



# Lockheed Martin Corporation

## 3rd Quarter 2024 Conference Call October 22, 2024

**JAMES D. TAICLET**  
Chairman, President and CEO

**JAY MALAVE**  
Chief Financial Officer

**MARIA RICCIARDONE**  
Vice President, Treasurer  
& Investor Relations

Webcast login at:  
[www.lockheedmartin.com/investor](http://www.lockheedmartin.com/investor)  
Webcast replay & podcast available by 2:00 p.m. ET  
October 23, 2024 at: [www.lockheedmartin.com/investor](http://www.lockheedmartin.com/investor)  
Audio replay available from 2:00 p.m. ET  
October 23, 2024 through midnight October 24, 2024



# Forward-Looking Statements



- This presentation contains statements that, to the extent they are not recitations of historical fact, constitute forward-looking statements within the meaning of the federal securities laws, and are based on Lockheed Martin's current expectations and assumptions. The words "believe," "estimate," "anticipate," "project," "intend," "expect," "plan," "outlook," "scheduled," "forecast" and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and are subject to risks and uncertainties. Actual results may differ materially due to factors such as: the company's reliance on contracts with the U.S. Government, which are dependent on U.S. Government funding and can be terminated for convenience, and the company's ability to negotiate favorable contract terms; budget uncertainty, the risk of future budget cuts, the impact of continuing resolution funding mechanisms and the debt ceiling and the potential for government shutdowns and changing funding and acquisition priorities; risks related to the development, production, sustainment, performance, schedule, cost and requirements of complex and technologically advanced programs, including the F-35 program; planned production rates and orders for significant programs, compliance with stringent performance and reliability standards, and materials availability, including government furnished equipment; the timing of contract awards or delays in contract definitization as well as the timing and customer acceptance of product deliveries and performance milestones; the company's ability to recover costs under U.S. Government contracts and the mix of fixed-price and cost-reimbursable contracts; customer procurement policies that shift risk to contractors, including competitively bid programs with fixed-price development work or follow-on production options or other financial risks; and the impact of investments, cost overruns or other cost pressures and performance issues on fixed price contracts; changes in procurement and other regulations and policies affecting the company's industry, export of its products, cost allowability or recovery, preferred contract type, and performance and progress payments policy; performance and financial viability of key suppliers, teammates, joint ventures (including United Launch Alliance), joint venture partners, subcontractors and customers; economic, industry, business and political conditions including their effects on governmental policy; the impact of inflation and other cost pressures; the impact of pandemics and epidemics on the company's business and financial results, including supply chain disruptions and delays, employee absences, and program delays; government actions that prevent the sale or delivery of the company's products (such as delays in approvals for exports requiring Congressional notification); trade policies or sanctions (including Chinese sanctions on the company or its suppliers, teammates or partners, U.S. Government sanctions on Turkish entities and persons, and indirect effects of sanctions on Russia to the company's supply chain); the company's success expanding into and doing business in adjacent markets and internationally and the risks posed by international sales; changes in foreign national priorities and foreign government budgets and planned orders, including potential effects from fluctuations in currency exchange rates; the competitive environment for the company's products and services, including competition from startups and non-traditional defense contractors; the company's ability to develop and commercialize new technologies and products, including emerging digital and network technologies and capabilities; the company's ability to benefit fully from or adequately protect its intellectual property rights; the company's ability to attract and retain a highly skilled workforce, the impact of work stoppages or other labor disruptions; cyber or other security threats or other disruptions faced by the company or its suppliers; the company's ability to implement and continue, and the timing and impact of, capitalization changes such as share repurchases, dividend payments and financing transactions; the accuracy of the company's estimates and projections; changes in pension plan assumptions and actual returns on pension assets; cash funding requirements and pension risk transfers and associated settlement charges; realizing the anticipated benefits of acquisitions or divestitures, investments, joint ventures, teaming arrangements or internal reorganizations, and market volatility affecting the fair value of investments that are marked to market; the company's efforts to increase the efficiency of its operations and improve the affordability of its products and services, including through digital transformation and cost reduction initiatives; the risk of an impairment of the company's assets, including the potential impairment of goodwill and intangibles; the availability and adequacy of the company's insurance and indemnities; impacts of climate change and compliance with laws, regulations, policies, and customer requirements in response to climate change concerns; changes in accounting, U.S. or foreign tax, export or other laws, regulations, and policies and their interpretation or application, and changes in the amount or reevaluation of uncertain tax positions; and the outcome of legal proceedings, bid protests, environmental remediation efforts, audits, government investigations or government allegations that the company has failed to comply with law, other contingencies and U.S. Government identification of deficiencies in its business systems. These are only some of the factors that may affect the forward-looking statements contained in this presentation. For a discussion identifying additional important factors that could cause actual results to differ materially from those anticipated in the forward-looking statements, see the company's filings with the U.S. Securities and Exchange Commission including, but not limited to, "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" in the company's most recent Annual Report on Form 10-K and subsequent quarterly reports on Form 10-Q. The company's filings may be accessed through the Investor Relations page of its website, [www.lockheedmartin.com/investor](http://www.lockheedmartin.com/investor), or through the website maintained by the SEC at [www.sec.gov](http://www.sec.gov). The company's actual financial results likely will be different from those projected due to the inherent nature of projections. Given these uncertainties, forward-looking statements should not be relied on in making investment decisions. The forward-looking statements contained in this presentation speak only as of the date of its release. Except where required by applicable law, the company expressly disclaims a duty to provide updates to forward-looking statements after the date of this presentation to reflect subsequent events, changed circumstances, changes in expectations, or the estimates and assumptions associated with them. The forward-looking statements in this presentation are intended to be subject to the safe harbor protection provided by the federal securities laws.

