

Defense News Top 100 for 2010

This list, which reflects 2010 figures, was published July 25, 2011. Revenue figures are in millions of U.S. dollars. Currency conversions for non-U.S. firms calculated using average market conversion rates over each firm's fiscal year to mitigate the effects of currency fluctuations.

| <u>Rank</u> | <u>Company</u> | <u>Leadership</u> | <u>Country</u> | <u>Last Year's Rank</u> | <u>2010 Defense Revenue</u> | <u>2009 Defense Revenue</u> | <u>% defense revenue change</u> | <u>2010 Total Revenue</u> | <u>% of Revenue from Defense</u> |
|-------------|---------------------|--|----------------|-------------------------|-----------------------------|-----------------------------|---------------------------------|---------------------------|----------------------------------|
| 1 | Lockheed Martin | Robert Stevens, Chairman and CEO | U.S. | 1 | 42,800.0 | 42,025.7 | 1.8% | 45,800.0 | 93.4% |
| 2 | BAE Systems | Ian King, CEO | U.K. | 2 | 33,109.5 | 33,418.8 | -0.9% | 34,613.6 | 95.7% |
| 3 | Northrop Grumman | Wes Bush, Chairman, President and CEO | U.S. | 4 | 31,181.0 | 30,656.9 | 1.7% | 34,757.0 | 89.7% |
| 4 | Boeing | W. James McNerney, Chairman, President and CEO | U.S. | 3 | 30,858.0 | 31,932.0 | -3.4% | 64,306.0 | 48.0% |
| 5 | General Dynamics | Jay Johnson, Chairman and CEO | U.S. | 5 | 26,622.0 | 25,904.6 | 2.8% | 32,466.0 | 82.0% |
| 6 | Raytheon | William Swanson, Chairman and CEO | U.S. | 6 | 23,420.2 | 23,139.3 | 1.2% | 25,183.0 | 93.0% |
| 7 | EADS | Louis Gallois, CEO | Netherlands | 7 | 16,286.7 | 15,013.7 | 8.5% | 60,734.4 | 26.8% |
| 8 | Finmeccanica | Giuseppe Orsi, CEO | Italy | 8 | 14,442.9 | 13,332.1 | 8.3% | 24,817.1 | 58.2% |
| 9 | L-3 Communications | Michael Strianese, Chairman, President and CEO | U.S. | 9 | 13,074.0 | 13,014.0 | 0.5% | 15,680.0 | 83.4% |
| 10 | United Technologies | Louis Chenevert, President and CEO | U.S. | 10 | 11,600.0 | 11,100.0 | 4.5% | 54,326.0 | 21.4% |
| 11 | Thales | Luc Vigneron, Chairman and CEO | France | 12 | 9,956.0 | 10,456.7 | -4.8% | 17,389.9 | 57.3% |
| 12 | SAIC | Walt Havenstein, CEO | U.S. | 11 | 8,677.0 | 8,400.0 | 3.3% | 11,117.0 | 78.1% |
| 13 | Oshkosh | Charles Szews, President and CEO | U.S. | 31 | 7,161.7 | 2,594.8 | 176.0% | 9,842.4 | 72.8% |
| 14 | ITT | Steven Loranger, Chairman, President and CEO | U.S. | 13 | 5,484.0 | 5,698.0 | -3.8% | 10,995.0 | 49.9% |
| 15 | Honeywell | David Cote, Chairman and CEO | U.S. | 15 | 5,400.0 | 5,382.0 | 0.3% | 33,370.0 | 16.2% |
| 16 | Booz Allen Hamilton | Ralph Shrader, Chairman, President and CEO | U.S. | 16 | 4,662.0 | 4,299.0 | 8.4% | 5,600.0 | 83.3% |
| 17 | CSC | Michael Laphen, Chairman, President and CEO | U.S. | 17 | 4,498.0 | 4,203.3 | 7.0% | 16,000.0 | 28.1% |
| 18 | Rolls-Royce | John Rishton, CEO | U.K. | 23 | 4,483.3 | 3,146.9 | 42.5% | 16,796.7 | 26.7% |
| 19 | GE | Jeffrey Immelt, Chairman and CEO | U.S. | 18 | 4,100.0 | 4,200.0 | -2.4% | 150,211.0 | 2.7% |
| 20 | Textron | Scott Donnelly, Chairman and CEO | U.S. | 21 | 3,999.5 | 3,300.0 | 21.2% | 10,525.0 | 38.0% |
| 21 | Almaz-Antei | Vladislav Menshikov, Director | Russia | 22 | 3,940.5 | 3,263.0 | 20.8% | 4,427.6 | 89.0% |
