

Motorola Solutions, Inc. and Subsidiaries Non-GAAP Trend
(In millions, except for per share amounts)

	Q1 '12	Q2 '12	Q3 '12	Q4 '12	Q1 '13	Q2 '13	Q3 '13	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15
Net sales	\$ 1,387	\$ 1,537	\$ 1,580	\$ 1,764	\$ 1,396	\$ 1,497	\$ 1,517	\$ 1,817	\$ 1,228	\$ 1,393	\$ 1,436	\$ 1,823	\$ 1,223	\$ 1,368	\$ 1,422	\$ 1,682
GAAP gross margin	697	766	820	910	693	750	765	901	577	656	685	912	548	648	685	838
Non-GAAP gross margin adjustments:																
Stock-based compensation expense	5	6	5	5	5	4	4	4	4	3	2	2	3	2	2	2
Reorganization of business charges	1	3	2	1	—	5	5	7	1	3	7	—	2	3	1	4
Non-GAAP gross margin	703	775	827	916	698	759	774	912	582	662	694	914	553	653	688	844
GAAP Operating earnings (loss) ("OE")	152	190	252	327	174	203	246	325	107	138	207	(1,459)	119	254	231	389
Non-GAAP OE Adjustments:																
Stock-based compensation expense	29	36	30	31	30	23	25	26	25	23	18	18	18	17	16	18
Reorganization of business charges	6	6	6	8	7	13	16	34	9	25	13	15	12	13	14	38
Intangibles amortization expense	—	—	—	—	—	—	—	—	1	1	1	1	2	3	2	2
Other highlighted items	—	—	—	(16)	—	—	—	—	(21)	8	11	1,906	—	(32)	26	5
Non-GAAP OE	\$ 193	\$ 241	\$ 295	\$ 356	\$ 216	\$ 248	\$ 296	\$ 396	\$ 126	\$ 201	\$ 259	\$ 483	\$ 156	\$ 260	\$ 292	\$ 458
GAAP OE%	11.0%	12.4%	15.9%	18.5%	12.5%	13.6%	16.2%	17.9%	8.7%	9.9%	14.4%	(80.0)%	9.7%	18.6%	16.2%	23.1%
Non-GAAP Adj %	2.9%	3.3%	2.8%	1.7%	3.0%	3.0%	3.3%	3.9%	1.5%	4.5%	3.6%	106.5 %	3.1%	0.4%	4.3%	4.1%
Non-GAAP OE %	13.9%	15.7%	18.7%	20.2%	15.5%	16.6%	19.5%	21.8%	10.3%	14.4%	18.0%	26.5 %	12.8%	19.0%	20.5%	27.2%
GAAP Other income (expense)	14	(27)	(9)	(18)	(19)	(35)	5	(19)	(18)	(40)	(56)	(39)	9	(39)	(34)	(12)
Non-GAAP Below OE adjustments	16	—	—	—	—	—	23	—	—	—	(27)	—	46	—	—	39
Non-GAAP Other income (expense)	(2)	(27)	(9)	(18)	(19)	(35)	(18)	(19)	(18)	(40)	(29)	(39)	(37)	(39)	(34)	(51)
GAAP Earnings (loss) from continuing operations*	110	129	156	275	157	223	261	293	85	78	66	(926)	87	150	126	277
Non-GAAP OE adjustments	41	51	43	29	42	45	50	71	19	63	52	1,942	37	6	61	69
Non-GAAP below OE adjustments	(16)	—	—	—	—	—	(23)	—	—	—	27	—	(46)	—	—	(39)
Non-GAAP tax adjustments and effect	(7)	(33)	(13)	(68)	(57)	(11)	(2)	(6)	(32)	(20)	9	(728)	5	(13)	(21)	(27)
TOTAL Non-GAAP Earnings from continuing operations	\$ 128	\$ 147	\$ 186	\$ 236	\$ 142	\$ 257	\$ 286	\$ 358	\$ 72	\$ 121	\$ 154	\$ 288	\$ 83	\$ 143	\$ 166	\$ 280
GAAP Continuing operations earnings per share ("EPS")	\$ 0.35	\$ 0.44	\$ 0.54	\$ 0.97	\$ 0.56	\$ 0.81	\$ 0.98	\$ 1.12	\$ 0.33	\$ 0.30	\$ 0.27	\$ (4.02)	\$ 0.40	\$ 0.72	\$ 0.63	\$ 1.56
Non-GAAP Continuing operations EPS adjustments	0.05	0.06	0.11	(0.14)	(0.05)	0.13	0.10	0.25	(0.05)	0.17	0.35	5.27	(0.02)	(0.04)	0.19	0.02
Non-GAAP Continuing operations EPS	\$ 0.40	\$ 0.50	\$ 0.65	\$ 0.83	\$ 0.51	\$ 0.94	\$ 1.08	\$ 1.37	\$ 0.28	\$ 0.47	\$ 0.62	\$ 1.25	\$ 0.38	\$ 0.68	\$ 0.82	\$ 1.58
Diluted, weighted average shares outstanding	317.7	296.1	287.4	284.4	280.7	274.7	265.3	261.2	258.3	256.2	248.2	230.5	217.8	209.5	201.3	177.5

* Amounts attributable to Motorola Solutions, Inc. common shareholders.