



**Sanjay Kapoor** is vice president of Integrated Air & Missile Defense (IAMD), previously known as Patriot Programs, for Raytheon Integrated Defense Systems (IDS). He is responsible for ensuring focus, execution, business development and domestic and international alignment for IAMD. He brings years of technical, financial, international entrepreneurial and business leadership experience to this role.

Raytheon Company (NYSE: RTN), with 2011 sales of \$25 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With headquarters in Waltham, Mass., Raytheon employs 71,000 people worldwide.

Headquartered in Tewksbury, Mass., Integrated Defense Systems (IDS) has locations in Washington, California, Utah, New Mexico, Virginia, Texas, Maryland, Rhode Island, Alabama, Australia, Germany, Saudi Arabia and the United Arab Emirates. Its broad portfolio of weapons, sensors and integration systems supports its customer base across multiple mission areas including air and missile defense systems, missile defense radars, early warning radars, naval ship operating systems, robotics and other advanced technologies. With a workforce of more than 13,900 employees and 2011 sales of \$5 billion, IDS provides affordable, integrated solutions to a broad international and domestic customer base, including the U.S. Missile Defense Agency, the U.S. Armed Forces and the Department of Homeland Security.

Prior to this role, Kapoor was vice president of Finance and IDS's Chief Financial Officer from 2004-2008. In this role, he was responsible for providing focus and leadership to various strategic initiatives at

## Biography

IDS — growth through M&A, improving the effectiveness and efficiency of the organizational structure, assisting in areas of governance, supply chain and international growth. He also worked with the IDS financial team to align near-term and future financial objectives.

Kapoor joined Raytheon from United Technologies Corporation. His assignments included UTC's Pratt and Whitney Division, where he had assignments as chief financial officer and director of aftermarket services for their Power Systems Business, controller for the Turbine Module Center and business manager for new commercial programs.

Kapoor also spent three years in France for UTC's Otis Elevator Division from 1990-1993, providing leadership for mergers and acquisitions in Russia and Eastern and Western Europe.

Prior to that, Kapoor worked for Commodore International, Ltd., as a consultant working with project managers to develop business plans for workstation and PC markets. He served as a project manager for the Carmody Corporation from 1987-1989. Kapoor spent four years at SAE, S.p.A, Italy, where he served as a project manager from 1985-1987 and a marketing and sales engineer from 1983-1985, implementing numerous high-value engineering projects in South East Asia and the Middle East.

Kapoor received his bachelor's degree in technology from the Indian Institute of Technology and a dual MBA in finance and entrepreneurial management from The Wharton School at the University of Pennsylvania.