

# Earnings Presentation

Q1 2024 Results | May 2, 2024



**MOTOROLA** SOLUTIONS

# Safe Harbor

A number of forward-looking statements will be made during this presentation. Forward-looking statements are any statements that are not historical facts. These forward-looking statements are based on the current expectations of Motorola Solutions, and we can give no assurance that any future results or events discussed in these statements will be achieved. Any forward-looking statements represent our views only as of today and should not be relied upon as representing our views as of any subsequent date. Forward-looking statements are subject to a variety of risks and uncertainties that could cause our actual results to differ materially from the statements contained in this presentation.

Risks, uncertainties and other factors that may cause actual results to differ materially from those expressed or implied in the forward-looking statements include, without limitation: (i) the impact including increased costs and potential liabilities, associated with changes in laws and regulations regarding privacy, data protection, information security and cybersecurity; (ii) challenges relating to existing or future legislation and regulations pertaining to artificial intelligence ("AI"), AI-enabled products and the use of biometrics and other video analytics; (iii) the impact of government regulation of radio frequencies; (iv) audits and regulations and laws applicable to our U.S. government customer contracts and grants; (v) the impact, including increased costs and additional compliance obligations, associated with existing or future telecommunications-related laws and regulations; (vi) the evolving state of environmental regulation relating to climate change, and the physical risks of climate change; (vii) impact of product regulatory and safety, consumer, worker safety and environmental laws; (viii) impact of tax matters; (ix) increased areas of risk, increased competition and additional compliance obligations associated with the expansion of our technologies within our Products and Systems Integration and Software and Services segments; (x) the effectiveness of our investments in new products and technologies; (xi) impact of catastrophic events on our business or our customers' or suppliers' business; (xii) social, ethical and competitive risks relating to the use of AI in our products and services; (xiii) the effectiveness of our strategic acquisitions, including the integrations of such acquired businesses; (xiv) increased cybersecurity threats, a security breach or other significant disruption of our IT systems or those of our outsource partners, suppliers or customers; (xv) our inability to protect our intellectual property or potential infringement of intellectual property rights of third parties; (xvi) risks relating to intellectual property licenses and intellectual property indemnities in our customer and supplier contracts; (xvii) our license of the MOTOROLA, MOTO, MOTOROLA SOLUTIONS and the Stylized M Logo and all derivatives and formatives thereof from Motorola Trademark Holdings, LLC; (xviii) our inability to purchase at acceptable prices a sufficient amount of materials, parts, and components, as well as software and services, to meet the demands of our customers, and any disruption to our suppliers or significant increase in the price of supplies; (xix) risks related to our large, multi-year system and services contracts (including, but not limited to, with respect to the Airwave contract); (xx) the global nature of our employees, customers, suppliers and outsource partners; (xxi) our use of third-parties to develop, design and/or manufacture many of our components and some of our products, and to perform portions of our business operations; (xxii) the inability of our subcontractors to perform in a timely and compliant manner or adhere to our Human Rights Policy; (xxiii) the inability of our products to meet our customers' expectations or regulatory or industry standards; (xxiv) increasing scrutiny and evolving expectations from investors, customers, lawmakers, regulators and other stakeholders regarding environmental, social and governance-related practices and disclosures; (xxv) inability to attract and retain senior management and key employees; (xxvi) impact of current global economic and political conditions in the markets in which we operate; (xxvii) impact of returns on pension and retirement plan assets and interest rate changes; (xxviii) inability to access the capital markets for financing on acceptable terms and conditions; (xxix) exposure to exchange rate fluctuations on cross-border transactions and the translation of local currency results into U.S. dollars; and (xxx) the return of capital to shareholders through dividends and/or repurchasing shares. Motorola Solutions undertakes no obligation to publicly update any forward-looking statement or risk factor, whether as a result of new information, future events or otherwise. For additional information on identifying factors that may cause actual results to vary materially from those stated in forward-looking statements, see our reports on Forms 10-K, 10-Q and 8-K filed with or furnished to the SEC from time to time available for free on the SEC's website at [www.sec.gov](http://www.sec.gov), and on Motorola Solutions' website at [www.motorolasolutions.com/investors](http://www.motorolasolutions.com/investors)

