

# National Defense Industrial Association

*THE VALUE OF PERFORMANCE.*  
***NORTHROP GRUMMAN***

**26 April 2017**

Kathy Warden  
Northrop Grumman Corporation

Corporate Vice President and  
President of Mission Systems

# Northrop Grumman Today



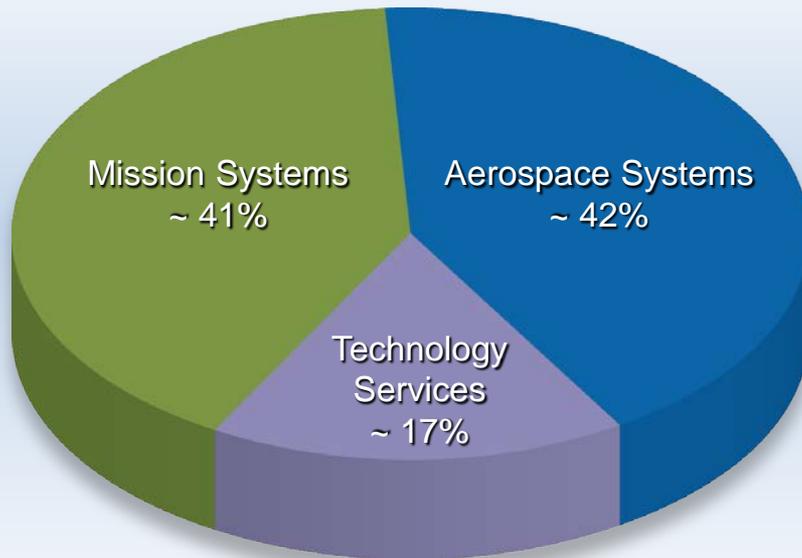
- Leading global security company
- \$24.5 billion sales in 2016
- \$45.3 billion total backlog  
*(as of Dec. 31, 2016)*
- Leading capabilities in:
  - Cyber
  - Logistics
  - Autonomous Systems
  - C4ISR
  - Strike



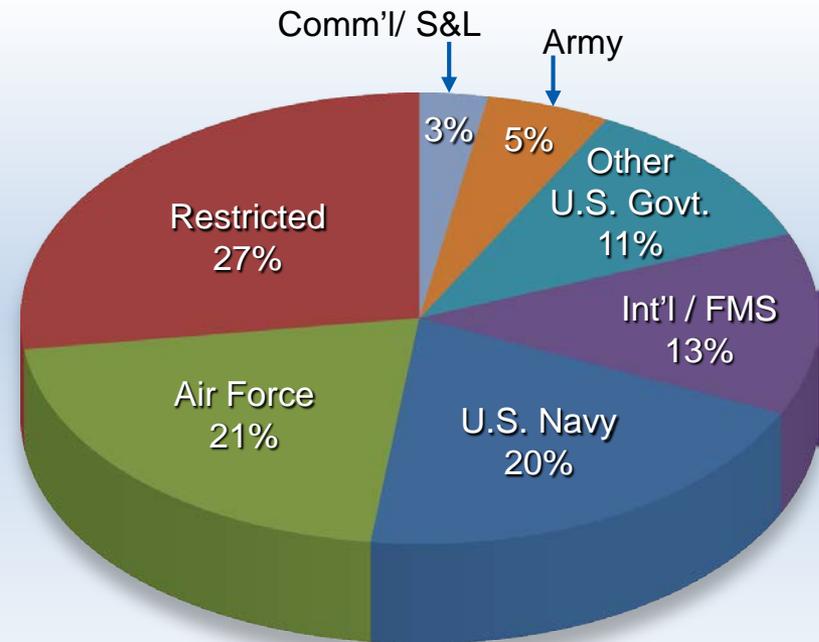
Focus on Performance

# NOC – Business Portfolio

### By Segment



### By Customer



**2016E Revenues - \$23.5-\$24.0B**

# Three Operating Sectors at a Glance

## Aerospace Systems



**Autonomous Systems**

**Strike Operations**

**Military and Civil Space Systems**

**Aircraft and Spacecraft Design,  
Integration and Manufacturing**

**Military Surveillance and Targeting**

**Space Exploration**

**Advanced Technologies**

## Mission Systems



**Airborne C4ISR Systems**

**Cyber and Intelligence  
Mission Solutions**

**Land & Avionics C4ISR  
Mission Solutions**

**Missile Defense and  
Protective Systems**

**Navigation and Maritime Systems**

**Space ISR Systems**

**Advanced Concepts  
and Technologies**

## Technology Services



**Technology-Differentiated,  
Mission Services &  
Training Systems**

**Logistics and Modernization  
of Military Equipment**

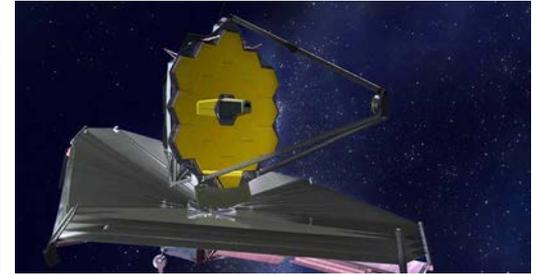
**Global Sustainment  
Engineering and Support**

**New Innovative  
Logistics Products**

**Health IT**

**Civil Security and  
Public Safety Systems**

# Northrop Grumman Products



# Northrop Grumman Organization



**Wes Bush**  
Chairman,  
Chief Executive Officer  
& President

## Operations



**Gloria Flach**  
Chief  
Operating  
Officer



**Janis Pamiljans**  
President,  
Aerospace  
Systems



**Dave Perry**  
Chief Global  
Business  
Development  
Officer



**Kathy Warden**  
President,  
Mission  
Systems



**Mark Caylor**  
President,  
Enterprise Services  
& Chief Strategy  
Officer



**Chris Jones**  
President,  
Technology  
Services

## Corporate



**Ken Bedingfield**  
Chief Financial  
Officer



**Sheila Cheston**  
General Counsel



**Denise Peppard**  
Chief Human  
Resources Officer



**Sid Ashworth**  
Corporate  
Vice President,  
Government  
Relations



**Lisa Davis**  
Corporate  
Vice President,  
Communications



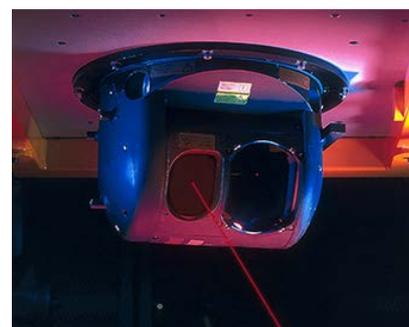
**Pat Antkowiak**  
Chief Technology  
Officer



**Tom Vice**  
Corporate  
Vice President,  
Special Projects

# Mission Systems Sector Today

- Leading global provider of secure software-defined mission systems
- \$10.9 billion sales in 2016
- 27,700 employees
- In all 50 U.S. states and 21 countries
- Pioneering capabilities in:
  - Full-Spectrum Cyber
  - End-to-End & Integrated C4ISR
  - Innovative Integrated Solutions
  - Mission Effectiveness from Undersea to Space and Cyberspace



Mission-Enabling Solutions



**Commitment to Excellence in IPM**



**Drive to consistency in EVMS  
Definition/Competencies**



**Constant improvement of Tools,  
Processes, and Procedures**



**Focus on Agility**



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