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CONTACT INFORMATION	44 W 4th Street, Suite 9-197I New York, NY -10012	646-684-0214 mgopal@stern.nyu.edu manasagopal.com
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EDUCATION	<b>Leonard N. Stern School of Business, New York University,</b> Ph.D. Candidate, Finance, <i>Since:</i> 2014 <b>Birla Institute of Technology &amp; Science, Pilani, India</b>
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MSc.(Hons.), Economics, May 2014

- *Distinction*

B.E.(Hons.), Electrical and Electronics Engineering, May 2014

- *Specialization:* Microelectronic Circuits
- *Distinction*

RESEARCH INTERESTS	Financial Intermediation, Corporate Finance
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WORKING PAPERS	1. <b>How Collateral Affects Small Business Lending: The Role of Lender Specialization,</b> <i>Job Market Paper.</i>
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I study the role of collateral on small business credit access in the aftermath of the 2008 financial crisis. I construct a novel, loan-level dataset covering all collateralized small business lending in Texas from 2002-2016 and link it to the U.S. Census of Establishments. Using textual analysis, I quantify whether a lender is specialized in a borrower's collateral by comparing the collateral pledged by the borrower to the lender's collateral portfolio. I show that, post 2008, lenders reduced credit supply by focusing on borrowers that pledged collateral in which the lender specialized. This result holds when comparing lending to the *same* borrower from different lenders, and when comparing lending by the *same* lender to different borrowers. A 10% higher specialization in borrower collateral increases lending to the same firm by 1.2%. Abstracting from general equilibrium effects, if firms switched to lenders with the highest specialization in their collateral, aggregate lending would increase by 14.8%. Furthermore, firms borrowing from lenders with greater specialization in the borrower's collateral see a larger growth in employment after 2008. I identify the lender's informational advantage in the posted collateral to be the mechanism driving lender specialization. Finally, I show that firms with collateral more frequently accepted by lenders in the economy find it easier to switch lenders. In sum, my paper shows that borrowing from specialized lenders increases access to credit and employment during a financial crisis.

	2. <b>The Rise of Finance Companies in U.S. Small Business Lending,</b> ( <i>with Philipp Schnabl</i> ).
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Using novel data on all secured, non-real estate U.S. business loans from 2006 to 2016, we find that banks reduced their lending by 27% after the 2008 financial crisis. Starting in 2010, finance companies substituted for the decline in bank lending and, by 2016, finance companies provided 57% of all new business loans. The substitution is larger in areas with a larger pre-crisis bank presence and holds within industry and within firms. Consistent with substitution from banks to finance companies, we find that the reduction in bank lending had no long-term real effects on employment, new business creation, and business expansion. Our results suggest that finance companies are a major supplier of credit to U.S. firms and played an important role in the recovery from the financial crisis.

### 3. Mark-to-Market and Lending Cyclicalities, *(with Germán Gutiérrez)*

We study the implications of mark-to-market accounting for originations in the syndicated lending market. Banks with higher MTM dependence increase originations to capture fees and make capital gains during booms. When secondary market prices fall sufficiently below par, as observed in the Great Recession and late 2015, new originations as well as existing loans face MTM losses. High MTM banks respond by cutting originations even in markets with low dependence on MTM, i.e., there is a spillover across markets. By contrast, banks with limited MTM dependence maintain originations through the cycle, and increase their lead shares at the height of the crisis. We establish that this relationship is causal and independent of bank health.

#### AWARDS AND FELLOWSHIPS

- Summer Dissertation Internship, Federal Reserve Bank of New York, 2019
- American Finance Association, Travel Grant, 2019
- Marcus Nadler Fellowship, NYU Stern, 2018-2019
- NYU Stern Teaching Commendation, 2017
- NYU Stern Doctoral Fellowship, NYU Stern, 2014-2018

#### OTHER INFORMATION

- Special Sworn Status: U.S. Census Bureau, 2018 -
- Invited Workshop : Princeton Initiative - Macro, Money, and Finance, 2016

#### TEACHING EXPERIENCE

##### INSTRUCTOR

##### Corporate Finance

Undergraduate Level, NYU Stern  
Instructor Rating: 6.3/7.0

Summer 2017

##### TEACHING ASSISTANT

##### Risk Management in Financial Institutions

Instructor: Prof. Anthony Saunders  
Undergraduate Level, NYU Stern

Spring 2018, 2019

##### Corporate Finance

Instructor: Prof. Philipp Schnabl  
Langone MBA, NYU Stern

Fall 2018

##### Corporate Finance

Instructor: Prof. Andre de Souza  
Undergraduate Level, NYU Stern

Spring 2017

##### Foundations of Finance

Instructor: Prof. Andre de Souza  
Undergraduate Level, NYU Stern

Summer 2016

##### Credit Risk

Instructor: Prof. Viral Acharya  
Langone MBA, NYU Stern

Winter 2016

#### PRIOR RESEARCH EXPERIENCE

##### Research Assistant

Bharti Institute of Public Policy,  
Indian School of Business, Mohali  
Supervisor: Dr. Rajesh Chakrabarti

Aug 2013 - Dec 2013

	<b>Research Assistant</b> Indian Institute of Management, Bangalore Supervisor: Dr. Chetan Subramanian	May 2013 - July 2013
	<b>Research Assistant</b> Friedrich-Schiller-University, Jena Supervisor: PD Dr. Markus Pasche	June 2012 - July 2012
SKILLS	Programming Languages • C, C++, Visual Basic, Python, Perl, PHP  Tools • STATA, SAS, L <sup>A</sup> T <sub>E</sub> X, MATLAB, MySQL	
OTHER INFORMATION	Citizenship: Indian Languages: English, Tamil (Native), Hindi, Kannada	
REFERENCES	<b>Philipp Schnabl (Chair)</b> Martin J. Gruber Professor in Asset Management Department of Finance NYU Stern E-mail: pschnabl@stern.nyu.edu	<b>Anthony Saunders</b> John M. Schiff Professorship in Finance  Department of Finance NYU Stern E-mail: asaunder@stern.nyu.edu
	<b>Viral Acharya</b> C.V. Starr Professor of Economics Department of Finance NYU Stern E-mail: vacharya@stern.nyu.edu	