

# Motorola Solutions Reports Fourth-Quarter and Full-Year 2012 Financial Results

Record Fourth-Quarter and Full-Year Sales and Operating Earnings

- Fourth-quarter and full-year sales up 6 percent from a year ago
- Fourth-quarter Government sales up 10 percent from a year ago; up 12 percent for the full year
- Fourth-quarter GAAP earnings per share (EPS) from continuing operations\* up 119 percent from a year ago; up 34 percent for the full year
- Fourth-quarter Non-GAAP\*\* EPS from continuing operations up 26 percent from a year ago; up 23 percent for the full year
- Repurchased \$326 million of shares in the quarter; \$2.4 billion for the full year
- Generated \$564 million in operating cash flow during the quarter; \$1.1 billion for the full year

	Fo	urth Quar	ter				
	<u>2012</u>	2011	<u>Change</u>	<u>2012</u>	<u>2011</u>	Change	
Total sales (\$M)	\$2,441	\$2,300	6%	\$8,698	\$8,203	6%	
GAAP operating earnings (\$M)	\$423	\$276	53%	\$1,256	\$858	46%	
Non-GAAP operating earnings	\$476	\$444	7%	\$1,503	\$1,373	9%	
(\$M)							
GAAP EPS from continuing	\$1.18	\$0.54	119%	\$2.95	\$2.20	34%	
operations							
Non-GAAP EPS from	\$1.10	\$0.87	26%	\$3.20	\$2.61	23%	
continuing operations							

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**SCHAUMBURG, III.** – Jan. 23, 2013 – <u>Motorola Solutions, Inc.</u> (NYSE: MSI) announced today its fourth-quarter and full-year 2012 results highlighted by fourth-quarter sales of \$2.4 billion, up 6 percent from the fourth quarter of 2011, and full-year sales of \$8.7 billion, up 6 percent from 2011. For the full year, Government sales were up 12 percent and Enterprise sales declined 5 percent. These results include revenue for Psion, which was acquired on Oct. 1, 2012.

"It was another outstanding year for Motorola Solutions as we continued to deliver strong operational and financial results," said Greg Brown, chairman and CEO of Motorola Solutions. "We strengthened our product portfolio, expanded operating margins, generated \$1.1 billion in operating cash and returned \$2.7 billion in capital to our shareholders."

GAAP operating earnings in the fourth quarter of 2012 were \$423 million or 17.3 percent of sales, compared to \$276 million or 12 percent of sales in the fourth quarter of 2011. GAAP earnings per share from continuing operations were \$1.18, compared to \$0.54 in the fourth quarter of 2011. For the full year 2012, GAAP operating earnings were \$1.3 billion or 14.4 percent of sales, compared to \$858 million or 10.5 percent of sales in 2011. GAAP earnings per share from continuing operations were \$2.95, compared to \$2.20 in 2011.

Non-GAAP operating earnings in the fourth quarter of 2012 were \$476 million or 19.5 percent of sales, compared to \$444 million or 19.3 percent of sales in the fourth quarter



of 2011. Non-GAAP earnings per share from continuing operations were \$1.10, compared to \$0.87 in the fourth quarter of 2011. Non-GAAP financial information excludes after-tax net income of approximately \$0.08 per diluted share related to stock-based compensation, intangible amortization and highlighted items. Details on these Non-GAAP adjustments and the use of Non-GAAP measures are included later in this press release. For the full year 2012, Non-GAAP operating earnings were \$1.5 billion or 17.3 percent of sales, compared to \$1.4 billion or 16.7 percent of sales in 2011. Non-GAAP earnings per share from continuing operations were \$3.20, compared to \$2.61 in 2011.

During the fourth quarter of 2012, the company generated \$564 million in operating cash flow from continuing operations. The company ended the quarter with total cash\*\*\* of \$3.6 billion while returning \$399 million to shareholders through share repurchases and cash dividends during the quarter. The company repurchased 6.1 million shares of stock during the quarter and 49.6 million shares for the full year.

**Government** segment sales were \$1.7 billion, up 10 percent from the year-ago quarter. GAAP operating earnings were \$346 million or 20.3 percent of sales compared to \$226 million or 14.6 percent of sales in the year-ago quarter. Non-GAAP operating earnings were \$373 million or 21.8 percent of sales compared to \$307 million or 19.8 percent of sales in the year-ago quarter.

For the full year 2012, Government segment sales were \$6.0 billion, up 12 percent from 2011. GAAP operating earnings were \$1.0 billion or 16.1 percent of sales compared to \$616 million or 11.5 percent of sales in 2011. Non-GAAP operating earnings were \$1.1 billion or 18.5 percent of sales compared to \$833 million or 15.5 percent of sales in 2011.

Government highlights:

- Secured multimillion dollar contracts with U.S. customers such as cities of Austin, Texas; El Paso, Texas; Elgin, Ill.; and Tacoma, Wash.; Clayton County in Georgia; Camden County in New Jersey; Onslow County in North Carolina; Montgomery County in Pennsylvania; and Prince William County in Virginia
- Secured multimillion dollar contracts with international customers such as Hampshire Police in the U.K.; State of Brandenburg, Germany; Rosenergoatom nuclear power operations in Russia; Middle East Radio Communications in Egypt; Communication Authority of Thailand; Shanghai Metro, Shanxi Police and Guangdong Police in China; the Brazilian Army; Colombia Ministry of Defense; Ecopetrol Andean Pipeline in Colombia; Panama Ministry of Public Safety; Pemex in Mexico; and Peru National Police
- Introduced three new TETRA mobile radios that give customers a choice of different form factors and capabilities to provide frontline workers with a reliable communications lifeline and faster access to mission-critical intelligence

**Enterprise** segment sales were \$733 million, down 3 percent from the year-ago quarter. Excluding Psion, sales were down 12 percent. GAAP operating earnings were \$77 million or 10.5 percent of sales compared to \$50 million or 6.6 percent of sales in the year-ago quarter. Non-GAAP operating earnings were \$103 million or 14.1 percent of sales compared to \$137 million or 18.2 percent of sales in the year-ago quarter.



For the full year 2012, Enterprise segment sales were \$2.7 billion, down 5 percent from 2011. GAAP operating earnings were \$291 million or 10.7 percent of sales compared to \$242 million or 8.5 percent of sales in 2011. Non-GAAP operating earnings were \$395 million or 14.6 percent of sales compared to \$540 million or 19.0 percent of sales in 2011.

Enterprise highlights:

- Secured contracts with key customers such as Target, Best Buy Canada, The Home Depot, Ferguson Enterprises, Grupo Bimbo, Volkswagen Mexico, Norwegian Post, Poste Italiane, easyJet in the U.K., Aeon Technology in China and Daito Kentsku Construction in Japan
- Named Best Partner Supplier for the second year in a row by Tesco and also received the retailer's Innovation Partner of the Year award
- Started shipping the Motorola SB1 smart badge device, which helps retailers affordably equip everyone in their organizations with a smart, wearable, costefficient, mobile device, as well as the MC40, a sleek, user-friendly mobile device that provides retail associates access to product information and availability, data collection, mobile point-of-sale capability and voice without ever leaving the customer's side

# First-Quarter and Full-Year Outlook

Motorola Solutions' outlook for the first quarter of 2013 is for revenue growth of 4 to 5 percent compared with the first quarter of 2012 and Non-GAAP earnings per share from continuing operations of \$0.62 to \$0.67 per share. For the full-year 2013, the company expects revenue growth of approximately 5 to 5.5 percent compared with 2012 and Non-GAAP operating earnings of approximately 18 percent of sales. This outlook excludes stock-based compensation, intangible amortization and charges associated with items typically highlighted by the company in its quarterly earnings releases.

# **Consolidated GAAP Results**

A comparison of results from operations is as follows:

	Fourth (	<u>Quarter</u>	<u>Full</u>	Year	
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	
Net sales (\$M)	\$2,441	\$2,300	\$8,698	\$8,203	
Gross margin (\$M)	1,229	1,160	4,348	4,146	
Operating earnings (\$M)	423	276	1,256	858	
Earnings from continuing operations (\$M)	336	177	878	747	
Net earnings (\$M)	336	184	881	1,158	
Diluted EPS from continuing operations	\$1.18	\$0.54	\$2.95	\$2.20	
Weighted average diluted common shares outstanding	284.4	328.4	297.4	339.7	



# Highlighted Items, Stock-Based Compensation Expense and Intangible Assets Amortization Expense

The table below includes highlighted items, stock-based compensation expense and intangible assets amortization expense for the fourth quarter of 2012.

	Fourth Quarter
(per diluted common share)	<u>2012</u>
GAAP Earnings per Common Share from Continuing	
Operations*	\$1.18
Highlighted Items:	
Legal matter	(0.03)
Reorganization of business charges	0.03
Reduction in international deferred tax asset valuation allowance	(0.21)
Total Highlighted Items	(0.21)
Stock-based compensation expense	0.11
Intangible assets amortization expense	0.02
Stock-Based Compensation Expense and Intangible Assets	
Amortization Expense	0.13
Total Non-GAAP Adjustments	(0.08)
Non-GAAP Earnings per Common Share	\$1.10

# **Conference Call and Webcast**

Motorola Solutions will host its quarterly conference call beginning at 7 a.m. U.S. Central Standard Time (8 a.m. U.S. Eastern Standard Time) on Wednesday, Jan. 23. The conference call will be webcast live with audio and slides at <u>www.motorolasolutions.com/investor</u>.

