

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

	Three Months Ended	
	December 31, 2015	December 31, 2014
Net sales from products	\$ 1,125	\$ 1,246
Net sales from services	557	577
Net sales	1,682	1,823
Costs of products sales	485	513
Costs of services sales	359	398
Costs of sales	844	911
Gross margin	838	912
Selling, general and administrative expenses	252	283
Research and development expenditures	152	165
Other charges	43	1,922
Intangibles amortization	2	1
Operating earnings (loss)	389	(1,459)
Other income (expense):		
Interest expense, net	(51)	(41)
Gains on sales of investments	47	2
Other	(8)	—
Total other expense	(12)	(39)
Earnings (loss) from continuing operations before income taxes	377	(1,498)
Income tax expense (benefit)	99	(572)
Earnings (loss) from continuing operations	278	(926)
Earnings from discontinued operations, net of tax	2	1,127
Net earnings	280	201
Less: Earnings attributable to noncontrolling interests	1	—
Net earnings attributable to Motorola Solutions, Inc.	\$ 279	\$ 201
<i>Amounts attributable to Motorola Solutions, Inc. common stockholders:</i>		
Earnings (loss) from continuing operations, net of tax	\$ 277	\$ (926)
Earnings from discontinued operations, net of tax	2	1,127
Net earnings attributable to Motorola Solutions, Inc.	\$ 279	\$ 201
<u>Earnings (loss) per common share:</u>		
Basic:		
Continuing operations	\$ 1.58	\$ (4.02)
Discontinued operations	0.02	4.89
	\$ 1.60	\$ 0.87
Diluted:		
Continuing operations	\$ 1.56	\$ (4.02)
Discontinued operations	0.01	4.89
	\$ 1.57	\$ 0.87
<u>Weighted average common shares outstanding:</u>		
Basic	174.9	230.5
Diluted	177.5	230.5

	Percentage of Net Sales*	
	December 31, 2015	December 31, 2014
Net sales from products	66.9 %	68.3 %
Net sales from services	33.1 %	31.7 %
Net sales	100.0 %	100.0 %
Costs of products sales	43.1 %	41.2 %
Costs of services sales	64.5 %	69.0 %
Costs of sales	50.2 %	50.0 %
Gross margin	49.8 %	50.0 %
Selling, general and administrative expenses	15.0 %	15.5 %
Research and development expenditures	9.0 %	9.1 %
Other charges	2.6 %	105.4 %
Intangibles amortization	0.1 %	0.1 %
Operating earnings (loss)	23.1 %	(80.0)%
Other income (expense):		
Interest expense, net	(3.0)%	(2.2)%
Gains on sales of investments	2.8 %	0.1 %
Other	(0.5)%	— %
Total other expense	(0.7)%	(2.1)%
Earnings (loss) from continuing operations before income taxes	22.4 %	(82.2)%
Income tax expense (benefit)	5.9 %	(31.4)%
Earnings (loss) from continuing operations	16.5 %	(50.8)%
Earnings from discontinued operations, net of tax	0.1 %	61.8 %
Net earnings	16.6 %	11.0 %
Less: Earnings attributable to noncontrolling interests	0.1 %	— %
Net earnings attributable to Motorola Solutions, Inc.	16.6 %	11.0 %

