



# Aon Plc (AON)

Updated August 6<sup>th</sup>, 2023, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$315	<b>5 Year CAGR Estimate:</b>	10.6%	<b>Market Cap:</b>	\$64 B
<b>Fair Value Price:</b>	\$299	<b>5 Year Growth Estimate:</b>	11.0%	<b>Ex-Dividend Date:</b>	10/28/23 <sup>1</sup>
<b>% Fair Value:</b>	105%	<b>5 Year Valuation Multiple Estimate:</b>	-1.0%	<b>Dividend Payment Date:</b>	11/15/23
<b>Dividend Yield:</b>	0.8%	<b>5 Year Price Target</b>	\$504	<b>Years Of Dividend Growth:</b>	12
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	F	<b>Rating:</b>	Buy

## Overview & Current Events

Aon is a professional services firm headquartered in London, United Kingdom. The company provides a variety of services including consulting, risk management, and health plan management. Aon has approximately 500 offices worldwide that serve 120 countries through a workforce that numbers about 50,000. U.S. investors can initiate an ownership stake in Aon through American Depository Receipts that trade with a market capitalization of \$64 billion on the New York Stock Exchange, under the ticker AON. Aon should generate about \$13 billion in revenue this year.

Aon posted second quarter earnings on July 28<sup>th</sup>, 2023, and results were somewhat weak. Adjusted earnings-per-share came to \$2.76, which missed estimates by eight cents. Revenue was up 6.5% year-over-year to \$3.2 billion, which beat estimates very slightly. The gain in revenue was due mostly to a 6% organic revenue increase. Fiduciary investment income was a 2% favorable impact, partially offset by a 1% unfavorable impact from forex translation.

Operating expenses in Q2 were up 2% to \$2.3 billion, which was due to higher cost of revenue and investments in long-term growth. Expenses saw a \$10 million favorable impact from forex translation.

Operating margin was up 110 basis points on an adjusted basis, to 27.3% of revenue. This was due to expense leverage from higher revenue. Cash flows from operations were flat, while free cash flow fell 7% to \$986 million. Aon bought back \$550 million in shares during the quarter.

We now see \$14.25 in earnings-per-share for this year, down slightly from our prior estimate.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$3.53	\$4.66	\$4.88	\$5.16	\$6.52	\$8.16	\$9.17	\$9.81	\$12.00	\$13.39	<b>\$14.25</b>	<b>\$24.01</b>
<b>DPS</b>	\$0.68	\$0.92	\$1.15	\$1.29	\$1.41	\$1.56	\$1.72	\$1.78	\$1.99	\$2.19	<b>\$2.46</b>	<b>\$4.15</b>
<b>Shares<sup>2</sup></b>	301	280	270	262	254	245	237	230	215	205	<b>195</b>	<b>170</b>

Between 2011 and 2020, Aon compounded its adjusted earnings-per-share at a rate of nearly 15% per year. Looking ahead, we believe that the company's growth is likely to continue to be quite strong, albeit a bit slower than its historical pace. More specifically, we are forecasting 11% annualized earnings growth over a full economic cycle.

Management continues to be bullish, and rightfully so, as Aon's businesses are posting very strong rates of growth, for the most part. We see expense savings as a driver of earnings growth along with the buyback, and organic revenue growth should continue to move the top line higher as well. Given the broad assortment of professional services the company offers as well as its global footprint, we are bullish on Aon's future. We note forex translation has been a sizable headwind in the past, but Aon has thus far been able to overcome that, and then some.

The dividend should continue to rise at roughly the rate of earnings, and we forecast the payout to be at \$4.15 in 2028, up from the current \$2.46. Aon is not a high-yield stock by any means, but its dividend growth potential is strong given the very low payout ratio, and strong earnings growth outlook.

<sup>1</sup> Estimated date

<sup>2</sup> Share count in millions

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in 72 hours.



