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 8 through 19 in Item 1A of Motorola Solutions’ 2012 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 www.motorolasolutions.com/investor

This presentation is being made on the 21st of May 2013. 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.
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 www.motorolasolutions.com/investor.
Welcome .................................................................................................................. Shep Dunlap
Strategic Overview ......................................................................................................... Greg Brown
Sales & Product Operations ............................................................................................. Mark Moon
Government ..................................................................................................................... Bob Schassler
Enterprise ....................................................................................................................... Girish Rishi

BREAK

Services .............................................................................................................................. Bruce Brda
Go To Market ................................................................................................................... Mark Moon
Panel Q&A ......................................................................................................................... Moon/Schassler/Rishi/Brda/Welch/Torres/Brown

LUNCH

Financial Overview ............................................................................................................. Ed Fitzpatrick
Q&A ...................................................................................................................................... Brown/Fitzpatrick/Moon

PRODUCT DEMONSTRATIONS
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

<table>
<thead>
<tr>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTRO P25</td>
</tr>
<tr>
<td>TETRA</td>
</tr>
<tr>
<td>PROFESSIONAL &amp; COMMERCIAL RADIO</td>
</tr>
<tr>
<td>ENTERPRISE MOBILE COMPUTING</td>
</tr>
<tr>
<td>DATA CAPTURE</td>
</tr>
</tbody>
</table>

## EXPANSION

<table>
<thead>
<tr>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>PUBLIC SAFETY LTE</td>
</tr>
</tbody>
</table>
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
CUSTOMERS

SALES & PRODUCT OPERATIONS

SALES

PRODUCT

CUSTOMERS

SERVICES

SUPPLY CHAIN

TAKING COLLABORATION & INNOVATION TO THE NEXT LEVEL
KEYS TO OUR STRENGTH

UNPARALLELED PRODUCT PORTFOLIO

TRUST IN SERVICE TEAM CAPABILITIES

REACH AND EXPERTISE OF SALES CHANNELS

INDIVIDUALLY STRONG, BUT MORE POWERFUL TOGETHER
TWO CORE BUSINESSES

2012 MSI SALES $8.7B, +6%

GOVERNMENT
$6.0B, +12%

ENTERPRISE
$2.7B, -5%

SERVICES $2.3B, +9%
LEVERAGED GROWTH STRATEGY

ADVANCED ENTERPRISE DEVICES
NEW CORE PRODUCTS

PS-LTE & SMART POLICING

GEOGRAPHICAL PENETRATION

SOLUTIONS AND ASSOCIATED SERVICES

VERTICAL EXPANSION

DRIVE CORE GROWTH
DRIVING GOVERNMENT BUSINESS

SAFETY & SECURITY REMAIN TOP PRIORITY

ANALOG TO DIGITAL TRANSITION CHURN INSTALL BASE

DEVELOPING MARKETS ADOPT TECHNOLOGY

VIDEO & PUBLIC SAFETY APPLICATIONS DRIVE NEW USE CASES
DRIVING ENTERPRISE BUSINESS

CONTINUED MOBILE WORKFORCE EXPANSION

TECHNOLOGY MIGRATION CHURNING INSTALL BASE

OMNI CHANNEL DRIVING INVESTMENTS IN SUPPLY CHAIN, LOGISTICS & CUSTOMER EXPERIENCE

DEVELOPING MARKETS ADOPTING SUPPLY CHAIN TECHNOLOGY

NEW ENTERPRISE MOBILE USE CASES
CORE MARKETS GROWING

CORE: Radio Systems & Products • Enterprise Mobile Computing • Data Capture • System Integration & Support Services
ATTRACTION MARKETS

CORE: Radio Systems & Products • Enterprise Mobile Computing • Data Capture • System Integration & Support Services

EXPANSION: Public Safety LTE • Smart Policing • Advanced Enterprise Devices • WLAN • Associated SI & Support Services • Professional & Managed Svcs
DEFINING WHAT’S NEXT…

CUSTOMER-CENTRIC SOLUTIONS
LEADERSHIP

DOMAIN KNOWLEDGE

TRENDS

TECHNOLOGY

INNOVATION & DESIGN
INVESTING IN TODAY & TOMORROW

$1B
R&D

~30%
ENTERPRISE

~70%
GOVERNMENT
INNOVATION IS REWARDED
ADVANCING OUR POSITION, FUELING GROWTH, MAINTAINING MARGINS AND IMPROVING EFFICIENCY OF OUR SPEND

<table>
<thead>
<tr>
<th>Year</th>
<th>R&amp;D % Sales</th>
<th>R&amp;D % GM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>13.0%</td>
<td>25.8%</td>
</tr>
<tr>
<td>2011</td>
<td>12.2%</td>
<td>23.9%</td>
</tr>
<tr>
<td>2012</td>
<td>11.8%</td>
<td>23.5%</td>
</tr>
</tbody>
</table>

SALES ($B)

- R&D (% of Sales)

- R&D (% of GM)

* Non-GAAP measures
A CLOSER LOOK

GOVERNMENT

ENTERPRISE

SERVICES
BUILDING TECHNOLOGY THAT’S SECOND NATURE

CREATING CUSTOMER-DRIVEN SOLUTIONS

DRIVING INNOVATION & THOUGHT LEADERSHIP

ENSURING SECURITY AND RESILIENCY

FUTURE-PROOFING CUSTOMER INVESTMENTS

BUILDING SAFER CITIES, THRIVING COMMUNITIES
2012 SALES BY TECHNOLOGY

GOVERNMENT

$6B

PUBLIC SAFETY RADIO SYSTEMS
37%

PROFESSIONAL & COMMERCIAL RADIO SYSTEMS
20%

ACCESSORIES
7%

SERVICES
30%

APPS
6%
LEVERAGED GROWTH STRATEGY
IN PUBLIC SAFETY & COMMERCIAL SEGMENTS

PS-LTE & SMART POLICING
NEW CORE PRODUCTS

SOLUTIONS
GEOGRAPHICAL PENETRATION

VERTICAL EXPANSION

DRIVE CORE GROWTH
GOVERNMENT R&D

$720M

CORE

EXPANSION

196 NEW PRODUCTS IN THE LAST THREE YEARS
### 2009 PORTABLE DEVICE PORTFOLIO

<table>
<thead>
<tr>
<th></th>
<th>ASTRO</th>
<th>TETRA</th>
<th>PCR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FULLY FEATURED</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><img src="image1.png" alt="Image of Astro" /></td>
<td><img src="image2.png" alt="Image of Tetra" /></td>
<td><img src="image3.png" alt="Image of PCR" /></td>
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</tr>
<tr>
<td><strong>BASE OPTION</strong></td>
<td></td>
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</tbody>
</table>

