

# News Release

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## Willis Sets Sights on Long Island, NY for Growth

**New York, NY, December 6, 2004** – Willis Group Holdings (NYSE: WSH), the global insurance broker, continues to strengthen its presence in key geographic markets across North America. Today, the company announced that **Michael Bernstein** has joined Willis as Senior Vice President and Office Leader for a new office located on Long Island, New York. Mr. Bernstein, who brings 27 years of insurance industry experience, most recently worked in the Long Island office of Aon Risk Services where he served as a Senior Vice President for the last 25 years.

In his new capacity, Mr. Bernstein is charged with developing and successfully executing a strategy that will make Willis the number one broker on Long Island. Using organic growth, recruiting new producers and working with the firm's M&A team to identify potential acquisitions, Mr. Bernstein will bring Willis' Client Advocate Model to a market which has great opportunity for the global broker.

Mr. Bernstein, a lifelong Long Island resident, has held various positions in the industry including broker, new business marketing manager, unit manager and account executive. His experience extends to the telecommunications, retail marketing and public entity fields.

Concurrently, the company announced that **Steve Larkin**, formerly a Senior Vice President with Aon for 20 years, has joined Willis as a Vice President to work with Mr. Bernstein in developing the Long Island office.

While at Aon, Mr. Larkin worked as an Assistant Director in the Technical Services Group where he designed and implemented client risk control programs and provided consulting services in areas such as regulatory compliance, occupational health and safety, environmental issues and industrial hygiene. He brings a broad range of experience covering manufacturing, telecommunications, aviation and services providers in general.

"With his deep knowledge of the insurance broking sector and extensive experience in client relationships, Michael is well placed to drive our growth efforts in this vibrant region of New York," said Leslie Nylund, Willis' New York Regional Executive Officer. "It's great to have him and Steve Larkin on the Willis team and we look forward to their contributions."

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 14,500 Associates serves clients in some 180 countries. Additional information on Willis may be found on its web site [www.willis.com](http://www.willis.com).