



**Raytheon**

# 2019 Raytheon Integrated Defense Systems

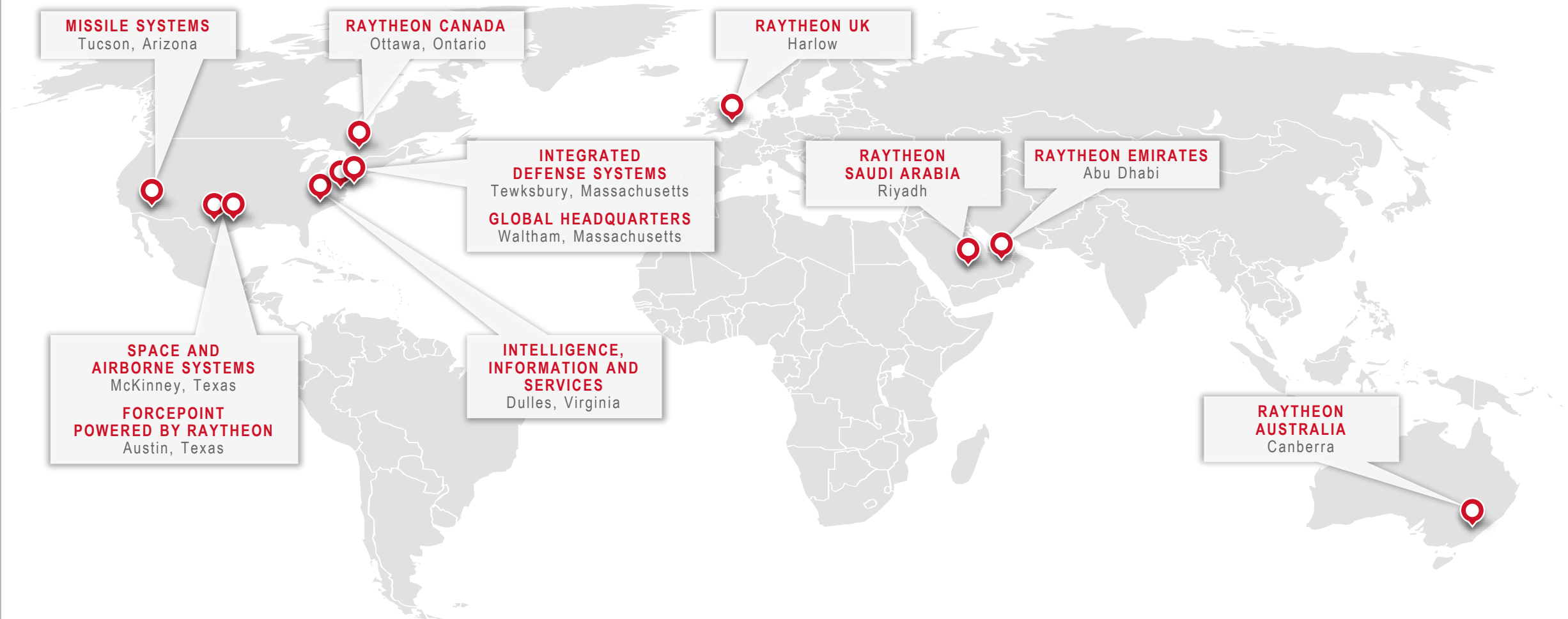


# RAYTHEON COMPANY — A TECHNOLOGY AND INNOVATION LEADER SPECIALIZING IN DEFENSE, CIVIL GOVERNMENT AND CYBERSECURITY SOLUTIONS THROUGHOUT THE WORLD

- 2018 NET SALES: \$27 BILLION
- 67,000 EMPLOYEES WORLDWIDE
- HEADQUARTERS: WALTHAM, MASSACHUSETTS



# BUSINESS HEADQUARTERS





# BROAD AND DEEP PORTFOLIO OF ADVANCED SOLUTIONS

## INTEGRATED DEFENSE SYSTEMS



SPY-6(V)



