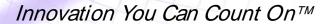




# An Introduction to Orbital Sciences Corporation

Presentation to Investors and Analysts

June 2010







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#### **Safe Harbor Statement**



Certain Material in This Presentation Contains "Forward-Looking Statements" As Defined in the Private Securities Litigation Reform Act of 1995. Such Forward-Looking Statements Are Subject to Risks, Uncertainties and Unknowns That Could Cause the Actual Results or Performance of the Company to Be Materially Different From Those Implied by the Forward-Looking Statement. Uncertainty Surrounding Factors Such As Continued U.S. Government Support and Funding for Key Space and Defense Programs, Product Operational Performance, New Product Development Programs, Government Contract Procurement and Termination Risks (Including the Outcome of Bid Protests) and Market Acceptance of New Products and Technologies, As Well As Other Risk Factors and Business Considerations Described in the Company's SEC Filings, Including the Annual Report on Form 10-K, Could Impact Orbital's Actual Financial and Operational Results. Any Forward-Looking Statements in This Presentation Should Be Evaluated in Light of These Important Risk Factors. Orbital Assumes No Obligation for Updating the Information Contained in This Presentation.

#### **Orbital Overview**



- Leading Developer and Manufacturer of Smaller Satellites and Launch Vehicles
  - ➤ Founded in 1982... Headquartered in Dulles, Virginia
  - ➤ Active in Commercial, National Security and Science/Exploration Space Markets
- About 850 Satellites and Launch Vehicles Built or Under Contract for Customers
  - > 745 Systems Developed, Built and Delivered From 1982 to 2009
  - ➤ 105 Systems Under Contract for Deliveries From 2010 to 2015
- 1 3,675-Person Workforce and 1.7 Million Square Feet of Modern Facilities
  - > 1,875 Engineers and Scientists
  - > 950 Manufacturing, Procurement and Test Specialists
- 1 \$4.7 Billion Total Backlog From Long-Term Contracts Through 2015
- Revenues of About \$1.25 Billion Expected in 2010
- I Conservative Balance Sheet, Strong Free Cash Flow and Liquidity

## **Orbital's Strategy for Value Creation**



- Establish and Maintain Leading Positions in Markets for Smaller Space Systems
  - ➤ Focus on Growing Niches Not Well Served By Larger Aerospace Companies
  - ➤ Provide Highly-Reliable Space Systems on Fast Schedules and at Affordable Prices
- I Grow in Existing Markets While Expanding Into Closely Adjacent Areas
  - > Communications Satellites

- ➤ Missile Defense Systems
- ➤ Space and Earth Science Programs
- ➤ Military and Intelligence Space Systems
- ➤ Human Space Exploration Programs
- ➤ Strategic and Tactical Missiles
- Build Shareholder Value Through Solid Execution, Disciplined Resource Allocation and Strong Corporate Governance
  - ➤ Constantly Improve Management Systems and Strengthen Technical Staff
  - > Deploy Excess Cash to Enhance Financial Returns and Strategic Flexibility
  - ➤ Maintain Superior Governance Practices

