

INVESTOR DAY 2023



FORWARD-LOOKING STATEMENTS



Statements in this 2023 Investor Day presentation that are not historical facts are forward-looking statements that reflect management's current expectations, assumptions and estimates of future performance and economic conditions. Such statements are made in reliance on the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements in this Investor Day presentation include but are not limited to: fiscal year 2023 guidance; disposition of non-core assets; LHX NeXt costs, savings and impacts on future performance; our pipeline and the domestic and international demand environment, including the U.S. DoD budget and budget line items and international spending levels; program, contract and order opportunities, market sizes and estimated percentage addressable by us; future production opportunities, refresh cycles, awards and program ramps and the value or potential value and timing thereof, including related to tactical data links; supply chain resiliency initiatives and labor efficiency; technology capabilities and program timing; 2024 framework; long term targets, including 2026 framework financial objectives and growth projections; estimated capital deployment and capital allocation strategy, including return of cash to shareholders; leverage ratio targets; and other statements regarding the business outlook and financial performance guidance that are not historical facts. The company cautions investors that any forward-looking statements are subject to risks and uncertainties that may cause actual results and future trends to differ materially from those matters expressed in or implied by such 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: in U.S. Government spending priorities; changes in the mix of fixed-price, cost-plus and time-and-material type contracts and the impact of a significant increase in or sustained period of increased inflation; risks relating to the divestiture of our Commercial Aviation Solutions (CAS) business, including risks related to regulatory approval; the termination, failure to fund, or negative audit findings for U.S. Government contracts, including the impacts of any continuing resolution, supplemental legislation or failure to pass a U.S. Government budget; the U.S. Government's budget deficit and the national debt; uncertain economic conditions; the consequences of future geo-political events; the impact of government investigations; the risks of doing business internationally; disputes with our subcontractors or key suppliers, or their inability to perform or timely deliver our components, parts or services; the attraction and retention of key employees; the ability to develop new products and services and technologies that achieve market acceptance; the ability to successfully review the company's business and optimize its portfolio, performance, and operations, manage our growth and achieve performance targets; natural disasters or other significant business disruptions; natural disasters or other significant business disruptions; changes in accounting estimates; indebtedness and ability to make payments on, repay or service indebtedness; unfunded defined benefit plans liability; any downgrade in credit ratings; the level of returns on defined benefit plan assets, changes in interest rates and other market factors; changes in effective tax rate or additional tax exposures; the ability to obtain export licenses or make sales to foreign governments; unforeseen environmental issues, including regulations related to GHG emissions or change in customer sentiment related to environmental sustainability, including in relation to Aerojet Rocketdyne; the impact of any improper conduct of employees, agents or business partners; the outcome of litigation or arbitration; potential claims related to infringement of intellectual property rights or environmental remediation or other contingencies; expanded operations from the acquisition of the TDL product line and Aerojet Rocketdyne; risks related to other strategic transactions, including mergers, acquisitions and divestitures. The level and timing of share repurchases will depend on a number of factors, including the company's financial condition, capital requirements, cash flow, results of operations, future business prospects and other factors. Notwithstanding any statements regarding the return of cash to shareholders, the timing, volume and nature of share repurchases are subject to business and market conditions, applicable securities laws, and other factors, are at the discretion of the company and may be suspended or discontinued at any time without prior notice. Further information relating to these and other factors that may impact the company's results, future trends and forward-looking statements are disclosed in the company's filings with the SEC. The forward-looking statements contained in this Investor Overview are made as of the date of this Investor Overview, 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. Persons reading this 2023 Investor Day presentation are cautioned not to place undue reliance on forward-looking statements.

Non-GAAP Financial Measures



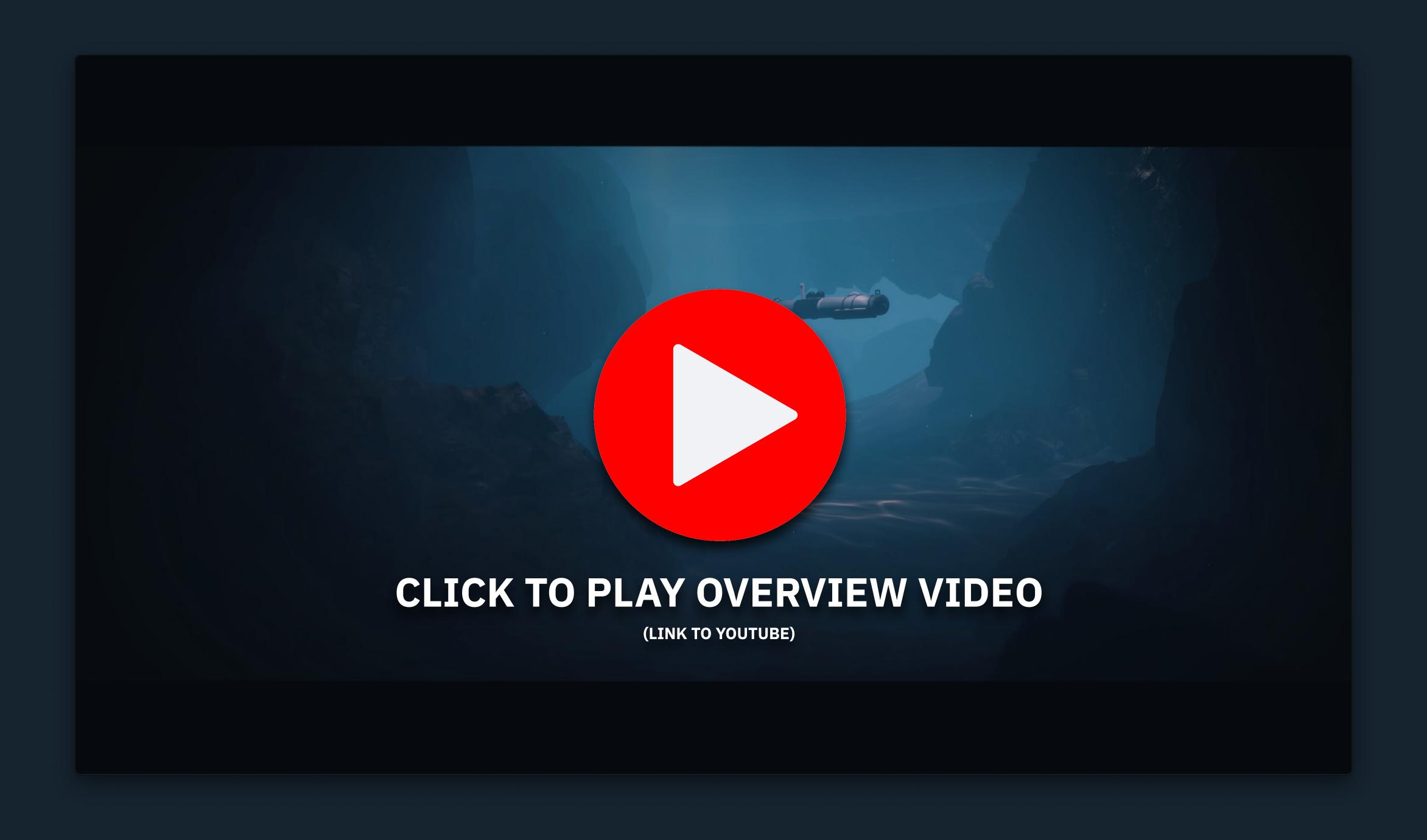
This 2023 Investor Day presentation contains non-GAAP financial measures ("NGFMs") within the meaning of Regulation G promulgated by the SEC, including segment operating margin, adjusted free cash flow, organic revenue and debt leverage and each of which is defined in the most recent earnings materials available on the L3Harris investor relations website. A NGFM is generally defined as a numerical measure of a company's historical or future performance that excludes or includes amounts, or is subject to adjustments, so as to be different from the most directly comparable measure calculated and presented in accordance with generally accepted accounting principles ("GAAP"). L3Harris management believes that these NGFMs, 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 NGFMs enhance the ability of investors to analyze L3Harris business trends and to understand L3Harris performance. In addition, L3Harris may utilize NGFMs as guides in forecasting, budgeting and long-term planning processes and to measure operating performance for some management compensation purposes. NGFMs should be considered in addition to, and not as a substitute for, or superior to, financial measures presented in accordance with GAAP. In addition, L3Harris may utilize NGFMs as guides in forecasting, budgeting and long-term planning processes and to measure operating performance for some management compensation purposes.

A reconciliation of debt leverage for 3Q23 is available in the most recent earnings materials on the L3Harris investor relations website and furnished with the SEC. 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, including due to potentially high variability over extended periods through 2026, complexity and low visibility as to the applicable adjustments and other amounts, which may, or could, have a disproportionately positive or negative impact on the company's future GAAP results, such as the integration of TDL and AR and costs associated with LHX NeXt on our results and other potential business divestiture-related gains and losses, and other unusual gains and losses, or their probable significance and extent of tax deductibility. The variability of the applicable adjustments and other amounts may have a significant, unpredictable impact on our future GAAP results.

