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 73,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision

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

Working as One Company Focused on the Customer
Markets Align with Customer Priorities

- Homeland Security
  - Knowledge-driven security
- Missile Defense
  - Enable any sensor, any shooter
- Intelligence, Surveillance and Reconnaissance
  - Enabling decision superiority
- Precision Engagement
  - Joint...speed...effects
Raytheon Business Headquarters

73,000 employees; 2006 Revenue: $20.3B
Integrated Defense Systems

Dan Smith
President
2004 Revenue: $3.5B
Employees: 12,000
HQ: Tewksbury, MA

National and Theater Security Programs

Naval

International

Homeland Defense

Industry-Leading Mission Systems Integrator
IDS Partnering …

600 Suppliers
DDG 1000 – $2.7B

66 Suppliers
ASP – [$100M - 500M]

168 Suppliers
Missile Defense System – $4.4B

428 Suppliers
SLAMRAAM – $152M

42% Small Businesses

100 Suppliers
JLENS & RAID – $1.4B

361 Suppliers
Cobra Judy Replacement – $1B

Connected performance and solutions
Small Business Partnering as a Component to IDS Growth …

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2004 Actual Dollars/Percent</th>
<th>FY2006 Actual Dollars/Percent</th>
<th>% Delta Over 2 Years Dollars/Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small</td>
<td>$125.8M / 29.3%</td>
<td>$236.3M / 42.1%</td>
<td>+87.8% / +43.7%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$17.2M / 3.8%</td>
<td>$25.1M / 4.5%</td>
<td>+45.6% / +12.5%</td>
</tr>
<tr>
<td>Small Woman Owned</td>
<td>$19.7M / 4.6%</td>
<td>$28.7M / 5.1%</td>
<td>+45.7% / +10.9%</td>
</tr>
</tbody>
</table>

Two Year Focus on Small Business = Results
Opportunity Focus Areas

- Partners Need to Be Carefully Selected…
  - Affordability
  - Capability
  - Sustainability
  - Political perspective
  - Cultural perspective

- Small Businesses
  - Critical technologies / Enhanced manufacturing and service support
  - Small Business Innovative Research, Small Business Technology Transfer Programs

- Minority, Women, Veteran and Service Disabled Veteran Owned Business Initiatives
  - Mentor Protégé and Supplier Development

- Outreach
  - Customer and Industry Conferences
  - Raytheon Supplier Diversity Web Site
    - Certification information required
## Supplier Requirements

- Quality, price, delivery
- Leading edge technology
- Advanced processes in manufacturing / delivery / service / customer satisfaction
- E-enabled business processes
- Specific Technologies:

<table>
<thead>
<tr>
<th>Category</th>
<th>Technologies</th>
</tr>
</thead>
<tbody>
<tr>
<td>RF System on a chip in silicon</td>
<td>Information Security</td>
</tr>
<tr>
<td>CBRN (chem., bio, radio, nuclear) sensing</td>
<td>First Responder (hardware/software)</td>
</tr>
<tr>
<td>Decontamination technologies</td>
<td>– Incident management, decision support systems</td>
</tr>
<tr>
<td>Low loss RF tunable components for phase shifting/filtering</td>
<td>IR and Optical technologies</td>
</tr>
<tr>
<td>Efficient high density power conversion and regulation</td>
<td>– Fiber, Multi-spectral Windows, Device</td>
</tr>
<tr>
<td>Fuel Cells</td>
<td>Waveform Generation/ Polimetry/ Signal Processing technologies (Radar &amp; Sonar)</td>
</tr>
<tr>
<td>Wide bandgap technologies</td>
<td>Low Cost Advanced Composite Structures</td>
</tr>
<tr>
<td>– Substrate and Epitaxial material providers</td>
<td>Low Cost Composite Sandwich Structures and Fabrication Techniques</td>
</tr>
<tr>
<td>– Thermal Management/modeling techniques</td>
<td>Sonar signal processing technologies</td>
</tr>
<tr>
<td>Radiation Hardened/ Tolerant Electronics</td>
<td>– Automatic detection and discrimination of submarines from surface ships</td>
</tr>
<tr>
<td>Software acquisition/development</td>
<td>– Computer aided detection (CAD) / Computer aided classification (CAD)</td>
</tr>
<tr>
<td>– Migration technologies to enable Open Architecture</td>
<td>Rapid prototyping tools and techniques – Software &amp; Hardware</td>
</tr>
<tr>
<td>– Translation of old codes to common UML or HTML</td>
<td>Cognitive Computing Knowledge Management Technologies</td>
</tr>
</tbody>
</table>
SUPPLIER DIVERSITY PROGRAM CONTACT POINTS

Listed below are the Supplier Diversity Program contact points for Raytheon Company. This network of administrators will help assist small, small disadvantaged, and woman-owned small businesses become acquainted with Raytheon procurement requirements.

**Integrated Defense Systems - (IDS)**

- **Edward A Bogacz** - (Business Unit Leader)
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The On-line Supplier Registration tool will aid in matching suppliers to opportunity.