

**Aon plc**

**Annual Report and Accounts**

For the year ended December 31, 2017

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## **STRATEGIC REPORT**

### **STRATEGY AND BUSINESS MODEL**

Aon plc (which may be referred to as “Aon,” “the Company,” “we,” “us,” or “our”) is a leading global professional services firm that provides advice and solutions to clients focused on risk, retirement, and health, delivering distinctive client value via innovative and effective risk management and workforce productivity solutions that are under-pinned by industry-leading data and analytics. Our strategy is to be the preeminent professional service firm in the world, focused on risk and people.

Our clients are globally diversified and include all market segments (individuals through personal lines, mid-market companies, and large global companies) and almost every industry in the economy in over 120 countries and sovereignties. This diversification of our customer base helps provide us stability in different economic scenarios that could affect specific industries, customer segments, or geographies. The Company’s registered office is located at the Aon Centre, 122 Leadenhall Street, London, England.

We have continued to focus our portfolio on higher margin, capital-light professional services businesses that have high recurring revenue streams and strong cash flow generation. Aon endeavors to make capital allocation decisions based upon return on invested capital (“ROIC”).

On February 9, 2017, the Company entered into a Purchase Agreement with Tempo Acquisition, LLC (the “Purchase Agreement”) to sell its benefits administration and business process outsourcing business (the “Divested Business”) to an entity formed and controlled by affiliates of The Blackstone Group L.P. (the “Buyer”) and certain designated purchasers that are direct or indirect subsidiaries of the Buyer. On May 1, 2017, the Buyer purchased all of the outstanding equity interests of the Divested Business, plus certain related assets and liabilities, for a purchase price of \$4.3 billion in cash paid at closing, subject to customary adjustments set forth in the Purchase Agreement, and deferred consideration of up to \$500 million.

### **BUSINESS SEGMENT**

Beginning in the first quarter of 2017 and following the sale of our Divested Business, the Company led a set of initiatives designed to strengthen Aon and unite the firm with one portfolio of capability enabled by proprietary data and analytics and one operating model to deliver additional insight, connectivity, and efficiency. These initiatives reinforce Aon’s ROIC decision making process and emphasis on operating cash flow. The Company is now operating as one segment that includes all of Aon’s continuing operations, which, as a global professional services firm, provides advice and solutions to clients focused on risk, retirement, and health through five principal products and service revenue lines: Commercial Risk Solutions, Reinsurance Solutions, Retirement Solutions, Health Solutions, and Data & Analytic Services. Collectively, these products and service revenue lines make up our one segment: Aon United.

In 2017, our consolidated total revenue was \$9,998 million. This includes \$4,169 million in Commercial Risk Solutions, \$1,429 million in Reinsurance Solutions, \$1,755 million in Retirement Solutions, \$1,515 million in Health Solutions, and \$1,140 million in Data & Analytic Services, before intercompany eliminations.

#### ***Principal Products and Services***

*Commercial Risk Solutions* includes retail brokerage, cyber solutions, global risk consulting, and captives. In retail brokerage, our team of expert risk advisors applies a client-focused approach to commercial risk products and services that leverage Aon’s global network of resources, industry-leading data and analytics, and specialized expertise. Cyber solutions is one of the industry’s premier resources in cyber risk management. Our strategic focus extends to identify and protect critical digital assets supported by best-in-class transactional capabilities, enhanced coverage expertise, deep carrier relationships, and incident response expertise. Global risk consulting is a world leading provider of risk consulting services supporting clients to better understand and manage their risk profile through identifying and quantifying the risks they face. We assist clients with the selection and implementation of the appropriate risk transfer, risk retention, and risk mitigation solutions, and ensure the continuity of their operations through claims consulting. Captives is a leading global captive insurance solutions provider that manages over 1,100 insurance entities worldwide including captives, protected segregated and incorporated cell facilities, as well as entities that support Insurance Link Securities and specialist insurance and reinsurance companies.

*Reinsurance Solutions* includes treaty and facultative reinsurance brokerage and capital markets. Treaty reinsurance brokerage addresses underwriting and capital objectives on a portfolio level, allowing our clients to more effectively manage the combination of premium growth, return on capital, and rating agency interests. This includes the development of more competitive, innovative, and efficient risk transfer options. Facultative reinsurance brokerage empowers clients to better understand, manage, and transfer risk through innovative facultative solutions and provides the most efficient access to the global facultative markets. Capital markets is a global investment bank with expertise in mergers and acquisitions, capital raising, strategic advice, restructuring, recapitalization services, and insurance-linked securities. We work with insurers, reinsurers, investment firms, banks, and

corporations to manage complex commercial issues through the provision of corporate finance advisory services, capital markets solutions, and innovative risk management products.

*Retirement Solutions* includes core retirement, investment consulting, and talent, rewards and performance. Retirement consulting specializes in providing organizations across the globe with strategic design consulting on their retirement programs, actuarial services, and risk management, including pension de-risking, governance, integrated pension administration, and legal and compliance consulting. Investment consulting provides public and private companies and other institutions with advice on developing and maintaining investment programs across a broad range of plan types, including defined benefit plans, defined contribution plans, endowments, and foundations. Our delegated investment solutions offer ongoing management of investment programs and fiduciary responsibilities either in a partial or full discretionary model for multiple asset owners. It partners with clients to deliver our scale and experience to help them effectively manage their investments, risk, and governance and potentially lower costs. Talent, rewards, and performance delivers advice and solutions that help clients accelerate business outcomes by improving the performance of their people. It supports the full employee lifecycle, including assessment and selection of the right talent, optimized deployment and engagement, and the design, alignment, and benchmarking of compensation to business strategy and performance outcomes.

*Health Solutions* includes health and benefits brokerage and healthcare exchanges. Health and benefits brokerage partners with employers to develop innovative, customized benefits strategies that help manage risk, drive engagement, and promote accountability. Our private health exchange solutions help employers transform how they sponsor, structure, and deliver health benefits by building and operating a cost effective alternative to traditional employee and retiree healthcare. We seek outcomes of reduced employer costs, risk, and volatility, alongside greater coverage and plan choices for individual participants.

*Data & Analytic Services* includes Affinity, Aon InPoint, and ReView. Affinity specializes in developing, marketing and administering customized insurance programs and specialty market solutions for Affinity organizations and their members or affiliates. Aon InPoint draws on the Global Risk Insight Platform (or “GRIP”), one of Aon’s proprietary databases, and is dedicated to making insurers more competitive by providing data, analytics, engagement, and consulting services. ReView draws on a another Aon proprietary database and broker market knowledge to provide advisory services, analysis, and benchmarking to help reinsurers more effectively meet the needs of cedents through the development of more competitive, innovative, and efficient risk transfer options.

### ***Revenue and Compensation***

Our business generates revenues primarily through commissions, compensation from insurance and reinsurance companies for services we provide to them, and fees from clients. Commissions and fees for brokerage services vary depending upon several factors, which may include the amount of premium, the type of insurance or reinsurance coverage provided, the particular services provided to a client, insurer, or reinsurer, and the capacity in which we act. Compensation from insurance and reinsurance companies includes fees for consulting and analytics services and fees and commissions for administrative and other services provided to or on behalf of insurers. Fees from clients for advice and consulting services are dependent on the extent and value of the services we provide. Payment terms are consistent with current industry practices.

### ***Fiduciary Funds***

We typically hold funds on behalf of clients, including premiums received from clients and claims due to clients that are in transit to and from insurers. These funds held on behalf of clients are generally invested in interest-bearing premium trust accounts, and can fluctuate significantly depending on when we collect cash from our clients and when premiums are remitted to the insurance carriers. The principal is segregated and not available for general operating purposes, though we earn interest on these accounts.

### ***Competition***

Our business operates in a highly competitive and fragmented environment. We compete with other global insurance brokers and consulting companies, including Marsh & McLennan Companies, Inc., Willis Towers Watson plc, Arthur J Gallagher & Company, and Jardine Lloyd Thompson Group plc, as well as numerous specialist, regional, and local firms in almost every area of our business. We also compete with insurance and reinsurance companies that market and service their insurance products without the assistance of brokers or agents, and with other businesses that do not fall into the categories above, including large financial institutions, and independent consulting firms and consulting organizations affiliated with accounting, information systems, technology, and financial services firms.

### ***Seasonality***

Due to buying patterns and delivery of certain products in the markets we serve, revenues recognized tend to be higher in the fourth quarter of each fiscal year.

## **Licensing and Regulation**

Our business activities are subject to licensing requirements and extensive regulation under the laws of countries in which we operate, including United States (“U.S.”) federal and state laws. See the “Principal Risks and Uncertainties” section of this report for information regarding how actions by regulatory authorities or changes in legislation and regulation in the jurisdictions in which we operate may have an adverse effect on our business.

Regulatory authorities in the countries and states in the U.S. in which our operating subsidiaries conduct business may require individual or company licenses to act as producers, brokers, agents, third-party administrators, managing general agents, reinsurance intermediaries, or adjusters. Under the laws of most countries and states, regulatory authorities have relatively broad discretion with respect to granting, renewing, and revoking producers’, brokers’, and agents’ licenses to transact business in the country or state. The operating terms may vary according to the licensing requirements of the particular country or state, which may require, among other things, that a firm operates in the country or state through a local corporation. In a few countries and states, licenses may be issued only to individual residents or locally owned business entities. In such cases, our subsidiaries either have such licenses or have arrangements with residents or business entities licensed to act in the country or state.

Our subsidiaries must comply with laws and regulations of the jurisdictions in which they do business. These laws and regulations are enforced by the Financial Conduct Authority (“FCA”) in the United Kingdom (“U.K.”), by federal and state agencies in the U.S., and by various regulatory agencies and other supervisory authorities in other countries through the granting and revoking of licenses to do business, the licensing of agents, the monitoring of trade practices, policy form approval, limits on commission rates, and mandatory remuneration disclosure requirements.

Insurance authorities in the U.K., U.S., and certain other jurisdictions in which our subsidiaries operate have enacted laws and regulations governing the investment of funds, such as premiums and claims proceeds, held in a fiduciary capacity for others. These laws and regulations generally require the segregation of these fiduciary funds and limit the types of investments that may be made with them.

Investment, securities, and futures licensing authorities also govern certain of our business activities. For example, in the U.S., we use Aon Securities, Inc., a U.S.-registered broker-dealer and investment advisor, member of the Financial Industry Regulatory Authority (“FINRA”) and Securities Investor Protection Corporation, and an indirect, wholly owned subsidiary of Aon, for capital management transaction and advisory services and other broker-dealer activities. Similar operations exist in other jurisdictions outside of the U.S.

Further, pension and financial laws and regulations, including oversight and supervision by the FCA in the U.K., the Securities and Exchange Commission (“SEC”) in the U.S., and regulators in other countries govern certain of the retirement-related consulting services provided by Aon and its subsidiaries and affiliates. This includes Aon subsidiaries that provide investment advisory services regulated by various U.S. federal authorities including the SEC and FINRA, as well as authorities on the state level. In addition, other services provided by Aon and its subsidiaries and affiliates, such as trustee services and retirement and employee benefit program administrative services, are subject in various jurisdictions to pension, investment, securities, and insurance laws and regulations and supervision.

## **Clientele**

Our clients operate in many businesses and industries throughout the world. No one client accounted for more than 1% of our consolidated total revenues in 2017. Additionally, we place insurance with many insurance carriers, none of which individually accounted for more than 10% of the total premiums we placed on behalf of our clients in 2017.

## **Segmentation of Activity by Type of Service and Geographic Area of Operation**

Financial information relating to the types of services provided by us and the geographic areas of our operations is incorporated herein by reference to Note 17 “Segment Information” of the Notes to Consolidated Financial Statements of this report.

## **Employees**

At December 31, 2017, we employed approximately 50,000 employees and conducted our operations through various subsidiaries in more than 120 countries and sovereignties.

## **Information Concerning Forward-Looking Statements**

This report and in reports we subsequently file or furnish and have previously filed or furnished with the SEC contains certain statements related to future results, or states our intentions, beliefs, and expectations or predictions for the future which are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements represent management’s expectations or forecasts of future events. Forward-looking statements are typically identified by words

such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “project,” “intend,” “plan,” “probably,” “potential,” “looking forward,” “continue,” and other similar terms, and future or conditional tense verbs like “could,” “may,” “might,” “should,” “will” and “would.” You can also identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. For example, we may use forward-looking statements when addressing topics such as: market and industry conditions, including competitive and pricing trends; changes in our business strategies and methods of generating revenue; the development and performance of our services and products; changes in the composition or level of our revenues; our cost structure and the outcome of cost-saving or restructuring initiatives; the outcome of contingencies; dividend policy; the expected impact of acquisitions and dispositions; pension obligations; cash flow and liquidity; expected effective tax rate; future actions by regulators; and the impact of changes in accounting rules. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from either historical or anticipated results depending on a variety of factors. Potential factors, which may be revised or supplemented in subsequent reports filed or furnished with the SEC, that could impact results include:

- general economic and political conditions in the countries in which we do business around the world;
- changes in the competitive environment;
- fluctuations in exchange and interest rates that could influence revenues and expenses;
- changes in global equity and fixed income markets that could affect the return on invested assets;
- changes in the funding status of our various defined benefit pension plans and the impact of any increased pension funding resulting from those changes;
- the level of our debt limiting financial flexibility or increasing borrowing costs;
- rating agency actions that could affect our ability to borrow funds;
- volatility in our tax rate due to a variety of different factors including U.S. federal income tax reform;
- the effect of the change in global headquarters and jurisdiction of incorporation, including differences in the anticipated benefits;
- changes in estimates or assumptions on our financial statements;
- limits on our subsidiaries to make dividend and other payments to us;
- the impact of lawsuits and other contingent liabilities and loss contingencies arising from errors and omissions and other claims against us;
- the impact of, and potential challenges in complying with, legislation and regulation in the jurisdictions in which we operate, particularly given the global scope of our businesses and the possibility of conflicting regulatory requirements across jurisdictions in which we do business;
- the impact of any investigations brought by regulatory authorities in the U.S., U.K. and other countries;
- the impact of any inquiries relating to compliance with the U.S. Foreign Corrupt Practices Act and non-U.S. anti-corruption laws and with U.S. and non-U.S. trade sanctions regimes;
- failure to protect intellectual property rights or allegations that we infringe on the intellectual property rights of others;
- the effects of English law on our operating flexibility and the enforcement of judgments against us;
- the failure to retain and attract qualified personnel;
- international risks associated with our global operations;
- the effect of natural or man-made disasters;
- the potential of a system or network breach or disruption resulting in operational interruption or improper disclosure of personal data;
- our ability to develop and implement new technology;
- damage to our reputation among clients, markets or third parties;

- the actions taken by third parties that perform aspects of our business operations and client services;
- the extent to which we manage certain risks created in connection with the various services, including fiduciary and investment consulting and other advisory services, among others, that we currently provide, or will provide in the future, to clients;
- our ability to continue, and the costs and risks associated with, growing, developing and integrating companies that we acquire or new lines of business;
- changes in commercial property and casualty markets, commercial premium rates or methods of compensation;
- changes in the health care system or our relationships with insurance carriers;
- our ability to implement initiatives intended to yield cost savings and the ability to achieve those cost savings;
- our risks and uncertainties in connection with the sale, including arrangements under the transition service agreement and legacy IT systems associated with the Divested Business; and
- our ability to realize the expected benefits from our restructuring plan.

Any or all of our forward-looking statements may turn out to be inaccurate, and there are no guarantees about our performance. The factors identified above are not exhaustive. Aon and its subsidiaries operate in a dynamic business environment in which new risks may emerge frequently. Accordingly, readers should not place undue reliance on forward-looking statements, which speak only as of the dates on which they are made. We are under no obligation (and expressly disclaim any obligation) to update or alter any forward-looking statement that we may make from time to time, whether as a result of new information, future events or otherwise. Further information about factors that could materially affect Aon, including our results of operations and financial condition, is contained in the “Principal Risks and Uncertainties” section of this report.

## PRINCIPAL RISKS AND UNCERTAINTIES

The risk factors set forth below reflect material risks associated with existing and potential business and contain “forward-looking statements” as discussed in the “Business Segment” section of this report. Readers should consider them in addition to the other information contained in this report as our business, financial condition, or results of operations could be adversely affected if any of these risks were to actually occur.

The following are material risks related to our business specifically and the industries in which we operate generally that could adversely affect our business, financial condition, and results of operations and cause our actual results to differ materially from those stated in the forward-looking statements in this document and elsewhere.

### ***Business Risks***

*An overall decline in economic activity could have a material adverse effect on the financial condition and results of operations of our business.*

The results of our operations are generally affected by the level of business activity of our clients, which in turn is affected by the level of economic activity in the industries and markets these clients serve. Economic downturns, volatility, or uncertainty in some markets may cause reductions in technology and discretionary spending by our clients, which may result in reductions in the growth of new business or reductions in existing business. If our clients become financially less stable, enter bankruptcy, liquidate their operations or consolidate, our revenues and collectability of receivables could be adversely affected.

The demand for property and casualty insurance generally rises as the overall level of economic activity increases and generally falls as such activity decreases, affecting both the commissions and fees generated by our Commercial Risk Solutions, Reinsurance Solutions, and Data and Analytic Services revenue lines. The economic activity that impacts property and casualty insurance is most closely correlated with employment levels, corporate revenue, and asset values. Downward fluctuations in the year-over-year insurance premiums charged by insurers to protect against the same risk, referred to in the industry as softening of the insurance market, could adversely affect these businesses as a significant portion of the earnings are determined as a percentage of premium charged to our clients. Insolvencies and consolidations associated with an economic downturn, especially insolvencies in the insurance industry, could adversely affect our brokerage business through the loss of clients by hampering our ability to place insurance and reinsurance business. Also, error and omission claims against us, which we refer to as errors and omissions (“E&O”) claims, may increase in economic downturns, also adversely affecting our business.

*We face significant competitive pressures.*

As a global professional services firm, we compete with global, national, regional and local insurance companies who market and service their own products, other financial services providers, brokers, and investment managers, independent firms, and consulting organizations affiliated with accounting, information systems, technology, and financial services firms. We compete with respect to service, product features, price, commission structure, financial strength, ability to access certain insurance markets, and name recognition.

Our competitors may have greater financial, technical and marketing resources, larger customer bases, greater name recognition, more comprehensive products, stronger presence in certain geographies, or more established relationships with their customers and suppliers than we have. In addition, new competitors, alliances among competitors, or mergers of competitors could emerge and gain significant market share, and some of our competitors may have or may develop a lower cost structure, adopt more aggressive pricing policies, or provide services that gain greater market acceptance than the services that we offer or develop. Competitors may be able to respond to the need for technological changes and innovate faster, or price their services more aggressively. They may also compete for skilled professionals, finance acquisitions, fund internal growth, and compete for market share more effectively than we do. This competition is intensified by an industry trend where clients engage multiple brokers to service different portions of their accounts. If we fail to respond successfully to the competition we face, our financial condition or results of operations might be adversely affected.

*If our clients or third parties are not satisfied with our services, we may face additional cost, loss of profit opportunities, damage to our reputation, or legal liability.*

We depend, to a large extent, on our relationships with our clients and our reputation for high-quality advice and solutions focused on risk, retirement, and health. If a client is not satisfied with our services, it could cause us to incur additional costs and impair profitability. Many of our clients are businesses that band together in industry groups or trade associations and actively share information among themselves about the quality of service they receive from their vendors. Accordingly, poor service to one client may negatively impact our relationships with multiple other clients. Moreover, if we fail to meet our contractual obligations, we could be subject to legal liability or loss of client relationships.

The nature of much of our work involves assumptions and estimates concerning future events, the actual outcome of which we cannot know with certainty in advance. In our investment consulting business, we may be measured based on our track record regarding judgments and advice on investments that are susceptible to influences unknown at the time the advice was given. In addition, we could make computational, software programming, or data entry or management errors. A client may claim it suffered losses due to reliance on our consulting advice, which poses risks of liability exposure and costs of defense and increased insurance premiums. In addition, claims arising from our professional services may produce publicity that could hurt our reputation and business and adversely affect our ability to secure new business.

*Damage to our reputation could have a material adverse effect on our business.*

Our reputation is a key asset of the Company. We advise our clients on and provide services related to a wide range of subjects and our ability to attract and retain clients is highly dependent upon the external perceptions of our level of service, trustworthiness, business practices, financial condition, and other subjective qualities. Negative perceptions or publicity regarding these matters or others could erode trust and confidence and damage our reputation among existing and potential clients, which could make it difficult for us to attract new clients and maintain existing ones. Negative public opinion could also result from actual or alleged conduct by us or those currently or formerly associated with us in any number of activities or circumstances, the use and protection of data and systems, satisfaction of client expectations, and regulatory compliance. This damage to our reputation could affect the confidence of our clients, rating agencies, regulators, stockholders, and third parties in transactions that are important to our business adversely affecting on our business, financial condition, and operating results.

*Revenues from commission arrangements may fluctuate due to many factors, including cyclical or permanent changes in the insurance and reinsurance markets outside of our control.*

Revenues from commission arrangements have historically been affected by significant fluctuations arising from uncertainties and changes in the industries in which we operate. A significant portion of our revenue consists of commissions paid to us out of the premiums that insurers and reinsurers charge our clients for coverage. We have no control over premium rates, and our revenues and profitability are subject to change to the extent that premium rates fluctuate or trend in a particular direction. The potential for changes in premium rates is significant, due to pricing cyclicity in the commercial insurance and reinsurance markets.

In addition to movements in premium rates, our ability to generate premium-based commission revenue may be challenged by:

- the growing availability of alternative methods for clients to meet their risk-protection needs, including a greater willingness on the part of corporations to “self-insure,” the use of so-called “captive” insurers, and the development of capital markets-based solutions and other alternative capital sources for traditional insurance and reinsurance needs that increase market capacity, increase competition and put pressure on pricing;
- fluctuation in the need for insurance as the economic downturn continues, as clients either go out of business or scale back their operations, and thus reduce the amount of insurance, they procure;
- the level of compensation, as a percentage of premium, that insurance carriers are willing to compensate brokers for placement activity;
- the growing desire of clients to move away from variable commission rates and instead compensate brokers based upon flat fees, which can negatively impact us as fees are not generally indexed for inflation and do not automatically increase with premium as does commission-based compensation; and
- competition from insurers seeking to sell their products directly to consumers, including online sales, without the involvement of an insurance broker.

*The profitability of our consulting engagements with clients may not meet our expectations due to unexpected costs, cost overruns, early contract terminations, unrealized assumptions used in our contract bidding process or the inability to maintain our prices.*

Our profitability with respect to consulting engagements is highly dependent upon our ability to control our costs and improve our efficiency. As we adapt to changes in our business, adapt to the regulatory environment, enter into new engagements, acquire additional businesses, and take on new employees in new locations, we may not be able to manage our large, diverse and changing workforce, control our costs, or improve our efficiency.

Our profit margin, and therefore our profitability, is largely a function of the rates we are able to charge for our services and the staffing costs for our personnel. Accordingly, if we are not able to maintain the rates we charge for our services or appropriately manage the staffing costs of our personnel, we may not be able to sustain our profit margin and our profitability will suffer. The prices we are able to charge for our services are affected by a number of factors, including competitive factors, cost of living adjustment provisions, the extent of ongoing clients’ perception of our ability to add value through our services, and general economic conditions. If we cannot drive suitable cost efficiencies, our profit margins will suffer. Our cost efficiencies may be impacted by factors such as our ability to transition consultants from completed projects to new assignments, our ability to secure new consulting engagements, our ability to forecast demand for consulting services (and, consequently, appropriately manage the size and location of our workforce), employee attrition, and the need to devote time and resources to training and professional and business development.

*In our investment consulting business, we advise or act on behalf of clients regarding their investments. The results of these investments are uncertain and subject to numerous factors, some of which are within our control and some which are not. Clients that experience losses or lower than expected investment returns may leave us for competitors and/or assert claims against us.*

Our investment consulting business provides advice to clients on: investment strategy, which can include advice on setting investment objectives, asset allocation, and hedging strategies; selection (or removal) of investment managers; the investment in different investment instruments and products; and the selection of other investment service providers such as custodians and transition managers. For some clients, we are responsible for making decisions on these matters and we may implement such decisions in a fiduciary or agency capacity without assuming title or custody over the underlying funds or assets invested. Asset classes may experience poor absolute performance and third parties we recommend or select, such as investment managers, may underperform their benchmarks due to poor market performance, negligence, or other reasons, resulting in poor investment returns or losses. These losses may be attributable in whole or in part to failures on our part or to events entirely outside of our control. Regardless of the cause, clients experiencing losses may assert claims against us, and these claims may be for significant amounts. Defending against these claims can involve potentially significant costs, including legal defense costs, as well as cause substantial distraction and diversion of other resources. Furthermore, our ability to limit our potential liability is restricted in certain jurisdictions and in connection with claims involving breaches of fiduciary or agency duties or other alleged errors or omissions. Additionally, clients experiencing losses or lower than expected investment returns may leave us for our competitors.

### **Financial Risks**

*We are exposed to fluctuations in currency exchange rates that could negatively impact our financial results and cash flows.*

We face exposure to adverse movements in exchange rates of currencies other than our reporting currency, the U.S. dollar, as a significant portion of our business is located outside of the U.S. These exposures may change over time, and they could have a material adverse impact on our financial results and cash flows. Approximately 56% of our consolidated revenue is non-U.S.,

attributed on the basis of where the services are performed, and the exposures created can have significant currency volatility. These currency exchange fluctuations create risk in both the translation of the financial results of our global subsidiaries into U.S. dollars for our consolidated financial statements, as well as in those of our operations that receive revenue and incur expenses other than in their respective local currencies, which can reduce the profitability of our operations based on the direction the respective currencies' exchange rates move. A decrease in the value of certain currencies relative to other currencies could place us at a competitive disadvantage compared to our competitors that benefit to a greater degree from a specific exchange rate move and can, as a result, deliver services at a lower cost or receive greater revenues from such a transaction. Although we use various derivative financial instruments to help protect against adverse foreign exchange rate fluctuations, we cannot eliminate such risks, and, as a result, changes in exchange rates may adversely affect our results. For example, the strengthening of the value of the U.S. dollar versus other currencies might adversely affect the value of our products and services when translated to U.S. dollar, even if the value of such products and services has not changed in their original currency.

*Changes in interest rates and deterioration of credit quality could reduce the value of our cash balances and investment portfolios and adversely affect our financial condition or results.*

Operating funds available for corporate use were \$1,285 million at December 31, 2017 and are reported in Cash and cash equivalents and Short-term investments. Funds held on behalf of clients and insurers were \$3.7 billion at December 31, 2017 and are reported in Fiduciary assets. We also carry an investment portfolio of other long-term investments. As of December 31, 2017, these long-term investments had a carrying value of \$62 million. Adverse changes in interest rates, performance, and counterparty credit quality, including default, could reduce the value of these funds and investments, thereby adversely affecting our financial condition or results. We may experience reduced investment earnings on our cash and short-term investments of fiduciary and operating funds if the yields on investments deemed to be low risk remain at or near their current low levels, or if negative yields on deposits or investments are experienced, as we have experienced in Japan and certain jurisdictions in the European Union. On the other hand, higher interest rates could result in a higher discount rate used by investors to value our future cash flows thereby resulting in a lower valuation of the Company. In addition, during times of stress in the banking industry, counterparty risk can quickly escalate, potentially resulting in substantial losses for us as a result of our cash or other investments with such counterparties, as well as substantial losses for our clients and the insurance companies with which we work.

*Our pension obligations and value of our pension assets could adversely affect our shareholders' equity, net income, cash flow and liquidity.*

To the extent that the pension obligations associated with our pension plans continue to exceed the fair value of the assets supporting those obligations, our financial position and results of operations may be adversely affected. In particular, lower interest rates and investment returns could result in the present value of plan liabilities increasing at a greater rate than the value of plan assets, resulting in higher unfunded positions in our pension plans. In addition, the periodic revision of pension assumptions or variances of actual results from our assumptions can materially change the present value of expected future benefits, and therefore the funded status of the plans and resulting net periodic pension expense. As a result, we may experience future changes in the funded status of our plans that could require us to make additional cash contributions beyond those that have been estimated and which could adversely affect shareholders' equity, net income, cash flow and liquidity.

Our worldwide pension plans are significant, and therefore our pension contributions and expense are sensitive to various market and demographic factors. These factors include equity and bond market returns, fair value of pension assets, the assumed interest rates we use to discount our pension liabilities, foreign exchange rates, rates of inflation, mortality assumptions, potential regulatory and legal changes and counterparty exposure from various investments and derivative contracts, including annuities. Variations in any of these factors could cause significant changes to our financial position and results of operations from year to year. In addition, contributions are generally based on statutory requirements and local funding practices, which may differ from measurements under International Financial Reporting Standards ("IFRS").

*We have debt outstanding that could adversely affect our financial flexibility.*

As of December 31, 2017, we had total consolidated debt outstanding of approximately \$6.0 billion. The level of debt outstanding could adversely affect our financial flexibility by reducing our ability to use cash from operations for other purposes, including working capital, dividends to shareholders, share repurchases, acquisitions, capital expenditures and general corporate purposes. We also are subject to risks that, at the time any of our outstanding debt matures, we will not be able to retire or refinance the debt on terms that are acceptable to us, or at all.

As of December 31, 2017, we had two committed credit facilities outstanding. Each of these facilities is intended to support our commercial paper obligations and our general working capital needs. In addition, each of these facilities included customary representations, warranties and covenants, including financial covenants that require us to maintain specified ratios of adjusted consolidated EBITDA to consolidated interest expense and consolidated debt to adjusted consolidated EBITDA, tested quarterly.

A substantial portion of our outstanding debt, including certain intercompany debt obligations, contains financial and other covenants. The terms of these covenants may limit our ability to obtain, or increase the costs of obtaining, additional financing to fund working capital, capital expenditures, acquisitions or general corporate requirements. This in turn may have the impact of reducing our flexibility to respond to changing business and economic conditions, thereby placing us at a relative disadvantage compared to competitors that have less indebtedness, or fewer or less onerous covenants associated with such indebtedness, and making us more vulnerable to general adverse economic and industry conditions.

If we cannot service our indebtedness, we may have to take actions such as selling assets, seeking additional equity or reducing or delaying capital expenditures, strategic acquisitions, investments and alliances, any of which could impede the implementation of our business strategy or prevent us from entering into transactions that would otherwise benefit our business. Additionally, we may not be able to effect such actions or refinance any of our debt, if necessary, on commercially reasonable terms, or at all.

*A decline in the credit ratings of our senior debt and commercial paper may adversely affect our borrowing costs, access to capital, and financial flexibility.*

A downgrade in the credit ratings of our senior debt and commercial paper could increase our borrowing costs, reduce or eliminate our access to capital, reduce our financial flexibility, and limit our ability to implement our corporate strategy. Our senior debt ratings at December 31, 2017 were A- with a stable outlook (Standard & Poor's, or "S&P"), BBB+ with a stable outlook (Fitch, Inc., or "Fitch"), and Baa2 with a stable outlook (Moody's Investor Services, or "Moody's"). Our commercial paper ratings were A-2 (S&P), F-2 (Fitch) and P-2 (Moody's).

Real or anticipated changes in our credit ratings will generally affect any trading market for, or trading value of, our securities. Such changes could result from any number of factors, including the modification by a credit rating agency of the criteria or methodology it applies to particular issuers, a change in the agency's view of us or our industry, or as a consequence of actions we take to implement our corporate strategies. A change in our credit rating could adversely limit our access to capital and our competitive position.

*The benefits of our Redomestication may not be realized or may be offset in whole or in part by factors that we do not control.*

In 2012, we reincorporated in the U.K. and moved our corporate headquarters to London (the "Redomestication"). As a result of this reorganization of our corporate structure, Aon plc became the publicly-held parent company of the Aon group. There can be no assurance that all of the goals of our Redomestication will be achievable.

Our effective tax rates and the benefits from our Redomestication are subject to a variety of factors, many of which are beyond our ability to control, such as changes in the rate of economic growth in the U.K., the U.S. and other countries, the financial performance of our business in various jurisdictions, currency exchange rate fluctuations (especially as between the British pound and the U.S. dollar), and significant changes in trade, monetary or fiscal policies of the U.K. or the U.S., including changes in interest rates. The impact of these factors, individually and in the aggregate, is difficult to predict, in part because the occurrence of the events or circumstances may be interrelated and the impact to us of the occurrence of any one of these events or circumstances could be compounded or, alternatively, reduced, offset, or more than offset, by the occurrence of one or more of the other events or circumstances described in such factors.

On September 4, 2013, we received from the Internal Revenue Service (the "IRS") an executed Closing Agreement pursuant to which the Company and the IRS agreed that the merger (pursuant to which the Redomestication occurred) did not cause Aon plc to be treated as a U.S. domestic corporation for federal tax purposes. This agreement substantially reduced the risk that actions taken to date might cause Aon plc to be treated as a U.S. domestic corporation for federal tax purposes under the current tax statute and regulations. However, the U.S. Congress, the IRS, the U.K. Parliament or U.K. tax authorities may enact new statutory or regulatory provisions that could adversely affect our status as a non-U.S. corporation, or otherwise adversely affect our anticipated global tax position. Retroactive statutory or regulatory actions have occurred in the past, and there can be no assurance that any such provisions, if enacted or promulgated, would not have retroactive application to us, the Redomestication or any subsequent actions. Our net income and cash flow would be reduced if we were to be subject to U.S. corporate income tax as a domestic corporation. In addition, any future amendments to the current income tax treaties between the U.K. and other jurisdictions (including the U.S.), or any new statutory or regulatory provisions that might limit our ability to take advantage of any such treaties, could subject us to increased taxation.

*U.S. federal income tax reform could create uncertainty and adversely affect our business and financial condition.*

On December 22, 2017, U.S. federal tax legislation, commonly referred to as the Tax Cuts and Jobs Act (the “Tax Reform Act”), was signed into law, significantly changing the U.S. Internal Revenue Code. These changes include, among other things, lowering the corporate income tax rate, subjecting certain future foreign subsidiary earnings, whether or not distributed, to U.S. tax under a Global Intangible Low-Taxed Income provision, imposing a new alternative “Base Erosion and Anti-Abuse Tax” on U.S. corporations that limits deductions for certain amounts payable to foreign affiliates, imposing significant additional limitations on the deductibility of interest payable to related and unrelated lenders, further limiting deductible executive compensation, and imposing a one-time repatriation tax on deemed repatriated earnings of foreign subsidiaries through the end of 2017 (the “Transition Tax”). We continue to analyze how the Tax Reform Act may impact our results of operations.

The Company has recognized its best estimate of the tax impacts related to deemed repatriated earnings and the revaluation of deferred tax assets and liabilities and included these amounts in its consolidated financial statements for the year ended December 31, 2017. The ultimate impact may differ from these estimates, possibly materially, due to, among other things, additional analysis of the law, changes in interpretations and assumptions the Company has made, additional regulatory guidance that may be issued, and actions the Company may take as a result of the Tax Reform Act. This continued analysis and resulting uncertainty, along with many of the changes effected pursuant to the Tax Reform Act, may have an adverse or volatile effect on our tax rate in fiscal years 2018 and beyond, thereby affecting our results of operations.

*Our global effective tax rate is subject to a variety of different factors, which could create volatility in that tax rate, expose us to greater than anticipated tax liabilities or cause us to adjust previously recognized tax assets and liabilities.*

We are subject to income taxes in the U.K., U.S. and many other jurisdictions. As a result, our global effective tax rate from period to period can be affected by many factors, including changes in tax legislation, such as the U.S. Tax Reform Act detailed above, our global mix of earnings, the use of global funding structures, the tax characteristics of our income, the effect of complying with transfer pricing requirements under laws of many different countries on our revenues and costs, the consequences of acquisitions and dispositions of businesses and business segments, and the portion of the income of non-U.S. subsidiaries that may be subject to U.S. tax whether or not distributed to U.S. shareholders. Significant judgment is required in determining our worldwide provision for income taxes, and our determination of the amount of our tax liability is always subject to review by applicable tax authorities.

We believe that our Redomestication and related transactions should support our ability to maintain a competitive global tax rate because the U.K. has implemented a dividend exemption system that generally does not subject non-U.K. earnings to U.K. tax when such earnings are repatriated to the U.K. in the form of dividends from non-U.K. subsidiaries. This should allow us to optimize our capital allocation through global funding structures. However, we cannot provide any assurances as to what our tax rate will be in any period because of, among other things, uncertainty regarding the nature and extent of our business activities in any particular jurisdiction in the future and the tax laws of such jurisdictions, as well as changes in U.S. and other tax laws, treaties and regulations. Our actual global tax rate may vary from our expectation and that variance may be material. Additionally, the tax laws of the U.K., the U.S. and other jurisdictions could change in the future, and such changes could cause a material change in our tax rate.

We also could be subject to future audits conducted by foreign and domestic tax authorities, and the resolution of such audits could impact our tax rate in future periods, as would any reclassification or other changes (such as those in applicable accounting rules) that increases the amounts we have provided for income taxes in our consolidated financial statements. There can be no assurance that we would be successful in attempting to mitigate the adverse impacts resulting from any changes in law, audits and other matters. Our inability to mitigate the negative consequences of any changes in the law, audits and other matters could cause our global tax rate to increase, our use of cash to increase and our financial condition and results of operations to suffer.

*Changes in our accounting estimates and assumptions could negatively affect our financial position and results of operations.*

We prepare our consolidated financial statements in accordance with International Financial Reporting Standards as endorsed by the European Union (“IFRS”). IFRS require us to make estimates and assumptions that affect the reported amounts of assets and liabilities, and the disclosure of contingent assets and liabilities at the date of our financial statements. We are also required to make certain judgments that affect the reported amounts of revenues and expenses during each reporting period. We periodically evaluate our estimates and assumptions including, but not limited to, those relating to revenue recognition, restructuring, pensions, recoverability of assets including customer receivables, valuation of goodwill and intangibles, contingencies, share-based payments, and income taxes. We base our estimates on historical experience and various assumptions that we believe to be reasonable based on specific circumstances. These assumptions and estimates involve the exercise of judgment and discretion, which may evolve over time in light of operational experience, regulatory direction, developments in accounting principles, and other factors. Actual results could differ from these estimates, or changes in assumptions, estimates, policies, or developments in the business may change our initial estimates, which could materially affect the Consolidated Statements of Income, Comprehensive Income, Financial Position, Shareholders’ Equity and Cash Flows.

*We may be required to record goodwill or other long-lived asset impairment charges, which could result in a significant charge to earnings.*

Under IFRS, we review our long-lived assets for impairment when events or changes in circumstances indicate the carrying value may not be recoverable. Goodwill is assessed for impairment at least annually. Factors that may be considered in assessing whether goodwill or other long-lived assets may not be recoverable include a decline in our share price or market capitalization, reduced estimates of future cash flows and slower growth rates in our industry. We may experience unforeseen circumstances that adversely affect the value of our goodwill or other long-lived assets and trigger an evaluation of the recoverability of the recorded goodwill and other long-lived intangible assets. Future goodwill or other long-lived asset impairment charges could materially impact our consolidated financial statements.

*We are a holding company and, therefore, may not be able to receive dividends or other payments in needed amounts from our subsidiaries.*

The Company is organized as a holding company, a legal entity separate and distinct from our operating entities. As a holding company without significant operations of its own, our principal assets are the shares of capital stock of our subsidiaries. We rely on dividends, interest, and other payments from these subsidiaries to meet our obligations for paying principal and interest on outstanding debt, paying dividends to shareholders, repurchasing ordinary shares, and corporate expenses. Certain of our subsidiaries are subject to regulatory requirements of the jurisdictions in which they operate or other restrictions that may limit the amounts that subsidiaries can pay in dividends or other payments to us. No assurance can be given that there will not be further changes in law, regulatory actions, or other circumstances that could restrict the ability of our subsidiaries to pay dividends or otherwise make payment to us. Furthermore, no assurance can be given that our subsidiaries may be able to make timely payments to us in order for us to meet our obligations.

### ***Legal and Regulatory Risks***

*We are subject to errors and omissions claims against us as well as other contingencies and legal proceedings, some of which, if determined unfavorably to us, could have a material adverse effect on the financial condition or results of operations of a business line or the Company as a whole.*

We assist our clients with various matters, including placing insurance and reinsurance coverage and handling related claims, consulting on various human resources matters, providing actuarial services, investment consulting, and asset management services. E&O claims against us may allege our potential liability for damages arising from these services. E&O claims could include, for example, the failure of our employees or sub-agents, whether negligently or intentionally, to place coverage correctly or notify carriers of claims on behalf of clients or to provide insurance carriers with complete and accurate information relating to the risks being insured, or the failure to give error-free advice in our consulting business. It is not always possible to prevent and detect errors and omissions, and the precautions we take may not be effective in all cases. In addition, we are subject to other types of claims, litigation and proceedings in the ordinary course of business, which along with E&O claims, may seek damages, including punitive damages, in amounts that could, if awarded, have a material adverse impact on the Company's financial position, earnings, and cash flows. In addition to potential liability for monetary damages, such claims or outcomes could harm our reputation or divert management resources away from operating our business.

We have historically purchased, and intend to continue to purchase, insurance to cover E&O claims and other insurance to provide protection against certain losses that arise in such matters. However, we have exhausted or materially depleted our coverage under some of the policies that protect us for certain years and, consequently, are self-insured or materially self-insured for some historical claims. Accruals for these exposures, and related insurance receivables, when applicable, have been provided to the extent that losses are deemed probable and are reasonably estimable. These accruals and receivables are adjusted from time to time as developments warrant, and may also be adversely affected by disputes we may have with our insurers over coverage. Amounts related to settlement provisions are recorded in Other general expenses in the Consolidated Statements of Income. Discussion of some of these claims, lawsuits, and proceedings are contained in the Notes to Consolidated Financial Statements.

In addition, we provide a variety of guarantees and indemnifications to our customers and others. The maximum potential amount of future payments represents the notional amounts that could become payable under the guarantees and indemnifications if there were a total default by the guaranteed parties, without consideration of possible recoveries under recourse provisions or other methods. Any anticipated payment amounts under guarantees and indemnifications that are deemed to be probable and reasonably estimable are included in our consolidated financial statements. These amounts may not represent actual future payments, if any, for these guarantees and indemnifications.

The ultimate outcome of these claims, lawsuits, proceedings, guarantees and indemnifications cannot be ascertained, and liabilities in indeterminate amounts may be imposed on us. It is possible that future results of operations or cash flows for any particular quarterly or annual period could be materially affected by an unfavorable resolution of these matters.

*Our businesses are subject to extensive governmental regulation, which could reduce our profitability, limit our growth, or increase competition.*

Our businesses are subject to extensive legal and regulatory oversight throughout the world, including the U.K. Companies Act and the rules and regulations promulgated by the FCA, the U.S. securities laws, including the Sarbanes-Oxley Act of 2002, the Dodd-Frank Wall Street Reform and Consumer Protection Act, and the rules and regulations promulgated by the SEC, and a variety of other laws, rules and regulations addressing, among other things, licensing, data privacy and protection, trade restriction and export controls, anti-money laundering, wage-and-hour standards, employment and labor relations, anti-competition, anti-corruption, currency, reserves, government contracting and the amount of local investment with respect to our operations in certain countries. This legal and regulatory oversight could reduce our profitability or limit our growth by: increasing the costs of legal and regulatory compliance; limiting or restricting the products or services we sell, the markets we serve or enter, the methods by which we sell our products and services, the prices we can charge for our services, or the form of compensation we can accept from our clients, carriers and third parties; or by subjecting our businesses to the possibility of legal and regulatory actions or proceedings.

The global nature of our operations increases the complexity and cost of compliance with laws and regulations adding to our cost of doing business. In addition, many of these laws and regulations may have differing or conflicting legal standards across jurisdictions, increasing the complexity and cost of compliance. In emerging markets and other jurisdictions with less developed legal systems, local laws and regulations may not be established with sufficiently clear and reliable guidance to provide us adequate assurance that we are operating our business in a compliant manner with all required licenses or that our rights are otherwise protected. In addition, certain laws and regulations, such as the Foreign Corrupt Practices Act (“FCPA”) and the Foreign Account Tax Compliance provisions of the Hiring Incentives to Restore Employment Act (“FATCA”) in the U.S., and the Bribery Act of 2010 (“U.K. Bribery Act”) in the U.K., impact our operations outside of the legislating country by imposing requirements for the conduct of overseas operations, and in several cases, requiring compliance by foreign subsidiaries.

In addition to the complexity of the laws and regulations themselves, the development of new laws and regulations or changes in application or interpretation of current laws and regulations also increases our legal and regulatory compliance complexity. Additionally, our acquisitions of new businesses and our continued operational changes and entry into new jurisdictions and new service offerings increases our legal and regulatory compliance complexity, as well as the type of governmental oversight to which we may be subject. Changes in laws and regulations could mandate significant and costly changes to the way we implement our services and solutions, could impose additional licensure requirements or costs to our operations and services, or even cause us to cease offering certain services or solutions. Furthermore, as we enter new jurisdictions or businesses and further develop and expand our services, we may become subject to additional types of laws and policies and governmental oversight and supervision, such as those applicable to the financial lending or other service institutions.

In all jurisdictions, the applicable laws and regulations are subject to amendment or interpretation by regulatory authorities. Generally, such authorities are vested with relatively broad discretion to grant, renew, and revoke licenses and approvals and to implement regulations. Accordingly, we may have a license revoked or be unable to obtain new licenses and therefore be precluded or temporarily suspended from carrying on or developing some or all of our activities or otherwise fined or penalized in a given jurisdiction. No assurances can be given that our business can further develop or continue to be conducted in any given jurisdiction as it has been conducted in the past.

In addition, new regulatory or industry developments could result in changes that adversely affect us. These developments include:

- changes in our business compensation model as a result of regulatory actions or changes;
- the establishment of programs in which state-sponsored entities provide property insurance in catastrophe-prone areas or other alternative types of coverage;
- changes in regulations relating to health and welfare plans, defined contribution, and defined benefit plans, and investment consulting and asset management;
- additional regulations promulgated by the FCA in the U.K., or other regulatory bodies in jurisdictions in which we operate; or
- additional requirements respecting data privacy, data security, and data usage in jurisdictions in which we operate that may increase our costs of compliance and potentially reduce the manner in which data can be used by us to develop or further our product offerings.

Changes in the regulatory scheme, or even changes in how existing regulations are interpreted, could have an adverse impact on our results of operations by limiting revenue streams or increasing costs of compliance. For instance, The General Data Protection Regulation (the “GDPR”), effective in May 2018, creates a range of new compliance obligations, increases financial penalties for non-compliance, and extends the scope of the European Union data protection law to all companies processing data of European

Union residents, wherever the company's location. Complying with the GDPR will cause us to incur substantial operational costs and may require us to change our business practices.

Our business' regulatory oversight generally also includes licensing of insurance brokers and agents, managing general agency or general underwriting operations, and the regulation of the handling and investment of client funds held in a fiduciary capacity. Our continuing ability to provide insurance broking in the jurisdictions in which we operate depends on our compliance with the rules and regulations promulgated from time to time by the regulatory authorities in each of these jurisdictions. Also, we can be affected indirectly by the governmental regulation and supervision of insurance companies. For instance, if we are providing or managing general underwriting services for an insurer, we may have to contend with regulations affecting our client.

Services provided in our Health Solutions and Retirement Solutions revenue line are also the subject of ever-evolving government regulation, either because the services provided to our clients are regulated directly or because third parties upon whom we rely to provide services to clients are regulated, thereby indirectly affecting the manner in which we provide services to those clients. In particular, our health care exchange business depends upon the private sector of the U.S. insurance system and its role in financing health care delivery, and insurance carriers' use of, and payment of, commissions to, agents, brokers and other organizations to market and sell individual and family health insurance products and plans. Uncertainty regarding, or any changes to, state or federal law, or the interpretation of such law by applicable regulatory agencies, including the effects of health care reform by the U.S. government, could delay client adoption of our healthcare exchanges, impair our ability to retain clients who have adopted our healthcare exchanges, or cause insurance carriers to alter or eliminate the products and plans that they offer or attempt to move members into new products or plans for which we receive lower commissions. In addition, changes in laws, government regulations or the way those regulations are interpreted in the jurisdictions in which we operate could affect the viability, value, use, or delivery of benefits and human resources programs, including changes in regulations relating to health and welfare plans (such as medical), defined contribution plans (such as 401(k)), or defined benefit plans (such as pension), may adversely affect the demand for, or profitability of, our services.

If we violate the laws and regulation to which we are subject, we could be subject to fines, penalties or criminal sanctions and could be prohibited from conducting business in one or more countries. There can be no assurance that our employees, contractors or agents will not violate these laws and regulations, causing an adverse effect on our operations and financial condition.

In addition, our businesses and operations are subject to heightened regulatory oversight and scrutiny, which may lead to additional regulatory investigations, increased government involvement, or enforcement actions. For instance, increased scrutiny by competition authorities may increase our costs of doing business or force us to change the way we conduct business or refrain from or otherwise alter the way we engage in certain activities. Additionally, we operate in many different business lines, which may occasionally intersect with each other, such as placing both insurance and reinsurance or providing both investment consultancy and fiduciary management services. If we fail to control possible resulting conflicts of interest, we could be subject to civil litigation, fines, penalties or criminal sanctions and could be prohibited from participating in one or more lines of business. As regulators and other government agencies continue to examine our operations, there is no assurance that consent orders or other enforcement actions will not be issued by them in the future. These and other initiatives from national, state, and local officials may subject us to judgments, settlements, fines or penalties, or cause us to be required to restructure or divest operations and activities, all of which could lead to reputational issues, higher operational costs, business disruption, or loss, thereby adversely affecting our business, financial condition, or operating results.

*Failure to protect our intellectual property rights, or allegations that we have infringed on the intellectual property rights of others, could harm our reputation, ability to compete effectively, and financial condition.*

To protect our intellectual property rights, we rely on a combination of trademark laws, copyright laws, patent laws, trade secret protection, confidentiality agreements, and other contractual arrangements with our affiliates, employees, clients, strategic partners, and others. However, the protective steps that we take may be inadequate to deter misappropriation of our proprietary information. In addition, we may be unable to detect the unauthorized use of, or take appropriate steps to enforce, our intellectual property rights. Further, effective trademark, copyright, patent, and trade secret protection may not be available in every country in which we offer our services or competitors may develop products similar to our products that do not conflict with our related intellectual property rights. Failure to protect our intellectual property adequately could harm our reputation and affect our ability to compete effectively.

In addition, to protect or enforce our intellectual property rights, we may initiate litigation against third parties, such as infringement suits or interference proceedings. Third parties may assert intellectual property rights claims against us, which may be costly to defend, could require the payment of damages and could limit our ability to use or offer certain technologies, products or other intellectual property. Any intellectual property claims, with or without merit, could be expensive, take significant time and divert management's attention from other business concerns. Successful challenges against us could require us to modify or discontinue our use of technology or business processes where such use is found to infringe or violate the rights of others, or

require us to purchase licenses from third parties, any of which could adversely affect our business, financial condition and operating results.

*We have less flexibility as a public limited company incorporated under the laws of England and Wales with respect to certain aspects of capital management.*

English law imposes additional restrictions on certain corporate actions. For example, English law provides that a board of directors may only allot, or issue, securities with the prior authorization of shareholders, such authorization being up to the aggregate nominal amount of shares and for a maximum period of five years, each as specified in the articles of association or relevant shareholder resolution. The current authorization is effective until the earlier of our next annual general meeting or August 31, 2018. This authorization will need to be renewed by our shareholders periodically and we intend to renew this authorization at each annual general meeting.

English law also generally provides shareholders with preemptive rights when new shares are issued for cash; however, it is possible for the articles of association, or shareholders in general meeting, to exclude preemptive rights. Such an exclusion of preemptive rights may be for a maximum period of up to five years as specified in the articles of association or relevant shareholder resolution. The current exclusion is effective until the earlier of our next annual general meeting or August 31, 2018. This exclusion would need to be renewed by our shareholders periodically and we intend to renew this exclusion at each annual general meeting.

English law also requires us to have available “distributable reserves” to make share repurchases or pay dividends to shareholders. Distributable reserves may be created through the earnings of the U.K. parent company or other actions. As of December 31, 2017, we had distributable reserves in excess of \$4.0 billion. While it is our intention to maintain a sufficient level of distributable reserves in order to pay dividends on our ordinary shares and make share repurchases, there is no assurance that the parent company level will continue to generate sufficient earnings in order to maintain the necessary level of distributable reserves to do so.

English law also generally prohibits a company from repurchasing its own shares by way of “off market purchases” without the prior approval of our shareholders. Such approval lasts for a maximum period of up to five years. Our shares are traded on the New York Stock Exchange (“NYSE”), which is not a recognized investment exchange in the U.K. Consequently, any repurchase of our shares is currently considered an “off market purchase.” The current authorization expires on June 17, 2020. Renewal of this authorization will be sought periodically.

*The enforcement of civil liabilities against us may be more difficult.*

Because we are a public limited company incorporated under the laws of England and Wales, investors could experience more difficulty enforcing judgments obtained against us in U.S. courts than would have been the case for a U.S. company. In addition, it may be more difficult (or impossible) to bring some types of claims against us in courts in England than it would be to bring similar claims against a U.S. company in a U.S. court.

*We are a public limited company incorporated under the laws of England and Wales. Therefore, it may not be possible to effect service of process upon us within the U.S. in order to enforce judgments of U.S. courts against us based on the civil liability provisions of the U.S. federal securities laws.*

There is doubt as to the enforceability in England and Wales, in original actions or in actions for enforcement of judgments of U.S. courts, of civil liabilities solely based on the U.S. federal securities laws. The English courts will, however, treat any amount payable by us under U.S. judgment as a debt and new proceedings can be commenced in the English courts to enforce this debt against us. The following criteria must be satisfied in order for the English court to enforce the debt created by the U.S. judgment:

- the U.S. court having had jurisdiction over the original proceedings according to English conflicts of laws principles and rules of English private international law at the time when proceedings were initiated;
- the U.S. proceedings not having been brought in breach of a jurisdiction or arbitration clause except with the agreement of the defendant or the defendant’s subsequent submission to the jurisdiction of the court;
- the U.S. judgment being final and conclusive on the merits in the sense of being final and unalterable in the court which pronounced it and being for a definite sum of money;
- the recognition or enforcement, as the case may be, of the U.S. judgment not contravening English public policy in a sufficiently significant way or contravening the Human Rights Act 1998 (or any subordinate legislation made thereunder, to the extent applicable);
- the U.S. judgment not being for a sum payable in respect of taxes, or other charges of a like nature, or in respect of a penalty or fine, or otherwise based on a U.S. law that an English court considers to be a penal or revenue law;
- the U.S. judgment not having been arrived at by doubling, trebling or otherwise multiplying a sum assessed as compensation for the loss or damages sustained, and not otherwise being a judgment contrary to section 5 of the

Protection of Trading Interests Act 1980 or is a judgment based on measures designated by the Secretary of State under Section 1 of that Act;

- the U.S. judgment not having been obtained by fraud or in breach of English principles of natural justice;
- the U.S. judgment not being a judgment on a matter previously determined by an English court, or another court whose judgment is entitled to recognition (or enforcement as the case may be) in England, in proceedings involving the same parties which conflicts with an earlier judgment of such court;
- the party seeking enforcement (being a party who is not ordinarily resident in some part of the U.K. or resident in an EU Member State) providing security for costs, if ordered to do so by the English courts; and
- the English enforcement proceedings being commenced within the relevant limitation period.

