



2020
ANNUAL
REPORT

**Wholesale Specialty Brokerage,
Managing General Agency and
Program Manager**

50 YRS

Since 1970
STRONGER THAN EVER

A Message from Davis Moore, CEO

Since 1970, Worldwide Facilities has steadily expanded its product offerings and footprint throughout the United States. In 2020 as we celebrate our 50th anniversary, we look back on 2019 as yet another record setting and successful year.

Once again recognized as the fifth-largest wholesale broker for the fourth consecutive year by Business Insurance, we began 2019 with \$1.5 billion in gross written premium (GWP) and finished the year as a \$1.8 billion GWP business with more than 720 associates in more than 35 offices throughout the U.S.

In 2019, we were especially pleased with the continued product and geographic diversification we have achieved as a result of strong growth, expanded market reach and strategic partnerships. Our Underwriting and Program segments represent approximately 35% of our business, up from about 15% in 2018. We attribute this success to our four-point growth strategy, including our professional development program for new producers, organic growth of existing producers, recruiting new talent, and strategic mergers and acquisitions. In fact, crucial components of 2019's growth and performance were attributable to our merger and acquisition activity that included Benchmark Management Group and Risk Management Advisory Group, as well as robust organic growth.

Our growth strategies are rooted in the desire to continually increase our relevance to our customers and markets, to offer ongoing opportunities for our employees, and to provide a diversified base of earnings and appropriate returns for our equity holders. We are



DAVIS MOORE, CEO

pleased with our 2019 results and very excited about the positioning of the company for 2020 and beyond. We plan on continuing our growth trajectory that is propelled by institutional expertise, expanded geographic and product diversification, increased and broadened

product offerings, and the further development of industry specialized programs.

Our current and continued success would not have been possible without the support and contributions of our constituents. Our sincerest of thanks to all of you as we continue this journey, together.

“Over the last 50 years, we have built a great foundation in a resilient industry that has a bright future. I am absolutely confident our associates are well positioned to assist our trading partners with the headwinds and challenges created by COVID-19 and the market dislocation in 2020 and beyond.”

– DAVIS MOORE

50 YEARS AND STRONGER THAN EVER

We appreciate our partners

To our customers. Thank you for your trust and confidence, and allowing us to help serve your clients.

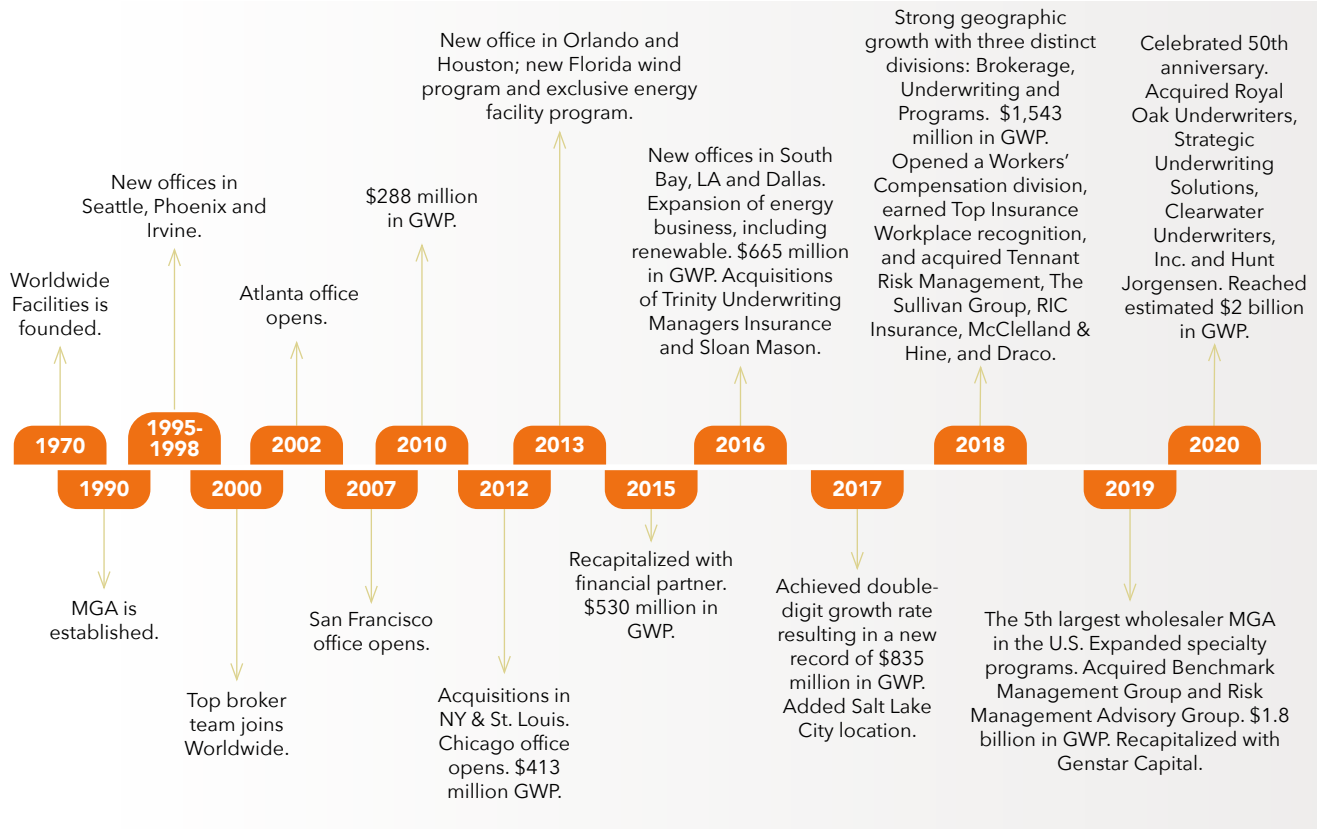
To our market partners. Thank you for your continued support, specialized products, expanded capacity and superior service.