**EXPANDED & REFRESHED PORTFOLIO**

**FOCUSED R&D INVESTMENTS SINCE 2009**
# 2012 Portable Device Portfolio

<table>
<thead>
<tr>
<th>ASTRO</th>
<th>TETRA</th>
<th>PCR</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="ASRO Devices" /></td>
<td><img src="image2" alt="TETRA Devices" /></td>
<td><img src="image3" alt="PCR Devices" /></td>
</tr>
</tbody>
</table>

**Fully Featured**

**Base Option**
## 2009 Infrastructure Portfolio

<table>
<thead>
<tr>
<th>Astro</th>
<th>Tetra</th>
<th>Pcr</th>
</tr>
</thead>
<tbody>
<tr>
<td>Astro 25 System</td>
<td>Dimetra System</td>
<td>Mototrbo Conventional</td>
</tr>
</tbody>
</table>

**Focused R&D Investments Since 2009**
### 2012 Infrastructure Portfolio

<table>
<thead>
<tr>
<th>ASTRO</th>
<th>TETRA</th>
<th>PCR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fully Featured</strong></td>
<td><strong>Dimetra IP Scalable</strong></td>
<td><strong>MotorTRBO Connect Plus</strong></td>
</tr>
<tr>
<td>Tiered Trunking w/ Conventional Topologies</td>
<td><strong>Dimetra IP Compact</strong></td>
<td><strong>MotorTRBO Linked Capacity Plus</strong></td>
</tr>
<tr>
<td>Conventional &amp; Trunking Small Systems</td>
<td><strong>Dimetra IP Micro</strong></td>
<td><strong>MotorTRBO Capacity Plus</strong></td>
</tr>
<tr>
<td>Astro 25 Express Trunking</td>
<td><strong>Dimetra MTS1 &amp; MTS4L Base Stations</strong></td>
<td><strong>MotorTRBO Conventional</strong></td>
</tr>
<tr>
<td>Standalone Conventional</td>
<td></td>
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<tr>
<td><strong>Base Option</strong></td>
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<tr>
<td>Conventional</td>
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</tr>
<tr>
<td><strong>MotorTRBO</strong></td>
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<tr>
<td>Conventional &amp; Trunking Small Systems</td>
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<td><strong>MotorTRBO</strong></td>
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<td>Linked Capacity Plus</td>
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<tr>
<td><strong>MotorTRBO</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capacity Plus</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MotorTRBO</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conventional</td>
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</tr>
</tbody>
</table>
UNMATCHED SCALE & GLOBAL PRESENCE
10,000+ SYSTEMS DEPLOYED IN OVER 100 COUNTRIES
NETWORK EVOLUTION
MIGRATION STRATEGY

FEATURES & FUNCTIONALITY

TODAY

FUTURE OPPORTUNITY

PRIVATE BROADBAND
DATA + NEXT GEN APPS

“4G”

DIGITAL TRUNKING
P25 PHASE II

“3G”

DIGITAL TRUNKING
P25 PHASE I

“2G”

ANALOG TRUNKING

“1G”

CONVENTIONAL

YEARS
ANALOG-TO-DIGITAL MIGRATION CONTINUES
GROWING FUNNEL OF SYSTEM AND FEATURE OPPORTUNITIES

AGE OF SYSTEMS (WORLDWIDE)

33%  1-5 YEARS OLD
22%  6-10 YEARS OLD
24%  11-15 YEARS OLD
21%  >15 YEARS OLD

OVER 60% OF SYSTEMS ARE STILL ANALOG
LEVERAGED GROWTH STRATEGY
IN PUBLIC SAFETY & COMMERCIAL SEGMENTS

PS-LTE & SMART POLICING

NEW CORE PRODUCTS

SOLUTIONS

GEOGRAPHICAL PENETRATION

VERTICAL EXPANSION

DRIVE CORE GROWTH
DIGITAL PRODUCTS DRIVING SOLUTIONS GROWTH

450+ 3RD PARTY DEVELOPER PARTNERSHIPS

45M+ TWO-WAY RADIO USERS WORLDWIDE

ROBUST TIERED PORTFOLIO

SPECIALIZED APPS

INFRASTRUCTURE

SUBSCRIBERS
GEOGRAPHICAL PENETRATION
SERVING REGIONAL NEEDS WITH DIFFERENTIATED PRODUCTS

REGIONAL INTERFACES
SUPPORT FOR 25 LANGUAGES
TAILORED FORM FACTORS
UNIQUE FEATURE SETS

LANGUAGE PACKS
KEYPAD LOCALIZATION

CUSTOM CAPABILITIES AND CERTIFICATIONS
VERTICAL EXPANSION
SERVING CUSTOMERS ACROSS A RANGE OF CORE-ADJACENT MARKETS

HOSPITALITY

MINING

CLASSIFIED COMMUNICATIONS

MILITARY

MANUFACTURING

TRANSPORTATION

EDUCATION

UTILITIES
VERTICAL EXPANSION
SERVING CUSTOMERS ACROSS A RANGE OF CORE-ADJACENT MARKETS

HOSPITALITY

MINING

CLASSIFIED
COMMUNICATIONS

MILITARY
PUBLIC SAFETY LTE
EXPANDING GLOBAL FUNNEL
COMPLETE END-TO-END PUBLIC SAFETY LTE SOLUTION

DEVICES
• LEX 700 SUBSCRIBER DEVICE
• CARRIER & PRIVATE NETWORK-READY VEHICULAR SERVICE MODEM
• USB DONGLE
• MOBILE WORKSTATION
• ENTERPRISE TABLETS

