

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

	Three Months Ended	
	December 31, 2020	December 31, 2019
Net sales from products	\$ 1,326	\$ 1,507
Net sales from services	947	870
Net sales	2,273	2,377
Costs of products sales	568	621
Costs of services sales	559	536
Costs of sales	1,127	1,157
Gross margin	1,146	1,220
Selling, general and administrative expenses	343	368
Research and development expenditures	182	182
Other charges	9	26
Intangibles amortization	57	54
Operating earnings	555	590
Other income (expense):		
Interest expense, net	(53)	(55)
Gains (losses) on sales of investments and businesses, net	(1)	1
Other, net	21	(343)
Total other expense	(33)	(397)
Net earnings before income taxes	522	193
Income tax expense (benefit)	109	(51)
Net earnings	413	244
Less: Earnings attributable to noncontrolling interests	1	—
Net earnings attributable to Motorola Solutions, Inc.	\$ 412	\$ 244
Earnings per common share:		
Basic:	\$ 2.43	\$ 1.43
Diluted:	\$ 2.37	\$ 1.39
Weighted average common shares outstanding:		
Basic	169.5	170.9
Diluted	173.5	175.6
	Percentage of Net Sales*	
Net sales from products	58.3 %	63.4 %
Net sales from services	41.7 %	36.6 %
Net sales	100.0 %	100.0 %
Costs of products sales	42.8 %	41.2 %
Costs of services sales	59.0 %	61.6 %
Costs of sales	49.6 %	48.7 %
Gross margin	50.4 %	51.3 %
Selling, general and administrative expenses	15.1 %	15.5 %
Research and development expenditures	8.0 %	7.7 %
Other charges	0.4 %	1.1 %
Intangibles amortization	2.5 %	2.3 %
Operating earnings	24.4 %	24.8 %
Other income (expense):		
Interest expense, net	(2.3)%	(2.3)%
Gains (losses) on sales of investments and businesses, net	— %	— %
Other, net	0.9 %	(14.4)%
Total other expense	(1.5)%	(16.7)%
Net earnings before income taxes	23.0 %	8.1 %
Income tax expense (benefit)	4.8 %	(2.1)%
Net earnings	18.2 %	10.3 %
Less: Earnings attributable to noncontrolling interests	0.1 %	— %
Net earnings attributable to Motorola Solutions, Inc.	18.1 %	10.3 %

* 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, 2020	December 31, 2019	December 31, 2018
Net sales from products	\$ 4,087	\$ 4,746	\$ 4,463
Net sales from services	3,327	3,141	2,880
Net sales	7,414	7,887	7,343
Costs of products sales	1,872	2,049	2,035
Costs of services sales	1,934	1,907	1,828
Costs of sales	3,806	3,956	3,863
Gross margin	3,608	3,931	3,480
Selling, general and administrative expenses	1,293	1,403	1,254
Research and development expenditures	686	687	637
Other charges	31	52	146
Intangibles amortization	215	208	188
Operating earnings	1,383	1,581	1,255
Other income (expense):			
Interest expense, net	(220)	(220)	(222)
Gains (losses) on sales of investments and businesses, net	(2)	5	16
Other, net	13	(365)	53
Total other expense	(209)	(580)	(153)
Net earnings before income taxes	1,174	1,001	1,102
Income tax expense	221	130	133
Net earnings	953	871	969
Less: Earnings attributable to noncontrolling interests	4	3	3
Net earnings attributable to Motorola Solutions, Inc.	\$ 949	\$ 868	\$ 966
Earnings per common share:			
Basic:	\$ 5.58	\$ 5.21	\$ 5.95
Diluted:	\$ 5.45	\$ 4.95	\$ 5.62
Weighted average common shares outstanding:			
Basic	170.0	166.6	162.4
Diluted	174.1	175.6	172.0
Percentage of Net Sales*			
Net sales from products	55.1 %	60.2 %	60.8 %
Net sales from services	44.9 %	39.8 %	39.2 %
Net sales	100.0 %	100.0 %	100.0 %
Costs of products sales	45.8 %	43.2 %	45.6 %
Costs of services sales	58.1 %	60.7 %	63.5 %
Costs of sales	51.3 %	50.2 %	52.6 %
Gross margin	48.7 %	49.8 %	47.4 %
Selling, general and administrative expenses	17.4 %	17.8 %	17.1 %
Research and development expenditures	9.3 %	8.7 %	8.7 %
Other charges	0.4 %	0.7 %	2.0 %
Intangibles amortization	2.9 %	2.6 %	2.6 %
Operating earnings	18.7 %	20.0 %	17.1 %
Other income (expense):			
Interest expense, net	(3.0)%	(2.8)%	(3.0)%
Gains (losses) on sales of investments and businesses, net	— %	0.1 %	0.2 %
Other, net	0.2 %	(4.6)%	0.7 %
Total other expense	(2.8)%	(7.4)%	(2.1)%
Net earnings before income taxes	15.8 %	12.7 %	15.0 %
Income tax expense	3.0 %	1.6 %	1.8 %
Net earnings	12.9 %	11.0 %	13.2 %
Less: Earnings attributable to noncontrolling interests	0.1 %	— %	— %
Net earnings attributable to Motorola Solutions, Inc.	12.8 %	11.0 %	13.2 %

