

# Alexander Forbes sells brokerage to US group

## STAFF WRITER

ALEXANDER Forbes said last night it has agreed to sell its brokerage business to the local office of US professional services group Marsh & McLennan Companies.

The business to be sold comprises Alexander Forbes Risk Services and certain local and correspondent operations serviced across sub-Saharan Africa, including Botswana and Namibia. The transaction is subject to regulatory and other approvals.

The deal is scheduled for completion in the fourth quarter.

Dan Glaser, group president

and chief operating officer of Marsh & McLennan Companies, said: "Africa is a region of increasing growth opportunities and focus for Marsh & McLennan Companies. We are delighted to welcome Alexander Forbes' respected management team and colleagues who have a well-deserved reputation for excellent client relationships.

"Together, we will bring the best of Marsh & McLennan Companies' global capabilities to their impressive range of clients, which includes some of SA's most prominent organisations."

Jurie Erwee, CEO of Alexan-

der Forbes Risk Services, will be appointed CEO of the combined business in Africa, which will be called Marsh Africa, and will report to David Batchelor, CEO of Marsh's Europe, Middle East and Africa region. Brian Blake, CEO of Marsh SA, will be appointed vice-chairman of Marsh Africa with responsibility for developing African business outside SA.

Mr Batchelor said: "This transaction is positive news for our clients, colleagues and the risk and insurance industry in Africa. Our clients will benefit from the expertise brought together in the combined business; our col-

leagues will enjoy career opportunities; and our global services will give greater options to companies of all sizes in the region."

A consortium of broad-based black economic empowerment investors, which have been shareholders in Marsh's South African operations since 2001, will retain their interest in the combined business. Commenting on their behalf, Sam Montsi, a non-executive director of Marsh, said: "Marsh has a sustained and strong commitment to the black economic empowerment process and this will continue to be a cornerstone of Marsh's future development."