



Lockheed Martin Corporation

2nd Quarter 2020

Earnings Results Conference Call

Tuesday, July 21, 2020

11:00 am ET

Webcast login at: www.lockheedmartin.com/investor

Webcast replay & podcast available by 2:00 p.m. ET

July 21, 2020 at: www.lockheedmartin.com/investor

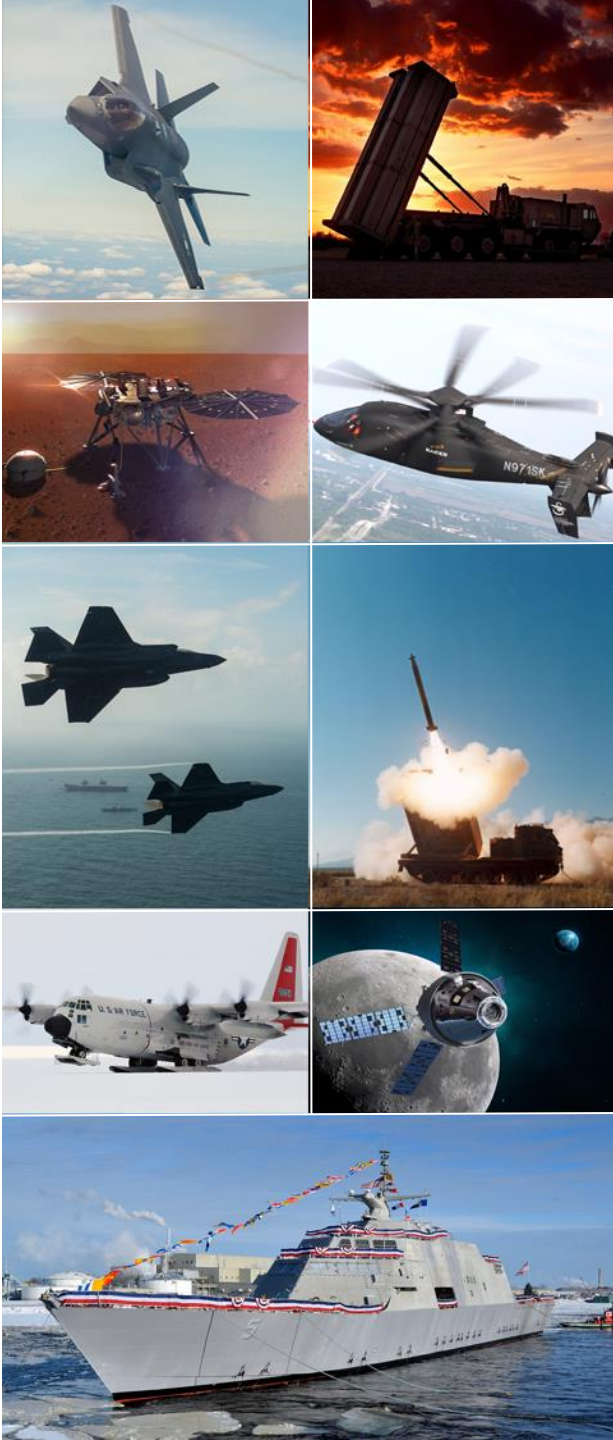
Audio replay available from 2:00 p.m. ET

July 21, 2020 through midnight July 22, 2020

Access the audio replay at:

U.S. and Canada: (866) 207-1041; International: (402) 970-0847

Replay confirmation code: 2388969



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 impact of the COVID-19 disease or future epidemics on our business, including the potential for facility closures or workstoppages, supply chain disruptions, program delays, our ability to recover our costs under contracts, changing government funding and acquisition priorities and payment policies and regulations; and potential impacts to the fair value of our assets; our reliance on contracts with the U.S.

