

News Release

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DANIELS TO LEAD WILLIS' BUSINESS DEVELOPMENT CENTER TO DRIVE ORGANIC GROWTH IN THE MIDDLE MARKET

New York, NY, November 3, 2003 – Willis Group Holdings (NYSE: WSH), the global insurance broker, announced today that Lou Daniels, EVP and Middle Market Director for North America will oversee and drive Willis' National Business Development Centers - one located in Pittsburgh PA and the other Orange County CA. The Centers are charged with generating warm leads for middle market producers while creating a pipeline of middle market prospects for further contact.

Working closely with the CEOs and middle market producers in offices in targeted regions the Center's mission is to engage in dialogue with targeted companies and in specific industries that both complement and enhance Willis producers' prospecting efforts in the dynamic middle market.

Daniels, with 24 years of experience in the insurance industry has a track record of building successful middle market sales organizations. Currently he is charged with aggressively growing Willis' middle market business in North America. With first rate management skills, expertise in business development Daniels will be driving the Willis client-centric, value-focused model and integrating the Business Development Center component in order to grow market share and better serve the middle market segment.

"As we drive our sales efforts and build the foundation of a strong company on best-in-class organic growth, having Lou Daniels' management expertise guiding our center is a great step forward to achieving our plans in North America," said Mario Vitale, CEO of Willis North America. "Based on the Business Developments success record to date, we look forward to increasing our new business successes across the country."

The prospecting system the Centers now utilize sets highly qualified appointments for producers in a systematic and measurable fashion enabling Willis Associates to dialogue with decision makers and win new business.

Willis Group Holdings Limited is a leading global insurance broker, developing and delivering professional insurance, reinsurance, risk management, financial and human resource consulting and actuarial services to corporations, public entities and institutions around the world. With over 300 offices in more than 100 countries, its global team of 13,000 associates serves clients in some 180 countries. Additional information on Willis may be found on its web site www.willis.com.

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Editors Note: Photo available upon request.