GENERAL DYNAMICSMission Systems

End-to-End Supply Chain

VISIBILITY

Kendall Rodrick & Emily Ferrall November 14, 2019

Agenda

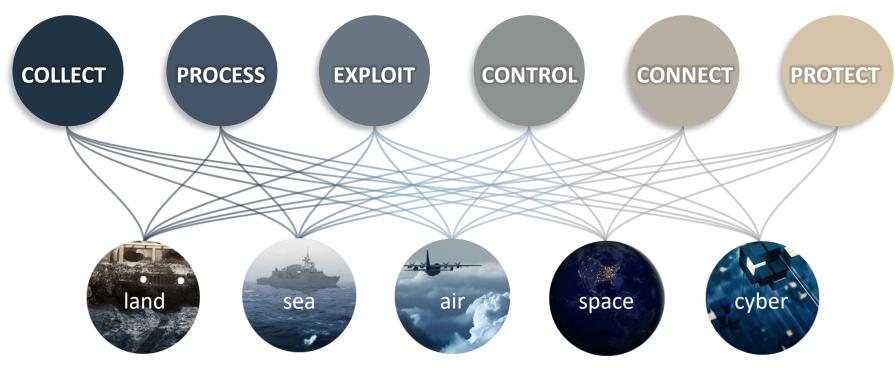


GENERAL DYNAMICS

Mission Systems

About General Dynamics Mission Systems

FULL-SPECTRUM MISSION CAPABILITIES



BRINGING BREADTH AND DEPTH ACROSS ALL DOMAINS
EMBRACING AGILE TO IMPROVE THE SPEED OF CAPABILITY TO MISSION

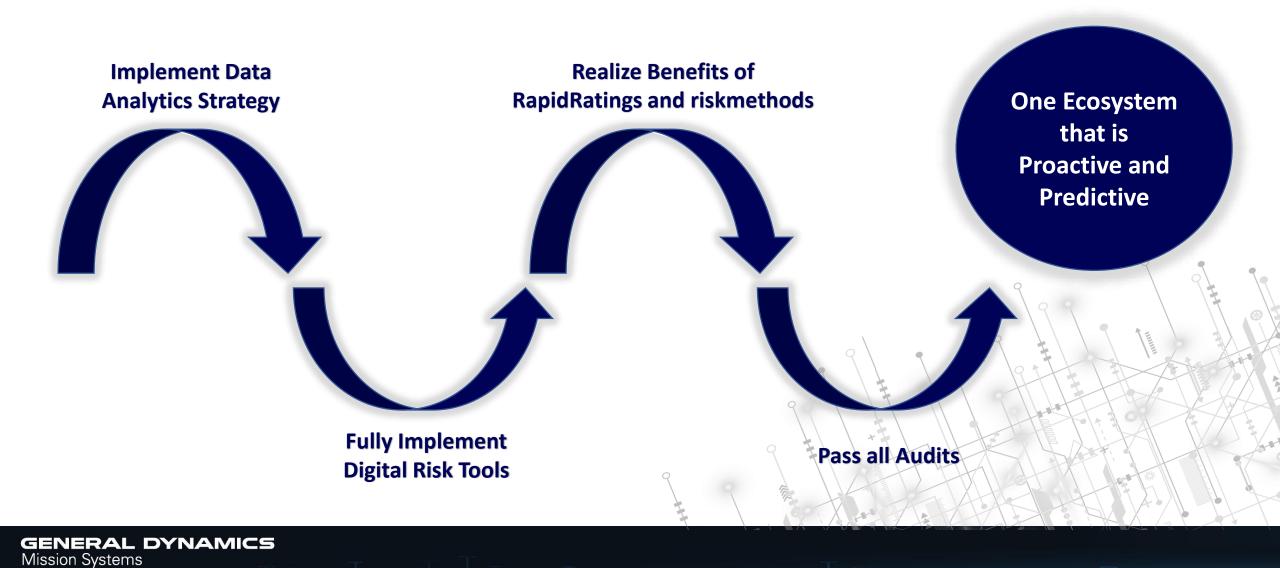
Team Members

| Team Member | Contact Information | Cross-Functional Team |
|--------------------|---------------------------|----------------------------|
| Cindi Wong | Cindi.Wong@gd-ms.com | Core Risk Management Team |
| Kendall Rodrick | Kendall.Rodrick@gd-ms.com | Core Risk Management Team |
| Emily Ferrall | Emily.Ferrall@gd-ms.com | Core Risk Management Team |
| Lisa Cibotti | Lisa.Cibotti@gd-ms.com | Systems and Solutions Team |
| Vince Mccargar | Vince.Mccargar@gd-ms.com | Systems and Solutions Team |
| Mark Ofori-Kyei | Mark.Ofori-Kyei@gd-ms.com | Quality |
| Commodity Managers | | Enterprise Procurement |

Problem Statement

- Insufficient financial tool
 - Limited view of financial health
- Lack of systematic way of monitoring risk
 - Cyber security
 - Natural disasters
 - Company viability
- Lack of visibility and accountability of scorecard actions
 - No prompt to required actions
 - No visibility to action taken

Strategic Objectives



Risk Tool Evolution

Previous Tool:



