

# BUSINESS INSURANCE®

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## DATA & RANKINGS

### 100 LARGEST BROKERS OF U.S. BUSINESS\*

Ranked by 2018 brokerage revenue generated by U.S.-based clients

2019 rank	2018 rank	Company	2018 U.S. brokerage revenue	% increase (decrease)
1	1	Marsh & McLennan Cos. Inc. <sup>1,2</sup>	\$7,524,000,000 <sup>3</sup>	9.4% <sup>3</sup>
2	2	Aon PLC <sup>1</sup>	\$4,654,393,100	5.5%
3	3	Willis Towers Watson PLC	\$3,954,110,000	3.7%
4	4	Arthur J. Gallagher & Co. <sup>1</sup>	\$3,574,550,000	14.1%
5	5	BB&T Insurance Holdings Inc. <sup>1,4</sup>	\$2,016,267,000	5.1%
6	6	Brown & Brown Inc. <sup>1,5</sup>	\$2,009,856,649	8.2%
7	8	Hub International Ltd. <sup>1</sup>	\$1,674,394,020	14.7%
8	7	USI Insurance Services LLC <sup>1</sup>	\$1,665,445,136	1.9%
9	10	Alliant Insurance Services Inc. <sup>1</sup>	\$1,346,159,749	19.8%
10	13	Acrisure LLC <sup>1</sup>	\$1,322,983,764	30.2%
11	9	Lockton Cos. LLC <sup>6</sup>	\$1,288,021,695	11.3%
12	12	AssuredPartners Inc. <sup>1,7</sup>	\$1,223,074,154	20.0%
<b>13</b>	<b>11</b>	<b>NFP Corp.</b>	<b>\$1,196,160,000</b>	<b>16.3%</b>
14	14	BroadStreet Partners Inc.	\$604,575,000	26.4%
15	15	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants <sup>1,8</sup>	\$579,241,525	54.7%
16	17	Risk Strategies Co. Inc. <sup>1</sup>	\$366,508,421	42.2%
17	24	Alera Group <sup>1</sup>	\$340,500,000	76.7%
18	25	Digital Insurance Inc., dba OneDigital Health and Benefits <sup>1</sup>	\$313,167,808	65.5%
19	18	Leavitt Group <sup>1</sup>	\$254,917,000	8.0%
20	19	CBIZ Benefits & Insurance Services Inc. <sup>1</sup>	\$237,100,000	2.2%
21	20	Paychex Insurance Agency Inc. <sup>9</sup>	\$231,400,000	2.3%
22	26	Holmes Murphy & Associates Inc. <sup>1</sup>	\$209,620,404	19.0%
23	23	Insurance Office of America Inc. <sup>1</sup>	\$206,234,662	5.2%
24	27	Higginbotham <sup>1</sup>	\$200,000,000	15.9%
25	28	Cottingham & Butler Inc. <sup>1</sup>	\$187,256,000	11.3%
26	30	Cross Financial Corp., dba Cross Insurance <sup>1</sup>	\$167,000,000	6.4%
27	29	The IMA Financial Group Inc.	\$162,366,331	5.6%**
28	39	The Hilb Group LLC <sup>1</sup>	\$141,726,418	24.6%
29	35	Hylant Group Inc.	\$138,736,384	9.3%
30	34	Woodruff Sawyer & Co.	\$138,500,000	8.3%
31	36	PayneWest Insurance Inc.	\$130,364,466	10.1%
32	37	BXS Insurance Inc.	\$118,986,043	1.6%
33	31	AmeriTrust Group Inc. <sup>1</sup>	\$115,827,000	(22.7%)
34	40	Prime Risk Partners Inc. <sup>1</sup>	\$114,958,650	6.1%
35	41	Assurance Agency Ltd.	\$114,825,000	9.5%
36	38	Heffernan Group <sup>1</sup>	\$102,527,412	(11.8%)
37	43	Insurica Inc. <sup>1</sup>	\$102,507,246	5.8%
38	42	Relation Insurance Inc.	\$98,800,000	1.9%
39	46	Associated Benefits and Risk Consulting	\$92,642,930	11.6%
40	45	Eastern Insurance Group LLC <sup>1</sup>	\$92,139,308	10.3%
41	44	Insurors Group LLC	\$90,852,000	7.0%
42	47	Oswald Cos.	\$85,476,600	3.2%
43	48	Propel Insurance	\$84,311,325	9.4%
44	57	Baldwin Risk Partners LLC	\$79,773,650	39.5%
45	53	ABD Insurance & Financial Services Inc.	\$79,099,180	22.9%
46	51	Lawley Service Inc. <sup>1</sup>	\$76,725,149	7.5%
47	49	Horton Group Inc.	\$75,554,444	4.3%
48	50	Marshall & Sterling Enterprises Inc. <sup>1</sup>	\$74,913,952	4.8%
49	52	TrueNorth Cos. LLC <sup>1</sup>	\$74,300,000	12.1%
50	55	M3 Insurance Solutions Inc.	\$67,218,378	11.9%

\*Companies that derive more than 49% of their gross revenues from personal lines are not ranked; \*\*2017 restated; NR = Not ranked; <sup>1</sup>Reported U.S. acquisitions; <sup>2</sup>Acquired John L. Wortham & Son LP, Aug. 2, 2018; Bouchard Insurance Inc., February 2019; Jardine Lloyd Thompson Group PLC, April 1, 2019; Lovitt & Touché Inc., April 2, 2019; <sup>3</sup>Bl estimate of pro forma revenues to reflect acquisition of Jardine Lloyd Thompson Group PLC in April 2019; <sup>4</sup>Acquired Regions Insurance Group Inc., July 1, 2018; <sup>5</sup>Acquired The Hays Group Inc. et al., Nov. 16, 2018; <sup>6</sup>Fiscal year ending April 30; <sup>7</sup>Acquired Tolman & Wiker Insurance Services LLC, Feb. 1, 2019; <sup>8</sup>Acquired Integro Insurance Brokers, Jan. 1, 2019; <sup>9</sup>Fiscal year ending May 31. Source: BI survey

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