If an English court gives judgment for the sum payable under a U.S. judgment, the English judgment will be enforceable by methods generally available for this purpose. These methods generally permit the English court discretion to prescribe the manner of enforcement. Also note that, in any enforcement proceedings, the judgment debtor may raise any counterclaim that could have been brought if the action had been originally brought in England unless the subject of the counterclaim was in issue and denied in the U.S. proceedings.

### ***Operational Risks***

*The economic and political conditions of the countries and regions in which we operate could have an adverse impact on our business, financial condition, operating results, liquidity, and prospects for growth.*

Our operations in countries undergoing political change or experiencing economic instability are subject to uncertainty and risks that could materially adversely affect our business. These risks include, particularly in emerging markets, the possibility we would be subject to undeveloped or evolving legal systems, unstable governments and economies, and potential governmental actions affecting the flow of goods, services, and currency.

Furthermore, the U.K.'s withdrawal from the European Union ("Brexit") has created uncertainty about the future relationship between the U.K. and the European Union as they negotiate the terms of the withdrawal. As the U.K. and European Union negotiate these terms, we are uncertain about the agreements they will reach on topics such as financial laws and regulations, tax and free trade agreements, immigration laws, and employment laws. Our publicly traded parent is incorporated in the U.K. and we have significant operations and a substantial workforce therein and therefore enjoy certain benefits based on the U.K.'s membership in the European Union. The lack of clarity about Brexit and the future U.K. laws and regulations creates uncertainty for us as the outcome of these negotiations may affect our business and operations. Additionally, there is also a risk that other countries may decide to leave the European Union. The uncertainty surrounding Brexit not only potentially affects our business in the U.K. and the European Union, but may have a material adverse effect on global economic conditions and the stability of global financial markets, which in turn could have a material adverse effect on our business, financial condition and results of operations.

Additionally, any development that has the effect of devaluing or replacing the Euro could meaningfully reduce the value of our assets and reducing the usefulness of liquidity alternatives denominated in that currency such as our multicurrency U.S. credit facility. We also deposit some of our cash, including cash held in a fiduciary capacity, with certain European financial institutions. While we continuously monitor and manage exposures associated with those deposits, to the extent the uncertainty surrounding economic stability in Europe and the future viability of the Euro suddenly and adversely impacts those financial institutions, some or all of those cash deposits could be at risk.

*We may not realize all of the expected benefits from our restructuring plan and other operational improvement initiatives.*

In 2017, we initiated a global restructuring plan (the "Restructuring Plan") in connection with the sale of the Divested Business. The Restructuring Plan is intended to streamline operations across the organization and deliver greater efficiency, insight and connectivity. We expect these restructuring activities and related expenses to affect continuing operations through 2019, including an estimated 4,200 to 4,800 role eliminations. The Restructuring Plan is expected to result in cumulative costs of approximately \$1,025 million through the end of the Restructuring Plan, consisting of approximately \$450 million in employee termination costs, \$130 million in IT rationalization costs, \$85 million in real estate realization costs, \$50 million in non-cash asset impairment costs and \$310 million in other costs associated with the restructuring.

We estimate that our annualized savings from the Restructuring Plan and other operational improvement initiatives will be approximately \$450 million by the end of 2019. Actual total costs, savings and timing may vary from these estimates due to changes in the scope or assumptions underlying the Restructuring Plan and other operational improvement initiatives. We therefore cannot assure that we will achieve the targeted savings. Unanticipated costs or unrealized savings in connection with the Restructuring Plan and other operational improvement initiatives could adversely affect our consolidated financial statements.

*Our success depends on our ability to retain and attract experienced and qualified personnel, including our senior management team and other professional personnel.*

We depend, in material part, upon the members of our senior management team who possess extensive knowledge and a deep understanding of our business and our strategy, as well as the colleagues who are critical to developing and retaining client relationships. The unexpected loss of services of any of these senior leaders could have a disruptive effect adversely impacting our ability to manage our business effectively and execute our business strategy. Competition for experienced professional personnel is intense, and we are constantly working to retain and attract these professionals. If we cannot successfully do so, our business, operating results and financial condition could be adversely affected. While we have plans for key management succession and long-term compensation plans designed to retain our senior management team and critical colleagues, if our succession plans and retention programs do not operate effectively, our business could be adversely affected.

*Our global operations expose us to various international risks that could adversely affect our business.*

Our operations are conducted globally. Accordingly, we are subject to legal, economic, and market risks associated with operating in, and sourcing from, foreign countries, including:

- difficulties in staffing and managing our foreign offices, including due to unexpected wage inflation or job turnover, and the increased travel, infrastructure, and legal and compliance costs and risks associated with multiple international locations;
- hyperinflation in certain foreign countries;
- conflicting regulations in the countries in which we do business;
- imposition of investment requirements or other restrictions by foreign governments;
- longer payment cycles;
- greater difficulties in collecting accounts receivable;
- insufficient demand for our services in foreign jurisdictions;
- our ability to execute effective and efficient cross-border sourcing of services on behalf of our clients;
- the reliance on or use of third parties to perform services on behalf of the Company;
- disparate tax regimes;
- restrictions on the import and export of technologies; and
- trade barriers.

*The occurrence of natural or man-made disasters could result in declines in business and increases in claims that could adversely affect our financial condition and results of operations.*

We are exposed to various risks arising out of natural disasters, including earthquakes, hurricanes, fires, floods, tornadoes, climate events or weather patterns, and pandemic health events, as well as man-made disasters, including acts of terrorism, military actions and cyber-terrorism. The continued threat of terrorism and ongoing military actions may cause significant volatility in global financial markets, and a natural or man-made disaster could trigger an economic downturn in the areas directly or indirectly affected by the disaster. These consequences could, among other things, result in a decline in business and increased claims from those areas. They could also result in reduced underwriting capacity, making it more difficult for our professionals to place business. Disasters also could disrupt public and private infrastructure, including communications and financial services, which could disrupt our normal business operations.

A natural or man-made disaster also could disrupt the operations of our counterparties or result in increased prices for the products and services they provide to us. In addition, a disaster could adversely affect the value of the assets in our investment portfolio. Finally, a natural or man-made disaster could increase the incidence or severity of E&O claims against us.

*Our inability to successfully recover should we experience a disaster or other business continuity problem could cause material financial loss, loss of human capital, regulatory actions, reputational harm or legal liability.*

Our operations are dependent upon our ability to protect our personnel, offices and technology infrastructure against damage from business continuity events that could have a significant disruptive effect on our operations. Should we experience a local or regional disaster or other business continuity problem, such as an earthquake, hurricane, terrorist attack, pandemic, security breaches, power loss, telecommunications failure, or other natural or man-made disaster, our continued success will depend, in part, on the availability of our personnel, our office facilities, and the proper functioning of existing, new or upgraded computer systems, telecommunications, and other related systems and operations. In events like these, while our operational size, the multiple locations from which we operate, and our existing back-up systems provide us with some degree of flexibility, we still can experience near-term operational challenges with regard to particular areas of our operations. We could potentially lose access to key executives, personnel, or client data or experience material adverse interruptions to our operations or delivery of services to our clients in a disaster recovery scenario. A disaster on a significant scale or affecting certain of our key operating areas within or across regions,

or our inability to successfully recover should we experience a disaster or other business continuity problem, could materially interrupt our business operations and cause material financial loss, loss of human capital, regulatory actions, reputational harm, damaged client relationships, or legal liability.

*We rely on complex information technology systems and networks to operate our business. Any significant system or network disruption due to a breach in the security of our information technology systems could have a negative impact on our reputation, operations, sales and operating results.*

We rely on the efficient, uninterrupted, and secure operation of complex information technology systems and networks, some of which are within the Company and some of which are outsourced to third parties. All information technology systems are potentially vulnerable to damage or interruption from a variety of sources, including but not limited to cyber-attacks, computer viruses, security breaches, unauthorized access or improper actions by insiders or employees. We are at risk of attack by a growing list of adversaries through increasingly sophisticated methods of attack. Because the techniques used to obtain unauthorized access or sabotage systems change frequently, we may be unable to anticipate these techniques or implement adequate preventative measures. We regularly experience attacks to our systems and networks and have from time to time experienced cybersecurity breaches, such as computer viruses, unauthorized parties gaining access to our information technology systems, and similar incidents, which to date have not had a material impact on our business. If we are unable to efficiently and effectively maintain and upgrade our system safeguards, we may incur unexpected costs and certain of our systems may become more vulnerable to unauthorized access. While we select our third party vendors carefully, problems with the information technology systems of those vendors, including breakdowns or other disruptions in communication services provided by a vendor, failure of a vendor to handle current or higher volumes, cyber-attacks, and security breaches at a vendor could adversely affect the Company's ability to deliver products and services to its customers and otherwise conduct its business. Additionally, we are an acquisitive organization and the process of integrating the information systems of the businesses we acquire is complex and exposes us to additional risk as we might not adequately identify weaknesses in the targets' information systems, which could expose us to unexpected liabilities or make our own systems more vulnerable to attack. These types of incidents affecting us or our third-party vendors could result in intellectual property or other confidential information being lost or stolen, including client, employee, or company data. In addition, we may not be able to detect breaches in our information technology systems or assess the severity or impact of a breach in a timely manner.

We have implemented various measures to manage our risks related to system and network security and disruptions, but a security breach or a significant and extended disruption in the functioning of our information technology systems could damage our reputation and cause us to lose clients, adversely impact our operations, sales and operating results, and require us to incur significant expense to address and remediate or otherwise resolve such issues. Additionally, in order to maintain the level of security, service, and reliability that our clients require, we may be required to make significant additional investments in our information technology system.

*Improper disclosure of confidential, personal, or proprietary data could result in regulatory scrutiny, legal liability, or harm to our reputation.*

One of our significant responsibilities is to maintain the security and privacy of our employees' and clients' confidential and proprietary information, including confidential information about our clients' employees' compensation, medical information, and other personally identifiable information. We maintain policies, procedures, and technological safeguards designed to protect the security and privacy of this information. Nonetheless, we cannot eliminate the risk of human error, employee or vendor malfeasance, or cyber-attacks that could result in improper access to or disclosure of confidential, personal, or proprietary information. Such access or disclosure could harm our reputation and subject us to liability under our contracts and laws and regulations that protect personal data, resulting in increased costs, loss of revenue, and loss of clients. The release of confidential information as a result of a security breach could also lead to litigation or other proceedings against us by affected individuals or business partners, or by regulators, and the outcome of such proceedings, which could include penalties or fines, could have a significant negative impact on our business.

In many jurisdictions, including in the European Union and the U.S., we are subject to laws and regulations relating to the collection, use, retention, security, and transfer of this information. These laws and regulations are frequently changing and are becoming increasingly complex and sometimes conflict among the various jurisdictions and countries in which we provide services both in terms of substance and in terms of enforceability. This makes compliance challenging and expensive. Additionally, certain jurisdictions' regulations include notice provisions that may require us to inform affected clients or employees in the event of a breach of confidential information before we fully understand or appreciate the extent of the breach. These notice provisions present operational challenges and related risk. In particular, the European Union's GDPR will go into effect in May 2018. Despite our efforts to bring practices into compliance before the GDPR's effective date, we may not be successful either due to internal or external factors, such as a lack of vendor cooperation. Non-compliance could result in proceedings against us by governmental entities or others and additional costs in connection therewith. We may also experience difficulty retaining or obtaining new

European or multi-national customers due to the compliance cost, potential risk exposure, and difficulty in negotiating the allocation of risk related to the handling of data. Compliance with the GDPR may also cause distraction from other aspects of our business. Our failure to adhere to or successfully implement processes in response to changing regulatory requirements in this area could result in legal liability or impair our reputation in the marketplace. Further, regulatory initiatives in the area of data protection are more frequently including provisions allowing authorities to impose substantial fines and penalties, and therefore, failure to comply could also have a significant financial impact.

*Our business performance and growth plans could be negatively affected if we are not able to effectively apply technology in driving value for our clients through technology-based solutions or gain internal efficiencies through the effective application of technology and related tools. Conversely, investments in innovative product offerings may fail to yield sufficient return to cover their investments.*

Our success depends, in part, on our ability to develop and implement technology solutions that anticipate and keep pace with rapid and continuing changes in technology, industry standards, and client preferences. We may not be successful in anticipating or responding to these developments on a timely and cost-effective basis, and our ideas may not be accepted in the marketplace. Additionally, the effort to gain technological expertise and develop new technologies in our business requires us to incur significant expenses. If we cannot offer new technologies as quickly as our competitors or if our competitors develop more cost-effective technologies, it could have a material adverse effect on our ability to obtain and complete client engagements. For example, we have invested significantly in the development of our proprietary databases, repositories of global insurance and reinsurance placement information, which we use to drive results for our clients in the insurance and reinsurance placement process. Our competitors are developing competing databases, and their success in this space may impact our ability to differentiate our services to our clients through the use of unique technological solutions. Innovations in software, cloud computing or other technologies that alter how our services are delivered could significantly undermine our investment in this business if we are slow or unable to take advantage of these developments.

We are continually developing and investing in innovative and novel service offerings that we believe will address needs that we identify in the markets. Nevertheless, for those efforts to produce meaningful value, we are reliant on a number of other factors, some of which are outside of our control. For example, our Health Solutions revenue line has invested substantial time and resources in launching health care exchanges under the belief that these exchanges will serve a useful role in helping corporations and individuals in the U.S. manage their growing health care expenses. In order for these exchanges to be successful, health care insurers and corporate and individual participants have to deem them suitable, and whether those parties will find them suitable will be subject to their own particular circumstances.

*We rely on third parties to perform key functions of our business operations enabling our provision of services to our clients. These third parties may act in ways that could harm our business.*

We rely on third parties, and in some cases subcontractors, to provide services, data, and information such as technology, information security, funds transfers, data processing, and administration and support functions that are critical to the operations of our business. These third parties include correspondents, agents and other brokerage and intermediaries, insurance markets, data providers, plan trustees, payroll service providers, benefits administrators, software and system vendors, health plan providers, investment managers and providers of human resource, among others. As we do not fully control the actions of these third parties, we are subject to the risk that their decisions, actions, or inactions may adversely impact us and replacing these service providers could create significant delay and expense. A failure by third parties to comply with service level agreements or regulatory or legal requirements, in a high quality and timely manner, particularly during periods of our peak demand for their services, could result in economic and reputational harm to us. In addition, these third parties face their own technology, operating, business, and economic risks, and any significant failures by them, including the improper use or disclosure of our confidential client, employee, or company information, could cause harm to our reputation. An interruption in or the cessation of service by any service provider as a result of systems failures, capacity constraints, financial difficulties, or for any other reason could disrupt our operations, impact our ability to offer certain products and services, and result in contractual or regulatory penalties, liability claims from clients and/or employees, damage to our reputation, and harm to our business.

*Our business is exposed to risks associated with the handling of client funds.*

Certain of our businesses collect premiums from insureds and remit the premiums to the respective insurers. We also collect claims or refunds from insurers on behalf of insureds, which are then remitted to the insureds. Consequently, at any given time, we may be holding and managing funds of our clients. This function creates a risk of loss arising from, among other things, fraud by employees or third parties, execution of unauthorized transactions, errors relating to transaction processing, or other cybersecurity events or security breaches. We are also potentially at risk in the event the financial institution in which we hold these funds suffers any kind of insolvency or liquidity event. The occurrence of any of these types of events in connection with this function could cause us financial loss and reputational harm.

*In connection with the implementation of our corporate strategies, we face risks associated with the acquisition or disposition of businesses, the entry into new lines of business, the integration of acquired businesses, and the growth and development of these businesses.*

In pursuing our corporate strategy, we often acquire other businesses or dispose of or exit businesses we currently own. The success of this strategy is dependent upon our ability to identify appropriate acquisition and disposition targets, negotiate transactions on favorable terms, complete transactions and, in the case of acquisitions, successfully integrate them into our existing businesses. If a proposed transaction is not consummated, the time and resources spent pursuing it could adversely result in missed opportunities to locate and acquire other businesses. If acquisitions are made, there can be no assurance that we will realize the anticipated benefits of such acquisitions, including, but not limited to, revenue growth, operational efficiencies, or expected synergies. If we dispose of or otherwise exit certain businesses, there can be no assurance that we will not incur certain disposition related charges, or that we will be able to reduce overhead related to the divested assets.

From time to time, either through acquisitions or internal development, we enter new lines of business or offer new products and services within existing lines of business. These new lines of business or new products and services present the Company with additional risks, particularly in instances where the markets are not fully developed. Such risks include the investment of significant time and resources; the possibility that these efforts will be not be successful; the possibility that the marketplace does not accept our products or services or that we are unable to retain clients that adopt our new products or services; and the risk of additional liabilities associated with these efforts. In addition, many of the businesses that we acquire and develop will likely have significantly smaller scales of operations prior to the implementation of our growth strategy. If we are not able to manage the growing complexity of these businesses, including improving, refining, or revising our systems and operational practices, and enlarging the scale and scope of the businesses, our business may be adversely affected. Other risks include developing knowledge of and experience in the new business, integrating the acquired business into our systems and culture, recruiting professionals, and developing and capitalizing on new relationships with experienced market participants. External factors, such as compliance with new or revised regulations, competitive alternatives, and shifting market preferences may also impact the successful implementation of a new line of business. Failure to manage these risks in the acquisition or development of new businesses could materially and adversely affect our business, results of operations, and financial condition.

*We are subject to various risks and uncertainties in connection with the sale of our Benefits Administration and HR Business Process Outsourcing business.*

On February 9, 2017, we entered into a Purchase Agreement with Tempo Acquisition, LLC to sell our Divested Business to the Buyer, an entity controlled by affiliates of The Blackstone Group L.P. On May 1, 2017, the transaction was consummated and the Buyer purchased all of the outstanding equity interests in each of the Divested Business's subsidiaries, plus certain related assets, for a purchase price of (i) \$4.3 billion in cash paid at closing, subject to customary adjustments set forth in the Purchase Agreement, and (ii) deferred consideration of up to \$500 million, plus the assumption of certain liabilities. Cash proceeds from the sale, before taxes and after customary adjustments as set forth in the Purchase Agreement, were \$4.2 billion.

This transaction carries inherent risks, including the risk that Aon will not earn the \$500 million of additional consideration or otherwise realize the intended value of the transaction, as well as risks connected with separating the Divested Business from Aon. Because the Divested Business represented 19% of our gross revenues for the fiscal year 2016, our results of operations and financial condition may be materially adversely affected, or may not be accretive to adjusted earnings per share as anticipated, if we fail to effectively reduce our overhead costs to reflect the reduced scale of operations or fail to grow our other business as expected. Additionally, the separation of the Divested Businesses from the rest of Aon's business requires significant resources, which may disrupt operations or divert management's attention from Aon's day-to-day operations and efforts to grow our other businesses. We are party to a transition services agreement with the Buyer under which we provide certain services to the Buyer and the Buyer provides certain systems or services to us. There are risks associated with this transition services agreement, particularly as we transition off of the Buyer's systems and services and initiate our own new systems and processes, which could adversely affect our business and results of operations.

Furthermore, we have entered into ongoing commercial arrangements with the Buyer. If we do not realize the intended benefits of these arrangements, it could affect our results of operations or adversely affect our relationship with clients, partners, colleagues and other third parties. Additionally, if the Divested Business does not deliver the level of service to which our clients and partners are accustomed, it could adversely affect our relationships with such third parties.

*Our results may be adversely affected by changes in the mode of compensation in the insurance industry.*

In the past, the Attorney General of the State of New York brought charges against members of the insurance brokerage community. These actions have created uncertainty concerning longstanding methods of compensating insurance brokers. Given that the insurance brokerage industry has faced scrutiny from regulators in the past over its compensation practices, it is possible that regulators may choose to revisit the same or other practices in the future. If they do so, compliance with new regulations along

with any sanctions that might be imposed for past practices deemed improper could have an adverse impact on our future results of operations and inflict significant reputational harm on our business.

### ***Risks Related to Our Ordinary Shares***

*Transfers of the Class A Ordinary Shares may be subject to stamp duty or SDRT in the U.K., which would increase the cost of dealing in the Class A Ordinary Shares.*

Stamp duty reserve taxes (“SDRT”) are imposed in the U.K. on certain transfers of chargeable securities (which include shares in companies incorporated in the U.K.) at a rate of 0.5 percent of the consideration paid for the transfer. Certain transfers of shares to depositaries or into clearance systems are charged at a higher rate of 1.5 percent.

Our Class A Ordinary Shares are eligible to be held in book entry form through the facilities of Depository Trust Company (“DTC”). Transfers of shares held in book entry form through DTC will not attract a charge to stamp duty or SDRT in the U.K. A transfer of the shares from within the DTC system out of DTC and any subsequent transfers that occur entirely outside the DTC system will attract a charge to stamp duty at a rate of 0.5 percent of any consideration, which is payable by the transferee of the shares. Any such duty must be paid (and the relevant transfer document stamped by Her Majesty’s Revenues and Customs (“HMRC”)) before the transfer can be registered in the books of Aon. If those shares are redeposited into DTC, the redeposit will attract stamp duty or SDRT at a rate of 1.5 percent of the value of the shares.

We have put in place arrangements to require that shares held in certificated form cannot be transferred into the DTC system until the transferor of the shares has first delivered the shares to a depository specified by us so that SDRT may be collected in connection with the initial delivery to the depository. Any such shares will be evidenced by a receipt issued by the depository. Before the transfer can be registered in our books, the transferor will also be required to put in the depository funds to settle the resultant liability to SDRT, which will be charged at a rate of 1.5 percent of the value of the shares.

Following the decision of the First Tier Tribunal (Tax Chamber) in *HSBC Holdings plc, The Bank of New York Mellon Corporation v HMRC* 2012 UKFTT 163 (TC) and the announcement by HMRC that it will not seek to appeal the decision, HMRC is no longer enforcing the charge to SDRT on the issue of shares into either EU or non-EU depository receipt or clearance systems.

*If the Class A Ordinary Shares are not eligible for continued deposit and clearing within the facilities of DTC, then transactions in our securities may be disrupted.*

The facilities of DTC are a widely-used mechanism that allow for rapid electronic transfers of securities between the participants in the DTC system, which include many large banks and brokerage firms. We believe that prior to the Redomestication, approximately 99% of the outstanding shares of common stock of Aon Corporation were held within the DTC system. The Class A Ordinary Shares of Aon plc are, at present, eligible for deposit and clearing within the DTC system. In connection with the closing of the Redomestication, we entered into arrangements with DTC whereby we agreed to indemnify DTC for any stamp duty and/or SDRT that may be assessed upon it as a result of its service as a depository and clearing agency for our Class A Ordinary Shares. In addition, we have obtained a ruling from HMRC in respect of the stamp duty and SDRT consequences of the reorganization, and SDRT has been paid in accordance with the terms of this ruling in respect of the deposit of Class A Ordinary Shares with the initial depository. DTC will generally have discretion to cease to act as a depository and clearing agency for the Class A Ordinary Shares. If DTC determines at any time that the Class A Ordinary Shares are not eligible for continued deposit and clearance within its facilities, then we believe the Class A Ordinary Shares would not be eligible for continued listing on a U.S. securities exchange or inclusion in the S&P 500 and trading in the Class A Ordinary Shares would be disrupted. While we would pursue alternative arrangements to preserve our listing and maintain trading, any such disruption could have a material adverse effect on the trading price of the Class A Ordinary Shares.

### **Quantitative and Qualitative Disclosures About Market Risk**

We are exposed to potential fluctuations in earnings, cash flows, and the fair values of certain of our assets and liabilities due to changes in interest rates and foreign exchange rates. To manage the risk from these exposures, we enter into a variety of derivative instruments. We do not enter into derivatives or financial instruments for trading or speculative purposes.

The following discussion describes our specific exposures and the strategies we use to manage these risks. Refer to Note 2 “Summary of Significant Accounting Principles and Practices” of the Notes to Consolidated Financial Statements for a discussion of our accounting policies for financial instruments and derivatives.

#### ***Foreign Exchange Risk***

We are subject to foreign exchange rate risk. Our primary exposures include exchange rates between the U.S. Dollar and the Euro, the British Pound, the Canadian Dollar, the Australian Dollar, the Indian Rupee, and the Japanese Yen. We use over-the-counter options and forward contracts to reduce the impact of foreign currency risk to our financial statements.

Additionally, some of our non-U.S. brokerage subsidiaries receive revenues in currencies that differ from their functional currencies. Our U.K. subsidiaries earn a portion of their revenue in U.S. Dollars, Euros, and Japanese Yen, but most of their expenses are incurred in British Pounds. At December 31, 2017, we have hedged approximately 45% of our U.K. subsidiaries' expected exposures to the U.S. Dollar, Euro, and Japanese Yen transactions for the years ending December 31, 2018, 2019, and 2020 respectively. We generally do not hedge exposures beyond three years.

We also use forward contracts to economically hedge foreign exchange risk associated with monetary balance sheet exposures, such as inter-company notes and short-term assets and liabilities that are denominated in a non-functional currency and are subject to remeasurement.

The potential loss in future earnings from foreign exchange derivative instruments resulting from a hypothetical 10% adverse change in year-end exchange rates would be \$31 million and \$14 million at December 31, 2018 and 2019 respectively.

#### *Interest Rate Risk*

Our fiduciary investment income is affected by changes in international and domestic short-term interest rates. We monitor our net exposure to short-term interest rates, and as appropriate, hedge our exposure with various derivative financial instruments. This activity primarily relates to brokerage funds held on behalf of clients in the North America, continental Europe, and the Asia Pacific region. A hypothetical, instantaneous parallel decrease in the year-end yield curve of 100 basis points would cause a decrease, net of derivative positions, of \$41.6 million to each of 2018 and 2019 pretax income. A corresponding increase in the year-end yield curve of 100 basis points would cause an increase, net of derivative positions, of \$41.6 million to each of 2018 and 2019 pretax income.

We have long-term debt outstanding with a fair market value of \$6.3 billion at December 31, 2017 and 2016. This fair value was greater than the carrying value by \$600 million at December 31, 2017, and \$395 million greater than the carrying value at December 31, 2016. A hypothetical 1% increase or decrease in interest rates would change the fair value by a decrease of 8% or an increase of 9%, respectively, at December 31, 2017.

We have selected hypothetical changes in foreign currency exchange rates, interest rates, and equity market prices to illustrate the possible impact of these changes; we are not predicting market events.

## **BUSINESS REVIEW**

### **EXECUTIVE SUMMARY OF 2017 FINANCIAL RESULTS**

Aon plc is a leading global professional services firm that provides advice and solutions to clients focused on risk, retirement, and health, delivering distinctive client value via innovative and effective risk management and workforce productivity solutions. Management is leading a set of initiatives designed to strengthen Aon and unite the firm with one portfolio of capability enabled by proprietary data and analytics and one operating model to deliver additional insight, connectivity, and efficiency. The divestiture of the benefits administration and business process outsourcing in the second quarter of 2017 represents the next step of our strategy, reinforces our focus to provide advice and solutions, and further aligns our portfolio around our clients' highest priorities. Further, it reinforces our ROIC decision-making process and emphasis on operating cash flow.

#### ***Discontinued Operations***

On February 9, 2017, the Company entered into a Purchase Agreement with Tempo Acquisition, LLC to sell the Divested Business to the Buyer, an entity formed and controlled by affiliates of The Blackstone Group L.P., and certain designated purchasers that are direct or indirect subsidiaries of the Buyer.

On May 1, 2017, the Buyer purchased all of the outstanding equity interests in each of the Divested Business' subsidiaries, plus certain related assets and liabilities, for a purchase price of \$4.3 billion in cash paid at closing, subject to customary adjustments set forth in the Purchase Agreement, and deferred consideration of up to \$500 million. Cash proceeds after customary adjustments and before taxes due were \$4.2 billion.

Aon and the Buyer entered into certain transaction related agreements at the closing, including two commercial agreements, a transition services agreement, certain intellectual property license agreements, sub-leases and other customary agreements. Aon expects to continue to be a significant client of the Divested Business and the Divested Business has agreed to use Aon for its broking and other services for a specified period of time.

In the twelve months ended December 31, 2017, the Company recorded a gain on sale, net of taxes, of \$750 million and a non-cash impairment charge to its tradenames associated with the Divested Business of \$380 million as these assets were not sold to the Buyer. Additionally, effective May 1, 2017, consistent with operating as one segment, the Company has implemented a three-year strategy to transition to a unified Aon brand. As a result, Aon commenced amortization of all indefinite lived tradenames

and prospectively accelerated amortization of its finite lived tradenames over the three-year period. The accelerated amortization and impairment charge are included in Amortization and impairment of intangible assets on the Consolidated Statement of Income.

### ***Financial Results***

The following is a summary of our 2017 financial results from continuing operations:

- Revenue increased 6%, or \$589 million, to \$10.0 billion in 2017 compared to 2016, reflecting 4% organic revenue growth and a 2% increase related to acquisitions, net of divestitures. Organic revenue growth for the year was driven by growth across every major revenue line, with particular strength in Reinsurance Solutions, Health Solutions, and Data & Analytic Services
- Operating expenses increased \$1.5 billion, or 19%, to \$9.1 billion in 2017 compared to 2016 due primarily to \$511 million of restructuring costs, a \$380 million non-cash impairment charge to the indefinite lived tradenames associated with the sale of the Divested Business, a \$258 million increase in expenses related to acquisitions, net of divestitures, \$143 million of accelerated amortization related to tradenames, a \$83 million increase in expenses related to certain pension settlements, and an increase in expense associated with 4% organic revenue growth, partially offset by \$165 million of savings related to restructuring and other operational improvement initiatives.
- Operating margin decreased to 9.3% in 2017 from 19.3% in 2016. The decrease in operating margin from the prior year is primarily driven by an increase in operating expenses, described above, partially offset by organic revenue growth of 4% and core operational improvement.
- Due to the factors set forth above, income from continuing operations was \$431 million in 2017, a decrease of \$942 million, or 69%, from 2016.
- Cash flow provided by operating activities was \$605 million in 2017, a decrease of \$1,660 million, or 73%, from \$2.3 billion in 2016, due primarily to cash tax payments of approximately \$940 million associated with the Divested Business, \$279 million of cash payments for restructuring charges, and \$45 million of transaction costs.

## REVIEW OF CONSOLIDATED RESULTS

### Summary of Results

Our consolidated results are as follow:

(millions)	Years ended December 31	
	2017	2016
<b>Revenue</b>		
Total revenue	\$ 9,998	\$ 9,409
<b>Expenses</b>		
Compensation and benefits	6,115	5,511
Information technology	423	389
Premises	357	343
Depreciation of fixed assets	103	87
Amortization and impairment of intangible assets	791	232
Other general expenses	1,280	1,033
Total operating expenses	9,069	7,595
<b>Operating income</b>	929	1,814
Interest income	27	9
Interest expense	(281)	(281)
Other income (expense)	(2)	14
<b>Income from continuing operations before income taxes</b>	673	1,556
Income tax	242	183
<b>Net income from continuing operations</b>	431	1,373
Income from discontinued operations, net of tax	806	175
<b>Net income</b>	1,237	1,548
<b>Net income attributable to:</b>		
Aon shareholders	\$ 1,200	\$ 1,514
Noncontrolling interests	37	34
<b>Net Income</b>	\$ 1,237	\$ 1,548

## Consolidated Results for 2017 Compared to 2016

### Organic Revenue Growth

We use supplemental information related to organic revenue growth to evaluate business growth from existing operations. Organic revenue growth includes the impact of intercompany activity and excludes the impact of changes in foreign exchange rate, acquisitions, divestitures, transfers between subsidiaries, fiduciary investment income, and reimburseable expenses. A reconciliation of organic revenue to the reported Total revenue is as follows (in millions, except percentages):

	Years ended						
	Dec 31, 2017	Dec 31, 2016	% Change	Less: Currency Impact <sup>(1)</sup>	Less: Fiduciary Investment Income <sup>(2)</sup>	Less: Acquisitions, Divestitures & Other	Organic Revenue Growth <sup>(3)</sup>
Commercial Risk Solutions	\$ 4,169	\$ 3,929	6 %	— %	— %	4 %	2 %
Reinsurance Solutions	1,429	1,361	5	—	—	(1)	6
Retirement Solutions	1,755	1,707	3	(1)	—	1	3
Health Solutions	1,515	1,370	11	—	—	4	7
Data & Analytic Services	1,140	1,050	9	—	—	3	6
Elimination	(10)	(8)	NA	NA	NA	NA	NA
<b>Total revenue</b>	<b>\$ 9,998</b>	<b>\$ 9,409</b>	<b>6%</b>	<b>—%</b>	<b>—%</b>	<b>2%</b>	<b>4%</b>

- (1) Currency impact is determined by translating prior period's revenue at this period's foreign exchange rates.
- (2) Fiduciary investment income for the years ended December 31, 2017 and 2016, respectively, was \$32 million and \$22 million.
- (3) Organic revenue growth includes the impact of intercompany activity and excludes the impact of changes in foreign exchange rates, acquisitions, divestitures, transfers between business units, and fiduciary investment income.

### Total Revenue

Total revenue increased by 6%, or \$589 million, to \$10.0 billion in 2017, compared to \$9.4 billion in 2016. The increase was driven by 4% organic revenue growth and a 2% increase related to acquisitions, net of divestitures. Organic revenue growth for the year was driven by growth across every major revenue line, with particular strength in Reinsurance Solutions, Health Solutions, and Data & Analytic Services.

*Commercial Risk Solutions* organic revenue growth was 2% in 2017 driven by growth across nearly every geography, with particular strength in U.S. Retail driven by record new business generation and strong management of the renewal book portfolio.

*Reinsurance Solutions* organic revenue growth was 6% in 2017 driven by growth across all major product lines, highlighted by continued net new business generation in the treaty portfolio, growth in facultative placements, and strong growth in capital markets.

*Retirement Solutions* organic revenue growth was 3% in 2017 driven by double-digit growth in investment consulting, primarily for delegated investment management, as well as solid growth in the Talent, Rewards, and Performance practice.

*Health Solutions* organic revenue growth was 7% in 2017 driven primarily by strong growth in health & benefits brokerage, in both the Americas and internationally.

*Data & Analytic Services* organic revenue growth was 6% in 2017 driven by strong growth across Affinity, with particular strength in the U.S.

### Compensation and Benefits

Compensation and benefits increased \$604 million in 2017, or 11%, compared to 2016. The increase was primarily driven by \$299 million of restructuring charges, a \$154 million increase in expenses related to acquisitions, net of divestitures, \$83 million increase in expenses related to certain pension settlements, \$13 million favorable impact from changes in foreign currency exchange rates and an increase in expense associated with 4% organic revenue growth, partially offset by \$104 million of savings related to restructuring and other operational improvement initiatives.

### Information Technology

Information technology, which represents costs associated with supporting and maintaining our infrastructure, increased \$34 million in 2017, or 9%, compared to 2016. The increase was primarily driven by \$33 million of restructuring costs, a \$7 million

increase in expenses related to acquisitions, net of divestitures, as well as investments in growth, partially offset by \$37 million of savings related to restructuring and other operational improvement initiatives.

### ***Premises***

Premises, which represents the cost of occupying offices in various locations throughout the world, increased \$14 million in 2017, or 4%, compared to 2016. The increase was primarily driven by \$20 million of restructuring costs, an \$11 million increase in expenses related to acquisitions, net of divestitures, partially offset by \$3 million of savings related to restructuring and other operational improvement initiatives.

### ***Depreciation of Fixed Assets***

Depreciation of fixed assets primarily relates to software, leasehold improvements, furniture, fixtures and equipment, computer equipment, buildings, and automobiles. Depreciation of fixed assets increased \$16 million in 2017, or 18%, compared to 2016. The increase was primarily driven by a \$14 million increase in expenses associated with acquisitions, net of divestitures and \$11 million of restructuring costs, partially offset by \$1 million of savings related to restructuring and other operational improvement initiatives as well as a decrease as we continue to optimize our real estate and information technology portfolio.

### ***Amortization and Impairment of Intangible Assets***

Amortization and impairment of intangibles primarily relates to finite-lived tradenames and customer-related, contract-based, and technology assets. Amortization and impairment of intangibles increased \$559 million for the year, or 241%, compared to 2016. The increase was primarily driven by a \$380 million non-cash impairment charge to the indefinite lived tradenames associated with the Divested Business, \$143 million of accelerated amortization related to tradenames, \$17 million of restructuring costs, and an increase associated with recent acquisitions, net of divestitures.

### ***Other General Expenses***

Other general expenses increased \$247 million in 2017, or 24%, compared to 2016. The increase was primarily driven by \$131 million of restructuring costs, a \$71 million increase in expenses associated with acquisitions, net of divestitures, \$28 million of costs related to regulatory and compliance matters, and an increase in expense associated with 4% organic revenue growth, partially offset by \$20 million of savings related to restructuring and other operational improvement initiatives and a \$15 million decrease in expenses related to the sale of the Divested Business in the prior year period.

### ***Interest Income***

Interest income represents income earned on operating cash balances and other income-producing investments. It does not include interest earned on funds held on behalf of clients. Interest income was \$27 million in 2017, an increase of \$18 million, or 200%, from 2016, due primarily to additional income earned on the balance of cash proceeds from the Divested Business.

### ***Interest Expense***

Interest expense, which represents the cost of our debt obligations, was \$281 million in 2017, similar to the prior year period.

### ***Other Income (Expense)***

Other income (expense) decreased \$16 million from \$14 million in 2016 to \$(2) million in 2017. Other expense in 2017 includes, among other things, a \$37 million unfavorable impact of exchange rates on the remeasurement of assets and liabilities in non-functional currencies and \$16 million in net losses on the disposition of businesses, partially offset by \$47 million of gains on certain financial instruments and \$4 million of equity earnings. Other income in 2016 includes \$39 million in net gains on the disposition of businesses and \$4 million in equity earnings, partially offset by \$27 million of losses on certain financial instruments and a \$2 million unfavorable impact of exchange rates on the remeasurement of assets and liabilities in non-functional currencies.

### ***Income From Continuing Operations before Income Taxes***

Due to factors discussed above, income from continuing operations before income taxes was \$673 million in 2017, a 57% decrease from \$1.6 billion in 2016.

### ***Income Taxes From Continuing Operations***

The effective tax rate on net income from continuing operations was 36.0% in 2017 and 11.8% in 2016. The 2017 rate reflects changes in the geographical distribution of income and the estimate of the impact of U.S. tax reform based on Aon's initial analysis of the Tax Cuts and Jobs Act. The 2016 rate reflects changes in the geographical distribution of income and the impact from certain pension settlements in the second and fourth quarters.

### ***Income from Discontinued Operations, Net of Tax***

On February 9, 2017, the Company entered into a Purchase Agreement with the Buyer to sell the Divested Business. The Company has retrospectively classified the results of the Divested Business as discontinued operations in the Company's Consolidated Statements of Income for all periods presented. Income from discontinued operations, net of tax, increased \$631 million to \$806 million compared to 2016. This increase was primarily driven by the gain on sale of the Divested Business.

### ***Net Income Attributable to Aon Shareholders***

Net income attributable to Aon shareholders decreased to \$1.2 billion, or \$4.58 per diluted share, in 2017, compared to \$1.5 billion, or \$5.57 per diluted share, in 2016.

### **Restructuring Plan**

In 2017, we initiated a global restructuring plan (the "Restructuring Plan") in connection with the sale of the Divested Business. The Restructuring Plan is intended to streamline operations across the organization and deliver greater efficiency, insight and connectivity. We expect these restructuring activities and related expenses to affect continuing operations through 2019, including an estimated 4,200 to 4,800 role eliminations. We expect to result in cumulative costs of approximately \$1,025 million through the end of the plan, consisting of approximately \$450 million in employee termination costs, \$130 million in technology rationalization costs, \$85 million in real estate consolidation costs, \$50 million in non-cash asset impairments, such as expense taken on software no longer in use, and \$310 million in other costs including certain separation costs associated with the sale of the Divested Business. We estimate that our annualized savings from the Restructuring Plan and other operational improvement initiatives will be approximately \$450 million by the end of 2019.

From the inception of the Restructuring Plan through December 31, 2017, the Company has eliminated 2,630 positions and incurred total expenses of \$511 million for restructuring and related separation costs. These charges are included in Compensation and benefits, Information technology, Premises, Depreciation of fixed assets, and Other general expenses in the accompanying Consolidated Statements of Income.

The following table summarizes restructuring and separation costs by type that have been incurred through December 31, 2017 and are estimated to be incurred through the end of the Restructuring Plan (in millions). Estimated remaining costs may be revised in future periods as these assumptions are updated:

	Year Ended December 31, 2017	Estimated Remaining Costs	Estimated Total Cost <sup>(1)</sup>
Workforce reduction	\$ 299	\$ 151	\$ 450
Technology rationalization <sup>(2)</sup>	33	97	130
Lease consolidation <sup>(2)</sup>	20	65	85
Asset impairments <sup>(3)</sup>	28	22	50
Other costs associated with restructuring and separation <sup>(2) (4)</sup>	131	179	310
Total restructuring and related expenses	\$ 511	\$ 514	\$ 1,025

- (1) Actual costs, when incurred, may vary due to changes in the assumptions built into this plan. Significant assumptions that may change when plans are finalized and implemented include, but are not limited to, changes in severance calculations, changes in the assumptions underlying sublease loss calculations due to changing market conditions, and changes in the overall analysis that might cause the Company to add or cancel component initiatives.
- (2) Contract termination costs included within Technology rationalization for the year ended December 31, 2017 were \$1 million. Contract termination costs included within Lease consolidations for the year ended December 31, 2017 were \$20 million. Contract termination costs included within Other costs associated with restructuring and separation were \$3 million. Total estimated contract termination costs to be incurred under the Restructuring Plan associated with Technology rationalizations, Lease consolidations, and Other costs associated with restructuring and separation, respectively, are \$10 million, \$80 million, and \$10 million.
- (3) Asset impairments include \$11 million of impairments on fixed asset and \$17 million of impairments of software assets recognized in Depreciation of fixed assets and Amortization and impairment of intangible assets, respectively, on the Consolidated Statements of Income.
- (4) Other costs associated with the Restructuring Plan include those to separate the Divested Business, as well as consulting and legal fees. These costs are generally recognized when incurred.

## **Competition and Markets Authority**

The U.K.'s competition regulator, the Competition and Markets Authority (the "CMA"), is conducting a market investigation into the supply and acquisition of investment consulting and fiduciary management services, including those offered by Aon and its competitors in the U.K. The CMA has indicated that it will assess whether any feature or combination of features in the target market prevents, restricts, or distorts competition. The CMA can impose a wide range of remedies to address uncompetitive markets. The investigation is in its early stages. Thus, we are not presently in a position to estimate the impact, if any, of this investigation on Aon's UK investment business.

## **Financial Conduct Authority**

The FCA is conducting a market study to assess how effectively competition is working in the wholesale insurance broker sector in the UK in which Aon, through its subsidiaries, participates. The FCA has indicated that the purpose of a market study is to assess the extent to which the market is working well in the interests of customers and to identify features of the market that may impact competition. Depending on the study's findings, the FCA may require remedies in order to correct any features found to be preventing, restricting or distorting competition. The study is in its very early stages and we are unable to estimate the impact, if any, on Aon's business at this time.

## **LIQUIDITY AND FINANCIAL CONDITION**

### **Liquidity**

#### ***Executive Summary***

We believe that our balance sheet and strong cash flow provide us with adequate liquidity. Our primary sources of liquidity are cash flow from operations, available cash reserves, and debt capacity available under our credit facilities. Our primary uses of liquidity are operating expenses, capital expenditures, acquisitions, share repurchases, pension contributions, and shareholder dividends. We believe that cash flows from operations, available credit facilities and the capital markets will be sufficient to meet our liquidity needs, including principal and interest payments on debt obligations, capital expenditures, pension contributions, and anticipated working capital requirements, for the foreseeable future.

Cash on our balance sheet includes funds available for general corporate purposes, as well as amounts restricted as to their use. Funds held on behalf of clients in a fiduciary capacity are segregated and shown together with uncollected insurance premiums in Fiduciary assets in the Consolidated Statement of Financial Position, with a corresponding amount in Fiduciary liabilities. Fiduciary funds generally cannot be used for general corporate purposes and are not a source of liquidity for us.

Cash and cash equivalents and Short-term investments increased \$564 million to \$1.3 billion in 2017 as compared to 2016. During 2017, sources of funds in 2017 included proceeds from the sale of businesses of \$4.2 billion. During 2017, cash flow from continuing operating activities decreased \$1.7 billion to \$605 million. Additional primary uses of funds in 2017 included share repurchases of \$2.4 billion, acquisitions of businesses of \$1.0 billion, dividends to shareholders of \$364 million, repayments of debt, net of issuances of \$345 million, and purchases of short-term investments of \$232 million.

To manage unforeseen situations, we have committed credit lines of approximately \$1.3 billion and we endeavor to manage our obligations to ensure we maintain our current investment grade ratings. At December 31, 2017, we had no borrowings on these credit lines.

#### ***Cash Flows from Operating Activities***

Net cash provided by operating activities during 2017 decreased \$1.6 billion, or 70%, to \$670 million compared to 2016. Net cash provided by operating activities for continuing operations during 2017 decreased \$1.7 billion, or 73%, from the prior year, to \$605 million. Net cash provided by operating activities for discontinued operations during 2017 was \$65 million. These amounts represent net income reported, as adjusted for gains or losses on sales of businesses, financial instruments, and foreign exchange, and our non-cash expenses, which include share-based compensation, depreciation, amortization, and impairments, as well as changes in working capital that relate primarily to the timing of payments of accounts payable and accrued liabilities and the collection of receivables. The total decrease in operating cash from the prior year was primarily driven by higher cash tax charges, largely related to the sale of the Divested Business, and an increase in pension contributions.

Pension cash contributions were \$146 million during 2017, as compared to \$123 million during 2016. In 2018, we expect to contribute approximately \$177 million to our pension plans, with the majority attributable to non-U.S. pension plans, which are subject to changes in foreign exchange rates. On July 1, 2017, the Company made non-cash contributions of approximately \$80 million to its U.S. pension plan.

We expect cash generated by operations for 2017 to be sufficient to service our debt and contractual obligations, finance capital expenditures, repurchase shares under the Repurchase Program, and pay dividends to our shareholders. Although cash from operations is expected to be sufficient to service these activities, we have the ability to access commercial paper markets or borrow under our credit facilities to accommodate any timing differences in cash flows. We have committed credit facilities of approximately \$1.3 billion, all of which was available at December 31, 2017, and can access these facilities on a same-day or next-day basis. Additionally, under current market conditions, we believe that we could access capital markets to obtain debt financing for longer-term funding, if needed.

### ***Cash Flows from Investing Activities***

Net cash flow provided by investing activities in 2017 was \$2.8 billion. The primary drivers of cash flow provided by investing activities were \$4.2 billion of sale of businesses and \$23 million of net sales of long-term investments, partially offset by \$1.0 billion for acquisitions of businesses, net of cash acquired, \$232 million of net purchases of short-term investments, \$183 million for capital expenditures from continuing operations and \$19 million for capital expenditures from discontinued operations.

Net cash flow used for investing activities in 2016 was \$942 million. The primary drivers of cash flow used for investing activities were \$879 million for acquisitions of businesses, net of cash acquired, \$222 million for capital expenditures, and \$9 million of net purchases of long-term investments, partially offset by \$107 million in sale of businesses and \$61 million of net sales of short-term investments.

### ***Cash Flows from Financing Activities***

Net cash flow used for financing activities during 2017 was \$3.2 billion. The primary drivers of cash used for financing activities were share repurchases of \$2.4 billion, dividends paid to shareholders of \$364 million, issuances of debt, net of repayments, of \$345 million, and net cash payments of \$75 million related to issuance of shares for employee benefit programs.

Net cash flow used for financing activities during 2016 was \$1.2 billion. The primary drivers of cash flow used for financing activities were share repurchases of \$1.3 billion, dividends paid to shareholders of \$345 million, and net cash payments of \$80 million related to issuance of shares for employee benefit programs, partially offset by issuances of debt, net of repayments, of \$522 million.

### ***Cash and Cash Equivalents and Investments***

At December 31, 2017, our Cash and cash equivalents and Short-term investments were \$1.3 billion, an increase of \$564 million from December 31, 2016, primarily related to proceeds from the sale of businesses of \$4.2 billion and \$605 million in net cash provided by operating activities from continuing operations, partially offset by share repurchases of \$2,399 million, payments for the acquisition of businesses of \$1.0 billion, cash dividends of \$364 million, the repayments of debt, net of issuances, of \$345 million, and purchase of short-term investments of \$232 million. Of the total balance as of December 31, 2017, \$96 million was restricted as to its use, which was comprised of \$57 million of operating funds in the U.K., as required by the FCA, and \$39 million held as collateral for various business purposes. At December 31, 2017, \$3.0 billion of cash and cash equivalents and short-term investments were held in the U.S. and overdrawn cash and cash equivalents and short-term investments of \$1.7 billion were held in other countries. We maintain multi-currency cash pools with third-party banks in which various Aon entities participate. Individual Aon entities are permitted to overdraw on their individual accounts provided the overall balance does not fall below zero. At December 31, 2017 and 2016, non-U.S. cash balances of one or more entities were negative; however, the overall balance was positive.

In our capacity as an insurance broker or agent, we collect premiums from insureds and, after deducting our commission, remit the premiums to the respective insurance underwriters. We also collect claims or refunds from underwriters on behalf of insureds, which are then returned to the insureds. Unremitted insurance premiums and claims are held by us in a fiduciary capacity. In addition, some of our outsourcing agreements require us to hold funds on behalf of clients to pay obligations on their behalf. The levels of fiduciary assets and liabilities can fluctuate significantly depending on when we collect the premiums, claims, and refunds, make payments to underwriters and insureds, and collect funds from clients and make payments on their behalf, and foreign currency movements. Fiduciary assets, because of their nature, are generally invested in very liquid securities with highly-rated, credit-worthy financial institutions. In our Consolidated Statements of Financial Position, the amount we report for Fiduciary assets and Fiduciary liabilities are equal. Our Fiduciary assets included cash and short-term investments of \$3.7 billion and \$3.3 billion at December 31, 2017 and December 31, 2016, respectively, and fiduciary receivables of \$5.9 billion and \$5.7 billion at December 31, 2017 and 2016, respectively. While we earn investment income on the fiduciary assets held in cash and investments, the cash and investments cannot be used for general corporate purposes.

As disclosed in Note 15 “Fair Value Measurements and Financial Instruments” of the Notes to Consolidated Financial Statements, the majority of our investments carried at fair value are money market funds. These money market funds are held

throughout the world with various financial institutions. We are not aware of any market liquidity issues that would materially impact the fair value of these investments.

As of December 31, 2017, our investments in money market funds had a fair value of \$1.8 billion and are reported as Short-term investments or Fiduciary assets in the Consolidated Statements of Financial Position depending on their nature.

The following table summarizes our Fiduciary assets, non-fiduciary Cash and cash equivalents, and Short-term investments as of December 31, 2017 (in millions):

Asset Type	Statement of Financial Position Classification			Total
	Cash and Cash Equivalents	Short-term Investments	Fiduciary Assets	
Certificates of deposit, bank deposits or time deposits	\$ 756	\$ —	\$ 2,425	\$ 3,181
Money market funds	—	529	1,318	1,847
Cash and short-term investments	756	529	3,743	5,028
Fiduciary receivables	—	—	5,882	5,882
<b>Total</b>	<b>\$ 756</b>	<b>\$ 529</b>	<b>\$ 9,625</b>	<b>\$ 10,910</b>

### **Share Repurchase Program**

The Repurchase Program was established in April 2012 with up to \$5.0 billion in authorized repurchases, and was increased by \$5.0 billion in authorized repurchases in each of November 2014 and February 2017 for a total of \$15.0 billion in repurchase authorizations.

Under the Repurchase Program, Class A Ordinary Shares may be repurchased through the open market or in privately negotiated transactions based on prevailing market conditions, and will be funded from available capital.

During 2017, the Company repurchased 18.0 million shares at an average price per share of \$133.67, for a total cost of \$2.4 billion and recorded an additional \$12.0 million of costs associated with the repurchases to retained earnings. Included in the 18.0 million shares were 118 thousand shares that did not settle until January 2018. These shares were settled at an average price per share of \$134.41 and total cost of \$15.9 million. During 2016, the Company repurchased 12.2 million shares at an average price per share of \$102.66 for a total cost of \$1.3 billion and recorded an additional \$6 million of costs associated with the repurchases to retained earnings. At December 31, 2017, the remaining authorized amount for share repurchase under the Repurchase Program was \$5.4 billion. Under the Repurchase Program, the Company has repurchased a total of 108.2 million shares for an aggregate cost of approximately \$9.6 billion.

### **Dividends**

During 2017 and 2016, we paid dividends of \$364 million and \$345 million, respectively, to holders of our Class A Ordinary Shares. Dividends paid per Class A Ordinary Share were \$1.41 and \$1.29 for the years ended December 31, 2017 and 2016, respectively.

In January 2018, the Board of Directors approved the declaration of a dividend to shareholders of \$0.36 per ordinary share. In February 2018, we paid those dividends in the amount of \$88.8 million.

Future dividends on Aon plc ordinary shares, if any, and the timing of declaration of any such dividends, will be at the discretion of the Board of Directors of Aon plc and will depend on, among other things, our results of operations, cash requirements and surplus, financial condition, contractual restrictions and other factors that the Board of Directors of Aon plc may deem relevant, as well as our ability to pay dividends in compliance with the Companies Act 2006.

### **Distributable Reserves**

As a company incorporated in England and Wales, we are required under U.K. law to have available “distributable reserves” to make share repurchases or pay dividends to shareholders. Distributable reserves may be created through the earnings of the U.K. parent company. Distributable reserves are not linked to an IFRS reported amount (e.g., retained earnings). As of both December 31, 2017 and 2016, we had distributable reserves in excess of \$4.0 billion. We believe that we will have sufficient distributable reserves to fund shareholder dividends, if and to the extent declared, for the foreseeable future.

## ***Borrowings***

Total debt at December 31, 2017 was \$6.0 billion, a decrease of \$239 million compared to December 31, 2016. Refer to Note 8 “Debt” for additional information.

## ***Credit Facilities***

As of December 31, 2017, we had two committed credit facilities outstanding: its \$900 million multi-currency U.S. credit facility expiring in February 2021 (the “2021 Facility”) and its \$400 million multi-currency U.S. credit facility expiring in October 2022 (the “2022 Facility”). The 2022 Facility was entered into on October 19, 2017. Each of these facilities is intended to support our commercial paper obligations and our general working capital needs. In addition, each of these facilities includes customary representations, warranties, and covenants, including financial covenants that require us to maintain specified ratios of adjusted consolidated EBITDA to consolidated interest expense and consolidated debt to consolidated adjusted EBITDA, tested quarterly. At December 31, 2017, we did not have borrowings under either the 2021 or the 2022 Facility, and we were in compliance with the financial covenants and all other covenants contained therein during the twelve months ended December 31, 2017.

## ***Shelf Registration Statement***

On September 3, 2015, we filed a shelf registration statement with the SEC, registering the offer and sale from time to time of an indeterminate amount of, among other securities, debt securities, preference shares, Class A Ordinary Shares, and convertible securities. Our ability to access the market as a source of liquidity is dependent on investor demand, market conditions and other factors.

## ***Rating Agency Ratings***

The major rating agencies’ ratings of our debt at March 23, 2018 appear in the table below.

	Senior Long-term Debt	Commercial Paper	Outlook
Standard & Poor’s	A-	A-2	Stable
Moody’s Investor Services	Baa2	P-2	Stable
Fitch, Inc.	BBB+	F-2	Stable

A downgrade in the credit ratings of our senior debt and commercial paper could increase our borrowing costs, reduce or eliminate our access to debt capital, reduce our financial flexibility, increase our commercial paper interest rates, or restrict our access to the commercial paper market altogether, and/or impact future pension contribution requirements.