# **Use of Non-GAAP Financial Information**

In addition to the GAAP results included in this presentation, Motorola Solutions also has included Non-GAAP measurements of results. We have provided these Non-GAAP measurements to help investors better understand our core operating performance, enhance comparisons of core operating performance from period to period and allow better comparisons of operating performance to our competitors. Among other things, management uses these operating results, excluding the identified items, to evaluate performance of the businesses and to evaluate results relative to certain incentive compensation targets. Management uses operating results excluding these items because it believes this measurement enables it to make better period-to-period evaluations of the financial performance of 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, measurements of financial performance prepared in accordance with GAAP.

*Highlighted items:* The company has excluded the effects of highlighted items (and any reversals of highlighted items recorded in prior periods) 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.

Stock-based compensation expense: The company has excluded stock-based compensation expense from its Non-GAAP operating expenses and net income measurements. Although stock-based compensation is a key incentive offered to our employees and the company believes such compensation contributed to the revenue earned during the periods presented and also believes it will contribute to the generation of future period revenues, the company continues to evaluate its performance excluding stock-based compensation expense primarily because it represents a significant non-cash expense. Stock-based compensation expense will recur in future periods.

Intangible assets amortization expense: The company has excluded intangible assets amortization expense from its Non-GAAP operating expenses and net income measurements, primarily because it represents a significant non-cash expense and because the company evaluates its performance excluding intangible assets amortization expense. Amortization of intangible assets is consistent in amount and frequency but is significantly affected by the timing and size of the company's acquisitions. Investors should note that the use of intangible assets contributed to the company's revenues earned during the periods presented and will contribute to the company's future period revenues as well. Intangible assets amortization expense will recur in future periods.

Details of the above items and reconciliations of the Non-GAAP measurements to the corresponding GAAP measurements can be found at the end of this press release.

# **Business Risks**

This press release contains "forward-looking statements" within the meaning of applicable federal securities law. These statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and generally include words such as "believes," "expects," "intends," "anticipates," "estimates" and similar expressions. 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. Readers are cautioned that such 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 release. Such forward-looking statements include, but are not limited to, Motorola Solutions' financial outlook for the first quarter and full year of 2013, payment of a regular quarterly dividend and purchases of shares under the company's share repurchase program. Motorola Solutions cautions the reader that the risk factors below, as well as those on pages 9 through 22 in Item 1A of Motorola Solutions, Inc.'s 2011 Annual Report on Form 10-K



and in its other SEC filings available for free on the SEC's website at www.sec.gov and on Motorola Solutions' website at www.motorolasolutions.com, could cause Motorola Solutions' actual results to differ materially from those estimated or predicted in the forward-looking statements. Many of these risks and uncertainties cannot be controlled by Motorola Solutions and factors that may impact forward-looking statements include, but are not limited to: (1) the economic outlook for the government and enterprise communications industries; (2) the level of demand for the company's products. particularly if businesses and governments defer or cancel purchases in response to tighter credit; (3) the company's ability to introduce new products and technologies in a timely manner; (4) negative impact on the company's business from global economic conditions, which may include: (i) potential deferment or cancellation of purchase orders by customers; (ii) the inability of customers to obtain financing for purchases of the company's products; (iii) increased demand to provide vendor financing to customers; (iv) increased financial pressures on third-party dealers, distributors and retailers; (v) the viability of the company's suppliers that may no longer have access to necessary financing; (vi) counterparty failures negatively impacting the company's financial position; (vii) changes in the value of investments held by the company's pension plan and other defined benefit plans, which could impact future required or voluntary pension contributions; and (viii) the company's ability to access the capital markets on acceptable terms and conditions; (5) the company's ability to purchase sufficient materials, parts and components to meet customer demand, particularly in light of global economic conditions; (6) risks related to dependence on certain key suppliers, subcontractors, third-party distributors and other representatives; (7) the impact on the company's performance and financial results from strategic acquisitions or divestitures, including Psion and those that may occur in the future; (8) risks related to the company's manufacturing and business operations in foreign countries; (9) the creditworthiness of the company's customers and distributors, particularly purchasers of large infrastructure systems; (10) exposure under large systems and managed services contracts, including risks related to the fact that certain customers require that the company build, own and operate their systems, often over a multi-year period; (11) the ownership of certain logos, trademarks, trade names and service marks including "MOTOROLA" by Motorola Mobility Holdings, Inc.; (12) variability in income received from licensing the company's intellectual property to others, as well as expenses incurred when the company licenses intellectual property from others; (13) unexpected liabilities or expenses, including unfavorable outcomes to any pending or future litigation or regulatory or similar proceedings; (14) the impact of foreign currency fluctuations, including the negative impact of a strengthening U.S. dollar on the company when competing for business in foreign markets; (15) the impact of the percentage of cash and cash equivalents held outside of the United States; (16) the ability of the company to pay future dividends due to possible adverse market conditions or adverse impacts on the company's cash flow; (17) the ability of the company to repurchase shares under its repurchase program due to possible adverse market conditions or adverse impacts on the company's cash flow; (18) the impact of changes in governmental policies, laws or regulations; (19) the outcome of currently ongoing and future tax matters; (20) negative consequences from the company's outsourcing of various activities, including certain business operations, information technology and administrative functions; and (21) the impact of our multiyear phased upgrade and consolidation of our enterprise resource planning systems into a single global platform. 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.

# Definitions



\* Amounts attributable to Motorola Solutions, Inc. common shareholders

\*\* Non-GAAP financial information excludes from GAAP results the effects of stockbased compensation expense, intangible assets amortization expense and highlighted items

\*\*\* Total cash = Cash and cash equivalents + Sigma Fund (current) and short-term investments

# **About Motorola Solutions**

Motorola Solutions is a leading provider of mission-critical communication solutions and services for enterprise and government customers. Through leading-edge innovation and communications technology, it is a global leader that enables its customers to be their best in the moments that matter. Motorola Solutions trades on the New York Stock Exchange under the ticker "MSI." To learn more, visit <u>www.motorolasolutions.com</u>. For ongoing news, please visit our <u>media center</u> or subscribe to our <u>news feed</u>.

# Media Contacts

Nick Sweers Motorola Solutions +1 847-576-2462 nicholas.sweers@motorolasolutions.com

Tama McWhinney Motorola Solutions +1 847-538-1865 tama.mcwhinney@motorolasolutions.com

# **Investor Contacts**

Shep Dunlap Motorola Solutions +1 847-576-6899 shep.dunlap@motorolasolutions.com

Jason Winkler Motorola Solutions +1 847-576-4995 jason.winkler@motorolasolutions.com

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

	Three Mo	onths Ended
	December 31, 2012	December 31, 2011
Net sales from products Net sales from services	\$ 1,789 652	\$ 1,689 611
Net sales	2,441	2,300
Costs of product sales	791	774
Costs of service sales	421	366
Costs of sales	1,212	1,140
Gross margin	1,229	1,160
Selling, general and administrative expenses	510	498
Research and development expenditures Other charges (income)	290	266
Intangibles amortization	(4) 10	70 50
Operating earnings	423	276
Other income (expense):		
Interest expense, net	(20)	(15)
Gain on sales of investments and businesses, net	-	2
Other	4	4
Total other expense	(16)	(9)
Earnings from continuing operations before income taxes	407	267
Income tax expense Earnings from continuing operations	71 336	90 177
Earnings from discontinued operations, net of tax	-	7
Net earnings attributable to Motorola Solutions, Inc.	\$ 336	\$ 184
	φ <u>530</u>	φ 104
Amounts attributable to Motorola Solutions, Inc. common shareholders Earnings from continuing operations, net of tax	\$ 336	\$ 177
Earnings from discontinued operations, net of tax	÷ -	7
Net earnings	\$ 336	\$ 184
Earnings per common share		
Basic:	¢ 4.00	¢ 0.55
Continuing operations Discontinued operations	\$ 1.20	\$ 0.55 0.02
	\$ 1.20	\$ 0.57
Diluted:		
Continuing operations	\$ 1.18	\$ 0.54
Discontinued operations	-	0.02
	\$ 1.18	\$ 0.56
Weighted average common shares outstanding	070.0	000.4
Basic Diluted	279.3 284.4	323.1 328.4
	20	02011
	Percentage	e of Net Sales*
Net sales from products	73.3%	i i
Net sales from services	26.7%	
Net sales	100%	100%
Costs of product sales	44.2%	45.8%
Costs of service sales	64.6%	59.9%
Costs of sales	49.7%	49.6%
Gross margin	50.3%	50.4%
Selling, general and administrative expenses	20.9%	
Research and development expenditures Other charges (income)	11.9%	
Intangibles amortization	-0.2% 0.4%	3.0% 2.2%
Operating earnings	17.3%	12.0%
Other income (expense):		
Interest expense, net	-0.8%	-0.7%
Gain on sales of investments and businesses, net Other	0.0%	0.1%
Total other expense	0.2%	0.2%
Earnings from continuing operations before income taxes	16.7%	
Income tax expense	2.9%	
Earnings from continuing operations	13.8%	7.7%
Earnings from discontinued operations, net of tax Net earnings attributable to Motorola Solutions, Inc.	0.0%	0.3%

