

OVERVIEW: The Worldwide Broker Network Ltd (WBN) is the largest, fully integrated international network of independent Insurance Brokers and Employee Benefits Consultants. Founded in 1989, WBN has grown from nine member firms in Western Europe to more than 100 partner firms spanning the globe and serving clients through 500+ offices on six continents. Today, WBN is ranked #4 among all broker networks with an estimated \$5.25 billion in property and casualty and employee benefits revenues annually. WBN members support a diverse spectrum of industries with a variety of needs ranging from International Risk Management and Employee Benefits to Private Client Services.

100+ PARTNER FIRMS, SPANNING 6 CONTINENTS, MORE THAN 100 COUNTRIES, GENERATING IN EXCESS OF \$5 BILLION IN ANNUAL REVENUE

Local Knowledge, Worldwide Network

WWW.WBNGLOBAL.COM

FIRST QUARTER CENTURY HIGHLIGHTS

1987
Single European Act of 1987 identifies 300 measures to complete the "Single Market" (later to become the European Union) by December 1992.

1989
Owners' Conference held in Manchester as founding meeting of International Broker Network.

1994
IBN expands membership in Europe, Central and South America, South Africa and Asia Pacific. Focus turns to U.S. expansion.

1996
California's ABD becomes foundational U.S. member of IBN, followed by additional U.S. regional brokers.

1997
Name changed to Worldwide Broker Network (WBN).

1998
First website, WBNGlobal.com, is designed and launched.

2007
WBN and Vertafore develop a global collaboration system, the first iteration of WBNet™.

2011
Bruce Basso, formerly of ABD, elected to WBN CEO.

2012
WBN Speakers' Series established to open Global Conferences.

2014
"Joining Hands Worldwide" philanthropy program initiated.

2015
AIG's Francie Starnes joins Executive Staff as President & COO. WBN launches WBNet™ 3.0...powered by Origami Risk.

2016
WBN Board elects Starnes CEO, Basso named Chairman Emeritus. Toni Gambonini and LeAnne Stefl join the WBN Staff.

BOARD OF DIRECTORS

- **Juan Carlos Arias:** Corporacion Continental, Panama City, Panama
- **Priscila Lima Conduta:** Harmonia Corr, Sao Paolo, Brazil
- **Daniel de Swaan¹:** Meijers Assurantien B.V., Amstelveen, Netherlands
- **Pavanjit Dhingra:** Prudent Insurance Brokers, Mumbai, India
- **Alan Fergusson:** Mattioli Woods plc, Aberdeen, Scotland, U.K.
- **Alec Finch²:** AFL Insurance Brokers, London, U.K.
- **William Goldstein:** Integro Insurance Brokers, New York, New York, U.S.
- **Alexander J. Gilmore:** Price Forbes, London, U.K.
- **Brian Hetherington:** ABD Insurance, San Mateo, California, U.S.
- **Damien Honan:** Honan Insurance Group, Victoria, Australia
- **Steve Hylant:** Hylant Group, Toledo, Ohio, U.S.
- **Florian Karle:** Suedvers Gruppe, Au bei Freiburg, Germany
- **Eva Madsen:** Ensure, Copenhagen, Denmark
- **Walid Nehme:** Daman Insurance Brokers, Riyadh, Saudi Arabia
- **Markham McKnight:** BancorpSouth, Baton Rouge, Louisiana, U.S.
- **Larry Mojumdar:** Mojumdar and Company, Tokyo, Japan
- **Stefan Thurnherr:** VZ Insurance Services, Zurich, Switzerland
- **James Watt³:** Ascende, Houston, Texas, U.S.
- **Joe Watts:** Holmes Murphy & Associates, Des Moines, Iowa, U.S.

