WORLDWIDE SALES

JACK MOLLOY
<table>
<thead>
<tr>
<th>Category</th>
<th>From</th>
<th>To</th>
</tr>
</thead>
<tbody>
<tr>
<td># People on Sales Incentives</td>
<td>1,100</td>
<td>1,500</td>
</tr>
<tr>
<td>Governance</td>
<td>Global control</td>
<td>Regional accountability</td>
</tr>
<tr>
<td>Channel Programs</td>
<td>One size fits all</td>
<td>Tailored to regional markets</td>
</tr>
<tr>
<td>Commercial Markets</td>
<td>Primarily channel led</td>
<td>More focus: +450 HC pursuing this market</td>
</tr>
<tr>
<td>Sales Resource Allocation</td>
<td>8 legged sales calls</td>
<td>Clear account segmentation</td>
</tr>
<tr>
<td>Sales Tools</td>
<td>Manual/spreadsheets</td>
<td>Analytics on customer acquisition &amp; LTV</td>
</tr>
<tr>
<td>Customer Account Plans</td>
<td>Pockets of excellence</td>
<td>Standardized approach driven by data (KYC)</td>
</tr>
<tr>
<td>Sales Team</td>
<td>Tenured with little change</td>
<td>Best people on biggest sales opportunities</td>
</tr>
</tbody>
</table>
UNRIVALLED CUSTOMER TOUCHPOINTS

SALES TEAM
1,500 SALES PEOPLE
45 COUNTRIES
- Market coverage
- Strategic account focus
- Data driven

PARTNERS
7,500 PARTNERS
124 COUNTRIES
- Regional programs
- Vertical expertise
- Cross tier portfolio

CUSTOMER SUPPORT
5 CONTINENTS
- Centralized NOCs
- Common process
- Leverage for growth

MANAGED SERVICES
40+ CONTRACTS
- Airwave / Interexport
- Australia
- aaS
GROWTH IN ALL REGIONS IN 2017

- **AMERICAS**
  - Revenue: $4.3B
  - Growth: 7%

- **EUROPE, MIDDLE EAST, & AFRICA**
  - Revenue: $1.4B
  - Growth: 5%

- **ASIA PACIFIC**
  - Revenue: $0.7B
  - Growth: 1%
VERTICALS WE SERVE

HELPING GOVERNMENTS CREATE SAFER CITIES
- Police
- Fire
- National Government Security
- Emergency Medical Services
- Public Services

AND COMPANIES BUILD STRONGER BUSINESSES
- Utilities
- Mining, Oil & Gas
- Manufacturing
- Hospitality & Retail
- Transportation & Logistics
- Education

75%  25%
THE NEED FOR OUR SOLUTIONS IS GROWING

NORTH AMERICA
"POST-FERGUSON" YOUTUBE SOCIETY

93%¹ of officers are more concerned about their safety

LATIN AMERICA
MILITARIZATION OF POLICING

43/50² of the most violent cities in the world

EUROPE, MIDDLE EAST, AFRICA
TERRORIST ATTACKS & REFUGEE CRISIS

1.2M³ first time asylum applicants

ASIA PACIFIC
UNPRECEDENTED URBANIZATION

2.1B⁴ urban residents, 60% of world’s urban population

1 As noted by Pew Research Center // 2 As noted in the Business Insider article "The 50 most violent cities in the world // 3 As notes on Eurostat // 4 As notes in Urbanization and sustainable development in Asia and the Pacific: linkages and policy implications, March, 2017
GROWTH DRIVERS

- Sales coverage
- Defense & border spending
- Commercial infrastructure
- Expanded APX device portfolio
- Improved LA economic stability

2017 KEY DEALS

- $160M Quebec, QC
- $78M Washington County, OR
- $76M City of Dallas, TX
- $54M City of Memphis, TN
- $52M City of Los Angeles, CA
- $18M Dow Chemical
- $16M Argentina
EUROPE MIDDLE EAST & AFRICA

GROWTH DRIVERS

• Managed systems
• Infrastructure investments
• Channel partner program
• Border security
• Africa

2017 KEY DEALS

$291M  Middle East TETRA
$103M  Country in Europe
$67M   Israel Railway
ASIA PACIFIC

GROWTH DRIVERS
• Australia
• Vertical partner expansion
• Developed Asia & diversification

2017 KEY DEALS
$197M  Managed services for public safety, Australia
$44M   Communications Authority of Thailand
$37M   Victoria Police, Australia
KEY TAKEAWAYS

- We are uniquely positioned in our industry with unrivaled customer touch points.
- The need for our platform of solutions & services is growing in government & commercial markets.
- Strong growth drivers.