

# Investor Overview

September 2024

- Investment thesis
- Total addressable market
- Who we serve
- Segments and technologies
- Financials
- Capital allocation



**MOTOROLA** SOLUTIONS





**MOTOROLA**  
SOLUTIONS

**37%**

of 2023 revenue from  
Software & Services,  
a proxy for ARR

**17% CAGR**

Non-GAAP EPS  
growth since 2015

**112%**

Growth in full-year  
free cash flow  
since 2015

# Motorola Solutions is solving for safer

We build and connect technologies to help protect  
people, property & places.

**Video Security &  
Access Control**

**5M+**

fixed video cameras  
deployed across  
300K+ sites

**LMR  
Communications**

**13K**

LMR networks  
worldwide

**Command  
Center**

**3.6K of 6K**

911 centers in U.S.  
use our software  
solutions



# A technology ecosystem for public safety and enterprise security with \$66B TAM\*



## Video Security & Access Control

Our video security and access control systems, powered by AI, can alert you when action is needed, focusing human attention to help cover more ground and act with more certainty.

**\$26B TAM\*\***



## LMR Communications

Our critical communications devices and networks are designed for the harshest conditions, helping you stay connected and communicate with clarity when it matters most - from everyday routines to a crisis unfolding.

**\$12B TAM**



## Command Center

Our command center technologies can bring voice, video and data into a single view to help simplify workflows and provide the overarching perspective to make decisions with greater focus, accuracy and speed.

**\$14B TAM**

## Managed and Support Services

**\$14B TAM**

\* 2024 TAM updated as of September 2024

\*\* Excludes China



# Uniquely positioned for long-term value creation

## Strong Competitive Advantage

- Purpose-built solutions meet extreme performance requirements
- Mission-critical ecosystem across video, software and LMR creates competitive differentiation

## Portfolio Transformation

- Nearly half of revenue now Video, Software, and recurring Services
- Cloud and SaaS revenue growing rapidly
- Ongoing margin expansion

## Well-Positioned For Growth

- Digitization of public safety workflows driving demand for our solutions
- Increased demand for security and access control solutions driving enterprise growth

## Prudent Capital Deployment

- Strong balance sheet and durable cash flows drive capital allocation framework
- Reduced outstanding shares by 51% since 2011\*
- ~\$6B\*\* in accretive acquisitions since 2015

\* As of June 29, 2024

\*\* As of September 9, 2024



# Who we serve

We enable the collaboration between public safety agencies and enterprises for a proactive approach to safety and security.

**\$10.0B**  
2023 Annual Revenue

By  
Region

**69%**  
North America

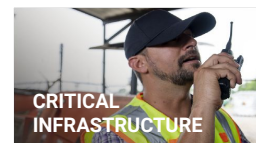
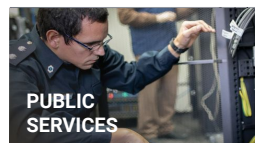
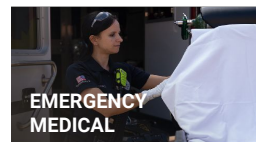
**31%**  
International

By  
Segment

**63%**  
Products & Systems  
Integration

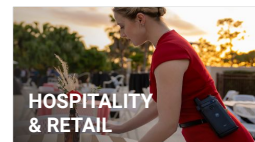
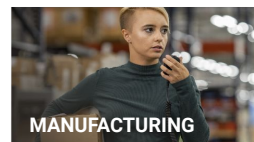
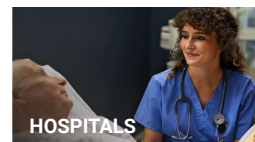
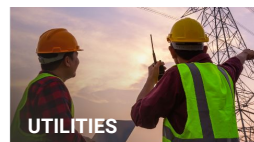
**37%**  
Software  
& Services

## Public Safety



~75% of revenue

## Enterprises



~25% of revenue

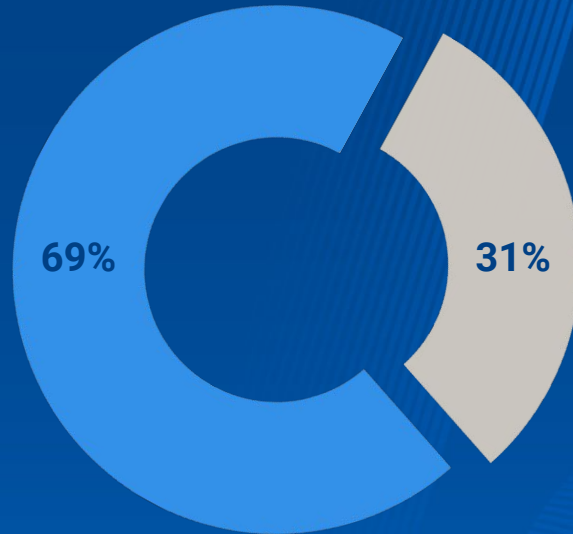


# Revenue by Geographic Region

2023 Annual Revenue

## Region

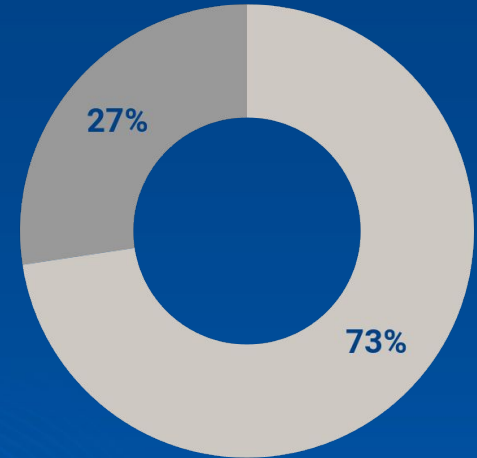
\$10.0B\* of Revenue



- North America
- International

## International

\$3.0B of Revenue



- EMEA/Australia & NZ
- Other

\* China revenues represent <1% of 2023 Annual Revenue



# Segments & Technologies

2023 Annual Revenue

## Products & Systems Integration Segment

LMR Products and Integration  
Video Products

**\$6.24B**

## Software & Services Segment (primarily recurring)

LMR Services  
Command Center  
Video Software

**\$3.74B**



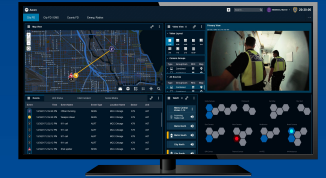
**Video Security & Access Control**

**\$1.7B**



**LMR Communications**

**\$7.5B**



**Command Center**

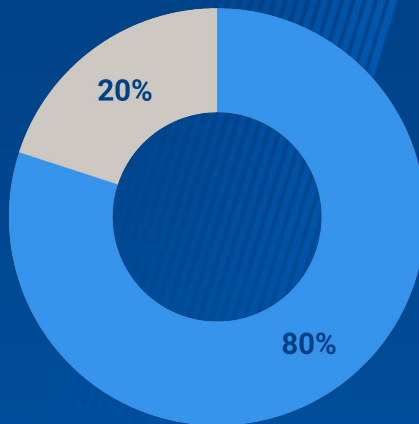
**\$726M**



# Ongoing Portfolio Transformation

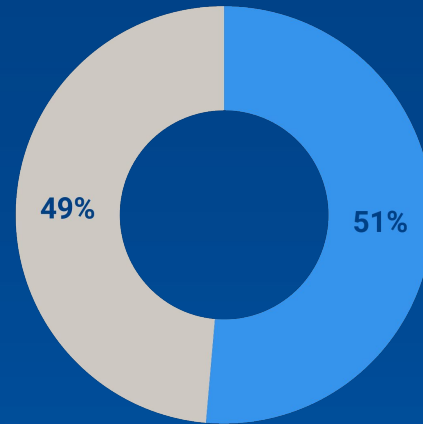
Nearly half of revenue now video, software and recurring services

