# Lockheed Martin Announces First Quarter 2011 Results

- Net sales of \$10.6 billion
- Earnings from continuing operations of \$548 million
- Earnings per share from continuing operations of \$1.55
- Cash from operations of \$1.7 billion
- 2011 outlook for earnings per share and cash from operations increased due to a favorable resolution of certain tax matters

PR Newswire BETHESDA, Md.

BETHESDA, Md., April 26, 2011 /PRNewswire/ -- Lockheed Martin Corporation (NYSE: LMT) today reported first quarter 2011 net sales o\$10.6 billion, compared to \$10.3 billion in 2010. Earnings from continuing operations for the first quarter of 2011 were\$548 million, or \$1.55 per diluted share, compared to \$519 million, or \$1.38 per diluted share in 2010. Cash from operations in the first quarter of 2011 was\$1.7 billion, compared to \$1.6 billion in 2010.

The first quarter of 2011 included a FAS/CAS pension adjustment of (\$231) million, which reduced earnings from continuing operations by (\$150) million, or (\$0.43) per share. The first quarter of 2010 included a FAS/CAS pension adjustment of (\$110) million, or (\$0.19) per share, and an unusual tax charge of (\$96) million, or (\$0.25) per share resulting from legislation that eliminated the tax deduction for benefit costs reimbursed under Medicare Part D, which together reduced earnings from continuing operations by (\$168) million, or (\$0.44) per share.

"We had a solid operating and financial start to 2011," saidBob Stevens, Chairman and CEO. "We focused on executing on our programs while continuing to find affordable solutions, because we and our customers need to make every dollar count. In this new reality shaped by an increasingly complex global security environment and an uncertain economy, we remain committed to providing value to our customers while achieving strong financial results for our shareholders."

#### **Summary Reported Results**

The following table presents the Corporation's results for the periods referenced in accordance with generally accepted accounting principles (GAAP):

REPORTED RESULTS <sup>1</sup>	1st Quarter			
(In millions, except per share data)	<u>2011</u>	2010		
Net sales	<u>\$ 10.633</u>	<u>\$ 10.337</u>		
Operating profit				
Segment operating profit	\$ 1,159	\$ 1,114		
Unallocated corporate expense, net:				
FAS/CAS pension adjustment	(231)	(110)		
Other, net	<u>(76)</u>	(66)		
Operating profit	<u>\$ 852</u>	<u>\$_938</u>		
Net earnings (loss) from:				
Continuing operations	\$ 548	\$ 519		
Discontinued operations <sup>2</sup>	<u>(18)</u>	<u>14</u>		
Net earnings	<u>\$ 530</u>	\$ 533		
Diluted earnings (loss) per share:				
Continuing operations	\$ 1.55	\$ 1.38		
Discontinued operations <sup>2</sup>	<u>(.05)</u>	<u>.03</u>		
Diluted earnings per share	<u>\$ 1.50</u>	<u>\$_1.41</u>		
Cash from operations	<u>\$ 1.684</u>	\$ 1.649		

1 As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change (see attachments to the earnings press release).

2 Discontinued operations include the operating results of Pacific Architects and Engineers, Inc. (PAE) for all periods presented, and those of Enterprise Integration Group (EIG) in 2010. The Corporation closed on its sale of PAE in the second quarter on April 4, 2011 and that of EIG on Nov. 22, 2010.

#### 2011 Financial Outlook

The following table and other sections of this press release contain forward-looking statements, which are based on the Corporation's current expectations. Actual results may differ materially from those projected. It is the Corporation's practice not to incorporate adjustments to its outlook for proposed acquisitions, divestitures, joint ventures, or unusual items until such transactions have been consummated. See the "Forward-Looking Statements" discussion contained in this press release.

(\$ millions, except per share data)		
	Current Update	January 2011
Net sales	<u>\$45.750 - \$47.250</u>	\$45.750 - \$47.250
Operating profit:		
Segment operating profit	\$4,950 - \$5,100	\$4,950 - \$5,100
Unallocated corporate expense, net:		
FAS/CAS pension adjustment	~ (925)	~ (925)
Other, net	<u>~ (325)</u>	<u>~ (325)</u>
Operating profit	3,700 - 3,850	3,700 - 3,850
Diluted earnings per share from continuing operations <sup>2</sup>	\$6.95 - \$7.25	\$6.70 - \$7.00
Cash from operations <sup>2</sup>	>/= \$4,100	>/= \$4,000
All amounts approximate     Increases in earnings per share and cash from operations resulted due to a favor IRS.	able April 2011 resolution of certa	ain tax matters with the

#### **Cash Deployment Strategy**

The Corporation deployed cash in the first quarter 2011 by:

- repurchasing 3.5 million shares at a cost of\$281 million;
- · paying cash dividends totaling \$266 million; and
- · making capital investments of \$95 million.

#### **Segment Results**

The Corporation operates in four principal business segments: Aeronautics; Electronic Systems; Information Systems & Global Solutions (IS&GS); and Space Systems.

Operating profit for the business segments includes equity earnings (losses) from their investments, because the operating activities of the investees are closely aligned with the operations of those segments. The Corporation's largest equity investments are United Launch Alliance (ULA) and United Space Alliance (USA), both of which are part of Space Systems.

