

Raytheon Company - Company Strategy & Performance Analysis

<https://marketpublishers.com/r/R0A47AF1146EN.html>

Date: August 2017

Pages: 47

Price: US\$ 499.00 (Single User License)

ID: R0A47AF1146EN

Abstracts

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SUMMARY

Raytheon is involved in developing technologically advanced and integrated products, services and solutions in its core markets: sensing; control, effects; command, communications, computers, cyber and intelligence; mission support; and cybersecurity. It serves both domestic and international customers, primarily as a prime contractor or subcontractor on a broad portfolio of defense and related programs for government customers.

MarketLine Premium's company strategy reports provide in-depth coverage of the performance and strategies of the world's leading defence and security companies. The reports detail company operations in key geographies as well as comprehensive analysis of each company's growth strategy and financial performance. Furthermore the reports allow benchmarking company performance through the provision of key performance indicators including: arms sales, order backlog, and contracts.

KEY QUESTIONS ANSWERED

How does Raytheon Company rank among defense and security service providers in the Europe and globally?

What are Raytheon Company's main growth strategies and how successful has the company been at implementing them?

How has the company performed since 2013 in terms of arms sales, and order backlog?

How has Raytheon Company performed in comparison to competitors such as Lockheed Martin Corporation, The Boeing Company and BAE Systems?

What is Raytheon Company's strengths and weaknesses and what opportunities and threats does it face?

SCOPE

Company Snapshot - details key indicators and rankings of Raytheon Company in terms of arms sales and Market Share in the company's key markets.

Company SWOT Analysis - outlines Raytheon Company's Strengths and Weaknesses, and weigh Opportunities and Threats facing the company.

Growth Strategies - understand Raytheon Company's corporate goals and strategic initiatives and evaluate their outcomes.

Company Performance and Competitive Landscape - analyse the company's performance by business segment compared to other players across key markets on metrics such as arms sales.

Key Developments - showcase Raytheon Company's significant recent corporate events, changes, or product initiatives.

REASONS TO BUY

Raytheon reported a strong financial performance in 2016:

Raytheon's strong financial performance in 2016 improved investors' confidence in the company and provided it with capital it needed to pursue its growth plans. In 2016, the company's revenue increased by 3.5%, from US\$23,247.0 million in 2015 to US\$24,069.0 million in 2016, which was primarily due to an increase in the revenue of its IIS, MS, SAS, and Forcepoint segments by 1.4%, 7.9%, 7.0%, and 72.6% respectively.

The company's operating income increased by 7.5% to US\$3,240.0 million in 2016, compared with US\$3,013.0 million in 2015. Similarly, its net income increased by 6.6%, from US\$2,074.0 million in 2015 to US\$2,211.0 million in 2016.

The company aims to expand its advanced cyber solutions into international and commercial markets:

With the aim of extending its significant cyber capabilities into commercial markets, the company created Forcepoint, a new commercial cybersecurity joint venture company (with Vista Equity Partners) that combined Websense Inc. (Websense) and Raytheon Cyber Products (RCP), formerly part of its IIS business. Forcepoint leverages its unique combination of capabilities to deliver streamlined 'defense-grade' cybersecurity solutions to commercial markets worldwide.

New contracts could enable the company to gain substantial revenues:

New contracts could provide a sustainable source of revenue to the company. In February 2017, Raytheon entered into a memorandum of understanding with Tata Advanced Systems to jointly develop Stinger air defense missile components. In September 2016, it secured a contract from the US Air Force to construct Advanced Medium Range Air-to-Air Missiles (AMRAAM) for US\$573.0 million. In April 2016, the company secured a contract from the US Navy to provide Engineering and Manufacturing Development models.

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