# 3Q 2024: Setup for a Strong Finish to the Year

## Solid Financial Results

- Record Backlog
- Strong Free Cash Flow
- Disciplined & Dynamic Cash Deployment

## Driving Operational Performance

- F-35 Progress
- Investing in Versatile Technologies

## 21st Century Security®

### Rapid Integration of Technology

- Skunk Works® Smart Adaptive Flight Control Environment (SAFE)

### Resiliency Across the Industrial Base

- General Dynamics SRM Teaming Agreement

### International Production & Sustainment

- India Partnerships – Tata Empennages & Cabins



# 3Q 2024 Financial Highlights



**\$17.1B**

Sales

**\$1.9B**

Segment Operating Profit\*

**10.9%**

Segment Operating Margin\*

**\$6.80**

Earnings Per Share

**1.3x**

Book-to-Bill Ratio\*

**\$2.1B**

Delivered in Free Cash Flow\*

**\$0.85B**

Of Share Repurchases

**\$0.75B**

In Dividends

Returns to Shareholders

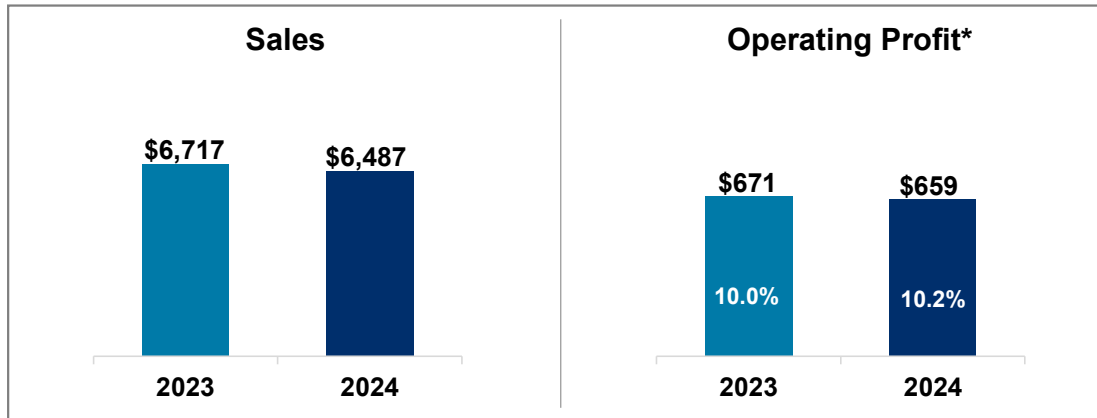
**\$0.7B**

Of Independent Research & Development and Capital Expenditures

\*See Chart 13 for Definitions of Non-GAAP Measures and Other Performance Metrics

# Aeronautics

## 3<sup>rd</sup> Quarter (\$M)



**Sales: Decreased 3%**

Lower Volume on F-35 (Lot 18/19 Negotiations), Partially Offset by Higher Volume on C-130 and F-16 Programs

**Operating Profit: Decreased 2%**

Lower Volume and Mix, Partially Offset by Higher Profit Booking Rate Adjustments

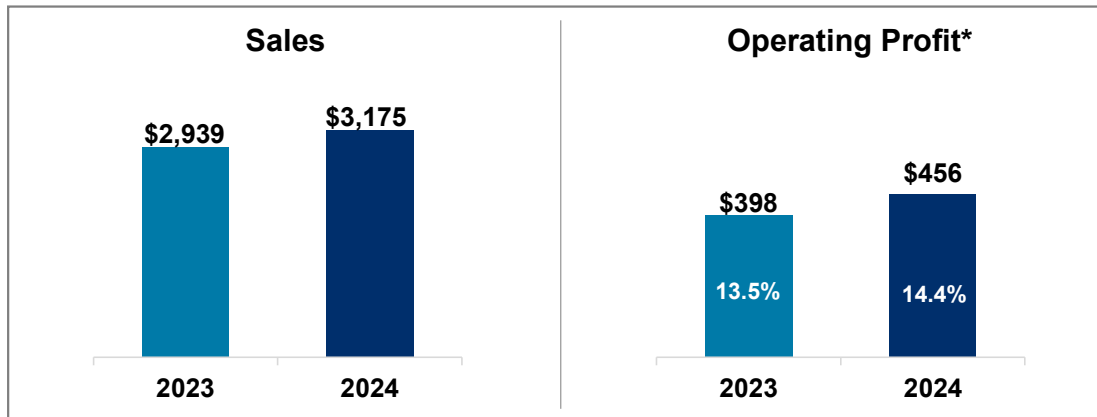
\*See Chart 13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms



**C-130 Surpasses  
3 Million  
Flight Hours**

# Missiles & Fire Control

3<sup>rd</sup> Quarter (\$M)



