BEST'S REVIEW
Monthly Insurance News Magazine Insurers • Agents & Brokers • Reinsurers

The Leaders Issue

Best's Review's Top Global Insurance Brokers

Best's Review presents its annual ranking of the global insurance brokers community, based on 2012 total revenue.

Information used in this ranking was obtained either from the companies' reports or provided by the companies.

The Top 20 are presented according to ranking; the others that participated follow in alphabetical order.

The top five are unchanged from last year: Marsh & McLennan Cos., Aon PLC, Willis Group Holdings Ltd., Arthur J. Gallagher & Co. and Wells Fargo Insurance.

Joining the list this year are Towergate and AssuredPartners Inc.

Launched in 1997, Towergate is the UK's largest independently owned insurance intermediary, employing 5,000 people across 120 UK offices.

Towergate operates across four core divisions: Retail, Underwriting, Networks and Paymentshield, a provider of insurance products to the mortgage sector.

AssuredPartners Inc. acquires small- to middle-market retail property/casualty and employee benefits agencies.

Several companies mentioned acquisitions, mergers and personnel changes as major developments of 2012.

Revenues are expressed in U.S. dollars. Currency conversion is as of Dec. 31, 2012.

Top 20 Global Brokers

Ranked by 2012 Total Revenues

Ranking	Broker	Total Revenues 2012
1.	Marsh & McLennan Cos.	$11.90 billion
2.	Aon PLC	11.50 billion
3.	Willis Group Holdings Ltd.	3.48 billion
4.	Arthur J. Gallagher & Co.	2.52 billion
5.	Wells Fargo Insurance Services	1.85 billion
6.	BB&T Insurance Services Inc.*	1.56 billion
7.	Jardine Lloyd Thompson Group PLC	1.43 billion
8.	Brown & Brown Inc.	1.20 billion
9.	National Financial Partners Corp.	1.06 billion
10.	Lockton Companies LLC	1.01 billion
11.	Meadowbrook Insurance Group Inc.	996.8 million
12.	Hub International Ltd.	989.8 million
13.	CBIZ Inc.	766.1 million
14.	USI Insurance Services	721.0 million
15.	Towergate	708.7 million
16.	AmWins Group Inc.	581.3 million
17.	Alliant Insurance Services Inc.	506.0 million
18.	Cooper Gay Swett & Crawford	348.0 million
19.	CNinsure Inc.	254.6 million
20.	AssuredPartners Inc.	228.9 million

* 2012 total revenue includes a full year of revenue for Crump.

9 National Financial Partners Corp.

NFP™ Benefits Insurance Wealth Management

Headquarters: New York
Revenues 2012: $1.062 billion
Top Executive: Douglas W. Hammond, CEO
Top Lines: Benefits, insurance and wealth management
Developments in 2012: Accomplishments included expanding revenue and adjusted EBITDA, and improving margins. In addition to growing organically, NFP furthered its "One NFP" consolidation efforts by initiating a multiyear management contract buyout plan.
Note: Douglas W. Hammond was named chief executive officer of the company in May 2013. He succeeded Jessica M. Bibliowicz, who announced in April 2012 her intention to step down. In April 2013, the company announced it would be acquired by a controlled affiliate of Madison Dearborn Partners, a private equity investment firm, in a deal with an equity value of about $1.3 billion. Bibliowicz will continue as nonexecutive chairwoman until the transaction's closing.

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