# SECURITIES AND EXCHANGE COMMISSION Washington, D. C. 20549

FORM 8-K

## CURRENT REPORT

# PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (date of earliest event reported): October 7, 1998

RAYTHEON COMPANY (Exact name of registrant as specified in its charter)

Delaware 1-13699 95-1778500 (State of Incorporation) (Commission File Number) (IRS Employer Identification Number)

141 Spring Street Lexington, Massachusetts 02421 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (781) 862-6600

#### Item 5. Other Events

On October 7, 1998, the Registrant announced that the outlook for 1998 third quarter earnings per share before non-recurring charges would be slightly below analysts' current earnings consensus of \$.90 per share and that it would be taking non-recurring charges totaling \$284 million after tax, or \$.83 per share, during the quarter related to Raytheon Engineers & Constructors ("RE&C") and its Commercial Electronics operation. The Registrant also announced certain details regarding accelerated and expanded cost reduction efforts at Raytheon Systems Company, its major defense electronics operation. In connection with these announcements, the Registrant issued a press release, a copy of which is attached hereto as Exhibit 99.1 and is specifically incorporated herein by reference, and the foregoing description is qualified in its entirety by reference to such press release.

On October 20, 1998, the Registrant announced financial results for its fiscal quarter ended September 27, 1998. The results included a restructuring charge for additional downsizing of facilities at RE&C, a charge for a change in estimate on certain contracts and contract claims at RE&C and a special charge to exit a business which includes a Korean joint venture. In connection with these announcements, the Registrant issued a press release, a copy of which is attached hereto as Exhibit 99.2 and is specifically incorporated herein by reference, and the foregoing description is qualified in its entirety by reference to such press release.

- Item 7. Financial Statements, Pro Forma Financial Statements and Exhibits
  - (c) The following exhibits are filed as part of this report:
    - 99.1 Press release dated October 7, 1998.
    - 99.2 Press release dated October 20, 1998.

# SIGNATURE

Pursuant to the requirements of Section 12 of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

RAYTHEON COMPANY

By:/s/ Thomas D. Hyde

Thomas D. Hyde Senior Vice President and General Counsel

Dated: October 22, 1998

# EXHIBIT INDEX

Exhibit Number	Description
99.1	Press release, dated October 7, 1998
99.2	Press release, dated October 20, 1998

#### **RAYTHEON**

Raytheon Targets Growth and Productivity Initiatives to Boost Stockholder Value

#### FOR IMMEDIATE RELEASE

Contact: Toni Simonetti

781.860.2539

http://www.raytheon.com

RAYTHEON TARGETS GROWTH AND PRODUCTIVITY INITIATIVES TO BOOST STOCKHOLDER VALUE

Raytheon Systems Company expands and accelerates cost reduction efforts to meet goals; Engineers & Constructors and Commercial Electronics take non-recurring charges

LEXINGTON, Mass., (October 7, 1998) -- Raytheon Company (NYSE: RTNA, RTNB) announced today its intent to grow its existing businesses and capitalize on new emerging business opportunities through an acceleration and expansion of cost reduction efforts and the implementation of new productivity improvement efforts.

"Raytheon has many strengths - including an impressive depth and breadth of technology and the best margins in the defense electronics business," said Daniel P. Burnham, Raytheon president and chief operating officer. "Our strategy is to concentrate those strengths on our many growth opportunities and on becoming the most productive competitor in each of our segments. I believe this, in turn, will inspire the company to achieve even more."

Burnham, who is scheduled to meet with investors and security analysts tomorrow, said Raytheon has a plan of impressive growth in sales, earnings and cash generation.

Burnham noted the company is moving aggressively to implement key initiatives that support operating priorities.

"We will be absolutely single-minded in our efforts to meet our performance commitments, to break down any barriers remaining in the way of becoming one company, and to increase shareholder value," said Burnham. "Staying focused on these priorities, combined with our employees' passion for excellence and achievement, will lead to a bright future."

Raytheon will accelerate and expand cost reduction actions at its major defense electronics operation, Raytheon Systems Company (RSC), to meet its performance objectives and address changing customer needs. RSC intends to consolidate business operations further, reduce employment levels, and reduce excess facility space and manufacturing capacity.

"These cost reduction actions are difficult and painful, but are absolutely necessary to ensure a productive and viable future for this enterprise," said Burnham. "We are committed to treating our employees with dignity and respect during this process. For those affected by employment reductions, we will provide a benefit package as well as career transition assistance, as we have done in the past."