Government, which are conditioned upon the availability of funding and can be terminated by the U.S. Government for convenience, and our ability to negotiate favorable contract terms; budget uncertainty, affordability initiatives or the risk of future budget cuts; risks related to the development, production, sustainment, performance, schedule, cost and requirements of complex and technologically advanced programs including our largest, the F-35 program; planned production rates for significant programs; compliance with stringent performance and reliability standards; materials availability; the performance and financial viability of key suppliers, teammates, joint ventures, joint venture partners, subcontractors and customers; economic, industry, business and political conditions including their effects on governmental policy and government actions that disrupt our supply chain or prevent the sale or delivery of our products (such as delays in obtaining Congressional approvals for exports requiring Congressional notification and export license delays due to COVID-19); trade policies or sanctions (including potential Chinese sanctions on us or our suppliers, teammates or partners; Turkey's removal from the F-35 program, and potential U.S. Government sanctions on Turkey and the Kingdom of Saudi Arabia); our success expanding into and doing business in adjacent markets and internationally and the differing risks posed by international sales; changes in foreign national priorities and foreign government budgets; the competitive environment for our products and services, including increased pricing pressures, aggressive pricing in the absence of cost realism evaluation criteria, competition from outside the aerospace and defense industry, and bid protests; the timing and customer acceptance of product deliveries; our ability to continue to innovate and develop new products and to attract and retain key personnel and transfer knowledge to new personnel; the impact of workstoppages or other labor disruptions; the impact of cyber or other security threats or other disruptions to our businesses; our ability to implement and continue, and the timing and impact of, capitalization changes such as share repurchases and dividend payments; our ability to recover costs under U.S. Government contracts and changes in contract mix; the accuracy of our estimates and projections; timing and estimates regarding pension funding and movements in interest rates and other changes that may affect pension plan assumptions, stockholders' equity, the level of the FAS/CAS adjustment and actual returns on pension plan assets; the successful operation of joint ventures that we do not control and our ability to recover our investments; realizing the anticipated benefits of acquisitions or divestitures, joint ventures, teaming arrangements or internal reorganizations; our efforts to increase the efficiency of our operations and improve the affordability of our products and services; risk of an impairment of our assets, including the potential impairment of goodwill, intangible assets and inventory recorded as a result of the acquisition of the Sikorsky business; the availability and adequacy of our insurance and indemnities; our ability to benefit fully from or adequately protect our intellectual property rights; the effect of changes in (or in the interpretation of) procurement and other regulations and policies affecting our industry, including federal rules prohibiting the use of certain Chinese telecommunications equipment, export of our products, cost allow ability or recovery and potential changes to the U.S. Department of Defense's (DoD) acquisition regulations relating to progress payments and performance-based payments and a preference for fixed-price contracts; including a reversal or modification to the recent actions by the DoD to increase the progress payment rate and accelerate cash to its prime and small suppliers in response to the COVID-19 impacts; the effect of changes in accounting, taxation, or export laws, regulations, and policies and their interpretation or application; and the outcome of legal proceedings, bid protests, environmental remediation efforts, audits, government investigations or government allegations that we have failed to comply with law, other contingencies and U.S. Government identification of deficiencies in our 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 corporation's filings with the U.S. Securities and Exchange Commission (SEC) including, but not limited to, "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" in the corporation's Annual Report on Form 10-K for the year ended Dec. 31, 2019 and subsequent quarterly reports on Form 10-Q. The corporation's filings may be accessed through the Investor Relations page of its website, www.lockheedmartin.com/investor, or through the website maintained by the SEC at www.sec.gov. The corporation'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 filing. Except where required by applicable law, the corporation 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.

2Q 2020 Overview



- **Achieved Sales of \$16.2 Billion**
- **Achieved Segment Operating Profit* of \$1.8 Billion and Earnings Per Share of \$5.79**
- **Generated \$2.2 Billion in Cash From Operations, Returned ~\$0.9 Billion of Cash to Stockholders**
- **Achieved Record Backlog of >\$150 Billion**
- **Increased 2020 Outlook for Sales, Operating Profit, Earnings Per Share, and Cash from Operations**