**2015**  
\$5.7B of Revenue



Total Addressable Market  
~\$13B

**2023**  
\$10.0B of Revenue



Total Addressable Market  
~\$66B\*

- LMR Products and Systems Integration
- Services, Command Center, Video Security & Access Control

\* 2024 TAM updated as of September 2024

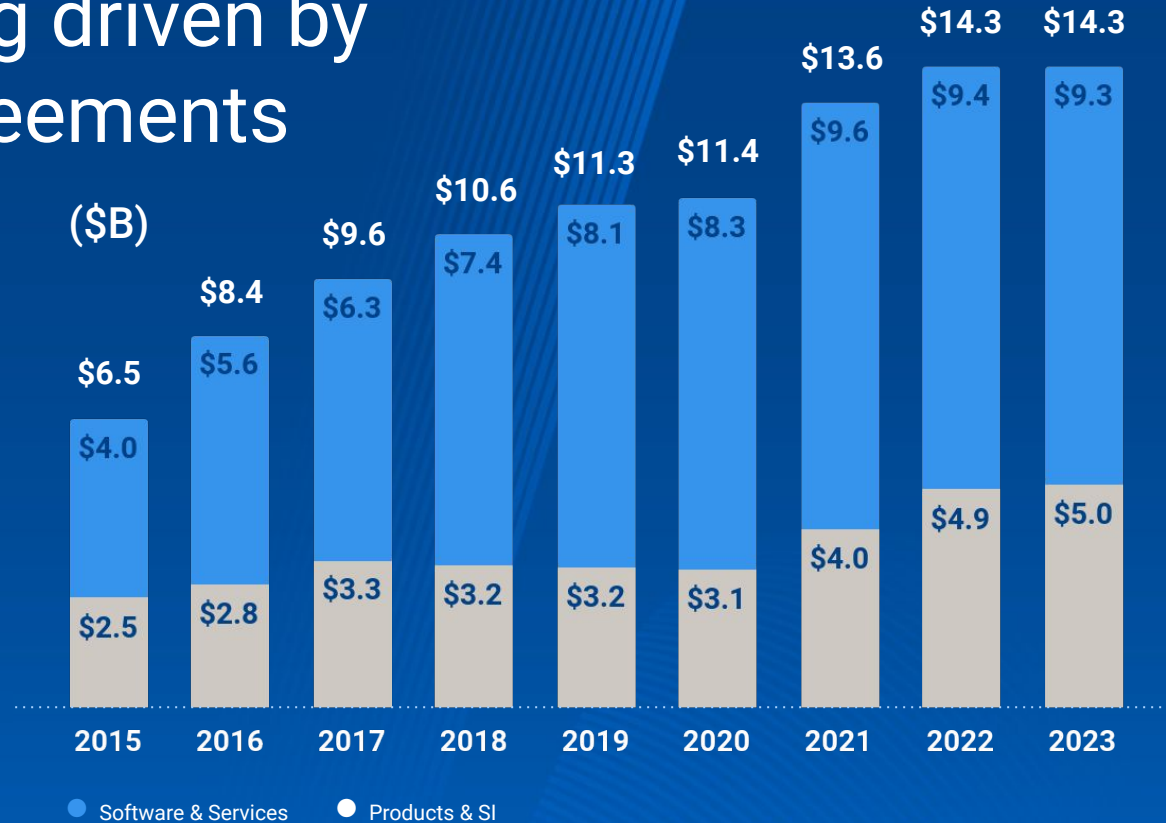




# Strong backlog driven by multi-year agreements

## Backlog growth drivers

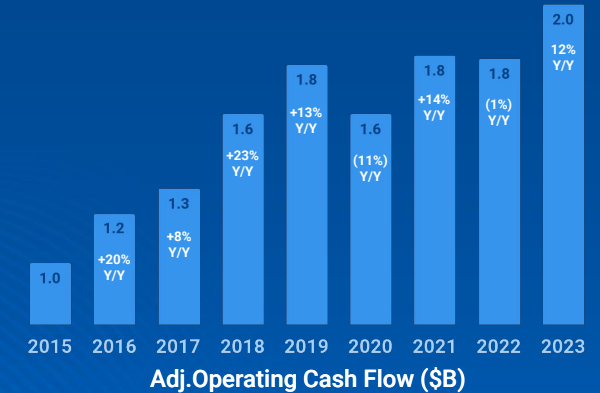
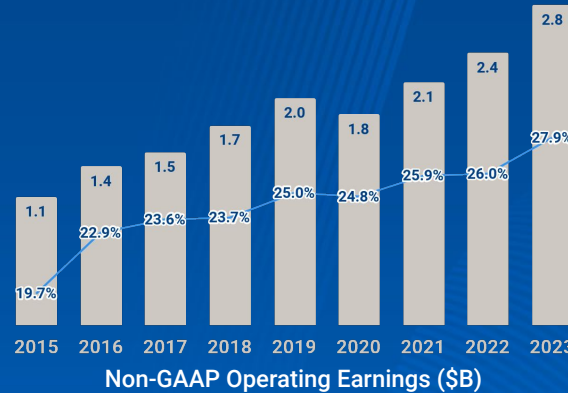
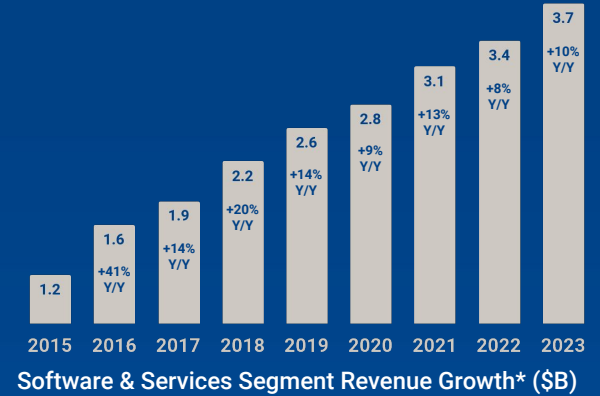
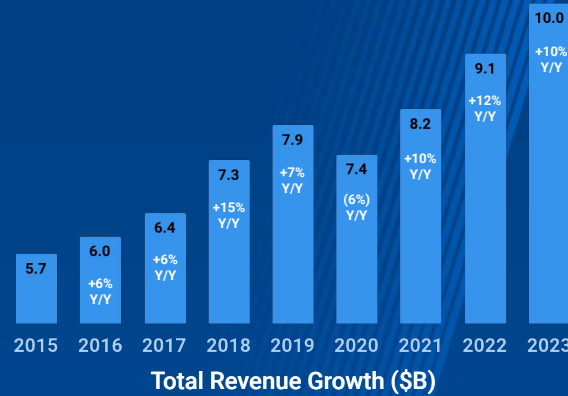
- Software and Services multi-year agreements
- LMR products
- North America



# Strong Financial Track Record

## Summary

- Video, software and recurring services driving consistent compounded revenue growth and ongoing margin expansion
- Strong durable cash flows used to fund acquisitions and share repurchases



