#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

**CURRENT REPORT Pursuant to Section 13 or 15(d)** 

of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): December 9, 2013

#### Willis Group Holdings Public Limited Company

(Exact name of registrant as specified in its charter)

Ireland (State or other jurisdiction of incorporation) 001-16503 (Commission File Number) 98-0352587 (IRS Employer Identification No.)

c/o Willis Group Limited, 51 Lime Street, London, EC3M 7DQ, England and Wales (Address, including Zip Code, of Principal Executive Offices)

Registrant's telephone number, including area code: (44) (20) 3124 6000

Not Applicable (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01. Regulation FD Disclosure.

On December 9, 2013, Willis Group Holdings Public Limited Company posted slides to its website that it later presented on December 10, 2013 to the Goldman Sachs U.S. Financial Services Conference 2013. The presentation is attached hereto as Exhibit 99.1 and incorporated herein by reference.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit <u>Num</u>ber

Description 99.1 Willis Group Holdings Slides Presented at the Goldman Sachs U.S. Financial Services Conference 2013 on December 10, 2013. SIGNATURES

Pursuant to the requirement of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: December 9, 2013

#### WILLIS GROUP HOLDINGS PUBLIC LIMITED COMPANY

By: /s/ Adam L. Rosman

Adam L. Rosman Group General Counsel

#### INDEX TO EXHIBITS

#### Description

Willis Group Holdings Slides Presented at the Goldman Sachs U.S. Financial Services Conference 2013 on December 10, 2013.

Exhibit <u>Num</u>ber 99.1

# Willis Group Holdings plc. Overview

December 10, 2013 | Goldman Sachs U.S. Financial Services Conference 2013



## **Global risk adviser and broker**



2012 revenue - \$3.48 billion

- With roots dating to 1828, we today are a truly global company, operating on every continent, with more than 17,500 Associates in over 400 offices
- **WW** Market-leading products and professional services in risk management and transfer
- >>>> Our experts rank among the world's leading authorities on analytics, modelling and mitigation strategies at the intersection of global commerce and extreme events
- Across geographies, industries and specialisms, Willis provides its local and multinational clients with resilience for a risky world

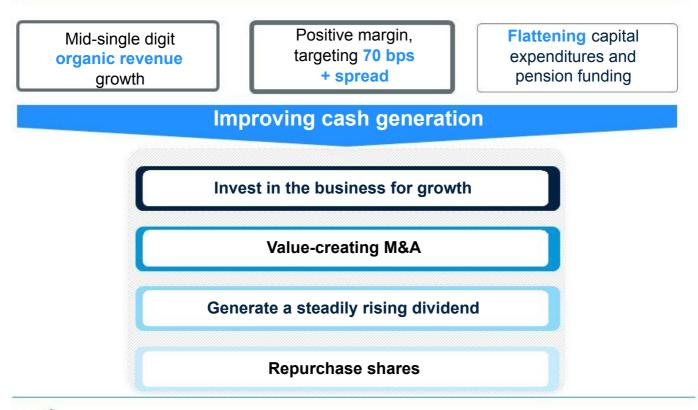
Willis

## **Strong Fundamentals**

| Attractive<br>growth<br>markets | <ul> <li>Long-term structural drivers – GDP, trade, inflation, demographics</li> <li>Growing insurance and broking penetration in developing markets</li> <li>Expanding set of risks: climate, cyber, health</li> </ul> |
|---------------------------------|---|
| Highly                          | >>>> Geographically diversified   |
| diversified                     | >>>>> Clients across all segments and industries  |
|                                 | >>>> 85% P&C, 15% EB (and EB expected to grow as proportion)  |
| Strong<br>Cash<br>generation    | >>>> \$3.5bn in revenues in 2012  |
|                                 | >>>>> Strong Operating and EBITDA margins   |
|                                 | \$525m of cash generated from operations in 2012  |
|                                 | >>>> Solid organic growth across all business divisions through Q3 2013   |
|                                 | (+5.3%)   |
|                                 |   |