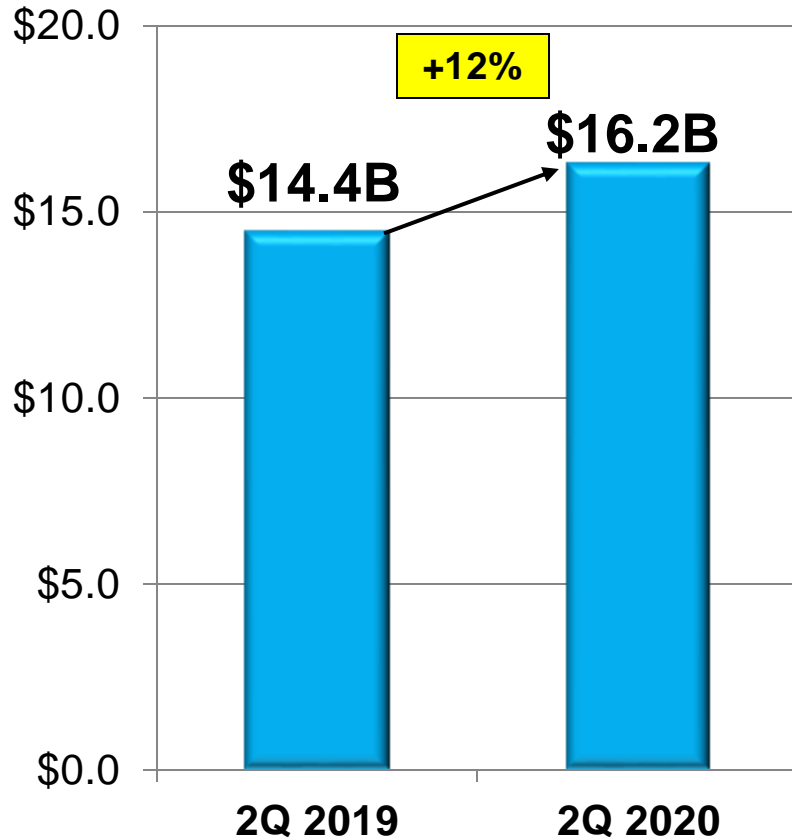
Strong Operational and Financial Performance

2Q Sales and Segment Operating Profit*

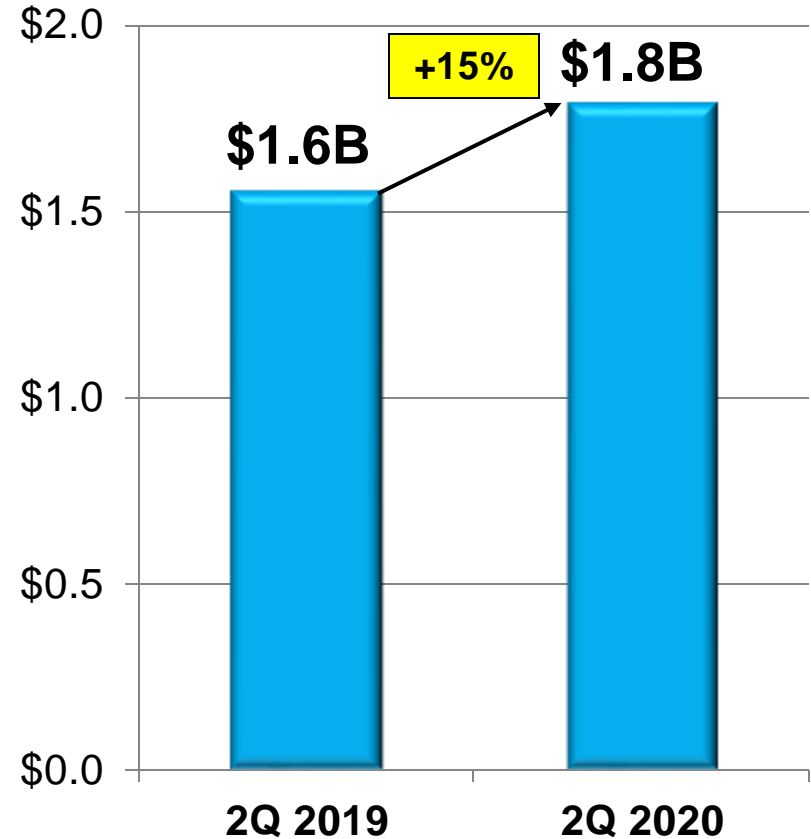
(\$B)