The following table presents the operating results of the four business segments and reconciles these amounts to the Corporation's consolidated financial results.

(\$ millions)		1st Quarter			
		<u>2011</u>		2010	
Net sales					
Aeronautics	\$	3,182	\$	2,940	
Electronic Systems		3,459		3,250	
Information Systems & Global Solutions	\$	2,149		2,234	
Space Systems		1,843		1,913	
Total net sales	\$	10,633	\$	10,337	
Operating profit					
Aeronautics	\$	331	\$	331	
Electronic Systems		417		379	
Information Systems & Global Solutions	6	194		197	
Space Systems		<u>217</u>		207	
Segment operating profit		1,159		1,114	
Unallocated corporate expense, net		(307)		(176)	
Total operating profit	\$	852	\$	938	

In the discussion of comparative results, changes in net sales and operating profit generally are expressed in terms of volume and performance.

Changes in volume refer to increases or decreases in sales resulting from varying production activity levels, deliveries, or service levels on individual contracts. Volume changes typically include a corresponding change in operating profit based on the estimate of profit at completion for a particular contract.

Changes in performance refer to increases or decreases in the estimated profit booking rates on the Corporation's contracts accounted for using the POC method of accounting and usually relate to revisions in the total estimated costs at completion that reflect improved or deteriorated conditions on a particular contract. Such changes in estimated profit booking rates are recognized in the current period and reflect the inception-to-date effect of such changes.

#### **Aeronautics**

(\$ millions)	1et C	uarter
(ψ minions)		
	<u>2011</u>	<u>2010</u>
Net sales	\$ 3,182	\$ 2,940
Operating profit	\$ 331	\$ 331
Operating margin	10.4%	11.3%

Net sales for Aeronautics increased by \$242 million or 8 percent for the first quarter of 2011 from the comparable 2010 period. The increase primarily was due to higher C-130 volume of approximately \$235 million, due to an increase in deliveries (six C-130J deliveries in the first quarter of 2011 compared to three in the first quarter of 2010) and support activities, as well as an increase in volume on the F-35 low-rate initial production (LRIP) work of about \$220 million. This increase partially was offset by lower volume of approximately\$180 million on the F-22 program, as production continues to wind down with final deliveries expected to be completed in 2012, and lower volume on the F-35 System Development and Demonstration contract of about \$85 million as the Corporation continues to transition from development to LRIP work.

Operating profit was unchanged for the first quarter of 2011 from the comparable 2010 period. The operating margin decrease reflects the changing life cycles of Aeronautics' significant programs. Specifically, Aeronautics is performing development and more LRIP work on the F-35 program and is performing less work on the F-22 production program. Development and LRIP contracts typically yield lower profits than mature production programs. Accordingly, while net sales increased in 2011 relative to 2010, operating profit was unchanged and consequently operating margins declined

#### **Electronic Systems**

(\$ millions)	1st Quarter					
	2011	2010				
Net sales	\$ 3,459	\$ 3,250				
Operating profit	\$ 417	\$ 379				
Operating margin	12.1%	11.7%				

Net sales for Electronic Systems increased by \$209 million or 6 percent for the first quarter of 2011 from the comparable 2010 period. The increase primarily was attributable to higher volume on various radar system programs of about \$130 million, air defense programs, such as Patriot Advanced Capability-3 (PAC-3), of approximately \$90 million, and volume on logistics activities, such as Special Operations Forces Contractor Logistics Support Services program, of about \$90 million. These increases partially were offset by lower volume on ship and aviation systems programs, such as the Persistent Threat Detection System, of about \$85 million.

Operating profit for Electronic Systems increased by \$38 million or 10 percent for the first quarter of 2011 from the comparable 2010 period. The increase primarily was attributable to higher operating profit of about \$25 million due to higher volume on air defense programs, such as PAC-3, and about \$25 million on fire control systems programs, such as Arrowhead, due to the achievement of production milestones.

# **Information Systems & Global Solutions**

(\$ millions)	1st Quarter				
	<u>2011</u>	2010			
Net sales	\$ 2,149	\$ 2,234			
Operating profit	\$ 194	\$ 197			
Operating margin	9.0%	8.8%			

Net sales for IS&GS decreased by \$85 million or 4 percent for the first quarter of 2011 from the comparable 2010 period. The volume decrease primarily was attributable to lower volume of about \$110 million on the Decennial Response Integration System (DRIS 2010) program that supported the 2010 United States census.

Operating profit for IS&GS essentially was unchanged from the comparable 2010 period. A decrease in operating profit from the absence of DRIS 2010 in 2011 partially was offset by a higher contribution of operating profit from numerous smaller programs.

#### Space Systems

(\$ millions)	1st Quarter					
	<u>2011</u>	2010				
Net sales	\$ 1,843	\$ 1,913				
Operating profit	\$ 217	\$ 207				
Operating margin	11.8%	10.8%				

Net sales for Space Systems decreased by \$70 million or 4 percent for the first quarter of 2011 from the comparable 2010 period. The decrease principally was due to lower volume on the Orion program of about \$100 million, and the External Tank program of approximately \$35 million as the space shuttle program winds down. Partially offsetting this was an increase of about \$80 million due to higher volume in government satellite activities.