APPLICATIONS
• IN-CAR VIDEO STREAMING
• VOICE-OVER-IP
• DYNAMIC QoS
• COLLABORATION SOFTWARE
• PS-LTE & LMR INTEROPERABILITY

INFRASTRUCTURE
• FUTURE-READY CONVERGED LMR-LTE CORE
• FUTURE-READY CONVERGED BASE STATION

SMART POLICING SOLUTIONS
• REAL-TIME VIDEO INTELLIGENCE
• COMPUTER-AIDED DISPATCH
• RECORDS
AS THE WORLD WATCHED … 7,000 DELEGATES 2,000 JOURNALISTS DESCEND ON CHICAGO WE DELIVERED ON OUR PROMISE

• WORLD’S 1ST OPERATIONAL PUBLIC SAFETY LTE SYSTEM
• CITY-WIDE VIDEO SURVEILLANCE SYSTEM
• OVER 18,000 VIDEO FEEDS
• NEXT GENERATION COMMAND & CONTROL

7,000 DELEGATES FROM 60 COUNTRIES

2012 NATO SUMMIT
SUMMARY

DRIVING GROWTH TODAY AND INTO THE FUTURE

• FOCUSED STRATEGY
• SOLID CORE BUSINESS
• THE RIGHT INVESTMENTS
ENABLING BETTER CONSUMER EXPERIENCES

ENABLING BETTER DECISIONS

IMPROVING ENTERPRISE WORKFLOWS

PROVIDING ASSET VISIBILITY

ENABLING BUSINESS INTELLIGENCE

HELPING PEOPLE BE THEIR BEST IN THE MOMENTS THAT MATTER
2012 SALES BY TECHNOLOGY

ENTERPRISE

$2.7B

MOBILE COMPUTING 47%

IDEN 7%

WLAN 8%

DATA CAPTURE 19%

19% SERVICES

CATEGORY LEADERSHIP IN MOBILE COMPUTING & DATA CAPTURE
ENTERPRISE R&D

$306M

47 NEW PRODUCTS LAUNCHED IN 2012
USE CASE CATEGORIES

INDUSTRIAL MOBILITY
WAREHOUSE MFG SHOP FLOOR PORT / YARD
OPERATIONAL EFFICIENCY

FIELD MOBILITY
POSTAL / COURIER FIELD SERVICE / DSD TRANSPORT & LOGISTICS
FIELD OPERATIONS

CUSTOMER FACING
RETAIL FLOOR HOSPITALITY FIELD SALES
STYLISH MULTI-FUNCTIONAL
MOBILE COMPUTING REVENUE BY USE CASE

- Industrial Mobility: 60%
- Field Mobility: 30%
- Customer Facing: 10%

MOBILE COMPUTING

$1.3B
INDUSTRIAL MOBILITY

- WAREHOUSE MANAGEMENT
- PORTS AND COLD CHAIN
- LOWER OPERATING COSTS BY 30%
- 65% REDUCTION IN LIABILITY COST CLAIMS
FIELD MOBILITY

- PICK UP AND DELIVERY
- FIELD SERVICE

- 25% REDUCTION IN UNNECESSARY STOPS
- 21% IMPROVEMENT IN FIRST CALL REPAIR
CUSTOMER FACING

- GUIDED SELLING, MOBILE POINT OF SALE
- FIELD SALES AND MERCHANDISING

• 69% REDUCTION IN LOST SALES
• 70% REDUCTION IN OUT-OF-STOCK

American Apparel
BETTER VALUE FOR THE ENTERPRISE

CONSUMER-CLASS
HIGHER TOTAL COST OF OWNERSHIP

ENTERPRISE-CLASS
LOWER TOTAL COST OF OWNERSHIP

- MULTIPLE SOURCING
- LIFECYCLE
- APPS MIGRATION & REWRITE

MC40

SOLUTIONS APPROACH
LEGACY APPS
VOICE
MPOS
LIFECYCLE
WEB APPS
SECURITY MANAGEMENT
COMPLEX ACCESSORIES
OMNI-CHANNEL SHOPPER EXPERIENCE

100% BASKET SIZE INCREASE
## WHY CUSTOMERS BUY FROM US

<table>
<thead>
<tr>
<th>BUSINESS CONTINUITY</th>
<th>INTEGRATE LEGACY BACKEND TO MODERN APPS</th>
<th>ENTERPRISE-CLASS CUSTOMER SUPPORT</th>
<th>PARTNER &amp; DEVELOPER COMMUNITY</th>
<th>INTEGRATED SOLUTIONS</th>
</tr>
</thead>
<tbody>
<tr>
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<td><img src="image4.png" alt="Image" /></td>
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</tr>
</tbody>
</table>


RECENT QUARTERS

CYCLICAL

MACRO
- IT HARDWARE SPEND
- RETAIL SPEND

COMPARABLES
- LARGER DEALS
- FOREIGN EXCHANGE

OS TRANSITION

USER EXPERIENCE AND ROADMAP
LEVERAGED GROWTH STRATEGY

- Vertical Expansion
- New Core Products
- Advanced Enterprise Devices
- Geographical Penetration

