

# Aon Quarterly and Full Year Earnings

Q4 2017 & Full Year Report

“ The long-term growth profile of our firm is increasing, driven by an unmatched level of investment and an industry-leading portfolio focused around our highest value solutions and our clients' greatest needs. ”

**Greg Case**  
President and CEO, Aon plc

## Our Four Key Metrics\*



\*Results reflect comparison to Q4 2017 and Full Year 2017

## 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**.

## Full Year 2017 Highlights

- Delivered underlying free cash flow growth of 6% in 2017, excluding the impacts of the divestiture of the outsourcing business
- Returned a record \$2.8 billion of capital to shareholders through share repurchase and dividends in 2017
- Closed more than \$1 billion of attractive acquisitions in high-growth, high-margin areas across the portfolio in 2017

## Organic Revenue Growth by Our Revenue Lines

	Q4 2017	FY 2017
Commercial Risk Solutions	<b>+5%</b>	<b>+2%</b>
Reinsurance Solutions	<b>+8%</b>	<b>+6%</b>
Retirement Solutions	<b>+4%</b>	<b>+3%</b>
Health Solutions	<b>+6%</b>	<b>+7%</b>
Data & Analytic Services	<b>+12%</b>	<b>+6%</b>
<b>Total Aon</b>	<b>+6%</b>	<b>+4%</b>