\* 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, 2015	December 31, 2014	December 31, 2013
Net sales from products	\$ 3,676	\$ 3,807	\$ 4,109
Net sales from services	2,019	2,074	2,118
Net sales	5,695	5,881	6,227
Costs of products sales	1,625	1,678	1,808
Costs of services sales	1,351	1,372	1,310
Costs of sales	2,976	3,050	3,118
Gross margin	2,719	2,831	3,109
Selling, general and administrative expenses	1,021	1,184	1,330
Research and development expenditures	620	681	761
Other charges	76	1,968	70
Intangibles amortization	8	4	1
Operating earnings (loss)	994	(1,006)	947
Other income (expense):			
Interest expense, net	(173)	(126)	(113)
Gains on sales of investments	107	5	37
Other	(11)	(34)	9
Total other expense	(77)	(155)	(67)
Earnings (loss) from continuing operations before income taxes	917	(1,161)	880
Income tax expense (benefit)	274	(465)	(59)
Earnings (loss) from continuing operations	643	(696)	939
Earnings (loss) from discontinued operations, net of tax	(30)	1,996	166
Net earnings	613	1,300	1,105
Less: Earnings attributable to noncontrolling interests	3	1	6
Net earnings attributable to Motorola Solutions, Inc.	\$ 610	\$ 1,299	\$ 1,099
<i>Amounts attributable to Motorola Solutions, Inc. common stockholders:</i>			
Earnings (loss) from continuing operations, net of tax	\$ 640	\$ (697)	\$ 933
Earnings (loss) from discontinued operations, net of tax	(30)	1,996	166
Net earnings attributable to Motorola Solutions, Inc.	\$ 610	\$ 1,299	\$ 1,099
<u>Earnings (loss) per common share:</u>			
Basic:			
Continuing operations	\$ 3.21	\$ (2.84)	\$ 3.51
Discontinued operations	(0.15)	8.13	0.62
	\$ 3.06	\$ 5.29	\$ 4.13
Diluted:			
Continuing operations	\$ 3.17	\$ (2.84)	\$ 3.45
Discontinued operations	(0.15)	8.13	0.61
	\$ 3.02	\$ 5.29	\$ 4.06
<u>Weighted average common shares outstanding:</u>			
Basic	199.6	245.6	266.0
Diluted	201.8	245.6	270.5

	Percentage of Net Sales*		
	December 31, 2015	December 31, 2014	December 31, 2013
Net sales from products	64.5 %	64.7 %	66.0 %
Net sales from services	35.5 %	35.3 %	34.0 %
Net sales	100.0 %	100.0 %	100.0 %
Costs of products sales	44.2 %	44.1 %	44.0 %
Costs of services sales	66.9 %	66.2 %	61.9 %
Costs of sales	52.3 %	51.9 %	50.1 %
Gross margin	47.7 %	48.1 %	49.9 %
Selling, general and administrative expenses	17.9 %	20.1 %	21.4 %
Research and development expenditures	10.9 %	11.6 %	12.2 %
Other charges	1.3 %	33.5 %	1.1 %
Intangibles amortization	0.1 %	0.1 %	— %
Operating earnings (loss)	17.5 %	(17.1)%	15.2 %
Other income (expense):			
Interest expense, net	(3.0)%	(2.1)%	(1.8)%
Gains on sales of investments	1.9 %	0.1 %	0.6 %
Other	(0.2)%	(0.6)%	0.1 %
Total other expense	(1.4)%	(2.6)%	(1.1)%
Earnings (loss) from continuing operations before income taxes	16.1 %	(19.7)%	14.1 %
Income tax expense (benefit)	4.8 %	(7.9)%	(0.9)%
Earnings (loss) from continuing operations	11.3 %	(11.8)%	15.1 %
Earnings (loss) from discontinued operations, net of tax	(0.5)%	33.9 %	2.7 %
Net earnings	10.8 %	22.1 %	17.7 %
Less: Earnings attributable to noncontrolling interests	0.1 %	— %	0.1 %
Net earnings attributable to Motorola Solutions, Inc.	10.7 %	22.1 %	17.6 %