Patriot®



C5I®



AN/TPY-2



Zumwalt

## INTELLIGENCE, INFORMATION AND SERVICES



Cyber



Multidomain Battlespace Management  
Command and Control



Space



Mission Readiness

## MISSILE SYSTEMS



AMRAAM®



Tomahawk



SM-3®



Excalibur™



ESSM®

## SPACE AND AIRBORNE SYSTEMS



Airborne Radars



Electronic Warfare



High-Energy Lasers



Intelligence, Surveillance  
and Reconnaissance



Space Systems

## FORCEPOINT POWERED BY RAYTHEON



User Data and Security



Network Security



Cloud Access Security



Cross-Domain  
and Critical Infrastructure Solutions

# INTEGRATED DEFENSE SYSTEMS

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

## IDS PRODUCTS / SERVICES

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

## TOP ITEMS PROCURED

- Computer and Electronic Product Manufacturing
- Professional, Scientific and Technical Services
- Electronic Parts and Equipment
- Transportation Equipment Manufacturing
- Fabricated Metal Product Manufacturing



# Global Presence and Opportunity





# ABOUT GLOBAL SUPPLY CHAIN MANAGEMENT



**1,286** CONTRACTS



MORE THAN **70%** OF OUR PRODUCTS  
ARE PRODUCED EXTERNALLY



**>10,000** SUPPLIERS



**>60%** OF OUR IDS SUPPLIERS ARE  
SMALL, DIVERSE BUSINESSES



***“...If our supplier partners aren’t  
successful, we’re not going to  
be successful.”***

Dr. Thomas A. Kennedy  
Raytheon Chief Executive Officer



# Partnering for Success to Become Our Suppliers' Customer of Choice

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Supporting nearly 300  
**high technology programs** including



PATRIOT

AMDR (Air & Missile Defense Radar)

Qatar EWR (Early Warning Radar)

Ku-Band MFRFS (Multi Function RF System)

