

## General Dynamics (NYSE: GD)

### Sector: Industrials

Target Price	Current Price	52 Week High	52 Week Low	P/E	Market Cap	Dividend Yield	Beta
\$199.50	\$173.56	\$193.76	\$143.87	15.43	50.13B	2.17%	1.49

#### Business Description:

General Dynamics is a global aerospace and defense company that offers a broad portfolio of weapons and services. GD generates revenues by collecting on contracts issued by the government. They have five different business segments; aerospace, combat systems, information technology, mission systems, and marine systems. Each segment has multiple business units that are responsible for its own performance.

#### Industry Outlook:

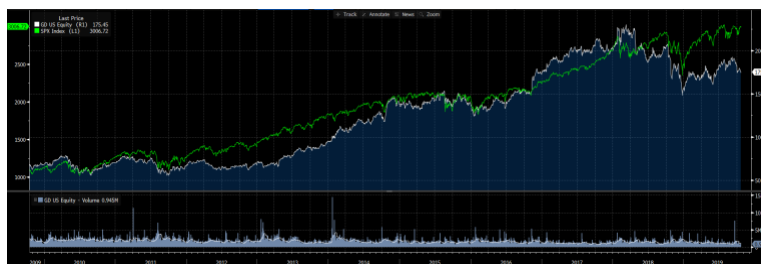
Military expenditures are projected to increase throughout the next few years. There is also an expected increase in commercial aircraft production. Gulfstream, one of the business units in the Aerospace division, makes up 60% market share in the commercial business. Furthermore, the amount of digital threats continues to rise as technology improves. With GD's most recent acquisition of CSRA, their newly formed IT segment is designed to combat these problems.

#### Management:

- Phebe N. Novakovic-Chairman & Chief Executive Officer
- Jason W. Aiken-Senior Vice President &
- Christopher Marzilli-Executive Vice President, IT & Mission Systems

Management sees GD as the designing, engineering, & manufacturing of complex and differentiated solutions. They want the public to understand the importance of the solutions they deliver and work to ensure quality and safety.

#### 10-Year Stock Performance vs. S&P



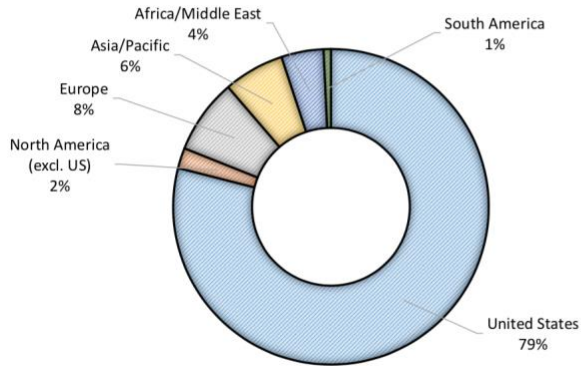
#### Corporate and Social Responsibility / ESG:

	General Dynamics	Industry Median
<b>GHG/Rev (lower is better)</b>	<b>24.6</b>	<b>33.2</b>
<b>Women Employees % (higher is better)</b>	<b>28%</b>	<b>21.3%</b>
<b>Director Meeting Attd % (higher is better)</b>	<b>100%</b>	<b>75%</b>
<b>Employees Unionized (higher is better)</b>	<b>20%</b>	<b>16.5%</b>

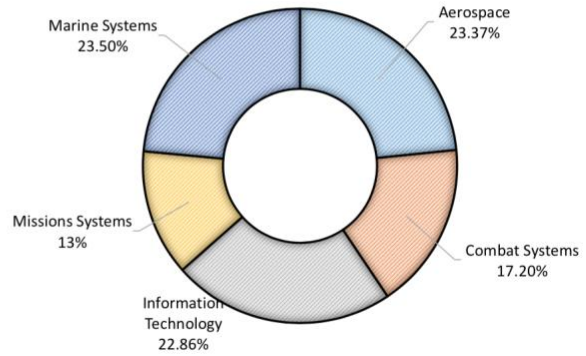
#### Risks:

Governments are constantly asking for new technology and have tough demands. GD's job is to fulfill these demands on a time-sensitive basis. However, they've been doing it for a long time and there is no indication that they will not be able to meet demands in the future. There is also contractual risk since contracts may be subject to termination by the client at any time. Although GD must be paid back for the costs incurred and fees for the work included, they may expect their accounts receivable to be higher depending on contract retention rate.

**REVENUE BREAKDOWN BY GEOGRAPHIC REGION**



**REVENUE BREAKDOWN BY SEGMENT**



## Comparable Metrics

