



## Brown & Brown, Inc. Announces a New Record for Its Earnings In the First Quarter

April 16, 2001

DAYTONA BEACH and TAMPA, Fla., April 16 /PRNewswire/ -- Brown & Brown, Inc. (NYSE: BRO) today announced a new record for its earnings in the first quarter.

(Photo: <http://www.newscom.com/cgi-bin/prnh/20001003/BROLOGO> )

Net income per share for the quarter ended March 31, 2001, was \$0.41, an increase of 32% over the \$0.31 in net income per share reported for the quarter ended March 31, 2000. Net income rose to \$12,174,000 for the first quarter of 2001, versus net income of \$9,043,000 for the quarter ended March 31, 2000, an increase of 35%.

Total revenues for the quarter ended March 31, 2001 were up 37%, to \$77,215,000, compared with \$56,212,000 recorded in the corresponding quarter in 2000. This increase in revenues reflects the additional revenues from several acquisitions completed since January 1, 2001, including the transaction with Riedman Corporation. Excluding acquisitions, the Company's internal growth rate of commission and fee revenues was 9% for the quarter ended March 31, 2001.

J. Hyatt Brown, Chairman, President and CEO, commented, "Quarter One was Gangbusters! The 32% increase in net income per share was more than double our articulated corporate goal of 15% growth ad infinitum. A slight firming in rates, increasing margins at "old" Brown & Brown offices and efficient integration of acquisitions accounted for our great first quarter."

Brown & Brown, Inc. provides a broad range of insurance products and services, as well as risk management, employee benefit administration, and managed health care services through offices located across the United States. The company is ranked by "Business Insurance" magazine as the nation's ninth largest independent insurance intermediary organization. Our Web address is [www.brown-n-brown.com](http://www.brown-n-brown.com).

This press release may contain certain statements relating to future results which are forward-looking statements, as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from historical results or those anticipated, depending on a variety of factors such as general economic conditions around the country, fluctuations in equity and fixed income markets, downward commercial property and casualty premium pressures, the competitive environment, the potential occurrence of a major natural disaster in certain areas of the States of Arizona, Florida and/or New York, where significant portions of the Company's business are concentrated, the actual costs of resolution of contingent liabilities, and those factors relevant to Brown & Brown's integration of acquisitions, including any material adverse changes in the customers of the companies whose operations have been acquired and/or any material adverse changes in the business and financial conditions of Brown & Brown or acquired companies and their respective customers. Further information concerning the company and its business, including factors that potentially could materially affect the Company's financial results, are contained in the Company's filings with the Securities and Exchange Commission. All forward-looking statements included in this press release are made only as of the date of this press release, and we do not undertake any obligation to publicly update or correct any forward-looking statements to reflect events or circumstances that subsequently occur or which we hereafter become aware.

### BROWN & BROWN, INC.

#### CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per share data)

	For the three months ended March 31, (Unaudited)	
	2001	2000*
<b>REVENUES</b>		
Commissions and fees	\$75,828	\$54,678
Investment income	1,107	981
Other income	280	553
Total revenues	77,215	56,212
<b>EXPENSES</b>		
Employee compensation and benefits	39,544	28,753
Other operating expenses	11,322	9,037
Depreciation	1,422	1,242
Amortization	3,329	2,167
Interest	1,640	216
Total expenses	57,257	41,415
Income before income taxes	19,958	14,797

Income taxes	7,784	5,754
Net income	\$12,174	\$9,043
Net income per share:		
Basic	\$0.42	\$0.31
Diluted	\$0.41	\$0.31
Weighted average number of shares outstanding:		
Basic	29,173	28,752
Diluted	29,460	28,765

\* Restated for pooling-of-interests.

Brown & Brown, Inc.  
First Quarter Core Commissions and Fees (1)

	Less		Acqui-		Total Total sition Internal	
	3/31/01	3/31/00	Change	Growth%	Revenues	Growth%
Florida Retail	\$23,978	\$19,412	\$4,566	23.5%	\$3,213	7.0%
Southwest Retail	8,445	5,420	3,025	55.8%	2,550	8.8%
National Retail	18,221	10,035	8,186	81.6%	8,298	(1.1)%
Total Retail	50,644	34,867	15,777	45.2%	14,061	4.9%
Professional						
Programs	3,517	3,424	93	2.7%	--	2.7%
Commercial						
Programs	889	1,272	(383)	(30.1)%	16	(31.4)%
Total Programs	4,406	4,696	(290)	(6.2)%	16	(6.5)%
Brokerage	6,832	4,873	1,959	40.2%	41	39.4%
TPA Services	5,747	4,002	1,745	43.6%	713	25.8%
Total Core						
Commissions						
and Fees	\$67,629	\$48,438	\$19,191	39.6%	\$14,831	9.0%

(1) Total Commission and Fees excluding profit sharing contingency revenues.

SOURCE Brown & Brown, Inc.

Web site: <http://www.brown-n-brown.com>

Photo: NewsCom: <http://www.newscom.com/cgi-bin/prnh/20001003/BROLOGO> PRN Photo Desk,  
888-776-6555 or 201-369-3467

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CAPTION: BROLOGO BROWN & BROWN LOGO Brown & Brown, Inc. logo. (PRNewsFoto)[HD] DAYTONA BEACH AND TAMPA, FL USA  
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