\* Percentages may not add up due to rounding

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

	December 31, 2015	December 31, 2014
<b>Assets</b>		
Cash and cash equivalents	\$ 1,980	\$ 3,954
Accounts receivable, net	1,362	1,409
Inventories, net	296	345
Deferred income taxes	—	431
Other current assets	917	740
Current assets held for disposition	27	—
<b>Total current assets</b>	<b>4,582</b>	<b>6,879</b>
Property, plant and equipment, net	487	549
Investments	268	316
Deferred income taxes	2,278	2,151
Goodwill	420	383
Other assets	312	145
Non-current assets held for disposition	40	—
<b>Total assets</b>	<b>\$ 8,387</b>	<b>\$ 10,423</b>
<b>Liabilities and Stockholders' Equity</b>		
Current portion of long-term debt	\$ 4	\$ 4
Accounts payable	518	540
Accrued liabilities	1,671	1,706
<b>Total current liabilities</b>	<b>2,193</b>	<b>2,250</b>
Long-term debt	4,386	3,396
Other liabilities	1,904	2,011
<b>Total Motorola Solutions, Inc. stockholders' equity (deficit)</b>	<b>(106)</b>	<b>2,735</b>
Noncontrolling interests	10	31
<b>Total liabilities and stockholders' equity</b>	<b>\$ 8,387</b>	<b>\$ 10,423</b>
<b>Financial Ratios:</b>		
Net cash (debt)*	\$ (2,410)	\$ 554

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

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

	Three Months Ended	
	December 31, 2015	December 31, 2014
<b>Operating</b>		
Net earnings attributable to Motorola Solutions, Inc.	\$ 279	\$ 201
Earnings attributable to noncontrolling interests	1	—
Net earnings	280	201
Earnings from discontinued operations, net of tax	2	1,127
Earnings (loss) from continuing operations, net of tax	278	(926)
Adjustments to reconcile earnings (loss) from continuing operations to net cash provided by (used for) operating activities:		
Depreciation and amortization	37	42
Non-cash other charges	9	2
Loss on pension plan settlement	—	1,883
Share-based compensation expense	20	20
Gains on sales of investments and businesses, net	(47)	(2)
Deferred income taxes	33	(626)
Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments:		
Accounts receivable	(146)	(264)
Inventories	37	(17)
Other current assets	54	(38)
Accounts payable and accrued liabilities	178	50
Other assets and liabilities	(39)	(824)
Net cash provided by (used for) operating activities from continuing operations	414	(700)
<b>Investing</b>		
Acquisitions and investments, net	(436)	(26)
Proceeds from sales of investments and businesses, net	80	3,380
Capital expenditures	(44)	(51)
Proceeds from sales of property, plant and equipment	1	3
Net cash provided by (used for) investing activities from continuing operations	(399)	3,306
<b>Financing</b>		
Repayment of debt	(1)	(4)
Net proceeds from issuance of debt	(5)	—
Issuance of common stock	15	41
Purchase of common stock	(179)	(1,423)
Excess tax benefit from share-based compensation	4	—
Payment of dividends	(60)	(82)
Distributions from discontinued operations	—	27
Net cash used for financing activities from continuing operations	(226)	(1,441)
<b>Discontinued Operations</b>		
Net cash provided by operating activities from discontinued operations	—	32
Net cash used for investing activities from discontinued operations	—	(1)
Net cash used for financing activities from discontinued operations	—	(27)
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	—	(4)
Net cash provided by discontinued operations	—	—
Effect of exchange rate changes on cash and cash equivalents from continuing operations	(9)	(56)
Net increase (decrease) in cash and cash equivalents	(220)	1,109
Cash and cash equivalents, beginning of period	2,200	2,845
Cash and cash equivalents, end of period	\$ 1,980	\$ 3,954

**Financial Ratios:**

Free cash flow\* \$ 370 \$ (751)

