

APRIL 25, 2012

MOTOROLA SOLUTIONS Q1 2012 EARNINGS CONFERENCE CALL



SHEP DUNLAP

INVESTOR RELATIONS OFFICER



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 22 in Item 1A of Motorola Solution's 2011 Annual Report on Form 10-K, and in our other SEC filings available for free on the SEC's website at www.sec.gov, and on Motorola Solutions' website at

This presentation is being made on the 25th of April 2012. 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.

GREG BROWN

CHAIRMAN AND CEO OF MOTOROLA SOLUTIONS, INC.



ED FITZPATRICK

EVP AND CFO OF MOTOROLA SOLUTIONS, INC.



Q1 2012 FINANCIAL RESULTS



(\$ in Millions)

GAAP	FIRST QUARTER	
	2012	2011
Sales	\$1,956	\$1,834
Operating Earnings	232	169
Operating Margin	11.9%	9.2%
EPS from Continuing Operations*	\$0.50	\$1.07**

Non-GAAP***	FIRST QUARTER	
	2012	2011
Operating Earnings	290	266
Operating Margin	14.8%	14.5%
EPS from Continuing Operations*	\$0.59	\$0.54

* Amounts attributable to Motorola Solutions Inc. common shareholders

** Includes \$0.69 of income from highlighted items primarily related to a \$244M non-cash gain related to reversal of valuation allowances on tax assets

*** Excluding highlighted items, stock-based compensation, and intangible amortization

CASH FLOW



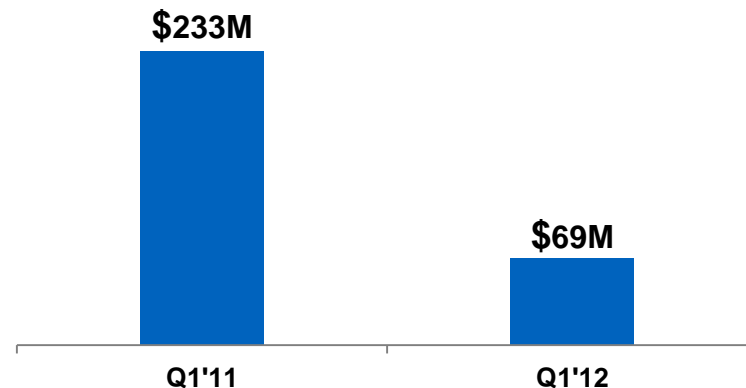
**Q1 '12 operating cash flow
\$69M and \$233M in Q1 '11**

Q1 '12 impacted by ~\$200M

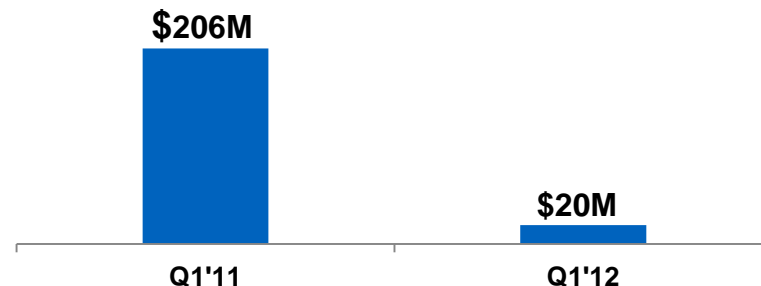
- Timing of incentives \$150M
- Litigation payment \$50M

