# **Consolidated Condensed Statement of Earnings**

Unaudited

(In millions, except per share data and percentages)

	THRI	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,				
		2007		2006		2007		2006		
Net sales	\$	11,095	\$	9,605	\$	31,021	\$	28,780		
Cost of sales		9,949		8,802		27,911		26,377		
		1,146		803		3,110		2,403		
Other income and expenses, net		17		48		202		281		
Earnings from operations		1,163		851		3,312		2,684		
Interest income		35		54		139		135		
Earnings before interest expense and taxes		1,198		905		3,451		2,819		
Interest expense		79_		90		265		276		
Earnings before income taxes		1,119		815		3,186		2,543		
Income tax expense		353		186_		952		743		
Net earnings	\$	766	\$	629	\$	2,234	\$	1,800		
Effective tax rate		31.5%		22.8%		29.9%		29.2%		
Earnings per common share:										
Basic	\$	1.85	\$	1.48	\$	5.35	\$	4.19		
Diluted	\$	1.80	\$	1.46	\$	5.21	\$	4.12		
Average number of shares outstanding:										
Basic		413.5		424.3		417.2		429.7		
Diluted		424.5		431.9		428.5		436.8		
Common shares reported in stockholders' equity	at Septembe	er 30:				410.9		421.6		

LOCKHEED MARTIN CORPORATION
Net Sales, Segment Operating Profit and Margins
Unaudited
(In millions, except percentages)

	THREE MONTHS ENDED SEPTEMBER 30,			NINE MONTHS ENDED SEPTEMBER				EMBER 30,		
		2007		2006	% Change		2007		2006	% Change
Net sales:										
Aeronautics	\$	3,342	\$	2,983	12%	\$	9,299	\$	8,810	6%
Electronic Systems		2,827		2,576	10%		8,269		7,727	7%
Information Systems & Global Services		2,713		2,191	24%		7,378		6,318	17%
Space Systems		2,213		1,855	19%		6,075		5,925	3%
Total net sales	\$	11,095	\$	9,605	16%	\$	31,021	\$	28,780	8%
Segment operating profit:										
Aeronautics	\$	414	\$	316	31%	\$	1,091	\$	838	30%
Electronic Systems		349		278	26%		1,057		906	17%
Information Systems & Global Services		247		205	20%		679		580	17%
Space Systems		222		176	26%		622		558	11%
Segment operating profit		1,232	-	975	26%		3,449	-	2,882	20%
Unallocated corporate (expense) / income , net		(34)		(70)			2		(63)	
Earnings before interest expense and taxes	\$	1,198	\$	905	32%	\$	3,451	\$	2,819	22%
Margins:										
Aeronautics		12.4 %		10.6 %			11.7 %	, 0	9.5 %	
Electronic Systems		12.3		10.8			12.8		11.7	
Information Systems & Global Services		9.1		9.4			9.2		9.2	
Space Systems		10.0		9.5			10.2		9.4	
Total operating segments		11.1 %		10.2 %			11.1 %	Ó	10.0 %	
Total consolidated		10.8 %		9.4 %			11.1 %	Ó	9.8 %	

Gain on sales of surplus land
Benefit from IRS claims for export tax benefits

Debt exchange expenses

Gain on Space Imaging sale

Gain on sale of interest in Inmarsat

Selected Financial Data

Unaudited

(In millions, except per share data)

