## LOCKHEED MARTIN CORPORATION

Condensed Consolidated Statements of Earnings

## Unaudited

(In millions, except per share data and percentages)
THREE MONTHS ENDED

${ }^{(a)}$ It is the Corporation's practice to close its books and records on the Sunday prior to the end of the calendar quarter. The interim financial statements and tables of financial information included herein are labeled based on that convention.
${ }^{(b)}$ As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.
${ }^{(c)}$ Discontinued operations include the operating results of Pacific Architects and Engineers, Inc. (PAE) for all periods presented, and those of Enterprise Integration Group (EIG) in 2010. The Corporation closed on its sale of PAE in the second quarter on April 4, 2011 and that of EIG on Nov. 22, 2010.

## LOCKHEED MARTIN CORPORATION

## Net Sales, Operating Profit and Margins

## Unaudited

(In millions, except percentages)

|  | THREE MONTHS ENDED ${ }^{(a)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 27, 2011 |  | March 28, 2010 |  | \% Change |  |
| Net sales |  |  |  |  |  |
| Aeronautics | \$ | 3,182 | \$ | 2,940 |  |  | 8 |  |
| Electronic Systems |  | 3,459 |  | 3,250 | 6 |  |
| Information Systems \& Global Solutions |  | 2,149 |  | 2,234 | (4) |  |
| Space Systems |  | 1,843 |  | 1,913 | (4) |  |
| Total net sales | \$ | 10,633 | \$ | 10,337 | 3 |  |

## Operating profit

| Aeronautics | \$ | 331 | \$ | 331 | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Electronic Systems |  | 417 |  | 379 | 10 |
| Information Systems \& Global Solutions |  | 194 |  | 197 | (2) |
| Space Systems |  | 217 |  | 207 | 5 |
| Segment operating profit |  | 1,159 |  | 1,114 | 4 |
| Unallocated corporate expense, net |  | (307) |  | (176) |  |
| Total operating profit | \$ | 852 | \$ | 938 | (9) |

## Margins

| Aeronautics | $\mathbf{1 0 . 4}$ | $\mathbf{\%}$ | 11.3 |
| :--- | ---: | ---: | ---: |
| Electronic Systems | $\mathbf{1 2 . 1}$ | 11.7 |  |
| Information Systems \& Global Solutions | $\mathbf{9 . 0}$ | 8.8 |  |
| Space Systems | $\mathbf{1 1 . 8}$ | 10.8 |  |
| $\quad$ Total operating segments | $\mathbf{1 0 . 9}$ | 10.8 |  |
| Total consolidated | $\mathbf{8 . 0}$ | $\%$ | 9.1 |

${ }^{(a)}$ As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

## LOCKHEED MARTIN CORPORATION

Selected Financial Data
Unaudited
(In millions, except per share data)

THREE MONTHS ENDED

## Other unallocated Corporate income (expense), net:

## FAS/CAS pension adjustment

FAS pension expense
Less: CAS expense
FAS/CAS pension adjustment - income (expense)
Stock compensation expense
Other, net
Unallocated corporate expense, net

## Unusual Item - 2010

Elimination of Medicare Part D deferred tax assets
${ }^{1}$ There were no unusual items reported in first quarter of 2011.

## LOCKHEED MARTIN CORPORATION

## Selected Financial Data

Unaudited
(In millions)


## LOCKHEED MARTIN CORPORATION

## Condensed Consolidated Balance Sheets

## Unaudited

(In millions)

