

# 2013 FINANCIAL ANALYST MEETING

**GREG BROWN**  
CHAIRMAN AND CEO



# PRIORITIES

**DEVELOP PEOPLE**

**DEPLOY CAPITAL**

**DRIVE THE VALUE OF TWO CORE  
BUSINESSES**

**GROW OPERATING EARNINGS, FREE  
CASH FLOW, EPS & OPERATING  
MARGIN**



# LEADERSHIP IN THE MARKETS WE SERVE



## CORE

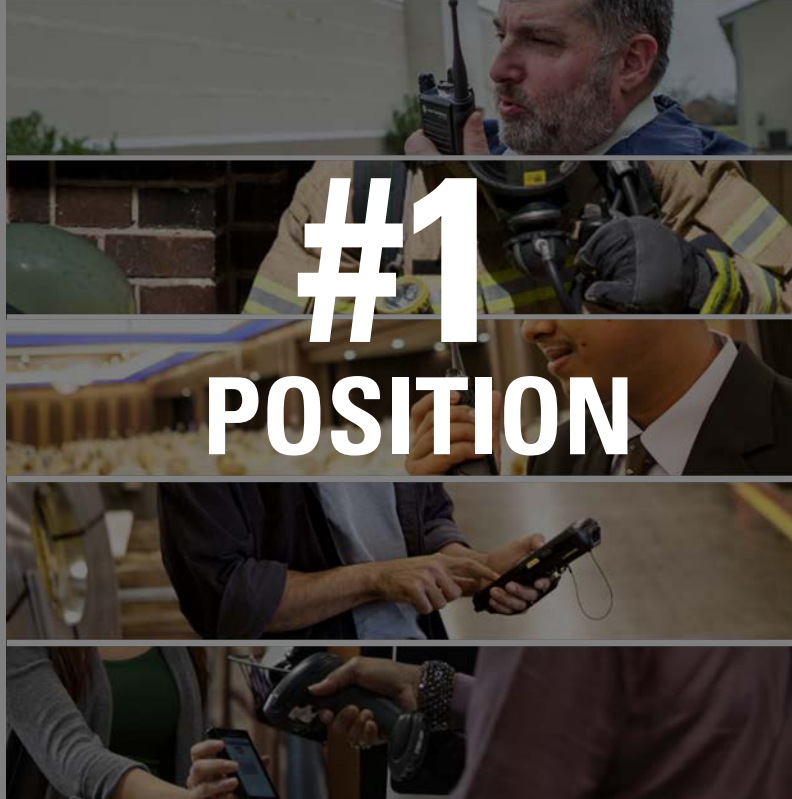
ASTRO P25

TETRA

PROFESSIONAL &  
COMMERCIAL RADIO

ENTERPRISE  
MOBILE COMPUTING

DATA CAPTURE



## EXPANSION

PUBLIC SAFETY LTE



# WHAT WE'VE HEARD...



**ENTERPRISE...  
CYCLICAL VS. STRUCTURAL**

**WLAN**

**FULL YEAR OUTLOOK**

**CONTINUED GOVERNMENT  
GROWTH**

**CAPITAL RETURN**

# TODAY'S THEMES

**TWO CORE BUSINESSES**

**DEMAND DRIVERS**

**DIFFERENTIATION**

**SERVICES ALIGNED TO THE CORE**

**CAPITAL ALLOCATION / NET DEBT**