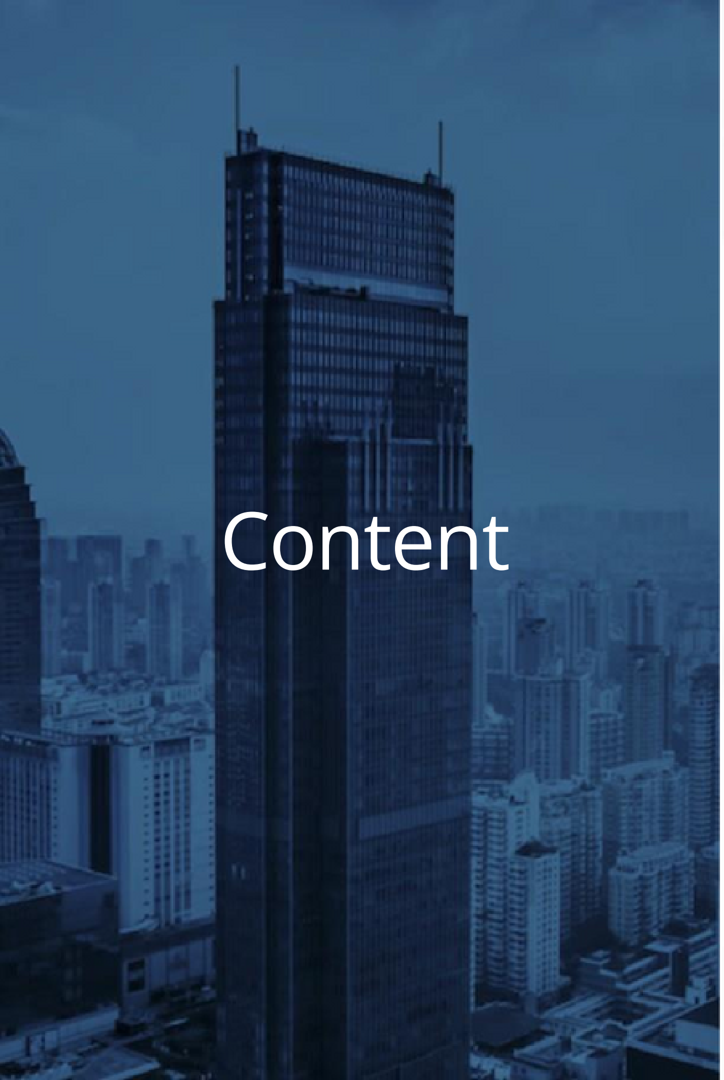
BESPOKE | CONNECTIONS

Connecting Wealth With Opportunity

2024

COMPANY PROFILE



Content

About Us

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Bespoke Connections is a leading consultancy platform dedicated to linking family offices, private clients, and expert fund managers. Through seamless collaboration with asset managers, consultants, and other stakeholders, we ensure alignment with objectives to benefit prospective investors. Our extensive network of esteemed financial institutions and discerning investors allows us to effectively unite relevant groups based on shared aspirations.

Our Bespoke investment meetings offer privacy, exclusivity, and specialization, tailored to individual clients across various asset classes and regions. 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
FOUNDED