AGENDA



9:00 am	Welcome	Mark Kratz Vice President, Investor Relations Chris Kubasik Chair and Chief Executive Officer		
) Executive Overview			
	Aerojet Rocketdyne	Ross Niebergall President		
	> Space & Airborne Systems	Ed Zoiss President		
~ 10:30 am	> Break (~15 min)			
) Integrated Mission Systems	Jon Rambeau President		
	> Communication Systems	Sam Mehta President		
	> Financials & Closing Remarks	Chris Kubasik Chair and Chief Executive Officer		
~ 11:45 am	> Q&A Session (~45 min)			



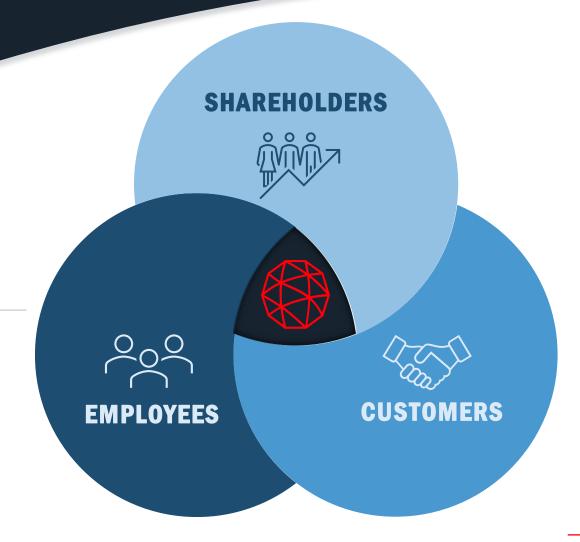


MOTIVATED BY OUR MISSION, DELIVERING FOR OUR STAKEHOLDERS



OUR MISSION

Rapidly deliver resilient, innovative and disruptive solutions by listening to our customers, knowing the threats and partnering for speed.



WHY L3HARRIS: BUILDING UP THE FOUNDATIONAL LAYERS TO DRIVE SHAREHOLDER VALUE



CAPITAL DEPLOYMENT

DELIVER AND RETURN FREE CASH FLOW TO SHAREHOLDERS

MARGIN EXPANSION

RELENTLESS FOCUS ON OPERATIONAL EXCELLENCE AND ENTERPRISE EFFICIENCY

GROWTH

TRUSTED DISRUPTOR STRATEGY IN ACTION

PORTFOLIO

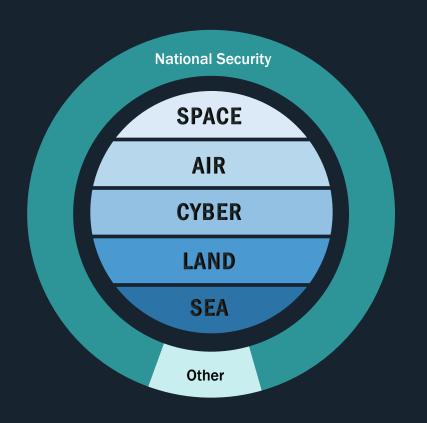
PORTFOLIO FOCUSED ON NATIONAL SECURITY AND TECHNOLOGY

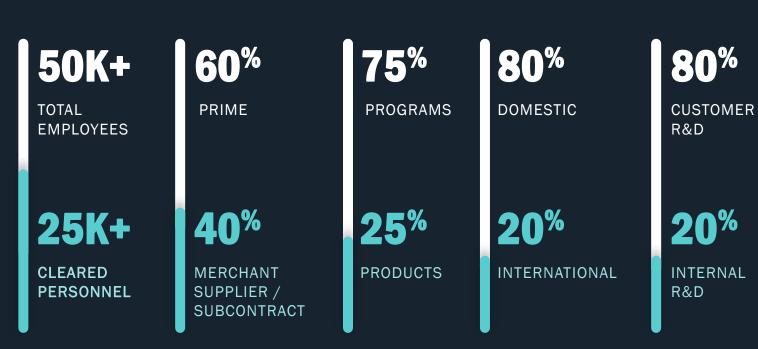
TALENT

EXPERIENCED LEADERSHIP TEAM

L3HARRIS TODAY







DIFFERENTIATED. TRUSTED. DISRUPTIVE. AGILE. INNOVATIVE.

Space & Airborne Systems (SAS)



DOMAINS:







Integrated Mission Systems (IMS)



DOMAINS:







Communication Systems (CS)



DOMAINS:













DOMAINS:



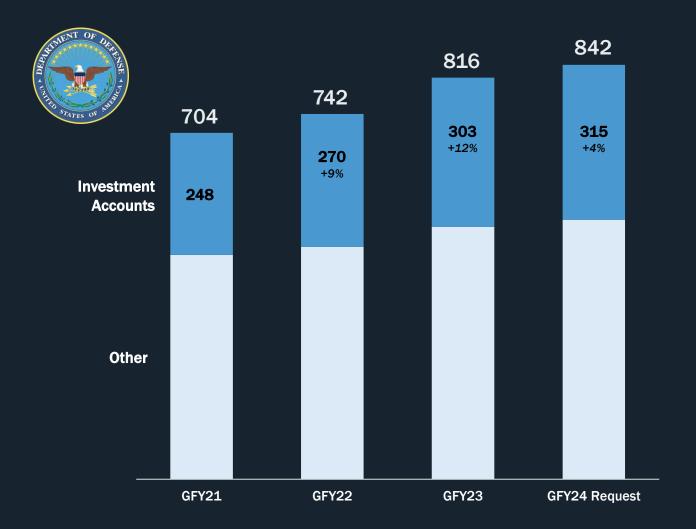






RISING DEFENSE BUDGETS TO ADDRESS HEIGHTENED GLOBAL THREAT ENVIRONMENT





- Geopolitical environment increasingly complex, driving increased defense spending
- Continued focus on developing advanced capabilities, while balancing affordability
- Future Year Defense Plan (FYDP) is growing in key areas aligned with LHX portfolio offerings, with additional opportunities from:
 - Department of Defense (DoD) supplementals
 - Increasing international defense spending

INTERNATIONAL GROWTH



DEMAND FOR L3HARRIS CAPABILITIES...

Aircraft Missionization



Soldier Modernization & Resilient Communications



Fighter Upgrades & Platform Expansion



Maritime Platform Expansion





PORTFOLIO SHAPING TO NATIONAL SECURITY-FOCUSED COMPANY



Core

Non-Core

+ 2020-23

Captured Value and Focused Businesses on the Core

Core

Non-Core

- ✓ Achieved \$660M in cost savings
- ✓ Divested 10 non-core assets for \$2.9B in proceeds
- Acquired Tactical Data Links and Aerojet Rocketdyne

+ 2024+

Focusing the Portfolio for Value Creation

- > Execute strategic alternatives for non-core assets
- Capture Aerojet Rocketdyne synergies
- > Drive organic growth
- Deliver LHX NeXt savings to expand margins

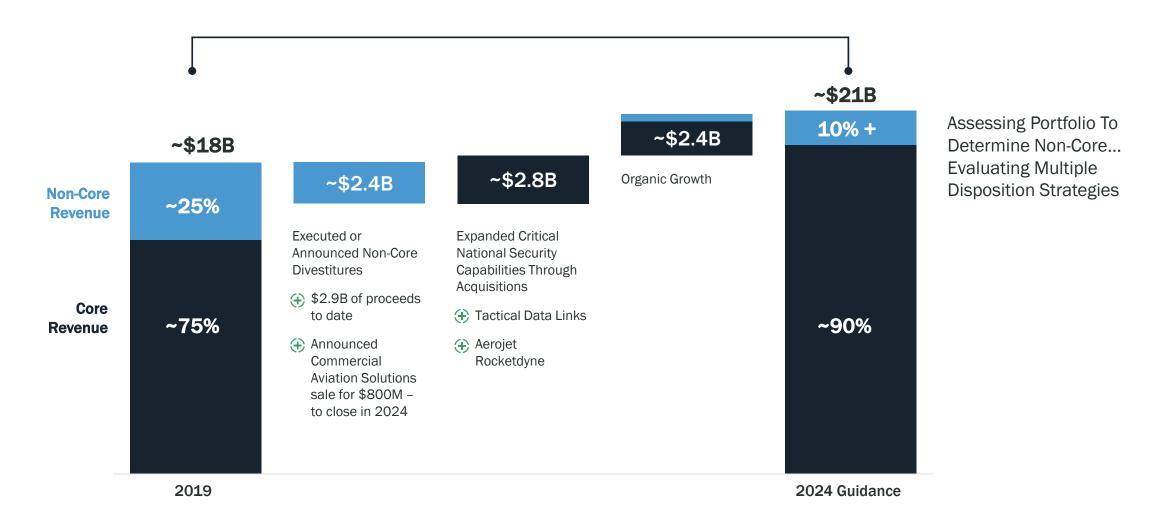
(+) 2019

Introduced L3Harris

- ✓ Combined mid-sized peers
- Established as a competitive alternative
- ✓ Focused on synergies

TRANSFORMING \$18B OF POST-MERGER REVENUE INTO CORE





TACTICAL DATA LINKS ACQUISITION





Improves Combined Joint All-Domain Command & Control (CJADC2) capability



Gained immediate access to Link 16 waveform, platforms and prime contracts



Provides path to
Advanced Tactical Data
Links for future,
integrated solutions



Expanded defenseoriented commercial models across domains



Strong revenue growth and margin profile

RECENT MARKET DYNAMICS:

