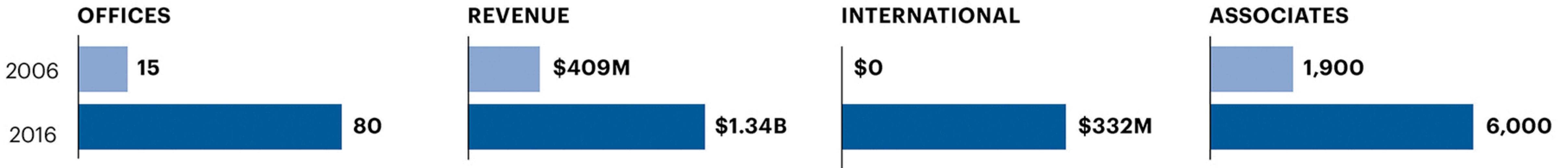


A DECADE OF GROWTH AT A GLANCE

Aided by a big acquisition, Lockton Cos. Inc. has become a truly global insurance broker under CEO John Lumelleau.

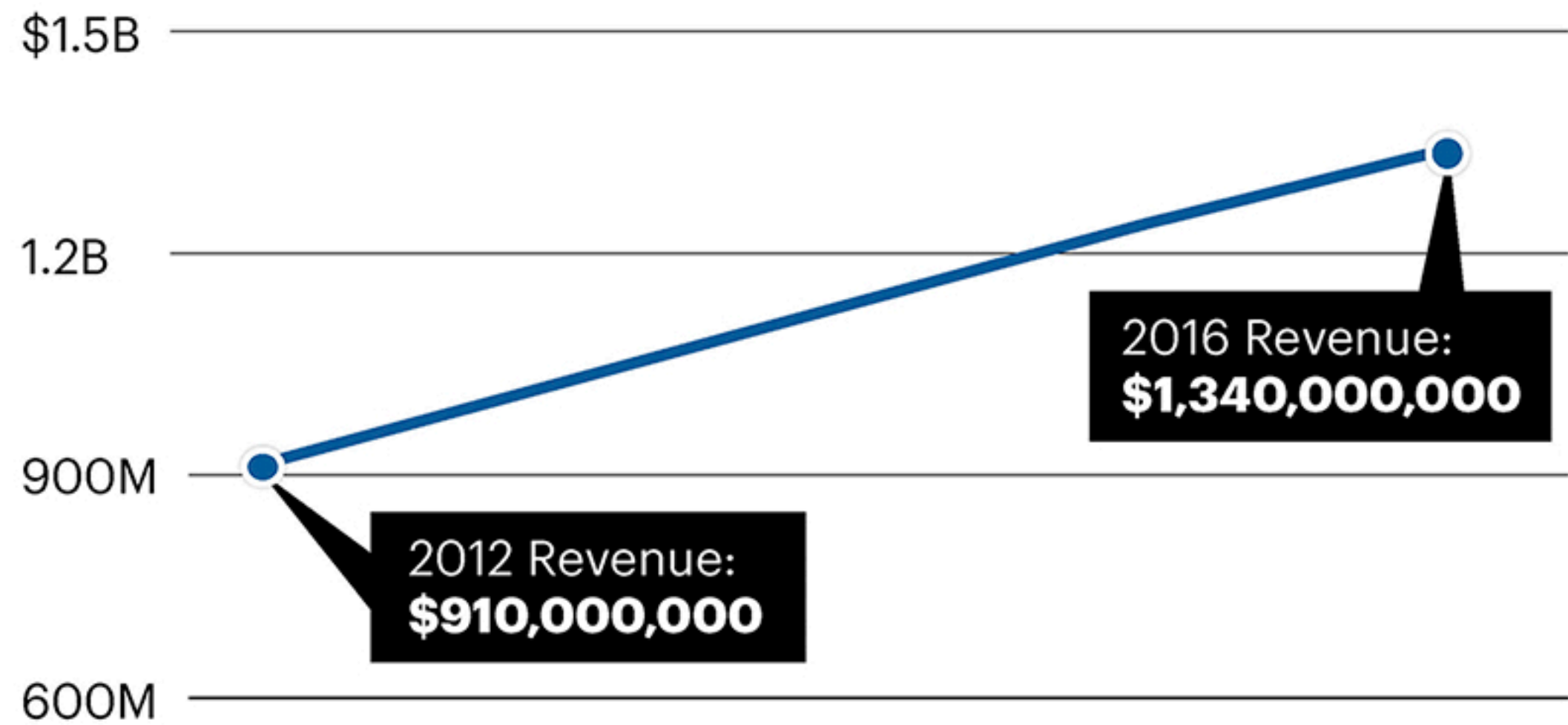


SOURCE: LOCKTON 2016 ANNUAL REPORT

LOCKTON REVENUE, AND WHERE IT COMES FROM

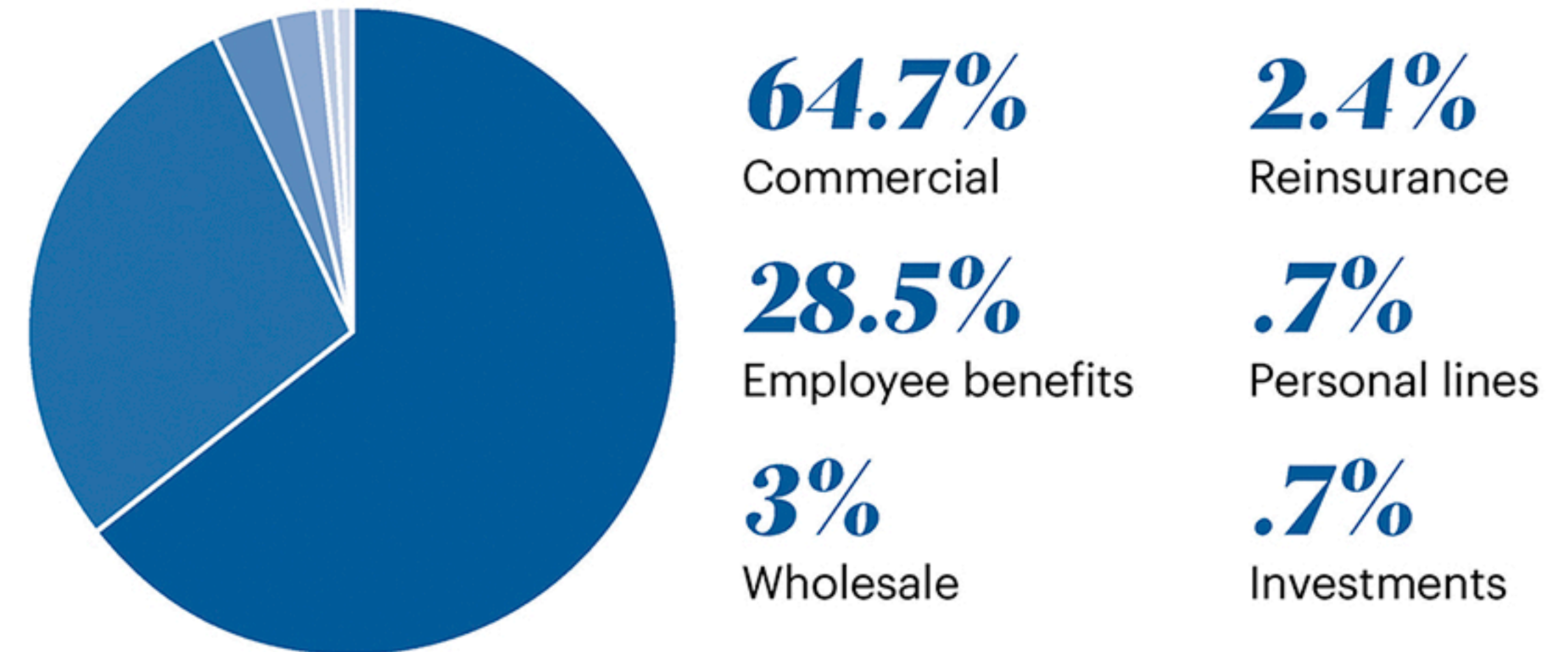
Lockton's total brokerage revenue in 2015 was \$1.34 billion, an 8 percent increase from the previous year. That ranks it as the ninth-largest insurance broker in the world, up one spot from the previous year. Here's a closer look at revenue growth and a breakdown of 2015 revenue:

REVENUE GROWTH



SOURCE: LOCKTON 2016 ANNUAL REPORT

2015 REVENUE BREAKDOWN



SOURCE: BUSINESS INSURANCE

BY THE NUMBERS

STAFFING ON THE WAY UP

Lockton's growth into new areas will require new talent across the board. Glenn Spencer said that to meet goals, the company will have to hire 10,000 people worldwide in the next seven to eight years, including 800-900 in Kansas City, to meet its goals. Here's a look at staffing in the past four years:



SOURCE: LOCKTON 2016 ANNUAL REPORT