Operating profit for Space Systems increased by \$10 million or 5 percent for the first quarter of 2011 from the comparable 2010 period. Increased operating profit of about \$35 million on government satellites primarily due to achievement of program milestones and volume partially was offset by lower operating profit due to volume on the Orion program and the completion of certain missile defense contracts in 2010. Total equity earnings

recognized by Space Systems from ULA and USA represented about \$50 million or 23 percent of the segment's operating profit in the first quarter of 2011, compared to about \$55 million or 26 percent in the first quarter of 2010. Operating margin primarily increased due to the impact of lower sales volume and an increase in operating income, as described above.

#### Unallocated Corporate Expense, Net

(\$ millions)	1st Quarter			
		<u>2011</u>		2010
FAS/CAS pension adjustment	\$	(231)	\$	(110)
Other, net Unallocated corporate expense,		<u>(76)</u>		(66)
net	\$	(307)	\$	(176)

Consistent with the manner in which the Corporation's business segment operating performance is evaluated by senior management, certain items are excluded from the business segment results and included in "Unallocated corporate expense, net". See the Corporation's 2010 Form 10-K for a description of "Unallocated corporate expense, net" including the FAS/CAS pension adjustment.

#### **Income Taxes**

The Corporation's effective income tax rates from continuing operations were 30.3 percent for the first quarter of 2011 and 41.0 percent for the comparable 2010 period. The rates for both periods benefited from tax deductions for U.S. manufacturing activities and dividends related to certain of the Corporation's defined contribution plans with an employee stock ownership plan feature. The effective rates for the comparable periods were also impacted by the following items:

- In the first quarter of 2010, health care legislation eliminated the tax deduction for company-paid retiree prescription drug expenses to the extent they are reimbursed under Medicare Part D, beginning in 2013. As a result, the Corporation recorded additional income tax expense of \$96 million in the first quarter of 2010.
- In the fourth quarter of 2010, tax legislation retroactively extended the research and development (R&D) tax credit for two years, from an. 1, 2010 to Dec. 31, 2011. The Corporation recognized R&D tax credits as a reduction of income tax expense in the first quarter of 2011 but not in the first quarter of 2010 as the credit was not reinstated until later in 2010.

In April 2011, the Corporation was notified that the U.S. Congressional Joint Committee on Taxation completed its review of the IRS Appeals Division's resolution of certain adjustments related to tax years 2003-2008. As a result, the Corporation expects to record a reduction of its income tax expense of approximately \$90 million in the second quarter of 2011.

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 126,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's 2010 sales from continuing operations were \$45.8 billion.

Web site: www.lockheedmartin.com

Conference call: Lockheed Martin will webcast the earnings conference call (listen-only mode) at 1:00 a.m. E.T. on April 26, 2011. A live audio broadcast, including relevant charts, will be available on the Investor Relations page of the company's web site at: <a href="http://www.lockheedmartin.com/investor">http://www.lockheedmartin.com/investor</a>.

#### FORWARD-LOOKING STATEMENTS

Statements in this release that are "forward-looking statements" are based on Lockheed Martin's current expectations and assumptions. Forward-looking statements in this release include estimates of future sales, earnings and cash flow. These statements are not guarantees of future performance and are subject to risks and uncertainties. Actual results could differ materially due to factors such as:

- the availability of government funding for the Corporation's products and services both domestically and internationally due to performance, cost growth, or other factors;
- changes in government and customer priorities and requirements (including the potential deferral of awards, terminations or reduction of
  expenditures, changes to respond to the priorities of Congress and the Administration, budgetary constraints, continuing resolutions, and costcutting initiatives):
- additional costs or schedule revisions to the F-35 program that may result from the detailed re-planning of the restructured program that is
  ongoing following completion of the technical baseline review;
- actual returns (or losses) on pension plan assets, movements in interest and discount rates and other changes that may affect pension plan assumptions:
- the effect of capitalization changes (such as share repurchase activity, advance pension funding, option exercises, or debt levels) on earnings per share:
- difficulties in developing and producing operationally advanced technology systems;
- the timing and customer acceptance of product deliveries;
- · materials availability and performance by key suppliers, subcontractors and customers;
- charges from any future impairment reviews that may result in the recognition of losses and a reduction in the book value of goodwill or other long-term assets;

- the future effect of legislation, rulemaking, and changes in accounting, tax, defense procurement, changes in policy, interpretations or challenges to the allowability of costs incurred under government cost accounting standards or export policies;
- the future impact of acquisitions or divestitures, joint ventures or teaming arrangements;
- the outcome of legal proceedings and other contingencies (including lawsuits, government investigations or audits, and the cost of completing environmental remediation efforts);
- the competitive environment for the Corporation's products and services and potential for delays in procurement due to bid protests;
- · the ability to attract and retain key personnel; and
- · economic, business and political conditions domestically and internationally.

These are only some of the factors that may affect the forward-looking statements contained in this press release. For further information regarding risks and uncertainties associated with Lockheed Martin's business, please refer to the Corporation's SEC fillings, including the "Management's Discussion and Analysis of Financial Condition and Results of Operations," "Risk Factors," and "Legal Proceedings" sections of the Corporation's 2010 annual report on Form 10-K, which may be obtained at the Corporation's website: <a href="http://www.lockheedmartin.com">http://www.lockheedmartin.com</a>.