\* Percentages may not add up due to rounding

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

Net alses from products         December 31, 2014         December 31, 2014 <thdecember 2014<="" 31,="" th="">         December 31, 2014         December 31, 2014</thdecember>							
Net sales from iservices         2.33 8.000         2.33 8.000         2.33 8.000         2.33 8.000         2.33 7.617           Costs of product axies         2.844 8.000         2.723 8.000         4.264 8.000         4.274 8.000         4.274 8.000         4.274 8.000         4.274 8.000         4.274 8.000         4.274 8.000         4.274 8.000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.274 8.0000         4.27		December 31, 2012	December 31, 2011	December 31, 2010			
Net asies         8.688         6.030         7.677           Costs of products usies         2.844         2.722         2.233           Costs of service sales         1.566         1.334         1.82           Costs of service sales         4.355         4.457         3.865           Costs of service sales         1.666         1.012         1.874           Research and development expendances         1.066         1.012         1.874           Research and development expendances         1.066         1.012         1.874           Other charges income         2.20         2.00         2.01         2.01           Other charges income         1.265         0.666         7.71         1.020         0.677           Other charges income income income taxes         1.215         7.88         0.640         7.61         0.71         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677         1.020         0.677							
costs of aires         2,244         2,272         2,233           Costs of aires asies         4,360         4,057         3,055           Costs of aires         1,063         4,067         3,055           Selits, general and administrative expresses         1,063         1,012         1,013           Selits, general and administrative expresses         1,063         1,012         1,013           Selits, general and administrative expresses         1,063         1,012         1,013           Costs of aires         1,023         1,013         1,013         1,013           Other incorne (exponse):         1,026         666         (7,41)         1,020         607           Total other oxponse         (4,01)         1,020         0,020         2,03         2,03           Costs of aires         1,216         7,38         664         1,020         0,007           Total other oxponse         (4,01)         1,020         0,007         0,007         0,007           Earnings from continuing operations before incorne taxes         1,216         7,33         4,403         3,5         1,153         655           Earnings from continuing operations, net of tax         3,5         1,153         6,07         1,153         6,07 </td <td></td> <td></td> <td></td> <td></td>							
Costs of service seles         1.666         1.334         1.282           Costs of seles         4.355         4.467         3.865           Costs of seles         4.355         4.467         3.865           Seling, peneral administrative expenses         1.075         1.083         1.075           Research and development opendiums         1.075         1.033         1.035           Other charges (normon)         22         200         203           Other charges (normon)         1.252         200         203           Other income (expense)         (169)         (171)         201           Costs of seles         1.125         7.86         (171)         201           Costs of seles         1.125         7.81         (69)         (71)         203           Costs of seles         1.125         7.81         (69)         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         (71)         201         <		,	,	,			
Costs alais         4.360         4.07         8.865           Costs margin         4.360         4.07         8.865           Selits, porend and administable exponses         1.965         1.965         1.965           Selits, porend and administable exponses         1.965         1.955         1.955           Other income (exponse):         1.266         0.43         1.955         1.955           Other income (exponse):         1.266         0.44         1.955         1.955         1.955           Interest expense, net         0.666         0.741         0.955         0.955         1.955         0.955 </td <td>•</td> <td>· · · · ·</td> <td></td> <td></td>	•	· · · · ·					
Gross margin         4.343         4.146         3.812           Selies, querral and administrative expenses         1.063         1.012         1.817           Selies, querral and administrative expenses         1.064         1.012         1.817           Other charges (income)         2.29         2.01         2.01         2.01           Other charges (income)         2.29         2.01         2.01         2.01         2.01           Other charges (income)         2.29         2.01         <							
Sellig, general and administrative exponses         1,953 </td <td></td> <td></td> <td>,</td> <td></td>			,				
Research and development expanditues         1.075         1.035         1.037           Deter charges (norms)         22         1.04         (33)           Intrarybes amotization         22         200         203           Other income (expanse):         (66)         (74)         (21)           Internet expanse on the of investments and businesses, net         (66)         (74)         (21)           Control (expanse):         (66)         (74)         (21)         (21)           Earnings from discontinuut operations. before income taxes         1.215         738         (34)         403           Earnings from discontinuut operations, net of tax         3         411         389         (61)         (71)           Earnings from discontinuut operations, net of tax         3         411         389         (63)         (71	Gross margin	4,348	4,146	3,812			
Other darges (income) Intrargibles amoutation         25         141         (53)           Operating earnings         1.286         0.859         771           Other income (spearse): Intrarst spearse, net Gain on sales of investments and businesses, net Other income (spearse):         (60)         (74)         (129)           Earning from continuing operations Earning from continuing operations         1.216         738         664           Income tax separse (benefit)         337         (3)         403           Earning from continuing operations         678         1.118         650           Earning from continuing operations, net of tax         38         411         389           Second (rosp) attributable to monorotation bactor hocks for the annings from continuing operations, net of tax         5         678         1.118         5         633           Arrent attributable to Matorola Solutions, for Continuing operations         5         878         747         5         244           Earnings from continuing operations         5         737         633         411         389           Diadrici: Continuing operations         5         747         5         244           Earnings from continuing operations         5         200         777         5         333         411		· · · · ·		,			
Intergibles anotization Operating sampings         28 (20)         203 (20)           Other income (spense): Interget spense, net Other         1         26 (80)         (74)         (120)           Gain on sales of investments and businesses, net Other         39 (41)         (22)         (49)           Total other expense         (41)         (120)         (67)           Tamings from continuing operations before income taxes         1.215         738         664           Income tax expense (bentift)         337         (3)         443           Earnings from continuing operations, net of tax         33         111         389           Net earnings to continuing operations, net of tax         33         411         389           Samings trom continuing operations, net of tax         5         31         413         389           Rearings trom continuing operations, net of tax         5         301         5         323         413         388           Basic:         Continuing operations         5         301         5         2.41         3.633           Diluted:         Continuing operations         5         2.20         5         7.72         3.333         3.333           Diluted:         Continuing operations         5         2.24<							
Operating samings         1.266         9.89         751           Interest expense.it         (66)         (74)         (129)           Gain on selse of investments and businesses, net         (14)         (160)         (41)           Other         (141)         (120)         (87)         (120)           Earnings from continuing operations before income taxes         1.216         738         (664)           Earnings from continuing operations         870         741         201           Earnings from continuing operations, net of tax         3         411         309           Less: Gain (0sc) attributable to noncontrolling interests         -         (60)         177           Net earnings         -         (60)         177         5         663           Arrourts attributable to Monocols Solutions, net of tax         3         411         309         1758         663           Samings from discontinued operations, net of tax         5         3.00         1         2.24         \$         0.77           Samings from discontinued operations, net of tax         5         3.00         1         2.33         1.158         6633           Discontinued operations         \$         3.00         2.24         \$         0.77							
Interest expense, net         (66)         (74)         (120)           Gain on aske of investments and businesses, net         (33)         (33)         (34)           Other         (34)         (120)         (67)         (74)           Total other xoponse         (121)         (120)         (67)         (120)           Earnings from continuing operations before income taxes         (121)         (120)         (67)         (131)           Earnings from continuing operations, net of tax         3         (111)         380         (141)         380           Earnings from discontinued operations, net of tax         3         (111)         380         (111)         380           It earnings from discontinued operations, net of tax         3         (111)         380         (111)         380           Annound scholarus, net of tax         5         881         1,168         6633         (17)           It earnings from discontinued operations, net of tax         5         878         5         747         5           Earnings from discontinued operations         5         3.00         5         2.24         5         0.73           Discontinue operations         5         3.00         5         2.24         5         0.73 <td></td> <td></td> <td></td> <td></td>							
Interest expense, net         (66)         (74)         (120)           Gain on aske of investments and businesses, net         (33)         (33)         (34)           Other         (34)         (120)         (67)         (74)           Total other xoponse         (121)         (120)         (67)         (120)           Earnings from continuing operations before income taxes         (121)         (120)         (67)         (131)           Earnings from continuing operations, net of tax         3         (111)         380         (141)         380           Earnings from discontinued operations, net of tax         3         (111)         380         (111)         380           It earnings from discontinued operations, net of tax         3         (111)         380         (111)         380           Annound scholarus, net of tax         5         881         1,168         6633         (17)           It earnings from discontinued operations, net of tax         5         878         5         747         5           Earnings from discontinued operations         5         3.00         5         2.24         5         0.73           Discontinue operations         5         3.00         5         2.24         5         0.73 <td>Other income (expense):</td> <td></td> <td></td> <td></td>	Other income (expense):						