## ***Guarantees and Indemnifications***

### ***Sale of the Divested Business***

In connection with the sale of the Divested Business, we guaranteed future operating lease commitments related to certain facilities assumed by the Buyer. We are obligated to perform under the guarantees if the Divested Business defaults on the leases at any time during the remainder of the lease agreements, which expire on various dates through 2024. As of December 31, 2017, the undiscounted maximum potential future payments under the lease guarantee were \$100 million, with an estimated fair value of \$23 million.

Additionally, we are subject to performance guarantee requirements under certain client arrangements that were assumed by the Buyer. Should the Divested Business fail to perform as required by the terms of the arrangements, we would be required to fulfill the remaining contract terms, which expire on various dates through 2023. As of December 31, 2017, the undiscounted maximum potential future payments under the performance guarantees were \$212 million, which an estimated fair value of \$1 million.

### ***Letters of Credit and Other Guarantees***

We have entered into a number of arrangements whereby our performance on certain obligations is guaranteed by a third party through the issuance of a letter of credit (“LOCs”). We had total LOCs outstanding of approximately \$96 million at December 31, 2017, compared to \$90 million at December 31, 2016. These LOCs cover the beneficiaries related to certain of our U.S. and Canadian non-qualified pension plan schemes and secure deductible retentions for our own workers compensation program. We also have obtained LOCs to cover contingent payments for taxes and other business obligations to third parties, and other guarantees for miscellaneous purposes at our international subsidiaries.

We have certain contractual contingent guarantees for premium payments owed by clients to certain insurance companies. The maximum exposure with respect to such contractual contingent guarantees was approximately \$95 million at December 31, 2017, which is unchanged as compared to December 31, 2016.

### ***Other Liquidity Matters***

We do not have material exposure related to off balance sheet arrangements. Our cash flows from operations, borrowing availability, and overall liquidity are subject to risks and uncertainties. See “Information Concerning Forward-Looking Statements,” and “Principal Risks and Uncertainties.”

### ***Contractual Obligations***

Summarized in the table below are our contractual obligations and commitments as of December 31, 2017. Payments by year due are estimated as follows (in millions):

	Payments due in				
	2018	2019-2020	2021-2022	2023 and beyond	Total
Principal payments on debt	\$ 299	\$ 600	\$ 400	\$ 4,770	\$ 6,069
Interest payments on debt	267	526	442	2,362	3,597
Operating leases	277	463	363	613	1,716
Pension and other postretirement benefit plans	181	388	281	757	1,607
Purchase obligations	191	192	30	33	446
Total	\$ 1,215	\$ 2,169	\$ 1,516	\$ 8,535	\$ 13,435

Pension and other postretirement benefit plan obligations include estimates of our minimum funding requirements pursuant to the Employee Retirement Income Security Act (“ERISA”) and other regulations, as well as minimum funding requirements agreed with the trustees of our U.K. pension plans. Additional amounts may be agreed to with, or required by, the U.K. pension plan trustees. Nonqualified pension and other postretirement benefit obligations are based on estimated future benefit payments. We may make additional discretionary contributions.

In 2017, our principal U.K. subsidiary agreed with the trustees of one of the U.K. plans to contribute £44 million (\$59 million at December 31, 2017 exchange rates) through 2019 which is estimated to bring the plan to 100% funded basis. Contributions were based on the 2016 valuation and no further contributions are forecasted after 2019. The trustees of the plan have certain rights to request that our U.K. subsidiary advance an amount equal to an actuarially determined winding-up deficit. As of December 31, 2017, the estimated winding-up deficit was £122 million (\$163 million at December 31, 2017 exchange rates). The trustees of the plan have accepted in practice the agreed-upon schedule of contributions detailed above and have not requested the winding-up deficit be paid.

Purchase obligations are defined as agreements to purchase goods and services that are enforceable and legally binding on us, and that specifies all significant terms, including the goods to be purchased or services to be rendered, the price at which the goods or services are to be rendered, and the timing of the transactions. Most of our purchase obligations are related to purchases of information technology services or other service contracts. Purchase obligations exclude \$259 million of liabilities for uncertain tax positions due to our inability to reasonably estimate the period(s) when potential cash settlements will be made.

### ***Financial Condition***

At December 31, 2017, our net assets, representing total assets minus total liabilities, were \$4.7 billion, a decrease from \$5.7 billion at December 31, 2016. The decrease was due primarily to share repurchases of \$2.4 billion, and dividends to shareholders of \$364 million, partially offset by Net income of \$1,237 million for the year ended December 31, 2017, and a decrease in other reserves loss of \$369 million related primarily to foreign currency translation adjustments. Working capital increased by \$237 million from \$415 million at December 31, 2016 to \$652 million at December 31, 2017.

### ***Other Reserves***

Other reserves increased \$369 million to \$(1.0) billion at December 31, 2017 as compared to \$(1.4) billion at December 31, 2016, which was primarily driven by the following:

- net foreign currency translation adjustments increased Other reserves by 385 million, due to the weakening of the U.S. dollar against certain foreign currencies;

- net financial instrument losses of \$(11) million.

## Environment

The Company recognizes the importance of its environmental responsibilities, generally monitors its impact on the environment, and designs and implements policies to reduce any damage that might be caused by its activities. The Company's commitment to environmental issues is explained on its website at [www.aon.com/about-aon/global-citizenship](http://www.aon.com/about-aon/global-citizenship).

## Employees

### *Disabled Employees*

The Company endeavors to provide full and fair consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person. Where existing employees become disabled, it is the Company's policy where practicable to provide continuing employment under normal terms and conditions and to provide training and career development, as well as promotion as appropriate.

### *Employee Involvement*

The Company's policies and practices are designed to keep employees informed on matters relevant to them as employees through regular updates to its internal employee website. The Company generally considers the needs of its employees when implementing policies which affect them. During the year, the Company continued its training and development scheme covering technical, personal and management development programs. Additionally, employees are encouraged to gain professional qualifications with the active support of the Company.

## Diversity

In order to foster diversity within the workforce, the Company has continued its Aon Diversity Council. The Council's mission is to champion initiatives throughout the Company by raising awareness of the value of having a diverse workforce and the value of inclusion. Its aim is to create an environment where every employee feels valued, and where their talents are fully utilized. The Council's membership consists of representatives of relevant diversity groups across Aon's businesses as well as representatives of Aon's senior management and human resources department. For the purpose of this initiative, diversity groups are made up of Aon's employees who help us identify and understand the diversity issues facing our workforce. Aon's diversity initiative has several objectives, including encouraging an environment where everyone feels valued and free to be open about their diversity and to widen our talent pool to be seen as an employer of choice by people from all backgrounds.

### *Employee Gender*

As of December 31	2017		2016	
	Male	Female	Male	Female
Directors	8	3	8	3
Senior Managers	13	4	15	6
Employees of the Company	23,000	25,000	33,000	36,000

## Social and Community Issues

The Company is committed to the health and safety and the human rights of its employees and communities in which it operates. The Aon Foundation is the principal vehicle for Aon's charitable donations. The Foundation's charitable giving is focused primarily on promoting access to and excellence in education. The Company believes that education sets the foundation for future success, for individuals as well as the business community. Therefore, the Company invests in programs that make a marked difference in the academic achievement of young people and help to develop our future workforce.

The Foundation also supports the enrichment of our society through arts and cultural programs and community and human service projects that serve diverse communities, with emphasis on organizations that foster the development of at-risk youth.

In 2002, the Company established The Aon Memorial Education Fund to provide post-secondary educational financial assistance to the dependent children of the Aon employees who were killed in the World Trade Center attacks.

Details of the Company's charitable work and service in local communities can be found at [www.aon.com/about-aon/global-citizenship](http://www.aon.com/about-aon/global-citizenship).

For and on behalf of the Board

/S/ Peter Lieb

Company Secretary

Date: March 23, 2018

Registered Number 07876075

## **REPORT OF THE DIRECTORS**

The directors present their annual report together with the audited consolidated financial statements for the year ended December 31, 2017, as well as the audited parent company financial statements for the year ended December 31, 2017.

### ***Basis of Presentation***

The directors have elected to prepare the Consolidated Financial Statements and the Parent Company Financial Statements in accordance with International Financial Reporting Standards as endorsed by the European Union (“IFRS”) and IFRIC interpretations and the Companies Act 2006 applicable to Companies reporting under IFRS.

The accompanying Consolidated Financial Statements include the accounts of Aon plc, a U.K. company, and its controlled subsidiary companies (collectively, the “Company”). In this Report of the Directors, we use the terms “Aon,” “we,” the “Company,” “our” and “us” to refer to Aon plc and its subsidiaries.

The Consolidated Financial Statements include the Consolidated Statement of Financial Position and Shareholders’ Equity of Aon plc and its subsidiaries as of December 31, 2017 and December 31, 2016, and the related Consolidated Statements of Income, Comprehensive Income, and Cash Flows for the period ended December 31, 2017 and December 31, 2016. The Parent Company Financial Statements include the Statement of Financial Position and Shareholders’ Equity of the Aon plc as of December 31, 2017 and December 31, 2016, and the related Cash Flows for the periods ended December 31, 2017 and December 31, 2016.

### ***Directors***

Lester B. Knight	(appointed April 2, 2012)
Gregory C. Case	(appointed January 9, 2012)
Fulvio Conti	(appointed April 2, 2012)
Cheryl A. Francis	(appointed April 2, 2012)
Jin-Yong Cai	(appointed August 10, 2016)
J. Michael Losh	(appointed April 2, 2012)
Robert S. Morrison	(appointed April 2, 2012)
Richard B. Myers	(appointed April 2, 2012)
Richard C. Notebaert	(appointed April 2, 2012)
Gloria Santona	(appointed April 2, 2012)
Carolyn Y. Woo	(appointed April 2, 2012)

### ***Acquisition of Own Shares***

Aon’s Class A Ordinary Shares, \$0.01 nominal value per share, are traded on the New York Stock Exchange. We hereby incorporate by reference Note 11, “Shareholders’ Equity” of the Notes to Consolidated Financial Statements.

Aon has a share repurchase program authorized by the Company’s Board of Directors (the “Repurchase Program”). The Repurchase Program was established in April 2012 with up to \$5.0 billion in authorized repurchases, and was increased by \$5.0 billion in authorized repurchases in each of November 2014 and February 2017 for a total of \$15.0 billion in repurchase authorizations.

During 2017, we repurchased 18.0 million shares at an average price per share of \$133.67 for a total cost of \$2.4 billion. The remaining authorized amount for share repurchase under our Repurchase Program is \$5.4 billion.

Information relating to the compensation plans under which equity securities of Aon are authorized for issuance is set forth under the Directors’ Remuneration section of this report and is incorporated herein by reference.

### ***Greenhouse Gas Emissions***

The Company is committed to reducing its impact on the environment. Since 2007, Aon has had a network of Eco-Champions to drive internal change. Since 2009, Aon has had a sustainability strategy led by Aon’s Head of Sustainability. This strategy is supported by both operational and product strategies, including an energy management strategy and a membership in the ClimateWise initiative for the insurance industry.

*Reporting Period* - January 1, 2017 to December 31, 2017.

*Operational Control Methodology* - The Company has adopted the operational control method of reporting which includes those entities over which the Company has operational control. The emissions reported below are for the 557 Aon plc offices around the world where the Company exercises direct operational control.

*Emissions Scopes* - Mandatory greenhouse gas (“GHG”) reporting requires emissions associated with Scope 1 (direct emissions) and Scope 2 (indirect emissions from purchased electricity, heating and cooling) to be reported<sup>1</sup>. It is not obligatory to report Scope 3 (indirect emissions from the inputs and outputs to the main business activity - i.e. supply chain and consumer/end-user related emissions). While the Company has not collected and presented Scope 3 data in this year’s report, there is potential to do this in future years.

*Exclusions* - The Company has collected as much data as possible from its 557 office portfolio. In cases where electricity or gas consumption data was not available, it has been estimated using one of the following techniques:

- Extrapolating data where offices were not able to provide usage figures for the full 12 month period (January 1, 2017 to December 31, 2017).
- Where extrapolation was not possible as no data was provided by the office, a “medium-high reliability” benchmark by country was selected as a basis for estimate electricity and gas consumption.
- Where no data was provided for a site and this was located within the same property address as a part of the same building where there is another area where energy data was provided, an estimation was carried out based on it (this was carried out in just two cases).

Where travel data (in terms of mileage and/or fuel use) was not reasonably available, this data has been excluded from the emissions reported as it was not determined to make accurate estimates.

Refrigerant data has been provided for 2017; however this does not represent the full usage across Aon’s global sites. Where only refrigerant stock data was available, and it was not accompanied by associated recharges that would indicate leakage, these were excluded from the total emissions. Aon will make further efforts to collect this data from its global office portfolio in future reporting periods.

*Methodology* - All data has been collected and analyzed in a manner consistent with the GHG Protocol Corporate Accounting and Reporting Standard. The Defra U.K. and international 2017 emission factors have been used to calculate GHG emissions for the Company’s 2017 operations. Due to limitations of international emissions factors for natural gas, all natural gas is calculated utilizing the U.K. emissions factor provided by Defra. The data inputs and outputs have been reviewed by Coldwell Banker Richard Ellis (“CBRE”) on behalf of the Company.

*The Company’s Emissions* - Purchased electricity accounts for the greatest amount of overall emissions (2017: 71,670 CO<sub>2</sub>e, 75%; 2016: 95,352 CO<sub>2</sub>e, 74%). Diesel usage (for non-travel related) accounts for the lowest level of emissions.

*Comparison to the 2016 reporting period* - The Company’s recorded emissions have decreased by approximately 20% from 2016, which can be mainly attributed to changes in methodology, improved data collection processes carried out in 2017 that the Company believes are more accurate and better reflect the emissions produced by Aon’s offices and through its operations, and the impact of the sale of the Divested Business.

The emissions have also been calculated using an intensity metric, which will enable Aon to monitor how well it is controlling emissions on an annual basis, independent of fluctuations in the levels of its activity. For Aon, the most suitable metric is emissions per dollar of revenue. Aon’s emissions per dollar of revenue for the 2017 and 2016 reporting periods are shown in the table below.

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<sup>1</sup> Scope 1 emissions relate to gas combustion and refrigerant usage.

Scope 2 emissions relate to purchased electricity.

Scope 3 emissions relate to water usage, commercial air travel and office waste.

**Aon plc's Emissions by Scope for the year ended December 31 (in CO2e):**

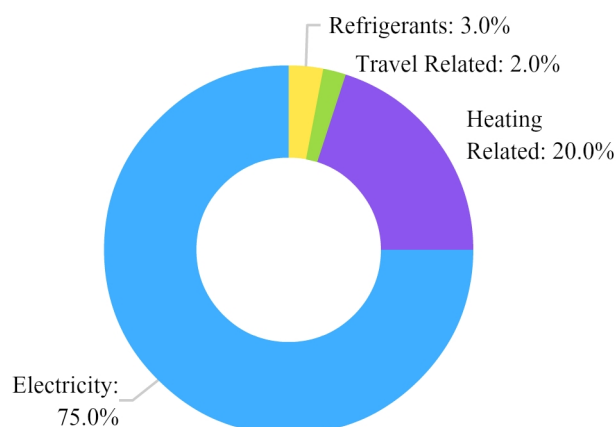
Scope	For the Year Ended December 31	
	2017	2016
Scope 1	<b>23,543</b>	24,738
Scope 2	<b>71,670</b>	95,402
<b>Total</b>	<b>95,213</b>	120,140

**Aon plc's Emissions**

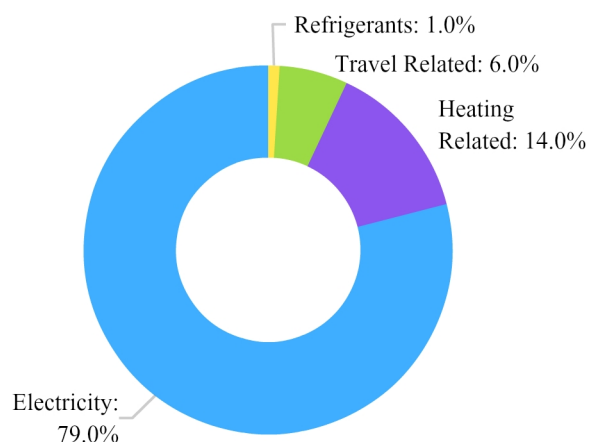
For the Year Ended December 31			2017		2016	
Emission Sources	Scope	Unit	Entered Value	CO2e	Entered Value	CO2e
<u>Travel Related Emissions</u>						
Car - Average (All fuel types - miles)	1	km	—	—	—	—
Car - Average (diesel - miles)	1	km	6,573,791	1,221	2,505,303	738
Car - Average (petrol - miles)	1	km	2,473,651	459	942,720	291
Diesel (litres)	1	litres	—	—	1,127,970	3,019
Petrol (litres)	1	litres	—	—	1,313,438	2,886
LPG car usage	1	kWh	—	—	—	—
<u>Electricity Related Emissions</u>						
Purchased electricity	2	kWh	163,282,014	71,670	182,147,137	95,352
Heat and steam	2	kWh	—	—	246,962	50
<u>Heating Related Emissions</u>						
Natural Gas	1	kWh	52,694,668	18,610	38,783,876	10,357
Oil	1	kWh	1,836,349	510	2,332,757	6,918
<u>Other Fuels (Non-Travel)</u>						
Diesel	1	litres	—	—	4,612	12
<u>Refrigerants / Other Fuels</u>						
HCFC-22/R22 = chlorodifluoromethane	1	kg	—	1	31	212
HFC-134a	1	kg	—	—	—	—
R404A	1	kg	—	—	14	29
R407C	1	kg	—	—	115	276
R410A	1	kg	1,263	2,743	—	—
<b>TOTAL CO2e (tons)</b>				<b>95,213</b>		<b>120,140</b>

## Aon plc's Emissions by Source

### 2017 Absolute Emissions (tons CO2e)



### 2016 Absolute Emissions (ton CO2e)



*Emissions Intensity* - Emissions have also been calculated using an “intensity metric,” which will assist the Company in monitoring how well it is controlling emissions on an annual basis, independent of fluctuations in the levels of its activity. For the Company the most suitable metric is “emissions per million dollars of revenue” and “emissions per employee.”

The Company’s emissions per million dollars of revenue are shown in the table below.

Scope	Tons CO2e/\$M Revenue	
	2017	2016
Scope 1	2.35	2.09
Scope 2	7.17	8.05
<b>Total</b>	<b>9.52</b>	<b>10.14</b>

The Company’s emissions per employee are shown in the table below.

Scope	Tons CO2e/Employee	
	2017	2016
Scope 1	0.34	0.36
Scope 2	1.02	1.39
<b>Total</b>	<b>1.36</b>	<b>1.75</b>

### Political Donations

No political donations were made by the Company during 2017. In 2016, a wholly-owned Canadian subsidiary of Aon plc made a one-time political contribution of approximately \$3,700 to Progressive Conservative Party of Ontario.

### Employees

Information relating to employees is incorporated herein by reference to the Employees section of the Strategic Report contained in this report.

### Dividends

In January 2018, the Board of Directors approved the declaration of a dividend to shareholders of \$0.36 per ordinary share. In February 2018, we paid those dividends in the amount of \$88.8 million.

Future dividends on Aon plc ordinary shares, if any, and the timing of declaration of any such dividends, will be at the discretion of the Board of Directors of Aon plc and will depend on, among other things, our results of operations, cash requirements and

surplus, financial condition, contractual restrictions and other factors that the Board of Directors of Aon plc may deem relevant, as well as our ability to pay dividends in compliance with the Companies Act 2006.

### ***Future Developments***

The directors do not anticipate that any other of the Company's significant/material activities will change in the foreseeable future.

### ***Directors - Indemnity***

The Company has entered into deeds of indemnity with each of its directors effective upon the director's appointment to the Board of Directors (other than with respect to Mr. Case, who entered into a deed of indemnity with the Company on March 29, 2012). The Company has also entered into deeds of indemnity with certain executive officers. The deeds of indemnity provide that the Company will indemnify such persons to the maximum extent permitted by applicable law against all losses suffered or incurred by them, among other things, that arise out of or in connection with his or her appointment as a director or officer, an act done, concurred in or omitted to be done by such person in connection with such person's performance of his or her functions as a director or officer, or an official investigation, examination or other proceedings ordered or commissioned in connection with the affairs of the company of which he or she is serving as a director or officer at the request of the indemnifying company.

### ***Use of Financial Instruments***

Information on the Company's risk management process and the policies for mitigating certain types of risk are set out on pages 7 to 23. Details of the financial instruments used for these purposes are set out in Note 14 "Derivatives and Hedging" and Note 15 "Fair Value Measurements and Financial Instruments" of the Notes to Consolidated Financial Statements.

### ***Disclosure of Information to the Auditor***

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information, being information needed by the auditor in connection with preparing its report, of which the auditor is unaware. Having made inquiries of fellow directors and the group's auditor, each director has taken all the steps that he/she is obliged to take as a director in order to make himself/herself aware of any relevant audit information and to establish that the auditor is aware of that information.

### ***Statement of Going Concern***

The Directors have undertaken a going concern assessment in accordance with "Guidance on the Going Concern Basis of Accounting and Reporting on Solvency and Liquidity Risks," published by the Financial Reporting Council in 2016. As a result of this assessment, and after making inquiries, the directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they have adopted the going concern basis in preparing the financial statements.

### ***Auditor***

Ernst & Young LLP were re-appointed as auditors of the Company on June 23, 2017. In accordance with s.485 of the Companies Act 2006, a resolution is to be proposed at the Annual General Meeting for reappointment of Ernst & Young LLP as auditor of the Company.

### ***Significant Events Since Year End***

This report was issued on March 23, 2018. The Company has evaluated events and transactions subsequent to the balance sheet date.

During the period from January 1, 2018 to March 21, 2018, the Company repurchased 3.6 million shares at an average price per share of \$140.98 for a total cost of \$503 million. At March 21, 2018, the remaining authorized amount for share repurchase under the Share Repurchase Programs is \$4.9 billion. The amount of shares repurchased after this date and prior to authorization of the financial statements on March 23, 2018 was insignificant to the Consolidated Financial Statements.

As of March 21, 2018, the Company had €270 million (\$333 million at March 21, 2018 exchange rates) of commercial paper borrowings outstanding on the European commercial paper program and \$174 million outstanding on the US commercial paper program. The proceeds from the issuance of commercial paper will be used to fund short-term working capital needs. The amount of commercial paper borrowed after this date and prior to authorization of the financial statements on March 23, 2018 was insignificant to the Consolidated Financial Statements. Additionally, in March 2018 we re-initiated the Euro commercial paper foreign net investment hedge program in connection with the utilization of our European commercial paper program.

On March 8, 2018, the Company's 4.76% Senior Note issued by a Canadian subsidiary matured and the Company repaid the CAD 375 million (\$291 million at March 8, 2018 spot rate).

The Company is not aware of any events or transactions, other than those disclosed above and in Future Developments, that occurred subsequent to the balance sheet date but prior to March 23, 2018 that would require recognition or disclosure in its Consolidated Financial Statements or Parent Company Financial Statements.

For and on behalf of the Board

/S/ Peter Lieb  
Company Secretary  
Date: March 23, 2018  
Registered Number 07876075

## **DIRECTORS' REMUNERATION REPORT**

This report sets out the relevant disclosures in relation to directors' remuneration for the financial year ended December 31, 2017. The report has been prepared in accordance with the requirements of the U.K. Large and Medium-sized Companies & Groups (Accounts & Reports) (Amendment) Regulations 2013 (the "Regulations") which apply to the Company. The relevant sections of the report have been audited by Ernst & Young LLP.

On April 2, 2012, the Company completed the reorganization of the corporate structure of the group of companies controlled by the predecessor holding company of the Aon group, Aon Corporation, pursuant to which Aon Corporation merged with one of its indirect, wholly owned subsidiaries and Aon plc became the publicly-held parent company of the Aon group. This transaction is referred to as the redomestication. References in this report to the actions of "the Company", "us", "we" or "Aon" (or its board of directors, committees of its board of directors, or any of its directors and/or officers) or any similar references relating to periods before the date of the redomestication should be construed as references to the actions of Aon Corporation (or, where appropriate, its board of directors, committees of its board of directors or its directors and/or officers), being the previous parent company of the Aon group.

### **STATEMENT OF THE CHAIRMAN OF THE ORGANIZATION & COMPENSATION COMMITTEE**

We continue our journey to be the leading professional services firm focused on risk, retirement and health. To achieve our objectives, we must be the destination of choice for the best talent. Our remuneration programs support this vision and business strategy and are designed to align the financial interests of our executives with those of our shareholders in both the short- and long-term.

The core principle of our executive compensation program continues to be pay for performance. That core principle dictates that performance-based pay elements (which constitute the bulk of our executive officers' total direct compensation) will not be earned or paid unless our shareholders benefit first.

As discussed elsewhere in this annual report, in respect of 2017, we again delivered a strong performance. Results reflect solid earnings per share growth and operating cash flow generation. We continue to execute on our goals of strategically investing in client-serving capabilities and long-term growth opportunities across our portfolio, managing expenses and effectively allocating capital to the highest return. Further, we returned \$2.8 billion of capital to shareholders in 2017 through share repurchases and dividends, with an additional \$1.0 billion spent on attractive acquisitions, highlighting our strong cash flow generation and effective allocation of capital. We believe we are strongly positioned for continued long-term value creation through further improvements in operating performance and strong free cash flow generation coupled with significant financial flexibility.

During 2017, we again made no adjustments to target bonus percentages. In the first quarter of 2017, we determined that the Company's 2017 incentive compensation pool for members of the Company's management executive committee would equal the budgeted accruals for aggregate target annual incentive payments for those members, multiplied by the percentage increase in operating income from 2016 to 2017 (reduced by 200 basis points). We set the minimum achievement threshold at 70% of a 2016 baseline adjusted operating income number of \$2,095 million, or \$1,467 million. The 2016 baseline was determined based on 2016 adjusted operating income (\$2,418 million) less the then-projected impact of the sale of our benefits administration and business process outsourcing platform (\$323 million). We selected operating income, as adjusted, as the measure to emphasize performance of the Company as a whole and directly link executives' awards to our key business initiatives of delivering distinctive client value and achieving operational excellence. For 2017, adjusted operating income in 2017 was \$2,209 million (after permitted adjustments by the Organization and Compensation Committee to exclude the impact of restructuring savings), which exceeded the minimum achievement threshold. After application of the operating income funding guidelines approved in March 2017, the total incentive pool for executive committee members, including Mr. Case, was determined to be funded at \$16.0 million. The independent members of the Board, on the recommendation of the Organization and Compensation Committee, approved an annual incentive bonus for Mr. Case under the plan of \$2 million.

In early 2018, we determined the actual achievement under the tenth cycle of our Leadership Performance Program, covering the performance period from January 1, 2015 through December 31, 2017, and the performance share units granted under this program vested. The Company's cumulative adjusted earnings per share from continuing operations targets for this program ranged from \$17.44, below which no payout was due to occur, to \$19.76 or higher, which would have yielded shares equal to 200% of the target number. A result of \$18.14 in cumulative adjusted earnings per share from continuing operations would have yielded shares equal to 100% of the target number. This target represented a 12.6% increase over the adjusted target for the prior cycle of our Leadership Performance Program established for the performance period from 2014 through 2016. Our actual cumulative adjusted earnings per share from continuing operations for the three-year period (after permitted adjustments) was \$19.20, resulting in a payout at 175% of target. For each year of the tenth performance cycle under the Leadership Performance Program, adjustments to EPS from continuing operations were approved by the Organization and Compensation Committee to

address the impact of extraordinary legal settlements, the divestiture of our benefits administration and business process outsourcing platform, and restructuring savings.

In the first quarter of 2017, we granted performance share units under our Leadership Performance Program to our executive officers, including Mr. Case, our President and Chief Executive Officer and our sole executive director. This program began on January 1, 2017 and ends on December 31, 2019, and is intended to further strengthen the relationship between capital accumulation for our executives and long-term financial performance of the Company and the generation of shareholder value. The target levels for this program have been omitted from this directors' remuneration report as such targets are considered commercially sensitive. The target levels are expected to be disclosed in the directors' remuneration report after the completion of the applicable performance period.

We believe that the performance metrics established under our annual incentive program and each of our Leadership Performance Programs cycles reflect our core operating performance and balance our executives' short and long term perspective appropriately.

With regard to the compensation of our non-executive directors, no changes were made to our non-executive director compensation program during 2017. The annual retainer for each non-executive Board member remained at \$120,000 annually. In addition, during 2017, the annual equity award to each of our non-executive directors remained at \$160,000 to each of our non-executive directors and at \$385,000 in the aggregate to our non-executive chairman.

The Committee believes that the Company is well positioned for long-term value creation through improvements in operating performance and strong free cash flow generation and that the Company's remuneration programs achieved their purposes of linking pay to performance in 2017.

/S/ Richard Notebaert

Chairman

Organization and Compensation Committee

## GOVERNANCE

### Operation of the Organization & Compensation Committee

The Organization & Compensation Committee (the “Committee”) assists the Company’s Board of Directors (the “Board”) in carrying out its overall responsibilities with regard to executive compensation, including oversight of the determination and administration of the Company’s compensation philosophy, policies, and schemes for the Company’s executive officers and non-executive directors. The Committee annually reviews and determines the compensation of the Company’s executive officers, including Mr. Case, the Company’s President and Chief Executive Officer and sole executive director, subject to the input of the other independent members of the Board. The Committee consults with Mr. Case on, and directly approves, the compensation of other executive officers, including special hiring and severance arrangements. The Committee administers the Aon plc 2011 Incentive Plan (and its predecessor plans), including granting equity (other than awards to Mr. Case, which awards are approved by the independent members of the Company’s Board in accordance with applicable law) and interpreting the plan, and has general settlor responsibility with respect to the Company’s other U.S. employee benefit programs. In addition, the Committee reviews and makes recommendations to the Board concerning the non-executive directors’ compensation and certain amendments to the Company’s incentive plans and equity plans. The Committee also reviews and discusses the compensation disclosures contained in the Company’s Annual Report on Form 10-K, proxy statement and this directors’ remuneration report. The Committee may delegate its authority to sub-committees when appropriate.

During 2017, the members of the Committee were:

- Richard C. Notebaert (chair)
- Jin-Yong Cai
- Cheryl A. Francis
- Robert S. Morrison
- Richard B. Myers
- Carolyn Y. Woo

None of the members of the Committee is an executive officer and each member is independent as such term is defined under the rules of the NYSE and the Company’s own independence standards. The remuneration of the Company’s non-executive directors is considered by the Board as a whole with recommendations made by the Committee. In 2017, the Committee met seven times.

### Committee Advisors

The Committee has retained Frederic W. Cook & Co., Inc. (“FW Cook”) as its independent remuneration consultant. The consultant is engaged by, and reports directly to, the Chairman of the Committee. The consultant does not advise Company management or receive other remuneration from the Company. The Committee annually reviews the independence of FW Cook pursuant to SEC and NYSE rules. The Committee has determined that no conflict of interest exists that would prevent FW Cook from serving as an independent consultant to the Committee. George Paulin, the Chairman of FW Cook, typically participates in all meetings of the Committee during which remuneration matters for Mr. Case, other executive officers, or non-executive directors are discussed and communicates between meetings with the Chair of the Committee. During 2017, the consultant assisted the Committee by:

- providing insights and advice regarding our compensation philosophy, objectives and strategy;
- developing criteria for identification of our peer group for executive and Board compensation and Company performance review purposes;
- reviewing management’s design proposals for short-term cash and long-term equity incentive compensation programs;
- providing insights and advice regarding our analysis of risks arising from our compensation policies and practices;
- providing change in control severance calculations for our senior executive officers in the Company’s 2017 annual proxy disclosure;
- providing compensation data from the Company’s peer group proxy and other disclosures; and
- advising on and providing comments on management’s recommendations regarding executive officers’ annual incentives for 2017 and equity based awards granted in 2017.

FW Cook charges the Company on an hourly rate plus expenses basis. During the year ended December 31, 2017, the Company paid FW Cook \$189,102 for its services.

The Committee has delegated certain governance responsibilities related to the Company’s retirement plans globally to the Retirement Plan Governance and Investment Committee (“RPGIC”), and the Committee delegated certain administrative responsibilities under the Company’s U.S. employee benefit plans to the Administrative Committee. Each of the members of the RPGIC and the Administrative Committee are employees of the Company or its subsidiary undertakings. In addition, the following officers and employees of the Company and its subsidiary undertakings provide assistance to the Committee as required:

- Mr. Anthony Goland, Executive Vice President and Chief Human Resources Officer;
- Ms. Christa Davies, Executive Vice President and Chief Financial Officer;
- Mr. Peter Lieb, Executive Vice President, General Counsel and Company Secretary;
- Mr. Darren Zeidel, Vice President, Global Chief Counsel; and
- Ms. Sherene Jodrey, Assistant General Counsel.

The Committee is also supported by the Company Secretary and Compensation functions. No individuals provide input to the Committee with regard to their own remuneration.

## THE COMPANY'S REMUNERATION REPORT FOR 2017

### Directors' Remuneration (in thousands):

(audited)	Salary and Fees		Benefits <sup>(1)</sup>		Annual Bonus <sup>(2)</sup>		LPP Vesting <sup>(3)</sup>		Pension		Total	
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
<b>Executive</b>												
Gregory C. Case <sup>(4)</sup>	1,500	1,500	712	729	2,029	3,030	63,067	25,306	29	29	67,337	30,594
<b>Non-Executive</b>												
Lester B. Knight	525	525	157	139	—	—	—	—	—	—	682	664
Jin-Yong Cai <sup>(5)</sup>	280	187	84	—	—	—	—	—	—	—	364	187
Fulvio Conti	300	300	54	30	—	—	—	—	—	—	354	330
Cheryl A. Francis	280	280	10	13	—	—	—	—	—	—	290	293
James W. Leng <sup>(6)</sup>	—	230	—	—	—	—	—	—	—	—	—	230
J. Michael Losh	305	305	8	8	—	—	—	—	—	—	313	313
Robert S. Morrison	280	280	50	5	—	—	—	—	—	—	330	285
Richard B. Myers	280	280	50	27	—	—	—	—	—	—	330	307
Richard C. Notebaert	300	300	15	35	—	—	—	—	—	—	315	335
Gloria Santana	300	300	55	29	—	—	—	—	—	—	355	329
Carolyn Y. Woo	280	280	50	11	—	—	—	—	—	—	330	291
<b>Total</b>	<b>4,630</b>	<b>4,767</b>	<b>1,245</b>	<b>1,026</b>	<b>2,029</b>	<b>3,030</b>	<b>63,067</b>	<b>25,306</b>	<b>29</b>	<b>29</b>	<b>71,000</b>	<b>34,158</b>

- (1) For Mr. Case, "Benefits" consists of accompanied travel, tax preparation services, health and welfare benefits, and certain allowances in connection with his relocation to London. See the description of "Executive and Relocation Benefits" below. For accompanied travel, the amount included is the amount charged to income tax for Mr. Case in accordance with United States Internal Revenue Service regulations. Allowances related to Mr. Case's relocation totaled \$614,513 in 2016 and 2017. For each non-executive director, "Benefits" consists of tax equalization for incremental individual income taxes paid in the U.K. as a result of the Company's redomestication and certain other travel-related benefits.
- (2) 35% of the bonus award (\$700,000 in 2017 and \$1,050,000 in 2016) was paid in restricted share units under the Incentive Stock Program ("ISP"). This amount also includes dividend equivalents granted under the ISP.
- (3) Performance share units under the Leadership Performance Plan ("LPP") vest upon certification of the achievement of performance criteria following the completion of the performance period. The amount shown is determined by multiplying the actual number of shares delivered (447,633 for 2017 and 215,776 for 2016) by the closing share price on the date of vesting (\$140.89 for 2017 and \$117.28 for 2016).
- (4) Mr. Case serves as the Company's President and Chief Executive Officer, and receives his remuneration for serving in that role.
- (5) Mr. Cai joined the board on August 10, 2016.
- (6) Mr. Leng resigned from the board on August 2, 2016.

Effective January 1, 2017, we have adopted individual limits on annual non-employee director compensation. The maximum value of total cash and equity compensation that may be paid annually is \$600,000 for non-employee directors other than the non-executive chairman, and \$900,000 for the non-executive chairman. The maximum tax equalization payment that may be paid annually is \$150,000 for non-employee directors other than the non-executive chairman, and \$250,000 for the non-executive chairman. The maximum value of other benefits (excluding charitable contributions under the Aon plc Corporate Sponsored Bequest Plan) that may be provided annually is \$25,000 for all non-employee directors, including the non-executive chairman.

### Remuneration Decisions in 2017

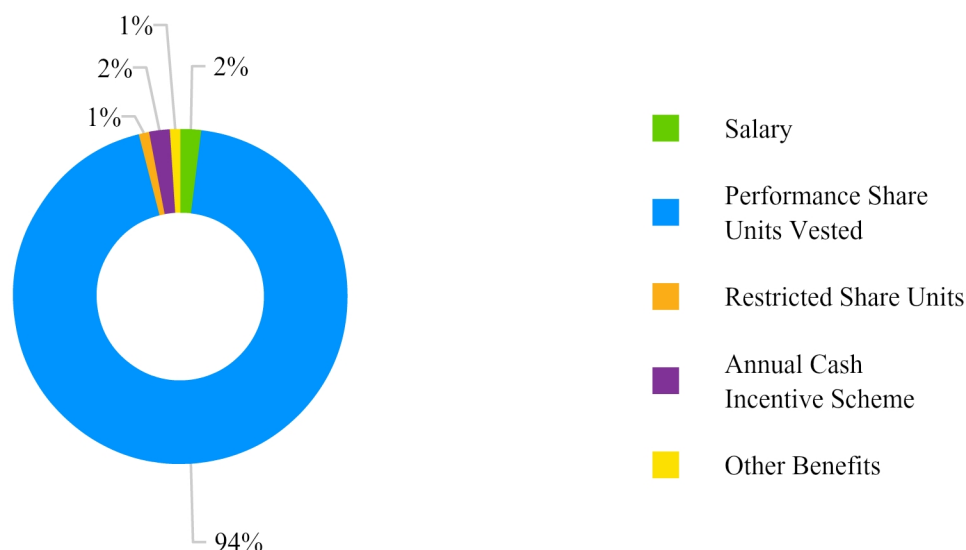
The Committee sets executive compensation at levels that it believes to be appropriate and competitive for global professional services firms within the Company's market sector and the general industry marketplace. The Committee also strives to link a significant portion of Mr. Case's remuneration and the remuneration of the Company's other senior executives to performance. Overall, the Committee's intent is to manage the various elements of total remuneration together so that the emphasis of the Company's remuneration program is on the Company's variable components of pay, including long-term share-based awards and annual cash incentives that fluctuate based on the Company's performance.

For 2017, the Committee did not have a specific market target to set total remuneration for Mr. Case or other executive officers or particular components of it. The Committee does not use a specific formula to set total remuneration either in relation to market data, the relative mix of pay components or otherwise. Rather, the Committee uses its judgement and business experience. A decision regarding one component of remuneration has only an indirect link to decisions regarding other pay components.

In setting remuneration for 2017, the Committee took into account the pay and employment conditions of other employees within the group, as follows:

- the Committee oversees the general funding of the annual cash incentive scheme for other eligible employees within the group, and the funding of that scheme is similarly linked to the Company's performance; and
- the Committee oversees the long-term share-based schemes available to other employees within the group and, where applicable, the Committee links those awards to the performance of the Company's business.

The chart below summarizes the actual total remuneration for Mr. Case received for 2017 as reported in the single figure table above:



### Determination of 2017 Annual Bonus

Annual bonus payments were determined with reference to performance over the year ended December 31, 2017. In the first quarter of 2017, the Committee determined that 2017 Aon-wide performance would be measured by growth in adjusted operating income ("OI") for 2017 as compared to adjusted OI in 2016. OI excludes the impact of certain items calculated in accordance with U.S. GAAP, such as amortization and impairment of intangible assets, restructuring charges, pension settlements, and other specific legal or regulatory matters. The Committee set the minimum achievement threshold at 70% of a 2016 baseline adjusted operating income number of \$2,095 million, or \$1,467 million. The 2016 baseline was determined based on 2016 adjusted operating income (\$2,418 million) less the then-projected impact of the sale of our benefits administration and business process outsourcing platform (\$323 million). The Committee selected adjusted OI as the measure to emphasize performance of Aon as a whole and directly link executives' awards to Aon's key business initiatives of delivering distinctive client value and achieving operational excellence. The Committee believed that the 2017 target was achievable but challenging. The Committee set the minimum threshold at 70% because we believed performance below that level would not create sufficient value for the Company's shareholders and, therefore, should not result in annual incentive payments.

If the minimum achievement threshold is satisfied, the annual incentive pool is funded. If not achieved, no annual incentive bonuses to the management executive committee members are paid. During the first quarter of 2017, the Committee determined that Aon's 2017 adjusted OI was \$2,209 million (after permitted adjustments to exclude \$127 million of restructuring savings), or 105.4% of the 2016 baseline. This resulted in an annual incentive pool being funded under a framework approved by the Committee in early 2017; under that framework, the size of the incentive pool generally equals the budgeted accruals for aggregate target annual incentive payments for management executive committee members, multiplied by the percentage increase in OI from 2016 to 2017 (reduced by 200 basis points), although the Committee retains the discretion to approve increases (up to 10%) and decreases

(up to 20%) in the size of the incentive pool. In other words, the incentive pool is only funded at target if there is a 2% increase in adjusted OI over the previous year. Based on 2017 results, the incentive pool was funded at \$16.0 million.

The Committee has sole discretion to determine each executive officer's actual bonus amount as long as the corporate performance threshold was achieved. As the threshold was achieved, the Committee had discretion to pay bonuses at the cap level of the lesser of three times the target bonus or \$10 million, or a lesser amount. For 2017, in support of the annual incentive award paid to Mr. Case, the Committee determined that under his leadership, the Company achieved strong business and financial results across the four key metrics that we report to shareholders: organic revenue growth, adjusted operating margins, adjusted diluted EPS, and free cash flow. During 2017, the Company also achieved a record share price of \$152.38 and deployed \$3.8 billion of capital through share repurchases, acquisitions and dividends. During Mr. Case's leadership which began in April 2005, our average annual total shareholder return has been 17%, compared to the return of the benchmark S&P 500 of 7% and 9% for our direct peers. Under Mr. Case's leadership, we also made key progress on strategic initiatives including divestiture of non-core businesses to optimize our portfolio, embedding a focus on return on capital in our firm-wide decision-making processes. The independent members of the Board of Directors also determined that Mr. Case demonstrated leadership behavior that aligned with Aon's leadership model for colleague, market, and client interactions. In light of the above considerations, Mr. Case's bonus was approved at \$2 million. The Committee elected to use its discretion, based on Mr. Case's recommendations, to pay annual incentives to senior members of the management executive team (including Mr. Case) below target, in order to allow management greater flexibility to award appropriate incentives under the company's broad-based annual bonus program.

In accordance with the Company's Remuneration Policy, 65% of the bonus was paid in cash and 35% of the bonus was paid in restricted share units vesting over three years. The restricted share units are not subject to any performance measures.

#### **Determination of Vesting of Leadership Performance Program Award**

<b>Performance Criteria</b>	<b>Performance Target</b>			<b>Actual Performance</b>	<b>PSUs Vested</b>
	<b>Threshold (50%)</b>	<b>Target (100%)</b>	<b>Maximum (200%)</b>		
Adjusted cumulative earnings per share	\$17.44	\$18.14	\$19.76	\$19.20	175%

In February 2018, we determined the actual achievement under the tenth cycle of the LPP, covering the performance period January 1, 2015 through December 31, 2017 ("LPP 10") and settled the performance share units in Aon plc ordinary shares. The target level represented a 13% increase over the adjusted target for the ninth cycle of the LPP established for the performance period from 2014 through 2016 ("LPP 9"). The target number of shares granted to Mr. Case under LPP 10 was 255,790, which includes a supplemental award of 151,057 target shares related to his contract renewal in 2015. The actual number of shares ultimately vesting could range from 50% of the target number of shares if the threshold amount was met, to 200% of the target number of shares if the maximum amount was met or exceeded. The adjusted earnings per share ("EPS") from continuing operations results for LPP 10 include adjustments detailed by the plan governing LPP 10 and approved by the Committee. For each year of the performance period associated with LPP 10, adjustments to EPS from continuing operations were approved by the Committee. Such adjustments addressed the impact of extraordinary legal settlements, the divestiture of our benefits administration and business process outsourcing platform, and restructuring savings.

#### **Director Pension Scheme**

No director who served during the year ended December 31, 2017 has any prospective entitlement to a defined benefit pension or a cash balance benefit arrangement (as defined in s152, Finance Act 2004).

The Company operates the Aon Savings Plan and the Aon Supplemental Savings Plan, which are U.S. defined contribution plans. During the year ended December 31, 2017, for Mr. Case, the Company made matching contributions of \$17,100 to the Aon Savings Plan and \$11,950 to the Aon Supplemental Savings Plan on behalf of Mr. Case. No other director participates in the Aon Savings Plan or the Aon Supplemental Savings Plan.

#### **Scheme Interests Awarded During the Year**

In line with the Company's Remuneration Policy, Mr. Case was granted awards under the ISP in February 2017 and under the LPP in March 2017. The resulting number of restricted share units and performance share units and the associated performance conditions are set forth below.

## Leadership Performance Plan

	Target Number of PSUs <sup>(1)</sup>	Nominal Value	Threshold Vesting	End of Performance Period	Performance condition
Gregory C. Case	87,623	\$10,400,000	50%	December 31, 2019	Cumulative adjusted earnings per share <sup>(2)</sup>

- (1) The target number of PSUs is determined by dividing the nominal value of \$10,400,000 by the closing share price at the date of grant (March 31, 2017) of \$118.69, rounded to the nearest whole share.
- (2) Vesting occurs based upon the achievement of earnings per share targets for the performance periods. The performance targets have been omitted from this directors' remuneration report as such targets are considered commercially sensitive. The target levels will be disclosed in the directors' remuneration report after the completion of the applicable performance period.

## Incentive Stock Program

	Number of RSUs <sup>(1)</sup>	Nominal Value	Threshold Vesting	End of Vesting Period	Performance condition
Gregory C. Case	8,934	\$ 1,050,000	100%	February 19, 2020	Continued employment

- (1) Valued with a nominal value of \$1,050,000 and the closing share price at the date of grant (February 17, 2017) of \$117.53, rounded to the nearest whole share.

Vesting occurs per the schedule below:

Date	Number of Shares
February 19, 2018	2,978
February 19, 2019	2,978
February 19, 2020	2,978

## Long-Term Share-Based Awards

The Company awarded two forms of long-term share-based awards to Mr. Case and other executive officers - performance share unit awards and restricted share units granted in settlement of a proportion of the annual incentive scheme award. The Committee believes that performance share units should be the exclusive form of award under the LPP because performance share units utilize fewer shares and are, therefore, a more efficient form of award than share options, while allowing the Committee to maintain a strong performance focus.

### Performance Share Units

In the first quarter of 2017, we granted performance share units to our executive officers, including Mr. Case, pursuant to the twelfth cycle of the LPP ("LPP 12"). LPP 12 is the twelfth layer of consecutive three-year performance cycles for certain of our executive officers. It is intended to further strengthen the relationship between capital accumulation for our executives and long-term Aon financial performance and shareholder value.

The performance share units awarded under LPP 12 are payable in Aon plc ordinary shares. The nominal value of the awards was determined and approved by the Committee. The number of target performance share units granted was calculated on the date of grant based on that day's closing price of the Company's ordinary shares on the NYSE.

The performance share units under LPP 12 will be earned and settled in a range of 0% to 200% of the target value based on performance results over a three-year performance period. The performance period began January 1, 2017, and will end on December 31, 2019. As was the case under the eleventh cycle of our LPP established for the performance period from 2016 through 2018 ("LPP 11"), the performance results for LPP 12 will be measured against three-year publicly reported adjusted cumulative EPS growth rate, subject to limited adjustments set forth in the program documentation. The adjustments are intended to exclude the impact of items of a discrete or non-operating nature, such as amortization of intangibles, so as to provide a target that while challenging, does not factor in events outside of the control of the relevant executive officers. The target levels for LPP 12 have been omitted from this directors' remuneration report as such targets are considered commercially sensitive. The target levels will be disclosed in the directors' remuneration report after the completion of the applicable performance period.

In determining the individual awards under LPP 12, the Committee considered internal pay fairness factors, the award recipient's compensation mix and total direct compensation. In addition, the market data relevant to Mr. Case supported a larger

award to him than the awards granted to the other executive officers generally. The Committee does not use a specific formula to set total remuneration either in relation to market data, the relative mix of pay components or otherwise.

The Committee's selection under LPP 12 of the three-year performance period and cumulative adjusted EPS financial performance metric provides the award recipients a reasonable period of time within which to achieve and sustain challenging long-term growth objectives. The Committee believes adjusted EPS more effectively aligns executives to improve Aon performance, rather than EPS calculated in accordance with U.S. GAAP, as the adjusted measure provides a target that is within their control and area of accountability. Further, the Committee believes that as adjusted, the EPS measure provides a perspective on the Company's core operating performance that is more consistent with that of its shareholders and creates transparency and clarity for participants.

#### *Restricted Share Units*

At the beginning of 2017, the Company granted 8,934 time-vested restricted share units to Mr. Case and smaller awards to the Company's other executive officers in connection with the Company's ISP. These time-vested restricted share units are awarded based upon the achievement of performance goals related solely to the Company's past financial performance measured under the annual incentive plan for the year 2016 (under the Company's Remuneration Policy, 65% of the annual performance bonus is paid in cash and 35% is paid in restricted share units); however, the time-based vesting of the restricted share units is intended to further focus the attention of Mr. Case and other executive officers on the Company's longer-term performance as a whole, and to further promote employee retention and equity ownership. The Committee believes this strikes a fair balance between reward for past performance and incentive for future improvements.

Each of the time-vested restricted share units granted in connection with the program will vest ratably over a three-year period subject to continued employment. Awards are subject to forfeiture if an employee voluntarily terminates employment but in the event of termination by the Company without cause vesting continues over the same three-year period. Vesting is not subject to personal or corporate performance conditions. The restricted share units are settled in Aon plc ordinary shares.

#### **Implementation of Policy in 2018**

In 2018, the Committee intends to continue to provide remuneration in accordance with the Remuneration Policy approved at the Company's 2017 annual general meeting. The Remuneration Policy can be found in the Company's 2017 proxy statement, available at [http://s2.q4cdn.com/545627090/files/doc\\_financials/2017/Aon-Proxy-Statement.pdf](http://s2.q4cdn.com/545627090/files/doc_financials/2017/Aon-Proxy-Statement.pdf).

For 2018, the Committee determined that adjusted EPS should continue to be the sole performance criteria for the thirteenth cycle of the LPP. The performance stock units awarded under LPP 13 are payable in Aon plc ordinary shares. Mr. Case was granted an award under LPP 13 with a target value of \$12.4 million. The nominal value of the annual award for Mr. Case was based upon internal pay fairness factors, Mr. Case's compensation mix, and his total direct compensation. The number of target PSUs was calculated on the date of grant based on that day's closing price of Aon plc ordinary shares on the NYSE.

The performance period applying to LPP 13 began January 1, 2018, and will end on December 31, 2020. The performance results will be measured against the specified cumulative adjusted EPS target for the years 2018 through 2020. The target levels for LPP 13 have been omitted from this directors' remuneration report as such targets are considered commercially sensitive. The target levels will be disclosed in the directors' remuneration report after the completion of the applicable performance period.

In addition, the Committee determined that the adjusted operating income should be the sole performance criteria for our annual bonus scheme. The Committee selected adjusted operating income because it is a broad-based metric that aligns the annual bonus scheme with the key metrics the Company measures against externally to deliver value to its shareholders. Year-over-year adjusted operating income growth will be used to determine the 2018 funding level. An increase in funding from the prior year will only occur when adjusted operating income increases by more than 2%. The Committee set the minimum achievement threshold at 70% of 2017 adjusted operating income, or \$1,635 million, as adjusted for extraordinary, unusual or infrequently occurring items. Mr. Case's target bonus in 2018 remained at \$3 million in accordance with the terms of his employment agreement.

#### **Base Salary**

Base salary is a fixed component of remuneration and is initially set at a level based primarily upon the executive's job scope or level of responsibility. The base salaries of the Company's most senior executives are adjusted infrequently. No base salary adjustment was made for Mr. Case during 2017 or is otherwise proposed.

#### **Incentive Repayment Policy**

Under the Company's Incentive Repayment Policy, the Board is permitted to cancel or require reimbursement of any incentive payment or equity-based award received by the Company's executive officers if the payment or award is based on the achievement of financial results that are subsequently restated.

If the Board determines that an executive officer engaged in fraud that caused or partially caused the need for financial restatement, the incentive payment or equity-based award is required to be forfeited in full.

If the restatement is not the result of fraud by the executive officer, the Board may, to the extent allowable under applicable law, require forfeiture or reimbursement of the amount by which the incentive payment or equity-based award exceeded the lower amount that would have been paid based on the restated financial results.

### **Executive and Relocation Benefits**

During 2017, the Company provided few personal benefits to Mr. Case as a component of his total compensation. Over the years, the Committee has taken significant steps to de-emphasize personal benefits in the Company's executive remuneration schemes.

#### *Retirement Benefits*

Mr. Case is eligible to participate in broad-based employee benefit programs that are available to the Company's employees generally (such as health coverage and 401(k) salary deferrals for the Company's U.S.-based employees). In addition, the Company provides an executive health screening program to Mr. Case and other executive officers. Mr. Case does not participate in the defined benefit pension plan or the supplemental pension program of the Company's predecessor, Aon Corporation. Mr. Case was hired by Aon Corporation after participation in the plans was frozen in 2004.

The Company also maintains a Supplemental Savings Plan, in which Mr. Case participates. It is a non-qualified, deferred compensation plan that provides eligible employees, including Mr. Case, with the opportunity to receive contributions that could not be credited under the base U.S. tax-qualified plan because of tax limitations and the specific provisions of such plan. If an executive officer contributes the maximum permissible amount to the Aon Savings Plan, the Supplemental Savings Plan provides for a company allocation as a percentage of compensation in excess of the United States Internal Revenue Service limit (\$270,000 in 2017), with such compensation capped at \$500,000. The percentage allocation varies by length of service but in the first four years of employment the allocation percentage is 3% and increases to 6% after 15 years of service.

#### *Relocation Benefits*

In connection with the Company's relocation of its headquarters to London, the Committee approved relocation benefits for the executive officers who relocated to the new corporate headquarters and entered into assignment letters with such executive officers. In consideration of the executive officers' renewals of their commitments to their international assignments, the Committee approved the subsequent renewals of these letters with modest changes to each executive officer's relocation benefits. In each case, the Committee approved the relocation benefits after consulting with its independent remuneration consultant, FW Cook, and each relocating executive officer signed an international assignment letter with the Company's predecessor, Aon Corporation (the "Letter") dated 12 January 2012, a renewal letter with the Company dated July 1, 2014, and a current renewal letter dated July 1, 2016 which describe the relocation benefits available to them.

The terms of the Letter for Mr. Case provide for the following benefits:

- relocation and housing benefits;
- cost of living differential benefits;
- a monthly foreign service allowance; and
- tax preparation benefits.

Relocation benefits are customary for expatriate assignments for the Company and other employers in its industry. The relocation packages approved are intended to keep the executive "whole" on a total rewards basis, to be transparent and equitable, and to reflect best practices and benchmarks of industry counterparts. The Committee will periodically review the relocation packages of all relocated executive officers.