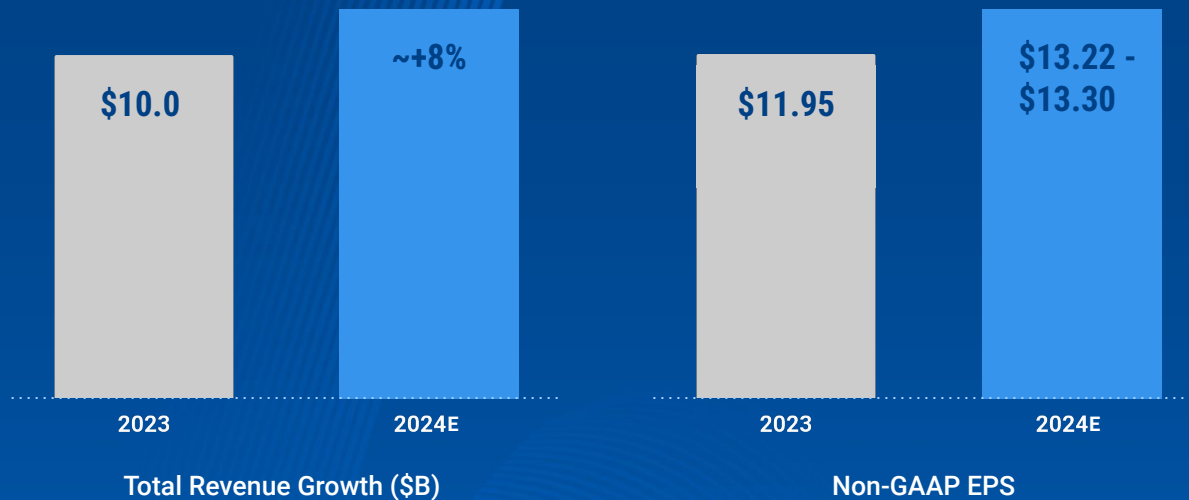
\* Above amounts have been recast to be consistent with the realignment of our former Products and Services segment into our Products and Systems Integration segment and Software and Services segment that took place during the second quarter of 2018



# 2024 Guidance

Aug 1, 2024  
FY guidance

- Revenue growth of approx. 8%
- Non-GAAP EPS  
\$13.22 - \$13.30
- \$2.25B of  
Operating Cash Flow



# Capital allocation framework drives shareholder value

Based on operating cash flow

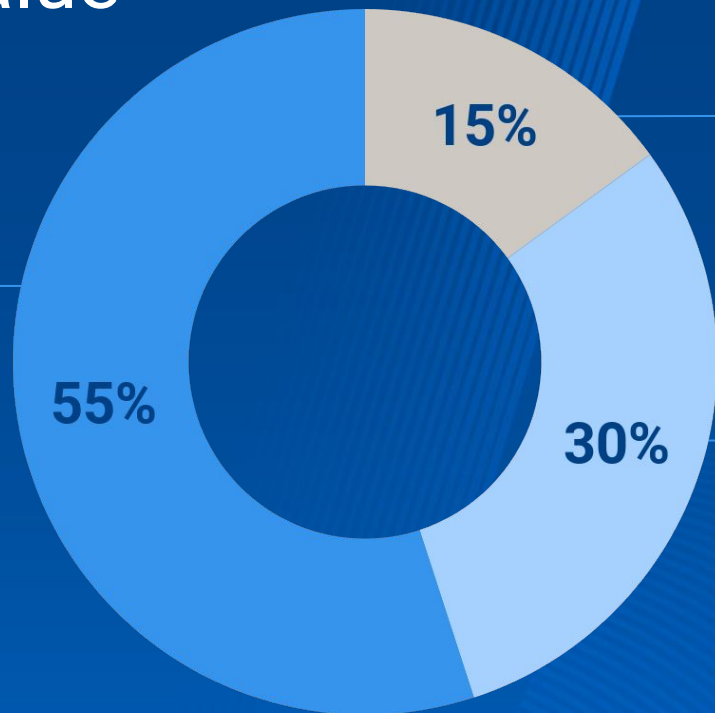
## Share repurchases or acquisitions

~\$7.8B\*

of share repurchases, retiring 23% of share float at average cost of \$95.05 since 2015\*\*

~\$6B\*\*\*

of acquisitions since 2015



Capex

Asset light model

Annual Dividend

Double digit annual increases since 2015

\* As of June 29, 2024

\*\* \$15.6B of share repurchases, resulting in a 51% reduction of share float at average cost of \$68.95 since 2011

\*\*\* As of September 9, 2024



# Accretive Acquisitions

~\$6B invested since 2015\*

Estimated 2024  
contribution

~\$3B

Revenue

Mid-single digit\*\*

Growth rate

20+%\*\*

Adj. EBITDA Margin

## Video Security & Access Control

avigilon

2018

WATCH GUARD

2019

VaaS  
VIDEO ANALYTICS AS A SERVICE  
ADVANCED AI

2019

IndigoVision®

2020

PELCO

2020

openpath

2021

Envysion®

2021

AVA  
SECURITY

2022

Calipsa

2022

VIDEOTEC

2022

IRVIDEO

2023

SILENT SENTINEL  
VISION & MOTION CONTROL

2024

## Command Center

EMERGENCY  
CALLWORKS

2015

spillman  
technologies, inc.

2016

KODIAK

2017

PLANT+ CML

2018

callyo

2020

911  
Datamaster

2021

RAVE  
MOBILE SAFETY

2022

noggin

2024

## LMR Communications

AIRWAVE

2016

inter  
export

2017

AVTEC

2019

TETRA  
IRELAND

2022

BARRETT

2022

FUTURECOM  
SYSTEMS GROUP PLC

2022



\*As of September 9, 2024

\*\*Includes the impact of the Airwave price control

# Video Security & Access Control

Our video security and access control systems, powered by AI, can alert you when action is needed, focusing human attention to help cover more ground and act with more certainty.



## Current environment

- 5M+ fixed cameras across 300k+ installations <sup>(1)</sup>
- Less than 20% of events are detected after the first 20 minutes of live monitoring by a person <sup>(2)</sup>
- 100TB of body-worn video per month in a large city, 90% of citizens prefer use of body cameras <sup>(3)</sup>

(1) Omdia "Video Surveillance Install Base report" 2022

(2) Motorola Solutions Research & Study

(3) LAPD CompStat Division

## Our approach

More than just cameras and footage, our video solutions combine computer vision with AI, helping to recognize what's important and what's not.

Our Vision: To make video monitoring obsolete.



## Video Security & Access Control

### Fixed video security

Embedded AI locates persons or vehicles, anomaly detection flags unusual motion

### Access control management

Video, biometrics, weapons detection, card readers in one enterprise system

### In-car video systems

In-car video combines with body-worn and fixed video for 360° view of an incident

### Body cameras

Radios automate camera activation, send alerts, stream incident video

### License plate analytics

50B+ scans paired with patented analytics find vehicles of interest



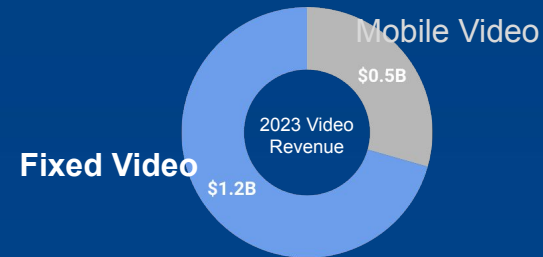
License Plate	Confidence
80094054	94%
GFG3012	94%
GFG301	93%
KLZ438	93%
BJY2698	93%
LPV826	93%
LPV826	93%
JNX57	93%
JDP2001	93%
LPV8495	93%

