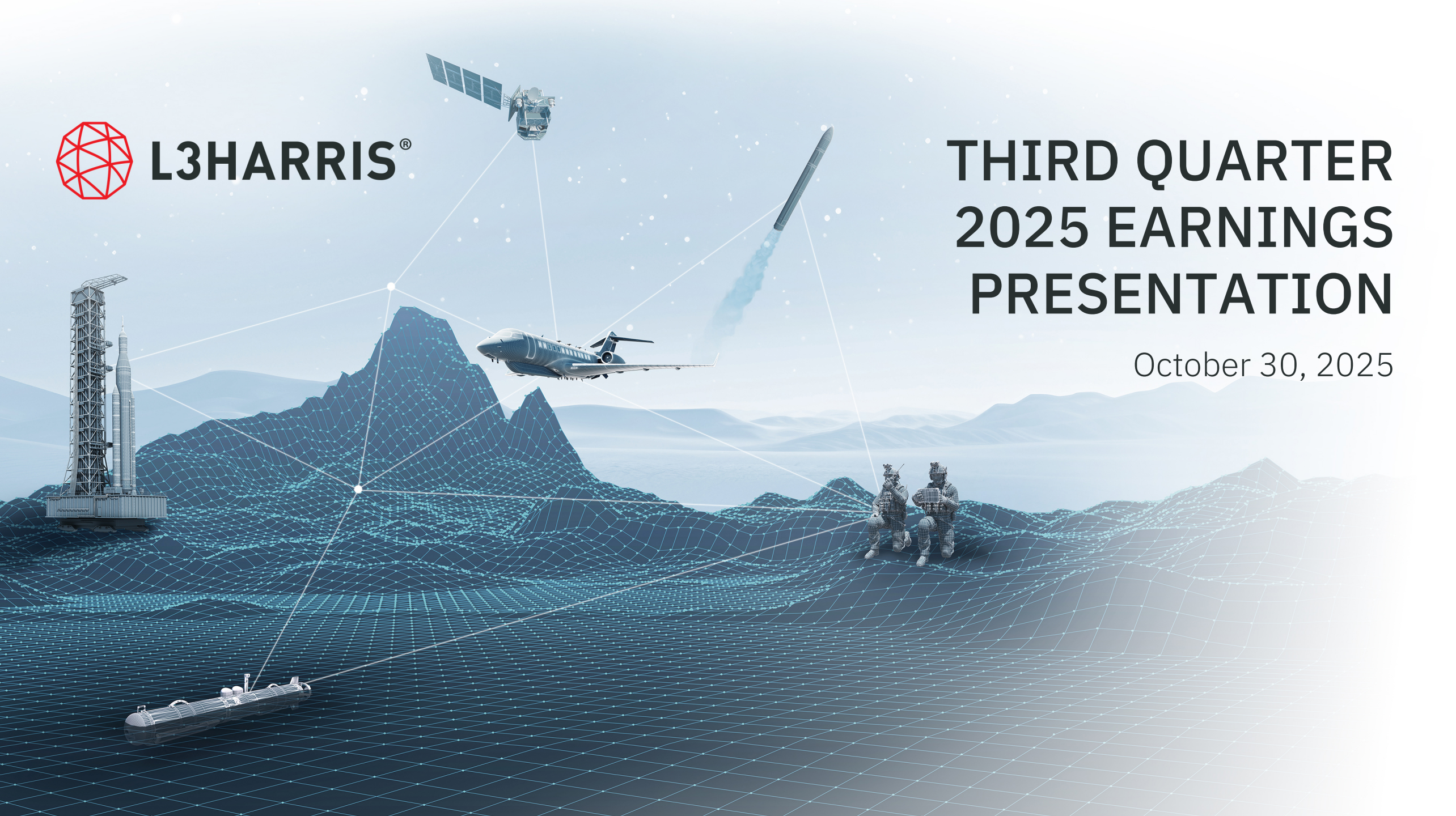




**L3HARRIS®**

# THIRD QUARTER 2025 EARNINGS PRESENTATION

October 30, 2025





# **3Q25 QUARTER HIGHLIGHTS**



**Orders of \$7B driving record backlog; book-to-bill ratio of 1.2x**

**Organic growth up 10% driving meaningful progress towards our 2026 Financial Framework**

**Segment operating margin of 15.9%; eighth consecutive quarter of year-over-year margin expansion**

**Non-GAAP EPS growth of 10%; 15% on a pension-adjusted basis**

**Increasing guidance on strong performance & higher expectations**

# DELIVERING SHAREHOLDER VALUE



⊕ Trusted Disruptor strategy ensures we are agile, fast, and align with key defense priorities