- Over 20,000 Link 16 systems deployed across air, ground, sea and space
- Expanding market requires interoperability with existing platforms
- Space as a warfighting domain to benefit from Link 16 utility

COMPLETING THE INTEGRATION:

- Integration ahead of schedule and on budget
- Leveraging supply chain expertise to improve profitability
- Already delivering results and building record backlog

AEROJET ROCKETDYNE ACQUISITION





Established L3Harris as a go-to rocket motor merchant supplier



Expanded capabilities in weapons and space, two high-growth markets



Enhanced revenue visibility with long-term backlog



Gained access to >50% of possible content on U.S. Missile programs



Accretive in near-term

RECENT MARKET DYNAMICS:

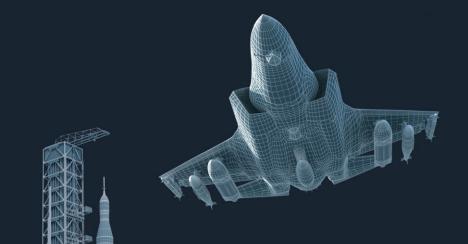
- \$215M benefit from Defense Production Act (DPA) to enhance capacity
- Increased demand for missiles driven by Ukraine, Israel and potential peer threat conflict
- Budgets have incrementally increased

IN 4+ MONTHS SINCE COMPLETING THE TRANSACTION:

- Deployed new leadership team
- Reallocating investments to modernize operations and enhance execution
- On track to realize in excess of \$50M in cost synergies

IMPERATIVES





PERFORM

Execute on time and on plan

GROW

Focus on profitable growth

INNOVATE

Leverage technology & agility as a competitive advantage

> IMPERATIVE: PERFORM



RELENTLESS FOCUS ON OPERATIONAL PERFORMANCE



- Core to L3Harris' culture
- Enduring approach to delivering value for customers and partners
- Empowering teams to be efficient, innovative and entrepreneurial
- \varTheta 🛮 Bottom-up approach



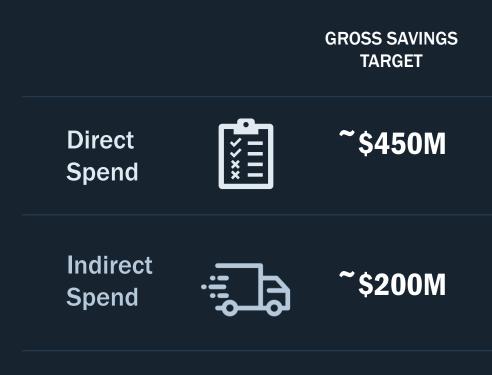
- Next phase of L3Harris integration
- Targeted 3-year program to achieve cost savings
- Delivering operational efficiencies by leveraging scale and relationships across segments
- Top-down approach

> IMPERATIVE: PERFORM



INCREASED LHX NEXT TARGET TO ~\$1B



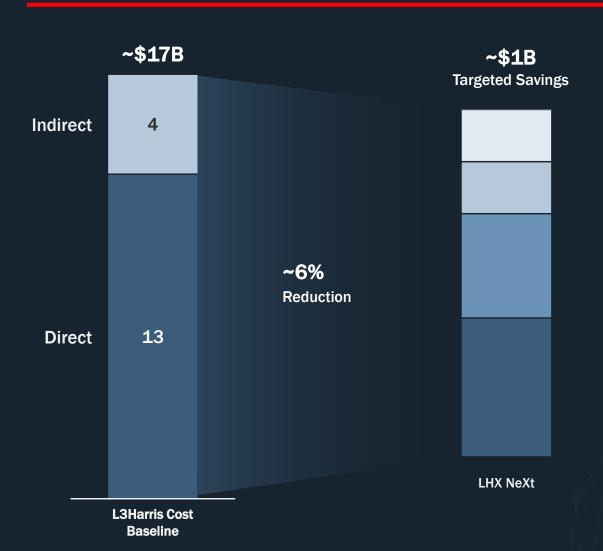


Workforce % ~\$350M

> IMPERATIVE: PERFORM



LHX NEXT INITIATIVES DRIVING ~6% COST REDUCTION



Infrastructure

- Rationalize facilities from 275 to 200
- Standardize ERP reduce entities 50%
- Consolidate IT data centers <u>98% from 85 to 2</u>
- Reduce IT application portfolio and spend by <u>25%</u>

Indirect Procurement

• Outsource vendor management to realize <u>~5%</u> indirect spend reduction

Labor & Function Optimization

 Optimize indirect labor <u>15-20%</u> through organizational redesign and adoption of AI tools

Direct Material & Subcontracts

• Reduce supplier spend <u>~8%</u> through rationalization & inflation claw back

> IMPERATIVE: GROW



PRIORITIZING PROFITABLE GROWTH

- Deliver solutions across the value chain
- Increase share of platform mission content
- Partner early with customers
- Integrate strategic acquisitions
- Expand in prioritized attractive markets

U.S. DOD MAJOR GROWTH AREAS

SPACE

Growth in space as a warfighting domain, especially in missile warning / missile defense; growth in civil due to weather re-cap

MISSILES & MUNITIONS

Acquisition of Aerojet Rocketdyne provides content on most major missile programs, and opportunity to grow into new programs

INTELLIGENCE

Investment continues to be in focus across all domains and customer sets; pockets of high growth exist

> IMPERATIVE: INNOVATE



DRIVING INNOVATION

\$500M
ANNUAL
INTERNAL R&D

\$2B
ANNUAL
CUSTOMER R&D

25
INNOVATION
COLLABORATIONS

MAJOR FOCUS AREAS

Resilient Networking & Communications

Multi-Domain Autonomy & Al

Kinetic & Non- Kinetic Effects

Spectrum & Information Dominance

EXPERIENCED LEADERSHIP TEAM



CHRIS KUBASIK

Chair and Chief Executive Officer

➤ Joined in 2015*

30+ years A&D



KEN BEDINGFIELD

Senior Vice President and Chief Financial Officer

> Joined in 2023

25+ years A&D



BYRON GREEN

Vice President, Global Operations

> Joined in 2019

30+ years Industrial Manufacturing



TANIA HANNA

Vice President, Government Relations and Communications

> Joined in 2003*

20+ years A&D



KIM MACKENROTH

Vice President and Chief Information Officer

> Joined in 2023

25+ years A&D



SAM MEHTA

President, Communication Systems

> Joined in 2023

20+ years A&D



SCOTT MIKUEN

Senior Vice President, General Counsel and Secretary

> Joined in 1996*

25+ years A&D



ROSS NIEBERGALL

President, Aerojet Rocketdyne

Joined in 2017*

20+ years A&D



MELANIE RAKITA

Vice President and Chief Human Resources Officer

> Joined in 2015*

20+ years A&D



JON RAMBEAU

President, Integrated Mission Systems

> Joined in 2022

25+ years A&D



SEAN STACKLEY

Senior Vice President, Strategy, Growth and Technology

> Joined in 2017*

30+ years U.S. Government



ED ZOISS

President, Space and Airborne Systems

> Joined in 1994*

25+ years A&D

UNIQUE, DIVERSE EXPERIENCE

BOARD OF DIRECTORS





CHRISTOPHER E. KUBASIK Chair





ROGER B. FRADIN Independent Director



KIRK S. **HACHIGIAN** Independent Director



SWANSON Independent Director



JOANNA L.

GERAGHTY

RITA S.

LANE

Independent Director

Independent Director

CHRISTINA L. ZAMARRO

Independent Director

SALLIE B. BAILEY Independent Director



CHIARELLI **Independent Director**



THOMAS A. **DATTILO** Independent Director



ROBERT B.

Independent Director

MILLARD

HARRY B. HARRIS, JR.



Independent Director



LEWIS HAY III Independent Director

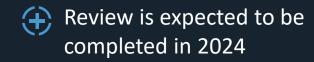


EDWARD A. RICE, JR. Independent Director

AD HOC BUSINESS REVIEW COMMITTEE







levers



ROGER B. FRADIN Co-Chair



WILLIAM H. **SWANSON** Co-Chair



KIRK S. **HACHIGIAN** Member



RITA S. LANE Member

Joined the board after December 2021

25

CAPITAL DEPLOYMENT PRIORITIES



> INVEST IN THE BUSINESS

Consistent R&D and Capital Expenditures

DEBT PAYDOWN

Achieve Leverage of < 3.0x

RETURN EXCESS CASH

- Annual Dividend Increases
- Share Repurchases

WHAT YOU WILL HEAR TODAY



Differentiated from peers as the Trusted Disruptor

Relentless focus on operational excellence and enterprise efficiency

Clear financial objectives and capital deployment strategy to drive shareholder value



ROSS NIEBERGALL

President, Aerojet Rocketdyne



KEY MESSAGES



- L3Harris will grow Aerojet Rocketdyne as a trusted merchant supplier
- Aerojet Rocketdyne drives pull through of L3Harris capabilities
- Secured positions on next generation franchises
- Improved execution on core franchises will drive top-line growth and margins
- Demand continues to grow with Ukraine and Israel conflicts, as well as peer threats

AEROJET ROCKETDYNE

Designing and producing a full range of propulsion and power solutions across space and missile systems. Trusted merchant supplier to the primes for franchise programs.