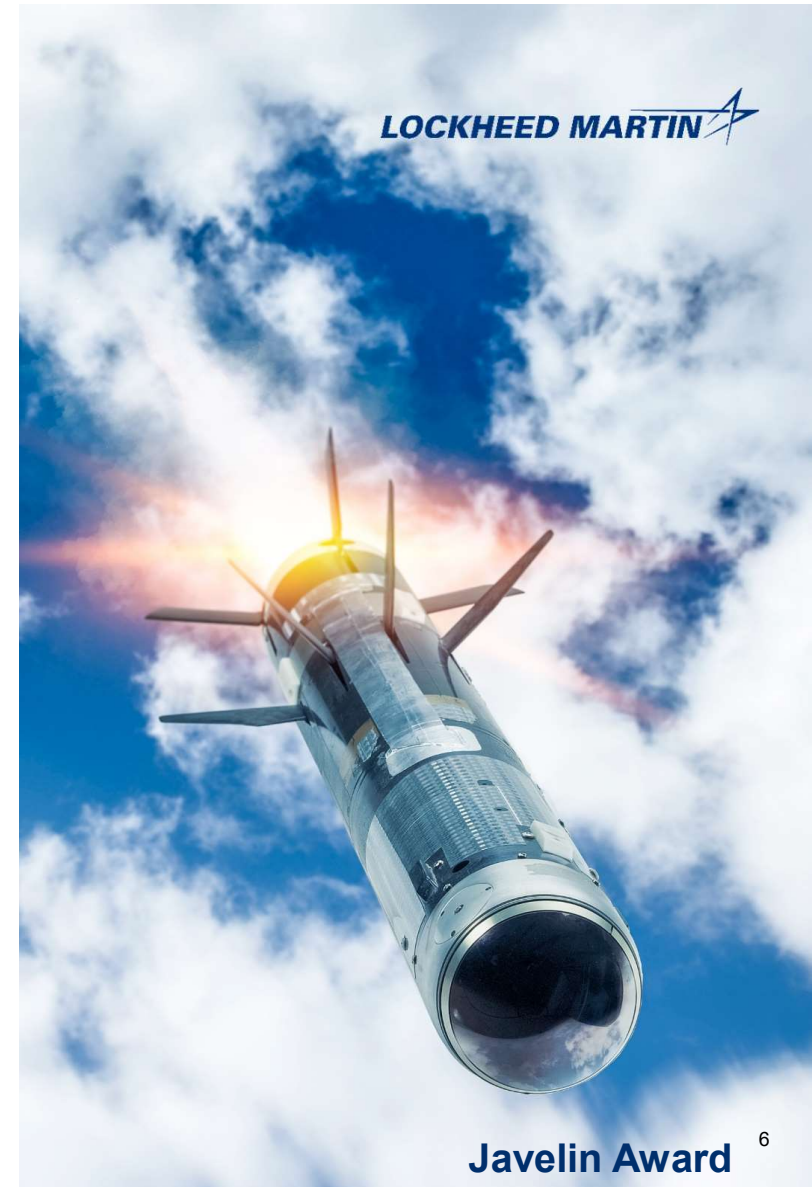
**Sales: Increased 8%**

Higher Volume Due to Production Ramps at TSM (primarily GMLRS & LRASM)

**Operating Profit: Increased 15%**

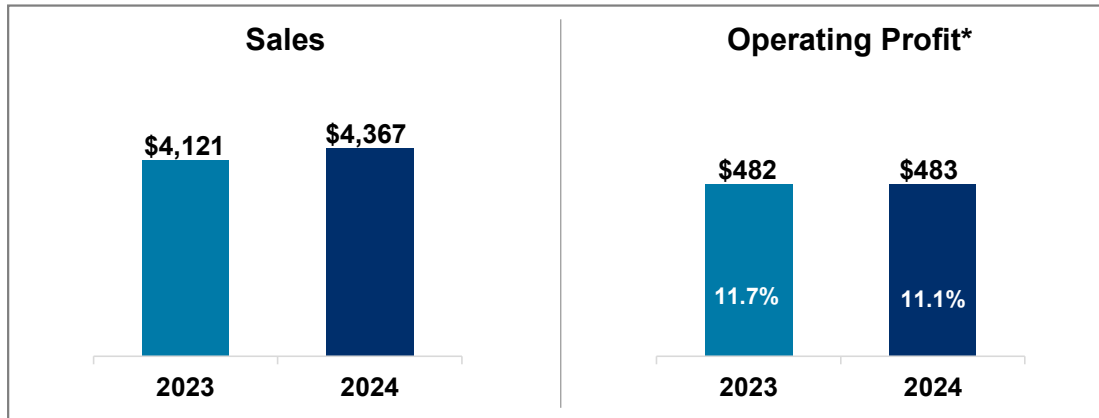
Higher Volume and Higher Profit Booking Rate Adjustments (primarily PAC-3)

\*See Chart 13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms



# Rotary & Mission Systems

3<sup>rd</sup> Quarter (\$M)



**Sales: Increased 6%**

Higher Volume at IWSS (primarily Radars & CSC) and Sikorsky (primarily CH-53K, Blackhawk & Seahawk)