All of the relocation benefits are subject to recoupment if an executive officer resigns employment with the Company within two years of commencing the international assignment, or 12 months after the end thereof, and becomes employed by a direct competitor of the Company.

## **Non-Executive Director Remuneration**

### *Fees*

Non-executive director fees are set by the Board as a whole. In 2017, the Company provided its non-executive directors with the following cash compensation:

- an annual retainer of \$120,000, payable in periodically in arrears;
- an additional annual retainer of \$20,000 to the chairperson of each Board committee other than the Audit Committee; and
- an additional annual retainer of \$25,000 to the chairperson of the Audit Committee.

In 2017, the board approved an increase in the annual cash retainer of \$10,000 (from \$120,000 to \$130,000) related to 2018 Board service.

### *Equity Awards*

Each non-executive director is entitled to receive an annual grant of fully-vested Aon plc ordinary shares on the date of the Company's annual general meeting of shareholders. In 2017, the annual grant of Aon plc ordinary shares had an initial value of \$160,000 and the non-executive chairman of the Board received an additional grant with a \$225,000 initial value. The number of Aon plc ordinary shares to be granted was determined by dividing \$160,000 (or in the case of the non-executive chairman of the Board, \$385,000) by the fair market value of an Aon plc ordinary share on the date of grant.

In 2017, the Board approved an increase in the annual stock retainer of \$10,000 (from \$160,000 to \$170,000) related to 2018 Board service.

## **Payments to Past Directors and Payments for Loss of Office**

There have been no payments made to directors for loss of office or to past directors during the year ended December 31, 2017 with respect to service as a director of the Company.

## **Director Shareholdings and Share Ownership Guidelines**

The Board has adopted share ownership guidelines. The guidelines are designed to increase the Company's executives' equity stakes and to align the Company's executives' interests more closely with those of its shareholders. The guidelines provide that Mr. Case should attain an investment position in the Aon plc ordinary shares equal to six times his annual base salary and each other executive officer should attain an investment position in the Aon plc ordinary shares equal to three times his or her annual base salary. While there is no specific period of time for an executive officer to reach these levels, each executive officer is expected to make consistent progress toward these levels. In connection with the amendment and restatement of his employment agreement in January 2015, Mr. Case agreed that he will attain an investment position in the Aon plc ordinary shares equal to 20 times his annual base salary. Mr. Case's shareholdings in the Company exceed the amount required under the guidelines and his employment agreement.

The guidelines also set out equity retention rules generally requiring that net profit shares received upon the exercise of options to purchase Aon plc ordinary shares, the vesting of restricted stock units and the vesting of performance share units be retained until the required investment position is achieved. Aon plc ordinary shares counted toward these guidelines include:

- any shares owned outright;
- shares owned through an Aon-sponsored savings or retirement plan;
- shares purchased through an Aon-sponsored employee stock purchase plan;
- shares obtained through the exercise of share options;
- shares issued upon the vesting of restricted share units or performance share units; and
- "phantom stock" held in the Aon Supplemental Savings Plan.

The Board also has adopted share ownership guidelines for the Company's non-executive directors. These guidelines require each non-executive director to hold an investment position in Aon plc ordinary shares equal to five times the annual director retainer. The guidelines provide a transition period of seven years for non-executive directors to achieve the ownership guidelines level; provided, however that each new non-executive director is expected to hold 1,000 Aon plc ordinary shares within the first year of joining the Board or transitioning from an executive director to a non-executive director. The shareholdings of each non-executive director, other than Mr. Cai, who joined the board in August 2016, exceed the amount required under the guidelines.

## Share Options

As of December 31, 2017, no non-executive director has received any share option granted in respect of their service as a director of the Company or otherwise in respect of any “qualifying services” in respect of the Company.

Mr. Case held options, which were granted in respect of his prior service as President, Chief Executive Officer and Director of Aon Corporation, and which were assumed by the Company on April 2, 2012 and relate to Aon plc ordinary shares. Mr. Case exercised all of his outstanding options during 2015. As a result, Mr. Case held no options at December 31, 2017.

## Long-Term Incentive Schemes

As of December 31, 2017, Mr. Case had the awards set forth below outstanding under the Company’s LPP and ISP. The awards set forth below vest in future years and the Aon plc ordinary shares will become receivable under the plans in respect of qualifying service. None of the Company’s non-executive directors has any scheme interest in respect of qualifying service.

	Award Date	At Jan 1, 2017 Maximum number of shares under Award	At Dec 31, 2017 Maximum number of shares under Award	End of Performance Period/Latest Vesting Date	Vesting Date	Number of Shares Vested in 2017/2018	Market Price on Award Date (\$)	Market Price on Vesting Date (\$)
	LPP Awards <sup>(1)</sup>							
Gregory C. Case	Mar 14, 2014	215,776	—	Dec 31, 2016	Feb 16, 2017	215,776 <sup>(2)</sup>	83.42	117.28
	Mar 20, 2015	511,580	511,580	Dec 31, 2017	Feb 15, 2018	447,633 <sup>(3)</sup>	99.30	140.89
	Mar 20, 2016	199,138	199,138	Dec 31, 2018	Feb 2019	—	104.45	n/a
	Mar 31, 2017	—	175,246	Dec 31, 2019	Feb 2020	—	118.69	n/a
	ISP Awards <sup>(4)</sup>							
	Feb 14, 2014	4,312	—	Feb 14, 2017	Feb 14, 2017	4,312	85.23	115.85
	Feb 20, 2015	6,976	3,488	Feb 20, 2018	Feb 20, 2017 Feb 20, 2018	3,488 3,488	100.34	117.53 140.72
	Feb 19, 2016	11,220	7,480	Feb 19, 2019	Feb 19, 2017 Feb 19, 2018	3,740 3,740	93.58	117.53 140.86
	Feb 17, 2017	—	8,934	Feb 17, 2020	Feb 17, 2018	2,978	117.53	140.86

(1) For performance shares awarded under the LPP, the actual number of shares issued to Mr. Case is determined based upon the adjusted EPS of the Company during the performance period. For all awards, the maximum potential number of shares that may vest is shown. See “The Company’s Remuneration Policy”.

(2) Represents the actual number of shares awarded to Mr. Case on February 16, 2017.

(3) Represents the actual number of shares awarded to Mr. Case on February 15, 2018.

(4) For restricted share units awarded under our ISP, the shares awarded are the restricted share portion of awards approved by the independent members of the Board based upon the achievement of certain performance measures by Mr. Case during the year prior to the award date under the annual incentive plan. The restricted share units vest in equal amounts on the first through the third anniversary date of the award date subject to continued employment. No other performance conditions apply to the vesting of the restricted share units.

### *Directors' Interests in Aon plc Ordinary Shares*

The table below provides details on the directors' interests in shares of the Company at December 31, 2017, including interests of connected persons:

	Beneficially Owned Shares	LPP	ISP	Options	Total
<b>Executive Director</b>					
Gregory C. Case	768,612	442,982	19,902	—	1,231,496
<b>Non-Executive Directors</b>					
Lester B. Knight	403,556	—	—	—	403,556
Jin-Yong Cai	2,258	—	—	—	2,258
Fulvio Conti	25,834	—	—	—	25,834
Cheryl A. Francis	22,517	—	—	—	22,517
J. Michael Losh	37,412	—	—	—	37,412
Robert S. Morrison	56,109	—	—	—	56,109
Richard B. Myers	23,721	—	—	—	23,721
Richard C. Notebaert	56,130	—	—	—	56,130
Gloria Santona	33,421	—	—	—	33,421
Carolyn Y. Woo	24,130	—	—	—	24,130

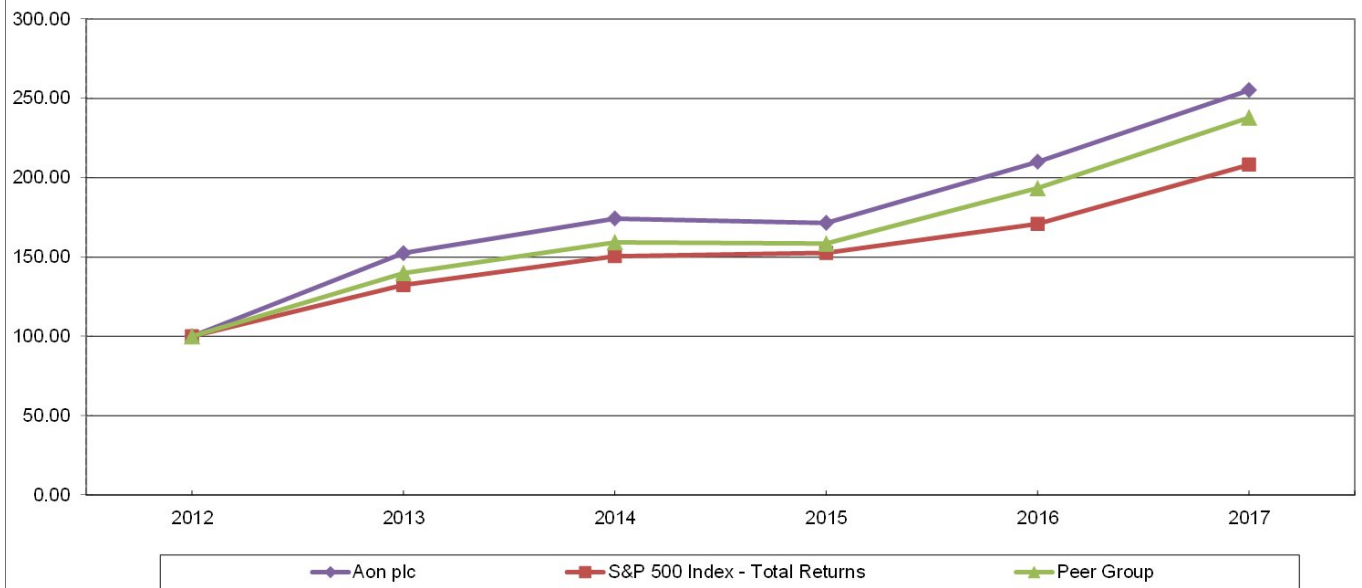
### **Performance Graph**

The graphs below shows the total shareholder return of the Company for the five, nine, and ten years ended December 31, 2017 on an assumed investment of \$100 on December 31, 2012, 2008, and 2007, respectively, in Aon plc, the Standard & Poor's S&P 500 Stock Index and an index of peer group companies.

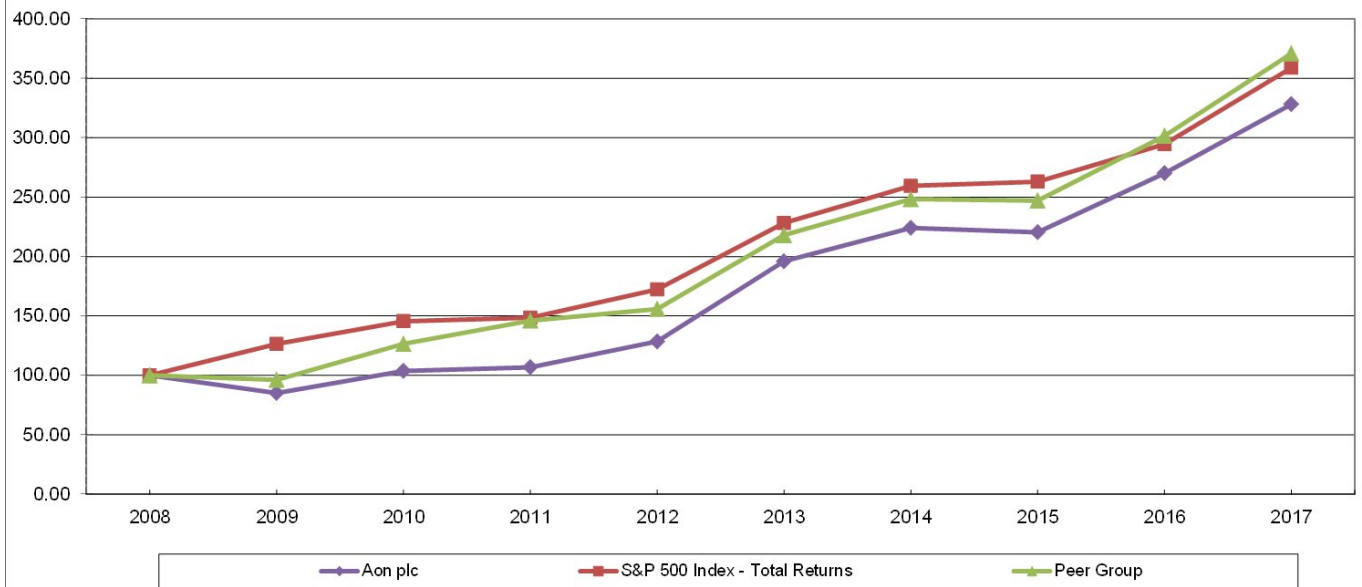
The Standard & Poor's S&P 500 Stock Index has been chosen because the Company is a part of this index, and as a result the Company is required to use this index in its performance graph under SEC rules.

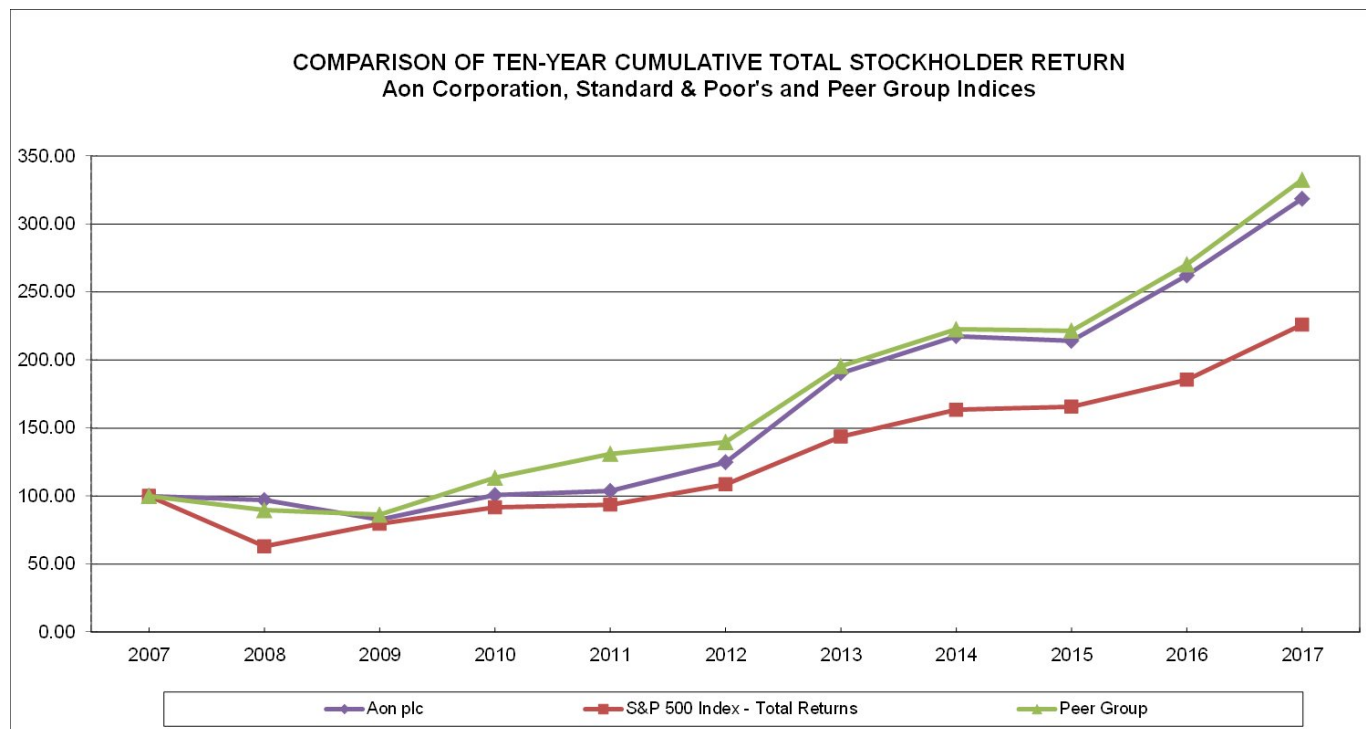
The peer group index reflects the performance of the following peer group companies which are, taken as a whole, in the same industry or which have similar lines of business as Aon: Arthur J. Gallagher & Co.; Marsh & McLennan Companies, Inc.; Brown & Brown, Inc. and Willis Towers Watson. The peer group returns are weighted by market capitalization at the beginning of each year. The performance graph assumes that the value of the investment of Aon plc ordinary shares and the peer group index was allocated pro rata among the peer group companies according to their respective market capitalizations, and that all dividends were reinvested.

**COMPARISON OF FIVE-YEAR CUMULATIVE TOTAL STOCKHOLDER RETURN**  
**Aon Corporation, Standard & Poor's and Peer Group Indices**



**COMPARISON OF NINE-YEAR CUMULATIVE TOTAL STOCKHOLDER RETURN**  
**Aon Corporation, Standard & Poor's and Peer Group Indices**





### Chief Executive Officer Remuneration

(thousands except percentages)	2011	2012	2013	2014	2015	2016	2017
Total Remuneration <sup>(1)</sup>	\$11,959	\$25,323	\$22,322	\$40,423	\$32,471	\$30,594	\$67,337
Annual bonus as a percentage of maximum <sup>(2)</sup>	22%	33%	35%	33%	33%	33%	22%
Shares vesting as a percentage of maximum	62%	44%	63%	100%	100%	100%	88%

- (1) For all periods prior to April 2, 2012, the remuneration shown includes remuneration paid to Mr. Case for serving as an executive officer of Aon Corporation.
- (2) In 2011, the maximum bonus under the Shareholder Approved Plan was increased from the lesser of \$5 million or three times target bonus to the lesser of \$10 million or three times target bonus.

### Percentage Change in Chief Executive Officer Remuneration Compared to Average

The table below shows the percentage change in the remuneration of our chief executive officer from 2016 to 2017 compared to the average percentage change for the Company's employees who participate in similar compensation schemes to our chief executive officer and are based in the U.K. and the U.S. The Company believes that this is an appropriate comparator group because the remuneration arrangements for this group allow for a meaningful comparison.

	Salary	Benefits	Annual Bonus
Chief Executive Officer	—%	(2)%	(33)%
Comparator Employees	—%	12%	(3)%

### Relative Importance of Spend on Pay

During the years ended December 31, 2016 and 2017, the Company's remuneration paid to its employees and distributions to shareholders were as follows:

(\$ millions)	Year ended 31 December,		Percentage Change
	2016	2017	
Employee remuneration	\$ 5,511	\$ 5,816	5.5%
Dividends	345	364	5.5%
Share buyback	1,251	2,403	92.1%

### Votes on Remuneration in 2016 and 2017

At the Company's annual general meeting held on June 24, 2016, the Company's Remuneration Policy received the following votes from shareholders:

	Votes	%
For	180,924,123	76.2%
Against	38,415,264	16.2%
Withheld	1,322,258	0.6%
Broker Non-Votes	16,760,495	7.0%

At the Company's annual general meeting held on June 23, 2017, the director's remuneration report received the following votes from shareholders:

	Votes	%
For	207,415,302	87.9%
Against	11,209,261	4.8%
Withheld	277,985	0.1%
Broker Non-Votes	17,053,562	7.2%

For and on behalf of the Board

/S/ Peter Lieb

Company Secretary

Date: March 23, 2018

Registered Number 07876075

## **STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The directors are responsible for preparing the Annual Report and the Group and parent company financial statements in accordance with applicable United Kingdom law and regulations.

Company law requires the directors to prepare Group and parent company financial statements for each financial year. Under that law, the directors have elected to prepare both financial statements in accordance with International Financial Reporting Standards as endorsed by the European Union ("IFRS") and IFRIC interpretations effective for the 2017 year end.

Under Company law the directors must not approve the Group or parent company financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and parent company and of the profit or loss of the Group and parent company for that period.

In preparing the Group and parent company financial statements, the directors are required to:

- for the financial statements, present fairly the financial position, financial performance and cash flows;
- select suitable accounting policies and then apply them consistently;
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether the Group and parent company financial statements have been prepared in accordance with IFRS subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group's and parent company's transactions and disclose with reasonable accuracy at any time the financial position of the Group and parent company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Group and parent company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are also responsible for preparing the Report of the Directors and Strategic Report in accordance with the Companies Act 2006.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the U.K. governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AON PLC**

### **Opinion on financial statements**

In our opinion:

- Aon plc's Group financial statements and parent company financial statements (the "financial statements") give a true and fair view of the state of the Group's and of the parent company's affairs as at December 31, 2017 and of the Group's profit for the year then ended;
- The Group financial statements have been properly prepared in accordance with International Financial Reporting Standards as adopted by the European Union ("IFRS");
- The parent company financial statements have been prepared in accordance with IFRS as applied in accordance with the provisions of Companies Act 2006; and
- The financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements of Aon plc which comprise:

Group	Parent Company
<ul style="list-style-type: none"><li>• Consolidated balance sheet as at December 31, 2017</li><li>• Consolidated income statement for the year then ended</li><li>• Consolidated statement of comprehensive income for the year then ended</li><li>• Consolidated statement of changes in equity for the year then ended</li><li>• Consolidated statement of cash flows for the year then ended</li><li>• Related notes 1 to 23 to the consolidated financial statements, including a summary of significant accounting policies</li></ul>	<ul style="list-style-type: none"><li>• Balance sheet as at December 31, 2017</li><li>• Statement of changes in equity for the year then ended</li><li>• Statement of cash flows for the year then ended</li><li>• Related notes 1 to 16 to the financial statements including a summary of significant accounting policies</li></ul>

The financial reporting framework that has been applied in their preparation is applicable law and IFRS and, as regards to the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs") and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report below. We are independent of the Group and parent company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the Financial Reporting Council's ("FRC") Ethical Standard as applied to listed entities, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Use of our report**

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **Conclusions relating to going concern**

We have nothing to report in respect of the following matters in relation to which the ISAs require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

## Overview of our audit approach

Key audit matters	<ul style="list-style-type: none"> <li>Revenue recognition</li> <li>Income taxes: Uncertain tax positions</li> <li>Income taxes: US Tax Reform</li> </ul>
Audit scope	<ul style="list-style-type: none"> <li>We performed an audit of the complete financial information of 13 components and audit procedures on specific balances for a further 5 components.</li> <li>The components where we performed full or specific audit procedures accounted for 86% of Income before income taxes and 78% of Revenue.</li> </ul>
Materiality	<ul style="list-style-type: none"> <li>Overall materiality for the Group and the Company of \$65 million (2016: \$79 million) which represents 4% of Income from continuing operations before income taxes adjusted for nonrecurring items described in the Materiality section and 1% of Company equity.</li> </ul>

## Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period and include the most significant assessed risks of material misstatement (whether or not due to fraud) that we identified. These matters included those which had the greatest effect on: the overall audit strategy, the allocation of resources in the audit and directing the efforts of the engagement team. These matters were addressed in the context of our audit of the financial statements as a whole, and in our opinion thereon, and we do not provide a separate opinion on these matters.

Risk	Our response to the risk	Key observations communicated to the Audit Committee
<p><i>Revenue recognition</i></p> <p>Revenue is the most significant income statement account for the Group. The majority of the Group's revenue is routine, for which we perform controls and substantive testing. However, the remaining revenue is recorded manually either due to timing or the complexity of the transaction. These manual entries require additional judgement, and as a result, there is a greater risk of misstatement.</p> <p>There has been no change in our assessment of this risk from the prior year.</p> <p>Refer to the Accounting policies in Note 2 of the Consolidated Financial Statements</p>	<p>To obtain sufficient audit evidence to conclude on the appropriate recognition of manually recorded revenue, we:</p> <ul style="list-style-type: none"> <li>Performed walkthroughs of key processes and tested the design and operating effectiveness of revenue recognition controls, including transaction-level controls and cut-off controls</li> <li>Tested significant and unusual manual journal entries to revenue to confirm that revenue was recognised accurately</li> <li>Performed revenue transaction testing, including inspecting contractual terms and service obligations to customers, including manual adjustments, to confirm that revenue recognised is in line with the contractual terms</li> <li>Tested significant new or modified contracts to confirm the contracts were setup and any revenue was recorded accurately</li> <li>Tested cut-off of revenue, including determination of adequate support for any unbilled commissions or fees to confirm that revenue was recognised in the correct period</li> </ul>	<p>Based on the results of our controls and substantive testing, we are satisfied that revenue, including manual transactions have been appropriately recorded.</p>

Risk	Our response to the risk	Key observations communicated to the Audit Committee
<p><i>Income Taxes: Uncertain tax positions (“UTPs”)</i></p> <p>In assessing the appropriateness of the Group’s tax positions, we consider those that have a higher degree of uncertainty and which require judgement in their identification, recognition, and measurement.</p> <p>There has been no change in our assessment of this risk from the prior year.</p> <p>Refer to the Critical Accounting Estimates and Judgements and Accounting policies in Note 2 and Note 10 of the Consolidated Financial Statements.</p>	<p>To obtain sufficient audit evidence to conclude on uncertain tax position risk, we:</p> <ul style="list-style-type: none"> <li>• Performed walkthroughs of key processes and tested the design and operating effectiveness of controls in the income tax process</li> <li>• Tested the UTP analyses and documentation supporting the Group’s position for each significant uncertain tax position</li> <li>• Inspected reports of income tax examinations, including significant local and foreign examinations completed during the year and the status of current examinations in process</li> <li>• Inspected third-party memoranda in connection with significant tax matters</li> <li>• Evaluated the judgements used in determining and valuing UTPs with the assistance of our tax specialists</li> <li>• Tested new UTPs and highly certain tax positions to ensure the recorded UTPs were complete and accurate</li> </ul>	<p>Based on the results of our controls and substantive testing, we are satisfied that the Group has appropriately recorded the liability for UTPs.</p>
<p><i>Income Taxes: US Tax Reform</i></p> <p>The Tax Cuts and Jobs Act (“the Act”) was signed and enacted into U.S. law on December 22, 2017. The Act includes a number of changes to existing US tax laws that impact the Group, most notably a reduction of the U.S. corporate income tax rate from 35% to 21% for tax years beginning after December 31, 2017 and introduction of the Transition Tax, which subjects foreign earnings to a one-time tax.</p> <p>As calculating the impact of U.S. Tax Reform requires the assessment of a significant amount of data over many years, there is a risk that Aon does not have the necessary information available, prepared, or analysed (including computations) in reasonable detail to estimate the impact of the Act on the financial statements. This is a new risk for the current year.</p> <p>In the prior year, we had identified the Group’s indefinite reinvestment assertion for subsidiaries owned by its US structure as a key audit matter. Following the Act, we have removed this item as a key audit matter as the indefinite reinvestment assertion is no longer material for the Group.</p> <p>Refer to Note 10 of the Consolidated Financial Statements.</p>	<p>To obtain sufficient audit evidence to conclude on the impact of accounting related to US Tax Reform, we:</p> <ul style="list-style-type: none"> <li>• Performed walkthroughs of key processes for assessing the impact of the Act and tested the design and operating effectiveness of controls in the income tax process, including the Company’s interpretation of the Act</li> <li>• Recalculated the remeasurement of the Company’s U.S. deferred tax balances at the new federal corporate tax rate and assessed the Company’s analysis of its ability to realise ending U.S. deferred tax assets</li> <li>• Tested the model used by the Company to estimate the Transition Tax liability, including: <ul style="list-style-type: none"> <li>• Gaining an understanding and assessing management’s assumptions used in determining the appropriate data for their calculation</li> <li>• Challenging the appropriateness of estimation methods used and applied in the calculation</li> <li>• Reviewing the Company’s assessment of technical aspects of the calculation with assistance of EY international tax specialists</li> </ul> </li> <li>• Reviewed the related disclosures to ensure compliance with IFRS reporting requirements</li> </ul>	<p>Based on the results of our controls and substantive testing, we are satisfied that the Group has appropriately recorded impacts of U.S. Tax Reform.</p>

## **Overview of the scope of our audit**

### **Tailoring the scope**

Our assessment of audit risk, our evaluation of materiality and our allocation of performance materiality determine our audit scope for each entity within the Group. Taken together, this enables us to form an opinion on the consolidated financial statements. We take into account size, risk, organisation of the Group, effectiveness of group-wide controls, changes in the business and other factors such as recent internal audit results when assessing the level of work to be performed at each entity.

In assessing the risk of material misstatement to the Group financial statements, and to ensure we had adequate quantitative coverage of significant accounts in the financial statements, of the 168 reporting components of the Group, we selected 18 components as full and specific scope components, covering principal business units within Australia, Brazil, Canada, Germany, Italy, Netherlands, Singapore, the United Kingdom and the United States, which represent key locations within the Group.

Of the 18 components selected, we performed an audit of the complete financial information of 13 components (“full scope components”) which were selected based on their size or risk characteristics. For the remaining 5 components (“specific scope components”), we performed audit procedures on specific accounts within that component that we considered had the potential for the greatest impact on the significant accounts in the financial statements either because of the size of these accounts or their risk profile. The audit scope of these specific scope components may not have included testing of all significant accounts of the component but will have contributed to the coverage of significant accounts tested for the Group.

Full scope and specific scope audit procedures were performed on 86% of Income before income taxes and 78% of Revenue. For the remaining 150 components, we performed other procedures, including analytical reviews, inquiries of operating and financial personnel, control procedures to determine whether management has implemented group policies, procedures and appropriate controls over reporting financial information and operating results, and that the policies, procedures and controls are being followed by component management and other personnel.

### **Changes from the prior year**

We have increased the number of reporting components from the prior year due to the Group’s disposal of their Benefits Administration and HR Business Process Outsourcing businesses in May 2017, which was previously one of the largest components in the Group. Therefore, we have included 3 additional full scope components and two additional specific scope components to ensure we maintain appropriate coverage over the Group’s Income before income taxes, Revenue and Total assets.

### **Group audit team and approach**

The Group is required to prepare consolidated financial statements in both the UK and the US as they are a UK domiciled company and are traded on the New York Stock Exchange.

Due to the reporting requirements in the UK and the US, we have determined that the most effective audit approach is to have an integrated audit team led by the UK with both UK and US team members. The UK and US team members work together throughout the audit including in the determination of risks, scoping of the audit and oversight of component teams.

### **Involvement with component teams**

In establishing our overall approach to the Group audit, we determined the type of work that needed to be undertaken at each of the components by us, as the primary audit engagement team, or by the component auditors operating under our instruction.

The Group audit team provided detailed audit instructions to the component teams that included guidance on areas of focus, including the relevant risks of material misstatement detailed above, and set out the information required to be reported to the Group team.

The Group audit team is responsible for the audit of the Group function. The Group team visited 13 of the component teams, reviewed key work papers and participated in the planning and execution of the component teams’ audit of the identified risks. For those components that the Group audit team did not visit, the Group audit team held regular updates with the component team, reviewed key work papers and participated in the planning and execution of the component team’s audit of the identified risks. The Group audit team attended the closing meetings with management for all full scope locations.

For the specific scope components, the Group team held regular updates with the component teams, reviewed key work papers and participated in the planning and execution of the component teams’ audit of the identified risks. The Group audit team also attended the closing meetings with management for all specific scope components.

The work performed on the components, together with the additional procedures performed at Group level, gave us appropriate evidence for our opinion on the consolidated financial statements as a whole.

### **Our application of materiality**

We apply the concept of materiality in planning and performing the audit, in evaluating the effect of identified misstatements on the audit and in forming our audit opinion.

### **Materiality**

*The magnitude of an omission or misstatement that, individually or in the aggregate, could reasonably be expected to influence the economic decisions of the users of the financial statements. Materiality provides a basis for determining the nature and extent of our audit procedures.*

We determined materiality for the Group to be \$65 million (2016: \$79 million), which is 4% of Income from continuing operations before income taxes adjusted for restructuring charges (\$511 million) and tradename impairment and amortization (\$380 million and \$146 million) included in Notes 5 and 7, respectively. We believe that Income before income taxes adjusted for these items is a reasonable basis to form our materiality as it reflects the Group's underlying business performance.

We determined materiality for the parent company to be \$65 million (2016: \$78 million), which is 1% (2016: 2%) of parent company net assets.

During the course of our audit, we reassessed our initial materiality calculation. Our final calculated materiality did not result in any substantive change in our audit procedures.

### **Performance materiality**

*The application of materiality at the individual account or balance level. It is set at an amount to reduce to an appropriately low level the probability that the aggregate of uncorrected and undetected misstatements exceeds materiality.*

On the basis of our risk assessments, together with our assessment of the Group's overall control environment, our judgement was that performance materiality was 75% (2016: 75%) of our planning materiality, namely \$49 million (2016: \$59 million). We have set performance materiality at this percentage due to our past experience as auditors of the Group, which indicates a lower risk of material misstatements, both corrected and uncorrected. Our objective in adopting this approach is to confirm that total detected and undetected audit differences do not exceed our materiality for the financial statements as a whole.

Audit work at component locations for the purpose of obtaining audit coverage over significant financial statement accounts is undertaken based on a percentage of total performance materiality. The performance materiality set for each component is based on the relative scale and risk of the component to the Group as a whole and our assessment of the risk of misstatement at that component. In the current year, the range of performance materiality allocated to components was \$10 million to \$36 million (2016: \$12 million to \$59 million).

### **Reporting threshold**

An amount below which identified misstatements are considered as being clearly trivial.

We agreed with the Audit Committee that we would report to them all uncorrected audit differences in excess of \$3 million (2016: \$4 million), which is set at 5% of planning materiality, as well as differences below that threshold that, in our view, warranted reporting on qualitative grounds.

We evaluate any uncorrected misstatements against both the quantitative measures of materiality discussed above and in light of other relevant qualitative considerations in forming our opinion.

### **Other information**

The other information comprises the information included in the annual report set out on pages 1 to 56, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in this report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material

misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of the other information, we are required to report that fact.

We have nothing to report in this regard.

### **Opinions on other matters prescribed by the Companies Act 2006**

In our opinion, the part of the directors' remuneration report to be audited has been properly prepared in accordance with the Companies Act 2006.

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and directors' report have been prepared in accordance with applicable legal requirements.

### **Matters on which we are required to report by exception**

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or directors' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements and the part of the Directors' Remuneration Report to be audited are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

### **Responsibilities of directors**

As explained more fully in the directors' responsibilities statement set out on page 56, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Group and parent Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or the parent Company or to cease operations, or have no realistic alternative but to do so.

### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (U.K.) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

*Explanation as to what extent the audit was considered capable of detecting irregularities, including fraud*

The objectives of our audit:

- in respect to fraud, are; to identify and assess the risks of material misstatement of the financial statements due to fraud; to obtain sufficient appropriate audit evidence regarding the assessed risks of material misstatement due to fraud, through designing and implementing appropriate responses; and to respond appropriately to fraud or suspected fraud identified during the audit. However, the primary responsibility for the prevention and detection of fraud rests with both those charged with governance of the entity and management; and
- in respect to irregularities (which we consider to mean non-compliance with laws and regulations) are to obtain sufficient appropriate audit evidence regarding compliance with the provisions of those laws and regulations generally

recognized to have a direct effect on the determination of material amounts and disclosures in the financial statements ('direct laws and regulations'), and perform other audit procedures to help identify instances of non-compliance with other laws and regulations that may have a material effect on the financial statements. We are not responsible for preventing non-compliance with laws and regulations and our audit procedures cannot be expected to detect non-compliance with all laws and regulations.

Our approach was as follows:

- We obtained a general understanding of the legal and regulatory frameworks that are applicable to the company and determined that the direct laws and regulations related to elements of company law and tax legislation, and the financial reporting framework. As the Group operates in a number of countries throughout the world, they are subject to a number of different legal and regulatory jurisdictions. Our considerations of other laws and regulations that we determined have the most significant impact on the financial statements are:
  - Companies Act 2006
  - Financial Reporting Counsel (FRC) rules
  - Financial Conduct Authority (FCA) rules
  - US securities laws and the regulations of the Securities and Exchange Commission
  - Tax legislation, most notably in the U.K. governed by HM Revenue and Customs and in the US by Internal Revenue Services
- We obtained a general understanding of how the Company complies with these legal and regulatory frameworks by making inquiries of management, internal audit, and those responsible for legal and compliance matters. We also reviewed correspondence between the Company and regulatory bodies; reviewed minutes of the Board and Compliance Committee; and gained an understanding of the Company's approach to governance, demonstrated by the Board's involvement in the Company's governance framework and the Board's discussion of risk and compliance and internal control processes.
- For direct laws and regulations, we considered the extent of compliance with those laws and regulations as part of our procedures on the related financial statement items.
- For both direct and other laws and regulations, our procedures involved: making inquiry of those charged with governance and senior management for their awareness of any non-compliance of laws or regulations, inquiring about the policies that have been established to prevent non-compliance with laws and regulations by officers and employees, inquiring about the Company's methods of enforcing and monitoring compliance with such policies, inspecting significant correspondence with regulators.
- The Company operates in a highly regulated environment. As such the Senior Statutory Auditor considered the experience and expertise of the engagement team to ensure that the team had the appropriate competence and capabilities, which included the use of specialists where appropriate.
- We assessed the susceptibility of the Company's financial statements to material misstatement, including how fraud might occur, by considering the controls that the Company has established to address risks identified by the entity, or that otherwise seek to prevent, deter or detect fraud. We also considered areas of significant judgement and the impact these have on the control environment. Where this risk was considered to be higher, we performed audit procedures to address each identified fraud risk, which we have identified in the Key audit matters section above. These procedures included testing manual journals and were designed to provide reasonable assurance that the financial statements were free from fraud or error.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

/S/ Ed Jervis (Senior statutory auditor)

for and on behalf of Ernst & Young LLP, Statutory Auditor

London

March 26, 2018

Notes:

1. The maintenance and integrity of the Aon plc web site is the responsibility of the directors; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the web site.
2. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

## CONSOLIDATED STATEMENTS OF INCOME

		Years ended December 31	
(millions, except per share data)	Notes	2017	2016
<b>Revenue</b>			
Total revenue		9,998	9,409
<b>Expenses</b>			
Compensation and benefits	20	6,115	5,511
Information technology		423	389
Premises		357	343
Depreciation of fixed assets		103	87
Amortization and impairment of intangible assets		791	232
Other general expenses		1,280	1,033
Total operating expenses		9,069	7,595
<b>Operating income</b>		<b>929</b>	<b>1,814</b>
Interest income		27	9
Interest expense		(281)	(281)
Other income (expense)	3	(2)	14
<b>Income from continuing operations before income taxes</b>		<b>673</b>	<b>1,556</b>
Income tax	10	242	183
<b>Net income from continuing operations</b>		<b>431</b>	<b>1,373</b>
Income from discontinued operations, net of tax	4	806	175
<b>Net income</b>		<b>\$ 1,237</b>	<b>\$ 1,548</b>
<b>Net income attributable to continuing operations:</b>			
Aon shareholders		\$ 394	\$ 1,339
Noncontrolling interests		37	34
<b>Net Income</b>		<b>\$ 431</b>	<b>\$ 1,373</b>
<b>Net income attributable to discontinued operations:</b>			
Aon shareholders		\$ 806	\$ 175
Noncontrolling interests		—	—
<b>Net Income</b>		<b>\$ 806</b>	<b>\$ 175</b>
<b>Basic net income per share attributable to Aon shareholders</b>			
Continuing operations		\$ 1.52	\$ 4.99
Discontinued operations		3.12	0.65
Net income		\$ 4.64	\$ 5.64
<b>Diluted net income per share attributable to Aon shareholders</b>			
Continuing operations		\$ 1.50	\$ 4.92
Discontinued operations		3.08	0.65
Net income		\$ 4.58	\$ 5.57
Weighted average ordinary shares outstanding — basic	11	258.7	268.3
Weighted average ordinary shares outstanding — diluted	11	262.1	272.0

The notes on pages 71 to 140 are an integral part of these financial statements.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

<i>(millions)</i>	<i>Notes</i>	Years ended December 31	
		2017	2016
Net income		\$ 1,237	\$ 1,548
Other comprehensive income (loss), net of tax:			
Items that will not be reclassified subsequently to profit or loss:			
Post-retirement benefit obligation		(23)	(89)
Items that will be reclassified subsequently to profit or loss:			
Foreign currency translation adjustments <sup>(1)</sup>	11	385	(488)
Change in fair value of financial instruments	11	(11)	(4)
Total Items that will be reclassified subsequently to profit and loss		374	(492)
Total other comprehensive income (loss), net of tax		351	(581)
<b>Total comprehensive income</b>		<b>\$ 1,588</b>	<b>\$ 967</b>
<b>Total comprehensive income attributable to:</b>			
Aon shareholders		\$ 1,546	\$ 935
Noncontrolling interests		42	32
<b>Total comprehensive income</b>		<b>\$ 1,588</b>	<b>\$ 967</b>

(1) Foreign currency translation adjustments includes \$5 million and \$(2) million, respectively, related to noncontrolling interests during 2017 and 2016.

The notes on pages 71 to 140 are an integral part of these financial statements.

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

		As of December 31	
(millions, except nominal value)	Notes	2017	2016
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents		\$ 756	\$ 431
Short-term investments	15	529	290
Receivables, net	15	2,477	2,588
Fiduciary assets	15	9,625	9,485
Other current assets	3	289	351
<b>Total Current Assets</b>		<b>13,676</b>	<b>13,145</b>
<b>NON-CURRENT ASSETS</b>			
Goodwill	7	8,358	8,747
Intangible assets, net	7	1,951	2,573
Fixed assets, net	21	344	415
Deferred tax assets	10	510	483
Prepaid pension	12	1,054	853
Other non-current assets	3	277	542
<b>Total Non-Current Assets</b>		<b>12,494</b>	<b>13,613</b>
<b>TOTAL ASSETS</b>		<b>\$ 26,170</b>	<b>\$ 26,758</b>
<b>LIABILITIES AND EQUITY</b>			
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Accounts payable and accrued liabilities	15	\$ 1,791	\$ 1,786
Short-term debt and current portion of long-term debt	8	299	336
Fiduciary liabilities	15	9,625	9,485
Current provisions	16	357	191
Other current liabilities	3	952	932
<b>Total Current Liabilities</b>		<b>13,024</b>	<b>12,730</b>
<b>NON-CURRENT LIABILITIES</b>			
Long-term debt	8	5,667	5,869
Deferred tax liabilities	10	111	83
Pension, other post retirement, and post employment liabilities	12	1,898	1,848
Non-current provisions	16	82	83
Other non-current liabilities	3	714	470
<b>Total Non-Current Liabilities</b>		<b>8,472</b>	<b>8,353</b>
<b>TOTAL LIABILITIES</b>		<b>21,496</b>	<b>21,083</b>
<b>EQUITY</b>			
Ordinary shares - \$0.01 nominal value			
Authorized: 750 shares (issued: December 31, 2017 - 247.5; 2016 - 262.0)		2	3
Share premium account		430	369
Retained earnings		5,208	6,646
Other reserves	11	(1,031)	(1,400)
<b>TOTAL AON SHAREHOLDERS' EQUITY</b>		<b>4,609</b>	<b>5,618</b>
Noncontrolling interests		65	57
<b>TOTAL EQUITY</b>		<b>4,674</b>	<b>5,675</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>\$ 26,170</b>	<b>\$ 26,758</b>

The financial statements were approved by the Board of Directors on March 23, 2018.

/S/ Gregory C. Case, Director

The notes on pages 71 to 140 are an integral part of these financial statements.

## CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

<i>(millions)</i>	<i>Notes</i>	Shares	Ordinary Shares	Share Premium Account	Retained Earnings	Other Reserves	Shareholders' Equity	Noncontrolling Interest	Total
<b>Balance at January 1, 2016</b>		<b>269.8</b>	<b>3</b>	<b>\$ 308</b>	<b>\$ 6,664</b>	<b>\$ (910)</b>	<b>\$ 6,065</b>	<b>\$ 57</b>	<b>\$ 6,122</b>
Profit for the year		—	—	—	1,514	—	1,514	34	1,548
Other comprehensive income (loss) for the year	11	—	—	—	(89)	(490)	(579)	(2)	(581)
<b>Total comprehensive income (loss) for the year</b>		—	—	—	1,425	(490)	935	32	967
Shares issued — employee stock compensation plans		4.3	—	61	(186)	—	(125)	—	(125)
Shares purchased	11	(12.1)	—	—	(1,257)	—	(1,257)	—	(1,257)
Tax benefit - employee benefit plans		—	—	—	45	—	45	—	45
Share-based compensation expense	13	—	—	—	334	—	334	—	334
Dividends to shareholders	11	—	—	—	(345)	—	(345)	—	(345)
Net sales (purchases) of shares from noncontrolling interests		—	—	—	(34)	—	(34)	(4)	(38)
Dividends paid to noncontrolling interests on subsidiary common stock		—	—	—	—	—	—	(28)	(28)
<b>Balance at December 31, 2016</b>		<b>262.0</b>	<b>3</b>	<b>369</b>	<b>6,646</b>	<b>(1,400)</b>	<b>5,618</b>	<b>57</b>	<b>5,675</b>
Profit for the year		—	—	—	1,200	—	1,200	37	1,237
Other comprehensive income (loss) for the year	11	—	—	—	(23)	369	346	5	351
<b>Total comprehensive income (loss) for the year</b>		—	—	—	1,177	369	1,546	42	1,588
Shares issued — employee stock compensation plans		3.6	—	61	(182)	—	(121)	—	(121)
Shares purchased	11	(18.0)	(1)	—	(2,415)	—	(2,416)	—	(2,416)
Tax benefit — employee benefit plans		—	—	—	47	—	47	—	47
Share-based compensation expense	13	—	—	—	303	—	303	—	303
Dividends to shareholders	11	—	—	—	(364)	—	(364)	—	(364)
Net sales (purchases) of shares from noncontrolling interests		—	—	—	(4)	—	(4)	(7)	(11)
Dividends paid to noncontrolling interests on subsidiary common stock		—	—	—	—	—	—	(27)	(27)
<b>Balance at December 31, 2017</b>		<b>247.6</b>	<b>\$ 2</b>	<b>\$ 430</b>	<b>\$ 5,208</b>	<b>\$ (1,031)</b>	<b>\$ 4,609</b>	<b>\$ 65</b>	<b>\$ 4,674</b>

The notes on pages 71 to 140 are an integral part of these financial statements.

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(millions)	Notes	Years ended December 31	
		2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES			
Net income		\$ 1,237	\$ 1,373
Less: Income from discontinued operations, net of income taxes		806	175
Adjustments to reconcile net income to cash provided by operating activities:			
Loss (gain) from sales of businesses and investments, net	3	16	(39)
Depreciation of fixed assets	21	103	123
Amortization and impairment of intangible assets	7	791	387
Share-based compensation expense	13	318	334
Deferred income taxes		193	(38)
Change in assets and liabilities:			
Fiduciary receivables		171	594
Short-term investments — funds held on behalf of clients		(135)	(598)
Fiduciary liabilities		(36)	4
Receivables, net		(254)	(86)
Accounts payable and accrued liabilities		97	62
Restructuring reserves		185	—
Current income taxes		(1,130)	44
Pension, other post-retirement and other post-employment liabilities		(38)	(121)
Other assets and liabilities		(107)	51
Cash provided by operating activities - continuing operations		605	2,265
Cash provided by operating activities - discontinued operations		65	—
CASH PROVIDED BY OPERATING ACTIVITIES		670	2,265
CASH FLOWS FROM INVESTING ACTIVITIES			
Proceeds from investments		67	44
Payments for investments		(44)	(53)
Net sales (purchases) of short-term investments — non-fiduciary		(232)	61
Acquisition of businesses, net of cash acquired		(1,030)	(879)
Sale of businesses, net of cash sold		4,246	107
Capital expenditures		(183)	(222)
Cash provided by (used for) investing activities - continuing operations		2,824	(942)
Cash used for investing activities - discontinued operations		(19)	—
CASH PROVIDED BY (USED FOR) INVESTING ACTIVITIES		2,805	(942)
CASH FLOWS FROM FINANCING ACTIVITIES			
Share repurchase	11	(2,399)	(1,257)
Issuance of shares for employee benefit plans		(75)	(80)
Issuance of debt		1,654	3,467
Repayment of debt		(1,999)	(2,945)
Cash dividends to shareholders	11	(364)	(345)
Noncontrolling interests and other financing activities		(36)	(77)
Cash used for financing activities - continuing operations		(3,219)	(1,237)
Cash used for investing activities - discontinued operations		—	—
CASH USED FOR FINANCING ACTIVITIES		(3,219)	(1,237)
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS		69	(39)
NET INCREASE IN CASH AND CASH EQUIVALENTS		325	47
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR		431	384
CASH AND CASH EQUIVALENTS AT END OF YEAR		\$ 756	\$ 431
Supplemental disclosure:			
Interest paid		\$ 272	\$ 272
Income taxes paid, net of refunds		\$ 1,182	\$ 218

The notes on pages 71 to 140 are an integral part of these financial statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 1. Basis of Presentation

The accompanying Consolidated Financial Statements and Notes thereto have been prepared in accordance with International Financial Reporting Standards as endorsed by the European Union (“IFRS”) and the Companies Act 2006 applicable to Companies reporting under IFRS. The Consolidated Financial Statements include the accounts of Aon plc and all controlled subsidiaries (“Aon”, the “Company”, or the “Group”). Intercompany accounts and transactions have been eliminated. The Consolidated Financial Statements include, in the opinion of management, all adjustments (consisting of normal recurring adjustments and reclassifications) necessary to present fairly the Company’s consolidated financial position, results of operations and cash flows for all periods presented.

The Consolidated Financial Statements have been prepared on a historical cost basis unless otherwise noted. A summary of the IFRS accounting policies adopted by the Company in preparing the Consolidated Financial Statements have been included in Note 2 “Summary of Significant Accounting Principles and Practices”.

Aon plc is a public limited company incorporated and domiciled in the United Kingdom under the Companies Act 2006 (registration number 07876075) The Company is registered in England and its registered office is located at the Aon Centre, 122 Leadenhall Street, London, England.

#### *Discontinued Operations*

On February 9, 2017, the Company entered into a Purchase Agreement (the “Purchase Agreement”) with Tempo Acquisition, LLC (the “Buyer”), an entity formed and controlled by affiliates of The Blackstone Group L.P. Pursuant to the Purchase Agreement, the Company sold its benefits administration and business process outsourcing business (the “Divested Business”) to the Buyer and certain designated purchasers that are direct or indirect subsidiaries of the Buyer (the “Transaction”). The Transaction closed on May 1, 2017. As a result, the Divested Business’s financial results are reflected in the Consolidated Statements of Income as discontinued operations retrospectively for the years ended December 31, 2017 and 2016. Additionally, the Notes to Consolidated Financial Statements have been retrospectively restated, where applicable, to only include the impacts of continuing operations, unless noted otherwise. Refer to Note 4 “Discontinued Operations” for additional information.

#### *Reportable Segments*

Beginning in 2017, the Company began operating as one segment that includes all of Aon’s continuing operations, which provides advice and solutions to clients focused on risk, retirement, and health through five revenue lines that make up the Company’s principal products and services. Refer to Note 17 “Segment Information” for additional information.

As a result of these initiatives, Aon made the following changes to its presentation of the Consolidated Statements of Income beginning in 2017:

- Commissions, fees and other and Fiduciary investment income are now reported as one Total revenue line item; and
- Other general expenses has been further broken out to provide greater clarity into charges related to Information technology, Premises, Depreciation of fixed assets, and Amortization and impairment of intangible assets.

Prior period comparable financial information has been reclassified to conform to this presentation.

The Company believes this presentation provides greater clarity into the risks and opportunities that management believes are important and allows users of the financial statements to assess the performance in the same way as the Chief Operating Decision Maker (the “CODM”).

#### *Other*

Beginning in 2017, the Company began presenting Shares issued - employee benefit plans and Shares issued - employee compensation as one line item on the Consolidated Statements of Shareholders’ Equity titled Shares issued - employee stock compensation plans.

#### *Use of Estimates, Judgments and Assumptions*

The preparation of the accompanying Consolidated Financial Statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, the disclosures of contingent assets and liabilities at the date of the financial statements, and the reported amounts of provisions and expenses. These estimates and assumptions are based on management’s best estimates and judgments. Management evaluates its estimates and assumptions on an ongoing basis using historical experience and other factors, including the current economic environment. Management believes its estimates

to be reasonable given the current facts available. Aon adjusts such estimates and assumptions when facts and circumstances dictate. Illiquid credit markets, volatile equity markets, and foreign currency exchange rate movements increase the uncertainty inherent in such estimates and assumptions. As future events and their effects cannot be determined with precision, actual results could differ significantly from these estimates. Changes in estimates resulting from continuing changes in the economic environment would, if applicable, be reflected in the financial statements in future periods.

A summary of key estimates, assumptions and judgments that affect what the Company reports as assets and liabilities and what is disclosed as contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the periods presented have been included in Note 2 “Summary of Significant Accounting Principles and Practices.”

## **2. Summary of Significant Accounting Principles and Practices**

### ***Revenue Recognition***

Revenues are recognized when they are earned and realized or realizable. The Company considers revenues to be earned and realized or realizable when all of the following four conditions are met: (1) persuasive evidence of an arrangement exists, (2) the arrangement fee is fixed or determinable, (3) delivery or performance has occurred, and (4) collectibility is reasonably assured.

For brokerage commissions, revenue is typically recognized at the completion of the placement process or over a period of time based on the transfer of value to customers or as the remuneration becomes determinable, assuming all four criteria required to recognize revenue have been met. The placement process is typically considered complete on the effective date of the related policy. Commission revenues are recorded net of allowances for estimated policy cancellations, which are determined based on an evaluation of historical and current cancellation data.

Fees paid by clients for consulting or other non-brokerage services are typically charged on an hourly, project or fixed-fee basis. Revenues from time-and-materials or cost-plus arrangements are recognized as services are performed, assuming all four criteria to recognize revenue have been met. Revenues from fixed-fee contracts are recognized as services are provided using a critical event approach or at the completion of a project based on facts and circumstances of the client arrangement. Revenues from investment income on funds held on behalf of clients are recognized as services are performed, assuming all four criteria to recognize revenue have been met. Reimbursements received for out-of-pocket expenses are recorded as a component of revenues.

Revenues from health care exchange arrangements are typically recognized upon successful enrollment of participants, net of a reserve for estimated cancellations, assuming all four criteria to recognize revenue have been met.

### ***Share-Based Compensation Costs***

Share-based payments to employees, including grants of restricted share units and performance share awards, are measured based on estimated grant date fair value. The Company recognizes compensation expense over the requisite service period for awards expected to ultimately vest. Forfeitures are estimated on the date of grant and revised if actual or expected forfeiture activity differs materially from original estimates.

#### ***Restricted Share Units***

Restricted share units (“RSUs”) are service-based awards for which the Company recognizes the associated compensation cost on a straight-line basis over the requisite service period. The Company estimates the fair value of the awards based on the market price of the underlying share on the date of grant, reduced by the present value of estimated dividends foregone during the vesting period where applicable.

#### ***Performance Share Awards***

Performance share awards (“PSAs”) are performance-based awards for which vesting is dependent on the achievement of certain objectives. Such objectives may be made on a personal, group or company level. The Company estimates the fair value of the awards based on the market price of the underlying stock on the date of grant, reduced by the present value of estimated dividends foregone during the vesting period.

Compensation cost is recognized over the performance period. The number of shares issued on the vesting date will vary depending on the actual performance objectives achieved. The Company makes assessments of future performance using subjective estimates, such as long-term plans. As a result, changes in the underlying assumptions could have a material impact on the compensation expense recognized.

