

LEADING U.S. RETAIL BROKERS

Ranked by 2011 commercial retail brokerage revenues from U.S. Offices*

COMPANY	2011 REVENUE	%CHANGE
Marsh & McLennan Cos. Inc	\$2,471,000,000	8.9%
AON P.L.C.	\$2,383,000,000	37.3%
Wells Fargo Insurance Services USA Inc.	\$1,119,180,000	(2.7%)
Willis Group Holdings P.L.C.	\$1,029,000,000	(1.7%)
Arthur J. Gallagher & Co.	\$698,403,000	4.9%
Brown & Brown Inc.	\$580,749,657	10.8%
BB&T Insurance Services Inc.	\$570,826,300	2.4%
Lockton Cos. L.L.C.	\$439,565,000	6.9%
Hub International Ltd.	\$338,633,963	9.3%
Alliant Insurance Services Inc.	\$297,591,500	26.8%

*Exclude revenue from placement of employee benefits.