Public Financial Information

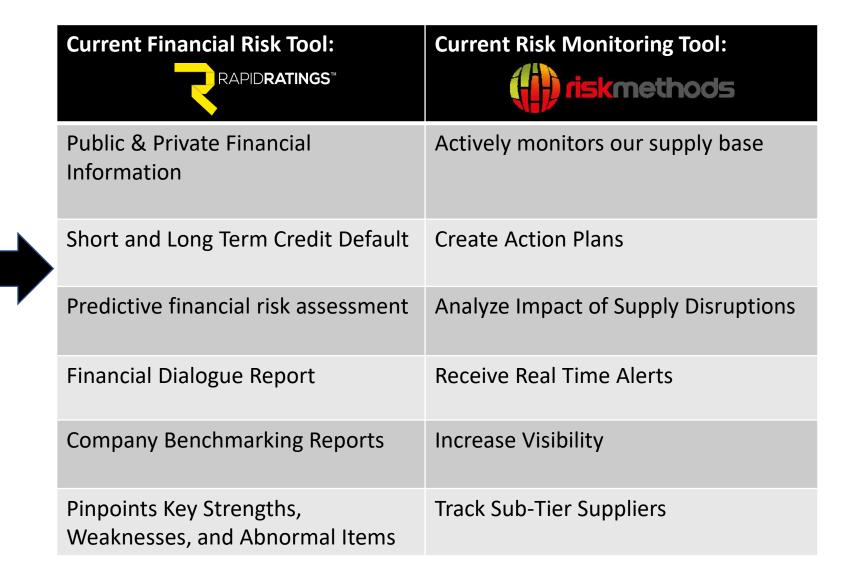
Short Term Credit
Default

Derogatory Payments

Payment Trending

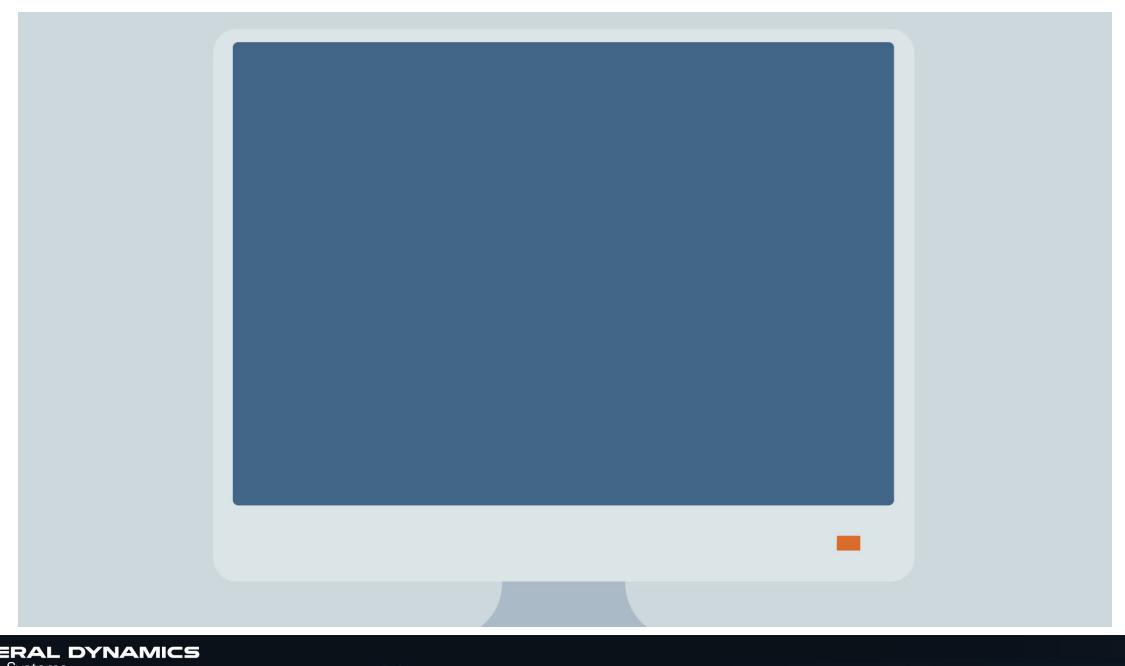
Trade Payments

Firmographic Data

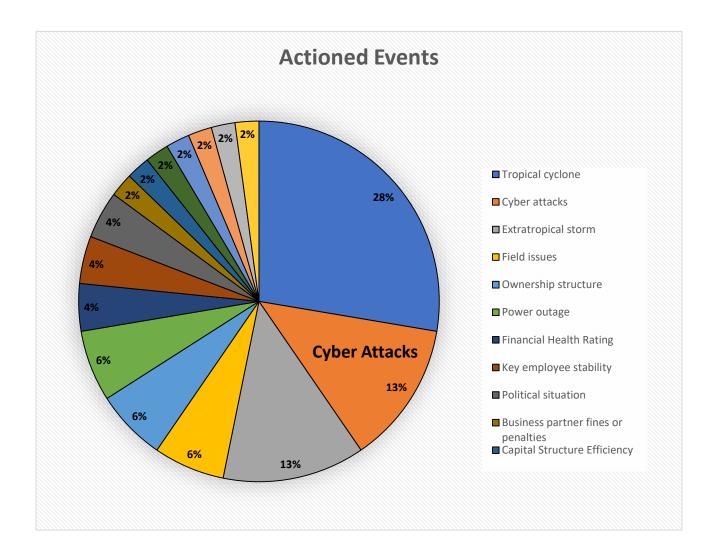




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Risk Tools Cost Avoidance



- 47 Actioned Events in 2018
 - 159 impacted suppliers
- Cyber attacks second highest category
- Cost avoidance is 26% of total impacted supplier spend