| 22 | URS | Martin Koffel, CEO | U.S. | 19 | 3,736.1 | 3,483.3 | 7.3% | 9,177.1 | 40.7% |
| 23 | KBR | William Utt, Chairman, President and CEO | U.S. | 14 | 3,563.8 | 5,410.2 | -34.1% | 10,099.0 | 35.3% |
| 24 | DCNS | Patrick Boissier, Chairman and CEO | France | 20 | 3,318.7 | 3,355.0 | -1.1% | 3,318.7 | 100.0% |

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|----|---------------------------------|--|-----------|----|---------|---------|--------|----------|--------|
| 25 | Safran | Jean-François Hennehan, Chairman and CEO | France | 24 | 3,142.4 | 3,067.7 | 2.4% | 14,283.6 | 22.0% |
| 26 | Mitsubishi Heavy Industries | Hideaki Omiya, President and Director | Japan | 26 | 3,039.4 | 2,833.1 | 7.3% | 35,016.2 | 8.7% |
| 27 | Rockwell Collins | Clay Jones, Chairman, President and CEO | U.S. | 32 | 2,900.0 | 2,579.0 | 12.4% | 4,700.0 | 61.7% |
| 28 | Saab | Håkan Buskhe, CEO | Sweden | 39 | 2,887.4 | 2,594.5 | 11.3% | 3,397.1 | 85.0% |
| 29 | ATK | Mark DeYoung, President and CEO | U.S. | 27 | 2,730.0 | 2,740.0 | -0.4% | 4,842.3 | 56.4% |
| 30 | Rheinmetall | Klaus Eberhardt, CEO | Germany | 30 | 2,664.2 | 2,646.6 | 0.7% | 5,295.3 | 50.3% |
| 31 | DynCorp | Steven Gaffney, Chairman, President and CEO | U.S. | 33 | 2,623.8 | 2,381.9 | 10.2% | 3,696.2 | 71.0% |
| 32 | Harris | Howard Lance, Chairman, President and CEO | U.S. | 29 | 2,622.3 | 2,686.7 | -2.4% | 5,206.1 | 50.4% |
| 33 | Elbit Systems | Joseph Ackerman, President and CEO | Israel | 28 | 2,536.6 | 2,690.8 | -5.7% | 2,670.1 | 95.0% |
| 34 | Mantech | George Pederson, Chairman and CEO | U.S. | 43 | 2,494.7 | 1,919.3 | 30.0% | 2,604.0 | 95.8% |
| 35 | CACI International | Paul Cofoni, President and CEO | U.S. | 38 | 2,450.5 | 2,078.3 | 17.9% | 3,149.1 | 77.8% |
| 36 | Israel Aerospace Industries | Itzhak Nissan, President and CEO | Israel | 36 | 2,380.0 | 2,234.0 | 6.5% | 3,148.0 | 75.6% |
| 37 | Hindustan Aeronautics | Ashok Nayak, Chairman | India | 41 | 2,267.7 | 1,999.5 | 13.4% | 2,496.4 | 90.8% |
| 38 | Goodrich | Marshall Larsen, Chairman, President and CEO | U.S. | 40 | 2,201.0 | 2,005.8 | 9.7% | 6,967.0 | 31.6% |
| 39 | Bechtel | Riley Bechtel, Chairman and CEO | U.S. | 34 | 2,200.0 | 2,100.0 | 4.8% | 27,900.0 | 7.9% |
| 40 | Navistar | Daniel Ustian, Chairman, President and CEO | U.S. | 25 | 2,151.0 | 2,885.0 | -25.4% | 12,145.0 | 17.7% |
| 41 | Babcock International | Peter Rogers, CEO | U.K. | 37 | 2,087.8 | 2,138.7 | -2.4% | 2,948.7 | 70.8% |
| 42 | Cobham | Andy Stevens, CEO | U.K. | 35 | 1,998.7 | 2,266.4 | -11.8% | 2,941.0 | 68.0% |
| 43 | QinetiQ | Leo Quinn, CEO | U.K. | 44 | 1,921.3 | 1,795.4 | 7.0% | 2,631.9 | 73.0% |
| 44 | Russian Helicopters | Dmitry Petrov, Director | Russia | 69 | 1,905.4 | 813.8 | 134.1% | 2,672.3 | 71.3% |
| 45 | Fluor | David Seaton, CEO | U.S. | 64 | 1,884.2 | 871.5 | 116.2% | 20,849.0 | 9.0% |
| 46 | Rafael Advanced Defense Systems | Ye'idiya Yaari, President and CEO | Israel | 47 | 1,844.8 | 1,607.0 | 14.8% | 1,844.8 | 100.0% |
| 47 | General Atomics | J. Neal Blue, Chairman and CEO | U.S. | 52 | 1,819.6 | 1,369.8 | 32.8% | NA | NA |
