

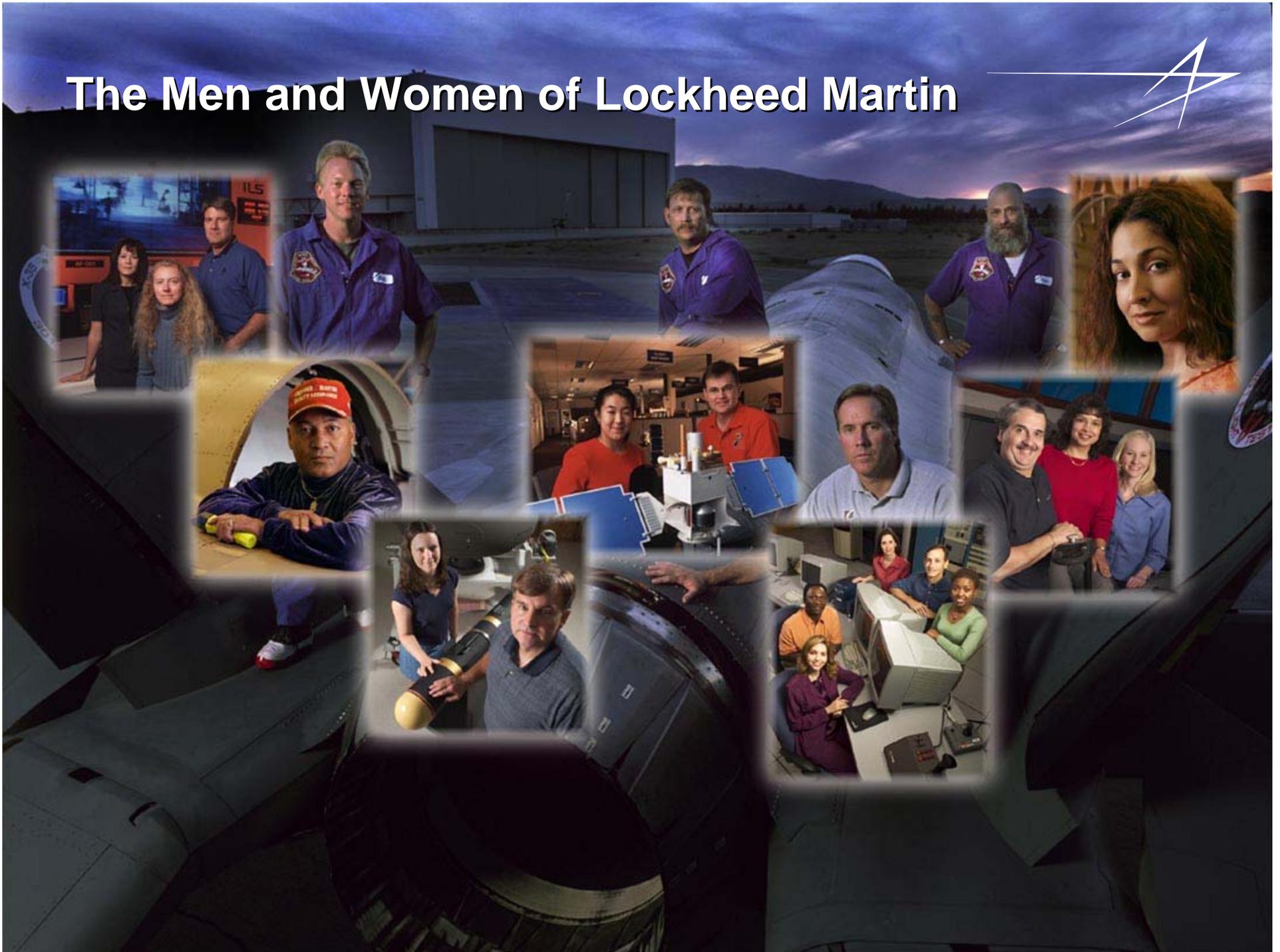
# Corporate Overview

2006

LOCKHEED MARTIN



# The Men and Women of Lockheed Martin



# The Men and Women of Lockheed Martin



- **135,000 Employees**
- **60,000 Scientists and Engineers**
  - **20,000 IT Professionals**
- **Operations in 1,000 Facilities, 500 Cities, 45 States and 56 Countries**