Other         (14)         (69)         (7)           Earnings from continuing operations before income taxes         1.215         738         664           Barnings from discontinued operations, net of tax         337         (3)         403           Het earnings         377         741         286           Less: Gain (loss) attributable to noncontrolling interests         31         1.152         660           Anound attributable to noncontrolling interests         31         1.152         660           Less: Gain (loss) attributable to noncontrolling interests         31         1.152         633           Anound attributable to noncontrolling interests         31         1.152         633           Statistic         601         17         38         613         36           Statistic         33         411         389         633         633           Statistic         30         5         244         5         633           Continuing operations         101         5         633         11         5         633           Diacot         Statistic         5         201         5         224         5         0.72           Diacotining operations         5         2301		(66)	(74)	(129)			
Total other expanse       (41)       (122)       (87)         Earnings from continuing operations before income taxes       1.215       7.73       664         Income tax expanse (benefit)       3.37       (3)       4.43         Earnings from discontinued operations, net of tax       3.87       7.41       2.81         Net earnings       1.155       7.73       665         Amounts attributable to Monocontrolling interests       8.81       1.152       665         Net earnings       1.155       7.74       2.84         Earnings from discontinued operations, net of tax       3.81       1.152       665         Amounts attributable to Monocorbins operations       5       7.7       5.244       1.137         Earnings from discontinued operations       5       3.00       \$       2.24       0.73         Discontinued operations       \$       3.00       \$       2.24       \$       0.73         Discontinued operations       \$       3.00       \$       2.24       \$       0.73         Discontinued operations       \$       2.95       \$       2.01       \$       1.14         Basic       0.01       \$       3.33.3       3.33.3       3.33.3       3.33.3       3.3							
Earnings from continuing operations before income taxes         1.215         733         664           Income tax expense (benefit)         337         741         281           Earnings from discontinued operations, net of tax         3         411         388           Net earnings         3         1.152         665           Jamoints attributable to mocontrolling interests         1         1         38           Less: Gain (tass) attributable to mocontrolling interests         1         1         38           Less: Gain (tass) attributable to mocontrolling interests         1         1         38           Earnings from discontinued operations, net of tax         8         8         1         1.152         663           Earnings from discontinued operations, net of tax         8         8         1         38         1         1.152         663           Earnings from discontinued operations         0         1         3         3         1.152         663           Continuing operations         0         0         1         3         3         1.152         1.153         1.153         1.153         1.153         1.153         1.152         1.153         1.153         1.153         1.153         1.153         1.152							
Income tax expanse (branefit)         337         (3)         403           Earnings from continuing operations, net of tax         878         411         389           Net servings         881         1,152         660           Less: Gain (loss) attributable to Motorola Solutions, inc         881         1,152         660           Amounts attributable to Motorola Solutions, inc common shareholders         8         747         \$ 0.00           Earnings from continuing operations, net of tax         \$ 0.01         1.158         \$ 0.01           Earnings from discontinued operations, net of tax         \$ 0.01         \$ 0.01         \$ 0.01           Earnings from discontinued operations         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01           Earnings from discontinued operations         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01           Discontinued operations         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01           Distort:         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.01         \$ 0.02         \$ 0.02         \$ 0.02	l otal other expense	(41)	(120)	(87)			
Earnings from continuing operations         878         741         281           Earnings from discontinued operations, net of tax         3         411         380           Net earnings from discontinued operations, net of tax         881         1,152         663           Arnourts attributable to Motoralis Solutions, net of tax         881         1,158         5         633           Arnourts attributable to Motoralis Solutions, net of tax         881         1,158         5         633           Earnings from discontinued operations, net of tax         8         8         1,158         5         633           Earnings from discontinued operations         1,158         881         1,158         5         633           Earnings from discontinued operations         5         300         \$         2,244         \$         0,77           Source continuing operations         5         2,95         \$         2,200         \$         0,77           Discontinued operations         2,071         \$         3,331         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,333         3,33	Earnings from continuing operations before income taxes	1,215	738	664			
Earnings from discontinued operations, net of tax         3         411         389           Net samings         881         1,152         660           Less: Gain (loss) attributable to noncontrolling interests         -         5         611           Net annings tom discontinued operations, net of tax         -         5         611         7           Earnings from discontinued operations, net of tax         -         5         747         5         244           Samings from discontinued operations, net of tax         -         5         747         5         244           Samings from discontinued operations         -         5         300         5         224         5         633           Earnings from discontinued operations         -         5         3001         5         224         5         77         17         5         311         177         5         347         180         5         301         5         224         5         171         5         311         197         5         312         117         5         314         187         190         121         1155         117         5         3133         3333         3333         3333         3333         3333	Income tax expense (benefit)	337	(3)	403			
Net earnings       881       1.152       650         Less: Gain (loss) attributable to Motorola Solutions, inc       1       1       1       1       1       5       650         Amounts attributable to Motorola Solutions, inc       1       1       1       1       1       5       650         Amounts attributable to Motorola Solutions, inc       1       1       1       1       5       650         Amounts attributable to Motorola Solutions, inc       1       1       5       650       650         Earnings from discontinued operations, net of tax       5       871       5       747       5       244         Diluted:       0       0       1       23       1       1       5       1.158       5       633         Diluted:       0.011       5       2.205       5       2.201       5       0.72       1.175       5       0.17       5       1.175       5       0.17       5       1.175       5       0.17       1.155       5       0.17       5       0.175       1.175       5       0.17       5       0.175       1.175       5       0.172       1.175       5       0.172       1.175       5       0.172	Earnings from continuing operations	878	741	261			
Less: Gain (loss) attributable to noncontrolling interests Net samings from continuing operations, net of tax         1         1         1         5         633           Anoruns attributable to Motorola Solutions, inc. common shareholders Earnings from continuing operations, net of tax         \$         878         \$         747         \$         244           Earnings from continuing operations, net of tax         \$         878         \$         747         \$         244           Basic: Continuing operations         \$         3.00         \$         2.24         \$         0.73           Diluted: Continuing operations         \$         3.00         \$         2.24         \$         0.73           Discontinued operations         \$         0.001         \$         1.21         \$         1.15           Basic: Continuing operations         \$         2.96         \$         2.072         \$         0.72           Discontinued operations         \$         2.96         \$         2.011         \$         3.33         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.33.3         3.3	Earnings from discontinued operations, net of tax	3	411	389			
Net earlings attributable to Motorola Solutions, Inc.         \$         881         \$         1.158         \$         633           Amounts attributable to Motorola Solutions, Inc. common shareholders Earlings from discontinued operations, net of tax         \$         878         \$         747         \$         244           Earlings from discontinued operations, net of tax         \$         878         \$         747         \$         244           Earlings from discontinued operations         \$         301         \$         747         \$         244           Earlings from discontinued operations         \$         0.01         1.23         \$         1.176         \$         633           Diluted:         Continuing operations         \$         0.01         \$         2.24         \$         0.73           Continuing operations         \$         2.95         \$         2.20         \$         0.72         \$         1.175           Diluted:         Continuing operations         \$         2.95         \$         2.20         \$         0.72         \$         1.75         \$         3.38         333.3         333.3         333.3         333.3         333.3         333.3         333.3         333.3         333.4         \$	Net earnings	881	1,152	650			
Anounts attributable to Motorola Solutions, Inc. common shareholders Earnings from continuing operations, net of tax         \$         878         \$         747         \$         244           Earnings from continuing operations, net of tax         \$         878         \$         747         \$         244           Earnings from discontinued operations         \$         881         1.15         \$         663           Baric: Continuing operations         \$         0.01         \$         2.24         \$         0.73           Discontinued operations         \$         0.01         \$         2.24         \$         0.73           Diluted: Continuing operations         \$         2.95         \$         2.20         \$         0.7           Discontinued operations         \$         2.92.1         \$         3.33.8         3.33.3           Diluted         2.92.1         \$         3.33.8         3.33.3         3.33.8         3.33.8           Diluted         2.92.1         \$         3.33.8         3.33.8         3.33.3         3.33.8         3.33.3         3.33.8         3.33.3         3.33.8         3.33.8         3.33.8         3.33.8         3.33.3         3.33.8         3.33.8         3.33.8         3.33.3         3.33.	Less: Gain (loss) attributable to noncontrolling interests	-	(6)	17			
