

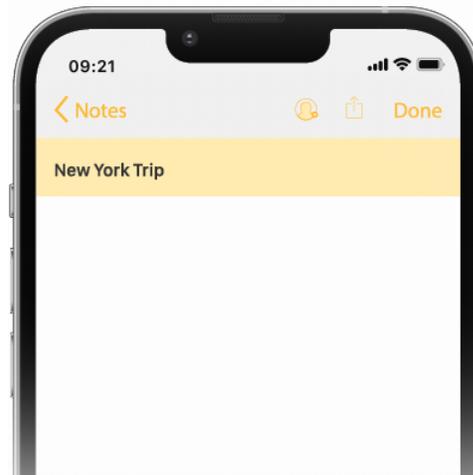
MSI Monitor

IR Newsletter from CFO Jason Winkler

Our rich history of firsts makes me proud, but I'm still frequently asked, "Do you still make cell phones?" As with TVs and microwaves, we exited the cell phone business many years ago, but that question always provides me the opportunity to explain what we do today as a leader in public safety and enterprise security.

As an investor, I know you're familiar with our business. Still, it may surprise you to see how pervasive our technologies are throughout our communities — from critical communications, video security & access control to command center software. I recently made a diary note of the everyday presence of our branded solutions during a short business trip to NYC:

- *Landed at the airport... Gate attendants coordinate deplaning with Motorola PCR radios.*
- *Checked-in at hotel, Times Sq... Bell staff alert reception of my arrival with our PCR radios.*
- *Walked to 47th & 7th... Two NYPD traffic aides stay connected with our P25 radios to direct cars & pedestrians.*
- *Arrived at my meeting... One of our Avigilon cameras overlooks the courtyard between the buildings.*
- *Registered with security... more PCR radios on the desk & employees walk by using a touch-free access control app to pass through security turnstiles.*
- *Headed to lunch on 52nd... Pelco cameras secure the restaurant's entry.*
- *Walked past 55th & 6th... NYPD checks a bag padlocked to a bike post, carrying APX radios (if the bag was reported to 911, our software would have dispatched and recorded the incident).*
- *Turned the corner, kids leaving school for the day... Avigilon fish-eye cameras secure the school grounds.*
- *Attended business dinner... ambulance drives by; NYC EMS staff use our P25 radios.*





With my short story in mind, I encourage you to look for Motorola Solutions technologies in your own community. Know that your investment in MSI is not only generating financial returns, but also keeping communities and businesses safe and productive, just like in the Big Apple.

A Field Visit to one of our LMR Sites

Last month, I visited one of our land mobile radio (LMR) sites with Darron Ramsey, our systems integration director. Darron explains what makes our LMR technology “mission critical”, and how our platform as a whole - from the towers, devices, site shelters to remote system management - delivers key features that are critical to our customers: coverage, resiliency, reliability, interoperability and control.



WATCH NOW

LMR is a Need-to-Have, *not* a Nice-to-Have, Technology

Public safety communications systems face no greater physical test than natural disasters, which can bring high speed winds and dangerous flooding. Hurricane Ida is the most recent disaster to have exposed [many vulnerabilities](#) of carrier networks. LMR networks, by contrast, are hardened and built for redundancy, withstanding the elements and offering radio-to-radio communications even when towers are lost. Increasingly severe storms and dire climate predictions underscore the enduring need for resilient and reliable radio communications for our public safety customers. That’s one of the reasons we continue to see long-term investment from customers around the world, demonstrated by recent significant orders including Montgomery County, M.D., German Navy, Trans Adriatic Pipeline and Metro São Paulo in Brazil.

As I wrap up the last investor newsletter of the year, I would like to thank you for your continued interest in MSI and wish you a safe and happy holiday season with your families and loved ones.



Jason

DID YOU KNOW?

There were **more than 53 million LMR active users**
at the end of 2020.

*Source: Licensed Mobile Radio Report - 2021 Analysis, Omdia

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