| $\begin{gathered} \text { MARCH 27, } \\ 2011 \end{gathered}$ |  | DECEMBER 31, $2010{ }^{\text {(a) }}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 3,357 | \$ | 2,261 |
|  | 504 |  | 516 |
|  | 6,583 |  | 5,692 |
|  | 2,277 |  | 2,363 |
|  | 1,156 |  | 1,147 |
|  | 377 |  | 396 |
|  | 489 |  | 518 |
|  | 14,743 |  | 12,893 |
|  | 4,461 |  | 4,554 |
|  | 9,609 |  | 9,605 |
|  | 3,412 |  | 3,485 |
|  | 4,452 |  | 4,576 |
| \$ | 36,677 | \$ | 35,113 |
| \$ | 2,374 | \$ | 1,627 |
|  | 5,844 |  | 5,890 |
|  | 1,808 |  | 1,870 |
|  | 211 |  | 204 |
|  | 2,193 |  | 1,810 |
|  | 12,430 |  | 11,401 |
|  | 5,023 |  | 5,019 |
|  | 10,826 |  | 10,607 |
|  | 1,227 |  | 1,213 |
|  | 3,380 |  | 3,376 |
|  | 32,886 |  | 31,616 |
|  | 345 |  | 346 |
|  | - |  | - |
|  | 12,274 |  | 12,161 |
|  | $(8,828)$ |  | $(9,010)$ |
|  | 3,791 |  | 3,497 |
| \$ | 36,677 | \$ | 35,113 |

## Assets

Current assets
Cash and cash equivalents
Short-term investments
Receivables
Inventories
Deferred income taxes
Assets of discontinued operation held for sale
Other current assets
Total current assets

Property, plant and equipment, ne
Goodwill
Deferred income taxes
Other assets
Total assets

## Liabilities and Stockholders' Equity

Current liabilities
Accounts payable
Customer advances and amounts in excess of costs incurred
Salaries, benefits and payroll taxes
Liabilities of discontinued operation held for sale
Other current liabilities
Total current liabilities

Long-term debt, net
Accrued pension liabilities
Other postretirement benefit liabilities
Other liabilities

## Total liabilities

Stockholders' equity
Common stock, \$1 par value per share


Additional paid-in capita
Retained earnings
Accumulated other comprehensive loss
Total stockholders' equity
Total liabilities and stockholders' equity
${ }^{(a)}$ As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

## LOCKHEED MARTIN CORPORATION

## Condensed Consolidated Statements of Cash Flows

## Unaudited

(In millions)

|  | THREE MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | March 27, 2011 |  | March 28, 2010 |  |
| Operating Activities |  |  |  |  |
| Net earnings | \$ | 530 | \$ | 533 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization of plant and equipment |  | 175 |  | 172 |
| Amortization of purchased intangibles |  | 20 |  | 27 |
| Stock-based compensation |  | 39 |  | 41 |
| Deferred income taxes |  | (12) |  | 121 |
| Changes in assets and liabilities: |  |  |  |  |
| Receivables |  | (900) |  | (609) |
| Inventories |  | 93 |  | (302) |
| Accounts payable |  | 745 |  | 217 |
| Customer advances and amounts in excess of costs incurred |  | (42) |  | 321 |
| Postretirement benefit plans |  | 473 |  | 377 |
| Income taxes |  | 486 |  | 568 |
| Other, net |  | 77 |  | 183 |
| Net cash provided by operating activities |  | 1,684 |  | 1,649 |

## Investing Activities

Expenditures for property, plant and equipment
Proceeds from short-term investment transactions
Other, net

## Net cash used for investing activities

## Financing Activities

Repurchases of common stock

|  | (314) |  | (516) |
| :---: | :---: | :---: | :---: |
|  | (266) |  | (238) |
|  | 43 |  | 24 |
|  | (537) |  | (730) |
|  | 12 |  | (14) |
|  | 1,096 |  | 897 |
|  | 2,261 |  | 2,391 |
| \$ | 3,357 | \$ | 3,288 |

## LOCKHEED MARTIN CORPORATION

Condensed Consolidated Statement of Stockholders' Equity

## Unaudited

(In millions, except per share data)

|  | CommonStock |  | Additional <br> Paid-In <br> Capital |  | Retained <br> Earnings |  | Accumulated <br> Other <br> Comprehensive <br> Loss |  | Total Stockholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 2010 | \$ | 346 | \$ | - | \$ | 12,372 | \$ | (9,010) | \$ | 3,708 |
| Cumulative effect of a change in accounting principle ${ }^{(a)}$ |  | - |  | - |  | (211) |  | - |  | (211) |
| Balance at December 31, 2010, as adjusted |  | 346 |  | - |  | 12,161 |  | $(9,010)$ |  | 3,497 |
| Net earnings |  | - |  | - |  | 530 |  | - |  | 530 |
| Repurchases of common stock ${ }^{(b)}$ |  | (4) |  | (126) |  | (151) |  | - |  | (281) |
| Common stock dividends declared ${ }^{(c)}$ |  | - |  | - |  | (266) |  | - |  | (266) |
| Stock-based awards and ESOP activity |  | 3 |  | 126 |  | - |  | - |  | 129 |
| Other comprehensive income, net of tax ${ }^{(d)}$ |  | - |  | - |  | - |  | 182 |  | 182 |
| Balance at March 27, 2011 | \$ | 345 | \$ | - | \$ | 12,274 | \$ | $(8,828)$ | \$ | 3,791 |