⊕ Drive profitable growth, ensuring we continue to deliver on commitments to customers and shareholders

⊕ Disciplined capital deployment to invest in the business and return excess cash to shareholders

	2025 Guidance	2026 Outlook
Revenue	<b>~\$22B</b> <i>(Prior: ~\$21.75B)</i>	\$23B
Adjusted Segment Operating Margin <sup>1</sup>	<b>high 15%</b> <i>(Prior: mid - high 15%)</i>	low 16%
Adjusted Free Cash Flow <sup>1</sup>	<b>~\$2.65B</b>	\$3.0B

1) NGFM - reference the 3Q25 earnings release for a reconciliation to comparable GAAP measure. A reconciliation of forward-looking NGFMs to comparable GAAP measures is not available without unreasonable effort.

# THIRD QUARTER 2025 FINANCIAL RESULTS



**\$6.7B**

Orders

**1.2x**

Book-to-Bill

**\$36.3B**

Total Backlog

**\$5.7B**

Revenue

**\$900M**

Adjusted Segment  
Operating Income<sup>1</sup>

**15.9%**

Adjusted Segment  
Operating Margin<sup>1</sup>

**\$2.70**

Non-GAAP  
Diluted EPS<sup>1</sup>

**\$449M**

Adjusted Free  
Cash Flow<sup>1</sup>

## Year-to-Date Capital Deployment

**\$678M**

Dividends

**\$1B**

Share Repurchases

1) NGFM - reference the 3Q25 earnings release for a reconciliation to comparable GAAP measure.



# LHX POWERING NEXT-GENERATION MISSILE DEFENSE FOR AMERICA:



SPACE VEHICLES



PROPULSION & DACS



PAYLOADS AND COMMS

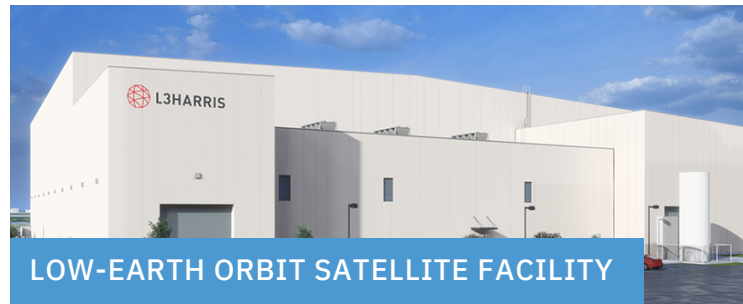


SPACE-BASED INTERCEPTORS

Numerous Next-Generation Missile Defense capabilities across the company



IR SENSOR PAYLOAD FACILITY



LOW-EARTH ORBIT SATELLITE FACILITY



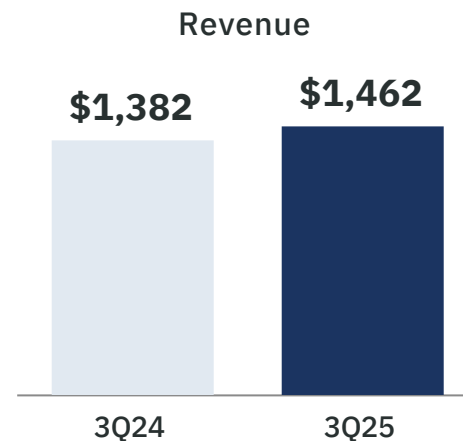
SRM CAPACITY EXPANSION

Strategic investments laying the groundwork

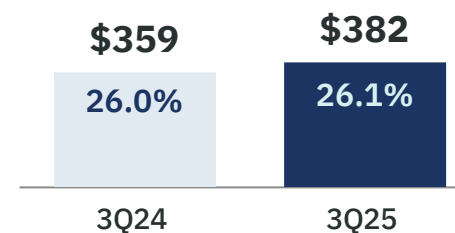
# COMMUNICATION SYSTEMS



(\$ millions)



Adjusted Operating Income  
and Margin



## 3Q25 DRIVERS

**Revenue:** increased 6%

- + Increased international deliveries for software-defined resilient communications and data-link equipment
- + Next Generation Jammer program ramp, our flagship Electronic Warfare tactical jamming pod