The largest performance-based share-based payment award plan is the Leadership Performance Plan (“LPP”), which has a three-year performance period. The 2015 to 2017 performance period ended on December 31, 2017, the 2014 to 2016 performance period ended on December 31, 2016 and the 2013 to 2015 performance period ended on December 31, 2015. The LPP currently has two

open performance periods: 2016 to 2018 and 2017 to 2019. A 10% upward adjustment in the estimated performance achievement percentage for both LPP plans would have increased Aon's 2017 expense by approximately \$6.6 million, while a 10% downward adjustment would have decreased Aon's expense by approximately \$6.6 million. As the percent of expected performance increases or decreases, the potential change in expense can go from 0% to 200% of the targeted total expense.

### ***Pension and Other Postretirement Benefits***

The Company sponsors defined benefit pension plans throughout the world. The most significant plans are located in the U.S., the U.K., the Netherlands, and Canada. The U.S., U.K., Netherlands, and Canadian pension plans are closed to new entrants. The Company has ceased crediting future benefits relating to salary and service for its U.S., U.K., Netherlands, and Canadian plans to the extent statutorily permitted.

The Company records net period cost relating to its pension and other postretirement benefit plans based on calculations that include various actuarial assumptions, including discount rates, inflation rates, mortality rates, compensation increases, and turnover rates. The Company reviews its actuarial assumptions on an annual basis and modifies these assumptions based on current rates and trends.

Beginning for 2016 expense, the Company elected to utilize a full yield curve approach in the estimation of the service and interest cost components of net periodic pension and post-retirement benefit cost for our major pension and other post-retirement benefit plans by applying the specific spot rates along the yield curve used in the determination of the benefit obligation to the relevant projected cash flows. In 2015 and prior years, the Company estimated these components of net periodic pension and post-retirement benefit cost by applying a single weighted-average discount rate, derived from the yield curve used to measure the benefit obligation at the beginning of the period.

Actuarial gains and losses are recognized in Other comprehensive income in the period in which they occur in and are not reclassified to net income in subsequent periods. Service costs, administrative expenses, and net interest on the defined benefit liability (asset) is included within Compensation and benefits and the return on assets (excluding amounts included in net interest) is recognized in Other comprehensive income.

The defined benefit surplus or deficit is calculated as the present value of defined benefit obligations less the fair value of the plan assets and is included within Prepaid pension or Pension, other post retirement, and post employment liabilities on the Statement of Financial Position. The Company recognizes a pension surplus on the basis that it is entitled to the surplus of each plan in the event of a gradual settlement of the liabilities, due to its ability to order a winding-up of the Trust. Additionally under IFRIC 14 pension funding contributions are considered to be a minimum funding requirement and, to the extent that the contributions payable will not be available to the Company after they are paid into the scheme, a liability is recognized when the obligation arises.

### ***Net Income per Share***

Basic net income per share is computed by dividing net income available to ordinary shareholders by the weighted-average number of ordinary shares outstanding, including participating securities, which consist of unvested share awards with non-forfeitable rights to dividends. Diluted net income per share is computed by dividing net income available to ordinary shareholders by the weighted-average number of ordinary shares outstanding, which have been adjusted for the dilutive effect of potentially issuable ordinary shares (excluding those that are considered participating securities), including certain contingently issuable shares. The diluted earnings per share calculation reflects the more dilutive effect of either (1) the two-class method that assumes that the participating securities have not been exercised, or (2) the treasury stock method.

Potentially issuable shares are not included in the computation of diluted income per share if their inclusion would be antidilutive.

### ***Cash and Cash Equivalents and Short-term Investments***

Cash and cash equivalents include cash balances and all highly liquid investments with initial maturities of three months or less. Short-term investments consist of money market funds. The estimated fair value of Cash and cash equivalents and Short-term investments approximates their carrying values.

At December 31, 2017, Cash and cash equivalents and Short-term investments totaled \$1,285 million compared to \$721 million at December 31, 2016. Of the total balance, \$96 million and \$82 million was restricted as to its use at December 31, 2017 and 2016, respectively. Included within the December 31, 2017 and 2016 balances, respectively, were £42.7 million (\$57.1 million at December 31, 2017 exchange rates) and £43.3 million (\$53.2 million at December 31, 2016 exchange rates) of operating funds required to be held by the Company in the U.K. by the FCA, which were included in Short-term investments.

### ***Fiduciary Assets and Liabilities***

In its capacity as an insurance agent and broker, Aon collects premiums from insureds and, after deducting its commission, remits the premiums to the respective insurers. Aon also collects claims or refunds from insurers on behalf of insureds. Uncollected premiums from insureds and uncollected claims or refunds from insurers are recorded as Fiduciary assets in the Company's Consolidated Statements of Financial Position. Unremitted insurance premiums and claims are held in a fiduciary capacity and the obligation to remit these funds is recorded as Fiduciary liabilities in the Company's Consolidated Statements of Financial Position.

Aon maintained premium trust balances for premiums collected from insureds but not yet remitted to insurance companies of \$3.7 billion and \$3.3 billion at December 31, 2017 and 2016, respectively. These funds and a corresponding liability are included in Fiduciary assets and Fiduciary liabilities, respectively, in the accompanying Consolidated Statements of Financial Position.

### ***Allowance for Doubtful Accounts***

The Company's allowance for doubtful accounts with respect to receivables is based on a combination of factors, including evaluation of historical write-offs, aging of balances, and other qualitative and quantitative analyses. Receivables, net included an allowance for doubtful accounts of \$59 million and \$58 million at December 31, 2017 and 2016, respectively.

### ***Fixed Assets***

Fixed assets are stated at cost, less accumulated depreciation. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets, which are generally as follows:

Asset Description	Expected Life
Leasehold improvements	Lesser of estimated useful life or lease term, not to exceed 10 years
Furniture, fixtures and equipment	4 to 10 years
Computer equipment	4 to 6 years
Buildings	35 years
Automobiles	6 years

Estimated useful lives are reviewed on an annual basis.

### ***Leases***

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at the inception date. The arrangement is assessed for whether fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in an arrangement.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Expense associated with payments made under operating leases is recognized in Premises in the Consolidated Statements of Income on a straight-line basis over the period of the lease.

### ***Consolidation***

Aon consolidates any entity in which it is exposed, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. In determining whether Aon holds control over an investee it considers the design and purpose of the investee, its substantive rights over the investee in relation to other investors, and Aon's ability to direct relevant activities to affect our return on the investment.

### ***Derivatives***

Derivative instruments are recognized in the Consolidated Statements of Financial Position at fair value. Where the Company has entered into master netting agreements with counterparties, the derivative positions are netted by counterparty and are reported accordingly in Other assets or Other liabilities. Changes in the fair value of derivative instruments are recognized in earnings each period, unless the derivative is designated and qualifies as a cash flow or net investment hedge.

The Company has historically designated the following hedging relationships for certain transactions: (i) a hedge of the change in fair value of a recognized asset or liability or firm commitment ("fair value hedge"), (ii) a hedge of the variability in cash flows from a recognized variable-rate asset or liability or forecasted transaction ("cash flow hedge"), and (iii) a hedge of the net investment in a foreign operation ("net investment hedge").

In order for a derivative to qualify for hedge accounting, the derivative must be formally designated as a fair value, cash flow, or a net investment hedge by documenting the relationship between the derivative and the hedged item. The documentation must include a description of the hedging instrument, the hedged item, the risk being hedged, Aon's risk management objective and strategy for undertaking the hedge, the method for assessing the effectiveness of the hedge, and the method for measuring hedge ineffectiveness. Additionally, the hedge relationship must be expected to be highly effective at offsetting changes in either the fair value or cash flows of the hedged item at both the inception of the hedge and on an ongoing basis. Aon assesses the ongoing effectiveness of its hedges and measures and records hedge ineffectiveness, if any, at the end of each quarter or more frequently if facts and circumstances require.

For a derivative designated as a fair value hedging instrument, the gain or loss is recognized in earnings in the period of change together with the offsetting loss or gain on the hedged item attributable to the risk being hedged. The effect is to reflect in earnings the extent to which the hedge is not effective in achieving offsetting changes in fair value. For a cash flow hedge that qualifies for hedge accounting, the effective portion of the change in fair value of a hedging instrument is recognized in Other comprehensive income ("OCI") and subsequently reclassified to earnings in the same period the hedged item impacts earnings. The ineffective portion of the change in fair value is recognized immediately in earnings. For a net investment hedge, the effective portion of the change in fair value of the hedging instrument is recognized in OCI as part of the cumulative translation adjustment, while the ineffective portion is recognized immediately in earnings.

Changes in the fair value of a derivative that is not designated as part of a hedging relationship (commonly referred to as an "economic hedge") are recorded in Other income (expense) in the Consolidated Statements of Income.

The Company discontinues hedge accounting prospectively when (1) the derivative expires or is sold, terminated, or exercised, (2) the qualifying criteria are no longer met, or (3) management removes the designation of the hedging relationship.

### ***Goodwill and Other Intangible Assets***

Goodwill represents the excess of acquisition cost over the fair value of the net assets in the acquisition of a business. Goodwill is not amortized, but instead is tested for impairment at least annually in the fourth quarter. The Company tests more frequently if there are indicators of impairment or whenever business circumstances suggest that the carrying value of goodwill may not be recoverable. These indicators may include a sustained significant decline in the Company's share price and market capitalization, a decline in expected future cash flows, or a significant adverse change in legal factors or in the business climate, among others.

For goodwill impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or cash generating units ("CGU"). An impairment loss is recognized in net income if the carrying amount of a CGU exceeds its recoverable amount. The recoverable amount is the higher of a CGU's fair value less costs to sell and value-in-use. The recoverable amount is determined based on calculations prepared on the basis of management's assumptions and estimates. In determining the recoverable amount of CGUs, the Company uses a discounted cash flow ("DCF") model based on current forecasts. The related cash flow forecasts are discounted using a pre-tax rate at the date of evaluation. Preparation of forecasts and selection of the discount rate for use in the DCF model involve significant judgments, and changes in these estimates could affect the estimated fair value of one or more of the Company's CGUs and could result in a goodwill impairment charge in a future period. Market multiples are also used which are obtained from quoted prices of comparable companies to corroborate the Company's DCF model results. The combined estimated fair value of our reporting units from our DCF model often results in a premium over our market capitalization, commonly referred to as a control premium. The Company believes that the implied control premium determined by our impairment analysis is reasonable based upon historic data of premiums paid on actual transactions within our industry.

Intangible assets are comprised primarily of customer-related and contract-based, software, tradenames and technology assets. Amortization is recognized as Amortization and impairment of intangible assets on the Consolidated Statements of Income. Amortization basis and estimated useful lives by intangible asset type are generally as follows:

Intangible Asset Description	Amortization Basis	Expected Life
Customer related and contract based	In line with underlying cash flows	7 to 20 years
Software	Straight-line	4 to 7 years
Tradenames	Straight-line	1 to 3 years
Technology	Straight-line	5 to 7 years

The Company reviews intangible assets that are being amortized for impairment whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. There were no indications that the carrying values of amortizing intangible assets were impaired as of December 31, 2017.

## ***Foreign Currency***

The Company's Consolidated Financial Statements are presented in U.S. dollars, which is also the parent company's functional currency. Certain of the Company's non-U.S. operations use their respective local currency as their functional currency. These operations that do not have the U.S. dollar as their functional currency translate their financial statements at the current rates of exchange in effect at the balance sheet date and revenues and expenses using rates that approximate those in effect during the period. The resulting translation adjustments are included in net foreign currency translation adjustments within the Consolidated Statements of Shareholders' Equity. Gains and losses from the remeasurement of monetary assets and liabilities that are denominated in a non-functional currency are included in Other income (expense) within the Company's Consolidated Statements of Income.

## ***Income Taxes***

### ***Current income tax***

Current income tax is measured at the amount expected to be recovered from or paid to the taxation authorities, using the tax rates and laws enacted or substantively enacted at the reporting date in the countries where the Group operates and generates taxable income or loss. Current income tax relating to items recognized directly in equity is recognized in equity and not the income statement.

Management evaluates positions taken in its tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate. A tax position is recognized if it is considered probable that the tax position will be sustained. Current tax liabilities or assets for the current and prior periods are measured at the amounts expected to be paid to or recovered from the taxing authorities. A change in the recognition and measurement of a tax position is needed when circumstances change or where new facts clarify the probability of estimates previously made. Significant judgment is required in assessing tax positions, particularly with respect to transfer pricing requirements under the laws of many different countries on our revenues and costs. Estimates are determined by management based on the technical merits of each position taking into account prior audit experience of similar transactions and in some cases reports from independent experts. The Company records penalties and interest related to these positions subject to interpretation within Income Tax in the Company's Consolidated Statements of Income.

### ***Deferred tax***

Deferred tax is provided using the liability method on temporary differences between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements.

Deferred tax is not recognized for:

- (1) taxable temporary differences arising from the initial recognition of goodwill,
- (2) temporary differences on the initial recognition of assets or liabilities in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss, or
- (3) temporary differences related to investments in subsidiaries, associates and joint ventures, to the extent the Group is able to control the timing of the reversal of the temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future. Additional income taxes could be recorded (or incurred) if we change our investment strategy relating to these subsidiaries, which could materially affect our future effective tax rate.

Deferred tax assets are recognized for deductible temporary differences and the carry forward of unused tax credits and unused tax losses to the extent that it is probable that future taxable profit will be available against which they can be utilized. Deferred tax assets are reviewed at each reporting date and reduced to the extent that it is no longer probable that the related tax benefit will be realized. Unrecognized deferred tax assets are reassessed at each reporting date and are recognized to the extent that it has become probable that future taxable profits will allow the deferred tax asset to be recovered.

Deferred tax is measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled, using tax rates and laws enacted or substantively enacted at the reporting date.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current income tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

## ***Provisions***

Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

The Company is required to assess the likelihood of material adverse judgments or outcomes as well as potential ranges or probability of losses. The Company determines the amount of provisions required, if any, after carefully analyzing each individual item. The required provisions may change due to new developments in each issue. The Company does not recognize gain contingencies until the contingency is resolved and amounts due are virtually certain of collection.

### **Critical Accounting Estimates and Judgments**

In accordance with our policies, the Company regularly evaluates its estimates, assumptions, and judgments, including, but not limited to, those concerning revenue recognition, pensions, goodwill and other intangible assets, provisions, share-based payments, and income taxes, and bases estimates, assumptions, and judgments on historical experience and on factors the Company believes reasonable under the circumstances. The results involve judgments about the carrying values of assets and liabilities not readily apparent from other sources. If assumptions or conditions change, the actual results reported may differ from these estimates. The areas where judgment, estimates, and assumptions have the most significant effect on the amounts recognized in the consolidated financial statements are as follows:

<b>Financial statement area</b>	<b>Critical judgment in applying accounting policies</b>	<b>Note</b>
Revenue recognition	Assessment of when it is probable that economic benefits will flow to the Company and amounts can be reliably measured.	See Revenue Recognition discussion above
Pensions	Assessment of the appropriate discount rate to be applied in actuarial valuations	See Pension and Other Post-Retirement Benefits discussion above and Note 12
Goodwill and other intangible assets	Assessment of CGUs and related cash flow projections, including discount rates and long-term growth rates.	See Goodwill and Other Intangible Assets discussion above and Note 7
Provisions	Assessment of whether the Company has a present obligation as a result of a past event, the probability of an outflow of economic benefits related to that obligation, and whether a reliable estimate of the outflow can be made.	See Provisions discussion above and Note 16
Share-based payments	Assessment of future performance for awards that are dependent on the achievement of certain objectives.	See Share-based Compensation Costs discussion above and Note 13
Income taxes	Assessment of global tax asset and liabilities balances.	See Income Taxes discussion above and Note 10

### **New Accounting Pronouncements**

#### ***Adoption of New Accounting Standards***

In January 2016, the IASB issued amendments to accounting guidance on the Statement of Cash Flows (IAS 7). The amendments require entities to provide disclosure of changes in their liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes. The guidance is effective for the period ended December 31, 2017. Aon has provided the information for both the current year and comparative period in Note 8 “Debt” of the Notes to Consolidated Financial Statements.

#### ***Accounting Standards Issued but Not Yet Adopted***

##### ***Leases***

In January 2016, the IASB issued new accounting guidance on leases (IFRS 16), which requires lessees to recognize assets and liabilities for most leases. Under the new guidance, lessees are required to initially recognize a lease liability for the obligation to make lease payments and a right-of-use asset for the right to use the underlying asset for the lease term. Lessees will accrete the lease liability to reflect interest and reduce the liability to reflect lease payments made. The related right-of-use asset is depreciated in accordance with the depreciation requirement of IAS 16 Property, Plant, and Equipment. Right-of-use assets and lease liabilities will be either presented separately from other assets on the balance sheet or disclosed separately in the notes to the financial statements. Depreciation expense and interest expense cannot be combined in the income statement. In the cash flow statement, principal payments on the lease liability will be presented within financing activities; interest payments will be presented based on an accounting policy election in accordance with IAS 7 Statement of Cash Flows. The new standard will be effective on or after January 1, 2019 with limited early application permitted. The new standard permits lessees to use either a full retrospective or a modified retrospective approach on transition for leases existing at the date of transition with options to use

certain transition reliefs. Aon is currently evaluating the impact the guidance will have on the Company's Consolidated Financial Statements.

A preliminary assessment to determine the impacts of the new accounting standard has been performed and it is expected to have a significant impact on the Company's Consolidated Statements of Financial Position and related disclosures. The Company is also currently implementing accounting and operational processes which will be impacted by the new standard.

#### *Financial Instruments*

In July 2014, the IASB issued new accounting guidance on financial instruments (IFRS 9), which replaces the guidance in IAS 39 that relates to the classification and measurement of financial instruments. IFRS 9 retains, but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets: amortized cost, fair value through other comprehensive income (OCI) and fair value through profit or loss. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. Investments in equity instruments are required to be measured at fair value through profit or loss with the irrevocable option at inception to present changes in fair value in OCI not recycling. There is now a new expected credit losses model that replaces the incurred loss impairment model used in IAS 39. For financial liabilities there were no changes to classification and measurement except for the recognition of changes in own credit risk in other comprehensive income, for liabilities designated at fair value through profit or loss. IFRS 9 relaxes the requirements for hedge effectiveness by replacing the bright line hedge effectiveness tests. It requires an economic relationship between the hedged item and hedging instrument and for the 'hedged ratio' to be the same as the one management actually use for risk management purposes. Contemporaneous documentation is still required but is different to that currently prepared under IAS 39. The standard is effective for accounting periods beginning on or after January 1, 2018 and early adoption is permitted. Aon is currently evaluating the impact the guidance will have on the Company's Consolidated Financial Statements.

#### *Revenue Recognition*

In May 2014, the IASB issued a new accounting standard on revenue from contracts with customers (IFRS 15), which, when effective, will supersede nearly all existing revenue recognition guidance under IFRS. The core principal of the standard is that an entity should recognize revenue when it transfers promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The standard also requires additional disclosure about the nature, amount, timing, and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments, changes in judgments, and assets recognized from costs incurred to obtain or fulfill a contract. The standard is effective for Aon in 2018. Two methods of transition are permitted upon adoption: full retrospective and modified retrospective. The Company will adopt this standard in the first quarter of 2018 using a modified retrospective adoption approach. Under this approach, prior periods will not be restated. Rather, revenues and other disclosures for prior periods will be provided in the notes to the financial statements as previously reported under the current revenue standard, and the cumulative effect of initially applying the new standard will be recognized as an increase to retained earnings as of January 1, 2018. The Company estimates this adjustment to be approximately \$400-600 million.

The Company has assessed the impacts of the new accounting standard and has implemented accounting and operational processes and controls to ensure compliance with the new standard.

The most significant impacts of the new standard to the Company are expected to be as follows:

- The Company currently recognizes revenue either at a point in time or over a period of time based on the transfer of value to customers or as the remuneration becomes determinable. Under the new standard, the revenue related to certain brokerage services recognized over a period of time, will be recognized on the effective date of the associated policies when control of the policy transfers to the customer. As a result, revenue from these arrangements will be recognized in earlier periods under the new standard in comparison to the current guidance and will change the timing and amount of revenue recognized for annual and interim periods. This change is anticipated to result in a significant shift in timing of interim revenue for Reinsurance Solutions and to a lesser extent, certain other brokerage services.
- The new standard provides guidance on accounting for certain revenue-related costs including when to capitalize costs associated with obtaining and fulfilling a contract. The majority of these costs are currently expensed as incurred under existing IFRS. Assets recognized for the costs to obtain a contract, which includes certain sales commissions, will be amortized on a systematic basis that is consistent with the transfer of the services to which the asset relates, considering anticipated renewals when applicable. For situations where the renewal period is one year or less and renewal costs are commensurate with the initial contract, the Company plans to apply a practical expedient and recognize the costs of obtaining a contract as an expense when incurred. Assets recognized as costs to fulfill a contract, which includes internal costs related to pre-placement broking activities, as well as other costs, will be amortized on a systematic basis that is consistent with the transfer of the services to which the asset relates, which is generally expected to be less than one year.

### 3. Other Financial Data

#### Consolidated Statements of Income Information

##### *Other Income (Expense)*

Other income (expense) consists of the following (in millions):

Years ended December 31	2017	2016
Foreign currency remeasurement gain (loss)	\$ (37)	\$ (2)
Gain (loss) on disposal of business	(16)	39
Equity earnings	4	4
Income (loss) on financial instruments	47	(27)
Total	\$ (2)	\$ 14

#### Consolidated Statements of Financial Position Information

##### *Allowance for Doubtful Accounts*

An analysis of the allowance for doubtful accounts is as follows (in millions):

	2017	2016
Balance at January 1	\$ 58	\$ 58
Provision charged to Other general expenses	18	11
Accounts written off, net of recoveries	(18)	(14)
Allowance of Divested Business	(2)	—
Foreign currency translation	3	3
Balance at December 31	\$ 59	\$ 58

As of December 31, 2017, the Company had exposures to individual trade counterparties within trade receivables. In accordance with Company policy, Aon operating entities continually monitor exposures against credit limits and concentration of risk. No individual trade counterparty credit exposure is considered significant in the ordinary course of trading activity. Management does not expect any significant losses from non-performance by trade counterparties that have not been provided for.

##### *Other Current Assets*

The components of Other current assets are as follows (in millions):

As of December 31	2017	2016
Prepaid expense	\$ 126	\$ 125
Taxes receivable	114	100
Deferred project costs	2	87
Other	47	39
Total	\$ 289	\$ 351

**Other Non-Current Assets**

The components of Other non-current assets are as follows (in millions):

As of December 31	2017	2016
Taxes receivable	84	82
Investments	62	133
Deferred project costs	4	183
Other	127	144
Total	\$ 277	\$ 542

**Other Current Liabilities**

The components of Other current liabilities are as follows (in millions):

As of December 31	2017	2016
Deferred revenue	\$ 311	\$ 393
Taxes payable <sup>(1)</sup>	446	366
Other	195	173
Total	\$ 952	\$ 932

(1) Includes an estimate of \$42 million for the current portion of the Transition Tax. Refer to Note 10 “Income Taxes” for further information.

**Other Non-Current Liabilities**

The components of Other non-current liabilities are as follows (in millions):

As of December 31	2017	2016
Taxes payable <sup>(1)</sup>	\$ 222	\$ —
Leases	143	159
Compensation and benefits	67	56
Deferred revenue	49	140
Other	233	115
Total	\$ 714	\$ 470

(1) Includes an estimate of \$222 million for the Transition Tax. Refer to Note 10 “Income Taxes” for further information.

#### 4. Discontinued Operations

On February 9, 2017, the Company entered into the Purchase Agreement with Tempo Acquisition, LLC to sell its benefits administration and business process outsourcing business to the Buyer.

On May 1, 2017, the Buyer purchased all of the outstanding equity interests of the Divested Business, plus certain related assets and liabilities, for a purchase price of \$4.3 billion in cash paid at closing, subject to customary adjustments set forth in the Purchase Agreement, and deferred consideration of up to \$500 million. Cash proceeds after customary adjustments and before taxes due were \$4.2 billion.

Aon and the Buyer entered into certain transaction related agreements at the closing, including two commercial agreements, a transition services agreement, certain intellectual property license agreements, sub-leases, and other customary agreements. Aon expects to continue to be a significant client of the Divested Business and the Divested Business has agreed to use Aon for its broking and other services for a specified period of time.

In the year ended December 31, 2017, the Company recorded an estimated gain on sale, net of taxes, of \$750 million and a non-cash impairment charge to its tradenames associated with the Divested Business of \$380 million as these assets were not sold to the Buyer. The impairment charge is included in Amortization and impairment of intangible assets on the Consolidated Statement of Income for year ended December 31, 2017.

The Company has classified the results of the Divested Business as discontinued operations in the Company's Consolidated Statements of Income for all periods presented. Additionally, the assets and liabilities of the Divested Business were classified as discontinued operations in the Company's Consolidated Statements of Financial Position upon triggering held for sale criteria in February 2017. These assets and liabilities were sold on May 1, 2017.

The financial results of the Divested Business for the years ended December 31, 2017 and 2016 are presented as Income from discontinued operations, net of tax, on the Company's Consolidated Statements of Income. The following table presents the financial results of the Divested Business (in millions):

	Years ended December 31	
	2017	2016
<b>Revenue</b>		
Total revenue	\$ 698	\$ 2,218
<b>Expenses</b>		
Total operating expenses	639	1,954
<b>Operating Income from discontinued operations</b>	<b>59</b>	<b>264</b>
Other income	10	—
<b>Income from discontinued operations before income taxes</b>	<b>69</b>	<b>264</b>
Income taxes	13	89
<b>Income from discontinued operations excluding gain, net of tax</b>	<b>56</b>	<b>175</b>
Gain on sale of discontinued operations, net of tax <sup>(1)</sup>	750	—
<b>Income from discontinued operations, net of tax</b>	<b>\$ 806</b>	<b>\$ 175</b>

(1) Taxes on the sale of the Divested Business were \$1.2 billion.

Included in the sale of the Divested Business was the disposition of Goodwill of \$1,338 million, Fiduciary assets and liabilities of \$572 million, Intangible assets, net, of \$438 million, Receivables, net, of \$376 million, and Fixed assets, net, of \$99 million.

Upon triggering held for sale criteria in February 2017, Aon ceased depreciating and amortizing all long-lived assets included in discontinued operations. Total operating expenses for the years ended December 31, 2017 and 2016 include, respectively, \$4 million and \$36 million of depreciation of fixed assets and \$15 million and \$154 million of intangible asset amortization.

The Company had no held for sale assets as of December 31, 2017.

Total proceeds received for the sale of the divested business and taxes paid as a result of the sale are recognized on the Consolidated Statements of Cash Flows in Cash provided by investing activities - continuing operations and Cash provided by operating activities - continuing operations, respectively.

At December 31, 2017 no value has been attributed to deferred consideration. While the possibility exists for consideration to be received, the directors believe that, given the uncertainty as to the amount and timing of the consideration, this is a reasonable valuation. The ultimate amount, which may be received, is highly sensitive to the future business performance of the Divested Business. However, based on the likely scenarios and given the limited access the Group has in respect of the Divested Business, the directors do not currently believe that reasonably possible alternative assumptions would change fair value significantly.

## 5. Restructuring

In 2017, Aon initiated a global restructuring plan (the “Restructuring Plan”) in connection with the sale of the Divested Business. The Restructuring Plan is intended to streamline operations across the organization and deliver greater efficiency, insight, and connectivity. The Company expects these restructuring activities and related expenses to affect continuing operations through 2019, including an estimated 4,200 to 4,800 role eliminations. The Restructuring Plan is expected to result in cumulative costs of approximately \$1,025 million through the end of the plan, consisting of approximately \$450 million in employee termination costs, \$130 million in technology rationalization costs, \$85 million in lease consolidation costs, \$50 million in non-cash asset impairments, and \$310 million in other costs, including certain separation costs associated with the sale of the Divested Business.

From the inception of the Restructuring Plan through December 31, 2017, the Company has eliminated 2,630 positions and incurred total expenses of \$511 million for restructuring and related separation costs. These charges are included in Compensation and benefits, Information technology, Premises, Depreciation of fixed assets, Amortization of intangible assets, and Other general expenses in the accompanying Consolidated Statements of Income.

The following table summarizes restructuring and separation costs by type that have been incurred through December 31, 2017 and are estimated to be incurred through the end of the Restructuring Plan (in millions). Estimated costs may be revised in future periods as these assumptions are updated:

	Year Ended December 31, 2017	Estimated Remaining Costs	Estimated Total Cost <sup>(1)</sup>
Workforce reduction	\$ 299	\$ 151	\$ 450
Technology rationalization <sup>(2)</sup>	33	97	130
Lease consolidation <sup>(2)</sup>	20	65	85
Asset impairments <sup>(3)</sup>	28	22	50
Other costs associated with restructuring and separation <sup>(2) (4)</sup>	131	179	310
Total restructuring and related expenses	\$ 511	\$ 514	\$ 1,025

- (1) Actual costs, when incurred, may vary due to changes in the assumptions built into the Restructuring Plan. Significant assumptions that may change when plans are finalized and implemented include, but are not limited to, changes in severance calculations, changes in the assumptions underlying sublease loss calculations due to changing market conditions, and changes in the overall analysis that might cause the Company to add or cancel component initiatives.
- (2) Contract termination costs included within Technology rationalization for the year ended December 31, 2017 were \$1 million. Contract termination costs included within Lease consolidations for the year ended December 31, 2017 were \$20 million. Contract termination costs included within Other costs associated with restructuring and separation were \$3 million for the year ended December 31, 2017. Total estimated contract termination costs to be incurred under the Restructuring Plan associated with Technology rationalizations, Lease consolidations, and Other costs associated with restructuring and separation, respectively, are \$10 million, \$80 million, and \$10 million.
- (3) Asset impairments include \$11 million of impairments on fixed asset and \$17 million of impairments of software assets recognized in Depreciation of fixed assets and Amortization and impairment of intangible assets, respectively, on the Consolidated Statements of Income.
- (4) Other costs associated with the Restructuring Plan include primarily those to separate the Divested Business, as well as consulting and legal fees. These costs are generally recognized when incurred.

## 6. Acquisitions and Dispositions

### *Acquisitions*

The Company completed seventeen acquisitions during the year ended December 31, 2017 and eight acquisitions during the year ended December 31, 2016. The following table includes the preliminary fair values of consideration transferred, assets acquired, and liabilities assumed as a result of the Company's acquisitions (in millions):

	For the year ended December 31, 2017
Cash	\$ 1,136
Deferred and contingent consideration	63
Aggregate consideration transferred	\$ 1,199
<b>Assets acquired:</b>	
Cash and cash equivalents	\$ 108
Receivables, net	47
Goodwill	619
Intangible assets, net	569
Fixed assets, net	16
Other assets	200
Total assets acquired	1,559
<b>Liabilities assumed:</b>	
Current liabilities	230
Other Non-current liabilities	130
Total liabilities assumed	360
Net assets acquired	\$ 1,199

Intangible assets are primarily customer-related and contract-based assets. Those intangible assets acquired as part of a business acquisition in 2017 had a weighted average useful economic life of 16 years. Acquisition related costs incurred and recognized within Other general expenses for the year ended December 31, 2017 were \$13 million. Total revenue for these acquisitions included in the Company's Consolidated Statement of Income for the year ended December 31, 2017 was approximately \$50 million.

The results of operations of these acquisitions are included in the Consolidated Financial Statements as of the respective acquisition dates. The results of operations of the Company would not have been materially different if these acquisitions had been reported from the beginning of the period in which they were acquired.

### *2017 Acquisitions*

On December 29, 2017, the Company completed the transaction to acquire the Townsend Group, a U.S.-based provider of global investment management and advisory services primarily focused on real estate.

On December 29, 2017, the Company completed the transaction to acquire Baltolink UADBB, a regional broker based in Lithuania.

On December 19, 2017, the Company completed the transaction to acquire a client register of Grant Liddell Financial Advisor Services Pty Ltd in Australia.

On December 1, 2017, the Company completed the transaction to acquire Henderson Insurance Brokers Limited, an independent insurance broking firm based in the United Kingdom.

On November 30, 2017, the Company completed the transaction to acquire Unidelta AG, an insurance broker located in Switzerland.

On October 31, 2017, the Company completed the transaction to acquire Unirobe Meeùs Groep, an insurance broker based in the Netherlands.

On October 31, 2017, the Company completed the transaction to acquire Lenzi Paolo Broker di Assicurazioni S.r.l., an insurance broker based in Italy.

On October 26, 2017, the Company completed the transaction to acquire Nauman Insurance Brokers Limited, an insurance broker based in New Zealand.

On October 2, 2017, the Company completed the transaction to acquire Portus Consulting, an independent employee benefits firm based in the United Kingdom.

On August 31, 2017, the Company completed the transaction to acquire Mark Kelly Insurance and Financial Services PTY LTD, an Australia-based broker servicing the insurance needs of commercial clients in and around the Townsville regional center.

On August 28, 2017, the Company completed the transaction to acquire a certain portfolio in the Charlotte office of The Hays Group, Inc. d/b/a Hays Companies.

On July 27, 2017, the Company completed the transaction to acquire Grupo Innovac Sociedad de Correduría de Seguros, S.A, an insurance broker based in Valencia, Spain.

On July 3, 2017, the Company completed the transaction to acquire PWZ AG, an independent insurance broker based in Zurich, Switzerland.

On May 31, 2017, the Company completed the transaction to acquire SchneiderGolling IFFOXX Assekuranzmakler AG and SchneiderGolling Industrie Assekuranzmaklergesellschaft mbH from SchneiderGolling Gruppe, a property and casualty broker based in Southern Germany.

On May 2, 2017, the Company completed the transaction to acquire cut-e Assessment Global Holdings Limited, a high-volume online psychometric assessments provider based in Ireland.

On March 3, 2017, the Company completed the transaction to acquire Finaccord Limited, a market research, publishing and consulting company based in the United Kingdom.

On January 19, 2017, the Company completed the transaction to acquire VERO Management AG, an insurance broker and risk advisor based in Austria.

#### *2016 Acquisitions*

On December 26, 2016, the Company completed the transaction to acquire Admix, a leading health and benefits brokerage and solutions firm based in Brazil.

On November 11, 2016 the Company completed the transaction to acquire CoCubes, a leading hiring assessment company based in India.

On October 31, 2016, the Company completed the transaction to acquire Stroz, Friedberg, Inc., a leading global cyber risk management firm based in New York City, with offices across the U.S. and in London, Zurich, Dubai and Hong Kong.

On August 19, 2016, the Company completed the transaction to acquire Cammack Health LLC, a leading health and benefits consulting firm that serves large health care organizations in the Eastern region of the U.S., including health plans, health systems and employers.

On June 1, 2016, the Company completed the transaction to acquire Univers Workplace Solutions, a leading elective benefit enrollment and communication services firm based in New Jersey.

On April 11, 2016, the Company completed the transaction to acquire Nexus Insurance Brokers Limited and Bayfair Insurance Centre Limited, insurance brokerage firms located in New Zealand.

On February 1, 2016, the Company completed the transaction to acquire Modern Survey, an employee survey and talent analytics solutions provider based in Minneapolis.

On January 1, 2016, the Company completed the transaction to acquire Globe Events Management, an insurance, retirement, and investment consulting business based in Australia.

## ***Dispositions***

In addition to the Divested Business described in Note 4 “Discontinued Operations”, the Company completed nine dispositions during the year ended December 31, 2017. The Company completed five dispositions during the year ended December 31, 2016.

Total pretax losses, net of gains, for the year ended December 31, 2017 was \$16 million. Total pretax gains, net of losses, for the year ended December 31, 2016 was \$39 million. Gains and losses recognized as a result of a disposition are included in Other income (expense) in the Consolidated Statements of Income.

## **7. Goodwill and Other Intangible Assets**

The changes in the net carrying amount of goodwill for the years ended December 31, 2017 and 2016, respectively, are as follows (in millions):

	<b>Total</b>
Balance as of January 1, 2017	\$ 8,747
Goodwill related to current year acquisitions	619
Goodwill related to disposals	(1,342)
Goodwill related to prior year acquisitions	(13)
Foreign currency translation	347
<b>Balance as of December 31, 2017</b>	<b>\$ 8,358</b>
Balance as of January 1, 2016	\$ 8,448
Goodwill related to acquisitions	642
Goodwill related to disposals	(34)
Goodwill related to other prior year acquisitions	4
Foreign currency translation	(313)
<b>Balance as of December 31, 2016</b>	<b>\$ 8,747</b>

## Other Intangible Assets

The changes in other intangible assets for the years ended December 31, 2017 and 2016 are as follows (in millions):

	Tradenames <sup>(1)</sup>	Customer related and contract based	Technology and other <sup>(1)</sup>	Software	Total
<b>As of January 1, 2017</b>	<b>\$ 1,021</b>	<b>\$ 1,137</b>	<b>\$ 65</b>	<b>\$ 350</b>	<b>\$ 2,573</b>
Additions	—	13	—	83	96
Acquisitions	12	518	37	2	569
Disposals	—	(303)	(25)	(147)	(475)
Impairment	(380)	—	—	(17)	(397)
Amortization	(146)	(168)	(21)	(74)	(409)
Foreign currency translation and other	7	(62)	28	21	(6)
<b>As of December 31, 2017</b>	<b>\$ 514</b>	<b>\$ 1,135</b>	<b>\$ 84</b>	<b>\$ 218</b>	<b>\$ 1,951</b>
<b>As of December 31, 2017</b>					
Cost	\$ 1,047	\$ 2,550	\$ 416	\$ 715	\$ 4,728
Accumulated amortization	(533)	(1,415)	(332)	(497)	(2,777)
<b>Closing net book amount</b>	<b>\$ 514</b>	<b>\$ 1,135</b>	<b>\$ 84</b>	<b>\$ 218</b>	<b>\$ 1,951</b>
<b>As of January 1, 2016</b>					
As of January 1, 2016	\$ 1,028	\$ 1,077	\$ 75	\$ 335	\$ 2,515
Additions	—	—	—	100	100
Acquisitions	10	327	29	13	379
Disposals	(3)	(1)	(2)	(1)	(7)
Amortization	(2)	(236)	(39)	(110)	(387)
Foreign currency translation and other	(12)	(30)	2	13	(27)
<b>As of December 31, 2016</b>	<b>\$ 1,021</b>	<b>\$ 1,137</b>	<b>\$ 65</b>	<b>\$ 350</b>	<b>\$ 2,573</b>
<b>As of December 31, 2016</b>					
Cost	\$ 1,028	\$ 3,108	\$ 544	\$ 1,000	\$ 5,680
Accumulated amortization	(7)	(1,971)	(479)	(650)	(3,107)
<b>Closing net book amount</b>	<b>\$ 1,021</b>	<b>\$ 1,137</b>	<b>\$ 65</b>	<b>\$ 350</b>	<b>\$ 2,573</b>

(1) Prior to May 1, 2017, finite lived tradenames were classified within Technology and other. As of December 31, 2016, \$30 million of gross carrying amount and \$7 million of accumulated amortization related to finite-lived tradenames were reclassified from Technology and other to Tradenames.

In May 2017, and in connection with the completion of the sale of the Divested Business, the Company recognized a non-cash impairment charge to the associated tradenames of \$380 million. The fair value of the tradenames was determined using the Relief from Royalty Method which utilized an 11% discount rate. This impairment was included in Amortization and impairment of intangible assets on the Consolidated Statement of Income. The recoverable amount of the tradenames after the impairment was \$507 million. The carrying value of the tradenames at December 31, 2017 were \$395 million with a remaining useful life of 2.3 years. Refer to Note 4 “Discontinued Operations” for further information.

Additionally, effective May 1, 2017, and consistent with operating as one segment, the Company implemented a three-year strategy to transition to a unified Aon brand. As a result, Aon commenced amortization of all indefinite-lived tradenames and prospectively accelerated amortization of its finite lived tradenames over the three-year period. The change in estimated useful life resulted in additional amortization expense, net of tax, to continuing operations of \$116 million, or \$0.44 per share, for year ended December 31, 2017.

## Impairment Testing of Goodwill

In 2017, Goodwill has been allocated to the Commercial Risk Solutions, Reinsurance Solutions, Retirement Solutions, Health Solutions, and Data & Analytic Services CGUs for purposes of impairment testing.

As of	Commercial Risk Solutions	Reinsurance Solutions	Retirement Solutions	Health Solutions	Data & Analytic Services	Total <sup>(1)</sup>
December 31, 2017	2,816	1,470	1,229	1,533	1,310	8,358

(1) Refer to Note 1 “Basis of Presentation” for additional information regarding the Company’s change in reportable segments.

As of	Retail	Reinsurance	Outsourcing	Consulting	Total
December 31, 2016	4,286	1,667	1,211	1,583	8,747

As of December 31, 2016, Aon's indefinite-lived intangible assets included tradenames acquired as part of the Benfield and Hewitt acquisitions in 2007 and 2010, respectively. The CGUs identified for these tradenames were at the consolidated Reinsurance and HR Solutions level. The carrying value of the indefinite-lived tradenames acquired as part of the Benfield acquisition was \$111 million and the carrying value of the indefinite-lived tradenames acquired as part of the Hewitt acquisition was \$887 million.

During 2017, the Company conducted an impairment review of all material goodwill assets. No impairments were identified.

The recoverable amount of a CGU is determined based on value-in-use calculations. These calculations use cash flow projections based on financial budgets approved by management covering a 10 year period and are discounted using pre-tax rate. The use of a 10 year period correlates with management’s internal projections used to allocate capital. Cash flows beyond the 10 year period are extrapolated using the estimated growth rates.

The key assumptions used for value-in-use calculations for each CGU with significant goodwill in comparison to the Company’s total are shown below. The Company does not believe that a reasonably possible change in any of the assumptions could cause an impairment.

	Commercial Risk Solutions	Reinsurance Solutions	Retirement Solutions	Health Solutions	Data & Analytic Services
<b>As of December 31, 2017</b>					
Long-term Growth Rate %	2.0%	2.0%	2.0%	3.0%	2.0%
Discount Rate %	10.1 - 10.7%	10.9 - 11.6%	11.4 - 12.1%	10.2 - 10.8%	10.5 - 11.1%

	Risk Solutions <sup>(1)</sup>		HR Solutions <sup>(1)</sup>	
	Retail	Reinsurance	Outsourcing	Consulting
<b>As of December 31, 2016</b>				
Long-term Growth Rate %	2.5%	2.5%	2.5%	2.5%
Discount Rate %	10.6 - 11.3%	11.3 - 12.0%	11.4 - 12.0%	11.9 - 12.6%

(1) Refer to Note 1 “Basis of Presentation” for additional information.

## Key Assumptions Used in Value-in-Use Calculation

The budgeted trading profit growth: Management determines budgeted trading profit based on past experience and its expectation for market development.

The discount rate represents the current market assessment of the risks specific to the CGU, taking into consideration the time value of money and individual risks of the underlying assets that have not been incorporated into the estimates.

## 8. Debt

The following is a summary of outstanding debt (in millions):

As of December 31	2017	2016
3.875% Senior Notes due December 2025	\$ 745	\$ 744
5.00% Senior Notes due September 2020	598	598
3.50% Senior Notes due June 2024	595	594
4.75% Senior Notes due May 2045	592	592
2.875% Senior Notes due May 2026 (EUR 500M)	587	516
4.60% Senior Notes due June 2044	544	543
8.205% Junior Subordinated Notes due January 2027	521	521
2.80% Senior Notes due March 2021	398	397
4.00% Senior Notes due November 2023	348	347
6.25% Senior Notes due September 2040	296	295
4.76% Senior Notes due March 2018 (CAD 375M)	296	277
4.45% Senior Notes due May 2043	246	246
4.25% Senior Notes due December 2042	197	197
Commercial paper	—	329
Other	3	9
Total debt	5,966	6,205
Less: Short-term and current portion of long-term debt	299	336
Total long-term debt	\$ 5,667	\$ 5,869

### Notes

During the first quarter of 2017, the CAD 375 million (\$296 million at December 31, 2017 exchange rates) 4.76% Senior Notes due March 2018 were classified as Short-term debt and current portion of long-term debt in the Consolidated Statements of Financial Position as the date of maturity is less than one year. On March 8, 2018, the Company's CAD 375 million 4.76% Senior Note matured and were repaid.

On May 27, 2016, \$500 million of 3.125% Senior Notes due May 2016 issued by Aon Corporation matured and were repaid in full.

On March 1, 2016, Aon plc issued \$750 million of 3.875% Senior Notes due December 2025. The Company used the proceeds of the issuance for general corporate purposes.

Each of the notes issued by Aon plc and described above is fully and unconditionally guaranteed by Aon Corporation. The 5.00% Senior Notes due 2020, 6.25% Senior Notes due 2040, and 8.205% Junior Subordinated Notes due January 2027 identified in the table above were issued by Aon Corporation and are fully and unconditionally guaranteed by Aon plc. Similarly, the 4.76% Senior Notes repaid in March 2018 identified in the table above were issued by a Canadian subsidiary of Aon Corporation and were fully and unconditionally guaranteed by Aon plc and Aon Corporation. Each of the notes described above and identified in the table above contains customary representations, warranties, and covenants, and the Company was in compliance with all such covenants as of December 31, 2017.

Interest paid on debt as of both December 31, 2017 and 2016, was \$272 million.

Repayments of total debt are as follows (in millions):

2018	\$	299
2019		—
2020		600
2021		400
2022		—
Thereafter		4,770
Total Repayments	\$	6,069
Unamortized discount, premium, and debt issuance cost		(103)
Total Debt	\$	5,966

### ***Revolving Credit Facilities***

As of December 31, 2017, Aon plc had two primary committed credit facility outstanding: its \$900 million multi-currency U.S. credit facility expiring in February 2021 (the “2021 Facility”) and its \$400 million multi-currency U.S. credit facility expiring in October 2022 (the “2022 Facility”). The 2022 Facility was entered into on October 19, 2017.

Each of these facilities includes customary representations, warranties, and covenants, including financial covenants that require Aon plc to maintain specified ratios of adjusted consolidated earnings before interest, taxes, depreciation, and amortization (“EBITDA”) to consolidated interest expense and consolidated debt to adjusted consolidated EBITDA, in each case, tested quarterly. At December 31, 2017, Aon plc did not have borrowings under either the 2021 Facility or the 2022 Facility, and was in compliance with all covenants contained therein during the twelve months ended December 31, 2017.

### ***Commercial Paper***

Aon Corporation, a wholly-owned subsidiary of Aon plc, has established a U.S. commercial paper program and Aon plc has established a European multi-currency commercial paper program (collectively “the CP Programs”). Commercial paper may be issued in an aggregate principal amount of up to \$1.3 billion under the CP Programs, allocated between the two programs as determined by management, not to exceed the amount of committed credit, which was \$1.3 billion as of December 31, 2017. The U.S. commercial paper program is fully and unconditionally guaranteed by Aon plc and the European commercial paper program is fully and unconditionally guaranteed by Aon Corporation.

The proceeds of the commercial paper issuances were used primarily for short-term working capital needs. Commercial paper outstanding, which is included in Short-term debt and current portion of long-term debt in the Company’s Consolidated Statements of Financial Position, is as follows (in millions):

As of	December 31, 2017	December 31, 2016
Commercial paper outstanding	\$ —	\$ 329

The weighted average commercial paper outstanding and its related interest rates are as follows:

Years ended December 31	2017	2016
Weighted average commercial paper outstanding	\$ 170	\$ 265
Weighted average interest rate of commercial paper outstanding	0.18%	0.22%

### *Changes in liabilities arising from financing activities*

Liabilities arising from financing activities include commercial paper and term notes. A summary of the changes arising from cash flows and non-cash changes is shown below:

	Commercial Paper	Term Notes	Other	Total
As of January 1, 2016	50	5,635	15	5,700
Cash flows:				
Principal - issuances	2,723	744	—	3,467
Principal - repayments	(2,433)	(500)	(12)	(2,945)
Non-cash charges:				
Amortization of bond issue costs	1	6	—	7
Foreign exchange (gains) losses and other	(12)	(18)	6	(24)
As of December 31, 2016	329	5,867	9	6,205
Cash flows:				
Principal - issuances	1,644	—	10	1,654
Principal - repayments	(1,985)	—	(14)	(1,999)
Non-cash charges:				
Amortization of bond issue costs	—	8	—	8
Foreign exchange (gains) losses and other	12	88	(2)	98
<b>As of December 31, 2017</b>	<b>—</b>	<b>5,963</b>	<b>3</b>	<b>5,966</b>

### *Capital and Liquidity Management*

Refer to the Liquidity discussion on pages 29 to 34 within Aon's Strategic Report for information regarding the Company's capital management objectives and processes and liquidity risk.

## **9. Lease Commitments**

The Company leases office facilities, equipment, and automobiles under non-cancelable operating leases. These leases expire at various dates and may contain renewal and expansion options. In addition to base rental costs, occupancy lease agreements generally provide for rent escalations resulting from increased assessments for real estate taxes and other charges. The Company's lease obligations are primarily for the use of office space.

Rental expenses (including amounts applicable to taxes, insurance, and maintenance) for operating leases are as follows (in millions):

Years Ended December 31	2017	2016
Rental expense	\$ 377	\$ 358
Sub lease rental income	(57)	(52)
Net rental expense	\$ 320	\$ 306

At December 31, 2017, future minimum rental payments required under operating leases that have initial or remaining non-cancelable lease terms in excess of one year are as follows (in millions):

Year Ended	Gross rental commitments	Rentals from subleases	Net rental commitments
2018	318	(41)	277
2019	291	(42)	249
2020	249	(35)	214
2021	226	(34)	192
2022	205	(34)	171
Thereafter	631	(18)	613
Total minimum payments required	\$ 1,920	\$ (204)	\$ 1,716

The Company leases various offices under non-cancellable operating lease agreements. The lease terms on Aon's principal office at 122 Leadenhall Street, London, England is for approximately 17 years from the balance sheet date. Rents will be reviewed every 5 years and will be calculated by reference to the prevailing market rate.

## 10. Income Taxes

On December 22, 2017, the Tax Reform Act was enacted. The Tax Reform Act includes a number of changes to existing U.S. tax laws that impact the Company, most notably a reduction of the U.S. corporate income tax rate from 35% to 21% for tax years beginning after December 31, 2017 and the Transition Tax.

On January 26, 2018, the European Securities and Markets Authority (ESMA) issued a Public Statement "Accounting for Income Tax consequences of the United States Tax Cuts and Jobs Act under IFRS". This Public Statement provides clarifications on accounting for the income tax consequences of the Tax Reform Act under IFRS. The ESMA expects issuers to be able to make a reasonable estimate of the impact of the material aspects of the Tax Reform Act on their current and deferred tax assets and/or liabilities in their 2017 annual financial statements. The ESMA acknowledges that these reported amounts may be subject to a higher degree of estimation uncertainty than usually is the case and that measurement adjustments may be recorded in subsequent reporting periods as issuers obtain more accurate information on the impact of the Tax Reform Act and the modalities of its application.

The Company has recognized its best estimate in its consolidated financial statements for the year ended December 31, 2017 for the items described below. The ultimate impact may differ from these estimates, possibly by a material amount, due to additional analysis of the law, changes in interpretations and assumptions the Company has made, additional regulatory guidance that may be issued, and/or actions the Company may take as a result of the Tax Reform Act.

- The Company recorded an estimate of \$264 million income tax expense for the Transition Tax and expects to pay additional U.S. federal cash taxes on the deemed mandatory repatriation, payable over eight years. The Transition Tax is based on estimates of post-1986 earnings and profits and related foreign tax credits of its U.S.-owned foreign subsidiaries as of November 2, 2017 and December 31, 2017, whichever amount is higher, and may change materially as the Company refines those estimates and as the Company further analyzes present and future regulations and other guidance interpreting the Transition Tax provision.
- The Company recorded an estimate of \$81 million income tax expense for the re-measurement of deferred tax assets and liabilities as a result of the reduction in the U.S. corporate income tax rate from 35% to 21%. The Company continues to refine its calculation as it gains a more thorough understanding of the impact of the Tax Reform Act, particularly as it applies to deductions related to executive compensation and purchased assets.
- The Company has changed its assertion and is no longer permanently reinvested on the earnings subject to the Transition Tax. The Company has recorded an estimate of local country income taxes, state income taxes, and withholding taxes in the amount of \$39 million as of December 31, 2017. The tax estimate may change as additional analysis of the Company's complex legal entity structure is completed as well as a more detailed analysis of the local country tax laws where the pools of undistributed earnings exist.

Other significant provisions of the Tax Reform Act that are not yet effective but may impact income taxes in future years include: an exemption from U.S. tax on dividends of future foreign earnings, additional limitations on deductibility of interest payable to related and unrelated lenders, further limitations on the deductibility of executive compensation, an alternative Base Erosion and Anti-Abuse Tax that limits deductions for certain amounts payable to foreign affiliates, and an additional U.S. tax

on certain future foreign subsidiary earnings, whether or not distributed, (i.e., global intangible low-taxed income or “GILTI”). The Company has elected to account for GILTI tax in the period in which it is incurred, and therefore has not provided any deferred tax impacts of GILTI in its consolidated financial statements for the year ended December 31, 2017.

The major components of income tax expense from continuing operations for the years ended December 31, 2017 and 2016 are:

Years ended December 31	2017	2016
<i>Current income tax:</i>		
Current income tax charge	\$ 107	\$ 153
Tax adjustments in respect of prior years	4	(13)
Total current	\$ 111	\$ 140
<i>Deferred income tax:</i>		
Origination and reversal of temporary differences	\$ 124	\$ 91
Tax rate changes	79	2
Tax adjustments in respect of prior years	(72)	(50)
Total deferred	\$ 131	\$ 43
Total income tax expense (benefit)	\$ 242	\$ 183

Income tax (charged) or credited directly to other comprehensive income (in millions):

Years ended December 31	2017	2016
<i>Deferred income tax:</i>		
Unrealized gain (loss) on available-for-sale financial assets	\$ 11	\$ (3)
Unrealized gain (loss) on derivatives/swaps	(1)	1
Unrealized gain (loss) on foreign exchanges	(8)	2
Foreign currency translation adjustment	(2)	23
Net gain (loss) on actuarial gains and losses	(66)	30
Total deferred	(66)	53
<i>Current income tax:</i>		
Net gain (loss) on actuarial gains and losses	41	3
Total income tax (charged) or credited directly to other comprehensive income	\$ (25)	\$ 56

The aggregate current and deferred tax relating to items that are (charged) or credited directly to equity, excluding other comprehensive income outlined above, is \$47 million and \$57 million for years 2017 and 2016, respectively.

A reconciliation of the income tax provisions based on the Company’s domicile and statutory rate at each reporting period is performed. The 2017 and 2016 reconciliations are based on the U.K. statutory corporate tax rate of 19.25% and 20.00%, respectively. The U.K. has reduced its corporate income tax rate in recent years. The tax rate will be further reduced to 17% from April 1, 2020.

