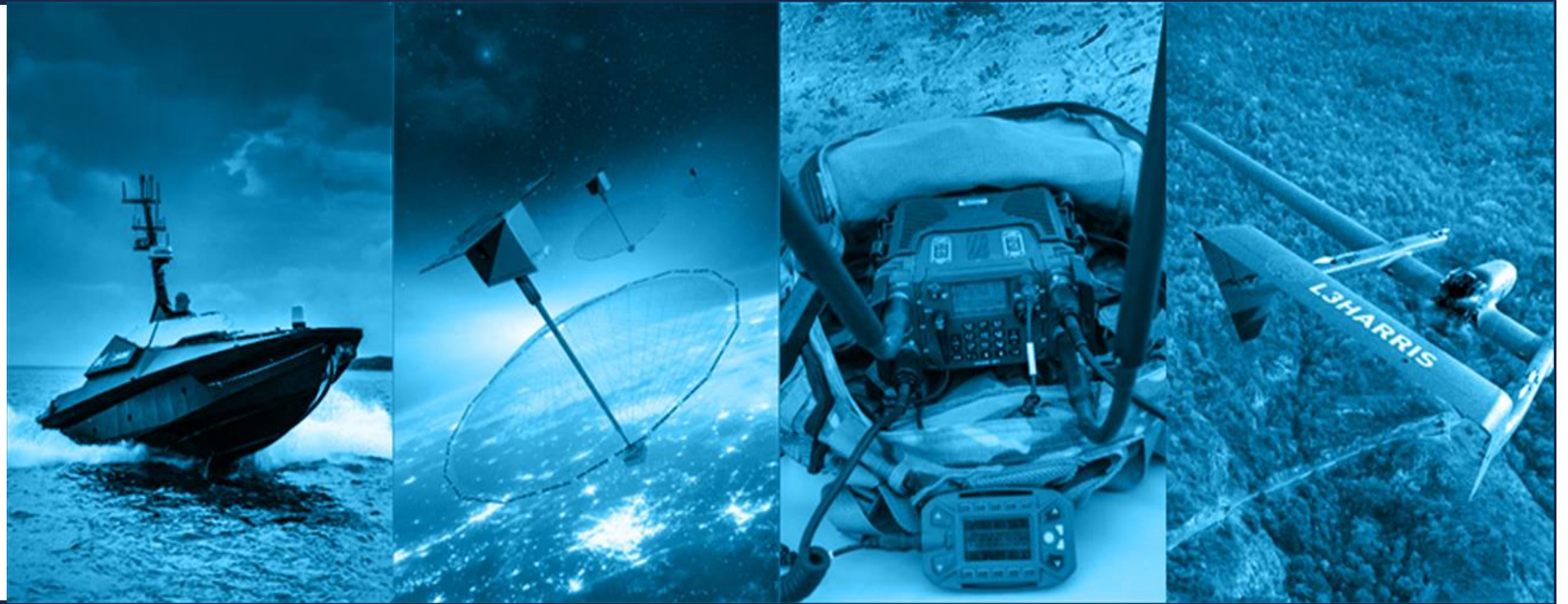




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October 29, 2021



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# L3HARRIS 2021 THIRD QUARTER RECONCILIATION OF NON-GAAP FINANCIAL MEASURES AND REGULATION G DISCLOSURES

# Regulation G Disclosures



To supplement our condensed consolidated financial statements presented in accordance with U.S. generally accepted accounting principles (GAAP), we provide additional financial measures that exclude or include amounts, or are subject to adjustments, so as to be different from the most directly comparable financial measures calculated and presented in accordance with GAAP. L3Harris management believes that these non-GAAP financial measures, when considered together with the GAAP financial measures, provide information that is useful to investors in understanding period-over-period operating results separate and apart from items that may, or could, have a disproportionately positive or negative impact on results in any particular period. L3Harris management also believes that these non-GAAP financial measures enhance the ability of investors to analyze L3Harris' business trends and to understand L3Harris' performance. In addition, L3Harris may utilize non-GAAP financial measures as guides in its forecasting, budgeting, and long-term planning processes and to measure operating performance for some management compensation purposes. Any analysis of non-GAAP financial measures should be used only in conjunction with results presented in accordance with GAAP. A reconciliation of these non-GAAP financial measures with the most directly comparable financial measures calculated in accordance with GAAP follows:

# Reconciliation of Non-GAAP Financial Measures – Earnings Release Information



## Organic Backlog Growth YoY

(In millions)

Backlog at October 2, 2020	\$	20,768
Adjustments (A)		(1,359)
Organic Backlog	<b>\$</b>	<b>19,409</b>
Backlog at October 1, 2021	\$	21,093
Adjustments (A)		—
Organic Backlog	<b>\$</b>	<b>21,093</b>
Organic backlog growth	<b>\$</b>	<b>1,684</b>
Organic backlog percentage growth		<b>9 %</b>

(A) Adjustment to exclude backlog attributable to divested businesses

# Reconciliation of Non-GAAP Financial Measures – Earnings Release Information



## Organic Backlog Growth YTD

(In millions)

Backlog at January 1, 2020	\$	21,670
Adjustments (A)		(1,468)
Organic Backlog	\$	<b>20,202</b>
Backlog at October 1, 2021	\$	21,093
Adjustments (A)		—
Organic Backlog	\$	<b>21,093</b>
Organic backlog growth	\$	<b>891</b>
Organic backlog percentage growth		<b>4 %</b>

(A) Adjustment to exclude backlog attributable to divested businesses

# Reconciliation of Non-GAAP Financial Measures – Earnings Release Information



## Organic Revenue

(In millions)	Quarter Ended July 3, 2020		
	As Reported	Adjustment (A)	Organic
<b>Revenue</b>			
Integrated Mission Systems segment	\$ 1,331	\$ —	\$ 1,331
Space and Airborne Systems segment	1,249	(2)	1,247
Communication Systems segment	1,112	(20)	1,092
Aviation Systems segment	800	(27)	773
Corporate eliminations	(47)	—	(47)
Consolidated	<u>\$ 4,445</u>	<u>\$ (49)</u>	<u>\$ 4,396</u>

A. Adjustments to exclude revenue attributable to each divested business for the portion the prior-year period equivalent to the portion of the current-year period following the date the business was divested.

# Reconciliation of Non-GAAP Financial Measures – Earnings Release Information



## CY20 Non-GAAP EPS

	<u>CY20</u>
Income from continuing operations attributable to L3Harris Technologies, Inc. common shareholders	\$ 5.19
Adjustments:	
L3Harris Merger integration costs	0.60
Amortization of acquisition-related intangibles	3.29
Additional cost of sales related to the fair value step-up in inventory sold	0.14
Business divestiture-related losses	0.24
Impairment of goodwill and other assets related to divestitures and COVID impacts	3.56
Gain on sale of property, plant and equipment	(0.10)
Non-cash cumulative adjustment to lease expense	(0.01)
Gain related to debt refinancing	(0.01)
Other items	0.19
Noncontrolling interests portion of adjustments	<u>(0.19)</u>
Total pre-tax adjustments	7.71
Income taxes on above adjustments	<u>(1.30)</u>
Total adjustments after-tax	<u>6.41</u>
Non-GAAP income from continuing operations per diluted common share	<u>\$ 11.60</u>