**Margin:** increased 10 basis points

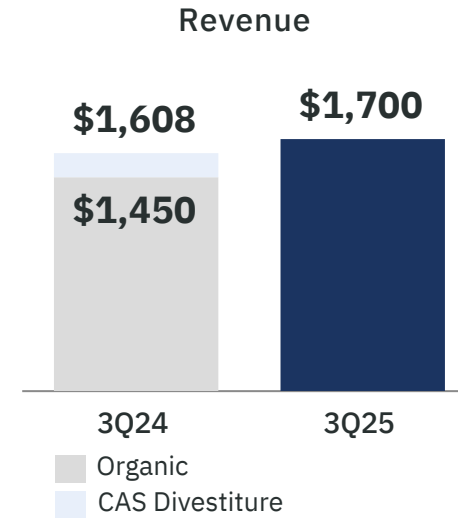
- + LHX NeXt
- Lower volume of proprietary waveform license sales



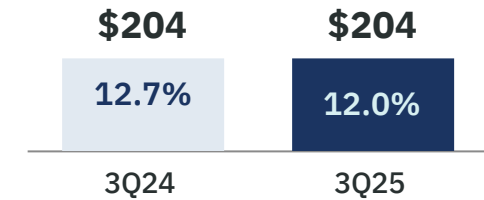
# INTEGRATED MISSION SYSTEMS



(\$ millions)



Adjusted Operating Income  
and Margin



## 3Q25 DRIVERS

**Revenue:** increased 6%, 17%<sup>1</sup> organically  
+ Multiple ISR classified programs ramping  
- Commercial Aviation Solutions divestiture

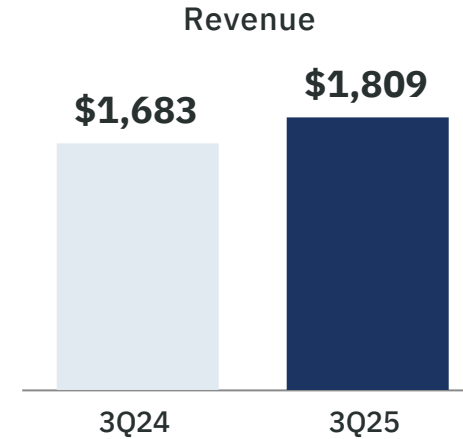
**Margin:** decreased 70 basis points  
+ Favorable performance  
- Commercial Aviation Solutions divestiture

1) NGFM - reference the 3Q25 earnings release for a reconciliation to comparable GAAP measure.

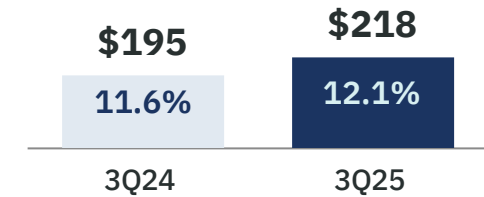
# SPACE & AIRBORNE SYSTEMS



(\$ millions)



Adjusted Operating Income  
and Margin



## 3Q25 DRIVERS

**Revenue:** increased 7%

- + Increased FAA volume in Mission Networks
- + Higher volume in Airborne Combat Systems
- Lower classified program volume in Intel & Cyber

**Margin:** increased 50 basis points

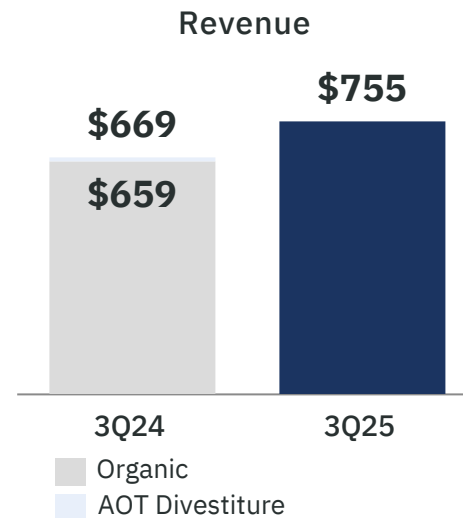
- + Improved program performance
- + Monetization of legacy end-of-life assets
- + LHX NeXt
- Unfavorable mix



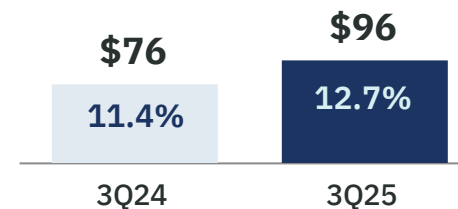
# AEROJET ROCKETDYNE



(\$ millions)



Adjusted Operating Income and Margin



## 3Q25 DRIVERS

**Revenue:** increased 13%, 15%<sup>1</sup> organically

- + Increased production volumes across key missile, munitions, and space programs
- + New program ramp
- Aerojet Ordnance Tennessee, Inc. divestiture

**Margin:** increased 130 basis points

- + Improved program performance
- + LHX NeXt

1) NGFM - reference the 3Q25 earnings release for a reconciliation to comparable GAAP measure.