The reconciliation of total income tax expense and the pretax income multiplied by U.K.'s statutory tax rate is as follows

Years ended December 31	2017	2016
Pretax Income from continuing operations	\$ 673	\$ 1,556
At U.K. Statutory tax rate of 19.25% (2016: 20.00%)	19.3 %	20.0 %
State income taxes, net of federal benefit	(1.4)%	0.5 %
Taxes on international operations <sup>(1)</sup>	(31.0)%	(10.2)%
Nondeductible Expenses	3.5 %	1.3 %
Adjustments to prior year tax requirements	3.6 %	(1.2)%
Deferred taxes from changes in tax rates	11.7 %	0.1 %
Deferred tax adjustments, international earnings	2.0 %	0.5 %
Recognition of previously unrecognized deferred taxes	(9.3)%	(1.6)%
Uncertain tax positions	(1.4)%	2.9 %
Tax Reform <sup>(2)</sup>	39.3 %	— %
Other-net	(0.3)%	(0.5)%
Effective tax rate	36.0 %	11.8 %

(1) The Company determines the adjustment for taxes on international operations based on the difference between the statutory tax rate applicable to earnings in each foreign jurisdiction and the enacted rate of 19.25% and 20% at December 31, 2017 and 2016, respectively. The benefit to the Company's effective income tax rate from taxes on international operations relates to benefits from lower-taxed global operations. In addition to the use of global funding structures, taxes on international operations was further impacted in 2017 by restructuring charges and the impairment and amortization of tradenames, primarily recorded in the U.S.

(2) Due to the Tax Reform Act, an estimate was accrued as of December 31, 2017 for the Transition Tax.

The components of the Company's deferred tax assets and liabilities are as follows (in millions):

As of December 31	Consolidated Statements of Financial Position		Consolidated Statements of Income	
	2017	2016	2017	2016
Pension & other employee benefit plans	\$ 523	\$ 787	\$ (189)	\$ (17)
Net operating/capital loss and tax credit carryforwards	248	318	(71)	113
Brokerage fee arrangements	4	66	(62)	—
Other accrued expenses	60	3	53	19
Investment basis differences	33	50	(26)	—
Tradenam Liability	12	—	12	—
Lease and Service Guarantees	6	—	6	—
Accrued interest	(13)	166	(179)	(144)
Intangibles and property, plant and equipment	(411)	(980)	584	50
Unremitted earnings	(39)	(29)	(11)	(11)
Deferred revenue	(12)	36	(40)	(18)
Unrealized foreign exchange gains	(22)	(26)	11	—
Other	10	9	10	(3)
Deferred tax income (expense)	\$ 98	\$ (11)		
Net deferred tax asset (liability)	\$ 399	\$ 400		

Deferred income taxes (assets and liabilities have been netted by jurisdiction) have been reflected in the Consolidated Statements of Financial Position as follows (in millions):

	2017	2016
Deferred tax assets - non-current	510	483
Deferred tax liabilities - non-current	(111)	(83)
Net deferred tax asset (liability)	\$ 399	\$ 400

Reconciliation of deferred tax assets and liabilities net (in millions):

	2017	2016
<b>Opening balance as of January 1</b>	<b>\$ 400</b>	<b>\$ 367</b>
Tax income (expense) recognized in profit or loss	98	(11)
Tax income (expense) recognized in other comprehensive income	(66)	53
Retained earnings	(12)	61
Other balance sheet accounts	(6)	1
Acquisition and disposal of subsidiaries	(15)	(71)
<b>Closing balance as of December 31</b>	<b>\$ 399</b>	<b>\$ 400</b>

Aon offsets tax assets with liabilities if and only if it has a legally enforceable right to set off current tax assets with current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

The Company has deferred tax assets relating to net operating and capital loss carryforwards that have not been recognized in the balance sheet because it is not probable that future taxable profits will be available against which Aon can use the benefits. The UK has unrecognized operating and capital losses of \$76 million (2016: \$53 million) that have an indefinite carryforward. The U.S. has unrecognized state operating loss carryforwards of \$18 million (2016: \$9 million) that expire at various dates from 2017 to 2036. In other jurisdictions, the Company has operating and capital loss carryforwards of \$41 million (2016: \$53 million) that begin to expire at various dates starting in 2019.

In 2017 and 2016, Aon recognized previously unrecognized tax losses of \$36 million and \$34 million, respectively, following changes in estimates of subsidiaries future results from operating activities. Management has determined that the recoverability of the remaining balance of losses is still in doubt because these losses relate to subsidiaries that have a history of losses or can only be utilized if capital gain is generated.

As a result of the deemed mandatory repatriation provisions in the Tax Reform Act, the Company included an estimated \$3.2 billion of undistributed earnings in income subject to U.S. tax at reduced tax rates. The Company intends to limit distributions to earnings previously taxed in the U.S. or to earnings that would qualify for the 100% dividends received deduction provided for in the Tax Reform Act. As of December 31, 2017, the Company has accrued an estimate of \$39 million for local country income and withholding taxes on those undistributed earnings that are not permanently reinvested.

## **11. Shareholders' Equity**

### ***Ordinary Shares***

Aon has a share repurchase program authorized by the Company's Board of Directors ("the Repurchase Program"). The Repurchase Program was established in April 2012 with up to \$5.0 billion in authorized repurchases, and was increased by \$5.0 billion in authorized repurchases in each of November 2014 and February 2017 for a total of \$15.0 billion in repurchase authorizations.

Under the Repurchase Program, Class A Ordinary Shares may be repurchased through the open market or in privately negotiated transactions, from time to time, based on prevailing market conditions, and will be funded from available capital.

During 2017, the Company repurchased 18.0 million shares at an average price per share of \$133.67, for a total cost of \$2.4 billion and recorded an additional \$12 million of costs associated with the repurchases to retained earnings. Included in the 18.0 million shares were 118,000 shares that did not settle until January 2018. These shares were settled at an average price per share of \$134.41, for a total cost of \$15.9 million. During 2016, the Company repurchased 12.2 million shares at an average price per share of \$102.66, for a total cost of \$1.3 billion and recorded an additional \$6 million of costs associated with the repurchases to retained earnings. At December 31, 2017, the remaining authorized amount for share repurchase under the Repurchase Program was \$5.4

billion. Under the Repurchase Program, the Company has repurchased a total of 108.2 million shares for an aggregate cost of approximately \$9.6 billion.

### **Net Income Per Share**

Weighted average shares outstanding are as follows (in millions):

Years ended December 31	2017	2016
Basic weighted-average ordinary shares outstanding	258.7	268.3
Dilutive effect of potentially issuable shares	3.4	3.7
Diluted weighted-average ordinary shares outstanding	262.1	272.0

Potentially issuable shares are not included in the computation of diluted net income per share if their inclusion would be antidilutive. There were no shares excluded from the calculation for the years ended December 31, 2017 or 2016.

### **Dividends**

During 2017 and 2016, the Company paid dividends of \$364 million and \$345 million, respectively, to holders of its Class A Ordinary Shares. Dividends paid per Class A Ordinary Share were \$1.41 and \$1.29 for the years ended December 31, 2017 and 2016, respectively.

In January 2018, the Company declared a dividend to shareholders of \$0.36 per ordinary share. In February 2018, the Company paid those dividends in the amount of \$88.8 million.

Future dividends on Aon plc ordinary shares, if any, and the timing of declaration of any such dividends, will be at the discretion of the Board of Directors of Aon plc and will depend on, among other things, our results of operations, cash requirements and surplus, financial condition, contractual restrictions and other factors that the Board of Directors of Aon plc may deem relevant, as well as our ability to pay dividends in compliance with the Companies Act 2006.

### **Other Reserves**

Changes in Other reserves by component, net of related tax, are as follows (in millions):

	Change in Fair Value of Financial Instruments <sup>(1)</sup>	Foreign Currency Translation Adjustments	Total Other Reserves
Balance at January 1, 2016	\$ 22	\$ (932)	\$ (910)
Fair value gains (losses)	(4)	—	(4)
Currency translation differences	—	(486)	(486)
<b>Balance at December 31, 2016</b>	18	(1,418)	(1,400)
Fair value gains (losses)	(11)	—	(11)
Currency translation differences	—	380	380
<b>Balance at December 31, 2017</b>	<b>\$ 7</b>	<b>\$ (1,038)</b>	<b>\$ (1,031)</b>

(1) Reclassifications from this category included in other reserves are recorded in Other income (expense).

## 12. Employee Benefits

### *Defined Contribution Savings Plans*

Aon maintains defined contribution savings plans for the benefit of its employees. The expense recognized for these plans is included in Compensation and benefits in the Consolidated Statements of Income. The expense for the significant plans in the U.S, U.K., Netherlands and Canada is as follows (in millions):

Years ended December 31	2017	2016
U.S.	\$ 105	\$ 121
U.K.	43	43
Netherlands and Canada	25	27
Total	\$ 173	\$ 191

### *Pension and Other Postretirement Benefits*

The Company sponsors defined benefit pension and postretirement health and welfare plans that provide retirement, medical, and life insurance benefits. The postretirement healthcare plans are contributory, with retiree contributions adjusted annually, and the life insurance and pension plans are generally noncontributory. The significant U.S., U.K., Netherlands, and Canadian pension plans are closed to new entrants. Defined benefit plans are generally funded by Company contributions to a trust fund or insurance contract. Contributions are generally based on statutory requirements and local funding practices. In the U.S., the amount that Aon must contribute for a qualified plan is dictated by Employee Retirement Income Security Act (“ERISA”) minimum funding standards and the risk/reward of investment performance lies with the Company, since the benefits the employee receives are unrelated to investment performance. In the U.K., minimum funding requirements are generally agreed with the trustees of the U.K. pension plans. Additional amounts may be agreed to with, or required by, the U.K. pension plan trustees. Most foreign jurisdictions have their own individual laws that dictate treatment/requirements of pension arrangements within their respective jurisdictions. The Company may make additional discretionary contributions. The significance of the Company’s worldwide pension plans means that pension contributions and expense are comparatively sensitive to various market and demographic factors. These factors include equity and bond market returns, the assumed interest rates we use to discount our pension liabilities, foreign exchange rates, rates of inflation, mortality assumptions, potential regulatory and legal changes and counterparty exposure from various investments and derivative contracts, including annuities.

## Pension Plans

The following tables provide a reconciliation of the changes in the projected benefit obligations and fair value of assets for the years ended December 31, 2017 and 2016 and a statement of the funded status as of December 31, 2017 and 2016, for the material U.K., U.S., and other major plans, which are located in the Netherlands and Canada. These plans represent approximately 91% of the Company's projected benefit obligations.

(millions)	U.K.		U.S.		Other	
	2017	2016	2017	2016	2017	2016
<i>Change in projected benefit obligation</i>						
At January 1	\$ 4,874	\$ 4,985	\$ 2,908	\$ 3,160	\$ 1,227	\$ 1,177
Service cost including administrative expenses	10	9	16	19	3	3
Interest cost	123	160	96	111	26	29
Past service cost	—	(20)	—	—	—	—
Settlements	(340)	(141)	—	(325)	—	—
Decrease in obligation from disposals	—	—	(6)	—	—	—
Benefit payments	(242)	(242)	(152)	(139)	(39)	(39)
Actual expenses	(10)	(9)	(16)	(19)	(3)	(3)
Actuarial (gains)/losses due to changes in demographic assumptions	(86)	30	137	(50)	(16)	3
Actuarial losses due to changes in financial assumptions	133	1,062	172	151	65	90
Foreign currency impact	431	(960)	—	—	138	(33)
At December 31	\$ 4,893	\$ 4,874	\$ 3,155	\$ 2,908	\$ 1,401	\$ 1,227
<i>Change in fair value of plan assets</i>						
At January 1	\$ 5,675	\$ 5,903	\$ 1,683	\$ 1,951	\$ 1,076	\$ 1,019
Interest income on plan assets	144	190	56	70	22	24
Return on plan assets excluding amounts included in interest income	139	1,051	268	65	50	89
Employer contributions	86	67	119	36	21	20
Benefit payments	(242)	(242)	(152)	(139)	(39)	(39)
Actual Expenses	(10)	(9)	(16)	(19)	(3)	(3)
Settlements	(395)	(159)	—	(281)	—	—
Foreign currency impact	509	(1,126)	—	—	129	(34)
At December 31	\$ 5,906	\$ 5,675	\$ 1,958	\$ 1,683	\$ 1,256	\$ 1,076
<b>Funded status</b>	<b>\$ 1,013</b>	<b>\$ 801</b>	<b>\$ (1,197)</b>	<b>\$ (1,225)</b>	<b>\$ (145)</b>	<b>\$ (151)</b>

In July 2017, the Company made a non-cash contribution of approximately \$80 million to its U.S. pension plan.

In March 2016, the Company entered into an insurance contract that covers a portion of the assets within select U.K. pension schemes. The transaction resulted in a decrease of \$267 million in both Prepaid pension assets and Accumulated other comprehensive income.

Amounts recognized in the Consolidated Statements of Financial Position consist of (in millions):

	U.K.		U.S.		Other	
	December 31,		December 31,		December 31,	
	2017	2016	2017	2016	2017	2016
Prepaid surpluses <sup>(1)</sup>	\$ 1,034	\$ 836	\$ —	\$ —	\$ —	\$ —
Pension deficit <sup>(2)</sup>	(21)	(35)	(1,197)	(1,225)	(145)	(151)
Net amount recognized	\$ 1,013	\$ 801	\$ (1,197)	\$ (1,225)	\$ (145)	\$ (151)

(1) Included in Prepaid pension

(2) Included in Pension, other post retirement, and postemployment liabilities

The following table provides the components of net periodic benefit (income) cost for the plans (in millions):

	U.K.		U.S.		Other	
	2017	2016	2017	2016	2017	2016
Service cost	\$ 53	\$ (2)	\$ —	\$ (44)	\$ —	\$ —
Net interest	(21)	(30)	40	42	4	4
Administration expenses	10	9	16	19	3	3
Net periodic cost (benefit)	\$ 42	\$ (23)	\$ 56	\$ 17	\$ 7	\$ 7

The Company used a full-yield curve approach in the estimation of the service and interest cost components of net periodic pension and postretirement benefit cost for its major pension and other postretirement benefit plans; this was obtained by applying the specific spot rates along the yield curve used in the determination of the benefit obligation to the relevant projected cash flows.

In March 2017, the Company approved a plan to offer a voluntary one-time lump sum payment option to certain eligible employees of the Company's U.K. pension plans that, if accepted, would settle the Company's pension obligations to them. The lump sum cash payment offer will close during the first quarter of 2018. In total for 2017, lump sum payments from plan assets of £295 million (\$395 million using December 31, 2017 exchange rates) were paid. As a result of this settlement, the Company remeasured the assets and liabilities of the U.K. pension plan during the fourth quarter of 2017, which in aggregate resulted in a reduction to the projected benefit obligation of £254 million (\$340 million using December 31, 2017 exchange rates) as well as a non-cash settlement charge of £41 million (\$55 million using December 31, 2017 exchange rates). An additional non-cash settlement charge is expected in the first quarter of 2018.

In March 2016, the Company announced a plan to offer a voluntary one-time lump sum payment option to certain eligible former employees under one of the Company's U.K. pension plans, that if accepted, would settle the Company's pension obligations to them. The lump sum cash payment offer closed during the second quarter of 2016. In total, lump sum payments from plan assets of £116 million (\$159 million using June 30, 2016 exchange rates) were paid. As a result of this settlement, the Company remeasured the assets and liabilities of the U.K. pension plan during the second quarter of 2016, which in aggregate resulted in a reduction to the projected benefit obligation of £103 million (\$141 million using June 30, 2016 Exchange rates) as well as a non-cash settlement charge of £13 million (\$18 million using June 30, 2016 Exchange rates) in the second quarter of 2016.

In August 2016, the Company announced a plan to offer a voluntary one-time lump sum payment option to certain eligible former employees under one of the Company's U.S. pension plans, that if accepted, would settle the Company's pension obligations to them. The lump sum cash payment offer closed during the fourth quarter of 2016. In total, lump sum payments from plan assets of \$281 million were paid. As a result of this settlement, the Company remeasured the assets and liabilities of the U.S. pension plan during the fourth quarter of 2016, which in aggregate resulted in a reduction to the projected benefit obligation of \$325 million as well as a non-cash settlement gain of \$44 million in the fourth quarter of 2016.

The weighted-average assumptions used to determine benefit obligations are as follows:

	U.K.		U.S. <sup>(1)</sup>		Other	
	2017	2016	2017	2016	2017	2016
Discount rate	<b>2.63%</b>	2.77%	<b>3.27 - 3.61%</b>	3.53 - 4.11%	<b>1.78 - 3.39%</b>	1.85 - 3.81%
Rate of compensation increase	<b>3.70 - 4.20%</b>	3.70 - 4.20%	N/A	N/A	<b>1.00 - 3.00%</b>	1.00 - 3.50%
Underlying price inflation	<b>1.87%</b>	1.83%	N/A	N/A	<b>2.00%</b>	2.00 - 2.50%

(1) U.S. pension plans are frozen and therefore not impacted by compensation increases or price inflation.

The weighted-average assumptions used to determine the net periodic benefit cost are as follows:

	U.K.		U.S.		Other	
	2017	2016	2017	2016	2017	2016
Discount rate	<b>2.77%</b>	3.96%	<b>3.53 - 4.11%</b>	3.69 - 4.43%	<b>1.85 - 3.81%</b>	2.43 - 3.96%
Rate of compensation increase	<b>3.70 - 4.20%</b>	3.63 - 4.13%	N/A	N/A	<b>1.00 - 3.50%</b>	2.00 - 3.50%

The significant U.K., U.S., Netherlands and Canadian pension plans are closed to new entrants. The Company has ceased crediting future benefits relating to salary and service for significant U.K., U.S., Netherlands and Canadian plans. As a result, changes in these assumptions will not have a significant impact on pension obligations and pension expense.

Holding all other assumptions constant, the following table reflects what a twenty five basis point increase and decrease in the estimated discount rate would have on the projected benefit obligation and pension expense as of, or for the year ended December 31, 2017 (in millions):

Hypothetical 25 Basis Point Change in Discount Rate: <sup>(1)</sup>	U.K.		U.S.		Other	
	Change in obligation	Change in expense	Change in obligation	Change in expense	Change in obligation	Change in expense
Increase <sup>(2)</sup>	<b>(209)</b>	<b>(8)</b>	<b>(95)</b>	—	<b>(58)</b>	<b>(1)</b>
Decrease	<b>223</b>	<b>7</b>	<b>100</b>	—	<b>67</b>	<b>1</b>

- (1) These sensitivities are hypothetical and should be used with caution. Favorable hypothetical changes in the assumptions result in decreased amounts, and unfavorable hypothetical changes in the assumptions result in increased amounts, of the obligations and expenses. Changes in amounts based on a 25 basis point variation in assumptions generally cannot be extrapolated because the relationship of the change in assumption to the change in amounts may not be linear. Also, in this table, the effect of a variation in a particular assumption on the change in obligation or change in expense is calculated without changing any other assumption; in reality, changes in one factor may result in changes in another (for example, increases in discount rates may result in increased expectations about the long-term rate of return on plan assets), which might magnify or counteract the sensitivities.
- (2) Increases to the projected benefit obligation reflect increases to our pension obligations, while decreases in the projected benefit obligation are recoveries toward fully funded status. A change in the discount rate has an inverse relationship to the projected benefit obligation.

#### ***Plan Assets***

No plan assets are expected to be returned to the Company during 2018.

#### ***Fair value of plan assets***

The Company determined the fair value of plan assets through numerous procedures based on the asset class and available information. Refer to Note 15 “Fair Value Measurements and Financial Instruments” for a description of the procedures performed to determine the fair value of the plan assets.

The fair values of the Company's U.S. pension plan assets at December 31, 2017 and December 31, 2016, by asset category, are as follows (in millions):

As of December 31	2017	2016
Cash and cash equivalents <sup>(1)</sup>	\$ 56	\$ 100
Equity investments:		
Large cap domestic	313	268
Small cap domestic	17	15
International	90	64
Equity derivatives	111	81
Pooled funds:		
International	270	196
Large cap domestic	12	—
Small cap domestic	114	52
Fixed income investments: <sup>(2)</sup>		
Corporate bonds	110	105
Government and agency bonds	148	132
Fixed income derivatives	—	65
Pooled funds:		
Corporate bonds	290	255
Other investments:		
Commodity derivatives <sup>(3)</sup>	—	22
Real estate and REITS <sup>(4)</sup>	82	61
Alternative investments <sup>(5)</sup>	345	267
Total	\$ 1,958	\$ 1,683

(1) Consists of cash and institutional short-term investment funds.

(2) Consists of corporate and government bonds, asset-backed securities, and fixed-income derivatives.

(3) Consists of long-dated options on a commodity index.

(4) Consists of exchange traded real estate investment trusts ("REITs").

(5) Consists of limited partnerships, private equity, and hedge funds.

The fair values of the Company's major U.K. pension plan assets at December 31, 2017 and December 31, 2016, by asset category, are as follows (in millions):

<b>As of December 31</b>	<b>2017</b>	<b>2016</b>
Cash and cash equivalents <sup>(1)</sup>	\$ 209	\$ 86
Equity investments:		
Global	—	135
Pooled funds:		
Global	401	365
Europe	6	18
Fixed income investments: <sup>(2)</sup>		
Derivatives <sup>(3)</sup>	(771)	10
Fixed income securities <sup>(4)</sup>	2,787	2,129
Annuities	1,909	1,773
Pooled funds:		
Derivatives	57	62
Fixed income securities	251	223
Other investments:		
Real estate <sup>(5)</sup>	146	101
Alternative investments <sup>(6)</sup>	911	773
<b>Total</b>	<b>\$ 5,906</b>	<b>\$ 5,675</b>

(1) Consists of cash and institutional short-term investment funds.

(2) Consists of various equity, fixed income, commodity, and real estate mutual fund type investment vehicles.

(3) Consists of equity securities and equity derivatives, including repurchase agreements.

(4) Consists of corporate and government bonds and fixed-income derivatives.

(5) Consists of property funds and trusts holding direct real estate investments.

(6) Consists of limited partnerships, private equity, and hedge funds.

The fair values of the Company's major other pension plan assets at December 31, 2017 and December 31, 2016, by asset category, are as follows (in millions):

As of December 31	2017	2016
Cash and cash equivalents	\$ 11	\$ 11
Equity investments:		
Pooled funds:		
Global	370	322
North America	26	36
Derivatives	—	20
Fixed income investments: <sup>(1)</sup>		
Fixed income securities	211	166
Derivatives	40	37
Pooled funds:		
Fixed income securities	566	469
Derivatives	—	—
Other investments:		
Alternative investments <sup>(2)</sup>	26	9
Pooled funds:		
Real estate and REITS <sup>(3)</sup>	6	6
Total	\$ 1,256	\$ 1,076

(1) Consists of corporate and government bonds and fixed-income derivatives.

(2) Consists of limited partnerships, private equity, and hedge funds.

(3) Consists of property funds and trusts holding direct real estate investments.

### ***Investment Policy and Strategy***

The U.S. investment policy, as established by the Aon Retirement Plan Governance and Investment Committee ("RPGIC"), seeks reasonable asset growth at prudent risk levels within target allocations, which are 55% equity investments, 25% fixed income investments, and 20% other investments. Aon believes that plan assets are well-diversified and are of appropriate quality. The investment portfolio asset allocation is reviewed quarterly and re-balanced to be within policy target allocations. The investment policy is reviewed at least annually and revised, as deemed appropriate by the RPGIC. The investment policies for international plans are generally established by the local pension plan trustees and seek to maintain the plans' ability to meet liabilities and to comply with local minimum funding requirements. Plan assets are invested in diversified portfolios that provide adequate levels of return at an acceptable level of risk. The investment policies are reviewed at least annually and revised, as deemed appropriate to ensure that the objectives are being met. At December 31, 2017, the weighted average targeted allocation for the U.K. and non-U.S. plans was 13% for equity investments, 78% for fixed income investments, and 9% for other investments.

### ***Cash Flows***

#### ***Contributions***

Based on current assumptions, in 2018, the Company expects to contribute approximately \$92 million, \$63 million, and \$22 million to its U.K., U.S. and other significant international pension plans, respectively.

### Estimated Future Benefit Payments

Estimated future benefit payments for plans, not including voluntary one-time lump sum payments, are as follows at December 31, 2017 (in millions):

	U.K.	U.S.	Other
2018	\$ 134	\$ 170	\$ 43
2019	141	176	45
2020	145	182	46
2021	151	187	47
2022	159	182	48
2023 – 2027	858	901	257

### U.S. and Canadian Other Postretirement Benefits

The following table provides an overview of the accumulated projected benefit obligation, fair value of plan assets, funded status and net amount recognized as of December 31, 2017 and 2016 for the Company's other significant postretirement benefit plans located in the U.S. and Canada (in millions):

	2017	2016
Accumulated projected benefit obligation	\$ 99	\$ 110
Fair value of plan assets	17	18
Unrecognized asset due to asset ceiling	(6)	(5)
Net plan assets	11	13
Net liability recognized in the balance sheet	\$ 88	\$ 97

Other information related to the Company's other post-retirement benefit plans are as follows:

	2017	2016
Net periodic benefit cost recognized (millions)	\$6	\$6
Weighted-average discount rate used to determine future benefit obligations	3.32 - 3.64%	3.71 - 4.15%
Weighted-average discount rate used to determine net periodic benefit costs	3.71 - 4.15%	3.99 - 4.33%

Based on current assumptions, the Company expects:

- To contribute \$4 million to fund significant other postretirement benefit plans during 2018.
- Estimated future benefit payments will be approximately \$4 million each year for 2018 through 2022, and \$194 million in aggregate for 2023-2027.

The accumulated post-retirement benefit obligation is increased by \$6 million and decreased by \$5 million by a respective 1% increase or decrease to the assumed healthcare trend rate. The service cost and interest cost components of net periodic benefits cost is increased by \$0.5 million and decreased by \$0.5 million by a respective 1% increase or decrease to the assumed healthcare trend rate.

### 13. Share-Based Compensation Plans

The following table summarizes share-based compensation expense recognized in the Consolidated Statements of Income in Compensation and benefits (in millions):

Years ended December 31	2017	2016
Restricted share units ("RSUs")	\$ 180	\$ 178
Performance share awards ("PSAs")	127	121
Employee share purchase plans	11	10
Total share-based compensation expense	318	309
Tax benefit	72	90
Share-based compensation expense, net of tax	\$ 246	\$ 219

#### *Restricted Share Units*

RSUs generally vest between three and five years. The fair value of RSUs is based upon the market value of Aon plc ordinary shares at the date of grant. With certain limited exceptions, any break in continuous employment will cause the forfeiture of all non-vested awards. Compensation expense associated with RSUs is recognized on a straight-line basis over the requisite service period. Dividend equivalents are paid on certain RSUs, based on the initial grant amount.

The following table summarizes the status of the Company's RSUs, including shares related to the Divested Business (shares in thousands):

Years ended December 31	2017		2016	
	Shares	Fair Value <sup>(1)</sup>	Shares	Fair Value <sup>(1)</sup>
Non-vested at beginning of year	6,195	\$ 89	7,167	\$ 77
Granted	1,700	123	2,252	101
Vested	(2,407)	82	(2,845)	70
Forfeited	(639)	93	(379)	82
Non-vested at end of year	4,849	104	6,195	89

(1) Represents per share weighted average fair value of award at date of grant.

The fair value of RSUs that vested during 2017 and 2016 was \$197 million and \$200 million, respectively.

Unamortized deferred compensation expense amounted to \$255 million as of December 31, 2017, with a remaining weighted-average amortization period of approximately 1.8 years.

#### *Performance Share Awards*

The vesting of PSAs is contingent upon meeting a cumulative level of earnings per share related performance over a three-year period. The actual issue of shares may range from 0-200% of the target number of PSAs granted, based on the terms of the plan and level of achievement of the related performance target. The grant date fair value of PSAs is based upon the market price of Aon plc ordinary shares at the date of grant. The performance conditions are not considered in the determination of the grant date fair value for these awards. Compensation expense is recognized over the performance period based on management's estimate of the number of units expected to vest. Management evaluates on a quarterly basis its estimate of the actual number of shares expected to be issued at the end of the programs. The cumulative effect of the change in estimate is recognized in the period of change as an adjustment to Compensation and benefits expense, if necessary. Dividend equivalents are not paid on PSAs.

Information regarding the Company's target PSAs granted and shares that would be issued at current performance levels for PSAs granted during the years ended December 31, 2017, 2016, and 2015, respectively, is as follows (shares in thousands and dollars in millions, except fair value):

	2017	2016
Target PSAs granted during period	548	750
Weighted average fair value per share at date of grant	\$ 114	\$ 100
Number of shares that would be issued based on current performance levels	944	745
Unamortized expense, based on current performance levels	\$ 72	\$ 23

During 2017, the Company issued approximately 0.9 million shares in connection with performance achievements related to the 2014-2016 Leadership Performance Plan ("LPP") cycle. During 2016, the Company issued approximately 1.3 million shares in connection with performance achievements related to the 2013-2015 LPP cycle. During 2015, the Company issued approximately 1.6 million shares in connection with performance achievements related to the 2012-2014 LPP cycle.

#### 14. Derivatives and Hedging

The Company is exposed to market risks, including changes in foreign currency exchange rates and interest rates. To manage the risk related to these exposures, the Company enters into various derivative instruments that reduce these risks by creating offsetting exposures. The Company does not enter into derivative transactions for trading or speculative purposes.

##### *Foreign Exchange Risk Management*

The Company is exposed to foreign exchange risk when it earns revenues, pays expenses, enters into monetary intercompany transfers denominated in a currency that differs from its functional currency, or enters into other transactions that are denominated in a currency other than its functional currency. The Company uses foreign exchange derivatives, typically forward contracts, options and cross-currency swaps, to reduce its overall exposure to the effects of currency fluctuations on cash flows. These exposures are hedged, on average, for less than two years. These derivatives are accounted for as hedges, and changes in fair value are recorded each period in Other comprehensive income (loss) in the Consolidated Statements of Comprehensive Income.

The Company also uses foreign exchange derivatives, typically forward contracts and options, to economically hedge the currency exposure of the Company's global liquidity profile, including monetary assets or liabilities that are denominated in a non-functional currency of an entity, typically on a rolling 30-day basis, but may be for up to one year in the future. These derivatives are not accounted for as hedges, and changes in fair value are recorded each period in Other income (expense) in the Consolidated Statements of Income.

The notional and fair values of derivative instruments are as follows (in millions):

As of December 31	Notional Amount		Net Amount of Derivative Assets Presented in the Statements of Financial Position <sup>(1)</sup>		Net Amount of Derivative Liabilities Presented in the Statements of Financial Position <sup>(2)</sup>	
	2017	2016	2017	2016	2017	2016
Foreign exchange contracts:						
Accounted for as hedges	\$ 557	\$ 377	\$ 28	\$ 7	\$ —	\$ —
Not accounted for as hedges	398	570	4	7	6	13
Total	\$ 955	\$ 947	\$ 32	\$ 14	\$ 6	\$ 13

(1) Included within Other current assets (\$9 million in 2017 and \$5 million in 2016) or Other non-current assets (\$23 million in 2017 and \$9 million in 2016).

(2) Included within Other current liabilities (\$3 million in 2017 and \$6 million in 2016) or Other non-current liabilities (\$3 million in 2017 and \$7 million in 2016).

The amounts of derivative gains (losses) recognized in the Consolidated Financial Statements are as follows (in millions):

<b>Gain (Loss) recognized in Other Comprehensive Loss:</b>	<b>2017</b>	<b>2016</b>
<b>Cash flow hedges:</b>		
Foreign exchange contracts	\$ 14	\$ —
<b>Gain (Loss) reclassified from Other Comprehensive Loss into Income (Effective Portion):</b>	<b>2017</b>	<b>2016</b>
<b>Cash flow hedges:</b>		
Foreign exchange contracts	\$ 1	\$ 1

The Company estimates that approximately \$10 million of pretax gains currently included within Accumulated other comprehensive loss will be reclassified in to earnings in the next twelve months.

The amount of loss recognized in income on the ineffective portion of derivatives was \$13 million and \$17 million for 2017 and 2016, respectively.

The Company recorded a gain of \$22 million and a loss of \$5 million in Other income (expense) for foreign exchange derivatives not designated or qualifying as hedges for 2017 and 2016, respectively.

### ***Net Investments in Foreign Operations Risk Management***

The Company uses non-derivative financial instruments to protect the value of its investments in a number of foreign subsidiaries. In 2016, the Company designated a portion of its Euro-denominated commercial paper issuances as a non-derivative hedge of the foreign currency exposure of a net investment in its European operations. The change in fair value of the designated portion of the Euro-denominated commercial paper due to changes in foreign currency exchange rates is recorded in Foreign currency translation adjustment, a component of Accumulated other comprehensive income (loss), to the extent it is effective as a hedge. The foreign currency translation adjustment of the hedged net investments that is also recorded in Accumulated other comprehensive income (loss). Ineffective portions of net investment hedges, if any, are reclassified from Accumulated other comprehensive income (loss) into earnings during the period of change.

As of December 31, 2017, the Company had no outstanding Euro-denominated commercial paper designated as a hedge of the foreign currency exposure of its net investment in its European operations. As of December 31, 2017, the unrealized gain recognized in Accumulated other comprehensive income (loss) related to the net investment non derivative hedging instrument was immaterial.

The Company did not reclassify any deferred gains or losses related to net investment hedges from Accumulated other comprehensive income (loss) to earnings during the twelve months ended December 31, 2017. In addition, the Company did not incur any ineffectiveness related to net investment hedges during the twelve months ended December 31, 2017.

## **15. Fair Value Measurements and Financial Instruments**

Accounting standards establish a three tier fair value hierarchy that prioritizes the inputs used in measuring fair values as follows:

- Level 1 — observable inputs such as quoted prices for identical assets in active markets;
- Level 2 — inputs other than quoted prices for identical assets in active markets, that are observable either directly or indirectly; and
- Level 3 — unobservable inputs in which there is little or no market data which requires the use of valuation techniques and the development of assumptions.

The following methods and assumptions are used to estimate the fair values of the Company's financial instruments, including pension assets (refer to Note 12 "Employee Benefits"):

*Money market funds* consist of institutional prime, treasury, and government money market funds. The Company reviews treasury and government money market funds to obtain reasonable assurance that the fund net asset value is \$1 per share, and reviews the floating net asset value of institutional prime money market funds for reasonableness.

*Cash and cash equivalents* consist of cash and institutional short-term investment funds. The Company reviews the short-term investment funds to obtain reasonable assurance that the fund net asset value is \$1 per share.

*Equity investments* consist of domestic and international equity securities and equity derivatives valued using the closing stock price on a national securities exchange. Over the counter equity derivatives are valued using observable inputs such as underlying prices of the underlying security and volatility. On a sample basis the Company reviews the listing of Level 1 equity securities in the portfolio and agrees the closing stock prices to a national securities exchange, and independently verifies the observable inputs for Level 2 equity derivatives and securities.

*Fixed income investments* consist of certain categories of bonds and derivatives. Corporate, government, and agency bonds are valued by pricing vendors who estimate fair value using recently executed transactions and proprietary models based on observable inputs, such as interest rate spreads, yield curves, and credit risk. Asset-backed securities are valued by pricing vendors who estimate fair value using discounted cash flow models utilizing observable inputs based on trade and quote activity of securities with similar features. Fixed income derivatives are valued by pricing vendors using observable inputs such as interest rates and yield curves. The Company obtains an understanding of the models, inputs, and assumptions used in developing prices provided by its vendors through discussions with the fund managers. The Company independently verifies the observable inputs, as well as assesses assumptions used for reasonableness based on relevant market conditions and internal Company guidelines. If an assumption is deemed unreasonable, based on the Company's guidelines, it is then reviewed by management and the fair value estimate provided by the vendor is adjusted, if deemed appropriate. These adjustments do not occur frequently and historically are not material to the fair value estimates used in the Consolidated Financial Statements.

*Pooled funds* consist of various equity, fixed income, commodity, and real estate mutual fund type investment vehicles. Pooled investment funds fair value is estimated based on the proportionate share ownership in the underlying net assets of the investment, which is based on the fair value of the underlying securities that trade on a national securities exchange. The Company gains an understanding of the investment guidelines and valuation policies of the fund and discusses fund performance with pooled fund managers. The Company obtains audited fund manager financial statements, when available. If the pooled fund is designed to replicate a publicly traded index, the Company compares the performance of the fund to the index to assess the reasonableness of the fair value measurement.

*Alternative investments* consist of limited partnerships, private equity, and hedge funds. Alternative investment fair value is generally estimated based on the proportionate share ownership in the underlying net assets of the investment as determined by the general partner or investment manager. The valuations are based on various factors depending on investment strategy, proprietary models, and specific financial data or projections. The Company obtains audited fund manager financial statements, when available. The Company obtains a detailed understanding of the models, inputs, and assumptions used in developing prices provided by the investment managers (or appropriate party) through regular discussions. The Company also obtains the investment manager's valuation policies and assesses the assumptions used for reasonableness based on relevant market conditions and internal Company guidelines. If an assumption is deemed unreasonable, based on the Company's guidelines, it is then reviewed by management and the fair value estimate provided by the vendor is adjusted, if deemed appropriate. These adjustments do not occur frequently and historically are not material to the fair value estimates in the Consolidated Financial Statements.

*Derivatives* are carried at fair value, based upon industry standard valuation techniques that use, where possible, current market-based or independently sourced pricing inputs, such as interest rates, currency exchange rates, or implied volatilities.

*Annuity contracts* consist of insurance group annuity contracts purchased to match the pension benefit payment stream owed to certain selected plan participant demographics within a few major U.K. defined benefit plans. Annuity contracts are valued using a discounted cash flow model utilizing assumptions such as discount rate, mortality, and inflation.

*Real estate and REITs* consist of publicly traded real estate investment trusts ("REITs") and direct real estate investments. Level 1 REITs are valued using the closing stock price on a national securities exchange. Non Level 1 values are based on the proportionate share of ownership in the underlying net asset value as determined by the investment manager. The Company independently reviews the listing of Level 1 REIT securities in the portfolio and agrees the closing stock prices to a national securities exchange. The Company gains an understanding of the investment guidelines and valuation policies of the non Level 1 real estate funds and discusses performance with the fund managers. The Company obtains audited fund manager financial statements, when available. See the description of "Alternative investments" for further detail on valuation procedures surrounding non Level 1 REITs.

*Debt* is carried at outstanding principal balance, less any unamortized discount or premium. Fair value is based on quoted market prices or estimates using discounted cash flow analyses based on current borrowing rates for similar types of borrowing arrangements.

The following tables present the categorization of the Company's assets and liabilities that are measured at fair value on a recurring basis at December 31, 2017 and December 31, 2016, respectively (in millions):

	Balance at December 31, 2017	Fair Value Measurements Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets:				
Money market funds <sup>(1)</sup>	\$ 1,847	\$ 1,847	\$ —	\$ —
Other investments:				
Government bonds	1	—	1	—
Equity investments <sup>(2)</sup>	35	—	4	31
Derivatives: <sup>(3)</sup>				
Gross Foreign exchange contracts	33	—	33	—
Liabilities:				
Derivatives: <sup>(3)</sup>				
Gross Foreign exchange contracts	6	—	6	—

- (1) Included within Fiduciary assets, Short-term investments or Cash and cash equivalents in the Consolidated Statements of Financial Position, depending on their nature and initial maturity.
- (2) Level 3 equity investments consists primarily of limited partnerships which are valued using net asset statements provided by independent third parties, and therefore alternative assumptions would not change the fair value significantly.
- (3) Refer to Note 14 "Derivatives and Hedging" for additional information regarding the Company's derivatives and hedging activity.

	Balance at December 31, 2016	Fair Value Measurements Using			
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Assets:					
Money market funds <sup>(1)</sup>	\$ 1,371	\$ 1,371	\$ —	\$ —	
Other investments:					
Government bonds	1	—	1	—	
Equity investments <sup>(2)</sup>	109	6	3	100	
Derivatives: <sup>(3)</sup>					
Gross Foreign exchange contracts	15	—	15	—	
Liabilities:					
Derivatives: <sup>(3)</sup>					
Gross Foreign exchange contracts	14	—	14	—	

- (1) Included within Fiduciary assets, Short-term investments or Cash and cash equivalents in the Consolidated Statements of Financial Position, depending on their nature and initial maturity.
- (2) Level 3 investments consists primarily of limited partnerships which are valued using net asset statements provided by independent third parties, and therefore alternative assumptions would not change the fair value significantly.
- (3) Refer to Note 14 "Derivatives and Hedging" for additional information regarding the Company's derivatives and hedging activity.

The following is a reconciliation of the beginning to the closing balances of the Company's Level 3 inputs (in millions):

	Measurement of Level 3 Inputs
<b>Balance at January 1, 2016</b>	<b>\$ 117</b>
Total gains and losses in fair value through OCI	3
Sales	(21)
Purchases	1
<b>Balance at December 31, 2016</b>	<b>100</b>
Total gains and losses in fair value through OCI	(1)
Sales	(11)
Purchases	3
Disposition <sup>(1)</sup>	(80)
Acquisition	20
<b>Balance at December 31, 2017</b>	<b>\$ 31</b>

(1) In July 2017, the Company made a non-cash contribution of approximately \$80 million of Level 3 investments to its U.S. pension plan.

There were no transfers of assets or liabilities between fair value hierarchy levels during 2017 or 2016. The Company recognized realized gains of \$32 million in 2017 and no realized or unrealized gains or losses during 2016 in the Consolidated Statements of Income related to assets and liabilities measured at fair value using unobservable inputs.

The fair value of debt is classified as Level 2 of the fair value hierarchy. The following table discloses the Company's financial instruments where the carrying amounts and fair values differ (in millions):

As of December 31	2017		2016	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Current portion of long-term debt <sup>(1)</sup>	\$ 299	\$ 301	\$ —	\$ —
Long-term debt	\$ 5,667	\$ 6,267	\$ 5,869	\$ 6,264

(1) Excludes commercial paper program.

### Financial assets and liabilities

The Company classifies its financial assets and liabilities in accordance with categories prescribed under IAS 39 as follows:

*Financial assets and liabilities at fair value through profit or loss* - Aon's instruments which qualify for fair value through profit and loss include derivatives not accounted for as hedges, and investments held for trading. The derivative assets not accounted for as hedges were \$4 million, and \$7 million, respectively, at December 31, 2017 and 2016. The derivative liabilities not accounted for as hedges were \$6 million and \$13 million, respectively, at December 31, 2017 and 2016. Derivative assets and liabilities are classified as Other current and Other non-current assets and liabilities on the Consolidated Statements of Financial Position. Investments held for trading were \$26 million and \$9 million, respectively, at December 31, 2017 and 2016. Investments held for trading are classified as Other non-current assets on the Consolidated Statements of Financial Position.

*Derivatives used for hedging* - Aon's derivative assets used for hedging were \$28 million and \$7 million, respectively, as of December 31, 2017 and 2016. There were no derivative liabilities used for hedging as of December 31, 2017 and 2016. Derivative assets and liabilities are classified as Other current and Other non-current assets and liabilities on the Consolidated Statements of Financial Position.

*Available-for-sale financial assets* - Aon's available-for-sale financial assets includes its investments not held for trading. The available-for-sale investments were \$10 million and \$101 million, respectively, at December 31, 2017 and 2016. Available-for-sale investments are classified as Other non-current assets on the Consolidated Statements of Financial Position.

*Loans and receivables* - Loans and receivables include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, do not qualify as 'trading' assets, and have not been designated 'at fair value through profit or loss' or as 'available-for-sale'. Aon's financial assets and liabilities which qualify as loans and receivables under this definition include balances classified as Cash and cash equivalents, Short-term investments, Receivables, net, Fiduciary assets, and financial assets held in Other current and non-current assets on the Consolidated Statements of Financial Position.

*Other financial liabilities* - All other financial liabilities held by Aon outside of the derivative liabilities identified above are measured at amortized cost. Aon's financial liabilities included within this category under IAS 39 include balances held in Fiduciary liabilities, Short-term debt and current portion of long-term debt, Long-term debt, Accounts payable and accrued liabilities, and financial liabilities classified as Other current and non-current liabilities on the Statements of Financial Position.

Financial assets and financial liabilities are offset in the Statement of financial position when the Company has a legally enforceable right to offset and has the intention to settle the asset and liability on a net basis. The following table present the balances that have been offset within Fiduciary assets and Fiduciary liabilities at December 31, 2017 and 2016.

	Gross Amounts of Recognized Assets and Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Assets and Liabilities Presented in the Statement of Financial Position <sup>(1)</sup>
<b>As of December 31, 2017</b>			
<b>Fiduciary assets and liabilities</b>	<b>\$ 11,101</b>	<b>\$ 1,476</b>	<b>\$ 9,625</b>
<b>As of December 31, 2016</b>			
Fiduciary assets and liabilities	\$ 11,066	\$ 1,581	\$ 9,485

(1) Recorded within Fiduciary assets and Fiduciary liabilities on the Consolidated Statement of Financial Position. Refer to the Strategic Report for further information regarding the composition of fiduciary assets.

## 16. Provisions, Commitments, and Contingencies

### *Provisions*

The changes in the Company's Current provisions and Non-current provisions for 2017 are as follows:

<i>(millions)</i>	2017 Restructuring Plan		Legal <sup>(1)</sup>		Other		Total
<b>At January 1, 2017</b>	\$	—	\$	141	\$	133	\$ 274
Arising during the year		449		92		7	548
Utilized		(279)		(89)		(3)	(371)
Amended provisions		9		(16)		(25)	(32)
Foreign currency translation		5		9		6	20
<b>At December 31, 2017</b>	\$	<b>184</b>	\$	<b>137</b>	\$	<b>118</b>	\$ <b>439</b>

(1) Legal provisions are recorded gross of insurance receivables.

### *2017 Restructuring Plan*

#### *Workforce reduction costs*

The method used to account for workforce reduction costs depends on whether the costs result from an ongoing severance plan or are one-time costs. Aon accounts for relevant expenses as severance costs when we have an established severance policy, statutory requirements dictate the severance amounts, or the Company has an established pattern of paying by a specific formula. Aon recognizes these costs when the likelihood of future settlement is probable and the amount of the related benefit is reasonably estimable, or on a straight-line basis over the remaining service period, if applicable.

Aon estimates our one-time workforce reduction costs related to exit and disposal activities not resulting from an ongoing severance plan based on the benefits available to the employees being terminated. We recognize these costs when we identify the specific classification (or functions) and locations of the employees being terminated, notify the employees who might be included in the termination, and expect to terminate employees within the legally required notification period. When employees are receiving incentives to stay beyond the legally required notification period, we record the cost of their severance over the remaining service period.

#### *Lease consolidation costs*

Where the Company has provided notice of cancellation pursuant to a lease agreement or abandoned space and have no intention of reoccupying it, Aon recognizes a loss. The loss reflects Aon's best estimate of the net present value of the future cash flows associated with the lease at the date we provide notice of cancellation in accordance with contractual terms, vacate the property, or sign a sublease arrangement. To determine the loss, the Company estimates sublease income based on current market quotes for similar properties. When the Company finalizes definitive agreements with the sublessee, the sublease losses is adjusted for actual outcomes.

#### *Fair value concepts of one-time workforce reduction costs and lease losses*

Accounting guidance requires that Aon's exit and disposal accruals reflect the fair value of the liability. Where material, the Company discounts the lease loss calculations to arrive at their net present value. Most workforce reductions happen over a short span of time, so no discounting is necessary.

For the remaining lease term, Aon decreases the liability for payments and increases the liability for accretion of the discount, if material. The discount reflects a risk-free market rate, which matches the lifetime of the liability.

#### *Asset impairments*

Asset impairments are accounted for in the period when they become known. Furthermore, Aon records impairments by reducing the book value to the net present value of future cash flows (in situations where the asset had an identifiable cash flow stream) or accelerating the depreciation to reflect the revised useful life. Asset impairments are included in Depreciation of fixed assets and Amortization of intangible assets in the Consolidated Statements of Income.

### *Other associated costs of exit and disposal activities*

Aon recognizes other costs associated with exit and disposal activities as they are incurred, including separation costs, and consulting and legal fees.

Refer to Note 5 “Restructuring” for further information surrounding the 2017 Restructuring Plan.

### **Legal**

Aon and its subsidiaries are subject to numerous claims, tax assessments, lawsuits and proceedings that arise in the ordinary course of business, which include errors and omissions (“E&O”) claims. The damages claimed in these matters are or may be substantial, including, in many instances, claims for punitive, treble or extraordinary damages. While Aon maintains meaningful E&O insurance and other insurance programs to provide protection against certain losses that arise in such matters, Aon has exhausted or materially depleted its coverage under some of the policies that protect the Company and, consequently, is self-insured or materially self-insured for some claims. Accruals for these exposures, and related insurance receivables, when applicable, are included in the Consolidated Statements of Financial Position and have been recognized in Other general expenses in the Consolidated Statements of Income to the extent that losses are deemed more likely than not and are reliably estimable. These amounts are adjusted from time to time as developments warrant. Matters that are not likely and estimable are not accrued for in the financial statements.

The Company has included in the matters described below certain matters in which (1) loss is more likely than not (2) loss is reasonably possible; that is, more than remote but not more likely than not, or (3) there exists the reasonable possibility of loss greater than the accrued amount. In addition, the Company may from time to time disclose matters for which the likelihood of loss could be remote but the claim amounts associated with such matters are potentially significant. The reasonably possible range of loss for the matters described below, in excess of amounts that are deemed more likely than not and estimable and therefore already accrued, is estimated to be between \$0 and \$0.3 billion, exclusive of any insurance coverage. These estimates are based on currently available information. As available information changes, the matters for which Aon is able to estimate may change, and the estimates themselves may change. In addition, many estimates involve significant judgment and uncertainty. For example, at the time of making an estimate, Aon may only have limited information about the facts underlying the claim, and predictions and assumptions about future court rulings and outcomes may prove to be inaccurate. Although management at present believes that the ultimate outcome of all matters described below, individually or in the aggregate, will not have a material adverse effect on the consolidated financial position of Aon, legal proceedings are subject to inherent uncertainties and unfavorable rulings or other events. Unfavorable resolutions could include substantial monetary or punitive damages imposed on Aon or its subsidiaries. If unfavorable outcomes of these matters were to occur, future results of operations or cash flows for any particular quarterly or annual period could be materially adversely affected.

The discussion below identifies significant current matters. Additional smaller matters exist but are individually insignificant and therefore excluded.

### *Current Matters*

A retail insurance brokerage subsidiary of Aon was sued on September 14, 2010 in the Chancery Court for Davidson County, Tennessee Twentieth Judicial District, at Nashville by a client, Opry Mills Mall Limited Partnership (“Opry Mills”), that sustained flood damage to its property in May 2010. The lawsuit seeks \$200 million in coverage from numerous insurers with whom this Aon subsidiary placed the client’s property insurance coverage. The insurers contend that only \$50 million in coverage (which has already been paid) is available for the loss because the flood event occurred on property in a high hazard flood zone. Opry Mills is seeking full coverage from the insurers for the loss and has sued this Aon subsidiary in the alternative for the same \$150 million difference on various theories of professional liability if the court determines there is not full coverage. In addition, Opry Mills seeks prejudgment interest, attorneys’ fees and enhanced damages which could substantially increase Aon’s exposure. In March 2015, the trial court granted partial summary judgment in favor of plaintiffs and against the insurers, holding generally that the plaintiffs are entitled to \$200 million in coverage under the language of the policies. In August 2015, a jury returned a verdict in favor of Opry Mills and against the insurers in the amount of \$204 million. On January 26, 2018, the Tennessee Court of Appeals reversed and remanded, reversing summary judgment in favor of plaintiffs and concluding that coverage is limited to \$50 million. Aon believes it has meritorious defenses and intends to vigorously defend itself against these claims.

A pensions consulting and administration subsidiary of Aon provided advisory services to the Trustees of the Gleeds pension fund in the United Kingdom and, on occasion, to the relevant employer of the fund. In April 2014, the High Court, Chancery Division, London found that certain governing documents of the fund that sought to alter the fund’s benefit structure and that had been drafted by Aon were procedurally defective and therefore invalid. No lawsuit naming Aon as a party was filed, although a tolling agreement was entered. The High Court decision says that the additional liabilities in the pension fund resulting from the alleged defect in governing documents amount to approximately £45 million (\$60 million at December 31, 2017 exchange rates). In December 2014, the Court of Appeal granted the employer leave to appeal the High Court decision. At a hearing in October 2016,

the Court of Appeal approved a settlement of the pending litigation. On October 31, 2016, the fund's trustees and employer sued Aon in the High Court, Chancery Division, London, alleging negligence and breach of duty in relation to the governing documents. The proceedings were served on Aon on December 20, 2016. The claimants seek damages of approximately £70 million (\$94 million at December 31, 2017 exchange rates). Aon believes that it has meritorious defenses and intends to vigorously defend itself against this claim.

On June 29, 2015, Lyttelton Port Company Limited ("LPC") sued Aon New Zealand in the Christchurch Registry of the High Court of New Zealand. LPC alleges, among other things, that Aon was negligent and in breach of contract in arranging LPC's property insurance program for the period covering June 30, 2010, to June 30, 2011. LPC contends that acts and omissions by Aon caused LPC to recover less than it otherwise would have from insurers for losses suffered in the 2010/2011 Canterbury earthquakes. LPC claims damages of approximately NZD \$184 million (\$130 million at December 31, 2017 exchange rates) plus interest and costs. Aon believes that it has meritorious defenses and intends to vigorously defend itself against these claims.

On October 3, 2017, Christchurch City Council ("CCC") invoked arbitration to pursue a claim that it asserts against Aon New Zealand. Aon provided insurance broking services to CCC in relation to CCC's 2010-2011 material damage and business interruption program. In December 2015, CCC settled its property and business interruption claim for its losses arising from the 2010-2011 Canterbury earthquakes against the underwriter of its material damage and business interruption program and the reinsurers of that underwriter. CCC contends that acts and omissions by Aon caused CCC to recover less in that settlement than it otherwise would have. CCC claims damages of approximately NZD \$528 million (\$372 million at December 31, 2017 exchange rates) plus interest and costs. Aon believes that it has meritorious defenses and intends to vigorously defend itself against these claims.

In April 2017, the FCA announced an investigation relating to suspected competition law breaches in the aviation and aerospace broking industry, which, for Aon in 2016, represented less than \$100 million in global revenue. The European Commission has now assumed jurisdiction over the investigation in place of the FCA. Other antitrust agencies outside the European Commission are also conducting formal or informal investigations regarding these matters. Aon intends to work diligently with all antitrust agencies concerned to ensure they can carry out their work as efficiently as possible. At this time, in light of the uncertainties and many variables involved, we cannot estimate the ultimate impact on our company from these investigations or any related private litigation, nor any damages, penalties, or fines related to them. There can be no assurance that the ultimate resolution of these matters will not have a material adverse effect on our consolidated financial position, results or operations, or liquidity.

Aon U.K. Limited is an indirect wholly-owned subsidiary of the Company. During 2017, the Company anticipated that Aon UK Limited's interactions with the FCA (its primary financial regulator in the UK) concerning Aon UK Limited's systems and controls might result in additional charges above the amounts accrued for in connection with those interactions. Although Aon continues to interact as a matter of course with the FCA, the specific reviews and interactions that Aon anticipated might result in additional charges have concluded without those additional charges materializing.