## **Long-Term Customer Relationships**









































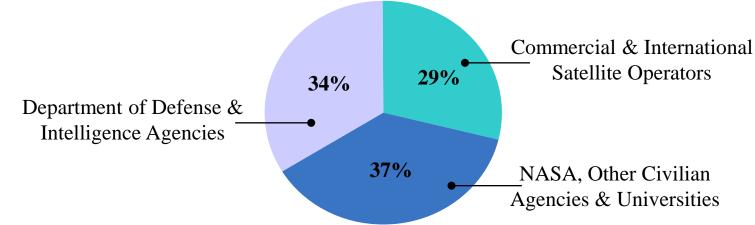






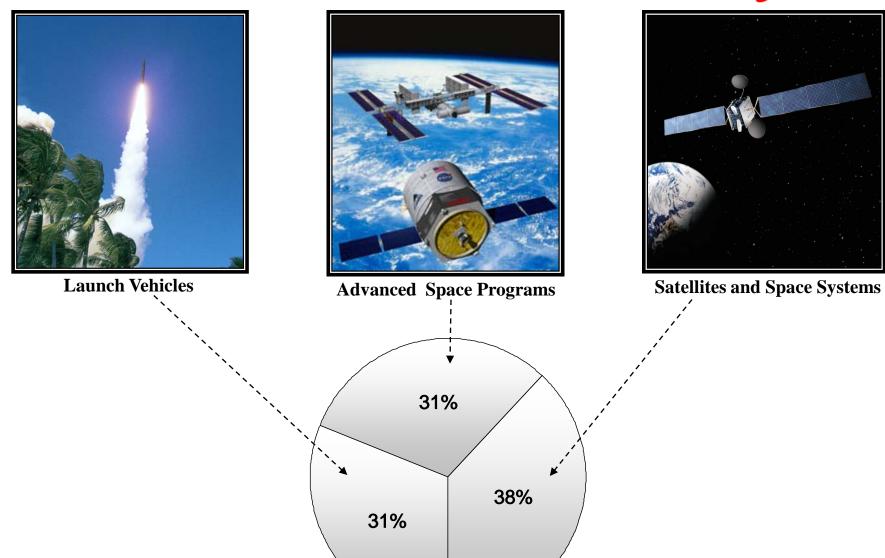


**MEASAT** 



# **Well-Balanced Business Segments**





2010 Revenues ~\$1.25 Billion

#### **Launch Vehicles Segment**













**Interceptor Launch Vehicles** 





**Target Vehicles and Missiles** 

- In the Last 28 Years, the Company Has Developed and Built, or Is Now Under Contract to Produce, 651 Launch Vehicles and Missiles
  - ➤ 569 Launch Vehicles and Missiles Built and Delivered From 1982 to 2009
  - ➤ 82 Additional Vehicles Under Contract for 2010 to 2015 Deliveries
- Primary Launch Vehicles Are Fully Developed and In Production, Several Major Product Line Extensions In R&D for 2010-2011 Introductions
  - ➤ Annual Revenue Growth of 3-5% Targeted From 2009 to 2012
  - ➤ Operating Profit Margins in 9-10% Range Targeted by 2012

#### **Satellites and Space Systems Segment**

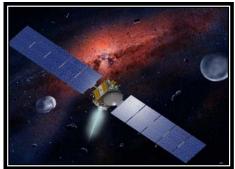












**Scientific Satellites** 





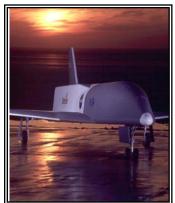
**Space Systems and Services** 

- In the Last 28 Years, the Company Has Developed and Built, or Is Now Under Contract to Produce, 198 Satellites and Major Space Systems
  - ➤ 174 Satellites and Major Systems Completed and Delivered From 1982 to 2009
  - ➤ 24 Additional Satellites and Major Systems Under Contract for 2010 to 2015 Deliveries
- Primary Satellite Product Lines Are Fully Developed and In Production, With Several Product Extensions In R&D for 2010-2011 Introductions
  - ➤ Annual Revenue Growth of 8-10% Targeted From 2009 to 2012
  - ➤ Operating Profit Margins in 8-9% Range Targeted By 2012

#### **Advanced Space Programs Segment**





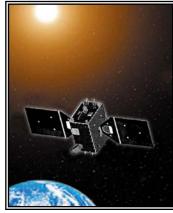


**Advanced Launch Vehicles** 





**Human Space Systems** 





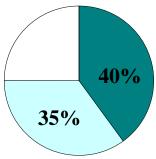
**Defense Satellites** 

- In the Last 15 Years, the Company Has Conceived and Prototyped, or Is Now Under Contract to Develop, 8 Major Advanced Space Systems Addressing Areas Adjacent to Orbital's Core Markets
- Advanced Space Products Involve Customer- and Company-Funded R&D and Limited-Quantity Production Programs to Demonstrate New Technologies and Generate Long-Term Growth
  - ➤ Annual Revenue Growth of 10-15% Targeted From 2009 to 2012
  - ➤ Operating Profit Margins in the 6-7% Range Targeted By 2012