* Percentages may not add up due to rounding

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

	<u>December 31, 2020</u>	<u>December 31, 2019</u>
Assets		
Cash and cash equivalents	\$ 1,254	\$ 1,001
Accounts receivable, net	1,390	1,412
Contract assets	933	1,046
Inventories, net	508	447
Other current assets	242	272
Total current assets	<u>4,327</u>	<u>4,178</u>
Property, plant and equipment, net	1,022	992
Operating lease assets	468	554
Investments	158	159
Deferred income taxes	966	943
Goodwill	2,219	2,067
Intangible assets, net	1,234	1,327
Other assets	482	422
Total assets	<u>\$ 10,876</u>	<u>\$ 10,642</u>
Liabilities and Stockholders' Equity (Deficit)		
Current portion of long-term debt	\$ 12	\$ 16
Accounts payable	612	618
Contract liabilities	1,554	1,449
Accrued liabilities	1,311	1,356
Total current liabilities	<u>3,489</u>	<u>3,439</u>
Long-term debt	5,163	5,113
Operating lease liabilities	402	497
Other liabilities	2,363	2,276
Total Motorola Solutions, Inc. stockholders' equity (deficit)	(558)	(700)
Noncontrolling interests	17	17
Total liabilities and stockholders' equity (deficit)	<u>\$ 10,876</u>	<u>\$ 10,642</u>

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

	Three Months Ended	
	December 31, 2020	December 31, 2019
Operating		
Net earnings	\$ 413	\$ 244
Adjustments to reconcile Net earnings (loss) to Net cash provided by operating activities:		
Depreciation and amortization	109	104
Non-cash other charges (income)	15	8
U.S. pension settlement loss	—	359
Share-based compensation expense	29	31
Loss (gains) on sales of investments and businesses, net	1	(1)
Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments:		
Accounts receivable	(222)	(109)
Inventories	(16)	14
Other current assets and contract assets	168	(55)
Accounts payable, accrued liabilities, and contract liabilities	263	341
Other assets and liabilities	(8)	(16)
Deferred income taxes	(49)	(125)
Net cash provided by operating activities	703	795
Investing		
Acquisitions and investments, net	(4)	(86)
Proceeds from sales of investments	3	6
Capital expenditures	(66)	(59)
Proceeds from sales of property, plant and equipment	—	7
Net cash used for investing activities	(67)	(132)
Financing		
Repayment of debt	(4)	(604)
Repayment of unsecured revolving credit facility draw	(200)	—
Issuances of common stock	49	32
Purchases of common stock	(171)	(145)
Payment of dividends	(109)	(98)
Net cash used for financing activities	(435)	(815)
Effect of exchange rate changes on cash and cash equivalents	46	13
Net increase (decrease) in cash and cash equivalents	247	(139)
Cash and cash equivalents, beginning of period	1,007	1,140
Cash and cash equivalents, end of period	\$ 1,254	\$ 1,001
Financial Ratios:		
Free cash flow*	\$ 637	\$ 736