Drive Core Growth
TRANSITIONING THE INSTALLED BASE

- ENTERPRISE APPLICATIONS
- ACCESSORIES
- SERVICE CONTRACTS
- RELATIONSHIPS

POWER OF INCUMBENCY
VERTICAL EXPANSION

SIMILAR PRODUCT, NEW MARKETS

MANUFACTURING

HEALTHCARE

ORGANIC

PSION ACQUISITION

• PORTS
• INDUSTRIAL MANUFACTURING
• COLD CHAIN

INORGANIC
ENTRY TIER

GEOGRAPHICAL PENETRATION

$300M MARKET, GROWING AT 9.5%

ADDRESSING UNIQUE REGIONAL NEEDS
## CONTINUED INNOVATION

<table>
<thead>
<tr>
<th>Product</th>
<th>Addressable Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB1</td>
<td>~$150M</td>
</tr>
<tr>
<td>MP6000</td>
<td>~$250M</td>
</tr>
<tr>
<td>CONCIERGE</td>
<td>~$100M</td>
</tr>
</tbody>
</table>
SUMMARY

DOMAIN RICH COMPREHENSIVE PORTFOLIOS

CUSTOMER INTIMACY AND ENTERPRISE ECOSYSTEM

ENABLING MARKET TRANSITIONS

LEVERAGED GROWTH STRATEGY
ACCELERATING CHANGE

MINIMIZING THE COMPLEXITY

EMPOWERING IT

DRIVING OUTCOME BASED RESULTS

HELPING CUSTOMERS FOCUS ON THEIR CORE OBJECTIVES

HELPING PEOPLE BE THEIR BEST IN THE MOMENTS THAT MATTER
2012 SERVICES REVENUE: $2.3B

**REGION**
- NORTH AMERICA 61%
- EUROPE AND AFRICA 19%
- APME 14%
- LATIN AMERICA 6%

**SEGMENT**
- GOVERNMENT 78%
- ENTERPRISE 22%
- SUPPORT SERVICES 52%
- INTEGRATION SERVICES 40%

**LINE OF BUSINESS**
LEVERAGED GROWTH PRIORITIES

OPTIMIZE INTEGRATION AND SUPPORT

EXPAND MANAGED SERVICES

DELIVER TARGETED SOLUTIONS
INTEGRATION SERVICES

$900M
2012 REVENUE

1,500
MOTOROLA INTEGRATION ENGINEERS

1,200
ACTIVE MAJOR PROJECTS PER YEAR

2,500
INTEGRATION PARTNER RESOURCES

RADIO SYSTEMS
DATA SYSTEMS
COMMAND CENTERS
INTEGRATION SERVICES OPPORTUNITY

GOVERNMENT

VIDEO INTEGRATION
SMART POLICING AND SAFE CITIES
BEYOND MSI PORTFOLIO…

ENTERPRISE

ADOPTION OF MOBILITY AND CONVERGED TECHNOLOGIES
INTEGRATION AND OPTIMIZATION OF VOICE WITH LEGACY ENTERPRISE APPLICATIONS
SUPPORT SERVICES

$1.2B
2012
REVENUE

3,200
MOTOROLA
AND PARTNER
FIELD SUPPORT
REPS

800
SUPPORT CENTER
PROFESSIONALS

16
LANGUAGE SUPPORTED

TECHNICAL SUPPORT
REPAIR SERVICES
SERVICE FROM THE START
NETWORK OPTIMIZATION
SECURITY SERVICES
SUPPORT SERVICES OPPORTUNITY

REVENUE GROWTH
- Increase attach rates
- Migrate customers to higher-tiered service plans

MARGIN IMPROVEMENT
- Optimize pricing
- Increase service delivery efficiencies
MANAGED SERVICES

26
SYSTEMS
UNDER
CONTRACT

$1.4B
MANAGED SERVICES
BACKLOG

740,000
DEVICES
UNDER
MANAGEMENT

5 – 25
YEAR AGREEMENTS

NETWORK INFRASTRUCTURE
MANAGEMENT

DEVICE AND ASSET MANAGEMENT

NETWORK AND APPLICATION
HOSTING
MANAGED SERVICES OPPORTUNITY

GOVERNMENT

- Include managed services with system upgrades
- Convert current platform customers to lifecycle management

ENTERPRISE

- Include management services with device sales and upgrades
- Introduce device lifecycle management services
LIFECYCLE SERVICES CONTINUUM

UPFRONT CAPITAL INVESTMENT, CUSTOMER-OWNED MODEL

OPERATING EXPENSE FOCUSED, MANAGED SERVICE MODEL

CUSTOMER OWNED AND MANAGED

CONTRACTED SERVICES

HOSTED SERVICES

MANAGED SERVICES

BUILD, OWN, OPERATE

COMMS AS A SERVICE

CUSTOMER “STICKINESS” & ANNUITY REVENUES
DEFINING WHAT’S NEXT…

SERVICES

NEWLY-ADDED CAPABILITIES

• SOLUTION SALES
• PROFESSIONAL SERVICES
• SOLUTION DEVELOPMENT PROCESS

SOLUTIONS

DOMAIN KNOWLEDGE

CUSTOMER-CENTRIC SOLUTIONS LEADERSHIP

TECHNOLOGY

INNOVATION & DESIGN

TRENDS
WITHIN THE INFORMATION FLOWING BETWEEN CITIZENS, RESPONDERS, AND AGENCIES IS THE INTELLIGENCE THAT BUILDS A SAFER CITY.

NEXT GENERATION PUBLIC SAFETY SOLUTIONS
SAFER CITIES. THRIVING COMMUNITIES.

PROCEED WITH INTELLIGENCE
STAY AHEAD OF WHAT’S NEXT WITH MISSION-CRITICAL INTELLIGENCE.

CONNECT WITH THE CITY
TAP YOUR BEST SOURCE OF INTELLIGENCE: THE CITY ITSELF.