It is the Corporation's policy to only update or reconfirm its financial projections by issuing a press release. The Corporation generally plans to provide a forward-looking outlook as part of its quarterly earnings release but reserves the right to provide an outlook at different intervals or to revise its practice in future periods. All information in this release is as of April 25, 2011. Lockheed Martin undertakes no duty to update any forward-looking statement to reflect subsequent events, actual results or changes in the Corporation's expectations. The Corporation also disclaims any duty to comment upon or correct information that may be contained in reports published by investment analysts or others.

# LOCKHEED MARTIN CORPORATION Condensed Consolidated Statements of Earnings

Unaudited

(In millions, except per share data and percentages)

		ENDED			
	March 27, 2011	(a) (b)	March 28, 2010 <sup>(a) (b)</sup>		
Net sales	\$	10,633	\$	10,337	
Cost of sales		9,831		9,441	
Gross profit		802		896	
Other income, net		50		42	
Operating profit		852		938	
Interest expense		85		87	
Other non-operating income, net		19		28	
Earnings from continuing operations before income taxes		786		879	
Income tax expense		238		360	
Earnings from continuing operations		548		519	
Earnings (loss) from discontinued operations <sup>(c)</sup>		(18)		14	
Net earnings	\$	530	\$	533	
Effective tax rate		30.3%		41.0%	
Earnings per common share Basic					
Continuing operations	\$	1.57	\$	1.40	
Discontinued operations Total	\$	(0.05) 1.52	\$	0.03 1.43	
Diluted					
Continuing operations	\$	1.55	\$	1.38	
Discontinued operations		(0.05)		0.03	
Total	\$	1.50	\$	1.41	
Average number of shares outstanding					
Basic		348.5		373.5	
Diluted		352.6		377.7	

344.9

- (a) It is the Corporation's practice to close its books and records on the Sunday prior to the end of the calendar quarter. The interim financial statements and tables of financial information included herein are labeled based on that convention.
- (b) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.
- (c) Discontinued operations include the operating results of Pacific Architects and Engineers, Inc. (PAE) for all periods presented, and those of EnterpriseIntegration Group (EIG) in 2010. The Corporation closed on its sale of PAE in the second quarter on April 4, 2011 and that of EIG on Nov. 22, 2010.

#### LOCKHEED MARTIN CORPORATION

Net Sales, Operating Profit and Margins

Unaudited

(In millions, except percentages)

		THREE	MONTHS ENDED (a)		
	March 27, 2011		March 28, 2010		% Change
Net sales					
Aeronautics	\$	3,182	\$	2,940	8%
Electronic Systems		3,459		3,250	6
Information Systems & Global Solutions		2,149		2,234	(4)
Space Systems		1,843		1,913	(4)
Total net sales	\$	10,633	\$	10,337	3%
Operating profit					
Aeronautics	\$	331	\$	331	-%
Electronic Systems		417		379	10
Information Systems & Global Solutions		194		197	(2)
Space Systems		217		207	5
Segment operating profit		1,159		1,114	4
Unallocated corporate expense, net		(307)		(176)	
Total operating profit	\$	852	\$	938	(9) %
Margins					
Aeronautics		10.4%		11.3%	
Electronic Systems		12.1		11.7	
Information Systems & Global Solutions		9.0		8.8	
Space Systems		11.8		10.8	
Total operating segments		10.9		10.8	
Total consolidated		8.0%		9.1%	

(a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

#### LOCKHEED MARTIN CORPORATION

Selected Financial Data

Unaudited

(In millions, except per share data)

		THREE MON	ITHS ENDED			
	Marc	ch 27, 2011	March 28, 2010			
Other unallocated Corporate income (expense), net:						
FAS/CAS pension adjustment						
FAS pension expense	\$	(455)	\$	(357)		
Less: CAS expense		(224)		(247)		
FAS/CAS pension adjustment - income (expense)		(231)		(110)		
Stock compensation expense		(39)		(41)		
Other, net		(37)		(25)		
Unallocated corporate expense, net	\$	(307)	\$	(176)		

# THREE MONTHS ENDED MARCH 28, 2010 <sup>1</sup>

	Operating profit Net earnings		Earnings per share			
Unusual Item - 2010						
Elimination of Medicare Part D deferred tax assets	\$	-	\$ (96)	\$		(0.25)

<sup>1</sup> There were no unusual items reported in first quarter of 2011.

