# **Raytheon**

# News release

#### FOR IMMEDIATE RELEASE

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Raytheon Reports Strong Second Quarter 2006 Results and Increases Full-year Guidance

# **Highlights**

- EPS from continuing operations of \$0.69, up 35 percent
- Strong operating cash flow; net debt at \$3.1 billion, lowest in over 10 years
- Strong bookings of \$5.5 billion; sales of \$5.7 billion, up 6 percent
- Increases full-year guidance for EPS, operating cash flow, and ROIC
- Announces decision to explore strategic alternatives for Raytheon Aircraft Company

WALTHAM, Mass., (July 27, 2006) – Raytheon Company (NYSE: RTN) reported second quarter 2006 income from continuing operations of \$311 million or \$0.69 per diluted share compared to \$233 million or \$0.51 per diluted share in the second quarter 2005. Second quarter 2006 income from continuing operations was higher primarily due to improved operating results at the Company's Government and Defense businesses. The second quarter 2006 income from continuing operations included a \$34 million or \$0.05 per diluted share favorable adjustment related to the final valuation of warrants issued in the quarter in connection with the 2004 settlement of a class action shareholder lawsuit and a \$7 million or \$0.01 per diluted share charge related to the tentative settlement of ERISA litigation filed in 2003.

"We continue to be pleased with our operating performance and our positive outlook for the remainder of 2006," said William H. Swanson, Raytheon's Chairman and CEO. "The team remains focused on providing our customers with the best-in-class solutions and enhancing shareholder value." Second quarter 2006 net income was \$310 million or \$0.69 per diluted share compared to \$201 million or \$0.44 per diluted share in the second quarter 2005. Net income for the second quarter of 2005 included a \$32 million after-tax loss in discontinued operations or \$0.07 per diluted share primarily attributable to foreign tax related matters.

Net sales for the second quarter 2006 were \$5.7 billion, up 6 percent from \$5.4 billion in the second quarter 2005. Government and Defense sales for the quarter (after the elimination of intercompany sales) increased 5 percent to \$4.8 billion from \$4.5 billion in the second quarter 2005. Raytheon Aircraft Company (RAC) sales for the quarter increased 8 percent to \$745 million from \$687 million in the second quarter 2005.

Operating cash flow from continuing operations for the second quarter 2006 was \$439 million versus \$820 million for the second quarter 2005, a decrease primarily due to higher collections in the prior year's same period that resulted from a financial system implementation in the first quarter 2005. Year-to-date operating cash flow from continuing operations was \$444 million versus \$546 million for the comparable period in 2005, a decrease primarily due to higher 2006 cash tax payments.

Net debt was \$3.1 billion at the end of the second quarter 2006 compared with \$3.3 billion at the end of 2005 and \$4.6 billion at the end of the second quarter 2005. Net debt is defined as total debt less cash and cash equivalents. During the second quarter 2006, the Company retired \$408 million of subordinated notes payable.

The Company is also announcing that it intends to explore strategic alternatives for Raytheon Aircraft Company, which may include among others, a potential sale of the business, an initial public offering or spin-off to shareholders or some combination thereof. There can be no assurance that a transaction involving RAC will occur. The Company currently anticipates that any such transaction will not involve Flight Options LLC or Raytheon Airline Aviation Services LLC, the Company's commuter aircraft business. The Company has retained Credit Suisse to serve as its financial advisor and assist it in this process. As a matter of policy, the Company will not comment upon any proposals received or any rumors relating to any of the foregoing.

Summary Financial Results		2nd Q	uar	ter	%	Six N	lontl	ns	%
(in millions, except per share data)	2	2006		2005	Change	2006		2005	Change
Net Sales	\$	5,711	\$	5,409	6%	\$ 10,863	\$	10,353	5%
Total Operating Expenses		5,199		4,982	_	9,897		9,549	
Operating Income		512		427	20%	966		804	20%
Non-operating Expenses		40		70	_	57		151	
Income from Cont. Ops. before Taxes	\$	472	\$	357	32%	\$ 909	\$	653	39%
Income from Continuing Operations	\$	311	\$	233	33%	\$ 600	\$	429	40%
Net Income	\$	310	\$	201	54%	\$ 597	\$	367	63%
Diluted EPS from Continuing Operations	\$	0.69	\$	0.51	35%	\$ 1.33	\$	0.94	41%
Diluted EPS	\$	0.69	\$	0.44	57%	\$ 1.33	\$	0.81	64%
Cash Flow from Continuing Operations	\$	439	\$	820	:	\$ 444	\$	546	

