**Company No 984275** 

**Report and Financial Statements** 

31 December 2009

24/09/2010 COMPANIES HOUSE

# **REPORT AND FINANCIAL STATEMENTS 2009**

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# REPORT AND FINANCIAL STATEMENTS

# OFFICERS AND PROFESSIONAL ADVISERS

### **DIRECTORS**

G Beneplanc

P E Middleton

S D Smith

A K Whalley

D N Williams

### **SECRETARY**

M F Brindley

### **REGISTERED OFFICE**

1 Tower Place West Tower Place London EC3R 5BU

# **BANKERS**

The Royal Bank of Scotland plc ABN Amro Bank N V Citibank N A

### **SOLICITORS**

Slaughter & May

### **AUDITORS**

Deloitte LLP Chartered Accountants London

### **DIRECTORS' REPORT**

The directors present their annual report and the audited financial statements for the year ended 31 December 2009

#### **BUSINESS REVIEW AND PRINCIPAL ACTIVITIES**

The principal activities of the company are to provide actuarial, human resource, financial, and management consultancy advice together with related services The company is regulated by the Financial Services Authority (FSA)

The company's key performance indicators include revenue growth, contribution margin, employee utilisation, time recovery, billing performance, and receivables collection time

As shown in the company's profit and loss account on page 7, turnover fell by 2 5 (2008 – grew by 3 7) per cent, driven by the challenging economic environment, leading clients to delay discretionary spend. Operating profit margin increased from 18 5 per cent to 20 9 per cent due to a reduction in employee costs as a result of realigning resources to match client demand. 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 £50,907,000 (2008 - £60,404,000) No interim dividend was paid on the ordinary shares (2008 - £55,300,000) The directors do not recommend the payment of a final dividend (2008 - £nil) No dividends were received from subsidiary companies (2008 - £nil)

As shown on the balance sheet on page 9, net assets have decreased by 1 9 (2008 – decrease 20 7) per cent. This is a result of strong profits for the year, offset by an actuarial loss in respect of the company's defined benefit pension scheme, as outlined in note 23

### FINANCIAL RISK MANAGEMENT

The company is exposed to financial risk through its financial assets and habilities. The key financial risk is that the proceeds from financial assets are not sufficient to fund the obligations arising from habilities 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 habilities contained within the company's balance sheet the only financial risks the directors consider 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

### GOING CONCERN

The company has a strong liquid asset position consisting mainly of cash and debtors and is not reliant on funding from third parties. As a consequence, the directors believe that the group 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

### **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 on 23 May 2009

### **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

### **DIRECTORS' REPORT**

#### **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

#### PAYMENTS FOR CHARITABLE PURPOSES

Donations to charitable organisations in the United Kingdom totalled £41,351 (2008 - £48,880)

#### **DIRECTORS**

The directors of the company during the year ended 31 December 2009, all of whom were directors throughout the year except as noted below, were

A K Whalley

D N Williams

D Heyward

Resigned 22 September 2009

P E Middleton

Appointed 1 May 2009 - Chairman

Since the year end S Drummond Smith was appointed as a director on 5 February 2010 G Beneplanc was also appointed as a director on 17 February 2010

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 auditors are unaware, and
- 2 the director has taken all steps that he/she ought to have taken as a director to make himself/herself aware of any relevant audit information and to establish that the company's auditors are 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 FSA 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 S309A and B of the Companies (Audit, Investigating and Community Enterprise) Act 2004

### **AUDITORS**

Deloitte LLP were the Company's auditors 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 auditors in the absence of an Annual General Meeting

This report was approved by the board of directors on 22 April 2010 and signed on its behalf by

M F Brindley Secretary

Mf Boundley

22 April 2010

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Annual Report and 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 judgments 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.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF MERCER LIMITED

We have audited the financial statements of Mercer Limited for the year ended 31 December 2009 which comprise the Profit and Loss Account, the Statement of Total Recognised Gains and Losses, the Reconciliation of Movements in Shareholders' Funds, the Balance Sheet, and the related notes 1 to 27 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 auditors' 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 auditors

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 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 (APB'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.

### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2009 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 Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

# INDEPENDENT AUDITORS' 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

Emma Cox (Senior Statutory Auditor) for and on behalf of Deloitte LLP Chartered Accountants and Statutory Auditors London United Kingdom

22 April 2010

# PROFIT AND LOSS ACCOUNT Year ended 31 December 2009

	Notes	2009 £'000	2008 £'000
TURNOVER	1, 2	329,350	337,892
Administrative expenses		(260,391)	(275,418)
OPERATING PROFIT		68,959	62,474
Interest receivable and similar income Interest payable and similar charges Other finance income	3 4 5	1,792 (1,580) 3,340	12,895 (1,486) 10,140
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	6	72,511	84,023
Tax on profit on ordinary activities	8	(21,604)	(23,619)
PROFIT FOR THE FINANCIAL YEAR	19	50,907	60,404

Turnover and operating profit derive solely from continuing operations

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES Year ended 31 December 2009