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## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	19.2	18.6	19.8	20.4	20.1	17.9	17.7	20.3	21.6	22.4	<b>22.1</b>	<b>21.0</b>
Avg. Yld.	1.0%	1.1%	1.2%	1.2%	1.1%	1.1%	0.9%	0.9%	0.8%	0.7%	<b>0.8%</b>	<b>0.8%</b>

Aon has traded at an average price-to-earnings ratio of ~19 over the last decade, and we are using 21 for a fair value estimate as more recent years have seen higher valuations. The company is trading for a price-to-earnings ratio of 22.1 using our 2023 earnings-per-share estimate. That implies a small headwind to total returns from the valuation, as Aon is trading above our estimate of fair value. We see the yield staying about where it is for the foreseeable future.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	19%	20%	24%	25%	22%	19%	19%	18%	17%	16%	<b>17%</b>	<b>17%</b>

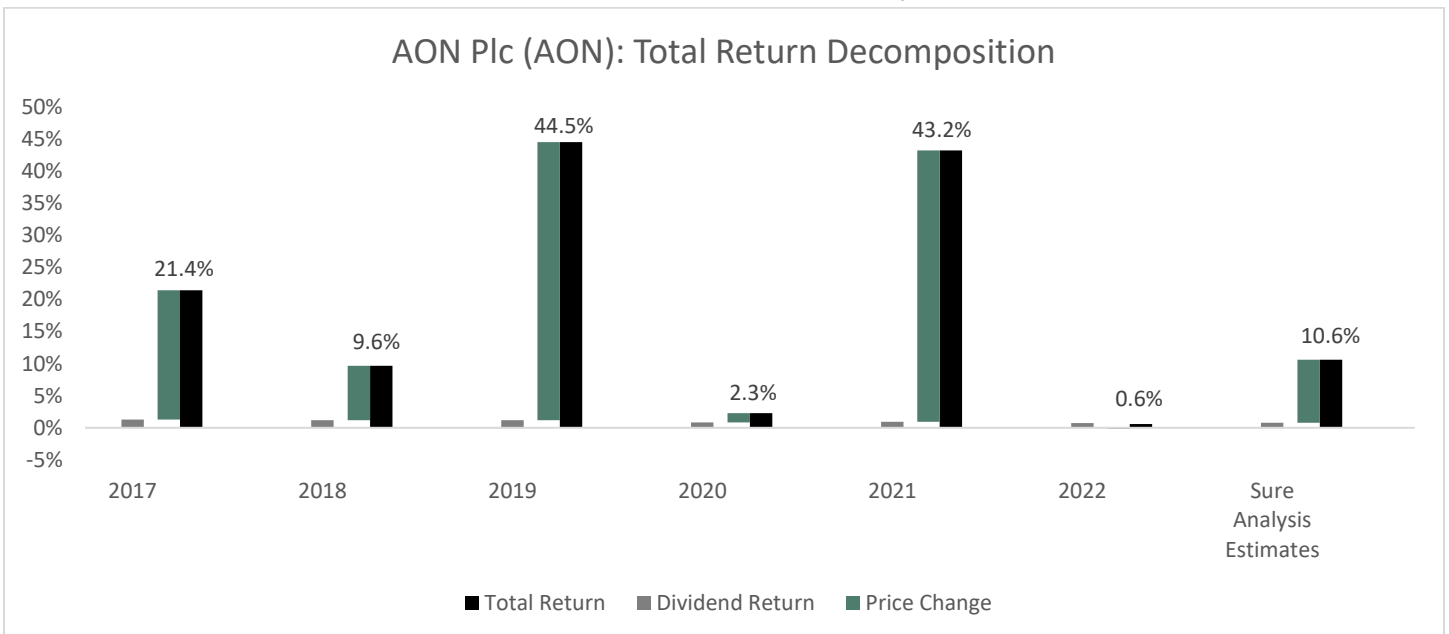
Aon's payout ratio is still very low, consistent with the company's historical practices, and we do not believe that will change. We see the dividend remaining around one-sixth of total earnings, so the payout is extremely safe. However, this means Aon is highly unlikely to have a meaningful yield anytime soon. Management has stated that it plans to protect the dividend during periods of uncertainty, and we see no reasonable scenario where Aon's dividend would be at risk.