| 48 | ST Engineering | Tan Pheng Hock, President and CEO | Singapore | 50 | 1,800.9 | 1,451.3 | 24.1% | 4,392.4 | 41.0% |
| 49 | Serco | Christopher Hyman, CEO | U.K. | 48 | 1,669.5 | 1,597.0 | 4.5% | 6,677.9 | 25.0% |
| 50 | Kongsberg | Walter Qvam, CEO | Norway | 57 | 1,499.8 | 1,059.8 | 41.5% | 2,565.7 | 58.5% |
| 51 | Nexter | Philippe Burtin, Chairman and CEO | France | 54 | 1,428.4 | 1,236.9 | 15.5% | 1,428.4 | 100.0% |
| 52 | Aviation Holding Co. Sukhoi | Mikhail Pogosyan, Director | Russia | 49 | 1,404.2 | 1,522.0 | -7.7% | 1,462.7 | 96.0% |
| 53 | Irkut | Alexei Fyodorov, President | Russia | 56 | 1,400.0 | 1,103.7 | 26.8% | 1,673.0 | 83.7% |
| 54 | Dassault Aviation | Charles Edelstenne, CEO | France | 53 | 1,273.0 | 1,366.5 | -6.8% | 5,558.1 | 22.9% |
| 55 | United Engine | Andrei Reus, Director | Russia | NR | 1,243.7 | 713.4 | 74.3% | 2,799.6 | 44.4% |
| 56 | Krauss-Maffei Wegmann | Manfred Bode, Chairman and CEO | Germany | 46 | 1,194.7 | 1,722.1 | -30.6% | 1,194.7 | 100.0% |

| | Company | Executive | Country | Rank | 2017 Revenue (\$M) | 2018 Revenue (\$M) | % Change | 2018 Revenue (\$B) | 2018 Profit (\$M) |
|----|------------------------------|---|-------------|------|--------------------|--------------------|----------|--------------------|-------------------|
| 57 | Mitsubishi Electric | Kenichiro Yamanishi, President and CEO | Japan | 42 | 1,187.7 | 1,968.8 | -39.7% | 42,613.9 | 2.8% |
| 58 | GKN | Marcus Bryson, CEO | U.K. | 58 | 1,054.2 | 1,052.1 | 0.2% | 2,243.0 | 47.0% |
| 59 | Jacobs Engineering | Craig Martin, President and CEO | U.S. | 60 | 1,053.1 | 971.7 | 8.4% | 9,900.0 | 10.6% |
| 60 | Kawasaki Heavy Industries | Satoshi Hasegawa, President (Representative Director) | Japan | 55 | 1,042.7 | 1,123.9 | -7.2% | 14,343.0 | 7.3% |
| 61 | Samsung Techwin | Cheol Kyo Kim, CEO | South Korea | 51 | 1,032.0 | 1,374.0 | -24.9% | 2,752.0 | 37.5% |
| 62 | Tactical Missiles | Boris Obnosov, Director | Russia | 63 | 1,028.7 | 910.9 | 12.9% | 1,118.1 | 92.0% |
| 63 | NEC | Nobuhiro Endo, President (Representative Director) | Japan | 72 | 1,008.8 | 778.6 | 29.6% | 36,414.4 | 2.8% |
| 64 | Bharat Electronics | Ashwani Kumar Datt, Chairman and Managing Director | India | 62 | 997.7 | 916.0 | 8.9% | 1,210.9 | 82.4% |
| 65 | Hewlett-Packard | Lo Apotheker, President and CEO | U.S. | 45 | 971.9 | 1,751.1 | -44.5% | 126,033.0 | 0.8% |
| 66 | Diehl Stiftung | Thomas Diehl, President and CEO | Germany | 83 | 963.7 | 966.2 | -0.3% | 3,617.5 | 26.6% |
| 67 | Fincantieri | Giuseppe Bono, CEO | Italy | 80 | 943.0 | 735.4 | 28.2% | 3,817.8 | 24.7% |
| 68 | AAR | David Storch, Chairman and CEO | U.S. | 89 | 942.4 | 645.0 | 46.1% | 1,775.8 | 53.1% |
| 69 | Chemring | David Price, CEO | U.K. | 73 | 929.0 | 778.1 | 19.4% | 929.0 | 100.0% |
| 70 | IHI Marine | Shigemi Kurahara, President and CEO | Japan | NR | 917.7 | NA | NA | 2,336.8 | 39.3% |
| 71 | Ultra Electronics | Rakesh Sharma, CEO | U.K. | 68 | 878.0 | 815.4 | 7.7% | 1,097.5 | 80.0% |
| 72 | CAE | Marc Parent, President and CEO | Canada | 77 | 850.9 | 742.7 | 14.6% | 1,602.3 | 53.1% |
| 73 | LIG Nex1 | Hyo Koo-Lee, CEO | South Korea | NR | 811.0 | 763.5 | 6.2% | 811.0 | 100.0% |
