

**Motorola Solutions, Inc. and Subsidiaries Non-GAAP Trends**  
(In millions, except for per share amounts)

	Q1 '19	Q2 '19	Q3 '19	Q4 '19	Q1 '20	Q2 '20	Q3 '20	Q4 '20	Q1 '21	Q2 '21	Q3 '21	Q4 '21
Net sales	\$1,657	\$1,860	\$1,994	\$2,377	\$1,655	\$1,618	\$1,868	\$2,273	\$1,773	\$1,971	\$2,107	\$2,320
GAAP gross margin	773	931	1,007	1,220	787	766	909	1,146	860	952	1,045	1,183
Non-GAAP gross margin adjustments:												
Pelco purchase accounting adjustment	—	—	—	—	—	—	3	4	—	—	—	—
Share-based compensation expenses	4	3	3	4	5	4	3	4	4	4	4	4
Reorganization of business charges	4	4	3	6	6	15	3	5	2	3	2	1
Non-GAAP gross margin	781	938	1,013	1,230	798	785	918	1,159	866	959	1,051	1,188
GAAP Operating earnings ("OE")	229	349	413	590	259	218	352	555	298	370	451	549
Non-GAAP OE Adjustments:												
Share-based compensation expenses	23	27	27	27	33	27	28	25	25	27	30	31
Reorganization of business charges	4	8	15	13	12	26	10	9	14	6	2	2
Intangible assets amortization expense	50	52	52	54	53	51	54	57	58	58	56	64
Other highlighted items*	1	1	(4)	13	(21)	18	10	8	10	14	10	19
Non-GAAP OE	\$ 315	\$ 444	\$ 509	\$ 707	\$347	\$ 359	\$ 463	\$ 667	\$ 411	\$ 482	\$ 555	\$ 670
GAAP OE%	13.8 %	18.8 %	20.7 %	24.8 %	15.6 %	13.5 %	18.9 %	24.4 %	16.8 %	18.8 %	21.4 %	23.7 %
Non-GAAP Adj %	5.2 %	5.1 %	4.8 %	4.9 %	5.4 %	8.7 %	5.9 %	4.9 %	6.4 %	5.6 %	4.9 %	5.2 %
Non-GAAP OE %	19.0 %	23.9 %	25.5 %	29.7 %	21.0 %	22.2 %	24.8 %	29.3 %	23.2 %	24.4 %	26.3 %	28.9 %
GAAP Other income (expense)	(44)	(74)	(65)	(397)	(35)	(42)	(101)	(33)	(9)	(30)	(46)	(31)
Non-GAAP below OE highlighted items*	(8)	(23)	(26)	(353)	1	4	(61)	3	6	(1)	(19)	(2)
Non-GAAP Other income (expense)	(36)	(51)	(39)	(44)	(36)	(46)	(40)	(36)	(15)	(29)	(27)	(29)
GAAP Net earnings attributable to Motorola Solutions, Inc.	151	207	267	244	197	135	205	412	244	293	307	401
Non-GAAP above OE highlighted items*	86	95	96	117	88	141	111	112	113	112	104	121
Non-GAAP below OE highlighted items*	8	23	26	353	(1)	(4)	61	(3)	(6)	1	19	2
Non-GAAP tax adjustments and effect	(22)	(27)	(28)	(197)	(21)	(31)	(38)	(24)	(27)	(47)	(21)	(27)
TOTAL Non-GAAP Earnings attributable to Motorola Solutions, Inc.	\$ 223	\$ 298	\$ 361	\$ 517	\$263	\$ 241	\$ 339	\$ 497	\$ 324	\$ 359	\$ 409	\$ 497
GAAP attributable to Motorola Solutions, Inc. earnings per share ("EPS")	\$0.86	\$1.18	\$1.51	\$1.39	\$1.12	\$0.78	\$1.18	\$2.37	\$1.41	\$1.69	\$1.76	\$2.30
Non-GAAP attributable to Motorola Solutions, Inc. EPS adjustments*	0.42	0.51	0.53	1.55	0.37	0.61	0.77	0.49	0.46	0.38	0.59	0.55
Non-GAAP attributable to Motorola Solutions, Inc. EPS	\$1.28	\$1.69	\$2.04	\$2.94	\$1.49	\$1.39	\$1.95	\$2.86	\$1.87	\$2.07	\$2.35	\$2.85
Diluted weighted average shares outstanding	174.6	176.1	176.4	175.6	175.9	173.6	173.5	173.5	173.2	173.1	174.1	174.2

\*Highlighted items: The company has excluded the effects of highlighted items including, but not limited to, acquisition-related transaction fees, tangible and intangible asset impairments, certain non-cash pension adjustments, legal settlements and other contingencies, gains and losses on investments and businesses, Hytera-related legal expenses, and the income tax effects of significant tax matters, from its non-GAAP operating expenses and net income measurements because the company believes that these historical items do not reflect expected future operating earnings or expenses and do not contribute to a meaningful evaluation of the company's current operating performance or comparisons to the company's past operating performance. For the purposes of management's internal analysis over operating performance, the company uses financial statements that exclude highlighted items, as these charges do not contribute to a meaningful evaluation of the company's current operating performance or comparisons to the company's past operating performance.