\$1B+

2023 REVENUE

2023 SEGMENT MARGIN



25%

PRIME



75%

SUB

60%

FIXED PRICE



40%

COST PLUS



\$6B+

ROBUST BACKLOG



50%

OF PROPULSION
ON DOMESTIC MISSILES



80%

SOLE SOURCE POSITION

DRIVING INNOVATION FOR PROPULSION SOLUTIONS



SPACE MISSILES

LAUNCH PROPULSION



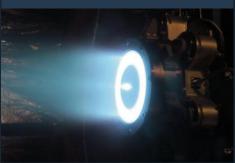
First stage RS-25 and upper stage RL10 rocket engines



IN-SPACE PROPULSION & POWER



Chemical, electrical and nuclear thrusters and power systems



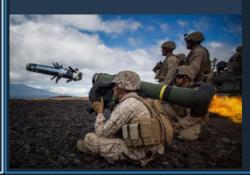
TACTICAL MISSILES







Propulsion for tactical weapons, like Javelin, GMLRS and hypersonics



AIR & MISSILE DEFENSE







Propulsion for Patriot missiles, Standard Missile and THAAD



STRATEGIC DETERRENCE







Propulsion for Trident missile and Sentinel



INVESTMENT IN SPACE NOW DELIVERING MEANINGFUL GROWTH OPPORTUNITIES AND SOLID MARGINS



Next generation of heavy lift space launch provides multi-year pipeline for rocket engines and propulsion system

+ NASA SPACE LAUNCH SYSTEM

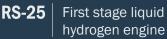


Supports Artemis moon landing and deep space exploration

- On contract for 9 launches
- 40+ propulsion systems per launch

Trusted and reliable franchises







.10 Upper stage liquid hydrogen engine

+ ULA VULCAN



Supports national security and commercial launch, like Kuiper

- On contract for 35+ launches
- 150 engines in backlog

Next Generation Franchise

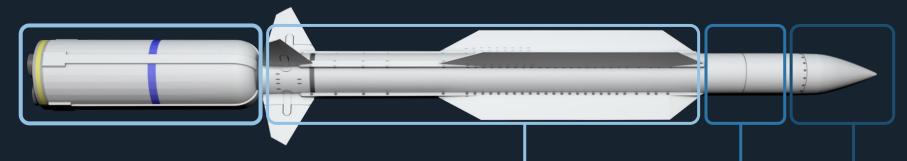


RL10C-X Additively manufactured RL10 with improved performance

OPPORTUNITY TO CAPTURE SUBSTANTIAL VALUE IN MISSILES



- > Aerojet Rocketdyne captures ~20% of total cost of every missile it is on
- > Aerojet Rocketdyne + L3Harris can address 50%+ of the content on every missile program
- > Positioned as trusted merchant supplier across the value chain



	Structure	Controls and Subsystems	Propulsion	Datalinks and Guidance	Kinetic Effect
Estimated % of missile cost	~10-20%	~5-15%	~10-30%	~15-30%	~20-30%
Estimated market size	\$5B	\$2B	\$5B	\$6B	\$6B









L3HARRIS IS MERCHANT SUPPLIER FOR MAJORITY OF FIELDED DOMESTIC MISSILES



- > Aerojet Rocketdyne + L3Harris is on 75%+ of all domestic missiles currently fielded
- > Complementary capabilities better position L3Harris to pursue new missile programs
- > New missile programs are infrequent, but last decades when they enter production





POSITIONED FOR FUTURE GROWTH WITH NEW GENERATIONAL PROGRAMS

> WINNING NEW FRANCHISE PROGRAMS WITH INNOVATIVE DESIGNS

BALANCED PORTFOLIO ACROSS PRODUCTION BACKLOG AND NEXT GENERATION ON-RAMPS

- Re-entering large motor market with Sentinel and Next Generation Interceptor
- Developing advanced airlaunched missile propulsion
- Competing for Long Range Maneuverable Fires to extend HIMARS strike range
- Expanding position in torpedo market with advanced propulsion system



HIMARS – High Mobility Artillery Rocket System

MULTIPLE LEVERS TO IMPROVE OPERATIONS AND EXPAND MARGINS



LHXNEXT

- Reallocate segment R&D 4x for manufacturing modernization
- Reallocate segment capital 2x for facility improvement



- Additive manufacturing to reduce costs by up to 75% in certain areas
- 10x investment in suppliers to increase capacity

PROGRAM EXECUTION

- Injected missile prime experience into leadership
- **Establishing Centers of Excellence**
- Increased bid rigor

COMBINED EFFORTS ANTICIPATED TO DELIVER > 100 BPS MARGIN EXPANSION BY 2026

L3HARRIS Investor Day 2023 R&D - Research and Development

> STANDARD MISSILE-6 (SM-6) CASE STUDY:



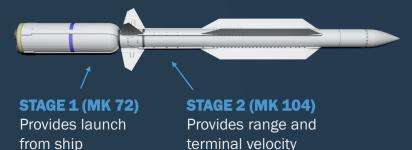
IMPROVING PRODUCTION RATES AND ON-TIME DELIVERY

SM-6 IS A SHIP LAUNCHED, MULTI-MISSION MISSILE



- > Anti-air warfare
- > Ballistic missile defense
- > Anti-surface warfare

AEROJET ROCKETDYNE PROVIDES SOLID ROCKET MOTORS





SOLID ROCKET MOTOR

- **1** Ignitor
- 2 Propellant
- 3 Nozzle
- 4 Case

- > PARTNERING WITH SUPPLIERS
 TO ADDRESS CRITICAL COMPONENTS
 - Surging on-site resources
 - Investing to increase capacity
 - Expanding to dual sources

DOUBLING PRODUCTION CAPACITY WITH ADDITIONAL SURGE CAPABILITY

MODERNIZING MANUFACTURING FACILITIES TO IMPROVE CAPACITY

DEFENSE PRODUCTION ACT TITLE III

Strengthen Supply Chain for Solid Rocket Motors







GMLRS

Stinger Javelin

- > Cooperative agreement for \$215M to modernize production
- > Expand and upgrade Aerojet Rocketdyne's facilities

APPLY L3HARRIS OPERATING SYSTEM AND DPA TITLE III TO MODERNIZE AEROJET ROCKETDYNE ENTERPRISE





Purpose-Built Facilities

for efficient operations and expanded production capacity



Digital Factory

with centers of excellence for inerts and energetics



DPA – Defense Production Act. **GMLRS** – Guided Multiple Launch Rocket System

NEW
PURPOSE-BUILT
FACILITIES

Optimizing facilities across the enterprise

MODERNIZE EQUIPMENT



CLICK TO PLAY MODERNIZED ARCH MANUFACTURING FACILITIES VIDEO

(LINK TO YOUTUBE)

L3HARRIS POSITIONING AEROJET ROCKETDYNE FOR SUCCESS



WHAT L3HARRIS BRINGS TO AEROJET ROCKETDYNE

- Opportunity to scale
- Enhanced operating system and operational excellence programs
- Enterprise-wide, best-in-class resources and talent
- Differentiated customer influence

IN 4+ MONTHS SINCE CLOSE WE HAVE...

- Created a world-class leadership team, steeped in missiles and munitions
- > Submitted 100+ proposals worth ~\$5B
- Developed an international strategy – signing a teaming agreement for co-production in Australia

- Re-directed investments to focus on operational excellence
- Shored up sub-tier suppliers with L3Harris expertise
- > Engaged employees and reduced attrition

KEY MESSAGES



- L3Harris will grow Aerojet Rocketdyne as a trusted merchant supplier
- Aerojet Rocketdyne drives pull through of L3Harris capabilities
- Secured positions on next generation franchises
- Improved execution on core franchises will drive top-line growth and margins
- Demand continues to grow with Ukraine and Israel conflicts, as well as peer threats



ED ZOISS

President, Space and Airborne Systems



KEY MESSAGES



- Build on success of Trusted Disruptor strategy
- Continue growing as a prime mission provider in next-generation architectures
- Expand on **new prime wins** in missile defense, weather, Position Navigation and Timing, and trusted microelectronics
- Drive margin expansion following period of space prime market entry investment

4. Address Investor Day 2023

SPACE AND AIRBORNE SYSTEMS

Provider of full-mission solutions and top-tier major weapons systems capabilities in the space, airborne and cyber domains.