TUESDAY, JAN 03, 2020  
12:57:45 PM 12:58:00 PM





# Fixed video and access control portfolio



Criteria

Scalability | Feature rich

User experience | Simplicity | Small IT footprint

Fixed video

Hardware  
+  
Analytics

  
**AVIGILON UNITY**  
ON-PREM SECURITY SUITE

**PELCO**  
Formerly Pelco,  
Videotec, Calipsa

  
**AVIGILON ALTA**  
CLOUD SECURITY SUITE

**Envision**  
a Motorola Solutions Company

Access control

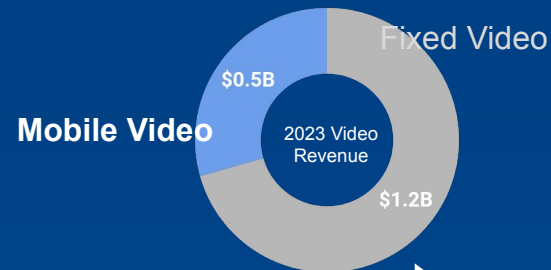
Hardware  
+  
Software

Formerly  
Avigilon, IndigoVision

Formerly  
Ava, Openpath



# Mobile video portfolio



Body cameras

WATCH GUARD

edesix

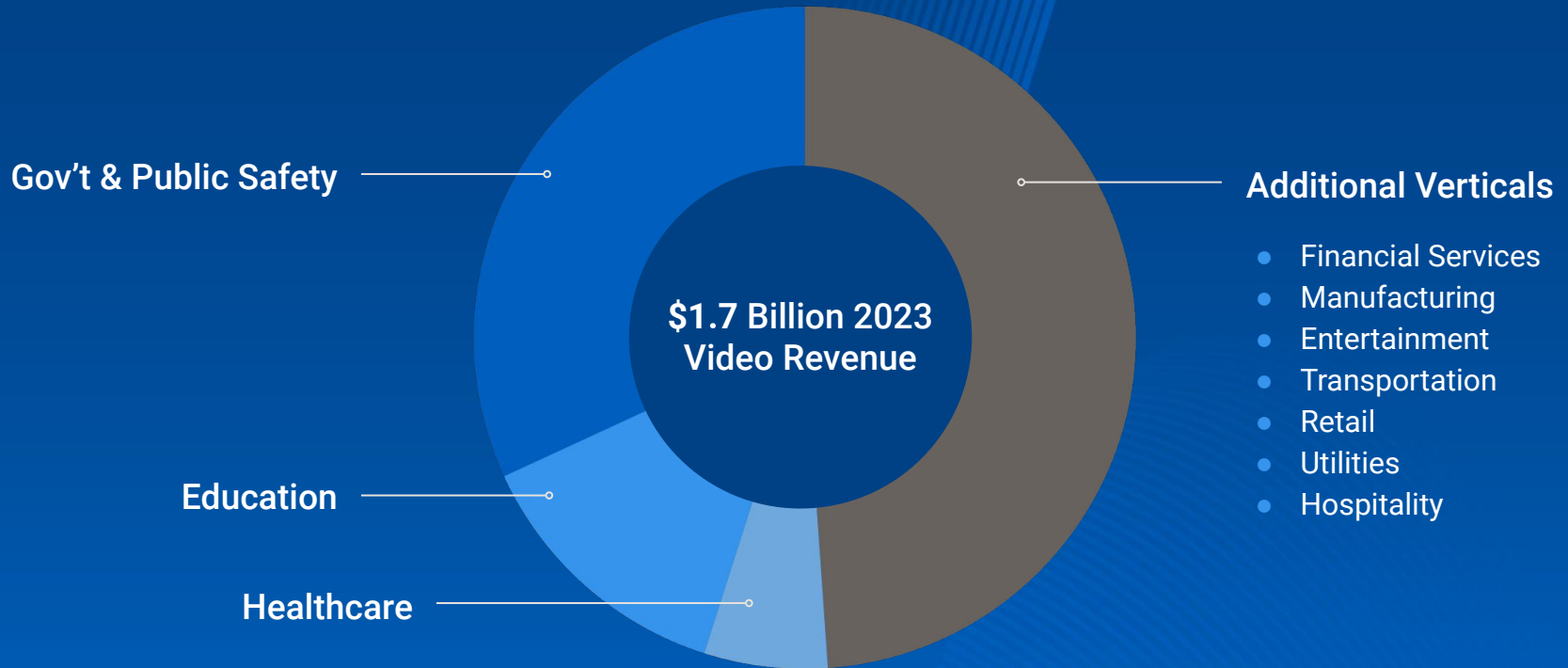
In-car video

License plate recognition solutions

VaaS  
VIDEO ANALYSIS AS SERVICE  
ADVANCED AI



# ~50% of video sales in government & public safety, education and healthcare



# Growth & Monetization

## Video Security & Access Control

### Rapidly gaining share in video security

- \$1.7B+ in sales growing double digits in \$26B TAM
- 5M+ fixed video cameras deployed across 300K+ sites
- 90% of our fixed video camera portfolio has embedded AI capabilities
- Broad on-prem and cloud fixed video portfolio with global go-to-market reach provides competitive advantage
- Gaining share in mobile video by utilizing existing LMR relationships in U.S. and strong international growth
- Expanding further into government... NDAA and FCC compliance
- Radio and video integration extends video portfolio into radio install base

2024 - Approx. 12% Sales Growth



# Land Mobile Radio Communications

Our critical communications devices and networks are designed for the harshest conditions, helping you stay connected and communicate with clarity when it matters most - from everyday routines to a crisis unfolding.



## Current environment

- When disaster strikes, cellular networks fail or get overloaded - Hurricane Ian, Maui wildfires
- 13K+ LMR networks globally, 50+ nationwide & statewide systems
- Communication built for redundancy and extreme conditions

## Our approach

Secure and resilient communications unify voice and multimedia collaboration for critical events

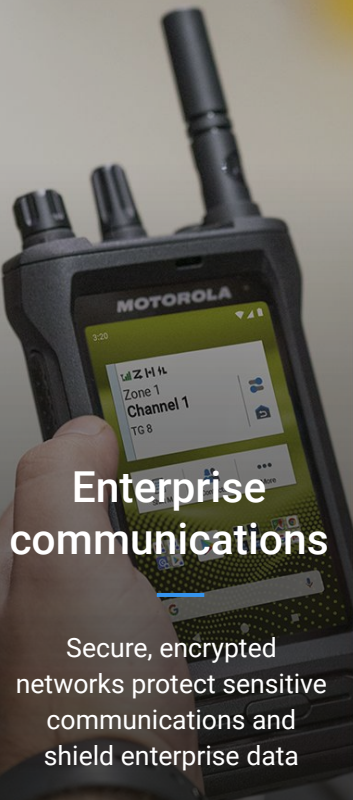




**LMR  
Communications**

**Public safety  
communications**

Highly survivable  
networks, total control of  
coverage, capacity,  
maintenance



**Enterprise  
communications**

Secure, encrypted  
networks protect sensitive  
communications and  
shield enterprise data



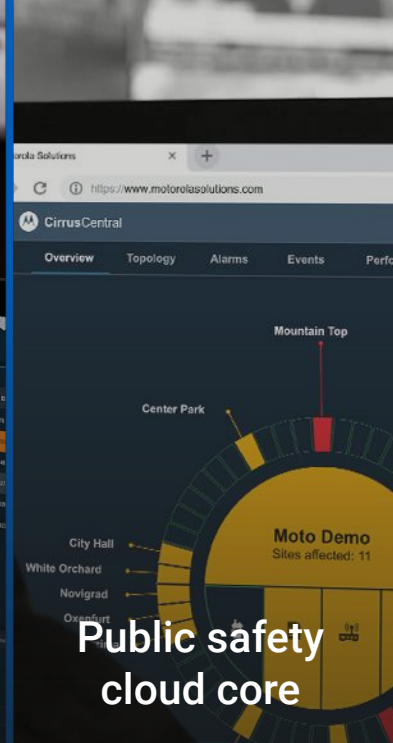
**Broadband  
enabled solutions**

Broadband solutions  
enhance voice and data  
applications



**LMR software &  
services**

4M users under managed  
services, software  
upgrades, remote  
monitoring, cybersecurity



