

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

|  | <b>Three Months Ended</b>       |                      |
|--|---------------------------------|----------------------|
|  | <b>June 29, 2019</b>            | <b>June 30, 2018</b> |
| Net sales from products                                    | \$ 1,118                        | \$ 1,042             |
| Net sales from services                                    | 742                             | 718                  |
| Net sales  | 1,860                           | 1,760                |
| Costs of products sales                                    | 490                             | 485                  |
| Costs of services sales                                    | 439                             | 453                  |
| Costs of sales   | 929                             | 938                  |
| Gross margin   | 931                             | 822                  |
| Selling, general and administrative expenses               | 351                             | 316                  |
| Research and development expenditures                      | 170                             | 162                  |
| Other charges  | 9                               | 18                   |
| Intangibles amortization                                   | 52                              | 53                   |
| Operating earnings   | 349                             | 273                  |
| Other income (expense):                                    |                                 |                      |
| Interest expense, net                                      | (56)                            | (58)                 |
| Gains (losses) on sales of investments and businesses, net | 3                               | (1)                  |
| Other, net   | (21)                            | 13                   |
| Total other expense  | (74)                            | (46)                 |
| Net earnings before income taxes                           | 275                             | 227                  |
| Income tax expense   | 67                              | 46                   |
| Net earnings   | 208                             | 181                  |
| Less: Earnings attributable to non-controlling interests   | 1                               | 1                    |
| Net earnings attributable to Motorola Solutions, Inc.      | \$ 207                          | \$ 180               |
| <b>Earnings per common share:</b>                          |                                 |                      |
| Basic  | \$ 1.25                         | \$ 1.11              |
| Diluted  | \$ 1.18                         | \$ 1.05              |
| <b>Weighted average common shares outstanding:</b>         |                                 |                      |
| Basic  | 164.9                           | 162.2                |
| Diluted  | 176.1                           | 171.7                |
|  | <b>Percentage of Net Sales*</b> |                      |
| Net sales from products                                    | 60.1 %                          | 59.2 %               |
| Net sales from services                                    | 39.9 %                          | 40.8 %               |
| Net sales  | 100.0 %                         | 100.0 %              |
| Costs of products sales                                    | 43.8 %                          | 46.5 %               |
| Costs of services sales                                    | 59.2 %                          | 63.1 %               |
| Costs of sales   | 49.9 %                          | 53.3 %               |
| Gross margin   | 50.1 %                          | 46.7 %               |
| Selling, general and administrative expenses               | 18.9 %                          | 18.0 %               |
| Research and development expenditures                      | 9.1 %                           | 9.2 %                |
| Other charges  | 0.5 %                           | 1.0 %                |
| Intangibles amortization                                   | 2.8 %                           | 3.0 %                |
| Operating earnings   | 18.8 %                          | 15.5 %               |
| Other income (expense):                                    |                                 |                      |
| Interest expense, net                                      | (3.0)%                          | (3.3)%               |
| Gains (losses) on sales of investments and businesses, net | 0.2 %                           | (0.1)%               |
| Other, net   | (1.1)%                          | 0.7 %                |
| Total other expense  | (4.0)%                          | (2.6)%               |
| Net earnings before income taxes                           | 14.8 %                          | 12.9 %               |
| Income tax expense   | 3.6 %                           | 2.6 %                |
| Net earnings   | 11.2 %                          | 10.3 %               |
| Less: Earnings attributable to non-controlling interests   | 0.1 %                           | 0.1 %                |
| Net earnings attributable to Motorola Solutions, Inc.      | 11.1 %                          | 10.2 %               |

