Gulfstream Aerospace Corporation

Company Overview – 2019
General Dynamics Overview

**Aerospace**  
$8.46 Billion  
Gulfstream  
Jet Aviation

**Information Technology**  
$8.27 Billion  
Large-scale, secure IT networks and systems

**Mission Systems**  
$4.73 Billion  
Secure communications, command-and-control systems, sensors and cyber products

**Combat Systems**  
$6.24 Billion  
Land Systems  
European Land Systems  
Ordnance and Tactical Systems

**Marine Systems**  
$8.50 Billion  
Bath Iron Works  
Electric Boat  
NASSCO

2018 year-end revenue results
Gulfstream Aerospace Corporation

• Leading manufacturer of the world’s most advanced business aircraft

• Operators use their Gulfstream aircraft primarily as business tools
  • Safety
  • Security
  • Operational flexibility
  • Productivity

• Competitors are primarily international

• More than 60 years of delivering on our promises
Gulfstream’s Beginning in Savannah

• Savannah facility built in 1967
  – Manufacturing site of GII and subsequent large-cabin aircraft
  – Number of employees grew from 100 to nearly 2,000 within a few years
Gulfstream Today

Leading manufacturer of the world’s most advanced business aircraft

Approximately 18,000 employees

11 major locations; four continents

Veterans comprise more than 25% of the U.S. workforce

Headquartered in Savannah

A wholly-owned subsidiary of General Dynamics since 1999
### The Gulfstream Product Line

<table>
<thead>
<tr>
<th>Model</th>
<th>Range</th>
<th>Mach</th>
<th>Image</th>
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</thead>
<tbody>
<tr>
<td>G280</td>
<td>3,600 nm</td>
<td>0.80</td>
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<tr>
<td>G500</td>
<td>5,200 nm</td>
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<tr>
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<tr>
<td>G650</td>
<td>7,000 nm</td>
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<td><img src="image" alt="G650" /></td>
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<tr>
<td>G650ER</td>
<td>7,500 nm</td>
<td>0.85</td>
<td><img src="image" alt="G650ER" /></td>
</tr>
</tbody>
</table>

*G280 range with four passengers – G500 to G650ER range with eight passengers*
Recipient of the prestigious Robert J. Collier Trophy (2014)
“For the development of the Gulfstream G650 business jet, which strengthened business aviation through significant technological advancements in aircraft performance, cabin comfort, and safety.”
Aviation Week’s 60th Laureate Award

“In BCA’s opinion, they provide a significant improvement in situational awareness from older passive sidesticks.”

Fred George, Business & Commercial Aviation
Government / Special Missions

- 207 aircraft in government / special mission applications
- Head of State and VIP Transport / Special Missions
- Operating in 39 countries around the world
Worldwide Distribution of Gulfstream Aircraft

- **United States / Canada**: 65%
- **Europe**: 8%
- **Middle East / Africa**: 7%
- **Asia Pacific**: 12%
- **Latin America**: 8%

*Approximate numbers as of January 1, 2019.*
Customer Support and Service

- Worldwide, around-the-clock service
  - Nearly 5,000 Customer Support team members
  - 11 company-owned service centers
  - Eight factory-authorized service centers (Jet Aviation)
  - 14 authorized warranty facilities
  - Company-owned component repair centers
- Field and Airborne Support Teams (FAST)
Customer Support – Locations

Savannah

Westfield

Beijing

Luton

Long Beach

Las Vegas

West Palm Beach

Dallas

Brunswick

Appleton

St. Louis
Gulfstream Revenue Contributions – Georgia

In 2018, Gulfstream’s facilities in Georgia (Savannah and Brunswick) ended the year with nearly 10,000 employees and a combined payroll of $1.09B.

- Payroll: $1,093,572,001
- Suppliers: $342,240,852

**Total 2018 Expenditures:** $1,435,812,853
Workforce Development Partnerships

• Workforce development is key priority for community investment
• Local, state and federal organizations to create workforce development strategies for highly technical skills
• Military recruiting
• University (co-ops and internships)
• Elementary, middle school and high school (awareness, education, outreach)
Gulfstream in the Community

- Gulfstream annually assists more than 60 non-profits in the Savannah area and more than 100 around the world
  - American Red Cross, National Museum of the Mighty Eighth Air Force, Savannah Music Festival, Hospice Savannah Foundation and more

- Since 2006, Gulfstream and its employees have provided more than $20 million to the United Way of the Coastal Empire

- Gulfstream Community Volunteer Program
A Leader In Sustainability

• Recognized as an industry leader for sustainability innovation
  • Carbon neutral growth by 2030
  • Use of renewable fuels for daily flight operations
  • Targeting 50% reduction in CO2 emissions by 2050
The Gulfstream Way

• Lead with integrity
• Deliver on our promises
• Advocate for business aviation
• Invest in new products, technologies and services
• Remain disciplined in our production and business practices
Creating and Delivering the World’s Finest Aviation Experience

John “Jay” Neely, III
Vice President – Law and Public Affairs
Gulfstream Aerospace Corporation