Risk Tool Time Savings Per Year



Risk Alerts

- Risk TV
 - Increase visibility of risk management activities
 - Current alerts in news ticker and interactive map
- Mobile Application
 - Receive real-time alerts
 - Request topic research
- Desktop Application





Enabling End-to-End Visibility



Operational Improvements



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Transferable Savings



Closing



"Leading Practice" 2018 E&Y Internal Audit



"Strength" 2019 AS9100 Audit



Integrated Risk Management Solution

Who We Are

We provide the most sophisticated analysis on the financial health of public and private companies in the world. Our analytics software predicts financial outcomes for your most important suppliers. We are transforming the way the world's leading companies manage enterprise risk.

We are RapidRatings.











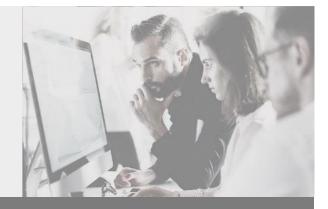






"With RapidRatings... we doubled the scope of suppliers that we had in our program and we eliminated manual work by

 Director of Supplier Risk Management, Philips



150th

Number of public and private companies rated globally



130C-COUNTRIES

Number of countries in which we've rated private companies





FHR Network

FHR Network® sets a new standard for financial health transparency between business partners.

Suppliers and vendors demonstrate financial resiliency, while enterprise clients get deeper supply chain visibility.

Enterprise

Gain access to more FHRs and scale your risk management program while lowering costs



Members

Leverage the industry standard for financial health to win more business from clients and prospects.



FHR Network for Enterprises & Suppliers

Defining the Commercial Value in Transparency

Enterprises Benefit

Gain greater visibility into supplier risks by scaling access to private company financial health ratings.

More Effective

Increase FHR® coverage. Keep ratings current with automatic updates when members refresh their financial statements

More Affordable

Lower risk management costs while scaling up coverage.

Members Benefit

Join the FHR Network to easily and securely share FHR score with any customer or prospect.

Learn

Gain competitive insights and benchmark financial performance

Grow

Share FHRs to build stronger customer relationships and win new business.

Protect

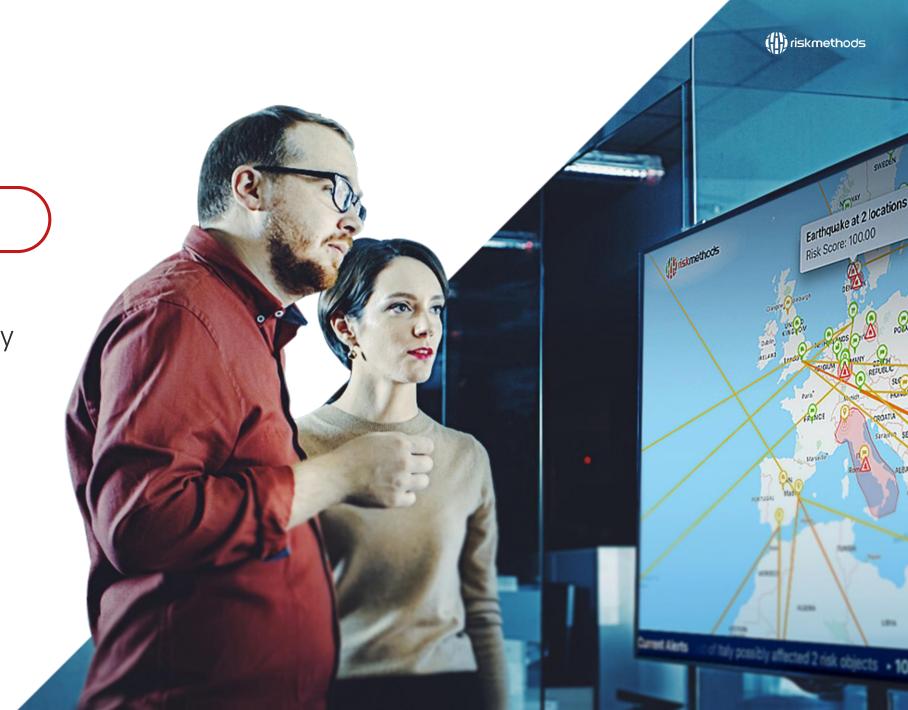
Access FHRs on suppliers and build an enterprise-class supply chain to protect brand and profits

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Our Mission

Empower companies of any size to master supply risk and create reliable supply networks





The riskmethods Solution Best-in-class and easy activation



Complete risk picture for more informed decisions



Rapid go-live with an intuitive user experience for easy adoption



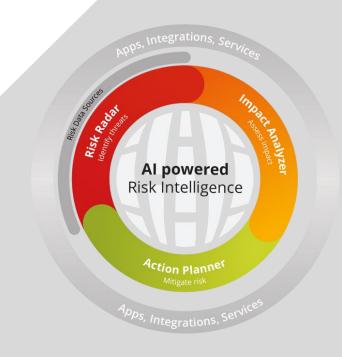
Superior 24/7 Risk Intelligence, powered by AI, delivers only relevant insights