	THREE MONTHS ENDED SEPTEMBER 30,					NINE MONTHS ENDE			DED SEPTEMBER 30,			
Summary of unallocated corporate (expense) / income, net FAS/CAS pension adjustment Unusual items, net Stock compensation expense Other, net Unallocated corporate (expense) / income, net	\$	2007 (18) - (34) 18 (34)	\$	2006 (70) 15 (26) 11 (70)			\$	2007 (46) 71 (116) 93 2	\$	2006 (206) 185 (83) 41 (63)		
	THREE	MONTHS ENI	DED SEPTE				NINE M	IONTHS END	ED SEPTEN			
FAS/CAS pension adjustment FAS 87 expense Less: CAS costs FAS/CAS pension adjustment - expense	\$	(175) (157) (18)	\$	2006 (236) (166) (70)			\$	(518) (472) (46)	\$	2006 (704) (498) (206)		
		THREE MO	NTHS END	ED SEPTEM	BER 30, 2007	7		NINE MON	NTHS ENDI	ED SEPTEME	BER 30, 200	7
	Opera	nting profit	Net	earnings		rnings share	Operat	ing profit	Net e	arnings		arnings er share
Unusual Items - 2007 Gain on sale of interest in Comsat International Gain on sale of surplus land Earnings from reversal of legal reserves Benefit from closure of an IRS audit	\$	- - - - -	\$	- - - - -	\$	- - - - -	\$	25 25 21 -	\$	16 16 14 59	\$	0.04 0.04 0.03 0.14 0.25
		THREE MO	NTHS END	ED SEPTEM	BER 30, 2000	5		NINE MON	NTHS ENDI	D SEPTEME	BER 30, 200	6
		nting profit (loss)		earnings loss)		ngs (loss) · share	•	ing profit		arnings oss)		nings (loss) er share
Unusual Items - 2006												

20

62

(11)

71

0.05

0.14

(0.03)

0.16

\$

51

(16)

127

23

185

\$

33

62

(11)

83

15

182

\$

0.08

0.14

(0.03)

0.19

0.03

0.41

31

(16)

15

\$

Selected Financial Data Unaudited (In millions)

	THREE MO	ONTHS ENDED SEPTEMBER 30,	NINE MONTHS ENDED SEPTEMBER 30,				
Depreciation and amortization of plant and equipment	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>			
Aeronautics	\$ 42	\$ 39	<b>\$</b> 121	\$ 112			
Electronic Systems	φ - <del>12</del> 56	48	150	135			
Information Systems & Global Services	21	14	52	43			
Space Systems	33	30	90	95			
Segments	152	131	413	385			
Unallocated corporate expense, net	14	14	41	44			
Total depreciation and amortization	\$ 166	\$ 145	\$ 454	\$ 429			
	THREE MC	ONTHS ENDED SEPTEMBER 30,	NINE MONTHS END				
	2007	2006	2007	<u> </u>			
Amortization of purchased intangibles	<u>2007</u>	<u>2006</u>	<u>2007</u>	2006			
Amortization of purchased intangibles Aeronautics	\$ 12	2006 \$ 12	<u>2007</u> \$ 38	<u> </u>			
	_			2006			
Aeronautics	\$ 12	\$ 12	\$ 38	2006 \$ 37			
Aeronautics Electronic Systems Information Systems & Global Services Space Systems	\$ 12 6 13 2	\$ 12 12 11 3	\$ 38 22 42 6	\$ 37 34 31 7			
Aeronautics Electronic Systems Information Systems & Global Services	\$ 12 6	\$ 12 12	\$ 38 22	\$ 37 34			
Aeronautics Electronic Systems Information Systems & Global Services Space Systems	\$ 12 6 13 2	\$ 12 12 11 3	\$ 38 22 42 6	\$ 37 34 31 7			

**Consolidated Condensed Balance Sheet** 

Unaudited

(In millions, except percentages)

	SEPTEMBER 30,	DECEMBER 31,
	2007	2006
<u>Assets</u>		
Cash and cash equivalents	\$ 3,094	\$ 1,912
Short-term investments	335	381
Receivables	4,937	4,595
Inventories	1,387	1,657
Deferred income taxes	834	900
Other current assets	487	719
Total current assets	11,074	10,164
Property, plant and equipment, net	4,071	4,056
Goodwill	9,369	9,250
Purchased intangibles, net	502	605
Prepaid pension asset	250	235
Deferred income taxes	1,736	1,487
Other assets	2,785	2,434
Total assets	\$ 29,787	\$ 28,231
Liabilities and Stockholders' Equity		
Accounts payable	\$ 1,964	\$ 2,221
Customer advances and amounts in excess of costs incurred	4,272	3,856
Other accrued expenses	3,551	3,442
Current maturities of long-term debt	104	34
Total current liabilities	9,891	9,553
Long-term debt, net	4,303	4,405
Accrued pension liabilities	3,555	3,025
Other postretirement and other noncurrent liabilities	4,610	4,364
Stockholders' equity	7,428	6,884
Total liabilities and stockholders' equity	\$ 29,787	\$ 28,231
Total debt-to-capitalization ratio:	37%	39%

