

# MERCER

Consulting. Outsourcing. Investments.



MARSH MERCER KROLL  
GUY CARPENTER OLIVER WYMAN



11<sup>th</sup> May 2010

## Actuarial Career Luncheon Mercer 2011 Graduate Recruitment

Paul Newfield

Bryan Candy

## Agenda

- About Mercer
- Actuarial career streams
- Why Mercer
- What is Mercer looking for?
- Your questions



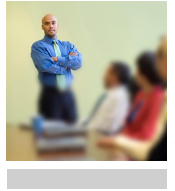
## Agenda

- About Retirement, Risk and Finance (RRF)
- Business structure
- Our market leaders



## Retirement, Risk and Finance

### About us



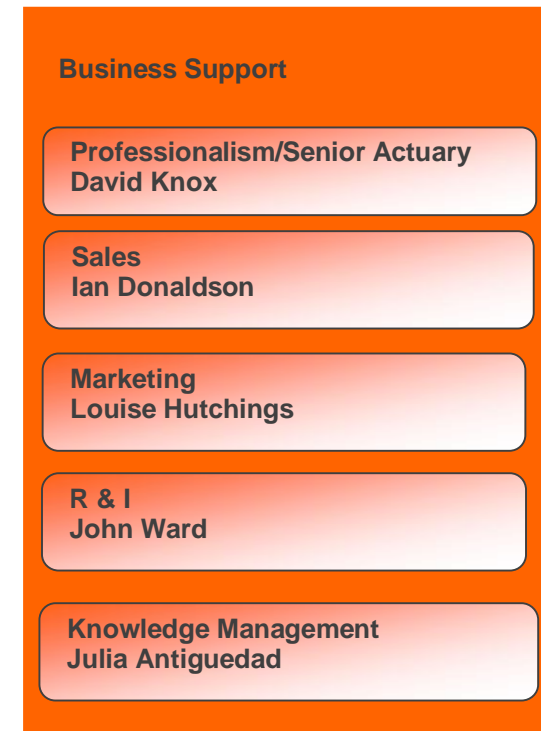
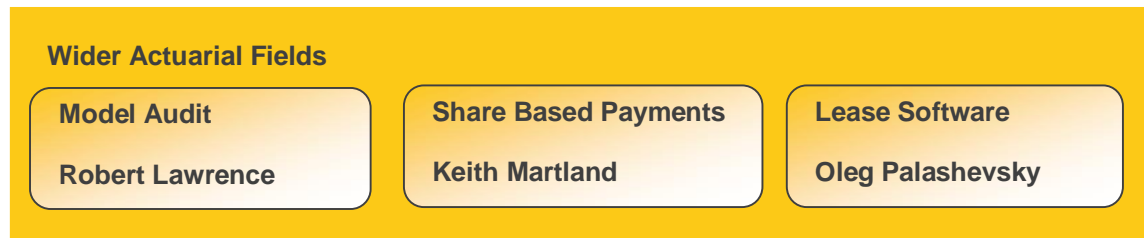
Mercer's Retirement, Risk and Finance business provides leading edge strategic, actuarial and compliance related consulting services to employers, financial service providers, governments and investment banks.

We specialise in the provision of multi-disciplinary financial services advice, building on our reputation as superannuation experts.

In Australia, we are a market leader in actuarial services and one of the largest employers of Actuaries.

# Retirement, Risk and Finance

## Our market leaders – Tim Jenkins



## About Mercer

**Mercer is a leading global provider** of consulting, outsourcing and investment services, with more than 25,000 clients worldwide. Mercer works with clients to solve their most complex benefit and human capital issues, designing and helping manage health, retirement and other benefits.

### Size

In Australia and New Zealand we operate across 8 offices with more than 1,350 people. Globally, Mercer has 18,000 employees based in more than 40 countries.

