

# ELBIT SYSTEMS REPORTS SECOND QUARTER OF 2018 RESULTS

# Backlog of orders at \$8.1 billion; Revenues at \$892 million; Non-GAAP net income of \$58 million; GAAP net income of \$92 million; Non-GAAP net EPS of \$1.35; GAAP net EPS of \$2.15

**Haifa, Israel, August 16, 2018–Elbit Systems Ltd. (NASDAQ: ESLT and TASE: ESLT), (the "Company")** the international high technology company, reported today its consolidated results for the quarter ended June 30, 2018.

In this release, the Company is providing US-GAAP results as well as additional non-GAAP financial data, which are intended to provide investors a more comprehensive understanding of the Company's business results and trends. Unless otherwise stated, all financial data presented is GAAP financial data.

#### Management Comment:

**Bezhalel (Butzi) Machlis, President and CEO of Elbit Systems, commented:** "We are pleased with the second quarter year over year revenue growth of 9%, while maintaining the 10% year over year growth in our backlog. This quarter, in particular, we see the fruits of our prior investment in Cyberbit. In line with our strategy of partnering with strategic investors to aid in the development of our commercial businesses, we had this quarter a \$30 million external investment in Cyberbit. We believe that Cyberbit will further develop its business together with our new partner.

Furthermore, our strategy of enhancing organic growth with synergistic acquisitions continues. The results of this quarter for the first time include those of Universal Avionics Systems Corporation, a company we acquired that is active in the field of commercial avionics. This acquisition is part of our strategy of strengthening our footprint in this business area. Our combined portfolio will create strong synergies that we believe will ultimately generate further growth opportunities for us."

#### Second quarter 2018 results:

**Revenues** in the second quarter of 2018 were \$892.2 million, as compared to \$818.3 million in the second quarter of 2017.

**Non-GAAP** <sup>(\*)</sup> **gross profit** amounted to \$254.8 million (28.6% of revenues) in the second quarter of 2018, as compared to \$248.3 million (30.4% of revenues) in the second quarter of 2017. **GAAP gross profit** in the second quarter of 2018 was \$250.0 million (28.0% of revenues), as compared to \$242.3 million (29.6% of revenues) in the second quarter of 2017. The gross profit margin was affected by the mix of projects sold in the quarter.

**Research and development expenses, net** were \$76.6 million (8.6% of revenues) in the second quarter of 2018, as compared to \$67.1 million (8.2% of revenues) in the second quarter of 2017.

<sup>\*</sup> see page 3



**Marketing and selling expenses, net** were \$69.9 million (7.8% of revenues) in the second quarter of 2018, as compared to \$66.3 million (8.1% of revenues) in the second quarter of 2017.

**General and administrative expenses, net** were \$37.0 million (4.2% of revenues) in the second quarter of 2018, as compared to \$33.6 million (4.1% of revenues) in the second quarter of 2017. The lower expenses in the second quarter of 2017 resulted from revaluation of liabilities related to assets and activities acquired in prior years.

**Other operating income, net** in the second quarter of 2018 amounted to \$45.4 million. This was the result of net gains related to valuation of shares in two of our Israeli subsidiaries in the cyber and medical instrumentation areas, due to third party investments.

**Non-GAAP**<sup>(\*)</sup> **operating income** was \$73.1 million (8.2% of revenues) in the second quarter of 2018, as compared to \$82.7 million (10.1% of revenues) in the second quarter of 2017. **GAAP operating income** in the second quarter of 2018 was \$111.8 million (12.5% of revenues), as compared to \$75.3 million (9.2% of revenues) in the second quarter of 2017.

**Financial expenses, net** were \$10.7 million in the second quarter of 2018, as compared to \$6.8 million in the second quarter of 2017. The increase in financial expenses in the second quarter of 2018 was mainly a result of higher level of debt and increased libor interest rates.

**Taxes on income** were \$7.3 million (effective tax rate of 7.6%) in the second quarter of 2018, as compared to \$10.3 million (effective tax rate of 15.1%) in the second quarter of 2017. The effective tax rate is affected by the mix of the tax rates in the various jurisdictions in which the Company's entities generate taxable income and other income that is not part of the taxable income.

**Other expenses, net** in the second quarter of 2018 amounted to \$5.1 million. This was the result of an adjustment to the fair value of our investment in an Israeli subsidiary.