*Free cash flow is a non-GAAP financial measure and is calculated as Net cash provided by operating activities - Capital expenditures

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

	Years Ended		
	December 31, 2020	December 31, 2019	December 31, 2018
Operating			
Net earnings	\$ 953	\$ 871	\$ 969
Adjustments to reconcile Net earnings (loss) to Net cash provided by operating activities:			
Depreciation and amortization	409	394	360
Non-cash other charges (income)	(13)	35	56
U.S. pension settlement loss	—	359	—
Share-based compensation expense	129	118	73
Losses (gains) on sales of investments and businesses, net	2	(5)	(16)
Losses from the extinguishment of long-term debt	56	50	—
Gain from the extinguishment of 2.00% senior convertible notes	—	(4)	(6)
Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments:			
Accounts receivable	90	(79)	62
Inventories	(14)	(74)	71
Other current assets and contract assets	167	49	(251)
Accounts payable, accrued liabilities, and contract liabilities	(116)	198	271
Other assets and liabilities	(25)	(5)	(523)
Deferred income taxes	(25)	(84)	9
Net cash provided by operating activities	<u>1,613</u>	<u>1,823</u>	<u>1,075</u>
Investing			
Acquisitions and investments, net	(287)	(709)	(1,164)
Proceeds from sales of investments	11	16	95
Capital expenditures	(217)	(248)	(197)
Proceeds from sales of property, plant and equipment	56	7	—
Net cash used for investing activities	<u>(437)</u>	<u>(934)</u>	<u>(1,266)</u>
Financing			
Net proceeds from issuance of debt	892	1,804	1,090
Repayment of debt	(914)	(2,039)	(323)
Proceeds from unsecured revolving credit facility draw	800	—	400
Repayment of unsecured revolving credit facility draw	(800)	—	(400)
Issuances of common stock	108	114	168
Purchases of common stock	(612)	(315)	(132)
Settlement of conversion premium on 2.00% senior convertible notes	—	(326)	(169)
Payment of dividends	(436)	(379)	(337)
Payment of dividends to noncontrolling interest	(4)	(3)	(1)
Deferred acquisition costs	—	—	(76)
Net cash provided by (used for) financing activities	<u>(966)</u>	<u>(1,144)</u>	<u>220</u>
Effect of exchange rate changes on cash and cash equivalents	43	(1)	(40)
Net increase (decrease) in cash and cash equivalents	253	(256)	(11)
Cash and cash equivalents, beginning of period	1,001	1,257	1,268
Cash and cash equivalents, end of period	<u>\$ 1,254</u>	<u>\$ 1,001</u>	<u>\$ 1,257</u>
Financial Ratios:			
Free cash flow*	1,396	1,575	878

*Free cash flow is a non-GAAP financial measure and is calculated as 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, 2020	December 31, 2019	
Products and Systems Integration	\$ 1,510	\$ 1,673	(10)%
Software and Services	763	704	8 %
Total Motorola Solutions	\$ 2,273	\$ 2,377	(4)%

	Years Ended		% Change
	December 31, 2020	December 31, 2019	
Products and Systems Integration	\$ 4,634	\$ 5,329	(13)%
Software and Services	2,780	2,558	9 %
Total Motorola Solutions	\$ 7,414	\$ 7,887	(6)%

Operating Earnings

	Three Months Ended		% Change
	December 31, 2020	December 31, 2019	
Products and Systems Integration	\$ 351	\$ 426	(18)%
Software and Services	204	164	24 %
Total Motorola Solutions	\$ 555	\$ 590	(6)%

	Years Ended		% Change
	December 31, 2020	December 31, 2019	
Products and Systems Integration	\$ 656	\$ 994	(34)%
Software and Services	727	587	24 %
Total Motorola Solutions	\$ 1,383	\$ 1,581	(13)%

Operating Earnings %

	Three Months Ended	
	December 31, 2020	December 31, 2019
Products and Systems Integration	23.2 %	25.5 %
Software and Services	26.7 %	23.3 %
Total Motorola Solutions	24.4 %	24.8 %

