

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

	Three Months Ended	
	December 31, 2014	December 31, 2013
Net sales from products	\$ 1,246	\$ 1,212
Net sales from services	577	605
Net sales	1,823	1,817
Costs of products sales	513	529
Costs of services sales	398	387
Costs of sales	911	916
Gross margin	912	901
Selling, general and administrative expenses	283	346
Research and development expenditures	165	196
Other charges	1,922	34
Intangibles amortization	1	-
Operating earnings (loss)	(1,459)	325
Other income (expense):		
Interest expense, net:	(41)	(28)
Gains on sales of investments and businesses, net	2	3
Other	-	6
Total other expense	(39)	(19)
Earnings (loss) from continuing operations before income taxes	(1,498)	306
Income tax expense (benefit)	(572)	13
Earnings (loss) from continuing operations	(926)	293
Earnings from discontinued operations, net of tax	1,127	50
Net earnings attributable to Motorola Solutions, Inc.	\$ 201	\$ 343
<i>Amounts attributable to Motorola Solutions, Inc. common shareholders</i>		
Earnings (loss) from continuing operations, net of tax	\$ (926)	\$ 293
Earnings from discontinued operations, net of tax	1,127	50
Net earnings attributable to Motorola Solutions, Inc.	\$ 201	\$ 343
<u>Earnings per common share</u>		
Basic:		
Continuing operations	\$ (4.02)	\$ 1.14
Discontinued operations	4.89	0.19
	\$ 0.87	\$ 1.33
Diluted:		
Continuing operations	\$ (4.02)	\$ 1.12
Discontinued operations	4.89	0.19
	\$ 0.87	\$ 1.31
<u>Weighted average common shares outstanding</u>		
Basic	230.5	257.5
Diluted	230.5	261.2

	Percentage of Net Sales*	
Net sales from products	68.3%	66.7%
Net sales from services	31.7%	33.3%
Net sales	100%	100%
Costs of products sales	41.2%	43.6%
Costs of services sales	69.0%	64.0%
Costs of sales	50.0%	50.4%
Gross margin	50.0%	49.6%
Selling, general and administrative expenses	15.5%	19.0%
Research and development expenditures	9.1%	10.8%
Other charges	105.4%	1.9%
Intangibles amortization	0.1%	0.0%
Operating earnings (loss)	-80.0%	17.9%
Other income (expense):		
Interest expense, net:	-2.2%	-1.5%
Gains on sales of investments and businesses, net	0.1%	0.2%
Other	0.0%	0.3%
Total other expense	-2.1%	-1.0%
Earnings (loss) from continuing operations before income taxes	-82.2%	16.8%
Income tax expense (benefit)	-31.4%	0.7%
Earnings from continuing operations	-50.8%	16.1%
Earnings from discontinued operations, net of tax	61.8%	2.8%
Net earnings	11.0%	18.9%
Less: Earnings attributable to noncontrolling interests	0.0%	0.0%
Net earnings attributable to Motorola Solutions, Inc.	11.0%	18.9%