\* Percentages may not add up due to rounding

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

|  | <b>Six Months Ended</b> |                      |
|--|-------------------------|----------------------|
|  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |
| Net sales from products                                  | \$ 2,063                | \$ 1,842             |
| Net sales from services                                  | 1,454                   | 1,385                |
| Net sales  | 3,517                   | 3,227                |
| Costs of products sales                                  | 934                     | 867                  |
| Costs of services sales                                  | 879                     | 869                  |
| Costs of sales   | 1,813                   | 1,736                |
| Gross margin   | 1,704                   | 1,491                |
| Selling, general and administrative expenses             | 676                     | 594                  |
| Research and development expenditures                    | 333                     | 314                  |
| Other charges  | 14                      | 44                   |
| Intangibles amortization                                 | 102                     | 94                   |
| Operating earnings                                       | 579                     | 445                  |
| Other income (expense):                                  |                         |                      |
| Interest expense, net                                    | (111)                   | (104)                |
| Gains on sales of investments and businesses, net        | 4                       | 10                   |
| Other, net   | (12)                    | 16                   |
| Total other expense                                      | (119)                   | (78)                 |
| Net earnings before income taxes                         | 460                     | 367                  |
| Income tax expense                                       | 100                     | 69                   |
| Net earnings   | 360                     | 298                  |
| Less: Earnings attributable to non-controlling interests | 2                       | 1                    |
| Net earnings attributable to Motorola Solutions, Inc.    | \$ 358                  | \$ 297               |
| <u>Earnings per common share:</u>                        |                         |                      |
| Basic  | \$ 2.18                 | \$ 1.83              |
| Diluted  | \$ 2.04                 | \$ 1.73              |
| <u>Weighted average common shares outstanding:</u>       |                         |                      |
| Basic  | 164.4                   | 161.7                |
| Diluted  | 175.3                   | 171.1                |

|  | <b>Percentage of Net Sales*</b> |                      |
|--|---------------------------------|----------------------|
|  | <b>June 29, 2019</b>            | <b>June 30, 2018</b> |
| Net sales from products                                  | 58.7 %                          | 57.1 %               |
| Net sales from services                                  | 41.3 %                          | 42.9 %               |
| Net sales  | 100.0 %                         | 100.0 %              |
| Costs of products sales                                  | 45.3 %                          | 47.1 %               |
| Costs of services sales                                  | 60.5 %                          | 62.7 %               |
| Costs of sales   | 51.5 %                          | 53.8 %               |
| Gross margin   | 48.5 %                          | 46.2 %               |
| Selling, general and administrative expenses             | 19.2 %                          | 18.4 %               |
| Research and development expenditures                    | 9.5 %                           | 9.7 %                |
| Other charges  | 0.4 %                           | 1.4 %                |
| Intangibles amortization                                 | 2.9 %                           | 2.9 %                |
| Operating earnings                                       | 16.5 %                          | 13.8 %               |
| Other income (expense):                                  |                                 |                      |
| Interest expense, net                                    | (3.2)%                          | (3.2)%               |
| Gains on sales of investments and businesses, net        | 0.1 %                           | 0.3 %                |
| Other, net   | (0.3)%                          | 0.5 %                |
| Total other expense                                      | (3.4)%                          | (2.4)%               |
| Net earnings before income taxes                         | 13.1 %                          | 11.4 %               |
| Income tax expense                                       | 2.8 %                           | 2.1 %                |
| Net earnings   | 10.2 %                          | 9.2 %                |
| Less: Earnings attributable to non-controlling interests | 0.1 %                           | — %                  |
| Net earnings attributable to Motorola Solutions, Inc.    | 10.2 %                          | 9.2 %                |

\* Percentages may not add up due to rounding

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

|   | June 29, 2019   | December 31, 2018 |
|---|-----------------|-------------------|
| <b>Assets</b>   |                 |                   |
| Cash and cash equivalents                                     | \$ 953          | \$ 1,246          |
| Restricted cash   | 11              | 11                |
| Total cash and cash equivalents                               | 964             | 1,257             |
| Accounts receivable, net                                      | 1,206           | 1,293             |
| Contract assets   | 913             | 1,012             |
| Inventories, net  | 424             | 356               |
| Other current assets  | 324             | 354               |
| Total current assets  | 3,831           | 4,272             |
| Property, plant and equipment, net                            | 940             | 895               |
| Operating lease assets  | 567             | —                 |
| Investments   | 175             | 169               |
| Deferred income taxes   | 913             | 985               |
| Goodwill  | 1,852           | 1,514             |
| Intangible assets, net  | 1,332           | 1,230             |
| Other assets  | 364             | 344               |
| <b>Total assets</b>   | <b>\$ 9,974</b> | <b>\$ 9,409</b>   |
| <b>Liabilities and Stockholders' Equity</b>                   |                 |                   |
| Current portion of long-term debt                             | \$ 28           | \$ 31             |
| Accounts payable  | 544             | 592               |
| Contract liabilities  | 1,187           | 1,263             |
| Accrued liabilities   | 1,117           | 1,210             |
| Total current liabilities                                     | 2,876           | 3,096             |
| Long-term debt  | 5,315           | 5,289             |
| Operating lease liabilities                                   | 504             | —                 |
| Other liabilities   | 2,233           | 2,300             |
| Total Motorola Solutions, Inc. stockholders' equity (deficit) | (970)           | (1,293)           |
| Non-controlling interests                                     | 16              | 17                |
| <b>Total liabilities and stockholders' equity</b>             | <b>\$ 9,974</b> | <b>\$ 9,409</b>   |

