



in association with QBE

Top 50 brokers

Detailed breakdown of financial information from the leading brokers, ranked here by brokerage.

2008	2007	Company name	Current year	Brokerage (000s)	Brokerage change	Costs (000s)	Investment income net (000s)	Profit before tax (000s)	Profit change	Net current assets (000s)	Bank & investments (000s)
1	(1)	Aon	Dec-07	£510,057	-2.4%	£493,711	£41,497	£93,496	149.5%	£254,645	£759,318
2	(2)	Marsh (1)	Dec-07	£500,145	1.1%	n/a	n/a	n/a	n/a	n/a	n/a
3	(7)	Saga/Automobile Association	Jan-08	£421,688	5.8%	£224,166	£23,179	£220,702	19.6%	£280,688	£66,581
4	(3)	Willis	Dec-07	£414,254	-1.7%	£369,523	£51,456	£99,188	5.6%	£364,661	£442,455
5	(4)	JLT Group	Dec-07	£391,714	-4.2%	£322,776	£17,450	£86,388	12.9%	£59,596	£363,652
6	(6)	The Towergate Partnership (2, 4)	Dec-07	£353,100	50.3%	£223,400	£10,800	£140,500	64.1%	n/a	n/a
7	(5)	Benfield Group	Dec-07	£325,747	-4.5%	£298,686	£13,458	£50,899	-3.9%	£32,615	£341,218
8	(8)	BGL Group (4)	Dec-07	£226,541	43%	£182,150	£1,881	£46,273	16.5%	£32,887	£15,862
9	(9)	Swinton Group (4)	Dec-07	£208,202	37.4%	£156,664	£(4,469)	£47,069	57.2%	£41,527	£619
10	(14)	Venture Preference (4)	Dec-07	£135,000	65.6%	n/a	n/a	£35,000	124.2%	n/a	n/a
11	(10)	HSBC Insurance Brokers	Dec-06	£134,568	0%	£130,666	£6,863	£10,765	0%	£43,425	£190,346
12	(11)	IAG (4)	Dec-07	£118,800	1.6%	£108,506	£1,646	£8,165	-38.6%	£(12,028)	£22,381
13	(12)	Lockton (4)	Apr-07	£108,571	0.8%	£111,192	£2,305	£(316)	n/a	£328	£5,169
14	(16)	Oval (2, 4)	May-08	£101,682	48.4%	£77,144	£-	£24,537	83.7%	n/a	n/a
15	(13)	Heath Lambert Group	Dec-07	£95,800	-26.3%	£106,700	£4,400	£11,000	243.8%	£27,700	£102,700
16	(17)	RIAS (Fortis)	Dec-07	£77,585	13.3%	£59,310	£1,231	£19,506	33.3%	£10,868	£21,595
17	(21)	Kwik-Fit Insurance Services (4)	Dec-07	£69,339	18.9%	£55,898	£(1,299)	£12,589	62.7%	n/a	n/a
18	(20)	Cooper Gay & Co (4)	Dec-07	£68,100	16%	£51,426	£874	£15,800	410.3%	n/a	n/a
19	(19)	Endsleigh Insurance Services	Dec-07	£66,702	6.7%	£60,787	£1,183	£7,098	5.7%	£16,558	£39,421
20	(18)	Miller	Apr-07	£62,692	-2.6%	£61,520	£3,421	£7,335	34.5%	£31,951	£81,072
21	(23)	Arthur J Gallagher (UK)	Dec-06	£60,925	12.4%	£59,663	£3,800	£5,072	-264.7%	£15,589	£67,049
22	(25)	Giles Insurance Brokers (2, 4)	Aug-07	£60,000	69%	n/a	n/a	n/a	n/a	n/a	n/a
23	(-)	CCV (2, 4)	Apr-08	£57,600	n/a	£39,700	£1,800	£16,100	n/a	n/a	n/a
24	(26)	THB Group (Inc PWS) (2)	Apr-07	£47,241	38.4%	£31,351	£922	£2,752	-16.3%	£4,621	£25,164
25	(22)	BMS Associates	Dec-07	£45,347	-17.6%	£45,653	£3,370	£3,153	-48.4%	£9,711	£62,039