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# Highlights

Q1 2024

- **Sales of \$2.4B, up 10% Y/Y**
  - Products and Systems Integration up 14%
  - Software and Services up 4%; up 12%<sup>1</sup> excluding U.K. Home Office sales
  - Growth in all technologies
    - Land Mobile Radio Communications (“LMR”) up 10%
    - Video Security and Access Control (“Video”) up 11%
    - Command Center up 9%
- **GAAP EPS of (\$0.23), inclusive of a (\$3.42)<sup>2</sup> loss due to settlement accounting for the Silver Lake convertible debt**
- **Non-GAAP EPS<sup>3</sup> of \$2.81, up 27% Y/Y**
- **Record Q1 operating cash flow of \$382M, up \$390M Y/Y**
- **Record ending backlog of \$14.4B, up 2% Y/Y**
- **Credit ratings upgraded to BBB by S&P and Fitch; issued \$1.3B in long-term debt and settled Silver Lake convertible debt in cash for \$1.59B**
- **Acquired Silent Sentinel, a provider of specialized, long-range cameras for \$37M<sup>4</sup>**

<sup>1</sup> Details regarding this non-GAAP metric are included later in this presentation.

<sup>2</sup> A \$3.42 pre-tax non-operating loss on the extinguishment of the Silver Lake convertible debt recorded during Q1 2024 is calculated as the loss of \$585 million divided by dilutive shares of 171.3 million, which represents the dilutive share count that the Company would have reported in the quarter if not for the loss due to this transaction.

<sup>3</sup> Non-GAAP measures exclude highlighted items, including share-based compensation expenses and intangible assets amortization expense.

<sup>4</sup> Net of cash acquired.



# Financial Results

	Q1 23	Q1 24	Change
Revenue	\$2,171	\$2,389	10%
Non-GAAP Operating Earnings*	\$532	\$638	20%
Non-GAAP Operating Margin*	24.5%	26.7%	220 bps
Non-GAAP Earnings Per Share*	\$2.22	\$2.81	27%

(\$M) excluding per share amounts

\* Non-GAAP measures exclude highlighted items, including share-based compensation expenses and intangible assets amortization expense.



# Cash Flow

(M\$)	Q1 23	Q1 24	Change	FY 23	FY 24E	Change
Operating Cash Flow	(\$8)	\$382	\$390	\$2,044	\$2,200	\$156
Capital Expenditures	(\$54)	(\$46)	\$8	(\$253)	(\$275)	(\$22)
<b>Free Cash Flow*</b>	<b>(\$62)</b>	<b>\$336</b>	<b>\$398</b>	<b>\$1,791</b>	<b>\$1,925</b>	<b>\$134</b>

\* Free Cash Flow is a non-GAAP financial measure and is calculated as Net cash provided by operating activities - Capital Expenditures.



# Products & SI

Q1 2024

Revenue  
(\$M)



Non-GAAP Operating Margin %\*



- Revenue up 14%, driven by growth in LMR and Video
- Non-GAAP operating margin\* up 590 bps driven by higher sales, favorable mix and improved operating leverage
- Notable wins and achievements:
  - \$22M P25 device order for large U.S. customer
  - \$16M LMR order for an international customer
  - \$13M LMR order for State of Tennessee
  - \$13M mobile video order for North Carolina State Highway Patrol

\* Non-GAAP measures exclude highlighted items, including share-based compensation expenses and intangible assets amortization expense.



# Software & Services

Q1 2024

Revenue  
(\$M)



Non-GAAP Operating Margin %\*



- Revenue up 4%, driven by strong demand in all three technologies, offset by U.K. Home Office revenue reduction
- Non-GAAP operating margin\* down 310 bps driven by the Airwave charge control, partially offset by improved operating leverage
- Notable wins and achievements:
  - \$25M LMR services order for Douglas County, Colorado
  - \$25M LMR services order for U.K. Department of Health
  - \$18M Command Center order for San Francisco
  - \$14M LMR services order for Lithuania
  - \$11M LMR services order for São Paulo State Police, Brazil

\* Non-GAAP measures exclude highlighted items, including share-based compensation expenses and intangible assets amortization expense.