**Public safety  
cloud core**

Streamlining radio  
management,  
accelerating new features,  
increasing resiliency



# LMR Portfolio

Majority of LMR revenue driven by recurring services and multi-year public safety device refresh cycles

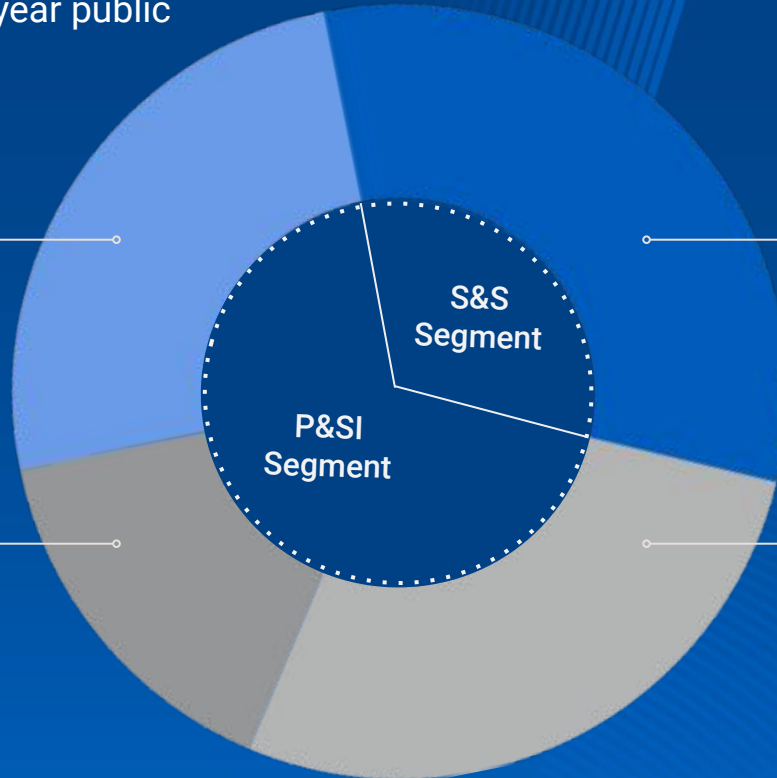


## Public Safety Devices

- Multi-year refresh cycles across thousands of customers
- Innovation bringing new features that customers value with higher average selling prices

## Professional & Commercial Radio

- Serving commercial verticals
- Primarily distributed through channel partners



## Services

- Critical networks with expanded scope and new value-added services like cybersecurity
- Software Upgrade Agreements
- Recurring contracts with low churn

## Other

- Network Infrastructure
- System Integration
- Accessories





# Growth & Monetization

LMR Communications

## A global leader in critical communications

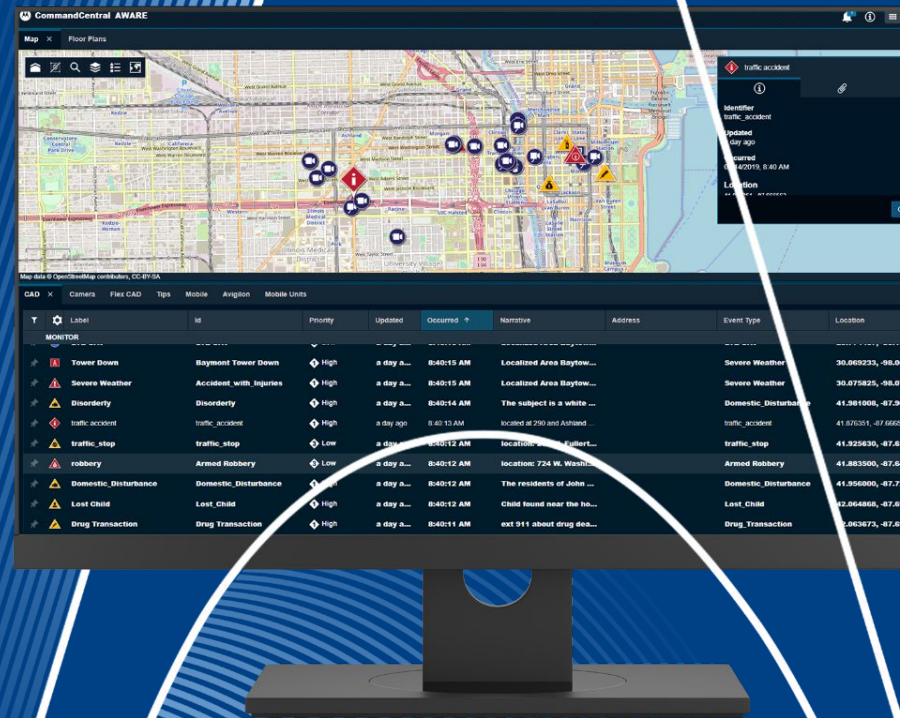
- Platform business growing by mid-single digits
- 13k+ LMR networks globally, 50+ nationwide & statewide systems
- Networks monetized with recurring services and devices replaced every 6-8 years
- Multi-year services agreements shifting to higher margin offerings: software upgrades, cybersecurity, remote monitoring
- Customers with unique requirements & high expectations for 'always-on' performance provides a competitive advantage
- Portfolio investments drive refresh and upsell opportunities
- Worldwide network of channel partners to amplify market reach and penetration
- Trust in Motorola Solutions built over 95 years

2024 - "Mid to High-Single Digit" Sales Growth



# Command Center

Our command center technologies can bring voice, video and data into a single view to help simplify workflows and provide the overarching perspective to make decisions with greater focus, accuracy and speed.



# Current environment

- Over 60% of PSAPS rely on our call handling software
- 10k more lives could be saved each year if 911 could get to callers one minute faster. <sup>(1)</sup>

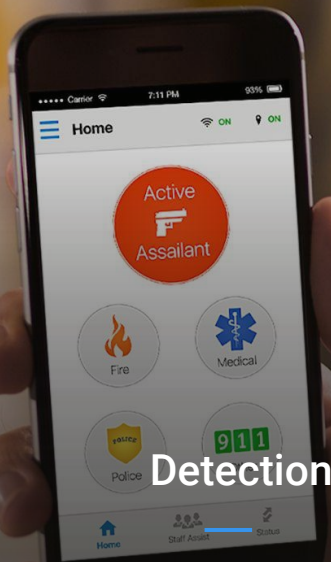
# Our approach

Native cloud, hybrid and on-prem software solutions that support the complex process of the public safety workflow from "911 call to case closure"

