

The Raytheon logo is displayed in a bold, orange, sans-serif font.

Customer Success Is Our Mission



Company Overview

February 2007

Raytheon ... Who We Are

We are ...

- A Customer Focused company that places the highest value on People, Integrity, Commitment and Excellence
- 2006 Sales: \$20.3 billion
- More than 80,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision ...

To be the most admired defense and aerospace systems supplier through world-class people and technology.

Global leader in technology-driven solutions

Raytheon's Strategy for 2007

- Focus on key strategic pursuits, technology and Mission Assurance to protect and grow our position in our four core defense markets:
 - Sensing: Expand beyond traditional RF/EO to adjacent markets
 - Effects: Expand beyond kinetic energy-based weapons
 - C3I: Grow market presence through increased footprint and expand knowledge management and knowledge discovery systems
 - Mission Support: Provide total life-cycle support
- Leverage our domain knowledge in these core defense markets to develop opportunities in adjacent markets and expand our Mission Systems Integration positions.
- Leverage our expertise to expand and serve our international customers.
- Be a Customer Focused company based on Performance, Relationships, Solutions

A customer focused growth strategy

Strategic Business Areas



Missile Defense

*Sensors; interceptors;
command and control; systems integration*



Intelligence, Surveillance and Reconnaissance

Enabling information dominance



Precision Engagement

Shortening the sensor-to-shooter timeline



Homeland Security

Solutions for a safer world

Raytheon ... What We Value

People

- Treat people with respect and dignity.
- Welcome diversity and diverse opinions.
- Help our fellow employees improve their skills.
- Recognize and reward accomplishment.
- Foster teamwork and collaboration.

Integrity

- Be honest, forthright and trustworthy.
- Use straight talk; no hidden agendas.
- Respect ethics, law and regulation.

Commitment

- Honor commitments to customers, shareholders, the community and each other.
- Accept personal responsibility to meet commitments; be accountable.

Excellence

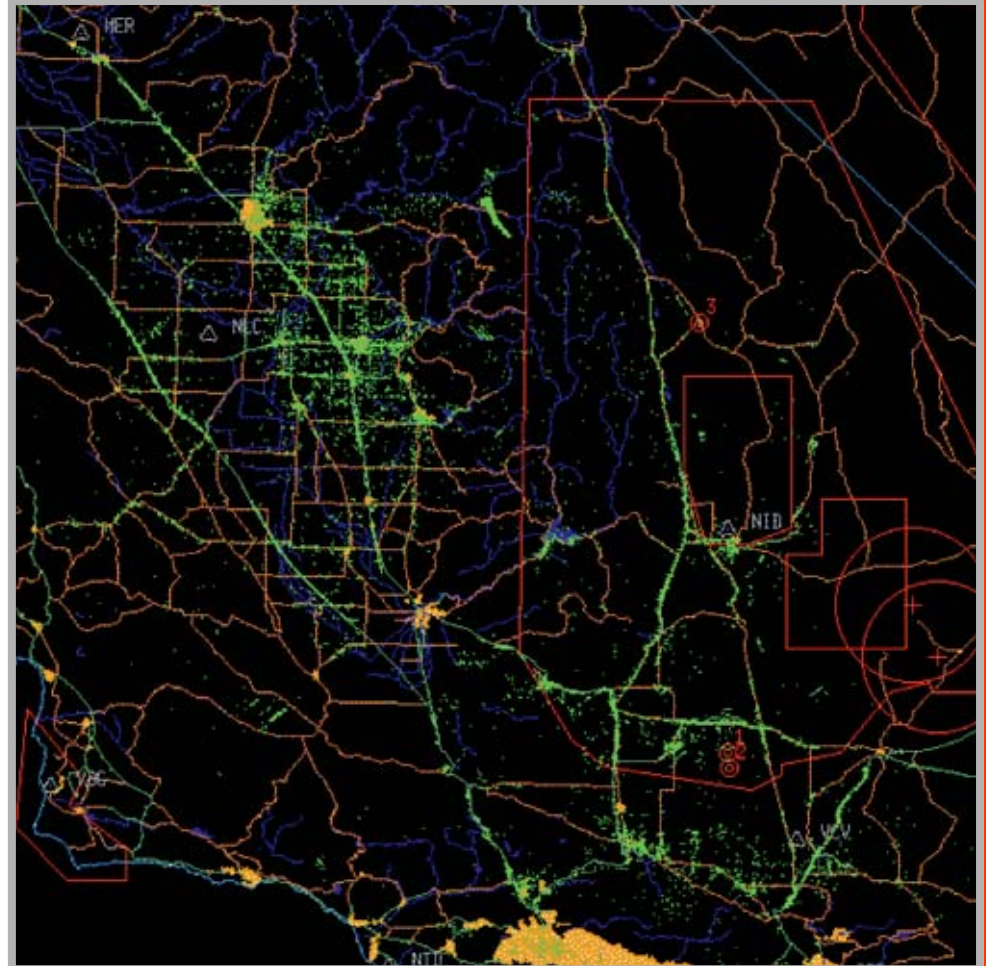
- Improve performance continually.
- Stress quality, productivity, growth, best practices and measurement.
- Always strive to be the best.