#### *Settled/Closed Matters*

On June 1, 2007, the International Road Transport Union ("IRU") sued Aon in the Geneva Tribunal of First Instance in Switzerland. IRU alleges, among other things, that, between 1995 and 2004, a business acquired by Aon and, later, an Aon subsidiary (1) accepted commissions for certain insurance placements that violated a fee agreement entered between the parties and (2) negligently failed to ask certain insurance carriers to contribute to the IRU's risk management costs. IRU sought damages of approximately CHF 46 million (\$47 million at June 30, 2017 exchange rates) and \$3 million, plus legal fees and interest of approximately \$30 million. On December 2, 2014, the Geneva Tribunal of First Instance entered a judgment that accepted some, and rejected other, of IRU's claims. The judgment awarded IRU CHF 16.8 million (\$17 million at June 30, 2017 exchange rates) and \$3.1 million, plus interest and adverse costs. The entire amount of the judgment, including interest through December 31, 2014, totaled CHF 27.9 million (\$28 million at December 31, 2014 exchange rates) and \$5 million. On January 26, 2015, in return for IRU agreeing not to appeal the bulk of its dismissed claims, the Aon subsidiary agreed not to appeal a part of the judgment and to pay IRU CHF 12.8 million (\$14 million at January 31, 2015 exchange rates) and \$4.7 million without Aon admitting liability. The Aon subsidiary appealed those aspects of the judgment it retained the right to appeal. IRU did not appeal. After the Geneva Appellate Court affirmed the judgment of the Geneva Tribunal of First Instance, the Aon subsidiary filed an appeal with the Swiss Federal Tribunal. By judgment issued June 16, 2017, the Swiss Federal Tribunal affirmed in part and reversed in part the appellate judgment and remanded the case to the appellate court. IRU and Aon subsidiary agreed that the Aon subsidiary would pay IRU CHF 15.0 million (\$15 million at June 30, 2017 exchange rates) and \$344,000. As a result of this agreement, the legal proceedings between IRU and the Aon subsidiary have been discontinued.

## ***Other Provisions***

Other provisions includes claims handling, policy cancellation, dilapidation, certain employment related items, former restructuring programs, and non-restructuring onerous contract reserves.

## ***Guarantees and Indemnifications***

### ***Redomestication***

In connection with the redomicile of Aon's headquarters (the "Redomestication"), the Company on April 2, 2012 entered into various agreements pursuant to which it agreed to guarantee the obligations of its subsidiaries arising under issued and outstanding debt securities. Those agreements included the (1) Amended and Restated Indenture, dated as of April 2, 2012, among Aon Corporation, Aon plc, and The Bank of New York Mellon Trust Company, N.A., as trustee (the "Trustee") (amending and restating the Indenture, dated as of September 10, 2010, between Aon Corporation and the Trustee), (2) Amended and Restated Indenture, dated as of April 2, 2012, among Aon Corporation, Aon plc and the Trustee (amending and restating the Indenture, dated as of December 16, 2002, between Aon Corporation and the Trustee), (3) Amended and Restated Indenture, dated as of April 2, 2012, among Aon Corporation, Aon plc and the Trustee (amending and restating the Indenture, dated as of January 13, 1997, as supplemented by the First Supplemental Indenture, dated as of January 13, 1997), and (4) First Supplemental Indenture, dated as of April 2, 2012, among Aon Finance N.S. 1, ULC, as issuer, Aon Corporation, as guarantor, Aon plc, as guarantor, and Computershare Trust Company of Canada, as trustee.

The Company provides a variety of guarantees and indemnifications to its customers and others. The maximum potential amount of future payments represents the notional amounts that could become payable under the guarantees and indemnifications if there were a total default by the guaranteed parties, without consideration of possible recoveries under recourse provisions or other methods. These amounts may bear no relationship to the expected future payments, if any, for these guarantees and indemnifications. Any anticipated amounts payable are included in the Company's Consolidated Financial Statements, and are recorded at fair value.

The Company expects that, as prudent business interests dictate, additional guarantees and indemnifications may be issued from time to time.

### ***Sale of the Divested Business***

In connection with the sale of the Divested Business, the Company guaranteed future operating lease commitments related to certain facilities assumed by the Buyer. The Company is obligated to perform under the guarantees if the Divested Business defaults on such leases at any time during the remainder of the lease agreements, which expire on various dates through 2024. As of December 31, 2017, the undiscounted maximum potential future payments under the lease guarantee is \$100 million, with an estimated fair value of \$23 million.

Additionally, the Company is subject to performance guarantee requirements under certain client arrangements that were assumed by the Buyer. Should the Divested Business fail to perform as required by the terms of the arrangements, the Company would be required to fulfill the remaining contract terms, which expire on various dates through 2023. As of December 31, 2017, the undiscounted maximum potential future payments under the performance guarantees were \$212 million, with an estimated fair value of \$1 million.

## ***Letters of Credit***

Aon has entered into a number of arrangements whereby the Company's performance on certain obligations is guaranteed by a third party through the issuance of a letter of credit ("LOCs"). The Company had total LOCs outstanding of approximately \$96 million at December 31, 2017, compared to \$90 million at December 31, 2016. These letters of credit cover the beneficiaries related to certain of Aon's U.S. and Canadian non-qualified pension plan schemes and secure deductible retentions for Aon's own workers compensation program. The Company has also obtained LOCs to cover contingent payments for taxes and other business obligations to third parties, and other guarantees for miscellaneous purposes at its international subsidiaries.

## ***Premium Payments***

The Company has certain contractual contingent guarantees for premium payments owed by clients to certain insurance companies. The maximum exposure with respect to such contractual contingent guarantees was approximately \$95 million at December 31, 2017, which is unchanged as compared to December 31, 2016.

## **17. Segment Information**

Beginning in the first quarter of 2017 and following the transaction described in Note 4 "Discontinued Operations," the Company began leading a set of initiatives designed to strengthen Aon and unite the firm with one portfolio of capability enabled by proprietary

data and analytics and one operating model to deliver additional insight, connectivity and efficiency. These initiatives reinforce Aon's return on invested capital ("ROIC") decision-making process and emphasis on free cash flow. The Company is now operating as one segment that includes all of Aon's continuing operations, which as a global professional services firm provides advice and solutions to clients focused on risk, retirement, and health through five revenue lines which make up its principal products and services. The CODM assesses the performance of the Company and allocates resources based on one company: Aon United.

The Company's reportable operating segment has been determined using a management approach, which is consistent with the basis and manner in which Aon's CODM uses financial information for the purposes of allocating resources and evaluating performance. The CODM assesses performance and allocates resources based on total Aon results against its key four metrics, including organic revenue growth, expense discipline, and collaborative behaviors that maximize value for Aon and its shareholders, regardless of which revenue line it benefits.

Prior period comparative segment information has been restated to conform with current year presentation. In prior periods, the Company did not include unallocated expenses in segment operating income, which represented corporate governance costs not allocated to the previous operating segments. These costs are now reflected within operating expenses for the current and prior period.

Revenue from continuing operations for each of the Company's principal product and service lines is as follows (in millions):

	Year ended December 31	
	2017	2016
Commercial Risk Solutions	\$ 4,169	\$ 3,929
Reinsurance Solutions	1,429	1,361
Retirement Solutions	1,755	1,707
Health Solutions	1,515	1,370
Data & Analytics Services	1,140	1,050
Elimination	(10)	(8)
<b>Total revenue</b>	<b>\$ 9,998</b>	<b>\$ 9,409</b>

As Aon is operating as one segment, segment profit or loss is consistent with consolidated reporting as disclosed on the Consolidated Statements of Income.

Revenues are generally attributed to geographic areas based on the location of the resources producing the revenues. Intercompany revenues and expenses are eliminated in consolidated results. Consolidated Revenue by geographic area, which is attributed on the basis of where the services are performed, is as follows (in millions):

Years ended December 31	Total	United States	Americas other than U.S.	United Kingdom	Europe, Middle East, & Africa	Asia Pacific
<b>2017</b>	<b>\$ 9,998</b>	<b>\$ 4,425</b>	<b>\$ 976</b>	<b>\$ 1,436</b>	<b>\$ 2,025</b>	<b>\$ 1,136</b>
2016	\$ 9,409	\$ 3,981	\$ 899	\$ 1,354	\$ 1,760	\$ 1,415

Consolidated Non-current assets by geographic area are as follows (in millions):

As of December 31, 2017	Total	United States	Americas other than U.S.	United Kingdom	Europe, Middle East, & Africa	Asia Pacific
Fixed assets, net	\$ 344	\$ 105	\$ 39	\$ 59	\$ 99	\$ 42
Goodwill and other intangible assets	10,309	5,701	654	1,028	2,460	466
<b>Total</b>	<b>\$ 10,653</b>	<b>\$ 5,806</b>	<b>\$ 693</b>	<b>\$ 1,087</b>	<b>\$ 2,559</b>	<b>\$ 508</b>

As of December 31, 2016	Total	United States	Americas other than U.S.	United Kingdom	Europe, Middle East, & Africa	Asia Pacific
Fixed assets, net	\$ 415	\$ 178	\$ 47	\$ 61	\$ 75	\$ 54
Goodwill and other intangible assets	11,320	6,868	790	1,221	2,016	425
<b>Total</b>	<b>\$ 11,735</b>	<b>\$ 7,046</b>	<b>\$ 837</b>	<b>\$ 1,282</b>	<b>\$ 2,091</b>	<b>\$ 479</b>

## 18. Directors' Emoluments

Information regarding the Non-Executive Directors' emoluments and further information on the emoluments for Mr. Case is incorporated herein by reference to the audited section of the Directors' Remuneration Report contained in this report.

Mr. Case serves as the Company's President and Chief Executive Officer, and receives his remuneration for serving in that role. Mr. Case is the Company's sole executive director.

His remuneration is as follows (in thousands):

Executive	Salary and Fees		Benefits		Annual Bonus		LPP Shares Delivered		Pension		Share Options		Total	
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Gregory C. Case	1,500	1,500	712	729	2,029	3,030	25,306	27,234	29	29	—	—	29,576	32,522

## 19. Auditors' Remuneration

The Company obtained the following services from the Company's auditor, Ernst & Young LLP, at costs as detailed in the tables below (in millions):

2017	Audit Fees	Audit Related Fees	Taxation Fees	All Other Fees	Total
<b>Audit of the Group's financial statements</b>	\$ 9.4	\$ —	\$ —	\$ —	\$ 9.4
<b>Other Services:</b>					
The auditing of accounts of any associate of the company	6.4	0.4	—	—	6.8
Audit-related assurance services	—	0.8	—	—	0.8
Taxation compliance services	—	—	0.1	—	0.1
All taxation advisory services	—	—	1.7	—	1.7
Internal audit services	—	—	—	—	—
All assurance services	0.1	—	—	—	0.1
All services relating to corporate finance transactions	—	—	—	—	—
All non-audit services	—	—	—	0.2	0.2
<b>Total</b>	<b>\$ 15.9</b>	<b>\$ 1.2</b>	<b>\$ 1.8</b>	<b>\$ 0.2</b>	<b>\$ 19.1</b>

2016	Audit Fees	Audit Related Fees	Taxation Fees	All Other Fees	Total
<b>Audit of the Group's financial statements</b>	\$ 7.6	\$ —	\$ —	\$ —	\$ 7.6
<b>Other Services:</b>					
The auditing of accounts of any associate of the company	5.9	0.5	—	—	6.4
Audit-related assurance services	—	3.4	—	—	3.4
Taxation compliance services	—	—	0.1	—	0.1
All taxation advisory services	—	—	1.4	—	1.4
Internal audit services	—	—	—	—	—
All assurance services	—	—	—	—	—
All services relating to corporate finance transactions	—	—	—	—	0.0
All non-audit services	—	—	—	—	—
<b>Total</b>	<b>\$ 13.5</b>	<b>\$ 3.9</b>	<b>\$ 1.5</b>	<b>\$ —</b>	<b>\$ 18.9</b>

## 20. Employees

The average number of persons employed by the Company was as follows:

	2017	2016
Total	48,453	69,316

Employee compensation and benefits were as follows (in millions):

	2017	2016
Wages and salaries	\$ 3,611	\$ 3,440
Social security costs	140	151
Share based compensation expense	318	309
Pension and post retirement expense	278	192
Workforce reduction	299	—
Other, primarily employee benefits	1,469	1,419
Total employee compensation and benefits	\$ 6,115	\$ 5,511

Refer to Note 3 “Employees” of the Parent Company financial statements for disclosures surrounding compensation for key management personnel.

## 21. Fixed Assets

<i>(millions)</i>	Leasehold improvements	Furniture, fixtures and equipment	Computer equipment	Other	Capital in progress	Total
<b>COST:</b>						
Balance at January 1, 2017	\$ 442	\$ 295	\$ 385	\$ 114	\$ 40	\$ 1,276
Additions	9	7	15	5	82	118
Acquisitions	1	2	4	9	—	16
Asset Impairments	(6)	(3)	(4)	—	(4)	(17)
Disposals	(129)	(81)	(164)	(46)	(3)	(423)
Foreign currency translation and other	32	19	59	8	(70)	48
<b>Balance at December 31, 2017</b>	<b>\$ 349</b>	<b>\$ 239</b>	<b>\$ 295</b>	<b>\$ 90</b>	<b>\$ 45</b>	<b>\$ 1,018</b>
<b>ACCUMULATED DEPRECIATION:</b>						
Balance at January 1, 2017	\$ 305	\$ 208	\$ 271	\$ 77	\$ —	\$ 861
Charge for the year	29	19	41	7	—	96
Asset Impairments	(1)	(2)	(3)	—	—	(6)
Disposals	(96)	(62)	(118)	(45)	—	(321)
Foreign currency translation and other	5	11	22	6	—	44
<b>Balance at December 31, 2017</b>	<b>\$ 242</b>	<b>\$ 174</b>	<b>\$ 213</b>	<b>\$ 45</b>	<b>\$ —</b>	<b>\$ 674</b>
<b>NET BOOK VALUE:</b>						
<b>As of December 31, 2017</b>	<b>\$ 107</b>	<b>\$ 65</b>	<b>\$ 82</b>	<b>\$ 45</b>	<b>\$ 45</b>	<b>\$ 344</b>
As of January 1, 2017	\$ 137	\$ 87	\$ 114	\$ 37	\$ 40	\$ 415

<i>(millions)</i>	Leasehold improvements	Furniture, fixtures and equipment	Computer equipment	Other	Capital in progress	Total
<b>COST:</b>						
Balance at January 1, 2016	\$ 422	\$ 315	\$ 359	\$ 115	\$ 28	\$ 1,239
Additions	5	5	13	4	96	123
Acquisitions	7	3	6	—	1	17
Disposals	(6)	(24)	(22)	(3)	—	(55)
Foreign currency translation	(11)	(11)	(7)	(2)	(1)	(32)
Other	25	7	36	—	(84)	(16)
Balance at December 31, 2016	\$ 442	\$ 295	\$ 385	\$ 114	\$ 40	\$ 1,276
<b>ACCUMULATED DEPRECIATION:</b>						
Balance at January 1, 2016	\$ 276	\$ 214	\$ 250	\$ 70	\$ —	\$ 810
Charge for the year	39	24	49	11	—	123
Disposals	(5)	(23)	(22)	(2)	—	(52)
Foreign currency translation	(5)	(5)	(4)	(2)	—	(16)
Other	—	(2)	(2)	—	—	(4)
Balance at December 31, 2016	\$ 305	\$ 208	\$ 271	\$ 77	\$ —	\$ 861
<b>NET BOOK VALUE:</b>						
<b>As of December 31, 2016</b>	<b>\$ 137</b>	<b>\$ 87</b>	<b>\$ 114</b>	<b>\$ 37</b>	<b>\$ 40</b>	<b>\$ 415</b>
As of January 1, 2016	\$ 146	\$ 101	\$ 109	\$ 45	\$ 28	\$ 429

## 22. Subsequent Events

### *Repurchase of Shares*

During the period from January 1, 2018 to March 21, 2018, the Company repurchased 3.6 million shares at an average price per share of \$140.98 for a total cost of \$503 million. At March 21, 2018, the remaining authorized amount for share repurchase under the Share Repurchase Programs is \$4.9 billion. The amount of shares repurchased after this date and prior to authorization of the financial statements on March 23, 2018 was insignificant to the Consolidated Financial Statements.

### *Dividends*

In January, 2018, the Company declared dividends of per share of \$0.36 for a total cost of \$88.8 million. The dividends were paid in February, 2018.

### *Term Debt*

On March 8, 2018, the Company's 4.76% Senior Note issued by a Canadian subsidiary matured and the Company repaid the CAD 375 million (\$291 million at March 8, 2018 spot rate).

### *Commercial Paper*

As of March 21, 2018, the Company had €270 million (\$333 million at March 21, 2018 exchange rates) of commercial paper borrowings outstanding on the European commercial paper program and \$174 million outstanding on the US commercial paper program. The proceeds from the issuance of commercial paper will be used to fund short-term working capital needs. The amount of commercial paper borrowed after this date and prior to authorization of the financial statements on March 23, 2018 was insignificant to the Consolidated Financial Statements.

## 23. Group Undertakings

As of December 31, 2017, the Aon's worldwide Group undertakings were as follows:

Name of Company	Address	Country	Holding	% Holding
Aon Angola Corretores de Seguros Limitada	Condominio Belas Business Park, Edificio Cabinda, Porta 404, Piso 4, Talatona, Luanda	Angola	Ordinary Shares	70%
Admiseg SA	Sarmiento 1239, Buenos Aires	Argentina	Ordinary Shares	100%
Aon Affinity Argentina S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	96%
Aon Assist Argentina S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	98%
Aon Benfield Argentina S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	100%
Aon Consulting Argentina S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	98%
Aon Risk Services Argentina S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	98%
Asevasa Argentina S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	100%
Hewitt Associates, S.A.	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	100%
Marinero Dundas S.A.	Av presidente Julio Roca 620, Buenos Aires	Argentina	Ordinary Shares	100%
Swire Blanch MSTC II SA	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	98%
Swire Blanch MSTC SA	Emma de la barra 353 6 piso, Buenos Aires	Argentina	Ordinary Shares	98%
Aon Aruba N.V.	Italiestraat 30 Oranjestad Aruba	Aruba	Ordinary Shares	100%
Aon Captive Services Aruba N.V.	Italiestraat 30 Oranjestad Aruba	Aruba	Ordinary Shares	100%
Aon Australia Group Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Australian Holdco 1 Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Australian Holdco 2 Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Australian Holdco 3 Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Benfield Australia Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares and Preference Shares	100%
Aon Charitable Foundation Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Consolidation Group Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Corporation Australia Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Group Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Hewitt Financial Advice Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares and Preference Shares	100%
Aon Hewitt Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Holdings Australia Pty Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares and Preference Shares	100%
Aon Product Design & Development Australia Pty Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Risk Services Australia Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Services Pty Ltd.	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Aon Superannuation Pty Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Cut-e Australia Pty Limited	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	100%
Hewitt Associates Pty Ltd	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares and Preference Shares	100%
HIA Insurance Services Pty Ltd.	Level 33, 201 Kent Street, Sydney, NSW 2000	Australia	Ordinary Shares	50.05%
One Underwriting Pty Ltd	Level 51, 80 Collins Street, Melbourne, VIC 3000	Australia	Ordinary Shares	100%
Aon Austria GmbH	Geiselbergstraße 17, 1110 Wien	Austria	Ordinary Shares	100%
Aon Holdings Austria GmbH	Europaplatz 3/Stiege 2/Ebene 07, 1150 Wien	Austria	Ordinary Shares	100%
Aon Jauch & Hübener Gesellschaft m.b.H.	Geiselbergstraße 17, 1110 Wien	Austria	Ordinary Shares	100%
Insurance Company of the Bahamas Limited	33 Collins Avenue, Nassau	Bahamas	Ordinary Shares	40%
J.S. Johnson & Company Limited	34 Collins Avenue, Nassau	Bahamas	Ordinary Shares	40%
Aon Bahrain W.L.L.	BMMI Tower   12th Floor   Road 2813   Seef District 428 PO Box 30125   Manama   Kingdom of Bahrain	Bahrain	Ordinary Shares	100%
Aon Insurance Managers (Barbados) Ltd.	"Sunrise House", Wildey Main Road, St. Michael	Barbados	Ordinary Shares	100%
Agenion N.V./SA	Telecomlaan 5-7, B-1831 Diegem	Belgium	Ordinary Shares	100%
Aon Belgium B.V.B.A.	Telecomlaan 5-7, B-1831 Diegem	Belgium	Ordinary Shares	100%
Crion N.V.	Maaltemeers 84 B-9051 Sint-Denijs-Westrem	Belgium	Ordinary Shares	95%
Probabilitas N.V./SA	Tiensesteenweg 28 B-3001 Heverlee	Belgium	Ordinary Shares	100%
Aon (Bermuda) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Benfield Group Limited	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Bermuda Holding Company Limited	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Bermuda QI Holdings Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Delta Bermuda Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Finance Bermuda 1 Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Finance Bermuda 2 Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Group (Bermuda) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Hewitt (Bermuda) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Insurance Managers (Bermuda) Ltd	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Aon Underwriting Managers (Bermuda) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Benfield Investment Holdings Limited	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
Benfield Juniperus Holdings Limited	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
International Risk Management Group Ltd	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
White Rock Insurance (Americas) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%
White Rock Insurance (SAC) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares and Preference Shares	100%
White Rock Services (Bermuda) Ltd.	Aon House, 30 Woodbourne Avenue, Pembroke	Bermuda	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Bolivia S.A. Corredores de Seguros	Calle 10 de Calacoto 7812, Edificio Emporium, Piso 4 Oficinas 401 y 402, La Paz	Bolivia	Ordinary Shares	100%
Aon Consulting Bolivia S.R.L.	Calle 10 de Calacoto 7812, Edificio Emporium, Piso 4 Oficinas 401 y 402, La Paz	Bolivia	Ordinary Shares	99%
Aon Re Bolivia S.A. Corredores de Reaseguros	Calle 10 de Calacoto 7812, Edificio Emporium, Piso 4 Oficinas 401 y 402, La Paz	Bolivia	Ordinary Shares	100%
Aon Botswana (Pty) Ltd.	Aon House   Plot 50368   Gaborone Business Park   Showgrounds P O Box 624   Gaborone	Botswana	Ordinary Shares	95%
Aon Holdings Botswana (Pty) Ltd	Aon House   Plot 50368   Gaborone Business Park   Showgrounds P O Box 624   Gaborone	Botswana	Ordinary Shares	100%
Aon Risk Management (Pty) Ltd	Aon House   Plot 50368   Gaborone Business Park   Showgrounds P O Box 624   Gaborone	Botswana	Ordinary Shares	100%
Glenrand MIB Botswana (Pty) Ltd	Aon House   Plot 50368   Gaborone Business Park   Showgrounds P O Box 624   Gaborone	Botswana	Ordinary Shares	75%
Adm Administradora de Beneficios Ltda.	Alameda Campinas 1070, 7th Floor, Jardim Paulista, Sao Paulo, SP 01404-200	Brazil	Ordinary Shares	100%
Admix - Administracao, Consultoria, Participacoes e Corretora de Seguros de Vida Ltda.	Alameda Campinas 1070, 7th Floor, Jardim Paulista, Sao Paulo, SP 01404-200	Brazil	Ordinary Shares	100%
Aon Affinity Administradora de Beneficios Ltda.	Alameda Campinas 1070, 2nd Floor, parte, Jardim Paulista, Sao Paulo, SP 01404-200	Brazil	Ordinary Shares	100%
Aon Affinity do Brasil Servicos e Corretora de Seguros Ltda.	Alameda Campinas 1070, 2nd Floor, parte, Jardim Paulista, Sao Paulo, SP 01404-200	Brazil	Ordinary Shares	100%
Aon Affinity Servicos e Participacoes Ltda.	Alameda Campinas 1070, 2nd Floor, parte, Jardim Paulista, Sao Paulo, SP 01404-200	Brazil	Ordinary Shares	100%
Aon Benfield Brasil Corretora de Resseguros Ltda.	Rua Sao Bento, 18, sala 1302, Centro, CEP 20090-010, Rio de Janeiro/RJ	Brazil	Ordinary Shares	99.99%
Aon Holdings Corretores de Seguros Ltda.	Alameda Campinas 1070, 1st to 13th floor, Jardim Paulista, 01404-200, Sao Paulo/SP	Brazil	Ordinary Shares	100%
Associação Instituto Aon	Rua Dr. Eduardo de Souza Aranha, n° 153, 5° andar, sale 01, Itaim Bibi, São Paulo, SP, CEP: 04543-120	Brazil	Ordinary Shares	100%
Benfield do Brasil Participacoes Ltda. (dormant)	Rua Sao Bento, 18, sala 1302, Centro, CEP 20090-010, Rio de Janeiro/RJ	Brazil	Ordinary Shares	99.99%
Farmaseg - Solucoes, Assistencia e Servicos Empresariais Ltda.	Avenida Tambore, 267, Suite 201B, Barueri, SP 06460-0000	Brazil	Ordinary Shares	100%
Hewitt Associates Administradora e Corretora de Seguros Ltda.	Alameda Campinas 1070, 9th floor, parte, Jardim Paulista, Sao Paulo/SP, 01404-200	Brazil	Ordinary Shares	100%
Hewitt Associates Servicos de Recursos Humanos Ltda.	Alameda Campinas 1070, 9th floor, parte, Jardim Paulista, Sao Paulo/SP, 01404-200	Brazil	Ordinary Shares	100%
6824625 Canada Ltd.	1200 Waterfront Centre, 200 Burrand St., Vancouver, BC V6C 3L6	Canada	Ordinary Shares	100%
7193599 Canada Inc.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Alexander & Alexander Services Canada Inc.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon Benfield Canada ULC	225 King Street West, Suite 1000, Toronto, Ontario M5V 3M2	Canada	Ordinary Shares	100%
Aon Canada Holdings N.S. ULC	1959 Upper Water Street, Suite 900, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%
Aon Canada Inc.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon Canada Intermediaries GP	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon CANZ Holdings N.S. ULC	1959 Upper Water Street, Suite 900, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%
Aon Direct Group Inc.	2255 Sheppard Ave. East, Suite E400, Toronto, ON M2J 4Y1	Canada	Ordinary Shares	100%
Aon Finance Canada 1 Corp.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon Finance Canada 2 Corp.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon Finance International N.S. ULC	1959 Upper Water Street, Suite 900, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%
Aon Finance N.S. 1, ULC	1959 Upper Water Street, Purdy's Wharf, Tower II, Halifax, NSB3J 3R7	Canada	Ordinary Shares	100%
Aon Finance N.S. 5, ULC	1959 Upper Water Street, Suite 900, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%
Aon Finance N.S. 8, ULC	1959 Upper Water Street, Suite 900, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%
Aon Finco N.S. 2012-1, ULC	Suite 900, 1959 Upper Water Street, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%
Aon Finco N.S. 2012-2, ULC	Suite 900, 1959 Upper Water Street, Halifax, NS B3J 3N2	Canada	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Hewitt Inc.	1001-1969 Upper Water Street, Halifax, NS B3J 2X2	Canada	Ordinary Shares and Preference Shares	100%
Aon Hewitt Investment Management Inc.	225 King Street West, Suite 1600, Toronto, Ontario M5V 3M2	Canada	Ordinary Shares	100%
Aon Parizeau Inc.	700 de la Gauchetierre West, 16 and 17th Floors, Montreal, QC H3B 0A4	Canada	Ordinary Shares	100%
Aon Reed Stenhouse Inc.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon Risk Services Canada Inc.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
Aon Securities Investment Management Inc.	225 King Street West, Suite 1000, Toronto, Ontario M5V 3M2	Canada	Ordinary Shares	100%
Coles Hewitt Partnership	1200 Waterfront Centre, 200 Burrand St., Vancouver, BC V6C 3L6	Canada	Ordinary Shares	100%
Groupe-Conseil Aon Inc.	700 de la Gauchetierre West, Suite 1900, Montreal, QC H3B 0A4	Canada	Ordinary Shares and Preference Shares	100%
Hewitt Amalco 1 ULC	1001-1969 Upper Water Street, Halifax, NS B3J 3R7	Canada	Ordinary Shares	100%
Hewitt Amalco 2 ULC	1001-1969 Upper Water Street, Halifax, NS B3J 3R7	Canada	Ordinary Shares	100%
Hewitt Amalco 3 ULC	1001-1969 Upper Water Street, Halifax, NS B3J 3R7	Canada	Ordinary Shares	100%
Hewitt Amalco 4 ULC	1001-1969 Upper Water Street, Halifax, NS B3J 3R7	Canada	Ordinary Shares	100%
Hewitt Amalco 5 ULC	1001-1969 Upper Water Street, Halifax, NS B3J 3R7	Canada	Ordinary Shares	99%
Hewitt Associates Partnership	22-5 King Street West, Suite 1600, Toronto, Ontario M5V 3M2	Canada	Ordinary Shares	99.96%
Hewitt Associates Corp.	Suite 800, 1959 Upper Water Street, Halifax, NS B3J 3N2	Canada	Ordinary Shares and Preference Shares	100%
Hewitt Holdings Canada Company	1959 Upper Water Street, Suite 900, Halifax, NS B3J 2X2	Canada	Ordinary Shares	100%
Hewitt Management Ltd.	1200 Waterfront Centre, 200 Burrand St., Vancouver, BC V6C 3L6	Canada	Ordinary Shares and Preference Shares	100%
Hewitt Western Management Amalco Inc.	1200 Waterfront Centre, 200 Burrand St., Vancouver, BC V6C 3L6	Canada	Ordinary Shares and Preference Shares	100%
IAO Actuarial Consulting Services Canada Inc.	600 Alden Road, Suite 700, Markham, Ontario L3R 0E7	Canada	Ordinary Shares	100%
J. Allan Brown Consultants, Inc.	1200 Waterfront Centre, 200 Burrand St., Vancouver, BC V6C 3L6	Canada	Ordinary Shares and Preference Shares	100%
K & K Insurance Brokers, Inc. Canada	5800 Explorer Drive, Suite 305, Mississauga, ON L4W 5K9	Canada	Ordinary Shares and Preference Shares	100%
Linx Underwriting Solutions Inc.	20 Bay Street, Suite 2400, Toronto, ON M5J 2N9	Canada	Ordinary Shares	100%
M.A. Shakeel Management Ltd. Amalco	1200 Waterfront Centre, 200 Burrand St., Vancouver, BC V6C 3L6	Canada	Ordinary Shares and Preference Shares	100%
Minet Inc.	700 de la Gauchetierre West, Suite 800, Montreal, QC H3B 0A5	Canada	Ordinary Shares and Preference Shares	100%
USLP Underwriting Solutions LP	1100-1st Street SE, 4th Floor, Calgary, AB T2G 181	Canada	Ordinary Shares	99%
Aon Insurance Managers (Cayman) Ltd.	94 Solaris Avenue, 2nd Floor, Camana Bay, P.O. Box 69, Grand Cayman, KY1-1102	Cayman Islands	Ordinary Shares	100%
Aon Risk Solutions (Cayman) Ltd.	94 Solaris Avenue, 2nd Floor, Camana Bay, P.O. Box 69, Grand Cayman, KY1-1102	Cayman Islands	Ordinary Shares	100%
Harbourview West Lake Co-Invest (GP) LP	Conyers Corporate Services (Cayman) Limited, Cricket Square, Hutchins Drive, Grand Cayman, PO Box 2681	Cayman Islands	Ordinary Shares	100%
Townsend HWL GP, Ltd.	94 Solaris Avenue, 2nd Floor, Camana Bay, P.O. Box 69, Grand Cayman, KY1-1102	Cayman Islands	Ordinary Shares	100%
Aon Affinity Chile Ltda.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%
Aon Benfield (Chile) Corredores de Reaseguros Ltda.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%
Aon Consulting (Chile) Limitada	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%
Aon Risk Services (Chile) S.A.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%
Aon Risk Services Holdings (Chile ) Ltda.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Asevasa Chile Peritaciones e Ingenieria de Riesgos, S.A.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	99.99%
Benfield Corredores de Reaseguro Ltda.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%
Inversiones Benfield Chile Ltda.	Hendaya 60 Oficina 602, Santiago	Chile	Ordinary Shares	100%
Aon Hewitt Consulting (Shanghai) Co., Ltd.	36/F Shanghai Central Plaza, 381 Huai Hai Middle Road, Shanghai, 200020	China	Ordinary Shares	100%
Aon-COFCO Insurance Brokers Co., Ltd.	Room 4105-4106, 42F, Jjinmao Tower 88 Century Boulevard, Pudong, Shanghai	China	Ordinary Shares	50%
Shanghai Kayi Information Technology Co., Ltd	Unit 2507, 25F Central Plaza, 381 HuaHai Middle Rd, Shanghai	China	Ordinary Shares	100%
Aon Affinity Colombia Ltda. Agencia de Seguros	Carrera 11 # 86-53, Bogotá, 110221	Colombia	Ordinary Shares	100%
Aon Benfield Colombia Limitada Corredores de Reaseguros	Avenida Carrera 9 #113-52 Of. 505, Bogotá	Colombia	Ordinary Shares	100%
Aon Risk Services Colombia SA Corredores de Seguros	Carrera 11 # 86-53, Bogotá, 110221	Colombia	Ordinary Shares	99.09%
Salud, Riesgos y Recursos Humanos Consultores Ltda. (former Aon Corporte Advisors Ltda.)	Carrera 11 # 86-53, Bogotá, 110221	Colombia	Ordinary Shares	100%
Tecsefin, S.A. en liquidacion	Carrera 11 # 86-53, Bogotá, 110221	Colombia	Ordinary Shares	100%
Alexander Insurance Managers (Netherlands Antilles) N.V.	p/a Prof Kernkampweg 1 Willemstad	Curacao	Ordinary Shares	100%
Aon Antillen N.V.	Prof Kernkampweg 1 Willemstad	Curacao	Ordinary Shares	100%
Aon Captive Services Antilles N.V.	Prof Kernkampweg 1 Willemstad	Curacao	Ordinary Shares	100%
Aon Holdings Antillen N.V.	Prof Kernkampweg 1 Willemstad	Curacao	Ordinary Shares	100%
Aon Insurance Managers (Antilles) N.V.	Prof Kernkampweg 1 Willemstad	Curacao	Ordinary Shares	100%
Aon Hewitt (Cyprus) Limited	8 Kennedy Ave, 1087 Nicosia	Cyprus	Ordinary Shares	35%
Aon Central and Eastern Europe a.s.	Vaclavske namesti 19, 110 00 Praha 1	Czech Rep.	Ordinary Shares	100%
Aon Denmark A/S	Strandgade 4C, 1401 Copenhagen K	Denmark	Ordinary Shares	100%
Aon Denmark Insurance Services A/S	Strandgade 4C, 1401 Copenhagen K	Denmark	Ordinary Shares	100%
Aon Riskminder A/S	Voldbjergvej 16, 8240 Risskov	Denmark	Ordinary Shares	100%
Cut-e Danmark A/S	Strandgade 4C, 1401 Copenhagen K	Denmark	Ordinary Shares	100%
Optica Insurance Agency A/S	Voldbjergvej 16, 8240 Risskov	Denmark	Ordinary Shares	100%
Akaoasesores Cia. Ltda.	Quito, Av. 12 de Octubre y Lincoln	Ecuador	Ordinary Shares	100%
Aon Consulting Ecuador S.A.	Quito, Av. 12 de Octubre y Lincoln	Ecuador	Ordinary Shares	100%
Aon Risk Services Ecuador S.A. Agencia Asesora Productora de Seguros	Quito, Av. 12 de Octubre N24-15 y Lincoln	Ecuador	Ordinary Shares	100%
Tecsefin Salvador (dormant)	Aon Center, 304 Ponce De Leon Avenue, Suite 1000, San Juan , 00918	El Salvador	Ordinary Shares	50%
Riskikonsultatsioonid OÜ	Telliskivi 60 N- 63, 10412 Tallinn	Estonia	Ordinary Shares	100%
Aon (Fiji) Ltd.	Level 3, RB Jetpoint, Queens Road, Martintar Nadi	Fiji	Ordinary Shares	100%
Aon Finland Oy	Valimotie 1 A, FI-00380 Helsinki	Finland	Ordinary Shares	100%
Cut-e Finland Oy	Regus Business Center, Jaakonkatu 3 C, 00100 Helsinki	Finland	Ordinary Shares	100%
Aon France	31-35 rue de la Fédération 75015 Paris	France	Ordinary Shares	100%
Aon Holdings France SNC	31-35 rue de la Fédération 75015 Paris	France	Ordinary Shares	100%
Hewitt Associates SAS	31-35 rue de la Fédération 75015 Paris	France	Ordinary Shares	100%
International Space Brokers France	31-35 rue de la Fédération 75015 Paris	France	Ordinary Shares	100%
Kloud S.à.r.l.	31-35 rue de la Fédération 75015 Paris	France	Ordinary Shares	100%
Aon Beteiligungsmanagement Deutschland GmbH & Co. KG	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Aon Credit International Insurance Broker GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Aon Deutschland Beteiligungs GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Hewitt GmbH	St.-Martin-Str. 60, 81541 München	Germany	Ordinary Shares	100%
Aon Hewitt Trust Solutions GmbH	Luxemburger Allee 4, 45481 Mülheim	Germany	Ordinary Shares	100%
Aon Holding Deutschland GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Aon Pensions Insurance Brokers GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Aon Risiko & Unternehmensberatungs GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Aon Versicherungsberatungs GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Aon Versicherungsmakler Deutschland GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
Cut-e GmbH	Großer Burstah 18-32, 20457 Hamburg	Germany	Ordinary Shares	100%
Hamburger Gesellschaft zur Förderung des Versicherungswesens mbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
One Underwriting Agency GmbH	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
PRORÜCK Rückversicherungs Aktiengesellschaft	Caffamacherreihe 16, 20355 Hamburg	Germany	Ordinary Shares	100%
SG IFFOXX Assekuranzmaklergesellschaft mbH	Galgenbergstraße 2c, 93053 Regensburg	Germany	Ordinary Shares	100%
UNIT Versicherungsmakler GmbH	Luxemburger Allee 4, 45481 Mülheim	Germany	Ordinary Shares	100%
Wannet Sports Insurance GmbH	Springemarkt 1, 45894 Gelsenkirchen	Germany	Ordinary Shares	80%
Aon Insurance Managers Gibraltar Ltd.	Suite 913 Europort, GX 11 1AA	Gibraltar	Ordinary Shares	100%
White Rock Insurance (Gibraltar) PCC Ltd.	Suite 913 Europort, GX 11 1AA	Gibraltar	Ordinary Shares	100%
Aon Greece S.A.	1-3, Tzavella & Ethnikis Antistaseos Str., Business Plaza, Building 1, 152 31 Halandri, Athens	Greece	Ordinary Shares	100%
Agostini Insurance Brokers Grenada Limited	Scott Street	Grenada	Ordinary Shares	49%
Aon Insurance Micronesia (Guam) Inc	718 North Marine Corps Drive Suite 306, Tumon	Guam (Micronesia)	Ordinary Shares	100%
Tecsefin Guatemala	Aon Center, 304 Ponce De Leon Avenue, Suite 1000, San Juan , 00918	Guatemala	Ordinary Shares	50%
Aon Insurance Managers (Guernsey) Ltd.	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, Guernsey GY1 4AT	Guernsey	Ordinary Shares	100%
Aon Insurance Managers (Holdings) Ltd.	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, Guernsey GY1 4AT	Guernsey	Ordinary Shares	100%
Aon PMI International Limited	Lorica House, 16a Cornet Street	Guernsey	Ordinary Shares	100%
Aon Services (Guernsey) Ltd	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, GY1 4AT	Guernsey	Ordinary Shares	100%
Lake Erie Real Estate General Partner Limited	P.O. Box 255 Trafalgar Court, Les Banques, St. Peter Port, GY1 3QL	Guernsey	Ordinary Shares	100%
Lincolnshire Insurance Company PCC Limited	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, GY1 4AT	Guernsey	Ordinary Shares	100%
Lombard Trustee Company Limited	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, GY1 4AT	Guernsey	Ordinary Shares	100%
Townsend Lake Constance GP Limited	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, GY1 4AT	Guernsey	Ordinary Shares	100%
White Rock Insurance (Guernsey) ICC Limited	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, GY1 4AT	Guernsey	Ordinary Shares	50%
White Rock Insurance Company PCC Ltd.	PO Box 33, Maison Trinity, Trinity Square, St. Peter Port, GY1 4AT	Guernsey	Ordinary Shares	100%
Townsend Re Global GP Limited	1 Waverly Place, Union Street, St. Helier, Jersey JE1 1SG	Jersey	Ordinary Shares	100%
Aon (CR) Insurance Agencies Company Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Agencies Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Assurance Agencies Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Benfield China Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Chevalier Risk Management Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary A Shares Ordinary B Shares	50%
Aon Commercial Insurance Agencies Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Enterprise Insurance Agencies Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Hewitt Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Holdings Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Insurance Agencies (HK) Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Insurance Management Agencies (HK) Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Insurance Underwriting Agencies Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Product Risk Services Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Securities (Hong Kong) Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Services Hong Kong Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Aon Underwriting Agencies (HK) Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Asian Reinsurance Underwriters Limited	Level 54, Hopewell Centre, 183 Queen's Road East	Hong Kong	Ordinary Shares	100%
Contingency Insurance Brokers Limited	Level 54, Hopewell Centre, 183 Queen's Road East	Hong Kong	Ordinary Shares	51%
Cut-e Assessment (Hong Kong) Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Essar Insurance Services Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
EW Blanch Limited	Level 54, Hopewell Centre, 183 Queen's Road East	Hong Kong	Ordinary Shares	100%
Stroz Friedberg (Asia) Limited	28/F, Tower 1, Times Square, 1 Matheson Street, Causeway Bay	Hong Kong	Ordinary Shares	100%
Townsend Group Asia Ltd.	Room 2903, 29/F Two Exchange Square, Central District	Hong Kong	Ordinary Shares	100%
Aon Hungary Insurance Brokers Risk and Human Consulting LLC	Gateway Office Park, Tower 1 Dunavirág u. 2. Budapest 1138	Hungary	Ordinary Shares	100%
Aon Consulting Private Limited	710, Ansal Chambers II, 6, Bhikaji Cama Place, New Delhi-110066	India	Ordinary Shares	99.99%
Cocubes Technologies Private Limited	SCO 13-14-15, Second Floor, Sector 34A, Chandigarh 160034	India	Ordinary Shares	100%
S Quotient Analyzers Private Limited	B-26-C S/F Pocket-B, Alakhnanda, New Delhi, 110019	India	Ordinary Shares	100%
PT Aon Benfield Indonesia	Energy Building 25th Floor, SCBD Lot 11 A, Jenderal Sudirman Kav 52 - 53, Jakarta	Indonesia	Ordinary Shares	99.97%
PT Aon Hewitt Indonesia	Energy Building 25th Floor, SCBD Lot 11 A, Jenderal Sudirman Kav 52 - 53, Jakarta	Indonesia	Ordinary Shares	100%
PT Aon Indonesia	Energy Building 25th Floor, SCBD Lot 11 A, Jenderal Sudirman Kav 52 - 53, Jakarta	Indonesia	Ordinary Shares	50%
Aeropeople Limited	1-2 Bride Street, Loughrea, Co. Galway	Ireland	Ordinary Shares	100%
Aon Broking Technology Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Centre for Innovation and Analytics Ltd	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares and Preference Shares	100%
Aon Commercial Services and Operations Ireland Limited	Admiralteitskade 62, 3063 ED Rotterdam	Ireland	Ordinary Shares	100%
Aon Commercial Services Ireland Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Corporate Services Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Global Risk Research Limited	Aon House, 30 Woodbourne Avenue, Pembroke	Ireland	Ordinary Shares	100%

<b>Name of Company</b>	<b>Address</b>	<b>Country</b>	<b>Holding</b>	<b>% Holding</b>
Aon Hewitt (Ireland) Limited	5th Floor, Block D, Iveagh Court, Harcourt Road, Dublin 2	Ireland	Ordinary Shares	100%
Aon Hewitt Management Company Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Insurance Managers (Dublin) Ltd.	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Insurance Managers (Shannon) Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Investment Holdings Ireland Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon MacDonagh Boland Group Ltd	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Bacon & Woodrow Partnerships (Ireland) Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Beaubien Finance Ireland Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Becketts (Trustees) Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Becketts Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Beech Hill Pension Trustees Ltd	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Benton Finance Ireland Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Cut-e Assessment Global Holdings	1-2 Bride Street, Loughrea, Co. Galway	Ireland	Ordinary Shares	100%
Cut-e Ireland Limited	1-2 Bride Street, Loughrea, Co. Galway	Ireland	Ordinary Shares	100%
Delany Bacon & Woodrow Partnership	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
MacDonagh Boland Crotty MacRedmond Ltd	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Private Client Trustees Ltd.	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Randolph Finance Unlimited Company	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares and Preference Shares	100%
The Aon Ireland Mastertrustee Limited	5th Floor, Block D, Iveagh Court, Harcourt Road, Dublin 2	Ireland	Ordinary Shares	100%
Aon Treasury Ireland Limited	Metropolitan Building, James Joyce Street, Dublin 1	Ireland	Ordinary Shares	100%
Aon Risk Services (NI) Limited	8th Floor Victoria House, 15 - 17 Gloucester Street, Belfast	Ireland (Northern)	Ordinary Shares and Preference Shares	100%
Aon (Isle of Man) Limited	Third Floor, St George's Court, Upper Church Street, Douglas	Isle of Man	Ordinary Shares	100%
Aon Corporate Services (Isle of Man) Limited	Third Floor, St George's Court, Upper Church Street, Douglas	Isle of Man	Ordinary Shares	100%
Aon Holdings (Isle of Man) Limited	Third Floor, St George's Court, Upper Church Street, Douglas	Isle of Man	Ordinary Shares	100%
Aon Insurance Managers (Isle of Man) Ltd.	Third Floor, St George's Court, Upper Church Street, Douglas	Isle of Man	Ordinary Shares	100%
White Rock Insurance PCC (Isle of Man) Limited	Third Floor, St George's Court, Upper Church Street, Douglas	Isle of Man	Ordinary Shares	100%
Aon Benfield Israel Limited	4 Berkovitch Street, Museum Building, 18th floor 64238 Tel Aviv	Israel	Ordinary Shares	100%
Aon Holdings Israel Ltd.	12 Aba Hillel Silver St. Ramat Gan 52506	Israel	Ordinary Shares	100%
Aon Israel Insurance Brokerage Ltd.	12 Aba Hillel Silver St. Ramat Gan 52506	Israel	Ordinary Shares	85%
I. Beck Insurance Agency (1994) Ltd.	12 Aba Hillel Silver St. Ramat Gan 52506	Israel	Ordinary Shares	100%
National Insurance Office Ltd.	12 Aba Hillel Silver St. Ramat Gan 52506	Israel	Ordinary Shares	100%
Ronnie Elementary Insurance Agency Ltd	4 Berkovitch Street, Museum Building, 18th floor 64238 Tel Aviv	Israel	Ordinary Shares	100%
Aon Benfield Italia S.p.A.	Via Andrea Ponti, n.10, 20143 - MILANO	Italy	Ordinary Shares	100%
Aon Hewitt Risk & Consulting S.r.l.	Via Andrea Ponti, n. 8/10, 20143 - MILANO	Italy	Ordinary Shares	100%
Aon Italia S.r.l.	Via Andrea Ponti, n. 8/10, 20143 - MILANO	Italy	Ordinary Shares	100%
Aon Re Trust Broker S.r.l.	Via Andrea Ponti, n. 10, 20143 - MILANO	Italy	Ordinary Shares	100%
Aon S.p.A. Insurance & Reinsurance Brokers	Via Andrea Ponti, n. 8/10, 20143 - MILANO	Italy	Ordinary Shares	100%
Asscom Insurance Brokers S.r.l.	Via Camperio Manfredo, n. 9, 20123 - MILANO	Italy	Ordinary Shares	80%

