

COMPANY OVERVIEW

# ENGINEERING A SAFER WORLD

NYSE: RTN

## OUR VISION

ONE GLOBAL TEAM CREATING TRUSTED, INNOVATIVE SOLUTIONS TO MAKE THE WORLD A SAFER PLACE.

## OUR BUSINESSES



**INTEGRATED DEFENSE SYSTEMS**, headquartered in Tewksbury, Massachusetts, uses expertise across a broad portfolio of sensors, weapons and integration systems to provide its global customers with affordable, integrated solutions that span multiple mission areas, including air and missile defense systems; missile defense radars; early warning radars; naval ship operating systems; command and control and other advanced technologies.



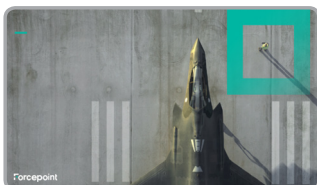
**INTELLIGENCE, INFORMATION AND SERVICES**, headquartered in Dulles, Virginia, designs and delivers solutions and services that leverage its deep expertise in cyber, analytics and automation. Our products, services, sustainment and software-based systems offerings for intelligence, military and civil applications enable multi-domain collaboration, advance training, modernize critical systems and provide full spectrum cyber solutions at scale.



**MISSILE SYSTEMS**, headquartered in Tucson, Arizona, is the premier global effects provider across broad addressable markets. The business designs, integrates, delivers and supports weapons systems for all missions spanning all domains, including interceptors for ballistic missile defense. It operates at the forefront of advanced technology development including hypersonic, semiautonomous and netted weapon systems.



**SPACE AND AIRBORNE SYSTEMS**, headquartered in McKinney, Texas, is a leading provider of radar and sensor systems on airborne and space-based platforms. The business also provides communications, electronic warfare, high-energy laser solutions and special mission aircraft for the network-centric battlefield. Research advancements range from linguistics to quantum computing.



**FORCEPOINT™** is the global human-centric cybersecurity company transforming the digital enterprise by continuously adapting security response to the dynamic risk posed by the behavior of individual users and machines. Forcepoint solutions deliver risk-adaptive protection to continuously ensure trusted use of data and systems. Based in Austin, Texas, Forcepoint protects users and data for thousands of enterprise and government customers in more than 150 countries.

## KEY CAPABILITIES

- MISSILE DEFENSE
- COMMAND AND CONTROL
- SENSORS AND IMAGING
- CYBER
- ELECTRONIC WARFARE
- PRECISION WEAPONS
- TRAINING
- MISSION SUPPORT

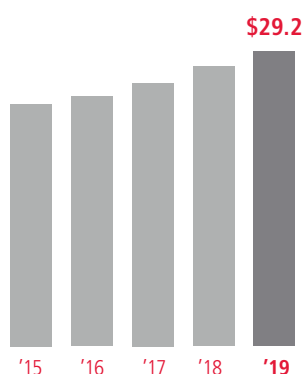
## ABOUT RAYTHEON

With 2019 sales of \$29 billion and 70,000 employees, Raytheon Company is a technology and innovation leader specializing in defense, civil government and cybersecurity solutions. With a history of innovation spanning 98 years, Raytheon provides state-of-the-art electronics, mission systems integration, C5I® products and services, sensing, effects and mission support for customers in more than 80 countries.

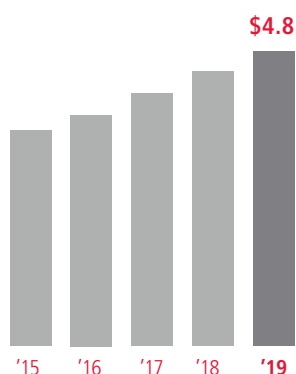
## FINANCIAL HIGHLIGHTS

In billions, except per share amounts

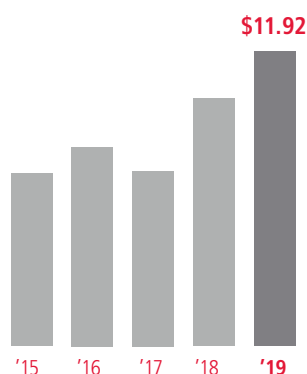
### NET SALES



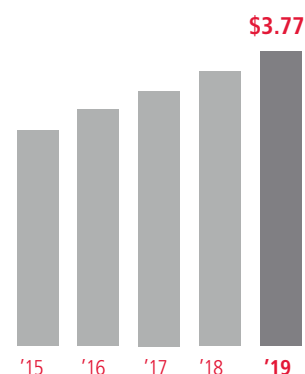
### OPERATING INCOME



### EPS FROM CONTINUING OPERATIONS



### DIVIDENDS DECLARED PER SHARE



29%

INTERNATIONAL SALES

71%

DOMESTIC SALES

NET SALES*	2017	2018	2019
Integrated Defense Systems	\$5,804	\$6,180	\$6,927
Intelligence, Information and Services	\$6,177	\$6,722	\$7,151
Missile Systems	\$7,787	\$8,298	\$8,726
Space and Airborne Systems	\$6,430	\$6,748	\$7,427
Forcepoint	\$608	\$634	\$658
Eliminations	(\$1,423)	(\$1,514)	\$(1,712)
Total Business Segment Sales	\$25,383	\$27,068	\$29,177
Acquisition Accounting Adjustments <sup>1</sup>	(\$35)	(\$10)	(\$1)
<b>TOTAL</b>	<b>\$25,348</b>	<b>\$27,058</b>	<b>\$29,176</b>

\* in millions

<sup>1</sup> Acquisition accounting adjustments include the adjustment to record acquired deferred revenue at fair value as part of our purchase price allocation process and the amortization of acquired intangible assets related to historical acquisitions.

YEAR ENDED DECEMBER 31*	2017	2018	2019
Backlog	\$38,210	\$42,420	\$48,752
Net Sales	\$25,348	\$27,058	\$29,176
Operating Income	\$4,231	\$4,538	\$4,774
EPS from Continuing Operations	\$6.94	\$10.15	\$11.92
Operating Cash Flow from Continuing Operations	\$2,747	\$3,428	\$4,482
Dividends Declared per Share	\$3.19	\$3.47	\$3.77

\* in millions, except per share amounts

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