

Business Insurance

www.businessinsurance.com

July 18, 2011

WORLD'S 10 LARGEST INSURANCE BROKERS Ranked by 2010 brokerage revenues

RANK	Company/address	Phone/website	Chief executive	2010 brokerage revenues	% change	2010 employees	2010 offices	PERCENTAGE OF REVENUES*							
								Commercial retail	Wholesale	Reinsurance	Employee benefits	Personal lines	Services	Investments	Other
1	Aon Corp. 200 E. Randolph St., Chicago, Ill. 60601	312-381-1000 www.aon.com	Gregory C. Case, president/CEO	\$10,606,000,000 ¹	43.1%	59,100	500	44.8%	n/m	13.4%	18.2%	n/m	21.9%	0.7%	1.1%
2	Marsh & McLennan Cos. Inc. 1166 Ave. of the Americas, New York, N.Y. 10036	212-345-6000 www.mmc.com	Brian Duperreault, president/CEO	\$10,596,000,000 ²	7.7%	51,000	618	45.1%	n/m	9.2%	32.8%	n/m	12.8%	0.6%	-0.5%
3	Willis Group Holdings P.L.C. 51 Lime St., London, EC3M 7DQ England	44-203-124-6000 www.willis.com	Joe Plumeri, chairman/CEO	\$3,300,000,000	2.8%	17,000	400	56%	4.8%	20%	14.1%	2.2%	1.9%	1.1%	n/m
4	Arthur J. Gallagher & Co. The Gallagher Centre, 2 Pierce Place, Itasca, Ill. 60143-3141	630-773-3800 www.ajg.com	J. Patrick Gallagher Jr., chairman/ president/CEO	\$1,789,884,000	4.6%	10,736	250	40.2%	11.8%	n/m	18.1%	1.2%	24.7%	4%	n/m
5	Wells Fargo Insurance Services USA Inc. 150 N. Michigan Ave., Suite 3900, Chicago, Ill. 60601	312-423-2500 wfs.wellsfargo.com	Neal R. Aton, president/CEO	\$1,649,538,000	5.7%	7,526	174	59%	0.9%	n/m	12%	9.8%	2.9%	1.8%	13.6%
6	Jardine Lloyd Thompson Group P.L.C. 6 Crutched Friars, London, EC3N 2PH England	44-207-528-4444 www.jltgroup.com	Dominic Burke, group chief executive	\$1,137,730,760 ³	18.8%	6,219	80	47.5%	7.2%	17.2%	17.4%	1.3%	7.8%	1.1%	0.5%
7	BB&T Insurance Services Inc. P.O. Box 31128, Raleigh, N.C. 27622	919-716-9777 www.bbt.com	H. Wade Reece, chairman/CEO	\$1,078,576,900	-0.3%	4,402	115	48%	25.8%	n/m	10.4%	8.7%	n/m	0.8%	6.3%
8	Brown & Brown Inc. 220 S. Ridgewood Ave., Daytona Beach, Fla. 32114	386-252-9601 www.bbinsurance.com	J. Powell Brown, president/CEO	\$966,917,112	0.2%	5,286	148	53.8%	14%	2.1%	17.6%	7%	4.8%	0.1%	0.5%
9	Lockton Cos. L.L.C. 444 W. 47th St., Suite 900, Kansas City, Mo. 64112-1906	816-960-9000 www.lockton.com	David M. Lockton, chairman	\$826,857,000 ⁴	8%	4,107	54	67.6%	5%	1.8%	24.2%	0.3%	n/m	1.1%	n/m
10	Hub International Ltd. 55 E. Jackson Blvd., Floor 14A, Chicago, Ill. 60604-4187	877-402-6601 www.hubinternational.com	Martin P. Hughes, chairman/CEO	\$761,577,000	5%	4,900	255	57.5%	5.8%	0.5%	13.8%	21.3%	1%	0.1%	n/m

*Percentage of revenue may not total 100% due to rounding. 1 Pro forma to include a full year of Hewitt Associates Inc. 2 Pro forma to include a full year of HSBC Insurance Brokers Ltd. 3 British pound=\$1.5452 (2010) fiscal year ending Dec. 31. 4 Fiscal year ending April 30. Source: BI Survey. Researched by Kevin Edison

This reprint brought to you compliments of Arthur J. Gallagher & Co.

Reprinted with permission from Business Insurance. © 2011 Crain Communications Inc. All rights reserved. Further duplication without permission is prohibited. 212.210.0707 • Visit www.BusinessInsurance.com/section/reprints. #B111-026



Arthur J. Gallagher & Co.

www.ajg.com