# Regional Revenue

Q1 2024

(M\$)	Q1 23	Q1 24	Change
North America	\$1,492	\$1,693	13%
International	\$679	\$696	3%
<b>Total</b>	<b>\$2,171</b>	<b>\$2,389</b>	<b>10%</b>

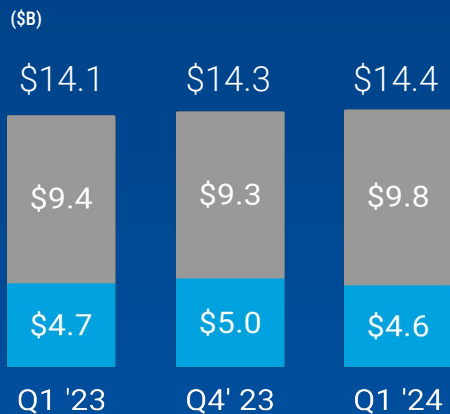
- **North America** growth driven by LMR, Video and Command Center
- **International** growth driven by Video and LMR, offset by U.K. Home Office revenue reduction





# Backlog Trend

Q1 2024



■ Products and SI  
■ Software and Services

## Software & Services

- Y/Y up \$404M driven by strong demand in LMR, Video, and Command Center
- Q/Q up \$492M primarily driven by notice received from the U.K. Home Office extending the Airwave agreement three years to YE 2029
- Unfavorable FX \$7M Y/Y and \$79M Q/Q

## Products & Systems Integration

- Y/Y down \$74M primarily due to unfavorable FX
- Q/Q down \$354M on North America orders seasonality
- Unfavorable FX \$42M Y/Y and \$15M Q/Q



# Outlook

(Non-GAAP)\*

## Q2 2024

Revenue Growth 7% - 8%

Non-GAAP EPS \$2.97 - \$3.02

## Prior Full-Year 2024

Revenue Growth Approx. 6%

Non-GAAP EPS \$12.62 - \$12.72

## Full-Year 2024

Revenue Growth Approx. 7%

Non-GAAP EPS \$12.98 - \$13.08

## Q2 Details

- Effective tax rate of approx. 24%
- Fully diluted share count of approx. 170M shares

## Full-Year Details

- Effective tax rate 23% to 24%
- Fully diluted share count between 170M and 171M shares
- FX headwind approx. \$30M



# Q&A Participants

**Greg Brown**

Chairman and CEO

**Jack Molloy**

Executive Vice President and COO

**Jason Winkler**

Executive Vice President and CFO

**Mahesh Saptharishi**

Executive Vice President and CTO

**Tim Yocum**

Vice President, Investor Relations



# Use of Non-GAAP Measures

In addition to the results presented in accordance with accounting principles generally accepted in the U.S. ("GAAP") included in this presentation, Motorola Solutions, Inc. (the "Company") also has included non-GAAP measurements of results, including free cash flow, non-GAAP operating earnings, non-GAAP EPS, non-GAAP operating margin, EBITDA, adjusted EBITDA, Net Debt, Net Debt to adjusted EBITDA ratio and Net Sales Adjusted for the U.K. Home Office. The Company has provided these non-GAAP measurements to help investors better understand its core operating performance, enhance comparisons of core operating performance from period-to-period and allow better comparisons of its operating performance to that of its competitors. Among other things, management uses these operating results, excluding the identified items, to evaluate the performance of its businesses and to evaluate results relative to certain incentive compensation targets. Management uses operating results excluding these items because it believes these measurements enable it to make better period-to-period evaluations of the financial performance of its core business operations. The non-GAAP measurements are intended only as a supplement to the comparable GAAP measurements and the Company compensates for the limitations inherent in the use of non-GAAP measurements by using GAAP measures in conjunction with the non-GAAP measurements. As a result, investors should consider these non-GAAP measurements in addition to, and not in substitution for or as superior to, GAAP measurements.

Details of these items and reconciliations of the non-GAAP measurements provided during this presentation to GAAP measurements can be found later in this presentation and on Motorola Solutions' website at [investors.motorolasolutions.com](https://investors.motorolasolutions.com).

The Company has not quantitatively reconciled its guidance for forward-looking non-GAAP metrics to their most comparable GAAP measures because the Company does not provide specific guidance for the various reconciling items as certain items that impact these measures have not occurred, are out of the Company's control, or cannot be reasonably predicted. Accordingly, a reconciliation to the most comparable GAAP financial metric is not available without unreasonable effort. Please note that the unavailable reconciling items could significantly impact the Company's results.

