



Lockheed Martin Overview

“Opportunities for Defence Business Collaboration – Asia Pacific”

Canada – Australia – U.K. – U.S. Quadrilateral Conference
Ottawa, Canada
May 27, 2014

Susan A. Maraghy – Vice President
Corporate International Business Development



Who We Are



Lockheed Martin is the leading global security and aerospace company, solving our customers' most difficult problems through our employees' innovation, performance and unmatched integrity.



115,000 Employees Worldwide



65,000 Scientists, Engineers and IT Professionals

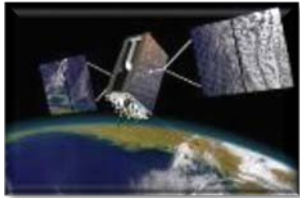


Operating in 70 Countries

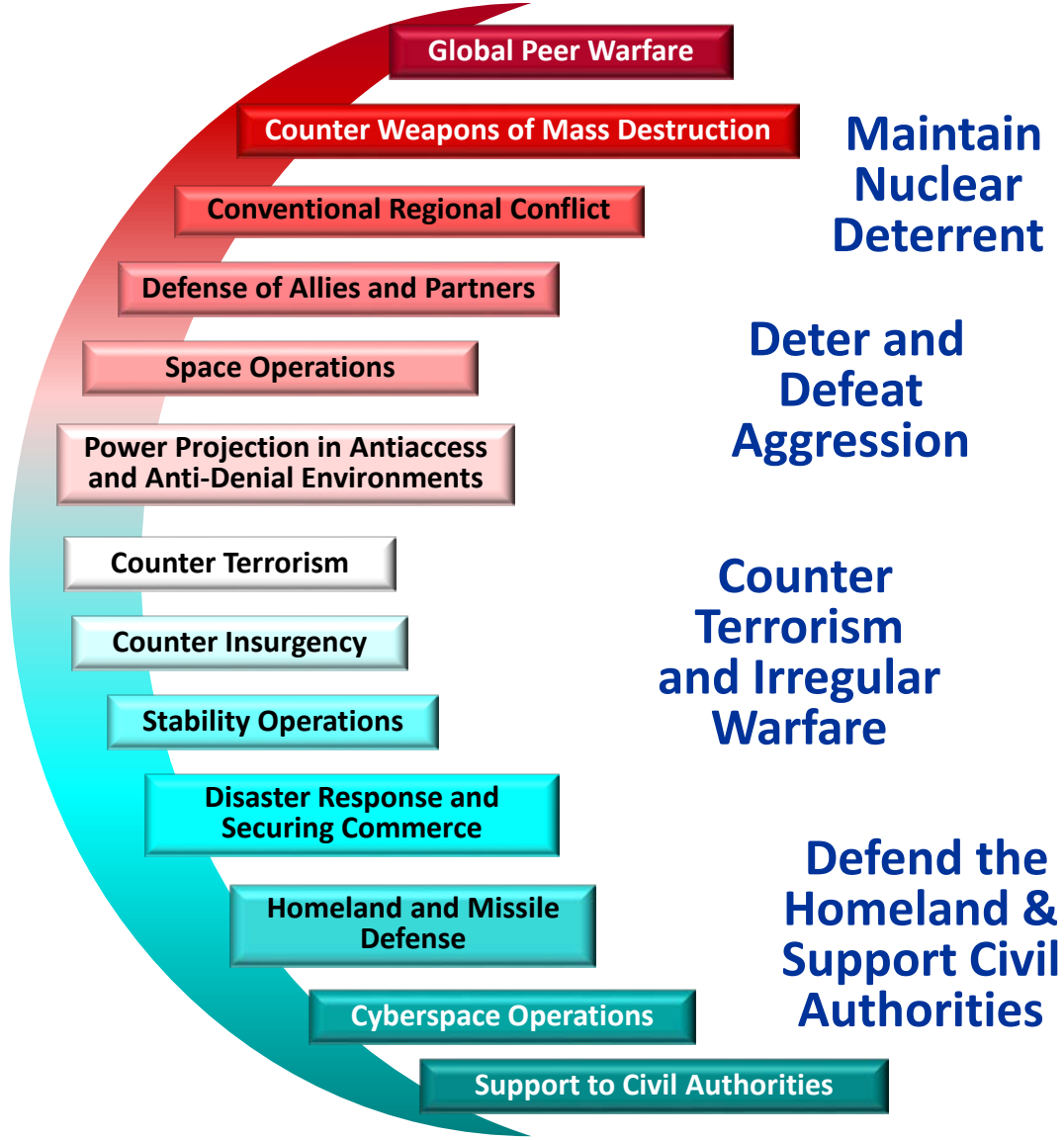


2013 Sales of \$45.3 Billion

Global Security Enterprise



Solutions for the Entire Spectrum of



Go Anywhere – Do Anything

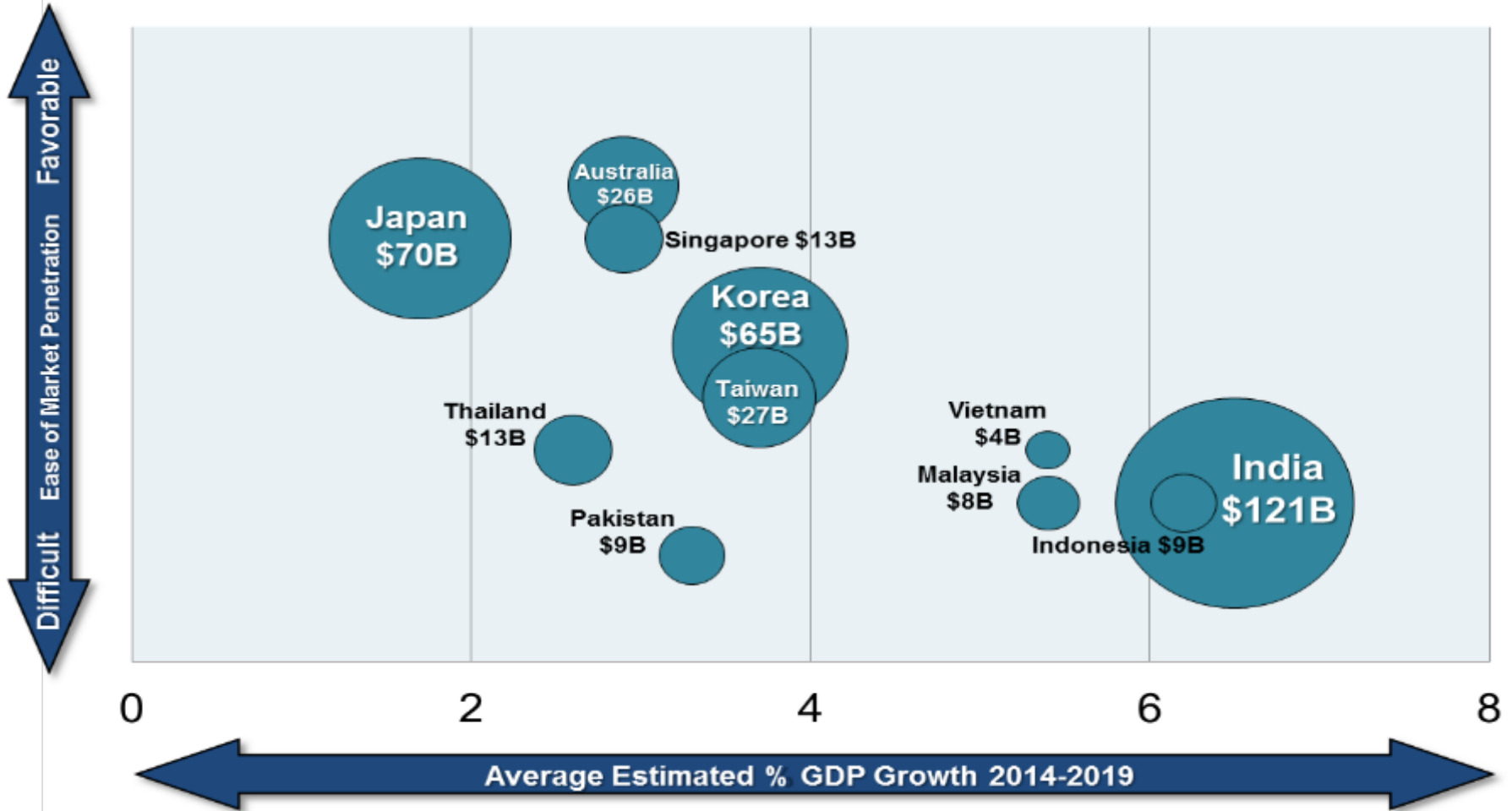


**Delivering Innovative and Relevant Solutions for
Today's Global Security Challenges**

Global Business Offices



Accessible Asia Pacific Procurement Budgets



***Accessible Asia Pacific Procurement Budgets
Exceeding NATO Europe***

Market Segment Opportunities



Country	Aircraft	Ships	Vehicles	Precision Weapons	Missile Defense	C4ISR	IT/Cyber	Services/Support
1. Australia	●	●	●	●	●	●	●	●
