



2018 FINANCIAL ANALYST MEETING

CHICAGO, IL | February 27, 2018



MOTOROLA SOLUTIONS

WELCOME



USE OF NON-GAAP MEASURES

In addition to the GAAP results provided during this event, Motorola Solutions has provided certain non-GAAP measurements. These non-GAAP measures may not be comparable to similarly-titled measures reported by other companies. The primary limitation of these measures is that they exclude the financial impact of items that would otherwise either increase or decrease our reported results. This limitation is best addressed by using these non-GAAP measures in combination with the most directly comparable GAAP measures in order to better understand the amounts, character and impact of any increase or decrease in reported amounts. The following provides additional information regarding these non-GAAP measures:

Adjusted EBITDA - represents net income before interest expense, interest income, income taxes, depreciation, and amortization, as adjusted for net other income, income from discontinued operations, and special items including charges or income related to restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any. We believe Adjusted EBITDA provides improved period-to-period comparability for decision making and because it better measures the ongoing earnings results of our strategic and operating decisions by excluding the earnings effects of restructuring activities and divested businesses

Free Cash Flow - Operating Cash Flow minus CAPEX. We believe Free Cash Flow provides useful information to investors as it provides insight into the primary cash flow metric used by management to monitor and evaluate cash flows generated from our operations. This measure is also used as a component of incentive compensation.

Non-GAAP Earnings Per Share - GAAP Earnings Per Share adjusted for stock based compensation expenses, reorganization charges, intangibles amortization expenses, and other highlighted items.

Operating Expenses - R&D and SG&A expenses adjusted for stock based compensation expenses, reorganization charges, intangibles amortization expenses, and other highlighted items.

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

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 in Motorola Solutions' 2017 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 27th day of February, 2018. 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.

AGENDA

1:00 – 1:30	Business Overview
1:30 – 1:45	Products & Solutions
1:45 – 2:05	Software
2:05 – 2:20	Products & Software Q&A
2:20 – 2:30	Break
2:30 – 2:50	Managed & Support Services
2:50 – 3:05	Worldwide Sales
3:05 – 3:20	Services & Sales Q&A
3:20 – 3:40	Finance
3:40 – 4:00	CEO & Finance Q&A

DETROIT POLICE DEPARTMENT
Michigan

**“IN REAL-TIME, WE COULD SEE THE
ACTIVITY... WITHIN TWO HOURS,
SHE WAS IN CUSTODY*”**

[Click HERE for video](#)

***CHIEF JAMES CRAIG, DETROIT POLICE DEPARTMENT**