# LOCKHEED MARTIN CORPORATION

Selected Financial Data

Unaudited

(In millions)

	TH	REE MON	THS E	NDED
	March	27, 2011	March	28, 2010
Depreciation and amortization of plant and equipment				
Aeronautics	\$	53	\$	47
Electronic Systems		54		54
Information Systems & Global Solutions		11		14
Space Systems		45		43
Segments		163		158
Unallocated corporate expense, net		12		14
Total depreciation and amortization of plant and equipm	nent\$	175	\$	172

# LOCKHEED MARTIN CORPORATION

Condensed Consolidated Balance Sheets

Unaudited

(In millions)

	MARCH 27,	DECEMBER 31,
	2011	2010 <sup>(a)</sup>
<u>Assets</u>		
Current assets		
Cash and cash equivalents	\$ 3,357	\$ 2,261
Short-term investments	504	516
Receivables	6,583	5,692
Inventories	2,277	2,363
Deferred income taxes	1,156	1,147
Assets of discontinued operation held for sale	377	396
Other current assets	489	518
Total current assets	14,743	12,893
Property, plant and equipment, net	4,461	4,554
Goodwill	9,609	9,605
Deferred income taxes	3,412	3,485
Other assets	4,452	4,576
Total assets	\$ 36,677	\$ 35,113
<u>Liabilities and Stockholders' Equity</u> Current liabilities		
Accounts payable	\$ 2,374	\$ 1,627
Customer advances and amounts in excess of costs incurred	5,844	5,890
Salaries, benefits and payroll taxes	1,808	1,870
Liabilities of discontinued operation held for sale	211	204
Other current liabilities	2,193	1,810
Total current liabilities	12,430	11,401
Long-term debt, net	5,023	5,019
Accrued pension liabilities	10,826	10,607
Other postretirement benefit liabilities	1,227	1,213
Other liabilities	3,380	3,376
Total liabilities	32,886	31,616
Stockholders' equity		
Common stock, \$1 par value per share	345	346
Additional paid-in capital	_	

Retained earnings	12,274	12,161
Accumulated other comprehensive loss	(8,828)	(9,010)
Total stockholders' equity	3,791	3,497
Total liabilities and stockholders' equity	\$ 36,677	\$ 35,113

(a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

# LOCKHEED MARTIN CORPORATION

Condensed Consolidated Statements of Cash Flows

Unaudited

(In millions)

	THREE MONTHS ENDED									
	March 27, 2011	March 28, 2010								
Operating Activities										
Net earnings	\$ 530	\$ 533								
Adjustments to reconcile net earnings to net cash provided by operating activities										
Depreciation and amortization of plant and equipment	175	172								
Amortization of purchased intangibles	20	27								
Stock-based compensation	39	41								
Deferred income taxes	(12)	121								
Changes in assets and liabilities:										
Receivables	(900)	(609)								
Inventories	93	(302)								
Accounts payable	745	217								
Customer advances and amounts in excess of costs incurred	(42)	321								
Postretirement benefit plans	473	377								
Income taxes	486	568								
Other, net	77	183								
Net cash provided by operating activities	1,684	1,649								
Investing Activities										
Expenditures for property, plant and equipment	(95)	(92)								
Proceeds from short-term investment transactions	10	107								
Other, net	22	(23)								
Net cash used for investing activities	(63)	(8)								
Financing Activities										
Repurchases of common stock	(314)	(516)								
Common stock dividends	(266)	(238)								
Issuances of common stock	43	24								
Net cash used for financing activities	(537)	(730)								
Effect of exchange rate changes on cash and cash equivalents	12	(14)								
Net increase in cash and cash equivalents	1,096	897								
Cash and cash equivalents at beginning of period	2,261	2,391								
Cash and cash equivalents at end of period	\$ 3,357	\$ 3,288								

# LOCKHEED MARTIN CORPORATION

Condensed Consolidated Statement of Stockholders' Equity

Unaudited

(In millions, except per share data)

				Accumulated	
		Additional		Other	Total
	Common	Paid-In	Retained	Comprehensive	Stockholders'
	Stock	Capital	Earnings	Loss	Equity
Balance at December 31, 2010	\$ 346	\$ -	<b>\$</b> 12,372	\$ (9,010)	\$ 3,708
· ·					,
Cumulative effect of a change in accounting principle <sup>(a)</sup>	<u> </u>	-	(211)	<u> </u>	(211)
Balance at December 31, 2010, as adjusted	346	-	12,161	(9,010)	3,497
Net earnings	-	-	530	-	530
Repurchases of common stock <sup>(b)</sup>	(4)	(126)	(151)	-	(281)

Common stock dividends declared <sup>(c)</sup>		<u>-</u>	-	(266)	-	(266)
Stock-based awards and ESOP activity	:	3	126	-	-	129
Other comprehensive income, net of tax <sup>(d)</sup>		-	-	-	182	182
Balance at March 27, 2011	\$ 34	5 \$	-	\$ 12,274	\$ (8,828)	\$ 3,791

<sup>(</sup>a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

#### LOCKHEED MARTIN CORPORATION

Operating Data

Unaudited

		March 27,	De	cember 31,
		2011		2010
Backlog				
(In millions)				
Aeronautics	\$	31,300	\$	27,500
Electronic Systems		22,600		23,400
Information Systems & Global Solutions	3	9,100		9,700
Space Systems		17,000		17,800
Total	\$	80,000	\$	78,400

	THREE MON	THS ENDED
Aircraft Deliveries	March 27, 2011	March 28, 2010
F-16	5	6
F-22	2	4
C-130J	6	3

#### LOCKHEED MARTIN CORPORATION

**Condensed Consolidated Statements of Earnings** 

As Reported and Adjusted to Reflect the Change in Revenue Recognition Methodology  $^{
m (a)}$ 