### Third Quarter Earnings Advisory

Raytheon also said today that, predominantly because of slowing business levels in its engineering and construction segment, the outlook for 1998 third quarter earnings per share before non-recurring charges would be slightly below analysts' current earnings consensus of \$0.90 per share. Raytheon expects to achieve 1998 fourth quarter earnings consensus of \$1.08.

The company will report third quarter results on October 20. RSC is expected to turn in strong results, as is Raytheon Aircraft Company (RAC), whose performance in 1998 continues to be outstanding. However, Raytheon will be taking non-recurring charges totaling \$284 million after tax, or \$0.83 per share, during the quarter related to the Raytheon Engineers & Constructors and Commercial Electronics operations, as follows:

A restructuring charge of \$50 million after tax, or \$0.15 per share, related to additional downsizing of facilities at Raytheon Engineers & Constructors (RE&C);

A change in the estimate of the financial impact attributable to the downturn in the engineering and construction business environment and unfavorable developments in certain contracts and contract claims at RE&C of \$180 million after tax, or \$0.52 per share;

A special charge of \$54 million after tax, or \$0.16 per share, to exit a business at Raytheon Commercial Electronics, which includes a Korean joint venture.

"Raytheon Engineers & Constructors is well on its way to correcting its problems," Burnham said. "The engineering and construction markets are weaker than most expected in the face of difficult worldwide economic turmoil. We've evaluated these problems and have identified solutions, which include improving cash management, lowering the overhead structure, strengthening the management team to improve project execution, and sharing risk through partnerships."

In the Commercial Electronics Group, both our Raytheon Marine and Cedarapids business units are well ahead of their 1997 performance.

### Launch of Six Sigma

"In each of our business segments, we must become the most productive competitor," said Burnham. "There are tools and techniques to help organizations change quickly and drive productivity. Six Sigma is the most powerful, and we will be launching a major endeavor beginning in 1999."

Six Sigma is a technique to identify and eliminate defects systematically through rigorous analysis and execution. The company already has strong Six Sigma capabilities, particularly at the Malcolm Baldrige-award-winning former Texas Instruments Defense Systems & Electronics operation that is now part of Raytheon Systems Company. In addition, the Raytheon Learning Institute has a substantial number of trainers able to support the company's Six Sigma implementation efforts.

Burnham said, "Based on these capabilities, the future additional cost savings that can be achieved from the full implementation of Six Sigma are very significant."

#### Raytheon Systems Company

Raytheon Systems Company, which already has an aggressive cost-reduction program, is taking additional actions to reduce further its employment levels, facility space and manufacturing capacity. The company now plans to reduce employment by a total of 12 percent by the end of 1998 and another 4 percent in 1999, for a total reduction of 16 percent, or about 14,000 positions, over a two-year period. This compares to the earlier target of a 10 percent reduction, or 8,700 positions, over two years. RSC will also close or downsize additional facilities in 1998 and 1999, beyond what was announced earlier this year.

"We are well down the path to meet the restructuring and consolidation goals we announced last January," said William H. Swanson, a Raytheon Company executive vice president, and RSC chairman and chief executive officer. "We will now accelerate our activities."

Specific facility actions over the next two years include:

The Lewisville, Texas, facility will close by the end of 1999. The Strike Systems Business Unit will relocate to Tucson, Ariz., and the Circuit Card Assembly (CCA) work will be consolidated with the CCA work in Andover, Mass.

The Naval and Maritime facility at Mukilteo, Wash. will close by the end of 1999, and the work will be consolidated at RSC's Portsmouth, R.I. facility.

The Orangeburg, S.C. plant will close by the end of 1999, and the work will be relocated to Andover, Mass. and the plant in Forest, Miss.

The Waltham (Mass.) West facility will be closed by the end of 1999, and the work will be transferred to Andover and Tewksbury, Mass.

The Farmers Branch and Irving, Texas, facilities will be consolidated into the Arlington, Texas, facility. The Information, Intelligence and Aircraft Integration Systems (I2AIS) headquarters building in Garland, Texas, will be closed and the workforce consolidated in another building in Garland.

The San Jose, Calif. facility housing the C3 business unit will close and the work transferred to State College, Penn. in 1999.

"The past nine months have shown us that we have been able to move products and programs successfully with resulting significant cost reductions," Swanson said. "The successful move of our missile programs is the model we intend to follow."