To our employees. Thank you for your strong work ethic, collaborative efforts and continued commitment to providing solutions to better serve our retail customers.

To our equity holders. Thank you for the confidence and assistance in championing the further development and execution of supporting strategies.

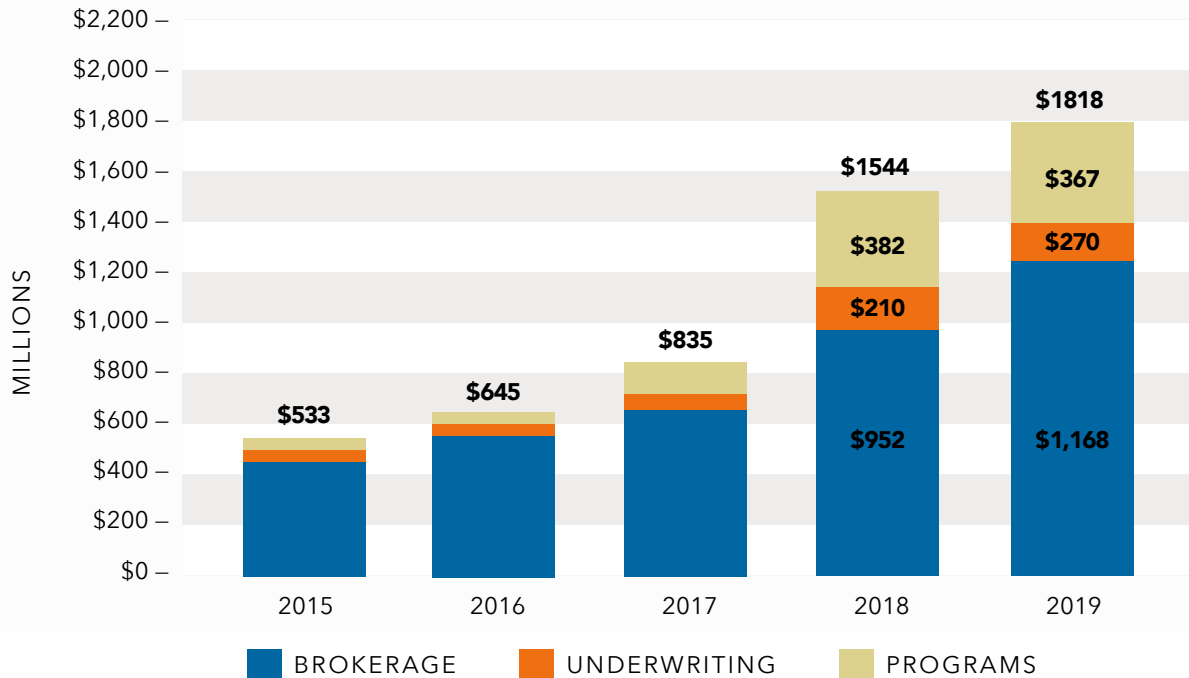
To our financial partners. Thank you Lovell Minnick for your partnership for the last 4+ years. We are excited to be partnering with Genstar Capital and continuing to execute our growth strategy.

FOLLOW OUR GROWTH AND PROGRESS



OVERALL PREMIUM GROWTH

Gross Written Premium





Worldwide Facilities, LLC

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