**Partners to Help Customers Meet Their Defining Moments**



**Delivering Products and Services That  
Perform ... with Extraordinary Reliability**

***Executing Complex Projects***

***... Requiring Integrated Solutions***

***... With Advanced Technology and Systems  
Integration Skills***

***... Across Lockheed Martin and With Our  
Partners***

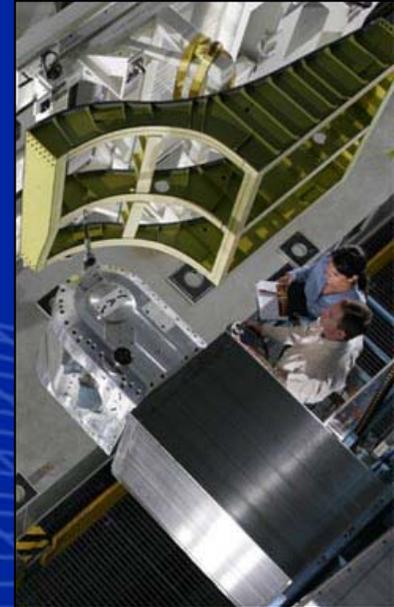
***... For Our Government Customers***

**Distinguished by Whole-Systems Thinking**

# Meeting Commitments and Expectations



- ***Programs On Time, On Budget, With Operational Excellence***
- ***Balanced Business Base – Won Key New Business Opportunities***
- ***Record 2005 Sales and Backlog***
- ***Recognized as “Employer of Choice” and Industry “Diversity Leader”***
  - ***Top Corporation for Multicultural Business***
  - ***Number One Among Women Engineers***
  - ***“Training Top 100” Best Places to Work***



**Delivering Disciplined Performance**

# Our Customers



- **Departments of:**
  - **Defense**
  - **Homeland Security**
  - **Commerce**
  - **Energy**
  - **Health & Human Services**
  - **Housing & Urban Development**
  - **Justice**
  - **State**
  - **Transportation**
- **NASA**
- **Social Security Administration**
- **Environmental Protection Agency**
- **U.S. Postal Service**
- **Foreign Governments**
- **Intelligence Communities**