	Notes	2009 £'000	2008 £'000
Profit for the financial year		50,907	60,404
Actuarial loss in respect of pension scheme	23	(86,000)	(73,700)
Actuarial gain in respect of other retirement benefits	24	2,672	1,975
Deferred tax relating to actuarial gains and losses		23,332	20,082
Actuarial loss on retirement benefits asset/liability net of taxation	19	(59,996)	(51,643)
TOTAL LOSSES AND GAINS RECOGNISED		(9,089)	8,761
RECONCILIATION OF MOVEMENTS IN Year ended 31 December 2009	N SHAREH	OLDERS' FUNDS	2008
	Notes	£'000	£'000
Profit on ordinary activities after taxation Distribution to shareholders Net actuarial loss relating to retirement benefits Capital contribution in respect of share based payments	19 19	50,907 - (59,996) 3,922	60,404 (80,300) (51,643) 1,517
NET CHANGE TO SHAREHOLDERS' FUNDS		(5,167)	(70,022)
OPENING SHAREHOLDERS' FUNDS		268,973	338,995
CLOSING SHAREHOLDERS' FUNDS		263,806	268,973

# **BALANCE SHEET** At 31 December 2009

	Notes	£'000	2009 £'000	£'000	2008 £'000
FIXED ASSETS					
Intangible assets	9		150		300
Tangible assets	10		16,222		19,675
Investments	11		600		600
			16,972		20,575
CURRENT ASSETS					
Debtors	12	121,538		139,111	
Debtors due after more than one year	13	63,298		46,921	
Cash at bank and in hand		204,045		249,712	
CREDITORS: amounts falling due within one			388,881		435,744
year	15		(57,512)		(94,420)
NET CURRENT ASSETS			331,369		341,324
TOTAL ASSETS LESS CURRENT LIABILITIES			348,341		361,899
CREDITORS amounts falling due after more than one year	16		(19,350)		(20,575)
PROVISIONS FOR LIABILITIES	17		(60,604)		(62,095)
NET ASSETS EXCLUDING RETIREMENT BENEFITS ASSETS AND LIABILITIES			268,387		279,229
Pension asset/(liability)	23		2,700		(1,585)
Other retirement benefits liability	24		(7,281)		(8,671)
NET ASSETS INCLUDING RETIREMENT BENEFITS ASSETS AND LIABILITIES			263,806		268,973
CAPITAL AND RESERVES		•			·
Called up share capital	18		224,400		224,400
Other reserves	19		12,828		8,906
Profit and loss account	19,20		26,578		35,667
SHAREHOLDERS' FUNDS		•	263,806		268,973

These financial statements were approved by the Board of Directors on 22 April 2010 and signed on its behalf by

D N WILLIAMS

Director

A K WHALLEY

AV Malley

Director

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

#### 1. ACCOUNTING POLICIES

The financial statements have been prepared in accordance with applicable United Kingdom law and accounting standards. The accounting policies adopted by the directors, and summarised below, have been applied consistently in both the current and prior year.

#### **Basis of accounting**

The accounts have been prepared under the historical cost convention

#### 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, section 401 covers exemptions for companies including non-EEA group accounts. The largest and smallest group into which the company's results are consolidated is that headed by Marsh & McLennan Companies, Inc. Accordingly these financial statements present information about this company as an individual undertaking and not as a group and the company is not obliged to produce a cash flow statement.

The company has also taken advantage of the exemption available under FRS8 "Related Party Disclosures" not to disclose transactions between entities where 100% of those voting rights are controlled within the group

The company's financial and liquidity position are described in the Directors' report Accordingly, the accounts have been prepared on the going concern basis

#### 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 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 uninvoiced amounts are shown as unbilled debtors, net of any provisions for amounts considered to be unbillable. Commission is recognised when the company earns the right to consideration for services provided.

### Intangible fixed assets

Goodwill arising on acquisition of a business is capitalised and amortised over the business' estimated useful economic life

The Healthcare business previously carried on by Marsh UK Limited is being amortised over a five year period

#### 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

### Fixed asset investments

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

### Leasing commitments

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

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 1. ACCOUNTING POLICIES (continued)

#### **Taxation**

Current tax, including UK corporation 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 taxation**

Deferred taxation is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on tax rates and law that have been enacted or substantively enacted by the balance sheet date. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in financial statements. Deferred tax is not provided on timing differences arising from the revaluation of investment properties where there is no commitment to sell the asset. Deferred tax assets are recognised to the extent that it is regarded as more likely than not they will be recovered. Deferred tax assets and liabilities are not discounted.

#### Pension costs

The Group operates a funded defined benefits pension scheme for the majority of its employees and a defined contribution scheme for employees who are not eligible or choose not to join the defined benefit scheme

The company also operates an unfunded non-contributory scheme for medical benefits, whereby defined medical benefits are provided to 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 MMC 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/ (charges). This is based on the market value of the assets of the schemes at the start of the financial year.

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

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.

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 1. ACCOUNTING POLICIES (continued)

### Foreign exchange

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.

### Investors' compensation scheme levies

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

### **Share-based payment**

The company has applied the requirements of Financial Reporting Standard 20 Share-based payment ("FRS 20") In accordance with the transitional provisions, FRS 20 has been applied to all grants of equity instruments after 7 November 2002 that were unvested as of 1 January 2006

The company's ultimate parent company, Marsh & McLennan Companies Inc ("MMC"), 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

Share based payments are measured at the fair value at grant, expensed 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 using either the Black-Scholes pricing model (no market based triggering event) or the Binomial valuation model (market based triggering event). The expected life used in the model is estimated using the contractual term of the option and the effects of employees' expected exercise and post-vesting employment termination behaviour.