Integrate all sources of risk data to create your single source of truth



Experienced Customer Success team to guide you on your journey

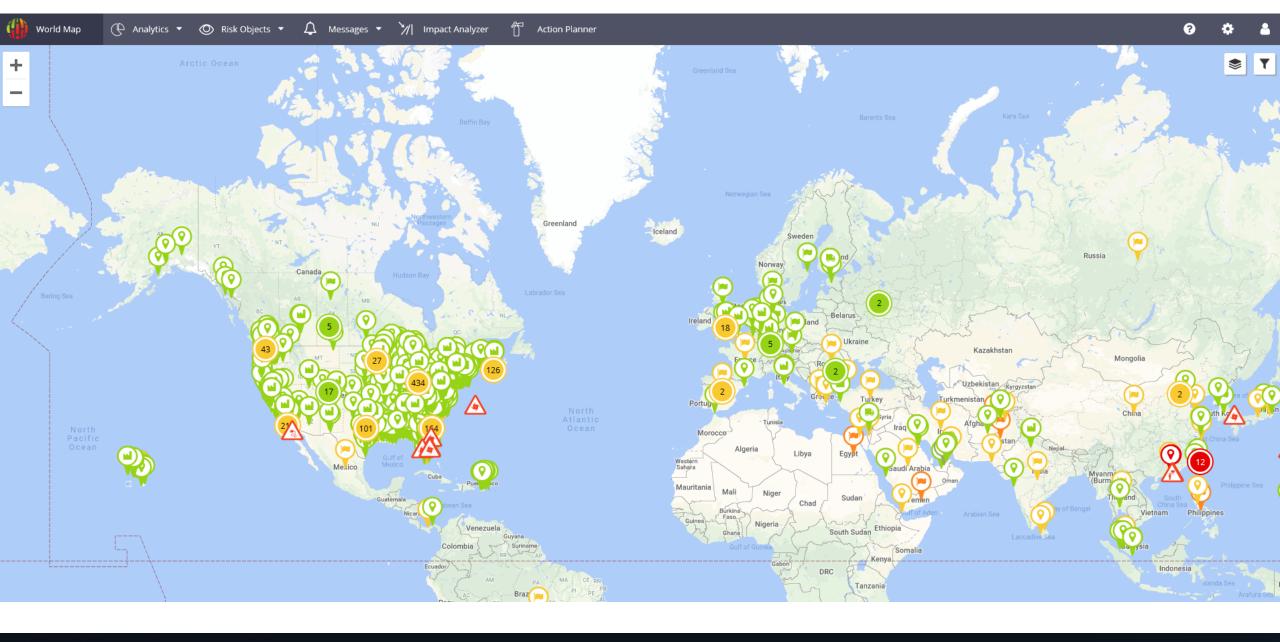


Add your data

2
Kick off

Go live

Backup Slides



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FHR® Search

The FHR is a predictive analytic between 0 and 100 that identifies companies likely to experience financial distress

Q Search for a Company FHR

BY COMPANY NAME 🗸

Are you looking for a company for which you have requested an FHR? CHECK THE STATUS OF YOUR REQUEST



Looking for a Public Company?