(1) FCC "Wireless E911 Location Accuracy, Fifth Report and Order," 2019



## Command Center



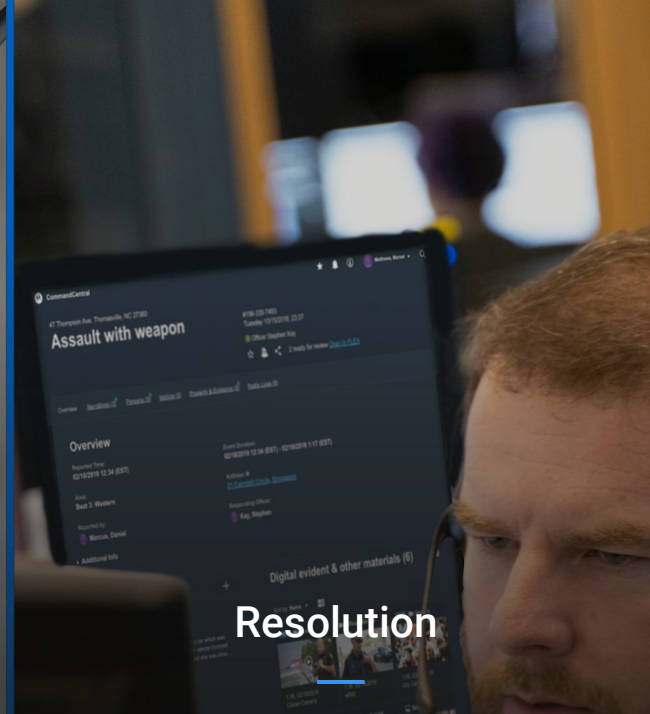
### Detection

Community tipping, mass notification, panic buttons and 911 call handling & routing



### Response

Dispatch & coordination, real-time intelligence & collaboration and field reporting



### Resolution

Centralized records, evidence management and investigative tools

Helping public safety agencies, enterprises and communities to work together through the phases of an incident as it unfolds.



# Growth & Monetization

## Command Center

### End-to-end platform offered in the cloud and on-prem

- Large software install base of 3,600 911 centers in the U.S. creates significant expansion opportunity
- ~60% of our Command Center customers have one or more of our cloud solutions
- Sales of over \$700M growing double digits in \$14B TAM
- Margin expansion driven by transition to SaaS cloud offerings and platform rationalization
- Rave bridges enterprise security and public safety with panic button alerting, mass notification and Smart 911 app suite in a recurring revenue stream
- Video intelligence automates incident triggers and analytics speed operations

2024 - Approx. 10% Sales Growth



# Solving with AI

Taking a proactive and responsible approach to enabling the use of AI and generative AI in our solutions and within our teams

## Human-Centered Application in 3 Areas



### Automate the mundane

Human attention

Detect key events and automate workflows



### Accelerate analysis

Human action

Find answers without drowning in information



### Protect privacy

Human judgement

Share information quickly while keeping the privacy of unrelated individuals and objects intact



# Competitive Landscape

## Video Security & Access Control

### Video Security



### Access Control



## LMR Communications



## Command Center



\* This competitive landscape slide includes a non-exhaustive list of some key competitors in each technology MSI operates.



# Additional Financials





# Strong Balance Sheet

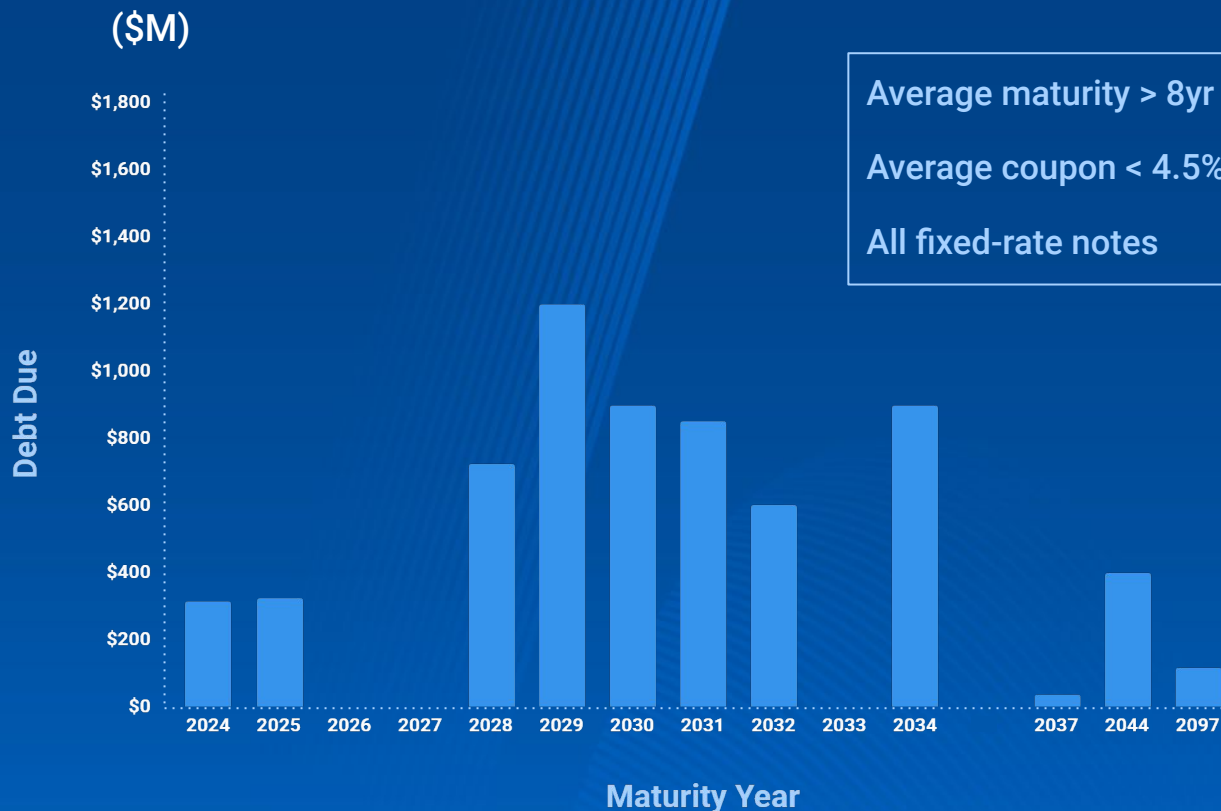
- Investment grade
- Total Liquidity of ~\$3.7B
  - Undrawn revolving credit facility \$2.25B
  - Cash & equivalents \$1.4B
- Net Debt to Adj. EBITDA ratio of ~1.5X
- Balanced debt maturity
- U.S. Pension is ~85% funded
  - Do not expect any funding requirements for the next several years



# Debt Maturity Profile

## Investment grade rating

- Moody's - Baa2, stable
- S&P - BBB, stable
- Fitch - BBB, stable



# ESG



# We are committed to corporate responsibility



## Philanthropy

Donated \$100M+ by the Motorola Solutions Foundation in the past 10 years



## Environment

Committed to our goal of reducing our Scope 1 and 2 emissions by 95% by 2031



## Inclusion

Over \$400M in spend with small and diverse suppliers



## Employee Volunteerism

Volunteered nearly 100,000 hours around the world in 2023

## Forbes

2023

World's Top Companies for Women

## USA TODAY

2023

America's Climate Leaders

## FORTUNE

2023

World's Most Admired Companies



2023

Best Places to Work

## TIME

2023

World's Best Companies

## Newsweek

2024

America's Greatest Workplaces for Diversity



# Our impact

Our technologies can directly support some of the world's largest societal challenges every day.

## Safer schools

More than 370,000 students have been exposed to gun violence in schools since the 1999 Columbine shooting.

Video cameras and access control can both alert and provide visibility to schools and law enforcement of what's happening, and radios support coordination and response.

**Office of Community Oriented Policing. Services offers \$73M funding for School Violence Prevention Programs.**

## Natural disasters

U.S. natural disasters have cost \$2.655 trillion since 1980 across 376 disasters on record.

Land mobile radio devices and networks are built for redundancy and can withstand extreme conditions, offering reliable communication that's critical to coordinate emergency response.

