

Aruna Prasad

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PROFESSIONAL EXPERIENCE

Morgan Stanley

Menlo Park, CA

Technology Investment Banking Analyst, M&A Team

June 2020 – Aug 2020, July 2021 – July 2023

- Advise software, internet and semiconductor companies on live IPO and M&A transactions
- Engage in business development efforts, including market updates, identification of organic and inorganic growth opportunities, strategic rationale analyses, merger modeling and credit modeling

Selected Transaction Experience

- *Lead Sellside Advisor, UserTesting (NYSE:USER) \$1.1Bn sale to Thoma Bravo (October 2022), Poly (NYSE:POLY) \$3.3BN sale to HP (NYSE:HPQ) (March 2022)*
 - Created comprehensive valuation materials for fairness opinions including DCF, LBO, Discounted Equity Valuation, Comparable Company Analysis (benchmarking, regressions), and Precedent Transactions
 - Conducted extensive company and market research to develop management presentations and customized synergy modules presented to prospective strategic and sponsor buyers
 - Worked with management and legal teams to address diligence requests from prospective buyers by preparing thorough documentation on financials, bookings, and product
- *Lead Left Bookrunner, Samsara (NYSE: IOT) \$805MM IPO (December 2021)*
 - Drafted key portions of the S-1, focusing on product offering and benefits, competitive differentiation, growth strategies, and market opportunity
 - Conducted comparable company and operational benchmarking analyses used to advise management and investors on valuation and financial forecasts
 - Coordinated with company management, equity capital markets, syndicate, and legal teams on roadshow planning, customer diligence calls, and investor meetings

Copeland Capital

Conshohocken, PA

Investment Team, Summer Analyst

May 2019-August 2019

- Performed fundamental analyses on potential public equity investment targets and created detailed investment memos, focusing on industry dynamics, competitive moats, valuation, capital allocation, and risks
- Prepared questions and led diligence calls with company management teams and equity research analysts
- Two stock recommendations (RWS Holdings, Croda International) added to international investment portfolio

Paine Schwartz Partners

New York, NY

Agribusiness Investment Team, Summer Analyst

July 2016, July 2018 – Aug 2018

- Identified a potential acquisition target, performed comprehensive diligence, including Porter's Five Forces Analysis, SWOT Analysis, DCF, and LBO, and made investment recommendations
- Researched fresh produce industry trends and assessed qualitative and quantitative characteristics of previous deals to improve future deal execution

EDUCATION

University of Pennsylvania

Philadelphia, PA

Jerome Fisher Dual Degree Program in Management & Technology (51 courses taken)

2017-2021

- GPA: 3.6 | ACT: 35 | Math II SAT: 800 | Physics SAT: 790

The Wharton School: Finance (Private Equity & Venture Capital), Management (Entrepreneurship & Innovation)

- *Courses* - Corporate Valuation, Buyouts & Acquisitions, Venture Capital & Finance of Innovation, Data Science for Finance, Management of Technology, Negotiations, Analysis for Marketing Decisions, Marketing Strategy
- *Activities* – Wharton Customer Analytics (Technical Assistant), Research Assistant (Marketing Department)

School of Engineering and Applied Sciences: Computer Science Major, Mathematics Minor

- *Courses* - Artificial Intelligence, Computational Linguistics, Databases, Software Design & Engineering, Algorithms, Operating Systems, Computer Organization, Linear Algebra, Product Design, Mechanical Design
- *Activities* – Hack4Impact (Co-Director, Software Developer), Teaching Assistant (Computational Linguistics)
- *Skills* - Programming (Python, Java, C), Data Analysis (MySQL, R), Web Development (JavaScript, PHP, CSS)

ORGANIZATIONS

- *Nerdina (Founder)*: Forum (www.nerdina.org), videos ([youtube.com/Nerdinas](https://www.youtube.com/Nerdinas)), and electronics kits for girls interested in technology, featured in the book *Geek Girl Rising* (<http://r29.co/2qE8qiV>)
- *CoClear (Data Analyst)*: Contributor to paper “Carbon emissions embodied in product value chains” (<https://go.nature.com/2xjeXb9>) by Dr. Meinrenken, Columbia University, published by Nature Research