

Motorola Solutions, Inc. and Subsidiaries
Consolidated Statements of Operations
(In millions, except per share amounts)

	Three Months Ended	
	December 31, 2018	December 31, 2017
Net sales from products	\$ 1,470	\$ 1,233
Net sales from services	784	724
Net sales	2,254	1,957
Costs of products sales	652	519
Costs of services sales	514	468
Costs of sales	1,166	987
Gross margin	1,088	970
Selling, general and administrative expenses	337	267
Research and development expenditures	165	154
Other charges	22	7
Intangibles amortization	48	39
Operating earnings	516	503
Other income (expense):		
Interest expense, net	(59)	(47)
Other	7	9
Total other expense	(52)	(38)
Net earnings before income taxes	464	465
Income tax expense	40	1,039
Net earnings (loss)	424	(574)
Less: Earnings attributable to noncontrolling interests	1	1
Net earnings (loss) attributable to Motorola Solutions, Inc.	\$ 423	\$ (575)

Earnings (loss) per common share:

Basic:	\$ 2.58	\$ (3.56)
Diluted:	\$ 2.44	\$ (3.56)
Weighted average common shares outstanding:		
Basic	163.5	161.7
Diluted	173.4	161.7

Percentage of Net Sales*

Net sales from products	65.2 %	63.0 %
Net sales from services	34.8 %	37.0 %
Net sales	100.0 %	100.0 %
Costs of products sales	44.4 %	42.1 %
Costs of services sales	65.6 %	64.6 %
Costs of sales	51.7 %	50.4 %
Gross margin	48.3 %	49.6 %
Selling, general and administrative expenses	15.0 %	13.6 %
Research and development expenditures	7.3 %	7.9 %
Other charges	1.0 %	0.4 %
Intangibles amortization	2.1 %	2.0 %
Operating earnings	22.9 %	25.7 %
Other income (expense):		
Interest expense, net	(2.6)%	(2.4)%
Other	0.3 %	0.5 %
Total other expense	(2.3)%	(1.9)%
Net earnings before income taxes	20.6 %	23.8 %
Income tax expense	1.8 %	53.1 %
Net earnings (loss)	18.8 %	(29.3)%
Less: Earnings attributable to noncontrolling interests	— %	0.1 %
Net earnings (loss) attributable to Motorola Solutions, Inc.	18.8 %	(29.4)%

* Percentages may not add up due to rounding

Motorola Solutions, Inc. and Subsidiaries
Consolidated Statements of Operations
(In millions, except per share amounts)

	Years Ended		
	December 31, 2018	December 31, 2017	December 31, 2016
Net sales from products	\$ 4,463	\$ 3,772	\$ 3,649
Net sales from services	2,880	2,608	2,389
Net sales	7,343	6,380	6,038
Costs of products sales	2,035	1,686	1,649
Costs of services sales	1,828	1,670	1,520
Costs of sales	3,863	3,356	3,169
Gross margin	3,480	3,024	2,869
Selling, general and administrative expenses	1,254	1,025	1,044
Research and development expenditures	637	568	553
Other charges (income)	146	(4)	111
Intangibles amortization	188	151	113
Operating earnings	1,255	1,284	1,048
Other income (expense):			
Interest expense, net	(222)	(201)	(205)
Gains (losses) on sales of investments and businesses, net	16	3	(6)
Other	53	(10)	7
Total other expense	(153)	(208)	(204)
Net earnings before income taxes	1,102	1,076	844
Income tax expense	133	1,227	282
Net earnings (loss)	969	(151)	562
Less: Earnings attributable to noncontrolling interests	3	4	2
Net earnings (loss) attributable to Motorola Solutions, Inc.	\$ 966	\$ (155)	\$ 560
<u>Earnings (loss) per common share:</u>			
Basic:	\$ 5.95	\$ (0.95)	\$ 3.30
Diluted:	\$ 5.62	\$ (0.95)	\$ 3.24
<u>Weighted average common shares outstanding:</u>			
Basic	162.4	162.9	169.6
Diluted	172.0	162.9	173.1

