



Career paths

Sporting chance

Matthew Broadberry was a semi-professional squash player before he was courted by Corbett Keeling

How did you decide on a career in finance?

While at university, I was fortunate enough to compete in a variety of professional squash events across Europe, eventually achieving a highest world ranking of 177. Squash was a very high-pressure environment, but gave me real highlights, including representing England in the European Junior Championships and then Team GB in the World Student Games soon after.

Having given squash my best shot, I decided I needed a longer-term career plan. While studying for an economics degree at the University of Nottingham, I started to pursue my interest in finance and joined the Venture Capital Society. I also did a couple of weeks' work experience with Investec and special situations investment firm Warwick Capital Partners, which gave me an overview of investment and finance.

After this, I completed internships with management consultancy firm Atlantic Customer Solutions and then Corbett Keeling, which offered me a full-time position to take up on graduation. I wanted to work at a boutique company and get as much responsibility as I could as early as possible, so Corbett Keeling seemed a good fit. It has definitely proved the case so far.

What is your role?

I joined Corbett Keeling in September 2020 as a corporate finance analyst within the deal team. I am involved with sell-side, capital raising and some buy-side transactions across all sectors. During my internships, I worked across many sectors and learned the importance of adapting to different projects running

concurrently, as well as the need to meet tight deadlines. My day-to-day work includes producing information memoranda and valuation analyses, managing elements of the due diligence process and creating strategic reports for clients looking to increase the value of their businesses prior to going to market. There are around five deals on my desk right now.

I was heavily involved in producing the information memorandum for the recently completed sale of Gasworld – a print and digital magazine publisher and data provider within the industrial gases and hydrogen sectors – to Mobeus Equity Partners. I found this particularly interesting given the current political and social interest in renewable energy.

At Corbett Keeling, we have 30-40 sector specialists we bring in on deals, to give us an edge with industry expertise. The specialists we use are typically ex-CEOs, ex-chairs, or highly experienced, sector-focused mergers and acquisitions bankers. It's a great opportunity to work with some very smart people.

What deal stands out?

We are part of Globalscope, which is a global network of 55 independent advisers. Through that network, I became involved in a capital-raising

project for QX Global Group – a UK-headquartered global business process outsourcing company – which funded its acquisition of management consultants Chazey Partners in the US. The deal involved a term loan and revolving credit facility, so had a few different elements. We worked alongside our Texan partner J Sloan & Co – it was exciting to work with US lawyers and corporate finance professionals, and be exposed to different ways of working.

Part of the corporate finance role is good management of the process and being on top of all the moving parts; adding an international element takes those requirements to another level. It was a brilliant opportunity to get involved in the Globalscope international network.

What challenges have you overcome?

In a boutique firm, there are times when everyone needs to pitch in. It can be challenging to balance competing needs, particularly with multiple transactions going on. I have to be adaptable and ready to jump on to things when needed. There is always a lot going on, but we have a good team and it's always there to give advice. On the practical side, I'm learning all elements of corporate finance. I'm in the room a lot of the time, meeting entrepreneurs, and it's a pleasure to hear their business stories. I have had the opportunity to run due diligence and certain other elements.

Going forward, I want to take on more responsibility during the transaction process, becoming that focal point for the client, with a view to running a transaction myself soon.

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