

## LARGEST U.S. COMMERCIAL RETAIL BROKERS

Ranked by 2016 commercial retail brokerage revenue from U.S. offices

Rank	Company	2016 commercial retail revenue*	% increase (decrease)	% of U.S. brokerage revenue
1	Marsh & McLennan Cos. Inc.	\$3,043,000,000	6.3%	46.0%
2	Aon P.L.C.	\$2,571,000,000	(0.6%)	42.4%
3	Arthur J. Gallagher & Co.	\$1,094,054,000	11.0%	29.3%
4	Brown & Brown Inc.	\$998,671,764	5.2%	34.6%
5	Willis Towers Watson P.L.C.	\$957,000,000	(6.1%)	52.9%
6	Hub International Ltd.	\$739,854,000	16.3%	42.0%
7	Alliant Insurance Services Inc.	\$694,168,814	25.2%	54.0%
8	Lockton Cos. L.L.C.	\$665,880,000	4.8%	63.1%
9	BB&T Insurance Holdings Inc.	\$549,838,000	(14.3%)	53.4%
10	USI Insurance Services L.L.C.	\$500,527,551	10.1%	51.0%
11	Wells Fargo Insurance Services USA Inc.	\$445,400,000	(23.3%)	46.1%
12	AssuredPartners Inc.	\$428,677,997	31.3%	46.1%
13	Acrisure L.L.C.	\$402,310,277	40.4%	49.0%
14	BroadStreet Partners Inc.	\$307,711,000	34.1%	48.1%
15	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants	\$182,150,000	55.3%	43.0%
16	Leavitt Group	\$137,667,000	0.1%	55.5%
17	Insurance Office of America Inc.	\$126,356,953	10.3%	51.5%
18	Risk Strategies Co. Inc.	\$119,448,204	31.4%	53.0%
19	Crystal & Company	\$119,334,101	4.5%	53.6%
20	Integro Group Holdings L.P.	\$107,168,000	0.5%	48.5%
21	The IMA Financial Group Inc.	\$99,527,363	38.5%	48.1%
22	Meadowbrook Insurance Group Inc.	\$96,550,548	7.4%	48.7%
23	Wortham Insurance & Risk Management	\$96,397,000	(0.3%)	49.8%
24	Woodruff-Sawyer & Co.	\$87,673,000	18.2%	49.4%
25	Higginbotham	\$86,289,626	20.3%	52.9%
26	Hays Group Inc., dba Hays Companies	\$86,000,000	0.6%	54.0%
27	Paychex Insurance Agency Inc.	\$81,400,000	14.2%	52.5%
28	BancorpSouth Insurance Services Inc.	\$79,194,982	2.9%	51.5%
29	Hylant Group Inc.	\$72,318,969	6.6%	48.9%
30	Cross Financial Corp., dba Cross Insurance	\$71,300,000	11.4%	48.7%
31	Regions Insurance Group Inc.	\$70,350,000	3.7%	48.1%
32	PayneWest Insurance Inc.	\$67,636,138	12.6%	47.0%
33	Insurica Inc.	\$63,144,913	(0.2%)	44.5%
34	Holmes Murphy & Associates Inc.	\$62,546,608	6.7%	45.9%
35	Insurors Group L.L.C.	\$62,280,000	5.8%	49.1%
36	Assurance Agency Ltd.	\$61,649,991	4.7%	51.1%
37	Heffernan Group	\$60,027,325	4.2%	50.4%
38	Cottingham & Butler Inc.	\$54,860,000	12.6%	48.2%
39	The Hilb Group	\$54,271,676	130.4%	49.7%
40	Propel Insurance	\$52,320,000	14.5%	49.8%
41	Prime Risk Partners Inc.	\$47,040,000	17.9%	47.2%
42	William A. Graham Co., dba The Graham Co.	\$46,532,973	4.0%	52.3%
43	Jardine Lloyd Thompson Group P.L.C.1	\$46,017,010	49.3%	53.0%
44	CBIZ Benefits & Insurance Services Inc.	\$44,800,000	(1.3%)	51.8%
45	Frenkel Benefits L.L.C., dba Frenkel & Co.	\$41,814,000	1.3%	49.3%
46	Marshall & Sterling Enterprises Inc.	\$41,105,954	9.8%	50.4%
47	TrueNorth Cos. L.L.C.	\$41,024,548	21.0%	50.7%
48	Poms & Associates Insurance Brokers Inc.	\$40,825,000	2.5%	53.4%
49	Sterling & Sterling L.L.C., dba SterlingRisk	\$40,100,000	0.2%	53.6%
50	Houchens Insurance Group	\$38,230,467	3.9%	52.8%

\*Excludes revenue from placement of employee benefits; <sup>1</sup>British pound = \$1.2337

Source: BI survey