Share awards are measured at the fair value at grant, and this expense is recognised over the vesting period of three years

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

The company records a liability at the balance sheet date being the amount payable to MMC in respect of share-based payments, recognised over the vesting period. If the fair value expensed at that date exceeds the liability, the excess is treated as a capital contribution and is recorded in other reserves. If the fair value expensed is less than the liability, the deficiency is treated as a distribution

#### Cash flow statement

The company has taken advantage of the exemption granted by paragraph 5(a) of Financial Reporting Standard 1 (Revised 1996), not to prepare a cash flow statement

### 2. SEGMENTAL ANALYSIS

The company operates solely within the United Kingdom, their business being the provision of actuarial advice and related services. It is the opinion of the directors that further segmental disclosure of turnover would be seriously prejudicial to the interests of the company

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 3. INTEREST RECEIVABLE AND SIMILAR INCOME

		2009 £'000	2008 £'000
	Other interest receivable Unwinding of discount on provisions	1,792	12,827 68
		1,792	12,895
4.	INTEREST PAYABLE AND SIMILAR CHARGES		
		2009 £'000	2008 £'000
	Interest payable on subordinated loans (note 16) Unwinding of discount on provisions	460 1,120	1,486
		1,580	1,486
5.	OTHER FINANCE INCOME		
		2009 £'000	2008 £'000
	Net finance income relating to pension scheme (note 23) Net finance charges relating to post retirement medical benefits (note 24)	4,100 (760)	10,900 (760)
	Net finance income relating to retirement benefits	3,340	10,140
6.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		
	Profit on ordinary activities before taxation is stated after charging/(crediting):	2009 £'000	2008 £'000
	Depreciation and amounts written off tangible fixed assets Owned	5,260	4,656
	Amortisation of intangible fixed assets Loss on disposal of fixed assets Rentals under operating leases	150 85	150
	Land and Buildings Other operating leases Sublet rental income	5,434 983 (784)	5,503 1,362 (880)
	Auditors' remuneration - audit fees - other services for taxation	316	301
	Onerous lease provision (note 17)	2,882	5,449
	Restructuring costs (note 17)	4,950	4,009
	Write off of insurance recoveries		3,210

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 7 STAFF COSTS

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

	2009	2008
Employee costs during the year amounted to:	£'000	£'000
Wages and salaries	154,435	166,737
Social security costs	14,708	15,037
Other pension costs	18,683	22,556
	187,826	204,330

The above does not include employee related restructuring costs (see note 6)

The company incurred costs of £244,000 (2008 - £285,000) paid to certain former employees relating to post retirement medical benefits (see note 24) included above

The average monthly number of persons employed by the company during the year was as follows:	2009 Number	2008 Number
Consulting Non-consulting	2,069 827	2,285 805
	2,896	3,090
Directors' remuneration was paid in respect of directors of the company as follows:	£'000	£'000
Emoluments Amounts receivable (other than shares and share options) under long-term	596	592
incentive schemes	25	38
	Number	Number
The number of directors accruing benefits under defined benefit pension schemes was	3	3
The directors' remuneration shown above (excluding pensions and pension contributions) included:	£'000	£'000
Highest paid director	<del>377</del>	360

At 31 December 2009 the amount of the highest paid director's accrued annual pension was £16,478 (2008 - £11,362)

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 £24,927 (2008 - £4,412)

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 7. STAFF COSTS (continued)

Certain directors of the company are also directors of other companies within the Marsh & McLennan Companies UK Limited group of companies 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.

### 8 TAX ON PROFIT ON ORDINARY ACTIVITIES

### Analysis of charge for the year

	2009		2008	
	£'000	£'000	£'000	£'000
Current tax				
UK corporation tax on profit for the year	12,028		17,819	
Adjustment in respect of prior years	(290)		(723)	
Total current tax charge Deferred tax		11,738		17,096
Timing differences, origination and reversal	9,928		7,056	
Impact of change in tax rate	-		(65)	
Adjustments to the estimated recoverable amounts of deferred tax assets arising in previous periods	(62)		(468)	
Total deferred tax charge		9,866		6,523
Tax charge on profit on ordinary activities		21,604		23,619

### Factors affecting current tax charge for the year

The tax assessed for the period is lower than that resulting from applying the standard rate of corporation tax in the UK 2009 28% (2008 28 5%)

The differences are explained below

	2009 £'000	2008 £'000
Profit on ordinary activities before taxation	72,511	84,023
UK corporation tax at 28% (2008 – 28 5%) Effects of	20,303	23,947
Expenses not deductible for tax purposes	545	882
UK to UK transfer pricing adjustment	10	(275)
Timing differences, origination and reversal	1,824	(6,209)
Capital allowances	1,142	(526)
Adjustment in respect of prior years	(290)	(723)
Movement in pensions and post retirement benefits	(11,796)	<u>-</u>
	11,738	17,096

The future tax rate is expected to be above the standard United Kingdom tax rate due to expenses not deductible for tax purposes

