

100 LARGEST BROKERS OF U.S. BUSINESS (1-50)*

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

2019 rank	2018 rank	Company	2018 U.S. brokerage revenue	% increase (decrease)	2019 rank	2018 rank	Company	2018 U.S. brokerage revenue	% increase (decrease)
1	1	Marsh & McLennan Cos. Inc. ^{1,2}	\$7,524,000,000 ³	9.4% ³	16	17	Risk Strategies Co. Inc. ¹	\$366,508,421	42.2%
2	2	Aon PLC ¹	\$4,654,393,100	5.5%	17	24	Alera Group ¹	\$340,500,000	76.7%
3	3	Willis Towers Watson PLC	\$3,954,110,000	3.7%	18	25	Digital Insurance Inc., dba OneDigital Health and Benefits ¹	\$313,167,808	65.5%
4	4	Arthur J. Gallagher & Co. ¹	\$3,574,550,000	14.1%	19	18	Leavitt Group ¹	\$254,917,000	8.0%
5	5	BB&T Insurance Holdings Inc. ^{1,4}	\$2,016,267,000	5.1%	20	19	CBIZ Benefits & Insurance Services Inc. ¹	\$237,100,000	2.2%
6	6	Brown & Brown Inc. ^{1,5}	\$2,009,856,649	8.2%	21	20	Paychex Insurance Agency Inc. ⁹	\$231,400,000	2.3%
7	8	Hub International Ltd. ¹	\$1,674,394,020	14.7%	22	26	Holmes Murphy & Associates Inc. ¹	\$209,620,404	19.0%
8	7	USI Insurance Services LLC ¹	\$1,665,445,136	1.9%	23	23	Insurance Office of America Inc. ¹	\$206,234,662	5.2%
9	10	Alliant Insurance Services Inc. ¹	\$1,346,159,749	19.8%	24	27	Higginbotham ¹	\$200,000,000	15.9%
10	13	Acrisure LLC ¹	\$1,322,983,764	30.2%	25	28	Cottingham & Butler Inc. ¹	\$187,256,000	11.3%
11	9	Lockton Cos. LLC ⁶	\$1,288,021,695	11.3%	26	30	Cross Financial Corp., dba Cross Insurance ¹	\$167,000,000	6.4%
12	12	AssuredPartners Inc. ^{1,7}	\$1,223,074,154	20.0%	27	29	The IMA Financial Group Inc.	\$162,366,331	5.6%**
13	11	NFP Corp.	\$1,196,160,000	16.3%	28	39	The Hilb Group LLC ¹	\$141,726,418	24.6%
14	14	BroadStreet Partners Inc.	\$604,575,000	26.4%	29	35	Hylant Group Inc.	\$138,736,384	9.3%
15	15	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants ^{1,8}	\$579,241,525	54.7%	30	34	Woodruff Sawyer & Co.	\$138,500,000	8.3%



*Companies that derive more than 49% of their gross revenues from personal lines are not ranked; **2017 restated; NR = Not ranked; ¹Reported U.S. acquisitions; ²Acquired 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; ³BI estimate of pro forma revenues to reflect acquisition of Jardine Lloyd Thompson Group PLC in April 2019; ⁴Acquired Regions Insurance Group Inc., July 1, 2018; ⁵Acquired The Hays Group Inc. et al., Nov. 16, 2018; ⁶Fiscal year ending April 30; ⁷Acquired Tolman & Wiker Insurance Services LLC, Feb. 1, 2019; ⁸Acquired Integro Insurance Brokers, Jan. 1, 2019; ⁹Fiscal year ending May 31; ¹⁰Fiscal year ending Aug 31. Source: BI survey