Sales



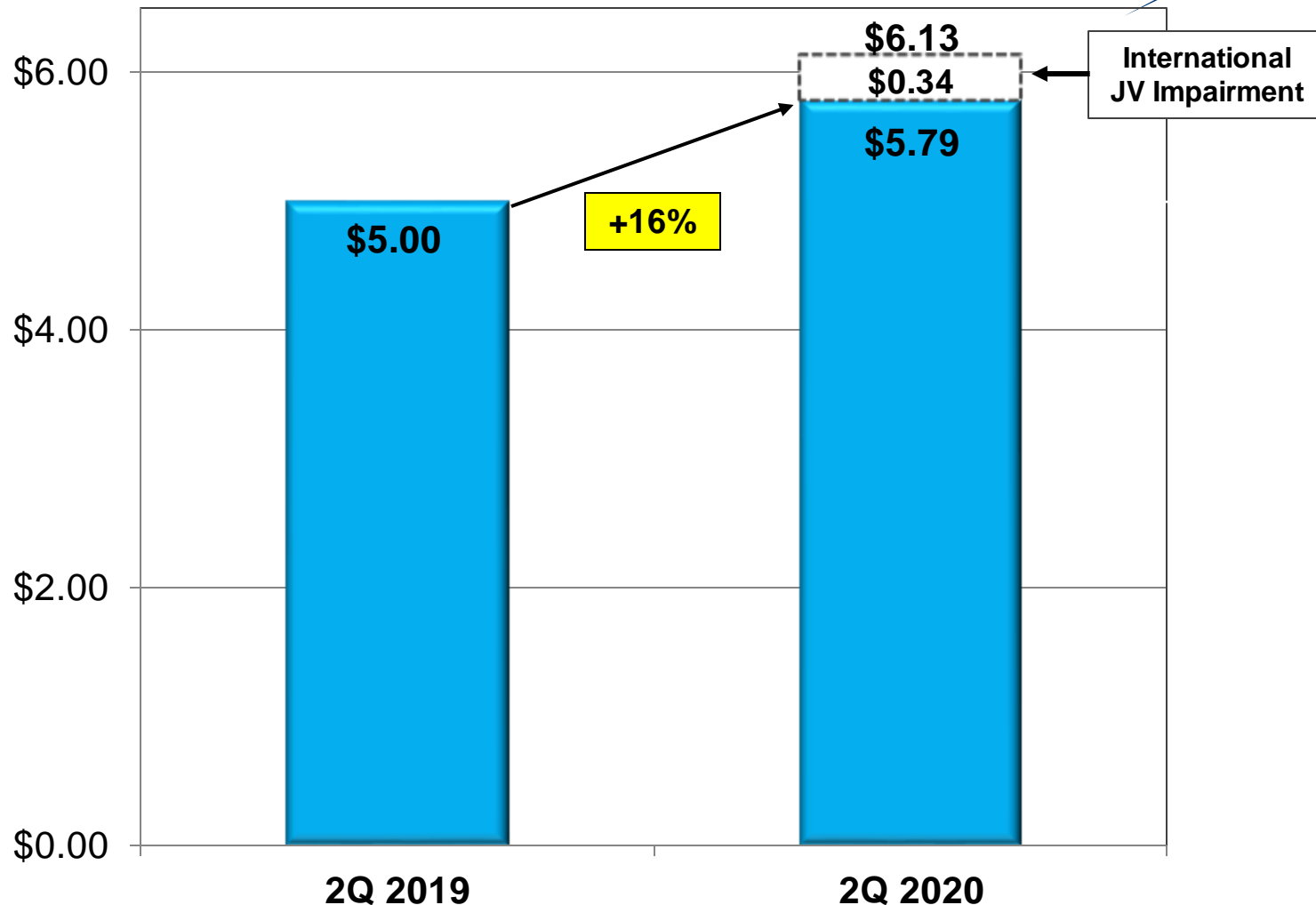
Segment Operating Profit



Strong Growth in Sales and Segment Operating Profit

2Q Earnings Per Share

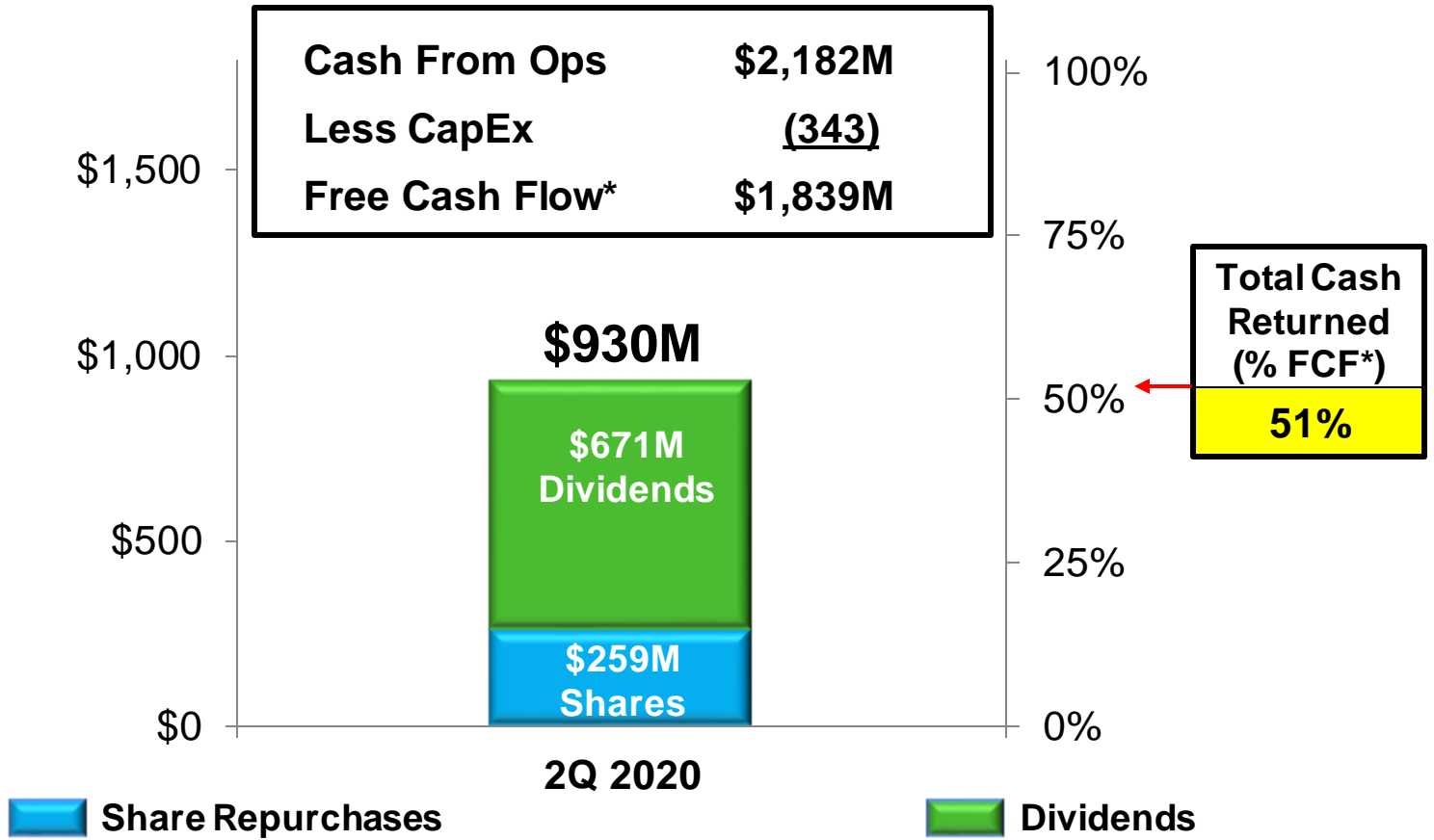
(\$EPS)



EPS Growth Reflects Strong Operational Performance

2Q Cash Returned to Stockholders

(\$M)



No Change in Cash Deployment Strategy

2020 Outlook Update

(\$M, Except EPS)



| | Prior Outlook | July 2020 Outlook |
|----------------------------------|-------------------|---------------------|
| Sales | \$62,250 – 64,000 | \$63,500 – \$65,000 |
| Segment Operating Profit* | \$6,800 – \$6,950 | \$6,900 – \$7,050 |
| Net FAS/CAS Pension Adjustment** | ~\$2,090 | ~\$2,090 |
| Diluted EPS | \$23.65 – \$23.95 | \$23.75 – \$24.05 |
| Cash From Operations | ≥ \$7,600 | ≥ \$8,000 |