MANAGE THE COMPLEXITY
I.T. IS THE ONE LINK THAT STRENGTHENS ALL OTHERS.
IN THE BATTLE FOR SHOPPER’S HEARTS – AND WALLETS – THERE’S ONE THING THAT KEEPS THEM COMING BACK: THE EXPERIENCE.
SUMMARY

GROW ANNUITY REVENUE STREAMS THROUGH SUPPORT AND MANAGED SERVICES

GROW SHARE OF WALLET WITH EXISTING CUSTOMERS THROUGH SOLUTIONS

INCREASE PRODUCT PULL-THROUGH AND CUSTOMER LOYALTY
GREAT CUSTOMERS
ACROSS MANY MARKETS

PUBLIC SAFETY & GOVERNMENT ▲ 8%

TRANSPORTATION & LOGISTICS ▲ 7%

MANUFACTURING ▲ 9%

ENERGY, UTILITIES & NATURAL RESOURCES ▲ 15%

ALL OTHERS ▼ 3%

RETAIL ▲ 1%
OUR SALES TEAM

1,800 MSI
20,000 PARTNERS
100+ COUNTRIES
POWER OF OUR CHANNEL

SCALE
REACH
DOMAIN EXPERTISE
DIFFERENTIATION

VALUE ADDED RESELLERS
GLOBAL SYSTEMS INTEGRATORS

ALLIANCES
APPLICATION PARTNERS

OEM
DISTRIBUTORS

CARRIERS

PARTNERING IS CORE TO OUR STRATEGY
NEW SALES REGIONS

AMERICAS

EUROPE & AFRICA

ASIA PACIFIC & MIDDLE EAST
2012 SALES BY REGION

$8.7B

NORTH AMERICA ▲ 9%

ASIA PACIFIC & MIDDLE EAST ▲ 8%

LATIN AMERICA ▼ 3%
(+16% without iDEN)

EUROPE & AFRICA 0%

58%
20%
14%
8%
AMERICAS PRIORITIES

NORTH AMERICA
- Maintain momentum and market share in radio portfolio
- PS-LTE and FirstNet
- Capture large enterprise opportunities
- Enterprise opportunity beyond retail

LATIN AMERICA
- Capture large radio system opportunities
- Foundation for PS-LTE
- Expand enterprise coverage
- Further penetration in Brazil and Mexico
CAPTURE TETRA SYSTEMS AND SUBSCRIBER REFRESH CYCLE

OPTIMIZE PSION INTEGRATION TO GROW ENTERPRISE MARKET SHARE

MAINTAIN POSITION IN WESTERN EUROPE

EXPAND SALES COVERAGE IN EMERGING ECONOMIES OF EASTERN EUROPE, RUSSIA AND AFRICA
NEW LEADERSHIP

EXPAND AND BALANCE SALES COVERAGE AT COUNTRY LEVEL

DRIVE GOVERNMENT CORE AND CAPTURE IDENTIFIED PS-LTE OPPORTUNITIES

EXPAND SERVICE SALES & CAPABILITIES ACROSS THE REGION

ASIA PACIFIC & MIDDLE EAST PRIORITIES
IN SUMMARY

TWO CORE BUSINESSES IN GROWING MARKETS

WELL POSITIONED WITH INDUSTRY-LEADING PRODUCTS, SERVICES AND SALES TEAMS

FOCUSED ON OPPORTUNITIES FOR LEVERAGED GROWTH
EXCITED ABOUT OUR FUTURE

INTERNAL COLLABORATION IMPROVED WITH COMBINED ORGANIZATION

CUSTOMER-CENTRIC INNOVATION HAS NEVER BEEN BETTER

CUSTOMERS WILL CONTINUE TO CHOOSE MOTOROLA
## 2012 FINANCIALS*

<table>
<thead>
<tr>
<th>($Ms)</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>8,203</td>
<td>8,698</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>4,172</td>
<td>4,382</td>
</tr>
<tr>
<td>GM%</td>
<td>50.9%</td>
<td>50.4%</td>
</tr>
<tr>
<td>Below Gross Margin</td>
<td>2,799</td>
<td>2,879</td>
</tr>
<tr>
<td>BGM%</td>
<td>34.1%</td>
<td>33.1%</td>
</tr>
<tr>
<td>Operating Earnings</td>
<td>1,373</td>
<td>1,503</td>
</tr>
<tr>
<td>OE%</td>
<td>16.7%</td>
<td>17.3%</td>
</tr>
</tbody>
</table>

* Non-GAAP measures
# 2012 SEGMENTS*

($ Ms)

## GOVERNMENT

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SALES</strong></td>
<td>$5,358</td>
<td>$5,989</td>
<td>12%</td>
</tr>
<tr>
<td><strong>OPERATING EARNINGS</strong></td>
<td>833</td>
<td>1,108</td>
<td>33%</td>
</tr>
<tr>
<td><strong>OPERATING MARGIN</strong></td>
<td>15.5%</td>
<td>18.5%</td>
<td>3 pts</td>
</tr>
</tbody>
</table>

## ENTERPRISE

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SALES</strong></td>
<td>$2,845</td>
<td>$2,709</td>
<td>5%</td>
</tr>
<tr>
<td><strong>OPERATING EARNINGS</strong></td>
<td>540</td>
<td>395</td>
<td>27%</td>
</tr>
<tr>
<td><strong>OPERATING MARGIN</strong></td>
<td>19.0%</td>
<td>14.6%</td>
<td>4.4 pts</td>
</tr>
</tbody>
</table>

* Non-GAAP measures
# FINANCIAL PROFILE

## DRIVING SUSTAINABLE SHAREHOLDER VALUE

| REVENUE | • Government low to mid-single digits in 2013  
• Enterprise low to mid-single digits in 2013  
• Expansion: LTE, managed services, product adjacencies |
|---|---|
| OPERATING LEVERAGE* | • Improved op margin from 14.0% - 17.3% since 2010; expect ~18% in 2013  
• Focus on lowering R&D and SG&A as a % of revenue  
• Drive operating earnings growth faster than top line |
| BALANCE SHEET & CASH FLOW | • Generated a total of $1.9B in OCF and $1.5B in FCF in 2011 & 2012  
• Significant gap between cash and effective tax rate through 2017  
• EBITDA based debt leverage; solid investment grade rating |
| CAPITAL RETURN | • $3.9B in return of capital to shareholders in 2011 & 2012  
• Balanced capital allocation plan |

