

FOX Global Investment Forum™

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F T I[™]
CONSULTING

**FAMILY ENTERPRISE
SERVICES**



MARSH

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional.

Individually, each practice is a leader in its specific field, staffed with experts recognized for the depth of their knowledge and a track record of making an impact. Collectively, FTI Consulting offers a comprehensive suite of services designed to assist clients across the business cycle — from proactive risk management to the ability to respond rapidly to unexpected events and dynamic environments.

OUR IMPACT

FTI Consulting has four decades of experience in making an **impact** on some of the world's largest and most complex challenges, many of which have dominated global business, financial and public policy discourse. Every year, FTI Consulting helps more than 6,100 organizations globally transform the way they anticipate and respond to events, both at critical moments and for the long haul.

3,600+ Consultants & Professionals	56 of Fortune Global 100 corporations are clients	43 of FTSE 100 companies are clients
460+ SMDs	Founded 1982	FCN NYSE
28 Countries 77 Cities	Advisor to 97 of the world's top 100 law firms	Advisor to the world's top 10 bank holding companies



As of 8/21/17

FAMILY ENTERPRISE SERVICES OVERVIEW

FTI Consulting's Family Enterprise Services supports the organization, oversight and evolution of a family's personal and business interests. Our depth and breadth of expertise distinguishes us from other firms, which allows us to better understand and serve clients and ultimately drive and enhance enterprise value.

FAMILY BUSINESS ADVISORY SERVICES:

- Organizational Assessment and Structuring
- Strategic Consulting
- Performance Improvement Valuation
- Financial Statement Presentation
- Stakeholder Reporting
- Platform Assessment and Software Selection

FAMILY OFFICE ADVISORY SERVICES:

- Family Office Development and Governance
- Assessment of Internal Controls/Operations
- Financial Analysis and Forensic Investigation
- Information Technology Assessment
- Private Foundation Development
- Information Platform Selection and Implementation
- Cyber-Security Review
- Real Estate Consulting, Reporting, and Monitoring

GLOBAL TAX ADVISORY SERVICES:

- Private Client Tax Consulting and Compliance
- Assessment of Income and Estate Tax Efficiency
- IRS and State/Local Tax Representation
- Advanced Pricing Agreement Negotiation
- Cross-Border Tax Structuring/Treaty Analysis
- Advanced Pricing Agreements

TRANSACTION SERVICES:

- FTI Capital Advisors - Broker/Dealer
- Direct Deal/Co-Investment Opportunities
- Buy Side Due Diligence
- Sell Side Representation and Pre-Sale Check-Up
- Financial and Regulatory Due Diligence
- Valuation
- Interim Management
- Acquisition Integration

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MARSH PRIVATE EQUITY AND M&A SERVICES: DRIVING RETURNS FOR INVESTORS



Financial, contractual and human capital risks can impact the pricing and long-term success of an acquisition. An experienced advisor can help isolate and resolve issues to enhance deal outcomes for the long term.

Areas of opportunity for investors include:



DEAL ENABLEMENT AND PROTECTION

- Uncover under-insured risks with pre-acquisition insurance and risk management due diligence.
- Enhance certainty around deal-related risk using insurance capital to address: potential representations and warranties breaches, environmental and contingent tax issues, successor liability, and other deal-related risk matters.
- Verify P&L impact of insurance costs.



PORTFOLIO RISK OPTIMIZATION AND LOST-COST REDUCTION

- Consider bulk buying across a portfolio of assets to drive savings.
- Promote a heightened awareness of claims and loss cost reduction strategies across the portfolio for long-term benefits.
- Set the stage for lasting insurer trading partner relationships.



POST-ACQUISITION INTEGRATION

- Confirm expectations developed during diligence.
- Address immediate issues impacting costs.
- Optimize insurance program.



CREATING VALUE UPON EXIT

- Gain the exit valuation benefits of lower-than-market insurance costs upon exit.
- Reduce or eliminate seller indemnification or contingent liability exposures using insurance capital solutions.



MARSH & McLENNAN COMPANIES (MMC)

Marsh & McLennan Companies delivers advice and solutions that help clients protect and enhance shareholder value. We provide the advantage of four market-leading brands — operating as one business partner — to address family office needs in the areas of risk, strategy, and human capital. Our companies are Marsh, Mercer, Oliver Wyman, and Guy Carpenter.

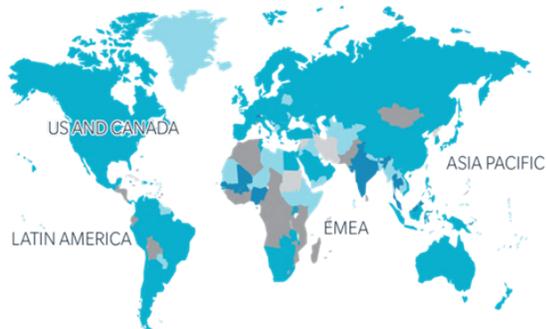
RISK AND INSURANCE — MARSH AND GUY CARPENTER

RISK AND INSURANCE ADVISORY SERVICES

- Global leader in risk management services and solutions for direct investors.
- Leader in structuring and executing transaction risk solutions.
- Portfolio purchasing strategy and execution.
- CAT modelling and advanced analytics.
- Industry expertise and specialization.
- Global network, one point of contact.
- Leading personal lines insurance advisor and broker to family offices for nearly four decades.

GLOBAL EXPERTISE

Approaching 500 offices globally with direct investing advisory capabilities located in strategic hubs around the world.



CONSULTING — MERCER AND OLIVER WYMAN

TALENT, HEALTH, RETIREMENT

- Global transaction and due diligence advice.
- Portfolio purchasing strategy and execution.
- Flexible private health insurance exchanges.
- Benefits harmonization.
- Pension adequacy.
- Compensation.

MANAGEMENT CONSULTING

- Strategy, operations, risk management, and organization transformation.
- Investee company optimization strategies.
- Actuarial consulting services.
- Industry consulting and analysis.
- Brand management and strategy.
- Regulatory advisory and litigation support.

Family Office... Where personal risk, commercial risk, strategic risk, human capital risk, and financial risk come together.

Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

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