	Years Ended	
	December 31, 2020	December 31, 2019
Products and Systems Integration	14.2 %	18.7 %
Software and Services	26.2 %	22.9 %
Total Motorola Solutions	18.7 %	20.0 %

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

Q1 2020

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 53	\$ 13	\$ 40	\$ 0.23
Share-based compensation expenses	Cost of sales, SG&A and R&D	38	9	29	0.17
Hytera-related legal expenses	SG&A	25	6	19	0.11
Reorganization of business charges	Cost of sales and Other charges (income)	18	4	14	0.08
Acquisition-related transaction fees	Other charges (income)	2	—	2	0.01
Legal settlements	Other charges (income)	2	—	2	0.01
Fair value adjustments to equity investments	Other income	(1)	—	(1)	(0.01)
Release of uncertain tax positions	Income tax expense	—	1	(1)	(0.01)
Gain on sale of property, plant, and equipment	Other charges (income)	(50)	(12)	(38)	(0.22)
Total impact on Net earnings		\$ 87	\$ 21	\$ 66	\$ 0.37

Q2 2020

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 51	\$ 12	\$ 39	\$ 0.22
Reorganization of business charges	Cost of sales and Other charges (income)	41	10	31	0.18
Share-based compensation expenses	Cost of sales, SG&A and R&D	31	7	24	0.14
Legal settlements	Other charges (income)	7	2	5	0.03
Hytera-related legal expenses	SG&A	5	1	4	0.02
Fixed asset impairment	Other charges (income)	5	1	4	0.02
Acquisition-related transaction fees	Other charges (income)	1	—	1	0.01
Release of uncertain tax positions	Income tax expense	—	(1)	1	0.01
Fair value adjustments to equity investments	Other income	(4)	(1)	(3)	(0.02)
Total impact on Net earnings		\$ 137	\$ 31	\$ 106	\$ 0.61

Q3 2020

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Loss from extinguishment of long-term debt	Other expense	\$ 56	\$ 13	\$ 43	\$ 0.25
Intangibles amortization expense	Intangibles amortization	54	12	42	0.24
Share-based compensation expenses	Cost of sales, SG&A and R&D	31	7	24	0.14
Reorganization of business charges	Cost of sales and Other charges (income)	13	3	10	0.06
Hytera-related legal expenses	SG&A	5	1	4	0.02
Acquisition-related transaction fees	Other charges (income)	5	—	5	0.03
Fair value adjustments to equity investments	Other expense	4	1	3	0.02
Pelco purchase accounting adjustment	Cost of sales	3	1	2	0.01
Sale of investments	(Gain) or loss on sales of investments and businesses, net	1	—	1	—
Total impact on Net earnings		\$ 172	\$ 38	\$ 134	\$ 0.77

Q4 2020

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 57	\$ 13	\$ 44	\$ 0.25
Share-based compensation expenses	Cost of sales, SG&A and R&D	29	7	22	0.13
Reorganization of business charges	Cost of sales and Other charges (income)	14	4	10	0.06
Hytera-related legal expenses	SG&A	7	2	5	0.03
Pelco purchase accounting adjustment	Cost of sales	4	1	3	0.02
Investment impairments	Other expense	4	1	3	0.02
Sale of investments	(Gain) or loss on sales of investments and businesses, net	1	—	1	0.01
Acquisition-related transaction fees	Other charges (income)	1	—	1	—
Release of uncertain tax positions	Other income and Income tax expense	(3)	(3)	—	—
Fair value adjustments to equity investments	Other income	(5)	(1)	(4)	(0.03)
Total impact on Net earnings		\$ 109	\$ 24	\$ 85	\$ 0.49