# **Bookings and Backlog**

Bookings		2nd C	uarte	er	Six Months					
(in millions)		2006		2005		2006		2005		
Bookings Government and Defense	\$	4,637	\$	7,283	\$	9,418	\$	11,895		
Commercial		817		787		1,503		1,450		
Total Bookings	\$	5,454	\$	8,070	\$	10,921	\$	13,345		
Backlog		Period	endiı	ng						
(in millions)	0	06/25/06		2/31/05						
Backlog Funded Backlog	\$ \$	34,269 19,189	\$ \$	34,419 17,580						

The Government and Defense businesses reported second quarter 2006 bookings of \$4.6 billion compared to \$7.3 billion in the second quarter 2005. Bookings in the second quarter 2005 included \$1.7 billion related to DDG 1000, \$631 million for a Taiwan Early Warning Surveillance Radar System, and \$586 million for APG-79 Active Electronically

Scanned Array (AESA) radars. RAC reported second quarter 2006 bookings of \$617 million compared to \$602 million in the second quarter 2005.

The Government and Defense businesses ended the second quarter 2006 with a backlog of \$31.3 billion compared to \$31.2 billion at the end of 2005. The Company ended the quarter with a backlog of \$34.3 billion compared to \$34.4 billion at the end of 2005.

#### Outlook

2006 Financial Outlook	Current	Prior *
Bookings (\$B)	22.0 - 23.0	22.0 - 23.0
Net Sales (\$B)	23.1 - 23.6	23.1 - 23.6
FAS/CAS Pension Expense (\$M)	378	360
Interest Expense, net (\$M)	220 - 230	220 - 230
Diluted Shares	449 - 451	449 - 451
EPS from Cont. Ops.	\$2.60 - \$2.70	\$2.55 - \$2.65
Net Debt (\$B)	2.3 - 2.5	2.4 - 2.6
Operating Cash Flow (\$B)	2.0 - 2.2	1.9 - 2.1
ROIC (%)	8.2 - 8.6	8.0 - 8.4
* As of April 27, 2006		

The Company has increased full-year 2006 guidance for earnings per share from continuing operations, operating cash flow, and Return on Invested Capital (ROIC). In addition, the Company has updated guidance for the 2006 FAS/CAS pension expense and net debt. Charts containing additional information on the Company's 2006 guidance are available on the Company's website at <a href="www.raytheon.com">www.raytheon.com</a>. See attachment F for the Company's calculation and use of ROIC, a non-GAAP financial measure.

### Segment Results

## **Integrated Defense Systems**

	2nd Q	uart	er	%		Six M	onth	าร	%
(in millions, except margin percent)	2006 2005		2005	Change	ange 200		2006 2005		Change
Net Sales	\$ 1,038	\$	940	10%	\$	2,001	\$	1,846	8%
Operating Income	\$ 177	\$	139	27%	\$	335	\$	260	29%
Operating Margin	17.1%		14.8%			16.7%		14.1%	

Integrated Defense Systems (IDS) had second quarter 2006 net sales of \$1,038 million, up 10 percent compared to \$940 million in the second quarter 2005, primarily due to growth in DDG 1000 and international programs. IDS recorded \$177 million of operating income compared to \$139 million in the second quarter 2005. Operating income was higher primarily due to higher volume and program performance improvements on domestic and international programs.

During the quarter, IDS booked \$126 million to provide electronic systems and integration for the U.S. Navy for the next three LPD 17 ships.

## **Intelligence and Information Systems**

		2nd Q	uarte	er	%	Six M	onth	าร	%		
(in millions, except margin percent)	2	2006		2006 2005		2005	Change	2006		2005	Change
Net Sales	\$	633	\$	630	NM	\$ 1,244	\$	1,172	6%		
Operating Income	\$	58	\$	59	-2%	\$ 113	\$	109	4%		
Operating Margin		9.2%		9.4%		9.1%		9.3%			

Intelligence and Information Systems (IIS) had second quarter 2006 net sales of \$633 million compared to \$630 million in the second quarter 2005. IIS recorded \$58 million of operating income compared to \$59 million in the second quarter 2005.