* Percentages may not add up due to rounding

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

	Years Ended		
	December 31, 2014	December 31, 2013	December 31, 2012
Net sales from products	\$ 3,807	\$ 4,109	\$ 4,236
Net sales from services	2,074	2,118	2,033
Net sales	5,881	6,227	6,269
Costs of products sales	1,678	1,808	1,795
Costs of services sales	1,372	1,310	1,280
Costs of sales	3,050	3,118	3,075
Gross margin	2,831	3,109	3,194
Selling, general and administrative expenses	1,184	1,330	1,472
Research and development expenditures	681	761	790
Other charges	1,968	70	11
Intangibles amortization	4	1	1
Operating earnings (loss)	(1,006)	947	920
Other income (expense):			
Interest expense, net:	(126)	(113)	(66)
Gains on sales of investments and businesses, net	5	37	26
Other	(34)	9	1
Total other expense	(155)	(67)	(39)
Earnings (loss) from continuing operations before income taxes	(1,161)	880	881
Income tax expense (benefit)	(465)	(59)	211
Earnings (loss) from continuing operations	(696)	939	670
Earnings from discontinued operations, net of tax	1,996	166	211
Net earnings	1,300	1,105	881
Less: Earnings attributable to noncontrolling interests	1	6	-
Net earnings attributable to Motorola Solutions, Inc.	\$ 1,299	\$ 1,099	\$ 881
<i>Amounts attributable to Motorola Solutions, Inc. common shareholders</i>			
Earnings (loss) from continuing operations, net of tax	\$ (697)	\$ 933	\$ 670
Earnings from discontinued operations, net of tax	1,996	166	211
Net earnings attributable to Motorola Solutions, Inc.	\$ 1,299	\$ 1,099	\$ 881
<u>Earnings (loss) per common share</u>			
Basic:			
Continuing operations	\$ (2.84)	\$ 3.51	\$ 2.29
Discontinued operations	8.13	0.62	0.73
	\$ 5.29	\$ 4.13	\$ 3.02
Diluted:			
Continuing operations	\$ (2.84)	\$ 3.45	\$ 2.25
Discontinued operations	8.13	0.61	0.71
	\$ 5.29	\$ 4.06	\$ 2.96
<u>Weighted average common shares outstanding</u>			
Basic	245.6	266.0	292.1
Diluted	245.6	270.5	297.4

	Percentage of Net Sales*		
Net sales from products	64.7%	66.0%	67.6%
Net sales from services	35.3%	34.0%	32.4%
Net sales	100%	100%	100%
Costs of products sales	44.1%	44.0%	42.4%
Costs of services sales	66.2%	61.9%	63.0%
Costs of sales	51.9%	50.1%	49.1%
Gross margin	48.1%	49.9%	50.9%
Selling, general and administrative expenses	20.1%	21.4%	23.5%
Research and development expenditures	11.6%	12.2%	12.6%
Other charges	33.5%	1.1%	0.2%
Intangibles amortization	0.1%	0.0%	0.0%
Operating earnings (loss)	-17.1%	15.2%	14.7%
Other income (expense):			
Interest expense, net:	-2.1%	-1.8%	-1.1%
Gains on sales of investments and businesses, net	0.1%	0.6%	0.4%
Other	-0.6%	0.1%	0.0%
Total other expense	-2.6%	-1.1%	-0.6%
Earnings (loss) from continuing operations before income taxes	-19.7%	14.1%	14.1%
Income tax expense (benefit)	-7.9%	-0.9%	3.4%
Earnings (loss) from continuing operations	-11.8%	15.1%	10.7%
Earnings from discontinued operations, net of tax	33.9%	2.7%	3.4%
Net earnings	22.1%	17.7%	14.1%
Less: Earnings attributable to noncontrolling interests	0.0%	0.1%	0.0%
Net earnings attributable to Motorola Solutions, Inc	22.1%	17.6%	14.1%

* Percentages may not add up due to rounding

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

	December 31, 2014	December 31, 2013
Assets		
Cash and cash equivalents	\$ 3,954	\$ 3,225
Accounts receivable, net	1,409	1,369
Inventories, net	345	347
Deferred income taxes	431	451
Other current assets	740	635
Current assets held for disposition	-	993
Total current assets	6,879	7,020
Property, plant and equipment, net	549	610
Investments	316	232
Deferred income taxes	2,151	1,990
Goodwill	383	361
Other assets	145	89
Non-current assets held for disposition	-	1,549
Total assets	\$ 10,423	\$ 11,851
Liabilities and Stockholders' Equity		
Current portion of long-term debt	\$ 4	\$ 4
Accounts payable	540	583
Accrued liabilities	1,706	1,763
Current liabilities held for disposition	-	870
Total current liabilities	2,250	3,220
Long-term debt	3,396	2,457
Other liabilities	2,011	2,314
Non-current liabilities held for disposition	-	171
Total Motorola Solutions, Inc. stockholders' equity	2,735	3,659
Noncontrolling interests	31	30
Total liabilities and stockholders' equity	\$ 10,423	\$ 11,851
Financial Ratios:		
Net cash**	\$ 554	\$ 764