16
PROFESSIONALS

15
COUNTRIES

700+
INVESTOR RELATIONSHIPS

500+
ROADSHOW MEETINGS HELD

Our Services

Our Services

Strategic Expansion Of Investor Network

Thorough Pre- qualification Process

Direct Access to

700+

SOPHISTICATED INVESTORS ACROSS

15+

COUNTRIES

Pre-introduction Of Investor Insights & Bio

Matching Fundraise Timing With Investor Demands

Key Investor Requirements And Intelligence

Post Meeting Feedback & Analysis

Global Investor Network

100 APPROX.
INVESTORS
UNITED KINGDOM

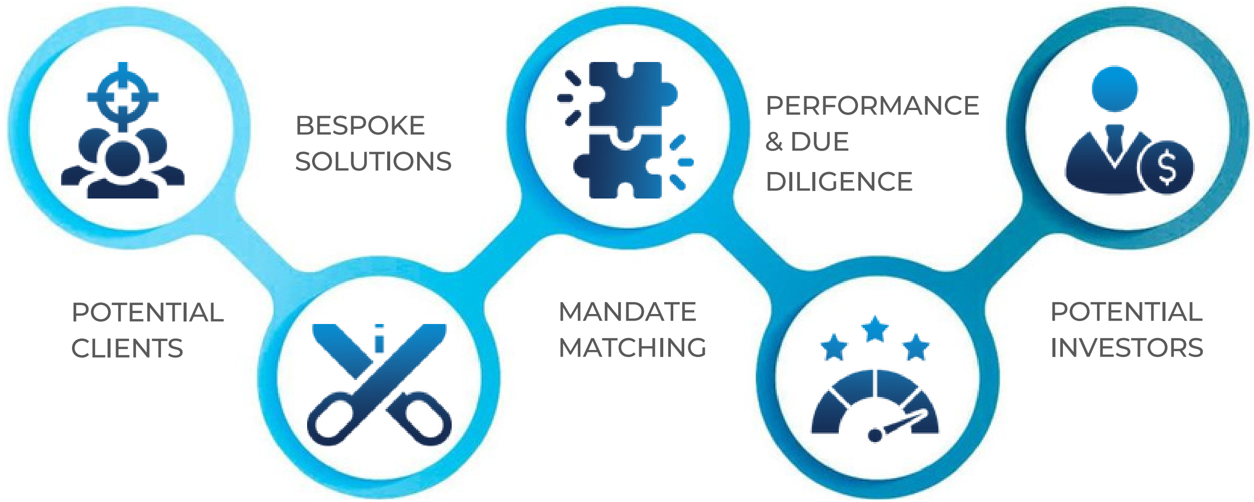
100 APPROX.
INVESTORS
MIDDLE EAST

60 APPROX.
INVESTORS
ASIA/SOUTH KOREA

300 APPROX.
INVESTORS
EUROPE

80 APPROX .
INVESTORS
NORDICS

100 APPROX .
INVESTORS
SWITZERLAND



Asset Classes

Private Equity | Private Credit | Venture Capital | Real Estate

Asset Classes

Private Equity

INVESTMENT STRATEGIES:

- Growth Capital
- Value-Added Investing
- Distressed Investing
- Sector-Specific Focus
- Platform Investments
- Buy-and-Build Strategy

STAGES OF INVESTMENT:

- Early Stage
- Growth Stage
- Expansion Stage
- Late Stage
- Buyout/Leveraged Buyout (LBO)
- Management Buyout (MBO)
- Management Buy-In (MBI)
- Turnaround/Restructuring

Private Credit

SPECIALISED STRATEGIES:

- Distressed Debt
- Turnaround Financing
- Special Situations
- Event-Driven Financing
- Asset-Backed Lending
- Factoring/Accounts Receivable
- Lease Financing
- Project Financing

DEBT INSTRUMENTS:

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

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

Approach & Process

Planning & Implementation

A tailored approach to optimise the fund manager's objectives

PHASE
01

PHASE
02

PHASE
03

PHASE
04

STRATEGIC OBJECTIVES & PREPARATIONS

- Determine Objectives
- Investor Criteria
- Prepare Marketing Materials

INVESTORSCREENING & ENGAGEMENT

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

INVESTOR INTERACTION

- Travel Coordination
- Logistical Support
- Virtual/Physical Roadshow

MONITORING & FOLLOW UP

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

Our Fund Raising Team

Ankush Mehta

Founder &CEO

Investor Geographies: UK/Europe/India

Types Of LPs/Investors: Family Offices and Institutional Investors

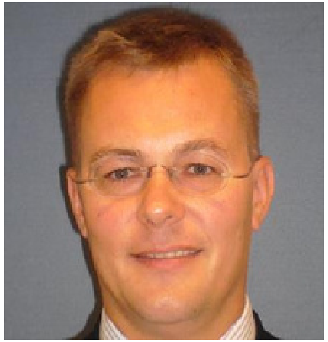
Ankush, founder of Bespoke Connections since 2012, recognized the market potential in linking private market investments with sophisticated investors. Based in London, he oversees global operations, expanding market coverage across the UK, Europe, the Middle East, and Asia. Ankush collaborates closely 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.



Matthias Falkiewicz

Strategic Partner

Investor Geographies :

Germany/ Austria/ Switzerland

Types of LPs/ Investors :

Family Offices and Institutional Investors

Matthias Falkiewicz serves as Bespoke's Strategic Partner for the German-speaking market, overseeing selected mandates. He holds the esteemed position of Founder/Owner at MF-Capital GmbH, a BaFin-regulated entity headquartered in Germany, which extends its services seamlessly across EEA countries.

With an illustrious career spanning over 15 years, Matthias epitomizes senior-level expertise as a placement agent, boasting an impressive track record in the industry.

A distinguished alumnus of Goethe University Frankfurt, Matthias brings a wealth of knowledge and linguistic prowess to his role. Fluent in German, English, and Polish, he effortlessly navigates diverse cultural and business landscapes, fostering meaningful connections and driving unparalleled success in his endeavours.

Marc Peterzens

Strategic Partner

Investor Geographies :

Nordics/ Benelux

Types of LPs/ Investors :

Family OfficesandInstitutionalInvestors

With over 20 years of experience, Marc is an Alternative Investments Advisor and Business Development specialist, dedicated to forging partnerships with professional investors. As a Boutique Placement Agent, he collaborates with Private Equity, Venture Capital, and Alternative GPs, leveraging our extensive network across Europe and Asia for local access to LPs.

