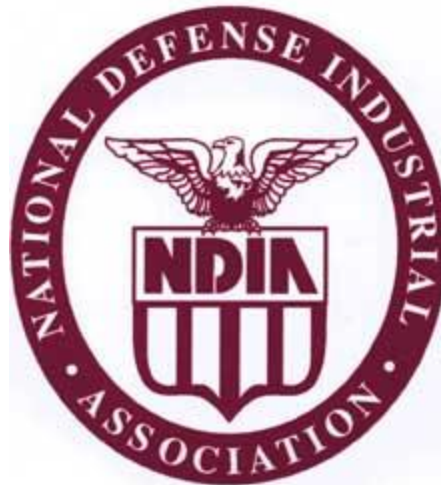
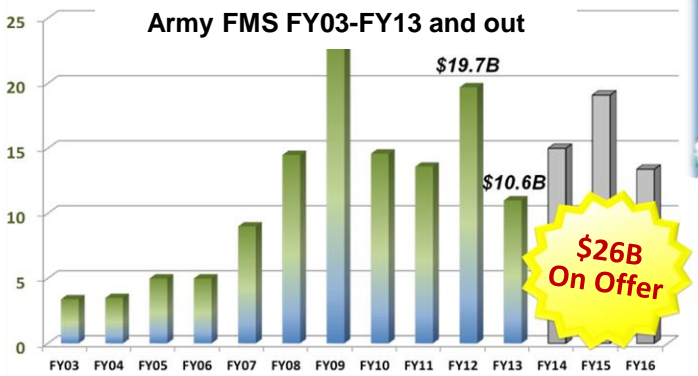
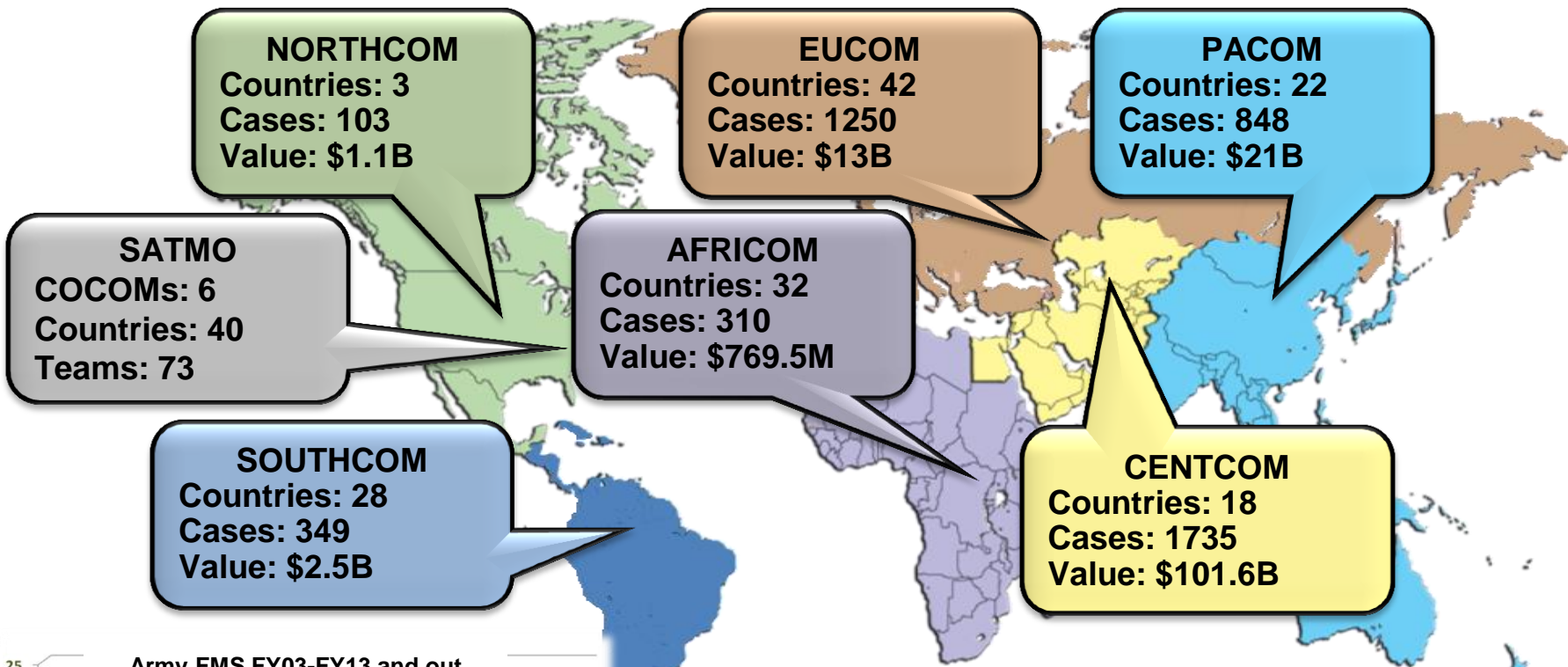