REQUEST A PUBLIC FINANCIAL HEALTH REPORT

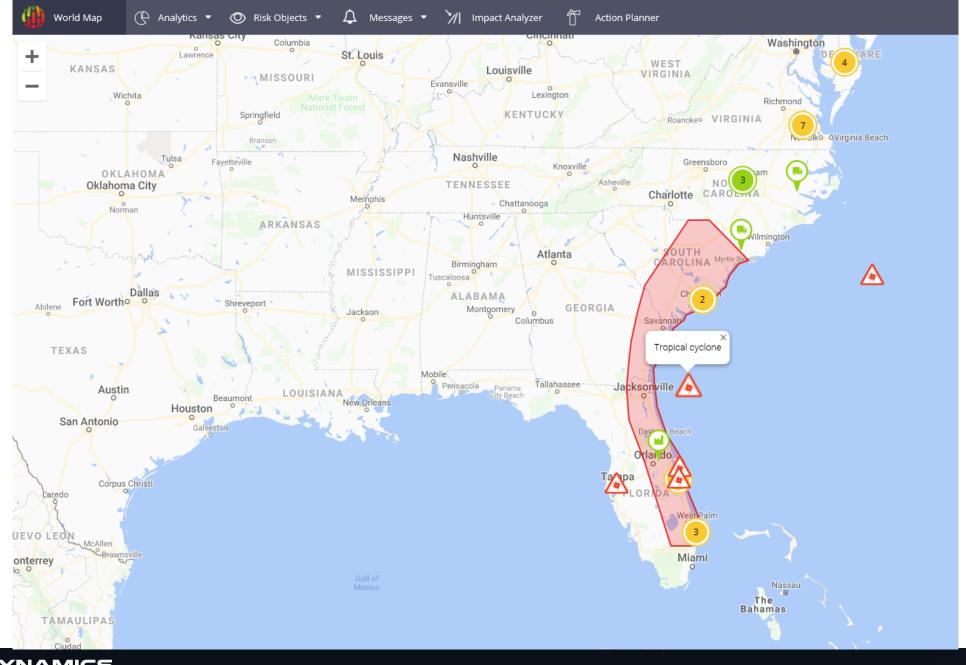


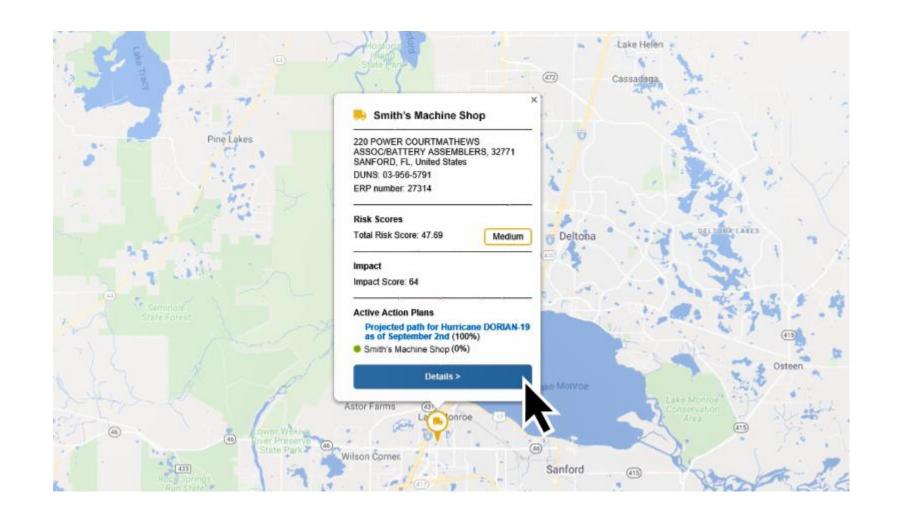
HealthMark™ Search

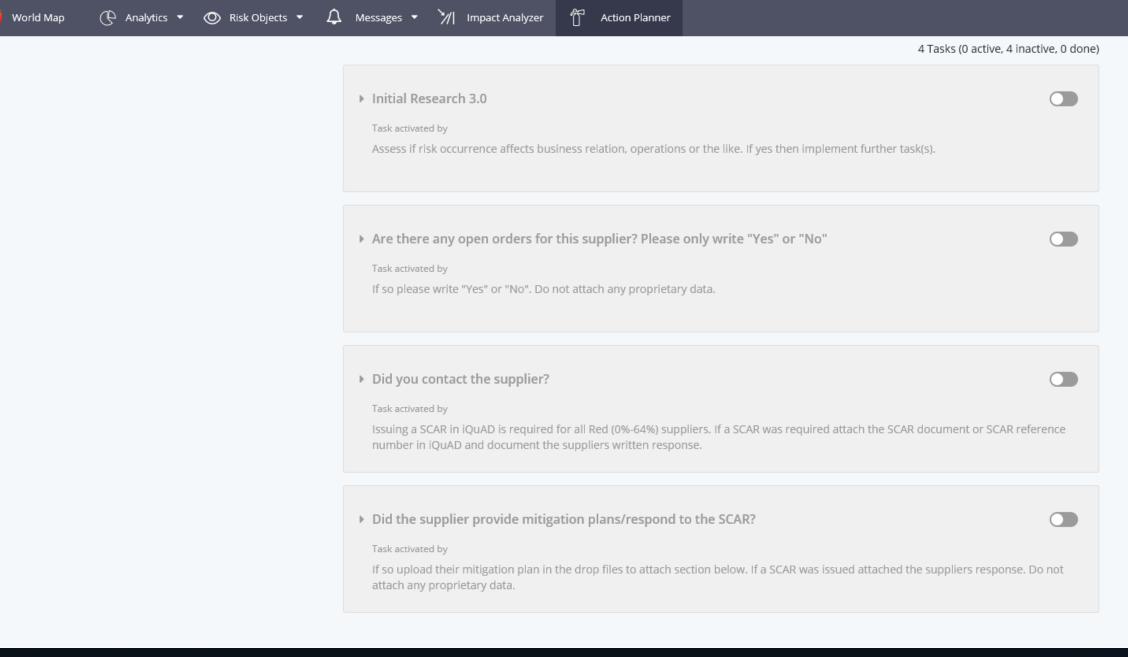
The HealthMark is a predictive analytic between 1 and 5 that utilizes private company trade and payment data, firmographic data and our aggregated industry and geographic insights to identify private companies likely to experience financial distress.

