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
- Geographical Penetration
- Vertical Expansion
- PS-LTE & Smart Policing
- Solutions and Associated Services

Drive Core Growth
DRIVING GOVERNMENT BUSINESS

SAFETY & SECURITY REMAIN TOP PRIORITY

ANALOG TO DIGITAL TRANSITION CHURNS 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
ATTRACTIVE 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

~70% GOVERNMENT

~30% ENTERPRISE
INNOVATION IS REWARDED
ADVANCING OUR POSITION, FUELING GROWTH, MAINTAINING MARGINS AND IMPROVING EFFICIENCY OF OUR SPEND

**SALES ($B)**

- **R&D (% OF SALES)**
  - 2010: 7.62, 13.0%
  - 2011: 8.20, 12.2%
  - 2012: 8.70, 11.8%

**RESEARCH & DEVELOPMENT ($B)**

- **R&D (% OF GM)**
  - 2010: .99, 25.8%
  - 2011: 1.00, 23.9%
  - 2012: 1.03, 23.5%

* Non-GAAP measures
A CLOSER LOOK

GOVERNMENT

ENTERPRISE

SERVICES