* See Chart 12 for Definitions of Non-GAAP Measures

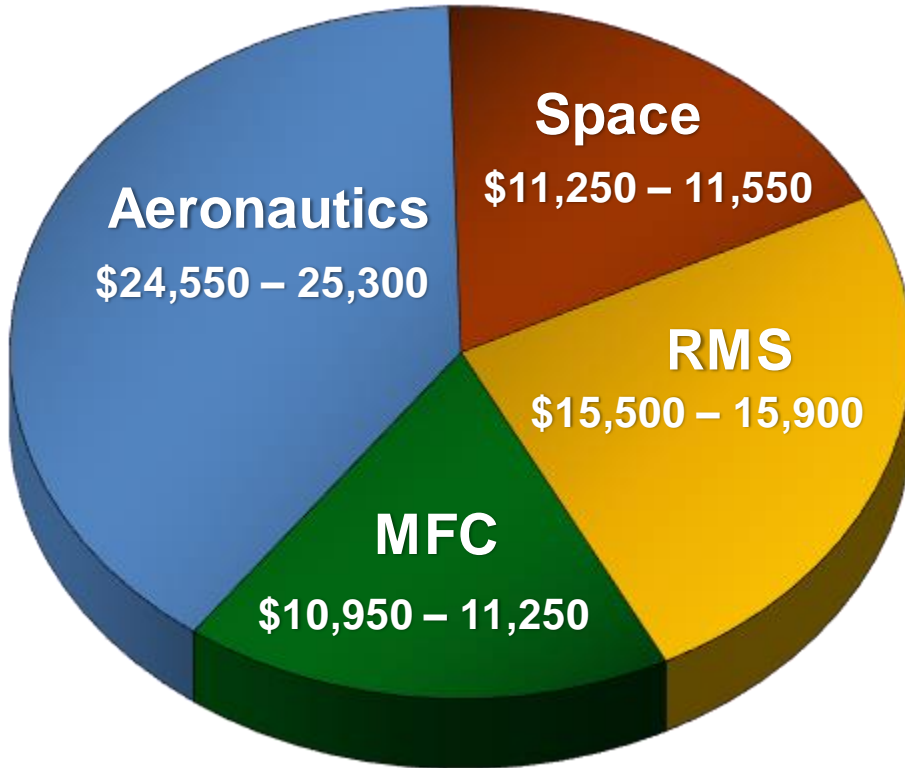
**See Chart 14 for more detail on FAS/CAS Adjustment

2020 Sales Outlook

(\$M)

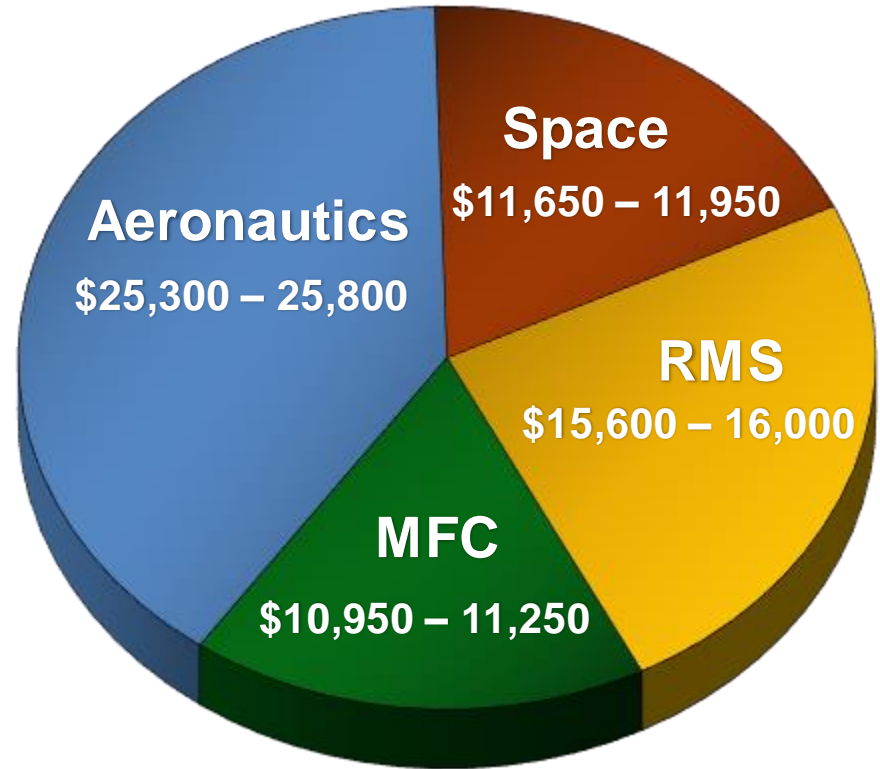


Sales (Prior)



\$62,250 – 64,000M

Sales (Current)