Among the reasons cited by Swanson for the actions announced today are:

To take advantage of additional opportunities for cost reduction and productivity; To increase utilization of company resources, including maximizing use of facilities; To focus more clearly on core competencies and businesses; To meet the financial objectives established when the company was created in January 1998.

"These actions are right for the company, right for the customer and right for our remaining employees," Swanson said. "It is to everyone's benefit that we complete the transition as quickly as possible." The actions being taken at Raytheon Systems Company will not affect Raytheon's third quarter earnings.

In addition, RSC is reorganizing certain business segments to better align the operations with customer needs and to eliminate management redundancy. Information, Intelligence and Aircraft Integration Systems segment, with the exception of its Aircraft Systems Division, will merge with Command, Control and Communication Systems to create Command, Control, Communication and Information Systems, headquartered in Marlborough, Mass. The Aircraft Systems Division, with operating locations in Greenville and Waco, Texas, will be established as a separate operating unit called Aircraft Integration Systems Segment, based in Waco.

# # #

This news release contains forward-looking statements concerning the company's consolidation and cost reduction efforts, productivity and performance initiatives, and EPS objectives and should be read in conjunction with cautionary statements contained in "Item 1 - Business" in the Raytheon's most recent Form 10-K.

C-2462

#### EXHIBIT 99.2

Raytheon Reports Record Third Quarter Revenue

#### FOR IMMEDIATE RELEASE

Contact: Toni Simonetti 781.860.2539 http://www.raytheon.com

RAYTHEON REPORTS RECORD THIRD QUARTER REVENUE

Greece selects Raytheon for up to \$1.5 billion in missile defense, trainer aircraft

LEXINGTON, Mass. (October 20, 1998) -- Raytheon Company (NYSE: RTNA, RTNB) today reported third quarter 1998 earnings of \$295 million excluding non-recurring charges, on record sales of \$4.7 billion, or \$0.86 per diluted share based on 341.5 million shares outstanding. For the third quarter of 1997, net income was \$211 million, or \$0.88 per diluted share, based on 240.3 million shares of stock outstanding.

Sales and operating income for the third quarter of 1998, excluding non-recurring items, increased 38 percent and 57 percent, respectively, compared to last year, reflecting the merger with Hughes defense in late 1997.

A restructuring charge of \$50 million after tax for additional downsizing of facilities at Raytheon Engineers & Constructors (RE&C);

A charge of \$180 million after tax for a change in estimate on certain contracts and contract claims at RE&C. In accordance with the company's accounting practices, the charge resulted in a \$310 million reduction in net sales; and

A special charge of \$54 million after tax at Commercial Electronics to exit a business, which includes a Korean joint venture.

These charges total \$284 million on an after-tax basis, or \$0.83 per diluted share.

"We are reporting strong bottom-line results at both Raytheon Systems Company and Raytheon Aircraft," said Dennis J. Picard, Raytheon chairman and chief executive officer. He said that both the Raytheon Marine and Cedarapids business units, which are part of the Commercial Electronics group, are well ahead of their 1997 performance.

"At Raytheon Engineers & Constructors, we have identified certain problems and are well on our way to correcting them," he added.

Including the non-recurring special charges, third quarter 1998 net income was 11 million, or 0.03 per diluted share, on sales of 4.4 billion.

"Raytheon has many strengths - including an impressive depth and breadth of technology and the best margins in the defense electronics business," said Daniel P. Burnham, Raytheon president and chief operating officer. "We intend to use those strengths to seek out growth opportunities and become the most productive competitor in each of our segments." Burnham will succeed Picard as chief executive officer on December 1. Picard will continue as chairman of the board.

Picard noted that Raytheon was selected earlier this month to provide nearly \$1.5 billion in missile systems and military trainer aircraft to Greece; potentially more than \$1.1 billion for Patriot Air Defense Systems; \$145 million for an upgrade to Hawk Air Defense Systems; and more than \$200 million for T6-A trainer aircraft.

"The awards from the Hellenic Ministry of Defense and Hellenic Air Force are great news for Raytheon, and are solid evidence that we are continuing to grow our business on the international front," he said. "The combination of higher performance and lower operating costs than competitive systems make Patriot far and away the best value air defense system available in the world today."

Raytheon has deployed Patriot Missile Systems around the globe. The world's owners and operators of Patriot now include Germany, Israel, Japan, Kuwait, the Netherlands, Saudi Arabia, Taiwan, and the United States.