Culture of performance

Raytheon ... What We Do

A global leader in technology-driven solutions that provide customers with integrated mission systems

- Raytheon is an industry leader in:
 - Defense and government electronics
 - Space
 - Information technology
 - Technical services
 - Business and special mission aircraft



A Customer Focused Company

At Raytheon, we have a straightforward business philosophy: If we help our customers succeed, then we will grow, and as we grow, we will increase our shareholders' value.

We are a Customer Focused company based on:

- **Performance** – Promises made, promises kept.
- **Relationships** – Listen, anticipate, respond and follow through with our customers, partners and each other.
- **Solutions** – Develop and provide superior customer solutions.



Customer Success Is Our Mission

Mission Assurance

PERFORMANCE



Mission Assurance is in the DNA of this company. Embedded in our culture is the commitment to meld our technology into the most reliable integrated mission systems in the world to address urgent defense, security and aircraft needs.

We understand how to use our cutting-edge process knowledge to provide **NoDoubt™** Mission Assurance for our customers.

NoDoubt confidence to achieve mission success

Raytheon Six Sigma

PERFORMANCE



Raytheon Six Sigma

is a key process embedded within the fabric of the company's culture.

R6 σ is a disciplined, knowledge-based approach used to increase productivity, grow the business and enhance customer satisfaction.

Raytheon Six Sigma drives performance

Our Challenge

RELATIONSHIPS



*Early is on time,
and on time is late.*

Raytheon has raised the bar on customer satisfaction and we are energized by this challenge

Listen, anticipate, respond and follow through

Who We Serve

RELATIONSHIPS



Our customers are men and women in uniform, pilots and their passengers, and our partners in government agencies and industries.

Innovation to meet new and urgent customer needs

Mission Systems Integration

SOLUTIONS



Mission Systems Integration is the single greatest advantage we can provide our customers.

Our domain expertise allows us to *identify* the elements that need to be connected, while our systems engineering capabilities enable us to help our customers *connect* the elements, to integrate the systems to achieve the mission.

Growing in a changing defense environment

Mission Support

SOLUTIONS



Mission Support means we will be there for the customer, throughout the total life cycle.

In delivering Mission Support, Raytheon is platform-independent and works across a broad customer base.

Our approach is more comprehensive than merely supporting products; it is designed to enable mission success.

Customer focus is a total commitment

An Inclusive Culture

TALENT



Raytheon believes in an enterprise-wide culture that is welcoming, respectful and supportive of all of our employees.

Our commitment is to build an **inclusive culture** that:

- Recognizes uniqueness
- Empowers each employee
- Values all contributions and contributors
- Leverages its diverse workforce to maximize Raytheon's competitive advantage