**Operating Profit: Comparable**

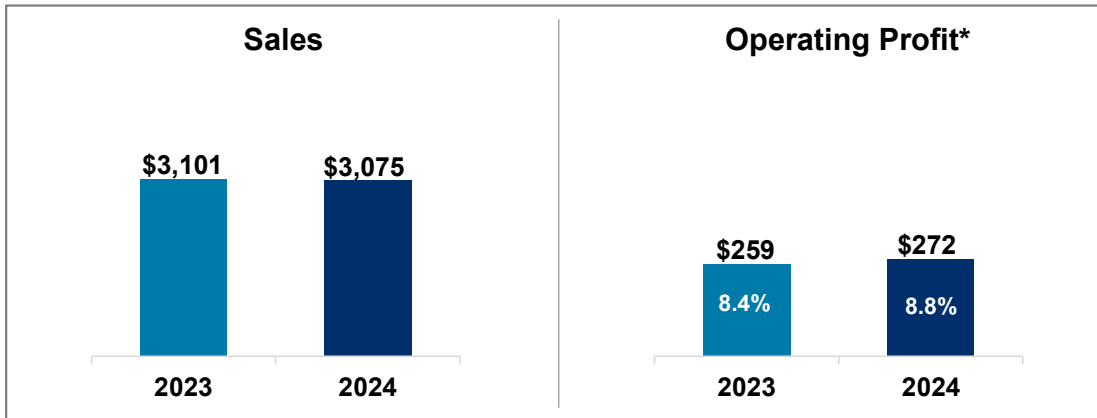
Higher Volume, Offset by Lower Profit Booking Rate Adjustments