\$63,500 – 65,000M

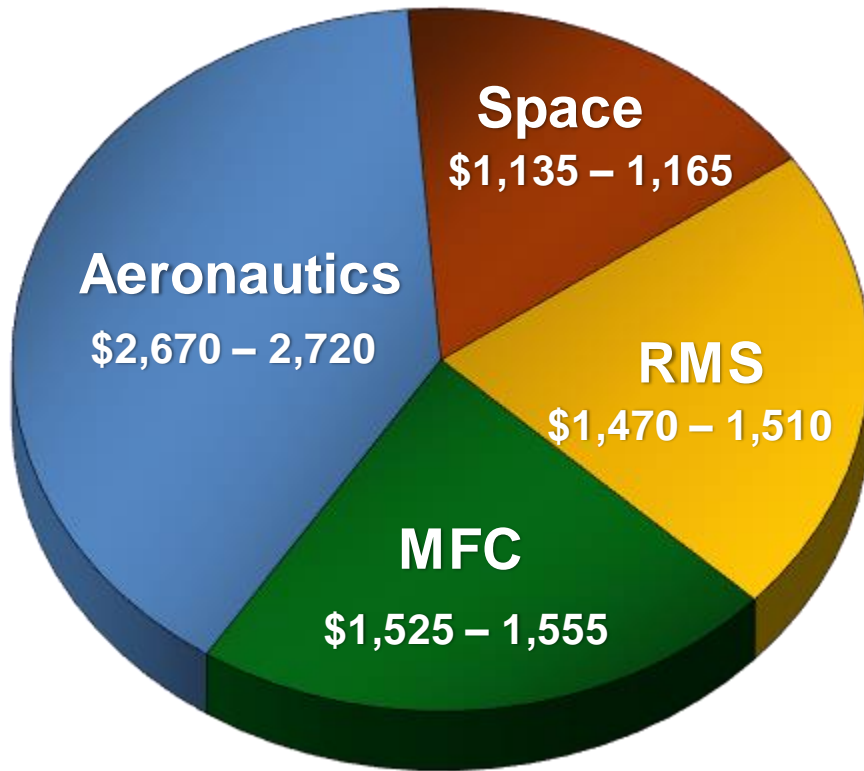
Sales Midpoint Increased by \$1,125M

2020 Segment Operating Profit* Outlook

(\$M)

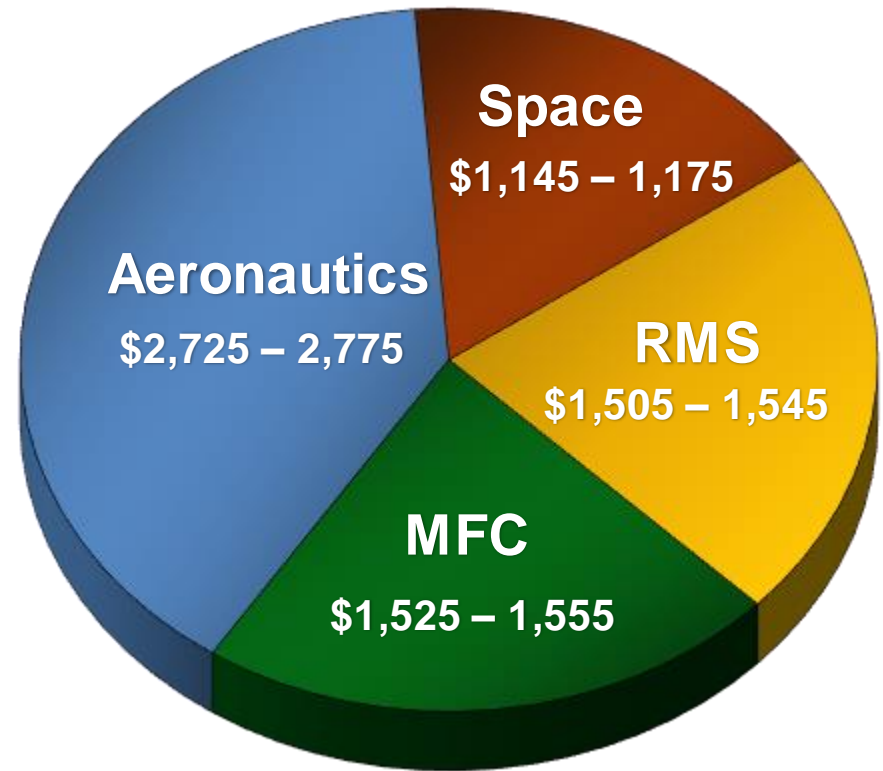


Segment Op Profit (Prior)



\$6,800 – 6,950M

Segment Op Profit (Current)



\$6,900 – 7,050M

Segment Operating Profit Midpoint Increased by \$100M

Summary



- **Strong Operational and Financial Performance**
- **8th Consecutive Quarter of Record Backlog**
- **Increased Full Year Outlook for All Financial Metrics**
 - **Monitoring COVID-19 Impacts**

Broad Portfolio Providing Long-Term Value for Customers and Shareholders



Financial Appendix

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 we believe that these non-GAAP financial measures may be useful in evaluating Lockheed Martin, this information should be considered supplemental and is not a substitute for financial information prepared in accordance with GAAP. In addition, our definitions for non-GAAP measures may differ from similarly titled measures used by other companies or analysts.

