## Fact Sheet

Aon plc (NYSE:AON) is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance.



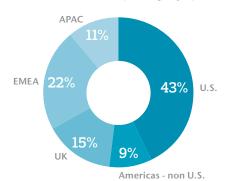
#### **Aon Functional Leaders**

Greg Case, Chief Executive Officer
Christa Davies, Chief Financial Officer
Eric Andersen, Co-President
Mike O'Connor, Co-President
John Bruno, Chief Operations Officer
Siobhan Cifelli, Chief Human Resources Officer
Tony Goland, Chief Innovation Officer
Darren Zeidel, General Counsel
Andy Weitz, Chief Marketing Officer

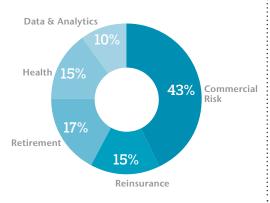
#### **Aon Solution Leaders**

Commercial Risk Solutions
Lambros Lambrou, Chief Executive Officer
Reinsurance Solutions
Andy Marcell, Chief Executive Officer
Retirement Solutions
Cary Grace, Chief Executive Officer
Health Solutions
John Zern, Chief Executive Officer
Data & Analytic Services
John Bruno, Chief Executive Officer

### 2018 Total Revenue by Geography



## 2018 Total Revenue by Line



# One Portfolio of Solutions

ONE OPERATING MODEL

Commercial Risk Solutions #1 primary insurance brokerage+\$60B bound premium annually

+90% average retention

Reinsurance Solutions #1 treaty and facultative brokerage +\$35B bound premium annually

+30 consecutive quarters of net new business in core treaty

Retirement Solutions

\$3.278T total global assets under advisement and management<sup>1</sup>
Valuing approximately \$3T in liabilities globally<sup>2</sup>

#1 provider of Rewards solutions<sup>3</sup>

Health Solutions Over 4 million Voluntary Benefits participants
 Leading provider of global health & benefits
 \$180B in premium and equivalents placed globally

Data & Analytic Services \$400M annual investment in data and analytics

Approximately \$318B bound premium through the Risk/View for Carriers tool for Aon Inpoint clients

 +34M individual customers from +300 organizations served by Aon's US Affinity business



<sup>&</sup>lt;sup>1</sup> As 6/30/18, total global assets represents \$160B in discretionary assets under management and \$3,118B in non-discretionary assets advised by AHIC and its global affiliates. Non-discretionary assets includes retainer clients and clients in which AHIC and its global affiliates have performed project services over the preceding 12-month period. Project clients may not currently engage AHIC at the time of the calculation of assets under advisement as the project may have concluded earlier during preceding 12-month period.

<sup>&</sup>lt;sup>2</sup>As of 12/31/17, from FORM 5500 database; \$1T US, \$1T Europe, \$1T Reinsurance.

<sup>&</sup>lt;sup>3</sup> In Technology, Life Sciences and Financial Services industries.