

# Lockheed Martin Overview

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# Lockheed Martin. Your Mission is Ours.

Lockheed Martin (NYSE: LMT) solves the world's toughest technology challenges. More than 100 nations rely on Lockheed Martin employees, products and technologies to help them protect and connect their citizens and advance scientific discovery. In a time of growing uncertainty and unpredictable threats, we focus on innovation and performance to keep our customers at the center of everything we do.

**114,000**  
Employees



**60,000**  
Engineers,  
Scientists and  
Technologists



**395+**  
Facilities  
Worldwide



Operating in  
**54**  
Countries with  
**7,800**  
Employees



# Lockheed Martin International Approach

Products with purpose – global support, local delivery

## A focused approach to international customers:

Shaping country strategies and partnerships, representing the corporate-wide portfolio, and guiding personnel and development decisions to accelerate global growth

### Aero



### MFC



### RMS



### Space



← **Cross Business Capability Integration** →



Integrated Platform Solutions



Training / Aviation Solutions



Sustainment/Cyber/Logistics



# Lockheed Martin Past Industry Experience

- **Proven Track Record Spanning 40+ Years**
  - Commitments Executed Worldwide
  - Implemented Projects Valued >\$50B
  - Types of Project Implemented (Investments, Supply Chain, JV, Technology Transfer, Export, Co-Production, Know How, Manufacturing)
  - Long Lasting Partnerships Established with European Industries
- **Goals & Objectives**
  - Understand Country's Strategic Objectives
  - 100% Requirement Compliance
  - Leverage All Lockheed Martin Business Areas
  - Support Defense and Commercial Industries



# Lockheed Martin Industry Footprint



Focused on Creating and Sustaining Strategic Long-term Relationships

# Aeronautics Overview

The Lockheed Martin Aeronautics portfolio designs, builds, and sustains the finest military aircraft in the world with commitment to the relentless research and development of high-performance aircraft, seeking innovative, low-cost design and manufacturing strategies, and delivering operational readiness for our customers' missions.

Aeronautics works with nearly 1,500 production suppliers and 900 non-production suppliers all over the world.



# Aeronautics Production Lines



# Missiles and Fire Control Overview

The Lockheed Martin Missiles and Fire Control (MFC) portfolio offers the most capable, innovative and competitive integrated air and missile defense, strike, precision fires, air superiority, and close combat weapon systems that are delivered by an engaged and collaborative team.

MFC pursues business in more than 50 countries worldwide with a diverse portfolio of more than **50 products and service lines organized into five lines of business.**





# MFC Business Area Portfolio

**Headquartered in  
Grand Prairie, Texas**

**\$11.7B** in 2021 sales

**~20,000** Employees worldwide

**18** Major operating locations



**Integrated Air and  
Missile Defense**



**Sensors and  
Global Sustainment**



**Tactical Missiles**



**Advanced / Special  
Programs**



**Air Dominance and  
Strike Weapons**

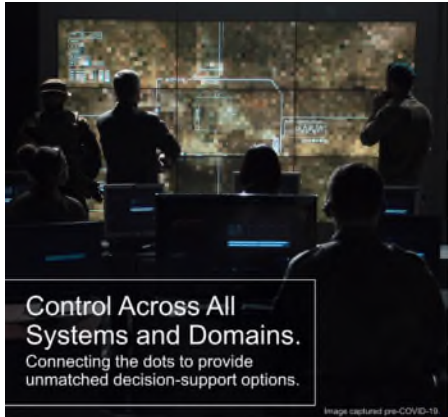
# Rotary and Mission Systems Overview

The Lockheed Martin Rotary and Mission Systems (RMS) portfolio provides an advanced array of capable solutions, including helicopters, integrated air and missile defense, littoral warfare, undersea warfare, radar, electronic warfare, cyber solutions, C4ISR, and training and logistics systems.

RMS supports five branches of the U.S. military as well as international and commercial customers with a vast portfolio of **more than 1,000 programs**.



