BESPOKE | CONNECTIONS

Connecting Wealth With Opportunity

2026

COMPANY PROFILE

About Us

Bespoke Connections is a fast-growing global placement firm specializing in raising capital for global alternative funds & select direct investment opportunities from our long-standing relationship with Family Offices, UHNWs, and Institutional Investors across 20+ countries. Our long-standing global experience has enabled us to build deep relationships with a diverse group of investors. Our clients are leading and emerging asset managers, for whom we design and implement marketing solutions, with the central aim of reaching capital raising targets or facilitating business development by introducing high-quality, long-term investors.

Established in 2012 by experienced entrepreneurs with over fifty years of collective wealth management expertise, our roots in family offices, private banking, and corporate events strengthen our ability to deliver unparalleled service and expertise.

2012	15	20+	1,500+	500+
FOUNDED	PROFESSIONALS	COUNTRIES	INVESTOR RELATIONSHIPS	ROADSHOW MEETINGS HELD

Our Services

DIRECT ACCESS TO

1,500+

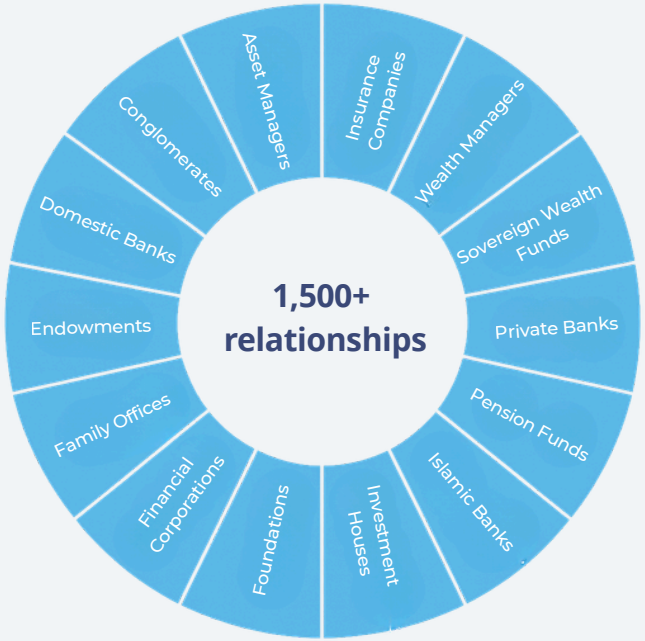
SOPHISTICATED INVESTORS ACROSS

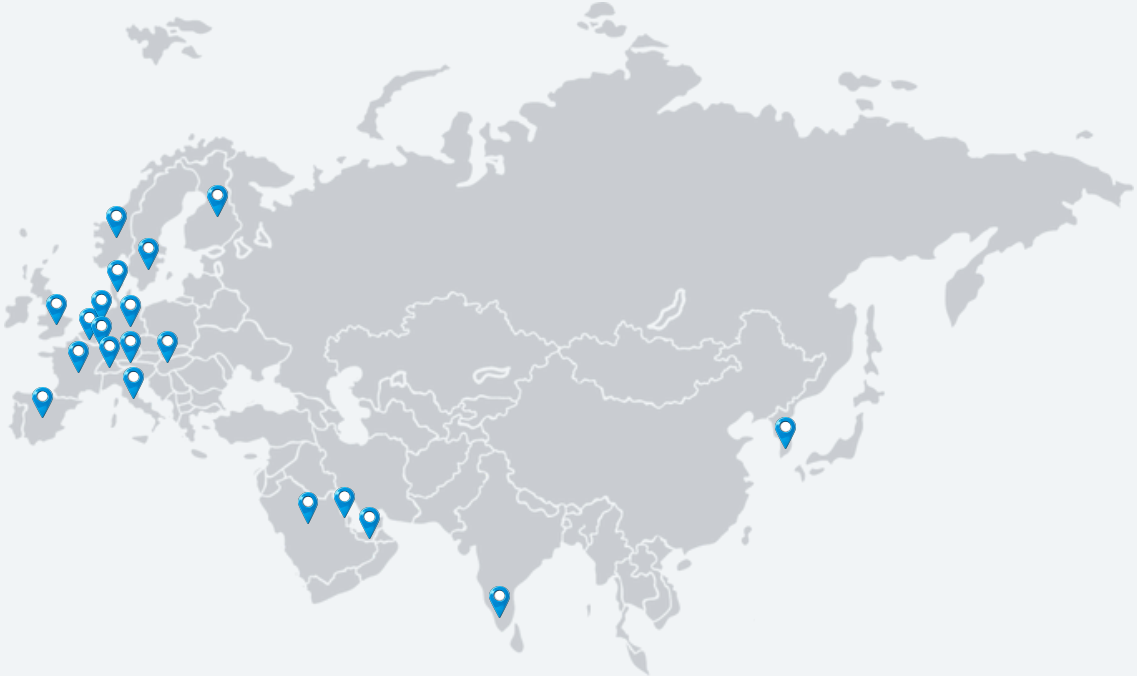
20+

COUNTRIES

- Strategic Expansion Of Investor Network
- Thorough Pre-qualification Process
- Pre-introduction Of Investor Insights And Bio
- Matching Fundraise Timing With Investor Demands
- Key Investor Requirements And Intelligence
- Post Meeting Feedback And Analysis