Willis

## Strong year-to-date growth supports objective of mid-teens total shareholder return over mediumterm



Willis

## **Growth Opportunities**

- Rebalance toward faster growth geographies, industries and sectors where Willis is already operating
- >>>> Increase connectivity between businesses to encourage cross-selling the totality of Willis to our clients and prospects (within developed and developing markets)
- >>>>> Put new and existing insurance capital to use for clients
  - Global360
- >>>> Grow with global healthcare and demographic changes
  - The Willis Advantage Exchange in North America
  - Growing Employee Benefits demand across the world
- **MAD ADD TO A STATE OF A STATE OF** 
  - Potentially attractive option with Gras Savoye, market leader in France & Africa with potential to expand margins
  - Other options to grow (geographies, leadership positions, specialisms)
  - Disciplined NPV process

Willis

## Disclaimer

### Important disclosures regarding forward-looking statements

This presentation contains certain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934, which are intended to be covered by the safe harbors created by those laws. These forward-looking statements include information about possible or assumed future results of our operations.

All statements, other than statements of historical facts, included in this document that address activities, events or developments that we expect or anticipate may occur in the future, including such things as our outlook, potential cost savings and accelerated adjusted operating margin and adjusted earnings per share growth, future capital expenditures, growth in commissions and fees business strategies, competitive strengths, goals, the benefits of new initiatives, growth of our business and operations, plans, and references to future successes are forward-looking statements. Also, when we use the words such as 'aim' 'anticipate', 'believe', 'estimate', 'expect', 'intend', 'plan', 'probably', or similar expressions, we are making forward-looking statements.

There are important uncertainties, events and factors that could cause our actual results or performance to differ materially from those in the forward-looking statements contained in this document, including the following: the

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impact of any regional, national or global political, economic, business, competitive, market, environmental or regulatory conditions on our global business operations: the impact of current financial market conditions on our results of operations and financial condition, including as a result of those associated with the current Eurozone crisis, any insolvencies of or other difficulties experienced by our clients, insurance companies or financial institutions; our ability to implement and realize anticipated benefits of any expense reduction initiative, charge or any revenue generating initiatives; volatility or declines in insurance markets and premiums on which our commissions are based. but which we do not control; our ability to continue to manage our significant indebtedness; our ability to compete effectively in our industry, including the impact of our refusal to accept contingent commissions from carriers in the non-Human Capital areas of our retail brokerage business; material changes in commercial property and casualty markets generally or the availability of insurance products or changes in premiums resulting from a catastrophic event, such as a hurricane; our ability to retain key employees and clients and attract new business; the timing or ability to carry out share repurchases and redemptions; the timing or ability to carry out refinancing or take other steps to manage our capital and the limitations in our long term debt

agreements that may restrict our ability to take these actions; fluctuations in our earnings as a result of potential changes to our valuation allowance(s) on our deferred tax assets;

Goldman Sachs U.S. Financial Services Conference 2013

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#### Important disclosures regarding forward-looking statements continued

any fluctuations in exchange and interest rates that could affect expenses and revenue; the potential costs and difficulties in complying with a wide variety of foreign laws and regulations and any related changes, given the global scope of our operations; rating agency actions that could inhibit our ability to borrow funds or the pricing thereof; a significant decline in the value of investments that fund our pension plans or changes in our pension plan liabilities or funding obligations; our ability to achieve the expected strategic benefits of transactions, including any growth from associates; further impairment of the goodwill of one of our reporting units, in which case we may be required to record additional significant charges to earnings; our ability to receive dividends or other distributions in needed amounts from our subsidiaries; changes in the tax or accounting treatment of our operations and fluctuations in our tax rate; any potential impact from the US healthcare reform legislation; our involvements in and the results of any regulatory investigations, legal proceedings and other contingencies; underwriting, advisory or reputational risks associated with

non-core operations as well as the potential significant impact our non-core operations (including the Willis Capital Markets & Advisory operations) can have on our financial results; our exposure to potential liabilities arising from errors and omissions and other potential claims against us; and the interruption or loss of our information processing systems or failure to maintain secure information systems.

