



Alternative Investment Sales and Marketing

Spearhead, LLC provides specialist sales and marketing services to alternative investments managers across a wide spectrum of asset classes. We provide our clients with broad flexibility to pursue distinct investor-specific strategies that can be integrated directly into existing operational infrastructures.



Integrity and transparency are the guiding principles by which we seek to build long-term relationships with our clients, which in turn enable them to nurture long-term, productive investor relationships.

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Our People

Matthew L. Root

Matthew L. Root is the Founder and Managing Member of Spearhead, LLC.

Immediately prior to founding Spearhead, LLC, Mr. Root was a Vice President at Fortress Investment Group, focused on raising capital and managing investor relations. As part of a two-person team responsible for raising capital, Mr. Root increased the capitalization of the funds by over \$2 billion in less than two years.

For the six years prior to joining Fortress, Mr. Root was a Principal of The Chesapeake Group, a New York City-based investment banking boutique. Prior to that, he served as Chief Financial Officer for two companies, the publicly traded Mentortech, Inc. and privately held Intracel, Inc., and was responsible for developing and running a national state and local lobbying program for Ogden Projects, Inc., a major energy and environmental project and services company.



Over 20 years, Mr. Root has completed transactions on four continents, including mergers, acquisitions, joint ventures and a multitude of different corporate debt and equity financings.

Mr. Root was both the Treasurer of The Collegiate School's Alumni Council in New York City and the Chairman of Duke University's first young alumni event in New York City. He was also the Founding Chairman of Young New Yorkers for The Philharmonic, the first organization founded with the goal of establishing an appreciation of The New York Philharmonic among a younger demographic of benefactors and audiences; the organization is now well into its second decade.

Currently, Mr. Root serves on the Board of the Roxbury (CT) Land Trust.

Mr. Root has an M.B.A. in finance from Columbia University's School of Business and a AB from Duke University.

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Our People

Timothy D. Boggs

Tim Boggs joined Spearhead, LLC as a Vice President in 2009.

Mr. Boggs was previously a member of the Business Development team at Sandell Asset Management, focused on sourcing portfolio managers for the firm's proprietary trading platform.

For the four years prior to joining Sandell, Mr. Boggs was an Assistant Vice President on the Research team at Tremont Capital Management, where he conducted due diligence and sourced hedge fund investments in the Long/Short Equity, Equity Market Neutral and Emerging Markets space.

Mr. Boggs spent the first four years of his career in Deutsche Bank's Global Equities Division, working in client relationship management and business development roles in both New York and Hong Kong.

Mr. Boggs has an M.B.A. in finance from Columbia University's School of Business and a BA from Colby College. He holds Series 7 and 63 licenses.



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Our People

Laurie Hughes

Laurie Hughes is responsible for the administrative aspects of Spearhead, LLC. Prior to joining Spearhead, Ms. Hughes was the executive assistant to the director of sales and marketing at First Financial Associates of Glastonbury, CT.

Ms. Hughes received a BS from Springfield College.

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Advisory Board

Peter L. Briger, Jr

Peter L. Briger, Jr. joined the Fortress Investment Group in March 2002 as Co-Chief Executive Officer. Prior to joining Fortress Investment Group, Mr. Briger spent 15 years at Goldman, Sachs & Co., where he became partner in 1996. Over the course of his career at Goldman Sachs, he also held the positions of co-head of the Whole Loan Sales and Trading business, co-head of the Fixed Income Principal Investments Group, co-head of the Asian Distressed Debt business, co-head of the Goldman Sachs Special Opportunities (Asia) Fund LLC and co-head of the Asian Real Estate Private Equity business. In addition, he was a member of the Goldman Sachs Global Control and Compliance Committee, Asian Management Committee, and Japan Executive Committee.

He is also a member of the Young Presidents' Organization Metro New York Chapter and The Council on Foreign Relations, and serves on the Board for the Hospital for Special Surgery. He served as an advisor to the International Finance Corporation on matters related to distressed debt, and served as a member of the CompuCredit Corp. Board of Directors.

Mr. Briger received an M.B.A. from Wharton and B.A. from Princeton University.

