Missiles International

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Disclaimers

• This is designed to stimulate conversation and is no way all inclusive of the international missiles market/environment

• These are my own thoughts are not necessarily those of ATK

• My thoughts are shaped by my professional experiences…
  - 25+ years with the USAF
    -- Career Fighter Pilot (3000 hrs) with operational experience in 3 theaters
  - 7+ years with defense industry
Domestic and International: No Surprise…

- New growth opportunities require early product maturity through customer and industry funded concept development efforts

International Programs

- Beauty is in the eye of the beholder: All Programs are Political
- Once won, programs must execute to maintain funding

The Future holds:

- Tough competition with few opportunities on the horizon
  - Mergers has reduced number of competitors…they all want growth
- Mandatory industry development before significant government solicitation
- International teaming and partnerships that distribute risk and solidifies programs
All customers want:

• Low risk/low cost system
  • Maturity of technology/fully developed system…
  • Lower risk and lower cost weapons
• Reduced collateral damage weapons (warhead versatility)
• Data linked, net enabled
• More precision
•Insensitive munition weapon systems
• Improved mobile target kill
• Counter Hard and Deeply Buried Targets
• Improved ASuW weapon for air and surface launch
• Extended range; high speed
• Weapons for UAS and internal carriage on Gen 5 aircraft
• Improved weapon detectability – particularly for long range strike
• Fast and accurate Time Sensitive Strike capability
Challenges for International Business

• Export Controls

• Political Solutions vs. Military Solutions

• In Country Offsets

• Quality Products

• Relationships

• Dollar Exchange Rate

• Many, Many More