During the quarter, IIS booked \$521 million on a number of classified contracts, including \$276 million on a major classified contract.

## **Missile Systems**

	2nd Q	uarter	%	Six M	onths	%
(in millions, except margin percent)	2006	2005	Change	2006	2005	Change
Net Sales	\$ 1,117	\$ 1,007	11%	\$ 2,106	\$ 1,997	5%
Operating Income	\$ 122	\$ 104	17%	\$ 232	\$ 209	11%
Operating Margin	10.9%	10.3%		11.0%	10.5%	

Missile Systems (MS) had second quarter 2006 net sales of \$1,117 million, up 11 percent compared to \$1,007 million in the second quarter 2005, primarily due to a ramp up on Standard Missile and several development programs. MS recorded \$122 million of operating income compared to \$104 million in the second quarter 2005. Operating income in 2006 included an award fee resulting from a successful Standard Missile-3 (SM-3) flight test.

During the quarter, MS booked \$208 million on a major classified contract. MS also booked \$144 million on Small Diameter Bomb (SDB) II for the U.S. Air Force, \$107 million for additional development on SM-3 for the U.S. Navy, and \$101 million for additional development effort on the Exoatmospheric Kill Vehicle (EKV) program.

#### **Network Centric Systems**

		2nd Q	uarte	er	%	Six M	ontl	าร	%		
(in millions, except margin percent)	2	2006 2005		Change	2006		2005	Change			
Net Sales	\$	880	\$	804	9%	\$ 1,671	\$	1,566	7%		
Operating Income	\$	91	\$	78	17%	\$ 175	\$	157	11%		
Operating Margin		10.3%		9.7%		10.5%		10.0%			

Network Centric Systems (NCS) had second quarter 2006 net sales of \$880 million, up 9 percent compared to \$804 million in the second quarter 2005, primarily due to growth in the Combat Systems business. NCS recorded operating income of \$91 million compared to \$78 million in the second quarter 2005. Operating income was higher primarily due to volume and continued program performance improvements.

During the quarter, NCS booked \$129 million on a number of awards in the Combat Systems business.

## **Space and Airborne Systems**

		2nd Quarter			% Six Mo				าร	%		
(in millions, except margin percent)	2	2006		2006 200		2005	Change	2006			2005	Change
Net Sales	\$	1,057	\$	1,060	NM	\$	2,075	\$	2,017	3%		
Operating Income	\$	152	\$	146	4%	\$	297	\$	301	-1%		
Operating Margin		14.4%		13.8%			14.3%		14.9%			

Space and Airborne Systems (SAS) had second quarter 2006 net sales of \$1,057 million compared to \$1,060 million in the second quarter 2005. SAS recorded \$152 million of operating income compared to \$146 million in the second quarter 2005. Operating margin was higher primarily due to program performance improvements in the quarter.

During the quarter, SAS booked \$377 million on a number of classified contracts.

## **Technical Services**

	2nd Q	uarte	er	%		Six M	onth	S	%
(in millions, except margin percent)	 2006 2005		Change	2006		2005		Change	
Net Sales	\$ 476	\$	509	-6%	\$	936	\$	976	-4%
Operating Income	\$ 32	\$	38	-16%	\$	64	\$	69	-7%
Operating Margin	6.7%		7.5%			6.8%		7.1%	

Technical Services (TS) had second quarter 2006 net sales of \$476 million compared to \$509 million in the second quarter 2005. The decrease in sales is primarily due to the completion, as planned, of several large programs. TS recorded operating income of \$32 million in the second quarter of 2006 compared to \$38 million in the second quarter 2005. Operating income was lower primarily due to a profit adjustment related to certain program costs which may be deemed unrecoverable.

During the quarter, TS booked \$198 million to improve weapons security at an international location.

#### Aircraft

		2nd Q	er	%		Six M	onth	าร	%	
(in millions, except margin percent)	2	2006 2005		2005	Change	2006		2005		Change
Net Sales	\$	745	\$	687	8%	\$	1,238	\$	1,129	10%
Operating Income	\$	41	\$	33	24%	\$	57	\$	35	63%
Operating Margin		5.5%		4.8%			4.6%		3.1%	

Raytheon Aircraft Company (RAC) had second quarter 2006 net sales of \$745 million, up 8 percent compared to \$687 million in the second quarter 2005, primarily due to increased new aircraft deliveries. RAC recorded operating income of \$41 million compared to \$33 million in the second quarter 2005. Operating income was higher due to continued improved operating performance and favorable aircraft volume and mix.