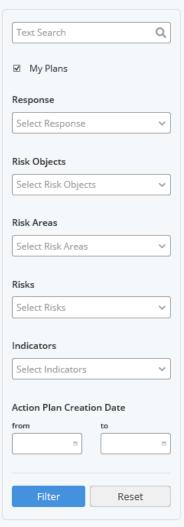
SEARCH FOR A COMPANY HEALTHMARK









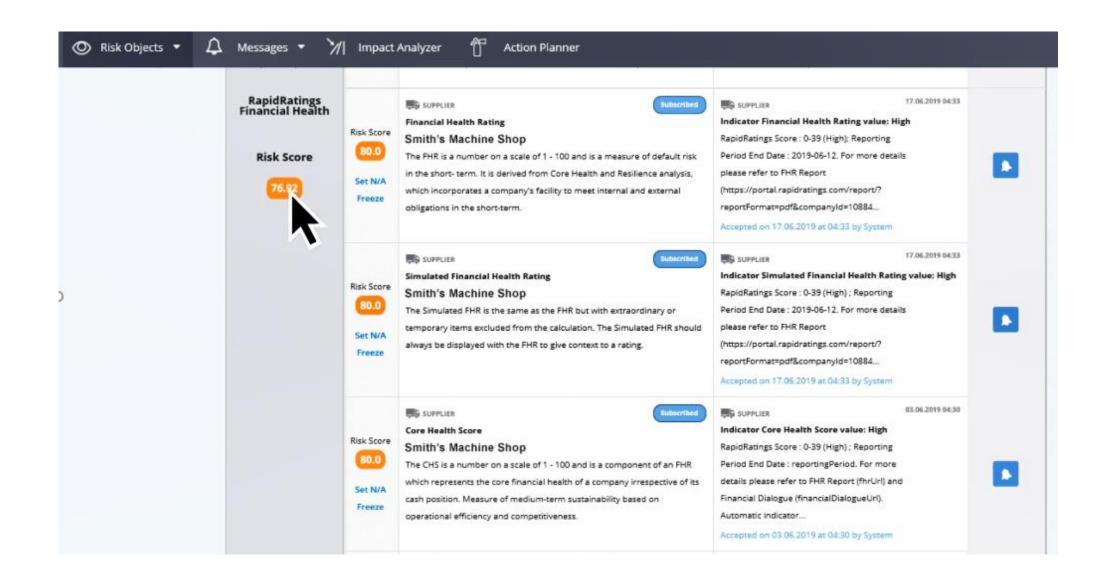


Action Planner Overview

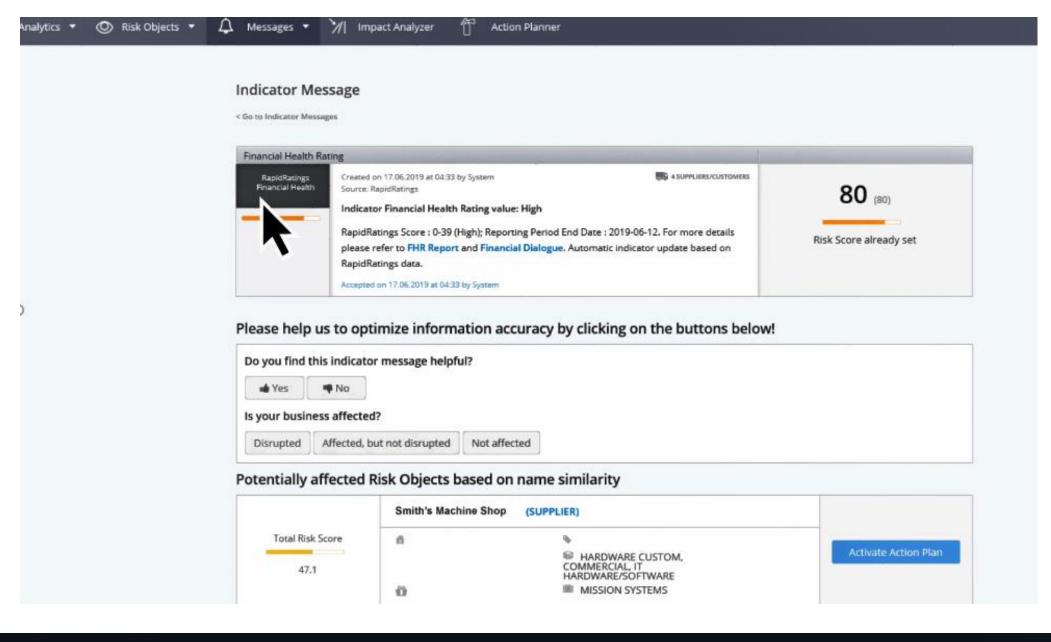
My To-Do (0) Active (91) Done (389)

| Title | Feedback Requested | Response |
|--|--------------------|-------------|
| > Hurricane Dorian forces evacuation in South Carolina, Georgia and Florida, US | 1/1 | 0 • 0 • 0 ○ |
| > FTC to probe Verizon and AT&T on advertising practices | 1/1 | 0 • 0 • 0 ○ |
| > Projected path for Tropical Cyclone DORIAN-19 as of August 29th | 1/1 | 0 • 0 • 0 ○ |
| > Verizon faces GDPR probe as WhatsApp decision looms | 1/1 | 0 • 0 • 0 ○ |
| > Indicator GDMS Overall Performance Rating value: High risk alert | 1/1 | 0 • 0 • 0 ○ |
| > Indicator GDMS Overall Performance Rating value: Medium risk | 1/1 | 0 • 0 • 0 ○ |
| > Indicator GDMS Overall Performance Rating value: Medium risk | 1/1 | 0 • 0 • 0 ○ |
| > Indicator GDMS Overall Performance Rating value: Medium risk | 1/1 | 0 • 0 • 0 ○ |
| > Indicator GDMS Overall Performance Rating value: Medium risk | 1/1 | 0 • 0 • 0 ○ |

> Mathews Associates



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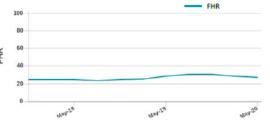


Smith's Machine Shop

High default risk, with poor Core Health.

