Second Quarter 2026 Conference Call

July 23, 2026

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Chairman, President and CEO

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THAAD Interceptor Production

LOCKHEED MARTIN

Forward-Looking Statements

This news release contains statements that, to the extent they are not recitations of historical fact, constitute forward-looking statements within the meaning of the federal securities laws, and are based on Lockheed Martin's current expectations and assumptions. The words "believe," "estimate," "anticipate," "project," "intend," "expect," "plan," "outlook," "scheduled," "forecast" and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and are subject to risks and uncertainties. Actual results may differ materially due to factors such as: the company's reliance on contracts with the U.S. Government, which are dependent on U.S. Government funding and can be terminated for convenience, and the company's ability to negotiate favorable contract terms; budget uncertainty, the risk of future budget cuts, the impact of continuing resolution funding mechanisms, the debt ceiling and government shutdowns, and changing funding and acquisition priorities; risks related to the development, production, sustainment, performance, schedule, cost and requirements of complex and technologically advanced programs, including the F-35 program; the timing of contract awards or contract definitization, decisions by government customers to impose contract terms following undefinitized contract actions, achievement of performance milestones, customer acceptance of product deliveries, and receipt of customer payments; the company's ability to recover costs under U.S. Government contracts, the mix of fixed-price and cost-reimbursable contracts and the risks inherent in preparing estimates for fixed-price contracts (particularly for complex and technologically advanced programs); customer procurement and other policies, laws, regulations and executive actions that affect the company and its industry, programs, future opportunities, and financial performance, including those relating to mission priorities, competing domestic and international spending, contracting terms (such as fixed-price requirements), acquisition process reforms, treatment of contractor performance issues, and contractor access to competitive opportunities; planned production rates and orders for significant programs, compliance with stringent performance and reliability standards, and materials availability, including government furnished equipment and rare earth minerals; performance and/or financial viability of key suppliers, teammates, joint ventures (including United Launch Alliance, for which the company has provided and expects to provide additional financial guarantees), joint venture partners, subcontractors and customers; changes in economic, capital market and political conditions in the U.S. and globally; the impact of inflation and other cost pressures; government actions that restrict or prevent the sale or delivery of the company's products (such as delays in approvals for exports requiring Congressional notification); foreign policy and international trade actions taken by governments such as tariffs, sanctions, embargoes, export and import controls, buying preferences, and other trade restrictions; the company's success expanding into and doing business in adjacent markets and internationally and the risks posed by international sales, including potential effects from fluctuations in currency exchange rates; changes in non-U.S. national priorities and government budgets and planned orders; the competitive environment for the company's products and services; the company's ability to develop and commercialize new technologies and products, including emerging digital and network technologies and capabilities; the company's ability to benefit fully from or adequately protect its intellectual property rights; the company's ability to attract and retain a highly skilled workforce and the impact of work stoppages or other labor disruptions; cyber or other security threats or other disruptions faced by the company or its suppliers; the company's ability to implement and continue, and the timing and impact of, capitalization changes such as share repurchases, dividend payments and financing transactions, including as a result of presidential executive orders; the accuracy of the company's estimates and projections; the inherent limitations of non-GAAP financial measures and adjusted prior-period comparatives, which exclude certain charges and may not be indicative of future operating results, and the risk that similar charges could recur in future periods; changes in pension plan assumptions and actual returns on pension assets; cash funding requirements and pension annuity contracts and associated charges; realizing the anticipated benefits of acquisitions or divestitures, investments, joint ventures, teaming arrangements or internal reorganizations, and market volatility affecting the fair value of investments that are marked to market; the satisfaction of conditions to (including regulatory approvals) and consummation of the company's announced acquisition of Ultra Maritime, if at all, the timing and terms of any financing for such acquisition and the impact thereof on its indebtedness and capital allocation, its ability to successfully integrate the Ultra Maritime business and realize synergies and other expected benefits of the transaction and the potential for disruption to its or Ultra Maritime's business, customer and supplier relationships, and retention of key personnel during the pendency of the transaction; the company's efforts to fund and increase production capabilities and the efficiency of its operations and improve the affordability of its products and services, including through digital transformation and cost reduction initiatives; the risk of an impairment of the company's assets, including the potential impairment of goodwill and intangibles; the availability and adequacy of the company's insurance and indemnities; compliance with laws, regulations, policies, and customer requirements relating to environmental matters; the impact of public health crises, natural disasters and other severe weather conditions on the company's business and financial results, including supply chain disruptions and delays, employee absences, and program delays; changes in accounting, U.S. or foreign tax, export or other laws, regulations, and policies and their interpretation or application, and changes in the amount or reevaluation of uncertain tax positions; and the outcome of legal proceedings, bid protests, environmental remediation efforts, audits administrative reviews, government investigations or government allegations that the company has failed to comply with law, other contingencies and U.S. Government identification of deficiencies in it business systems. These are only some of the factors that may affect the forward-looking statements contained in this news release. For a discussion identifying additional important factors that could cause actual results to differ materially from those anticipated in the forward-looking statements, see the company's filings with the U.S. Securities and Exchange Commission including, but not limited to, "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" in the company's most recent Annual Report on Form 10-K and subsequent quarterly reports on Form 10-Q. The company's filings may be accessed through the Investor Relations page of its website, www.lockheedmartin.com/investor, or through the website maintained by the SEC at www.sec.gov. The company's actual financial results likely will be different from those projected due to the inherent nature of projections. Given these uncertainties, forward-looking statements should not be relied on in making investment decisions. The forward-looking statements contained in this news release speak only as of the date of its issuance. Except where required by applicable law, the company expressly disclaims a duty to provide updates to forward-looking statements after the date of this news release to reflect subsequent events, changed circumstances, changes in expectations, or the estimates and assumptions associated with them. The forward-looking statements in this news release are intended to be subject to the safe harbor protection provided by the federal securities laws.