*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, 2014	December 31, 2013
Operating		
Net earnings	\$ 201	\$ 343
Earnings from discontinued operations, net of tax	1,127	50
Earnings (loss) from continuing operations, net of tax	(926)	293
Adjustments to reconcile Earnings to Net cash provided by operating activities:		
Depreciation and amortization	42	43
Non-cash other charges (income)	2	(3)
Loss on pension settlement	1,883	-
Gains on sales of investments and businesses, net	(2)	(3)
Share-based compensation expense	20	29
Deferred income taxes	(626)	(25)
Changes in assets and liabilities, net of effects of acquisitions and dispositions:		
Accounts receivable	(264)	(55)
Inventories	(17)	1
Other current assets	(38)	38
Accounts payable and accrued liabilities	50	269
Other assets and liabilities	(824)	(7)
Net cash provided by (used for) operating activities	(700)	580
Investing		
Acquisitions and investments, net	(26)	(37)
Proceeds from sales of investments and businesses, net	3,380	13
Capital expenditures	(51)	(59)
Proceeds from sales of property, plant and equipment	3	51
Proceeds from sales of Sigma Fund and short-term investments, net	-	1,167
Net cash provided by investing activities	3,306	1,135
Financing		
Repayment of debt	(4)	(1)
Issuance of common stock	41	56
Repurchase of common stock	(1,423)	(362)
Excess tax benefit from share-based compensation	-	5
Payments of dividends	(82)	(80)
Distributions from discontinued operations	27	153
Net cash used for financing activities	(1,441)	(229)
Discontinued Operations		
Net cash provided by operating activities from discontinued operations	32	162
Net cash used for investing activities from discontinued operations	(1)	(8)
Net cash used for financing activities from discontinued operations	(27)	(153)
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	(4)	(1)
Net cash provided by discontinued operations	-	-
Effect of exchange rate changes on cash and cash equivalents	(56)	18
Net increase in cash and cash equivalents	1,109	1,504
Cash and cash equivalents, beginning of period	2,845	1,721
Cash and cash equivalents, end of period	\$ 3,954	\$ 3,225
Financial Ratios:		
Free cash flow*	\$ (751)	\$ 521

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

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

	Years Ended		
	December 31, 2014	December 31, 2013	December 31, 2012
Operating			
Net earnings attributable to Motorola Solutions, Inc.	\$ 1,299	\$ 1,099	\$ 881
Earnings attributable to noncontrolling interests	1	6	-
Net earnings	1,300	1,105	881
Earnings from discontinued operations, net of tax	1,996	166	211
Earnings (loss) from continuing operations, net of tax	(696)	939	670
Adjustments to reconcile Earnings from continuing operations to Net cash provided by operating activities:			
Depreciation and amortization	173	158	151
Non-cash other income	-	(14)	-
Gain on sale of building and land	(21)	-	-
Loss on pension settlement	1,883	-	-
Loss from the extinguishment of long term debt	37	-	6
Share-based compensation expense	94	120	146
Gains on sales of investments and businesses, net	(5)	(37)	(26)
Deferred income taxes	(557)	(334)	114
Changes in assets and liabilities, net of effects of acquisitions and dispositions:			
Accounts receivable	(62)	(36)	81
Inventories	(5)	(8)	(2)
Other current assets	(47)	50	(112)
Accounts payable and accrued liabilities	(120)	(232)	(106)
Other assets and liabilities	(1,359)	(51)	(248)
Net cash provided by (used for) operating activities from continuing operations	(685)	555	674
Investing			
Acquisitions and investments, net	(47)	(57)	83
Proceeds from (used for) sales of investments and businesses, net	3,403	61	(58)
Capital expenditures	(181)	(169)	(170)
Proceeds from sales of property, plant and equipment	33	66	40
Proceeds from sales of Sigma Fund and short-term investments, net	-	2,133	1,075
Net cash provided by investing activities from continuing operations	3,208	2,034	970
Financing			
Repayment of debt	(465)	(4)	(413)
Net proceeds from issuance of debt	1,375	593	747
Issuance of common stock	135	165	133
Repurchase of common stock	(2,546)	(1,694)	(2,438)
Excess tax benefit from share-based compensation	11	25	20
Payments of dividends	(318)	(292)	(270)
Contributions to Motorola Mobility	-	-	(73)
Distributions from discontinued operations	93	365	217
Net cash used for financing activities from continuing operations	(1,715)	(842)	(2,077)
Discontinued Operations			
Net cash provided by operating activities from discontinued operations	95	389	396
Net cash provided by (used for) investing activities from discontinued operations	4	(24)	(173)
Net cash used for financing activities from discontinued operations	(93)	(365)	(217)
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	(6)	-	(6)
Net cash provided by discontinued operations	-	-	-
Effect of exchange rate changes on cash and cash equivalents from continuing operations	(79)	10	20
Net increase (decrease) in cash and cash equivalents	729	1,757	(413)
Cash and cash equivalents, beginning of period	3,225	1,468	1,881
Cash and cash equivalents, end of period	\$ 3,954	\$ 3,225	\$ 1,468