\*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, 2015	December 31, 2014	December 31, 2013
<b>Operating</b>			
Net earnings attributable to Motorola Solutions, Inc.	\$ 610	\$ 1,299	\$ 1,099
Earnings attributable to noncontrolling interests	3	1	6
Net earnings	613	1,300	1,105
Earnings (loss) from discontinued operations, net of tax	(30)	1,996	166
Earnings (loss) from continuing operations, net of tax	643	(696)	939
Adjustments to reconcile earnings (loss) from continuing operations to net cash provided by (used for) operating activities:			
Depreciation and amortization	150	173	158
Non-cash other charges (income)	52	—	(14)
Non-U.S. pension curtailment gain	(32)	—	—
Gain on sale of building and land	—	(21)	—
Loss on pension plan settlement	—	1,883	—
Share-based compensation expense	78	94	120
Gains on sales of investments and businesses, net	(107)	(5)	(37)
Loss from the extinguishment of long-term debt	—	37	—
Deferred income taxes	160	(557)	(334)
Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments:			
Accounts receivable	21	(62)	(36)
Inventories	16	(5)	(8)
Other current assets	92	(47)	50
Accounts payable and accrued liabilities	10	(120)	(232)
Other assets and liabilities	(78)	(1,359)	(51)
Net cash provided by (used for) operating activities from continuing operations	1,005	(685)	555
<b>Investing</b>			
Acquisitions and investments, net	(586)	(47)	(57)
Proceeds from sales of investments and businesses, net	230	3,403	61
Capital expenditures	(175)	(181)	(169)
Proceeds from sales of property, plant and equipment	3	33	66
Proceeds from sales of Sigma Fund investments and short-term investments, net	—	—	2,133
Net cash provided by (used for) investing activities from continuing operations	(528)	3,208	2,034
<b>Financing</b>			
Repayment of debt	(4)	(465)	(4)
Net proceeds from issuance of debt	971	1,375	593
Issuance of common stock	100	135	165
Purchase of common stock	(3,177)	(2,546)	(1,694)
Excess tax benefit from share-based compensation	5	11	25
Payment of dividends	(277)	(318)	(292)
Distributions from discontinued operations	—	93	365
Net cash used for financing activities from continuing operations	(2,382)	(1,715)	(842)
<b>Discontinued Operations</b>			
Net cash provided by operating activities from discontinued operations	—	95	389
Net cash provided by (used for) investing activities from discontinued operations	—	4	(24)
Net cash used for financing activities from discontinued operations	—	(93)	(365)
Effect of exchange rate changes on cash and cash equivalents from discontinued operations	—	(6)	—
Net cash provided by discontinued operations	—	—	—
Effect of exchange rate changes on cash and cash equivalents from continuing operations	(69)	(79)	10
Net increase (decrease) in cash and cash equivalents	(1,974)	729	1,757
Cash and cash equivalents, beginning of period	3,954	3,225	1,468
Cash and cash equivalents, end of period	\$ 1,980	\$ 3,954	\$ 3,225
<b>Financial Ratios:</b>			
Free cash flow*	830	(866)	386

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

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

**Net Sales**

<b>Three Months Ended</b>			
	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 1,125	\$ 1,246	(10)%
Services	557	577	(3)%
Total Motorola Solutions	\$ 1,682	\$ 1,823	(8)%

  

<b>Years Ended</b>			
	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 3,676	\$ 3,807	(3)%
Services	2,019	2,074	(3)%
Total Motorola Solutions	\$ 5,695	\$ 5,881	(3)%

**Operating Earnings (loss)**

<b>Three Months Ended</b>			
	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 291	\$ (944)	N/M
Services	98	(515)	N/M
Total Motorola Solutions	\$ 389	\$ (1,459)	N/M

  

<b>Years Ended</b>			
	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 704	\$ (667)	N/M
Services	290	(339)	N/M
Total Motorola Solutions	\$ 994	\$ (1,006)	N/M

\*N/M = % Change is not meaningful due to the comparison using prior year operating losses as a basis for the calculation.