2. Taiwan	●	●		●	●	●	●	●
3. India	●	●	●	●	●	●	●	●
4. Japan	●	●		●	●	●	●	●
5. Korea	●	●		●	●	●	●	●
6. Singapore	●	●		●	●	●	●	●
7. Indonesia	●	●	●	●		●	●	●
8. Pakistan	●		●	●	●	●	●	●
9. Vietnam		●	●			●	●	●
10. Thailand	●		●			●	●	●
11. Malaysia	●		●			●	●	●

Asia Pacific: Growing Opportunities in Non-Platform Segments

Asia – Pacific Partnership Approach



- **Identifying those companies with**
 - Presence
 - Customer Intimacy
 - Commitment to Ethics
 - Discriminating Capabilities and Technologies
 - Repeatable and Scalable Solutions
- **Selectively targeting game changing opportunities to enter new markets with strategic partners together**
 - Collaborative R&D
 - Industrial Participations – ITBs/Offsets



Global Products and Services for Global Markets

Doing Business with Lockheed Martin (Key Links)



- <http://www.lockheedmartin.com/suppliers/doingbusiness/>
- **International suppliers must visit this site first:**
<http://www.lockheedmartin.com/suppliers/initiatives/ctpat/index.html>
- **What we Buy List**
<http://www.lockheedmartin.com/suppliers/buy/buyList.html>
- **Registration**
<http://www.myexostar.com/registration.aspx?ekmense=c57dfa7b>
- **Email us at Supplier.Communications@LMCO.com**