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	Creditors (000s)	Shareholders funds (000s)	Goodwill % of net assets	Highest paid director (000s)	Total directors emoluments (000s)	Employee numbers	Employee cost (000s)	Directors emol. change	Average employee cost (000s)	Average employee cost change	Headcount Inc	T/O per employee (inc)
	£4,336,856	£63,989	23%	£3,641	£11,736	5,135	£284,741	41.8%	£55	8.4%	-7.7%	5.8%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£490,508	£301,021	0.1%	£777	£974	n/a	£74,201	18.6%	n/a	n/a	n/a	n/a
	£2,446,143	£405,016	14.8%	£486	£2,917	3,460	£148,295	-27.8%	£43	36.6%	-3.2%	1.6%
	£467,789	£219,300	73%	£1,347	£4,467	5,347	£298,363	-5.3%	£56	0.7%	0.5%	-4.7%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£266,781	£149,796	104%	£931	£7,687	1,940	£203,725	0%	£105	0%	0%	-4.5%
	£120,851	£18,021	n/a	£615	£2,291	2,360	£57,675	58.8%	£24	7.6%	11.7%	27.9%
	£198,672	£78,013	108.2%	£259	£552	3,369	£70,686	-69.4%	£21	-4.3%	25.2%	9.7%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£505,436	£32,752	49.3%	£913	£3,085	1,570	£84,173	0%	£54	0%	0%	0%
	£112,552	£39,606	n/a	£279	£1,860	2,052	£35,768	16.8%	£17	-25.3%	-1.4%	3%
	£25,051	£328	n/a	£581	£2,252	998	£70,921	n/a	£71	n/a	n/a	n/a
	n/a	n/a	n/a	n/a	n/a	1,200	n/a	n/a	n/a	n/a	42.2%	4.4%
	£310,200	£51,900	11%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£48,898	£16,057	n/a	n/a	n/a	1,087	£26,847	n/a	£25	4.1%	4.1%	8.9%
	n/a	n/a	n/a	n/a	n/a	933	n/a	n/a	n/a	n/a	6.5%	11.6%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£57,858	£5,918	366.9%	£1,673	£2,607	1,143	£29,131	234.8%	£25	14.9%	-1.5%	8.3%
	£371,916	£25,629	n/a	£720	£1,605	461	£43,595	-13.2%	£95	5.2%	-4.6%	2%
	£201,048	£19,660	34.6%	£680	£2,375	390	£39,955	-35.2%	£102	0.6%	3.7%	8.4%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£31,431	£21,589	73.4%	£233	£1,063	398	£20,418	0%	£51	0%	0%	38.4%
	£365,508	£8,084	20.1%	£431	£1,869	314	£29,969	-23.9%	£95	-6.2%	-11%	-7.4%

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To find out more, visit www.QBEurope.com or email differently@uk.qbe.com





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2008	2007	Company name	Current year	Brokerage (000s)	Brokerage change	Costs (000s)	Investment income net (000s)	Profit before tax (000s)	Profit change	Net current assets (000s)	Bank & investments (000s)
26	(33)	Jelf	Sep-07	£40,556	61.6%	£29,947	£(752)	£2,515	19.1%	£(2,593)	£9,270
27	(27)	Hyperion Ins Group (Howden)	Sep-07	£38,326	14.7%	£34,274	£350	£4,402	-17.1%	£12,110	£32,423
28	(28)	RK Harrison Holdings	Jun 07	£37,464	15.5%	£28,860	£1,534	£8,110	30.3%	£17,593	£41,707
29	(40)	Capita/BDML (4)	Dec-07	£35,000	75.5%	£31,100	£-	£3,900	-317.6%	£1,892	£2,796
30	(29)	Besso Holdings	Dec-06	£31,265	3.6%	£31,793	£1,034	£821	20.2%	£4,766	£54,635
31	(30)	Erinaceous Insurance Services	Dec-06	£30,379	4.8%	£22,594	£3,003	£10,788	-2.1%	£(23,351)	£17,729
32	(34)	RFIB Group	Jun-07	£28,878	17%	£27,534	£1,714	£3,058	0%	£7,685	£33,065
33	(24)	RK Carvill & Co	Dec-06	£28,640	-23.3%	£31,305	£2,954	£289	-123.3%	£1,207	£26,526
34	(31)	HRH (4)	Dec-07	£28,587	5.2%	£26,585	£1,278	£3,280	-29.7%	n/a	n/a
35	(35)	Denis M Clayton	Dec-06	£26,185	10.3%	£27,359	£2,336	£1,162	-43.6%	£13,231	£30,148
36	(-)	Hero (Highway)	Dec-07	£25,558	3.9%	£24,217	£166	£1,507	203.8%	£5,494	£664
37	(32)	Carole Nash (4)	Dec-07	£24,907	-5.4%	£18,821	£175	£6,262	105.3%	£3,202	£2,998
38	(n/a)	Adrian Flux	Sep-07	£24,483	9.5%	n/a	n/a	n/a	n/a	n/a	n/a
39	(39)	Windsor	Sep-07	£24,080	15.8%	£19,164	£1,687	£6,756	28.5%	£3,529	£34,473
40	(36)	Tyser & Co	Dec-07	£23,851	15.3%	£22,564	£967	£2,254	-364.9%	£2,740	£25,939
41	(46)	Group Direct	Dec-07	£23,500	48.4%	£20,100	£-	£3,400	182.2%	n/a	n/a
42	(n/a)	Kerry London	Dec-06	£22,420	55.7%	£22,294	£206	£(262)	-151.4%	£(8,019)	£22,090
43	(38)	Firstcity Partnership	May-07	£20,768	-1.3%	£21,367	£669	£70	n/a	£4,165	£14,591
44	(41)	United Insurance Brokers (4)	Dec-07	£20,678	4.1%	£21,547	£2,437	£1,564	n/a	n/a	n/a
45	(42)	Lark Group (2,4)	Mar-08	£19,600	13%	n/a	n/a	n/a	n/a	n/a	n/a
46	(43)	Newman Martin & Buchan	May-07	£18,853	16.5%	£20,693	£2,092	£251	0.3%	£5,678	£10,181
47	(47)	The Outright Co UK (Fortis)	Dec-07	£16,130	3.5%	£13,712	£(618)	£1,800	n/a	£2,420	£3,255
48	(44)	CJ Coleman	Dec-06	£15,514	2%	£16,962	£3,481	£2,045	n/a	£9,805	£22,890
49	(n/a)	Bollington	Dec-07	£15,168	116.9%	n/a	n/a	n/a	n/a	n/a	n/a
50	(n/a)	Abbey Protection	Dec-07	£14,803	8.7%	n/a	n/a	n/a	n/a	£13,170	£15,940



