

# BUSINESS INSURANCE®

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## DATA & RANKINGS

### LARGEST PROPERTY/CASUALTY WHOLESALERS

Ranked by 2017 wholesale premium volume from property/casualty placements\*

Rank	Company/principal officer	2017 premium volume	Percent change	2017 gross revenues	Percent change	Percent surplus lines	PERCENTAGE OF TOTAL BUSINESS				Wholesale employees
							Underwriting manager	Wholesale broker	MGA	Lloyd's of London coverholder	
1	<b>AmWINS Group Inc.</b> Charlotte, North Carolina www.amwins.com Scott M. Purviance, CEO	\$10,662,268,840	7.7%	\$1,005,000,000	12.9%	62.4%	0%	69.6%	24.6%	5.8%	4,510
2	<b>CRC Insurance Services Inc.</b> Birmingham, Alabama www.crcgroupins.com Dave Obenauer, CEO	\$7,753,512,303	5.2%	\$968,697,585	7.6%	33.0%	2.0%	84.0%	13.0%	1%	2,400 <sup>1</sup>
3	<b>Ryan Specialty Group LLC</b> Chicago www.ryansg.com Patrick G. Ryan, founder/chairman/CEO	\$5,726,000,000	11.6%	\$511,752,000	13.3%	70.0%	0%	78.0%	22.0%	0%	1,055
4	<b>All Risks Ltd.</b> Hunt Valley, Maryland www.allrisks.com Nicholas Cortezi, CEO	\$1,725,000,000	12.5%	\$166,000,000	9.2%	67.0%	5.0%	55.0%	35.0%	5.0%	859
5	<b>Worldwide Facilities LLC<sup>2</sup></b> Los Angeles www.wfwi.com Davis D. Moore, CEO	\$1,282,990,030	97.6%	\$113,451,289	99.6%	71.0%	15.0%	72.0%	10.0%	3.0%	571
6	<b>Brown &amp; Riding Insurance Services Inc.</b> Los Angeles www.browndriding.com Chris Brown, chairman; Jeff Rodriguez, president/CEO	\$748,069,040	14.1%	\$59,876,981	14.3%	72.3%	0%	94.5%	3.5%	2.0%	187
7	<b>U.S. Risk Insurance Group LLC</b> Dallas www.usrisk.com Randall Goss, chairman/CEO	\$728,000,000	13.8%	\$62,798,000**	19.1%	72.0%	0%	60.0%	30.0%	10.0%	N/A
8	<b>JenCap Holdings LLC</b> New York www.jencapholdings.com John Jennings, CEO	\$719,450,000	16.9%	\$67,750,000	32.2%	65.0%	0	54.0%	44.0%	2.0%	400
9	<b>ARC Excess &amp; Surplus LLC</b> Jericho, New York www.arcbrokers.com Christopher Cavallaro, CEO	\$702,000,000	11.1%	\$63,000,000	3.3%	25.0%	7.0%	76.0%	7.0%	10.0%	196
10	<b>Program Brokerage Corp.</b> New York www.programbrokerage.com Paul Collins, president/CEO	\$377,500,000	0.8%	\$29,500,000	(3.0%)	30.0%	0	56.5%	36.0%	7.5%	100

\*Companies deriving more than 50% of their premium from wholesale brokerages; \*\*Restated; <sup>1</sup>From company website; <sup>2</sup>Acquired Tennant Risk Services Insurance Agency L.L.C. (April 2018), The Sullivan Group (May 2018), and RIC Insurance General Agency Inc. (June 2018). Reported pro forma results of these acquisitions.

Source: BI survey

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