Name of Company	Address	Country	Holding	% Holding
Coverall S.r.l. Insurance and Reinsurance Underwriting Agency	Via Albricci, n. 8, 20122 MILANO	Italy	Ordinary Shares	100%
Global Safe Insurance Brokers S.r.l.	Via Riva di Reno, n. 29/c 40121 BOLOGNA	Italy	Ordinary Shares	49%
I.K. S.r.l.	Via Riva di Reno, n. 2 40121 BOLOGNA	Italy	Ordinary Shares	5%
Lenzi Paolo Broker di Assicurazioni S.r.l.	Via Riva di Reno, n. 29/c 40121 BOLOGNA	Italy	Ordinary Shares	100%
Praesidium S.p.A. - Soluzioni Assicurative per il Management	Via Ravenna, n. 14, 00161 - ROMA	Italy	Ordinary Shares	50%
US Underwriting Solutions S.r.l.	Via Santa Radegonda, n. 11 20121 - MILANO	Italy	Ordinary Shares	100%
Aon Benfield Japan Ltd	Tokyu Capitol Tower 11F, 2-10-3, Nagatacho, Chiyoda-ku, Tokyo	Japan	Ordinary Shares	100%
Aon Hewitt Japan Ltd.	Tokyu Capitol Tower 11F, 2-10-3, Nagatacho, Chiyoda-ku, Tokyo	Japan	Ordinary Shares	100%
Aon Holdings Japan Ltd	Tokyu Capitol Tower 11F, 2-10-3, Nagatacho, Chiyoda-ku, Tokyo	Japan	Ordinary Shares	100%
Aon Japan Ltd	Tokyu Capitol Tower 11F, 2-10-3, Nagatacho, Chiyoda-ku, Tokyo	Japan	Ordinary Shares	100%
Aon Consulting Kazakhstan LLP	25, Samal-3, Almaty	Kazakhstan	Ordinary Shares	100%
Insurance Broker Aon Kazakhstan LLP	25, Samal-3, Almaty	Kazakhstan	Ordinary Shares	55%
Aon Hewitt Consulting Korea Inc.	7th Floor, Gwanghwamun Bldg., 149, Sejong-daero, Jongno-gu, Seoul, 03186	Korea	Ordinary Shares	100%
Aon Korea Inc.	29th Floor, Center 1 East Tower, 26 Eulji-ro 5-gil, Jung-Gu, Seoul, 04539	Korea	Ordinary Shares	100%
SIA "Aon Consulting"	Biekensalas str. 21, Riga LV-1004	Latvia	Ordinary Shares	100%
SIA Balto Link	Gunara Astras 1C, LV-1084 Ryga	Latvia	Ordinary Shares	100%
Aon Insurance Managers (Liechtenstein) AG	Erlenweg 3, LI-9495 Triesen	Liechtenstein	Ordinary Shares	100%
UADBB Aon Baltic	Gostauto str. 40b, LT-03163, Vilnius	Lithuania	Ordinary Shares	100%
UADBB Balto Link	Kęstučio str.59, LT - 08124 Vilnius	Lithuania	Ordinary Shares	100%
UAB Balto Link Sprendimai	Kęstučio str.59, LT - 08124 Vilnius	Lithuania	Ordinary Shares	100%
Aon Finance Luxembourg S.à.r.l.	534, Rue de Neudorf BP 593 L-2220	Luxembourg	Ordinary Shares	100%
Aon Global Risk Consulting Luxembourg S.à.r.l.	534, Rue de Neudorf BP 593 L-2220	Luxembourg	Ordinary Shares	100%
Aon Holdings Luxembourg S.à.r.l.	534, Rue de Neudorf BP 593 L-2220	Luxembourg	Ordinary Shares	100%
Aon Insurance Managers (Luxembourg) S.A.	534, Rue de Neudorf BP 593 L-2220	Luxembourg	Ordinary Shares	100%
Aon Neudorf Finance S.à.r.l.	534, Rue de Neudorf BP 593 L-2220	Luxembourg	Ordinary Shares	100%
Aon Re Canada Holdings SARL	534, Rue de Neudorf BP 593 L-2220	Luxembourg	Ordinary Shares	100%
TTG Cayuga Bavaria Intermediate 2 S.à.r.l	22 Rue Goethe, Luxembourg, 1637	Luxembourg	Ordinary Shares	100%
Aon Insurance Agencies (Macau) Limited	Avenida Doutor Mario Soares, n° 323, Edificio Banco da China, 25° andar F, em	Macau	Ordinary Shares	100%
Aon Benfield Malaysia Limited	Level 10, Tower 3, Avenue 7, The Horizon, Bangsar South, No 8 Jalan Kerinchi, Kuala Lumpur 59200	Malaysia	Ordinary Shares	100%
Aon Hewitt Malaysia Sdn Bhd	Level 10, Tower 3, Avenue 7, The Horizon, Bangsar South, No 8 Jalan Kerinchi, Kuala Lumpur 59200	Malaysia	Ordinary Shares	100%
Aon Insurance Brokers (Malaysia) Sdn Bhd	Level 10, Tower 3, Avenue 7, The Horizon, Bangsar South, No 8 Jalan Kerinchi, Kuala Lumpur 59200	Malaysia	Ordinary Shares	49%
Aon Insurance Managers (Malta) PCC Limited	No 7, 4th Floor, Block C, Skyway Offices, 179 Marina Street, Pieta	Malta	Ordinary Shares	100%
Aon Services (Malta) Ltd	No 7, 4th Floor, Block C, Skyway Offices, 179 Marina Street, Pieta	Malta	Ordinary Shares	100%
White Rock Insurance (Europe) PCC Limited	No 7, 4th Floor, Block C, Skyway Offices, 179 Marina Street, Pieta	Malta	Ordinary Shares	100%
White Rock Insurance (Netherlands) PCC Limited	No 7, 4th Floor, Block C, Skyway Offices, 179 Marina Street, Pieta	Malta	Ordinary Shares	100%
Aon Hewitt Ltd.	4th floor Dias Pier, Le Caudan Waterfront, Port Louis	Mauritius	Ordinary Shares	67%
Aon Mauritius Holdings	c/o Abax Corporate Services Ltd, 6th Floor, Tower A, 1 CyberCity, Ebene	Mauritius	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Glenrand MIB (Mauritius) (Pte) Ltd	4th Floor Dias Pier, Le Caudan Waterfront, Port Louis	Mauritius	Ordinary Shares	100%
Aon Affinity Mexico Agente de Seguros y de Fianzas, S.A. de C.V.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Affinity Mexico, S.A. de C.V.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Benfield Mexico Intermediario de Reaseguro SA de CV	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Life, Agente de Seguros, S.A. de C.V.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Mexico Business Support SA de CV	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Mexico Holdings, S. de R.L. de C.V.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Risk Solutions Agente de Seguros y de Fianzas SA de CV	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Asevasa Mexico, S.A. de C.V.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	99.99%
Hewitt Associates, S.C.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Hewitt Beneficios Agente de Seguros y de Fianzas, S.A. de C.V.	Rio Lerma 232 Piso 28 Suite B, 29 y 30 Suite A, Col. Cuauhtemoc, Del. Cuauhtemoc, C.P. 06500, Mexico City	Mexico	Ordinary Shares	100%
Aon Acore Sarl	179 boulevard Moulay Hassan 1er Casablanca	Morocco	Ordinary Shares	70%
Casablanca Intermediation Company Sarl	179 boulevard Moulay Hassan 1er Casablanca	Morocco	Ordinary Shares	100%
Aon Moçambique Corretores de Seguros, Limitada	Av. Marginal, Parcela 2, Talhão no 141 C, Maputo	Mozambique	Ordinary Shares	100%
Glenrand M I B (Moçambique) Corretores de Seguros Limitada	Av. Marginal, Parcela 2, Talhão no 141 C, Maputo	Mozambique	Ordinary Shares	100%
Alexander & Alexander B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Alexander & Alexander Holding B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon 2 B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Americas Holdings BV	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon APAC Holdings B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Benfield Netherlands C.V.	Paalbergweg 2-4, 1105 AG Amsterdam	Netherlands	Ordinary Shares	100%
Aon CANZ Holdings B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Captive Services (Nederland) B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Cash Management B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Corporation EMEA B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Global Risk Consulting B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Groep Nederland B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Group Holdings International 1 B.V. <sup>(1)</sup>	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Group Holdings International 2 B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Group International N.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Hewitt Nederland C.V.	Paalbergweg 2-4, 1105 AG Amsterdam	Netherlands	Ordinary Shares	100%
Aon Hewitt Risk & Financial Management B.V.	Admiraliteitskade 62, 3062 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Holdings B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Holdings International B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Holdings Mid Europe B.V.	Admiraliteitskade 62, 3062 ED Rotterdam	Netherlands	Ordinary Shares and Preference Shares	100%
Aon International Coöperatief U.A.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Latam Holdings N.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Lead QI B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Nederland C.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Netherlands Operations B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Participations B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Risk Services EMEA B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Southern Europe B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Trust Services B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
B.V. Assurantiekantoor Langeveldt-Schroder	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Bekouw Mendes C.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Beursstraat 1A B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Bonnikeplein 18-22 B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Celinvest Amsterdam B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
COT Instituut voor Veiligheids-en Crisismanagement B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
De Admiraal B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares and Preference Shares	100%
Alpha Hypotheken B.V.	Kemelstede 4, 4817 ST Breda	Netherlands	Ordinary Shares	100%
Boval-Flexis Pensioen B.V.	Röntgenlaan 31, 2719 DX Zoetermeer	Netherlands	Ordinary Shares	100%
Claim&Care B.V.	Minervum 7270, 4817 ZM Breda	Netherlands	Ordinary Shares	100%
Exploitiemaatschappij Beukenlaan 68-72 B.V.	Beukenlaan 70, 5651 CD Eindhoven	Netherlands	Ordinary Shares	100%
Flexis Advies B.V.	Röntgenlaan 31, 2719 DX Zoetermeer	Netherlands	Ordinary Shares	100%
Flexis Benefits Amsterdam B.V.	Brede Kerkepad 7, 1023 BH Amsterdam	Netherlands	Ordinary Shares	100%
Flexis Benefits Zoetermeer B.V.	Röntgenlaan 31, 2719 DX Zoetermeer	Netherlands	Ordinary Shares	100%
Flexis Holding B.V.	Röntgenlaan 31, 2719 DX Zoetermeer	Netherlands	Ordinary Shares	100%
Houdstermaatschappij Industrieel Assurantiekantoor B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
HR Financials Consulting B.V.	Minervum 7270, 4817 ZM Breda	Netherlands	Ordinary Shares	100%
HR Financials Group B.V.	Minervum 7270, 4817 ZM Breda	Netherlands	Ordinary Shares	100%
HR Financials Riskmanagement B.V.	Minervum 7270, 4817 ZM Breda	Netherlands	Ordinary Shares	100%
IAK Financiële Dienstverlening B.V.	Beukenlaan 70, 5651 CD Eindhoven	Netherlands	Ordinary Shares	100%
IAK Verzekeringen B.V. (96,6%)	Beukenlaan 70, 5651 CD Eindhoven	Netherlands	Ordinary Shares	100%
IAK Volmacht B.V.	Beukenlaan 70, 5651 CD Eindhoven	Netherlands	Ordinary Shares	100%
Kröller Assurantiën B.V.	Laan van Nieuw-Oost-Indië 123, 2593 BM 's-Gravenhage	Netherlands	Ordinary Shares	100%
Meeüs Assurantiën B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
Meeüs Consulting B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
Meeüs Facility B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares and Preference Shares	100%
Meeüs Makelaars B.V.	Kemelstede 4, 4817 ST Breda	Netherlands	Ordinary Shares	100%
Meeüs Onroerende Zaken B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
Niehoff Werning Assurantiën B.V.	Snouckaertlaan 42, 3811MB Amersfoort	Netherlands	Ordinary Shares	100%
Pensioendesk Services B.V.	Röntgenlaan 31, 2719 DX Zoetermeer	Netherlands	Ordinary Shares	100%
Slaats International B.V.	Beukenlaan 70, 5651 CD Eindhoven	Netherlands	Ordinary Shares	100%
Sperwer Assurantiën B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
UMG Assuradeuren B.V.	Paasheuvelweg 9C, 1105 BE Amsterdam	Netherlands	Ordinary Shares	100%
UMG Deelnemingen B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
UMG Verzekeringen B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
UNIROBE Groep B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
Unirobe Meeüs Groep B.V.	Eendrachtlaan 315, 3526 LB Utrecht	Netherlands	Ordinary Shares	100%
Unirobe Meeüs ICT B.V.	Kemelstede 4, 4817 ST Breda	Netherlands	Ordinary Shares	100%
Wannet Speciale Verzekeringen B.V.	Mr E.N. van Kleffensstraat 4, 6842 CV Arnhem	Netherlands	Ordinary Shares	80%
Dorhout Mees Assurantiën B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Hewitt Associates B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Hewitt Associates Outsourcing B.V.	Beukenlaan 143, 5616 VD Eindhoven	Netherlands	Ordinary Shares	100%
Jacobs & Brom B.V.	Admiraliteitskade 62, 3062 ED Rotterdam	Netherlands	Ordinary Shares	100%
Kerkenbos 1061 B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Paalbergweg 2-4 B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Sheppard Netherlands B.V.	Admiraliteitskade 62, 3063 ED Rotterdam	Netherlands	Ordinary Shares	100%
Aon Benfield New Zealand Limited	16th Floor, AMP Centre, 9 Customs Street West	New Zealand	Ordinary Shares	100%
Aon Holdings New Zealand	16th Floor, AMP Centre, 9 Customs Street West	New Zealand	Ordinary Shares	100%
Aon New Zealand	16th Floor, AMP Centre, 9 Customs Street West	New Zealand	Ordinary Shares	100%
Aon New Zealand Group ULC	16th Floor, AMP Centre, 9 Customs Street West	New Zealand	Ordinary Shares and Preference Shares	100%
Aon Product Design and Development New Zealand Limited	Level 33, 201 Kent Street, Sydney	New Zealand	Ordinary Shares	100%
Aon Saver Limited	16th Floor, AMP Centre, 9 Customs Street West	New Zealand	Ordinary Shares	100%
Superannuation Management Nominees Limited	16th Floor, AMP Centre, 9 Customs Street West	New Zealand	Ordinary Shares	100%
Aon Norway AS	Stortingsgata 6, N-0161 Oslo	Norway	Ordinary Shares	100%
Cut-e Nordic AS	St Olavs plass 3, 0165 Oslo	Norway	Ordinary Shares	100%
Cut-e Norge AS	St Olavs plass 3, 0165 Oslo	Norway	Ordinary Shares	100%
Aon Majan LLC	Aon Majan LLC P.O. Box 67   Postal Code 134 Jawharat Al-Shati   Muscat	Oman	Ordinary Shares	49%
Aon Insurance Brokers (Pvt) Ltd.	2nd Floor, Bahria Complex III, M.T. Khan Road, Karachi - 74000	Pakistan	Ordinary Shares	100%
Aon Benfield Panama, S.A.	Ave. Samuel Lewis y Calle, 54 Olbarrio Torre Generali, Piso #27, Bella Vista	Panama	Ordinary Shares	100%
Aon Broking Services SA	Ave. Samuel Lewis y Calle, 54 Olbarrio Torre Generali, Piso #27, Bella Vista	Panama	Ordinary Shares	100%
Asevasa Caricam, S.A.	Calle 77, San Francisco, Edif. Ducruet, ciudad de Panama	Panama	Ordinary Shares	100%
Asevasa Panama, S.A.	Calle 77, San Francisco, Edif. Ducruet, ciudad de Panama	Panama	Ordinary Shares	100%
Aon Hewitt (PNG) Ltd.	Level 1, Aon Haus, Mcgregor Street	Papua new Guinea	Ordinary Shares	100%
Aon Risk Services (PNG) Ltd.	Level 4 Aon Haus, MacGregor Street	Papua new Guinea	Ordinary Shares	100%
Aon Superannuation (PNG) Limited	Level 1, Aon Haus, MacGregor Street	Papua new Guinea	Ordinary Shares	100%
Aon Benfield Peru Corredores de Reaseguros SA	Calle Dionisio Derteano 144, oficina 1001, San Isidro	Peru	Ordinary Shares	100%
Aon Graña Peru Corredores de Seguros SA	Calle Dionisio Derteano 144, oficina 1001, San Isidro	Peru	Ordinary Shares	100%
Aon Soluciones, S.A.C.	Calle Dionisio Derteano 144, oficina 1001, San Isidro	Peru	Ordinary Shares	100%
Aon Insurance and Reinsurance Brokers Philippines Inc.	4/F Tower One and Exchange Plaza Ayala Triangle Ayala Avenue Makati City	Philippines	Common Shares	99.99%
Aon Hewitt Sp. z o.o.	Al. Jerozolimskie 96, 00-807 Warsaw	Poland	Ordinary Shares	100%
Aon Polska Services Sp. z o.o.	Al. Jerozolimskie 96, 00-807 Warsaw	Poland	Ordinary Shares	100%
Aon Polska Sp. z o.o.	Al. Jerozolimskie 96, 00-807 Warsaw	Poland	Ordinary Shares	100%
Aon Portugal - Consultores, Unipessoal, Lda.	Av. da Liberdade 249 - 2º Lisbon, 1250-143	Portugal	Ordinary Shares	100%
Aon Portugal - Corretores de Seguros, S.A.	Av. da Liberdade 249 - 2º Lisbon, 1250-143	Portugal	Ordinary Shares	100%
Aon Re Bertoldi - Corretagem de Resseguros S.A.	Av. da Liberdade 249 - 2º Lisbon, 1250-143	Portugal	Ordinary Shares	100%
Aon Qatar LLC	Office 203-C, 2nd Flr, Jaidah Square   63 Airport Road   Umm Ghuwailina, Zone 27 P.O. Box 16456   Doha	Qatar	Ordinary Shares	51%
Aon Consulting Romania SRL	Victoria Center - 145 Calea Victoriei St, Level 6, room 3, Bucharest, CP 010072	Romania	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Romania Broker de Asigurare - Reasigurare SRL	Victoria Center - 145 Calea Victoriei St, Level 6, Bucharest, CP 010072	Romania	Ordinary Shares	100%
Aon Rus Insurance Brokers LLC	4, 4th Lesnoy Lane, White Stone Business Center, Moscow, 125047	Russia	Ordinary Shares	100%
Aon Rus LLC	4, 4th Lesnoy Lane, White Stone Business Center, Moscow, 125047	Russia	Ordinary Shares	100%
Agostini Insurance Brokers (St. Lucia) Limited	J.E. Bergasse Building, 1st Floor, Vide Boutielle	Saint Lucia	Ordinary Shares	23.75%
Aon Sint Maarten N.V.	Unoun Road 88 Colebay Philipsburg	Saint Martin	Ordinary Shares	100%
Aon Insurance Micronesia (Saipan) Inc	1st Floor TSL Plaza, Beach Road, Garapan	Saipan (Micronesia)	Ordinary Shares	100%
Aon Hewitt Saudi Arabia LLC	The BusinessGate, Building 16, Zone B P. O. Box 61192   Riyadh 11565	Saudi Arabia	Ordinary Shares	100%
Aon Saudi Arabia LLC	The BusinessGate, Building 16, Zone B P. O. Box 61192   Riyadh 11565	Saudi Arabia	Ordinary Shares	60%
Alexander & Alexander (Asia) Holdings Pte Ltd	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares and Preference Shares	100%
Aon Benfield Asia Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Hewitt Singapore Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Hewitt Wealth Management Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Insurance Agencies Pte Ltd	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Insurance Managers (Singapore) Pte Ltd	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Randolph Singapore Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Singapore (Broking Centre) Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Singapore Center for Innovation, Strategy and Management Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Aon Singapore Pte. Ltd.	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Cut-e Consulting Singapore Pte Limited	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares	100%
Stenhouse (South East Asia) Private Limited	2 Shenton Way #26-01 SGX Centre 1	Singapore	Ordinary Shares and Preference Shares	100%
Aon Benfield Bratislava s.r.o.	Karadžičova 16, Bratislava, 821 08	Slovak Republic	Ordinary Shares	100%
Aon Consulting South Africa (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	100%
Aon Holdings Sub-Sahara Africa (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	100%
Aon Limpopo (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	50%
Aon Re Africa (Pty) Limited	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	70%
Aon South Africa (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	74.9%
Aon Worldaware (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	100%
Claims Fulfilment Company (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	100%
Mafube Risk and Insurance Consultants (Pty) Ltd.	The Place, 1 Sandton Drive, Sandhurst, Sandton, 2196, Johannesburg	South Africa	Ordinary Shares	51%
Aon Benfield Iberia Correduria de Reaseguros, S.A.U.	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	100%
Aon Gil y Carvajal, S.A.U. Correduria de Seguros	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	100%
Aon Hewitt España S.A.U.	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	100%
Aon Management Solutions, S.A.U.	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	100%
Aon Marketing Directo, S.A.U.	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Southern Europe y Cia, S.L.	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Preference Shares	100%
Asevasa Asesoramiento y Valoraciones S.A.U.	Av. Manuel Siurot núm. 38, 41013 Sevilla	Spain	Ordinary Shares	100%
Fundación Aon España	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Preference Shares	100%
Grupo Innovac Sociedad Correduria de Seguros S.A.	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	91%
One Underwriting Agencia de Suscripción S.L	Calle Rosario Pino núm. 14-16, 28020 Madrid	Spain	Ordinary Shares	100%
Aon Swaziland (Pty) Ltd	1st Floor, Umkhiwa House, Kal Grant Street, Mbabane	Swaziland	Ordinary Shares	60%
Aon Global Risk Consulting AB	Valhallavägen 117H, PO Box 27093, S-102 51 Stockholm	Sweden	Ordinary Shares	100%
Aon Hewitt AB	Valhallavägen 117H, PO Box 27093, S-102 51 Stockholm	Sweden	Ordinary Shares	100%
Aon Sweden AB	Valhallavägen 117H, PO Box 27093, S-102 51 Stockholm	Sweden	Ordinary Shares	100%
Cut-e Sverige AB	Södra Agnegatan 29, S112-29 Stockholm	Sweden	Ordinary Shares	100%
SINSER Holding AB	Valhallavägen 117H, PO Box 27093, S-102 51 Stockholm	Sweden	Ordinary Shares	100%
Aon Insurance Managers (Switzerland) AG	Baarerstrasse 14, CH 6300 Zug	Switzerland	Ordinary Shares	100%
Aon Schweiz AG	Vulkanstrasse 106, 8048 Zürich	Switzerland	Ordinary Shares	100%
Inpoint Switzerland GmbH	Elisabethenstrasse 15, 4051 Basel	Switzerland	Ordinary Shares	100%
PWZ AG	Obstgartenstrasse 7, 8006 Zürich	Switzerland	Ordinary Shares	100%
Stroz Friedberg GmbH	Schanzeneggstrasse 3, CH-8002, Zurich	Switzerland	Ordinary Shares	100%
Unidelta AG	Tiefenaustrasse 2, 8640 Rapperswil	Switzerland	Ordinary Shares	100%
Aon Management Consulting Taiwan Ltd.	9/F, No.136, Section 3, Jen Ai Road, Taipei	Taiwan	Ordinary Shares	100%
Aon Taiwan Ltd.	9/F, No.136, Section 3, Jen Ai Road, Taipei	Taiwan	Ordinary Shares	100%
Aon Tanzania Limited	Aon House, 488 Haile Selassie Road, Msasani Peninsula	Tanzania	Ordinary Shares	51%
Aon (Thailand) Limited	18A Floor, Siam Tower Building, 989 Rama 1 Road,Kwang Patumwan, Khet Patumwan.	Thailand	Ordinary Shares	49%
Aon Consulting (Thailand) Limited	18E Floor, Siam Tower Building,989 Rama 1 Road,Kwang Patumwan, Khet Patumwan	Thailand	Ordinary Shares	49%
Aon Group (Thailand) Limited	11 Floor, Siam Tower Building, 989 Rama 1 Road,Kwang Patumwan, Khet Patumwan	Thailand	Ordinary Shares	49%
Aon Hewitt (Thailand) Ltd.	12B Floor Unit A1 Floor, Siam Tower Building, 989 Rama 1 Road,Kwang Patumwan, Khet Patumwan	Thailand	Ordinary Shares	100%
Aon Re (Thailand) Limited	11 Unit B1/1 Floor, Siam Tower Building, 989 Rama 1 Road,Kwang Patumwan, Khet Patumwan	Thailand	Ordinary Shares	49%
Aon Risk Services (Thailand) Limited	18C Floor, Siam Tower Building,989 Rama 1 Road,Kwang Patumwan, Khet Patumwan	Thailand	Ordinary Shares	49%
A.B. Insurances Limited	119 Henry Street	Trinidad and Tobago	Ordinary Shares	100%
AIB Services Limited	119 Henry Street	Trinidad and Tobago	Ordinary Shares	100%
Aon Energy Caribbean Limited	#1 Murray Street,Woodbrook	Trinidad and Tobago	Ordinary Shares	100%
Cardea Health Solutions Limited	119 Henry Street	Trinidad and Tobago	Ordinary Shares	100%
Aon Danismanlik Hizmetleri AS	Saray Mahallesi, Dr.Adnan Büyükdeniz Caddesi, Akkom Ofis Park No:2 Kat:7 34768 Umraniye/ Istanbul 34768	Turkey	Ordinary Shares	100%
Aon Hewitt Danismanlik AS	Feneryolu MAH. Bagdat CAD. Korur Apt No. 155 / 14 Kadikoy / Istanbul	Turkey	Ordinary Shares	35%
Aon Sigorta ve Reasurans Brokerligi ve A.S.	Saray Mahallesi, Dr.Adnan Büyükdeniz Caddesi, Akkom Ofis Park No:2 Kat:7 - 8- 9 34768 Umraniye/ Istanbul/ 34768	Turkey	Ordinary Shares	100%
Acumen Credit Insurances Brokers Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Affinity Group Insurance Services Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Agility Credit Insurance Brokers Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Alexander Clay	103, Waterloo Street, Glasgow, G2 7BW	UK	Ordinary Shares	100%
Aon 180412 Limited (in liquidation)	Devonshire House, 60 Goswell Road, London, EC1M 7AD	UK	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Aon Adjudication Services Limited	Briarcliff House, Kingsmead, Farnborough, Hampshire, GU14 7TE	UK	Ordinary Shares	100%
Aon ANZ Holdings Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Benfield Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Consulting Financial Services Limited	Briarcliff House, Kingsmead, Farnborough, Hampshire, GU14 7TE	UK	Ordinary Shares	100%
Aon Consulting Limited	Briarcliff House, Kingsmead, Farnborough, Hampshire, GU14 7TE	UK	Ordinary Shares	100%
Aon DC Trustee Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Delta UK Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Global Holdings 1 Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon Global Holdings 2 Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon Global Holdings 3 Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon Global Holdings Limited <sup>(1)</sup>	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Global Operations Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Hewitt Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Hewitt US Holdings Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Holdings Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Overseas Holdings Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Pension Trustees Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Aon Risk Services UK Limited (in liquidation)	Devonshire House, 60 Goswell Road, London, EC1M 7AD	UK	Ordinary Shares and Preference Shares	100%
Aon Securities Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon Southern Europe UK Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon Trust Corporation Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon UK Group Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon UK Holdings Intermediaries Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon UK Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon UK Trustees Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Aon US & International Holdings Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Bacon & Woodrow Partnerships Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Bain Hogg Group Limited (in liquidation)	Devonshire House, 60 Goswell Road, London, EC1M 7AD	UK	Ordinary Shares	100%
Bankassure Insurance Services Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Beaubien Finance Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Beaubien UK Finance Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%
Benton Finance Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AN	UK	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Contractsure Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
CoSec 2000 Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street London EC3V 4AN	UK	Ordinary Shares	100%
Credit Insurance Brokers (Reynolds) Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Cut-e (UK) Limited	GO8 Quality Court, Chancery Lane, London WC2A 1HR	UK	Ordinary Shares	100%
Doveland Services Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street London EC3V 4AN	UK	Ordinary Shares	100%
E. W. Blanch Holdings Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
E. W. Blanch Investments Limited	The Aon Centre, The Leadenhall Building, 122 Leadenhall Street London EC3V 4AN	UK	Ordinary Shares	100%
Eurotempest Limited	C/o Ucl Business Plc, Network Building, 97 Tottenham Court Road, London, W1T 4TP	UK	Ordinary Shares	33.33%
Farmsure Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Gotham Digital Science Ltd.	Capital House 85 King William Street London, EC4N 7BL	UK	Ordinary Shares	100%
Hall Rhodes Holdings Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Hall Rhodes Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Henderson Corporate Insurance Brokers Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Henderson Insurance Brokers Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Henderson Insurance Partnership Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Henderson Risk Management Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Hewitt Associates Outsourcing Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Hewitt Risk Management Services Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Hogg Group Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Insuractive Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
International Space Brokers Europe Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
International Space Brokers Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Jenner Fenton Slade Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
John Reynolds & Company (Credit Insurance) Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
John Reynolds & Company (Insurances) Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
John Reynolds & Company (Life & Pensions) Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Krumlin Hall Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
McLagan (Aon) Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Minet Consultancy Services Ltd	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Minet Group	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
NBS Nominees Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
Optimum Risk Solutions Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
P.G. Bradley & Co Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Rasini Vigano Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Richard Kiddle (Insurance Brokers) Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
SLE Worldwide Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
Sports Insure Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Stroz Friedberg Limited	Capital House, 85 King William Street London, EC4N 7BL	UK	Ordinary Shares	100%
Suresport Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
The Aon MasterTrustee Limited	The Aon Centre The Leadenhall Building, 122 Leadenhall Street, London, EC3V 4AN	UK	Ordinary Shares	100%
The John Reynolds Company Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Townsend Group Europe Ltd.	6 St. Andrew Street, 5th Floor, London EC4A 3AE	UK	Ordinary Shares	100%
UK Credit Insurance Specialists Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Denney O'Hara (Life & Pensions) Limited	Trueman House, Capitol Park Tingley, Leeds, West Yorkshire, LS27 0TS	UK	Ordinary Shares	100%
Aon Ukraine LLC	M. Amosova, 12 03038 Kyiv	Ukraine	Ordinary Shares	100%
Aon (DIFC) Gulf Limited	DIFC, Currency House Tower 2, Level 5   Dubai   P.O. Box 506746	United Arab Emirates	Ordinary Shares	100%
Aon Hewitt Middle East Limited	DIFC, Currency House Tower 2, Level 5   Dubai   P.O. Box 10764	United Arab Emirates	Ordinary Shares	100%
Aon Middle East Co LLC	6th Floor   Al Reem Tower   Al Maktoum Street   P.O. Box 10764   Dubai	United Arab Emirates	Ordinary Shares	49%
Aon Retirement Solutions Limited	DIFC, Currency House Tower 2, Level 5   Dubai   P.O. Box 10764	United Arab Emirates	Ordinary Shares	100%
Cut-e Consult DMCC	Mayfair executive office #3703-04 37th floor Jumeira Business Centre 2, JLT, Dubai	United Arab Emirates	Ordinary Shares	100%
Stroz Friedberg Risk Management Limited	Unit 34, Level 3, Gate Village Building 10, Dubai International Financial Centre, PO Box 125115, Dubai	United Arab Emirates	Ordinary Shares	100%
Aon Benfield Middle East Limited	DIFC, Currency House Tower 2, Level 5   Dubai   P.O. Box 10764	United Arab Emirates	Ordinary Shares	100%
Aon Benfield Latin America SA	Juncal 1305, piso 21	Uruguay	Ordinary Shares	100%
Marinero Dundas SA	Juncal 1305, piso 21	Uruguay	Ordinary Shares	95%
Access Plans USA, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Affinity Insurance Services, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
AIS Affinity Insurance Agency, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
AIS Insurance Agency, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Alexander Reinsurance Intermediaries, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Allen Insurance Associates, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Alliance HealthCard of Florida, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Alliance HealthCard, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Allied Group Holdings LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Allied North America Insurance Brokerage of California, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Allied North America Insurance Brokerage of New York, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Allied North America Insurance Brokerage of Texas, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Allied Risk Solutions, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
American Insurance Services Corp.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%

<b>Name of Company</b>	<b>Address</b>	<b>Country</b>	<b>Holding</b>	<b>% Holding</b>
American Safety Consultants, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
American Special Risk Insurance Company	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
AMXH, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Advisors, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Advisory Services Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Aviation, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Benefit Solutions Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Benfield Fac Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Benfield Global, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Benfield Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Benfield Puerto Rico Inc.	304 Ponce De Leon, Suite 1017, San Juan, PR 00918	USA	Ordinary Shares	100%
Aon Brazil Holdings, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Capital Managers, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Capital Partners, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Chile Holdings, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Consulting & Insurance Services	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Consulting Worldwide, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Consulting, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Consulting, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Corporation	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Finance US 1, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Finance US 2, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Financial & Insurance Solutions, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Global Market Solutions, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Group, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Hewitt Health Market Insurance Solutions Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Hewitt Investment Consulting, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Human Capital Services, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Insurance Managers (Puerto Rico) Inc.	304 Ponce De Leon, Suite 1000, San Juan, PR 00918	USA	Ordinary Shares	100%
Aon Insurance Managers (USA) Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Insurance Managers (USVI), Inc.	5093 Dronningens Gade, St. Thomas, USVI 00802	USA	Ordinary Shares	100%
Aon International Energy, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon International Holdings, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Life Agency of Texas, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Life Insurance Company	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Mexico Holdings, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon National Flood Services, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon NFS Holdings, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon PHI Acquisition Corporation of California	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Premium Finance, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Private Risk Management Insurance Agency, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Private Risk Management of California Insurance Agency, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Property Risk Consulting, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Realty Services, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Recovery, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%

<b>Name of Company</b>	<b>Address</b>	<b>Country</b>	<b>Holding</b>	<b>% Holding</b>
Aon Retirement Plan Advisors, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Consultants, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Insurance Services West, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services (Holdings) of Latin America, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services (Holdings) of the Americas, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services Central, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services Companies, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares and Preference Shares	100%
Aon Risk Services International (Holdings) Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services Northeast, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services South, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services Southwest, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services, Inc. of Florida	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services, Inc. of Hawaii	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services, Inc. of Maryland	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Services, Inc. of Washington, D.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Risk Solutions of Puerto Rico, Inc.	304 Ponce De Leon, Suite 1000, San Juan, PR 00918	USA	Ordinary Shares	100%
Aon Risk Technologies, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Securities Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Service Corporation	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Services Group, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Special Risk Resources, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Trust Company	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Underwriting Managers, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon US Holdings 2, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon US Holdings, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon Ward Financial Corporation	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Aon/Albert G. Ruben Insurance Services, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
ARM International Corp.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
ARM International Insurance Agency Corp.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
ARMRISK CORP.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares and Preference Shares	100%
ASPN Insurance Agency, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Association of Rural and Small Town Americans	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Assurance Licensing Services, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Atlantic Star Administrators LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Atlantic Star Intermediaries, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
B E P International Corp.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Benefit Marketing Solutions, L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Benfield Advisory Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Benfield Finance (London) LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Benfield Finance (Westport) LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Blanch Americas Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
BMS Insurance Agency, L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%

<b>Name of Company</b>	<b>Address</b>	<b>Country</b>	<b>Holding</b>	<b>% Holding</b>
Bowes & Company, Inc., of New York	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Cammack Health LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Cananwill Corporation	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Cananwill, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Cananwill, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
CICA SPE, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
CEREP III Secondary Manager, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
CIF-V GP LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
CIF-H GP LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
CFSSG Real Estate Partners I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
CFSSG Real Estate Partners II, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Citadel Insurance Managers, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Coalition for Benefits Equality and Choice	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Corporate Investigative Solutions, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Crawley, Warren (U.S.A.) Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Custom Benefit Programs, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
cut-e USA Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
E.W. Blanch Capital Risk Solutions, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
E.W. Blanch Insurance Services Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
E.W. Blanch International Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Elysium Digital IP Products, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Elysium Digital, L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Ennis Knupp Secondary Market Services, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Financial & Professional Risk Solutions, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Futurity Group, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Gateway Alternatives, L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Global Insurance Strategies, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Gotham Digital Science, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Grant Park Capital, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
GTCR/AAM Blocker Corp.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
HCI Townsend USA Fund Managers LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	49%
Health Index Advisors LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	50%
Healthy Paws Pet Insurance LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Hewitt Associates Public Sector Consulting LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Hewitt Insurance Brokerage LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Hewitt Insurance, Inc.	304 Ponce De Leon, Suite 1000, San Juan, PR 00918	USA	Ordinary Shares	100%
Hewitt International Holdings LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Hogg Robinson North America, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Holdco #1, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Holdco #2, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Huntington T. Block Insurance Agency, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Impact Forecasting, L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
INPOINT, INC.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%

<b>Name of Company</b>	<b>Address</b>	<b>Country</b>	<b>Holding</b>	<b>% Holding</b>
International Accident Facilities, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
International Claims Administrators, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
International Risk Management (Americas), Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
International Space Brokers, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
IRM/GRC Holding Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
JDPT Manager, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
J H Minet Puerto Rico Inc.	304 Ponce De Leon, Suite 1000, San Juan, PR 00918	USA	Ordinary Shares	100%
Johnson Rooney Welch, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
K & K Insurance Group of Florida, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
K & K Insurance Group, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
K2 Technologies Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
KVT GP, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Lake Tahoe GP, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Lake Tahoe II GP, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Lake Tahoe III GP, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Lightbox Technologies, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
McLagan Partners Asia, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
McLagan Partners, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Membership Leasing Trust	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Minet Holdings Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Minet Re North America, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Modern Survey, Inc.	201 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Muirfield Underwriters, Ltd.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
NFS Edge Insurance Agency, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Paragon Strategic Solutions Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Penn Square I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	50%
Penn Square II, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	50%
Penn Square Manager I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Penn Square Manager II, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
PGOF I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	50%
PGOF Manager I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Premier Auto Finance, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Private Equity Partnership Structures I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Project Technologies International L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Membership Units	100%
Protective Marketing Enterprises, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Redwoods Dental Underwriters, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
SA Special Situations General Partner, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Scratch Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Silver Mountain Management A/Q, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Silver Mountain Management T, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Specialty Benefits, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Strategic Manager-III, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Stroz Friedberg Electronic Discovery, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Stroz Friedberg Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Stroz Friedberg, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%

Name of Company	Address	Country	Holding	% Holding
T.J.E. Management, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
The Key West Saxon Group, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
The Townsend Group, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Townsend Alpha Manager I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Townsend Alpha Manager II, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Townsend Alpha Manager III, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Townsend Group Advisors, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	51%
Townsend Holdings LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Townsend REF GP, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Townsend SO Manager I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TownSquare Alpha Manager I-A, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	50%
TTG BRPTP GP, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG Core Plus Investments, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG German Investments I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG Investments I, L.L.C.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG Investments II, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG Irish Investments I, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG Manager, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
TTG Silver Mountain, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Underwriters Marine Services, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
VSC SPE, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Ward Financial Group, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
West Lake General Partner, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Wexford Underwriting Managers, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
White Rock USA Ltd.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
William Gallagher Associates of New Jersey, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Worldwide Integrated Services Company	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Wrapid Specialty, Inc.	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
WT Government Services, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
WT Technologies, LLC	200 E. Randolph St., Chicago, IL 60601	USA	Ordinary Shares	100%
Administradora Aon, C.A.	Avenida Luis Roches de Altamira con 3ra. Transversal de Los Palos Grandes, Edificio Seguros Nuevo Mundo, pisos 8 y 9, Urbanización Altamira, Caracas	Venezuela	Ordinary Shares	100%
Aon Group Venezuela, Corretaje de Reaseguros, C.A.	Avenida Principal de El Bosque, Edificio Pichincha, piso PH, apartamento PH2, Chacaíto, Caracas	Venezuela	Ordinary Shares	100%
Aon Risk Services Venezuela, Corretaje de Seguros C.A.	Avenida Luis Roches de Altamira con 3ra. Transversal de Los Palos Grandes, Edificio Seguros Nuevo Mundo, pisos 8 y 9, Urbanización Altamira, Caracas	Venezuela	Ordinary Shares	100%
Aon Vietnam Limited	Unit 1201, 12th Floor, Hanoi Central Office Building, 44B Ly Thuong Kiet Street, Hoan Kiem District	Vietnam	Ordinary Shares	100%

(1) These entities are direct subsidiaries of Aon plc.

Aon consolidates all subsidiaries with ownership exceeding 50%, unless otherwise noted above.

# PARENT COMPANY STATEMENTS OF FINANCIAL POSITION

(millions, except nominal value)	Notes	As of December 31,	
		2017	2016
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents <sup>(1)</sup>		\$ 1	\$ —
Intercompany receivables	7	121	96
Other current assets		45	8
<b>Total Current Assets</b>		<b>167</b>	<b>104</b>
<b>NON-CURRENT ASSETS</b>			
Deferred tax assets	14	11	9
Intercompany notes receivable	10	359	310
Other non-current assets		1	2
Investment in subsidiaries	6	12,151	12,270
<b>Total Non-Current Assets</b>		<b>12,522</b>	<b>12,591</b>
<b>TOTAL ASSETS</b>		<b>\$ 12,689</b>	<b>\$ 12,695</b>
<b>LIABILITIES AND EQUITY</b>			
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Accounts payable and accrued liabilities	8	55	53
Short-term debt and current portion of long-term debt	9	511	811
Intercompany payables	8	136	149
Other current liabilities	8	15	—
<b>Total Current Liabilities</b>		<b>717</b>	<b>1,013</b>
<b>NON-CURRENT LIABILITIES</b>			
Long-term debt	9	4,252	4,176
Other non-current liabilities		9	—
<b>Total Non-Current Liabilities</b>		<b>4,261</b>	<b>4,176</b>
<b>TOTAL LIABILITIES</b>		<b>4,978</b>	<b>5,189</b>
<b>EQUITY</b>			
Ordinary shares - \$0.01 nominal value			
Authorized: 750 shares (issued: December 31, 2017 - 247.5; 2016 - 262.0)		2	3
Share premium reserve		430	369
Retained earnings	12	7,279	7,134
<b>TOTAL EQUITY</b>		<b>7,711</b>	<b>7,506</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>\$ 12,689</b>	<b>\$ 12,695</b>

(1) Cash and cash equivalents were \$552 thousand at December 31, 2017 and \$33 thousand at December 31, 2016.

Profits for the parent company were \$2.8 billion and \$2.4 billion at December 31, 2017 and 2016, respectively. The financial statements of Aon plc (registered number 07876075) were approved by the Board of Directors on March 23, 2018.

Signed on behalf of the Board

/S/ Gregory C. Case, Director

The notes on pages 144 to 152 form an integral part of these financial statements.

# PARENT COMPANY STATEMENTS OF SHAREHOLDERS' EQUITY

<i>(millions)</i>	Ordinary shares	Share premium account	Retained Earnings	Total
Balance at January 1, 2016	\$ 3	\$ 308	\$ 6,225	\$ 6,536
Net income	—	—	2,355	2,355
Shares issued - employee stock compensation plans	—	61	(186)	(125)
Shares purchased	—	—	(1,257)	(1,257)
Tax benefit - employee benefit plans	—	—	45	45
Other reserves	—	—	(3)	(3)
Share-based compensation expense	—	—	334	334
Dividends to shareholders	—	—	(345)	(345)
Net sales (purchases) of shares from noncontrolling interests	—	—	(34)	(34)
Balance at December 31, 2016	\$ 3	\$ 369	\$ 7,134	\$ 7,506
Net income	—	—	2,760	2,760
Shares issued - employee stock compensation plans	—	61	(182)	(121)
Shares purchased	(1)	—	(2,415)	(2,416)
Tax benefit - employee benefit plans	—	—	47	47
Share-based compensation expense	—	—	303	303
Dividends to shareholders	—	—	(364)	(364)
Net sales (purchases) of shares from noncontrolling interests	—	—	(4)	(4)
Balance at December 31, 2017	\$ 2	\$ 430	\$ 7,279	\$ 7,711

The notes on pages 144 to 152 form an integral part of these financial statements.

# PARENT COMPANY STATEMENTS OF CASH FLOWS

(millions)	Notes	Years ended December 31	
		2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES			
Net income		\$ 2,760	\$ 2,355
Adjustments to reconcile net income to cash provided by operating activities:			
Share-based compensation expense	3	52	55
Deferred income taxes	14	(1)	—
Change in assets and liabilities:			
Receivables, net		—	1
Accounts payable and accrued liabilities		(5)	5
Current income taxes	14	(45)	(54)
Other assets and liabilities		(19)	294
CASH PROVIDED BY OPERATING ACTIVITIES		2,742	2,656
CASH FLOWS FROM INVESTING ACTIVITIES			
Proceeds from investments		607	396
Payments for investments		(261)	—
CASH PROVIDED BY INVESTING ACTIVITIES		346	396
CASH FLOWS FROM FINANCING ACTIVITIES			
Share repurchase	12	(2,399)	(1,257)
Advances from (to) affiliates		63	5
Issuance of shares for employee benefit plans		(75)	(80)
Issuance of debt	9	544	1,879
Repayment of debt	9	(856)	(3,254)
Cash dividends to shareholders	13	(364)	(345)
CASH USED FOR FINANCING ACTIVITIES		(3,087)	(3,052)
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS			
		—	—
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS			
		1	—
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD <sup>(1)</sup>			
		—	—
CASH AND CASH EQUIVALENTS AT END OF PERIOD <sup>(1)</sup>			
		\$ 1	\$ —

(1) \$552 thousand at December 31, 2017 and \$33 thousand at December 31, 2016.

The notes on pages 144 to 152 form an integral part of these financial statements.

## NOTES TO PARENT COMPANY FINANCIAL STATEMENTS

### 1. Basis of Presentation

The financial statements of Aon plc (the “Parent Company”) have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as endorsed by the European Union and the Companies Act of 2006 applicable to companies reporting under IFRS. The Parent Company Financial Statements have been prepared on a historical cost basis unless otherwise noted.

The Company has also adopted the exemption of presenting the statement of income account as permitted by section 408 of the Companies Act 2006. The Parent Company has no material Other comprehensive income (loss). Accordingly a statement of comprehensive income has not been presented. The Parent Company’s net income for the year ended December 31, 2017 and 2016 was \$2,760 million and \$2,355 million, respectively.

The Parent Company Financial Statements have been prepared on a going concern basis. The directors have considered the appropriateness of the going concern basis in the Report of the Directors on page 40.

The Parent Company Financial Statements and related notes have been prepared and presented in U.S. Dollars (“USD”), being the Parent Company’s functional and presentational currency.

### 2. Summary of Significant Accounting Principles and Practices

The Parent Company Financial Statements have been prepared using accounting policies, principals, practices, and critical accounting estimates and judgments consistent with the Consolidated Financials Statements, where relevant. Note 2 “Summary of Accounting Principles and Practices” of the Notes to Consolidated Financials Statements of the Company, on pages 72 to 79, should be read in addition to the accounting policy addressed below.

#### *Investments in Subsidiaries*

Investments in subsidiaries are stated at cost less any return of capital and impairments.

#### *Financial Assets and Liabilities*

All material financial assets and liabilities on the Parent Company Financial Statements are classified as loans and receivables and other financial liabilities, respectively, under IAS 39.

### 3. Employees

The Parent Company employed certain officers during the years ended December 31, 2017 and 2016. These officers are identified as Aon’s key management personnel. Information regarding directors’ remunerations, interests in stock, stock options, and pension benefits for consolidated Aon plc is included within the Directors’ Remuneration Report contained in this report. Information regarding directors’ remunerations for the Parent Company is included in Note 4 “Directors’ Remuneration.”

The number of persons employed by the Parent Company was as follows:

	2017	2016
Corporate and other	13	14

Employee costs were as follows (in millions):

	2017	2016
Wages and salaries	\$ 5	\$ 9
Social security costs	1	2
Share based compensation expense <sup>(1)</sup>	52	55
Other, primarily employee benefits	24	12
Total employee costs	\$ 82	\$ 78

- (1) Refer to Note 13 “Share-Based Compensation Plans” to the Consolidated Financial Statements of the Company for additional information regarding the Company’s share-based compensation plans.

#### 4. Directors' Remuneration

Gregory C. Case was the only director of the Parent Company during the period who was also a director or employee of other Group companies. Mr. Case, who is the Company's sole executive director, serves as the Company's President and Chief Executive Officer, and receives his remuneration for serving in that role. Information regarding Mr. Case's remuneration is disclosed in Note 18 "Directors' Emoluments" to Consolidated Financial Statements of the Company. Stock compensation expense for non-executive directors was \$2 million in both the years ended December 31, 2017 and 2016. Further information regarding the non-executive directors' remunerations is disclosed in audited section of the Directors' Remuneration Report contained in this report.

#### 5. Auditor's Remuneration

The actual auditor's remuneration for the statutory audit is analysed as follows (in thousands):

Years ended December 31	2017	2016
Audit of the individual financial statements	\$ 310	\$ 310

Fees paid to the Company's auditor, Ernst & Young LLP and its associates, for services other than the statutory audit of the Company and other Group undertakings, are disclosed in Note 19 "Auditors' Remuneration" to the Consolidated Financial Statements of the Company.

#### 6. Investments in Subsidiaries

Details of the Parent Company's direct subsidiaries are detailed as follows:

Name of company	Country of incorporation <sup>(1)</sup>	Holdings	Proportion of voting rights and shares held
Aon Group Holdings International 1 B.V.	Netherlands	Ordinary shares	100%
Aon Global Holdings Limited	Great Britain	Ordinary shares	100%

- (1) Refer to Note 23 "Group Undertakings" to the Consolidated Financial Statements of the Company for the registered addresses of these subsidiaries.

Changes in investment in subsidiaries for the years ended are as follows (in millions):

As of January 1, 2016	\$ 12,432
Capital contributions	398
Returns of capital	(560)
As of December 31, 2016	12,270
Capital contributions	272
Returns of capital	(391)
<b>As of December 31, 2017</b>	<b>\$ 12,151</b>

For a complete listing of all directly and indirectly-owned subsidiaries, see Note 23 "Group Undertakings" to the Consolidated Financial Statements.

#### 7. Receivables

	As of December 31	
(millions)	2017	2016
Other intercompany receivables	\$ 120	\$ 92
Interest on intercompany notes receivable	1	4
<b>Intercompany receivables</b>	<b>\$ 121</b>	<b>\$ 96</b>

## 8. Payables

(millions)	As of December 31	
	2017	2016
Intercompany payables	\$ 136	\$ 149
Accounts payable and accrued liabilities	55	53
Other current liabilities	15	—
Total	\$ 206	\$ 202

## 9. Debt

The following is a summary of outstanding debt (in millions):

As of December 31	2017	2016
3.875% Senior Notes due December 2025	\$ 745	\$ 744
4.75% Senior Notes due May 2045	592	592
3.50% Senior Notes due June 2024	595	594
4.60% Senior Notes due June 2044	544	543
2.875% Senior Notes due May 2026 (EUR 500M)	587	516
2.80% Senior Notes due March 2021	398	397
4.00% Senior Notes due November 2023	348	347
4.45% Senior Notes due May 2043	246	246
4.25% Senior Notes due December 2042	197	197
Commercial paper	—	279
Bank overdraft	511	532
Total debt	4,763	4,987
Less: Short-term and current portion of long-term debt	511	811
Total long-term debt	\$ 4,252	\$ 4,176

### ***Bank Overdraft***

The bank overdraft arises in connection with the Group's multicurrency cash pools with a third party banks, in which various Aon entities participate. Individual Aon entities are permitted to overdraw on their individual accounts, provided the overall balance does not fall below zero.

### ***Debt Issuances***

On March 1, 2016, Aon plc issued \$750 million of 3.875% Senior Notes due December 2025. The Company used the proceeds of the issuance for general corporate purposes.

The note described above is fully and unconditionally guaranteed by Aon Corporation. Each of the notes described above contain customary representations, warranties and covenants, and the Company was in compliance with all such covenants as of December 31, 2017.

### ***Revolving Credit Facilities***

As of December 31, 2017, Aon plc had two primary committed credit facilities outstanding: its \$900 million multi-currency U.S. credit facility expiring in February 2021 (the "2021 Facility") and its \$400 million multi-currency U.S. credit facility expiring in October 2022 (the "2022 Facility"). The 2022 Facility was entered into on October 19, 2017.

Each of these facilities includes customary representations, warranties, and covenants, including financial covenants that require Aon plc to maintain specified ratios of adjusted consolidated earnings before interest, taxes, depreciation, and amortization ("EBITDA") to consolidated interest expense and consolidated debt to adjusted consolidated EBITDA, in each case, tested quarterly. At December 31, 2017, Aon plc did not have borrowings under either the 2021 Facility or the 2022 Facility, and was in compliance with all covenants contained therein during the twelve months ended December 31, 2017.

## Commercial Paper

The Parent Company has established a European multi-currency commercial paper program which provides for commercial paper to be issued in an aggregate principal amount of up to €300 million. The European commercial paper program is fully and unconditionally guaranteed by Aon Corporation.

Commercial paper outstanding, which is included in Short-term debt and current portion of long-term debt in the Parent Company's Statement of Financial Position, is as follows (in millions):

As of	December 31, 2017	December 31, 2016
Commercial paper outstanding	\$ —	\$ 279

The weighted average commercial paper outstanding and its related interest rates are as follows:

Years ended December 31	2017	2016
Weighted average commercial paper outstanding	\$ 125	\$ 179
Weighted average interest rate of commercial paper outstanding	(0.19)%	(0.07)%

## Repayments

Repayments of total debt are as follows (in millions):

As of December 31	2017	2016
Wholly repayable within five years	\$ 909	\$ 1,208
Not wholly repayable within five years	3,854	3,779
Total	\$ 4,763	\$ 4,987

## Fair Value and Interest Rate Risk

The following table discloses the Company's debt instruments where the carrying amounts and fair values differ (in millions):

As of December 31	2017		2016	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Long-term debt	\$ 4,252	\$ 4,554	\$ 4,176	\$ 4,362

A hypothetical 1% increase or decrease in interest rates would have the following impact upon the fair value of Aon plc's debt instruments:

As of December 31	2017		2016	
	+1%	-1%	+1%	-1%
Change in fair value	(9)%	10%	(9)%	11%

### Changes in liabilities arising from financing activities

Liabilities arising from financing activities include commercial paper and term notes. A summary of the changes arising from cash flows and non-cash changes is shown below:

	Commercial Paper	Term Notes	Cash Pools	Total
As of January 1, 2016	—	3,451	2,941	6,392
Cash flows:				
Principal - issuances	1,135	744	—	1,879
Principal - repayments	(844)	—	(2,410)	(3,254)
Non-cash charges:				
Amortization of bond issue costs	—	5	—	5
Foreign exchange (gains) losses and other	(12)	(24)	1	(35)
As of December 31, 2016	279	4,176	532	4,987
Cash flows:				
Principal - issuances	544	—	—	544
Principal - repayments	(835)	—	(21)	(856)
Non-cash charges:				
Amortization of bond issue costs	—	5	—	5
Foreign exchange (gains) losses and other	12	71	—	83
<b>As of December 31, 2017</b>	<b>—</b>	<b>4,252</b>	<b>511</b>	<b>4,763</b>

### 10. Intercompany Notes

(millions)	As of December 31,	
	2017	2016
Intercompany notes receivable	\$ 359	\$ 310

On December 14, 2017, a subsidiary of Aon plc early settled the €191 million (\$226 million at December 31, 2017 exchange rates) loan issued on June 14, 2014, which had an original maturity date of May 2026.

On December 14, 2017, a subsidiary of Aon plc borrowed €209 (\$248 million at December 31, 2017 exchange rates) aggregate principal amount of 2.95% Notes due May 2026.

### 11. Guarantees

The Parent Company has entered into a series of agreements to guarantee certain debt instruments of Aon Corporation and its subsidiaries. The following debt instruments are guaranteed by the Parent Company:

- A \$900 million U.S. multi-currency revolving loan credit facility used by Aon plc, Aon Corporation, and certain of Aon Corporation's subsidiaries to fund operations. The facility expires in February 2021 and has a commitment fee of 12.5 basis points on the unused portion of the facility. The rate on borrowing from this facility varies based upon the prevalent market rate of several benchmarks plus a margin ranging from 0 to 100 basis points. There are no borrowings under this facility as of December 31, 2017.
- A \$400 million U.S. revolving credit facility used by Aon plc, Aon Corporation, and certain designated subsidiaries to fund operations. This facility expires in October 2022 and has commitment fees of 12.5 basis points on the unused portion of the facility. The rate on borrowings from this facility varies based upon the prevalent market rate of several benchmarks plus a margin ranging from 0 to 100 basis points. There are no borrowings under this facility as of December 31, 2017.
- Commercial paper issued by Aon Corporation. Commercial paper issued by Aon Corporation had a balance of \$0 million at December 31, 2017.
- Four term loans issued by Aon Corporation and one of its subsidiaries.

The following table summarizes the remaining term loans that are guaranteed by the Parent Company and their respective balances at December 31, 2017:

Issue Type	Debt Outstanding (millions)	Coupon	Maturity
Sr. Unsecured Debt	\$296 (375M CAD)	4.76%	March 8, 2018
Sr. Unsecured Debt	\$600	5.00%	September 30, 2020
Jr. Sub Debt	\$521	8.21%	January 1, 2027
Sr. Unsecured Debt	\$300	6.25%	September 30, 2040

## 12. Ordinary Shares

(millions, except thousands of shares)	December 31,	
	2017	2016
<i>Allotted and called up and fully paid:</i>		
Class A Ordinary Shares of \$0.01 each (December 31, 2017 - 246,649; 2016 - 261,979) <sup>(1)</sup>	\$ 2	\$ 3
Class B Ordinary Shares of £0.40 each (December 31, 2017 - 125; 2016 - 125) <sup>(2)</sup>	—	—
<b>Total</b>	<b>\$ 2</b>	<b>\$ 3</b>

- (1) Per the Articles of Association, Class A Ordinary Shares have voting rights and rights to dividends or distributions.

During 2017, the Company repurchased in the open market 18.0 million Class A Ordinary Shares having a nominal value of \$0.01 each in the Capital of the Company for a total consideration of \$2.4 billion. Additionally, the Company issued 3.6 million Class A Ordinary Shares having a nominal value of \$0.01 each in the Capital of the Company for a total consideration of \$61 million related to employee benefit plans and employee compensation.

During 2016, the Company repurchased in the open market 12.2 million Class A Ordinary Shares having a nominal value of \$0.01 each in the Capital of the Company for a total consideration of \$1.3 billion. Additionally, the Company issued 4.3 million Class A Ordinary Shares having a nominal value of \$0.01 each in the Capital of the Company for a total consideration of \$61 million related to employee benefit plans and employee compensation.

- (2) The Company has outstanding 125 thousand Class B Ordinary Shares of £0.40 each, held by Aon Corporation and Aon Hewitt LLC. The Class B Ordinary Shares have no voting rights or rights to dividends or distributions as they continue to be held by subsidiary undertakings.

## 13. Shareholders' Equity

The Company had distributable reserves in excess of \$4.0 billion as at December 31, 2017 and 2016, respectively.

The Company paid dividends on its ordinary shares of \$364 million and \$345 million for the years ended December 31, 2017 and 2016, respectively. Dividends paid per Class A Ordinary Share were \$1.41 and \$1.29 for the years ended December 31, 2017 and 2016, respectively.

Future dividends on Aon plc ordinary shares, if any, and the timing of declaration of any such dividends, will be at the discretion of the Board of Directors of Aon plc and will depend on, among other things, our results of operations, cash requirements and surplus, financial condition, contractual restrictions and other factors that the Board of Directors of Aon plc may deem relevant, as well as our ability to pay dividends in compliance with the Companies Act 2006.

## 14. Income Taxes

The tax expense (benefit) incurred on ordinary activities is comprised of (in millions):

Years ended December 31	2017	2016
Current tax	\$ (46)	\$ (10)
Deferred tax	(1)	—
Adjustment recognised for prior periods	—	(44)
Total	\$ (47)	\$ (54)

The tax charges for the years ended December 31, 2017 and 2016 were lower than those calculated at 19.25% and 20.0%, the U.K. standard rates of corporation tax in 2017 and 2016, respectively. The differences are reconciled below (in millions):

Years ended December 31	2017	2016
Income before taxes	\$ 2,713	\$ 2,301
Tax at the statutory rate of 19.25% (2016: 20%)	\$ 522	\$ 460
Adjustments recognized for prior periods	—	(14)
Current year temporary differences not recognized	2	—
Expenses not deductible for tax purposes	5	2
Share-based payments	1	2
Income not taxable	(577)	(504)
Income tax (benefit)/expense	\$ (47)	\$ (54)

Amounts charged directly to equity with respect to share-based payments (in millions):

Years ended December 31	2017	2016
Deferred tax assets	\$ (1)	\$ 1
Current tax	2	3
Total	\$ 1	\$ 4

### *Change in Statutory Tax Rates*

From April 1, 2017, the U.K. government introduced further reductions to the headline corporation tax rate to 19%, and legislation was introduced in the Finance Act of 2016 to reduce the corporation tax rate further to 17% for the year beginning April 1, 2020.

These changes were enacted by December 31, 2017, and any deferred tax expected to reverse has been re-measured using the above rates.

Deferred tax in the income statement (in millions):

Years ended December 31	2017	2016
Share-based payments	\$ —	\$ —
Other provisions	\$ (1)	—
Total deferred tax movement	\$ (1)	\$ —

Deferred tax assets are comprised of (in millions):

Years ended December 31	2017	2016
Share-based payments opening balance	\$ 9	\$ 10
Credited to income statement	—	—
Charged to equity	1	(1)
Share-based payments closing balance	\$ 10	\$ 9

Years ended December 31	2017	2016
Provisions opening balance	\$ —	\$ —
Credited to income statement	1	—
Charged to equity	—	—
Provisions closing balance	\$ 1	\$ —

## 15. Related-Party Transactions

Aon plc receives dividend and interest income from subsidiaries and pays interest to those subsidiaries in the normal course of business. These activities are reflected in the table below (in millions):

Years ended December 31	2017	2016
Intercompany dividend income	\$ 3,000	\$ 2,500
Intercompany interest income	15	14
Intercompany other income (expense)	26	65
Total	\$ 3,041	\$ 2,579

Outstanding related party balances are comprised of loans and interest receivables and payables, as well as other intercompany balances arising in the normal course of business. Additional details can be found in Notes 7, 8, and 9 to the Parent Company Financial Statements.

### *Guarantees*

In connection with the Redomestication, Aon plc entered into various agreements pursuant to which it agreed to guarantee the obligations of Aon Corporation and other subsidiaries arising under issued and outstanding debt securities. See Note 11 “Guarantees” to the Parent Company Financial Statements for additional information. In addition, Aon plc entered into certain other financing arrangements as part of the normal course of business.

### *Incentives Program*

As part of its ongoing effort to attract and retain top talent, the Aon plc maintains a competitive incentive program, which includes share-based compensation, options, performance awards, and deferred cash. Aon plc issues awards on behalf of colleagues worldwide and is reimbursed by subsidiaries on an annual basis.

### *Key Management Personnel*

See the the Directors’ Remuneration Report and Note 3 “Employees” to the Parent Company Financial Statements for additional information on the compensation of key management personnel.

### *Investments*

For further information on Aon plc’s investment in subsidiaries, see Note 6 “Investments in Subsidiaries” to the Parent Company Financial Statements.

## 16. Subsequent Events

### *Repurchase of Shares*

During the period from January 1, 2018 to March 21, 2018, the Company repurchased 3.6 million shares at an average price per share of \$140.98 for a total cost of \$503 million. At March 21, 2018, the remaining authorized amount for share repurchase under the Share Repurchase Programs is \$4.9 billion. The amount of shares repurchased after this date and prior to authorization of the financial statements on March 23, 2018 was insignificant to the Consolidated Financial Statements.

### *Dividends*

In January, 2018, the Company declared dividends of per share of \$0.36 for a total cost of \$88.8 million. The dividends were paid in February, 2018.

### ***Commercial Paper***

As of March 21, 2018, the Company had €270 million (\$333 million at March 21, 2018 exchange rates) of commercial paper borrowings outstanding on the European commercial paper program and \$174 million outstanding on the US commercial paper program. The proceeds from the issuance of commercial paper will be used to fund short-term working capital needs. The amount of commercial paper borrowed after this date and prior to authorization of the financial statements on March 23, 2018 was insignificant to the Consolidated Financial Statements.