Raytheon recently announced its intent to grow its existing businesses and capitalize on new emerging business opportunities through acceleration and expansion of cost reduction initiatives and the implementation of new productivity improvement efforts.

The company's electronics businesses reported third quarter sales of \$3.6 billion, an increase of 58 percent compared with the same period a year ago, and operating income of \$573 million, a 73 percent increase compared with the same period a year ago. The increase was attributable primarily to the December 1997 merger with Hughes defense.

Raytheon Systems Company (RSC), which already has an aggressive cost-reduction program underway, is accelerating and expanding these actions to further reduce employment levels, facility space and manufacturing capacity in order to remain competitive and address changing customer needs.

RSC now plans to reduce employment by a total of 12 percent by the end of 1998 and another 4 percent in 1999, for a total reduction of 16 percent, or about 14,000 positions over a two-year period. This compares to the earlier target of a 10 percent reduction, or 8,700 positions, over two years. RSC will also close or downsize an additional eight major facilities in 1998 and 1999 beyond what was announced in January of this year.

"The past nine months have shown us that we have been able to move products and programs successfully with resulting significant cost reductions," said William H. Swanson, Raytheon Company executive vice president and CEO of RSC. "The successful move of our missile programs is the model we intend to follow."

Among the reasons cited by Swanson for the additional employment and facility reductions are:

To take advantage of additional opportunities for cost reduction and productivity;

To increase utilization of company resources, including maximizing the use of facilities:

To focus more clearly on core competencies and businesses;

To meet the financial objectives established when RSC was created in January 1998.

Also during the third quarter, RSC received a subcontract from Ingalls Shipbuilding division of Litton Industries for work on the next-generation DD 21 Destroyer Program for the U.S. Navy. Raytheon is teamed with Ingalls to develop one of two competing concept designs over a 14-month period for the opportunity to participate in producing 32 ships in the program.

Raytheon Engineers & Constructors reported third quarter sales of \$556 million, excluding non-recurring charges, compared with \$554 million a year ago. Operating income, excluding the non- recurring charges, was \$16 million, a 41 percent decrease compared with the same period a year ago. The engineering and construction markets have weakened significantly in the face of worldwide economic turmoil.

"At RE&C, our plan to reduce costs, strengthen project execution, and become more selective on turnkey projects will result in improved cash generation and ultimately stronger bottom- line performance," said Picard.

Raytheon Aircraft (RAC) reported third quarter sales of \$572 million, compared with \$594 million a year ago, and operating income of \$68 million, an 11 percent increase compared with the same period a year ago. RAC continues to experience improved profit margins in all of its turbine aircraft product lines. Raytheon Aircraft's Travel Air fractional ownership program also contributed to the improvement in operating income. While RAC third quarter revenue is down slightly compared to last year, its year-to-date sales are ahead of last year, and a strong fourth quarter and year-end total is expected.

During the quarter, Raytheon Travel Air sold its 100th aircraft share, after only just 12 months into the new program. Designed to offer business aviation to a broader range of customers, Raytheon Travel Air now has a fleet of 29 aircraft: nine Hawker 800XPs, 13 Beechjet 400As and seven King Air B200s.

Earlier this month, RAC was selected by the Hellenic Ministry of Defense and Hellenic Air Force to provide primary trainer aircraft, the T-6A. While final terms for the program still need to be negotiated, the T-6A program is expected to be worth more than \$200 million.

"The breadth of RAC's product line of aircraft and services is a competitive advantage in managing growth," said Burnham. "The company is well positioned for future growth with the introductions of three new aircraft. At the same time, RAC is capitalizing on the expanding aviation services markets."

The company's total backlog at the end of the third quarter of 1998 was \$22.1 billion, up from \$13.5 billion a year ago, principally due to the merger with Hughes defense. The third quarter 1998 backlog includes U.S. government backlog of \$14.1 billion, and does not include the recently announced awards from the Hellenic Ministry of Defense and Air Force.

Debt, net of cash and marketable securities, was \$9.9 billion at the end of the third quarter of 1998 compared with \$10.1 billion at the end of the second quarter of 1998, and \$9.8 billion at the end of 1997. Net debt as a percent of capital was 48.4 percent at September 27, 1998. Raytheon is on track for significant additional debt reduction in the fourth quarter.

