

# Aon's ABCConnect platform: turning data into success

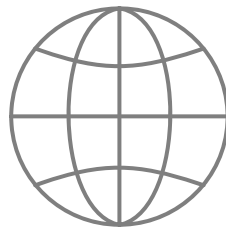
30. susret osiguravača i reosiguravača – SorS 2019  
Sarajevo, 13<sup>th</sup> June 2019

# Aon: Global Advantage Within Reach

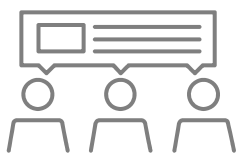
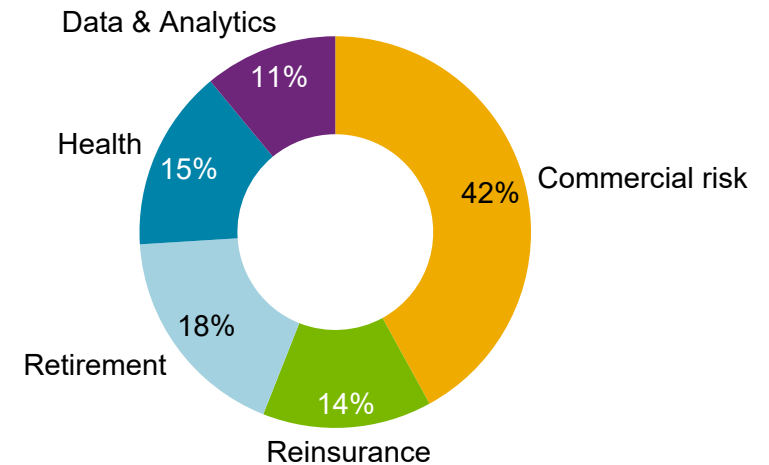
We develop insights – driven by data and delivered by experts – that reduce the volatility our clients face and help them maximize their performance

**120** countries  
in which Aon operates

**50K**  
Aon colleagues around  
the world



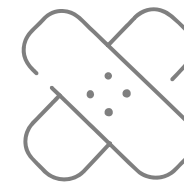
2018 Total Revenue  
**USD 10.8B**



**\$110B**  
of risk premium  
placed annually



**\$3.4T\***  
in assets under  
advisement



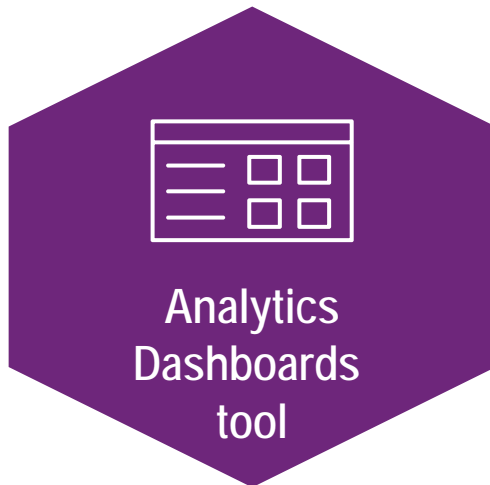
**\$180B**  
of health care premiums  
directed annually

\* As of 6/30/2017, includes non-discretionary assets advised by AHIC and its global affiliates which includes retainer clients and clients in which AHIC and its global affiliates have performed project services for over the past 12 months. Project clients may not currently engage AHIC and the time of the calculation of assets under advisement as the project may have concluded earlier during preceding 12-month period.

## Today's Topic:

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# Aon's Response to Digitalization:



