

## A CAREER IN INVESTMENT BANKING



Applying for jobs to start a new career can be daunting. Some industries appear opaque and only open to a select few. We have set out here some guidance to those who may be considering a future in investment banking and, in particular, with Natrium Capital. This article aims to demystify the industry.

Graduates with a Chemistry or Chemical Engineering degree can check out our current hiring needs [here](#).

Natrium Capital is an equal opportunities employer.

### WHAT IS AN INVESTMENT BANK?

An investment bank provides advice and strategic assistance for complicated professional financial services for corporations, governments and sometimes individuals. This includes [advisory services](#) and [strategic corporate finance advice](#) for [mergers, acquisitions](#), and a wide range of [complex financial transactions](#), as well as capital-raising services – assisting clients in raising funds in the capital markets through both debt and equity instruments. Investment banks may also be involved in trading activities for equities, currencies, derivatives or other financial products.

Some investment banks have private equity or wealth management divisions alongside their advisory businesses. These companies are sometimes called “buy-side” firms and their businesses are typically separated from their advisory services.

## M&A

Mergers and Acquisitions (M&A) is one of the specialties within investment banking. The term refers to advising on complex transactions whereby companies buy (‘acquire’) another company, sell themselves to buyers, sell a specific division (‘divest’), join together with another business (‘merge’) or acquire a division or assets from another company.

## How M&A advisory companies are organised

Mergers and Acquisitions firms may be part of a larger financial services company or may be standalone independent companies. M&A advisory firms are organised in teams with certain specialities. Typically, firms are organised in one of the following ways:

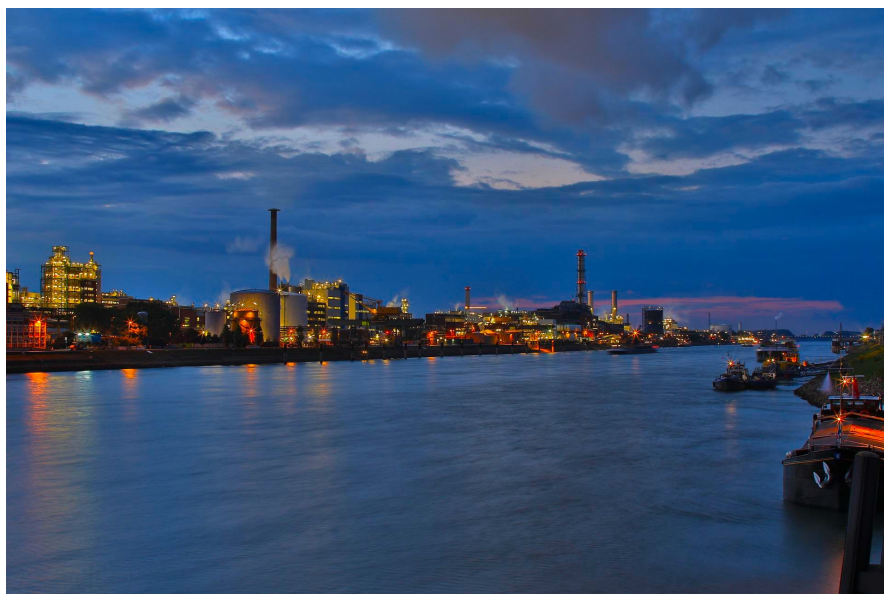
- **by client mandate:** Some M&A advisory firms have different teams to advise their clients depending on what the client’s goal is. For example, they may have one team to advise their clients on selling businesses, a different team to advise on buying businesses, and another to advise raising funds for new ventures.
- **geographically:** Many investment banks have different teams focused on specific geographical regions, or countries, but operate across a wide spectrum of industries. For example, some banks have a UK team and a team for each country in Europe, the Middle East etc. instead of specific industry expertise.
- **by industry:** Some investment banks have teams focused on specific industries, such as Natrium Capital’s focus on chemicals and materials, and may operate regionally or across a wider international landscape.

Natrium Capital is an **industry specialist**. It is an independent Mergers and Acquisitions (M&A) advisory firm specialising in providing high end strategic and M&A execution advice in the areas of **chemicals** – including [fine chemicals](#) and [specialty chemicals](#), [adhesives](#), [engineering materials](#), [paints, inks & coatings](#), [biotechnology](#) and [sustainable technologies \(cleantech\)](#). It

operates across all major economies.

Within these categories, some firms have teams focused on marketing (also known as “pitching” for deals), while other teams are involved in the execution of live transactions.

It is an essential element of the Natrium Capital philosophy that we expect all Natrium Capital staff to be involved in both marketing new ideas and in





the execution of those ideas. This ensures that there is continuity within the client service team – that the people that the client meets initially are there beside them throughout the transaction.

