

Larry J. Lineker

Executive Vice President



Lawrence (Larry) J. Lineker is the Executive Vice President for HUB International and has served on the Executive Management Team since 2004. As Executive Vice President of HUB, Larry has oversight for all M/A, Sales, Marketing, Risk and Specialty Strategies for HUB International.

Larry joined HUB in 1999 and has over 30 years of insurance industry experience. Previously, Larry served as President and Chief Executive Officer of the HUB International Canada region. He led this operation in driving multiple years of strong organic growth and operational results resulting in this region being the # 1 performer for HUB International during his tenure.

Larry also previously served as the first Chief Sales Officer for HUB from 2004 to 2012. He was responsible for coordinating HUB International's sales efforts in driving HUB's organic growth strategies through a team of regional sales leaders, sales and account executives across the United States, Canada and Latin America.

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Clark Wormer

Managing Director, Mergers & Acquisitions



Clark Wormer is the Managing Director of Mergers & Acquisitions for HUB International Limited where he is responsible for corporate development for all of HUB in the US and Canada. This includes oversight of the team responsible for identifying potential targets, developing and negotiating deal structures, analytics and modeling, due diligence and execution of transactions.

Since 2005, he has led more than 550 transactions for HUB International totaling \$2 billion in acquisition revenue. Since 2012, Clark has established an acquisition pipeline that has enabled HUB to lead the insurance industry in total deal volume in that time period.

Clark has played an instrumental role in expanding HUB's geographical footprint and services through transactions that have established new regional hubs; enhanced HUB's employee benefits offerings to lead the segment in Canada; and strengthened HUB's Retirement and Private Wealth services in the U.S. to develop a more comprehensive solution for clients.

Additionally, Clark was essential in taking HUB private in June 2007 in the \$1.9 billion transaction with Apax Partners and Morgan Stanley and then was instrumental in the \$4.4 billion recapitalization with Hellman & Friedman in October 2013.

Prior to joining HUB Clark worked for Equity LifeStyle Properties, Inc., a Sam Zell Corporation, where he maintained oversight of the financials of the company while reporting directly to the Chief Operating Officer, whom is now the Chief Executive Officer of the firm.

Clark is involved with numerous charitable organizations in the Chicagoland area including the founding member of the Insurance Industry Charitable Foundation (IICF), which has raised in excess of \$2,000,000 for various Chicago-based charities including Bears Cares and Lazarus House. Clark was also a founding member of the Advisory Board of Community Support Services, a non-profit organization dedicated to improving the lives of children and adults with developmental disabilities and their families.

Clark has a BS in Finance from Miami University and an MBA from the Kellogg School of Management at Northwestern University.

Clark currently resides in Elmhurst, IL with his wife Lisa and their two children.

Ryan McManus

Vice President, Mergers & Acquisitions



Ryan McManus is the Vice President of Mergers & Acquisitions for HUB International Limited where he is responsible for driving and supporting the M&A process for all of HUB International. This includes identifying potential targets, developing and negotiating deal structures, analytics and modeling, due diligence and execution of transactions. Ryan also works closely with the corporate and regional finance teams to better understand transactions terms and stream line the integration process.

Ryan joined HUB in 2007 as an Internal Audit Manager working under the CFO, supporting corporate finance and the M&A team. He joined the M&A group in October 2010. In that time HUB has acquired over \$800 million of revenue.

Prior to joining HUB, Ryan worked for Motorola where he led many international projects as part of the Enterprise Risk Management team, utilizing the six sigma methodology. He also worked on several of the companies buy-side transactions, including the largest of which was the acquisition of Symbol Technologies in 2006 for \$3.9 billion. Ryan is six sigma green belt certified.

Ryan has been involved with numerous charity organization including a board seats with Thresholds the largest provider of mental healthcare in the state of Illinois. Ryan has a BS in Finance from Louisiana State University

Ryan currently resides in Chicago, IL with his wife Jen and their two children.