Unaudited

(In millions, except per share data and percentages)  $% \left( \frac{1}{2}\right) =\left( \frac{1}{2}\right) \left( \frac{1}{2}\right)$ 

	Year En	ided December 3	31, 2010	Year Er	nded December 3	31, 2009	Year Ended December 31, 2008							
	As Reported	Adjustment	Adjusted <sup>(a)</sup>	As Reported	Adjustment	Adjusted <sup>(a)</sup>	As Reported	Adjustment	Adjusted <sup>(a)</sup>					
Net sales	\$ 45,803	\$ (46)	\$ 45,757	\$ 43,995	\$ (35)	\$ 43,960	\$ 41,372	\$ (28)	\$ 41,344					
Cost of sales	41,967	38	42,005	39,803	29	39,832	36,798	31	36,829					
Gross profit	3,836	(84)	3,752	4,192	(64)	4,128	4,574	(59)	4,515					
Other income, net	261		261	223	(3)	220	475	-	475					
Operating profit	4,097	(84)	4,013	4,415	(67)	4,348	5,049	(59)	4,990					
Interest expense	345	-	345	308	-	308	332	-	332					
Other non-operating income (expense), net	74		74	123		123	(91)		(91)					
Earnings from continuing operations before income taxes	3,826	(84)	3,742	4,230	(67)	4,163	4,626	(59)	4,567					
Income tax expense	1,181	(30)	1,151	1,231	(23)	1,208	1,459	(21)	1,438					

<sup>(</sup>b) The Corporation repurchased 3.5 million shares for \$281 million during the first quarter. In Oct. 2010, the Corporation's Board of Directors approved a new share repurchase program for the repurchase of its common stock, up to an authorized amount of \$3.0 billion. As of Mar. 27, 2011, the Corporation had repurchased a total of 14.7 million shares under the new program for \$1,057 million, and there remained \$1,943 million authorized for additional share repurchases.

<sup>(</sup>c) Includes dividends (\$0.75 per share) declared and paid in the first quarter.

<sup>(</sup>d) Primarily represents the reclassification adjustment for recognition of prior period amounts related to postretirement benefit plans of \$165 million.

Earnings from continuing operations	2,645			(54)		2,591	2,999		(44)		2,955		3,167		(38)		3,129
Earnings (loss) from discontinued operations		281		6		287	 25		(7)		18		50		6		56
Net earnings	\$	2,926	\$	(48)	\$	2,878	\$ 3,024	\$	(51)	\$	2,973	\$	3,217	\$	(32)	\$	3,185
Effective tax rate		30.9%	-		_	30.8%	 29.1%	-		_	29.0%	_	31.5%	ı		_	31.5%
Earnings per common share																	
Basic																	
Continuing operations	\$	7.26	\$	(0.15)	\$	7.11	\$ 7.79	\$	(0.11)	\$	7.68	\$	7.92	\$	(0.09)	\$	7.83
Discontinued operations		0.77		0.02		0.79	0.07		(0.02)		0.05		0.13		0.01		0.14
Total	\$	8.03	\$	(0.13)	\$	7.90	\$ 7.86	\$	(0.13)	\$	7.73	\$	8.05	\$	(80.0)	\$	7.97
Diluted																	
Continuing operations	\$	7.18	\$	(0.15)	\$	7.03	\$ 7.71	\$	(0.11)	\$	7.60	\$	7.74	\$	(0.10)	\$	7.64
Discontinued operations		0.76		0.02		0.78	0.07		(0.03)		0.04		0.12		0.02		0.14
Total	\$	7.94	\$	(0.13)	\$	7.81	\$ 7.78	\$	(0.14)	\$	7.64	\$	7.86	\$	(80.0)	\$	7.78

<sup>(</sup>a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

#### LOCKHEED MARTIN CORPORATION

**Condensed Consolidated Statements of Earnings** 

As Reported and Adjusted to Reflect the Change in Revenue Recognition Methodology  $^{(a)}$ 

Unaudited

(In millions, except per share data and percentages)

