

## Online articles

01 – 02 September

### [Moneyweb.co.za](http://Moneyweb.co.za)

Alexander Forbes and global risk adviser Marsh said only a minimal number of jobs would be affected by the merger of the companies risk-services businesses. Late on Wednesday the two companies announced that Marsh was buying Alexander Forbes' risk business for a maximum consideration of R1.1bn. Marsh will pay an initial consideration of R808m and the deal may increase by another R310m, subject to certain conditions and the achievement of specified revenue, operational and strategic performance targets. Alexander Forbes plans to use the proceeds towards some of its long-term debt. David Batchelor, Marsh's chief executive for Europe, Middle East and Africa, estimated it is acquiring about 800 staff members from Alexander Forbes' risk businesses. Commenting on the future of these jobs, Batchelor said: "This is a growth strategy. Bringing together these two organisations does not require job losses to make it work. From our perspective we want to retain talent, build talent, but inevitably when you bring two organisations together there will be some efficiencies and we would be negligent if we would not look at those efficiencies," Batchelor said. Edward Kieswetter, Alexander Forbes' CEO agreed stating that very minimal jobs would be affected by the merger, stating that Alexander Forbes staff have an opportunity to work for a global company with global expertise. He could not disclose the exact numbers affected. "This deal is predicated on growth so we anticipate that clearly there are no mass large scale lay-offs. Obviously in any merger the companies will look for opportunities to be more efficient and further any minor rationalisations will be disclosed to the Competition Commissioner. This is not about a cost saving drive it's about growth." The deal is still pending regulatory approval. Marsh will take over Alexander Forbes' Risk Services business in Namibia, Botswana and South Africa. Moneyweb understands that on Friday the two companies will hold meetings with staff members in Johannesburg, on Tuesday in the Western Cape and Durban on Wednesday. In Namibia meetings are expected to held on Thursday and in Botswana the week after. Staff members will be given the opportunity to ask questions. Asked about the new location of the merged business, Marsh's Batchelor said: "The space that Alexander Forbes' risk services had will be used as the combined business and the space that Marsh has we will use as the combined business. The ultimate vision is to have one common location for all our people in Sandton." Alexander Forbes' Kieswetter said the merger was a win-win for both companies and the plan was to co-brand the new entity for the next two years. He added that Alexander Forbes now has the opportunity to focus its portfolio on growing in the retail and public sector which is an under explored market. Phakamisa Ndzamela BIO: Moneyweb's financial services journalist will ask questions that need asking and will go beyond the call of duty. EMAIL: [phakamisa@moneyweb.co.za](mailto:phakamisa@moneyweb.co.za)

## Bizcommunity

Alexander Forbes sells brokerage business 1 Sep 2011 12:19 Submit a comment BizLike Alexander Forbes has agreed to sell its brokerage business to Marsh & McLennan, a professional services group in the United States according to an article published by Business Day . It says Alexander Forbes Risk Services, along with certain local and correspondent operations in sub-Saharan Africa will be sold to Marsh & McLennan. Jurie Erwee, chief executive of Alexander Forbes Risk Services will run the combined business in Africa, which will be called Marsh Africa. Business Day says the deal is subject to regulatory and other approvals and will probably be completed by the final quarter of this year. Read the full article . Find out more about Alexander Forbes. Find out more about Marsh & McLennan.

## I-Net Bridge

Marsh buys Alex Forbes brokerage September 1 2011 at 04:46pm Comment on this story Marsh, a wholly-owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), announced on Wednesday that it has reached an agreement to acquire the brokerage business of Alexander Forbes (AF). This business comprises Alexander Forbes Risk Services (AFRS) 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 consideration payable by the various Marsh subsidiaries is 808.7 million rand, but may, subject to certain conditions and the achievement of specified revenue, operational and strategic performance targets, increase by up to 310.5 million rand to 1.119 billion rand. Following completion of this transaction, which is targeted for the fourth quarter of 2011, Marsh will have taken a significant step forward in expanding its presence in Africa. In particular, it will have a leading market position in South Africa. The transaction combines Alexander Forbes' well established South African operations, broader network and respected enterprise with Marsh's global solutions, resources and placement capabilities to enhance Marsh's competitive position in key markets. Peter Zaffino, President and CEO of Marsh Inc., said: "Marsh recognizes the tremendous potential of the African continent as a major market for insurance and risk management services. In Alexander Forbes Risk Services we will acquire a highly regarded firm, greatly strengthening our immediate presence and providing us with a powerful platform to deliver value to the fast-developing sub-Saharan region." David Batchelor, CEO of Marsh's Europe, Middle East and Africa region, said: "This transaction is positive news for our clients, colleagues and the risk and insurance industry across Africa. Our clients will benefit from the deep expertise brought together in the combined business; our colleagues will enjoy expanded career opportunities; and our global services and solutions will give greater options to companies of all sizes across the region." Edward Kieswetter, Group Chief Executive of Alexander Forbes, said that the deal was consistent with Alexander Forbes' growth strategy and would be mutually beneficial. "Alexander Forbes will gain access to the expertise of the world's leading international insurance broker, while Marsh will develop their African footprint through our on-the-ground expertise and extensive client