Earnings from continuing operations, net of tax Earnings from discontinued operations, net of tax Net earnings         \$ 878 3         \$ 747 3         \$ 244 339 5           Earnings from discontinued operations Discontinued operations Discontinuing operations Discontinued operations         \$ 0.01 5         \$ 0.02 5         \$ 0.0		\$ 881					
Earnings from continuing operations, net of tax Earnings from discontinued operations, net of tax Net earnings         \$ 878 3         \$ 747 3         \$ 244 339 5           Earnings from discontinued operations Discontinued operations Discontinuing operations Discontinued operations         \$ 0.01 5         \$ 0.02 5         \$ 0.0	Amounts attributable to Motorola Solutions. Inc. common shareholders						
Net earnings         \$         881         \$         1.158         \$         633           Earnings per common share Basic: Continuing operations Discontinued operations         \$         3.00         \$         2.24         0.73           Diluted: Continuing operations         \$         3.00         \$         2.24         \$         0.73           Diluted: Continuing operations         \$         2.95         \$         2.20         \$         0.72           Discontinued operations         \$         0.01         \$         3.47         \$         1.90           Diluted: Continuing operations         \$         2.96         \$         2.20         \$         0.72           Weighted average common shares outstanding Basic         \$         2.96         \$         3.41         \$         1.87           Veighted average common shares outstanding         \$         2.96         \$         3.41         \$         1.87           Net sales from products         \$         2.97.4         339.7         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33         3.33		\$ 878	\$ 747	\$ 244			
Earnings per common share Basic:       \$ 3.00       \$ 2.24       \$ 0.73         Continuing operations       \$ 3.01       \$ 2.24       \$ 0.73         Discontinued operations       \$ 3.01       \$ 2.25       \$ 0.72         Discontinued operations       \$ 2.95       \$ 2.20       \$ 0.72         Discontinued operations       \$ 2.96       \$ 0.01       \$ 0.72         Discontinued operations       \$ 2.96       \$ 0.72       \$ 0.72         Discontinued operations       \$ 2.96       \$ 0.72       \$ 0.72         Discontinued operations       \$ 0.011       \$ 2.26       \$ 0.72         Basic       202.1       \$ 33.3.8       \$ 33.3.3         Diluted       292.1       \$ 33.8.1       \$ 33.3.1         Net sales from products       73.2%       74.0%       73.7%         Costs of product sales       64.5%       62.5%       64.1%         Costs of sales       50.0%       49.5%       50.0%         Selling, general and administrative expenses       22.6%       23.3%       24.6%         Research and development expenditures       0.3%       2.4%       0.2%         Other charges (income)       1.7%       0.7%       0.7%       0.7%         Intragibles amorization							
Basic: Continuing operations Discontinued operations         \$ 3.00 S         \$ 2.24 S         \$ 0.73 S           Diluted: Continuing operations Discontinued operations         \$ 2.96 S         \$ 2.96 S         \$ 2.20 S         \$ 0.72 S           Diluted: Continuing operations         \$ 2.96 S         \$ 2.96 S         \$ 2.96 S         \$ 2.00 S         \$ 0.72 S           Weighted average common shares outstanding Basic Diluted         \$ 2.96 S         \$ 3.41 S         \$ 1.87 S           Weighted average common shares outstanding Basic Diluted         \$ 2.96 S         \$ 3.41 S         \$ 3.33 S           Net sales from products Net sales from services Net sales         \$ 73.28 S         \$ 26.68 S         \$ 26.68 S           Costs of service sales Costs of service sales Costs of service sales Costs of sales         \$ 50.09 S         \$ 50.09 S         \$ 50.09 S           Selling, general and administrative expenses Research and development expenditures Other charges (income) Interest expense, income Interest expense, income Interest expense, income (expense): Interest expense, income tax expense (benefit) Earnings from continuing operations before income taxes Income tax expense (benefit) Earnings from continuing operations before income taxes Income tax expense (benefit) Earnings from continuing operations, net of tax Net earnings         \$ 0.09 S         \$ 0.95 S         \$ 0.95 S	Net earnings	\$ 881	\$ 1,158	\$ 633			
Continuing operations         \$ 3.00         \$ 2.24         \$ 0.73           Discontinued operations         0.01         1.23         1.17           S         3.01         \$ 2.96         1.21         \$ 1.17           Discontinued operations         \$ 0.04         1.21         \$ 1.21         \$ 1.21           Discontinued operations         \$ 2.96         \$ 2.96         \$ 2.20         \$ 0.72           Weighted average common shares outstanding         \$ 2.96         \$ 3.33.3         333.3.3         333.3.3           Diluted         297.4         338.7         338.7         338.7         338.7           Net sales from products         73.7%         26.8%         26.0%         27.3%           Net sales from products         73.7%         44.9%         44.9%         44.9%           Costs of product sales         64.5%         62.5%         50.0%         50.0%           Gross margin         50.0%         40.5%         50.0%         50.0%         60.0%         27.4%           Other charges (income)         0.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%         50.0% <td>Earnings per common share</td> <td></td> <td></td> <td></td>	Earnings per common share						
Discontinued operations         0.01         1.23         1.17           S         3.01         \$         3.47         \$         1.90           Diluted: Continuing operations         \$         2.95         \$         2.20         \$         0.72           Discontinued operations         \$         2.96         \$         3.3.8         333.3         333.3           Weighted average common shares outstanding Basic         292.1         33.8         333.3         333.3           Diluted         292.1         33.8         233.8         333.3           Out         292.1         33.8         333.3           Diluted         292.1         33.8         333.3           Diluted         297.4         39.7         39.7           Net sales from products         73.7%         26.8%         26.0%         26.3%           Costs of product sales         60.0%         100%         100%         100%           Costs of product sales         50.0%         50.0%         64.5%         62.5%         64.4%           Costs of product sales         50.0%         50.0%         50.0%         50.0%         50.0%         50.0%           Selling, general and administrative expenses         2							
S $3.01$ S $3.47$ S $1.90$ Diluted: Continuing operationsS $2.95$ $2.20$ S $0.72$ Discontinued operationsS $2.95$ $3.41$ S $1.21$ Basic $2.92.1$ $3.33.8$ $333.3$ $333.3$ Diluted $292.1$ $33.8$ $333.3$ $338.1$ Net sales from products $73.2\%$ $74.0\%$ $73.7\%$ Net sales from services $26.0\%$ $26.0\%$ $26.0\%$ Net sales $44.7\%$ $44.9\%$ $44.9\%$ Costs of service sales $66.5\%$ $62.5\%$ $60.0\%$ Costs of service sales $50.0\%$ $49.5\%$ $50.0\%$ Gross margin $50.0\%$ $50.5\%$ $50.0\%$ Selling, general and administrative expenses $22.6\%$ $23.3\%$ $24.6\%$ Research and development expenditures $0.3\%$ $1.7\%$ $0.7\%$ Other charges (income) $0.3\%$ $2.4\%$ $1.7\%$ $0.7\%$ Other income (expense): Interest expense, net Gain on sales of investments and businesses, net $0.0\%$ $0.4\%$ $0.0\%$ $0.0\%$ Other expense $0.0\%$ $0.0\%$ $0.0\%$ $0.0\%$ Costs of service sales $0.0\%$ $0.0\%$ $0.0\%$ Cost of service sales $0.0\%$ $0.0\%$ $0.0\%$ Cost of sales $0.0\%$ $0.0\%$ $0.0\%$ Other expense): Interest expense, net Cost of $0.0\%$ $0.0\%$ $0.0\%$ Cost of service sales of investments and businesses, net $0.0\%$ $0.0\%$ $0.0\%$ <							
Diluted: Continuing operations\$2.95 0.01 \$\$2.00 1.21 \$\$\$0.72 1.51 \$\$0.72 1.21 \$1.87 1.87 \$0.72 2.23 3.33.80.333.80.333.80.333.80.333.80.333.80.333.80.333.80.333.80.335 2.66% 2.6.9%	Discontinued operations						
Continuing operations         \$         2.95 0.001         \$         2.001 0.01         \$         0.01 0.01         \$         0.01         \$         1.15         \$         1.15         \$         1.15         \$         1.15         \$         1.15         \$         1.15         \$         1.15         \$         1.16         \$         1.15         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$         1.16         \$		φ 0.01	φ 0.47	ф 1.00			
Discontinued operations         0.01 \$ 2.96         1.21 \$ 3.41         1.15 \$ 3.41           Weighted average common shares outstanding Basic Diluted         292.1         333.8         333.3           292.1         333.8         333.3         338.1           Net sales from products Net sales from services         73.2%         74.0%         73.7%           Costs of product sales         26.8%         26.0%         26.3%           Costs of product sales         44.7%         44.9%         44.9%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         49.5%         50.0%           Selling, general and administrative expenses         22.6%         22.3%         42.6%           Research and development expenditures         22.6%         23.3%         24.6%           Other charges (income)         1.7%         0.3%         1.7%         0.7%           Intrangibles amortization         0.3%         1.7%         0.3%         0.4%         0.3%         1.7%         0.7%           Total other expense):         -0.8%         -0.9%         -1.5%         -1.1%         5.3%         -1.1%           Earnings from continuing operations before income taxes         0.0%         5.0%							
S         2.96         S         3.41         S         1.87           Weighted average common shares outstanding Basic Diluted         292.1         333.8         333.3         333.3           Diluted         297.4         339.7         338.1         333.8         333.8           Net sales from products         73.2%         74.0%         26.3%         26.3%           Net sales from services         26.8%         26.0%         26.3%         26.3%           Costs of product sales         44.7%         44.9%         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         50.0%         50.0%         60.5%         50.0%         60.5%         50.0%         50.0%         60.5%         50.0%         50.0%         60.5%         50.0%         50.0%         60.5%         50.0%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         50.0%         60.5%         60.5%         60.5%         60.5%         60.5%         60.5%							
Weighted average common shares outstanding Basic Diluted         292.1         333.8         333.3           297.4         333.8         333.3         333.3           Net sales from products         73.2%         74.0%         73.7%           Net sales from services         26.8%         26.0%         26.8%           Net sales from services         26.8%         26.0%         26.3%           Costs of product sales         44.7%         44.9%         44.9%           Costs of product sales         64.5%         62.5%         64.1%           Costs of service sales         50.0%         49.5%         50.0%           Costs of service sales         22.6%         23.3%         24.6%           Gross margin         50.0%         50.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intargibles amortization         0.3%         1.7%         0.7%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Cots of mo sales of investments and businesses, net         -0.5%	Discontinued operations						
Basic Diluted         292.1 (333.8)         333.3 (333.3)         333.3 (333.8)           Net sales from products         74.0%         73.7%           Net sales from services         26.8%         26.0%         28.3%           Net sales from services         26.8%         26.0%         28.3%           Costs of product sales         64.5%         62.5%         64.1%           Costs of service sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         49.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         2.4%         2.7%           Intangibles amortization         0.3%         2.4%         2.7%           Other income (expense):         0.3%         1.44.4%         10.5%         9.9%           Interest expense, net         0.3%         0.2%         -0.1%         0.1%           Garin on sales of investments and businesses, net         0.05%         -1.5%         -1.7%         0.1%         0.2% <t< td=""><td></td><td>ψ 2.30</td><td>φ 0.+1</td><td>φ 1.07</td></t<>		ψ 2.30	φ 0.+1	φ 1.07			
