



# 1<sup>st</sup> Quarter 2025 Conference Call

April 22, 2025

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April 22, 2025 through midnight April 23, 2025

# 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, 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 contract definitization, achievement of performance milestones, customer acceptance of product deliveries, and receipt of customer payments; the company's ability to recover costs under U.S. Government contracts and the mix of fixed-price and cost-reimbursable contracts; customer procurement and other policies, laws, regulations and executive actions that affect the company and its industry, programs, future opportunities, and financial performance, including those relating to mission priorities, competing domestic and international spending, contracting terms (such as fixed-price requirements), treatment of contractor performance issues, and contractor access to competitive opportunities; 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; government actions that restrict or prevent the sale or delivery of the company's products (such as delays in approvals for exports requiring Congressional notification); foreign policy and international trade actions taken by governments such as tariffs, sanctions, embargoes, export and import controls, buying preferences, and other trade restrictions; the company's success expanding into and doing business in adjacent markets and internationally and the risks posed by international sales; changes in non-U.S. national priorities and government budgets and planned orders, including potential effects from fluctuations in currency exchange rates; the competitive environment for the company's products and services; 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 and 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; compliance with laws, regulations, policies, and customer requirements relating to environmental matters; the impact of public health crises, natural disasters and other severe weather conditions on the company's business and financial results, including supply chain disruptions and delays, employee absences, and program delays; 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, administrative reviews, 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 issuance. 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.



# 1Q25: Building Momentum with Focus on Operational Excellence

## **Solid Financial Results**

Sales Growth of 4% with Strong Segment Operating Profit & Margins

## **Committed to 21<sup>st</sup> Century Strategic Vision**

Investments & Partnerships to Accelerate Technology Roadmaps

## **Focused on Operational Transformation**

1LMX and Accelerating Performance Excellence (APEX)

## **Delivering Long-Term Value to Stakeholders**



## 1Q25: Delivering Strong Results and Shareholder Returns

<b>\$18.0B</b> Sales	<b>\$2.1B</b> Segment Operating Profit*	<b>11.6%</b> Segment Operating Margin*
<b>\$7.28</b> Earnings Per Share	<b>0.8x</b> Book-to-Bill Ratio*	<b>\$1.0B</b> Delivered in Free Cash Flow*
<b>\$0.8B</b> of Share Repurchases	<b>\$0.8B</b> in Dividends	<b>\$0.9B</b> of Independent Research & Development and Capital Expenditures

*Returns to Shareholders*

\*See Charts 12-13 for Definitions of Non-GAAP Measures and Other Performance Metrics



**LOCKHEED MARTIN**

# Aeronautics

## 1<sup>st</sup> Quarter (\$M)

### Sales

\$6,845

\$7,057

2024

2025

#### Sales: Increased 3%

Higher volume on F-35, primarily production contracts

### Operating Profit\*

\$679

\$720

9.9%

10.2%

2024

2025

#### Operating Profit: Increased 6%

Higher volume on F-35 and higher profit booking rate adjustments, including benefits from the completion of a classified contract

F-35 Surpasses  
One Million Flight Hours



LOCKHEED MARTIN 

# Missiles & Fire Control

1<sup>st</sup> Quarter (\$M)

## Sales

\$2,993  
\$3,373

2024

2025

### Sales: Increased 13%

Higher volume on multiple TSM programs, including JASSM/LRASM, GMLRS and HIMARS

## Operating Profit\*

\$311

10.4%

2024

\$465

13.8%

2025

### Operating Profit: Increased 50%

Higher volume and higher profit booking rate adjustments, primarily due to the prior year charge on the classified program