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

|  | Three Months Ended |               |
|--|--------------------|---------------|
|  | June 29, 2019      | June 30, 2018 |
| <b>Operating</b>   |                    |               |
| Net earnings attributable to Motorola Solutions, Inc.  | \$ 207             | \$ 180        |
| Earnings attributable to non-controlling interests   | 1                  | 1             |
| Net earnings   | 208                | 181           |
| Adjustments to reconcile Net earnings to Net cash provided by (used for) operating activities:                                 |                    |               |
| Depreciation and amortization  | 96                 | 96            |
| Non-cash other (income) charges  | (6)                | 3             |
| Share-based compensation expense   | 30                 | 17            |
| Losses (gains) on sales of investments and businesses, net   | (3)                | 1             |
| Loss from the extinguishment of long term debt   | 43                 | —             |
| Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments: |                    |               |
| Accounts receivable  | (58)               | 11            |
| Inventories  | 2                  | 46            |
| Other current assets and contract assets   | (8)                | 41            |
| Accounts payable, accrued liabilities, and contract liabilities  | (84)               | 10            |
| Other assets and liabilities   | 8                  | (5)           |
| Deferred income taxes  | 23                 | 24            |
| Net cash provided by operating activities  | 251                | 425           |
| <b>Investing</b>   |                    |               |
| Acquisitions and investments, net  | (3)                | (28)          |
| Proceeds from sales of investments and businesses, net   | 8                  | 2             |
| Capital expenditures   | (63)               | (41)          |
| Net cash used for investing activities   | (58)               | (67)          |
| <b>Financing</b>   |                    |               |
| Repayment of debt  | (658)              | (147)         |
| Net proceeds from issuance of debt   | 645                | (1)           |
| Issuance of common stock   | 25                 | 6             |
| Purchases of common stock  | (25)               | —             |
| Payments of dividends  | (94)               | (84)          |
| Payments of dividends to non-controlling interests   | (3)                | (1)           |
| Net cash used for financing activities   | (110)              | (227)         |
| Effect of exchange rate changes on total cash and cash equivalents   | (16)               | (48)          |
| Net increase in total cash and cash equivalents  | 67                 | 83            |
| Total cash and cash equivalents, beginning of period   | 897                | 858           |
| Total cash and cash equivalents, end of period   | \$ 964             | \$ 941        |
| <b>Financial Ratios:</b>   |                    |               |
| Free cash flow*  | \$ 188             | \$ 384        |

\*Free cash flow = Net cash provided by (used for) operating activities - Capital expenditures