Additionally, Marc supports Growth Companies in scaling operations with the assistance of experienced CF partners. Specializing in Family Office and Investor/LP Partnerships, Marc facilitates deal-making and connections.

With a strong background in the placement business, including roles at State Street Global and Henderson, he has extensive networks in the Nordics and Benelux regions.

Mohamed Koubini
Strategic Partner

Investor Geographies :
Netherlands/ Belgium/ Germany/ France

Types of LPs/ Investors :
Family Offices and Institutional Investors

Mohamed Koubini, aka “Moh” handles Family Offices and Institutional Investors. He works from Amsterdam and has a strong network of investors in the Netherlands, Belgium, Germany, France, and the UK.

Moh worked with ING - market maker - for eight years and worked for a hedge fund dealing with asset managers, Family Offices, Wealth Managers, Private Banks, Institutional Investors and Brokers.

Ali Shirazi
Strategic Partner

Investor Geographies :
Scandinavia/Schweiz/Spain

Types of LPs/ Investors :
Family Offices and Institutional Investors

Ali Shirazi, an experienced senior investment professional with over 18 years of comprehensive expertise in Investment Banking, asset, and capital markets. As the Founder of Colere & Co Capital, actively engaged in investing, capital structures, fundraising, and advisory services.

Possesses a robust network and collaborates closely with institutional investors, single and multi-family offices, high-net-worth individuals, asset managers, and private bankers.

Jaiyong Kye
Strategic Partner

Investor Geographies :
South Korea

Types of LPs/ Investors :
Family Offices and Institutional Investors

Jaiyong 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.

Cenk Utkan
Strategic Partner

Investor Geographies :
Europe/US/Middle East

Types ofLPs/Investors:
Family OfficesandInstitutionalInvestors

Cenk Utkan serves as the Managing Partner of Devonshire Warwick Capital LLP, a prominent placement agent providing capital raising services for alternative investment managers targeting clients across Europe, the US, and the Middle East. With fluency in English, French, and Turkish, Cenk is recognized as an FCA Securities and Financial Derivatives Representative in the United Kingdom.

Additionally, he holds the Capital Market Activities Level 3 License and Derivative Instruments License equivalencies issued by the Capital Markets Board of Turkey.

Yelena V. Zemt
Strategic Partner

Investor Geographies :
SUS/France/Luxembourg/Singapore

Types ofLPs/Investors:
Family OfficesandInstitutionalInvestors

Yelena brings over 20 years of global finance expertise, spanning the US, France, Luxembourg, and Singapore. As a seasoned professional with a CFA, MBA, and Cambridge Senior Management Program credentials, she excels in investor relations and capital raising.

Her achievements include securing $50M+, orchestrating cross-border transactions, and leading investor road shows.

Stefano Marchesani
Strategic Partner

Investor Geographies :
Italy/Switzerland

Types ofLPs/Investors:
Family OfficesandInstitutionalInvestors

Stefano excels in networking, event organization, and identifying investors in Italy and Switzerland. With a proven track record in third-party fund marketing, he successfully raises funds for alternative strategies through his extensive investor network.

Passionate about connecting innovative solutions with supportive investors, Stefano leverages his entrepreneurial attitude and effective communication skills to generate value.

Lionel Sequeira

Strategic Partner

Investor Geographies :
Middle East

Types ofLPs/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.

Talal Al-Faraj

Strategic Partner

Investor Geographies :
Middle East

Types ofLPs/Investors:
Family Offices and Institutional Investors

Talal Al-Faraj serves as a Strategic Partner at Bespoke, with a primary focus on the Middle East market and selected mandates. His professional journey includes roles in various sectors, including real estate, banking, and blockchain security, cultivated through internships, consulting, and banking experiences across the United States, China, and Kuwait.
Additionally, Talal is the co-founder of Sinless Bakery, a Gluten-free/sugar-free Manufacturing company based in the UAE.

Sandip Aggarwal

Strategic Partner

Investor Geographies :
Middle East

Types ofLPs/Investors:
Family Offices and Institutional Investors

With over 25 years of extensive banking experience, including capital markets, fund management, and private banking, Sandip has led investment teams for HSBC in the UAE. Overseeing portfolios exceeding 3 billion USD, Sandip has catered to diverse clientele, including HNW and UHNW families, royals, and sovereign wealth funds from Europe, Asia, NRI, and GCC regions. He excels in portfolio management across various asset classes, including equity, fixed income, structured products, hedge funds, private equity, and real estate.

Let's connect!

www.bespokeconnections.com

info@bespokeconnections.com

Headquarters:

85,Great Portland
Street, First Floor,
London, W1W 7LT

Middle East:

38th Floor, Media One
Hotel - Office Tower,
Dubai Media City,
PO Box 334069,
Dubai, United Arab
Emirates

UK. Germany . France . Switzerland . Spain . Netherlands . Sweden .Denmark . Finland . UAE . Saudi Arabia .Bahrain . Qatar .Kuwait . South Korea

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