



Aon Enters Into Referral Agreement with AMI in New Zealand

Evolves Approach to Personal Lines Insurance

AUCKLAND, 4. Feb. 2025 - [Aon plc](#) (NYSE: AON), a leading global professional services firm, today announced it is evolving its approach to insurance advice in New Zealand by entering into a referral agreement with AMI, which is part of IAG New Zealand.

Under this agreement, certain Aon clients that require personal lines insurance (which includes private motor vehicle, home, contents and pleasure craft) will be assisted to insure directly with AMI. This agreement does not impact Aon's provision of commercial insurance advice and services or Aon's agri and private clients.

"By partnering with AMI on personal lines, we can offer our clients the best of both worlds - exceptional commercial risk advice from Aon, and exceptional personal insurance from AMI - to ensure they have the right advice and protection for all their insurance needs," said Melissa Cantell, CEO for Aon in New Zealand.

Cantell added, "Our world is becoming more volatile and as individuals face rapid change in their risks, and with more frequency, now is the right time to evolve the way we serve our clients. After a thorough assessment of the market, we have chosen to enter an agreement with AMI for the direct provision of personal lines insurance. Aon and AMI share similar values about service excellence and putting the needs of New Zealanders first, so we are pleased to enter into this agreement to better address the changing needs of our clients."

AMI is one of New Zealand's largest direct insurers, supporting over 700,000 customers with their personal insurance needs, and helping New Zealanders and their families for almost 100 years.

Amanda Whiting, CEO IAG New Zealand said, "AMI is strongly positioned to deliver on the personal insurance needs of these customers. We are on a mission to protect more New Zealanders, and we look forward to supporting our new customers."

The arrangement will allow Aon to enhance its client delivery and support capabilities in commercial insurance while providing an evolved way for clients to address their personal insurance needs.

The new agreement is anticipated to commence in quarter two, 2025.

Note to existing Aon personal lines clients:

Until the agreement commences there is no change for clients with existing personal policies held with Aon. They will continue to be serviced by Aon as usual. Further information for clients is available on Aon's website <https://aon.co.nz/about-aon/news-and-media>



About Aon

[Aon plc](#) (NYSE: AON) exists to shape decisions for the better – to protect and enrich the lives of people around the world. Through actionable analytic insight, globally integrated Risk Capital and Human Capital expertise, and locally relevant solutions, our colleagues provide clients in over 120 countries with the clarity and confidence to make better risk and people decisions that protect and grow their businesses.

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About AMI

AMI has been looking out for New Zealanders for more than 90 years and is part of IAG New Zealand, the largest general insurer in the country. IAG New Zealand also trades under the State, NZI, NAC, Lumley and Lantern brands, and provides the general insurance products sold by ASB, BNZ, Westpac and The Co-operative Bank. IAG New Zealand employs over 4,000 people, holds relationships with one in every two New Zealand households, and insures over NZ\$1.07 trillion of commercial and domestic assets.

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