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Daniel Morrison

Director, Mergers & Acquisitions



Daniel Morrison is the Director of Mergers & Acquisitions for HUB International Limited where he is responsible for driving the M&A process for all of HUB International and being a relationship manager in the process. This includes identifying and meeting potential targets, determining the strategic fit of potential partners, developing, negotiating and underwriting deal structures, analytics and modeling, due diligence and execution of transactions. Daniel also works closely with the corporate and regional finance teams to better facilitate transactions and stream line the integration process.

Daniel joined HUB in 2010 as an Internal Audit Senior - working under the CFO, working closely with the corporate finance team and the M&A team on due diligence projects and earnout reviews, as well as performing regional audits and supporting the external auditors.

In 2011, Daniel transitioned to the Corporate Finance Team as the Corporate Accounting Manager for the better part of three years. During this time, Daniel focused on special projects, overseeing the monthly financial closing process and played an integral role in the \$4.4 billion recapitalization with Hellman and Friedman in October 2013 and several other debt and equity transactions.

He joined the M&A group in July 2014. In that time, HUB has closed over 250 deals and acquired over \$800 million of revenue.

Prior to joining HUB, Daniel worked for KPMG where he led many projects, including the annual audit of a large public SEC client for four years. Daniel has a BS and Masters in Accountancy from the University of Illinois Urbana-Champaign.

Daniel currently resides in Elmhurst, IL with his wife Ashely, his son, Jack and his daughter, Mila.

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Linda DelPonte, CPCU

Vice President, Mergers & Acquisitions



Linda provides leadership in our Mergers & Acquisitions team, both in diligence and integration of our new firms. As an insurance professional, Linda gained knowledge and experience through hands-on field positions, beginning as a file clerk for Transamerica, up through her leadership as COO of a large New England brokerage firm. As her career progressed, her unique background led to consulting opportunities with other firms, including Quality Reviews for PAR, Ltd, and Assurex partners. After joining Hub in 2007, Linda has demonstrated her ability to assist our sellers through what is often an arduous journey from choosing Hub to becoming an integral part of the firm.

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Daniel Romero

Associate Director, Mergers & Acquisitions



Daniel Romero is Associate Director of Mergers & Acquisitions for HUB International Limited, where he is responsible for supporting the M&A process for all of HUB International, through to closing and integration. This includes Pro Forma and analytics modeling, deal structuring, due diligence and the execution of transactions.

Daniel joined HUB in 2011, where he has held several corporate finance roles for offices in Canada, the US and Brazil. He later joined the corporate Internal Audit team, where he focused on M&A deferred consideration (earnouts) and working capital calculations, as well as participating in due diligence for several acquisitions internationally.

Prior to joining HUB, Daniel completed a rotational program as an Analyst with Deutsche Bank's Global Markets, where he spent time based in South East Asia reviewing acquisition targets in the mining industry.

Daniel received his bachelors in Finance from Rutgers University, resides in Chicago with his wife Courtney, and is fluent in English, Spanish, French and Portuguese.

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Rachel Small

M&A Project Manager



Rachel Small is the Mergers & Acquisitions Project Manager for HUB International Limited where she is responsible for facilitating the transition of each acquisition; from the beginning of the due diligence phase to post-close integration. Her primary responsibility is to ensure a smooth transition for new acquisitions and serve as a central “liaison” for the various parties involved in every transaction.

Rachel joined HUB in 2013 as an Executive Assistant to Rick Gulliver (Founder) and the M&A team. In this role Rachel developed an expansive view of the various components that go into an acquisition. With this unique purview she was able to successfully implement various process improvement measures; further supporting HUB’s growth through mergers & acquisitions. In 2015, Rachel transitioned into her current role as M&A Project Manager.

Since joining the M&A team in 2013, in that time, HUB has closed over 269 deals and acquired over \$980 million of revenue.

Rachel currently resides in Chicago, IL with her husband and Boxer dog.

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