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 9. INTANGIBLE FIXED ASSETS

	£,000
Cost At 1 January 2009 and 31 December 2009	750
Amortisation At 1 January 2009 Charge for the year	450 150
At 31 December 2009	600
Net book value At 31 December 2009	150
At 31 December 2008	300

Intangible fixed assets represent the Healthcare business transferred from Marsh UK Limited

### 10. TANGIBLE FIXED ASSETS

The movements in the year were as follows	Land and buildings £'000	Leasehold improve- ments £'000	Furniture and equipment £'000	IT equipment £'000	Assets under construction £'000	Total £'000
Cost						
At 1 January 2009	8,596	13,481	8,350	9,789	4,144	44,360
Additions	-	-	-	1,008	1,540	2,548
Disposals	-	(3,090)	(1,945)	(2,137)	· <u>-</u>	(7,172)
Reclassification	-			3,566	(4,222)	(656)
At 31 December 2009	8,596	10,391	6,405	12,226	1,462	39,080
Depreciation						
At 1 January 2009	2,184	10,102	6,938	5,461	-	24,685
Charge for year	164	1,428	622	3,046	-	5,260
Disposals	-	(3,009)	(1,945)	(2,133)	-	(7,087)
At 31 December 2009	2,348	8,521	5,615	6,374		22,858
Net book value						
At 31 December 2009	6,248	1,870	790	5,852	1,462	16,222
At 31 December 2008	6,412	3,379	1,412	4,328	4,144	19,675

Included in land and buildings is land held at cost of £2,013,000 (2008 - £2,013,000) which is not subject to depreciation

£656,000, included in the assets under construction opening balance, was re-classified to prepayments as these are not capitalised

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 11 FIXED ASSET INVESTMENTS

Investment in subsidiary undertakings	2009 £'000	2008 £'000
Cost and net book value	7 - 4 4	
At 1 January	600	1,405
Disposals	-	(805)
	<del></del>	
At 31 December	600	600

### Subsidiary undertakings

The company's principal subsidiary undertakings as at 31 December 2009, all of which represent 100% ownership of ordinary shares, were

Prıncıpal subsidiary undertakings	Country of registration or incorporation	Country of operation	Principal activity
Mercer Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Pension Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
PFT Limited	England and Wales	United Kingdom	Trustee of funds held for pension scheme administration (Dormant)
Sedgwick Noble Lowndes Group Limited	England and Wales	United Kingdom	Holding company for other subsidiary undertakings
English Pension Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Sedgwick Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Settlement Trustees Limited	England and Wales	United Kingdom	Trustee Company (Dormant)
Mercer UK Limited	England and Wales	United Kingdom	Dormant Company

Summit Management Company Limited and Mercer Consulting Limited were dissolved on 10 February 2009 Mercer Human Resource Consulting Limited was dissolved on 10 March 2009

On 31 March 2010, Mercer UK Limited changed its name to Mercer Consulting Limited

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 12. DEBTORS

	2009 £'000	2008 £'000
Billed debtors	56,728	63,441
Unbilled debtors	29,191	31,564
Amounts owed by group companies		•
Subsidiary undertakings	4,865	5,368
Parent and fellow subsidiary undertakings	14,599	18,352
Amounts due from other group companies in respect		
of taxation	2,902	2,980
Corporation tax	-	14,362
Other debtors	3,624	1,893
Other prepayments and accrued income	9,629	1,151
	121,538	139,111

Included within amounts owed by parent and fellow subsidiary undertakings is £603,000 (2008 - £1,452,000) in respect of professional indemnity insurance claims

# 13. DEBTORS DUE AFTER MORE THAN ONE YEAR

	Notes	2009 £'000	2008 £'000
Deferred taxation	14	19,966	4,336
Professional indemnity insurance claims	17	40,546	40,539
Other prepayments and accrued income		2,786	2,046
		63,298	46,921

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

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 14. DEFERRED TAXATION

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

2009	2008
2.000	£'000
4,336	3,813
(9,928)	(7,056)
62	468
-	65
18,267	-
7,229	7,046
19,966	4,336
2009	2008
£'000	£'000
3 679	2,480
•	1,856
13,700	-
19,966	4,336
	4,336 (9,928) 62 18,267 7,229 19,966 2009 £'000

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 15. CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR

	2009 £'000	2008 £'000
	2 000	2 000
Trade creditors	522	209
Amounts owed to group companies		
Parent and fellow subsidiary undertakings	10,606	5,686
Subsidiary undertakings	640	640
Amounts due to other group undertakings in respect		
of taxation	1,683	42,784
Other creditors	•	,
VAT payable	7,032	7,874
Social security and PAYE	7,126	7,310
Accruals and deferred income	29,903	29,917
	57,512	94,420
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### 16. CREDITORS AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	£'000	£'000
Amounts owed to group companies		
Parent and fellow subsidiary undertakings	350	1,575
Subordinated loans	19,000	19,000
	19,350	20,575

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

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 17. PROVISIONS FOR LIABILITIES

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

	At 1 January 2009 £'000	Increase in provision £'000	Reductions in provision £'000	Unwinding of discount £'000	Utilisation £000	At 31 December 2009 £'000
Onerous lease commitments	15,623	2,434	(672)	1,120	(2,438)	16,067
Professional indemnity claims	42,962	13,570	(5,046)	-	(8,492)	42,994
Restructuring costs	3,510	4,736	(186)		(6,517)	1,543
	62,095	20,740	(5,904)	1,120	(17,447)	60,604

The provision for onerous lease commitments represents rental and other commitments on leased properties less anticipated sublet rental income. The company is subject to a contractual fixed rent increase until 2020 when rent will move to an open market rate. Given the current economic climate and depressed rental income market, sub-let rental income is unlikely to increase in line with the contractual obligations of the company and this has been reflected in the provision.