	Percentage of Net Sales*		
Net sales from products	60.8 %	59.1 %	60.4 %
Net sales from services	39.2 %	40.9 %	39.6 %
Net sales	100.0 %	100.0 %	100.0 %
Costs of products sales	45.6 %	44.7 %	45.2 %
Costs of services sales	63.5 %	64.0 %	63.6 %
Costs of sales	52.6 %	52.6 %	52.5 %
Gross margin	47.4 %	47.4 %	47.5 %
Selling, general and administrative expenses	17.1 %	16.1 %	17.3 %
Research and development expenditures	8.7 %	8.9 %	9.2 %
Other charges	2.0 %	(0.1)%	1.8 %
Intangibles amortization	2.6 %	2.4 %	1.9 %
Operating earnings	17.1 %	20.1 %	17.4 %
Other income (expense):			
Interest expense, net	(3.0)%	(3.2)%	(3.4)%
Gains (losses) on sales of investments and businesses, net	0.2 %	— %	(0.1)%
Other	0.7 %	(0.2)%	0.1 %
Total other expense	(2.1)%	(3.3)%	(3.4)%
Net earnings before income taxes	15.0 %	16.9 %	14.0 %
Income tax expense	1.8 %	19.2 %	4.7 %
Net earnings (loss)	13.2 %	(2.4)%	9.3 %
Less: Earnings attributable to noncontrolling interests	— %	0.1 %	— %
Net earnings (loss) attributable to Motorola Solutions, Inc.	13.2 %	(2.4)%	9.3 %

* Percentages may not add up due to rounding

Motorola Solutions, Inc. and Subsidiaries
Consolidated Balance Sheets
(In millions)

	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Assets		
Cash and cash equivalents	\$ 1,246	\$ 1,205
Restricted cash	11	63
Total cash and cash equivalents	1,257	1,268
Accounts receivable, net	1,293	1,523
Contract assets	1,012	—
Inventories, net	356	327
Other current assets	354	832
Total current assets	4,272	3,950
Property, plant and equipment, net	895	856
Investments	169	247
Deferred income taxes	985	1,023
Goodwill	1,514	938
Intangible assets	1,230	861
Other assets	344	333
Total assets	\$ 9,409	\$ 8,208
Liabilities and Stockholders' Equity		
Current portion of long-term debt	\$ 31	\$ 52
Accounts payable	592	593
Contract liabilities	1,263	—
Accrued liabilities	1,210	2,286
Total current liabilities	3,096	2,931
Long-term debt	5,289	4,419
Other liabilities	2,300	2,585
Total Motorola Solutions, Inc. stockholders' equity (deficit)	(1,293)	(1,742)
Noncontrolling interests	17	15
Total liabilities and stockholders' equity	\$ 9,409	\$ 8,208

Motorola Solutions, Inc. and Subsidiaries
Consolidated Statements of Cash Flows
(In millions)

	Three Months Ended	
	December 31, 2018	December 31, 2017
Operating		
Net earnings (loss) attributable to Motorola Solutions, Inc.	\$ 423	\$ (575)
Earnings attributable to noncontrolling interests	1	1
Net earnings (loss)	424	(574)
Adjustments to reconcile Net earnings (loss) to Net cash provided by operating activities:		
Depreciation and amortization	93	89
Non-cash other charges	—	3
Non-U.S. pension settlement loss	—	2
Share-based compensation expense	20	17
Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments:		
Accounts receivable	(124)	(141)
Inventories	10	37
Other current assets and contract assets	(114)	42
Accounts payable, accrued liabilities, and contract liabilities	441	338
Other assets and liabilities	72	(54)
Deferred income taxes	(10)	1,002
Net cash provided by operating activities	812	761
Investing		
Acquisitions and investments, net	(6)	(21)
Proceeds from sales of investments	5	9
Capital expenditures	(69)	(21)
Net cash used for investing activities	(70)	(33)
Financing		
Repayment of debt	(311)	(7)
Net proceeds from issuance of debt	195	3
Issuance of common stock	29	21
Purchase of common stock	(66)	(125)
Payment of dividends	(85)	(76)
Deferred acquisition costs	(76)	(2)
Net cash used for financing activities	(314)	(186)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(22)	9
Net increase in cash and cash equivalents	406	551
Cash, cash equivalents, and restricted cash, beginning of period	851	717
Cash, cash equivalents, and restricted cash, end of period	\$ 1,257	\$ 1,268
Financial Ratios:		
Free cash flow*	\$ 743	\$ 740