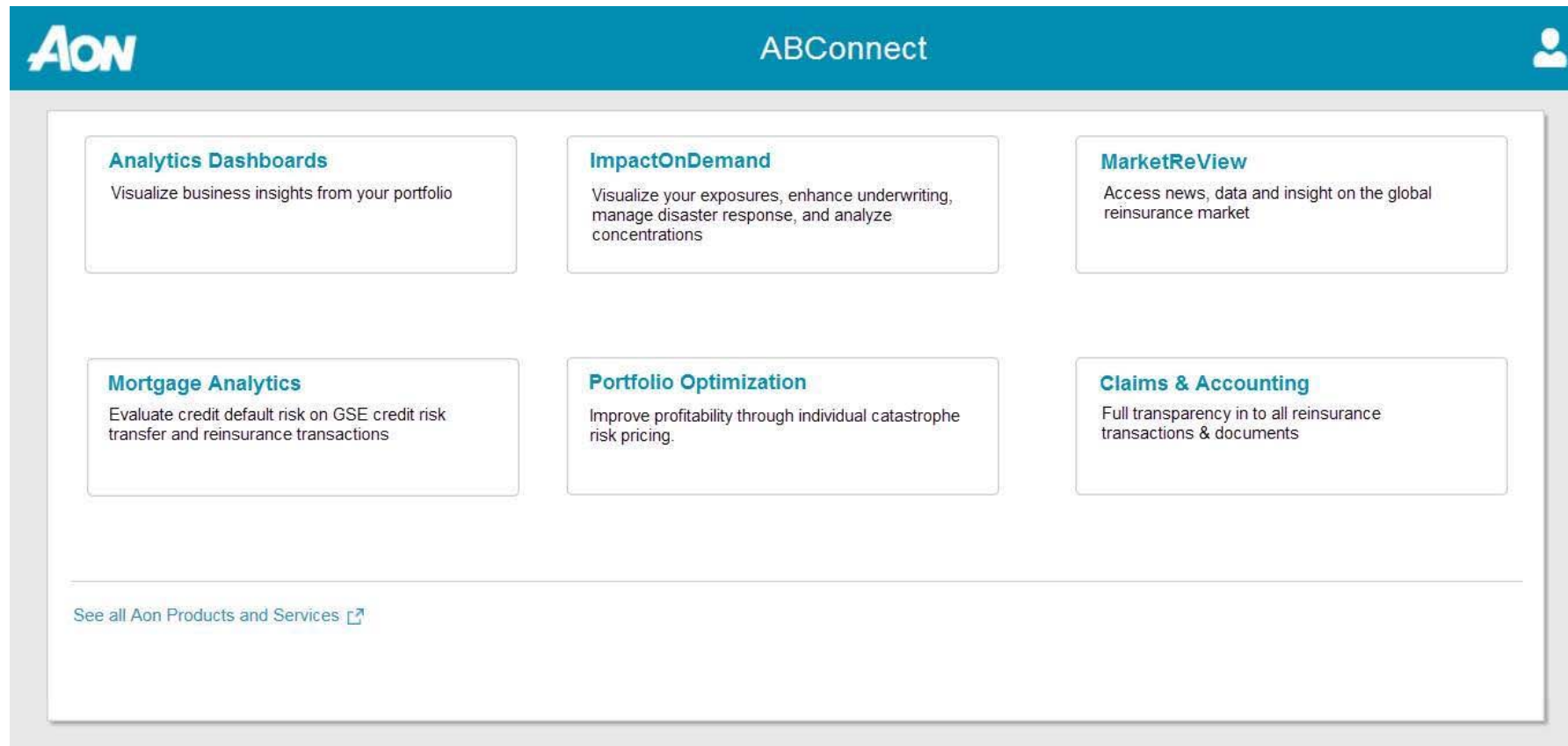
As a part of....



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ABConnect  
Platform

# One Portal with Broad Opportunities: ABConnect.com



**Key added value:** → Analytics tools + One platform = Enhanced analysis, reporting and placement



## Which Exact Products & Tools does ABConnect Host?

### Insurer offerings



Visualize your exposures, enhance underwriting, manage disaster response, and analyze concentrations



Improve profitability through individual catastrophe risk pricing



Evaluate credit default risk on GSE credit risk transfer and reinsurance transactions



Evaluate US public company D&O risks to score potential filings and estimate award costs



Visualize business insights from your portfolio



Review the Foreign Account Tax Compliance Act information for the reinsurers on your contracts



Clients' accounting and claims



Access news, data and insight on the global reinsurance market

### Reinsurer offerings



Quote and write lines with Aon Benfield on this electronic trading platform, with access to underwriting submission data and signed lines



Access strategic advisory and implementation insights for global reinsurance portfolios

