

Aon Quarterly Earnings

Q3 2018

“ In the third quarter, we delivered positive performance across each of our key financial metrics; highlighted by strong organic revenue growth of 6% overall and 18% operating income growth. While we are increasing our long-term growth profile through significant investments in client-facing capabilities that deliver Aon United, we are also driving substantial free cash flow generation. ”

Greg Case | 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 **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**.

Third Quarter Highlights

- Repurchased 2.1 million Class A Ordinary Shares for approximately \$300 million
- Launched a **silent cyber** solution, driven by analytics and backed by a reinsurance solution, to help carriers respond to expanding cyber risk and regulations

Organic Revenue Growth by Our Revenue Lines

	Q3 2017	Q3 2018
Commercial Risk Solutions	-1%	+8%
Reinsurance Solutions	+10%	+8%
Retirement Solutions	+6%	+2%
Health Solutions	+4%	+8%
Data & Analytic Services	+2%	+5%
Total Aon	+2%	+6%