# Lockheed Martin Corporation (NYSE: LMT)

**BETHESDA**, **Maryland**, October 21, 2008 – Lockheed Martin Corporation (NYSE: LMT) today reported third quarter 2008 net earnings of \$782 million (\$1.92 per diluted share), compared to \$766 million (\$1.80 per diluted share) in 2007. Net sales were \$10.6 billion, a 5% decrease from third quarter 2007 sales of \$11.1 billion. Cash from operations for the third quarter of 2008 was \$1.0 billion.

## **Corporate Highlights**

### Financial Performance:

Year-to-Date Growth: Sales 2%; EPS 12%. YTD Margin 12.0%.

## Cash/Debt Activities:

- 23 consecutive quarters of positive cash from operations; 35 of last 37 quarters.
- Cash from operations for the quarter and nine months ended September 28, 2008, was \$1.0 billion and \$3.4 billion respectively.
- At September 28, 2008, the Corporation had \$2.5 billion in cash and short-term investments.
- The Corporation continued to execute its balanced cash deployment strategy as follows:
  - Repurchased 3.7 million shares at a cost of \$401 million in the quarter and 22.3 million shares at a cost of \$2.4 billion year-to-date;
  - Authorized an additional 30 million shares under the existing share repurchase program;
  - Paid cash dividends of \$170 million in the quarter and \$510 million year-to-date;
  - Increased the quarterly dividend by 36% to \$0.57 per share, effective 12/01/08;
  - Made capital expenditures of \$229 million during the quarter and \$503 million during the nine month period;
  - Retired \$1.0 billion of long-term debt in the quarter and a total of \$1.1 billion year-to-date;
  - Invested \$107 million in the quarter and \$195 million during the nine month period for acquisition and investment activities.

## 3Q 2008 Business Area Highlights

## Aeronautics:

Year-to-Date Change: Sales (7%); Segment Earnings (2%). YTD Segment Margin 12.4%.

<ul> <li>Deliveries</li> </ul>	<u> 0TR</u>	<u>YTD</u>	Inception to Date
F-22	7	17	127
F-16	7	23	4,412
C-130	3	9	2,322

- Awarded a \$394 million contract for four C-130Js plus training and spares for Qatar;
- Awarded a \$129 million contract for 13 new wing sets for the U.S. Navy's **P-3 Orion** fleet;
- The **F-22 Raptor** surpassed the 50,000 flight hours milestone while establishing new standards in capability and maturity;
- The DoD recognized the **F-22** team with the 2008 Performance Based Logistics (PBL) Award;
- F-35A Lightning II conventional takeoff and landing aircraft achieved its 50th flight while the F-35B short takeoff/vertical landing (STOVL) variant began a planned modification interval in preparation for STOVL-mode flight next year;
- President Bush presented the Skunk Works® with the National Medal of Technology and Innovation.

- Electronic Systems:
  - Year-to-Date Growth: Sales 5%; Segment Earnings 8%. YTD Segment Margin 13.1%.
- The Department of Defense notified Congress of the first potential international sale of the Terminal High Altitude Area Defense (**THAAD**) system to the United Arab Emirates;
- Selected by Canada for two long-term contracts valued at approximately \$1.9 billion to modernize 12 Halifax Class Navy frigates;
- Awarded the Defense Logistics Agency's Fleet Automotive Support Initiative-Global (FASI-G) contract to support land-based vehicle sustainment for all of the U.S. military's land-based vehicles over 10 years—indefinite delivery/indefinite quantity contract has a potential value of up to \$5.6 billion;
- Delivered the nation's first Littoral Combat Ship, Freedom (LCS 1), to the U.S. Navy;
- The VH-71 presidential helicopter program achieved a major milestone when the first operational pilot production helicopter (PP-1) completed its maiden flight.

### Information Systems & Global Services:

- Year-to-Date Growth: Sales 13%; Segment Earnings 14%. YTD Segment Margin 9.3%.
- Selected by the Department of Energy to provide a broad range of site services for its Hanford site—potential total program value of \$3 billion over a 10-year period;
- Awarded a contract to manage the Integrated Hiring Operations and Personnel (**IHOP**) Program for the Transportation Security Administration (TSA) with a potential value of \$1.2 billion over eight years;
- Awarded one of 12 prime contracts under the U.S. Air Force's Future Flexible Acquisition & Sustainment Tool (F2AST) to compete for a maximum of \$6.9 billion under a 10-year acquisition contracting program;
- Awarded an approximately \$300 million contract to support the 2011 Census for England, Wales and Northern Ireland.

#### Space Systems:

- Year-to-Date Change: Sales (1%); Segment Earnings 20%. YTD Segment Margin 12.4%.
- A team comprising Lockheed Martin, the University of Colorado and NASA's Goddard Space Flight Center was chosen to design, build and operate the spacecraft for the Mars Atmosphere and Volatile Evolution (**MAVEN**) program to analyze the upper atmosphere and past climate change on Mars—the total program value is \$485 million;
- The **Trident II D5** missile achieved the 124th consecutive successful test launch—a record unmatched by any other large ballistic missile or space launch vehicle.

r 2008 net earnings of e \$10.6 billion, a 5% 0 billion.					
Full Year (	\$M)				
Sales					
2008 (YTD) \$3	1 500				
	1,862				
	9,620				
	7,213				
2005 3	1,213				
Backlog					
2008 (YTD) \$7	6,000				
2007 (Y/E) 7	6,700				
2008 (YTD) \$7 2007 (Y/E) 7 2006 (Y/E) 7	5,900				
2005 (Y/E) 7-	4,825				
EPS (\$ per share)					
2008 (YTD) \$					
2007	7.10				
2006	5.80				
2005	4.10				
Debt Balance *					
2008 (YTD) \$ 3	8.805				
2007 (Y/F)	407				
2008 (YTD) \$ 3 2007 (Y/E) 4 2006 (Y/E) 4	430				
2006 (Y/E) 4 2005 (Y/E) 4	986				
2000 (1/L) 4	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
Cash from Oper	ations				
2008 (YTD) \$ 3					
	,241				
	8,783				
2005 3	8,194				
Sharo Bonurak-	505				
Share Repurcha 2008 (YTD) \$2					
	2,356 2,127				
	2,104 ,222				
2005 1	,222				
Dividends Paid					
(\$ per share)					
2008 (YTD) \$	1.26				
2007	1.47				
2006	1.25				
2005	1.05				
horo Drie					
Share Price					
(\$ per share)	12 55				
2008 (YTD) \$1					
• •	05.26				
	92.07				
2005 (Y/E)	63.63				
YTD is for period or as of 9/28/					
*Principal, nei unamortized dis					
<ul> <li>Jerry Kircher</li> <li>(301) 897-6584</li> <li>Shamala Littler</li> <li>(301) 897-6455</li> </ul>					