Earnings for the first nine months of 1998 were \$772 million, or \$2.25 per diluted share, excluding non-recurring items, based on 342.5 million average shares outstanding. Net income for the first nine months of 1997 was \$604 million on sales of \$9.7 billion, or \$2.53 per diluted share, based on 239.0 million average shares outstanding. Including non-recurring items totaling \$277 million, net income for the first nine months of 1998 was \$495 million, or \$1.45 per diluted share, on sales of \$14.1 billion.

This news release contains forward-looking statements concerning the company's financial results and new business awards and should be read in conjunction with cautionary statements contained in "Item 1 - Business" in Raytheon's most recent Form 10-K.

Raytheon Company Selected Financial Information Third Quarter 1998

	Three Mon	ths Ended	Nine Months Ended				
(In millions, except per share amounts)	27-Sep-98	28-Sep-97	27-Sep-98	28-Sep-97			
Net sales	\$4,436* =====	\$3,445 =====	\$14,088* ======	\$9,669 =====			
Cost of sales	3,593	2,636	11,090	7,427			
Administrative and selling expenses	321	269	1,039	812			
Research and development expenses	134	121	432	290			
Restructuring and special charges	168		252				
special charges	100	=====	252 ======	=====			
Total operating expenses	4,216 =====	3,026 =====	12,813 =====	8,529 =====			
Operating income	220* =====	419 =====	1,275* ======	1,140 =====			
Interest expense	186	119	552	262			
Interest and dividend income	(6)	(9)	(19)	(24)			
Other income, net	(7) =====	(13) =====	(109) ======	(12) =====			
Non-operating expense, net	173	97	424	226			
Income before taxes	===== 47	===== 322	====== 851	===== 914			
Federal and foreign							
income taxes	36	111 =====	356	310 =====			
Net income	===== \$11*	===== \$211	====== \$495*	===== \$604			
NCC INCOME	=====	=====	======	=====			
Earnings per common share, excluding non-recurring item	ıs:						
Basic	\$0.87	\$0.90	\$2.28	\$2.56			
Diluted	\$0.86	\$0.88	\$2.25	\$2.53			
Earnings per common share: Basic	\$0.03	\$0.90	\$1.46	\$2.56			
Diluted	\$0.03	\$0.88	\$1.46 \$1.45	\$2.53			
Average common shares outstar	Average common shares outstanding:						
Basic	337.8**	235.9	338.2**	235.8			
Diluted	341.5**	240.3	342.5**	239.0			

 $<sup>^{\</sup>ast}$  See supplemental schedule for presentation of amounts excluding non-recurring items.

<sup>\*\*</sup> Earnings per share calculations for 1998 include 102.6 million shares of Class A common stock issued in December 1997 in connection with the merger with Hughes defense.

Raytheon Company Supplemental Financial Information Third Quarter 1998

(=	Three Mon	Three Months Ended		Nine Mont		
(In millions, except per share amounts)	27-Sep-98	28-Sep-97	Change	27-Sep-98	28-Sep-97	Change
Net sales, as reported Non-recurring Item:	\$4,436	\$3,445		\$14,088	\$9,669	
RE&C contracts and contract claims	310 =====	-		310 =====	-	
Net sales, excluding non-recurring item	\$4,746 =====	\$3,445 =====	38%	\$14,398 ======	\$9,669 =====	49%
Operating income, as reported Non-recurring Items: RE&C:	\$220	\$419		\$1,275	\$1,140	
Contracts and contract claims (net of \$33 mi						
state tax benefit)	277	-		277	-	
Restructuring (net of million state tax ben		-		77	-	
Commercial Electronics Exit of a business Impairment of assets Write-down of certain	83			83 42	- -	
assets	- =====	- =====		42 ======	- =====	
Operating income, excludin non-recurring items	g \$657 =====	\$419 =====	57%	\$1,796 =====	\$1,140 =====	58%
Net income, as reported Non-recurring Items: RE&C	\$11	\$211		\$495	\$604	
Contracts and contract claims Restructuring	180 50	- -		180 50	- -	
Commercial Electronics Exit of a business Impairment of assets Write-down of certain	54 -	- -		54 27	- -	
assets Gain on divestitures		-		27 (61)	-	
Net income, excluding non-recurring items	===== \$295 =====	===== \$211 =====	40%	====== \$772 ======	===== \$604 =====	28%
Diluted earnings per shar excluding non-recurring items		\$0.88		\$2.25	\$2.53	
Diluted shares outstandin	g 341.5	240.3		342.5	239.0	