Joel L. Fleishman

In 1971, Mr. Fleishman joined the faculty of Duke University where he combined his background in public policy and law as founding Director of the Institute of Policy Sciences and Public Affairs, a position he held until 1983. He has been a Professor of Law and Public Policy Studies since 1974. Mr. Fleishman became Chairman of the Capital Campaign for the Arts & Sciences and Engineering in 1982, which succeeded in raising more than \$200 million in endowment. He was appointed Vice President of the University in 1985, Senior Vice President of the University in 1988, and First Senior Vice President of the University in 1991. In September of 1993, Mr. Fleishman relinquished his administrative duties at Duke University to become President of The Atlantic Philanthropic Service Company, Inc. in New York City, which he held until January, 2001, at which time he was

appointed Senior Advisor at APS Company. Throughout his years with APS, Mr. Fleishman continued as both a part-time Professor of Law and Public Policy Studies and Director of the Sam and Ronnie Heyman Center for Ethics, Public Policy and the Professions within the Terry Sanford Institute of Public Policy at Duke University. He returned to full-time status in both of those positions on July 1, 2003.

Mr. Fleishman's scholarly work reflects his long-standing interest in ethics, public policy, and not-for-profit organizations. He was co-author of "Ethical Dilemmas and the Education of Policymakers" in 1980 and co-editor of "Public Duties: The Moral Obligations of Government Officials" in 1981. He has also written articles concerning urban studies, the Postal Service, and the financing of federal elections. His most recent articles focus on public trust in not-for-profit organizations. He currently serves as Chairman of both the Board of Directors of the Urban Institute and of the Board of Trustees of the John and Mary R. Markle Foundation. He is a trustee of the Jewish Theological Seminary of America, the Artscroll Mesorah Heritage Foundation, the American Hebrew Academy, and the Partnership for Public Service. He is also Chairman of the Visiting Committee of the Kennedy School of Government at Harvard University, the External Advisory Board of The Hauser Center for Nonprofit Organizations at Harvard, and the Governing Council of the Rockefeller Archive Center. He was elected in 2003 to the American Academy of Arts & Sciences.

In addition to his academic activities, Mr. Fleishman is a member of the Board of Directors of Boston Scientific Corporation, the Polo Ralph Lauren Corporation, and the James River Insurance Group. For eight years he wrote a monthly wine column for Vanity Fair magazine.

Hugh R. Frater

Hugh R. Frater serves as a Senior Advisor to Good Energies, one of the largest private investors in renewable energy and enabling technologies. He has also served as Chief Operating Officer. Prior to joining Good Energies he was an Executive Vice President of PNC Bank, NA, responsible for Real Estate with responsibility for project and securitized lending, tax credit equity and loan servicing where he served as CEO of Midland Loan Services, PNC's wholly owned servicing subsidiary. Prior to joining PNC in 2004, Mr. Frater was a Managing Director and Founding Partner of BlackRock, Inc., one of the largest publicly traded investment managers (NYSE: BLK). Mr. Frater served on the BlackRock Management Committee and also as both Co-Head of institutional client service and business development and the Real Estate Group. During his tenure, Mr.

Frater founded BlackRock's insurance company asset management and high yield real estate debt businesses. In connection with the real estate business, Mr. Frater formed and served as CEO of Anthracite Capital, Inc. (NYSE: AHR), a publicly traded specialty finance company. He also formed and led a series of private institutional commingled funds dedicated to mezzanine lending.

Prior to founding BlackRock, Mr. Frater was a Vice President at Lehman Brothers, Inc., specializing in financial institutions, and Director of Programming for the Learning Channel, an educational cable television network.

Mr. Frater received an M.B.A. in finance from Columbia University's School of Business and a A.B from Dartmouth College. He serves on the boards of Board Assist, LLC, the Citizen's Scholarship Fund, Essdar Capital and the Shepaug River Association.

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Our Managers

We are focused on perpetuating that virtuous cycle which is the ultimate goal of our entire business: outstanding managers producing exceptional risk adjusted returns, leading to great investors. Fortunately, we have had wonderful opportunities to be highly selective in the managers with whom we work. We tend to have 100+ inquiries per year about our services, but have decided to work only with the handful of managers we believe will provide the best opportunities for our investors. We are extremely focused on pedigree, history, expertise, edge and risk management; each of our managers must display all of those elements.



For information about current managers, please email info@spearheadllc.com or call +1 (860) 868-9922.

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