Financial Ratios:

Free cash flow*	\$ (866)	\$ 386	\$ 504
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*Free cash flow = Net cash provided by operating activities - Capital expenditures

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

Net Sales

Three Months Ended

	December 31, 2014	December 31, 2013	% Change
Products	\$ 1,246	\$ 1,212	3%
Services	577	605	-5%
Total Motorola Solutions	\$ 1,823	\$ 1,817	0%

Year Ended

	December 31, 2014	December 31, 2013	% Change
Products	\$ 3,807	\$ 4,109	-7%
Services	2,074	2,118	-2%
Total Motorola Solutions	\$ 5,881	\$ 6,227	-6%

Operating Earnings (loss)

Three Months Ended

	December 31, 2014	December 31, 2013	% Change
Products	\$ (944)	\$ 237	-498%
Services	(515)	88	-685%
Total Motorola Solutions	\$ (1,459)	\$ 325	-549%

Year Ended

	December 31, 2014	December 31, 2013	% Change
Products	\$ (667)	\$ 639	-204%
Services	(339)	308	-210%
Total Motorola Solutions	\$ (1,006)	\$ 947	-206%

Operating Earnings %

Three Months Ended

	December 31, 2014	December 31, 2013
Products	-75.8%	19.6%
Services	-89.3%	14.5%
Total Motorola Solutions	-80.0%	17.9%

Year Ended

	December 31, 2014	December 31, 2013
Products	-17.5%	15.6%
Services	-16.3%	14.5%
Total Motorola Solutions	-17.1%	15.2%

Motorola Solutions, Inc. and Subsidiaries
Non-GAAP Adjustments (Intangibles Amortization Expense, Share-Based Compensation Expense and Highlighted Items)