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 (known as E&O's) 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.

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. Accordingly, insurance recoveries of £40,546,000 (2008 - £40,539,000) have been recognised within debtors due after more than one year (see note 13)

The provision for restructuring costs represents an obligation to pay redundancy costs following a group-wide efficiency review in 2009

### 18. CALLED UP SHARE CAPITAL

	2009		2008	
	Number	£'000	Number	£'000
Authorised Ordinary shares of £1 each	300,000,000	300,000	300,000,000	300,000
Allotted, called up and fully paid Ordinary shares of £1 each	224,400,000	224,400	224,400,000	224,400

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 19. MOVEMENT ON RESERVES

	Notes	Share capital	Other reserves	Profit and loss	Total
		£'000	£'000	account £'000	£'000
As at 1 January 2009		224,400	8,906	35,667	268,973
Actuarial loss in respect of pension scheme Actuarial gain in respect of post retirement	23	-	-	(86,000)	(86,000)
medical benefits	24	-	-	2,672	2,672
Deferred tax relating to actuarial gains and losses				23,332	23,332
Actuarial loss on pensions liability net of taxation		-	-	(59,996)	(59,996)
Capital contributions in respect of share based payments		_	3,922	(05,220)	3,922
Profit for the financial year				50,907	50,907
Net addition to/(reduction in) shareholders' funds		-	3,922	(9,089)	(5,167)
As at 31 December 2009		224,400	12,828	26,578	263,806

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 19. MOVEMENT ON RESERVES (continued)

	Notes	Share capital	Other reserves	Profit and loss account	Total
		£'000	£'000	£'000	£'000
As at 1 January 2008		224,400	7,389	107,206	338,995
Actuarial loss in respect of pension scheme Actuarial gain in respect of post retirement	23	-	-	(73,700)	(73,700)
medical benefits	24	-	-	1,975	1,975
Deferred tax relating to actuarial gains and				•	,
losses		-	-	20,082	20,082
Actuarial loss on pensions liability net of				(5) (10)	(51.510)
taxation Capital contributions in respect of share		-	-	(51,643)	(51,643)
based payments		_	1,517	_	1,517
Profit for the financial year		-	1,51,	60,404	60,404
Distributions to shareholders		<u>-</u>		(80,300)	(80,300)
Net addition to/(reduction in) shareholders' funds		-	1,517	(71,539)	(70,022)
As at 31 December 2008		224,400	8,906	35,667	268,973

# 20. PROFIT AND LOSS ACCOUNT

	2009 £'000	2008 £'000
Profit and loss reserve excluding retirement benefits		
liability	31,159	45,923
Pension asset/ (liability)	2,700	(1,585)
Other retirement benefits liability	(7,281)	(8,671)
Profit and loss reserve	26,578	35,667
liability Pension asset/ (liability) Other retirement benefits liability	2,700 (7,281)	(1,5

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 21. GUARANTEES, CONTINGENT LIABILITIES AND OTHER FINANCIAL COMMITMENTS

### Operating lease commitments

As at 31 December 2009, the company was committed to making the following payments during the next year in respect of operating leases

	2009		2008	
	Land and buildings £'000	Other £'000	Land and buildings £'000	Other £'000
Leases which expire	2000	2000	2 000	2 000
Within one year	621	376	465	326
Within two to five years	3,955	684	2,906	19
After five years	9,405	-	10,470	-
	13,981	1,060	13,841	345

The company has a commitment to pay a lease on a property into which the company had intended to move, but which the company did not occupy. The company has an obligation to pay rentals on the lease, which expires in 2028, and against which the company receives sublet rental income. Expected future net costs associated with the property have been provided for within the onerous lease provision (see note 17). During the next year the company is committed to paying £1,002,900, net of sub-let income, in respect of this lease

### Contingent liabilities

The company has contingent liabilities as security in respect of the following property lease

(a) fellow subsidiary undertaking in respect of a lease with less than five years remaining with a current annual rental of £825,000

The Company participates in cash pooling arrangements with Citibank N A 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 at any point in time. The other members of the pooling arrangements are companies owned by Marsh & McLennan Companies, Inc.

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

#### 22. PENSION TRANSFERS AND OPT-OUT BUSINESS

#### Mercer Limited

During 2004 the company settled its remaining obligations under Pension Transfers and Opt-outs The Review was disbanded and final agreement reached with insurers on the outstanding insurance recoveries

### Sedgwick Noble Lowndes Limited and Sedgwick Financial Services Limited

On 16 July 1999 and 17 October 2000 Mercer Limited 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 Amounts of £nil became payable under the indemnities in 2009 (2008 - £56,000) No further amounts are expected to become payable in the future

### 23. PENSION SCHEME

The group operates a defined benefit scheme in the UK. An actuarial valuation was carried out at 31 December 2008 and updated to 31 December 2009 by a qualified actuary (who is employed within the MMC group). The service cost has been calculated using the Projected Unit Method.