***We Never Forget Who We're Working For™***

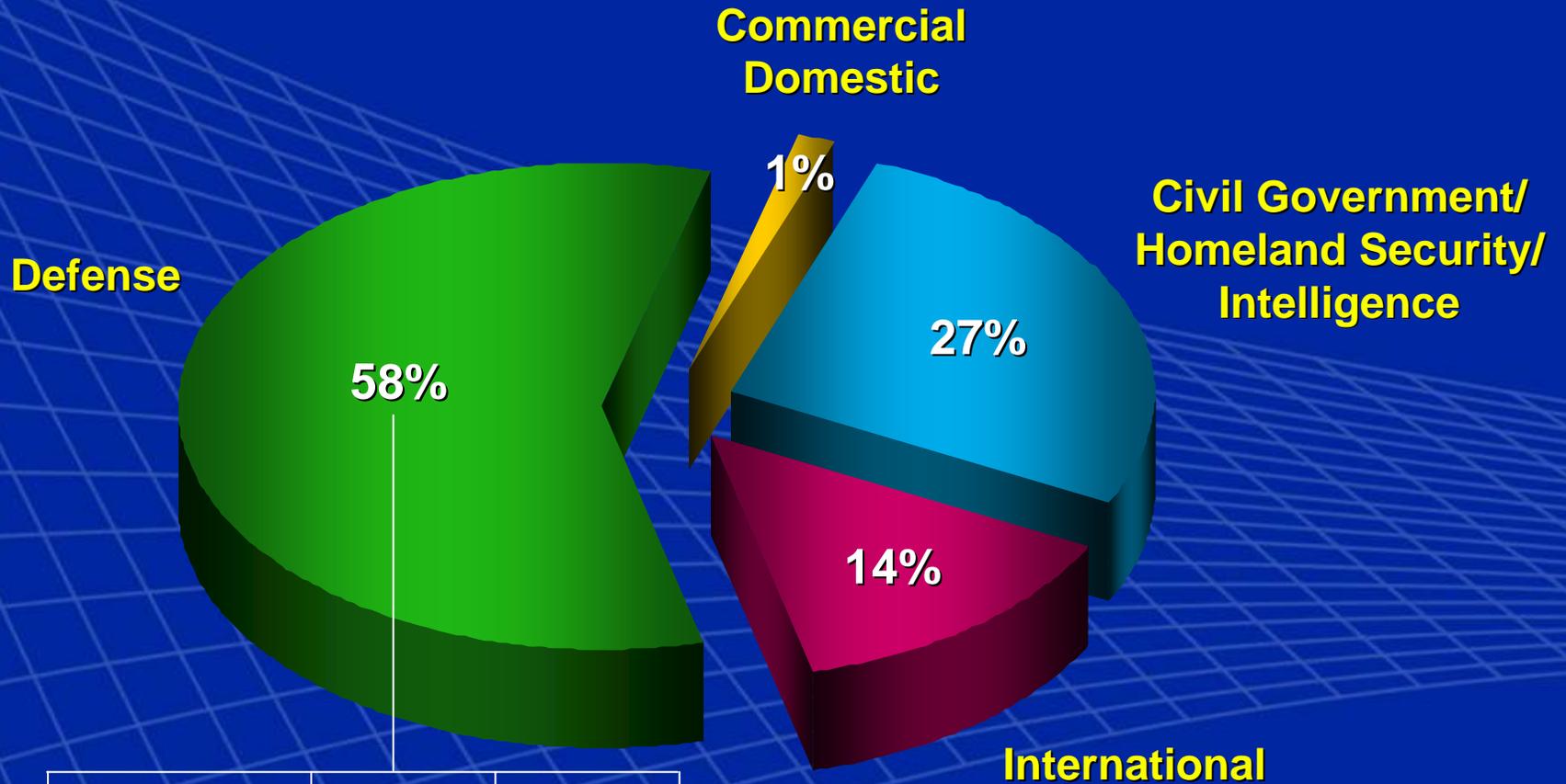
# Our Global Presence



- **2005 International Sales of \$5B**
- **Over 300 Partnerships**
- **Global Products for Global Markets**