FY 2020

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 215	\$ 50	\$ 165	\$ 0.95
Share-based compensation expenses	Cost of sales, SG&A and R&D	129	30	99	0.57
Reorganization of business charges	Cost of sales and Other charges (income)	86	21	65	0.37
Loss from extinguishment of long-term debt	Other expense	56	13	43	0.25
Hytera-related legal expenses	SG&A	42	10	32	0.18
Legal settlements	Other charges (income)	9	2	7	0.04
Acquisition-related transaction fees	Other charges (income)	9	—	9	0.05
Pelco purchase accounting adjustment	Cost of sales	7	2	5	0.03
Fixed asset impairment	Other charges (income)	5	1	4	0.02
Investment impairments	Other expense	4	1	3	0.02
Sale of investments	(Gain) or loss on sales of investments and businesses, net	2	—	2	0.01
Release of uncertain tax positions	Other income and Income tax expense	(3)	(3)	—	—
Fair value adjustments to equity investments	Other income	(6)	(1)	(5)	(0.03)
Gain on sale of property, plant, and equipment	Other charges (income)	(50)	(12)	(38)	(0.22)
Total impact on Net earnings		\$ 505	\$ 114	\$ 391	\$ 2.24

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

Net Sales

	Three Months Ended		
	December 31, 2020	December 31, 2019	% Change
Products and Systems Integration	\$ 1,510	\$ 1,673	(10)%
Software and Services	763	704	8 %
Total Motorola Solutions	<u>\$ 2,273</u>	<u>\$ 2,377</u>	<u>(4)%</u>

	Years Ended		
	December 31, 2020	December 31, 2019	% Change
Products and Systems Integration	\$ 4,634	\$ 5,329	(13)%
Software and Services	2,780	2,558	9 %
Total Motorola Solutions	<u>\$ 7,414</u>	<u>\$ 7,887</u>	<u>(6)%</u>

Non-GAAP Operating Earnings

	Three Months Ended		
	December 31, 2020	December 31, 2019	% Change
Products and Systems Integration	\$ 408	\$ 484	(16)%
Software and Services	259	223	16 %
Total Motorola Solutions	<u>\$ 667</u>	<u>\$ 707</u>	<u>(6)%</u>

	Years Ended		
	December 31, 2020	December 31, 2019	% Change
Products and Systems Integration	\$ 880	\$ 1,173	(25)%
Software and Services	955	802	19 %
Total Motorola Solutions	<u>\$ 1,835</u>	<u>\$ 1,975</u>	<u>(7)%</u>

Non-GAAP Operating Earnings %

	Three Months Ended	
	December 31, 2020	December 31, 2019
Products and Systems Integration	27.0 %	28.9 %
Software and Services	33.9 %	31.7 %
Total Motorola Solutions	<u>29.3 %</u>	<u>29.7 %</u>

	Years Ended	
	December 31, 2020	December 31, 2019
Products and Systems Integration	19.0 %	22.0 %
Software and Services	34.3 %	31.4 %
Total Motorola Solutions	<u>24.8 %</u>	<u>25.0 %</u>

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

Q1 2020

	TOTAL	Products and Systems Integration	Software and Services
Net sales	\$ 1,655	\$ 993	\$ 662
Operating earnings ("OE")	\$ 259	\$ 92	\$ 167
Above-OE non-GAAP adjustments:			
Intangibles amortization expense	53	12	41
Share-based compensation expenses	38	27	11
Hytera-related legal expenses	25	25	—
Reorganization of business charges	18	14	4
Acquisition-related transaction fees	2	1	1
Legal settlements	2	2	—
Gain on sale of property, plant, and equipment	(50)	(50)	—
Total above-OE non-GAAP adjustments	88	31	57
Operating earnings after non-GAAP adjustments	\$ 347	\$ 123	\$ 224
Operating earnings as a percentage of net sales - GAAP	15.6 %	9.3 %	25.2 %
Operating earnings as a percentage of net sales - after non-GAAP adjustments	21.0 %	12.4 %	33.8 %

