

News Release

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New Willis Leader in Baltimore Outlines Aggressive Growth Plans

New York, NY, November 1, 2004 – Willis Group Holdings (NYSE: WSH), the global insurance broker, announced today the appointment of Edward Kushlis as Sales Leader of Willis' Baltimore office. Kushlis has been with Willis for 20 years. This past year he served as the Regional Operating Officer for the company's South East Region. Within this new role, he will now be charged with driving the operations, creating sales opportunities and enhancing client service for the Capital Market operation.

Kushlis' plans for aggressive growth of Baltimore operations will build upon the strong foundation established by David Shuey, Baltimore's Leader from 1998 to present. He will focus upon organic growth as well as vigorously recruiting additional producer talent. He will also actively explore acquisition opportunities within the region.

"The Willis Model, focused on representing the client's best interests through a client advocate, is the only one of its kind among the global insurance brokers," said Kushlis. "Add to that the renewed energy and enthusiasm Willis has fostered over the last several years, and I am excited about our drive to build the world's greatest insurance broker."

Mike LaRocca, Willis' Southeast Regional Executive Officer, expressed confidence in Kushlis's capability to lead the Baltimore office. "Kushlis has proven himself as a successful, disciplined and thoughtful leader," LaRocca said. "He has consistently made an outstanding contribution to the Regional Leadership Team. The skills he displayed in the Region, coupled with his history, knowledge and insight of all facets of the Capital Market operation, (Baltimore, Washington, D.C. and surrounding areas) will be of great benefit in his new position."

Kushlis's transition to Willis' Baltimore office will be made easier by the continued presence of David Shuey, former Leader in Baltimore. Shuey will remain in the Baltimore office and return to new business production. He will rededicate his time and energy solely toward revenue generation and team leadership, focused in the life sciences, biotech and healthcare fields. Shuey steps down from the position of Leader with the platform well positioned for Kushlis to assume the reins and springboard the office to new heights.

Prior to Willis, Kushlis represented the public accounting firm of Deloitte & Touche in Baltimore, where he was in charge of auditing another international insurance broker. He is a Certified Public Accountant and holds the Chartered Property and Casualty Underwriter designation. Kushlis graduated from St. Francis College in Loretto, Pennsylvania with a B.S. in accounting.

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Editor's Note – Photo is available upon request.