

# Kevin Lawrence

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## EDUCATION

**University of Notre Dame**, Notre Dame, IN **May 2024**  
Mendoza College of Business, Bachelor of Business Administration GPA: 3.93/4.00  
**Major:** Finance **Supplemental Major:** Economics Dean's List  
**Activities:** Wall Street Club | Hall Government | Intermural Sports

**York Community High School**, Elmhurst, IL **May 2020**  
**Honors:** Spanish Honorary Society | Diana Smith Citizenship Award | Varsity Letter | Butterfield Country Club Honor Caddy GPA: 3.98/4.00  
SAT Score 1550/1600

## RELEVANT EXPERIENCE

**Evercore**, New York, NY **June 2023 – August 2023**  
*M&A Summer Analyst*

- Accepted an offer to return full time to the New York M&A Advisory practice upon graduation
- Build a merger model analysis sensitized across relative margin profile, proposed cash stock mix for an acquisition, and cost synergies to determine the feasibility of a \$1.6B merger of equals between two home health, hospice, and personal care corporations
- Evaluated strategic alternatives for a concrete products company including continued M&A activity, an IPO, or a minority sale
- Developed an analysis of industry placement and potential M&A targets for a building products company

**Copley Equity Partners**, Denver, CO **January 2021 – August 2021**  
*Private Equity Intern*

- Assisted industry coverage associates in proprietary sourcing efforts within the forensic engineering and water infrastructure maintenance industries while completing a comprehensive industry overview for forensic engineering
- Determined the feasibility of acquisitions based on targets' financial and operational capabilities, including relative valuation analysis of both public and private competitors and in-depth tracking of industry professional capable of managing the portfolio company post transaction

**Student International Business Council**, Notre Dame, IN **September 2020 – Present**  
*Evercore Finance Travel Team Leader*

- Proposed a recommendation for IBM (NYSE: IBM) to acquire content creation company Unity (NYSE: U) and spin off the Infrastructure Support subdivision to propel IBM into an untouched Real Time 3D market and drop unnecessary baggage in a declining division
- Created an intrinsic and relative valuation of both IBM and Unity using comparable companies, sum of the parts, and discounted cash flow analyses and valued the pro forma company post spin off to find a total value creation of \$8.8B, representing share price appreciation of 6.4%

*GTCR Finance Travel Team Leader*

- Recommended a take private of DocGo (NASDAQ: DCGO) citing recent management controversies, working capital inefficiencies, and synergies with existing portfolio companies as primary areas where the firm can add value to the business
- Found DocGo shares to be significantly underpriced, with intrinsic and relative valuation metrics implying a 81.1% upside to current share price
- Completed an LBO analysis with an offer price at a 50% premium to current share price that projected 3.1x MOIC and 25.0% IRR

**Notre Dame Investment Club**, Notre Dame, IN **September 2020 – Present**  
*PetIQ Coverage Group Team Member*

- Issued a hold recommendation for PetIQ (NASDAQ: PETQ), a well-positioned pet care company with a strong manufacturing arm and developing veterinary services segment that will see EBITDA margin expansion of 25% due to recent acquisition of PetArmor and Capstar
- Derived a relative valuation of \$25.85 using a blended EV/EBITDA multiple of 9.1x on 2023 EBITDA of \$126M, implying an upside of 42.8%

**St. Joseph Financial Services**, South Bend, IN **June 2022 – July 2022**  
*Frassati Financial Intern*

- Performed consulting services for Catholic schools in the Archdioceses of Chicago and Denver, including the completion of Denver's onboarding to a new ERP software and use of the Alteryx platform to streamline monthly budgeting processes for multiple clients

## ACTIVITIES AND LEADERSHIP

**Jubilee Initiative for Financial Inclusion**, Notre Dame, IN **September 2020 – Present**  
*Vice President of Savings*

- Led internal efforts to develop a savings program while coordinating with the accounting division, local banks, and non-profits to offer clients a 20% matching policy on personal savings to increase the number of banked individuals in the South bend community
- Enrolled six clients into the program and lead all communication between participants and community organizations

*Vice President of Business Development*

- Developed a business report for JIFFI, forecasting the company's financial performance and macroeconomic climate for the next five years

**Eagle Scout in Boy Scouts of America**, Elmhurst, IL **March 2017**  
*Eagle Scout Project*

- Led a team of volunteers from Chicago Jesuit Academy students and administration in a large-scale service project to build a playground for CJA that required over 400 work hours and fundraising efforts of more than \$6,600 from local churches and individuals

## INTERESTS

Traditional Irish Folk Songs | European Travel | Cooking | Cross Country | Fantasy Novels | American History | Classic Rock | Hiking & Climbing