## **Leading Shares in Main Markets\***



Orbital: #1

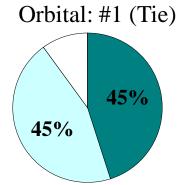


Interceptor Launch Vehicles \$600 Million Per Year Demand

20% 60%

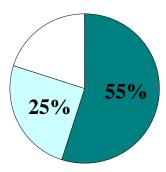
Orbital: #1

Small Space Launch Vehicles \$150 Million Per Year Demand

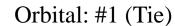


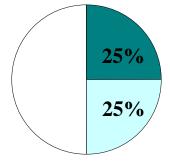
Target Launch Vehicles \$250 Million Per Year Demand

Orbital: #1

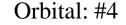


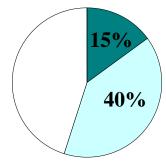
Small Communications Satellites \$600 Million Per Year Demand





Small Scientific/Defense Satellites \$800 Million Per Year Demand





Advanced Human Space Systems \$1,200 Million Per Year Demand



Orbital's Market Share



Largest Competitor's Market Share

<sup>\*</sup>Market Shares Are Based on 2009 Demand and Revenue Estimates

## **Major Financial Objectives for 2010-2012**

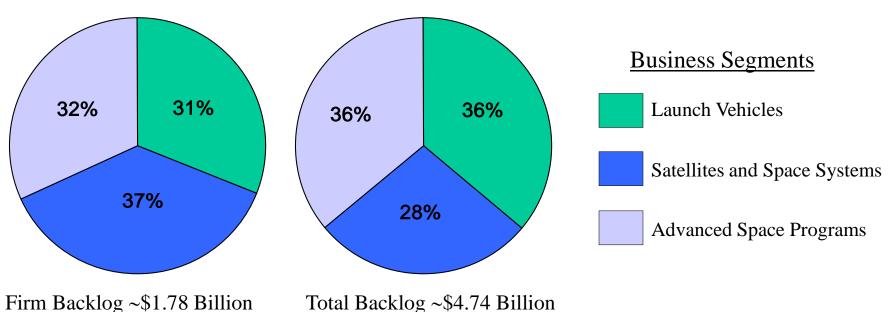


- Achieve 8-10% Compound Annual Revenue Growth\*
- I Improve Operating Margins by 50-100 Basis Points a Year\*
- I Increase Earnings Per Share at 20-25% Compound Annual Rate\*
- I Generate ~\$150 Million in Three-Year Cumulative Free Cash Flow
- I Boost Return on Invested Capital to 18% or Higher
- I Pursue Strategic Initiatives to Propel Growth and Margins Beyond 2012

<sup>\*</sup>Compared to 2009 Results







- Total Contract Backlog Worth ~\$4.74 Billion as of March 31, 2010
  - ➤ Firm Backlog ~\$1.74 Billion
  - ➤ Option Backlog ~\$3.00 Billion
- Current Backlog Provides Excellent Visibility to Near-Term Revenue Growth
  - ➤ 95% of 2010 Revenue
  - ➤ 70% of 2011 Revenue

About 65% Total Revenue Coverage For 2010-2012

- ➤ 40% of 2012 Revenue
- About 55% of Total Backlog Scheduled for Delivery Through End of 2012





	2008 Actuals	2009 Actuals	2010 Guidance
Revenue	\$1,169 Million	\$1,125 Million	\$1,225-1,275 Million
EBITDA Margin <sup>(1)</sup>	8.8%	6.3%	7.5-8.0%
Operating Margin <sup>(2)</sup>	7.2%	4.6%	5.5-6.0%
Earnings per Share <sup>(2)</sup>	\$0.75	\$0.63	\$0.70-0.80
Free Cash Flow <sup>(1)</sup>	\$82 Million	\$58 Million	(\$75-85 Million)

<sup>(1)</sup> Non-GAAP Financial Measures, See Appendix A

<sup>(2)</sup> Includes Reductions to Operating Margin of 70 Basis Points in 2008, 220 Basis Points in 2009, and ~150 Basis Points in 2010 (or Reductions in Diluted EPS of \$0.08, \$0.26 and \$0.15-0.20, Respectively) Due to Investments in the Taurus II and Cygnus Development Programs