*Free cash flow = Net cash provided by operating activities - Capital Expenditures

Motorola Solutions, Inc. and Subsidiaries
Consolidated Statements of Cash Flows
(In millions)

	Years Ended		
	December 31, 2018	December 31, 2017	December 31, 2016
Operating			
Net earnings (loss) attributable to Motorola Solutions, Inc.	\$ 966	\$ (155)	\$ 560
Earnings attributable to noncontrolling interests	3	4	2
Net earnings (loss)	969	(151)	562
Adjustments to reconcile Net earnings (loss) to Net cash provided by operating activities:			
Depreciation and amortization	360	343	295
Non-cash other charges	56	32	54
Non-U.S. pension settlement loss	—	48	26
Share-based compensation expense	73	66	68
Loss (gains) on sales of investments and businesses, net	(16)	(3)	6
Loss (gain) from the extinguishment of long term debt	(6)	—	2
Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments:			
Accounts receivable	62	(60)	(6)
Inventories	71	(46)	6
Other current assets and contract assets	(251)	(99)	(185)
Accounts payable, accrued liabilities, and contract liabilities	271	160	241
Other assets and liabilities	(523)	(44)	(117)
Deferred income taxes	9	1,100	213
Net cash provided by operating activities	1,075	1,346	1,165
Investing			
Acquisitions and investments, net	(1,164)	(404)	(1,474)
Proceeds from sales of investments	95	183	670
Capital expenditures	(197)	(227)	(271)
Proceeds from sales of property, plant and equipment	—	—	73
Net cash used for investing activities	(1,266)	(448)	(1,002)
Financing			
Repayment of debt	(723)	(21)	(686)
Net proceeds from issuance of debt	1,490	10	673
Issuance of common stock	168	82	93
Purchase of common stock	(132)	(483)	(842)
Payment of dividends	(337)	(307)	(280)
Payment of dividends to non-controlling interest	(1)	(1)	—
Settlement of conversion premium on convertible debt	(169)	—	—
Deferred acquisition costs	(76)	(2)	—
Net cash provided by (used for) financing activities	220	(722)	(1,042)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(40)	62	(71)
Net increase (decrease) in cash, cash equivalents, and restricted cash	(11)	238	(950)
Cash, cash equivalents, and restricted cash, beginning of period	1,268	1,030	1,980
Cash, cash equivalents, and restricted cash, end of period	\$ 1,257	\$ 1,268	\$ 1,030
Financial Ratios:			
Free cash flow*	\$ 878	\$ 1,119	\$ 894

*Free cash flow = Net cash provided by operating activities - Capital Expenditures

Motorola Solutions, Inc. and Subsidiaries
Segment Information
(In millions)

Net Sales

	Three Months Ended		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 1,670	\$ 1,437	16 %
Services and Software	584	520	12 %
Total Motorola Solutions	\$ 2,254	\$ 1,957	15 %

Years Ended

	December 31, 2018		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 5,100	\$ 4,513	13 %
Services and Software	2,243	1,867	20 %
Total Motorola Solutions	\$ 7,343	\$ 6,380	15 %

Operating Earnings

	Three Months Ended		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 405	\$ 416	(3)%
Services and Software	111	87	28 %
Total Motorola Solutions	\$ 516	\$ 503	3 %

Years Ended

	December 31, 2018		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 854	\$ 969	(12)%
Services and Software	401	315	27 %
Total Motorola Solutions	\$ 1,255	\$ 1,284	(2)%