\*See Chart 13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms



# Space

## 3<sup>rd</sup> Quarter (\$M)



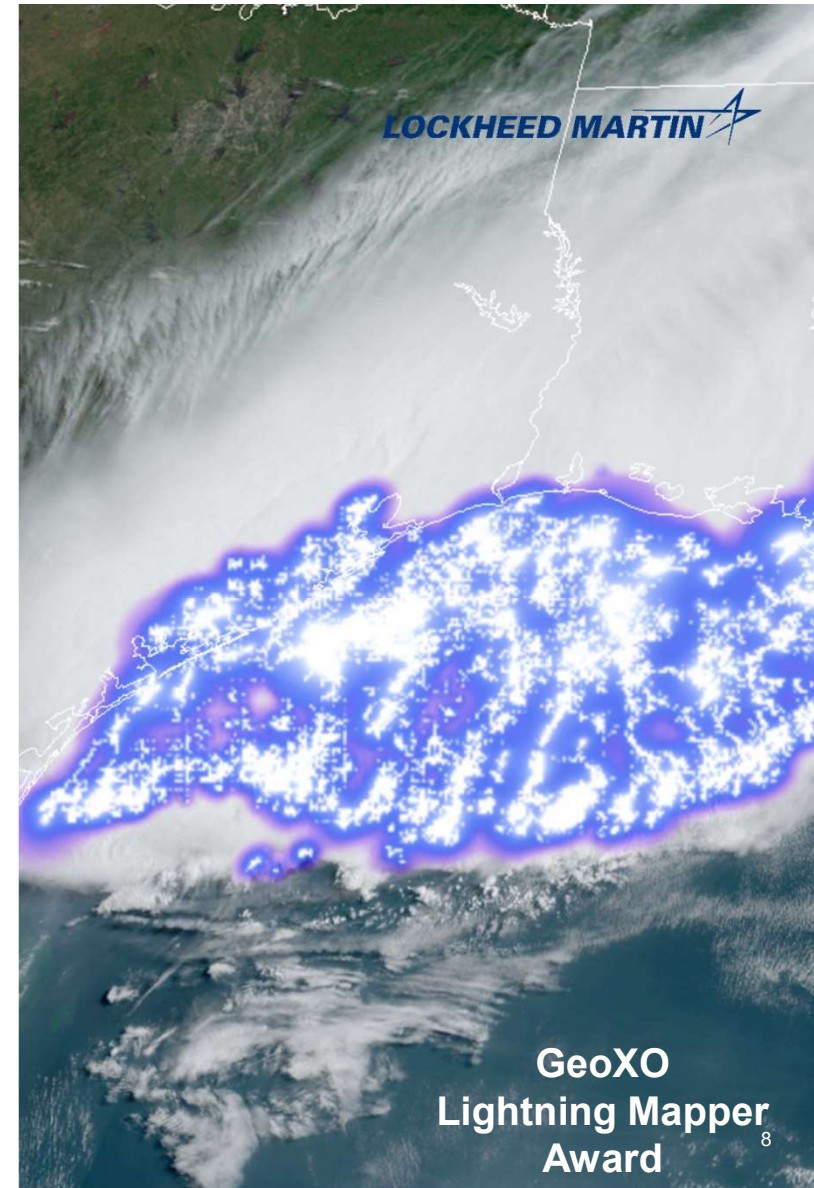
**Sales: Decreased 1%**

Lower Volume at CCS (Orion),  
Partially Offset by Higher Volume at SMD  
(Reentry programs)

**Operating Profit: Increased 5%**

Favorable Mix, Partially Offset by  
Lower ULA Equity Earnings

\*See Chart 13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms





## Updated 2024 Outlook



| (\$M), Except for EPS            | Prior               | Current    |
|----------------------------------|---------------------|------------|
| Sales                            | \$70,500 - \$71,500 | ~\$71,250  |
| Segment Operating Profit*        | \$7,350 - \$7,500   | ~\$7,475   |
| Total FAS/CAS Pension Adjustment | ~\$1,685            | ~\$1,685   |
| Diluted EPS                      | \$26.10 - \$26.60   | ~\$26.65   |
| Cash from Operations             | \$7,750 - 8,050     | ~\$7,950   |
| Capital Expenditures             | ~(\$1,750)          | ~(\$1,750) |
| Free Cash Flow                   | \$6,000 - \$6,300   | ~\$6,200   |