**Capex \$49M in Q1 '12 vs. \$27M
LY, driven by investments in
Services**

Operating Cash Flow



Free Cash Flow



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

BALANCE SHEET



\$3.8B in total cash*

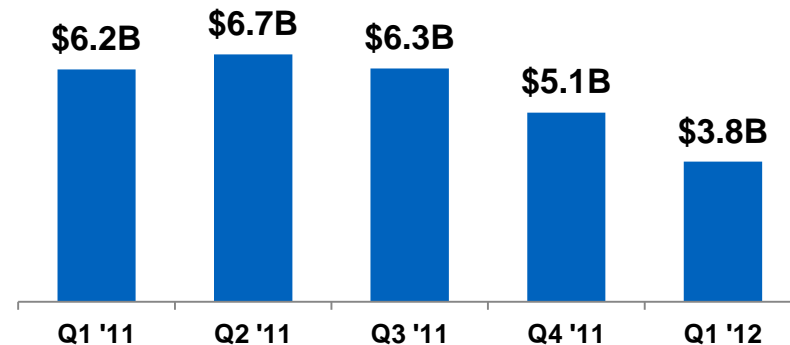
Share repurchase

- \$1.4B in Q1
- \$2.5B total program-to-date at \$45.38 average price

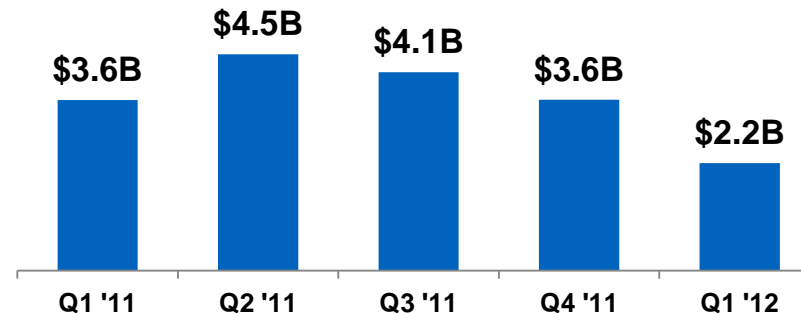
* Total Cash includes cash and cash equivalents, Sigma Fund (current and non-current) and short-term investments

** Net Cash = Total cash – Notes Payable and current portion of long-term debt and Long term debt

Total Cash*



Net Cash**



OUTLOOK



Expected Second Quarter 2012

- Sales growth ~ 6%
- Non-GAAP EPS of \$0.65 - \$0.70 per share

Expected Full Year 2012

- Sales growth ~ 5%
- Operating earnings* ~ 17%
- Effective tax rate 34% - 35%

* Excluding highlighted items, stock-based compensation, and intangible amortization





GOVERNMENT



GOVERNMENT



(\$ in Millions)

GAAP	FIRST QUARTER	
	2012	2011
Sales	\$1,301	\$1,167
Operating Earnings	150	99
Operating Margin	11.5%	8.5%

Non-GAAP**	FIRST QUARTER	
	2012	2011
Operating Earnings	184	134
Operating Margin	14.1%	11.5%

* Excluding highlighted items, stock-based compensation, and intangible amortization

Q1 GOVERNMENT HIGHLIGHTS



- 11% sales growth over Q1 last year
- Operating margin* of 14.1% compared to 11.5% last year
- Large projects with Adams County \$19M, Pierce County \$18M, Sumter County \$12M, Warren County \$9M
- Launched industry leading thin and light digital MOTOTRBO™ SL Series two-way radio and the first Handheld Public Safety LTE Device, the Lex700
- Middle Class Tax relief and Job Creation Act reallocated D-Block for public safety use providing funding stream over 8-10 years of \$7 billion



* Excluding highlighted items, stock-based compensation, and intangible amortization



ENTERPRISE



ENTERPRISE



(\$ in Millions)

GAAP	FIRST QUARTER	
	2012	2011
Sales	\$655	\$667
Operating Earnings	82	70
Operating Margin	12.5%	10.5%