Free Cash Flow

Lockheed Martin defines Free Cash Flow (FCF) as Cash From Operations less Capital Expenditures.

Segment Operating Profit / Margin

Segment Operating Profit represents the operating profit from our business segments before unallocated income and expense. This measure is used by our senior management in evaluating the performance of our business segments and is a performance goal in our annual incentive plan. The caption "Total Unallocated Items" reconciles Segment Operating Profit to Consolidated Operating Profit. Segment Margin is calculated by dividing Segment Operating Profit by Sales. Mid-point Segment Margin represents the mid-point of the outlook range for Segment Operating Profit divided by the mid-point of the outlook range for Sales.

| (\$ Millions) | <u>2020 Outlook (April)</u> | <u>2020 Outlook (July)</u> |
|-------------------------------|-----------------------------|----------------------------|
| Sales | \$62,250 – 64,000 | \$63,500 – 65,000 |
| Segment Operating Profit | \$6,800 – 6,950 | \$6,900 – 7,050 |
| Mid-Point Segment Margin | 10.9% | 10.9% |
| FAS/CAS Operating Adjustment | ~\$1,875 | ~\$1,875 |
| Other, net | ~(\$230) | ~(\$390) |
| Consolidated Operating Profit | \$8,445 – 8,595 | \$8,385 – 8,535 |

| | <u>2Q 2020</u> | | | <u>2Q 2019</u> | | |
|--------------------------------------|----------------|---------------|---------------|----------------|---------------|---------------|
| | <u>Sales</u> | <u>Profit</u> | <u>Margin</u> | <u>Sales</u> | <u>Profit</u> | <u>Margin</u> |
| Segment Operating Profit | \$ 16,220 | \$ 1,790 | 11.0% | \$ 14,427 | \$ 1,554 | 10.8% |
| Total Unallocated Items | - | 296 | | - | 454 | |
| Consolidated Operating Profit (GAAP) | \$ 16,220 | \$ 2,086 | 12.9% | \$ 14,427 | \$ 2,008 | 13.9% |

Appendix I

(\$M, Except EPS)



| | <u>2020 Outlook (July)</u> |
|---|----------------------------|
| Sales | \$63,500 – 65,000 |
| Segment Operating Profit* | \$6,900 – 7,050 |
| Mid-Point Segment Margin* | 10.9% |
| FAS/CAS Operating Adjustment | ~1,875 |
| Other, net | ~(390) |
| Consolidated Operating Profit | \$8,385 – 8,535 |
| Non-Operating FAS Pension Expense | ~215 |
| Non-Service Costs for Other Post Retirement Plans | ~(30) |
| Diluted EPS | \$23.75 – 24.05 |

Appendix II

(\$M)



| | 2020 Outlook |
|--|-------------------------|
| Total FAS expense and CAS costs | |
| FAS pension income (expense) | ~ \$ 115 |
| Less: CAS pension cost | ~ 1,975 |
| Net FAS/CAS pension adjustment | ~ <u>\$ 2,090</u> |
| | |
| Service and non-service cost reconciliation | |
| FAS pension service cost | ~ \$ (100) |
| Less: CAS pension cost | ~ 1,975 |
| FAS/CAS operating adjustment | ~ 1,875 |
| Non-operating FAS pension income (cost)* | ~ 215 |
| Net FAS/CAS pension adjustment | ~ <u>\$ 2,090</u> |

* The corporation records the non-service cost components of net periodic benefit cost as part of other non-operating income (expense), in the consolidated statement of earnings. The non-service cost components in the table above relate only to the corporation's qualified defined benefit pension plans. The corporation expects total non-service income (cost) for its qualified defined benefit pension plans in the table above, along with non-service cost for its other postretirement benefit plans of \$30 million, to total non-service credit of \$185 million for 2020.