Global Investor Network





Asset Classes

PRIVATE CREDIT

INVESTMENT STRATEGIES:

- Distressed Debt
- Turnaround Financing
- Special Situations
- Event-Driven
- Asset-Backed
- Project Financing

STAGES OF INVESTMENT:

- Senior Debt
- Subordinated Debt
- Mezzanine Debt
- Unitranche Debt
- Secured Debt
- Unsecured Debt
- Convertible Debt
- Direct Lending

PRIVATE EQUITY

INVESTMENT STRATEGIES:

- Growth Capital
- Value-Add
- Distressed
- Sector Focus
- Platform Investments
- Buy-and-Build

STAGES OF INVESTMENT:

- Early Stage
- Growth Stage
- Expansion Stage
- Late Stage
- LBO/MBO/MBI
- Turnaround/ Restructuring

REAL ESTATE

INVESTMENT STRATEGIES:

- Core
- Core-Plus
- Value-Add
- Opportunistic
- Distressed Real Estate
- Development Projects
- Real Estate Debt

STAGES OF INVESTMENT:

- Pre-Development
- Development
- Stabilisation
- Income-Generating
- Repositioning
- Exit/Disposition

INFRASTRUCTURE

INVESTMENT STRATEGIES:

- Core
- Core-Plus
- Value-Add
- Opportunistic
- Greenfield Projects
- Brownfield Projects
- Public-Private Partnerships (PPPs)

STAGES OF INVESTMENT:

- Early Development
- Construction
- Ramp-Up
- Stabilisation
- Exit/Refinancing

VENTURE CAPITAL

INVESTMENT STRATEGIES:

- Sector-Agnostic
- Industry-Specific
- Deep Tech
- Impact Investing
- Social Entrepreneurship

STAGES OF INVESTMENT:

- Seed Stage
- Early Stage
- Growth Stage
- Expansion Stage
- Late Stage

Planning & Implementation

A tailored approach to optimise the fund manager's objectives.

PHASE 01

STRATEGIC OBJECTIVES & PREPARATION

- Determine Objectives
- Investor Criteria
- Prepare Marketing Materials

PHASE 02

INVESTOR SCREENING & ENGAGEMENT

- Shortlist Investors
- Targeted Investor Outreach
- Pre-Roadshow Calls

PHASE 03

INVESTOR INTERACTION

- Travel Coordination
- Logistical Support
- Virtual/Physical Roadshow

PHASE 04

MONITORING & FOLLOW UP

- Follow-up Calls
- Due Diligence Assistance
- Bi-weekly Client Review

OUR CAPITAL RAISING TEAM

ANKUSH MEHTA

Founder & CEO

Investor Geographies:
UK/Europe/India
Types Of LPs/Investors:
Family Offices and Institutional Investors

Ankush, founder of Bespoke Connections since 2012, recognized the market potential in linking private market investments with sophisticated investors. Based in London, he oversees global operations, expanding market coverage across the UK, Europe, the Middle East, and Asia. Ankush collaborates closely with institutional investors, family offices, high net worth individuals, asset managers, and private bankers.

In addition to Bespoke, Ankush co-founded the deal flow platform BConnect Club and the German property investment company PropTech Asset Management. Originally from Northern India, he moved to the UK in 1999 to pursue his MBA.

Before founding Bespoke, Ankush led the Investments & Legal division at a prominent international business development consultancy. He holds a bachelor's degree in commerce and earned his MBA from Oxford Brookes University in the UK.

Track Record:

Ankush has raised over $200M in recent years for opportunities within Private Equity, Venture Capital, Private Credit & Real Estate from Investors across UK, Europe & India.

GUILLAUME (WILLIAM) MATHAIS

Fundraising Partner

Investor Coverage:

UK, Switzerland, France, Benelux, Monaco

Types of LPs/ Investors :

Family Offices and Institutional Investors

Guillaume Mathais is Bespoke Connections' Strategic Partner for France, Benelux, Switzerland, and Monaco, specialising in European capital formation across both liquid and private market strategies. With over 25 years of experience in fund distribution and investor relations, he has built an extensive European investor network with access to more than 3,500 investors, including family offices, private banks, wealth managers, and institutional allocators.

Previously, Guillaume held senior roles at Deutsche Bank, where he helped grow Alternatives AUM from $1.1bn to $7.7bn and supported the launch of its UCITS hedge fund platform. He has also held positions at Lyxor Asset Management, Rothschild & Cie Gestion, Zurich Capital Markets, and Crédit Agricole Indosuez.