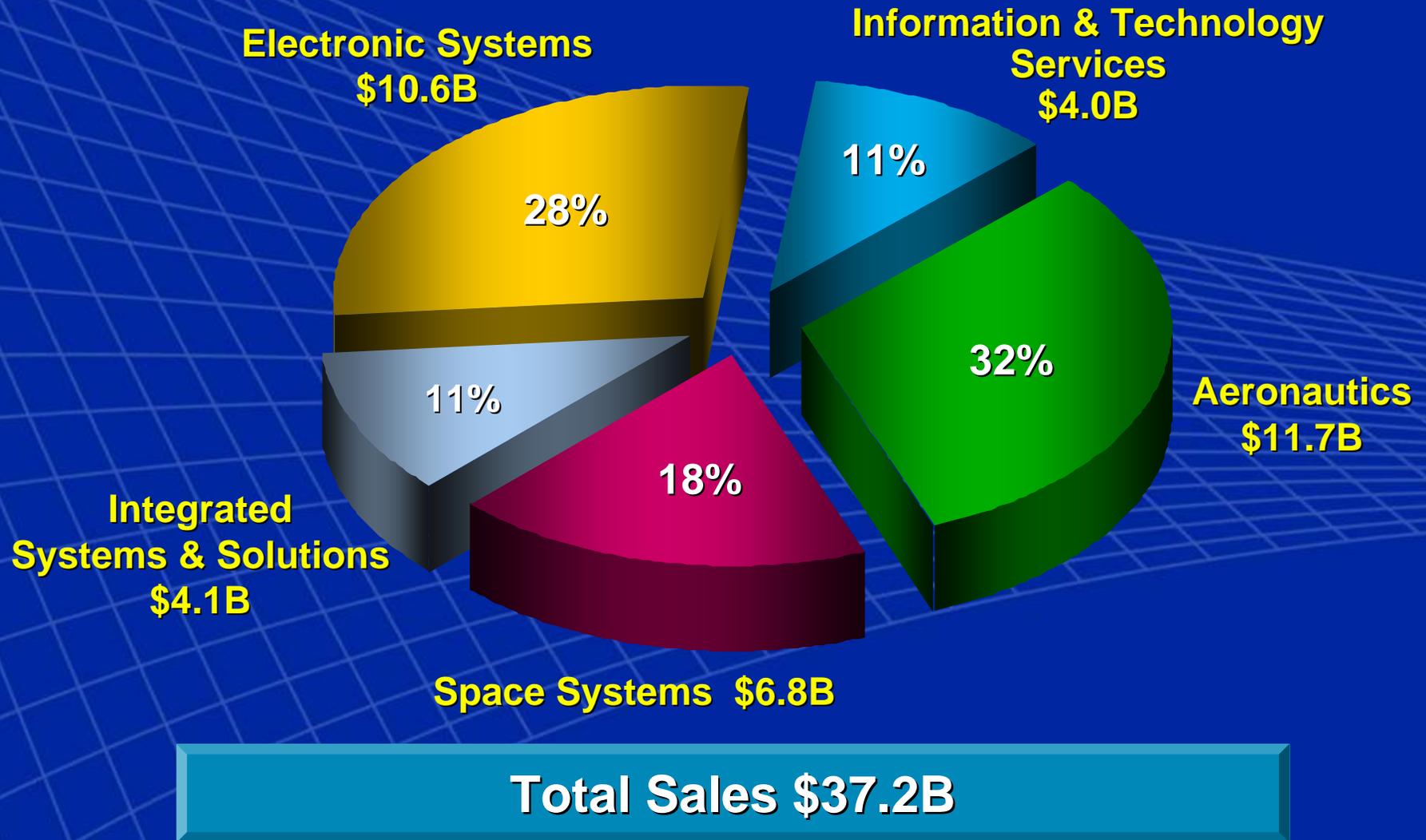
# 2005 Sales by Customer



<b>Air Force</b> 27%	<b>Navy</b> 22%	<b>Army</b> 9%
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**Total Sales \$37.2B**