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

|  | Six Months Ended |               |
|--|------------------|---------------|
|  | June 29, 2019    | June 30, 2018 |
| <b>Operating</b>   |                  |               |
| Net earnings attributable to Motorola Solutions, Inc.  | \$ 358           | \$ 297        |
| Earnings attributable to non-controlling interests   | 2                | 1             |
| Net earnings   | 360              | 298           |
| Adjustments to reconcile Net earnings to Net cash provided by (used for) operating activities:                                 |                  |               |
| Depreciation and amortization  | 191              | 178           |
| Non-cash other charges   | 4                | 6             |
| Share-based compensation expense   | 57               | 34            |
| Gains on sales of investments and businesses, net  | (4)              | (10)          |
| Loss from the extinguishment of long term debt   | 43               | —             |
| Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments: |                  |               |
| Accounts receivable  | 110              | 206           |
| Inventories  | (61)             | 37            |
| Other current assets and contract assets   | 128              | 43            |
| Accounts payable, accrued liabilities, and contract liabilities  | (345)            | (340)         |
| Other assets and liabilities   | 2                | (558)         |
| Deferred income taxes  | 17               | 31            |
| Net cash provided by (used for) operating activities   | 502              | (75)          |
| <b>Investing</b>   |                  |               |
| Acquisitions and investments, net  | (371)            | (1,153)       |
| Proceeds from sales of investments and businesses, net   | 10               | 79            |
| Capital expenditures   | (129)            | (82)          |
| Net cash used for investing activities   | (490)            | (1,156)       |
| <b>Financing</b>   |                  |               |
| Repayment of debt  | (666)            | (197)         |
| Net proceeds from issuance of debt   | 645              | 1,295         |
| Issuance of common stock   | 70               | 59            |
| Purchases of common stock  | (170)            | (66)          |
| Payments of dividends  | (187)            | (168)         |
| Payments of dividends to non-controlling interests   | (3)              | (1)           |
| Net cash provided by (used for) financing activities   | (311)            | 922           |
| Effect of exchange rate changes on total cash and cash equivalents   | 6                | (18)          |
| Net decrease in total cash and cash equivalents  | (293)            | (327)         |
| Total cash and cash equivalents, beginning of period   | 1,257            | 1,268         |
| Total cash and cash equivalents, end of period   | \$ 964           | \$ 941        |
| <b>Financial Ratios:</b>   |                  |               |
| Free cash flow*  | \$ 373           | \$ (157)      |

\*Free cash flow = Net cash provided by (used for) operating activities - Capital expenditures

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

**Net Sales**

|                                  | <b>Three Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|---------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>      | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 1,238                  | \$ 1,189             | 4%              |
| Services and Software            | 622                       | 571                  | 9%              |
| Total Motorola Solutions         | \$ 1,860                  | \$ 1,760             | 6%              |

|                                  | <b>Six Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|-------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 2,307                | \$ 2,141             | 8%              |
| Services and Software            | 1,210                   | 1,086                | 11%             |
| Total Motorola Solutions         | \$ 3,517                | \$ 3,227             | 9%              |

**Operating Earnings**

|                                  | <b>Three Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|---------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>      | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 201                    | \$ 175               | 15%             |
| Services and Software            | 148                       | 98                   | 51%             |
| Total Motorola Solutions         | \$ 349                    | \$ 273               | 28%             |

|                                  | <b>Six Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|-------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 310                  | \$ 265               | 17%             |
| Services and Software            | 269                     | 180                  | 49%             |
| Total Motorola Solutions         | \$ 579                  | \$ 445               | 30%             |

**Operating Earnings %**

|                                  | <b>Three Months Ended</b> |                      |
|----------------------------------|---------------------------|----------------------|
|                                  | <b>June 29, 2019</b>      | <b>June 30, 2018</b> |
| Products and Systems Integration | 16.2%                     | 14.7%                |
| Services and Software            | 23.8%                     | 17.2%                |
| Total Motorola Solutions         | 18.8%                     | 15.5%                |

|                                  | <b>Six Months Ended</b> |                      |
|----------------------------------|-------------------------|----------------------|
|                                  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |
| Products and Systems Integration | 13.4%                   | 12.4%                |
| Services and Software            | 22.2%                   | 16.6%                |
| Total Motorola Solutions         | 16.5%                   | 13.8%                |

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

(In millions)

