

# Kartik Shastri

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## EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
**Master of Business Administration: Real Estate, Organizational Effectiveness** 2022 – 2024

- Joseph Wharton Fellow, Lauder Leadership Fellow, Jimmy Goettee Award for Real Estate Entrepreneurial Excellence
- Wharton Real Estate Club (Co-President), Wharton Out4Biz Club (VP of Marketing), Roadrunners and Triathletes Club
- Teaching Assistant for Prof. Angela Duckworth (Leading with Grit) and Prof. Maisy Wong (Real Estate Investments)
- GMAT: 780 (99th percentile)

**UNIVERSITY OF SYDNEY** Sydney, Australia  
**Bachelor of Commerce (Honours I, High Distinction Grade Average): Finance, Econometrics** 2015 – 2018

- The GPT Group (A-REIT) Honours Scholarship, Wayne Lonergan Scholarship, Dean's List of Excellence
- Business School Advisory Board, Network for Trading Board, Business Society Board, Front Row Theatre Company
- Teaching Assistant for FINC 3025: Real Estate Finance and FINC 3013: Mergers and Acquisitions
- Study Abroad at The Wharton School; selected as one of two Wharton Social Impact Initiative Research Fellows

## EXPERIENCE

**TISHMAN SPEYER** New York, NY  
**Summer Associate (Acquisitions and Development – New Business Investments and Strategy)** 2023

- Prepared 'Perspectives on Office' playbook, shared with global Investment Committee. Playbook served two purposes:
  - **Portfolio management:** Collected data on return to office swipes across US-portfolio, tenant office mandates, lease expiries, and renewals. This provided the first US-wide view into return to office metrics across the portfolio, to help portfolio management team prioritize asset management upgrade investments and respond to investor inquiries
  - **Acquisition assessment:** Segmented Class A US Office markets by demand and supply to prioritize Office investment markets. Triaged buildings by amenities and quality to identify investment prospects and different bases
- Composed whitepaper on district activation approaches to consider in China, researching forward-looking district plans in Shanghai and global strategies used to activate precincts; approved by the Chief of Staff and CEO for publication
- Benchmarked PropTech investments of public competitor, to identify subsectors that delivered strong and weaker returns

**BOSTON CONSULTING GROUP** Sydney, Australia  
**Consultant (Promoted to post-MBA role based on top-tier performance appraisals)** 2021 – 2022  
**Senior Associate (Received the only accelerated promotion in cohort of 15 Australian Associates)** 2020 – 2021  
**Associate** 2019 – 2020

- Reorganized layout of two pilot stores for major Australian retailer to maximize foot traffic flow, uplifting sales by 20%, with client adopting the layout changes in broader transformation program across its ~3,000 store network
- Ensured on-time and transparent establishment of statewide digital contact tracing system by coordinating activity and progress reports to monitor and resolve issues and risks across >100 public servants, consultants and epidemiologists
- Analyzed peers' digital features and costs to give New Zealand bank's board and management confidence in strategy to redevelop their automated app as main customer channel to reduce call center footprint and associated costs by ~15%
- **Housing Strategy Secondment at Wunan Foundation:** Acquired land and received Board endorsement to partner with construction firm to develop ~A\$7M precinct providing 45 affordable Indigenous homes in remote Western Australia
- **Sydney Associate Cohort Lead:** Managed A\$10K budget to plan affiliation events to improve morale, reduce attrition, and encourage return to the office after COVID-19 had a lower outbreak risk in Sydney

**THE GPT GROUP (Australia-based property trust with >A\$24B in office, logistics and retail assets)** Sydney, Australia  
**Real Estate Intern (Transactions and Asset Management)** 2018

- Identified opportunity to improve tenant lease retention and streamline tenant communications by setting up easy-to-use web-form for tenant needs (e.g., access passes) that automatically notified management of 32-floor office property

**MORGAN STANLEY** Sydney, Australia  
**Investment Banking Intern (Generalist M&A)** 2016 – 2017

- Prepared equity raising presentation for Yancoal's US\$2.7B acquisition of Coal & Allied from Rio Tinto, and awarded the only 'deal toy' trophy granted to an APAC intern due to exceptional transaction contribution

## ADDITIONAL INFORMATION

- **Real Estate:** UT Austin case competition national competitor, ARGUS trained, PREA member, Zell/Lurie Center member
- **Community service:** Set-up local youth discount card with ~15 local businesses and ~550 youth registrations
- **Running:** Run half marathons for charity, raising ~A\$7K for anaphylaxis research and Oxfam in best year
- **Other awards:** Gold Duke of Edinburgh Award for 18 months of weekly volunteering, sports and creative activities
- **Other activities:** Spin cycle addict (spinning 5x per week), property investor (first property bought at 23), aviation geek