		Quarte	er Er	nded March 2	8, 20	010		Quarte	r End	led June 27	7, 201	0		Quarter E	nde	l Septembe	r 26,	2010	Quarter Ended December 31, 2010						
	As	Reported		Adjustment	Α	djusted <sup>(a)</sup>	A	s Reported	Ad	justment	Ac	ljusted <sup>(a)</sup>	_	As Reported	Α	djustment	A	djusted <sup>(a)</sup>	A	s Reported	Α	djustment	Ad	justed <sup>(a)</sup>	
Net sales	\$	10,339	\$	(2)	\$	10,337	\$	11,295	\$	(15)	\$	11,280	\$	11,375	\$	(9)	\$	11,366	\$	12,794	\$	(20)	\$	12,774	
Cost of sales		9,424		17		9,441		10,249	_	(11)		10,238	_	10,577	_	7		10,584		11,717	_	25		11,742	
Gross profit		915		(19)		896		1,046		(4)		1,042		798		(16)		782		1,077		(45)		1,032	
Other income, net		44	_	(2)	_	42	_	75		(2)	_	73	_	91	_	(3)		88	_	51		7		58	
Operating profit		959		(21)		938		1,121		(6)		1,115		889		(19)		870		1,128		(38)		1,090	
Interest expense		87		-		87		86		-		86		85		-		85		87		-		87	
Other non- operating income (expense), net		28	_	-	_	28		(19)				(19)	_	37	_	-		37	_	28		-		28	
Earnings from continuing operations before income taxes		900		(21)		879		1,016		(6)		1,010		841		(19)		822		1,069		(38)		1,031	
Income tax expense		367		(7)		360		298		(2)		296	_	276		(7)		269		240		(14)		226	
Earnings from continuing operations		533		(14)		519		718		(4)		714		565		(12)		553		829		(24)		805	
Earnings from discontinued operations		14	_	-	_	14	-	107		3		110		6		1		7		154		2		156	
Net earnings	\$	547	\$	(14)	\$	533	\$	825	\$	(1)	\$	824	\$	571	\$	(11)	\$	560	\$	983	\$	(22)	\$	961	
Effective tax rate	_	40.8%	=		_	41.0%		29.3%				29.3%	_	32.8%			_	32.7%	_	22.5%				21.9%	
Earnings per common share																									
Discontinued	\$	1.43	\$	(0.03)	\$	1.40	\$	1.95	\$	(0.01)	\$	1.94	\$	1.57	\$	(0.03)	\$	1.54	\$	2.33	\$	(0.07)	\$	2.26	
operations Total	\$	0.03 1.46	\$	(0.03)	\$	1.43	\$	0.30 2.25	\$	(0.01)	\$	0.30 2.24	\$	1.59	\$	(0.03)	\$	1.56	\$	0.43 2.76	\$	(0.06)	\$	2.70	
Diluted Continuing	\$	1.42	\$	(0.04)	\$	1.38	\$	1.93	\$	(0.01)	\$	1.92	\$	1.55	\$	(0.03)	\$	1.52	\$	2.30	\$	(0.06)	\$	2.24	

Discontinued	i												
operations		0.03	-	0.03	0.29	0.01	0.30	0.02	-	0.02	0.43	-	0.43
Total	\$	1.45	\$ (0.04)	\$ 1.41	\$ 2.22	\$ -	\$ 2.22	\$ 1.57	\$ (0.03)	\$ 1.54	\$ 2.73	\$ (0.06)	\$ 2.67

(a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

#### LOCKHEED MARTIN CORPORATION

Net Sales, Operating Profit and Margins

As Reported and Adjusted to Reflect the Change in Revenue Recognition Methodology  $^{
m (a)}$ 

Unaudited

(In millions, except percentages)

		Year E	nded D	ecember 3	1, 20 <sup>-</sup>	10		Year Er	nded D	ecember 3	1, 20	09		Year E	nded D	ecember 3	1, 200	18
	As	Reported	Ad	justment	Ad	djusted <sup>(a)</sup>	As	Reported	Ad	justment	A	djusted <sup>(a)</sup>	As	Reported	Adj	ustment	Ad	justed <sup>(a)</sup>
Net sales:																		
Aeronautics	\$	13,235	\$	4	\$	13,239	\$	12,201	\$	2	\$	12,203	\$	11,473	\$	(4)	\$	11,469
Electronic Systems		14,363		(8)		14,355		13,532		(24)		13,508		12,803		(9)		12,794
Information Systems & Global Solutions		9,959		(38)		9,921		9,608		(9)		9,599		9,069		(12)		9,057
Space Systems		8,246		(4)		8,242		8,654		(4)		8,650		8,027		(3)		8,024
Total net sales	\$	45,803	\$	(46)	\$	45,757	\$	43,995	\$	(35)	\$	43,960	\$	41,372	\$	(28)	\$	41,344
Operating profit:																		
Aeronautics	\$	1,502	\$	4	\$	1,506	\$	1,577	\$	2	\$	1,579	\$	1,433	\$	(4)	\$	1,429
Electronic Systems		1,712		(8)		1,704		1,660		(43)		1,617		1,583		(9)		1,574
Information Systems & Global Solutions		890		(76)		814		895		(21)		874		919		(43)		876
Space Systems		972		(4)		968		972		(5)		967		953		(3)		950
Segment operating profit		5,076		(84)		4,992		5,104		(67)		5,037		4,888		(59)		4,829
Unallocated corporate income (expense), net		(979)		-	_	(979)		(689)		-	_	(689)		161		-		161
Total operating profit	\$	4,097	\$	(84)	\$	4,013	\$	4,415	\$	(67)	\$	4,348	\$	5,049	\$	(59)	\$	4,990
Margins:																		
Aeronautics		11.3%	%	0.1%		11.4%		12.9%		-%		12.9%		12.5%		-%		12.5%
Electronic Systems		11.9		-		11.9		12.3		(0.3)		12.0		12.4		(0.1)		12.3
Information Systems & Global Solutions		8.9		(0.7)		8.2		9.3		(0.2)		9.1		10.1		(0.4)		9.7
Space Systems		11.8		(0.1)		11.7		11.2		-		11.2		11.9		(0.1)		11.8
Total operating segments		11.1		(0.2)		10.9		11.6		(0.1)		11.5		11.8		(0.1)		11.7
Total consolidated		8.9%	%	(0.1) %		8.8%		10.0%		(0.1) %		9.9%		12.2%		(0.1) %		12.1%

