STATE OF NEVADA
REQUEST FOR PROPOSAL –
CONFIDENTIAL FINANCIAL INFORMATION – PART III

Nevada Division of Insurance
Provider Network Adequacy Analysis
RFP - 3509

Section I – Title Page

Part II – Cost Proposal	
RFP Title:	Network Carrier Adequacy Analysis
RFP:	3509
Vendor Name:	Oliver Wyman Actuarial Consulting, Inc.
Address:	155 N Wacker Drive Chicago, IL 60606
Opening Date:	January 3, 2018
Opening Time:	2:00 PM

Section II – Financial Information and Documentation

3.1.11 Financial information and documentation to be included in accordance with ***Section 8.5, Part III – Confidential Financial Information***.

3.1.11.1 Dun and Bradstreet Number

07-480-1176

3.1.11.2 Federal Tax Identification Number

13-4147522

3.1.11.3 The last two (2) years and current year interim:

Below are the balance statements and income statements for 2015 and 2016 for Marsh & McLennan Companies, which are publicly available at the following website - http://www.mmc.com/ under Investors/Annual Reports. The current year interim statements were not readily available, but if the State of Nevada wishes to, they can be obtained prior to the contract start date.

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A. Profit and Loss Statement

MARSH & McLENNAN COMPANIES, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME

For the Years Ended December 31, *(In millions, except per share figures)*	**2016**	2015	2014
Revenue	**$ 13,211**	$ 12,893	$ 12,951
Expense:			
Compensation and benefits	**7,461**	7,334	7,515
Other operating expenses	**3,086**	3,140	3,135
Operating expenses	**10,547**	10,474	10,650
Operating income	**2,664**	2,419	2,301
Interest income	**5**	13	21
Interest expense	**(189)**	(163)	(165)
Cost of extinguishment of debt	**—**	—	(137)
Investment income	**—**	38	37
Income before income taxes	**2,480**	2,307	2,057
Income tax expense	**685**	671	586
Income from continuing operations	**1,795**	1,636	1,471
Discontinued operations, net of tax	**—**	—	26
Net income before non-controlling interests	**1,795**	1,636	1,497
Less: Net income attributable to non-controlling interests	**27**	37	32
Net income attributable to the Company	**$ 1,768**	$ 1,599	$ 1,465
Basic net income per share – Continuing operations	**$ 3.41**	$ 3.01	$ 2.64
– Net income attributable to the Company	**$ 3.41**	$ 3.01	$ 2.69
Diluted net income per share – Continuing operations	**$ 3.38**	$ 2.98	$ 2.61
– Net income attributable to the Company	**$ 3.38**	$ 2.98	$ 2.65
Average number of shares outstanding – Basic	**519**	531	545
– Diluted	**524**	536	553
Shares outstanding at December 31,	**514**	522	540

B. Balance Statement

MARSH & McLENNAN COMPANIES, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

December 31, *(In millions, except share figures)*	2016	2015
ASSETS		
Current assets:		
Cash and cash equivalents	$ 1,026	$ 1,374
Receivables		
Commissions and fees	3,370	3,198
Advanced premiums and claims	83	51
Other	286	309
	3,739	3,558
Less-allowance for doubtful accounts and cancellations	(96)	(87)
Net receivables	3,643	3,471
Other current assets	215	199
Total current assets	4,884	5,044
Goodwill	8,369	7,889
Other intangible assets	1,126	1,036
Fixed assets, net	725	773
Pension related assets	776	1,159
Deferred tax assets	1,097	1,138
Other assets	1,213	1,177
	$ 18,190	$ 18,216
LIABILITIES AND EQUITY		
Current liabilities:		
Short-term debt	$ 312	$ 12
Accounts payable and accrued liabilities	1,969	1,886
Accrued compensation and employee benefits	1,655	1,656
Accrued income taxes	146	154
Total current liabilities	4,082	3,708
Fiduciary liabilities	4,241	4,146
Less – cash and investments held in a fiduciary capacity	(4,241)	(4,146)
	—	—
Long-term debt	4,495	4,402
Pension, postretirement and postemployment benefits	2,076	2,058
Liability for errors and omissions	308	318
Other liabilities	957	1,128
Commitments and contingencies	—	—
Equity:		
Preferred stock, $1 par value, authorized 6,000,000 shares, none issued	—	—
Common stock, $1 par value, authorized		
1,600,000,000 shares, issued 560,641,640 shares at December 31, 2016 and December 31, 2015	561	561
Additional paid-in capital	842	861
Retained earnings	12,388	11,302
Accumulated other comprehensive loss	(5,093)	(4,220)
Non-controlling interests	80	89
	8,778	8,593
Less – treasury shares, at cost, 46,150,415 shares at December 31, 2016 and 38,743,686 shares at December 31, 2015	(2,506)	(1,991)
Total equity	6,272	6,602
	$ 18,190	$ 18,216