(a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.
(b) The Corporation repurchased 3.5 million shares for $\$ 281$ million during the first quarter. In Oct. 2010, the Corporation's Board of Directors approved a new share repurchase program for the repurchase of its common stock, up to an authorized amount of $\$ 3.0$ billion. As of Mar. 27, 2011, the Corporation had repurchased a total of 14.7 million shares under the new program for $\$ 1,057$ million, and there remained $\$ 1,943$ million authorized for additional share repurchases.
(c) Includes dividends ( $\$ 0.75$ per share) declared and paid in the first quarter.
(d) Primarily represents the reclassification adjustment for recognition of prior period amounts related to postretirement benefit plans of $\$ 165$ million.

## LOCKHEED MARTIN CORPORATION

Operating Data
Unaudited

|  | $\begin{gathered} \text { March 27, } \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Backlog |  |  |  |  |
| (In millions) |  |  |  |  |
| Aeronautics | \$ | 31,300 | \$ | 27,500 |
| Electronic Systems |  | 22,600 |  | 23,400 |
| Information Systems \& Global Solutions |  | 9,100 |  | 9,700 |
| Space Systems |  | 17,000 |  | 17,800 |
| Total | \$ | 80,000 | \$ | 78,400 |
|  | THREE MONTHS ENDED |  |  |  |


| Aircraft Deliveries | March 27, 2011 | March 28, 2010 |
| :--- | ---: | ---: |
| F-16 | $\mathbf{5}$ | 6 |
| F-22 | 2 | 4 |
| C-130J | 6 | 3 |

## LOCKHEED MARTIN CORPORATION

## Condensed Consolidated Statements of Earning

As Reported and Adjusted to Reflect the Change in Revenue Recognition Methedology ${ }^{\text {(a) }}$
Unaudited
(In millions, except per share data and percentages)