Aon was resilient during the Great Recession, and that was certainly the case again during the COVID crisis, the product of its very diversified revenue streams. This is also a competitive advantage for the firm, along with its world-class client list and reputation.

## Final Thoughts & Recommendation

We are forecasting 10.6% total annual returns, consisting of the 0.8% yield, 11% EPS growth, and a 1% headwind from the valuation. We're reiterating the stock at a buy rating after Q2 results. Aon offers dividend growth potential, but also a long runway for earnings-per-share growth with a slight overvaluation.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	11,815	12,045	9,480	9,409	9,998	10,770	11,013	11,066	12,193	12,479
<b>SG&amp;A Exp.</b>	4,870	5,031	3,875	3,895	3,995	4,667	4,959	5,161	5,455	2,069
<b>D&amp;A Exp.</b>	41.2%	41.8%	40.9%	41.4%	40.0%	43.3%	45.0%	46.6%	44.7%	264
<b>Operating Profit</b>	3,199	3,065	1,951	1,765	2,039	2,354	2,226	1,967	3,039	3,669
<b>Operating Margin</b>	635	594	338	319	891	769	564	413	326	29.4%
<b>Net Profit</b>	1,671	1,966	1,587	1,811	1,065	1,544	2,169	2,781	2,090	2,589
<b>Net Margin</b>	14.1%	16.3%	16.7%	19.2%	10.7%	14.3%	19.7%	25.1%	17.1%	20.7%
<b>Free Cash Flow</b>	1,113	1,397	1,385	1,396	1,226	1,134	1,532	1,969	1,255	3,023
<b>Income Tax</b>	9.4%	11.6%	14.6%	14.8%	12.3%	10.5%	13.9%	17.8%	10.3%	510

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	30,251	29,772	26,883	26,615	26,088	26,422	29,405	32,114	31,928	32,704
<b>Cash &amp; Equivalents</b>	477	374	384	426	756	656	790	884	544	690
<b>Acc. Receivable</b>	2,896	2,815	2,564	2,106	2,478	2,760	3,112	3,070	3,094	3,035
<b>Goodwill &amp; Int.</b>	11,575	11,380	10,628	9,300	10,091	9,320	8,948	9,306	8,926	8,739
<b>Total Liabilities</b>	22,056	23,141	20,824	21,083	21,440	22,203	25,956	28,531	30,770	33,133
<b>Accounts Payable</b>	1,931	1,805	1,772	1,604	1,961	1,943	1,939	2,016	2,192	18,014
<b>Long-Term Debt</b>	4,389	5,582	5,700	6,205	5,966	6,244	7,339	7,729	9,392	10,770
<b>Total Equity</b>	8,145	6,571	6,002	5,475	4,583	4,151	3,375	3,495	1,061	-529
<b>LTD/E Ratio</b>	0.54	0.85	0.95	1.13	1.30	1.50	2.17	2.21	8.85	-20.36

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>	3.7%	4.7%	4.9%	5.2%	4.7%	4.3%	5.5%	6.4%	3.9%	8.0%
<b>Return on Equity</b>	14.0%	19.0%	22.0%	24.3%	24.4%	26.0%	40.7%	57.3%	55.1%	973%
<b>ROIC</b>	9.1%	11.3%	11.6%	11.9%	11.0%	10.8%	14.4%	17.8%	11.5%	24.8%
<b>Shares Out.</b>	301	280	270	262	254	245	237	230	215	213
<b>Revenue/Share</b>	37.46	40.20	33.40	34.81	38.35	43.60	45.77	47.47	53.93	58.53
<b>FCF/Share</b>	4.83	5.19	6.37	8.03	2.11	5.85	6.69	11.33	9.04	14.18

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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