# **Balance Sheet Information (As of March 2010)**



## **Balance Sheet Summary**

Cash and Marketable Securities	\$372M	Short-Term Debt	\$0M
Other Current Assets	348M	Other Current Liabilities	339M
Property and Equipment	143M	Long-Term Debt	122M
Goodwill	56M	Other Non-Current Liabilities	8M
Other Assets	<u>72M</u>	Stockholders' Equity	<u>522M</u>
Total Assets	\$991M	Total Liabilities & Equity	\$991M
Tax Information		Outstanding Shares	
NOL Carryforwards	\$130M	Basic Weighted Average Shares	57.1M
Tax Credits/Other	<u>35M</u>	Dilutive Weighted Average Shares	57.9M
Total	\$165M		
Credit Facility Data Revolving Credit Facility	\$100M	Corporate Credit Ratings Standard & Poors – BB+	
		Moody's – Ba1	

## **Key Investment Highlights**



- I Market Leader in Growing Small Space and Rocket Niches
- I Strong Industry Fundamentals and Solid Growth Outlook
- Premier Customer Relationships and Large Contract Backlog
- I Unmatched Product Reliability and Affordability, Substantial R&D Investment
- I Proven Management Team, Technical Staff and Operating Systems
- I Conservative Capitalization With Strong Free Cash Flow
- I Commitment to Shareholder Value Increases in 2010 and Beyond





<u>Analyst</u>	<u>Firm</u>	E-mail	Phone #	Rating
Michael Ciarmoli	Boenning & Scattergood	mciarmoli@boenninginc.com	610-684-5413	Buy
Patrick McCarthy	Friedman, Billings, Ramsey	pmccarthy@fbr.com	703-469-1236	Buy
Howard Rubel	Jefferies & Company	hrubel@jefferies.com	212-284-2129	Buy
Michael French	Morgan Joseph	mfrench@morganjoseph.com	212/218-3735	Buy
Erik Olbeter	Pacific Crest Securities	eolbeter@pacific-crest.com	202-491-8962	Buy
Tyler Hojo	Sidoti & Company	thojo@sidoti.com	212-453-7078	Buy
Troy Lahr	Stifel Nicolaus	tjlahr@stifel.com	443-224-1319	Buy
Chris Donaghey	Suntrust Robinson Humphrey	chris_donaghey@rhco.com	404-926-5252	Buy
Gary Liebowitz	Wells Fargo Securities	gary.liebowitz@wachovia.com	212-214-5055	Buy

#### **Appendix A: Non-GAAP Financial Measures**



- EBITDA Margin Is Defined As Earnings Before Interest (Including Interest Expense, Interest Income and Other Income and Expense), Taxes, Depreciation and Amortization Divided by Revenues. The Most Comparable GAAP Financial Measure to EBITDA Is Income From Operations. Management Believes That EBITDA and EBITDA Margin Are Useful for Investors Because They Offer a Perspective on the Company's Ability to Generate Cash from Its Operations.
- Free Cash Flow Is Defined As GAAP Net Cash Provided by Operating Activities (The Most Directly Comparable GAAP Financial Measures) Less Capital Expenditures for Property, Plant and Equipment. Management Believes That the Company's Presentation of Free Cash Flow is Useful Because it Provides Investors With an Important Perspective on the Company's Liquidity, Financial Flexibility and Ability to Fund Operations and Service Debt.
- Reconciliations of EBITDA and Free Cash Flow Are Shown Below. Orbital Does Not Intend for This Information to Be Considered In Isolation or As a Substitute for the Related GAAP Measures. Other Companies May Define These Measures Differently.

	Full-Year 2008 (\$ Millions)	Full-Year 2009 (\$ Millions)
Operating Income From Continuing Operations	\$84	\$52
Depreciation Expense	<u>19</u>	<u>19</u>
EBITDA	\$103	\$71
Net Cash Provided by Operating Activities	\$109	\$103
Capital Expenditures	<u>(27)</u>	<u>(45)</u>
Free Cash Flow	\$82	\$58