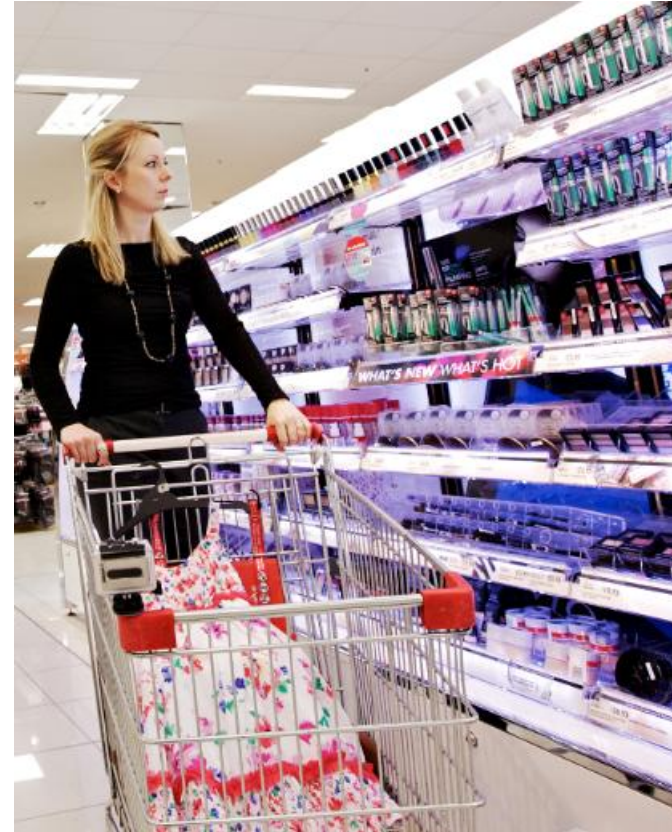
Non-GAAP**	FIRST QUARTER	
	2012	2011
Operating Earnings	106	132
Operating Margin	16.2%	19.8%

* Excluding highlighted items, stock-based compensation, and intangible amortization

Q1 ENTERPRISE HIGHLIGHTS



- Sales declined 2% Y/Y driven by \$31M iDEN decline
- Wins in retail at Macy's for mobile computing and WLAN infrastructure
- Logistics deployments of mobile computing with United Airlines and TNT Express
- Announced extended range scanner able to scan 1D and 2D bar codes

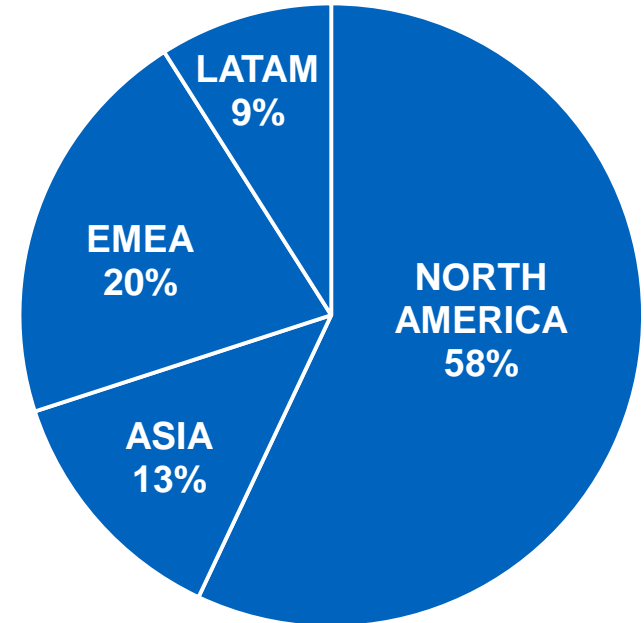


* Excluding highlighted items, stock-based compensation, and intangible amortization



Q1 REGIONAL HIGHLIGHTS

	Q1 2012	Q1 2011	Change
N. America	\$1,124	\$1,028	9%
L. America	185	195	(5%)
EMEA	397	393	1%
Asia	250	219	14%
TOTAL MSI	1,956	1,834	7%



NORTH AMERICA

- Strength in Government including ASTRO & Professional / Commercial
- Enterprise driven by Enterprise Mobile Computing & WLAN

INTERNATIONAL

- Latin America double digit growth in Government; total regional decline driven by iDEN decline
- Double digit growth in Asia for Government
- EMEA growth in Government