<sup>(</sup>a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

# LOCKHEED MARTIN CORPORATION

Net Sales, Operating Profit and Margins

As Reported and Adjusted to Reflect the Change in Revenue Recognition Methodology  $^{(a)}$ 

Unaudited

(In millions, except percentages)

	Quarter Ended March 28, 2010						Quart	er End	ded June 2	7, 20	110		Quarter E	nded	September	26,	2010		Quarter Ended December 31, 2010						
•	As Reported Adjus		Adjustment		djustment		Adjusted <sup>(a)</sup>		As Reported		Adjustment		Adjusted <sup>(a)</sup>		As Reported		Adjustment		Adjusted <sup>(a)</sup>		As Reported		Adjustment		djusted <sup>(a)</sup>
Net sales:																									
Aeronautics Electronic	\$ 2,933	\$	7	\$	2,940	\$	3,146	\$	(3)	\$	3,143	\$	3,300	\$	(6)	\$	3,294	\$	3,856	\$	6	\$	3,862		
Systems Information Systems & Global	3,276		(26)		3,250		3,528		6		3,534		3,583		(4)		3,579		3,976		16		3,992		
Solutions Space	2,212		22		2,234		2,541		(19)		2,522		2,524		1		2,525		2,682		(42)		2,640		
Systems	1,918		(5)		1,913		2,080		1		2,081		1,968		-		1,968		2,280		-		2,280		
Total net sales	\$ 10,339	\$	(2)	\$	10,337	\$	11,295	\$	(15)	\$	11,280	\$	11,375	\$	(9)	\$	11,366	\$	12,794	\$	(20)	\$	12,774		

Operating profit:																						
Aeronautics \$	324	\$	7	\$	331	\$	372	\$	(2)	\$ 370	\$	396	\$	(7)	\$	389	\$	410	\$	6	\$	416
Electronic Systems Information Systems &	404		(25)		379		432		9	441		425		(4)		421		451		12		463
Global Solutions	194		3		197		224		(14)	210		217		(9)		208		255		(56)		199
Space Systems	213		(6)		207		245		1	246		235		1		236		279		-		279
Segment operating profit	1,135		(21)		1,114		1,273		(6)	 1,267		1,273		(19)		1,254		1,395		(38)		1,357
Unallocated corporate expense, net	(176)		-		(176)	_	(152)		-	(152)		(384)		<u>-</u>		(384)	_	(267)		-		(267)
Total operating profit \$	959	\$	(21)	\$	938	\$	1,121	\$	(6)	\$ 1,115	\$	889	\$	(19)	\$	870	\$	1,128	\$	(38)	\$	1,090
operating	959	\$	(21)	\$	938	<u>\$</u>	1,121	<u>\$</u>	(6)	\$ 1,115	\$	889	<u>\$</u>	(19)	<u>\$</u>	870	\$	1,128	\$	(38)	\$	1,090
operating profit \$  Margins:  Aeronautics	959 11.0%	<b>\$</b>	(21) 0.3%	\$	<b>938</b>	\$	1,121	\$	(6) -%	\$ <b>1,115</b> 11.8%	\$	12.0%	\$	(0.2) %	\$	870 11.8%	\$	<b>1,128</b>	\$	0.2%	\$	<b>1,090</b>
margins:  Aeronautics Electronic Systems Information Systems &		\$		\$		\$		\$		\$ -	*		\$		\$		\$		\$		\$	
margins:  Aeronautics Electronic Systems Information Systems & Global Solutions	11.0%	\$	0.3%	= \$	11.3%	\$	11.8%	\$	-%	\$ 11.8%	\$	12.0%	\$	(0.2) %	\$	11.8%	\$	10.6%	\$	0.2%	\$	10.8%
Margins:  Aeronautics Electronic Systems Information Systems & Global	11.0% 12.3	\$	0.3% (0.6)	\$	11.3% 11.7	\$	11.8% 12.2	\$	-% 0.3	\$ 11.8% 12.5	\$	12.0% 11.9	\$	(0.2) %	\$	11.8% 11.8	\$	10.6%	\$	0.2%	\$	10.8%
margins:  Aeronautics Electronic Systems Information Systems & Global Solutions Space	11.0% 12.3 8.8	= \$	0.3% (0.6)	\$	11.3% 11.7	\$	11.8% 12.2 8.8	\$	-% 0.3 (0.5)	\$ 11.8% 12.5 8.3	\$	12.0% 11.9 8.6		(0.2) % (0.1)	\$	11.8% 11.8 8.2	- \$	10.6% 11.3 9.5	- \$	0.2% 0.3 (2.0)	= \$	10.8% 11.6 7.5

<sup>(</sup>a) As previously disclosed, the Corporation changed its methodology for recognizing net sales for service contracts with the U.S. Government effective Jan. 1, 2011. The Corporation now recognizes sales on those contracts using the preferable percentage-of-completion (POC) method consistent with its accounting for product sales and others in the industry. All prior periods presented have been adjusted for this immaterial change.

# SOURCE Lockheed Martin

 $\underline{\text{https://news.lockheedmartin.com/2011-04-26-Lockheed-Martin-Announces-First-Quarter-2011-Results}$