**Operating Earnings %**

<b>Three Months Ended</b>		
	<b>December 31, 2015</b>	<b>December 31, 2014</b>
Products	25.9%	(75.8)%
Services	17.6%	(89.3)%
Total Motorola Solutions	23.1%	(80.0)%

  

<b>Years Ended</b>		
	<b>December 31, 2015</b>	<b>December 31, 2014</b>
Products	19.2%	(17.5)%
Services	14.4%	(16.3)%
Total Motorola Solutions	17.5%	(17.1)%

## Motorola Solutions, Inc. and Subsidiaries

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

## Q1 2015

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 21	\$ 7	\$ 14	\$ 0.06
Reorganization of business charges	Cost of sales and Other charges	14	4	10	0.05
Intangibles amortization expense	Intangibles amortization	2	1	1	—
Gain on sale of equity investment	Gains on sales of investments and businesses, net	(46)	(17)	(29)	(0.13)
Total impact on Net earnings		\$ (9)	\$ (5)	\$ (4)	\$ (0.02)

## Q2 2015

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 19	\$ 6	\$ 13	\$ 0.06
Reorganization of business charges	Cost of sales and Other charges	16	6	10	0.05
Intangibles amortization expense	Intangibles amortization	3	1	2	—
Non-U.S. pension curtailment gain	Other charges	(32)	—	(32)	(0.15)
Total impact on Net earnings		\$ 6	\$ 13	\$ (7)	\$ (0.04)

## Q3 2015

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 18	6	\$ 12	0.06
Reorganization of business charges	Cost of sales and Other charges	15	4	11	0.05
Intangibles amortization expense	Intangibles amortization	2	1	1	—
Impairment of corporate aircraft	Other charges	26	10	16	0.08
Total impact on Net earnings		\$ 61	\$ 21	\$ 40	\$ 0.19

## Q4 2015

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 20	6	\$ 14	0.08
Reorganization of business charges	Cost of sales and Other charges	42	13	29	0.16
Intangibles amortization expense	Intangibles amortization	2	1	1	—
Gain on sale of equity investment	Gains on sales of investments and businesses, net	(39)	(14)	(25)	(0.14)
Impairment of corporate aircraft	Other charges	5	2	3	0.02
Decrease in net deferred tax liability for undistributed earnings	Income tax expense	—	13	(13)	(0.07)
Tax benefit for foreign tax credit	Income tax expense	—	6	(6)	(0.03)
Total impact on Net earnings		\$ 30	\$ 27	\$ 3	\$ 0.02

## FY 2015

Non-GAAP Adjustments	Statement Line	PBT (Inc)/Exp	Tax Inc/(Exp)	PAT (Inc)/Exp	EPS impact
Share-based compensation expense	Cost of sales, SG&A and R&D	\$ 78	25	\$ 53	0.26
Reorganization of business charges	Cost of sales and Other charges	87	27	60	0.30
Intangibles amortization expense	Intangibles amortization	8	3	5	0.02
Gain on sale of equity investment	Gains on sales of investments and businesses, net	(85)	(32)	(53)	(0.27)
Non-U.S. pension curtailment gain	Other charges	(32)	—	(32)	(0.16)
Impairment of corporate aircraft	Other charges	31	12	19	0.10
Decrease in net deferred tax liability for undistributed earnings	Income tax expense	—	13	(13)	(0.06)
Tax benefit for foreign tax credit	Income tax expense	—	6	(6)	(0.03)
Total impact on Net earnings		\$ 87	\$ 54	\$ 33	\$ 0.16

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

**Net Sales**

**Three Months Ended**

	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 1,125	\$ 1,246	(10)%
Services	557	577	(3)%
Total Motorola Solutions	\$ 1,682	\$ 1,823	(8)%

**Years Ended**

	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 3,676	\$ 3,807	(3)%
Services	2,019	2,074	(3)%
Total Motorola Solutions	\$ 5,695	\$ 5,881	(3)%

**Non-GAAP Operating Earnings**

**Three Months Ended**

	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 340	\$ 394	(14)%
Services	118	89	33 %
Total Motorola Solutions	\$ 458	\$ 483	(5)%

**Years Ended**

	<b>December 31, 2015</b>	<b>December 31, 2014</b>	<b>% Change</b>
Products	\$ 827	\$ 754	10 %
Services	339	315	8 %
Total Motorola Solutions	\$ 1,166	\$ 1,069	9 %