Q&A PARTICIPANTS

GREG BROWN

Chairman and CEO

ED FITZPATRICK

Executive Vice President and CFO

MARK MOON

Executive Vice President,
Sales and Field Operations

SHEP DUNLAP

Investor Relations Officer

USE OF NON-GAAP MEASURES



In addition to the GAAP results provided during this event, Motorola Solutions has provided certain non-GAAP measurements. Motorola Solutions has provided these non-GAAP measurements as a measure 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 they believe this measure enables them to make better period-to-period evaluations of the financial performance of its 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 the Appendix to this presentation and on Motorola Solutions' website at

NON-GAAP TRENDS



	Q1 '10	Q2'10	Q3'10	Q4'10	Q1 '11	Q2'11	Q3'11	Q4'11	Q1 '12
GAAP gross margin	825	938	960	1,089	924	1,007	1,055	1,160	973
Non-GAAP gross margin adjustments									
Stock-based compensation expense	4	4	6	4	3	5	6	6	6
Reorganization of business charges	1	6	5	7	3	-	-	3	-
Non-GAAP gross margin	830	948	971	1,100	930	1,012	1,061	1,169	979
GAAP Operating earnings ("OE")	111	154	214	272	169	159	254	276	232
Non-GAAP OE adjustments									
Stock-based compensation expense	29	32	33	32	36	34	39	39	37
Reorganization of business charges	(1)	14	22	19	5	17	10	20	9
Intangibles amortization expense	51	50	51	51	50	50	50	50	6
Other highlighted items	(29)	0	(39)	(39)	0	39	0	50	0
Non-GAAP OE	166	260	292	346	266	304	359	444	290
GAAP OE%	6.6%	8.2%	11.3%	12.4%	9.2%	8.0%	12.2%	12.0%	11.9%
Non-GAAP Adj %	3.3%	5.7%	4.1%	3.4%	5.3%	7.3%	5.0%	7.3%	2.9%
Non-GAAP OE %	9.9%	13.9%	15.4%	15.8%	14.5%	15.3%	17.2%	19.3%	14.8%
GAAP Other income/(expense)	(11)	(33)	(19)	(24)	3	(98)	(16)	(9)	12
Non-GAAP Below OE adjustments	-	(31)	-	-	-	81	-	-	(16)
Non-GAAP Other income/(expense)	(11)	(64)	(19)	(24)	3	(17)	(16)	(9)	(4)
GAAP Earnings (loss) from continuing operations	91	(2)	(12)	167	367	50	153	177	159
OE adjustments	55	106	78	74	97	145	105	168	58
Below OE adjustments	0	(31)	0	0	0	81	0	0	(16)
Tax adjustments and effect	(40)	45	115	(23)	(277)	(84)	(35)	(59)	(12)
TOTAL Non-GAAP Earnings	106	118	181	218	187	192	223	286	189
GAAP Continuing EPS	\$ 0.27	\$(0.01)	\$(0.04)	\$ 0.49	\$ 1.07	\$ 0.14	\$ 0.45	\$ 0.54	\$ 0.50
Non-GAAP Continuing EPS adjustments	\$ 0.05	\$ 0.36	\$ 0.58	\$ 0.15	\$(0.53)	\$ 0.40	\$ 0.21	\$ 0.33	\$ 0.09
Non-GAAP Continuing EPS	\$ 0.32	\$ 0.35	\$ 0.54	\$ 0.64	\$ 0.54	\$ 0.54	\$ 0.66	\$ 0.87	\$ 0.59
Diluted, weighted average shares outstanding	334.5	332.7	334.1	341.3	344.2	348.5	339.5	328.4	317.7

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 22 in Item 1A of Motorola Solution's 2011 Annual Report on Form 10-K, and in our other SEC filings available for free on the SEC's website at www.sec.gov, and on Motorola Solutions' website at

This presentation is being made on the 25th of April 2012. 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.