| Share Repurchases                | ~\$4,000            | ~\$3,700   |

\*See Chart 13 for Definitions of Non-GAAP Measures

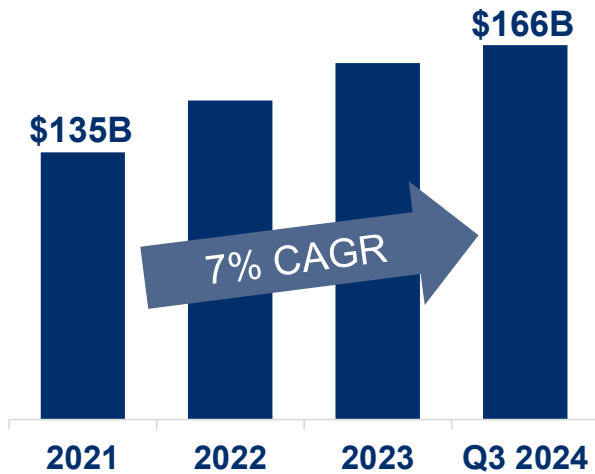
See the company's third quarter earnings release for a description of the assumptions on which the 2024 Outlook is based.

3Q Earnings Results Conference Call

# Well Positioned for Growth in 2025 and Beyond



## Backlog



## Mutli-Year Growth Framework

|                        | Baseline                     | Catalysts  | Opportunity                  |
|------------------------|------------------------------|--|------------------------------|
| <b>Sales</b>           | Low Single Digit Growth CAGR | Campaign Wins<br>Production Ramps<br>Budgets & Funding | Mid Single Digit Growth CAGR |
| <b>Segment Margins</b> | + 10 bps per year            | Program De-Risking                                     | + 20 bps per year            |
| <b>Free Cash Flow</b>  | Low Single Digit Growth CAGR | Pension Impact Offsets<br>Working Capital Improvement  | Mid Single Digit Growth CAGR |