**Free Cash Flow** - Represents net cash provided by operating activities ("operating cash flow") less capital expenditures. The Company believes that free cash flow is useful to investors as the basis for comparing its performance and coverage ratios with other companies in the Company's industries, although the Company's measure of free cash flow may not be directly comparable to similar measures used by other companies. This measure is also used as a component of incentive compensation.

**EBITDA** - Represents net income before interest expense, interest income, income taxes, depreciation, and amortization.

**Adjusted EBITDA** - Represents EBITDA adjusted for net other income, income from discontinued operations, share based compensation expense, U.S. Pension settlement loss, and special items including charges or income related to reorganization and other charges, acquisition related charges, impairment charges, and other income or charges, if any. The Company believes Adjusted EBITDA provides improved period-to-period comparability for decision making because it better measures the ongoing earnings results of the Company's strategic and operating decisions by excluding the earnings effects of reorganization activities.

**Net Debt and Net Debt to Adj. EBITDA Ratio** - Net Debt is calculated as Long-term Debt, including the Current Portion of Long-term Debt, less Cash and Cash Equivalents. Net Debt to Adj. EBITDA Ratio is calculated by dividing Net Debt by Trailing 12 month Adjusted EBITDA.

**Constant Currency or Revenue Normalized for Foreign Exchange** - We evaluate our results of operations on both an as reported and a constant currency basis. The revenue normalized for foreign exchange or constant currency presentation, which is a non-GAAP measure, excludes the impact of fluctuations in foreign currency exchange rates. We calculate constant currency percentages by converting our current period local currency results using prior-period exchange rates, and then comparing these adjusted values to prior period reported results.

**Net Sales Adjusted for the U.K. Home Office or Net Sales Excluding U.K. Home Office Sales** - Represents Net Sales excluding sales related to the U.K. Home Office. The Company believes that Net Sales excluding the U.K. Home Office improves period-to-period comparability related to the Airwave charge control implemented as of August 1, 2023 and the exit of the ESN contract as of December 31, 2023.

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# Supplemental Disaggregation of Revenue

## Motorola Solutions, Inc. Disaggregation of Revenues

Below is an updated presentation of the disaggregation of revenues for the Company's major products and services for the three months ended and twelve months ended April 1, 2023 and March 30, 2024 to provide a more comprehensive view of the Company's technologies within our reporting segments, Products & Systems Integration and Software & Services:

**LMR Communications** - Includes revenues from infrastructure, devices (two-way radio and broadband, including both for public safety and professional & commercial radio (PCR)) and software that enable communications, inclusive of installation and integration, backed by services, to assure availability, security and resiliency.

**Video** - Includes revenues from cameras (fixed, body-worn, in-vehicle), access control, infrastructure, video management, software and artificial intelligence (AI)-powered analytics that help enable visibility and bring attention to what's important.

**Command Center** - Includes revenues from command center solutions and software applications that unify voice, video and data analytics from public safety agencies, enterprises and the community to create a broad informational view to help simplify workflows and improve the accuracy and speed of decisions.

(In millions)	Three Months Ended						Growth % by Total Technology
	April 1, 2023			March 30, 2024			
	Products and Systems Integration	Software and Services	Total	Products and Systems Integration	Software and Services	Total	
LMR Communications	\$ 1,080	\$ 577	\$ 1,657	\$ 1,255	\$ 567	\$ 1,822	10 %
Video	223	136	359	235	163	398	11 %
Command Center	—	155	155	—	169	169	9 %
<b>Total</b>	<b>\$ 1,303</b>	<b>\$ 868</b>	<b>\$ 2,171</b>	<b>\$ 1,490</b>	<b>\$ 899</b>	<b>\$ 2,389</b>	<b>10 %</b>