# 2005 Sales by Business Area



# Executive Team



# 2005 Sales \$37.2 Billion



LOCKHEED MARTIN



## Electronic Systems



## Space Systems



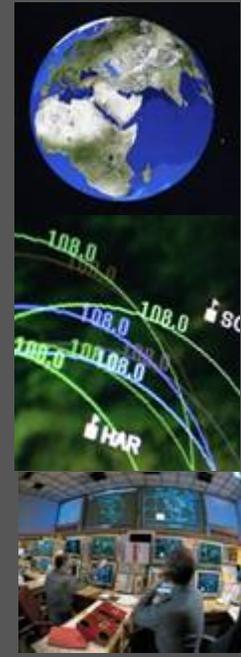
## Aeronautics



## Information & Technology Services



## Integrated Systems & Solutions



# MS2 Tactical Systems





# MS2 at a Glance

## Maritime

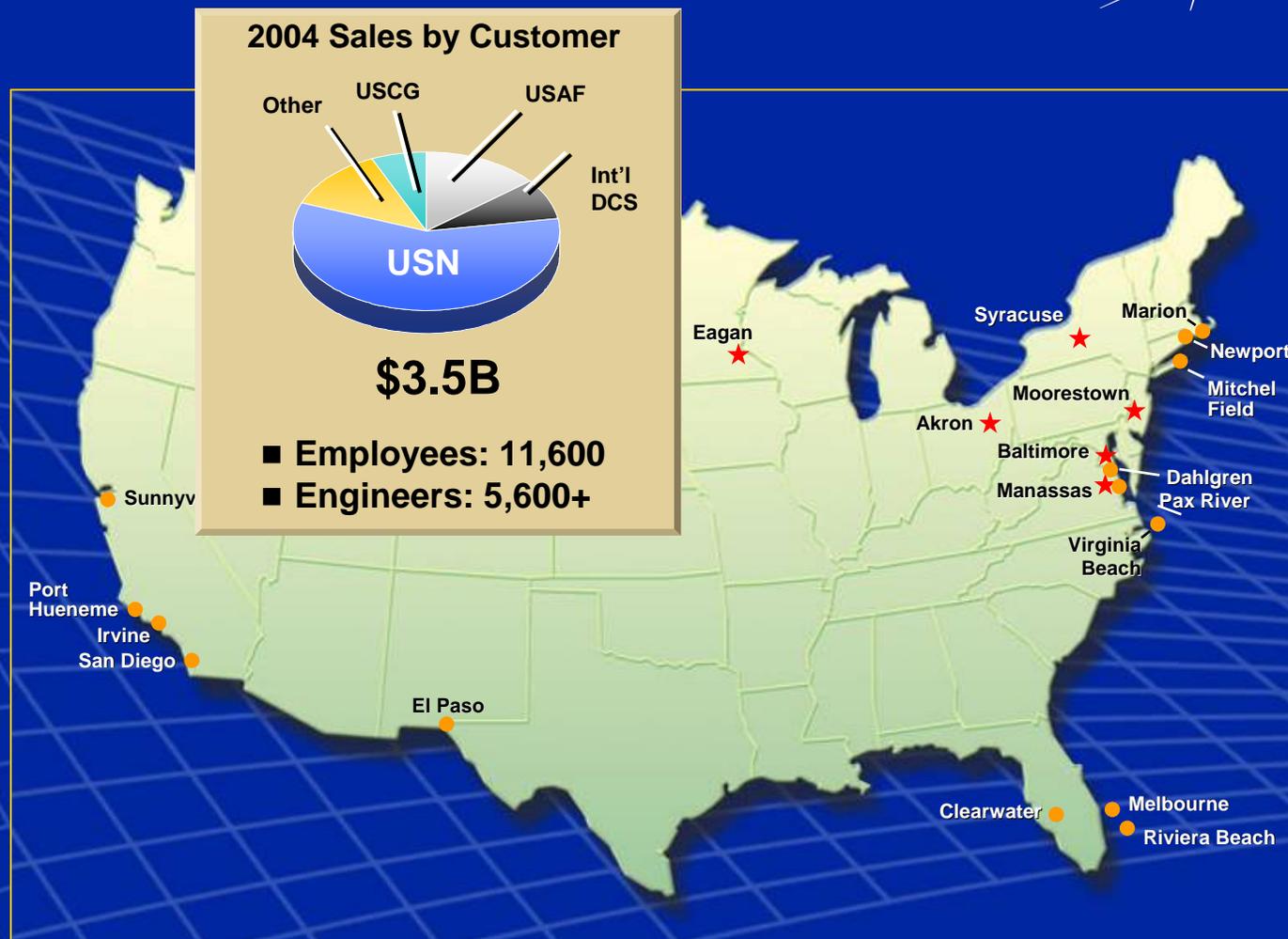
- *Maritime Domain Expertise*

## Systems

- *Complex Systems Integration*

## Sensors

- *Advanced Technology Sensor Products*



**Solving the Warfighter's Most Demanding Challenges Through the Integration of Systems**

# About MS2



People Excellence • Process Excellence • Technical Excellence • Customer Satisfaction

- **More than 40 years of experience in maritime, with a large installed base globally**
- **Surface, air and undersea applications for U.S. and allied forces**
- **Key capabilities:**
  - **Radar and Surveillance Systems**
  - **Undersea Combat Systems and C4I**
  - **Surface Combat Systems and Sensors**
  - **Advanced Technology Production**
- **Executes more than 330 programs for U.S. military customers, as well as international customers in nearly 50 nations**
  - **40 Business Partnerships in 34 Countries**
- **38% of business with small businesses, and 4% of that with small disadvantaged businesses**
- **Premier systems integrator of network-centric naval combat systems**



# MS2 Key Pursuits

## Surface - Sea-Based Missile Defense Systems



- Australia Air Warfare Destroyer (AWD)
- Spain F-105 / F-106 Frigate
- Sea-based PAC-3 MSE
- CG / DDG Modernization
- Aegis BMD in OA
- D(V) COTS OA Processor
- Training Services Follow-on
- Missile Defense Future Blocks
- CG(X) CSI
- Japan BMD Block 06/08
- Japan OA Cooperation
- SBAR (SPY-1E)



