



Lockheed Martin

2007 1st Quarter

Financial Results Conference Call

April 24, 2007

<i>Dial In Number:</i>	<i>U.S. & Canada</i>	<i>800-565-5442</i>
	<i>International</i>	<i>913-312-1298</i>

Financial Results - First Quarter

(\$M, Except EPS)



	<u>2007</u>	<u>2006</u>
Sales	\$ 9,275	\$ 9,214
Segment EBIT	1,003	931
Unallocated Corp. Income	<u>19</u>	<u>40</u>
Consolidated EBIT	\$ 1,022	\$ 971
GAAP EPS	\$ 1.60	\$ 1.34
Cash from Operations	\$ 1,482	\$ 1,185
Capital Expenditures	84	98

Revised Outlook – 2007

(\$M, Except Sales & EPS)



	<u>Prior (Jan)</u>	<u>Current (Apr)</u>
Sales	\$40,250 - 41,250	\$40,350 - 41,350
Segment EBIT	4,200 - 4,325	4,300 - 4,400
FAS/CAS Adjustment	~ (65)	~ (60)
Unusual Items in EBIT	--	~ 45
Stock Comp. Expense	~ (150)	~ (145)
Other Unallocated Items	~ 70	~ 70
Consolidated EBIT	4,055 - 4,180	4,210 - 4,310
Interest Expense	~ (345)	~ (355)
GAAP EPS	\$5.80 - 6.00	\$6.20 - 6.35
Cash from Operations	≥ \$3,900	≥ \$4,000
ROIC*	> 17.5%	> 18.5%

*See Chart 7 for Calculation Methodology

Chart 3

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Sales Outlook - 2007

(\$M)



**Systems
& IT Group**

Aeronautics

Space

Prior (Jan)	\$22,000 - 22,350	\$10,800 - 11,150	\$7,450 - 7,750
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ALC Transfer	~ (800)	~ 800	
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Acquisitions*	~ 100		
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Current (Apr)	\$21,300 - 21,650	\$11,600 - 11,950	\$7,450 - 7,750
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Electronics

\$10,925 - 11,100

IS&GS

\$10,375 - 10,550

***Management Systems Designers and RLM Systems**

EBIT Outlook - 2007

(\$M)



Systems & IT Group

Aeronautics

Space

Prior (Jan)	\$2,300 - 2,350	\$1,150 - 1,175	\$750 - 800
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ALC Transfer	~ (60)	~ 60	
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Acquisitions*	~ 10		
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Operational Δ	65 - 50	~ 15	10 - 0
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Current (Apr)	\$2,315 - 2,350	\$1,225 - 1,250	\$760 - 800
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<u>Electronics</u>
\$1,355 - 1,375

<u>IS&GS</u>
\$960 - 975

***Management Systems Designers and RLM Systems**

Return on Invested Capital (ROIC)

(%)



See Chart 7 for Calculation Methodology
Chart 6

*Targeted Performance
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ROIC Calculation

(\$M, Except %)



	<i>Actual</i> <u>2002</u>	<i>Actual</i> <u>2003</u>	<i>Actual</i> <u>2004</u>	<i>Actual</i> <u>2005</u>	<i>Actual</i> <u>2006</u>	<i>Outlook</i> <u>2007</u>
<i>Net Earnings</i>	\$500	\$1,053	\$1,266	\$1,825	\$2,529	} Combined
<i>Interest Exp x .65</i>	378	317	276	241	235	
Return	\$878	\$1,370	\$1,542	\$2,066	\$2,764	> \$2,900
<i>Debt (Average)</i>	\$7,491	\$6,612	\$5,932	\$5,077	\$4,727	} Combined
<i>Equity (Average)</i>	6,853	6,170	7,015	7,590	7,686	
<i>Benefit Plan Adjustment (Avg.)</i>	341	1,504	1,296	1,545	2,006	
Invested Capital	\$14,685	\$14,286	\$14,243	\$14,212	\$14,419	< \$15,700
ROIC	6.0%	9.6%	10.8%	14.5%	19.2%	> 18.5%

Our definition of Return on Invested Capital (ROIC) is net earnings plus after-tax interest expense divided by average invested capital (stockholders' equity plus debt), after adjusting stockholders' equity by adding back the impact of benefit plan adjustments.

The Benefit Plan Adjustment (Avg.) values shown above are the cumulative value of entries identified in our Statement of Stockholders Equity under the captions "Minimum pension liability" and "Adoption of FAS 158". The annual benefit plan adjustments to equity were: 2001 = (\$33); 2002 = (\$1,537); 2003 = \$331; 2004 = (\$285); 2005 = (\$105); 2006 = (\$1,883) including the adjustment for FAS 158. As these entries are recorded in the fourth quarter, the value added-back to our average equity in a given year is the cumulative impact of all prior year entries plus 20% of the current year entry value.

Definitions of Non-GAAP Measures



Non-GAAP Financial Measures Disclosure

This presentation, and today's conference call remarks, contain non-Generally Accepted Accounting Principles (GAAP) financial measures (as defined by SEC Regulation G). While we believe that these non-GAAP financial measures may be useful in evaluating Lockheed Martin, this information should be considered supplemental and is not a substitute for financial information prepared in accordance with GAAP. In addition, our definitions for non-GAAP measures may differ from similarly titled measures used by other companies or analysts.

Segment EBIT

Segment Earnings before Interest and Taxes (Segment EBIT), or segment operating profit, represents the total earnings from our business segments before interest, taxes and unallocated corporate income/(expense), net. This measure is used by our senior management in evaluating the performance of our business segments. The caption "Unallocated Corp. Income" reconciles Segment EBIT to consolidated operating profit or earnings before interest and taxes.

ROIC

Management believes that Return on Invested Capital (ROIC) provides greater visibility into how effectively Lockheed Martin deploys capital. Management uses ROIC as a target level to help ensure that overall performance is understood and acceptable when capital is invested. ROIC is not a measure of financial performance under GAAP, and may not be defined and calculated by other companies in the same manner. ROIC should not be considered in isolation or as an alternative to net earnings as an indicator of company performance.

Management uses these measures to compare segment performance and for comparisons to other companies within our industry as an alternative to GAAP. These measures also may be helpful to investors in understanding period-over-period financial results separate and apart from items that may, or could, have a disproportionate positive or negative impact on our financial results in any particular period.

Forward Looking Statements



Our presentation contains “forward-looking” statements or projections based on current expectations. These statements are not guarantees of future performance and are subject to risks and uncertainties. Actual results may differ materially due to: the availability of government funding and budgetary constraints; changes in customer priorities; the impact of continued hostilities in Iraq and Afghanistan on funding for defense programs; program and contract performance; return on pension plan assets, interest and discount rates, and other changes that may impact pension plan assumptions; the timing and availability of future government awards; the outcome of legal proceedings; the future impact of acquisitions, divestitures or joint ventures; economic, business and regulatory conditions and other factors. We disclaim any duty to update forward-looking statements to reflect new developments.

Our SEC filings (found at www.lockheedmartin.com or at www.sec.gov), including our 2006 Form 10-K, contain more information on the types of risks and other factors that could adversely affect these statements.

2007 Financial Results are Preliminary and Unaudited.



Investor Relations Contacts:

Jerry Kircher, 301/897-6584

Shamala Littlefield, 301/897-6455