# RMS Business Area Portfolio



**Control Across All Systems and Domains.**  
Connecting the dots to provide unmatched decision-support options.

Image captured pre-COVID-19

## Integrated Air & Missile Defense

- AIR6500
- Aegis Ashore
- Aegis BMD
- Aegis Expeditionary
- C2BMC
- DIAMONDShield™
- Hypersonic Defense
- LRDR / HDR
- SPY-7
- VAWS



**Solutions to Maintain Freedom of the Seas and Deter Aggression.**

## Surface Warfare

- LCS/MMSC
- USV
- UUV
- Aegis CSEA
- SSDS
- Mk 41 VLS
- Laser Weapon Systems
- CMS 330
- SPY-1 LNA
- SPY-7



## Building on a Strong Foundation.

Blackhawk. Littoral Combat Ship. Aegis. Bringing new capability to powerful platforms.



**Accelerating Readiness.**

Flight Simulator

## Utility Lift. Reconnaissance. Assault.

- BLACK HAWK® UH/HH-60M, S-70™
- CH-53E/K
- DEFIANT X™
- FIREHAWK®
- HH-60W
- RAIDER X®
- S-92®
- SEAHAWK®
- S-76D™
- Sustainment
- Training



## Sustainment & Training

- Support Equipment
- Logistics Information Systems
- Supply Chain Management
- Material Forecasting
- Live Training
- Virtual Training
- Constructive Training
- Turn-Key Training



**Detecting Threats. We've Got You Covered.**

TPS-77

## Surveillance Identify. Track. Decide.

- Lower Tier Air and Missile Defense
- LRDR/HDR
- Q-53
- Sentinel A4
- Surveillance Radar
- Solid State Radar
- TPS-77



**Creating Seamless Integration Across Multiple Submarine Combat.**

## Undersea Warfare

- ASW
- ARCI
- ISIS
- LwLCCA
- Sonobuoys
- Sustainment
- Towed Arrays
- Torpedoes
- Trident D5