## M&A Boutiques

An M&A boutique is a small independent corporate finance firm which is not part of a larger financial services organisation. A boutique offers specialised advisory and transactional services based upon a deep expertise in serving clients within its target markets. The opposite is sometimes referred to as a “bulge bracket” firm which offers a broad array of financial services.

The advantages of hiring a boutique are that these companies can offer their clients a truly tailored service based on specialist knowledge of the unique factors that impact on that marketplace, including deep knowledge of the companies (products, environmental impact, manufacturing issues, sales markets, management) and minimises the risk of conflicts of interest with other teams, as could occur within a larger organisation. Unlike some financial conglomerates, boutiques are not remunerated for other financial interests, such as book-building. This allows these companies to be free from conflicts of interest and to act solely in their clients’ best interests.



**Natrium Capital is a specialist M&A boutique, offering independent advice** focusing on the Chemicals and Materials sectors and can deliver both both advisory and transactional services.

[Our team](#) are scientists first, most having degrees in chemistry or closely related sciences, before learning about finance and becoming bankers. That means that Natrium Capital has a high level of [specialist industry insight](#) extending across the chemicals and materials sectors and including fine chemicals and specialty chemicals, as well as in the [technical aspects of completing transactions](#). Our staff have an unparalleled appreciation of the operational, regulatory and environmental factors affecting the sector as well as excellent financial skills. We assist in a wide range of [deal types](#), including advising clients on buying other businesses and

mergers, and in a wide range of international jurisdictions. Our core strength is in running complex, cross-border sales processes, drawing on [our international expertise](#).

**Natrium Capital's focus is entirely on providing excellence in M&A.** Natrium Capital's expertise is illustrated by the number of referrals for new business that come from existing clients. Natrium Capital can be brought in to act as a specialist advisor to a company's management on a specific complex deal, alongside the company's larger, day-to-day bank.

## WHAT DOES AN INVESTMENT BANKER DO?

An Investment Banker's role includes providing [strategic advice](#) to its clients and [managing transactions](#) on behalf of them. The individual banker has to work as part of a team to ensure that clients receive excellent [advisory services](#). These clients range from small private companies to multi-national corporations and governments, or supranational organisations.

Examples of the daily activities of an investment banker include assisting with the execution of advisory and capital-raising transactions, and preparing confidential information memoranda, management presentations, marketing pitches and other presentations. They may be required to evaluate companies' financial performance in comparison with overall industry and market trends, and to build complex financial models for valuation purposes, alongside other company and industry research.

An investment banker must be numerical and have a good grounding in mathematics (we require a minimum of an A grade at A-level or the equivalent) before learning about financial analysis and economics. A banker must develop good personal communications skills and be able to work closely with others, because many talents are needed to work together to conclude a transaction. The work,



however, also requires discretion and will necessitate keeping personal and company data completely confidential. Diligence and accuracy, honesty and personal integrity are all essential in this industry. A banker needs to care about the service they provide their clients – we call this 'being prepared to go the extra mile'.

### What we do at Natrium Capital

Natrium Capital is an [internationally-focused](#) M&A boutique and specialises in providing [strategic corporate finance advice](#) to the [chemicals](#), [fine and specialty chemicals](#), [personal care](#), [engineering materials](#), [sustainable technologies](#), [paints, coatings and inks](#), [adhesives](#) and

[biotechnology](#) industries and is focused on [mergers and acquisitions \(M&A\)](#), [divestments](#), and [strategic advisory projects](#).

## What an analyst at Natrium Capital does

Natrium Capital analysts are involved in the following:

- Analysing detailed corporate and financial information
- Supporting [senior staff](#) in a range of research, analytical and presentation preparation roles and working within the team to provide clients with high quality levels of advice in a timely and efficient manner
- Assisting in the preparation of confidential information memoranda, management presentations, marketing pitches and other presentations
- Evaluating companies' financial performance compared to overall industry and market trends
- Building complex financial models for valuation purposes
- Screening potential acquisition targets
- Preparing and managing secure data rooms on behalf of clients
- Contributing to industry studies, some of which are published as [Chemical Reactions](#) articles
- Attending team meetings and client discussions, sharing ideas and analysis
- Providing updates on companies to the team
- Keeping up to date with current affairs and news from industry relevant to Natrium Capital's specialist sectors.

## Is M&A for you?

If you would enjoy working in this exciting environment and you have the personal qualities that our team needs, please watch out for our invitations to apply for new roles in our expanding team. Sign up to follow Natrium Capital on LinkedIn [here](#).