

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

	Q1 '18	Q2 '18	Q3 '18	Q4 '18	Q1 '19	Q2 '19	Q3 '19	Q4 '19	Q1 '20	Q2 '20	Q3 '20	Q4 '20
Net sales	\$1,468	\$1,760	\$1,862	\$2,254	\$1,657	\$1,860	\$1,994	\$2,377	\$1,655	\$1,618	\$1,868	\$2,273
GAAP gross margin	669	822	901	1,088	773	931	1,007	1,220	787	766	909	1,146
Non-GAAP gross margin adjustments:												
Avigilon purchase accounting adjustment	—	10	9	—	—	—	—	—	—	—	—	—
Pelco purchase accounting adjustment	—	—	—	—	—	—	—	—	—	—	3	4
Stock-based compensation expenses	2	2	3	3	4	3	3	4	5	4	3	4
Reorganization of business charges	5	7	4	43	4	4	3	6	6	15	3	5
Non-GAAP gross margin	676	841	917	1,134	781	938	1,013	1,230	798	785	918	1,159
GAAP Operating earnings ("OE")	171	273	294	516	229	349	413	590	259	218	352	555
Non-GAAP OE Adjustments:												
Stock-based compensation expenses	15	15	16	17	23	27	27	27	33	27	28	25
Reorganization of business charges	8	18	21	15	4	8	15	13	12	26	10	9
Intangibles amortization expense	41	53	46	48	50	52	52	54	53	51	54	57
Other highlighted items	18	—	59	8	1	1	(4)	13	(21)	18	10	8
Non-GAAP OE	\$ 260	\$ 378	\$ 452	\$ 650	\$ 315	\$ 444	\$ 509	\$ 707	\$ 347	\$ 359	\$ 463	\$ 667
GAAP OE%	11.6 %	15.5 %	15.8 %	22.9 %	13.8 %	18.8 %	20.7 %	24.8 %	15.6 %	13.5 %	18.9 %	24.4 %
Non-GAAP Adj %	6.1 %	6.0 %	8.5 %	5.9 %	5.2 %	5.1 %	4.8 %	4.9 %	5.4 %	8.7 %	5.9 %	4.9 %
Non-GAAP OE %	17.7 %	21.5 %	24.3 %	28.8 %	19.0 %	23.9 %	25.5 %	29.7 %	21.0 %	22.2 %	24.8 %	29.3 %
GAAP Other income (expense)	(31)	(46)	(24)	(52)	(44)	(74)	(65)	(397)	(35)	(42)	(101)	(33)
Non-GAAP Below OE adjustments	(4)	(2)	19	(1)	(8)	(23)	(26)	(353)	1	4	(61)	3
Non-GAAP Other income (expense)	(27)	(44)	(43)	(51)	(36)	(51)	(39)	(44)	(36)	(46)	(40)	(36)
GAAP Net Earnings attributable to Motorola Solutions, Inc.	117	180	247	423	151	207	267	244	197	135	205	412
Non-GAAP OE adjustments	89	105	158	134	86	95	96	117	88	141	111	112
Non-GAAP below OE adjustments	4	2	(19)	1	8	23	26	353	(1)	(4)	61	(3)
Non-GAAP tax adjustments and effect	(22)	(36)	(51)	(100)	(22)	(27)	(28)	(197)	(21)	(31)	(38)	(24)
TOTAL Non-GAAP Earnings attributable to Motorola Solutions, Inc.	\$ 188	\$ 251	\$ 335	\$ 458	\$ 223	\$ 298	\$ 361	\$ 517	\$ 263	\$ 241	\$ 339	\$ 497
GAAP attributable to Motorola Solutions, Inc. earnings per share ("EPS")	\$0.69	\$1.05	\$1.43	\$2.44	\$0.86	\$1.18	\$1.51	\$1.39	\$1.12	\$0.78	\$1.18	\$2.37
Non-GAAP attributable to Motorola Solutions, Inc. EPS adjustments	0.41	0.41	0.51	0.19	0.42	0.51	0.53	1.55	0.37	0.61	0.77	0.49
Non-GAAP attributable to Motorola Solutions, Inc. EPS	\$1.10	\$1.46	\$1.94	\$2.63	\$1.28	\$1.69	\$2.04	\$2.94	\$1.49	\$1.39	\$1.95	\$2.86
Diluted weighted average shares outstanding	170.6	171.7	172.6	173.4	174.6	176.1	176.4	175.6	175.9	173.6	173.5	173.5