### Colleague offerings



Access news, data and insight on the global reinsurance market

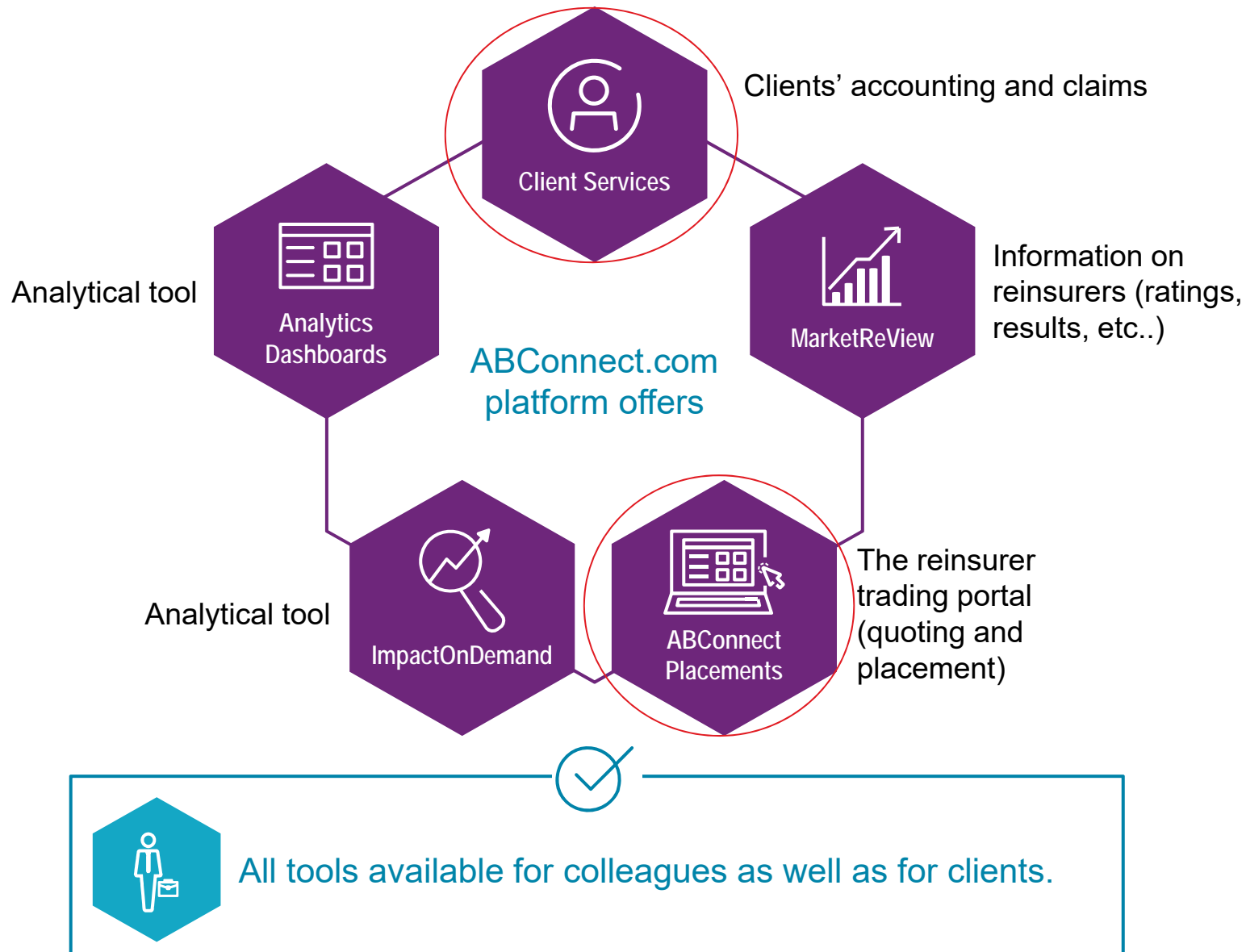


Use insights from Aon Benfield's portfolio to drive improved client results



Drive excellence in claims and accounting

## Key ABConnect Tools for Aon's Clients in EMEA Region



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ImpactOn  
Demand tool





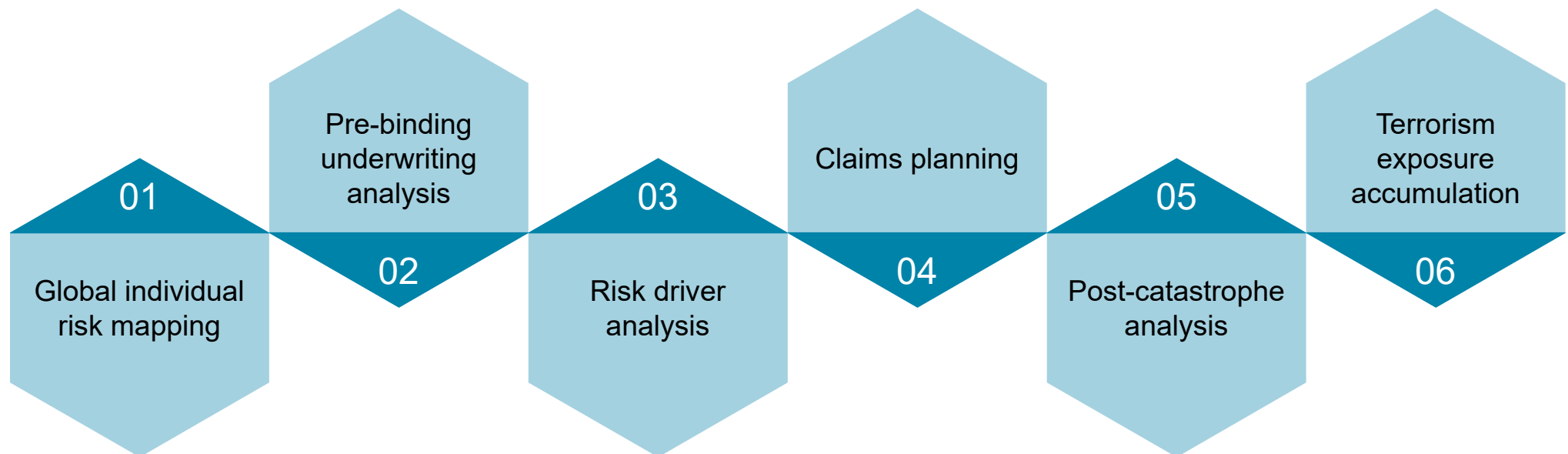
# Analytical Tools – ImpactOnDemand

## What is ImpactOnDemand?

Aon's direct-access digital platform to visualize and quantify your organization's exposure to catastrophe risk