[^0]```
LOCKHEED MARTIN CORPORATION
Condensed Consolidated Statements of Earnings
As Reported and Adjusted to Reflect the Change in Revenue Recognition Methedology }\mp@subsup{}{}{(a)
Unaudited
(In millions, except per share data and percentages)
```

|  | Quarter Ended March 28, 2010 |  |  |  |  |  | Quarter Ended June 27, 2010 |  |  |  |  |  | Quarter Ended September 26, 2010 |  |  |  |  |  | Quarter Ended December 31, 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As Reported |  | Adjustment |  | Adjusted ${ }^{(\text {a }}$ |  | As Reported |  | Adjustment |  | Adjusted ${ }^{(\text {a }}$ |  | As Reported |  | Adjustment |  | Adjusted ${ }^{(\text {a }}$ |  | As Reported |  | Adjustment |  | Adjusted ${ }^{(\text {a }}$ |  |
| Net sales | \$ | 10,339 | \$ | (2) | \$ | 10,337 | \$ | 11,295 | \$ | (15) | \$ | 11,280 | \$ | 11,375 | \$ | (9) | \$ | 11,366 | \$ | 12,794 | \$ | (20) | \$ | 12,774 |
| Cost of sales |  | 9,424 |  | 17 |  | 9,441 |  | 10,249 |  | (11) |  | 10,238 |  | 10,577 |  | 7 |  | 10,584 |  | 11,717 |  | 25 |  | 11,742 |
| Gross profit |  | 915 |  | (19) |  | 896 |  | 1,046 |  | (4) |  | 1,042 |  | 798 |  | (16) |  | 782 |  | 1,077 |  | (45) |  | 1,032 |
| Other income, net |  | 44 |  | (2) |  | 42 |  | 75 |  | (2) |  | 73 |  | 91 |  | (3) |  | 88 |  | 51 |  | 7 |  | 58 |
| Operating profit |  | 959 |  | (21) |  | 938 |  | 1,121 |  | (6) |  | 1,115 |  | 889 |  | (19) |  | 870 |  | 1,128 |  | (38) |  | 1,090 |
| Interest expense |  | 87 |  | - |  | 87 |  | 86 |  | - |  | 86 |  | 85 |  | - |  | 85 |  | 87 |  | - |  | 87 |
| Other non-operating income (expense), net |  | 28 |  | - |  | 28 |  | (19) |  | - |  | (19) |  | 37 |  | - |  | 37 |  | 28 |  | - |  | 28 |
| Earnings from continuing operations before income taxes |  | 900 |  | (21) |  | 879 |  | 1,016 |  | (6) |  | 1,010 |  | 841 |  | (19) |  | 822 |  | 1,069 |  | (38) |  | 1,031 |
| Income tax expense |  | 367 |  | (7) |  | 360 |  | 298 |  | (2) |  | 296 |  | 276 |  | (7) |  | 269 |  | 240 |  | (14) |  | 226 |
| Earnings from continuing operations |  | 533 |  | (14) |  | 519 |  | 718 |  | (4) |  | 714 |  | 565 |  | (12) |  | 553 |  | 829 |  | (24) |  | 805 |
| Earnings from discontinued operations |  | 14 |  | - |  | 14 |  | 107 |  | 3 |  | 110 |  | 6 |  | 1 |  | 7 |  | 154 |  | 2 |  | 156 |
| Net earnings | \$ | 547 | \$ | (14) | \$ | 533 | \$ | 825 | \$ | (1) | \$ | 824 | \$ | 571 | \$ | (11) | \$ | 560 | \$ | 983 | \$ | (22) | \$ | 961 |
| Effective tax rate |  | 40.8\% |  |  |  | 41.0\% |  | 29.3\% |  |  |  | 29.3\% |  | 32.8\% |  |  |  | 32.7\% |  | 22.5\% |  |  |  | 21.9\% |
| Earnings per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 1.43 | \$ | (0.03) | \$ | 1.40 | \$ | 1.95 | \$ | (0.01) | \$ | 1.94 | \$ | 1.57 | \$ | (0.03) | \$ | 1.54 | \$ | 2.33 | \$ | (0.07) | \$ | 2.26 |
| Discontinued operations |  | 0.03 |  | - |  | 0.03 |  | 0.30 |  | - |  | 0.30 |  | 0.02 |  | - |  | 0.02 |  | 0.43 |  | 0.01 |  | 0.44 |
| Total | \$ | 1.46 | \$ | (0.03) | \$ | 1.43 | \$ | 2.25 | \$ | (0.01) | \$ | 2.24 | \$ | 1.59 | \$ | (0.03) | \$ | 1.56 | \$ | 2.76 | \$ | (0.06) | \$ | 2.70 |
| Diluted |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 1.42 | \$ | (0.04) | \$ | 1.38 | \$ | 1.93 | \$ | (0.01) | \$ | 1.92 | \$ | 1.55 | \$ | (0.03) | \$ | 1.52 | \$ | 2.30 | \$ | (0.06) | \$ | 2.24 |
| Discontinued operations |  | 0.03 |  | - |  | 0.03 |  | 0.29 |  | 0.01 |  | 0.30 |  | 0.02 |  | - |  | 0.02 |  | 0.43 |  | - |  | 0.43 |