2023 REVENUE*

2023 SEGMENT

MARGIN*

60%

PRIME



40%

SUB

60%

FIXED PRICE



40%

COST PLUS

90%

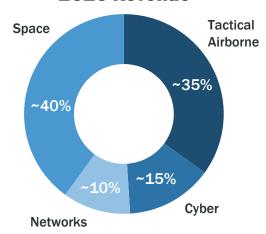
DOMESTIC



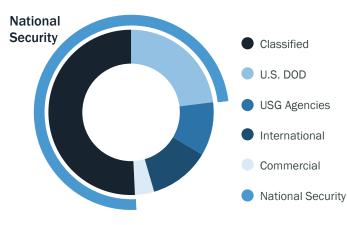
10%

INTERNATIONAL

2023 Revenue



2023 Revenue by Customer



L3HARRIS Investor Day 2023 *Revenue and margin figures represent 2023 guidance, rounded for presentation

BUILDING UPON LEGACY OF RELIABLE AND TRUSTED PERFORMANCE



AIR



- > Mission Processors
- > Electronic Warfare
- Suspension & Release Equipment
- > Multi-Function Apertures



STABLE REVENUE STREAM

SPACE



- > Surveillance
- > Global Positioning
- > Civil Weather
- Missile Warning / Missile Defense



GROWTH DRIVER

CYBER



- > Classified
- > Information Assurance
- Advanced RF Solutions for Special Applications
- > Trusted Microelectronics



GROWTH DRIVER

→ AIR



KEY INDUSTRY PLAYER IN GENERATIONAL CHANGES TO SURVIVE CONTESTED ENVIRONMENTS

Modernizing Key In-Service Platforms

- > Maintaining relevance for the future fight
- > Technology refreshes moving into production
- > \$12B of future production opportunity



Participating in Next-Generation Platforms

- > High-performance mission systems
- > Longer term time horizon
- > Multi-billion dollar future production opportunity



PROCESSORS - SENSORS - ANTENNAS - DISPLAYS - WEAPONS RELEASE

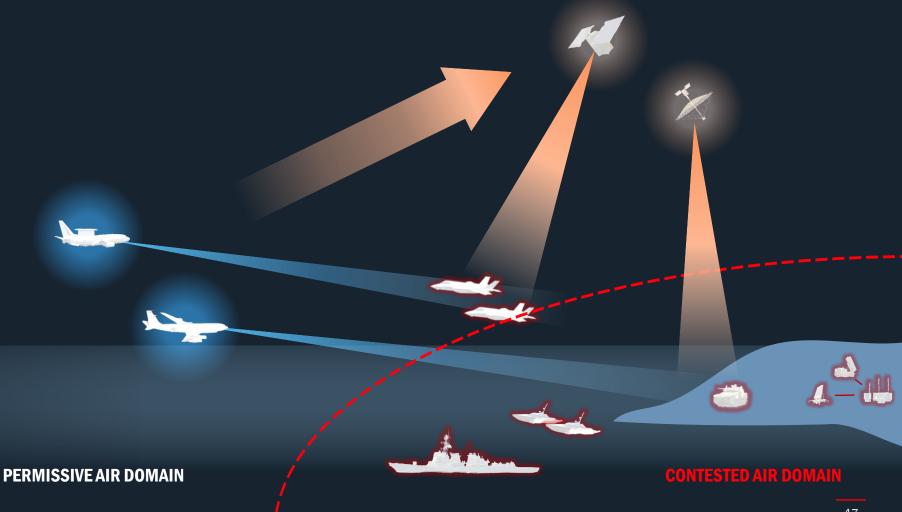
> SPACE



INTEGRATING AIRBORNE MISSIONS INTO SPACE DOMAIN

Space Provides

- > Access to denied areas
- > 24 x 7 Persistence
- > Faster capability insertion
- > Lower support cost
- > Opening opportunities for L3Harris to prime

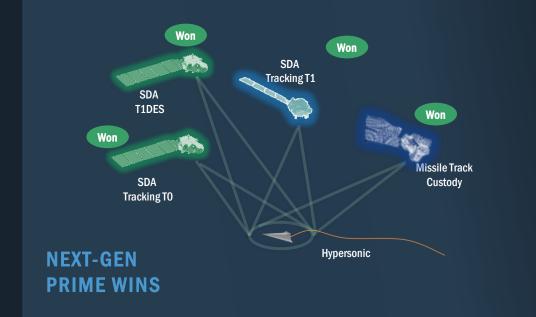




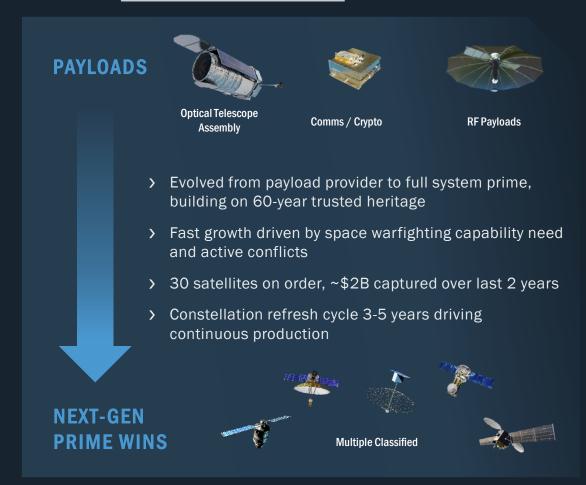
MISSION EXPERTISE DISRUPTING MARKET...

NEXT-GEN MISSILE DEFENSE

- New market entry for L3Harris into the fast-growing Space sector
- > 20 satellites on order, \$1B+ captured over last 2 years
- > Constellation refresh cycle 3-5 years driving continuous production



NEXT-GEN SURVEILLANCE SYSTEMS





...AND MEETING CUSTOMERS' CURRENT AND FUTURE NEEDS

NEXT-GEN POSITION, NAVIGATION & TIMING

PAYLOADS



Mission **Data Unit**



Transmitter Electronics

- > Evolved from payload provider to full system prime, building on 50-year trusted heritage
- > Delivered innovative, software-defined technology to the USAF
- > Now the foundational system for future procurements

NEXT-GEN PRIME WINS



NEXT-GEN CIVIL WEATHER

PAYLOADS



Advanced Baseline Imager (ABI)



Cross-Track Infrared Sounder (CrIS)

- > Provider of 2/3 of the world's weather products, building on 55-year trusted heritage
- > Climate change driving global need to improve weather forecasting
- > Secured new prime wins for NOAA Imager & Japan Imager and Sounder

NEXT-GEN PRIME WINS





Himawari-10

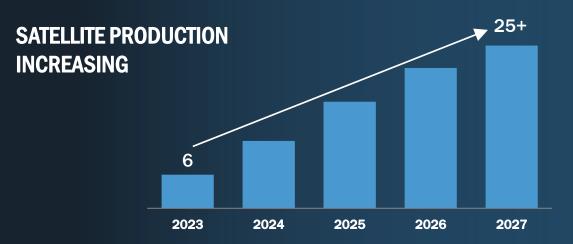
GEOXO Imager Imager Sounder

49

> SPACE



SCALING FOR GROWTH TO MEET ENDURING NEED IN SPACE



STATE-OF-THE-ART SPACE FACILITY EXPANSIONS

Indiana



- > Missile defense and weather
- Infrared sensor production

Florida



- > Space Vehicle integration
- > Top Secret, Secret and Unclassified

- 50+ satellites under contract since merger
- New satellite architecture driving stable marketplace for continuous production
- New competitive prime awards valued at >\$4B over last 2 years
- Record backlog in space



ENSURING THE SUPPLY OF TRUSTED CHIPS FOR NATIONAL SECURITY NEEDS

New Secure
Microelectronics
Moving Into
Production

\$52B CHIPS & Science Act

\$6B in DoD Microelectronics Investments

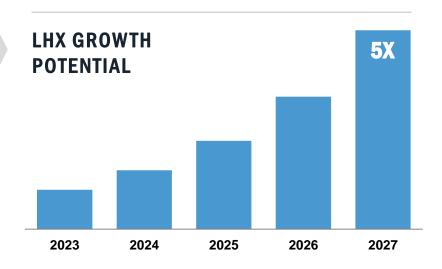
- > Unique secure fabrication facility
- > 100k sq. ft. production
- > Customers leading majority investment





Need for Trusted Foundry Driving Significant Growth

Applied technologies and facilities to execute wide range of secure missions



MULTIPLE LEVERS TO IMPROVE OPERATIONS AND EXPAND MARGINS



LHXNEXT

- Optimizing functional organization support
- Triving structural efficiencies
- Rationalizing supply chain



- Advanced program tools & automated workflows
- (+) Implemented real-time performance dashboards
- Automated metrics& analytics

PROGRAM EXECUTION

- No bidding Fixed Price contracts with highrisk exposure
- Incorporating increased bid rigor and inflation adjustments into new contracts
- Growing prime capabilities
- Stabilized workforce attrition

COMBINED EFFORTS ANTICIPATED TO DELIVER > 100 BPS MARGIN EXPANSION BY 2026

KEY MESSAGES



- Build on success of Trusted Disruptor strategy
- Continue growing as a prime mission provider in next-generation architectures
- Expand on **new prime wins** in missile defense, weather, Position Navigation and Timing, and trusted microelectronics
- Drive margin expansion following period of space prime market entry investment





JON RAMBEAU

President, Integrated Mission Systems



KEY MESSAGES





- Scale and extend specialized mission capabilities across domains
- Deliver differentiated prime integration capability through technology depth
- Focused on profitable growth to expand margins

INTEGRATED MISSION SYSTEMS

Industry-leading mission capabilities provider and prime mission systems integrator for air and sea domains.

> FAST. FACTS.

