



Motorola’s expansion into international markets dates back to World War II, when our radios played a critical role in supporting Allied communications. Three quarters of a century later, our technologies today are enabling public safety and enterprise security around the globe - our body-worn cameras are worn by French police officers, P25 radios keep Australian firefighters connected as they battle wildfires, Ireland’s nationwide TETRA network supports the country’s first responders and end-to-end video security and analytics help protect the citizens of Las Rozas de Madrid, Spain.

Today, almost one-third of our revenue comes from our International region. And with nearly half of our worldwide \$50B TAM coming from International, we believe we’re well positioned to take advantage of further growth opportunities. We have strong long-term relationships with government and commercial customers in more than 100 countries - they have trusted our P25, TETRA and commercial radio technologies for decades - and so far we’ve only scratched the surface on cross-sell opportunities across our portfolio, with particularly strong interest in our fixed and mobile video security solutions.

We have also been investing in our go-to-market channels and customizing our sales approach to best support the needs of each market. Our international sales organization is aligned accordingly with specific focus in Europe, Australia and New Zealand, where we have significant presence and established managed services businesses, as well as other geographies important to us including Latin America, Israel and various countries within Asia, Middle East and Africa.



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Opening our Innovation Hub, Edinburgh, Scotland

In early June, our chief operating officer, Jack Molloy, and I officially opened our new Innovation Hub in Edinburgh, which houses more than 140 engineers, most of whom joined MSI through our video security acquisitions, Edesix and IndigoVision. I know you’ll enjoy hearing Jack’s perspective on our international footprint, speaking from this historical city which has become a global hub for tech talent.

Global footprint of diverse talent

Beyond the revenue growth the International arena brings, our global footprint diversifies our technology talent pool with broad expertise that's critical to our R&D. Our international video security and access control acquisitions, such as Avigilon in Canada, Edesix, IndigoVision, Ava Security and Calipsa in the U.K. and Videotec in Italy, have brought us strategic capabilities and specialized know-how, from cloud-based advanced analytics to explosion-proof cameras. At the same time, the significant investments we've made in our engineering development center in Krakow, Poland, have grown our team to more than 2000 engineers who are developing hardware and software solutions for all three of our technologies.

Communities and businesses across the globe need public safety and enterprise security. We have the technological leadership, an integrated ecosystem and global reach to serve that need, and as I look to the future, I am excited about our International opportunities together with the strength of our North America region.



Jason

[View important information about forward-looking statements.](#)



In case you missed it

Our chairman and CEO, Greg Brown, spoke with Jim Cramer on Mad Money recently, sharing with Jim that "What we do is a 'need-to-have', not a 'nice-to-have.'"

[WATCH THE REPLAY](#)

DID YOU KNOW?

Our sales in North America, EMEA and Australia represented **92% of our total revenue in 2021.**

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