# Supplemental Non-GAAP Measures

## Motorola Solutions, Inc. and Subsidiaries Non-GAAP Trends (in millions, except for per share amounts)

	Q1 '22	Q2 '22	Q3 '22	Q4 '22	Q1 '23	Q2 '23	Q3 '23	Q4'23	Q1 '24
Net sales	\$ 1,892	\$ 2,140	\$ 2,373	\$ 2,706	\$ 2,171	\$ 2,403	\$ 2,556	\$ 2,848	\$ 2,389
GAAP gross margin	857	990	1,031	1,351	1,046	1,189	1,280	1,455	1,192
Non-GAAP gross margin adjustments:									
Loss on ESN fixed asset impairment	—	—	147	—	—	—	—	—	—
Share-based compensation expenses	6	7	8	7	10	10	10	10	11
Reorganization of business charges	3	2	12	1	6	(3)	2	2	3
Non-GAAP gross margin	866	999	1,198	1,359	1,062	1,196	1,292	1,467	1,206
GAAP Operating earnings ("OE")	239	358	373	692	399	518	639	738	519
Non-GAAP OE Adjustments:									
Share-based compensation expenses	31	37	37	39	45	43	42	42	45
Reorganization of business charges	7	5	2	4	7	6	4	5	7
Intangible assets amortization expense	66	65	63	63	55	43	39	40	39
Other highlighted items*	22	23	34	16	10	24	5	33	14
Non-GAAP OE	\$ 374	\$ 497	\$ 676	\$ 822	\$ 532	\$ 641	\$ 741	\$ 870	\$ 638
GAAP OE %	12.6 %	16.7 %	15.7 %	25.6 %	18.4 %	21.6 %	25.0 %	25.9 %	21.7 %
Non-GAAP Adj %	7.2 %	6.5 %	12.8 %	4.8 %	6.1 %	5.1 %	4.0 %	4.6 %	5.0 %
Non-GAAP OE %	19.8 %	23.2 %	28.5 %	30.4 %	24.5 %	26.7 %	29.0 %	30.5 %	26.7 %
GAAP Other income (expense)	(20)	(58)	(40)	(29)	(41)	(31)	(47)	(31)	(609)
Non-GAAP below OE highlighted items*	6	(18)	(5)	7	(2)	13	(15)	—	(591)
Non-GAAP Other income (expense)	(26)	(40)	(35)	(36)	(39)	(44)	(32)	(31)	(18)
GAAP Net earnings (loss) attributable to Motorola Solutions, Inc.	267	228	279	589	278	371	464	595	(39)
Non-GAAP above OE highlighted items*	135	139	303	130	133	123	102	132	119
Non-GAAP below OE highlighted items*	(6)	18	5	(7)	2	(13)	15	—	591
Non-GAAP tax adjustments and effect	(102)	(31)	(73)	(94)	(29)	(23)	(34)	(59)	(189)
TOTAL Non-GAAP Earnings attributable to Motorola Solutions, Inc.	\$ 294	\$ 354	\$ 514	\$ 618	\$ 384	\$ 458	\$ 547	\$ 668	\$ 482
GAAP attributable to Motorola Solutions, Inc. earnings (loss) per share ("EPS")	\$ 1.54	\$ 1.33	\$ 1.63	\$ 3.43	\$ 1.61	\$ 2.15	\$ 2.70	\$ 3.47	\$ (0.23)
Non-GAAP attributable to Motorola Solutions, Inc. EPS adjustments*	0.16	0.74	1.37	0.17	0.61	0.50	0.49	0.43	3.04
Non-GAAP attributable to Motorola Solutions, Inc. EPS	\$ 1.70	\$ 2.07	\$ 3.00	\$ 3.60	\$ 2.22	\$ 2.65	\$ 3.19	\$ 3.90	\$ 2.81
Diluted weighted average shares outstanding**	173.1	170.9	171.5	171.9	172.6	172.6	171.7	171.5	171.3

\*Highlighted items: The company has excluded the effects of highlighted items including, but not limited to, acquisition-related transaction fees, tangible and intangible asset impairments, reorganization of business charges, certain non-cash pension adjustments, legal settlements and other contingencies, gains and losses on investments and businesses, Hytera-related legal expenses, gains and losses on the extinguishment of debt and the income tax effects of significant tax matters, from its non-GAAP operating expenses and net income measurements because the company believes that these historical items do not reflect expected future operating earnings or expenses and do not contribute to a meaningful evaluation of the company's current operating performance or comparisons to the company's past operating performance. For the purposes of management's internal analysis over operating performance, the company uses financial statements that exclude highlighted items, as these charges do not contribute to a meaningful evaluation of the company's current operating performance or comparisons to the company's past operating performance.

