



TODAY
IS A WORLD OF
RESPOND

TOMORROW
IS A WORLD OF
PREDICT

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.

Information about factors that could cause, and in some cases have caused, such differences can be found on pages 9 through 21 in Item 1A of Motorola Solutions' 2016 Annual Report on Form 10-K, on page 37 in item 1A of Motorola Solutions' Quarterly Report on Form 10-Q for the quarter ended July 1, 2017, and in our other SEC filings available for free on the SEC's website at www.sec.gov, and on Motorola Solutions' website at www.motorolasolutions.com/investor

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STRATEGIC RATIONALE

1. VIDEO SURVEILLANCE & ANALYTICS GROWING RAPIDLY

- Millions of cameras deployed across airports, rail, streets and public & private buildings but overall penetration remains low
- Continued growth driven by advancing analytics and security use cases

2. END-TO-END VIDEO PLATFORM

- Video surveillance system of cameras, analytics, video management and video storage
- Scalable architecture. Easier and faster to deploy than point products
- 750+ US and international patents
- TAM of \$10B+

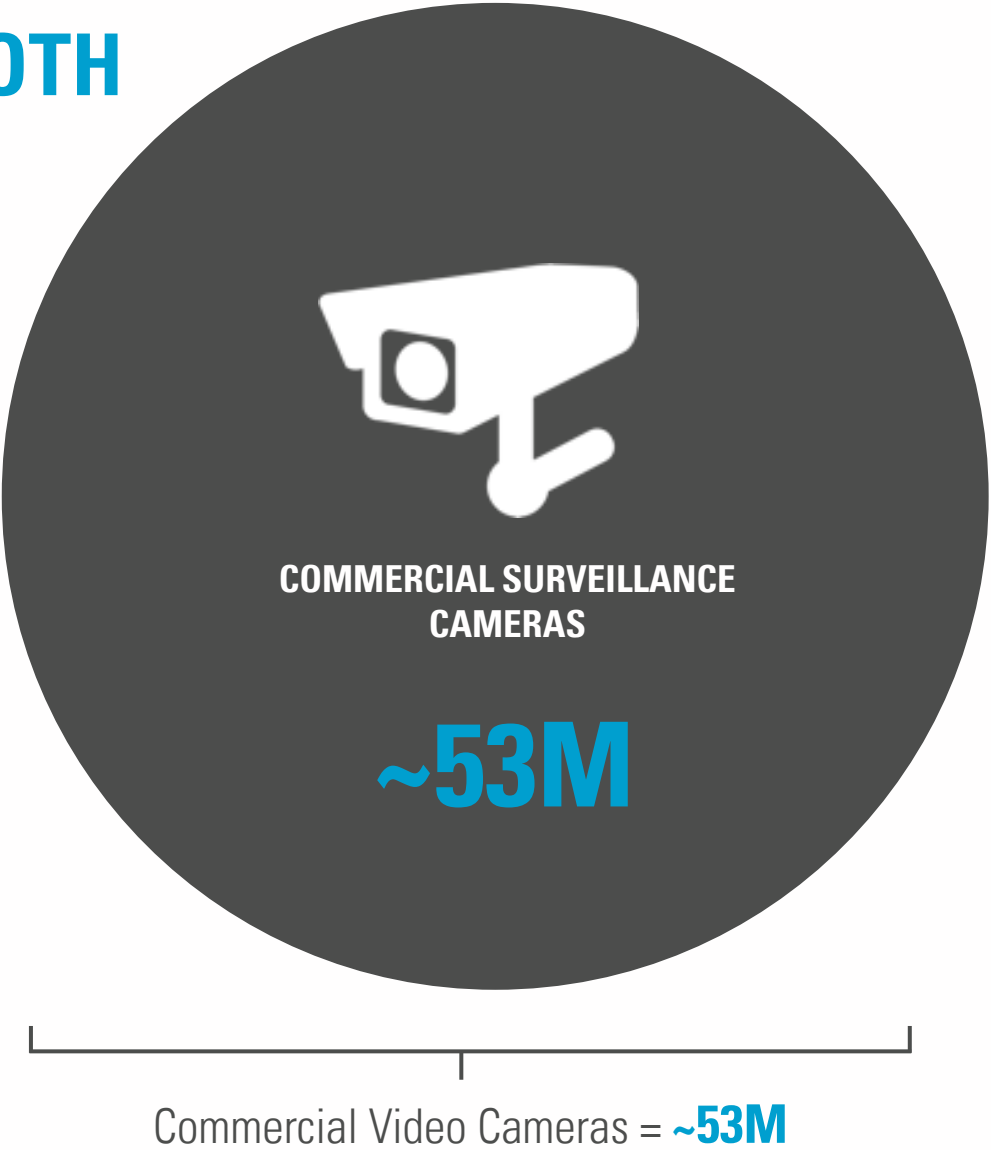
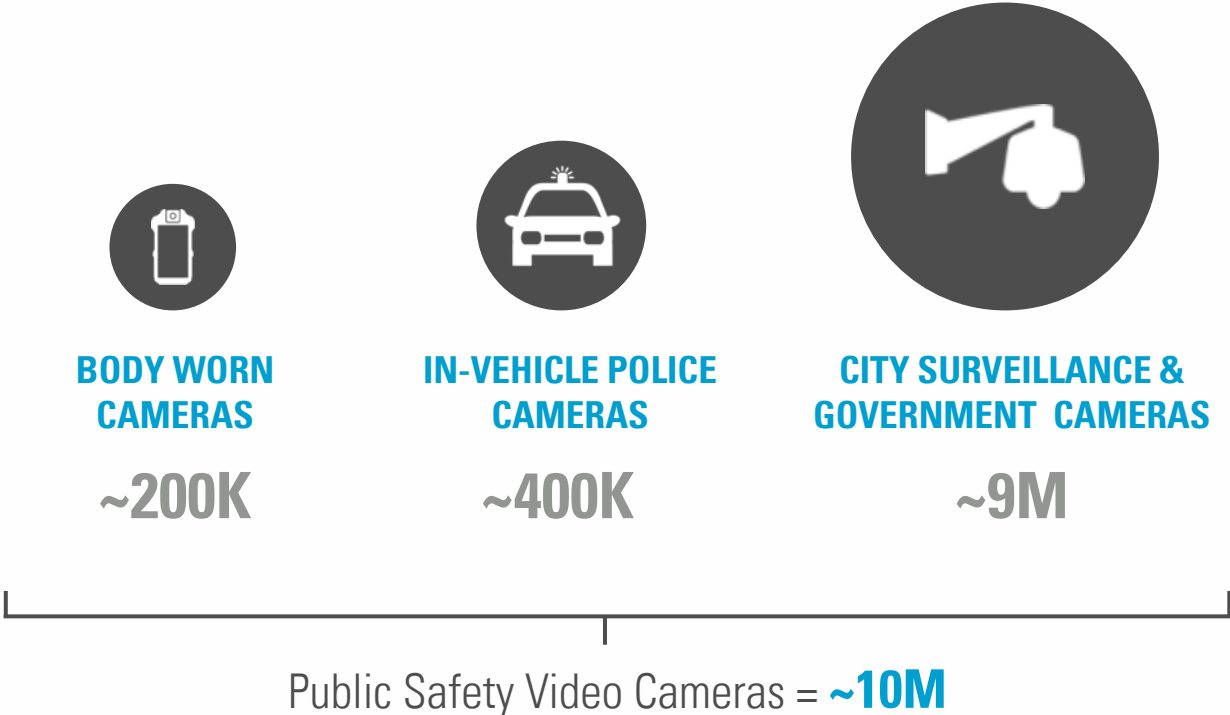
3. SECURITY & PUBLIC SAFETY SYNERGIES WITH MSI