# Summary

- Updated 2024 Outlook and Increased Confidence in Multi-year Forecast
- Continued Investment into Transformation Activities and Next Generation Technologies
- Focused on Performance to Deliver Value for Stakeholders



***LOCKHEED MARTIN*** 

# 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 management believes that these non-GAAP financial measures may be useful in evaluating the financial performance of Lockheed Martin, this information should be considered supplemental and is not a substitute for financial information prepared in accordance with GAAP. In addition, the company's definitions for non-GAAP financial measures may differ from similarly titled measures used by other companies or analysts.

## Free Cash Flow (non-GAAP)

Free cash flow is a non-GAAP financial measure that we define as cash from operations less capital expenditures. Our capital expenditures are comprised of equipment and facilities infrastructure and information technology (inclusive of costs for the development or purchase of internal-use software that are capitalized). We use free cash flow to evaluate our business performance and overall liquidity, as well as a performance goal in our annual and long-term incentive plans. We believe free cash flow is a useful measure for investors because it represents the amount of cash generated from operations after reinvesting in the business and that may be available to return to stockholders and creditors (through dividends, stock repurchases and debt repayments) or available to fund acquisitions and other investments. The entire amount of free cash flow is not necessarily available for discretionary expenditures, however, because it does not account for certain mandatory expenditures, such as the repayment of maturing debt and future pension contributions. While management believes that free cash flow as a non-GAAP financial measure may be useful in evaluating our financial performance, it should be considered supplemental to, and not a substitute for, financial information prepared in accordance with GAAP and may not be comparable to similarly titled measures used by other companies.

| \$M                         | 3Q24 Results | 2024 Outlook |
|-----------------------------|--------------|--------------|
| Cash from Operations (GAAP) | 2,438        | ~7,950       |
| Capital Expenditures        | (355)        | ~(1,750)     |
| Free Cash Flow (non-GAAP)   | 2,083        | ~6,200       |

## Segment Operating Profit and Margin (non-GAAP)

Segment Operating Profit represents operating profit from the company's business segments before unallocated income and expense. This measure is used by the company's senior management in evaluating the performance of the company's business segments and is a performance goal in the company's annual incentive plan. Business Segment Operating Margin is calculated by dividing Segment Operating Profit by Sales. The table below reconciles Business Segment Operating Profit to Consolidated Operating Profit.

| \$M  | 3Q 2024 |        |        | 3Q 2023 |        |        | 2024 Current Outlook |          |        | 2024 Prior Outlook   |                    |        |
|--|---------|--------|--------|---------|--------|--------|----------------------|----------|--------|----------------------|--------------------|--------|
|  | Sales   | Profit | Margin | Sales   | Profit | Margin | Sales                | Profit   | Margin | Sales                | Profit             | Margin |
| Business segment operating profit (non-GAAP) | 17,104  | 1,870  | 10.9%  | 16,878  | 1,810  | 10.7%  | ~\$71,250            | ~\$7,475 | ~10.5% | ~\$70,500 - \$71,500 | ~\$7,350 - \$7,500 | ~10.5% |
| FAS/CAS operating adjustment                 |         | 406    |        |         | 414    |        |                      | ~1,625   |        |                      | ~1,625             |        |
| Intangible asset amortization expense        |         | (61)   |        |         | (62)   |        |                      | ~(245)   |        |                      | ~(245)             |        |
| Severance and other charges                  |         | -      |        |         | -      |        |                      | ~(90)    |        |                      | ~(90)              |        |
| Other, net                                   |         | (75)   |        |         | (120)  |        |                      | ~(395)   |        |                      | ~(440)             |        |
| Total Unallocated Items                      |         | 270    |        |         | 232    |        |                      | 895      |        |                      | 850                |        |
| Consolidated operating profit (GAAP)         | 17,104  | 2,140  | 12.5%  | 16,878  | 2,042  | 12.1%  | ~\$71,250            | ~\$8,370 | ~11.7% | ~\$70,500 - \$71,500 | ~\$8,200 - \$8,350 | ~11.7% |

## Book-to-Bill Ratio

The ratio of orders received to sales recorded for a specified period.