Retaining and attracting the best talent

Raytheon Business Headquarters



80,000 employees; 2006 revenue: \$20.3B

Business Leadership Team



Chairman and CEO
Bill Swanson



Missile Systems
Louise Francesconi



Integrated Defense
Systems
Dan Smith



Intelligence and
Information Systems
Mike Keebaugh



Space and
Airborne Systems
Jon Jones



Network Centric Systems
Colin Schottlaender



Raytheon Technical
Services Company LLC
Bryan Even



Raytheon Aircraft Company
Jim Schuster

Leadership Team



Raytheon Chairman and CEO
W.H. Swanson



Raytheon Aircraft Company
J. Schuster



Missile Systems
L. Francesconi



Integrated Defense Systems
D. Smith



Intelligence and Information Systems
M. Keebaugh



Network Centric Systems
C. Schottlaender



Space and Airborne Systems
J. Jones



Raytheon Technical Services Company LLC
B. Even



Corp BD and International Operations
T. Culligan



Finance
D. Wajsgras



Raytheon Evaluation Team
E. Franklin



Internal Audit
L. Harrington



Human Resources
K. Peden



Contracts and Supply Chain
J. Harris



Information Technology
R. Rhoads



Legal
J. Stephens



Corporate Affairs and Communications
P. Wickham



Engineering, Technology and Mission Assurance
T. Lawrence

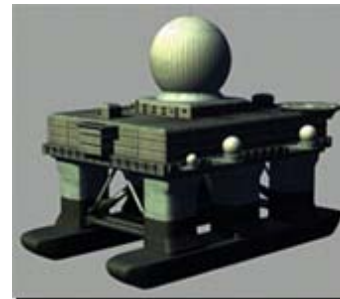
Integrated Defense Systems



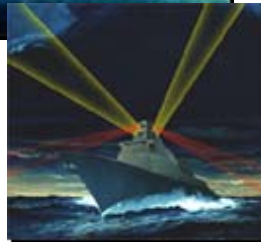
Dan Smith
President
2006 Revenue: \$4.2B
Employees: 13,000
HQ: Tewksbury, MA



International



Ballistic Missile Defense



Naval



Integrated Air Defense

**Industry-leading Mission Systems Integrator
for the joint battlespace**

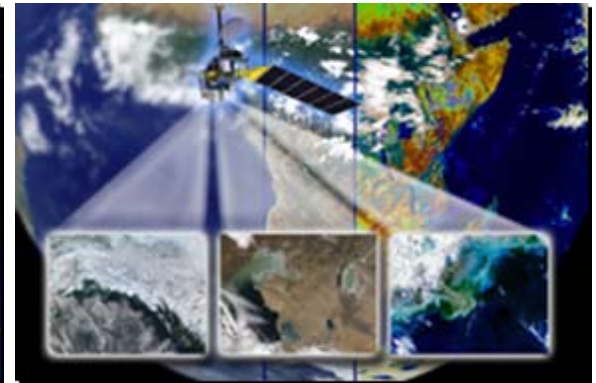
Intelligence and Information Systems



Mike Keebaugh
President
2006 Revenue: \$2.6B
Employees: 10,000
HQ: Garland, TX



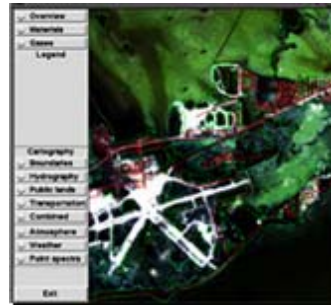
Distributed Common Ground System



National Polar-orbiting Operational Environmental Satellite System (NPOESS)



Federal IT



Geospatial Systems



Space Systems



Global Hawk Ground Station Mission Control



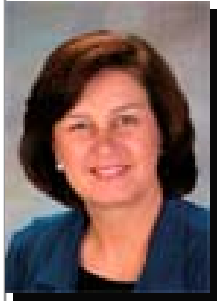
Homeland Security



U-2 SIGINT

Leading intelligence and information solutions for a global customer base

Missile Systems



Louise Francesconi
President
2006 Revenue: \$4.5B
Employees: 11,000
HQ: Tucson, AZ



