



Marsh is the world's leading risk specialist and Marsh Insurance & Risk Management Consultants Limited (MIRMC) is the firm's wholly-owned China operation, which is headquartered in Beijing and has established offices in Shanghai and Guangzhou.

In China, Marsh is licensed to provide:

- foreign enterprises with risk consulting, risk management and insurance services
- local companies with risk consulting, risk management and insurance services in the areas of large commercial risks, international marine, international aviation and international transportation.
- all types of international reinsurance business, at the request of domestic insurance companies
- its clients with the same range of risk and insurance services as it provides in more than 100 other countries around the world

Our global firm has grown over more than 130 years to turn over annual revenues exceeding US\$5 billion and employ some 35,000 colleagues. In Asia, Marsh has offices in the region's 12 key economies.

Marsh is committed to setting the industry standard in ethical business practices and client servicing.

The mainland team of about 80 risk professionals is led by Marsh's Greater China Chairman Paul Wilkins and has enjoyed continuity of operations in China since 1981.

The firm leads the way in delivering an international perspective to solving risk problems and accessing off-shore insurance markets.

Strong capabilities have been created in risk consulting, with Marsh forming China's largest on-the-ground risk consulting team and introducing Risk Focus modelling software so as local corporations have access to the same professional tools to identify, quantify and minimize risk as our clients elsewhere.

To supply expert advice, the following industry specialists are permanently based in Beijing and Shanghai:

- Marine & energy
- Technology
- Private Equity and Mergers & Acquisitions [PEMA]
- FINPRO – Professional Liability, Corporate Governance, Director and Officer and IPO
- Japan Clients Service
- Trade credit and political risks
- Infrastructure
- Marsh Risk Consulting
- CE Practice

In July 2005, Marsh's Shanghai division moved from representative status to a branch office and has now expanded its workforce to more than 30 people. More recently, China Client Services was launched as a new division, which established China-experienced consultants in New York and throughout Asia to assist mainland companies expanding into international markets and foreign risk arenas.



达信 (Marsh) 是世界领先的风险管理与保险服务专业公司。达信保险与风险管理咨询有限公司 (MIRMC) 为达信在华全资拥有的子公司，其总部位于北京，并在上海和广州分别设有分公司和常驻办事机构。

达信在中国获准经营以下业务：

- 为外国投资企业提供风险顾问、风险管理和保险服务；
- 为本地企业提供风险顾问、风险管理和保险服务，服务领域涵盖大型商业风险、国际海运、国际航空和国际运输；
- 应国内保险公司的要求，提供各类国际再保险业务；
- 向其客户提供风险和保险咨询服务，服务范围与之在世界上其他 100 多个国家所提供的一致。

经过 130 多年的发展，我们在全球范围的年营业收入超 50 亿美元，雇用员工约 35,000 名。达信在亚洲 12 个主要的经济发达地区设有分支机构，其中包括中国大陆以及香港、台湾和澳门。

达信致力于为行业确立商业道德规范和客户服务标准。

在达信大中国区首席执行官和达信保险与风险管理咨询有限公司董事长韦朴先生的领导下，我们中国大陆的服务团队由大约 80 名风险管理专家组成，中国业务自 1981 年创办以来实现持续增长。该团队从环球角度为客户提供风险解决方案，开拓海外保险市场，在业界处于领先水平。

达信在风险顾问和咨询领域具有强大的实力，建立了中国最大的本地现场风险顾问和风险咨询团队，并推出了 *风险集中 (Risk Focus)* 构模软件。这样，使中国本地的公司可以和达信在其他地区的客户一样，拥有了识别、量化并最大程度地化解风险的专业工具。

以下业务部门和其专业团队分布于北京和上海，为客户提供专业风险管理服务：

- 能源及水险部
- 高科技部
- 私募股权与并购部 [PEMA]
- 财务及专业保险部 [FINPRO] — 职业责任、公司治理、董事和主管责任、IPO（首次公开发行）
- 日本客户服务部
- 信用和政治风险部
- 基础设施部
- 风险咨询部
- 客户服务部

2005年7月，达信的上海办公室由常驻办事机构升格为分支机构，员工人数目前已上升到30多人。最近，达信组建了一个新的业务团队 — 中国客户服务，调集达信在纽约和全亚洲的拥有在华丰富经验的顾问协助中国大陆公司开拓国际市场和海外风险咨询领域。