	2009 £m	2008 £m
Components of pension cost		
Current service cost	18 0	21 1
Interest cost	40 6	40 0
Expected return on plan assets	(44 7)	(50 9)
Past service cost	(0 2)	05
Total pension cost recognised in the profit and loss account	13 7	10 7
Actuarial losses immediately recognised	86 0	73 7
Actualian 1055e5 infinediately recognised		
Total pension cost recognised in the statement of total recognised gains and losses	86 0	73 7
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Cumulative amount of actuarial (gains)/ losses immediately recognised	214 9	128 9

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 23. PENSION SCHEME (continued)

Amounts recognised in the balance sheet	2009 £m	2008 £m
Fair value of plan assets Present value of funded obligations	807 1 (796 5)	635 5 (632 3)
Present value of unfunded obligations	10 6 (6 9)	3 2 (5 3)
Related deferred tax (liability)/ asset	3 7 (1 0)	(2 1)
Net amount recognised	27	(1 5)
Amounts recognised as		
Assets Liabilities	581 1 (578 4)	457 6 (459 1)
Net amount recognised	2 7	(1 5)
	2009	2008
Change in benefit obligation	£m	£m
Benefit obligation at 1 January Current service cost Interest cost Plan participants' contributions Past service costs Actuarial losses/(gains) Benefits paid	637 6 18 0 40 6 0 6 (0 2) 132 0 (25 2)	671 6 21 1 40 0 1 3 0 5 (78 4) (18 5)
Benefit obligation at 31 December	803 4	637 6

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 23. PENSION SCHEME (continued)

	2009 £m	2008 £m
Analysis of defined benefit obligation	žiii	žiii
Plans that are wholly or partly funded	796 5	632 3
Plans that are wholly unfunded	69	5 3
Total	803 4	637 6
	2009 £m	2008 £m
Change in plan assets		
Fair value of plan assets at 1 January	635 5	717 2
Expected return on plan assets	44 7	50 9
Actuarial gains/(losses) Employer contributions	46 0 105 5	(152 1) 36 6
Member contributions	06	14
Benefits paid	(25 2)	(18 5)
Fair value of plan assets at 31 December	807 1	635 5
Funded status	27	(1 5)
Net amount recognised	2 7	(1 5)

The actuarial valuation as at 31 December 2009 showed an improvement from a deficit of £1 5 million to a surplus of £2 7 million

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 23. PENSION SCHEME (continued)

	2009	2008
Fund assets		
The weighted-average asset allocations at the year end were as follows		
Equities	58 7%	54 2%
Government Bonds	14 8%	17 3%
Corporate Bonds	20 5%	21 2%
Property	5 0%	5 7%
Insured	0 2%	0 3%
Cash	0 8%	1 3%
	100 0%	100 0%

To develop the expected long-term rate of return on assets assumption, the employer considered the current level of expected returns on risk-free investments (primarily government bonds), the historical level of the risk premium associated with the other asset classes in which the portfolio is invested and the expectations for future returns of each asset class. The expected return for each asset class was then weighted based on the target asset allocation to develop the expected long-term rate of return on assets assumption for the portfolio. This resulted in the selection of the 6 40% assumption for the 2009 expense and 6 90% for the 2010 expense.

	2009 £m	2008 £m
Actual return on plan assets	90 7	(101 2)
Weighted average assumptions used to determine benefit	2009	2008
obligations at:		
Discount rate	5 70%	6 40%
Rate of compensation increase	4 50%	4 00%
Rate of pension increases in deferment (5% LPI)	3 50%	3 00%
Weighted average assumptions used to determine net pension cost for year ended:		
Discount rate	6 40%	5 80%
Expected long-term return on plan assets	6 40%	7 00%
Rate of compensation increase	4 00%	4 00%
Rate of pension increases in deferment (5% LPI)	3 00%	3 20%
Rate of pension increases in payment (2.5% LPI)	2 10%	2 30%

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 23. PENSION SCHEME (continued)

	2009		2008	
	Male	Female	Male	Female
Weighted average life expectancy for mortality tables used to determine benefit obligations at:				
Member age 65 (current life expectancy) Member age 45 (life expectancy at age 65)	21 2 22 2	24 0 25 0	21 1 22 2	24 0 25 0

If future life expectancy for all members were to increase by a further one year then this would increase the liabilities for FRS17 purposes by about 2.7%. 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 account

	2009 £m	2008 £m	2007 £m	2006 £m	2005 £m
Five year history	T.III	r.m	LIII	LIII	zm.
Fair value of plan assets at end of year	807 1	635 5	717 2	660 7	600 0
Benefit obligation at end of year	(803 4)	(637 6)	(671 6)	(721 2)	(714 8)
	3 7	(2 1)	45 6	(60 5)	(114 8)
Related deferred tax (liability)/ asset	(1 0)	0 6	(12 8)	18 2	34 4
Surplus/ (deficit)	27	(1 5)	32 8	(42 3)	(80 4)
	2009	2008	2007	2006	2005
Difference between expected and actual return on scheme assets					
Amount (£m)	46 0	$(152\ 1)$	63	19 6	43 6
Percentage of scheme assets	6%	(24)%	1%	3%	7%
Experience gains and losses on scheme liabilities					
Amount (£m)	0 9	8 9	2 4	12 0	18 5
Percentage of scheme liabilities	0%	1%	0%	2%	3%