#### **Other**

Net sales for the Other segment in the second quarter 2006 were \$202 million compared to \$189 million in the second quarter 2005. The segment recorded an operating loss of \$10 million in the second quarter 2006 compared to an operating loss of \$20 million in the second quarter 2005.

Raytheon Company (NYSE: RTN), with 2005 sales of \$21.9 billion, is an industry leader in defense and government electronics, space, information technology, technical services, and business and special mission aircraft. With headquarters in Waltham, Mass., Raytheon employs 80,000 people worldwide.

#### <u>Disclosure Regarding Forward-looking Statements</u>

This release and the attachments contain forward-looking statements, including information regarding the Company's 2006 financial outlook, future plans, objectives, business prospects and anticipated financial performance. These forward-looking statements are not statements of historical facts and represent only the Company's current expectations regarding such matters. These statements inherently involve a wide range of known and unknown risks and uncertainties. The Company's actual

actions and results could differ materially from what is expressed or implied by these statements. Specific factors that could cause such a difference include, but are not limited to: risks associated with the Company's U.S. government sales, including changes or shifts in defense spending, uncertain funding of programs, potential termination of contracts, and difficulties in contract performance; the ability to procure new contracts; the risks of conducting business in foreign countries; the ability to comply with extensive governmental regulation, including import and export policies and procurement, aircraft manufacturing and other regulations; the impact of competition; the ability to develop products and technologies; the risk of cost overruns, particularly for the Company's fixed-price contracts; dependence on component availability, subcontractor performance and key suppliers; risks of a negative government audit; the use of accounting estimates in the Company's financial statements; the potential impairment of the Company's goodwill; risks associated with the general aviation, commuter and fractional ownership aircraft markets; accidents involving the Company's aircraft; the outcome of contingencies and litigation matters, including government investigations; the ability to recruit and retain qualified personnel; risks associated with acquisitions, joint ventures and other business arrangements; the impact of changes in the Company's credit ratings; risks associated with exploring strategic alternatives for RAC, including the uncertainty of whether a transaction will be consummated and the potential disruption to RAC's business during such transaction; and other factors as may be detailed from time to time in the Company's public announcements and Securities and Exchange Commission filings. In addition, these statements do not give effect to the potential impact of any acquisitions, divestitures or business combinations, including any potential RAC transaction, that may be announced or closed after the date hereof. The Company undertakes no obligation to make any revisions to the forward-looking statements contained in this release and the attachments or to update them to reflect events or circumstances occurring after the date of this release.

#### Conference Call on the Second Quarter 2006 Financial Results

Raytheon's financial results conference call will be Thursday, July 27, 2006 at 9 a.m. ET. Participants will be William H. Swanson, Chairman and CEO, David C. Wajsgras, senior vice president and CFO, and other Company executives.

The dial-in number for the conference call will be (866) 800 - 8651. The conference call will also be audiocast on the Internet at <a href="www.raytheon.com">www.raytheon.com</a>. Individuals may listen to the call and download charts that will be used during the call. These charts will be available for printing prior to the call.

Interested parties are urged to check the website ahead of time to ensure their computers are configured for the audio stream. Instructions for obtaining the free required downloadable software are posted on the site.