Q2 2020

	TOTAL	Products and Systems Integration	Software and Services
Net sales	\$ 1,618	\$ 968	\$ 650
Operating earnings ("OE")	\$ 218	\$ 49	\$ 169
Above-OE non-GAAP adjustments:			
Intangibles amortization expense	51	12	39
Reorganization of business charges	41	33	8
Share-based compensation expenses	31	22	9
Legal settlements	7	7	—
Hytera-related legal expenses	5	5	—
Fixed asset impairment	5	3	2
Acquisition-related transaction fees	1	—	1
Total above-OE non-GAAP adjustments	141	82	59
Operating earnings after non-GAAP adjustments	\$ 359	\$ 131	\$ 228
Operating earnings as a percentage of net sales - GAAP	13.5 %	5.1 %	26.0 %
Operating earnings as a percentage of net sales - after non-GAAP adjustments	22.2 %	13.5 %	35.1 %

Q3 2020

	TOTAL	Products and Systems Integration	Software and Services
Net sales	\$ 1,868	\$ 1,163	\$ 705
Operating earnings ("OE")	\$ 352	\$ 164	\$ 188
Above-OE non-GAAP adjustments:			
Intangibles amortization expense	54	12	42
Share-based compensation expenses	31	22	9
Reorganization of business charges	13	10	3
Acquisition-related transaction fees	5	3	2
Hytera-related legal expenses	5	5	—
Pelco purchase accounting adjustment	3	3	—
Total above-OE non-GAAP adjustments	<u>111</u>	<u>55</u>	<u>56</u>
Operating earnings after non-GAAP adjustments	\$ 463	\$ 219	\$ 244
Operating earnings as a percentage of net sales - GAAP	18.9 %	14.1 %	26.7 %
Operating earnings as a percentage of net sales - after non-GAAP adjustments	24.8 %	18.8 %	34.6 %

Q4 2020

	TOTAL	Products and Systems Integration	Software and Services
Net sales	\$ 2,273	\$ 1,510	\$ 763
Operating earnings ("OE")	\$ 555	\$ 351	\$ 204
Above-OE non-GAAP adjustments:			
Intangibles amortization expense	57	13	44
Share-based compensation expenses	29	21	8
Reorganization of business charges	14	11	3
Hytera-related legal expenses	7	7	—
Pelco purchase accounting adjustment	4	4	—
Acquisition-related transaction fees	1	1	—
Total above-OE non-GAAP adjustments	<u>112</u>	<u>57</u>	<u>55</u>
Operating earnings after non-GAAP adjustments	\$ 667	\$ 408	\$ 259
Operating earnings as a percentage of net sales - GAAP	24.4 %	23.2 %	26.7 %
Operating earnings as a percentage of net sales - after non-GAAP adjustments	29.3 %	27.0 %	33.9 %

FY 2020

	TOTAL	Products and Systems Integration	Software and Services
Net sales	\$ 7,414	\$ 4,634	\$ 2,780
Operating earnings ("OE")	\$ 1,383	\$ 656	\$ 727
Above-OE non-GAAP adjustments:			
Intangibles amortization expense	215	49	166
Share-based compensation expenses	129	92	37
Reorganization of business charges	86	68	18
Hytera-related legal expenses	42	42	—
Legal settlements	9	9	—
Acquisition-related transaction fees	9	4	5
Fixed asset impairment	5	3	2
Pelco purchase accounting adjustment	7	7	—
Gain on sale of property, plant, and equipment	(50)	(50)	—
Total above-OE non-GAAP adjustments	452	224	228
Operating earnings after non-GAAP adjustments	\$ 1,835	\$ 880	\$ 955
Operating earnings as a percentage of net sales - GAAP	18.7 %	14.2 %	26.2 %
Operating earnings as a percentage of net sales - after non-GAAP adjustments	24.8 %	19.0 %	34.3 %

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

	Three Months Ended		% Change
	December 31, 2020	December 31, 2019	
Net sales	\$ 2,273	\$ 2,377	(4)%
Non-GAAP adjustments:			
Sales from acquisitions	60	—	
Organic revenue	\$ 2,213	\$ 2,377	(7)%

	Year Ended		% Change
	December 31, 2020	December 31, 2019	
Net sales	\$ 7,414	\$ 7,887	(6)%
Non-GAAP adjustments:			
Sales from acquisitions	291	88	
Organic revenue	\$ 7,123	\$ 7,799	(9)%