**Equity in net earnings of affiliated companies and partnerships** was \$3.3 million (0.4% of revenues) in the second quarter of 2018, as compared to \$4.8 million (0.6% of revenues) in the second quarter of 2017

Net income attributable to non-controlling interests was \$0.1 million in the second quarter of 2018, as compared to \$0.4 million in the second quarter of 2017.

**Non-GAAP**<sup>(\*)</sup> **net income attributable to the Company's shareholders** in the second quarter of 2018 was \$57.5 million (6.5% of revenues), as compared to \$68.8 million (8.4% of revenues) in the second quarter of 2017. GAAP **net income** in the second quarter of 2018 was \$91.9 million (10.3% of revenues), as compared to \$62.6 million (7.6% of revenues) in the second quarter of 2017.

**Non-GAAP**<sup>(\*)</sup> diluted net earnings per share attributable to the Company's shareholders were \$1.35 for the second quarter of 2018, as compared to \$1.61 for the second quarter of 2017. GAAP diluted earnings per share in the second quarter of 2018 were \$2.15, as compared to \$1.46 for the second quarter of 2017.

**The Company's backlog of orders** for the quarter ended June 30, 2018 totaled \$8,065 million as compared to \$7,329 million as of June 30, 2017. Approximately 74% of the current backlog is attributable to orders from outside Israel. Approximately 55% of the current backlog is scheduled to be performed during 2018 and 2019.

**Operating cash flow** used in the six months ended June 30, 2018 was \$1.1 million, as compared to \$2.7 million provided in the six months ended June 30, 2017.

<sup>\*</sup> see page 3



#### Accounting policies update:

The Company adopted the new revenue recognition accounting standard ASC 606, effective January 1, 2018, using the modified retrospective approach. Financial results for reporting periods during 2018 are presented in compliance with ASC 606. Historical financial results for the reporting periods prior to 2018 are presented in conformity with amounts previously disclosed under the prior revenue recognition standard, ASC 605. The adoption of ASC 606 primarily impacts the Company's contracts where revenue was recognized using the percentage of completion units of delivery method, which under ASC 606 can be recognized over time because control is transfered continuously to the customer over the performance period for contracts recognized over time. As a result, the adoption of ASC 606 influenced part of the revenue growth in 2018.

The cumulative effects of the transition to ASC 606 on January 1, 2018, resulted in the following main adjustments: a \$0.1 million increase in retained earnings, a decrease in inventories of approximately \$81.9 million, an increase in contract assets (unbilled receivables) of approximately \$78.8 million and a net decrease in customer advances and other contract liabilities and deferred tax assets in the aggregate amount of approximately \$3.2 million.

According to ASC 606, customer advances are no longer deducted from inventories. Accordingly, on January 1, 2018, the open balances of inventories net and customer advances were grossed up in the amount of approximately \$87 million.

#### <u>\* Non-GAAP financial data:</u>

The following non-GAAP financial data is presented to enable investors to have additional information on the Company's business performance as well as a further basis for periodical comparisons and trends relating to the Company's financial results. The Company believes such data provides useful information to investors by facilitating more meaningful comparisons of the Company's financial results over time. Such non-GAAP information is used by the Company's management to make strategic decisions, forecast future results and evaluate the Company's current performance. However, investors are cautioned that, unlike financial measures prepared in accordance with GAAP, non-GAAP measures may not be comparable with the calculation of similar measures for other companies.

The non-GAAP financial data includes reconciliation adjustments regarding non-GAAP gross profit, operating income, net income and diluted EPS. In arriving at non-GAAP presentations, companies generally factor out items such as those that have a non-recurring impact on the income statements, various non-cash items, significant effects of retroactive tax legislation and changes in accounting guidance and other items, which in management's judgment, are items that are considered to be outside of the review of core operating results.

In the Company's non-GAAP presentation, the Company made certain adjustments, as indicated in the table below.

These non-GAAP measures are not based on any comprehensive set of accounting rules or principles. The Company believes that non-GAAP measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations, as determined in accordance with GAAP, and that these measures should only be used to evaluate the Company's results of operations in conjunction with the corresponding GAAP measures. Investors should consider non-GAAP financial measures in addition to, and not as replacements for or superior to, measures of financial performance prepared in accordance with GAAP.



