

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 1998 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 all of HUB in 2004. He was responsible for coordinating HUB International's sales efforts in driving HUB's organic growth strategies through a team of 30 regional sales leaders and more than 2,000 sales and account executives across the United States, Canada and Latin America from the corporate office in Chicago.

312-279-4816

larry.lineker@hubinternational.com



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 HUB's entire geographic footprint. 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 400 transactions for HUB International totaling more than \$1 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 over such time period.

Clark has also played an integral role 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 and 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.

Clark is involved with numerous charitable organizations in the Chicagoland area including the founding Chairperson of the Associate Board of the Insurance Industry Charitable Foundation (IICF). Since inception in 2011, the Midwest Division of the IICF 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.

Direct: (312) 279-4848
Clark.Wormer@hubinternational.com

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.

Direct: [312-279-4983](tel:312-279-4983)
ryan.mcmanus@hubinternational.com



Daniel Morrison

Senior Manager, Mergers & Acquisitions



Daniel Morrison is the Senior Manager 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, drove monthly 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 175 deals and acquired over \$600 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.

Direct: (312) 279-4744
daniel.morrison@hubinternational.com

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.

Direct: (207) 671-7686
Linda.delponte@hubinternational.com

Daniel Romero

Senior Manager, Mergers & Acquisitions



Daniel Romero is Senior Manager of Mergers & Acquisitions for HUB International Limited, where he is responsible for supporting and driving the M&A process for all of HUB International, through to closing and integration. This includes Pro Forma 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, including Hub's corporate Internal Audit team, where he focused on M&A deferred consideration (earnouts) and working capital calculations, as well as participating and leading due diligence for several acquisitions internationally.

Since joining the M&A team, HUB has closed over 150 transactions for over US\$600M in acquired run rate revenue.

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.

Direct: (312) 279-4639
Cell: (312) 859-1352
daniel.romero@hubinternational.com

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.

Direct: (312) 596-7525

Email: Rachel.small@hubinternational.com