Raytheon Company Segment Financial Information Third Quarter 1998

mira quarter 1990					Segment 1	Income
(In millions)		es ths Ended 28-Sep-97	Three Mon	Income ths Ended 28-Sep-97		hs Ended
Defense Systems	\$1,185		\$250		21.1%	
Sensors and Electronic Systems Intelligence, Information and	808		125		15.5%	
Aircraft Integration Systems Command, Control and Communication Systems, Training, Services,	651		79		12.1%	
Commercial Electronics and Othe	r 974		119		12.2%	
	=====		====			
Total Electronics	3,618	\$2,297	573	\$331	15.8%	14.4%
Engineering and Construction	246(1)	554	(261)(1)	27	-106.1%(1)	4.9%
Aircraft	572	594	68	61	11.9%	10.3%
Total	\$4,436 =====	===== \$3,445 =====	==== \$380(2) ====	==== \$419 ====	8.6%(2)	12.2%

(In millions)	Sales Nine Months Ended		Segment Income Nine Months Ended		Segment Income As a Percent of Sales Nine Months Ended	
	27-Sep-98	28-Sep-97	27-Sep-98	28-Sep-97	27-Sep-98	28-Sep-97
Pafanas Quatama	<b>40.010</b>		<b>#205</b>		47.00/	
Defense Systems	\$3,616		\$625		17.3%	
Sensors and Electronic Systems	2,195		347		15.8%	
Intelligence, Information and						
Aircraft Integration Systems	2,021		241		11.9%	
Command, Control and Communication	,					
Systems, Training, Services,						
Commercial Electronics and Other	er 3.178		328		10.3%	
Commercial Licer onless and Cent	======		=====		10.0%	
Total Electronics	11,010	\$6,402	1,541	\$874	14.0%	13.7%
TOTAL ELECTIONICS	11,010	Ψ0, Ψ02	1,541	Ψ01-	14.0%	13.770
Engineering and Construction	1,408(1)	1,618	(198)(1)	116	-14.1%(1)	7.2%
Aircraft	1,670	1,649	176	150	10.5%	9.1%
	======	======	======	======		
Total	\$14,088	\$9,669	\$1,519(3)	\$1,140	10.8%(3)	11.8%
	======	=====	======	======	_0.70%(0)	070

- (1) Includes a non-recurring charge of \$310 million related to Engineering and Construction. Excluding this charge, sales, segment income and segment income as a percent of sales would have been \$556 million, \$16 million and 2.9%, respectively for the three months ended September 27, 1998 and \$1,718 million, \$79 million and 4.6%, respectively for the nine months ended September 27, 1998.
- (2) Excludes restructuring charge of \$85 million (not including \$8 million state tax benefit) related to Engineering and Construction and special charge of \$83 million related to Commercial Electronics. Segment income and segment income as a percent of sales, including these non-recurring charges, was \$220 million and 5.0%, respectively for the three months ended September 27, 1998.
- (3) Excludes Q3 restructuring charge of \$85 million (not including \$8 million state tax benefit) related to Engineering and Construction, Q3 special charge of \$83 million related to Commercial Electronics and Q2 special charge of \$84 million related to Intelligence, Information and Aircraft Integration Systems (\$8 million) and Commercial Electronics (\$76 million). Segment income and segment income as a percent of sales, including these non-recurring charges, was \$1,275 million and 9.1%, respectively for the nine months ended September 27, 1998.

Note: Certain prior year amounts have been reclassified to conform to the current year presentation, including the reclassification of Cedarapids Inc. from Engineering and Construction to Commercial Electronics.

Raytheon Company Other Information Third Quarter 1998

(In millions, except total employees)

	Backlog(1)			
	27-Sep-98	28-Sep-97		
Total Electronics Engineering and Construction Aircraft	\$15,996(2) 3,712 2,358(2)	\$9,107 2,861 1,543		
Total	\$22,066 ======	\$13,511 ======		
U.S. government-funded backlog, included above	\$14,135 ======	\$6,706 =====		
Total employees	114,800	80,700		

- (1) During the third quarter of 1998, Raytheon changed its method of reporting backlog at certain locations in order to provide consistency. The company includes the full value of contract awards when received, excluding multi-year awards and options. The one-time impact of this change was a \$1.1 billion increase to Electronics and a \$0.9 billion increase to Engineering and Construction.
- (2) Does not include contract awards from the Hellenic Ministry of Defense and Hellenic Air Force.