Strike



Air-to-Air



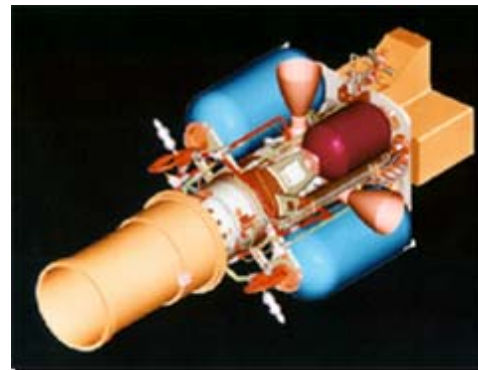
Kinetic Energy Interceptors



Naval Weapon Systems



Land Combat



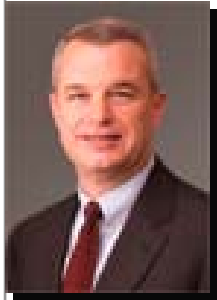
Exoatmospheric Kill Vehicles



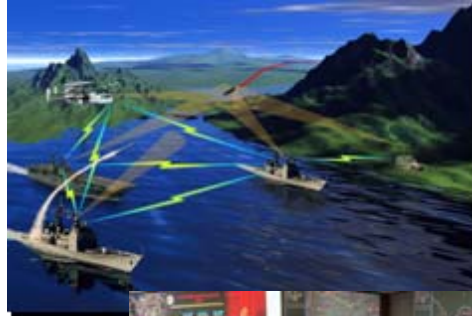
Directed Energy Weapons

Developer and supplier of innovative missile systems

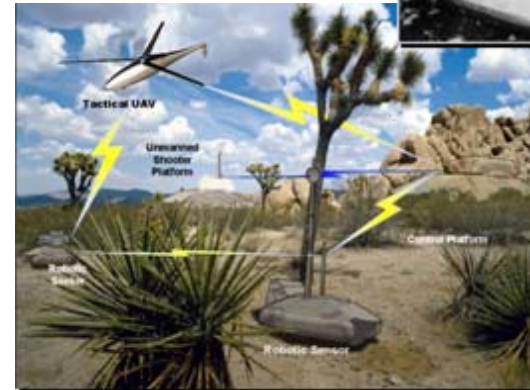
Network Centric Systems



Colin Schottlaender
President
2006 Revenue: \$3.6B
Employees: 12,000
HQ: McKinney, TX

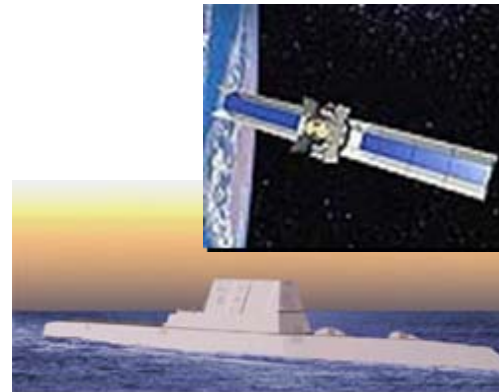


Command and Control



Network Sensors

Civil Applications



Communications

Networked decision solutions through world-class technology and people

Raytheon Technical Services Company LLC



Bryan Even
President
2006 Revenue: \$2B
Employees: 15,000
HQ: Reston, VA



**Science, Research
and Technology**



Logistics



**Customized
Engineering Services**



Training

Critical services and innovative solutions for Mission Support

Space and Airborne Systems



Jon Jones
President
2006 Revenue: \$4.3B
Employees: 13,000
HQ: El Segundo, CA



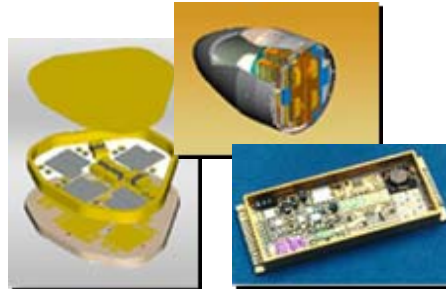
Air Combat Avionics



Integrated Airborne Systems



Electronic Warfare



Advanced Product Center



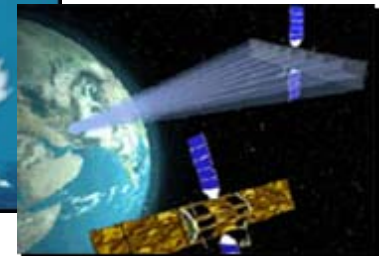
Integrated Technology Programs



Advanced Concepts & Technology



Precision Attack and Surveillance Systems



Strategic Systems

World leader in airborne and space-qualified systems

Raytheon Aircraft Company



Jim Schuster
Chairman and CEO
Employees: 8,500
HQ: Wichita, KS



Hawker 4000



Hawker 850XP



Hawker 400XP



Beechcraft Premier IA



Beechcraft Bonanza G36



Beechcraft Baron G58



Beechcraft King Air Family



T-6A Texan II



Beechcraft T-6B

**The finest quality aircraft
backed by industry leading service and support**

A Global Presence



- Raytheon International, Inc., business development offices
- Raytheon International, Inc., business development headquarters
- Raytheon Systems Limited
- Raytheon Australia Pty. Ltd.
- Raytheon Canada Ltd.
- Thales Raytheon Systems

76 countries depend on Raytheon technologies

Raytheon

Customer Success Is Our Mission

Focused on the customer

