

Willis Commercial Network Expands into Scotland

Willis Group announced today that it is to extend its successful Willis Commercial Network into Scotland from early 2004.

The Willis Commercial Network currently operates in England and Wales and has grown to 57 members since 1999. It is unique in being the only partnership between a global insurance broker and independent brokers in the UK, resulting in the widest range of services and benefits to its members.

The Willis Commercial Network works with independent brokers who primarily handle commercial insurance covers. It provides them with attractive insurer agency terms, an IT solution, compliance services and acquisition help and support, including a source of finance. Most Network members trade between £2M-£5M, although a number of brokers have flourished within the Network and now exceed premium income of £10M.

Joe Plumeri, Chairman and CEO of Willis, said "Willis' strategy is to expand its insurance broking operations in markets which have good growth prospects and where it can hold leading positions. The Willis Commercial Network is a highly successful business initiative and it makes good sense to develop a Network operation in Scotland. The wider geographical coverage creates more opportunities for the Network to partner national organisations to distribute insurance products. Furthermore the expansion continues to enhance the Network's leading position with its insurance partners."

Welcoming the extension of the Network into Scotland, Mark Radburn, Managing Director, Willis Commercial Network said, "All the services and programmes we have developed, whether premium financing or working with different parts of the Willis Group, will be equally attractive to Brokers in Scotland. They will also enable them to develop and grow their business to the same extent our Members are enjoying in England and Wales."