Leadership  
in Systems  
Integration



## Coast Guard & HLS Systems

### Littoral Ships & Systems



- Littoral Combat Ship FLT 0+
- KDX-III Launcher
- MK-41 Vertical Launching System Int'l
- DD(X) Growth / Phase IV



- Deepwater (Keep Sold) & Award Term 2
- USCG C2
- Maritime Domain Awareness
- America's Shield Initiative (ASI) Support
- HLS Port Security



# MS2 Key Pursuits (cont.)

## Defense & Surveillance Systems

- High Altitude Airship (HAA) Keep Sold
- Millennium Gun



## Radar Systems

- Advanced Hawkeye (AHE)
- MEADS Keep Sold
- CG(X) Radar
- EQ-36 Radar
- HLS Ground-based Radar
- G/ATOR
- Multi-Mission Radar

Leadership  
in Systems  
Integration

## Tactical Systems



- Q-70 CEDS
- Common Radio Room
- International P-3 (Pakistan / India / Taiwan)
- BAMS
- Po Sheng Expansion
- AMF JTRS Support

## Undersea Systems

- Submarine Precision Navigation
- Unmanned Underwater Vehicles (MRUUV)
- Composable USW Solutions
- AN/BLQ-10 Keep Sold
- AN/WLD-1 Keep Sold
- Nulka Keep Sold
- Domestic / Int'l Positive Train Control
- CBRN



# World-Class Talent



- **Diverse Workforce of 12,600**
- **Educated Workforce**
  - **Bachelors 58%**
  - **Masters 31%**
  - **Doctorate 3%**
- **Continuing Employee Training and Development**
  - **Program Management**
  - **Functional and Technical**
  - **Leadership**
  - **Ethics & Federal Law Compliance**
  - **Energy, Environment, Safety and Health**
  - **Online Learning Management**



# MS2 TS Systems



- **Maritime Surveillance Systems**
- **National Networked Systems**
- **Ruggedized and Advanced Computing Infrastructures**
- **Embedded Processing Systems**
- **Advanced Programs**
- **Customer Support Solutions**
- **Manufacturing Capability**

**Provider of Mission Critical Solutions, Enhancing Customer Value through Enabling Technologies, Innovative Products & the Availability of Timely, Actionable Intelligence**

# Rich History Leading to Continued Technological Innovation



**More Than 40 Years of Experience in Maritime,  
With a Large Installed Base Globally**



UNIVAC Computer



UYK-43 Standard Shipboard Computer, Trident I & II Navigation Computers



P-3 AIP

JSF Mission Processing

CP-890 Poseidon Computer, CP-901 P-3 Avionics Computer, UYK-7 Standard Shipboard Computer, AYK-10 S-3A Avionics Computer