2Q Results

Strong Financial Performance

$230B
Backlog

3.2x
Book-to-Bill Ratio*

$20.1B
Sales

$2.2B
Segment Operating Profit*

10.8%
Segment Operating Margin*

$7.94
Earnings Per Share

$2.9B
Free Cash Flow*

$0.9B
Capital Expenditures and Independent Research & Development

$0.8B
Dividends

Investment for Growth

Tangible Shareholder Value

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms.

2026 Outlook

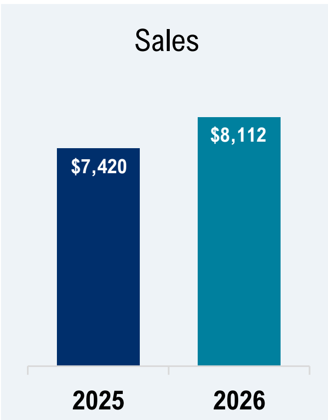
($M), Except for EPS	April Outlook (O/L)	July Outlook (O/L)
Sales	$77,500 - $80,000	$79,750 - $81,750
Segment Operating Profit*	8,425 - 8,675	8,500 - 8,700
Total FAS / CAS Pension Adjustment	~1,365	~1,365
Diluted EPS	~29.35 - 30.25	~29.95 - 30.65
Cash From Operations	9,150 - 9,450	9,200 - 9,400
Capital Expenditures	2,500 - 2,800	2,000 - 2,400
Free Cash Flow*	$6,500 - $6,800	$7,000 - $7,200

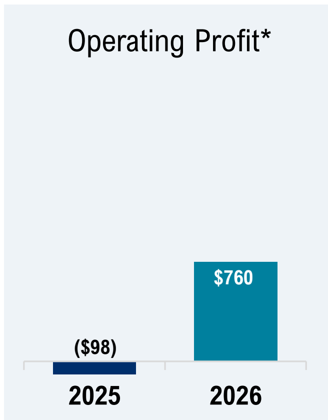
Increasing Full Year Outlook

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms and the company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

Aeronautics

Q2 Results ($M)

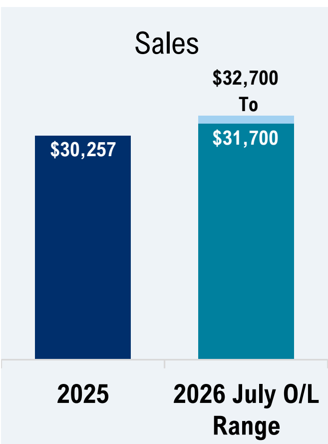


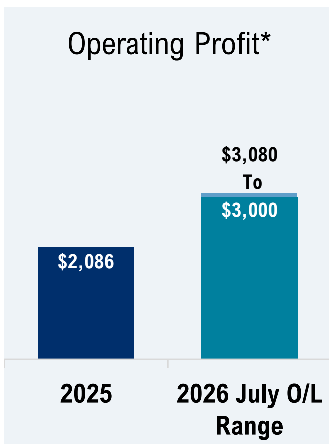


<u>**Sales**</u> **+9% (incl. ~500bps from 2Q'25 losses)**
- Absence of prior year reach forward losses ($360M)
- Higher F35 production volume