The foregoing list of factors is not exhaustive and new factors may emerge from time to time that could also affect actual performance and results. For additional information see also Part I, Item 1A "Risk Factors" included in Willis' Form 10-K for the year ended December 31, 2012, and our subsequent filings with the Securities and Exchange Commission. Copies are available online at http://www.sec.gov or on request from the Company. Although we believe that the assumptions underlying our forward-looking statements are reasonable, any of these assumptions, and therefore also the forwardlooking statements based on these assumptions, could themselves prove to be inaccurate. In light of the significant uncertainties inherent in the forwardlooking statements included in this presentation, our inclusion of this information is not a representation or guarantee by us that our objectives and plans will be achieved. Our forward-looking statements speak only as of the date made and we will not update these forward-looking statements unless the securities laws require us to do so. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this presentation may not occur, and we caution you against unduly relying on these forward-looking statements.

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## Important disclosures regarding Non-GAAP measures

This presentation contains a reference to a "non-GAAP financial measure" as defined in Regulation G of SEC rules. We present this measure because we believe it is of interest to the investment community and it provides an additional meaningful method of evaluating certain aspects of the Company's operating performance from period to period on a basis that may not be otherwise apparent on a generally accepted accounting principles (GAAP) basis. This financial measure should be viewed in addition to, not in lieu of, the Company's condensed consolidated income statements and balance sheet as of the relevant dates. Consistent with Regulation G, a description of such information is provided below and a reconciliation of certain of such items to GAAP information can be found in our periodic filings with the SEC. Our method of calculating this non-GAAP financial measure may differ from other companies and therefore comparability may be limited.

**Organic commissions & fees growth** excludes: (i) the impact of foreign currency translation; (ii) the first twelve months of net commission and fee revenues generated from acquisitions; and (iii) the net commission and fee revenues related to operations disposed of in each period presented, as set out on pages 7 and 8.

A reconciliation to GAAP measure is provided for organic commissions & fees growth.

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## Important disclosures regarding Non-GAAP measures (cont)

2013 Commissions and Fees Growth by Segment

|                          |                                  | Q1     | Q2     | Q3     | YTD    |
|--------------------------|----------------------------------|--------|--------|--------|--------|
| Willis Global            | Reported Growth                  | 3.5%   | 8.2%   | 6.4%   | 5.7%   |
|                          | Acquisitions & Disposals / other | (0.2)% | 0.2%   | 0.8%   | 0.2%   |
|                          | Foreign Currency Movements       | (0.4)% | (2.3)% | (0.8)% | (1.2)% |
|                          | Organic Growth                   | 4.1%   | 10.3%  | 6.4%   | 6.7%   |
| Willis<br>International  | Reported Growth                  | 3.8%   | 2.5%   | 7.0%   | 4.3%   |
|                          | Acquisitions & Disposals / other | 0.1%   | 0.1%   | -%     | 0.2%   |
|                          | Foreign Currency Movements       | (0.1)% | (0.2)% | (0.8)% | (0.4)% |
|                          | Organic Growth                   | 3.8%   | 2.6%   | 7.8%   | 4.5%   |
| Willis North<br>America  | Reported Growth                  | 4.9%   | 6.1%   | 4.1%   | 5.0%   |
|                          | Acquisitions & Disposals / other | 0.4%   | 0.6%   | 0.6%   | 0.6%   |
|                          | Foreign Currency Movements       | 0.2%   | -%     | (0.4)% | (0.1)% |
|                          | Organic Growth                   | 4.3%   | 5.5%   | 3.9%   | 4.5%   |
| Willis Group<br>Holdings | Reported Growth                  | 4.1%   | 5.7%   | 5.6%   | 5.1%   |
|                          | Acquisitions & Disposals / other | 0.1%   | 0.4%   | 0.5%   | 0.3%   |
|                          | Foreign Currency Movements       | (0.1)% | (1.0)% | (0.6)% | (0.5)% |
|                          | Organic Growth                   | 4.1%   | 6.3%   | 5.7%   | 5.3%   |

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