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 23. PENSION SCHEME (continued)

#### Contributions

During 2009 the Employer made regular contributions of 14 1% of pensionable salary plus shortfall correction contributions of £3 1m in respect of members of the Mercer section and 20 6% of pensionable salary plus shortfall correction contributions of £15 4m in respect of members of the Sedgwick section. In addition, the Employer made special lump sum shortfall correction contributions of £22 3m and £45m to the Mercer and Sedgwick sections respectively

#### **Defined contribution scheme**

The group also operates a defined contribution scheme for employees who are not eligible or choose not join the defined benefit scheme Contributions to this section, which are charged to the profit and loss account as incurred, amounted to £883,000 (2008 - £956,000)

### 24 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 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, 281 pensioners receive these benefits and 123 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 2009 by a qualified actuary (who is employed within the MMC group) The method used was the projected unit method. The major assumptions used for the actuarial valuation were (in nominal terms)

Assumptions	31 December 2009	31 December 2008	31 December 2007	31 December 2006	31 December 2005
Gross interest rate	5 7%	6 4%	5 8%	5 1%	4 7%
Medical cost trend rate for one year	4 5%	7 0%	6 5%	4 5%	5 0%
Medical cost trend rate after one year	4 5%	6 0%	5 5%	4 0%	4 0%

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

# 24. POST RETIREMENT MEDICAL BENEFITS (continued)

The following amounts have been recognised in the performance statements in the year to 31 December 2009 in respect of post retirement medical benefits under the requirements of FRS 17

	2009 £'000	2008 £'000
Analysis of amounts charged to operating profit		
Current service cost	244	285
Total included within operating profit	244	285
Analysis of amount charged to other finance costs		
Interest on scheme liabilities	760	760
Net finance cost	760	760
Analysis of the actuarial loss in the Statement of total recognised gains and losses		
Experience gains and losses arising on scheme liabilities	1,340	(148)
Effects of changes in assumptions underlying the present value of scheme liabilities	1,332	2,123
Actuarial gain	2,672	1,975
Movement in scheme liability during the year		
	2009 £'000	2008 £'000
Liability in the scheme at 1 January Current service cost	12,043 244	13,284 285
Payments	(261)	(311)
Interest on scheme liabilities Actuarial gain	760 (2,672)	760 (1,975)
Liability in the scheme at 31 December	10,114	12,043
Related deferred tax asset	(2,833)	(3,372)
Net liability in the scheme at 31 December	7,281	8,671

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 24. POST RETIREMENT MEDICAL BENEFITS (continued)

	2009	2008	2007	2006	2005
History of experience gains and losses					
Experience gains/(losses) on scheme liabilities					
Amount (£'000)	1,340	(148)	63	141	(540)
Percentage of the present value of the scheme habilities	13%	(1)%	0%	1%	(5)%
Total actuarial gain/(loss) recognised in statement of total recognised gains and losses					
Amount (£'000)	2,672	1,975	(2,122)	(193)	(498)
Percentage of the present value of the scheme liabilities	26%	16%	(16)%	(2)%	(5)%

#### 25. SHARE-BASED PAYMENTS

Mercer Limited's Ultimate Parent Company, Marsh & McLennan Companies Inc ("MMC"), 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 MMC. The effect of forfeitures was recognised when they occurred and dividend equivalents were expensed in the period incurred.

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 2006, the company has applied the requirements of Financial Reporting Standard 20 Share-based payment ("FRS 20") In accordance with the transitional provisions, FRS 20 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 20

### Non-Qualified Stock Options

The company has a stock option scheme for designated employees. Options are granted with an exercise price equal to the market value of MMC's stock at the date of grant. The options vest at 25% per annum beginning one year from the date of grant, and have a contractual term of 10 years.

On 16 March 2005 Marsh & McLennan Companies Inc began granting options that provide for a market-based triggering event before a vested option can be exercised. The terms and conditions of these stock option awards provide that options will vest at a rate of 25% per year beginning one year from the date of grant, and each vested tranche will only become exercisable if the market price of MMC's stock appreciates to a level of 15% above the exercise price of the option and maintains that level for at least 10 consecutive trading days after the award has vested. The company accounts for these awards as market-condition options. The effect of the market condition is reflected in the grant date fair value of such awards.

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

#### 25. SHARE-BASED PAYMENTS (continued)

For both types of grant, the cost associated with each tranche of awards under each grant is spread over the appropriate vesting period. Stock options are forfeited if the employee leaves the company before the options vest. The vesting schedule is accelerated for retiree-eligible individuals should they retire before the options have vested in full.

Effective 1 July 2005, employees were given the opportunity to exchange certain deeply underwater options for new options with an estimated fair value equal to 90% of the value of the options surrendered in exchange. The new options were unvested when granted, and vest on the later of the second anniversary of the grant date of the new options and the original vesting date of the previous options.

