Companies UK Limited  
1 Tower Place West  
Tower Place  
London  
EC3R 5BU

**26. RELATED PARTY TRANSACTIONS**

The company has taken advantage of the exemption under FRS 102 not to disclose transactions with Marsh & McLennan Companies, Inc., or investees of the group qualifying as related parties.

**27. SUBSEQUENT EVENTS**

On 1<sup>st</sup> February 2016, the company acquired 100% of the share capital of The Positive Aging Company Limited for initial consideration of £900,000.

**Mercer Limited**  
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**28. EXPLANATION OF TRANSITION TO FRS 102**

This is the first year that the Company has presented its financial statements under Financial Reporting Standard 102 (FRS 102) issued by the Financial Reporting Council. The following disclosures are required in the year of transition. The last financial statements under previous UK GAAP were for the year ended 31 December 2014 and the date of transition to FRS 102 was therefore 1 January 2014. As a consequence of adopting FRS 102, a number of accounting policies have changed to comply with that standard.

**Tangible and Intangible Assets**

Internally developed and purchased software has been reclassified from Tangible Fixed Assets to Intangible Fixed Assets. The effect of the restatement is shown in note 10 and note 11.

**Retirement Benefits**

Upon transitioning to FRS 102, the company made the following changes in accounting policy in respect of its defined benefit pension. Interest on service cost is now fully recognised within service cost. Administration costs are now recognised explicitly within the profit and loss charge based upon actual costs incurred; and

The policy for recognition of surplus as a plan asset has changed from that used under FRS 17, as the company believes it has an unconditional right to a refund of surplus for the purpose of FRS 102 and therefore the plan surplus is recognised as an asset. This corresponds to a change in equity under FRS 102 compared to FRS 17 of £191.6m at 1 January 2014 and £191.1m at 1 January 2015 (before tax), corresponding to the asset limitation at those dates.

**Deferred Tax**

Previously deferred tax on retirement benefits were offset against the related retirement benefit asset/liability on the face of the balance sheet. Under FRS 102 the retirement benefit asset/liability is disclosed gross of the associated deferred tax liability/asset, which is aggregated with other deferred tax asset/liabilities in note 17.

**Reconciliation of Equity**

	At 1 January 2014 £'000	At 31 December 2014 £'000
Equity reported under previous UK GAAP	354,894	367,251
Adjustments to equity on transition to FRS 102:		
Recognition of defined benefit pension surplus and associated deferred tax	153,314	152,946
Equity reported under FRS 102	508,208	520,197

**Reconciliation of profit and loss**

	At 31 December 2014 £'000
Profit for the financial year under previous UK GAAP	63,204
Adjustments on transition to FRS 102:	
Defined benefit pension adjustment	(6,447)
Deferred tax on defined benefit pension adjustment	1,281
Profit and loss reported under FRS 102	58,038