**Advanced Technologies to Control the Electromagnetic Spectrum to Outpace Adversary Threats.**



Electromagnetic Warfare

## Electromagnetic Warfare

- All Ship EA
- AoEW
- Cyber
- MFEW-AL
- SEWIP
- TLS
- WICKED Crow



# Space Overview

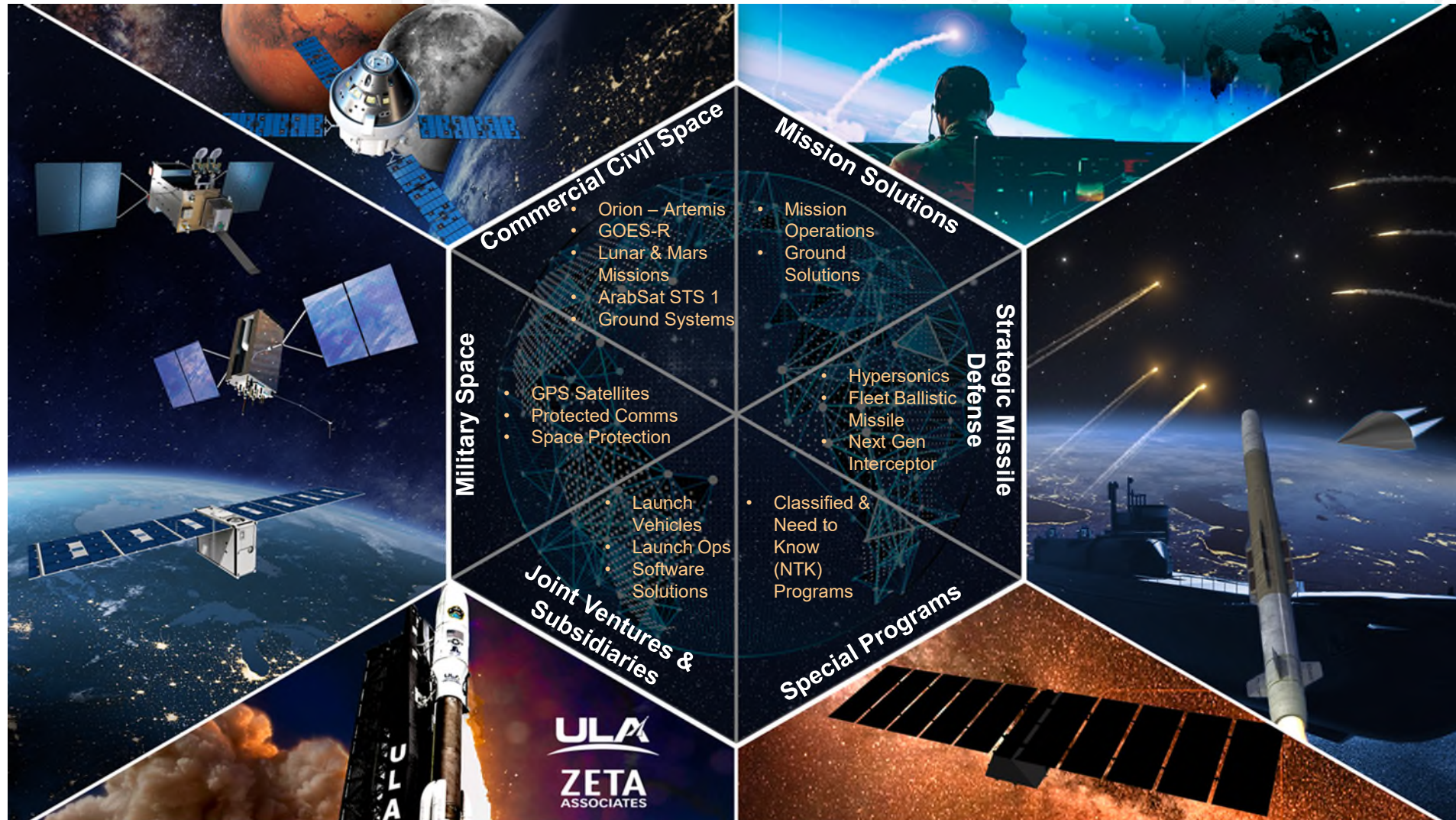
The Lockheed Martin Space portfolio has been at the forefront of space innovation since its inception, providing solutions that include GPS, strategic missile defense, space exploration, climate intelligence, ground systems development and hypersonics.

Space has a rich history, having been involved in every NASA mission to Mars through the Orion program and will continue to lead future Mars missions. Space's portfolio includes **over 3,300 patents globally**.

Our operational fleet of Satellites include SmallSats, HTS Space Vehicles, and Remote Sensing satellites.



# Space Business Area Portfolio



# Partnering Priorities

- **Desire To Develop Long Term Relationship**
  - New Business Opportunities
  - Invest in Non-Recurring Development and Expenses
  - Technology Applications
  - Process Improvement Activities
- **Preferred Capabilities Including**
  - Key Personnel
  - ISO9001:2000/AS9100 Compliance
  - Prior U.S. Defense Contracts and Subcontracts
  - Six Sigma/Continuous Improvements
  - Financial and Life Cycle Cost
  - History in U.S. State Department Licenses and ITAR



# On-boarding Checklist

- Supplier Intake Discussion
- Proprietary Information Agreement Execution
- Financial Data Request
- REACH & GPCR Compliance Assessment
- Supplier Capacity and Capability Survey
- Lockheed Martin On-Site Assessment and Quality Survey
- Exostar Account Creation
- SAP Vendor Creation
- Data Transfer Account Creation
- Program Specific Account Access
- Bid and Proposal License Exemption
- Special Process Qualification
- Inducted to Lockheed Martin Aero Approved Bidders List