# 2025 GUIDANCE



## CONSOLIDATED

Revenue

**~\$22B**

(Prior: ~\$21.75B)

Adjusted segment  
operating margin<sup>1</sup>

**high 15%**

(Prior: mid - high 15%)

Non-GAAP  
Diluted EPS<sup>1</sup>

**\$10.50 - \$10.70**

(Prior: \$10.40 - \$10.60)

FCF<sup>1</sup>

**~\$2.65B**

## SEGMENT

Revenue

Operating Margin<sup>1</sup>

CS

**~\$5.7B**

(Prior: \$5.6B - \$5.7B)

~25%

IMS

**~\$6.5B**

(Prior: ~\$6.4B)

**low - mid 12%**

(Prior: ~12%)

SAS

**~\$7.1B**

low 12%

AR

**\$2.8B - \$2.9B**

(Prior: ~\$2.8B)

mid 12%

1) NGFM - a reconciliation of forward-looking NGFMs to comparable GAAP measures is not available without unreasonable effort.



# 2025 SUPPLEMENTAL INFORMATION



	2025 Current	2025 Prior
FAS/CAS operating adjustment	~\$15 million	~\$15 million
Non-service FAS pension income	~\$285 million	~\$285 million
Net FAS/CAS pension	~\$300 million	~\$300 million
Net interest expense	~\$600 million	~\$600 million
Effective tax rate on non-GAAP earnings <sup>1</sup>	13.5% - 14.5%	13.5% - 14.5%
Weighted average diluted shares	~188	~188
Capital expenditures	~2% revenue	~2% revenue

1) NGFM - A reconciliation of forward-looking NGFMs to comparable GAAP measures is not available without unreasonable effort.

# EPS RECONCILIATION



	3Q 2024	3Q 2025	YoY Growth %
<b>GAAP Diluted EPS</b>	<b>\$2.10</b>	<b>\$2.46</b>	<b>17%</b>
LHX NeXt implementation costs	0.22	0.13	
Merger, acquisition, and divestiture-related expenses	0.13	0.05	
Tax & other	0.01	0.06	
<b>Non-GAAP Diluted EPS<sup>1</sup></b>	<b>\$2.46</b>	<b>\$2.70</b>	<b>10%</b>
Net FAS/CAS pension	(0.41)	(0.34)	
<b>Pension Adjusted Non-GAAP EPS<sup>1</sup></b>	<b>\$2.05</b>	<b>\$2.36</b>	<b>15%</b>

1) NGFM - reference the 3Q25 earnings release for a reconciliation to comparable GAAP measure.



# Forward-Looking Statements; Non-GAAP Measures



This presentation contains forward-looking statements within the meaning of federal securities laws made in reliance on the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Examples include, but are not limited to: statements about 2025 guidance and 2025 outlook; 2025 supplemental information; 2026 financial framework; capital allocation priorities, including payout targets; future product deliveries; projection of other financial items; and assumptions underlying any of the foregoing. Persons reading this presentation are cautioned not to place undue reliance on forward-looking statements. The company's consolidated results, future trends and forward-looking statements could be affected by many factors, risks and uncertainties, including but not limited to those in our Q325 earnings release or in "Risk Factors" in our Form 10-K for fiscal 2024, available on our investor relations webpage at [www.l3harris.com/investors](http://www.l3harris.com/investors). Forward-looking statements are made as of the date of this presentation, and the company disclaims any intention or obligation, other than imposed by law, to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

This presentation also contains non-GAAP financial measures ("NGFMs"), including adjusted segment operating income and margin, adjusted free cash flow (FCF), organic revenue, non-GAAP EPS, pension adjusted non-GAAP EPS, net debt to adjusted EBITDA and effective tax rate on non-GAAP earnings, each of which is defined in and reconciled in our Q325 earnings release. A reconciliation of forward-looking NGFMs to comparable GAAP measures is not available without unreasonable effort because of inherent difficulty in forecasting and quantifying the comparable GAAP measures and the applicable adjustments and other amounts that would be necessary for such a reconciliation, as further described in our Q325 earnings release.