



**Raytheon**

# 2016 Company Overview

# Overview

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RAYTHEON COMPANY – A TECHNOLOGY AND INNOVATION LEADER SPECIALIZING IN DEFENSE, CIVIL GOVERNMENT AND CYBERSECURITY SOLUTIONS THROUGHOUT THE WORLD.

- 2015 NET SALES: \$23 BILLION
- 61,000 EMPLOYEE WORLDWIDE
- HEADQUARTERS: WALTHAM, MASSACHUSETTS



# Our Vision and Values

## OUR VISION

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

## OUR VALUES

### TRUST

We take pride in our ethical culture, are honest, and do the right thing.

### RESPECT

We are inclusive, embrace diverse perspectives and value the role we all play in our shared vision.

### COLLABORATION

We fuel more powerful ideas, deeper relationships and greater opportunities to achieve shared objectives together.

### INNOVATION

We challenge the status quo and act with speed and agility to drive global growth.

### ACCOUNTABILITY

We honor our commitments, anticipate the needs of our customers, serve our communities and support each other.

# Integrated Defense Systems

SERVING CUSTOMERS WORLDWIDE WITH AIR AND MISSILE DEFENSE, RADARS, COMMAND & CONTROL, AND NAVAL SYSTEMS

- Integrated air and missile defense
- Battlefield, land- and sea-based radars
- Command, control, communications, computers, cyber and intelligence for defense
- Sonar, navigation, integrated bridge and shipboard combat systems
- Systems integration and sustainment



**WESLEY D. KREMER**

President

HQ: Tewksbury, Massachusetts



# Intelligence, Information and Services

SOLUTIONS AND SERVICES PARTNERS FOR INTELLIGENCE COMMUNITY, GOVERNMENT AND CIVILIAN CUSTOMERS' HIGH-CONSEQUENCE MISSIONS, ENHANCING SECURITY AND SAFETY WORLDWIDE

- Cybersecurity
- High-consequence training solutions
- Systems modernization and sustainment
- Logistics and engineering solutions
- Intelligence, surveillance and reconnaissance (ISR)
- Weather and environmental intelligence
- Transportation and support services



**DAVID C. WAJSGRAS**

President

HQ: Dulles, Virginia



# Missile Systems

ADVANCED MISSILE SYSTEMS AND SOLUTIONS FOR THE ARMED FORCES OF THE UNITED STATES AND ALLIED NATIONS

- Advanced missile systems
- Naval and area mission defense
- Land warfare systems
- Air warfare systems
- Air and missile defense systems



**TAYLOR W. LAWRENCE**

President

HQ: Tucson, Arizona



# Space and Airborne Systems

INTEGRATED SENSOR, ELECTRONIC WARFARE AND COMMUNICATION SYSTEMS FOR MILITARY AND CIVIL CUSTOMERS WORLDWIDE

- Applied signal technology
- Electronic warfare systems
- Integrated communication systems
- Intelligence, surveillance and reconnaissance (ISR) systems
- Secure sensor solutions
- Space solutions



**RICHARD R. YUSE**

President

HQ: McKinney, Texas



# Forcepoint

**FORCEPOINT™ PROTECTS DATA EVERYWHERE – IN THE CLOUD, ON THE ROAD, IN THE OFFICE – SIMPLIFYING COMPLIANCE AND ENABLING BETTER DECISION-MAKING AND MORE EFFICIENT SECURITY**

- Content security
- Insider threat data protection
- Security for cloud
- Network security
- Advanced analytics
- Cross domain access & transfer



**JOHN R. MCCORMACK**

President

HQ: Austin, Texas



## Global Presence

ALWAYS THERE.  
DEDICATED TO OUR  
GLOBAL CUSTOMERS.

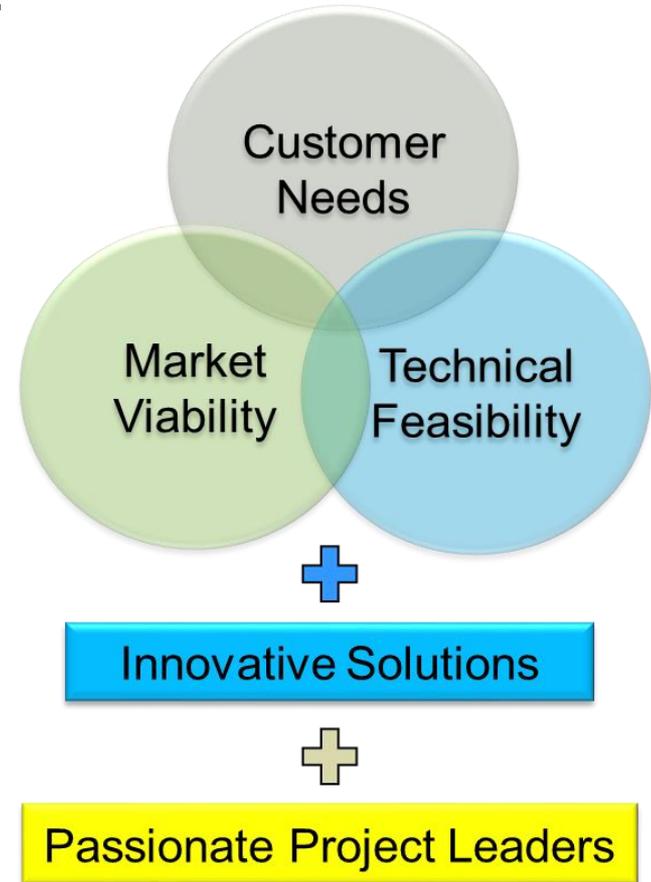
Raytheon Company is deeply committed to global partnerships, providing solutions and services to valued customers in more than 80 countries and building upon international relationships to best meet the national security and technology needs of nations around the world