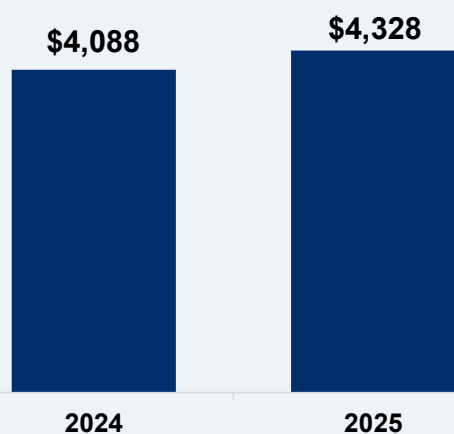
Common Multi-Mission Truck  
(CMMT, aka Comet)



# Rotary & Mission Systems

1<sup>st</sup> Quarter (\$M)

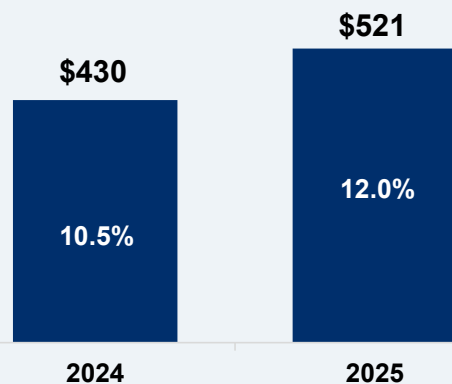
## Sales



### Sales: Increased 6%

Higher volume on CSC and Radar programs within IWSS, and higher volume on Blackhawk at Sikorsky

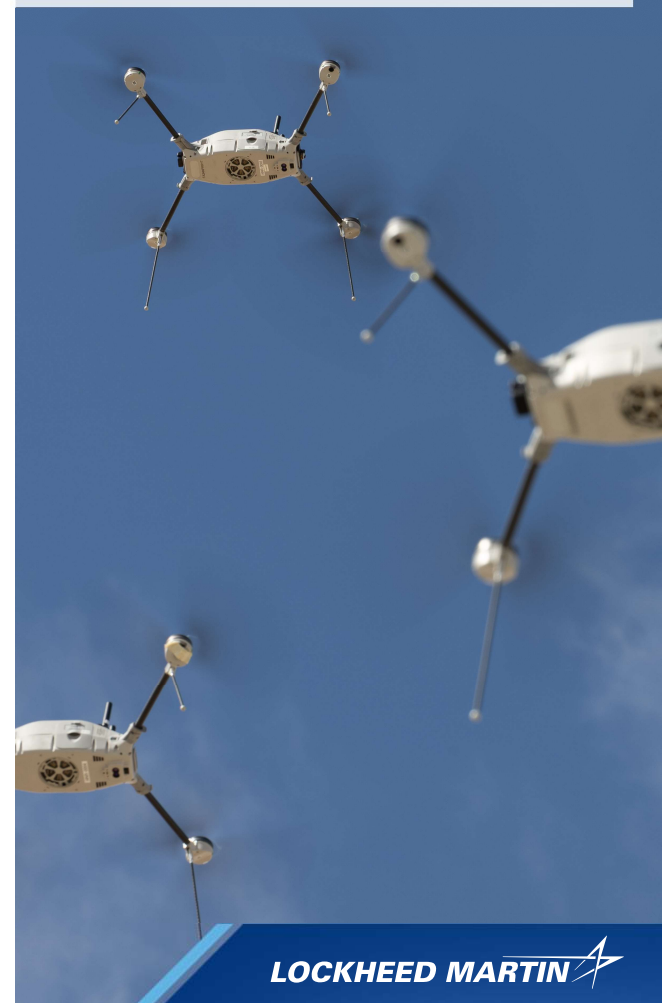
## Operating Profit\*



### Operating Profit: Increased 21%

Higher volume, higher profit booking rate adjustments and favorable mix, including a benefit related to an intellectual property license arrangement