Operating Earnings %

	Three Months Ended	
	December 31, 2018	December 31, 2017
Products and Systems Integration	24.3%	28.9%
Services and Software	19.0%	16.7%
Total Motorola Solutions	22.9%	25.7%

Years Ended

	December 31, 2018	
	December 31, 2018	December 31, 2017
Products and Systems Integration	16.7%	21.5%
Services and Software	17.9%	16.9%
Total Motorola Solutions	17.1%	20.1%

Motorola Solutions, Inc. and Subsidiaries
Non-GAAP Adjustments (Intangibles Amortization Expenses, Share-Based Compensation Expense, and Highlighted Items)

Q1 2018

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 17	\$ 4	\$ 13	\$ 0.08
Reorganization of business charges	Cost of sales and Other charges	13	3	10	0.06
Intangibles amortization expense	Intangibles amortization	41	8	33	0.19
Loss on legal settlements	Other charges	1	—	1	0.01
Loss on derivative instruments related to Avigilon purchase	Other expense	14	4	10	0.06
Release of FIN 48 reserve	Income tax expense	—	1	(1)	(0.01)
Sale of investments	(Gain) or Loss on Sales of Investments and Businesses, net	(11)	(3)	(8)	(0.05)
Acquisition-related transaction fees	Other charges	17	5	12	0.07
Total impact on Net earnings		\$ 92	\$ 22	\$ 70	\$ 0.41

Q2 2018

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 17	\$ 4	\$ 13	\$ 0.08
Reorganization of business charges	Cost of sales and Other charges	25	6	19	0.10
Intangibles amortization expense	Intangibles amortization	53	12	41	0.23
Avigilon purchase accounting adjustment	Cost of sales	10	3	7	0.04
Sale of investments	(Gain) or Loss on Sales of Investments and Businesses, net	1	—	1	0.01
Loss on foreign currency related to Avigilon purchase	Other expense	1	—	1	0.01
FIN 48 reserve	Income tax expense	—	(1)	1	0.01
State audit settlement	Income tax expense	—	12	(12)	(0.07)
Total impact on Net earnings		\$ 107	\$ 36	\$ 71	\$ 0.41

Q3 2018

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 19	\$ 5	\$ 14	\$ 0.08
Reorganization of business charges	Cost of sales and Other charges	25	6	19	0.11
Intangibles amortization expense	Intangibles amortization	46	10	36	0.21
Avigilon purchase accounting adjustment	Cost of sales	9	2	7	0.04
Gain from the extinguishment of convertible debt	Other income	(6)	—	(6)	(0.03)
Fair value adjustments to equity investments	Other income	(7)	(2)	(5)	(0.03)
Loss on legal settlement	Other charges	2	1	1	0.01
Environmental reserve expense	Other charges	57	14	43	0.25
Sale of investments	(Gain) or Loss on Sales of Investments and Businesses, net	(6)	(1)	(5)	(0.03)
Return-to-provision adjustments as related to federal tax reform	Income tax expense	—	16	(16)	(0.10)
Total impact on Net earnings		\$ 139	\$ 51	\$ 88	\$ 0.51

Q4 2018

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 20	\$ 5	\$ 15	\$ 0.09
Reorganization of business charges	Cost of sales and Other charges	58	13	45	0.25
Intangibles amortization expense	Intangibles amortization	48	10	38	0.22
Asset impairment	Other charges	1	—	1	0.01
Acquisition-related transaction fees	Other charges	7	1	6	0.03
Fair value adjustments to equity investments	Other income	(4)	(1)	(3)	(0.02)
Investment impairments	Investment impairments	5	1	4	0.02
FIN 48 reserve, valuation allowance, and other	Income tax expense	—	6	(6)	(0.03)
Adjustments to the provisional tax expense as a result of the tax reform	Income tax expense	—	65	(65)	(0.38)
Total impact on Net earnings		\$ 135	\$ 100	\$ 35	\$ 0.19