# 2014 Munitions Executive Summit

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USASAC



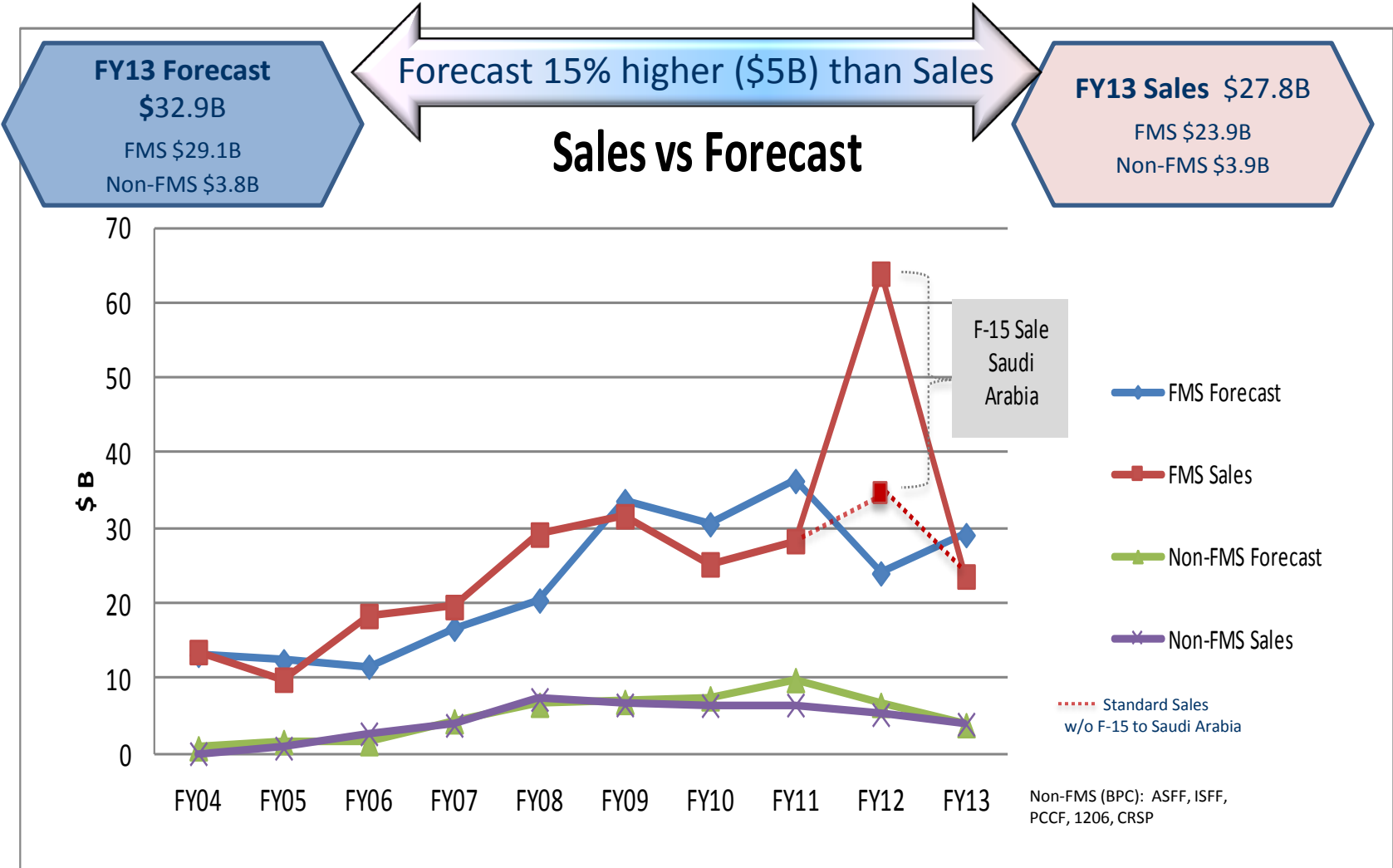


**Total Active FMS**

Countries: 145  
 Cases: 4651  
 Value: \$140.3B  
 Undelivered: \$57B  
 New FY13: \$10.6B  
 Projected for FY14-16: ~\$50B

**Benefits of Security Assistance**

- **Strategic Engagements FY13**
  - Key Leader Engagements - 220
  - Program Reviews - 175
  - Foreign students trained - 11.2K
  - SA Teams OCONUS - 73 / 40





**Customer base is expanding:**

- 17% more countries
- Increasing sales in Mid East, Pacific, Africa

**Increasing Competition... and several exploring FMS-like system**

**Partners expectations are growing:**

- Greater speed; better visibility
- Industry partnering
- Co-development
- Tech Transfer

**Trend toward international competitions... over \$25B underway now**

**Offset demands are growing... direct and indirect**