## C-UAS Demo

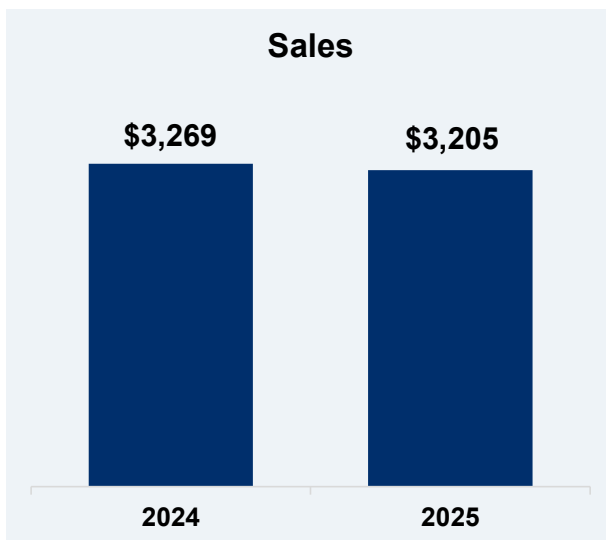




# Space

## 1<sup>st</sup> Quarter (\$M)

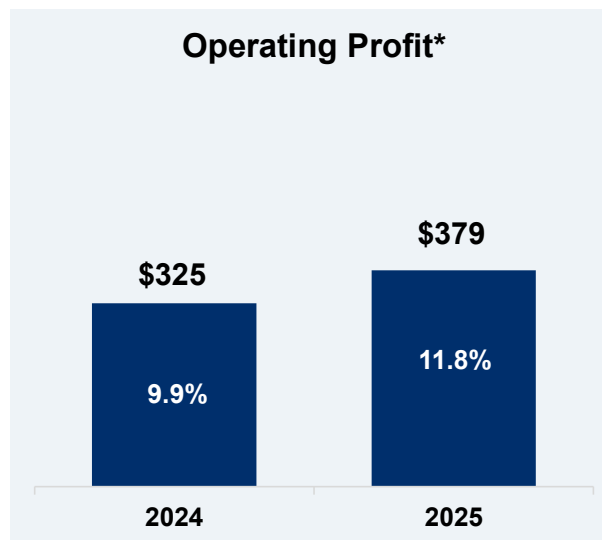
### Sales



#### Sales: Decreased 2%

Lower volume at NSS - primarily OPIR, partially offset by higher volume at CCS related to lunar program lifecycles

### Operating Profit\*



#### Operating Profit: Increased 17%

Higher profit booking rate adjustments, primarily related to a contract completion event, partially offset by lower equity earnings at ULA

\*See Charts 12-13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms





## 2025 Outlook\*\*

(\$M), Except for EPS	2025 Guidance Range
Sales	\$73,750 - \$74,750
<i>YoY Growth</i>	<i>+4% - +5%</i>
Segment Operating Profit*	\$8,100 - \$8,200
Total FAS/CAS Pension Adjustment	~\$1,125
Diluted EPS	\$27.00 - \$27.30
Cash from Operations	\$8,500 - \$8,700
Capital Expenditures	~\$1,900
Free Cash Flow*	\$6,600 - \$6,800
Share Repurchases	~\$3,000
<b>Re-affirming Full Year Guidance</b>	

\*See Charts 12-13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms

\*\*See the company's first quarter earnings release dated April 22, 2025 for a description of the assumptions on which the 2025 Outlook is based; the 2025 outlook does not include the evolving impacts of tariffs or related recoveries, the recent Next Generation Air Dominance announcement, or Executive Orders issued by the Administration

# Summary

**Solid Financial Results to Start the Year**

**Prioritizing Resources to Execute Backlog & Deliver Commitments**

**Building Momentum to Deliver 2025 Financial Outlook**

**Focused on Creating Long-Term Value for Customers & Shareholders**





# 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 cash from operations less capital expenditures. The company's 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). The company uses free cash flow to evaluate its business performance and overall liquidity and it is a performance goal in the company's annual and long-term incentive plans. The company believes 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 or other investments. The entire free cash flow amount 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 pension contributions.

\$M	1Q25 Results	1Q24 Results	2025 Outlook
Cash from Operations (GAAP)	1,409	1,635	8,500 - 8,700
Capital Expenditures	(454)	(378)	(1,900)
Free Cash Flow (non-GAAP)	955	1,257	6,600 - 6,800

## 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. The table below reconciles Business Segment Operating Profit to Consolidated Operating Profit.