# Reconciliation of GAAP to Non-GAAP (Unaudited) Supplemental Financial Data: (US Dollars in millions)

	Six Months Ended June 30,		Three Moi Jun	Year Ended December 31,	
	2018	2017	2018	2017	2017
GAAP gross profit	\$ 485.4	\$ 463.5	\$ 250.0	\$ 242.3	\$ 997.9
Adjustments:					
Amortization of purchased intangible assets	9.2	11.7	4.8	6.0	22.2
Non-GAAP gross profit	\$ 494.6	\$ 475.2	\$ 254.8	\$ 248.3	\$ 1,020.1
Percent of revenues	28.9%	30.3%	28.6%	30.4%	30.2%
GAAP operating income	\$ 175.1	\$ 133.5	\$ 111.8	\$ 75.3	\$ 319.3
Adjustments:					
Amortization of purchased intangible assets	12.8	14.7	6.7	7.4	28.6
Gain from changes in holdings	(45.4)		(45.4)		
Non-GAAP operating income	\$ 142.5	\$ 148.2	\$ 73.1	\$ 82.7	\$ 347.9
Percent of revenues	8.3%	9.5%	8.2%	10.1%	10.3%
GAAP net income attributable to Elbit					
Systems' shareholders	\$ 141.6	\$ 108.2	\$ 91.9	\$ 62.6	\$ 239.1
Adjustments:					
Amortization of purchased intangible assets	12.8	14.7	6.7	7.4	28.6
Fair value adjustment of investment	5.1		5.1		—
Gain from changes in holdings	(45.4)		(45.4)		_
Related tax benefits	(1.7)	(2.5)	(0.8)	(1.2)	6.2
Non-GAAP net income attributable to Elbit Systems' shareholders	\$ 112.4	\$ 120.4	\$ 57.5	\$ 68.8	\$ 273.9
Percent of revenues	6.6%	7.7%	6.5%	8.4%	8.1%
GAAP diluted net EPS	\$ 3.31	\$ 2.53	\$ 2.15	\$ 1.46	<b>\$</b> 5.59
Adjustments, net	(0.68)	0.29	0.80	0.15	0.81
Non-GAAP diluted net EPS	\$ 2.63	\$ 2.82	\$ 1.35	\$ 1.61	\$ 6.41



#### <u>Recent Events</u>:

On May 31, 2018, the Company announced that its wholly-owned subsidiary in Canada, GeoSpectrum Technologies Inc. was awarded a contract from STX Engine Co., to deliver a full end-to-end Underwater Sound Source System and software package to the Republic of Korea Navy. The system will be supplied by the end of 2018. The contract is in an amount that is not material to Elbit Systems.

On June 4, 2018, the Company announced that it's wholly-owned subsidiary, Cyberbit Ltd. (Cyberbit), raised a \$30 million investment from the private equity investor Claridge Israel L.P. Engaged in the cyber security area, Cyberbit provides the cyber training and simulation solution - Cyberbit Range and a consolidated detection and response platform that protects an organization's entire attack surface across IT, OT and IoT networks.

On June 13, 2018, the Company announced that it's subsidiary, Beyeonics Surgical Ltd. (Beyeonics), concluded a first round of funding, raising a \$11.5 million investment from leading investment groups including an international corporation. Beyeonics develops innovative surgeon-centered visualization technologies that improve the surgeon's efficiency and substantially enhance patient safety and surgical outcomes.

On June 19, 2018, the Company announced that the agreements reached between Elbit Systems and the Israeli Government for the acquisition of IMI Systems Ltd. (IMI), were approved by the Committee for the Tender of the Sale of State Shares and by the Board of Directors of the Company. The purchase price will be approximately \$495 million (NIS 1.8 billion), with an additional payment of up to approximately \$27 million (NIS 100 million) contingent upon IMI meeting certain performance goals.

On June 21, 2018, the Company announced that it was awarded an approximately \$17 million contract from a European country to supply a range of advanced ground-based electronic warfare and signal intelligence systems. The contract will be performed over a two-year period.

On June 28, 2018, the Company announced that in light of the progress in the acquisition of IMI by the Company, as announced by the Company on June 19, 2018, the Israeli rating agency Midroog Ltd. ("Midroog"), placed the Series "A" Notes issued by the Company in 2010 and in 2012 (the Notes") under review for downgrade (Credit Review). The Notes are currently rated "Aa1" (on a local scale). The Credit Review will be performed by Midroog following the closing of the acquisition transaction.

On August 7, 2018, the Company announced that it was awarded an approximately \$85 million contract from the Israeli Ministry of Defense to supply electronic warfare suites for the Israeli Navy Sa'ar 6-class corvettes that will be tasked with the protection of Israel's Economic Exclusion Zone. The contract will be performed over a 10-year period.