# Appendix I



| 2024 Outlook                       | (\$M), Except for EPS |
|------------------------------------|-----------------------|
| Sales                              | ~\$71,250             |
| Segment Operating Profit*          | ~\$7,475              |
| Segment Margin                     | 10.5%                 |
| FAS/CAS Operating Adjustment**     | ~\$1,625              |
| Other, net                         | ~(\$730)              |
| Consolidated Operating Profit      | ~\$8,370              |
| Net-Operating FAS Pension Income** | ~\$60                 |
| Interest Expense                   | ~(\$1,035)            |
| Effective Tax Rate                 | 15.3%                 |
| Diluted EPS                        | ~\$26.65              |
| Pension Contribution               | \$0                   |
| Share Repurchases                  | ~\$3,700              |

\*See Chart 13 for Definitions of Non-GAAP Measures.

\*\*See Chart 16 for Pension Detail

3Q Earnings Results Conference Call

## Appendix II



| <b>(\$M)</b>    | <b>Sales</b>     | <b>Segment Operating Profit*</b> |
|-----------------|------------------|----------------------------------|
| AERO            | ~\$28,600        | ~\$2,840                         |
| MFC             | ~\$12,550        | ~\$1,475                         |
| RMS             | ~\$17,350        | ~\$1,920                         |
| SPACE           | ~\$12,750        | ~\$1,240                         |
| <b>LM Total</b> | <b>~\$71,250</b> | <b>~\$7,475</b>                  |

\*See Chart 13 for Definitions of Non-GAAP Measures.

## Appendix III



|  | <b>2024</b>           |
|--|-----------------------|
|  | <b><u>Outlook</u></b> |
| <b>Total FAS income / (expense) and CAS costs</b>  |                       |
| FAS pension income                                 | ~ \$ -                |
| Less: CAS pension cost                             | ~ \$ 1,685            |
| Total FAS/CAS pension adjustment                   | <u>~ \$ 1,685</u>     |
| <br>   |                       |
| <b>Service and non-service cost reconciliation</b> |                       |
| FAS pension service cost                           | ~ \$ (60)             |
| Less: CAS pension cost                             | ~ \$ 1,685            |
| FAS/CAS operating adjustment                       | <u>~ \$ 1,625</u>     |
| Non-operating FAS pension income                   | ~ \$ 60               |
| Total FAS/CAS pension adjustment                   | <u>~ \$ 1,685</u>     |



## Appendix IV



### Acronyms

GAAP – Generally Accepted Accounting Principles

EPS – Earnings per Share

FAS – Financial Accounting Standards

CAS – Cost Accounting Standards

TSM – Tactical & Strike Missiles

IAMD – Integrated Air & Missile Defense

GMLRS – Guided Multiple Launch Rocket System

HIMARS – High Mobility Artillery Rocket System

JASSM – Joint Air-to-Surface Standoff Missile

LRASM – Long Range Anti-Ship Missile

PAC-3 – Patriot Advanced Capability 3

THAAD – Terminal High Altitude Area Defense

CSC - Canadian Surface Combatant

CCS – Commercial Civil Space

IWSS – Integrated Warfare Systems & Sensors

C6ISR – Command, Control, Communications, Computers, Cyber, Combat Systems, Intelligence, Surveillance & Reconnaissance

SMD – Strategic Missile Defense

NSS – National Security Space

FBM – Fleet Ballistic Missile

NGI – Next Generation Interceptor

GPS – Global Positioning Satellite

OPIR – Overhead Persistent Infrared

ULA – United Launch Alliance

SRM – Solid Rocket Motor

CAGR – Compound Annual Growth Rate