Our View: Smith's Machine Shop's Financial Health Rating (FHR™) was a very unimpressive 28 (0=worst, 100=best) for the four quarters ending May 03, 2019, and represents a 1 point downgrade as compared to a year earlier. This rating sustains the company in the bottom half of our High Risk group, with an estimated probability of default of 3.74% over the next 12 months. This FHR and the default risk level are the result of Poor Core Health and current weakness in leverage and liquidity.

Figure 1: FHR Trend, Q3 2017 to Q1 2020



The FHR™ Report

Corporate Risk Analysis

Financial Period: May 03, 2019, (fiscal Q1 2020)

FHR Release Date: June 12, 2019

Ticker: SMITH Sector: Mechanical

Address: 1234 Machine Way, Scottsdale, AZ, USA,

FHR: 28

Risk Level: High Risk

Estimated Probability of Default: 3.74%

Annual Delta: -1 rating points Core Health: 24 (Poor Health)

Table 1: Key Data and Ratio (USD B)

| | 2018 | 2019 | Q1 2020 |
|---------------------------|------------------|------------------|----------------|
| Financial Health Rating | 26 | 29 | 28 |
| Core Health Score | 12 | 14 | 24 |
| Simulated FHR | 26 | 29 | 28 |
| | 2018 | 2019 | Q1 2020 |
| Total Assets (B) | 122.28 | 111.82 | 109.89 |
| Total Liabilities (B) | 106.91 | 111.57 | 109.78 |
| Total Revenues (B) | 78.66 | 90.62 | 91.17 |
| EBITDA (B) | 5.35 | 7.87 | 8.16 |
| Total Rev / Total Asset | 0.64 | 0.81 | 0.83 |
| Op Profit / Total Rev (%) | -4.24 | -0.21 | 0.56 |
| Op Profit / Interest Exp | -1.39 | -0.08 | 0.20 |
| FCF / Total Debt | 0.10 | 0.10 | 0.09 |
| ROCE (%) | -4.54 | -0.36 | 0.88 |
| Very Low Risk (80 - 100) | w Risk (60 - 79) | Medium | Risk (40 - 59) |
| High Risk (20 - 39) | Very His | eh Risk (0 - 19) | |

Smith's Machine Shop Default Risk Very High Risk (0-19) Medium Risk Low Risk Very Low Risk Core Health

Figure 2: Core Health and Default Risk Quadrant Analysis

Very Strong Health (80-100) Strong Health D Medium Health Poor Health (20-39) В Very Poor Health

Quadrant C: These companies demonstrate poor to very poor Core Health (suggesting the need for efficiency improvements) combined with a high to very high risk of default over the next year.

The Core Health Score (CHS) is a measure of medium-term sustainability based on operational efficiency and competitiveness.

The Financial Health Rating (FHR) is a measure of default risk in the short- term. It is derived from Core Health and Resilience analysis, which incorporates a company's facility to meet internal and external obligations in the short-term.

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Smith's Machine Shop

| Financial Health Rating (FHR): | 28, High Risk | Estimated Probability of Default (EPD): | 3.74% |
|-----------------------------------|-----------------|--|---------------------------|
| Core Health Score (CHS): | 24, Poor Health | Financial Period: | May 03, 2019 (Q1 2020) |

High default risk, with poor Core Health.

Quadrant C: These companies demonstrate poor to very poor Core Health (suggesting the need for efficiency improvements) combined with a high to very high risk of default over the next year.

Dialogue Context:

Companies which fall into Quadrant C should be able to discuss their plan to deliver significant improvement/relief in some or all of the areas discussed in this report within a reasonable time frame.