### Our services

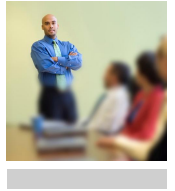
Mercer's core strengths are described under three pillars- **Consulting, Outsourcing and Investments**. Our specialist businesses include: Retirement, risk and finance, Health and Benefits, Human Capital, Information Products, Investment Consulting, investment Management, M&A, Superannuation and employee benefits outsourcings and Wealth Management





**Actuarial career streams**  
Mercer's Retirement, Risk and  
Finance business

## Retirement, Risk and Finance (RRF)



### Retirement, Risk and Finance

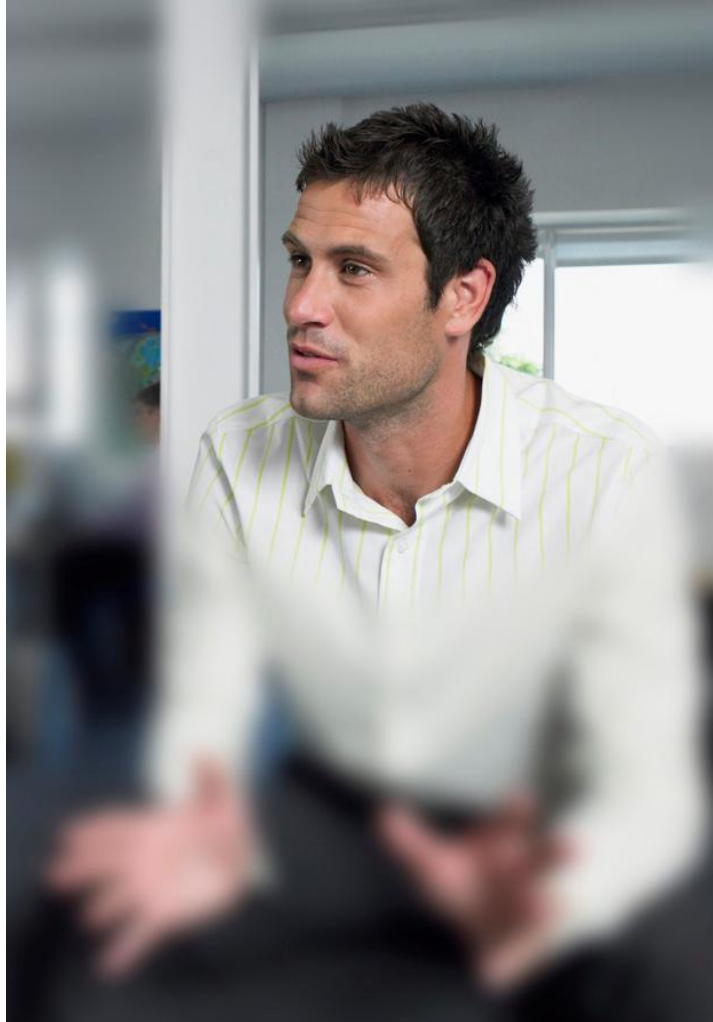
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### Retirement, Risk and Finance services

- Leading edge strategic & actuarial consulting
- Defined Benefit and Defined Contribution consulting
- Legal & compliance consulting
- Finance & risk consulting
- "Superannuation experts"

## Retirement, Risk and Finance



### *Would you like to....*

*...be part of a client-focussed actuarial team?*

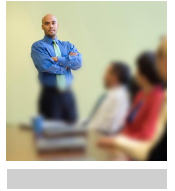
*...be involved in a wide range of actuarial projects?*

*...work with Australia's top-50 corporates and public sector entities?*

*...get a strong grounding in superannuation with the potential to move into broader actuarial areas?*

*...access the development opportunities that come with a global leader in actuarial and risk practice?*

## Retirement, Risk and Finance Roles



### The role of Actuarial Analyst involves:

- Assisting with the design and planning of benefits strategies.
- Monitoring investment performance and calculate crediting rates.
- Drafting communications to superannuation fund members.
- Preparing for and attend client meetings (trustee and company).
- Interaction with other Mercer businesses to deliver a streamlined service to clients.
- Dealing with routine queries received from clients, fund members, third parties and other Mercer businesses.

