

DEFENSE NEWS TOP 100

Rank	Company	Leadership	Country	Last Year's Rank	2011 Defense Revenue* (in millions)	2010 Defense Revenue* (in millions)	% Defense Revenue Change	2011 Total Revenue* (in millions)	Revenue From Defense
1	Lockheed Martin	Robert Stevens, Chairman and CEO	US	1	43,079.0	42,000.0	2.8%	46,400.0	34.0%
2	Bosch	W. James McInerney, Chairman, President and CEO	US	4	30,700.0	30,000.0	2.3%	30,700.0	44.7%
3	BAE Systems	Ian King, CEO	UK	2	29,100.2	30,100.0	-3.3%	30,700.0	34.0%
4	General Dynamics	Jim Johnson, Chairman and CEO	US	5	25,500.0	26,000.0	-2.0%	32,070.0	18.1%
5	Raytheon	John S. Peterson, Chairman and CEO	US	6	23,055.6	23,400.0	-1.5%	24,750.0	30.0%
6	Raytheon	John S. Peterson, Chairman, President and CEO	US	3	21,400.0	21,100.0	1.4%	26,400.0	31.1%
7	SAAB	Louis Sahlin, CEO	Netherlands	7	16,000.0	16,200.0	-1.2%	16,000.0	23.5%
8	2012: By Rank By Company By Country By Total Revenue								
9	United Technologies	Louis DeWitt, President and CEO	US	10	11,000.0	11,000.0	0.0%	15,000.0	16.7%
10	Thales	Luc Vigneron, Chairman and CEO	France	11	10,400.0	9,900.0	5.0%	16,100.0	32.3%
11	2011: By Rank By Company By Country By Total Revenue								
12	Honeywell	Stanley C. Eide, Chairman and CEO	US	15	5,300.0	5,400.0	-1.9%	16,500.0	14.5%
13	2010: By Rank By Company By Country By Total Revenue								
14	Boeing	James D. Mueller, Chairman, President and CEO	US	16	4,800.0	4,800.0	0.0%	5,500.0	32.4%
15	2009: By Rank By Company By Country By Total Revenue								
16	Deltek	Charles S. Lewis, President and CEO	US	13	4,300.0	7,100.0	-39.3%	7,500.0	37.0%
17	2008: By Rank By Company By Country By Total Revenue								
18	2007: By Rank By Company By Country By Total Revenue								
19	2006: By Rank By Company By Country By Total Revenue								
20	2005: By Rank By Company By Country By Total Revenue								
21	2004: By Rank By Company By Country By Total Revenue								
22	2003: By Rank By Company By Country By Total Revenue								
23	2002: By Rank By Company By Country By Total Revenue								
24	2001: By Rank By Company By Country By Total Revenue								
25	2000: By Rank By Company By Country By Total Revenue								

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Data for the Top 100 list comes from information Defense News solicited from companies, from company annual reports and from Defense News staff research. Companies were contacted by email or phone. For non-U.S. firms calculated using average market conversion rates (see each firm's flag). NA - Not ranked. Best numbers available for company.