relationships.” Jurie Erwee, CEO of AFRS, will be appointed CEO of the combined business in Africa, to be called Marsh Africa, and will report to Batchelor. Brian Blake, CEO of Marsh South Africa, will be appointed Vice Chairman of Marsh Africa with specific responsibility for developing African business outside South Africa, and will report to Erwee. Erwee said: “By aligning the local strengths of Alexander Forbes with Marsh's global resources, we are bringing the world's best to Africa. Marsh Africa will provide a broader offering to our clients and ensure that we can provide them with the risk solutions best suited to their needs. Both Alexander Forbes and Marsh have, through focused investment and support, achieved Level 3 status in our respective Broad-Based Black Economic Empowerment (B-BBEE) scorecard ratings. As a combined enterprise we are committed to continuous improvement in our BEE performance levels.” A consortium of B-BBEE 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 Pty Ltd, 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.” 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 South Africa's most prominent industrial, commercial and public organisations.”

## Business Report

Alexander Forbes Marsh in talks to buy SA unit September 2 2011 at 05:00am The South African unit of Marsh, the US insurance business of Marsh & McLennan, was in talks to buy a stake in a division owned by Alexander Forbes, two people familiar with the deal said yesterday. The sources did not want to be identified. Alexander Forbes is Africa's largest independent retirement fund administrator. On August 5, the company said one of its units was “in discussions with an interested party regarding a potential transaction affecting a portion of its risk services business”. – Bloomberg

---

## FANEWS

Alexander Forbes to sell its brokerage business to Marsh 1 September 2011 Alexander Forbes & Marsh : [info@fanews.co.za](mailto:info@fanews.co.za) Print this article Send it to a friend David Batchelor on left (Chief Executive officer, Europe, Middle East & Africa, Marsh) Edward Kieswetter on right (Group Chief Executive, Alexander Forbes) Alexander Forbes announced today that it has reached an agreement to sell its brokerage business to Marsh, a wholly-owned subsidiary of Marsh & McLennan Companies. This business comprises Alexander Forbes Risk Services (AFRS) and certain local and