#### Attachment A

Raytheon Company Financial Information Second Quarter 2006

(In millions except per share amounts)	Three Mor	nths Fi	nded		Six Mont	hs En	Ended	
(iii minerio oxeopripor eriaro amedino)	-Jun-06		-Jun-05	25	-Jun-06		-Jun-05	
Net sales	\$ 5,711	\$	5,409	\$	10,863	\$	10,353	
Cost of sales	4,655		4,490		8,873		8,608	
Administrative and selling expenses	390		356		751		705	
Research and development expenses	 154		136_		273		236	
Total operating expenses	 5,199		4,982		9,897		9,549	
Operating income	 512		427		966		804	
Interest expense	69		82		137		158	
Interest income	(17)		(12)		(41)		(24)	
Other (income) expense, net	(12)				(39)		17	
Non-operating expense, net	 40		70		57		151	
Income from continuing operations before taxes	472		357		909		653	
Federal and foreign income taxes	 161		124		309		224	
Income from continuing operations	311		233		600		429	
Loss from discontinued operations, net of tax	 (1)		(32)		(3)		(62)	
Net income	\$ 310	\$	201	\$	597	\$	367	
Earnings per share from continuing operations								
Basic	\$ 0.70	\$	0.52	\$	1.36	\$	0.95	
Diluted	\$ 0.69	\$	0.51	\$	1.33	\$	0.94	
Loss per share from discontinued operations								
Basic	\$ -	\$	(0.07)	\$	(0.01)	\$	(0.14)	
Diluted	\$ -	\$	(0.07)	\$	(0.01)	\$	(0.14)	
Earnings per share								
Basic	\$ 0.70	\$	0.45	\$	1.35	\$	0.82	
Diluted	\$ 0.69	\$	0.44	\$	1.33	\$	0.81	
Average shares outstanding								
Basic	442.6		449.0		442.5		449.8	
Diluted	450.9		455.1		450.3		455.6	

#### Attachment B

Raytheon Company Segment Information Second Quarter 2006

(In millions)

									Operating	g Income	
		Net S	Sales			Operatin	g Inco	me	As a Perce	nt of Sales	
	7	Three Months Ended				hree Mor	ths Er	nded	Three Months Ended		
	25	25-Jun-06 26-Jun-05		25-Jun-06		26-	Jun-05	25-Jun-06	26-Jun-05		
Integrated Defense Systems	\$	1,038	\$	940	\$	177	\$	139	17.1%	14.8%	
Intelligence and Information Systems		633		630		58		59	9.2%	9.4%	
Missile Systems		1,117		1,007	122			104	10.9%	10.3%	
Network Centric Systems		880		804		91		78	10.3%	9.7%	
Space and Airborne Systems		1,057		1,060		152		146	14.4%	13.8%	
Technical Services		476		509		32		38	6.7%	7.5%	
Aircraft		745		687		41		33	5.5%	4.8%	
Other		202		189		(10)		(20)	-5.0%	-10.6%	
FAS/CAS Pension Adjustment		-		-		(100)		(116)			
Corporate and Eliminations		(437)		(417)		(51)		(34)			
Total	\$	5,711	\$	5,409	\$	512	\$	427	9.0%	7.9%	

		Net Sales Six Months Ended		Operating Income Six Months Ended				Operating Income As a Percent of Sales Six Months Ended		
	25	5-Jun-06	26	-Jun-05	25-	Jun-06	26-	Jun-05	25-Jun-06	26-Jun-05
Integrated Defense Systems	\$	2,001	\$	1,846	\$	335	\$	260	16.7%	14.1%
Intelligence and Information Systems		1,244		1,172		113		109	9.1%	9.3%
Missile Systems		2,106		1,997		232		209	11.0%	10.5%
Network Centric Systems		1,671		1,566		175		157	10.5%	10.0%
Space and Airborne Systems		2,075		2,017		297		301	14.3%	14.9%
Technical Services		936		976		64		69	6.8%	7.1%
Aircraft		1,238		1,129		57		35	4.6%	3.1%
Other		392		381		(23)		(41)	-5.9%	-10.8%
FAS/CAS Pension Adjustment		-		-		(190)		(232)		
Corporate and Eliminations		(800)		(731)		(94)		(63)		
Total	\$	10,863	\$	10,353	\$	966	\$	804	8.9%	7.8%

#### Attachment C

Raytheon Company Other Information Second Quarter 2006

	Bac (In mi	klog llions)	Funded Backlog (In millions)				
	25-Jun-06	31-Dec-05	25-Jun-06	31-Dec-05			
Integrated Defense Systems Intelligence and Information Systems Missile Systems Network Centric Systems Space and Airborne Systems Technical Services Aircraft Other	\$ 7,698 3,869 8,261 4,327 5,464 1,644 2,721 285	\$ 8,010 4,077 8,040 4,307 5,220 1,594 2,891 280	\$ 3,501 725 4,756 3,087 3,108 1,006 2,721 285	\$ 3,009 642 4,443 2,839 2,851 916 2,600 280			
	\$ 34,269	\$ 34,419	\$ 19,189	\$ 17,580			
Government and Defense businesses	\$ 31,263	\$ 31,248	\$ 16,183	\$ 14,700			
Government and Defense businesses Commercial businesses	(In mi	kings Ilions) hths Ended 26-Jun-05 \$ 7,283 787 \$ 8,070					
Hawker 800XP		eliveries (Units)  https://eliveries.com/ htt					
Premier Hawker 400XP King Air Pistons T-6A Total	7 13 33 30 8 107	6 16 27 25 17					
		ookings (Units) hths Ended 26-Jun-05					
Hawker 4000 Hawker 800XP Premier	1 13 9 5	1 13 6					