* Non-GAAP measures
MSI GROWTH & LEVERAGE *

**SALES**

<table>
<thead>
<tr>
<th>Year</th>
<th>($Bs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$7.6</td>
</tr>
<tr>
<td>2011</td>
<td>$8.2</td>
</tr>
<tr>
<td>2012</td>
<td>$8.7</td>
</tr>
</tbody>
</table>

**OPERATING EARNINGS $ AND %**

<table>
<thead>
<tr>
<th>Year</th>
<th>($Ms)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$1,064</td>
<td>14.0%</td>
</tr>
<tr>
<td>2011</td>
<td>$1,373</td>
<td>16.7%</td>
</tr>
<tr>
<td>2012</td>
<td>$1,503</td>
<td>17.3%</td>
</tr>
</tbody>
</table>

* Non-GAAP measures
**OPERATING LEVERAGE**

**FOCUS ON CONTINUOUS IMPROVEMENT**

- G&A efficiencies & continued shared service center leverage
- Improving sales coverage & efficiency in larger geographies
- Real estate consolidation & footprint reduction
- Transformation and outsourcing of non-core activities

*Non-GAAP measures*
BEGINNING CASH** Jan 4, 2011

SALE OF BUSINESS PROCEEDS

*FREE CASH FLOW

NET CHANGE IN DEBT

RETURN OF CAPITAL

ACQUISITION & OTHER

ENDING CASH** Q4’12

SIGNIFICANT PROGRESS ON CASH BALANCE

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

** Cash equals cash plus Sigma Fund
CASH FLOW DYNAMICS

- Operating cash flow expected to grow generally in line with net income
- Capex spend of ~20% of operating cash flow – focused on “success-based” projects
- Expecting ~$250M in annual pension contributions

* Non-GAAP measures
** Free cash flow = Net cash provided by operating activities – capital expenditures
WORKING CAPITAL

STRONG INVENTORY MANAGEMENT

BETTER BALANCE BETWEEN PAYABLES & RECEIVABLES DAYS OUTSTANDING

SHARED SERVICES TEAMS WORKING TO DRIVE IMPROVED COLLECTION PROCESS

Note: Working capital as % of revenue = working capital (AR+Inventory-AP)/quarterly revenue annualized
CAPEX
ALIGNING WITH STRATEGIC GOALS

FOCUSING ON SUCCESS BASED CAPITAL

STREAMLINING FACILITY & MANUFACTURING FOOTPRINT

I.T. SPEND WILL YIELD FUTURE OPEX SAVINGS

CAPEX (%)
CAPITAL ALLOCATION
BALANCING INVESTMENTS & RETURN TO SHAREHOLDERS

RETURN CAPITAL TO SHAREHOLDERS
MAINTAIN & GROW DIVIDEND
FUND CAPEX TO DRIVE FUTURE AND RECURRING REVENUES
TARGETED ACQUISITIONS
CONTINUE OPPORTUNISTIC SHARE REPURCHASE

OPERATING CASH FLOW ALLOCATION

- **30% DIVIDEND**
- **50% SHARE REPURCHASE / ACQUISSIONS**
- **20% CAPEX**
ACQUISITIONS BUILT OFF STRONG CORE

<table>
<thead>
<tr>
<th>CRITERIA</th>
<th>EXAMPLES</th>
</tr>
</thead>
<tbody>
<tr>
<td>CORE… OR CLOSE TO CORE</td>
<td>ACQUISITIONS</td>
</tr>
<tr>
<td>EASY TO INTEGRATE</td>
<td>• PSION</td>
</tr>
<tr>
<td>EXTEND CURRENT CUSTOMER BASE</td>
<td>• RHOMOBILE</td>
</tr>
<tr>
<td>STRONG ROIC THRESHOLD</td>
<td>• CONCEPT 2 SOLUTION</td>
</tr>
<tr>
<td>CULTURAL FIT</td>
<td>INVESTMENTS</td>
</tr>
<tr>
<td></td>
<td>• SHOTSPOTTER</td>
</tr>
<tr>
<td></td>
<td>• BRIEFCAM</td>
</tr>
<tr>
<td></td>
<td>• TRX</td>
</tr>
</tbody>
</table>
**BALANCE SHEET TRANSFORMATION**

**EXPECTING NET DEBT IN 2014**

**CONTINUE TO REBALANCE DOMESTIC & FOREIGN CASH**

**OPPORTUNISTIC SHARE REPURCHASES**

**DEBT LEVELS BASED ON EBITDA GROWTH**

**CONTINUE PENSION FUNDING**

**MAINTAIN SOLID INVESTMENT GRADE RATING**

*Debt represents total long-term debt, including current portion
**Pension (net of tax) & other liabilities represents unfunded global pension & retiree healthcare obligations as well as operating lease & securitization balance adjustments; U.S. pension assumes 4.6% discount rate on liability & 7.00% asset return
U.S. PENSION STATUS

CONTRIBUTED $340M IN 2012; EXPENSE OF $185M

EXPECTING CONTRIBUTION OF ~$250M IN 2013; EXPENSE OF ~$120M*

FUTURE CASH CONTRIBUTION EXPECTATIONS OF ~$250M/YEAR

* Based On 12/31/12 Discount Rates; U.S. pension assumes 4.35% discount rate on liability & 7.00% asset return.; future contributions are annual estimates
REDUCTION IN CASH TAX RATE
IMPLEMENTING TAX PLANNING STRATEGY DRIVES $300M BENEFIT