¹ Chairman of the Board, ² Corporate Secretary, ³ Corporate Treasurer

STAFF CONTACTS

- **Bruce Basso,** Chairman Emeritus, bbasso@wbnglobal.com
- **Francie Starnes,** Chief Executive Officer, fstarnes@wbnglobal.com
- **LeAnne Stefl,** Director of Employee Benefits, lsteff@wbnglobal.com
- **Toni Gambonini,** Property & Casualty Consultant, toni@gamboniniconsulting.com
- **Robert Sterngold,** Director of Technology, robert@wbnglobal.com
- **Larry Kamer,** Director of Communications, lkamer@wbnglobal.com
- **Schlyer Tollmann,** Administration, stollmann@wbnglobal.com

WBN PARTNERS BY REGION / HOME OFFICE

Europe

Albania | Balkan JSC
 Austria - Vienna | Koban Südvärs
 Azerbaijan - Baku | CINCo Group
 Belgium - Heverlee | ADD NV
 Bulgaria - Sofia | Balkan JSC
 Croatia - Zagreb | KSG Broker
 Cyprus - Nicosia | Comergon SA
 Czech Republic - Prague | AHT Insurance
 Denmark - Aarhus | Ensure
 Denmark - Esbjerg | Contea Assurance Forsikringsmæglerelskab P/S
 Estonia - Tallinn | IIZI Kindlustusmaakler
 Finland - Helsinki | IIZI Firstbrokers Oy
 France - Paris | Verlingue Insurance
 Germany - Frankfurt am Main | Lurse
 Germany - Munich | Profion
 Germany - Au bei Freiburg | Südvärs Gruppe
 Greece - Athens | Comergon SA
 Hungary - Budapest | Potter Broker Limited
 Ireland - Dublin | Frank Glennon
 Italy - Milan / Bologna | Andrea Scagliarini
 Italy - Rome / Milan | De Besi Di Giacomo
 Kazakhstan - Astana | CINCo Group
 Latvia - Riga | IIZI SIA
 Lithuania - Vilnius | Fillix Insurance Brokers
 Luxembourg | ADD NV
 Macedonia | Balkan JSC
 Netherlands - Amstelveen | Meijers Assurantien B.V.
 Norway - Lysaker | Quality Brokers AS
 Norway - Oslo | Arctic Insurance Broker AS
 Poland - Torun | Mentor SA
 Portugal - Lisbon | Median Corretores
 Romania - Bucharest | Balkan JSC
 Romania - Bucharest | London Brokers
 Romania - Bucharest | Renomia
 Russia - Moscow | CINCo Group
 Russia - Moscow | Malakut Insurance Brokers
 Serbia - Beograd | AGD d.o.o.
 Slovakia - Bratislava | Renomia
 Slovenia - Ljubljana | AGD d.o.o.
 Spain - Barcelona | Cogesa
 Spain - Madrid | Concentra Group
 Sweden - Stockholm | Factor Insurance Brokers
 Sweden - Stockholm | Söderberg & Partners
 Switzerland - Zurich | VZ Insurance Services
 Turkey - Istanbul | Integra Insurance Broker
 Ukraine - Kiev | CINCo Group
 U.K. - London, England | AFL Insurance Brokers
 U.K. - Manchester, England | Finch Insurance Brokers
 U.K. - London, England | Price Forbes
 U.K. - Edinburgh, Scotland | Clark Thomson Insurance Brokers Ltd
 U.K. - Aberdeen, Scotland | Mattioli Woods plc

North America

Bermuda - Hamilton | Price Forbes
 Canada - Toronto | Accompass
 Canada - Toronto | Hub International
 Mexico - San Pedro Garza Garcia | Fidex
 Mexico - Mexico City | Protección Dinámica
 USA - San Mateo, California | ABD Insurance
 USA - Philadelphia, Pennsylvania | Addis Group
 USA - Leesburg, Virginia | AHT Insurance
 USA - Houston, Texas | Ascende/Epic
 USA - Green Bay, Wisconsin | Associated Benefits & Risk Consulting
 USA - Baton Rouge, Louisiana | BancorpSouth
 USA - Daytona Beach, Florida | Brown and Brown, Inc. / Beecher Carlson
 USA - Austin, Texas | CLS Partners
 USA - Oakland, California | Dealey, Renton & Associates
 USA - Salt Lake City, Utah | GBS Benefits, Inc.
 USA - Cincinnati, Ohio | The Hauser Group
 USA - Minneapolis, Minnesota | Hays Companies
 USA - St. Louis, Missouri | HM Risk
 USA - Des Moines, Iowa | Holmes Murphy
 USA - Chicago, Illinois | Hub International
 USA - Toledo, Ohio | Hylant Group
 USA - Erie, Pennsylvania | Insurance Management Company
 USA - Denver, Colorado | IMA, Inc.
 USA - New York, New York / Bermuda - Hamilton | Integro
 USA - Atlanta, Georgia | Ironwood Insurance Services LLC
 USA - West Point, Georgia | J. Smith Lanier
 USA - Warrington, Pennsylvania | KMRD Partners, Inc.
 USA - Boston, Massachusetts | Risk Strategies Company
 USA - Alexandria, Virginia | Rutherford
 USA - Seattle, Washington | Servco Insurance Services
 USA - Paoli, Pennsylvania | Simkiss & Block
 USA - Valhalla, New York | USI Insurance Services