FROM SPATULAS
TO FOOT PEDALS,
TOGETHER WE
CAN COVER THEM.



Notes

- (1) Figures extracted from US SEC Form 10K for UK business.
 (2) Annualised figures to reflect material acquisitions in current financial year.
 (3) Figures extracted from group consolidated accounts.
 (4) Management provided information.
 n/a Not available

	Creditors (000s)	Shareholders funds (000s)	Goodwill % of net assets	Highest paid director (000s)	Total directors emoluments (000s)	Employee numbers	Employee cost (000s)	Directors emol. change	Average employee cost (000s)	Average employee cost change	Headcount Inc	T/O per employee (inc)
	£32,407	£20,029	246%	£367	£940	598	£21,583	7.1%	£36	-13.9%	85.1%	-12.7%
	£105,576	£10,216	62%	£510	£1,385	322	£21,938	29.3%	£68	13.3%	13%	1.6%
	£103,917	£20,437	15%	£864	£1,720	285	£20,362	16.7%	£71	9.3%	7.1%	7.8%
	£19,535	£2,382	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£197,904	£8,796	85.3%	£389	£1,928	286	£19,774	4.5%	£69	3.7%	1.1%	2.6%
	£84,165	£8,763	220.1%	£166	£411	185	£8,980	7.6%	£49	-46.7%	125.6%	-53.6%
	£222,697	£10,561	9.2%	£270	£1,626	278	£17,735	-21.1%	£64	-2.9%	13%	3.6%
	£326,094	£2,219	n/a	£369	£1,373	148	£20,704	208.5%	£140	-2.2%	-17.8%	-6.7%
	n/a	n/a	n/a	n/a	n/a	192	n/a	n/a	n/a	n/a	n/a	5.2%
	£208,790	£14,265	n/a	£472	£3,341	180	£17,989	23.7%	£100	1.8%	-1.6%	12.2%
	£14,712	£28,493	74.2%	n/a	£569	324	£6,179	n/a	£19	n/a	n/a	n/a
	£3,796	£3,185	n/a	£363	£978	325	£9,035	-84.9%	£28	-52%	-7.7%	2.4%
	n/a	n/a	n/a	n/a	n/a	460	n/a	n/a	n/a	n/a	15%	-4.8%
	£38,586	£8,713	n/a	n/a	n/a	187	£13,970	n/a	£75	14.1%	4.5%	10.8%
	£42,542	£10,516	72.2%	£325	£1,144	195	n/a	-63.1%	n/a	n/a	-6.7%	23.6%
	n/a	n/a	n/a	n/a	n/a	410	n/a	n/a	n/a	n/a	0%	48.4%
	£49,332	£1,497	524.2%	£229	£1,068	148	£6,101	2.5%	£41	6.9%	3.5%	50.4%
	£16,599	£2,866	n/a	£236	£1,290	177	£10,255	-21.6%	£58	-8.2%	-2.7%	1.5%
	n/a	£10,053	n/a	n/a	n/a	235	n/a	n/a	n/a	n/a	2.2%	1.9%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£10,712	£4,281	n/a	£510	£1,638	117	n/a	-0.4%	n/a	n/a	11.4%	4.6%
	£19,901	£1,798	10.6%	£236	£480	295	£6,195	9.1%	£21	-3.1%	21.9%	-15.1%
	£57,049	£6,526	7%	£214	£514	145	£10,413	-15.3%	£72	-15.1%	-0.7%	2.7%
	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	£20,710	£14,661	7%	£192	£548	196	£7,944	n/a	£41	n/a	n/a	n/a

With our healthy appetite for risk and high levels of service, no one is more committed to brokers. No wonder you rated us amongst the very best in the 2007 Insurance Times survey.

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