- A natural extension into global public safety and US federal & military
- Enables more safe city projects
- Leverages our direct enterprise sales force for large deals
- Complements Avigilon's channel with MSI's channel network



THERE IS AN AVALANCHE OF VIDEO IN BOTH PUBLIC AND PRIVATE SECTORS

Installed base (NA)



Sources IHS, Bureau of Justice Statistics

AVIGILON | INTELLIGENT VIDEO SOLUTIONS

OVERVIEW

Company Public (AVO-CA:TSX), Founded 2004, Public 2011

Locations HQ: Vancouver, BC; US HQ: Dallas, TX
Mfg: Richmond, BC & Plano, TX

Employees 1,200

Intellectual Property 750+ Patents (US & International)
15+ Licensees (Hardware & Software vendors)

Solutions Portfolio



CAMERAS



VIDEO ANALYTICS



VIDEO MANAGEMENT

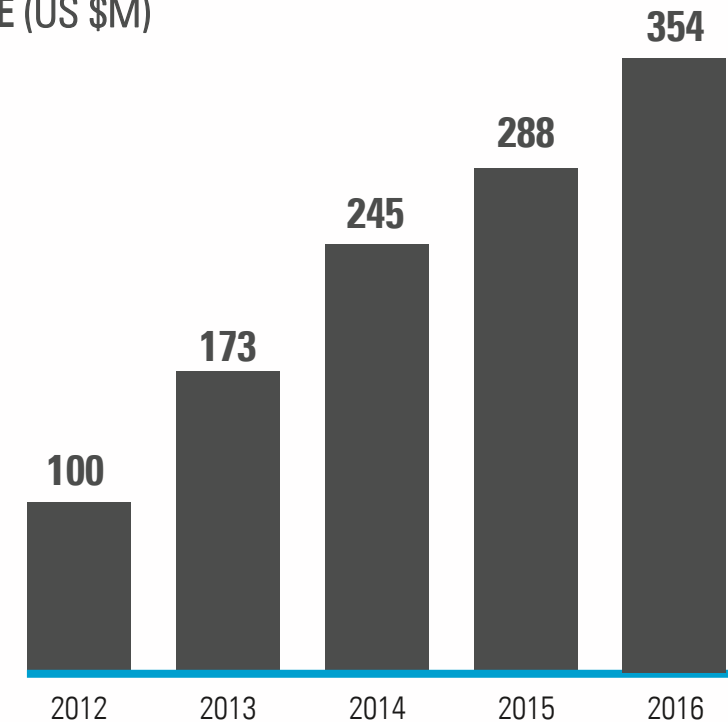


VIDEO STORAGE

Distribution 2,000 resellers

FINANCIALS¹

REVENUE (US \$M)



Gross Margin % 49% 54% 57% 57% 52%

¹ As reported by Avigilon under International Financial Reporting Standards, IFRS

THANK YOU