| 74 | RUAG | Lukas Braunshweiler, CEO | Switzerland | 64 | 810.2 | 844.9 | -4.1% | 1,726.0 | 46.9% |
| 75 | Cubic | Walter Zable, Chairman, President and CEO | U.S. | 82 | 805.1 | 709.8 | 13.4% | 1,194.2 | 67.4% |
| 76 | Meggitt | Terry Twigger, CEO | U.K. | 70 | 789.0 | 810.2 | -2.6% | 1,793.1 | 44.0% |
| 77 | Indra | Javier Monzon, Chairman | Spain | 61 | 788.4 | 950.9 | -17.1% | 3,394.3 | 23.2% |
| 78 | Curtiss-Wright | Martin Benante, Chairman and CEO | U.S. | 76 | 784.0 | 759.0 | 3.3% | 1,893.0 | 41.4% |
| 79 | Alion Science and Technology | Bahman Atefi, Chairman and CEO | U.S. | 78 | 771.8 | 735.3 | 5.0% | 834.0 | 92.5% |
| 80 | Aselsan | Cengiz Ergeneman, General Manager | Turkey | 86 | 762.2 | 643.1 | 18.5% | 789.6 | 96.5% |
| 81 | Battelle | Jeffrey Wadsworth, President and CEO | U.S. | 79 | 753.2 | 737.0 | 2.2% | 6,200.0 | 12.1% |
| 82 | Teledyne Technologies | Robert Mehrabian, Chairman, President and CEO | U.S. | 74 | 727.4 | 777.8 | -6.5% | 1,644.2 | 44.2% |
| 83 | Accenture | Pierre Nanterme, CEO | Ireland | 98 | 725.0 | 453.0 | 60.0% | 21,600.0 | 3.4% |
| 84 | FLIR | Earl Lewis, Chairman and CEO | U.S. | 85 | 706.0 | 655.3 | 7.7% | 1,385.0 | 51.0% |
| 85 | SRC | Paul Tremont, President | U.S. | 96 | 691.0 | 471.0 | 46.7% | 701.0 | 98.6% |
| 86 | VSE | Maurice Gauthier, President and CEO | U.S. | 66 | 675.4 | 840.3 | -19.6% | 866.0 | 78.0% |
| 87 | Embraer | Frederico Fleury Curado, | Brazil | 95 | 667.0 | 480.4 | 38.8% | 5,312.5 | 12.6% |

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|-----|-------------------------------|--|---------|----|-------|---------|--------|----------|--------|
| 87 | Embraer | President and CEO | Brazil | 98 | 597.0 | 1,001.1 | 66.6% | 5,072.0 | 12.0% |
| 88 | SRA International | Stanton Sloane, President and CEO | U.S. | 90 | 661.0 | 559.9 | 18.1% | 1,666.6 | 39.7% |
| 89 | Patria | Heikki Allonen, CEO | Finland | 84 | 658.4 | 662.0 | -0.5% | 748.7 | 87.9% |
| 90 | Deloitte | Barry Salzberg, CEO | U.S. | NR | 657.4 | 176.5 | 272.5% | 10,900.0 | 6.0% |
| 91 | Force Protection | Michael Moody, Chairman and CEO | U.S. | 59 | 656.0 | 977.1 | -32.9% | 656.0 | 100.0% |
| 92 | ARINC | John Belcher, Chairman and CEO | U.S. | 67 | 649.8 | 833.5 | -22.0% | 1,083.2 | 60.0% |
| 93 | Day & Zimmermann | Harold Yoh, Chairman and CEO | U.S. | 87 | 647.7 | 637.0 | 1.7% | 2,382.0 | 27.2% |
| 94 | Tula KB Priborostroyeniya | Igor Stepanichev, Director | Russia | NR | 627.4 | NA | NA | 628.6 | 99.8% |
| 95 | Nammo | Edgar Fossheim, CEO | Norway | 93 | 570.9 | 513.8 | 11.1% | 570.9 | 100.0% |
| 96 | Wyle | George Melton, Chairman, CEO and President | U.S. | NR | 563.5 | 390.8 | 44.2% | 924.1 | 61.0% |
| 97 | M.C. Dean | Bill Dean, President and CEO | U.S. | 99 | 548.2 | 445.0 | 23.2% | 820.1 | 66.8% |
| 98 | Israel Military Industries | Avi Felder, President and CEO | Israel | 97 | 508.6 | 465.0 | 9.4% | 508.6 | 100.0% |
| 99 | Fujitsu | Masami Yamamoto, President (Representative Director) | Japan | 92 | 503.8 | 533.4 | -5.5% | 52,937.1 | 1.0% |
| 100 | RTI Sistema | Sergei Tishchenko, Director | Russia | NR | 449.0 | NA | NA | 506.0 | 88.7% |