# INNOVATION

# Raytheon Innovation Challenge (RIC)

- What it is: *Targeted* innovation program soliciting ideas from across Raytheon to key customer capabilities needs.
- How does it work:
  - Targeted capability statements
  - Raytheon-wide call for ideas
  - White paper submissions
  - Review and initial down select
  - Workshop for refinement and plan definition
  - Down select to most promising ideas
  - Focused projects to address key risk areas
  - Follow-on support from BU or customer
- What is the outcome:
  - Broad exposure of customer needs
  - Energized workforce
  - Novel solutions with initial refinement
  - New IP and products
  - Enhanced enterprise collaboration
  - Strengthened culture of innovation



# 2015 Raytheon Innovation Challenge (RIC)

Innovating  
the Future



## 2015 RIC Topics

1. Applications of Additive Manufacturing
2. Affordable Planned Performance Improvement for AESA Systems
3. Next Generation Human Machine Interface Solutions
4. Autonomous Learning
5. Applications of Microsatellites for Changing Space Dynamics
6. Innovation for Reduced Manning



**Whitepapers**

**Workshop**

**Phase 0**

**Phase 1**

**Follow-on**

Enabling novel solutions for key customer needs

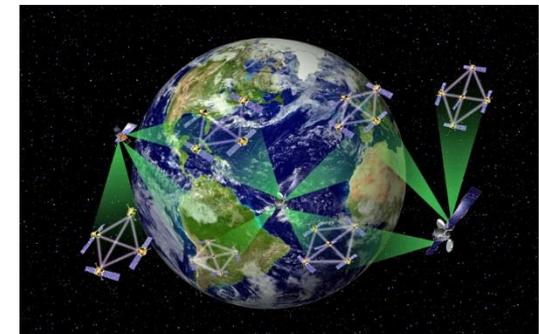
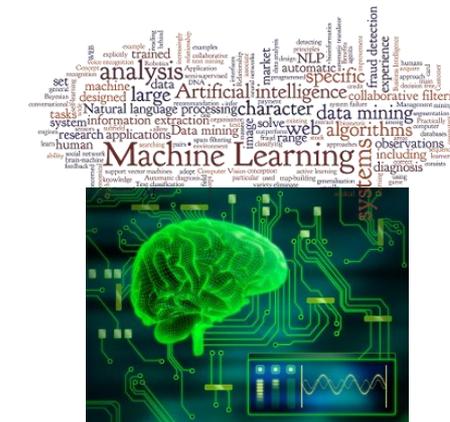
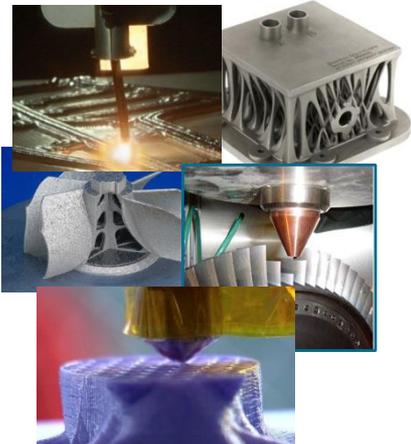
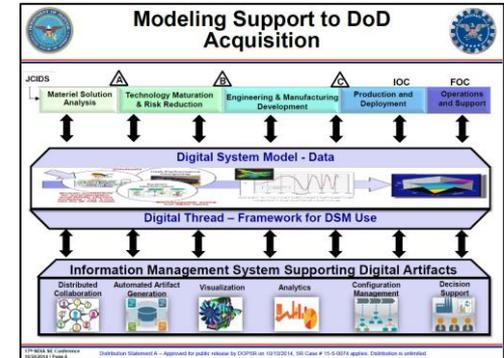
# 2016 Raytheon Innovation Challenge (RIC)

Innovating the Future



## 2016 RIC Topics

1. Application Additive Manufacturing for Low Cost Rapid Manufacturing and Product Innovation
2. Affordable Unmanned Aircraft System (UAS) Defense
3. Applications of Machine Learning
4. Microsatellite Constellation Missions and Payloads
5. C5I, Sensing and Effects for Next Generation Undersea Battle
6. Digital System Models: Enabling model based engineering



Enabling novel solutions to key customer mission needs

**Raytheon**

**CONNECT WITH US**



# Leadership



From left to right: L. Harrington, T. Lawrence, D. Wajsgras, R. Rhoads, F. Jimenez, D. Wilkins, R. Newsome, T. Kennedy, T. O'Brien, M. Russell, P. Wickham, R. Yuse, E. Miyashiro, W. Kremer, J. Harris

**THOMAS A. KENNEDY**

Chairman and  
Chief Executive Officer

**LAWRENCE J. HARRINGTON**

Vice President  
Internal Audit

**JOHN D. HARRIS II**

Vice President  
Business Development  
Raytheon International Inc.