| Total | \$ | 1.45 | \$ | (0.04) | \$ | 1.41 | \$ | 2.22 | \$ | - | \$ | 2.22 | \$ | 1.57 | \$ | (0.03) | \$ | 1.54 | \$ | 2.73 | \$ | (0.06) | \$ | 2.67 |

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## LOCKHEED MARTIN CORPORATION

Net Sales, Operating Profit and Margins

## As Reported and Adjusted to Reflect the Change in Revenue Recognition Methedology ${ }^{\text {(a) }}$

Unaudited
(In millions, except percentages)

|  | Year Ended December 31, 2010 |  |  |  |  |  | Year Ended December 31, 2009 |  |  |  |  |  | Year Ended December 31, 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As Reported |  | Adjustment |  | $\text { Adjusted }^{(a)}$ |  | As Reported |  | Adjustment |  | $\text { Adjusted }^{(a)}$ |  | As Reported |  | Adjustment |  | $\text { Adjusted }^{(a)}$ |  |
| Net sales: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Aeronautics | \$ | 13,235 | \$ | 4 | \$ | 13,239 | \$ | 12,201 | \$ | 2 | \$ | 12,203 | \$ | 11,473 | \$ | (4) | \$ | 11,469 |
| Electronic Systems |  | 14,363 |  | (8) |  | 14,355 |  | 13,532 |  | (24) |  | 13,508 |  | 12,803 |  | (9) |  | 12,794 |
| Information Systems \& Global Solutions |  | 9,959 |  | (38) |  | 9,921 |  | 9,608 |  | (9) |  | 9,599 |  | 9,069 |  | (12) |  | 9,057 |
| Space Systems |  | 8,246 |  | (4) |  | 8,242 |  | 8,654 |  | (4) |  | 8,650 |  | 8,027 |  | (3) |  | 8,024 |
| Total net sales | \$ | 45,803 | \$ | (46) | \$ | 45,757 | \$ | 43,995 | \$ | (35) | \$ | 43,960 | \$ | 41,372 | \$ | (28) | \$ | 41,344 |
| Operating profit: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Aeronautics | \$ | 1,502 | \$ | 4 | \$ | 1,506 | \$ | 1,577 | \$ | 2 | \$ | 1,579 | \$ | 1,433 | \$ | (4) | \$ | 1,429 |
| Electronic Systems |  | 1,712 |  | (8) |  | 1,704 |  | 1,660 |  | (43) |  | 1,617 |  | 1,583 |  | (9) |  | 1,574 |
| Information Systems \& Global Solutions |  | 890 |  | (76) |  | 814 |  | 895 |  | (21) |  | 874 |  | 919 |  | (43) |  | 876 |
| Space Systems |  | 972 |  | (4) |  | 968 |  | 972 |  | (5) |  | 967 |  | 953 |  | (3) |  | 950 |
| Segment operating profit |  | 5,076 |  | (84) |  | 4,992 |  | 5,104 |  | (67) |  | 5,037 |  | 4,888 |  | (59) |  | 4,829 |
| Unallocated corporate income (expense), net |  | (979) |  | - |  | (979) |  | (689) |  | - |  | (689) |  | 161 |  | - |  | 161 |
| Total operating profit | \$ | 4,097 | \$ | (84) | \$ | 4,013 | \$ | 4,415 | \$ | (67) | \$ | 4,348 | \$ | 5,049 | \$ | (59) | \$ | 4,990 |

## Margins:

| Aeronautics | 11.3 | \% | 0.1 | \% | 11.4 | \% | 12.9 | \% | - | \% | 12.9 | \% | 12.5 | \% | - | \% | 12.5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Electronic Systems | 11.9 |  | - |  | 11.9 |  | 12.3 |  | (0.3) |  | 12.0 |  | 12.4 |  | (0.1) |  | 12.3 |
| Information Systems \& Global Solutions | 8.9 |  | (0.7) |  | 8.2 |  | 9.3 |  | (0.2) |  | 9.1 |  | 10.1 |  | (0.4) |  | 9.7 |
| Space Systems | 11.8 |  | (0.1) |  | 11.7 |  | 11.2 |  | - |  | 11.2 |  | 11.9 |  | (0.1) |  | 11.8 |
| Total operating segments | 11.1 |  | (0.2) |  | 10.9 |  | 11.6 |  | (0.1) |  | 11.5 |  | 11.8 |  | (0.1) |  | 11.7 |
| Total consolidated | 8.9 | \% | (0.1) | \% | 8.8 | \% | 10.0 | \% | (0.1) | \% | 9.9 | \% | 12.2 | \% | (0.1) | \% | 12.1 |

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 preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.


[^0]:     preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