Diluted         297.4         339.7         338.1           Net sales from products         73.2%         74.0%         73.7%           Net sales from services         26.8%         26.0%         26.3%           Net sales         100%         100%         100%           Costs of product sales         44.7%         44.9%         44.9%           Costs of sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         50.0%         50.0%           Gross margin         50.0%         50.0%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other rincome (expense):         0.3%         2.4%         2.7%           Intargibles amortization         0.3%         2.4%         2.7%           Other income (expense):		202.1	222.0	222.2			
Percentage of Net Sales*           Net sales from products         73.2%         74.0%         73.7%           Net sales from services         26.8%         26.0%         26.3%           Costs of product sales         100%         100%         100%           Costs of product sales         44.7%         44.9%         44.9%           Costs of service sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.0%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Operating earnings         0.44%         0.3%         0.6%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -0.1%           Gai on sales of investments and businesses, net         -0.8%         -0.9%         -0.1%           Income t							
Net sales from products         73.2%         74.0%         73.7%           Net sales from services         26.8%         26.0%         26.3%           Net sales         100%         100%         100%           Costs of product sales         44.7%         44.9%         64.5%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         0.7%           Interest seprese, net         0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.7%         3.4%           Earnings from continuing operations         10.1%         9.0%         5.3%           Kearnings from continuing operations, net of tax         0.0%         5.1%         5.1%           Less: Gain (loss) attributable to noncontrolling interests							
Net sales from products         73.2%         74.0%         73.7%           Net sales from services         26.8%         26.0%         26.3%           Net sales         100%         100%         100%           Costs of product sales         44.7%         44.9%         64.5%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         0.7%           Interest seprese, net         0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.7%         3.4%           Earnings from continuing operations         10.1%         9.0%         5.3%           Kearnings from continuing operations, net of tax         0.0%         5.1%         5.1%           Less: Gain (loss) attributable to noncontrolling interests							
Net sales from services         26.8%         26.0%         26.3%           Net sales         100%         100%         100%           Costs of product sales         44.7%         44.9%         44.9%           Costs of sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         49.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         1.1%           Earnings from continuing operations before income taxes         14.4%         9.0%         3.4%           Cottler expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations         10.1%	Net color from modulet			70,70/			
Net sales         100%         100%         100%           Costs of product sales         44.7%         44.9%         44.9%           Costs of service sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.2%         -0.8%         -0.9%           Other income taxes         14.0%         9.0%         8.7%           Income tax expense (benefit)         3.9%         0.0%         5.3%							
Costs of product sales         44.7%         44.9%         44.9%         44.9%           Costs of service sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         2.7%         0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         -0.8%         -0.9%         -1.7%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations         10.1%         9.0%         5.1%           Net earnings         10.1%         9.0%         5.1%           Less: Gain (loss) attributable to noncontrolling							
Costs of service sales         64.5%         62.5%         64.1%           Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.0%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%         0.1%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations         10.1%         9.0%         5.3%           Earnings from discontinued operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10							
Costs of sales         50.0%         49.5%         50.0%           Gross margin         50.0%         50.0%         50.0%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intagibles amortization         0.3%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Other rotonul (operations before income taxes         14.0%         0.3%         0.6%           Other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         3.4%           Income tax expense (benefit)         3.9%         0.0%         5.1%           Earnings from continuing operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (l							
Gross margin         50.0%         50.5%         50.0%           Selling, general and administrative expenses         22.6%         23.3%         24.6%           Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         1         14.4%         10.5%         9.9%           Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         -0.8%         -0.9%         -1.7%           Other expense         -0.8%         -0.9%         -1.7%           Income tax expense (benefit)         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         5.3%           Earnings from continuing operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less							
Selling, general and administrative expenses22.6%23.3%24.6%Research and development expenditures12.4%12.6%13.6%Other charges (income)0.3%1.7%-0.7%Intargibles amortization0.3%1.7%2.4%Operating earnings14.4%10.5%9.9%Other income (expense):-0.8%-0.9%-1.7%Interest expense, net-0.8%0.3%0.6%Other-0.2%-0.8%-0.1%Other spense-0.5%-1.5%-1.1%Earnings from continuing operations before income taxes14.0%9.0%Income tax expense (benefit)3.9%0.0%5.3%Earnings from discontinued operations, net of tax0.0%5.0%5.1%Net earnings10.1%14.0%8.5%Less: Gain (loss) attributable to noncontrolling interests0.0%-0.1%	Gross margin						
Research and development expenditures         12.4%         12.6%         13.6%           Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         5.7%           Income tax expense (benefit)         3.9%         0.0%         5.1%         -1.1%           Earnings from continuing operations         10.1%         9.0%         3.4%         -0.1%           Earnings from discontinued operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%	-						
Other charges (income)         0.3%         1.7%         -0.7%           Intangibles amortization         0.3%         1.7%         2.4%         2.7%           Operating earnings         14.4%         10.5%         9.9%           Other income (expense):         -0.8%         -0.9%         -1.7%           Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         8.7%           Income tax expense (benefit)         3.9%         0.0%         5.3%           Earnings from continuing operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%         0.2%	0,0						
Intangibles amortization0.3% 0.9%2.4% 2.7%Operating earnings14.4%10.5%Other income (expense): Interest expense, net-0.8% 0.4%-0.9% 0.3%Other on sales of investments and businesses, net0.4% 0.4%0.3% 0.6%Other expense-0.2% 0.08%-0.1% 0.1%Total other expense-0.5% 0.0%-1.5% 0.1%Earnings from continuing operations before income taxes Income tax expense (benefit)10.1% 3.9%9.0% 0.0%Earnings from continuing operations10.1% 0.0%5.0% 5.1%Earnings from discontinued operations, net of tax Net earnings0.0% 10.1%5.0% 10.1%Less: Gain (loss) attributable to noncontrolling interests0.0% 0.0%-0.1% 0.2%							
Other income (expense):       -0.8%       -0.9%       -1.7%         Gain on sales of investments and businesses, net       0.4%       0.3%       0.6%         Other       -0.2%       -0.8%       -0.1%         Total other expense       -0.5%       -1.5%       -1.1%         Earnings from continuing operations before income taxes       14.0%       9.0%       8.7%         Income tax expense (benefit)       3.9%       0.0%       5.3%         Earnings from continuing operations       10.1%       9.0%       3.4%         Earnings from discontinued operations, net of tax       0.0%       5.1%       5.1%         Net earnings       10.1%       14.0%       8.5%         Less: Gain (loss) attributable to noncontrolling interests       0.0%       -0.1%       0.2%		0.3%	2.4%	2.7%			
Interest expense, net         -0.8%         -0.9%         -1.7%           Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.1%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         8.7%           Income tax expense (benefit)         3.9%         0.0%         5.3%           Earnings from continuing operations         10.1%         9.0%         5.1%           Kearnings from discontinued operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%         0.2%	Operating earnings	14.4%	10.5%	9.9%			
Gain on sales of investments and businesses, net         0.4%         0.3%         0.6%           Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         5.3%           Income tax expense (benefit)         3.9%         0.0%         5.3%           Earnings from continuing operations         10.1%         9.0%         3.4%           Earnings from discontinued operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%         0.2%	Other income (expense):						
Other         -0.2%         -0.8%         -0.1%           Total other expense         -0.5%         -1.5%         -1.1%           Earnings from continuing operations before income taxes         14.0%         9.0%         8.7%           Income tax expense (benefit)         3.9%         0.0%         5.3%           Earnings from continuing operations         10.1%         9.0%         3.4%           Earnings from discontinued operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%         0.2%							
Total other expense-0.5%-1.5%Earnings from continuing operations before income taxes14.0%9.0%Income tax expense (benefit)3.9%0.0%Earnings from continuing operations10.1%9.0%Earnings from discontinued operations, net of tax0.0%5.0%Net earnings10.1%14.0%Less: Gain (loss) attributable to noncontrolling interests0.0%-0.1%	,						
Earnings from continuing operations before income taxes14.0%9.0%Income tax expense (benefit)3.9%0.0%Earnings from continuing operations10.1%9.0%Earnings from discontinued operations, net of tax0.0%5.0%Net earnings10.1%14.0%8.5%Less: Gain (loss) attributable to noncontrolling interests0.0%-0.1%0.2%							
Income tax expense (benefit)         3.9%         0.0%         5.3%           Earnings from continuing operations         10.1%         9.0%         3.4%           Earnings from discontinued operations, net of tax         0.0%         5.0%         5.1%           Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%         0.2%							
Earnings from discontinued operations, net of tax     0.0%     5.0%       Net earnings     10.1%     14.0%       Less: Gain (loss) attributable to noncontrolling interests     0.0%     -0.1%	Income tax expense (benefit)	3.9%	0.0%	5.3%			
Net earnings         10.1%         14.0%         8.5%           Less: Gain (loss) attributable to noncontrolling interests         0.0%         -0.1%         0.2%	Earnings from continuing operations	10.1%	9.0%	3.4%			
Less: Gain (loss) attributable to noncontrolling interests 0.0% -0.1% 0.2%	Earnings from discontinued operations, net of tax	0.0%	5.0%				
	Net earnings	10.1%	14.0%	8.5%			
		0.0%	-0.1%	0.2%			