correspondent operations serviced across sub-Saharan Africa, including Botswana and Namibia. The transaction which is subject to regulatory and other approvals, is targeted to complete in the fourth quarter of 2011. Edward Kieswetter, Group Chief Executive of Alexander Forbes, said that the deal was consistent with Alexander Forbes' growth strategy and would be mutually beneficial. "Alexander Forbes will gain access to the expertise of the world's leading international insurance broker, while Marsh will develop their African footprint through our on-the-ground expertise and extensive client relationships." Peter Zaffino, President and CEO of Marsh Inc., said: "Marsh recognises the tremendous potential of the African continent as a major market for insurance and risk management services. In Alexander Forbes Risk Services, we will acquire a highly regarded firm, greatly strengthening our immediate presence and providing us with a powerful platform to deliver value to the fast developing sub-Saharan region." Mr Kieswetter added that the transaction cleared the way for Alexander Forbes to focus on its growth strategy which is driven by the desire to enhance our Retail Strategy; pave the way for our Financial Services business in the rest of Africa; and expand our penetration into the Public Sector. Kieswetter added that the spirit of the transaction is intended to leverage significant growth opportunities for both Alexander Forbes and Marsh. The specific businesses being sold are Alexander Forbes Risk Services Corporate and Commercial, Alexander Forbes iConnect (Pty) Ltd and AF Compensation Technology Administration Services (Pty) Ltd ("AFRS"), and the Risk Services investments of Alexander Forbes AfriNet. AfriNet is the name and registered trade mark of Alexander Forbes' Network of Offices and Correspondents throughout Africa (excluding SA). Jurie Erwee, current CEO of AFRS with global accountability for Africa (including South Africa) at Alexander Forbes, will be appointed CEO of the combined business in Africa, to be called Marsh Africa. The combined operation will have principle offices in Johannesburg, Cape Town, Durban and Port Elizabeth as well as 12 other offices around South Africa. Both Alexander Forbes and Marsh have, through focussed investment and support, achieved Level 3 status in terms of their respective B-BBEE scorecard ratings. A consortium of B-BBEE investors, which have been shareholders in Marsh's SA operations in 2001, will retain their interest in the combined business. Marsh, a wholly-owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), today announced that it has reached an agreement to acquire the brokerage business of Alexander Forbes (AF). This business comprises Alexander Forbes Risk Services (AFRS) and certain local and correspondent operations serviced across sub-Saharan Africa, including Botswana and Namibia. The transaction is subject to regulatory and other approvals. Following completion of this transaction, which is targeted for the fourth quarter of 2011, Marsh will have taken a significant step forward in expanding its presence in Africa. In particular, it will have a leading market position in South Africa. The transaction combines Alexander Forbes' well established South African operations, broader network and respected enterprise with Marsh's global solutions, resources and placement capabilities to enhance Marsh's competitive position in key markets. Peter Zaffino, President and CEO of Marsh Inc., said: "Marsh recognizes the tremendous potential of the African continent as a major market for insurance and risk management

services. In Alexander Forbes Risk Services we will acquire a highly regarded firm, greatly strengthening our immediate presence and providing us with a powerful platform to deliver value to the fast-developing sub-Saharan region. David Batchelor, CEO of Marsh's Europe, Middle East and Africa region, said: "This transaction is positive news for our clients, colleagues and the risk and insurance industry across Africa. Our clients will benefit from the deep expertise brought together in the combined business; our colleagues will enjoy expanded career opportunities; and our global services and solutions will give greater options to companies of all sizes across the region." Jurie Erwee, CEO of AFRS, will be appointed CEO of the combined business in Africa, to be called Marsh Africa, and will report to Mr Batchelor. Brian Blake, CEO of Marsh South Africa, will be appointed Vice Chairman of Marsh Africa with specific responsibility for developing African business outside South Africa, and will report to Mr Erwee. Mr Erwee said: "By aligning the local strengths of Alexander Forbes with Marsh's global resources, we are bringing the world's best to Africa. Marsh Africa will provide a broader offering to our clients and ensure that we can provide them with the risk solutions best suited to their needs. Both Alexander Forbes and Marsh have, through focused investment and support, achieved Level 3 status in our respective Broad-Based Black Economic Empowerment (B-BBEE) scorecard ratings. As a combined enterprise we are committed to continuous improvement in our BEE performance levels." A consortium of B-BBEE 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 Pty Ltd, 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." 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 South Africa's most prominent industrial, commercial and public organisations.

#### [Fin24.Com](#)

Marsh takes over Alexander Forbes unit 45 minutes ago Reuters sp; | Email article --> Johannesburg - A subsidiary of Marsh & McLennan has acquired the brokerage business of Alexander Forbes Preference Share Investments [JSE:AFP] in 11 African countries for R809m, a company executive said on Thursday. Marsh plans to take over Alexander Forbes' risk operations in South Africa, Namibia and Botswana by November in the initial phase of the acquisition, and then spread to the remaining eight countries in later stages. "It really does move the needle in terms of our position in Africa from a Marsh perspective," said David Batchelor, Marsh's chief executive for the Europe, Middle East and Africa region. "It's a region now in its own right, we see its development potential for our business, risk and insurance broking alongside Asia, Latin America and Eastern Europe. We see now the critical

mass and the wherewithal to grow this part of the world.” Jurie Erwee, chief executive at Alexander Forbes Risk Services, will head the new combined business in Africa. Alexander Forbes shares in Johannesburg were up over 2.50% in late afternoon trade on Thursday. Read more about: marsh & mclennan | alexander Forbes | acquisition

[IOL.co.za](http://IOL.co.za)

