<table>
<thead>
<tr>
<th>Building Technology That's Second Nature</th>
</tr>
</thead>
<tbody>
<tr>
<td>Creating Customer-Driven Solutions</td>
</tr>
<tr>
<td>Driving Innovation &amp; Thought Leadership</td>
</tr>
<tr>
<td>Ensuring Security and Resiliency</td>
</tr>
<tr>
<td>Future-Proofing Customer Investments</td>
</tr>
</tbody>
</table>

**Building Safer Cities, Thriving Communities**
2012 SALES BY TECHNOLOGY

GOVERNMENT $6B

PUBLIC SAFETY RADIO SYSTEMS 37%
PROFESSIONAL & COMMERCIAL RADIO SYSTEMS 20%
30% SERVICES
ACCESSORIES 7%
APPS 6%
LEVERAGED GROWTH STRATEGY
IN PUBLIC SAFETY & COMMERCIAL SEGMENTS

PS-LTE & SMART POLICING

NEW CORE PRODUCTS

GEOSPATIAL 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>FULLY FEATURED</th>
<th>TETRA</th>
<th>PCR</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTRO</td>
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</table>
EXPANDED & REFRESHED PORTFOLIO
FOCUSED R&D INVESTMENTS SINCE 2009

2012 PORTABLE DEVICE PORTFOLIO

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## 2009 Infrastructure Portfolio

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<tbody>
<tr>
<td>FULLY FEATURED</td>
<td>ASTRO 25 SYSTEM</td>
<td>DIMETRA SYSTEM</td>
<td>MOTOTRBO CONVENTIONAL</td>
</tr>
<tr>
<td>BASE OPTION</td>
<td></td>
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</tr>
</tbody>
</table>

**Expanded & Refreshed Portfolio**

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

<table>
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<tr>
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<th><strong>PCR</strong></th>
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<tbody>
<tr>
<td>Tiered Trunking w/ Conventional Topologies</td>
<td>DIMETRA IP Scalable</td>
<td>MOTOTRBO Connect Plus</td>
</tr>
<tr>
<td>Conventional &amp; Trunking Small Systems</td>
<td>DIMETRA IP Compact</td>
<td>MOTOTRBO Linked Capacity Plus</td>
</tr>
<tr>
<td>ASTRO 25 Express Trunking</td>
<td>DIMETRA IP Micro</td>
<td>MOTOTRBO Capacity Plus</td>
</tr>
<tr>
<td>Standalone Conventional</td>
<td>DIMETRA MTS1 &amp; MTS4L Base Stations</td>
<td>MOTOTRBO Conventional</td>
</tr>
</tbody>
</table>

**Focused R&D Investments Since 2009**
UNMATCHED SCALE & GLOBAL PRESENCE
10,000+ SYSTEMS DEPLOYED IN OVER 100 COUNTRIES
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

SUBSCRIBERS

SPECIALIZED APPS

INFRASTRUCTURE

45M+ TWO-WAY RADIO USERS WORLDWIDE

450+ 3RD PARTY DEVELOPER PARTNERSHIPS

ROBUST TIERED PORTFOLIO
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

ATEX
EUROPE
CANADA
USA
BRAZIL
VERTICAL EXPANSION
SERVING CUSTOMERS ACROSS A RANGE OF CORE-ADJACENT MARKETS

<table>
<thead>
<tr>
<th>HOSPITALITY</th>
<th>MINING</th>
<th>CLASSIFIED COMMUNICATIONS</th>
<th>MILITARY</th>
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<tbody>
<tr>
<td><img src="image1" alt="Hospitality Image" /></td>
<td><img src="image2" alt="Mining Image" /></td>
<td><img src="image3" alt="Classified Communications Image" /></td>
<td><img src="image4" alt="Military Image" /></td>
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<td><img src="image6" alt="Transportation Image" /></td>
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<td><img src="image8" alt="Utilities Image" /></td>
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</table>
VERTICAL EXPANSION
SERVING CUSTOMERS ACROSS A RANGE OF CORE-ADJACENT MARKETS

HOSPITALITY

MINING

CLASSIFIED COMMUNICATIONS

MILITARY
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
2012 NATO SUMMIT

7,000 DELEGATES FROM 60 COUNTRIES

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

DRIVING GROWTH TODAY AND INTO THE FUTURE

- FOCUSED STRATEGY
- SOLID CORE BUSINESS
- THE RIGHT INVESTMENTS