\* Percentages may not add up due to rounding

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

		mber 31, 2012	Dec	ember 31, 2011
Assets				
Cash and cash equivalents	\$	1,468	\$	1,881
Sigma Fund and short-term investments		2,135		3,210
Accounts receivable, net		1,881		1,866
Inventories, net		513		512
Deferred income taxes		604		613
Other current assets		800		686
Total current assets		7,401		8,768
Property, plant and equipment, net		839		896
Investments		144		166
Deferred income taxes		2,416		2,375
Goodwill		1,510		1,428
Other assets		369		296
Total assets	\$	12,679	\$	13,929
Liabilities and Stockholders' Equity				
Current portion of long-term debt	\$	4	\$	405
Accounts payable	Ť	705	Ť	677
Accrued liabilities		2,626		2,733
Total current liabilities		3,335		3,815
Long-term debt		1,859		1,130
Other liabilities		4,195		3,710
Other hadinges		4,195		3,710
Total Motorola Solutions, Inc. stockholders' equity		3,265		5,214
Noncontrolling interests		25		60
Total liabilities and stockholders' equity	\$	12,679	\$	13,929
Total cash*	\$	3,603	\$	5,091
Net cash**		1,740		3,556

\*Total cash = Cash and cash equivalents + Sigma Fund + Short-term investments

\*\*Net cash = Total cash - Current portion of long-term debt - Long-term debt

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

	Three Months Ended			
	December 31, 2012	December 31, 2011		
Operating				
Net earnings	336	184		
Earnings from discontinued operations, net of tax	-	7		
Earnings from continuing operations	336	177		
Adjustments to reconcile earnings from continuing operations to net cash provided by operating				
activities:				
Depreciation and amortization	57	93		
Non-cash other charges	(1)	(6)		
Share-based compensation expense	45	45		
Gain on sales of investments and businesses, net	-	2		
Deferred income taxes	39	32		
Changes in assets and liabilities, net of effects of acquisitions and dispositions:				
Accounts receivable	(108)	(332)		
Inventories	48	23		
Other current assets	29	68		
Accounts payable and accrued liabilities	121	40		
Other assets and liabilities	(2)	(98)		
Net cash provided by operating activities from continuing operations	564	44		
Investing				
Acquisitions and investments, net	(170)	(5)		
Proceeds from sales of investments and businesses, net	-	59		
Capital expenditures	(47)	(83)		
Proceeds from sales of property, plant and equipment	47	-		
Proceeds from (purchases of) sales of Sigma Fund investments, net	(375)	1,283		
Net cash provided by (used for) investing activities from continuing operations	(545)	1,254		
Financing				
Repayment of debt	(1)	(601)		
Issuance of common stock	54	44		
Purchase of common stock	(326)	(366)		
Excess tax benefits from share-based compensation	3	3		
Payment of dividends	(73)	(72)		
Contribution to Motorola Mobility	-	(150)		
Distribution to discontinued operations	-	(37)		
Net cash used for financing activities from continuing operations	(343)	(1,179)		
Discontinued Operations				
Net cash used for operating activities from discontinued operations	-	(38)		
Net cash provided by financing activities from discontinued operations	-	37		
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	-	1		
Net cash provided by (used for) financing activities from discontinued operations	-	-		
Effect of exchange rate changes on cash and cash equivalents from continuing operations	13	(23)		
Net increase (decrease) in cash and cash equivalents	(311)	96		
Cash and cash equivalents, beginning of period	1,779	1,785		
Cash and cash equivalents, end of period	\$ 1,468	\$ 1,881		
Financial Ratios:				
Free cash flow*	\$ 517	\$ (39)		

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

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

	Years Ended			
	December 31, 2012	December 31, 2011	December 31, 2010	
Operating				
Net earnings attributable to Motorola Solutions, Inc.	\$ 881	\$ 1,158	\$ 633	
Earnings (loss) attributable to noncontrolling interests	-	(6)	17	
Net earnings	881	1,152	650	
Earnings from discontinued operations, net of tax	3	411	389	
Earnings from continuing operations	878	741	261	
Adjustments to reconcile earnings from continuing operations to net cash provided by operating				
activities:				
Depreciation and amortization	208	366	342	
Non-cash other income (charges)	11	34	(74)	
Share-based compensation expense	184	168	(74)	
Gain on sales of investments and businesses, net		(23)	(49)	
	(39)			
Loss from the extinguishment of long-term debt	6	81	12	
Deferred income taxes	242	63	384	
Changes in assets and liabilities, net of effects of acquisitions and dispositions:		(050)	(00)	
Accounts receivable	81	(250)	(83)	
Inventories	(3)	(14)	(111)	
Other current assets	(118)	61	(48)	
Accounts payable and accrued liabilities	(162)	(191)	333	
Other assets and liabilities	(220)	(188)	(308)	
Net cash provided by operating activities from continuing operations	1,068	848	803	
Investing				
Acquisitions and investments, net	(109)	(32)	(23)	
Proceeds from (used for) sales of investments and businesses, net	(38)	1,123	264	
Capital expenditures	(187)	(186)	(192)	
Proceeds from sales of property, plant and equipment	56	6	27	
Proceeds from sales of Sigma Fund investments, net	1,075	1,509	453	
Proceeds from (used for) sales of short-term investments, net	· -	6	(6)	
Net cash provided by investing activities from continuing operations	797	2,426	523	
Financing				
Repayment of debt	(413)	(1,219)	(1,016)	
Proceeds from issuance of debt	747	(,,_,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(.,)	
Issuance of common stock	133	192	179	
Purchase of common stock	(2,438)	(1,110)		
Excess tax benefits from share-based compensation	(2, 100)	42	-	
Payments of dividends	(270)	(72)		
Contributions to Motorola Mobility	(270)	(3,425)		
Distribution from (to) discontinued operations	(13)	(3,423)	797	
Net cash used for financing activities from continuing operations	(11)	(5,528)	(40)	
	(2,305)	(3,528)	(40)	
Discontinued Operations Net cash provided by operating activities from discontinued operations	2	26	1,169	
	2		· · · · ·	
Net cash used for investing activities from discontinued operations		(8)	(343)	
Net cash provided by (used for) financing activities from discontinued operations	11	(64)	(797)	
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	(13)	46	(29)	
Net cash provided by (used for) financing activities from discontinued operations	-	-	-	
Effect of exchange rate changes on cash and cash equivalents from continuing operations	27	(73)	53	
Net increase (decrease) in cash and cash equivalents	(413)	(2,327)	1,339	
Cash and cash equivalents, beginning of period	1,881	4,208	2,869	
Cash and cash equivalents, end of period	\$ 1,468	\$ 1,881	\$ 4,208	
Financial Ratios:				
Free cash flow*	\$ 881	\$ 662	\$ 611	

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

### GAAP-6

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

# Summarized below are the Company's Net sales and Operating earnings by segment for the three months and years ended December 31, 2012 and December 31, 2011.