SIGNIFICANT EFFECTIVE TAX RATE* DECLINE IN 2013 TO ~10-15%**

EXPECT CASH TAX RATE ~20% IN 2013; RATE DECLINES TO ~15% AVERAGE 2014 - 2017

EXPECT 32-33% ON-GOING EFFECTIVE TAX RATE*

EXPLORE STRATEGIES TO LOWER EFFECTIVE TAX RATE WHILE PRESERVING U.S. LIQUIDITY

*Tax effective rate
** Based on completion of the implementation of a holding company structure for certain non-U.S. subsidiaries
# Financial Outlook

<table>
<thead>
<tr>
<th>Year</th>
<th>Outlook 04.24.13</th>
<th>Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2013</td>
<td>Sales: Flat to Down 2%</td>
<td>No Change</td>
</tr>
<tr>
<td></td>
<td>Non-GAAP EPS: $0.66 - $0.71</td>
<td>$1.01 - $1.06*</td>
</tr>
<tr>
<td>FY 2013</td>
<td>Sales: ~3 - 4% Growth</td>
<td>No Change</td>
</tr>
<tr>
<td></td>
<td>Operating Margin**: ~18%</td>
<td>No Change</td>
</tr>
<tr>
<td></td>
<td>Effective Tax Rate: 32% - 33%</td>
<td>10% - 15%*</td>
</tr>
<tr>
<td>2014</td>
<td>Operating Margin**: ~19%</td>
<td></td>
</tr>
</tbody>
</table>

* Updates to outlook based entirely on tax changes
** Non-GAAP measures
LONG TERM FINANCIAL PROFILE

DRIVE OPERATING EARNINGS GROWTH FASTER THAN TOPLINE

FOCUS ON CASH FLOW

EXECUTE CAPITAL ALLOCATION PLAN

- DIVIDEND GROWTH
- DISCIPLINED INVESTMENTS
- OPPORTUNISTIC SHARE REPURCHASE
- EBITDA BASED LEVERAGE
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 www.motorolasolutions.com/investor.
Motorola Solutions, Inc. and Subsidiaries  
Non-GAAP Adjustments Bridge  
(in millions except per share data)

<table>
<thead>
<tr>
<th></th>
<th>December 31, 2012</th>
<th>December 31, 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$8,698</td>
<td>$8,203</td>
</tr>
<tr>
<td>GAAP gross margin</td>
<td>4,348</td>
<td>4,146</td>
</tr>
<tr>
<td>Non-GAAP gross margin adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>25</td>
<td>20</td>
</tr>
<tr>
<td>Reorganization of business charges</td>
<td>9</td>
<td>6</td>
</tr>
<tr>
<td>Non-GAAP gross margin</td>
<td>4,382</td>
<td>4,172</td>
</tr>
<tr>
<td>GAAP Operating earnings (&quot;OE&quot;)</td>
<td>1,256</td>
<td>858</td>
</tr>
<tr>
<td>Non-GAAP OE Adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>159</td>
<td>148</td>
</tr>
<tr>
<td>Reorganization of business charges</td>
<td>41</td>
<td>52</td>
</tr>
<tr>
<td>Intangibles amortization expense</td>
<td>29</td>
<td>200</td>
</tr>
<tr>
<td>Other highlighted items</td>
<td>(16)</td>
<td>89</td>
</tr>
<tr>
<td>Non-GAAP OE</td>
<td>1,503</td>
<td>1,373</td>
</tr>
<tr>
<td>GAAP Other expense</td>
<td>(41)</td>
<td>(120)</td>
</tr>
<tr>
<td>Non-GAAP Below OE adjustments</td>
<td>(29)</td>
<td>81</td>
</tr>
<tr>
<td>Non-GAAP Other expense</td>
<td>(70)</td>
<td>(39)</td>
</tr>
<tr>
<td>GAAP Earnings from continuing operations</td>
<td>878</td>
<td>747</td>
</tr>
<tr>
<td>OE adjustments</td>
<td>247</td>
<td>515</td>
</tr>
<tr>
<td>Below OE adjustments</td>
<td>(29)</td>
<td>81</td>
</tr>
<tr>
<td>Tax adjustments and effect</td>
<td>(145)</td>
<td>(455)</td>
</tr>
<tr>
<td>TOTAL Non-GAAP Earnings</td>
<td>$951</td>
<td>$888</td>
</tr>
<tr>
<td>GAAP Continuing EPS</td>
<td>$2.95</td>
<td>$2.20</td>
</tr>
<tr>
<td>Non-GAAP Continuing EPS adjustments</td>
<td>0.25</td>
<td>0.41</td>
</tr>
<tr>
<td>Non-GAAP Continuing EPS</td>
<td>$3.20</td>
<td>$2.61</td>
</tr>
<tr>
<td>Diluted, weighted average shares outstanding</td>
<td>297.4</td>
<td>339.7</td>
</tr>
<tr>
<td>GAAP OE%</td>
<td>14.4%</td>
<td>10.5%</td>
</tr>
<tr>
<td>Non-GAAP Adj %</td>
<td>2.9%</td>
<td>6.2%</td>
</tr>
<tr>
<td>Non-GAAP OE %</td>
<td>17.3%</td>
<td>16.7%</td>
</tr>
</tbody>
</table>
## Operating Earnings after Non-GAAP Adjustments (in millions)

### FY 2012

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>Government</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$ 8,698</td>
<td>$ 5,989</td>
<td>$ 2,709</td>
</tr>
<tr>
<td>Operating earnings</td>
<td>$ 1,256</td>
<td>$ 966</td>
<td>$ 291</td>
</tr>
<tr>
<td>Above-OE non-GAAP adjustments:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reorganization of business charges</td>
<td>50</td>
<td>33</td>
<td>17</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>184</td>
<td>120</td>
<td>64</td>
</tr>
<tr>
<td>Legal matter</td>
<td>(16)</td>
<td>(11)</td>
<td>(5)</td>
</tr>
<tr>
<td>Intangibles amortization expense</td>
<td>29</td>
<td>1</td>
<td>28</td>
</tr>
<tr>
<td>Less: Total above-OE non-GAAP adjustments</td>
<td>247</td>
<td>143</td>
<td>104</td>
</tr>
<tr>
<td>Operating earnings after non-GAAP adjustments</td>
<td>$ 1,503</td>
<td>$ 1,108</td>
<td>$ 395</td>
</tr>
</tbody>
</table>

