

Financial Services Group

The Financial Services Group (FSG) is Aon’s dedicated global management liability insurance specialty practice with expertise in D&O (including international), Fiduciary, Employment Practices, E&O, Crime, Kidnap & Ransom, and Network Security & Privacy (Cyber). This team is comprised of 550 insurance professionals worldwide, all of whom are dedicated to serving the needs of our clients. FSG globally includes a 67 person legal and claims team to assist clients with claims counseling and avoidance.

Aon is the market leader in management liability with approximately \$4.4B in premium placed annually across the globe. Our accumulated experience from placing this volume translates into a keen awareness of insurer capabilities and emerging international litigation issues. It also offers us an opportunity to impact insurer behavior regarding pricing, coverage, and the claims resolution process.

We're here to empower results

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Data

- Peer benchmarking for limits, retentions and pricing
- Enables informed decision making
- Monthly publications and alerts on trends and topical issues
- Statistical analysis
- D&O insight provides loss and economics modeling



Innovation

- Investigation costs coverage
- Wage & Hour product – first to market
- Compensation clawback solutions
- Settlor coverage
- International D&O practice and database



Leadership

- Financial leverage - \$2.3B in insurance premium to market in the U.S. alone
- #1 or #2 broker to all major carriers
- Average annual claim recoveries of \$1.2B per year over the last ten years
- 20% of Fortune 500 are D&O clients
- Dedicated private company and not-for-profit team



Expertise

Specific Product & Industry Knowledge:

- Initial Public Offerings (IPOs)
- Mergers & Acquisitions and Transaction Liability
- Claims Resolution
- Consumer Discretionary
- Consumer Staples
- Energy
- Financials
- Health Care
- Industrials
- Information Technology
- Materials
- Telecommunication Services
- Utilities

The Policy Must Perform

A fully integrated approach to contract performance is critical. Our team of 35 U.S. legal and claims experts are integrated into the broking team and are involved in both pre-placement discussions with clients and carriers, and claim negotiation. We have resolved \$billions of claims and are actively involved in approximately \$6B of pending litigation.

Why Aon?

Aon plc (NYSE:AON) is a leading global provider of risk management, insurance brokerage and reinsurance brokerage, and human resources solutions and outsourcing services. Through its more than 69,000 colleagues worldwide, Aon unites to empower results for clients in over 120 countries via innovative risk and people solutions.

Aon Client Promise

Comprised of five pillars—partnership, expertise, innovation, excellence, and results—the Aon Client Promise articulates the commitment we make to our clients.

Aon Client Promise Academy

The Academy offers unique learning experiences focused on listening for and responding to client needs, building knowledge of the full breadth of Aon capabilities, and understanding the pillars of the Aon Client Promise.

Aon Client Promise Methodology

Discover

We will collaborate to understand both your near- and long-term business priorities, how we can add value to your organization, and help you respond to changing market dynamics.

Develop

We will jointly author a plan to define how we will work together during the year, outline our commitments to you, and define how we will measure our success.

Deliver

We will follow through on our plan, executing with excellence and tracking outcomes.

Review

We will seek your input on how we are doing both through informal feedback sessions and annual surveys.