Aon Quarterly Earnings

We took significant steps to strengthen our industry-leading global professional services platform, including the completed divestiture of our outsourcing businesses and initial investments in our Aon United single operating model.

Greg Case President and CEO, Aon plc

Our Four Key Metrics

Organic Revenue

Growth across every major revenue line*

*stats are based on year-over-year review

02 2016

+3%

Operating Margin

(year-over-year)

Primarily driven by expense savings from restructuring and other operational improvement initiatives

Q2 2016

Q2 2017

21.3%

Earnings Per Share

Driven by organic revenue growth, operational improvement, and effective capital management

02 2016



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.

Second Quarter Highlights

- Repurchased 8 million Class A Ordinary Shares for approximately \$1 billion
- Closed the sale of the Benefits Administration and HR Business Process Outsourcing (BPO) platform for cash consideration of \$4.3 billion, subject to customary adjustments, and additional consideration of up to \$500 million
- Announced a 9% increase to the quarterly cash dividend

Organic Revenue Growth by Our Revenue Lines

Commercial Risk Solutions	Q2 2016	Q2 2017
	+2%	+2%
Reinsurance Solutions	Q2 2016	Q2 2017
	0%	+6%
Retirement Solutions	Q2 2016	Q2 2017
	+3%	+1%
Health Solutions	Q2 2016	Q2 2017
	+7%	+5%
Data & Analytic Services	Q2 2016	Q2 2017
	+8%	+4% _

Total Aon Q2 2016 +3% Q2 2017

