

News Release

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WILLIS CONTINUES TO STRENGTHEN NORTH AMERICAN LEADERSHIP

New York, NY, October 12, 2004 – Willis Group Holdings (NYSE: WSH), the global insurance broker, continuing to strengthen its North American leadership team, today announces that **Lou Daniels** and **Scott Shader** have joined Willis to lead the middle market and small commercial practices respectively. These two market segments are key pillars to Willis North America's overall sales and distribution strategy. Daniels, who previously served as Corporate Vice President and National Business Development Leader of Wells Fargo/Acordia, joins Willis as Executive Vice President, North America Middle Market Leader. Shader, who joins Willis as Executive Vice President, North America Small Commercial Leader, heading the broker's efforts to build on a strong foundation of small commercial business, previously worked at St. Paul/Travelers as Corporate Vice President and Field Operations Officer – Select Accounts.

Daniels, with 24 years of experience in the insurance industry, brings to Willis a strong track record of building successful middle market sales organizations. With first rate management skills, expertise in business development and an approach to cross-selling which is founded on relationships and research, he is charged with aggressively growing Willis' middle market business in North America through organic growth, successful recruiting and working with the firm's M&A team to identify potential acquisition candidates. Daniels will be driving the Willis client-centric, value-focused model and the company's Client Advocate approach to the middle market.

"With a great deal of client and technical insurance experience, Lou is creating a powerful and differentiating middle market strategy based on our unique Client Advocate approach to serving our clients," said Mario Vitale, CEO of Willis North America.

Shader, bringing 22 years of insurance experience working at both the Hartford and most recently St. Paul Travelers, is a seasoned professional whose career has focused on serving the needs of small commercial clients. He has driven growth while serving clients with a broad range of risk appetite and has achieved significant market breadth covering all lines of insurance. Through different phases of his career, Scott has lead marketing, operations and

distribution, set strategic direction for business units and led integration teams on a range of issues from technology to organizational cultures.

“Coming from the underwriting side of this business, Scott brings a great perspective developed from one success after another in serving the unique needs of small commercial clients,” said Vitale.

Vitale continued, “Lou and Scott joining Willis and driving our middle market and small account businesses respectively is a clear demonstration of our commitment to these important segments. We are segmenting our North American business initiatives to bring our model, in the appropriate form, to each client with a team familiar with each segment’s specific needs. Lou, Scott and Don Bailey, leading our large account practice, will work aggressively in concert and will simultaneously grow all lines and segments. These additions demonstrate that this is an exciting time at Willis.”

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 some 80 countries, its global team of 14,500 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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Editor’s Note: Photos are available upon request.