

# Aon Quarterly Earnings

Q2 2018

“ During the quarter, we took specific steps to strengthen our client-serving capabilities and create greater long-term operating leverage. We enter the second half of the year with momentum, operating from a position of strength and on track to deliver our near-term target of exceeding \$7.97 earnings per share for the full year 2018. ”

Greg Case | CEO, Aon plc

## Our Four Key Metrics

### Organic Revenue

Driven by strong new business generation and retention globally

(stats are based on year-over-year review)

Q2 2017 | Q2 2018  
**+2%** | **+5%**

### Operating Margin

**+130bps**

(year-over-year)

Reflects strong organic growth and operational improvement initiatives

Q2 2017 | Q2 2018  
**20.7%** | **22.0%**

### Earnings Per Share

**+31%**

(year-over-year)

Primarily driven by strong operational improvement and effective capital management

Q2 2017 | Q2 2018  
**\$1.31** | **\$1.71**

### Adjusted Free Cash Flow

**+17%**

(year-over-year)

Excluding certain near-term impacts resulting from the divestiture, adjusted free cash flow increased \$83 million

year-to-date

Q2 2017 | Q2 2018  
**\$497M** | **\$580M\***

## Our Strategy

For the last decade, Aon has been on a journey to become the leading global professional services firm providing **Commercial Risk Solutions, Reinsurance Solutions, Retirement Solutions, Health Solutions** and **Data & Analytic Services** that empower results for clients.

We are taking strategic action consistent with this journey while maximizing shareholder value creation, most recently illustrated by the May 2018 announcement of our new leadership structure and decision to retire our remaining business unit brands. The appointment of co-presidents, creation of an Aon Operating Committee and move towards a single brand reflect significant progress in our Aon United program, making it easier for colleagues to work within and across our five solution lines to deliver the best of the firm to clients and accelerate innovation on their behalf. All of which supports **strong free cash flow** generation and **further investment in high-growth, high-margin** areas across our portfolio while **returning capital to shareholders**.

## Second Quarter Highlights

- Launched our Intellectual Property Solutions Group with the acquisition of 601West providing increased industry knowledge for clients working to protect and maximize their most valuable asset in today's business world – their intellectual property
- Announced an 11% increase to the quarterly cash dividend

## Organic Revenue Growth by Our Revenue Lines

	Q2 2017	Q2 2018
Commercial Risk Solutions	<b>+2%</b>	<b>+6%</b>
Reinsurance Solutions	<b>+6%</b>	<b>+8%</b>
Retirement Solutions	<b>+1%</b>	<b>+3%</b>
Health Solutions	<b>+4%</b>	<b>+7%</b>
Data & Analytic Services	<b>+4%</b>	<b>-4%</b>
<b>Total Aon</b>	<b>+2%</b>	<b>+5%</b>