Q1 2014					
Highlighted Items	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 1	\$ -	\$ 1	\$ -
Share-based compensation expense	Cost of sales, SG&A and R&D	29	9	20	0.08
Reorganization of business charges	Cost of sales and Other charges	10	2	8	0.03
Gain on sale of building and land	Other charges	(21)	(8)	(13)	(0.05)
Recognition of previously unrecognized income tax benefits	Income tax expense	-	29	(29)	(0.11)
Total impact on Net earnings		\$ 19	\$ 32	\$ (13)	\$ (0.05)
Q2 2014					
Highlighted Items	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 1	\$ -	\$ 1	\$ -
Share-based compensation expense	Cost of sales, SG&A and R&D	26	9	17	0.07
Reorganization of business charges	Cost of sales and Other charges	28	8	20	0.08
Legal settlement	Other charges	8	3	5	0.02
Total impact on Net earnings		\$ 63	\$ 20	\$ 43	\$ 0.17
Q3 2014					
Highlighted Items	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 1	\$ -	\$ 1	\$ -
Share-based compensation expense	Cost of sales, SG&A and R&D	20	6	14	0.06
Reorganization of business charges	Cost of sales and Other charges	20	6	14	0.06
Pension settlement related expenses	Other charges	11	4	7	0.03
Loss from the extinguishment of long-term debt	Other expense (income)	37	14	23	0.09
Gain on investment	Other expense (income)	(10)	-	(10)	(0.04)
Tax expense to establish foreign valuation allowance	Income tax expense	-	(55)	55	0.22
Revaluation of deferred taxes for change in effective state tax rates	Income tax expense	-	16	(16)	(0.07)
Total impact on Net earnings		\$ 79	\$ (9)	\$ 88	\$ 0.35
Q4 2014					
Highlighted Items	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 1	\$ -	\$ 1	\$ -
Stock-based compensation expense	Cost of sales, SG&A and R&D	20	8	12	0.05
Reorganization of business charges	Cost of sales and Other charges	15	5	10	0.04
Tax expense on legal entity reorganization	Income tax expense	-	(8)	8	0.04
Reduction in net deferred tax liability for undistributed earnings	Income tax expense	-	14	(14)	(0.06)
Revaluation of deferred taxes for change in effective state tax rates	Income tax expense	-	(12)	12	0.05
Pension settlement loss, including related expenses	Other charges	1,906	721	1,185	5.15
Total impact on Net earnings		\$ 1,942	\$ 728	\$ 1,214	\$ 5.27
FY 2014					
Highlighted Items	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Intangibles amortization expense	Intangibles amortization	\$ 4	\$ -	\$ 4	0.02
Stock-based compensation expense	Cost of sales, SG&A and R&D	94	32	62	0.26
Reorganization of business charges	Cost of sales and Other charges	73	21	52	0.21
Gain on sale of building and land	Other charges	(21)	(8)	(13)	(0.05)
Recognition of previously unrecognized income tax benefits	Income tax expense	-	29	(29)	(0.12)
Legal settlement	Other charges	8	3	5	0.02
Loss from the extinguishment of long-term debt	Other expense (income)	37	14	23	0.09
Gain on investment	Other expense (income)	(10)	-	(10)	(0.04)
Tax expense to establish foreign valuation allowance	Income tax expense	-	(55)	55	0.22
Tax expense on legal entity reorganization	Income tax expense	-	(8)	8	0.03
Reduction in net deferred tax liability for undistributed earnings	Income tax expense	-	14	(14)	(0.06)
Revaluation of deferred taxes for change in effective state tax rates	Income tax expense	-	4	(4)	(0.02)
Pension settlement loss, including related expenses	Other charges	1,917	725	1,192	4.86
Total impact on Net earnings		\$ 2,102	\$ 771	\$ 1,331	\$ 5.42

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

Net Sales

	Three Months Ended		
	December 31, 2014	December 31, 2013	% Change
Products	\$ 1,246	\$ 1,212	3%
Services	577	605	-5%
Total Motorola Solutions	\$ 1,823	\$ 1,817	0%

	Year Ended		
	December 31, 2014	December 31, 2013	% Change
Products	\$ 3,807	\$ 4,109	-7%
Services	2,074	2,118	-2%
Total Motorola Solutions	\$ 5,881	\$ 6,227	-6%

Non-GAAP Operating Earnings

	Three Months Ended		
	December 31, 2014	December 31, 2013	% Change
Products	\$ 394	\$ 283	39%
Services	89	113	-21%
Total Motorola Solutions	\$ 483	\$ 396	22%

	Year Ended		
	December 31, 2014	December 31, 2013	% Change
Products	\$ 754	\$ 775	-3%
Services	315	381	-17%
Total Motorola Solutions	\$ 1,069	\$ 1,156	-8%

