



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 2010 sales of \$25 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning 89 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 72,000 people worldwide.

Integrated Defense Systems (IDS), with 2010 sales of \$5.4 billion, is a leader in integrated air and missile defense, radar solutions and naval combat and ship electronic systems. IDS delivers combat-proven performance against the complete spectrum of airborne and ballistic missile threats and is a world leader in large scale radar development, technology and production. Through world-class mission systems integration and technology expertise, IDS provides defense and homeland security solutions to global customers. Headquartered in Tewksbury, Mass., IDS employs a workforce of more than 14,000 employees located throughout the United States, Australia, Germany, Saudi Arabia and the United Arab Emirates.

Prior to this role, Kapoor was vice president of Finance and IDS's Chief Financial Officer from 2004-2008. In

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this role, he was responsible for providing focus and leadership to various strategic initiatives at 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.