## Q1 2019

| Non-GAAP Adjustments                         | Statement Line   | PBT<br>(Inc)/Exp | Tax<br>Inc/(Exp) | PAT<br>(Inc)/Exp | EPS<br>impact |
|--|--|------------------|------------------|------------------|---------------|
| Share-based compensation expense             | Cost of sales, SG&A and R&D                                | \$ 27            | \$ 6             | \$ 21            | \$ 0.12       |
| Reorganization of business charges           | Cost of sales and Other charges                            | 8                | 2                | 6                | 0.04          |
| Intangibles amortization expense             | Intangibles amortization                                   | 50               | 11               | 39               | 0.23          |
| Legal settlement                             | Other charges  | (1)              | —                | (1)              | (0.01)        |
| Fair value adjustments to equity investments | Other expense  | 1                | —                | 1                | 0.01          |
| Investment impairments                       | Investment impairments                                     | 8                | 2                | 6                | 0.04          |
| Sale of investments                          | (Gain) or loss on sales of investments and businesses, net | (1)              | —                | (1)              | (0.01)        |
| Acquisition-related transaction fees         | Other charges  | 2                | —                | 2                | 0.01          |
| FIN48 release                                | Income tax expense   | —                | 1                | (1)              | (0.01)        |
| Total impact on Net earnings                 |  | \$ 94            | \$ 22            | \$ 72            | \$ 0.42       |

## Q2 2019

| Non-GAAP Adjustments                           | Statement Line   | PBT<br>(Inc)/Exp | Tax<br>Inc/(Exp) | PAT<br>(Inc)/Exp | EPS<br>impact |
|--|--|------------------|------------------|------------------|---------------|
| Share-based compensation expense               | Cost of sales, SG&A and R&D                                | \$ 30            | \$ 7             | \$ 23            | \$ 0.13       |
| Reorganization of business charges             | Cost of sales and Other charges                            | 12               | 3                | 9                | 0.05          |
| Intangibles amortization expense               | Intangibles amortization                                   | 52               | 11               | 41               | 0.23          |
| Loss from the extinguishment of long-term debt | Other expense  | 43               | 11               | 32               | 0.18          |
| Sale of a business                             | (Gain) or loss on sales of investments and businesses, net | (3)              | (1)              | (2)              | (0.01)        |
| Legal settlements                              | Other charges  | 1                | —                | 1                | 0.01          |
| Investment impairments                         | Investment impairments                                     | 3                | 1                | 2                | 0.01          |
| Fair value adjustments to equity investments   | Other income   | (16)             | (4)              | (12)             | (0.07)        |
| FIN48 releases                                 | Other income, Income tax expense                           | (4)              | (1)              | (3)              | (0.02)        |
| Total impact on Net earnings                   |  | \$ 118           | \$ 27            | \$ 91            | \$ 0.51       |

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

**Net Sales**

|                                  | <b>Three Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|---------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>      | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 1,238                  | \$ 1,189             | 4%              |
| Services and Software            | 622                       | 571                  | 9%              |
| Total Motorola Solutions         | \$ 1,860                  | \$ 1,760             | 6%              |

|                                  | <b>Six Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|-------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 2,307                | \$ 2,141             | 8%              |
| Services and Software            | 1,210                   | 1,086                | 11%             |
| Total Motorola Solutions         | \$ 3,517                | \$ 3,227             | 9%              |

**Non-GAAP Operating Earnings**

|                                  | <b>Three Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|---------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>      | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 242                    | \$ 226               | 7%              |
| Services and Software            | 202                       | 152                  | 33%             |
| Total Motorola Solutions         | \$ 444                    | \$ 378               | 17%             |

|                                  | <b>Six Months Ended</b> |                      | <b>% Change</b> |
|----------------------------------|-------------------------|----------------------|-----------------|
|                                  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |                 |
| Products and Systems Integration | \$ 389                  | \$ 350               | 11%             |
| Services and Software            | 370                     | 287                  | 29%             |
| Total Motorola Solutions         | \$ 759                  | \$ 637               | 19%             |

**Non-GAAP Operating Earnings %**

|                                  | <b>Three Months Ended</b> |                      |
|----------------------------------|---------------------------|----------------------|
|                                  | <b>June 29, 2019</b>      | <b>June 30, 2018</b> |
| Products and Systems Integration | 19.5%                     | 19.0%                |
| Services and Software            | 32.5%                     | 26.6%                |
| Total Motorola Solutions         | 23.9%                     | 21.5%                |

|                                  | <b>Six Months Ended</b> |                      |
|----------------------------------|-------------------------|----------------------|
|                                  | <b>June 29, 2019</b>    | <b>June 30, 2018</b> |
| Products and Systems Integration | 16.9%                   | 16.3%                |
| Services and Software            | 30.6%                   | 26.4%                |
| Total Motorola Solutions         | 21.6%                   | 19.7%                |



