GENERAL DYNAMICS

# Financial Tear Sheet

**Corporate Profile**

General Dynamics has leading market positions in business aviation, mission-critical information systems and technologies, shipbuilding and marine systems, and land and amphibious combat systems. The company is a leading supplier of sophisticated defense systems to the United States and its allies, and sets the world standard in business jets. It is headquartered in Falls Church, Virginia, and employs approximately 90,000 people worldwide.

General Dynamics has four main business segments. Aerospace designs, manufactures and provides services for mid-size, large cabin and ultra-long range business aircraft. Combat Systems supplies land and amphibious combat machines and systems, including armored vehicles, power trains, turrets, munitions and gun systems. Information Systems & Technology's expertise lies in specialized data acquisition and processing, in advanced electronics, and in battlespace information networks and management systems. Marine Systems designs and builds submarines, surface combatants, auxiliary ships and large commercial vessels.

**Primary IR Contact**

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**Stock Performance**

| GD (Common Stock) | |
|---|---|
| Exchange | NYSE (US Dollar) |
| Price | **$78.29** |
| Change (%) | ▲ 2.15 (2.82%) |
| Volume | 2,722,966 |
| 52 Week Low | $61.09 |
| Market Cap | $27,651,010,230 |
| Rolling EPS | -0.89 |
| PE Ratio | 0 |
| Shares Outstanding | 353,187,000 |

Data as of 05/17/13 4:03 p.m. ET

**Recent Headlines & Events**

05/15/13
General Dynamics to Deliver Open Architecture Core Mission System for Littoral Combat Ships 14 and 16

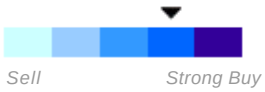
05/13/13
General Dynamics Successfully Completes PSCR Interoperability Tests for Public Safety Communications Equipment

05/06/13
General Dynamics Fidelis Cybersecurity Solutions Enhances Real-Time Threat Detection for Customers

| Date | Title |
|---|---|
| 07/24/13 9:00 a.m. ET | **Q2 2013 General Dynamics Earnings Conference Call** |
| 10/23/13 9:00 a.m. ET | **Q3 2013 General Dynamics Earnings Conference Call** |

**Analyst Estimates / Ratings**

Mean Recommendation: **2.2**




| EPS Trend | | Current | 30 Days Ago | 90 Days Ago |
|---|---|---|---|---|
| QTR | Jun 13 | 1.62 | 1.64 | 1.65 |
| QTR | Sep 13 | 1.70 | 1.71 | 1.70 |
| QTR | Dec 13 | 1.83 | 1.83 | 1.82 |
| QTR | Mar 14 | 1.61 | 1.63 | 1.64 |
| FY | Dec 13 | 6.76 | 6.71 | 6.76 |
| FY | Dec 14 | 7.06 | 7.14 | 7.17 |

**SEC Filings**

| Filing Date | Form |
|---|---|
| 05/14/13 | 4 |
| 05/13/13 | 4 |
| 05/09/13 | 4 |
| 05/07/13 | 4 |

**Corporate Governance**

| | |
|---|---|
| Phebe N. Novakovic | Chairman and Chief Executive Officer |
| Mary T. Barra | Director |
| Nicholas D. Chabraja | Director |
| James S. Crown | Lead Director and Chairman, Nominating and Corporate Governance Committee |
| William P. Fricks | Director and Chairman, Audit Committee |
| Paul G. Kaminski | Director and Chairman, Finance and Benefit Plans Committee |
| John M. Keane | Director |
| Lester L. Lyles | Director |
| William A. Osborn | Director and Chairman, Compensation Committee |
| Robert Walmsley | Director |

**Ownership Summary**

| Shareholders | Holders | Value ($MM) | % O/S | Shares |
|---|---|---|---|---|
| Institution | 831 | 23,154.31 | 93.0 | 328,440,173 |
| Mutual Fund | 1,039 | 9,049.44 | 36.6 | 129,365,255 |
| Insider * | 78 | 2,887.04 | 10.7 | 37,670,109 |

**Insider values reflect direct beneficial ownership.*

| Top Holders | Shares Held | % O/S | Share Change | Filing Date |
|---|---|---|---|---|
| Longview Asset Management, L.L.C. | 33,399,076 | 9.5 | 2,016 | 03/31/13 |
| Capital Research Global Investors | 32,858,700 | 9.3 | 4,454,000 | 03/31/13 |
| Evercore Trust Company, N.A. | 29,784,932 | 8.4 | -1,310,242 | 03/31/13 |
| The Vanguard Group, Inc. | 16,850,193 | 4.8 | 513,719 | 03/31/13 |
| Crown (James S) | 16,070,284 | 4.6 | 1,900 | 03/07/13 |
| State Street Global Advisors (US) | 15,911,031 | 4.5 | 510,027 | 03/31/13 |
| BlackRock Institutional Trust Company, N.A. | 13,360,261 | 3.8 | 158,448 | 03/31/13 |
| Harris Associates L.P. | 8,398,540 | 2.4 | -242,640 | 03/31/13 |
| Capital World Investors | 6,275,000 | 1.8 | -780,000 | 03/31/13 |
| Wellington Management Company, LLP | 6,160,004 | 1.7 | -1,761,895 | 03/31/13 |

*Quotes delayed at least 15 minutes. Market data provided by Interactive Data.*

*Terms & Conditions. Powered and implemented by Interactive Data Managed Solutions.*

*Minimum 20 minutes delayed*