\*\*Under U.S. GAAP, the accounting for a net loss from continuing operations results in the presentation of diluted earnings per share equal to basic earnings per share, as any increase in basic shares would be anti-dilutive to earnings per share. As a result of the highlighted items identified during Q1 2024, the Company reported a net loss from continuing operations for the three months ended March 30, 2024 within our GAAP Consolidated Statement of Operations, while reporting earnings on a non-GAAP basis over the same periods. Dilutive shares of 171.3 million represent the dilutive share count that the Company would have reported in the quarter, if not for the loss per share driven by the highlighted items in the quarter.



# Supplemental Non-GAAP Measures

## Motorola Solutions, Inc. and Subsidiaries Reconciliation of EPS to Non-GAAP EPS

<i>(per diluted common share)</i>	Q1 2023		Q1 2024	
<b>GAAP EPS</b>	\$	1.61	\$	(0.23)
<b>Highlighted Items:</b>				
Loss from the extinguishment of Silver Lake convertible debt		—		3.42
Share-based compensation expenses	\$	0.32	\$	0.32
Intangible assets amortization expense		0.32		0.23
Reorganization of business charges		0.08		0.05
Legal settlements		—		0.03
Acquisition-related transaction fees		0.01		0.02
Investment impairments		0.03		0.02
Operating lease asset impairments		0.02		0.02
Fair value adjustments to equity investments		(0.02)		0.01
Hytera-related legal expenses		0.02		0.01
Adjustments to uncertain tax positions		—		0.01
Fixed asset impairments		0.01		—
Gain on sales of investments		(0.01)		—
Income tax expense on Non-GAAP adjustments		(0.17)		(1.10)
<b>Non-GAAP EPS</b>	<b>\$</b>	<b>2.22</b>	<b>\$</b>	<b>2.81</b>





# Supplemental Non-GAAP Measures

## Motorola Solutions, Inc. and Subsidiaries Reconciliations of Operating Earnings to Non-GAAP Operating Earnings and Operating Margin to Non-GAAP Operating Margin (in millions)

	Three Months Ended					
	March 30, 2024			April 1, 2023		
	Products and Systems Integration	Software and Services	Total	Products and Systems Integration	Software and Services	Total
Net sales	\$ 1,490	\$ 899	\$ 2,389	\$ 1,303	\$ 868	\$ 2,171
Operating earnings ("OE")	\$ 310	\$ 209	\$ 519	\$ 176	\$ 223	\$ 399
Above OE non-GAAP adjustments:						
Share-based compensation expenses	39	17	56	40	15	55
Intangible assets amortization expense	9	30	39	13	42	55
Reorganization of business charges	8	2	10	11	2	13
Legal settlements	1	5	6	—	—	—
Acquisition-related transaction fees	—	4	4	—	2	2
Operating lease asset impairments	2	1	3	2	1	3
Hytera-related legal expenses	1	—	1	3	—	3
Fixed asset impairments	—	—	—	1	1	2
Total above-OE non-GAAP adjustments	60	59	119	70	63	133
Operating earnings after non-GAAP adjustments	<b>\$ 370</b>	<b>\$ 268</b>	<b>\$ 638</b>	<b>\$ 246</b>	<b>\$ 286</b>	<b>\$ 532</b>
Operating earnings as a percentage of net sales - GAAP	20.8 %	23.2 %	21.7 %	13.5 %	25.7 %	18.4 %
Operating earnings as a percentage of net sales - after non-GAAP adjustments	24.8 %	29.8 %	26.7 %	18.9 %	32.9 %	24.5 %



# Supplemental Non-GAAP Measures

## Motorola Solutions, Inc. and Subsidiaries Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow (in millions)

	Three Months Ended	
	March 30, 2024	April 1, 2023
Net cash provided by (used for) operating activities	\$ 382	\$ (8)
Capital expenditures	(46)	(54)
Free cash flow*	<u>\$ 336</u>	<u>\$ (62)</u>

\* Free Cash Flow is a non-GAAP financial measure and is calculated as Net cash provided by operating activities - Capital Expenditures.