Non-GAAP Operating Earnings %

	Three Months Ended	
	December 31, 2014	December 31, 2013
Products	31.6%	23.3%
Services	15.4%	18.7%
Total Motorola Solutions	26.5%	21.8%

	Year Ended	
	December 31, 2014	December 31, 2013
Products	19.8%	18.9%
Services	15.2%	18.0%
Total Motorola Solutions	18.2%	18.6%

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

Q1 2014			
	TOTAL	Products	Services
Net sales	\$ 1,228	\$ 753	\$ 475
Operating earnings ("OE")	\$ 107	\$ 39	\$ 68
Above-OE non-GAAP adjustments:			
Share-based compensation expense	29	19	10
Reorganization of business charges	10	6	4
Intangibles amortization expense	1	1	-
Gain on sale of building and land	(21)	(14)	(7)
Total above-OE non-GAAP adjustments	19	12	7
Operating earnings after non-GAAP adjustments	\$ 126	\$ 51	\$ 75
Operating earnings as a percentage of net sales - GAAP	8.7%	5.2%	14.3%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	10.3%	6.8%	15.8%

Q2 2014			
	TOTAL	Products	Services
Net sales	\$ 1,393	\$ 887	\$ 506
Operating earnings ("OE")	\$ 138	\$ 95	\$ 43
Above-OE non-GAAP adjustments:			
Share-based compensation expense	26	14	12
Reorganization of business charges	28	18	10
Intangibles amortization expense	1	1	-
Legal settlement	8	5	3
Total above-OE non-GAAP adjustments	63	38	25
Operating earnings after non-GAAP adjustments	\$ 201	\$ 133	\$ 68
Operating earnings as a percentage of net sales - GAAP	9.9%	10.7%	8.5%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	14.4%	15.0%	13.4%

Q3 2014			
	TOTAL	Products	Services
Net sales	\$ 1,436	\$ 921	\$ 515
Operating earnings ("OE")	\$ 207	\$ 141	\$ 66
Above-OE non-GAAP adjustments:			
Share-based compensation expense	20	11	9
Reorganization of business charges	20	14	6
Intangibles amortization expense	1	1	-
Pension settlement related expenses	11	8	3
Total above-OE non-GAAP adjustments	52	34	18
Operating earnings after non-GAAP adjustments	\$ 259	\$ 175	\$ 84
Operating earnings as a percentage of net sales - GAAP	14.4%	15.3%	12.8%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	18.8%	19.4%	17.7%

Q4 2014			
	TOTAL	Products	Services
Net sales	\$ 1,823	\$ 1,246	\$ 577
Operating earnings	\$ (1,459)	\$ (944)	\$ (515)
Above-OE non-GAAP adjustments:			
Stock-based compensation expense	20	12	8
Reorganization of business charges	15	10	5
Intangibles amortization expense	1	1	-
Pension settlement loss, including related expenses	1,906	1,315	591
Total above-OE non-GAAP adjustments	1,942	1,338	604
Operating earnings after non-GAAP adjustments	\$ 483	\$ 394	\$ 89
Operating earnings as a percentage of net sales - GAAP	-80.0%	-75.8%	-89.3%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	26.5%	31.6%	15.4%

FY 2014			
	TOTAL	Products	Services
Net sales	\$ 5,881	\$ 3,807	\$ 2,074
Operating earnings	\$ (1,006)	\$ (667)	\$ (339)
Above-OE non-GAAP adjustments:			
Stock-based compensation expense	94	55	39
Reorganization of business charges	73	48	25
Intangibles amortization expense	4	4	-
Gain on sale of building and land	(21)	(14)	(7)
Legal settlement	8	5	3
Pension settlement loss, including related expenses	1,917	1,323	594
Total above-OE non-GAAP adjustments	2,075	1,421	654
Operating earnings after non-GAAP adjustments	\$ 1,069	\$ 754	\$ 315
Operating earnings as a percentage of net sales - GAAP	-17.1%	-17.5%	-16.3%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	18.2%	19.8%	15.2%