		Ne	t Sales			
	Three Mont	hs Ended		Year E	Ended	
Government Enterprise Company Total	December 31, 2012 \$ 1,708 733 \$ 2,441	December 31, 2011 \$ 1,547 753 \$ 2,300	% Change 10% -3% 6%	December 31, 2012 \$ 5,989 2,709 \$ 8,698	December 31, 2011 \$ 5,358 2,845 \$ 8,203	% Change 12% -5% 6%
		Operati	ng Earnings			
	Three Mont	hs Ended		Year E	Ended	
Government Enterprise Company Total	December 31, 2012 \$ 346 77 \$ 423	December 31,           2011           \$         226           50           \$         276	% Change           53%           54%           53%	December 31, 2012           \$ 965           291           \$ 1,256	December 31, 2011           \$         616           242         \$           \$         858	% Change           57%           20%           46%
		Operatin	g Earnings %			
	Three Mont	hs Ended		Year E	Ended	
Government Enterprise Company Total	December 31, 2012 20.3% 10.5% 17.3%	December 31, 2011 14.6% 6.6% 12.0%	% Change           39%           58%           44%	December 31, 2012 16.1% 10.7% 14.4%	December 31, 2011 11.5% 8.5% 10.5%	% Change           40%           26%           38%

### Motorola Solutions, Inc. and Subsidiaries

### Non-GAAP Adjustments (Intangibles Amortization Expense, Stock-Based Compensation Expense and Highlighted Items)

	Q1 2012				
Highlighted Items	Statement Line	 PBT (Inc)/Exp	 Tax Inc/(Exp)	 PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 6	\$ 2	\$ 4	0.01
Stock-based compensation expense	Cost of sales, SG&A and R&D	43	13	30	0.09
Reorganization of business charges	Cost of sales and Other charges	9	3	6	0.02
Gain on sale of equity investment	Gain on sales of investments and businesses, net	(16)	(6)	(10)	(0.03)
Total continuing operations impact		\$ 42	\$ 12	\$ 30	\$ 0.09

	Q2 2012				
Highlighted Items	Statement Line	 PBT (Inc)/Exp	 Tax Inc/(Exp)	 PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 6	\$ 2	\$ 4	0.01
Stock-based compensation expense	Cost of sales, SG&A and R&D	52	21	31	0.10
Reorganization of business charges	Cost of sales and Other charges	14	5	9	0.03
Tax expense from audit settlements and agreements	Income tax (expense) benefit	-	13	(13)	(0.04)
Total continuing operations impact		\$ 72	\$ 41	\$ 31	\$ 0.10

	Q3 2012				
Highlighted Items	Statement Line	 PBT (Inc)/Exp	 Tax Inc/(Exp)	 PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 6	\$ 2	\$ 4	0.01
Stock-based compensation expense	Cost of sales, SG&A and R&D	44	14	30	0.11
Reorganization of business charges	Cost of sales and Other charges	13	4	9	0.03
Gain on sale of equity investment	Gain on sales of investments and businesses, net	(13)	(5)	(8)	(0.03)
Total continuing operations impact		\$ 50	\$ 15	\$ 35	\$ 0.12

	Q4 2012								
Highlighted Items	Statement Line	PBT (Inc)/Exp		Tax Inc/(Exp)		PAT (Inc)/Exp		EPS impact	
Intangibles amortization expense	Intangibles amortization	\$	10	\$	3	\$	7	0.02	
Stock-based compensation expense	Cost of sales, SG&A and R&D		45		14	\$	31	0.11	
Reorganization of business charges	Cost of sales and Other charges		14		5	\$	9	0.03	
Legal matter	Other charges		(16)		(6)	\$	(10)	(0.03)	
Reduction in deferred tax asset valuation allowance	Income tax (expense) benefit		-		60	\$	(60)	(0.21)	
Total continuing operations impact		\$	53	\$	76	\$	(23)	\$ (0.08)	

24.0

FY 2012									
Highlighted Items	Statement Line	(11	PBT nc)/Exp		Tax Inc/(Exp)		PAT (Inc)/Exp	EPS impact	
Intangibles amortization expense	Intangibles amortization	\$	29	\$	10	\$	19	0.0	
Stock-based compensation expense	Cost of sales, SG&A and R&D		184		62		122	0.4	
Reorganization of business charges	Cost of sales and Other charges		50		17		33	0.1	
Gain on sale of equity investment	Gain on sales of investments and businesses, net		(29)		(11)		(18)	(0.0	
Legal matter	Other charges		(16)		(6)		(10)	(0.0	
Tax expense from audit settlements and agreements	Income tax (expense) benefit		- 1		13		(13)	(0.0	
Reduction in deferred tax asset valuation allowance	Income tax (expense) benefit		-		60		(60)	(0.2	
Total continuing operations impact		\$	218	\$	145	\$	73	\$ 0.2	

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



### Non-GAAP-3

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

	Т	OTAL	Gov	vernment	Ent	terprise
Net sales Operating earnings	\$	1,956 232	\$\$	1,301 150	\$\$	65 8
Above-OE non-GAAP adjustments: Stock-based compensation expense Reorganization of business charges Intangibles amortization expense Total above-OE non-GAAP adjustments		43 9 6 58		27 7 - 34		1
Operating earnings after non-GAAP adjustments	\$	290	\$	184	\$	106
Operating earnings as a percentage of net sales - GAAP Operating earnings as a percentage of net sales - after non-GAAP adjustments		11.9% 14.8%		11.5% 14.1%		12.5% 16.2%

Q2 2012						
	TOTAL Government			Enterprise		
Net sales	\$	2,148	\$	1,459	\$	689
Operating earnings	\$	278	\$	197	\$	81
Above-OE non-GAAP adjustments:						
Stock-based compensation expense		52		34		18
Reorganization of business charges		14		9		5
Intangibles amortization expense		6		-		6
Total above-OE non-GAAP adjustments		72		43		29
Operating earnings after non-GAAP adjustments	\$	350	\$	240	\$	110
Operating earnings as a percentage of net sales - GAAP		12.9%		13.5%		11.8%
Operating earnings as a percentage of net sales - after non-GAAP adjustments		16.3%		16.4%		16.0%

TOTAL Government Enterprise Net sales Operating earnings 1,521 273 2,153 324 632 51 Above-OE non-GAAP adjustments: Stock-based compensation expense Reorganization of business charges Intangibles amortization expense Total above-OE non-GAAP adjustments 44 13 6 15 5 6 29 8 37 63 26 Operating earnings after non-GAAP adjustments 387 310 77 Operating earnings as a percentage of net sales - GAAP Operating earnings as a percentage of net sales - after non-GAAP adjustments 15.0% 18.0% 17.9% 20.4% 8.1% 12.2%

Q3 2012

	Т	OTAL	Gov	/ernment	En	terprise
Net sales	\$	2,441	\$	1,708	\$	733
Operating earnings	\$	423	\$	345	\$	78
Above-OE non-GAAP adjustments:						
Stock-based compensation expense		45		30		15
Reorganization of business charges		14		9		5
Intangibles amortization expense		10		-		10
Legal matter		(16)		(11)		(5
Total above-OE non-GAAP adjustments		53		28		25
Operating earnings after non-GAAP adjustments	\$	476	\$	373	\$	103
Operating earnings as a percentage of net sales - GAAP	<b>—</b>	17.3%		20.2%		10.6%
Operating earnings as a percentage of net sales - after non-GAAP adjustments		19.5%		21.8%		14.1%

FY 2012						
	Т	OTAL	Government			Enterprise
Net sales	\$	8,698	\$	5,989	- 1	\$ 2,709
Operating earnings	\$	1,256	\$	965		\$ 291
Above-OE non-GAAP adjustments:						
Stock-based compensation expense		184		120		64
Reorganization of business charges		50		33		17
Intangibles amortization expense		29		1		28
Legal matter		(16)		(11)		(5)
Total above-OE non-GAAP adjustments		247		143	ſ	104
Operating earnings after non-GAAP adjustments	\$	1,503	\$	1,108	Ŀ	\$ 395
Operating earnings as a percentage of net sales - GAAP		14.4%		16.1%	Г	10.7%
Operating earnings as a percentage of net sales - after non-GAAP adjustments		17.3%		18.5%		14.6%

### Motorola Solutions, Inc. and Subsidiaries Non-GAAP Revenue Information, Excluding Psion (In millions)

Summarized below are the Company's Non-GAAP Net sales, excluding the impact of the acquisition of Psion, for the three months and years ended December 31, 2012 and December 31, 2011.

Net Sales										
	Three Mon	ths Ended		Year E						
Enterprise Psion Enterprise excl. Psion	December 31, 2012           733           72           \$ 661	December 31,           2011           753           -           \$ 753	% Change           -3%           -12%	December 31, 2012           2,709           72           \$ 2,637	December 31, 2011           2,845           \$           2,845	% Change -5% -7%				
	Three Mon	ths Ended		Year E	Ended					
Company Total Psion Company Total excl. Psion	December 31, 2012 2,441 72 \$ 2,369	December 31, 2011           2,300           -           \$ 2,300	% Change 6% 3%	December 31, 2012           8,698           72           \$ 8,626	Becember 31, 2011           8,203           \$           \$	% Change 6% 5%				