



Best's Review's

Top Global Insurance Brokers

Best's Review presents its annual ranking of the global insurance brokers community — this year based on total revenue. Information was obtained from company reports or provided by the companies. Last year, the rankings were based on brokerage revenues from the placement of primary insurance business so there is no year-to-year comparison.

Marsh & McLennan Cos. tops this year's list. (NIA Group, in the No. 17 spot last year, was acquired by Marsh & McLennan Cos. during 2009.)

Five brokers are new to the list this year: National Financial Partners at No. 9, CNinsure at No. 16, Cooper Gay (Holdings) at No. 17, Frank Crystal & Co. at No. 19 and Meadowbrook at No. 20. The inclusion of CNinsure in the Top 20 makes the list truly global as the company is a leading insurance intermediary operating in China.

Looking back at 2009, developments show a number of acquisitions as well as reorganizations.

The revenues are expressed in U.S. dollars. Currency conversion is of Dec. 31, 2009.

Top 20 Global Brokers Ranked by 2009 Total Revenue

Ranking	Broker	Total Revenues 2009
1.	Marsh & McLennan Cos.	\$10.5 billion
2.	Aon Corp.	\$7.6 billion
3.	Willis Group Holdings Ltd.	\$3.3 billion
4.	Wells Fargo Insurance Services*	\$2.1 billion
5.	Arthur J. Gallagher & Co.	\$1.7 billion
6.	BB&T Insurance Services Inc.	\$1.2 billion
7.	Jardine Lloyd Thompson Group plc	\$986.8 million
8.	Brown & Brown Inc.	\$967.9 million
9.	National Financial Partners Corp.	\$948.3 million
10.	Lockton Companies LLC	\$774.1 million
11.	Hub International Ltd.	\$726.0 million
12.	USI Holdings Corp.	\$628.7 million
13.	Alliant Insurance Services Inc.	\$354.0 million
14.	The Leavitt Group	\$199.0 million
15.	CBIZ Benefits & Insurance Services Inc.	\$173.0 million
16.	CNinsure Inc.	\$169.2 million
17.	Cooper Gay (Holdings) Ltd.	\$161.8 million
18.	Keenan & Associates	\$134.4 million
19.	Frank Crystal & Co.	\$129.3 million
20.	Meadowbrook Insurance Group Inc.	\$119.6 million

9. National Financial Partners Corp.

Revenues 2009: \$948.3 million
Brokerage Revenues 2009: \$380 million
Top Executive: Jessica Bibliowicz, chairman, president and chief executive officer
340 Madison Ave., New York, NY 10173
www.nfp.com

Trading Symbol: NFP

Top Lines: Benefits; insurance; and investments.

Developments in 2009: Reorganized the company to better serve core clients. Corporate Client Group addresses clients' employee benefits, retirement planning, executive benefits and commercial property/casualty insurance needs. Individual Client Group includes retail and wholesale life insurance brokerage, investment advisory services and personal lines insurance.



*From the parent company's 2009 annual report. Includes revenue from non-core, non-WFIS business. Best's Review went to press before final numbers were available.