\$7B

2023 REVENUE*



11%+

2023 SEGMENT MARGIN*

60%

PRIME



40%

SUB

75%

FIXED PRICE



25%

COST PLUS

75%

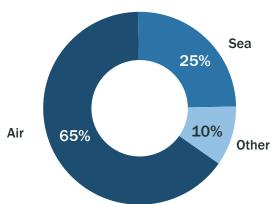
DOMESTIC



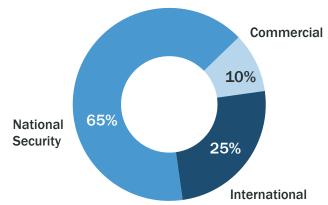
25%

INTERNATIONAL

2023 Revenue



2023 Revenue by Customer



*Revenue and margin figures represent 2023 guidance, rounded for presentation with the inclusion of CAS

DELIVERING DIFFERENTIATED AIR AND SEA MISSION CAPABILITIES



AIR



- > Air Platform Integration
- > Passive Sensing & Targeting
- > Electronic Attack
- Classified



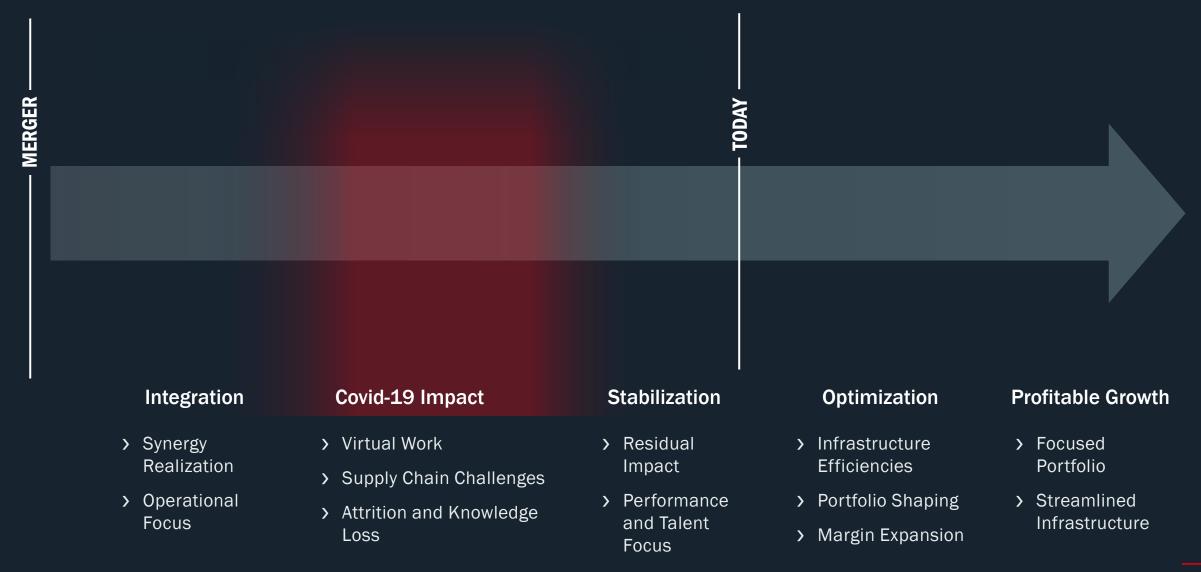
SEA



- > Passive Sensing & Targeting
- > Autonomy & Manned/Unmanned
- > Power & Communications
- > Undersea Networks
- Classified



FOCUSED ON PROFITABLE GROWTH



MULTIPLE LEVERS TO IMPROVE OPERATIONS AND EXPAND MARGINS



LHXNEXT

- Simplifying business systems
- Reducing footprint
- Shaping portfolio



- Harmonizing functional processes
- Improving supply chain resiliency
- Streamlining procedures

PROGRAM EXECUTION

- Revised delegations
- Strengthened program controls
- Expanding independent bid reviews

COMBINED EFFORTS ANTICIPATED TO DELIVER > 100 BPS MARGIN EXPANSION BY 2026

DISCIPLINED PLAN DRIVES GROWTH





BUSINESS OPTIMIZATION



ACCRETIVE GROWTH

Category		Trusted Disruptor in Action		Timing
		FROM	то	
AIR	Airborne ISR	Large Platforms	→ Business Jets	NEAR-TERM HORIZON
SEA	Sensing & Targeting	Radar —————	→ Hybrid	MID-TERM HORIZON
	Maritime Platforms	Fully-Manned Platforms	Manned/ → Unmanned Teaming	MID-TERM HORIZON

STRONG CUSTOMER PARTNERSHIPS AND \$8B BACKLOG SUPPORT REVENUE AND MARGIN EXPANSION





Foundational Air Force and USSOCOM Partnerships Deliver Consistent Annual Revenue







Naval Ship Systems and Acoustics Foundation Opens Door for Disruptive Growth





Growing Army Partnership Expands Airborne Sensing Opportunities





50%+ STEADY REVENUE



DELIVERING THE WORLD'S BEST SPECIAL MISSION CAPABILITIES TO THE US AIR FORCE FOR DECADES





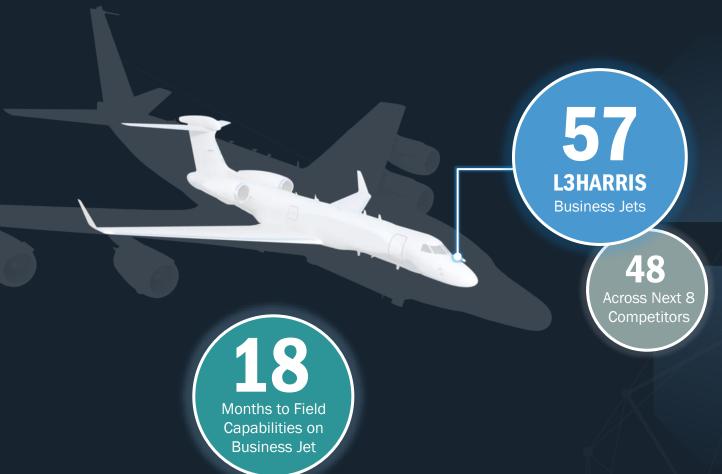
LEADING SPECIAL
MISSION CAPABILITIES
TODAY

Years of Sensing and Targeting Experience

- Industry-leading DoD signals intelligence
- The missioncritical link for all air combat

TRANSITIONING SPECIAL MISSION CAPABILITIES TO NEW PLATFORMS AND CUSTOMERS





LEADING SPECIAL
MISSION CAPABILITIES
TODAY

- Industry-leading DoD signals intelligence
- The mission-critical link for all air combat

ADVANCING
CAPABILITIES FOR THE
MISSIONS
OF TOMORROW

- Extending to smaller, agile, more affordable platforms (agnostic)
- > Unlocking new domestic and international growth

UNIQUELY ALIGNED TO NAVAL COMBAT CAPABILITY DISRUPTION





UNMANNED

- We are growing use of unmanned platforms that can greatly enhance our collective maritime domain awareness.
 - Admiral Lisa Franchetti Chief of Naval Operations (Sep 2023)



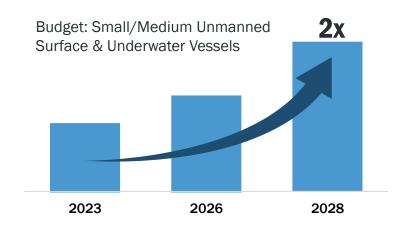
UNMANNED

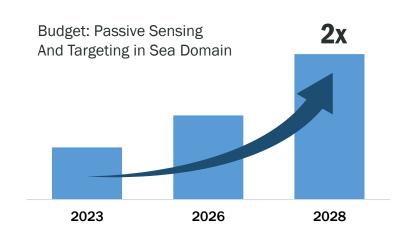
- The Navy has successfully demonstrated Torpedo Tube launch and recovery this year and we intend to employ it next year.
 - > Rear Admiral Rob Gaucher Incoming Commander Submarine Forces (Nov 2023)



PASSIVE SENSING & TARGETING

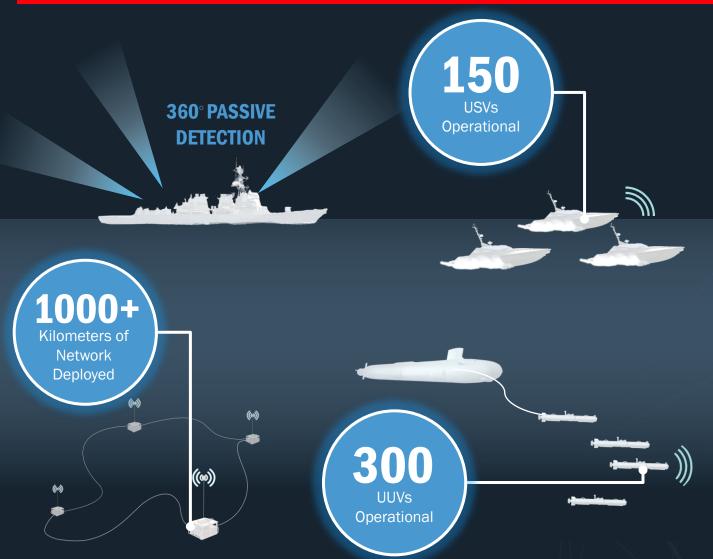
- If the U.S. Navy surface force wants to have the operational flexibility of Distributed Maritime Operations, we have got to augment our approach to targeting with passive sensors, this is a MUST DO.
 - > Rear Admiral Selko Okano
 Program Executive Officer Integrated Warfare Systems (Nov 2023)