Options granted without a market-based triggering event

The estimated fair value of options is calculated using the Black-Scholes option pricing valuation model

The inputs into the Black-Scholes option pricing model are as follows, in United States dollars

	2009	2008	2007	2006	2005
Weighted average share price	-	-	-	\$28 98	\$27 86
Weighted average exercise price	-	-	-	\$28 98	\$27 86
Expected volatility	-	-	-	29 0%	23 5%
Expected life	-	-	-	2-5 years	2-5 years
Risk-free rate	-	-	-	5 0%	3 9%
Expected dividends	_	-	-	2 3%	2 3%

The risk free interest rate assumption is based on the yield on US Treasury zero-coupon issues with a term equal to the expected life of the option, as of the grant date

Expected volatility prior to 1 July 2005 was calculated based on historical volatility for a period equal to the stock option's expected life, calculated on a monthly basis. Subsequent to 1 July 2005 a blended volatility rate was used based on the following volatility derived from daily closing price observations for the ten year period ended on the valuation date, implied volatility derived from traded options for the period one week before and one week after the valuation date, average volatility for the ten year periods ended on 15 anniversaries prior to the valuation date, using daily closing price observations. This is consistent with the methodology adopted by the group

The expected life used in the model is estimated using the contractual term of the option and the effects of employees' expected exercise and post-vesting employment termination behaviour

The expected dividend yield is based on expected dividends for the expected term of the stock options

No stock options were granted in 2008 or 2009

Options granted with a market-based triggering event

The estimated fair value of options granted with a market-based triggering event was calculated using a binomial valuation model. The factors and assumptions used in this model are similar to those utilised in the Black-Scholes option pricing valuation model, except that the risk free interest rate is based on the US Treasury zero-coupon yield curve over the contractual term of the option, and the expected life is calculated by the model

No stock options were granted in 2008 or 2009

# NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 25. SHARE-BASED PAYMENTS (continued)

Details of the share options outstanding during the year are as follows

		2009		2008
	Number of share options	Weighted average exercise price (US\$)	Number of share options	Weighted average exercise price (US\$)
Outstanding at beginning of period	2,330,246	36 44	2,671,891	35 71
Granted during the period	-	-	_	-
Forfeited/expired during the period	409,569	36 72	289,777	31 21
Cancelled or exchanged during the period	-	-	-	-
Exercised during the period	-	-	51,868	27 86
Outstanding at the end of the period	1,920,677	36 40	2,330,246	36 44
Exercisable at the end of the period	1,147,181	40 55	1,515,986	39 78

The options outstanding at 31 December 2009 had a weighted average exercise price of \$36.40 (2008 - \$36.44), and a weighted average remaining contractual life of 2.74 years (2008 - 3.31 years). No options were granted in 2009 (2008 -  $N_1$ I)

The company recognised total expenses of £253,000 and £558,000 in relation to all non-qualified stock options in 2009 and 2008 respectively

#### **Share Awards**

Share Awards - restricted stock units, performance based restricted stock units, deferred stock units and stock bonus units of MMC's common stock - may be awarded under MMC's Incentive and Stock Awards plans. The fair value at grant of these awards is amortised over the vesting period of three years, taking into account the estimated effect of forfeitures. Members are entitled to receive dividend payments during the vesting period. Stock units are forfeited if the employee leaves the company before the awards vest.

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 25. SHARE-BASED PAYMENTS (continued)

	2009			2008	
	Number of shares	Weighted average grant date fair value (US\$)	Number of shares	Weighted average grant date fair value (US\$)	
Outstanding at beginning of period	390,739	27 77	253,979	29 09	
Granted during the period	390,063	19 01	175,828	26 28	
Forfeited during the period	32,619	25 89	767	29 80	
Vested during period	87,719	28 13	38,301	29 64	
Outstanding at the end of the period	660,464	22 61	390,739	27 77	

The company recognised total expenses of £3,844,000 and £2,373,000 in relation to stock awards in 2009 and 2008 respectively

### **SAYE Awards**

SAYE plans are UK Treasury sponsored schemes that run each year from 1 October Members are granted options at a discounted rate based on the market value at that date, with either a three or five year vesting period. Options must be exercised within six months of vesting, otherwise they will lapse. No performance conditions apply

These options are valued using the Black-Scholes method, as stated above for stock options. The expected life is valued at three or five years based on the terms of the plan. The cost is recognised over the appropriate vesting period.

Under this scheme £370,586 was expensed during 2009 (2008 - £459,809) in relation to three and five year schemes commencing during the years 2004 to 2009

### Other share-based payment plans

The employee share purchase plan is operated in the UK, and is open to almost all the employees in the UK Employees pay monthly contributions and have the opportunity at every quarter end to purchase MMC common stock at 95% of market value. This discount applied from October 2005. Previous to this, employees purchased stock at 85% of market value. Under this scheme, employees purchased 31,911 ordinary shares in 2009 (2008 – 45,386), at a weighted average share price of £13 70 (2008 - £12 77). The discount of £22,826 (2008 - £30,116) is recognised in full when the shares are purchased

### NOTES TO THE ACCOUNTS Year ended 31 December 2009

### 26 ULTIMATE PARENT UNDERTAKING

The company's immediate parent company is MMC UK Group Limited, 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

### 27. RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption granted by paragraph 3(c) of FRS 8, Related Party Disclosures, not to disclose transactions with Marsh & McLennan Companies, Inc, or investees of the group qualifying as related parties, on the basis that all subsidiaries are wholly-owned by the group