## <u>Dividend</u>:

The Board of Directors declared a dividend of \$0.44 per share for the second quarter of 2018. The dividend's record date is September 4, 2018. The dividend will be paid from income generated as Preferred Income (as defined under Israel tax laws), on September 17, 2018, net of taxes and levies, at the rate of 20%.

## Conference Call:

The Company will be hosting a conference call on Thursday, August 16, 2018 at 9:00 a.m. Eastern Time. On the call, management will review and discuss the results and will be available to answer questions.

To participate, please call one of the teleconferencing numbers that follow. If you are unable to connect using the toll-free numbers, please try the international dial-in number.

US Dial-in Numbers: 1 888 407 2553 Canada Dial-in Numbers: 1 888 604 5839 UK Dial-in Number: 0 800 917 9141 ISRAEL Dial-in Number: 03 918 0609 INTERNATIONAL Dial-in Number: +972 3 918 0609

at: 9:00 am Eastern Time; 6:00 am Pacific Time; 2:00 pm UK Time; 4:00 pm Israel Time

This call will also be broadcast live on Elbit Systems' web-site at <u>http://www.elbitsystems.com</u>. An online replay will be available from 24 hours after the call ends.

Alternatively, for two days following the call, investors will be able to dial a replay number to listen to the call. The dial-in numbers are:

1 888 782 4291 (US and Canada) or +972 3 925 5929 (Israel and International).



#### About Elbit Systems

Elbit Systems Ltd. is an international high technology company engaged in a wide range of defense, homeland security and commercial programs throughout the world. The Company, which includes Elbit Systems and its subsidiaries, operates in the areas of airborne, land and naval systems, command, control, communications, computers, intelligence surveillance and reconnaissance ("C4ISR"), unmanned aircraft systems, advanced electro-optics, electro-optic space systems, EW suites, signal intelligence systems, data links and communications systems and radios. The Company also focuses on the upgrading of existing platforms, developing new technologies for defense, homeland security and commercial aviation applications and providing a range of support services, including training and simulation systems.

For additional information, visit: www.elbitsystems.com or follow us on Twitter.

#### Attachments:

Consolidated balance sheets Consolidated statements of income Consolidated statements of cash flow Consolidated revenue distribution by areas of operation and by geographical regions

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This press release contains forward-looking statements (within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1943, as amended) regarding Elbit Systems Ltd. and/or its subsidiaries (collectively the Company), to the extent such statements do not relate to historical or current fact. Forward-looking statements are based on management's expectations, estimates, projections and assumptions. Forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, as amended. These statements are not guarantees of future performance and involve certain risks and uncertainties, which are difficult to predict. Therefore, actual future results, performance and trends may differ materially from these forward-looking statements due to a variety of factors, including, without limitation: scope and length of customer contracts; governmental regulations and approvals; changes in governmental budgeting priorities; general market, political and economic conditions in the countries in which the Company operates or sells, including Israel and the United States among others; differences in anticipated and actual program performance, including the ability to perform under long-term fixed-price contracts; and the outcome of legal and/or regulatory proceedings. The factors listed above are not all-inclusive, and further information is contained in Elbit Systems Ltd.'s latest annual report on Form 20-F, which is on file with the U.S. Securities and Exchange Commission. All forward-looking statements speak only as of the date of this release. The Company does not undertake to update its forward-looking statements.



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(FINANCIAL TABLES TO FOLLOW)



## ELBIT SYSTEMS LTD. CONSOLIDATED BALANCE SHEETS

(In thousands of US Dollars)