AWS (Aegis Weapon System) Radar

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## **THREE** YEAR SPEND

**NEW  
HAMPSHIRE**

**\$535 MILLION**

**299 SUPPLIERS**

with more than **211**  
small & diverse businesses

**NEW  
ENGLAND**

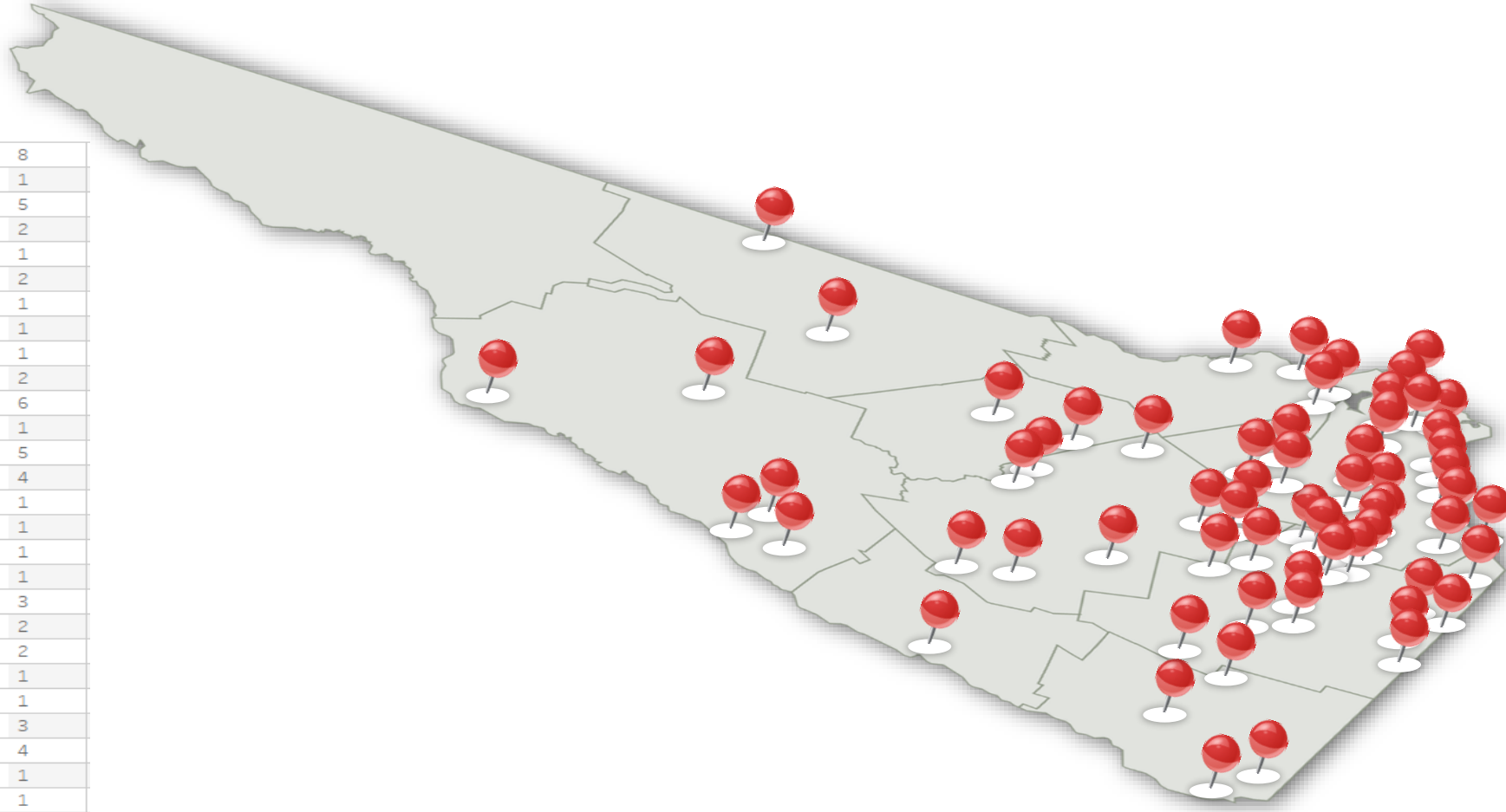
**\$2.8 BILLION**

**2055 SUPPLIERS**

with more than **1401**  
small & diverse businesses

# Our New Hampshire Partners

AMHERST	8
AUBURN	1
BEDFORD	5
BELMONT	2
BOW	1
BRENTWOOD	2
BROOKLINE	1
CENTER CONWAY	1
CHESTER	1
CLAREMONT	2
CONCORD	6
CONTOOCCOOK	1
DERRY	5
DOVER	4
EAST DERRY	1
EAST HAMPSTEAD	1
EAST KINGSTON	1
ETNA	1
EXETER	3
FRANKLIN	2
FREMONT	2
GOFFSTOWN	1
GREENLAND	1
HAMPSTEAD	3
HAMPTON	4
HAMPTON BEACH	1
HAMPTON FALLS	1
HANOVER	1
HINSDALE	1
HOLLIS	5
HOOKSETT	3
HOPKINTON	1
HUDSON	18
JAFFREY	1
KEENE	6



LACONIA	6
LEBANON	4
LISBON	1
LITCHFIELD	1
LONDONDERRY	17
MANCHESTER	26
MERRIMACK	16
MILFORD	6
NASHUA	52
NEW LONDON	1
NEWINGTON	2
NEWTON	1
NORTH HAMPTON	2
NORTH SUTTON	1
NORTHFIELD	1
PELHAM	9
PEMBROKE	1
PETERBOROUGH	1
PITTSFIELD	1
PLAISTOW	6
PORTSMOUTH	8
RAYMOND	1
ROCHESTER	2
ROLLINSFORD	1
RUMNEY	1
SALEM	20
SEABROOK	4
SOMERSWORTH	1
STRATHAM	2
TAMWORTH	1
WEARE	1
WILTON	1
WINCHESTER	1
WINDHAM	3

**Grand Total 299**

# DoD Mentor-Protégé Program

Making a Difference Together



**> 40**

Current & Former  
Mentor-Protégé  
Agreements



**23**

Nunn-Perry  
Awards

New England  
Nunn Perry Awards





# ENGINEERING **A SAFER WORLD**

NYSE: RTN

## **OUR VISION**

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