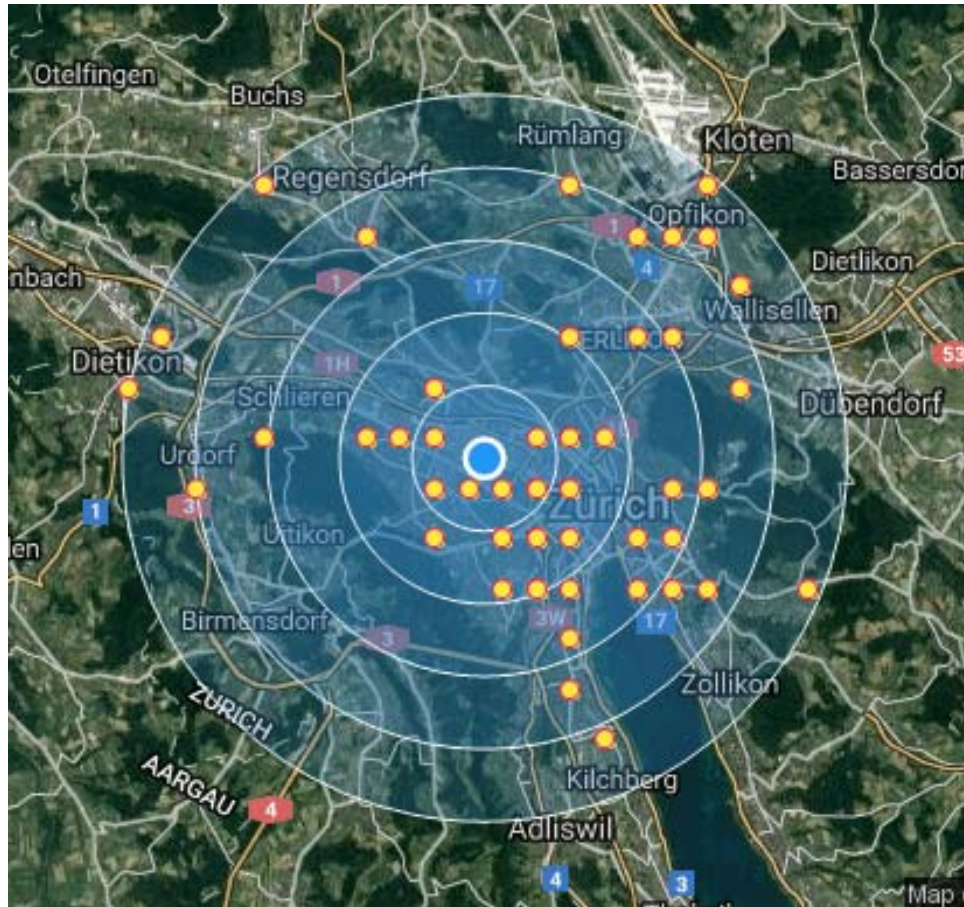


## Some of the key functions:

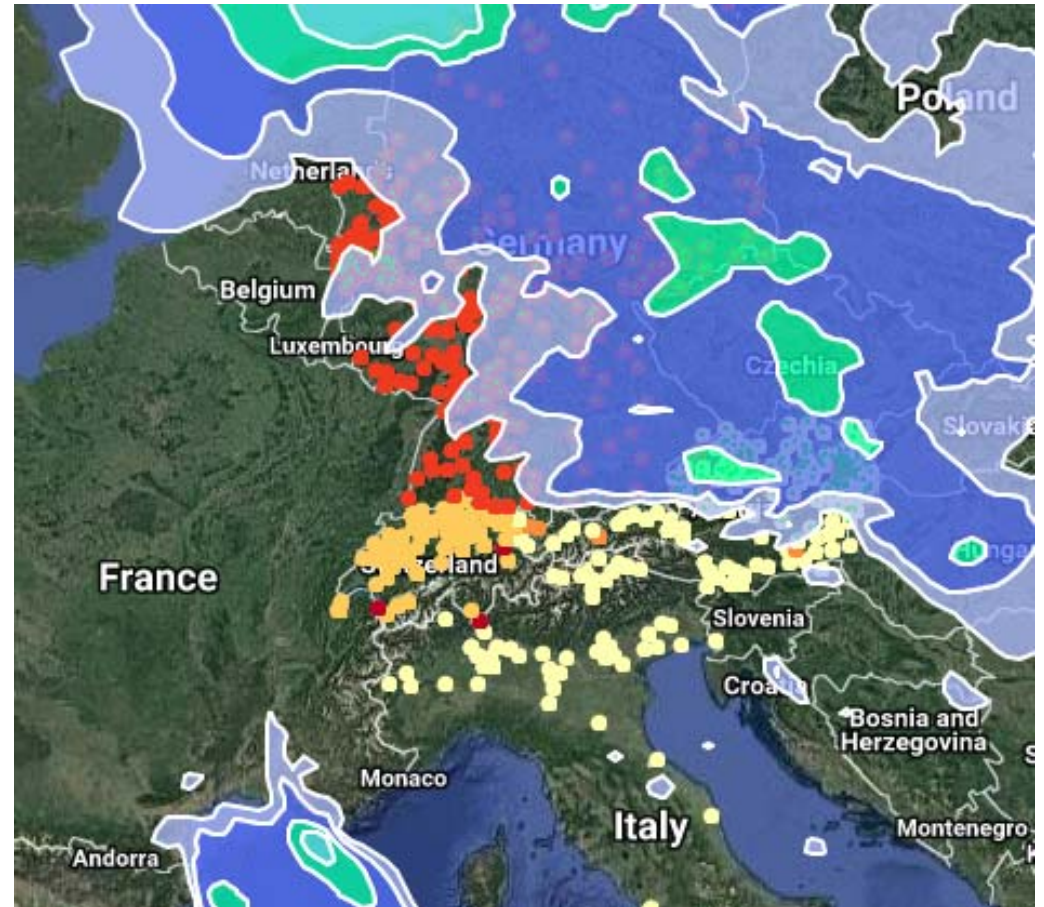


# ImpactOnDemand – Examples

Interaction with current portfolio:

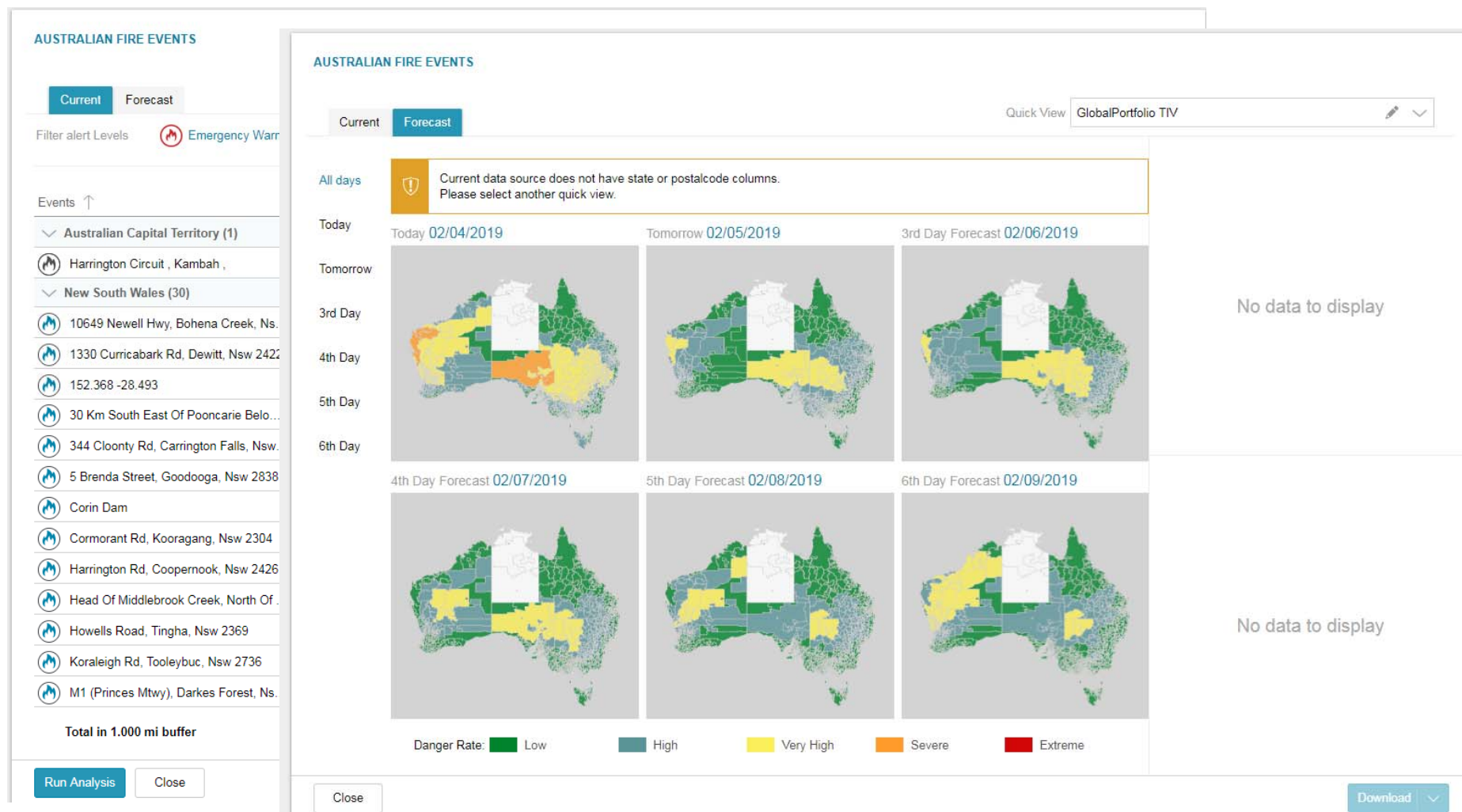


Event analysis:



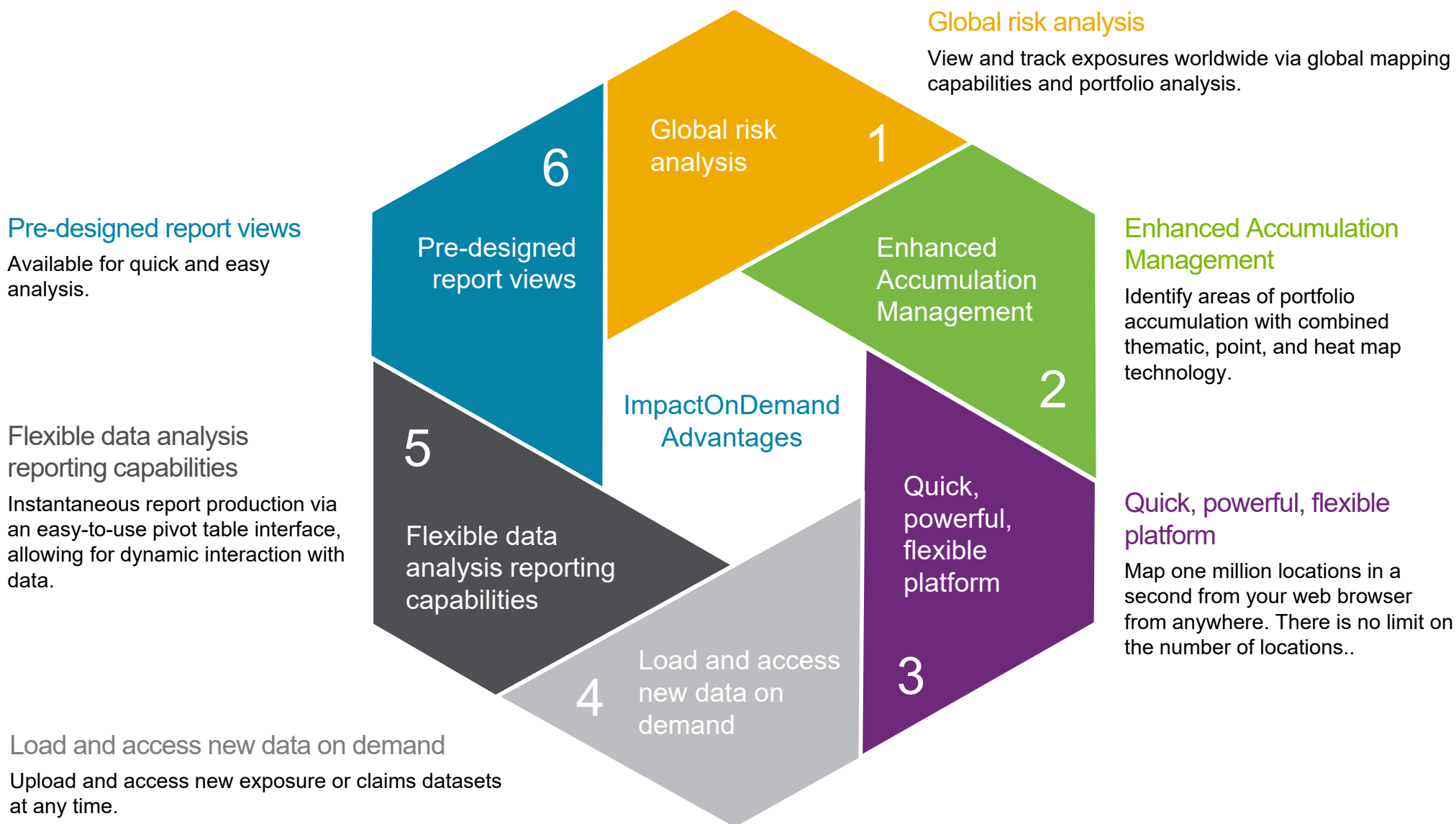
# ImpactOnDemand – Examples Cont'd: Australian Bushfire

## Australian Bushfire Current & Forecast Analysis:

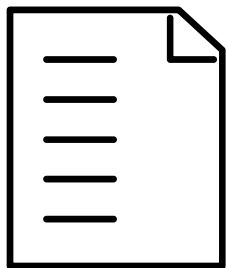




# ImpactOnDemand Advantages



## The Current Status of ImpactOnDemand Tool



More than

**800**

**different companies  
leveraging the platform**

### Access to 3<sup>rd</sup> Party Data



Upload:

**6 million records**  
in **1 hour** with **speed**



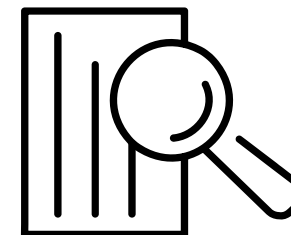
Historical catalog  
of more than

**32,000**  
**event shapes**

**NEW!**

### Concentration Studies

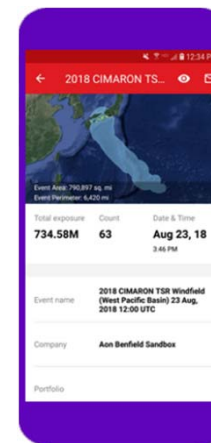
Comparative, Custom, and  
Combined studies coming in  
2019



**NEW!**

### Mobile Alerts

Real-time exposure alerts as an  
event happens.





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Analytics  
Dashboards  
tool