<u>**Operating Profit**</u>*** +N/M% due to Q2'25 losses**
- Absence of prior year reach forward losses ($950M)
- Lower net favorable profit adjustments

Full Year ($M)





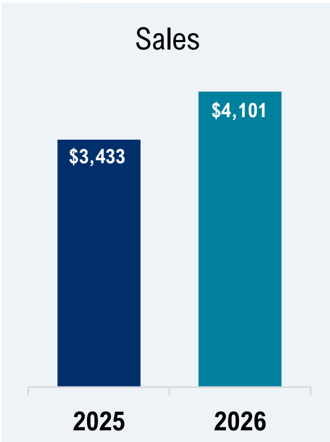
<u>**Sales**</u> **+5 to 8% (incl.~100bps from 2Q'25 losses)**
- Absence of prior year reach forward losses ($360M)
- Higher sustainment volume
- Timing of award on new F35 production contracts

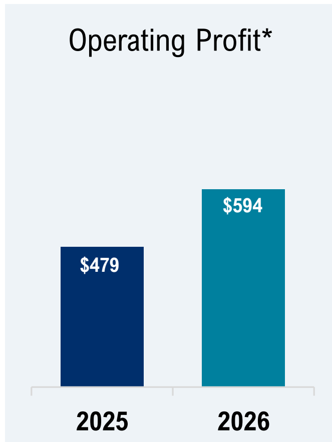
<u>**Operating Profit**</u>*** +N/M% due to 2Q'25 losses**
- Absence of prior year reach forward losses ($950M)
- Lower initial booking rates on new contracts
- Production / sustainment mix

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms; and the Company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

Missiles & Fire Control

Q2 Results ($M)

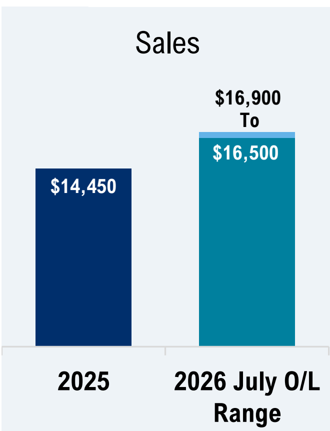


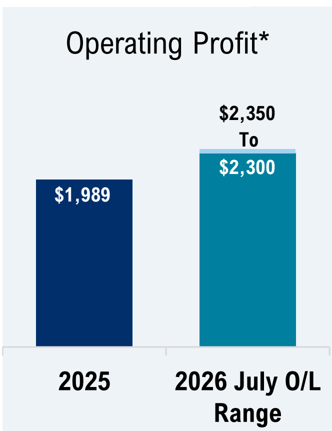


Sales +19%
- Higher volumes on PAC-3, THAAD, PrSM

Operating Profit* +24%
- Higher volumes
- Higher net favorable profit adjustments

Full Year ($M)





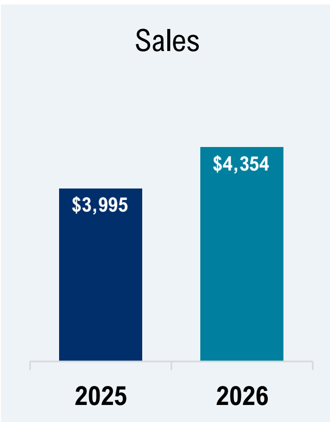
Sales +14% to 17%
- Higher volumes on PAC-3, THAAD, PrSM

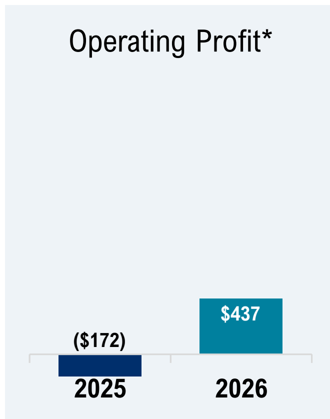
Operating Profit* +16% to 18%
- Higher volume