AYK-23 S-3B Avionics Computer

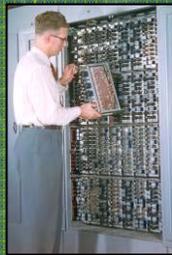


Po Sheng National Systems

ENIAC



CP-642 Standard Shipboard Computer



UYK-44 Mini Computer

ASQ-212 P-3C Avionics Computer,

UYK-44 OSM Enhancement



UYK-20 Mini Computer, C-3 Trident Navigation Computer

UYQ-70 Standard USN Workstations, UYK-43 OSM Enhancement

1946

1950

1956

1962

1973

1980

1986

1996

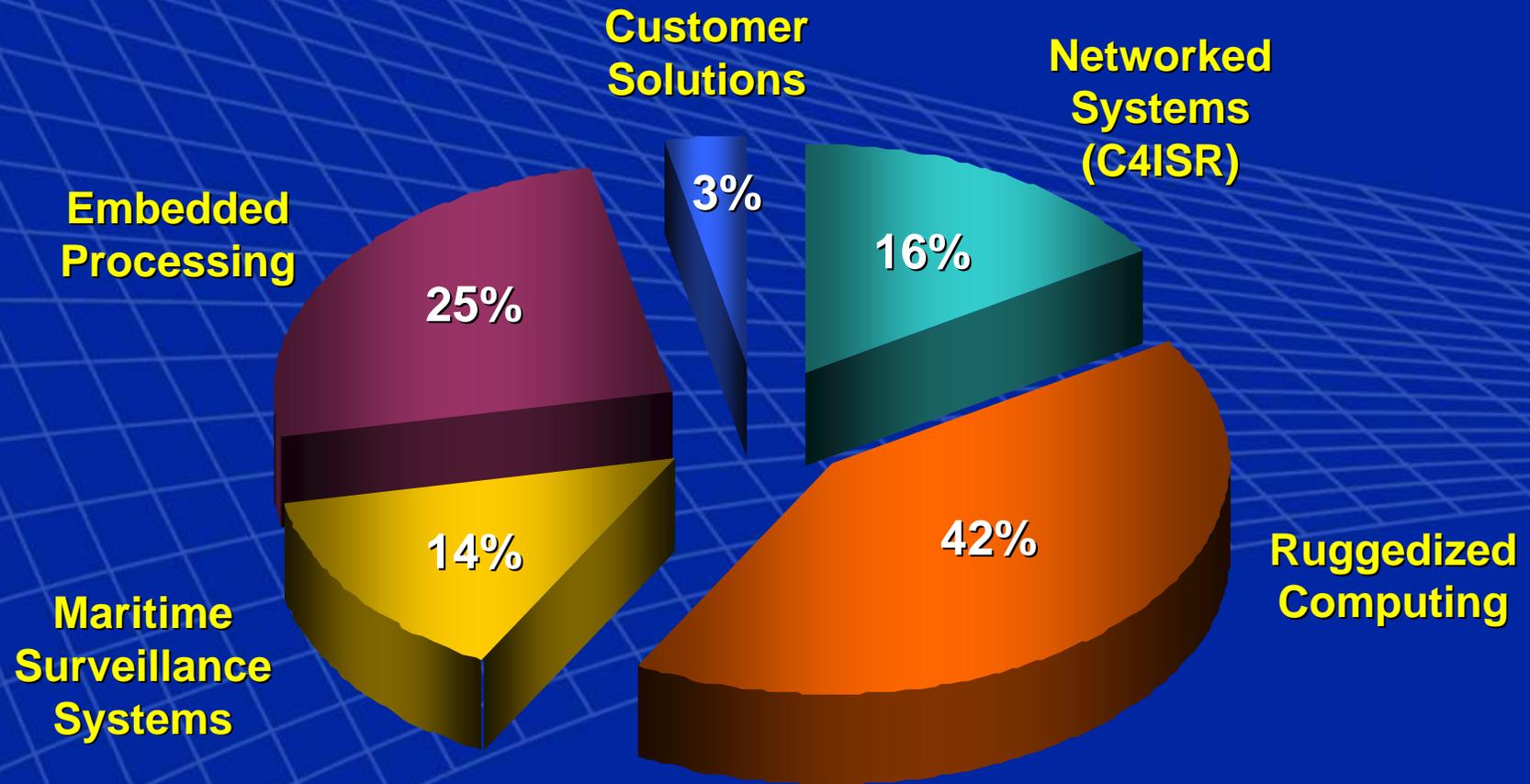
2000

2004

# Tactical Systems Portfolio



- *Five Key Market Segments*
- *2300 Employees*



# Technology, Engineering, Support Delivering Systems and Solutions



**Portfolio of Solutions Address Needs of Warfighters and Decision-Makers**

# MS2 Tactical Systems Key Programs / Products



## **International C4ISR**

- **Program of Record**
- **System-of-Systems Integration Provides Enhanced Situational Awareness via Net-centric Architecture**
- **Modern Military Data Links Provide Joint Connectivity and Interoperability and Coalition Forces**



## **Air Sovereignty Operations Center/Air Defense Ops Centers**

- **Implements the Regional Airspace Initiative**
- **Process for Modernizing Regional Civil/Military ATC, Air Sovereignty and Airspace Management**
- **Facilitate Joint Civil/Military Cooperation**
- **Incremental Modernization**



