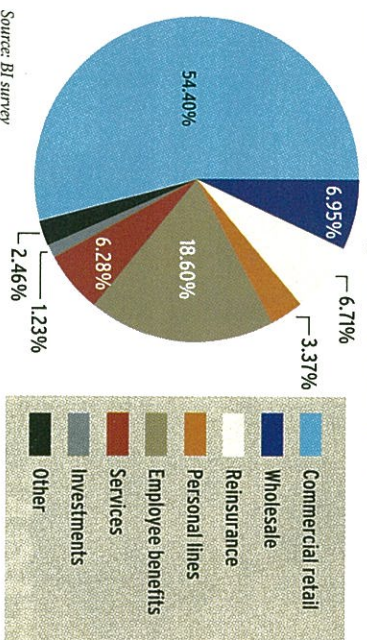


BUSINESS BREAKDOWN

Areas contributing to the largest brokers' overall revenue



Source: BI survey

LARGEST BANK-OWNED BROKERS*

Ranked by 2009 brokerage revenues

COMPANY	PARENT	BROKERAGE REVENUES
Wells Fargo Insurance Services Inc.	Wells Fargo & Co.	\$1,560,908,000
BB&T Insurance Services Inc.	BB&T Corp.	\$1,081,485,400
Regions Insurance Group Inc.	Regions Financial Corp.	\$102,275,000
BancorpSouth Insurance Services Inc.	BancorpSouth Inc.	\$83,797,442
Huntington Insurance Inc., dba Sky Insurance Inc.	Huntington Bancshares Inc.	\$63,236,000
Eastern Insurance Group L.L.C.	Eastern Bank Corp.	\$58,944,299
Associated Financial Group L.L.C.	Associated Bancorp	\$52,045,467
BBVA Compass Insurance Agency Inc.	BBVA Compass Bancshares Inc.	\$47,363,163
First Niagara Risk Management Inc.	First Niagara Financial Group	\$44,362,122
Old National Insurance	Old National Bancorp	\$36,620,797

*Companies that derive less than 50% of revenues from commercial retail brokerage or employee benefits are not ranked.

COMPANY	BROKERAGE REVENUES
Lockton Cos. L.L.C.	\$765,885,000 ¹
Leavitt Group	\$192,073,000
Frank Crystal & Co. Inc.	\$129,320,000
Hays Group Inc., dba Hays Cos.	\$111,400,000
Bollinger Inc.	\$106,123,953
J. Smith Lanier & Co.	\$104,692,172
John L. Wortham & Son L.P.	\$97,583,681
Beecher Carlson Holdings Inc.	\$95,744,200
Holmes Murphy & Associates Inc.	\$91,730,069
Hylant Group Inc.	\$86,028,510

*Brokerage firms that are not owned by banks or private equity firms.

*Companies that derive less than 50% of revenues from commercial retail brokerage or employee benefits are not ranked. 1 Fiscal year ending April 30

Source: BI survey

World's 10 largest insurance brokers

Ranked by 2009 brokerage revenues

Rank	Company/Address	Phone/Web site	Chief executive	2009 brokerage revenues	% change	2009 employees	2009 offices	PERCENTAGE OF REVENUES*							
								Commercial retail	Wholesale	Reinsurance	Employee benefits	Personal lines	Services	Investments	Other
1	Marsh & McLennan Cos. Inc. ¹ 1166 Ave. of the Americas, New York, N.Y. 10036	212-345-6000 www.mmc.com	Brian Duperrault, president/CEO	\$10,507,000,000	-8.21%	52,000	700	41.09%	0.00%	8.67%	31.66%	0.00%	18.55%	0.68%	-0.65%
2	Aon Corp. 200 E. Randolph St., Chicago, Ill. 60601	312-381-1000 www.aon.com	Gregory C. Case, president/CEO	\$7,410,000,000	1.49%	36,200	397	61.10%	0.00%	19.48%	14.54%	0.00%	2.06%	2.01%	0.81%
3	Willis Group Holdings P.L.C. 51 Lime St., London EC3M 7DU England	44-203-124-6000 www.willis.com	Joe Plumeri, chairman/CEO	\$3,210,000,000	-4.52%	17,000	402	58.11%	4.01%	18.82%	14.43%	2.21%	0.80%	1.53%	0.09%
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	\$1,711,683,000	6.23%	9,840	200	41.26%	11.15%	0.00%	19.11%	1.34%	26.12%	1.02%	0.00%
5	Wells Fargo Insurance Services Inc. 150 N. Michigan Ave., Suite 3900, Chicago, Ill. 60601	312-423-2500 wfs.wellsfargo.com	Neil R. Aton, president/CEO	\$1,560,908,000	-10.45%	7,412	170	55.58%	1.10%	0.02%	12.76%	9.63%	3.29%	2.55%	15.07%
6	BB&T Insurance Services Inc. P.O. Box 31128, Raleigh, N.C. 27622	919-716-9777 www.bbtl.com	H. Wade Reece, chairman/CEO	\$1,081,485,400	12.40%	4,669	115	46.05%	25.88%	0.00%	9.83%	8.16%	0.00%	1.18%	8.92%
7	Brown & Brown Inc. 220 S. Ridgewood Ave., Daytona Beach, Fla. 32114	386-252-9601 www.bbinsurance.com	J. Powell Brown, president/CEO	\$964,862,833	-0.12%	5,206	138	56.63%	14.48%	1.81%	16.35%	7.04%	3.38%	0.12%	0.19%
8	Jardine Lloyd Thompson Group P.L.C. 6 Crutched Friars, London, EC3N 2PH England	44-207-528-4444 www.jlthgroup.com	Dominic Burke, group chief executive	\$957,983,370 ²	-3.51%	6,097	80	52.11%	6.50%	15.10%	14.60%	1.73%	8.63%	1.15%	0.19%
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	\$765,885,000 ³	4.46%	3,880	51	66.01%	6.34%	1.67%	22.48%	0.41%	0.00%	1.08%	0.00%
10	Gras Savoye & Cie. 2-8 Rue Anelle, Neuilly-sur-Seine, 92200 France	33-1-41-43-5000 www.grassavoye.com	Patrick Lucas, chairman/CEO	\$754,719,600 ⁴	-4.02%	3,670	105	64.08%	0.00%	1.55%	30.20%	3.18%	0.00%	0.99%	0.00%

*Percentage of revenue may not total 100% due to rounding. 1 Revenues do not include HSBC Insurance Brokers Ltd., purchased April 2010. 2 British pound=\$1,5661 (2009) fiscal year ending Dec. 31. 3 Fiscal year ending April 30.

4 Euro=\$1,3935 (2009) fiscal year ending Dec. 31.

Source: BI survey