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms; and the Company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

Rotary & Mission Systems

Q2 Results ($M)





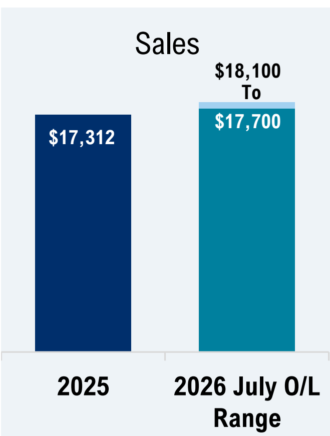
<u>Sales</u> +9% (incl. ~800bps from 2Q'25 losses)

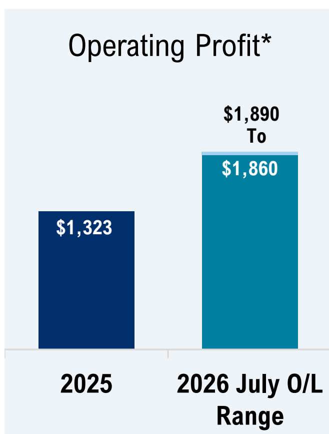
- Absence of prior year reach forward losses ($305M)
- Higher volume on MIC2 programs

<u>Operating Profit</u>* +N/M% due to 2Q'25 losses

- Absence of prior year reach forward losses ($665M)
- Unfavorable profit adjustments at Sikorsky

Full Year ($M)





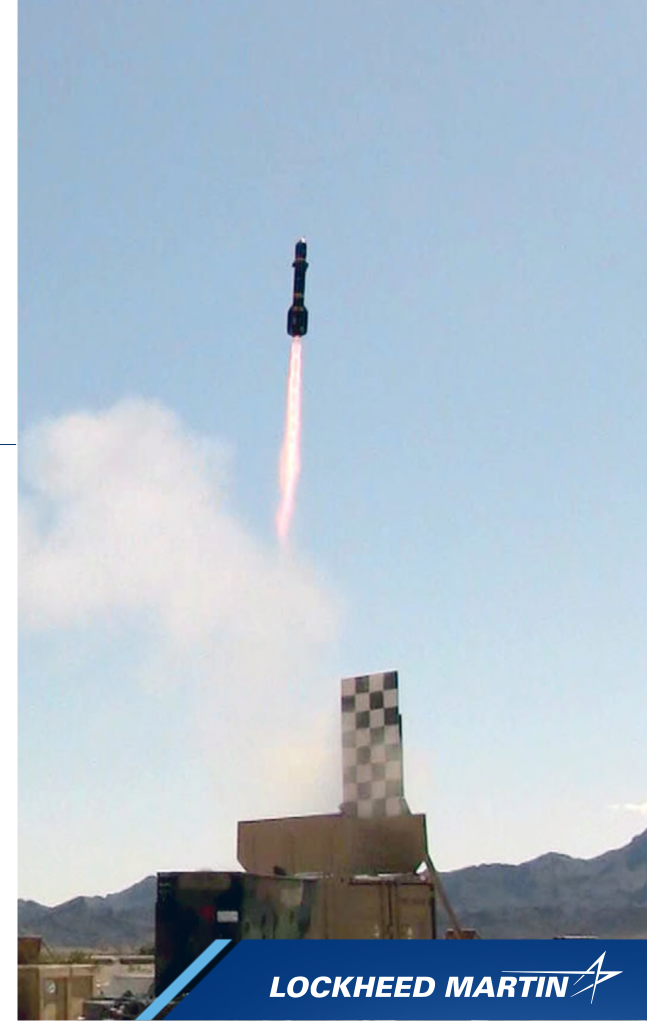
<u>Sales</u>
+2 to 5% (incl. ~200bps from 2Q'25 losses)

- Absence of prior year reach forward losses ($305M)
- Sikorsky production ramp
- New radar awards in SEMS

<u>Operating Profit</u>* +N/M% due to 2Q'25 losses

- Absence of prior year reach forward losses ($665M)
- Unfavorable profit adjustments at Sikorsky
- Lower initial booking rates on new programs