LEVERAGING AUTONOMY AND PROVEN SENSING TECHNOLOGY TO DISRUPT SEA DOMAIN





EXTENDING OUR LEADERSHIP POSITION TODAY

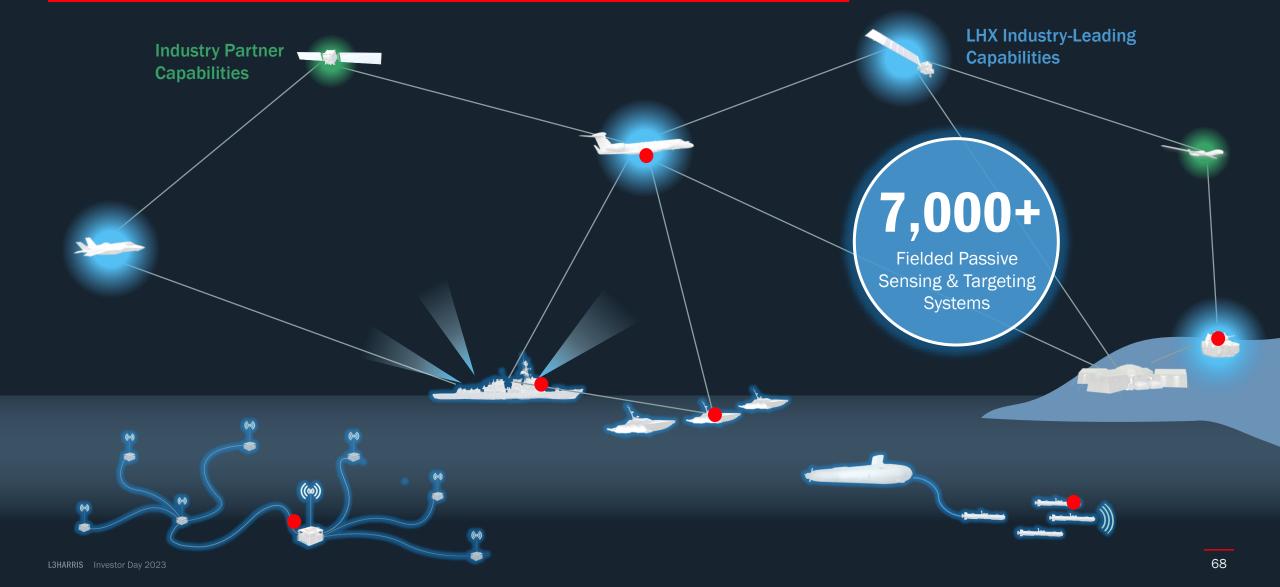
- > 60 years of sensing and targeting experience
- Leading operational autonomy for US, UAE, UK, AUS Navies
- The ONLY successful UUV submarine launch and recovery

INNOVATING FOR THE SOLUTIONS OF TOMORROW

- Extend manned vessel capability with unmanned assets
- > Scale shipboard passive sensing and targeting
- Expand prime positions to integrated surface and undersea warfare franchise

EXPANDING PROVEN TECHNOLOGY ACROSS PLATFORMS DRIVES PROFITABLE GROWTH





TRUSTED DISRUPTOR STRATEGY IN ACTION



57
L3HARRIS
Business Jets

48
Across Next 8
Competitors

Months to Field Capabilities on Business Jet

150
Operational
Unmanned Surface
Vessels

7000+

Fielded Passive Sensing & Targeting Systems

50%+

Steady Revenue 1000+

Kilometers of Undersea Network Deployed

300 Deployed Unmanned

Deployed Unmanned Underwater Vehicles

Years of Sensing and Targeting Experience

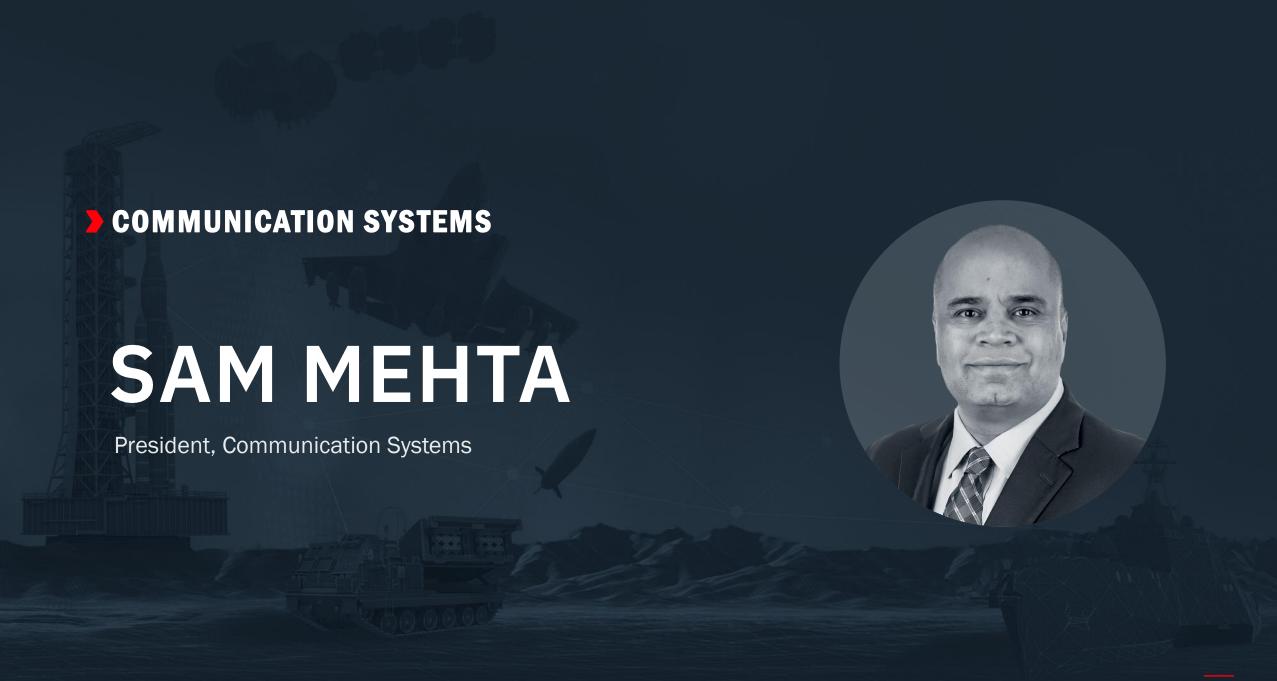
KEY MESSAGES





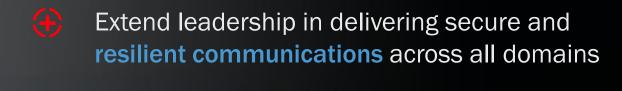
- Scale and extend specialized mission capabilities across domains
- Deliver differentiated prime integration capability through technology depth
- Focused on profitable growth to expand margins

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KEY MESSAGES





Drive value from **Tactical Data Links** (TDL) acquisition

Leverage differentiated business model, technology, and strengthened supply chain

Enable the U.S. and its allies to operate seamlessly across all domains — Combined Joint All Domain Command & Control (CJADC2, DoD directive)

COMMUNICATION SYSTEMS

Leading provider of best-in-class, resilient networks for seamless sensor-to-shooter and CJADC2 connectivity.

L3HARRIS Investor Day 2023





\$5B

2023 REVENUE*



24%

2023 SEGMENT MARGIN*

70%

PRIME



30%

SUB

85%

FIXED PRICE



15%

COST PLUS

70%

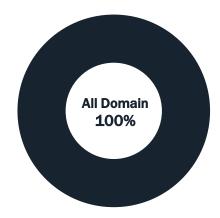
DOMESTIC



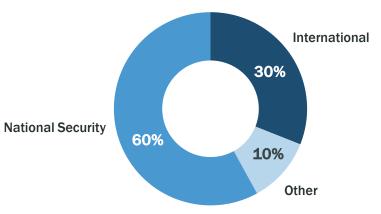
30%

INTERNATIONAL

2023 Revenue



2023 Revenue by Customer



*Revenue and margin figures represent 2023 guidance, rounded for presentation

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UNLOCKING VALUE FROM TDL ACQUISITION



TDL acquisition expands resilient communication and networking capabilities with:

- > Broader end-to-end connectivity across multiple domains
- > Link-16 Space domain entry
- Enhanced CJADC2 networking capabilities



- > Integration ahead of schedule and on budget
- > Completed transition of all 5 product lines to Salt Lake City
- OPTIMIZING BUSINESS TO IMPROVE PROFITABILITY
 - > Reducing product costs and manufacturing hours
 - > Applying supply chain expertise

ALREADY DELIVERING RESULTS

- On track to deliver record quantity of Small Tactical Terminals
- Captured record \$150M Multi-functional Information Distribution System order in 2023
- > Built \$600M+ record backlog

BUILDING RESILIENT & STRATEGIC SUPPLY CHAIN



Survive Covid-19 Impact

- Scarcity of product
- > Supply chain crisis
- Labor shortages
- > Price inflation

Launch Recovery Effort

- Alternate part design
- Increased inventory safety stock
- Deployed resources to suppliers
- Leveraged DPAS (Defense Priority Allocation System)

Stabilize Output

- Initiate strategic relationships
- Proactively design for supply chain
- Continue cost reduction efforts
- > Record backlog

Optimize for Performance & Profit

- Value engineer for cost reduction
- Partner with strategic suppliers
- > Innovate jointly



Reactive, transactional, siloed

Resilient, strategic, differentiated

MULTIPLE LEVERS TO IMPROVE OPERATIONS AND EXPAND MARGINS



LHXNEXT

- Leverage supplier longterm agreements
- Design alternate supply chain parts
- Reduce product manufacturing costs



- Continue realizing streamlined internal business processes
- Gaining labor efficiencies

PROGRAM EXECUTION

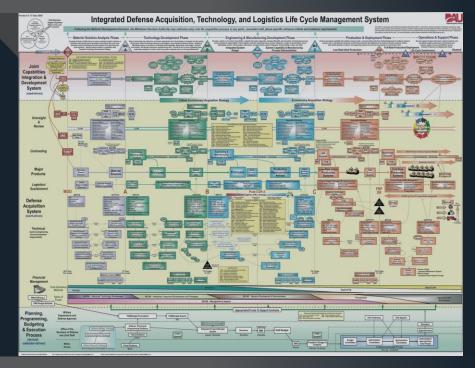
- Price to execute not just win
- Deploy enhanced program execution tools and training

COMBINED EFFORTS ANTICIPATED TO DELIVER > 100 BPS MARGIN EXPANSION BY 2026

INNOVATIVE BUSINESS MODEL ANTICIPATES CUSTOMER NEEDS...



