



Figure 1: GD 1Q Variance Analysis

(Millions of \$USD, except EPS)	2014 1QA	2015 1QE	2015 1QA	Year-over-year Delta % ch		vs. Estimates Delta % ch	
GD Quarterly Variance							
Revenues							
Information Systems & Technology	2,281	2,167	2,370	89	3.9%	203	9.4%
Combat Systems	1,317	1,350	1,363	46	3.5%	13	1.0%
Marine Systems	1,601	1,650	1,943	342	21.4%	293	17.8%
Aerospace	2,125	2,200	2,108	(17)	(0.8%)	(92)	(4.2%)
Resources/Other	0	0	0	0	NM	0	NM
Total	7,324	7,367	7,784	460	6.3%	417	5.7%
Operating Profit							
Information Systems & Technology	183	190	217	34	18.6%	27	14.2%
Combat Systems	136	205	204	68	50.0%	(1)	(0.5%)
Marine Systems	166	170	188	22	13.3%	18	10.6%
Aerospace	404	400	431	27	6.7%	31	7.7%
Resources/Other	(18)	(18)	(13)	5	NM	5	(27.8%)
Segment Operating Profit	871	947	1,027	156	17.9%	80	8.4%
	11.9%	8.7%	13.2%				
Total Other Unallocated	2	0	3	1		3	
Total Operating Profit	873	947	1,030	157	18.0%	83	8.8%
Operating Margin							
Information Systems & Technology	8.0%	8.8%	9.2%	113 bps		39 bps	
Combat Systems	10.3%	15.2%	15.0%	464 bps		(22) bps	
Marine Systems	10.4%	10.3%	9.7%	(69) bps		(63) bps	
Aerospace	19.0%	18.2%	20.4%	143 bps		226 bps	
Resources/Other	NM	NM	NM	NM		NM	
Total	11.9%	12.9%	13.2%	131 bps		38 bps	
Interest Expense, net	22	21	21	(2)	(6.8%)	0	0.0%
Pretax Income	851	927	1,010	159	18.6%	83	9.0%
% Sales	11.6%	12.6%	13.0%				
Taxes	256	283	293	37	14.5%	10	3.7%
Effective tax rate	30.1%	30.5%	29.0%				
Net Income, adjusted	595	644	717	122	20.4%	73	11.3%
% Sales	8.1%	47.7%	9.2%				
One time items, net of tax	0	0	0				
Discont operations	0	0	0				
Net Income, reported	595	644	717	122	20.4%	73	11.3%
EPS, Adjusted	1.71	1.94	2.14	0.43	24.9%	0.20	10.4%
One time items	0.00	0.00	0.00				
EPS, GAAP cont ops	1.71	1.94	2.14	0.43	24.9%	0.20	10.4%
Discont operations	0.00	0.00	0.00				
EPS, Reported	1.71	1.94	2.14	0.43	24.9%	0.20	10.4%
Avg Diluted Shares	347.2	332.0	334.7	(12.5)	(3.6%)	2.7	0.8%

Source: Deutsche Bank, company reports