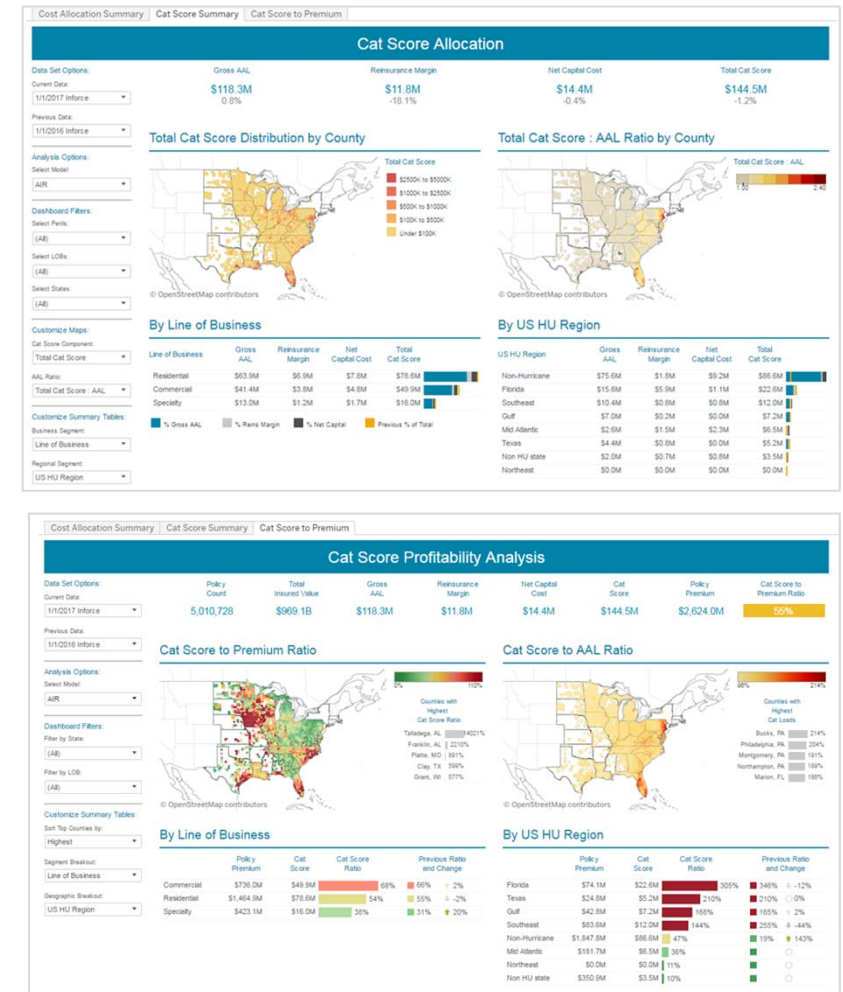
# Use of Analytics Dashboards in Reality

Client Need

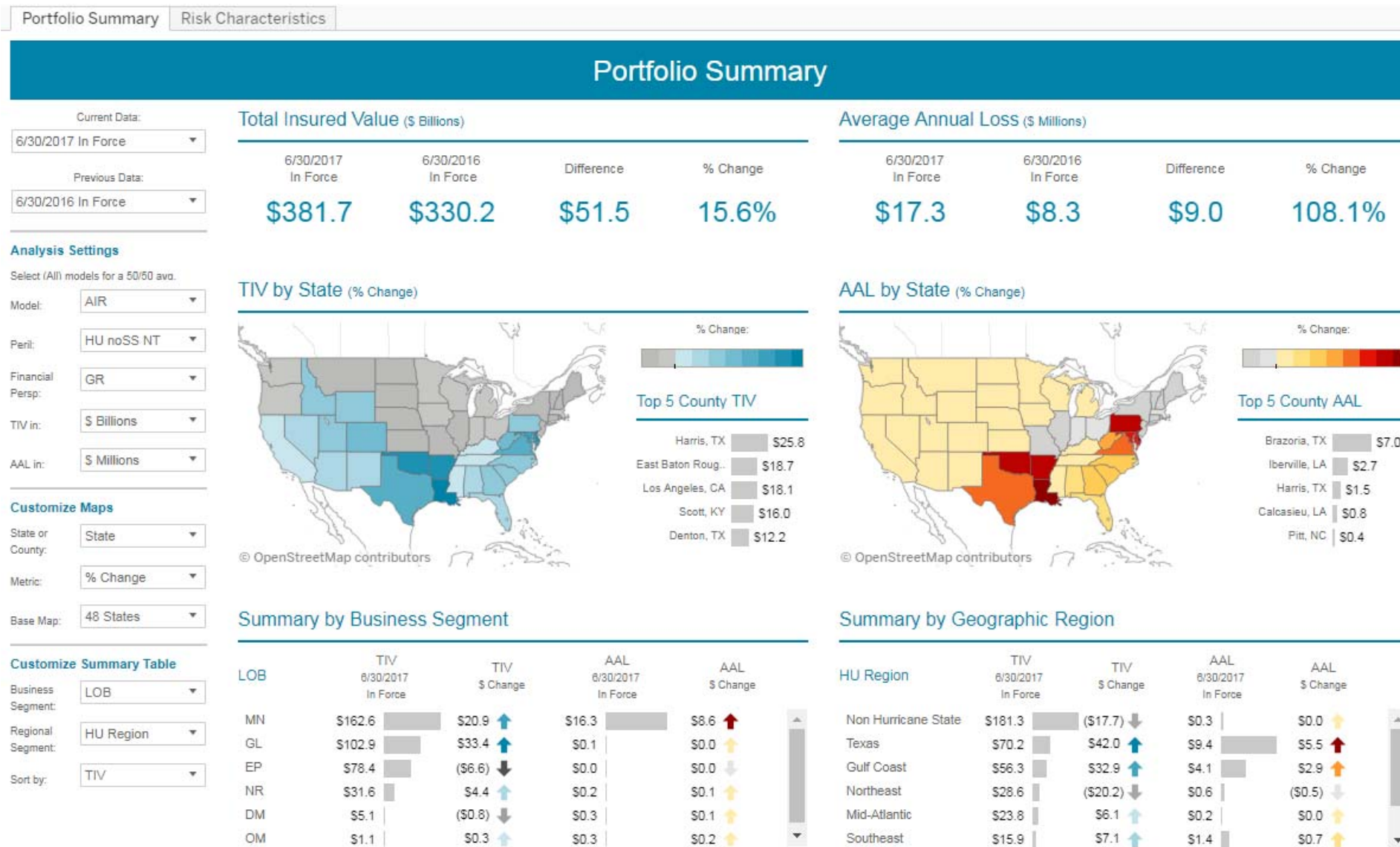
A regional, multi-line carrier, asked for help monitoring their pricing adequacy and to identify profitable growth opportunities

