



### Risk management solutions to help protect what our customers value most.

#### About Brown & Brown, Inc.

Brown & Brown offers a wide range of insurance solutions and services. We have been fulfilling the insurance and insurance-related needs of businesses, governmental institutions, professional organizations, trade associations, families and individuals since 1939. With a culture built on integrity, innovation, superior capabilities and discipline, we are one of the industry's most powerful and influential leaders.

#### Our Guiding Principles

We believe in doing what is best for our customers, communities, teammates, carrier partners and shareholders—always.

The cornerstones of our organization's guiding principles:

**Performance | Service | Innovation | People**

#### What Makes Us Different

##### Decentralized Sales & Service Model

- Local teams empowered to make decisions that best support their customers, backed by the powerful solutions, capabilities and carrier relationships of a top five brokerage.

##### The Brown & Brown Culture

- Strong, performance-based culture grounded in integrity and the Power of WE.
- Entrepreneurial meritocracy: long-term opportunity for talented leaders and teammates.

##### Commitment to Our Communities

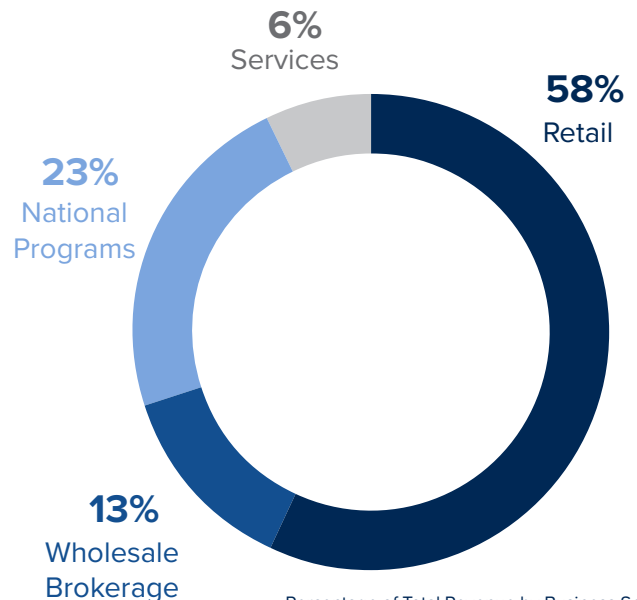
- Long-standing history of service to the communities in which our teams live and work.

#### By the Numbers



2021 Highlights Across the Business

#### Revenue by Segment



Percentage of Total Revenue by Business Segment