FY 2018

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 73	\$ 18	\$ 55	\$ 0.32
Reorganization of business charges	Cost of sales and Other charges	120	28	92	0.53
Avigilon purchase accounting adjustment	Cost of sales	19	5	14	0.08
Intangibles amortization expense	Intangibles amortization	188	40	148	0.86
Loss on legal settlements	Other charges	3	1	2	0.01
Loss on derivative instruments related to Avigilon purchase	Other expense	14	4	10	0.06
Gain from the extinguishment of convertible debt	Other income	(6)	—	(6)	(0.03)
Sale of investments	(Gain) or Loss on Sales of Investments and Businesses, net	(16)	(4)	(12)	(0.07)
Acquisition-related transaction fees	Other charges	24	6	18	0.10
Fair value adjustments to equity investments	Other income	(11)	(3)	(8)	(0.05)
Loss on foreign currency related to Avigilon purchase	Other expense	2	—	2	0.01
Asset impairment	Other charges	1	—	1	0.01
Investment impairments	Investment impairments	5	1	4	0.02
Environmental reserve expense	Other charges	57	14	43	0.25
FIN 48 reserve, valuation allowance, and other	Income tax expense	—	18	(18)	(0.10)
Adjustments to the provisional tax expense as a result of the tax reform	Income tax expense	—	81	(81)	(0.47)
Total impact on Net earnings		\$ 473	\$ 209	\$ 264	\$ 1.53

Motorola Solutions, Inc. and Subsidiaries
Non-GAAP Segment Information
(In millions)

Net Sales

	Three Months Ended		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 1,670	\$ 1,437	16%
Services and Software	584	520	12%
Total Motorola Solutions	\$ 2,254	\$ 1,957	15%

Years Ended

	December 31, 2018		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 5,100	\$ 4,513	13%
Services and Software	2,243	1,867	20%
Total Motorola Solutions	\$ 7,343	\$ 6,380	15%

Non-GAAP Operating Earnings

	Three Months Ended		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 483	\$ 435	11%
Services and Software	167	131	27%
Total Motorola Solutions	\$ 650	\$ 566	15%

Years Ended

	December 31, 2018		% Change
	December 31, 2018	December 31, 2017	
Products and Systems Integration	\$ 1,109	\$ 1,026	8%
Services and Software	631	480	31%
Total Motorola Solutions	\$ 1,740	\$ 1,506	16%

Non-GAAP Operating Earnings %

	Three Months Ended	
	December 31, 2018	December 31, 2017
Products and Systems Integration	28.9%	30.3%
Services and Software	28.6%	25.2%
Total Motorola Solutions	28.8%	28.9%

Years Ended

	December 31, 2018	
	December 31, 2018	December 31, 2017
Products and Systems Integration	21.7%	22.7%
Services and Software	28.1%	25.7%
Total Motorola Solutions	23.7%	23.6%

Motorola Solutions, Inc. and Subsidiaries
Operating Earnings after Non-GAAP Adjustments

Q1 2018

	TOTAL	Products and Systems Integration	Services and Software
Net sales	\$ 1,468	\$ 952	\$ 516
Operating earnings ("OE")	\$ 171	\$ 90	\$ 81
Above-OE non-GAAP adjustments:			
Share-based compensation expense	17	12	5
Reorganization of business charges	13	9	4
Intangibles amortization expense	41	1	40
Acquisition-related transaction fees	17	12	5
Loss on legal settlements	1	1	—
Total above-OE non-GAAP adjustments	89	35	54
Operating earnings after non-GAAP adjustments	\$ 260	\$ 125	\$ 135
Operating earnings as a percentage of net sales - GAAP	11.6%	9.5%	15.7%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	17.7%	13.1%	26.2%