## Retirement, Risk and Finance

Opportunities- Look how far it can take you



Mercer has growth plans both globally and in the Asia Pacific region that can provide exciting opportunities to its employees

### Senior roles at Mercer – Actuaries...

- Head of Mercer's Asia Pacific business- [Peter Promnitz](#)
- Asia Pacific Retirement, risk and finance Leader- [Tim Jenkins](#)
- Asia Region Retirement, risk and finance Leader- [Vanessa Wang](#)
- Retirement, risk and finance Market Leader Switzerland- [Fergal McGuinness](#)
- Global leader, retirement, risk and finance - [Simon O'Regan](#)



**Why Mercer?**



## Why Mercer?

### Ten reasons to choose Mercer

1. Dynamic, innovative company
2. Challenging work with talented people
3. Support for actuarial studies
4. Career development paths
5. Competitive pay & flexible benefit options
6. Global opportunities
7. Career longevity
8. World leading clients
9. Work life balance
10. Friendly & fun!



## Why Mercer?

Benefits: Health, wealth & lifestyle

Mercer offer employees comprehensive financial, health, and welfare benefits. Mercer's *Grow your future* scheme is designed to deliver benefits across three key areas: **Rewards & Benefits, Career & Talent, Community & Environment**

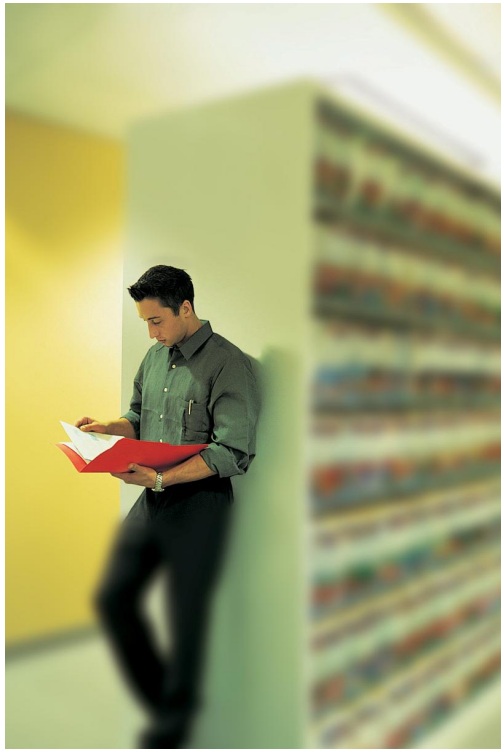
### Benefits include:

- Professional memberships and study assistance
- Bonus (variable pay) & spot rewards based on your performance
- Option to buy two weeks of “Lifestyle Leave” on top of your annual leave
- Part reimbursement of gym membership fees, weight-loss and ‘quit smoking’ programs
- Corporate health plan (subsidised premiums)
- Corporate discount program
- Flexible salary packaging options
- Mercer Super Trust – admin fees waived
- And much more!

## Why Mercer?

### Actuarial study support

Mercer has a specific study support program for actuarial students as we understand that challenges of the actuarial course and that it is, simply put, not easy!



### Our actuarial study support includes:

- Membership fees for the Institute of Actuaries Australia
- Course fees & notes (for first sitting of exams only)
- Study leave opening bank of 20 – 35 days (debits for leave taken, credits for passing exams)
- Study leave bank credits 7.5 days for each Part 1 subject, 20 days for Part 2, and 10 days for each Part 3 subject.

## What are we looking for?

Mercer places great value in attracting the best people and developing them so that they become top professionals in their field. We look for highly professional people with varying strengths and backgrounds.



### Qualities that we value

- Excellent verbal & written communication skills
- Initiative
- People skills
- Team player
- Organisational skills
- Numeracy & analytical skills
- Modelling skills



## Questions?

Please visit  
[www.mercer.com.au/graduateopportunities](http://www.mercer.com.au/graduateopportunities)  
for more information

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