**Omdia projects active LMR users will increase to 60.5M by 2026.**

## Community-policing relationships

Only 43% of U.S. adults have confidence in police, indicating low levels of trust between the public and officers.

Body-worn cameras can increase transparency and accountability while community apps help the public share tips and images with public safety agencies.

**14 U.S. states and certain federal agencies mandate body worn cameras for officers.**

## Soaring cyber attacks

368 confirmed cyber attacks impacted public safety agencies globally in 2023, a 64% increase over 2022.

24/7 cybersecurity services can identify system and network risks, helping to protect against attacks and supporting agencies and businesses to respond to threats.

**Cybercrime is projected to cost ~\$13.82T annually by 2028.**

## Responding faster to 911

~10K lives could be saved each year if 911 could get to callers just one minute faster.

A command center can unify information about an incident, from the first 911 call to field reports, helping to keep officers informed, reduce response times and protect the chain of custody.

**240M 911 calls are made to 911 each year.**



# Appendix



# Safe harbor

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

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

Unless otherwise indicated, information in this presentation was updated on the 9th day of September 2024. For the avoidance of doubt, the 2024 fiscal year guidance was provided as of August 1, 2024 and has not been updated or reaffirmed as of the date of this presentation. The content of this presentation contains time-sensitive information that is accurate only as of the time hereof. If any portion of this presentation is rebroadcast, retransmitted or redistributed at a later date, Motorola Solutions will not be reviewing or updating the material that is contained herein.



# Use of non-GAAP measures

In addition to the results presented in accordance with accounting principles generally accepted in the U.S. (“GAAP”) in this presentation, Motorola Solutions, Inc. (“Motorola Solutions” or the “Company”) has provided certain non-GAAP measurements. Motorola Solutions has provided these non-GAAP measurements to help investors better understand its core operating performance, enhance comparisons of Motorola Solutions’ core operating performance from period-to-period and to allow better comparisons of Motorola Solutions’ operating performance to that of its competitors. Among other things, the Company’s management uses these operating results, excluding the identified items, to evaluate the performance of its businesses and to evaluate results relative to incentive compensation targets. Management uses operating results excluding these items because it believes these measurements enable it to make better period-to-period evaluations of the financial performance of core business operations. There are inherent limitations in the use of operating results excluding these items because the Company’s GAAP results include the impact of these items. The non-GAAP measures are intended only as a supplement to the comparable GAAP measures and the Company compensates for the limitations inherent in the use of non-GAAP measures by using GAAP measures in conjunction with the non-GAAP measures. As a result, investors should consider these non-GAAP measures in addition to, and not in substitution for, or as superior to, measures of financial performance prepared in accordance with GAAP.

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

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

“Adjusted Operating Cash Flow,” “Free Cash Flow,” “Adjusted Free Cash Flow,” “EBITDA,” “Adjusted EBITDA,” “Adjusted EBITDA Margin,” “Net Debt,” and “Net Debt to Adj. EBITDA Ratio,” are non-GAAP measures and should not be considered as a replacement for GAAP results. These non-GAAP measures may not be comparable to similarly-titled measures reported by other companies. The primary limitation of these measures are that they exclude the financial impact of items that would otherwise either increase or decrease our reported results. These limitations are best addressed by using these non-GAAP measures in combination with the most directly comparable GAAP measures in order to better understand the amounts, character and impact of any increase or decrease in reported amounts. The following provides additional information regarding these non-GAAP measures.

**Adjusted Operating Cash Flow** - Represents operating cash flow under GAAP excluding a \$500 million voluntary, debt-funded U.S. pension contribution in the first quarter of 2018. The Company has excluded the impact of this contribution because the Company believes that this item does not reflect expected future operating cash flows and does not contribute to a meaningful evaluation of the Company’s current operating cash flow performance or comparisons to the Company’s past operating cash flow performance.

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





# Use of non-GAAP measures

**Adjusted Free Cash Flow** - Represents Free Cash Flow excluding a \$500 million voluntary, debt-funded U.S. pension contribution in the first quarter 2018. The Company has excluded the impact of this contribution because the Company believes that this item does not reflect expected future free cash flows and does not contribute to a meaningful evaluation of the Company's current free cash flow performance or comparisons to the Company's past free cash flow performance.

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

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

**Adjusted EBITDA Margin** - Adj. EBITDA Margin is calculated as Adjusted EBITDA divided by Revenue.

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





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# Appendix: Supplemental Non-GAAP Measures

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

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Net sales	\$ 5,695	\$ 6,038	\$ 6,380	\$ 7,343	\$ 7,887	\$ 7,414	\$ 8,171	\$ 9,112	\$ 9,978
GAAP gross margin	2,719	2,869	3,024	3,480	3,931	3,608	4,040	4,229	4,970
Non-GAAP gross margin adjustments:									
Avigilon purchase accounting adjustment	—	—	—	19	—	—	—	—	—
Peico purchase accounting adjustment	—	—	—	—	—	7	—	—	—
Loss on ESN fixed asset impairment	—	—	—	—	—	—	—	147	—
Share-based compensation expenses	9	9	9	11	14	16	16	28	40
Reorganization of business charges	9	42	9	59	17	29	8	18	7
Non-GAAP gross margin	2,737	2,920	3,042	3,569	3,962	3,660	4,064	4,422	5,017
GAAP Operating earnings ("OE")	994	1,067	1,282	1,255	1,581	1,383	1,667	1,661	2,294
Non-GAAP OE Adjustments:									
Share-based compensation expenses	69	59	57	62	103	113	113	144	172
Reorganization of business charges	78	81	33	61	40	57	24	18	22
Intangible assets amortization expense	8	113	151	188	208	215	236	257	177
Other highlighted items***	(1)	56	10	85	11	15	53	95	72
Non-GAAP OE	\$ 1,166	\$ 1,427	\$ 1,552	\$ 1,740	\$ 1,975	\$ 1,835	\$ 2,117	\$ 2,368	\$ 2,784
GAAP OE %	17.5 %	17.7 %	20.1 %	17.1 %	20.0 %	18.7 %	20.4 %	18.2 %	23.0 %
Non-GAAP Adj %	3.0 %	5.9 %	4.2 %	6.6 %	5.0 %	6.1 %	5.5 %	7.8 %	4.9 %
Non-GAAP OE %	20.5 %	23.6 %	24.3 %	23.7 %	25.0 %	24.8 %	25.9 %	26.0 %	27.9 %
GAAP Other income (expense)	(77)	(223)	(206)	(153)	(580)	(209)	(115)	(146)	(148)
Non-GAAP below OE highlighted items***	85	(37)	2	12	(410)	(53)	(16)	(10)	(3)
Non-GAAP Other income (expense)	(162)	(186)	(208)	(165)	(170)	(156)	(99)	(136)	(145)
GAAP Net earnings from continuing operations*	\$ 640	\$ 560	\$ (155)	\$ 966	\$ 868	\$ 949	\$ 1,245	\$ 1,363	\$ 1,709
Non-GAAP above OE highlighted items***	172	359	270	485	394	452	450	707	490
Non-GAAP below OE highlighted items***	(85)	37	(2)	(12)	410	53	16	10	3
Non-GAAP tax adjustments and effect	(54)	(105)	810	(209)	(274)	(114)	(122)	(300)	(145)
TOTAL Non-GAAP Earnings from continuing operations	\$ 673	\$ 851	\$ 923	\$ 1,230	\$ 1,398	\$ 1,339	\$ 1,589	\$ 1,780	\$ 2,057
GAAP Continuing operations earnings per share ("EPS")	\$ 3.17	\$ 3.24	\$ (0.95)	\$ 5.62	\$ 4.95	\$ 5.45	\$ 7.17	\$ 7.93	\$ 9.93
EPS adjusted for dilution**	—	—	(0.92)	—	—	—	—	—	—
Non-GAAP Continuing operations EPS adjustments***	0.16	1.68	6.38	1.53	3.01	2.24	1.98	2.43	2.02
Non-GAAP Continuing operations EPS	\$ 3.33	\$ 4.92	\$ 5.46	\$ 7.15	\$ 7.96	\$ 7.69	\$ 9.15	\$ 10.36	\$ 11.95
Diluted weighted average shares outstanding	201.8	173.1	162.9	172.0	175.6	174.1	173.6	171.9	172.1