**FRANK R. JIMENEZ**

Vice President  
General Counsel  
and Secretary

**WESLEY D. KREMER**

President  
Integrated Defense Systems

**TAYLOR W. LAWRENCE**

President  
Missile Systems

**EDWARD MIYASHIRO**

Vice President  
Evaluation Team

**RANDA G. NEWSOME**

Vice President  
Human Resources  
and Global Security

**TOBY O'BRIEN**

Vice President and  
Chief Financial Officer

**REBECCA R. RHOADS**

President  
Global Business Services  
Vice President and  
Chief Information Officer

**MARK E. RUSSELL**

Vice President  
Engineering, Technology  
and Mission Assurance

**DAVID C. WAJSGRAS**

President  
Intelligence, Information and Services

**PAMELA A. WICKHAM**

Vice President  
Corporate Affairs and Communications

**M. DAVID WILKINS**

Vice President  
Contracts and Supply Chain

**RICHARD R. YUSE**

President  
Space and Airborne Systems

# Aligned with Customer Priorities



## COMMAND, CONTROL & INTELLIGENCE

Raytheon integrates proven radars, sensors, navigation systems, and cyber technology to enable customers to collect, analyze and distribute information in real-time, giving them new ways to perceive and manage data.



## ELECTRONIC WARFARE

Raytheon's advanced electronic warfare systems and capabilities give our warfighters the continued strategic advantage to effectively and safely execute their missions in the modern threat environment.



## MISSILE DEFENSE

Raytheon's proven missile defense systems deliver protection against a broad range of current and emerging threats – ensuring peace of mind for the U.S. and its allies and making Raytheon the world's most trusted partner in missile defense.



## PRECISION WEAPONS

Raytheon's reliable and cost-effective precision weapons hit the target, and only the target, while protecting warfighters, and helping to manage the cost of battle over the long term.



## TRAINING & SERVICES

Raytheon's innovative approaches and proven tools help customers successfully train staff, sustain skills and maintain operations for a wide variety of high-consequence missions worldwide.



## CYBER

With decades of cyber and intelligence expertise, Raytheon offers unmatched end-to-end capabilities that help customers secure their space and confidently navigate the cyber domain.

# Our Businesses Are Organized by Key Mission Areas



## INTEGRATED DEFENSE SYSTEMS



### IDS

Headquartered in Tewksbury, Massachusetts, Integrated Defense Systems specializes in air and missile defense, large land- and sea-based radars, and systems for managing command, control, communications, computers, cyber, intelligence, surveillance and reconnaissance. It also produces sonars, torpedoes, and electronic systems for ships.

## INTELLIGENCE, INFORMATION AND SERVICES



### IIS

Headquartered in Dulles, Virginia, Intelligence, Information and Services provides cybersecurity products and services. It also offers a full range of training, space, logistics and engineering solutions for government and civilian customers, and produces air traffic management systems.

## MISSILE SYSTEMS



### RMS

Headquartered in Tucson, Arizona, Raytheon Missile Systems is the world's premier missile maker, providing defensive and offensive weapons for air, land, sea, and space, including interceptors for U.S. ballistic missile defense. The business also builds net-enabled battlefield sensors and includes Raytheon UK.

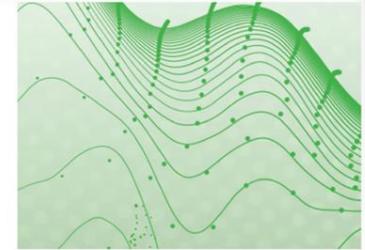
## SPACE AND AIRBORNE SYSTEMS



### SAS

Headquartered in McKinney, Texas, Space and Airborne Systems builds radars and other sensors for aircraft, spacecraft and ships. The business also provides communications, electronic warfare and high-energy laser solutions, and performs research in areas ranging from linguistics to quantum computing.

## FORCEPOINT POWERED BY RAYTHEON



### FORCEPOINT™

Headquartered in Austin, Texas, Forcepoint safeguards users, data, and networks against the most determined adversaries, from accidental or malicious insider threats to outside attacks, across the entire threat lifecycle. Forcepoint protects data everywhere – in the cloud, on the road, in the office – simplifying compliance and enabling better decision-making and more efficient security. Forcepoint empowers more than 20,000 commercial and government organizations worldwide. Forcepoint is a joint venture of Raytheon and Vista Equity Partners.