## **Consolidated Condensed Statement of Cash Flows**

Unaudited

(In millions)

	NINE MONTHS ENDED SEPTEMBER 30				
		<u>2007</u>		<u>2006</u>	
Operating Activities					
Net earnings	\$	2,234	\$	1,800	
Adjustments to reconcile net earnings to net cash provided by					
operating activities:					
Depreciation and amortization		571		547	
Changes in operating assets and liabilities:					
Receivables		(332)		(87)	
Inventories		274		(109)	
Accounts payable		(264)		(95)	
Customer advances and amounts in excess of costs incurred		412		608	
Other		926		786	
Net cash provided by operating activities		3,821		3,450	
Investing Activities					
Expenditures for property, plant and equipment		(480)		(453)	
Sale of short-term investments, net		46		34	
Acquisitions of businesses / investments in affiliates		(325)		(1,083)	
Divestitures of investments in affiliates		26		180	
Other		(43)		88	
Net cash used for investing activities		(776)		(1,234)	
Financing Activities					
Issuances of common stock and related amounts		414		688	
Repurchases of common stock		(1,805)		(1,918)	
Common stock dividends		(440)		(389)	
Premium and transaction costs for debt exchange		-		(353)	
Repayments of long-term debt		(32)		(200)	
Net cash used for financing activities		(1,863)		(2,172)	
Net increase in cash and cash equivalents		1,182		44	
Cash and cash equivalents at beginning of period		1,912		2,244	
Cash and cash equivalents at end of period	\$	3,094	\$	2,288	

**Consolidated Condensed Statement of Stockholders' Equity Unaudited** 

(In millions)

	Common Stock				Additional Paid-In Capital		Retained Earnings		Paid-In Retained Comprehensive		Other Comprehensive		Stoc	Fotal kholders' Equity
Balance at January 1, 2007	\$	421	\$	755	\$	9,269	\$	(3,561)	\$	6,884				
Adoption of FIN 48 (a)						31				31				
Net earnings						2,234				2,234				
Common stock dividends (b)						(614)				(614)				
Stock-based awards and ESOP activity		9		716						725				
Repurchases of common stock (c)		(19)		(1,471)		(315)				(1,805)				
Other comprehensive income								(27)		(27)				
Balance at September 30, 2007	\$	411	\$	-	\$	10,605	\$	(3,588)	\$	7,428				

<sup>(</sup>a) On January 1, 2007 the Corporation adopted Financial Accounting Standards Board Interpretation No. 48 (FIN 48), "Accounting for Uncertainty in Income Taxes". The cumulative effect of adopting the provisions of FIN 48 was a non-cash increase to opening retained earnings of \$31 million.

<sup>(</sup>b) Includes dividends (\$0.35 per share) declared and paid in the first, second and third quarters. This amount also includes a dividend (\$0.42 per share) that was declared on September 27, 2007 and is payable on December 28, 2007 to shareholders of record on December 3, 2007.

<sup>(</sup>c) The Corporation repurchased 4.2 million shares of its common stock for \$411 million during the third quarter. Year-to-date, the Corporation has repurchased 18.6 million common shares for \$1.8 billion. The Corporation has 35.7 million shares remaining under its share repurchase program at the end of the third quarter of 2007.

**Operating Data** 

Unaudited

(In millions)

	SEPT	EMBER 30, 2007	DECEMBER 31, 2006		
Backlog					
Aeronautics	\$	25,600	\$	26,900	
Electronic Systems		20,100		19,700	
Information Systems & Global Services		11,200		10,500	
Space Systems		15,800		18,800	
Total	\$	72,700	\$	75,900	

	THREE MONTHS ENDED SE	PTEMBER 30,	NINE MONTHS ENDED SEPTEMBER 30			
Aircraft Deliveries	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>		
F-16	11	17	32	47		
F-22	7	4	17	19		
C-130J	4	3	9	8		