

Aon Quarterly Earnings

Q3 2017

“ Our results for the quarter reflect strong organic revenue growth in our reinsurance business, 170 basis points of adjusted operating margin improvement, and 18% adjusted earnings per share growth, highlighting increased operating leverage in our Aon United operating model and effective capital management with the repurchase of \$750 million of shares in the quarter. ”

Greg Case
President and CEO, Aon plc

Our Four Key Metrics



Our Strategy

For the last decade, Aon has been on a journey to become the leading global professional services firm providing **risk, retirement, and health** solutions enabled by proprietary **data and analytics** that empower results for clients.

We are taking strategic actions consistent with this journey, while maximizing shareholder value creation, beginning with the divestiture of our outsourcing platform in May 2017. The divestiture **further aligns our portfolio** around our **clients' highest priorities**, provides **strong free cash flow** generation and the financial flexibility to **invest in high-growth, high-margin** areas across our portfolio while **returning capital to shareholders**.

Third Quarter Highlights

- Repurchased 5.4 million Class A Ordinary Shares for approximately \$750 million
- Entered into an agreement to acquire The Townsend Group, a leading global real estate and investment management firm, bringing greater depth of expertise in real estate assets to Aon's distribution scale and increasing Aon's ability to provide more attractive alternative private market assets to clients
- Entered into an agreement to acquire Unirobe Meeùs Groep in the Netherlands, solidifying Aon's position as the leading insurance broker and risk advisor in all business-to-business market segments in the Netherlands

Organic Revenue Growth by Our Revenue Lines

	Q3 2016	Q3 2017	
Commercial Risk Solutions	+4%	-1%	Total Aon
Reinsurance Solutions	0%	+7%	
Retirement Solutions	+4%	+5%	
Health Solutions	+7%	+2%	
Data & Analytic Services	+5%	+3%	
			Q3 2016
			+4%
			Q3 2017
			+2%