

Finbar Sheehy, PhD, CFA

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EXPERIENCE

Fundamental research analyst, whose work is informed by backgrounds in top-level management consulting, entrepreneurship and startup management, and technology (engineering PhD, e-commerce innovation); and at times by my passion for aviation and flying.

2005 - AB BERNSTEIN Research Analyst, Vice President - Global Aerospace & Defense New York

Working with Senior Analyst Doug Harned. Institutional Investor ranked 1, 2 or 3 in 2007 through 2017. AB Bernstein was previously Sanford C. Bernstein.

Covered companies: Airbus, BAE Systems, Boeing, General Dynamics, Huntington Ingalls, Lockheed Martin, Meggitt, MTU Aero Engines, Northrop Grumman, Raytheon, Rockwell Collins, Rolls-Royce, Safran, Spirit AeroSystems, United Technologies. (I led the coverage launch process for several of these.)

Role/responsibilities:

- Identify implications for company business prospects and valuation, of economic, technological, (geo)political, legal, and government policy developments. Similarly assess implications of company-specific events.
- Conduct research on covered companies and relevant thematic areas, through interviewing companies, subject matter experts and industry participants; document reviews; conference attendance, etc. Specific areas of emphasis include:
 - End markets: commercial & business aircraft demand, defense budgets, and submarkets such as business jets, jet engines, avionics, military vehicles & radios
 - Engineering, manufacturing, technology: production costs, learning curves, technology developments
 - Financial modeling and analysis: valuation methods and issues, pensions, currency hedging, M&A/spinoffs, model building
- Communicate research findings and stock recommendations to clients in written reports and verbally.

1999 - 2004 Entrepreneur San Diego

- **Dock3**: Co-founder, Chief Technology Officer (2000-2004). Dock3 was a venture-backed, branded provider of online & on-site employee services (dry cleaning, DVD rental, package shipping/receiving, auto care, discounts). Clients included Boeing, Bristol-Meyers Squibb, Computer Assoc., GE Aircraft Engines, Intel.
- **1st Avenue Capital**: Co-founder (2004). Made loans against hangars on leased airport property.
- **McCall Springer**: Analyst (2004). Deep-dive analysis of strategic opportunities.
- **Irvine Sensors**: Business development (1999). Developing commercial spinoffs using defense technologies.

1993 - 1998 McKINSEY & Co. Senior Manager Los Angeles

Consulting support to top management of major corporations. Work included: **electric utilities/power markets** (strategy, asset valuation, business models, game theory during the California electricity "deregulation"); **integrated global oil** (strategy); **consumer electronics** (intellectual property valuation); **quick-service restaurants** (concept evaluation); **defense** (cost reduction); **newspaper** (cost reduction); **motion picture company** (cost reduction).

EDUCATION

Chartered Financial Analyst	CFA Institute
Ph.D., Electrical Engineering	California Institute of Technology (Caltech)
Bachelor of Engineering (Electrical and Electronic)	National University of Ireland

OTHER

- Registered Representative, FINRA Series 7, 63, 86, 87.
- Familiar with Bloomberg, FactSet, Capital IQ, industry-specific data sources (Ascend, ATA, IATA, FAA, GAMA, etc. for aerospace; and DoD budget documents, Library of Congress, GAO, CBO, etc., for defense).
- FAA-licensed pilot of airplanes, gliders, and UAVs, with pilot experience from hang gliders to jet fighters.