Women in Defense
Abby Mackness
Lockheed Martin
October 2008
The Men and Women of Lockheed Martin

- 140,000 Employees
- 70,000 Scientists and Engineers
  - 25,000 IT Professionals
- Operations in 1,000 Facilities, 500 Cities, 50 States and 75 Countries

Partners to Help Customers Meet Their Defining Moments
Our Core Markets

Defense & Intelligence

Civil Government

Homeland Security

IT: Common Denominator
Our Customers

- Departments of
  - Defense
  - Homeland Security
  - Commerce
  - Energy
  - Health & Human Services
  - Housing & Urban Development
  - Justice
  - State
  - Transportation
- NASA
- Social Security Administration
- Environmental Protection Agency
- U.S. Postal Service
- Intelligence Communities
- Foreign Governments

We Never Forget Who We’re Working For™
## Transition into New Markets

<table>
<thead>
<tr>
<th>Established Offering</th>
<th>New Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Established Market</td>
<td>New Market</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>New Offering</th>
<th>Established Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Established Market</td>
<td>New Market</td>
</tr>
</tbody>
</table>
The worldwide biometrics market is projected to more than double in size, reaching some $7.4 billion by 2012.

- After disappointingly low growth in the early 2000s, the worldwide biometrics market shows promising signs of substantial growth in coming years.
- The North American market is estimated at more than $1B in 2007, about a third of the total global market for biometric applications, and is projected to grow to nearly $2.5B by 2012.
- Actual growth could prove even stronger if improved technologies and more advanced biometric solutions become available to both government and commercial customers.

Sources: International Biometrics Group; Avascent Group analysis.
Transition Technology Assessment

While advances in certain physiological modalities could lead to technology displacement, multimodal solutions present the most likely source of market disruption.

<table>
<thead>
<tr>
<th>Target Technologies</th>
<th>Description</th>
<th>Market Disruption Potential</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fingerprint, Palmprint, Facial Recognition, Iris Recognition, Hand Geometry, Speaker Identification, DNA</td>
<td>• Well-established physiological biometric technologies with long track record in target markets</td>
<td>• Advances in algorithms, sensors, etc. of existing biometrics could render one or more established technologies obsolete</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Emerging Technologies</th>
<th>Description</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Vein/Vascular Pattern, Facial Thermography, Dynamic Signature</td>
<td>• Promising physiological biometric technologies based on limited deployment or R&amp;D</td>
<td>• Increases in technology reliability and adoption rate could lead to displacement of established modalities</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Technologies</th>
<th>Description</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Blood pulse, Body Salinity, Nailbed ID, Ear Shape, Gait Recognition, Keystroke, Scent, Skin Spectroscopy</td>
<td>• Non-unique or unstable physiological or behavioral biometrics, most of which are still at the early R&amp;D stage</td>
<td>• Likely to be disruptive only as integrated elements of larger multimodal solutions</td>
</tr>
</tbody>
</table>

Source: Avascent Group analysis