\$M	1Q 2025			1Q 2024			2025 Outlook		
	Sales	Profit	Margin	Sales	Profit	Margin	Sales	Profit	Margin
Business segment operating profit (non-GAAP)	17,963	2,085	11.6%	17,195	1,745	10.1%	~\$73,750 - \$74,750	~\$8,100 - \$8,200	~11.0%
FAS/CAS operating adjustment		379			406			~1,520	
Intangible asset amortization expense		(64)			(61)			~(240)	
Severance and other charges		-			-			-	
Other, net		(28)			(61)			~(465)	
Total Unallocated Items		287			284			815	
Consolidated operating profit (GAAP)	17,963	2,372	13.2%	17,195	2,029	11.8%	~\$73,750 - \$74,750	~\$8,915 - \$9,015	~12.1%

## Book-to-Bill Ratio

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



# Definitions of Non-GAAP Measures

## Adjusted net sales; adjusted business segment operating profit; adjusted net earnings; adjusted diluted earnings per share (EPS); adjusted cash from operations; adjusted free cash flow (non-GAAP)

Adjusted net sales, adjusted business segment operating profit, adjusted net earnings, adjusted diluted EPS, adjusted cash from operations, and adjusted free cash flow were impacted by classified program losses as previously described, favorable profit rate adjustments following the resolution of a long-standing claim associated with a completed C-5 Galaxy aircraft contract and a pension contribution. Management believes the presentation of these measures adjusted for the impacts of these items is useful to investors in understanding the company's underlying business performance and comparing performance from period to period. The tax effects related to each adjustment that impacted net earnings are based on a blended tax rate that combines the federal statutory rate of 21% plus an estimated state tax rate.

	Reported 1Q 2024	Adjusted 1Q 2024	Delta Rep to Adj	Reported 2Q 2024	Adjusted 2Q 2024	Delta Rep to Adj	Reported 3Q 2024	Adjusted 3Q 2024	Delta Rep to Adj	Reported 4Q 2024	Adjusted 4Q 2024	Delta Rep to Adj	Reported 2024	Adjusted 2024	Delta Rep to Adj
<b>Net Sales</b>															
Aero	6,845	6,845	-	7,277	7,277	-	6,487	6,487	-	8,009	8,174	(165)	28,618	28,783	(165)
MFC	2,993	2,993	-	3,102	3,102	-	3,175	3,175	-	3,412	3,412	-	12,682	12,682	-
RMS	4,088	4,088	-	4,548	4,548	-	4,367	4,367	-	4,261	4,261	-	17,264	17,264	-
Space	3,269	3,269	-	3,195	3,195	-	3,075	3,075	-	2,940	2,940	-	12,479	12,479	-
<b>Total Net Sales</b>	<b>17,195</b>	<b>17,195</b>	<b>-</b>	<b>18,122</b>	<b>18,122</b>	<b>-</b>	<b>17,104</b>	<b>17,104</b>	<b>-</b>	<b>18,622</b>	<b>18,787</b>	<b>(165)</b>	<b>71,043</b>	<b>71,208</b>	<b>(165)</b>
<b>Operating Profit</b>															
Aero	679	694	(15)	751	796	(45)	659	659	-	434	774	(340)	2,523	2,923	(400)
MFC	311	411	(100)	450	450	-	456	456	-	(804)	506	(1,310)	413	1,823	(1,410)
RMS	430	430	-	495	495	-	483	483	-	513	513	-	1,921	1,921	-
Space	325	325	-	346	346	-	272	272	-	283	283	-	1,226	1,226	-
<b>Total Operating Profit</b>	<b>1,745</b>	<b>1,860</b>	<b>(115)</b>	<b>2,042</b>	<b>2,087</b>	<b>(45)</b>	<b>1,870</b>	<b>1,870</b>	<b>-</b>	<b>426</b>	<b>2,076</b>	<b>(1,650)</b>	<b>6,083</b>	<b>7,893</b>	<b>(1,810)</b>
<b>Net Income</b>	<b>1,545</b>	<b>1,631</b>	<b>(86)</b>	<b>1,641</b>	<b>1,676</b>	<b>(35)</b>	<b>1,623</b>	<b>1,623</b>	<b>-</b>	<b>527</b>	<b>1,765</b>	<b>(1,238)</b>	<b>5,336</b>	<b>6,695</b>	<b>(1,359)</b>
<b>Earnings Per Share</b>	<b>6.39</b>	<b>6.75</b>	<b>(0.36)</b>	<b>6.85</b>	<b>6.99</b>	<b>(0.14)</b>	<b>6.80</b>	<b>6.80</b>	<b>-</b>	<b>2.22</b>	<b>7.45</b>	<b>(5.23)</b>	<b>22.31</b>	<b>27.99</b>	<b>(5.68)</b>
<b>Free Cash Flow</b>	<b>1,257</b>	<b>1,257</b>	<b>-</b>	<b>1,506</b>	<b>1,506</b>	<b>-</b>	<b>2,083</b>	<b>2,083</b>	<b>-</b>	<b>441</b>	<b>1,276</b>	<b>(835)</b>	<b>5,287</b>	<b>6,122</b>	<b>(835)</b>