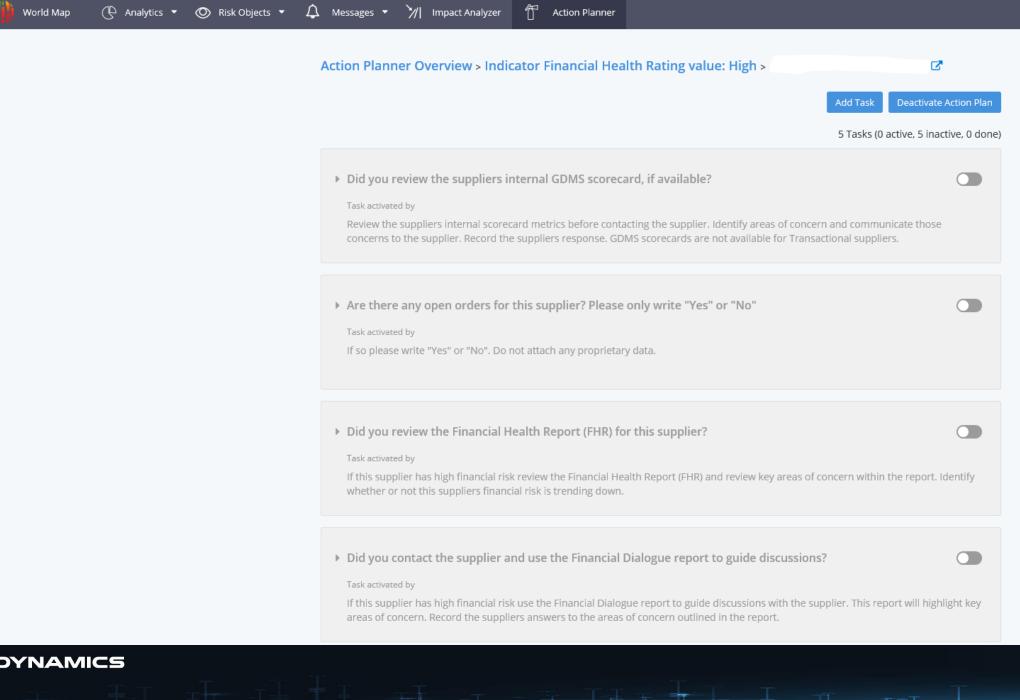
Figure 1: Risk Quadrant Analysis

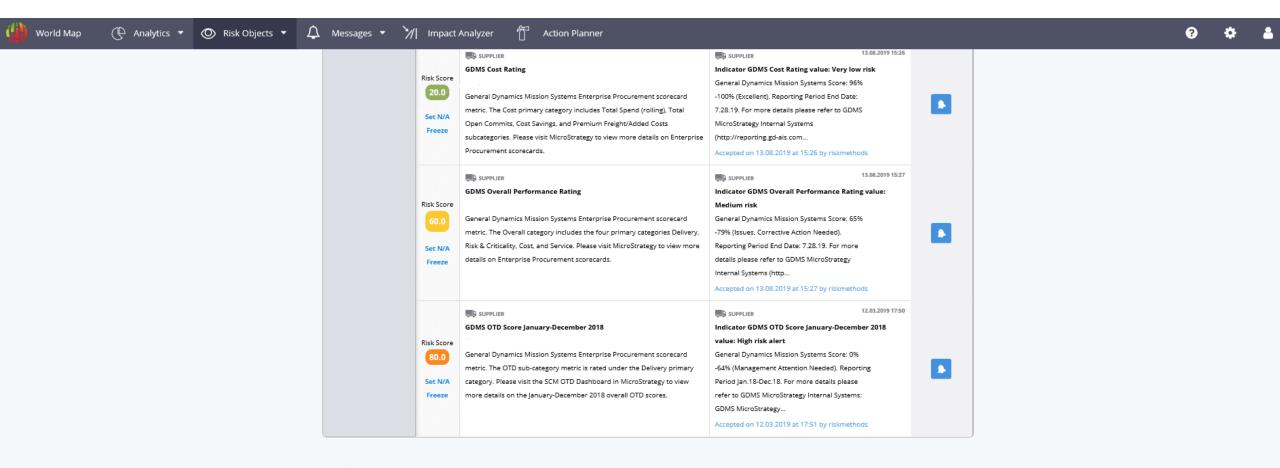
Smith's Machine Shop High Risk Medium Risk Low Risk Very Low Risk Risk (0-19) (20-39) (40-59) (80-100) Core Health Very Strong Health (80-100) Strong Health D (60-79)Medium Health (40-59)Poor Health (20-39)В Very Poor Health

Section 1: Priority Items for Financial Review

Table 1 below presents the prioritized review items and recommended questions based on our analysis of the financial statements ending 05/03/2019.

| ns o | f Concern (5) | |
|------|--|---------------|
| | Leverage: The company has a significant level of debt at \$53,524 M, which is 49% of total assets. Do you expect to maintain this level of leverage for the next 12 months? | See Page 2 |
| | Profit Margins: The company's operating profit margin (0.6%) is positive, however the net profit margin is negative (-1.5%). What margins do you expect for the next fiscal year? | See Page 3 |
| | Interest Coverage: The interest coverage ratio was 0.2x, meaning the company was unable to fully cover its interest (\$2,591 M) with operating profit (\$512 M). Do you expect your interest obligation to change materially over the next year, and do you expect to cover this through operating profit? | See Page 4 |
| | Vorking Capital: The company's Current Ratio is 0.77x, and this is down on last period (0.8x). What is your target Current Ratio and will you reach this level of working capital in the next 12 months? | See Page 5 |





Attachments ▼

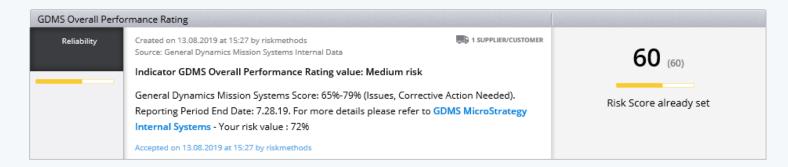
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Indicator Message

< Go to Indicator Messages



Please help us to optimize information accuracy by clicking on the buttons below!



Potentially affected Risk Objects based on name similarity



| Supply Chain > Shared Reports > Supplier Scorecards > 2019 > Enterprise Procurement > 2019_Scorecards > 07_July > 07_July Scorecards | | |
|--|--|--|
| Scorecard Criteria | July-2019 Supplier Scorecards Commodity Scorecard Summary_July-2019 Trend Aug2018-July2019 | |
| Full Company Name: | ✓ COMMODITY TEAM: Mechanical ✓ SRM Type: Critical ✓ | |
| | | |

