

ACE TO ACQUIRE FIANZAS MONTERREY

Willis Capital Markets & Advisory is acting as exclusive financial advisor to ACE

\$285 million

Pending



**\$285mm
Acquisition of**



**Exclusive Financial Advisor to
ACE Group**



Transaction Overview

- n **Acquisition of Fianzas Monterrey from New York Life for \$285 million in cash**
 - Leading monoline Mexican surety underwriter
 - Acquisition follows an eight year strategic relationship
- n **Fianzas Monterrey is the second largest surety writer in Mexico**
 - Premium of ~\$115 million with 25 branch offices throughout Mexico
 - National distribution network of nearly 600 independent agents and brokers
 - Highly regarded mgmt. team has solid track record of producing industry leading profitability
- n **Fianzas Monterrey is the third largest surety writer in Latin America**
 - High quality platform will accelerate ACE's future growth in Mexico
 - Complementary to ACE's existing Mexican commercial P&C franchise
- n **Transaction expected to close in Q1 2013**

Willis Capital Markets & Advisory Role

- n **WCMA is acting as exclusive financial advisor to ACE**
 - Strong, long-standing relationships within WCMA and Willis Group
 - Capitalized on Willis' surety industry expertise, particularly in Mexico