## Appendix I – Guidance Detail\*\*\*

2025 Outlook	(\$M), Except for EPS
Sales	\$73,750 - \$74,750
Segment Operating Profit*	\$8,100 - \$8,200
Segment Margin*	11.0%
FAS/CAS Operating Adjustment**	~\$1,520
Other, net	~(\$705)
Consolidated Operating Profit	\$8,915 - 9,015
Net-Operating FAS Pension Income**	~(\$395)
Interest Expense	~(\$1,085)
Effective Tax Rate	~15.8%
Diluted EPS	\$27.00 - 27.30
Pension Contribution	\$0
Share Repurchases	~\$3,000

\*See Charts 12-13 for Definitions of Non-GAAP Measures

\*\*See Chart 16 for Pension Detail

\*\*\*See the company's first quarter earnings release dated April 22, 2025 for a description of the assumptions on which the 2025 Outlook is based; the 2025 outlook does not include the evolving impacts of tariffs or related recoveries, the recent Next Generation Air Dominance announcement, or Executive Orders issued by the Administration

## Appendix II – Business Area Guidance\*\*

(\$M)	Sales	Segment Operating Profit*
AERO	\$29,300 – 29,700	\$2,920 – 2,960
MFC	\$13,600 – 13,900	\$1,905 – 1,935
RMS	\$18,100 – 18,300	\$2,040 – 2,060
SPACE	\$12,750 – 12,850	\$1,235 – 1,245
LM Total	\$73,750 – 74,750	\$8,100 – 8,200

\*See Charts 12-13 for Definitions of Non-GAAP Measures; Chart 17 for Acronyms

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## Appendix III - Pension

	2024 <u>Actual</u>	2025 <u>Outlook</u>
<b>Total FAS income / (expense) and CAS costs</b>		
FAS pension income	\$ 2	~ \$ (445)
Less: CAS pension cost	\$ 1,684	~ \$ 1,570
Total FAS/CAS pension adjustment	<u>\$ 1,686</u>	<u>~ \$ 1,125</u>
<b>Service and non-service cost reconciliation</b>		
FAS pension service cost	\$ (60)	~ \$ (50)
Less: CAS pension cost	\$ 1,684	~ \$ 1,570
FAS/CAS operating adjustment	\$ 1,624	~ \$ 1,520
Non-operating FAS pension income	\$ 62	~ \$ (395)
Total FAS/CAS pension adjustment	<u>\$ 1,686</u>	<u>~ \$ 1,125</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

CRH – Combat Rescue Helicopter

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

LRHW – Long Range Hypersonic Weapon