#### Attachment D

Raytheon Company Preliminary Financial Information Second Quarter 2006

## (In millions)

Balance	sheets
Dalalice	3116613

balance sneets	25-Jun-06	31-Dec-05
Assets Cash and cash equivalents Accounts receivable, less allowance for doubtful accounts Contracts in process Inventories Deferred federal and foreign income taxes Prepaid expenses and other current assets Total current assets	\$ 925 402 3,755 1,969 372 277 7,700	\$ 1,202 425 3,469 1,722 435 314 7,567
Property, plant and equipment, net Goodwill Other assets, net Total assets	2,621 11,590 2,542 \$ 24,453	2,675 11,554 2,585 \$ 24,381
Liabilities and Stockholders' Equity Notes payable and current portion of long-term debt Subordinated notes payable Advance payments and billings in excess of costs incurred Accounts payable Accrued salaries and wages Other accrued expenses Liabilities from discontinued operations Total current liabilities	\$ 91 1,984 1,001 805 1,147 47 5,075	\$ 79 408 2,012 962 987 1,403 49 5,900
Accrued retiree benefits and other long-term liabilities Deferred federal and foreign income taxes Long-term debt Minority interest Stockholders' equity Total liabilities and stockholders' equity	3,658 209 3,945 147 11,419 \$ 24,453	3,559 125 3,969 119 10,709 \$ 24,381

#### Attachment E

Raytheon Company Preliminary Cash Flow Information Second Quarter 2006

(In millions)

#### Cash flow information

	Three Months Ended			;	Six Months Ended			
	25-Jun-06		26-Jun-05		25-	25-Jun-06		Jun-05
Net income	\$	310	\$	201	\$	597	\$	367
Depreciation		93		88		181		176
Amortization		24		22		47		42
Working capital		(143)		283		(619)		(351)
Discontinued operations		21		(49)		(4)		(52)
Net activity in financing receivables		37		46		106		91
Other		118		180		132		221
Net operating cash flow		460		771		440		494
Capital spending		(62)		(64)		(105)		(112)
Internal use software spending		(21)		(20)		(26)		(36)
Acquisitions		-		-		(47)		(60)
Investment activity and divestitures		28		-		50		7
Dividends		(107)		(100)		(205)		(190)
Repurchase of common stock		-		(139)		(102)		(192)
Debt (repayments) borrowings		(340)		(484)		(371)		(62)
Other		23		33		89		49
Total cash flow	\$	(19)	\$	(3)	\$	(277)	\$	(102)

#### Attachment F

Raytheon Company Non-GAAP Financial Measures Second Quarter 2006

Return on Invested Capital (ROIC) is a "non-GAAP" financial measure under SEC regulations. The Company defines ROIC as income from continuing operations plus after-tax net interest expense plus one-third of operating lease expense after-tax (estimate of interest portion of the operating lease expense), divided by average invested capital after capitalizing operating leases (operating lease expense times a multiplier of 8) and adding financial guarantees. ROIC is not a measure of financial performance under generally accepted accounting principles (GAAP) and may not be defined and calculated by other companies in the same manner. ROIC should be considered supplemental to and not a substitute for financial information prepared in accordance with GAAP. The Company uses ROIC to make the most efficient and effective use of capital and as an element of management incentive compensation.

#### **Return on Invested Capital**

(In millions)	
Income from Continuing Operations Net Interest Expense, after-tax*	<u>LC</u>
Lease Expense, after-tax* Return Net Debt **	\$
Equity** Lease Expense x 8 plus Financial Guarantees** Invested Capital ROIC	\$

Current Guidance						
Low en	d of range	Hig	High end of range			
Cor	nbined	Combined				
\$	1,385	\$	1,430			
Cor	Combined		Combined			
\$	16,900	\$	16,700			
8.2%			8.6%			

<sup>\*</sup> effective tax rate of 33.6%

<sup>\*\*</sup> two-point average