**Motorola Solutions, Inc. and Subsidiaries**  
**Operating Earnings after Non-GAAP Adjustments**  
(In millions)

**Q1 2019**

|  | <b>TOTAL</b> | <b>Products<br/>and<br/>Systems<br/>Integration</b> | <b>Services<br/>and<br/>Software</b> |
|--|--------------|---|--------------------------------------|
| Net sales  | \$ 1,657     | \$ 1,069  | \$ 588                               |
| Operating earnings ("OE")  | \$ 229       | \$ 108  | \$ 121                               |
| Above-OE non-GAAP adjustments:   |              |   |                                      |
| Share-based compensation expense   | 27           | 21  | 6                                    |
| Reorganization of business charges   | 8            | 7   | 1                                    |
| Intangibles amortization expense   | 50           | 11  | 39                                   |
| Acquisition-related transaction fees   | 2            | 1   | 1                                    |
| Legal settlement   | (1)          | (1)   | —                                    |
| Total above-OE non-GAAP adjustments  | 86           | 39  | 47                                   |
| Operating earnings after non-GAAP adjustments                                | \$ 315       | \$ 147  | \$ 168                               |
| Operating earnings as a percentage of net sales - GAAP                       | 13.8%        | 10.1%   | 20.6%                                |
| Operating earnings as a percentage of net sales - after non-GAAP adjustments | 19.0%        | 13.8%   | 28.6%                                |

**Q2 2019**

|  | <b>TOTAL</b> | <b>Products<br/>and<br/>Systems<br/>Integration</b> | <b>Services<br/>and<br/>Software</b> |
|--|--------------|---|--------------------------------------|
| Net sales  | \$ 1,860     | \$ 1,238  | \$ 622                               |
| Operating earnings ("OE")  | \$ 349       | \$ 201  | \$ 148                               |
| Above-OE non-GAAP adjustments:   |              |   |                                      |
| Share-based compensation expense   | 30           | 19  | 11                                   |
| Reorganization of business charges   | 12           | 9   | 3                                    |
| Intangibles amortization expense   | 52           | 12  | 40                                   |
| Legal settlements  | 1            | 1   | —                                    |
| Total above-OE non-GAAP adjustments  | 95           | 41  | 54                                   |
| Operating earnings after non-GAAP adjustments                                | \$ 444       | \$ 242  | \$ 202                               |
| Operating earnings as a percentage of net sales - GAAP                       | 18.8%        | 16.2%   | 23.8%                                |
| Operating earnings as a percentage of net sales - after non-GAAP adjustments | 23.9%        | 19.5%   | 32.5%                                |

**Motorola Solutions, Inc. and Subsidiaries**  
**Non-GAAP Organic Revenue**  
(In millions)

| <b>Total Motorola Solutions</b> |                      |                      |                 |
|---------------------------------|----------------------|----------------------|-----------------|
| <b>Three Months Ended</b>       |                      |                      |                 |
|                                 | <b>June 29, 2019</b> | <b>June 30, 2018</b> | <b>% Change</b> |
| Net sales                       | \$ 1,860             | \$ 1,760             | 6%              |
| Non-GAAP adjustments:           |                      |                      |                 |
| Acquisitions                    | (37)                 | (4)                  |                 |
| Organic revenue                 | \$ 1,823             | \$ 1,756             | 4%              |

| <b>Total Motorola Solutions</b> |                      |                      |                 |
|---------------------------------|----------------------|----------------------|-----------------|
| <b>Six Months Ended</b>         |                      |                      |                 |
|                                 | <b>June 29, 2019</b> | <b>June 30, 2018</b> | <b>% Change</b> |
| Net sales                       | \$ 3,517             | \$ 3,227             | 9%              |
| Non-GAAP adjustments:           |                      |                      |                 |
| Acquisitions                    | (196)                | (26)                 |                 |
| Organic revenue                 | \$ 3,321             | \$ 3,201             | 4%              |