## **Broad Area Maritime Surveillance**

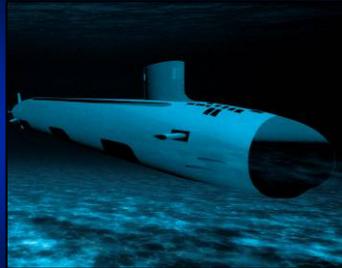
- **Teaming with General Atomics for Airframe to Pursue USN Broad Area Maritime Surveillance (BAMS)**
- **Offering ISR Subscription Services to Improve Competitive Position / Counter NGC Global Hawk**



## **P-3 Maritime Surveillance**

- **Airborne Intelligence, Surveillance, Reconnaissance, Targeting and Anti-Submarine Warfare Platform**
- **Persistent, Long-Range, Variable Altitude, 24/7 All-Weather Operations Overland, Littoral and Blue-Water**
- **Versatile Platform Solution, Open Architecture, Scalable, Expandable, Upgradeable**

# MS2 Tactical Systems Key Programs / Products



## **Joint Common Radio Room**

- **Joint Communications Connectivity = Force Multiplier**
- **Commonality Across Platforms and Modern Net-centric IP-based Architecture**
- **Open System Architecture Accommodates Legacy and Military Standard Components**



## **Airborne and Maritime Joint Tactical Radio System**

- **Tactical Systems: Maritime Radio Communications**
- **Next-Generation Military Communications for Warfighters, Enabling "Knowledge to the Node"**
- **Seamless, Real-time, Secure Communications (Voice, Data and Video), Integrated on Air, Maritime and Fixed Stations Globally**



## **Deepwater**

- **Tactical Systems: Mission Systems for the Aircraft**
- **Ports, Waterways and Coastline Security**
- **Cost-Effective Solutions for Countering Terrorist Threats, Rescue Operations, Drug Smuggler Apprehension**
- **First Line of Defense for Homeland and Maritime Security for Protection of Life and Vital Resources**

# MS2 Tactical Systems Key Programs / Products



**F-16  
Block 60**

- **Primary Computing Asset, Advanced Mission Computer**
- **Currently Used and Flying on the F-16**
- **Advanced Fiber Optic Bus Structure**
- **Robust Hardware/Software Capability**
- **Capable of Performing Billions of Operations per Second**



**F/A-22**

- **Integrated Core Processor Supplier**
- **Robust Open Architecture Processing Platform for the Aircraft's Mission Computer**
- **Levering Existing Technology and R&D to Reduce Cost and Improve Performance**



**F-35  
Joint Strike  
Fighter**

- **Integrated Core Processor Supplier**
- **Robust Hardware Processing Platform for the Radar and Display System**
- **Advanced Fiber Optic Bus Structures and Commercial Components**



**Joint Direct  
Attack  
Munitions**

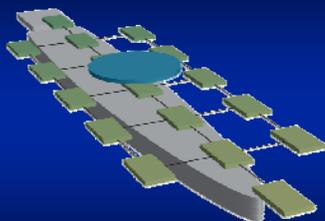
- **Guidance Kit that Converts Existing Unguided Bombs into Precision-Guided "Smart" Munitions**
- **Provides Weapons of High Accuracy, All-Weather, Autonomous, Conventional Bombing Capability**
- **Inertial Navigational System, Global Positioning System and Mission Computers Allowing for Precision Guidance**

# MS2 Tactical Systems Key Programs / Products



## Q-70 Systems

- **Family of Display Processors and Servers that Form the Cornerstone of the Modernization of the Navy's Tactical Warfare Environment**
- **Life Cycle Support, Spares Management, Global Fleet Technical Support**



## Total Ships Computing

- **Common Infrastructure Technologies to Support Ships, Aircraft, Vehicles and Land-based Systems**
- **Open System with Flexible COTS Management**
- **System Management Flexibility**
- **Commonality of Systems, Sustainable**



## Undersea System Integration

- **Common, Integrated and Technologically Advanced Methodologies**
- **Integration of COTS Hardware and Software for a Wide Range of Platforms**
- **Operational Capability Quickly and at Lower Costs**
- **Supporting Changing Mission Requirements**