First-Ever Sanctum™ C-UAS Launch from GRIZZLY™ Containerized Launcher



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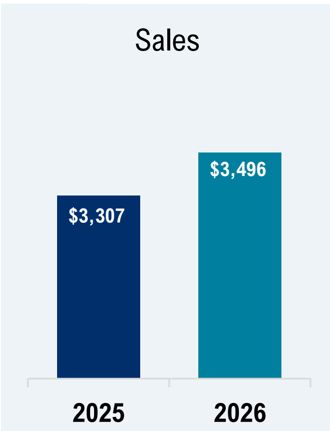
Space

Q2 Results ($M)



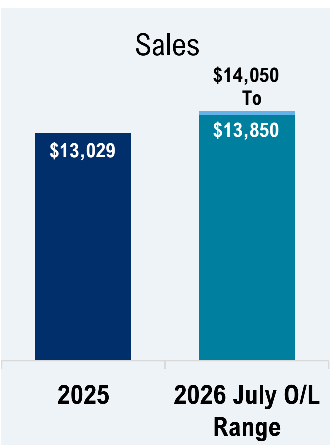
<u>Sales</u> +6%

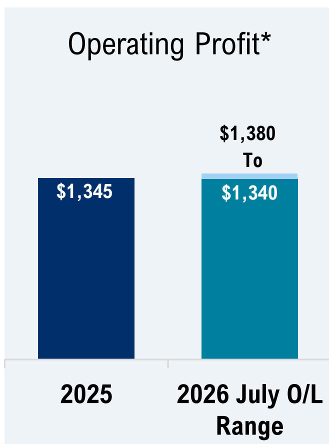
- Increased volume on Next Generation Interceptor (NGI) and Fleet Ballistic Missile (FBM) programs

<u>Operating Profit</u>* +2%

- Portfolio mix

Full Year ($M)





<u>Sales</u> +6% to 8%

- Increased volume on Next Generation Interceptor (NGI) and Fleet Ballistic Missile (FBM) programs

<u>Operating Profit</u>* 0 to +3%

- Portfolio mix
- Lower ULA equity earnings

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms; and the Company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

Summary

- **Delivered Strong 2Q Results**
  - Record backlog provides foundation for higher growth
  - Cash flow generation fueling capacity & innovation investments

- **Increased 2026 Guidance**
  - Accelerating growth in all segments
  - Stage is set for sustained, multi-year expansion

- **Advanced Portfolio Capabilities & Extended Market Reach**
  - Portfolio expansion through innovation and acquisition
  - New collaboration agreements domestically & internationally

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms and the company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

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Appendix I: 2026 Segment Outlook Details

April Guidance

2026 Outlook ($M)

	Sales	Segment Operating Profit*
AERO	$30,500 – $31,500	$2,975 – $3,075
MFC	16,100 – 16,900	2,235 – 2,315
RMS	17,400 – 17,800	1,830 – 1,870
SPACE	13,500 – 13,800	1,385 – 1,415
LM Total	$77,500 – $80,000	$8,425 – $8,675

July Guidance

2026 Outlook ($M)

	Sales	Segment Operating Profit*
AERO	$31,700 – $32,700	$3,000 – $3,080
MFC	16,500 – 16,900	2,300 – 2,350
RMS	17,700 – 18,100	1,860 – 1,890
SPACE	13,850 – 14,050	1,340 – 1,380
LM Total	$79,750 – $81,750	$8,500 – $8,700

Increased Sales Outlook For All Segments; Profit Increase in 3 of 4 Segments

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms and the company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

Appendix II: Definitions of Non-GAAP Measures

Non-GAAP Financial Measures Disclosure

This presentation, and today's conference call remarks, contain non-Generally Accepted Accounting Principles (GAAP) financial measures (as defined by SEC Regulation G). While management believes that these non-GAAP financial measures may be useful in evaluating the financial performance of Lockheed Martin, this information should be considered supplemental and is not a substitute for financial information prepared in accordance with GAAP. In addition, the company's definitions for non-GAAP financial measures may differ from similarly titled measures used by other companies or analysts.

Free Cash Flow (non-GAAP)

Free cash flow is a non-GAAP financial measure that we define as cash from operations less capital expenditures. Our capital expenditures are comprised of equipment and facilities infrastructure and information technology (inclusive of costs for the development or purchase of internal-use software that are capitalized). We use free cash flow to evaluate our business performance and overall liquidity, and it is a performance goal in certain of the company's long-term incentive plans . The company believes free cash flow is a useful measure for investors because it represents the amount of cash generated from operations after reinvesting in the business and that may be available to return to stockholders and creditors (through dividends, stock repurchases and debt repayments) or available to fund acquisitions or other investments. The entire free cash flow amount is not necessarily available for discretionary expenditures, however, because it does not account for certain mandatory expenditures, such as the repayment of maturing debt and pension contributions.