		June 30, 2018	De	ecember 31, 2017
		U <b>naudited</b>		Audited
Assets				
Current assets:				
Cash and cash equivalents	\$	186,977	\$	156,074
Short-term bank deposits and marketable securities		3,268		16,497
Trade and unbilled receivables, net		1,427,423		1,406,563
Other receivables and prepaid expenses		141,111		128,946
Inventories, net		1,074,318		902,954
Total current assets		2,833,097		2,611,034
Investments in affiliated companies and partnerships		220,477		172,338
Long-term trade and unbilled receivables		326,493		295,396
Long-term bank deposits and other receivables		28,499		293,390 38,082
Deferred income taxes, net		47,323		
		,		51,358
Severance pay fund		280,229		298,590
		903,021		855,764
Property, plant and equipment, net		519,151		495,716
Goodwill and other intangible assets, net		814,345		752,403
Total assets	\$	5,069,614	\$	4,714,917
Liabilities and Equity				
Short-term bank credit and loans	\$	12,755	\$	133,750
Current maturities of long-term loans and Series A Notes		120,137		67,556
Trade payables		569,587		633,689
Other payables and accrued expenses		836,968		835,394
Customer advances		548,404		418,560
		2,087,851		2,088,949
Long-term loans, net of current maturities		459,798		119,514
Series A Notes, net of current maturities		59,108		124,865
Employee benefit liabilities		394,339		413,117
Deferred income taxes and tax liabilities, net		65,329		68,159
Customer advances		137,965		133,649
Other long-term liabilities		45,889		48,692
		1,162,428		907,996
Elbit Systems Ltd.'s equity		1,809,609		1,708,310
Non-controlling interests				
-		9,726		9,662
Total equity	¢	1,819,335	¢	1,717,972
Total liabilities and equity	\$	5,069,614	\$	4,714,917



# ELBIT SYSTEMS LTD. **CONSOLIDATED STATEMENTS OF INCOME** (In thousands of US Dollars, except for share and per share amount)

		Six Months Ended June 30,			Three Months Ended June 30,					Year Ended December 31,		
		2018		2017	2018 2017 Unaudited					2017		
		Unau	dite	d						Audited		
Revenues	\$ 1	,710,694	\$	1,567,487	\$	892,166	\$	818,299	\$	3,377,825		
Cost of revenues	1	,225,283		1,104,009		642,180		575,971		2,379,905		
Gross profit		485,411	_	463,478		249,986		242,328		997,920		
Operating expenses:												
Research and development, net		144,740		125,506		76,555		67,069		265,060		
Marketing and selling, net		138,119		132,068		69,949		66,291		280,246		
General and administrative, net		72,784		72,369		37,045		33,645		133,314		
Other operating income, net		(45,367)				(45,367)						
Total operating expenses		310,276		329,943		138,182		167,005		678,620		
Operating income		175,135		133,535		111,804		75,323		319,300		
Financial expenses, net		(20,994)		(15,478)		(10,745)		(6,833)		(34,502)		
Other (expenses) income, net		(5,088)		37		(5,110)		5		48		
Income before income taxes		149,053		118,094		95,949		68,495		284,846		
Taxes on income		(13,639)		(15,572)		(7,277)		(10,321)		(55,585)		
		135,414	_	102,522		88,672		58,174	_	229,261		
Equity in net earnings of affiliated companies and partnerships		6,445		6,418		3,311		4,822		11,361		
Net income	\$	141,859	\$	108,940	\$	91,983	\$	62,996	\$	240,622		
Less: net income attributable to non- controlling interests		(299)		(716)		(53)		(412)		(1,513)		
Net income attributable to Elbit Systems Ltd.'s shareholders	\$	141,560	\$	108,224	\$	91,930	\$	62,584	\$	239,109		
			_		_							
Earnings per share attributable to Elbit												
Basic net earnings per share	\$	3.31	\$	2.53	\$	2.15	\$	1.46	\$	5.59		
Diluted net earnings per share	\$	3.31	\$	2.53	\$	2.15	\$	1.46	\$	5.59		
Weighted average number of shares (in	thous	ands)										
Shares used in computation of basic	mous	<u>unus j</u>										
earnings per share		42,752	_	42,749	_	42,753		42,749		42,750		
Shares used in computation of diluted earnings per share		42,754		42,753	_	42,755		42,755		42,753		



#### ELBIT SYSTEMS LTD. CONSOLIDATED STATEMENTS OF CASH FLOW

(In thousands of US dollars)