Q2 2018

	TOTAL	Products and Systems Integration	Services and Software
Net sales	\$ 1,760	\$ 1,189	\$ 571
Operating earnings ("OE")	\$ 273	\$ 175	\$ 98
Above-OE non-GAAP adjustments:			
Share-based compensation expense	17	12	5
Reorganization of business charges	25	19	6
Intangibles amortization expense	53	10	43
Avigilon purchase accounting adjustment	10	10	—
Total above-OE non-GAAP adjustments	105	51	54
Operating earnings after non-GAAP adjustments	\$ 378	\$ 226	\$ 152
Operating earnings as a percentage of net sales - GAAP	15.5%	14.7%	17.2%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	21.5%	19.0%	26.6%

Q3 2018

	TOTAL	Products and Systems Integration	Services and Software
Net sales	\$ 1,862	\$ 1,288	\$ 574
Operating earnings ("OE")	\$ 294	\$ 183	\$ 111
Above-OE non-GAAP adjustments:			
Share-based compensation expense	19	13	6
Reorganization of business charges	25	19	6
Intangibles amortization expense	46	11	35
Avigilon purchase accounting adjustment	9	9	—
Loss on legal settlement	2	1	1
Environmental reserve expense	57	40	17
Total above-OE non-GAAP adjustments	158	93	65
Operating earnings after non-GAAP adjustments	\$ 452	\$ 276	\$ 176
Operating earnings as a percentage of net sales - GAAP	15.8%	14.2%	19.3%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	24.3%	21.4%	30.7%

Q4 2018

	TOTAL	Products and Systems Integration	Services and Software
Net sales	\$ 2,254	\$ 1,670	\$ 584
Operating earnings ("OE")	\$ 516	\$ 405	\$ 111
Above-OE non-GAAP adjustments:			
Share-based compensation expense	20	14	6
Reorganization of business charges	58	53	5
Intangibles amortization expense	48	11	37
Asset impairment	1	—	1
Acquisition-related transaction fees	7	—	7
Total above-OE non-GAAP adjustments	134	78	56
Operating earnings after non-GAAP adjustments	\$ 650	\$ 483	\$ 167
Operating earnings as a percentage of net sales - GAAP	22.9%	24.3%	19.0%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	28.8%	28.9%	28.6%

FY 2018

	TOTAL	Products and Systems Integration	Services and Software
Net sales	\$ 7,343	\$ 5,100	\$ 2,243
Operating earnings ("OE")	\$ 1,255	\$ 854	\$ 401
Above-OE non-GAAP adjustments:			
Share-based compensation expense	73	50	23
Reorganization of business charges	120	101	19
Intangibles amortization expense	188	31	157
Environmental reserve expense	57	40	17
Acquisition-related transaction fees	24	12	12
Asset impairment	1	—	1
Avigilon purchase accounting adjustment	19	19	—
Loss on legal settlements	3	2	1
Total above-OE non-GAAP adjustments	485	255	230
Operating earnings after non-GAAP adjustments	\$ 1,740	\$ 1,109	\$ 631
Operating earnings as a percentage of net sales - GAAP	17.1%	16.7%	17.9%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	23.7%	21.7%	28.1%

Motorola Solutions, Inc. and Subsidiaries
Non-GAAP Organic Revenue

Total Motorola Solutions			
	Three Months Ended		% Change
	December 31, 2018	December 31, 2017	
Net sales	\$ 2,254	\$ 1,957	15%
Non-GAAP adjustments:			
Acquisitions	(159)	—	
ASC 606 impact	(25)	—	
Organic revenue	\$ 2,070	\$ 1,957	6%

Total Motorola Solutions			
	Years Ended		% Change
	December 31, 2018	December 31, 2017	
Net sales	\$ 7,343	\$ 6,380	15%
Non-GAAP adjustments:			
Acquisitions	(516)	(9)	
ASC 606 impact	(83)	—	
Organic revenue	\$ 6,744	\$ 6,371	6%

Motorola Solutions, Inc. and Subsidiaries
Non-GAAP Adjusted Operating Cash Flow

	Year Ended December 31, 2018	
Net cash provided by operating activities	\$	1,075
Voluntary, debt-funded U.S. pension contribution		500
Adjusted Operating cash flow	\$	1,575