Traditional Model



Complex, Time-Intensive, Disjointed



LARGE DOMESTIC AND INTERNATIONAL INSTALLED BASE



BREADTH OF RADIOS, LINKS, PLATFORMS AND SENSORS









IN 140 COUNTRIES WORLDWIDE



...INNOVATIVE AND DIFFERENTIATED TECHNOLOGY DRIVES ADOPTION





CORNERSTONE OF CJADC2



COMBINED

Interoperability with allied forces

Ø JOINT

Multiple U.S. services

ALL DOMAIN

Linking assets across all 5 domains

⊘ COMMAND & CONTROL

Assured information transmit and receive



KEY MESSAGES





- Drive value from **Tactical Data Links** (TDL) acquisition
- Leverage differentiated business model, technology, and strengthened supply chain
 - Enable the U.S. and its allies to operate seamlessly across all domains Combined Joint All Domain Command & Control (CJADC2, DoD directive)



A SOLID FOUNDATION FOR GROWTH...WITH STRONG 2024...AND MEDIUM-TERM FINANCIAL FRAMEWORK



	2023 Guidance	2024 Outlook	2026 Framework
Revenue	\$19.2B - \$19.4B	~\$21B	\$23B
Segment Operating Margin	~14.8%	~15.0%	16.0%
Free Cash Flow	\$2B+	~\$2.2B	\$2.8B

EXPANDING REVENUE AND MARGIN ACROSS SEGMENTS IN 2024



Segments				Other Information		
	Revenue Guidance	Organic Revenue	Margin	Pension Income	~\$300M ↓	~\$0.45 non-operational EPS headwind
SAS	Low \$7B	•	1	Interest Expense	~\$640M 1	~\$0.45 non-operational EPS headwind
IMS	Mid \$6B ¹	•	•	Tax Rate	Low 13%	
cs	Low-Mid \$5B	•	1	Share Count	Flat – up slightly	Potential opportunistic share repurchases
AR	Mid \$2B	•	•	Cap Ex	~2% sales	

= vs. prior year guidance

2023 (1) Assumed CAS divestiture in 1H24 84

\$32B RECORD BACKLOG AND PORTFOLIO ALIGNMENT TO DRIVE ORGANIC REVENUE GROWTH



AR SAS IMS CS

MISSILES

SPACE

SEA

LAND/ALL

- > Improved execution on core franchises
- Demand from growing conflicts, as well as peer threats
- > Secured positions on new nextgeneration franchises

- Grow prime positions in nextgeneration architectures
- Expand on new prime wins in Missile defense, Weather and Position Navigation and Timing
- > Sensing & Targeting
- Manned / Unmanned teaming

- > Resilient communications
- > Waveform software strategy
- > Installed base upgrades
- > Supplemental opportunities



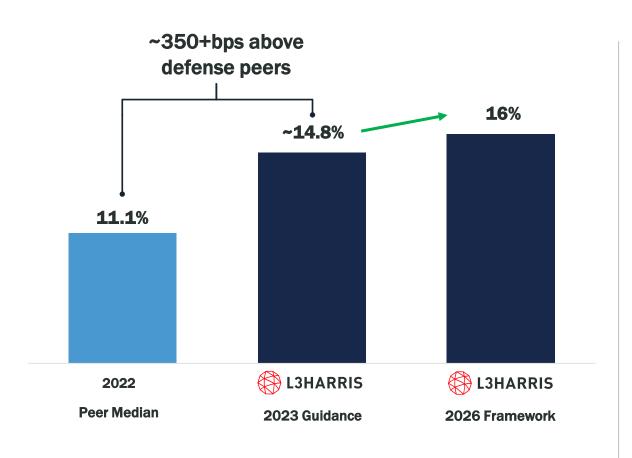
- > Microelectronics
- > Classified, hard to penetrate targets



- > Special mission aircraft
- Expanded product capabilities for domestic and international

2024-2026: OPERATIONAL IMPROVEMENT LEVERS TO DRIVE MARGIN EXPANSION





- National Security focused portfolio to drive organic revenue growth
- All segments anticipated to deliver >100 bps margin expansion by 2026
- **LHX NeXt** delivering operational efficiencies and cost savings
- Focus on **profitable growth** through increased bid rigor

2024-2026: DELIVER ROBUST CUMULATIVE FREE CASH FLOW



SOLID ORGANIC REVENUE GROWTH

MARGIN EXPANSION

BALANCE SHEET EFFICIENCY

~\$7.5B





Cyber

Resilient Communications



Revenue Growth



Operational Improvement



+ LHX NeXt



Revenue Growth Mix



Working Capital



+ Cash Taxes



Cash Interest

SOLID BALANCE SHEET WITH NEAR TERM OPPORTUNITY TO ACHIEVE DEBT LEVERAGE TARGET



BALANCE SHEET SNAPSHOT 1

~\$500M

Cash Balance

~100%

Funded Pension

\$11.5B

Long-Term Debt

\$2.0B

Short-Term Debt

MAINTAINING INVESTMENT GRADE RATINGS

S&P Global

Moody's

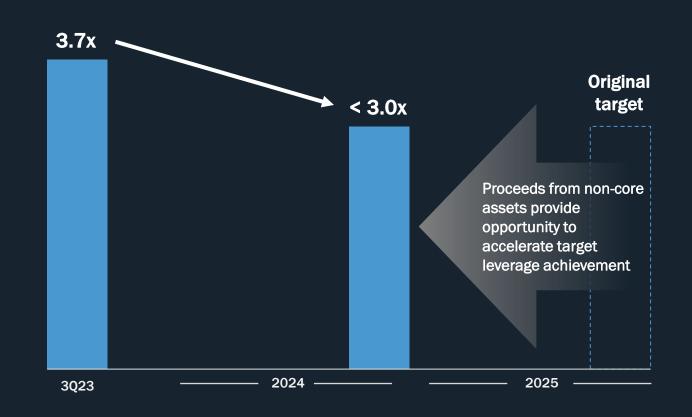
FitchRatings

BBB

Baa2

BBB+

DEBT LEVERAGE TARGET

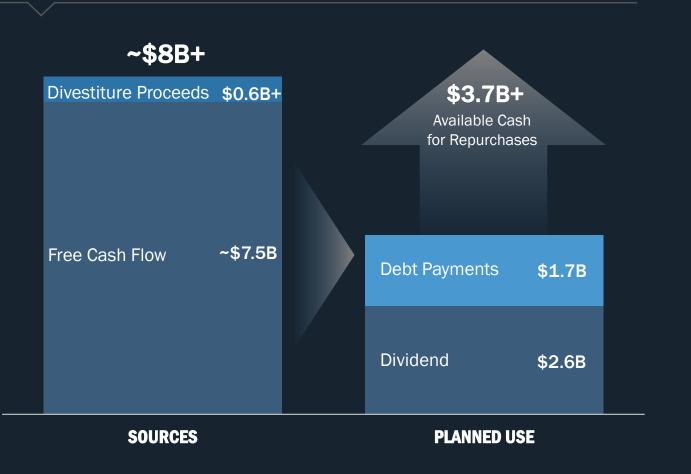


(1) Balances as of 3Q23

CAPITAL DEPLOYMENT PLAN: DELIVER AND RETURN FREE CASH FLOW TO SHAREHOLDERS



2024 - 2026 CAPITAL PLAN



CAPITAL DEPLOYMENT FRAMEWORK

- > Invest in the business
 - Capex: ~2.0% of revenue
- > Pay down debt to < 3.0x
- > Pay cash dividend
 - Increased 22 consecutive years
 - Target payout: 35% 40% of FCF
- > Return 100% excess cash after de-levering
 - \$3.8B repurchase authorization today

2026 FINANCIAL FRAMEWORK





Revenue

\$23B



Margin¹

16%



FCF

\$2.8B

HARRIS Investor Day 2023 (1) Segment Operating Margin









INVESTOR DAY 2023