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

\*\* Under U.S. GAAP, the accounting for a net loss from continuing operations results in the presentation of dilutive earnings per share equal to basic earnings per share, as any increase in basic shares would be anti-dilutive to earnings per share. As a result of the highlighted items identified during Q4 2017, the Company reported a net loss from continuing operations within our GAAP Consolidated Statement of Operations, while reporting income on a non-GAAP basis. An adjustment is shown to reflect the dilution of 7.2 million dilutive shares outstanding in Q4 2017 and 6.4 million dilutive shares for the full year of 2017.

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



# Appendix: Supplemental Non-GAAP Measures

## Reconciliation of GAAP net earnings to EBITDA, adjusted EBITDA and adjusted EBITDA margin

(\$ in millions)	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
<b>GAAP Net Earnings (Loss) from Continuing Operations</b>	\$ 640	\$ 560	\$ (155)	\$ 966	\$ 868	\$ 949	\$ 1,245	\$ 1,363	\$ 1,709
Interest Expense, Net	173	205	201	222	220	220	208	226	216
Income Tax Expense	274	282	1,227	133	130	221	302	148	432
Depreciation Expense	142	182	192	172	186	194	202	183	179
Intangible Amortization Expense	8	113	151	188	208	215	236	257	177
<b>EBITDA</b>	<b>\$ 1,237</b>	<b>\$ 1,342</b>	<b>\$ 1,616</b>	<b>\$ 1,681</b>	<b>\$ 1,612</b>	<b>\$ 1,799</b>	<b>\$ 2,193</b>	<b>\$ 2,177</b>	<b>\$ 2,713</b>
US Pension Settlement Loss	\$ —	\$ —	\$ —	\$ —	\$ 359	\$ —	\$ —	\$ —	\$ —
Share-based Compensation Expenses	78	68	66	73	118	129	129	172	212
Reorganization of Business Charges	87	138	42	120	57	86	32	36	29
Loss from the Extinguishment of Debt	—	—	—	—	50	57	18	6	—
Other Above OE Highlighted Items***	31	15	(37)	104	11	15	53	242	72
Below OE Highlighted Items***	(117)	62	46	(12)	1	3	8	4	3
<b>Adjusted EBITDA</b>	<b>\$ 1,316</b>	<b>\$ 1,625</b>	<b>\$ 1,733</b>	<b>\$ 1,966</b>	<b>\$ 2,210</b>	<b>\$ 2,091</b>	<b>\$ 2,433</b>	<b>\$ 2,637</b>	<b>\$ 3,029</b>
Net Sales	5,695	6,038	6,380	7,343	7,887	7,414	8,171	9,112	9,978
<b>Adjusted EBITDA Margin</b>	<b>23.1 %</b>	<b>26.9 %</b>	<b>27.2 %</b>	<b>26.8 %</b>	<b>28.0 %</b>	<b>28.2 %</b>	<b>29.8 %</b>	<b>28.9 %</b>	<b>30.4 %</b>

\*\*\* Refer to slide 43 for details of highlighted items



# Appendix: Supplemental Non-GAAP Measures

## Reconciliation of GAAP operating cash flow to adjusted operating cash flow

<i>(\$ in millions)</i>	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
GAAP Net Cash Provided by Operating Activities	\$ 1,021	\$ 1,165	\$ 1,346	\$ 1,075	\$ 1,823	\$ 1,613	\$ 1,837	\$ 1,823	\$ 2,044
Contribution and Restructuring of the Pension Plan	—	—	—	500	—	—	—	—	—
<b>Adjusted Operating Cash Flow</b>	<b>\$ 1,021</b>	<b>\$ 1,165</b>	<b>\$ 1,346</b>	<b>\$ 1,575</b>	<b>\$ 1,823</b>	<b>\$ 1,613</b>	<b>\$ 1,837</b>	<b>\$ 1,823</b>	<b>\$ 2,044</b>

## Reconciliation of GAAP operating cash flow to adjusted free cash flow

<i>(\$ in millions)</i>	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
GAAP Net Cash Provided by Operating Activities	\$1,021	\$1,165	\$1,346	\$1,075	\$1,823	\$1,613	\$1,837	\$1,823	\$2,044
Capital Expenditures	(175)	(271)	(227)	(197)	(248)	(217)	(243)	(256)	(253)
<b>Free Cash Flow</b>	<b>\$ 846</b>	<b>\$ 894</b>	<b>\$1,119</b>	<b>\$ 878</b>	<b>\$1,575</b>	<b>\$1,396</b>	<b>\$1,594</b>	<b>\$1,567</b>	<b>\$1,791</b>
Contribution and Restructuring of the Pension Plan	—	—	—	500	—	—	—	—	—
<b>Adjusted Free Cash Flow</b>	<b>\$ 846</b>	<b>\$ 894</b>	<b>\$1,119</b>	<b>\$1,378</b>	<b>\$1,575</b>	<b>\$1,396</b>	<b>\$1,594</b>	<b>\$1,567</b>	<b>\$1,791</b>



# Appendix: Supplemental Non-GAAP Measures

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

(\$ in millions)	Q3 2023	Q4 2023	Q1 2024	Q2 2024	TTM
<b>GAAP Net earnings attributable to Motorola Solutions, Inc.</b>	<b>\$ 464</b>	<b>\$ 595</b>	<b>\$ (39)</b>	<b>\$ 443</b>	<b>\$ 1,463</b>
Interest Expense, Net	53	52	44	69	218
Income Tax Expense	127	111	(52)	135	321
Depreciation Expense	47	45	44	47	183
Intangible Amortization Expense	39	40	39	36	154
<b>EBITDA</b>	<b>\$ 730</b>	<b>\$ 843</b>	<b>\$ 36</b>	<b>\$ 730</b>	<b>\$ 2,339</b>
Share-based Compensation Expense	52	52	56	63	223
Reorganization of Business Charges	6	7	10	4	27
Loss from the Extinguishment of Silver Lake Convertible Debt	—	—	585	—	585
Other Above OE Highlighted Items***	5	33	14	11	63
Below OE Highlighted Items***	15	—	6	22	43
<b>Adjusted EBITDA</b>	<b>\$ 808</b>	<b>\$ 935</b>	<b>\$ 707</b>	<b>\$ 830</b>	<b>\$ 3,280</b>

### Net Debt Calculation

	Q2 2024
Long-term Debt	\$ 5,743
Current Portion of Long-term Debt	565
Less Cash and Cash Equivalents	1,381
<b>Net Debt</b>	<b>\$ 4,927</b>

### Net Debt to Adjusted EBITDA Calculation

	Q2 2024
<b>Net Debt</b>	<b>\$ 4,927</b>
Trailing Twelve Months ("TTM") Adjusted EBITDA	3,280
<b>Net Debt to TTM Adjusted EBITDA</b>	<b>1.5</b>

\*\*\* Refer to slide 43 for details of highlighted items



# Our impact

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