Operating earnings as a percentage of net sales - GAAF: 14.4% 16.1% 10.7%
Operating earnings as a percentage of net sales - after non-GAAP adjustments: 17.3% 18.5% 14.6%

### FY 2011

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>Government</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$ 8,203</td>
<td>$ 5,358</td>
<td>$ 2,845</td>
</tr>
<tr>
<td>Operating earnings</td>
<td>$ 858</td>
<td>$ 616</td>
<td>$ 242</td>
</tr>
<tr>
<td>Above-OE non-GAAP adjustments by P&amp;L statement line</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reorganization of business charges</td>
<td>$ 58</td>
<td>$ 40</td>
<td>$ 18</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>168</td>
<td>111</td>
<td>57</td>
</tr>
<tr>
<td>Legal matters, net</td>
<td>88</td>
<td>58</td>
<td>30</td>
</tr>
<tr>
<td>Pension plan adjustments, net</td>
<td>(9)</td>
<td>(6)</td>
<td>(3)</td>
</tr>
<tr>
<td>Long-term financing receivable reserve</td>
<td>10</td>
<td>10</td>
<td>0</td>
</tr>
<tr>
<td>Intangibles amortization expense</td>
<td>200</td>
<td>4</td>
<td>196</td>
</tr>
<tr>
<td>Less: Total above-OE non-GAAP adjustments</td>
<td>515</td>
<td>217</td>
<td>298</td>
</tr>
<tr>
<td>Operating earnings after non-GAAP adjustments</td>
<td>$ 1,373</td>
<td>$ 833</td>
<td>$ 540</td>
</tr>
</tbody>
</table>

Operating earnings as a percentage of net sales - GAAF: 10.5% 11.5% 8.5%
Operating earnings as a percentage of net sales - after non-GAAP adjustments: 16.7% 15.5% 19.0%

### FY 2010

<table>
<thead>
<tr>
<th></th>
<th>MSI</th>
<th>Government</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$ 7,617</td>
<td>$ 5,049</td>
<td>$ 2,568</td>
</tr>
<tr>
<td>Operating earnings</td>
<td>$ 751</td>
<td>$ 534</td>
<td>$ 217</td>
</tr>
<tr>
<td>Above-OE non-GAAP adjustments by P&amp;L statement line</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reorganization of business charges</td>
<td>73</td>
<td>57</td>
<td>16</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>144</td>
<td>95</td>
<td>49</td>
</tr>
<tr>
<td>Legal settlement</td>
<td>(29)</td>
<td>(19)</td>
<td>(10)</td>
</tr>
<tr>
<td>IP settlement and reserve adjustments</td>
<td>(76)</td>
<td>(39)</td>
<td>(39)</td>
</tr>
<tr>
<td>Intangibles amortization expense</td>
<td>203</td>
<td>9</td>
<td>194</td>
</tr>
<tr>
<td>Less: Total above-OE non-GAAP adjustments</td>
<td>313</td>
<td>103</td>
<td>210</td>
</tr>
<tr>
<td>Operating earnings after non-GAAP adjustments</td>
<td>$ 1,064</td>
<td>$ 637</td>
<td>$ 427</td>
</tr>
</tbody>
</table>

Operating earnings as a percentage of net sales - GAAF: 9.9% 10.8% 8.5%
Operating earnings as a percentage of net sales - after non-GAAP adjustments: 14.0% 12.6% 16.6%
Motorola Solutions, Inc. and Subsidiaries  
Pension, net of tax & Other Liability Adjustments  
(in millions)

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Pension liabilities</td>
<td>2,238</td>
<td>2,862</td>
<td>2,384</td>
</tr>
<tr>
<td>Non-U.S. Pension liabilities</td>
<td>369</td>
<td>425</td>
<td>372</td>
</tr>
<tr>
<td>Post retirement healthcare benefit plan liability</td>
<td>295</td>
<td>167</td>
<td>167</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>2,902</td>
<td>3,454</td>
<td>2,923</td>
</tr>
<tr>
<td>Tax rate of 35%</td>
<td>(1,016)</td>
<td>(1,209)</td>
<td>(1,023)</td>
</tr>
<tr>
<td>Pension, net of tax</td>
<td>1,886</td>
<td>2,245</td>
<td>1,900</td>
</tr>
<tr>
<td>Operating lease adjustments (3)</td>
<td>251</td>
<td>292</td>
<td>292</td>
</tr>
<tr>
<td>Accounts receivable securitization adjustments (4)</td>
<td>263</td>
<td>375</td>
<td>379</td>
</tr>
<tr>
<td><strong>Pension, net of tax, and other</strong></td>
<td>2,400</td>
<td>2,912</td>
<td>2,571</td>
</tr>
</tbody>
</table>

(1) Pro forma estimates.

(2) U.S. Pension proforma liabilities estimated using: (i) 2013 pro forma expenses, (ii) a 4.6% discount rate and 7% asset return assumptions, and (iii) 2013 estimated contributions, as indicated in the Form 10-Q filed on April 24, 2013.

(3) Operating lease adjustments represent the present value of future operating lease obligations, as noted in the contractual obligations tables for the 2012 and 2011 annual reports, using a discount rate of approximately 5% in 2012 and 6% in 2011.

(4) Account receivable securitizations represent the publicly disclosed receivable amounts, as of December 31, for which Motorola Solutions retains servicing obligations.

(5) Non-U.S. Pension proforma liabilities estimated using: (i) 2013 pro forma expenses (ii) a 4.7% discount rate and 7% asset return assumptions, and (iii) 2013 estimated contributions, as indicated in the Form 10-Q filed on April 24th, 2013.

(6) Post retirement benefit pro forma liability assumes no change in liability from 2012.