Solution

- Quick view of portfolio performance at regional and business unit levels
- Drill down into profitable segments of the portfolio
- Isolate unprofitable policies and segments for further review

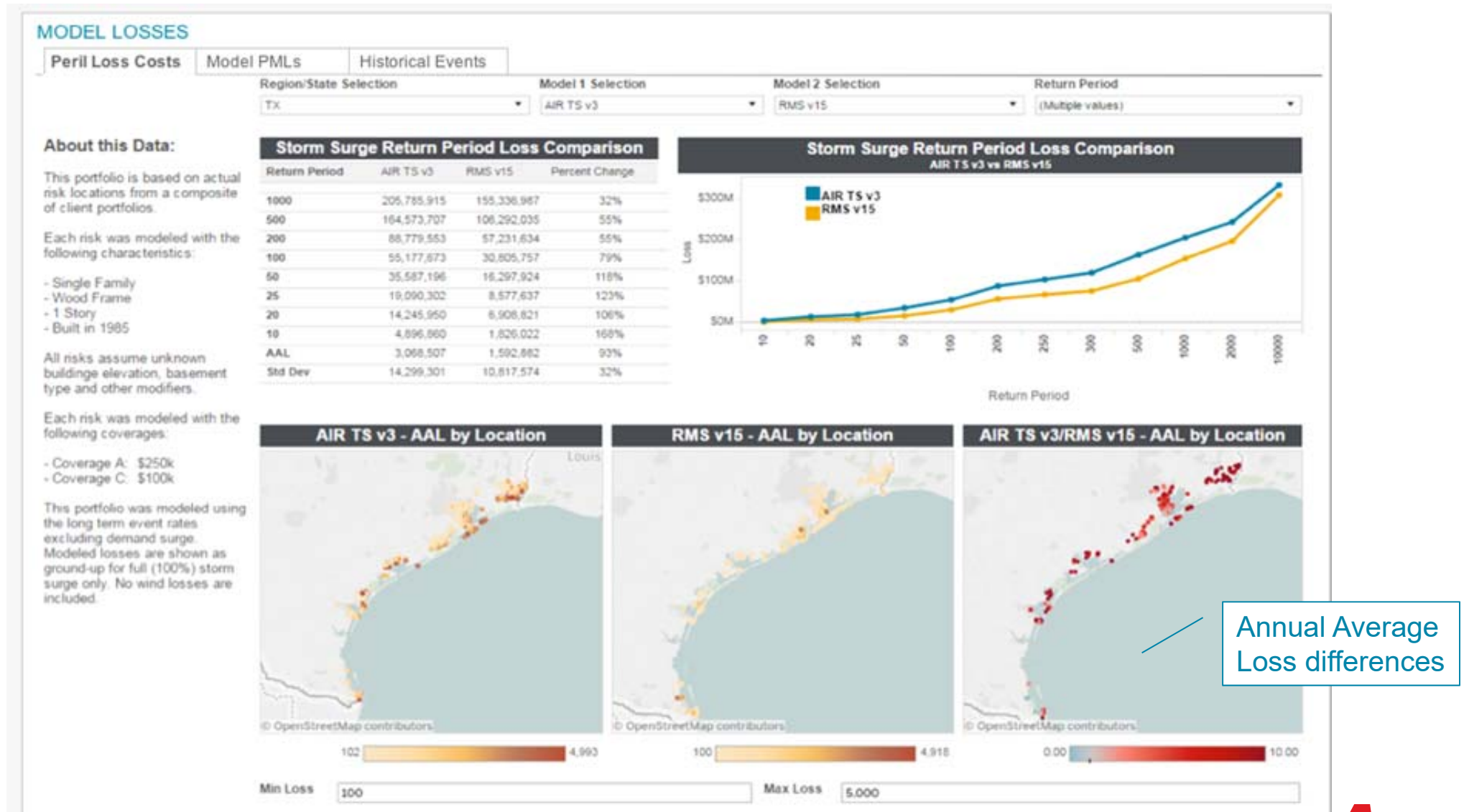


# Analytics Dashboards – Example: Visualise Your Exposure



# Analytics Dashboards – Example

## Modeled losses comparison between AIR and RMS





## Why to use Analytics Dashboards?

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Easier analysis of your portfolio performance and development ...



... which helps to identify opportunities for shaping business strategies.



➤ Aon is advancing in how analytical solutions are visualized, interpreted, and delivered to clients.



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Key  
Take-aways





# Thank you!

Aon plc (NYSE:AON) is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50.000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance.

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