Middle East & Africa

Africa - (22 countries) | Ascoma
 Angola - Talatona | Allied Insurance Brokers
 Bahrain - Manama | Insure Direct
 Egypt - Cairo | Associated Insurance Consultants
 Israel - Tel Aviv | B. Litay Risk Management 2011 Ltd
 Israel - Tel Aviv | Madanes Insurance Agency Ltd
 Lebanon - Beirut | Holland Insurance Group s.a.l.
 Morocco - Casablanca | EPEGA SA
 Nigeria - Lagos | Ark Insurance Brokers Limited
 Oman - Sultanate of Oman | Risk Management Services
 Pakistan - Karachi | Risk Management Services
 Qatar - Doha | Insure Direct
 Saudi Arabia - Riyadh | Daman Insurance Brokers
 South Africa - Johannesburg | GIB Holdings
 South Africa - Stellenbosch | Price Forbes (Pty) Ltd South Africa
 U.A.E. - Dubai/Abu Dhabi | Associated Insurance Consultants
 U.A.E. - Dubai | Insure Direct
 U.A.E. - Dubai | Millennium Insurance Broker Co LLC

South & Central America

Argentina - Buenos Aires | Makler SA
 Bolivia - San Jorge | Kieffer & Asociados S.A.
 Brazil - Sao Paulo | Harmonia Corretora de Seguros
 Chile - Providencia, Santiago | Lillienfeld
 Colombia - Santa fe de Bogota | Correco
 Dominican Republic - Santa Domingo | Franco Fernandez
 Ecuador - Guayaquil | Ecuaprimas
 Panama - Panama City | Corporación Continental
 Peru - Lima | Gabel Corredores
 Puerto Rico - San Juan | Aegis International Ins
 Uruguay - Montevideo | Makler SA
 Venezuela - San Bernardino | Asegure SA

Asia Pacific

Australia - Victoria | Honan Insurance Brokers
 China - Shanghai | Chang Cheng Ins. Brokers
 China - Beijing | Sino Insurance Brokers
 Hong Kong | Pacific Prime Insurance Brokers
 Hong Kong | Worldwide Insurance Services Enterprise
 India - Mumbai | Prudent Insurance Brokers
 Indonesia - Jakarta | KBRU PT Kali. Raya
 Japan - Tokyo | Marnix
 Japan - Tokyo | Mojumdar & Company
 Korea - Seoul | Ace Risk Management
 Korea - Seoul | HIS Insurance Services
 Malaysia - Kuala Lumpur | Anika Insurance
 Malaysia - Kuala Lumpur | Honan Insurance Brokers
 New Zealand - Auckland | Honan Insurance Brokers
 Philippines - Makati | Lacson & Lacson
 Singapore | Honan Insurance Brokers
 Sri Lanka - Colombo | Senaratne Assoc.
 Taiwan - Taipei | Worldwide Insurance Services Enterprise
 Thailand - Bangkok | Chaz Ltd.
 Vietnam - Hanoi | Malakut Insurance Brokers

Associate Members

Australia - Malvern | MSM Loss Management
 Australia - Perth | RiskAdvisor
 Guernsey | Alternative Risk Management
 Singapore | Boardroom
 U.K. - London, England | Axco Insurance Information Services
 USA - Birmingham, Michigan | BELFOR Property Restoration
 USA - New York, New York | Hanover Stone Partners
 USA - Willoughby, Ohio | Marsh Berry
 USA - Palo Alto, California | Mayer Brown
 USA - Brookfield, Wisconsin | Milliman, Inc.
 USA - Chicago, Illinois | Navigant Consulting, Inc.
 USA - San Mateo, California | Starboard Int'l Consulting, Inc.
 USA - Barre, Vermont | USA RISK GROUP