$M	2Q26 Results	2026 Outlook
Cash from Operations (GAAP)	3,235	9,200 - 9,400
Capital Expenditures	(318)	2,000 - 2,400
Free Cash Flow (non-GAAP)	2,917	7,000 - 7200

Segment Operating Profit and Margin (non-GAAP)

Segment Operating Profit represents operating profit from the company's business segments before unallocated income and expense. This measure is used by the company's senior management in evaluating the performance of the company's business segments and is a performance goal in the company's annual incentive plan. The table below reconciles Business Segment Operating Profit to Consolidated Operating Profit. Business Segment Operating Margin is calculated by dividing Segment Operating Profit by Sales. For 2023 forward, intangible asset amortization expense will be reclassified from segment operating profit into unallocated items.

$M	2Q 2026			2Q 2025			2026 Outlook		
	Sales	Profit	Margin	Sales	Profit	Margin	Sales	Profit	Margin
Business segment operating profit (non-GAAP)	20,063	2,162	10.8%	18,155	571	3.1%	~$79,750 - $81,750	~$8,500 - $8,700	10.7%
FAS/CAS operating adjustment		422			379			~1,685	
Intangible asset amortization expense		(50)			(63)			~$(200)	
Impairment and other charges		-			(66)			-	
Other, net		(55)			(73)			~$(490)	
Total Unallocated Items		317			177			995	
Consolidated operating profit (GAAP)	20,063	2,479	12.4%	18,155	748	4.1%	~$79,750 - $81,750	$9,495 - $9,695	11.9%

Book-to-Bill Ratio

The ratio of orders received to sales recorded for a specified period

Appendix III: Pension ($M)

	2025 Actual	2026 Outlook
Total FAS expense and CAS cost		
FAS pension expense	$ (924)	$ (370)
Less: CAS pension cost	1,568	1,735
Net FAS/CAS pension adjustment	$ 644	$ 1,365
Service and non-service cost reconciliation		
FAS pension service cost	$ (50)	$ (50)
Less: CAS pension cost	1,568	1,735
FAS/CAS operating adjustment	1,518	1,685
Non-operating FAS pension expense	(874)	(320)
Net FAS/CAS pension adjustment	$ 644	$ 1,365

*See Slide 15 for Acronyms.
See the company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.

Appendix IV

2026 Outlook (July 2026)	($M), Except for EPS
Sales	$79,750 - $81,750
Segment Operating Profit*	8,500 - 8,700
Segment Margin*	10.7%
FAS/CAS Operating Adjustment**	~1,685
Other, net	~(490)
Consolidated Operating Profit	9,495 - 9,695
Net-Operating FAS Pension Income**	~(320)
Interest Expense	~(1,090)
Effective Tax Rate	~16.0%
Diluted EPS	29.95 - 30.65
Pension Contribution	$0

*See Slide 12 for Definitions of Non-GAAP Measures; Slide 15 for Acronyms and the company's second quarter earnings release for a description of the assumptions on which the 2026 Outlook is based.
**See Slide 13 for Pension Detail.
Updated July 23, 2026 to include the 2026 guidance detail appendix inadvertently omitted from the version originally posted. No previously disclosed figures have changed.

Appendix V

Acronyms

ATACMS – Army Tactical Air Control Missile System
Capex – Capital Expenditures
CAS – Cost Accounting Standards
C-UAS – Counter Unmanned Aerial System
EPS – Earnings Per Share
FAS – Financial Accounting Standards
FBM – Fleet Ballistic Missile
GAAP – Generally Accepted Accounting Principles
MFC – Missiles and Fire Control
MIC2 – Mission Integrated Command and Control
MSE – Missile Segment Enhancement
NGI – Next Generation Interceptor
N/M – Not Meaningful
OPIR – Overhead Persistent Infrared
PAC-3 – Patriot Advanced Capability-3
PrSM – Precision Strike Missile
RMS – Rotary and Mission Systems
SEMS – Sensors, Effectors & Mission Systems
THAAD – Terminal High Altitude Area Defense
UAS – Unmanned Aerial Systems

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