Marsh buys Alex Forbes brokerage September 1 2011 at 04:46pm Comment on this story Marsh, a wholly-owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), announced on Wednesday that it has reached an agreement to acquire the brokerage business of Alexander Forbes (AF). This business comprises Alexander Forbes Risk Services (AFRS) 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 consideration payable by the various Marsh subsidiaries is 808.7 million rand, but may, subject to certain conditions and the achievement of specified revenue, operational and strategic performance targets, increase by up to 310.5 million rand to 1.119 billion rand. Following completion of this transaction, which is targeted for the fourth quarter of 2011, Marsh will have taken a significant step forward in expanding its presence in Africa. In particular, it will have a leading market position in South Africa. The transaction combines Alexander Forbes' well established South African operations, broader network and respected enterprise with Marsh's global solutions, resources and placement capabilities to enhance Marsh's competitive position in key markets. Peter Zaffino, President and CEO of Marsh Inc., said: “Marsh recognizes the tremendous potential of the African continent as a major market for insurance and risk management services. In Alexander Forbes Risk Services we will acquire a highly regarded firm, greatly strengthening our immediate presence and providing us with a powerful platform to deliver value to the fast-developing sub-Saharan region.” David Batchelor, CEO of Marsh's Europe, Middle East and Africa region, said: “This transaction is positive news for our clients, colleagues and the risk and insurance industry across Africa. Our clients will benefit from the deep expertise brought together in the combined business; our colleagues will enjoy expanded career opportunities; and our global services and solutions will give greater options to companies of all sizes across the region.” Edward Kieswetter, Group Chief Executive of Alexander Forbes, said that the deal was consistent with Alexander Forbes' growth strategy and would be mutually beneficial. “Alexander Forbes will gain access to the expertise of the world's leading international insurance broker, while Marsh will develop their African footprint through our on-the-ground expertise and extensive client relationships.” Jurie Erwee, CEO of AFRS, will be appointed CEO of the combined business in Africa, to be called Marsh Africa, and will report to Batchelor. Brian Blake, CEO of Marsh South Africa, will be appointed Vice Chairman of Marsh Africa with specific responsibility for developing African business outside South Africa, and will report to Erwee. Erwee said: “By aligning the local strengths of Alexander Forbes with Marsh's global resources, we are bringing the world's best to Africa. Marsh Africa will provide a broader offering to our clients and ensure that we can provide them with

the risk solutions best suited to their needs. Both Alexander Forbes and Marsh have, through focused investment and support, achieved Level 3 status in our respective Broad-Based Black Economic Empowerment (B-BBEE) scorecard ratings. As a combined enterprise we are committed to continuous improvement in our BEE performance levels." A consortium of B-BBEE 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 Pty Ltd, 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." 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 South Africa's most prominent industrial, commercial and public organisations." - I-Net Bridge

### [Sundaytribune](#)

Alexander Forbes Marsh in talks to buy SA unit September 2 2011 at 05:00am The South African unit of Marsh, the US insurance business of Marsh & McLennan, was in talks to buy a stake in a division owned by Alexander Forbes, two people familiar with the deal said yesterday. The sources did not want to be identified. Alexander Forbes is Africa's largest independent retirement fund administrator. On August 5, the company said one of its units was "in discussions with an interested party regarding a potential transaction affecting a portion of its risk services business". – Bloomberg

### [Tabj.co.za](#)

Marsh & McLennan swoop on Forbes 01 September, 2011 08:19:00 Font size: Professional services company Marsh & McLennan Cos have announced that African subsidiary Marsh will acquire the brokerage business of Alexander Forbes. An initial amount of R808.7 million (\$115.6 million) will be paid up front, with as much as R310.5 million (\$44.4 million) following in the next two years, dependent on the achievement of certain revenue, operational and strategic targets. The business includes Alexander Forbes Risk Services and certain local and correspondent operations across sub-Saharan Africa, including Botswana and Namibia. Marsh said the acquisition will expand its presence in Africa and give it a leading market position in South Africa. The deal, which is subject to regulatory and other approvals, is expected to close in the fourth quarter. Jurie Erwee, chief executive of Alexander Forbes Risk Services, will become chief executive of the combined business in Africa. The new operation will be known as Marsh Africa. Brian Blake, chief executive of Marsh South Africa, will be named vice chairman of Marsh Africa and is responsible for developing African business outside South Africa. Copyright © 2011 Newsclip Media Monitoring