**Non-GAAP Operating Earnings %**

**Three Months Ended**

	<b>December 31, 2015</b>	<b>December 31, 2014</b>
Products	30.2%	31.6%
Services	21.2%	15.4%
Total Motorola Solutions	27.2%	26.5%

**Years Ended**

	<b>December 31, 2015</b>	<b>December 31, 2014</b>
Products	22.5%	19.8%
Services	16.8%	15.2%
Total Motorola Solutions	20.5%	18.2%

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

Q1 2015			
	TOTAL	Products	Services
Net sales	\$ 1,223	\$ 758	\$ 465
Operating earnings ("OE")	\$ 119	\$ 64	\$ 55
Above-OE non-GAAP adjustments:			
Share-based compensation expense	21	14	7
Reorganization of business charges	14	10	4
Intangibles amortization expense	2	2	—
Total above-OE non-GAAP adjustments	37	26	11
Operating earnings after non-GAAP adjustments	\$ 156	\$ 90	\$ 66
Operating earnings as a percentage of net sales - GAAP	9.7%	8.4%	11.8%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	12.8%	11.9%	14.2%

Q2 2015			
	TOTAL	Products	Services
Net sales	\$ 1,368	\$ 867	\$ 501
Operating earnings ("OE")	\$ 254	\$ 171	\$ 83
Above-OE non-GAAP adjustments:			
Share-based compensation expense	19	12	7
Reorganization of business charges	16	12	4
Intangibles amortization expense	3	3	—
Non-U.S. pension curtailment gain	(32)	(22)	(10)
Total above-OE non-GAAP adjustments	6	5	1
Operating earnings after non-GAAP adjustments	\$ 260	\$ 176	\$ 84
Operating earnings as a percentage of net sales - GAAP	18.6%	19.7%	16.6%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	19.0%	20.3%	16.8%

Q3 2015			
	TOTAL	Products	Services
Net sales	\$ 1,422	\$ 925	\$ 497
Operating earnings ("OE")	\$ 231	\$ 178	\$ 53
Above-OE non-GAAP adjustments:			
Share-based compensation expense	18	12	6
Reorganization of business charges	15	11	4
Intangibles amortization expense	2	2	—
Impairment of corporate aircraft	26	18	8
Total above-OE non-GAAP adjustments	61	43	18
Operating earnings after non-GAAP adjustments	\$ 292	\$ 221	\$ 71
Operating earnings as a percentage of net sales - GAAP	16.2%	19.2%	10.7%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	20.5%	23.9%	14.3%

Q4 2015			
	TOTAL	Products	Services
Net sales	\$ 1,682	\$ 1,125	\$ 557
Operating earnings ("OE")	\$ 389	\$ 291	\$ 98
Above-OE non-GAAP adjustments:			
Share-based compensation expense	20	13	7
Reorganization of business charges	42	31	11
Intangibles amortization expense	2	2	—
Impairment of corporate aircraft	5	3	2
Total above-OE non-GAAP adjustments	69	49	20
Operating earnings after non-GAAP adjustments	\$ 458	\$ 340	\$ 118
Operating earnings as a percentage of net sales - GAAP	23.1%	25.9%	17.6%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	27.2%	30.2%	21.2%

FY 2015			
	TOTAL	Products	Services
Net sales	\$ 5,695	\$ 3,676	\$ 2,019
Operating earnings ("OE")	\$ 994	\$ 704	\$ 290
Above-OE non-GAAP adjustments:			
Share-based compensation expense	78	51	27
Reorganization of business charges	87	65	22
Intangibles amortization expense	8	8	—
Non-U.S. pension curtailment gain	(32)	(22)	(10)
Impairment of corporate aircraft	31	21	10
Total above-OE non-GAAP adjustments	172	123	49
Operating earnings after non-GAAP adjustments	\$ 1,166	\$ 827	\$ 339
Operating earnings as a percentage of net sales - GAAP	17.5%	19.2%	14.4%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	20.5%	22.5%	16.8%