

BEST'S REVIEW

Monthly Insurance News Magazine

Insurers • Agents & Brokers • Reinsurers

Best's Review's

TOP GLOBAL INSURANCE BROKERS

Best's Review presents its annual ranking of the global insurance brokers community, based on 2010 total revenue. Information was obtained from company reports or provided by the companies. Companies of all sizes were encouraged to submit financial information. The Top 20 are presented according to ranking; the others that participated follow in alphabetical order.

Marsh & McLennan Cos. again tops the list, and the top five positions remain unchanged from the 2010 rankings. The other 15 spots are held by the same companies as last year, with some changes in position.

CNinsure, a leading insurance intermediary operating in China, comes in at No. 16. The other non-U.S. companies, all based in London, are Willis Group Holdings, remaining at No. 3; Jardine Lloyd Thompson Group, moving up one spot to No. 6; and Cooper Gay (Holdings) Ltd. also moving up one spot to No. 15.

Looking back at 2010, developments show companies active in mergers and acquisitions, with several expanding into other countries for the first time. As companies expand, reorganizations often occur; and many continue to expand product offerings.

Revenues are expressed in U.S. dollars. Currency conversion is as of Dec. 31, 2010.

8. National Financial Partners Corp.

Headquarters: New York

Revenues 2010: \$981.9 million

Top Executive: Jessica Bibliowicz, chairman, president and CEO

Top Lines: Benefits; insurance; wealth management.

Developments in 2010: Accomplishments highlighted by a return to organic revenue growth, strong cash flow generation and the completion of a multistep recapitalization; successfully launched new branding initiatives created to enhance consolidated brand awareness in NFP's markets.



Top 20 Global Brokers Ranked by 2010 Total Revenues

Ranking	Broker	Total Revenues 2010
1.	Marsh & McLennan Cos.	\$10.550 billion
2.	Aon Corp.	\$8.512 billion
3.	Willis Group Holdings Ltd.	\$3.340 billion
4.	Wells Fargo Insurance Services*	\$2.130 billion
5.	Arthur J. Gallagher & Co.	\$1.864 billion
6.	Jardine Lloyd Thompson Group plc	\$1.164 billion
7.	BB&T Insurance Services Inc.	\$1.161 billion
8.	National Financial Partners Corp.	\$981.90 million
9.	Brown & Brown Inc.	\$973.49 million
10.	Lockton Companies LLC	\$836.12 million
11.	Hub International Ltd.	\$762.00 million
12.	Meadowbrook Insurance Group Inc.	\$750.06 million
13.	USI Holdings Corp.	\$632.70 million
14.	Alliant Insurance Services Inc.	\$436.00 million
15.	Cooper Gay (Holdings) Ltd.	\$340.00 million
16.	CNinsure Inc.	\$226.68 million
17.	The Leavitt Group	\$191.00 million
18.	CBIZ Benefits & Insurance Services Inc.	\$175.70 million
19.	Keenan & Associates	\$140.50 million
20.	Frank Crystal & Co.	\$131.50 million

*From the parent company's 2010 annual report. Includes revenue from noncore, non-WFIS business. Best's Review went to press before final numbers were available.