SERENA MENAGUALE

Fundraising Partner

Investor Coverage:

UK, Switzerland, GCC

Types of LPs/ Investors :

Family Offices and Institutional Investors

Serena is Bespoke Connections' Strategic Partner for Southern Europe and the GCC, specialising in institutional fundraising, investor relations, and business development across alternative investments. She has nearly 20 years of experience working with institutional investors and investment managers across both liquid and private markets, with particular expertise in real assets, natural resources, and energy transition strategies.

Previously, Serena held senior Investor Relations and Business Development roles at Citi, Perella Weinberg Partners, and Resource Capital Funds, where she was responsible for institutional fundraising, managing LP relationships, and developing strategic investor coverage across Europe and the GCC. Her extensive experience and strong institutional network make her a valuable partner to investment managers seeking to raise capital from sophisticated investors.

JAMES LEWIS

Fundraising Partner

Investor Coverage:

UK, Switzerland, Nordics

Types of LPs/ Investors :

Family Offices and Institutional Investors

James is Bespoke Connections' Strategic Partner focused on the UK, Switzerland, Nordics, and GCC regions, specialising in alternative investments and investor relations. Following Sandhurst Military Academy and a commission in the British Army, he spent 8 years at UBS Investment Bank across London, Tokyo, and San Francisco.

In 2005, James joined Albourne Partners as Partner and Head of Business Development across EMEA, where over 19 years he built a significant alternatives investor network representing 20% of Albourne's global client base of 300+ investors. During this time, he secured advisory mandates with institutions, family offices, private banks, and sovereign wealth funds.

LIONEL SEQUEIRA

Fundraising Partner

Investor Coverage:

Middle East

Types of LPs/ Investors :

SWFs, Family Offices and Institutional Investors

Lionel brings over 16 years of specialized expertise in investment and finance, with a strong record of achievements across diverse sectors. He excels in expanding business platforms and executing high-impact advisory and capital-raising initiatives.

Collaborations with esteemed regional banking institutions like First Abu Dhabi Bank, Emirates NBD, and the National Bank of Ras Al Khaimah demonstrate his proficiency in market analysis, investor engagement, corporate finance, and strategy development. Lionel's keen insights into the GCC market landscape make him a valuable resource for clients.

SNORRE KOFOED-HANSEN

Fundraising Partner

Investor Coverage:

Nordics

Types of LPs/ Investors:

Family Offices and Institutional Investors

Snorre, founder of Nordiq Partners, brings over a decade of institutional alternative investment experience across Private Equity, Infrastructure, Private Credit, and Impact Investing. Based in Denmark, he has held senior roles at leading Nordic pension funds, including managing DKK 12 billion in unlisted investments at Velliv and structuring an $800 million co-investment programme at PenSam in partnership with TIAA.

With deep LPAC involvement, strong governance expertise, and extensive relationships across Nordic institutional markets, Snorre is well positioned to connect top-tier fund managers with sophisticated Nordic investors.

LARS JELGREN

Fundraising Partner

Investor Coverage:

Nordics, Europe, Oceania

Types of LPs/ Investors:

Family Offices and Institutional Investors

Lars is Bespoke Connections' Strategic Partner for the Nordics, specialising in institutional client coverage and business development across alternative and traditional investment strategies. He has extensive experience working with global asset managers and specialist boutiques across private debt, CLO equity, timberland, commodities, emerging markets, hedge funds, ESG/Article 9 strategies, and enhanced index equities.

Previously, Lars led Danish institutional coverage at Amundi, securing major mandates including a €150m Emerging Market Credit allocation and a €3.2bn Global Equity enhanced index replacement. He also held senior leadership roles at Investcorp Credit Management and Schroders, where he served as Head of Nordic Financial Institutions and Head of Partnerships.

JAIYONG KYE

Fundraising Partner

Investor Coverage:

South Korea

Types of LPs/ Investors:

Pension Funds and Family Offices

Jaiyong is Bespoke's Strategic Partner for the South Korean market and selected mandates.

He is also the Managing Partner at Kye & Investment. Previously, Jaiyong held the position of Managing Director at KDB Daewoo Securities, leading overseas business development and strategic investment efforts, particularly in the United States.

With 30 years of experience in M&A and corporate finance, Jaiyong has a proven track record of advising global financial institutions and corporations.

BOBBY WOOD

Fundraising Partner

Investor Coverage:

Hong Kong, Singapore, Japan

Types of LPs/ Investors:

Family Offices and Institutional Investors

Having spent more than 25 years in alternative investments, including over 15 years in Asia, Bobby brings extensive experience in institutional fundraising, business development, and investor relations. His strong network spans institutional investors, family offices, and asset managers across the region.

Prior to founding BridgeWood in 2018, he held senior Business Development and Chief Operating Officer roles at leading Asian alternative asset managers. Earlier in his career, he served as Head of Global Distribution at UBP Asset Management in New York and began his alternatives career with UBS Alternative Investment Group, developing deep expertise in global distribution and institutional capital raising.

LET'S CONNECT!

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