	Six Mont Jun	hs Ended e 30,	Year Ende December 3		
	2018	2017	2017		
	Unau	dited	Audited		
CASH FLOWS FROM OPERATING ACTIVITIES					
Net income	\$ 141,859	\$ 108,940	\$ 240,6	522	
Adjustments to reconcile net income to net cash provided by operating activities:					
Depreciation and amortization	56,413	56,360	114,0	017	
Adjustment to fair value investment	5,114	—		-	
Stock-based compensation		13		13	
Amortization of Series A Notes premium and related issuance costs, net	(46)	(46)		(92	
Deferred income taxes and reserve, net	1,305	1,960	28,7		
Gain on sale of property, plant and equipment	(89)	(1,970)	(2,4	440	
Loss (gain) on sale and revaluation of investments	(43,201)	204	1,3	358	
Equity in net earnings of affiliated companies and partnerships, net of dividend received (*)	(4,093)	(4,303)	(1,9	987	
Changes in operating assets and liabilities, net of amounts acquired:					
Decrease (increase) in short and long-term trade receivables and prepaid					
expenses	18,077	(157,407)	(315,2		
Increase in inventories, net	(136,949)	(50,203)	(59,6	599	
Increase (decrease) in trade payables, other payables and accrued expenses	(91,660)	(17,381)	63,2	274	
Severance, pension and termination indemnities, net	439	12,850	2,0	003	
Increase in advances received from customers	51,689	53,654	30,2	286	
Net cash provided by (used in) operating activities	(1,142)	2,671	100,8	893	
CASH FLOWS FROM INVESTING ACTIVITIES					
Purchase of property, plant and equipment and other assets	(48,374)	(55,416)	(107,8	880	
Acquisition of subsidiaries and business operations	(127,569)	(25,440)	(25,4	440	
Investments in affiliated companies and other companies	(3,748)	(678)	(4,9	964	
Deconsolidation of subsidiary	(2,873)	_		_	
Proceeds from sale of property, plant and equipment	1,106	3,597	6,2	270	
Proceeds from sale of investments	_	12,067	12,0	067	
Investment in long-term deposits	(180)	(499)	(1,3		
Proceeds from sale of long-term deposits	67	172		176	
Investment in short-term deposits and marketable securities	(5,072)	(26,858)	(40,8		
Proceeds from sale of short-term deposits and marketable securities	18,104	27,159	46,4		
Net cash used in investing activities	(168,539)	(65,896)	(115,5		
CASH FLOWS FROM FINANCING ACTIVITIES					
Proceeds from exercise of options	48	63	1	119	
Repayment of long-term loans	(28)	(140,782)	(167,4		
Proceeds from long-term loans	340,386	118,550	118,6		
Repayment of Series A Notes	5 10,500 	(55,532)	(55,5		
Dividends paid	(18,827)	(37,649)	(75,3		
Change in short-term bank credit and loans, net	(120,995)	105,248	127,4		
Net cash (used in) provided by financing activities	200,584	(10,102)	(52,0		
Net increase (decrease) in cash and cash equivalents	30,903	(73,327)	(66,7		
Cash and cash equivalents at the beginning of the year	30,903 156,074	(73,327) 222,810	222,8		
Cash and cash equivalents at the end of the period	136,074	149,483	156,0		
* *					
* Dividend received from affiliated companies and partnerships	\$ 2,352	\$ 2,115	\$ 9,3	374	



## ELBIT SYSTEMS LTD. DISTRIBUTION OF REVENUES

#### **Consolidated Revenues by Areas of Operation:**

	Six N	Ionths E	nded June 3	30,	Three Months Ended June 30,				
	201	2018		2017		2018		7	
	\$ millions	%	\$ millions	%	\$ millions	%	\$ millions	%	
Airborne systems	678.3	39.7	592.8	37.8	367.3	41.2	302.6	37.0	
C4ISR systems	563.1	32.9	545.4	34.9	287.9	32.3	266.3	32.6	
Land systems	256.5	15.0	210.7	13.4	142.1	15.9	131.8	16.1	
Electro-optic systems	154.8	9.1	169.6	10.8	66.8	7.5	93.2	11.4	
Other (mainly non-defense engineering and production services)	58.0	3.3	49.0	3.1	28.1	3.1	24.4	2.9	
Total	1,710.7	100.0	1,567.5	100.0	892.2	100.0	818.3	100.0	

#### **Consolidated Revenues by Geographical Regions:**

	Six Months Ended June 30,				Three Months Ended June 30,				
	2018		2017		2018		201	7	
	\$ millions	%	\$ millions	%	\$ millions	%	\$ millions	%	
Israel	351.9	20.6	335.0	21.4	166.3	18.6	167.6	20.5	
North America	461.2	27.0	401.8	25.6	252.5	28.3	208.8	25.5	
Europe	315.7	18.5	364.9	23.3	162.9	18.3	203.1	24.8	
Asia-Pacific	364.0	21.3	328.9	21.0	190.4	21.3	162.7	19.9	
Latin America	91.0	5.3	93.0	5.9	50.8	5.7	58.6	7.2	
Other countries	126.9	7.3	43.9	2.8	69.3	7.8	17.5	2.1	
Total	1,710.7	100.0	1,567.5	100.0	892.2	100.0	818.3	100.0	