

# RESHMI KOTLA

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Real Estate and Finance*

2024 – 2026

- Awards: Kenneth Middleton Fellowship | GMAT: 750 (48Q, 45V)
- Leadership: Real Estate Club (Board, VP of Treks), Penn Student Women in Real Estate (Board, Communications Lead), Family Business Club (Board, VP of Social Media) | Other Activities: PE / VC, Guide Mentor, Rebuilding Together, Tennis clubs

### CORNELL UNIVERSITY | CHARLES H. DYSON SCHOOL OF APPLIED ECONOMICS & MANAGEMENT Ithaca, NY

*Bachelor of Science; Major in Finance; Minor in Operations Research & Information Engineering*

2017 – 2020

- Cumulative GPA: 4.1 / 4.3 | Teaching Assistantships: Finance (AEM 2240), Investments (AEM 4670)
- Honors: Summa Cum Laude, Dyson Scholar (top 10% of class), Dean's List (all semesters)

## EXPERIENCE

### THOMAS H. LEE PARTNERS (THL)

Boston, MA

*Private Equity Associate, Financial Technology & Services Group (Investing out of \$5.6B Fund IX)*

2022 – 2024

- Evaluated investment opportunities and created investment committee materials with financial models & valuation analyses
- Generated investment theses within Govtech sector, mapped industry landscape, and led outside-in research to qualify pipeline
- Spearheaded operational improvement initiatives for portfolio company (Standish); drove zero-based budgeting initiative for FY 2024, evaluated strategic add-ons, and worked with C-suite executives to track staff utilization in order to stabilize gross margins
- Activities: Associate Ombudsman (class rep), THL Charitable Foundation Co-Lead (earned \$25K grant)

#### Selected Transaction Experience

- *\$1.6B Buyout of Standish, a Leading Provider of Fund Administration Services to Private Capital Funds (Closed)*
  - Built model to assess returns scenarios; sensitized outcomes based on fundraising growth & margin assumptions
  - Validated embedded growth opportunity by synthesizing 25k lines of data to distinguish growth from existing vs. new funds; implied ~12% revenue growth among existing base, a key finding that limited downside from fundraising slowdown
  - Analyzed retention by customer size & cohort to verify stickiness among large GPs (averaging ~99% gross retention)
  - Developed value creation plan, identifying 40+ potential M&A targets to expand into additional end-markets & geographies, which cemented THL as management partner of choice despite THL not submitting the highest bid
- *\$600M Buyout of a Regional Provider of ERP Software for State & Local Governments (Bid Submitted - Lost)*
  - Performed detailed business diligence by analyzing monthly customer spend, payments volume, and payments take rate by method & by cohort; analyses suggested lower than expected growth trends and informed assumptions in operating model
  - Discovered referral concentration risk among payments customers who were using other third-party ERP software (with ~50% of payments revenue attached to a competitor), reducing THL's conviction in payments growth opportunity
  - Led investment memo creation to convey key findings to investment committee; summarized team's views on durability of end market and strong value proposition of offering (leveraging support from third party consultant work)
- *\$50M Add-On Acquisition of an Early-Stage ESG Consulting Firm in a Growing Market (Passed)*
  - Analyzed segment-level customer data & retention metrics; identified loss of wallet share among key customers
  - Investigated LinkedIn data on 90 employees; discovered reliance on inexperienced talent and lack of competitive moat

### CITIGROUP, INC

New York, NY

*Investment Banking Analyst - Global Industrials Group*

2020 – 2022

- Facilitated transactions, developed firm valuations using various methodologies (comparable company, precedent transaction, sum-of-the-parts, discounted cash flow, and LBOs), and prepared confidential investor memoranda for clients

#### Selected Transaction Experience

- *M&A Advisor to PQ Corporation on \$1.1B Divestiture of Performance Chemicals Segment (Closed)*
  - Prepared confidential investor memoranda and management presentations for 50+ potential buyers in a broad auction
  - Profiled ~20 potential M&A opportunities (adjacent offerings, geographic expansion) to re-engage buyer with LOI of ~\$1B
- *M&A Advisor to Solenis on \$5.25B Sale to Platinum Equity in a Dual-Track Process (Closed)*
  - Constructed management presentation for potential SPAC process before launching dual-track IPO and sponsor sale
  - Researched market and projected growth rates for end markets within industrial and consumer segments

## ADDITIONAL INFORMATION

**Interests:** Pilates, tennis, running, interior design, volunteering (NDEC Board Member), window shopping at Anthropologie, matcha