# Supplemental Non-GAAP Measures

## Reconciliation Of GAAP Net Earnings To EBITDA and Adjusted EBITDA

	(\$ in millions)				
	Q2 2023	Q3 2023	Q4 2023	Q1 2024	TTM
<b>GAAP Net earnings attributable to Motorola Solutions, Inc.</b>	<b>\$ 371</b>	<b>\$ 464</b>	<b>\$ 595</b>	<b>\$ (39)</b>	<b>\$ 1,391</b>
Interest Expense, Net	57	53	52	44	206
Income Tax Expense	114	127	111	(52)	300
Depreciation Expense	44	47	45	44	180
Intangible Amortization Expense	43	39	40	39	161
<b>EBITDA</b>	<b>\$ 629</b>	<b>\$ 730</b>	<b>\$ 843</b>	<b>\$ 36</b>	<b>\$ 2,238</b>
Share-based Compensation Expense	53	52	52	56	213
Reorganization of Business Charges	3	6	7	10	26
Loss from the Extinguishment of Silver Lake Convertible Debt	—	—	—	585	585
Other Above OE Highlighted Items***	24	5	33	14	76
Below OE Highlighted Items***	(13)	15	—	6	8
<b>Adjusted EBITDA</b>	<b>\$ 696</b>	<b>\$ 808</b>	<b>\$ 935</b>	<b>\$ 707</b>	<b>\$ 3,146</b>

### Net Debt Calculation

	Q1 2024
Long-term Debt	\$ 5,994
Current Portion of Long-term Debt	313
Less Cash and Cash Equivalents	1,512
<b>Net Debt</b>	<b>\$ 4,795</b>

### Net Debt to Adjusted EBITDA Calculation

	Q1 2024
<b>Net Debt</b>	<b>\$ 4,795</b>
Trailing Twelve Months ("TTM") Adjusted EBITDA	3,146
<b>Net Debt to TTM Adjusted EBITDA</b>	<b>1.5</b>

\*\*\* Refer to slide 16 for details of highlighted items



# Supplemental Non-GAAP Measures

## Reconciliation Of GAAP Net Earnings To EBITDA and Adjusted EBITDA

<i>(\$ in millions)</i>	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
<b>GAAP Net Earnings (Loss) from Continuing Operations</b>	\$ 640	\$ 560	\$ (155)	\$ 966	\$ 868	\$ 949	\$ 1,245	\$ 1,363	\$ 1,709
Interest Expense, Net	173	205	201	222	220	220	208	226	216
Income Tax Expense	274	282	1,227	133	130	221	302	148	432
Depreciation Expense	142	182	192	172	186	194	202	183	179
Intangible Amortization Expense	8	113	151	188	208	215	236	257	177
<b>EBITDA</b>	<b>\$ 1,237</b>	<b>\$ 1,342</b>	<b>\$ 1,616</b>	<b>\$ 1,681</b>	<b>\$ 1,612</b>	<b>\$ 1,799</b>	<b>\$ 2,193</b>	<b>\$ 2,177</b>	<b>\$ 2,713</b>
US Pension Settlement Loss	\$ —	\$ —	\$ —	\$ —	\$ 359	\$ —	\$ —	\$ —	\$ —
Share-based Compensation Expenses	78	68	66	73	118	129	129	172	212
Reorganization of Business Charges	87	138	42	120	57	86	32	36	29
Loss from the Extinguishment of Debt	—	—	—	—	50	57	18	6	—
Other Above OE Highlighted Items***	31	15	(37)	104	11	15	53	242	72
Below OE Highlighted Items***	(117)	62	46	(12)	1	3	8	4	3
<b>Adjusted EBITDA</b>	<b>\$ 1,316</b>	<b>\$ 1,625</b>	<b>\$ 1,733</b>	<b>\$ 1,966</b>	<b>\$ 2,210</b>	<b>\$ 2,091</b>	<b>\$ 2,433</b>	<b>\$ 2,637</b>	<b>\$ 3,029</b>

\*\*\* Refer to slide 16 for details of highlighted items



# Supplemental Non-GAAP Measures

## Motorola Solutions, Inc. and Subsidiaries Reconciliation of Net Sales to Net Sales Adjusted for the U.K. Home Office (in millions)

	Three Months Ended		% Change
	March 30, 2024	April 1, 2023	
Software and Services net sales	\$ 899	\$ 868	4 %
U.K. Home Office net sales	(101)	(156)	
<b>Software and Services net sales adjusted for the U.K. Home Office</b>	<b>\$ 798</b>	<b>\$ 712</b>	<b>12 %</b>
Net sales	\$ 2,389	\$ 2,171	10 %
U.K. Home Office net sales	(101)	(156)	
<b>Net sales adjusted for the U.K. Home Office</b>	<b>\$ 2,288</b>	<b>\$ 2,015</b>	<b>14 %</b>







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