

Motorola Solutions, Inc. and Subsidiaries
Non-GAAP Adjustments Bridge
(In millions)

Q1 2012

	MSI	Products	Services
Net sales	\$ 1,387	\$ 945	\$ 442
Operating earnings ("OE")	\$ 152	\$ 100	\$ 52
Above-OE non-GAAP adjustments:			
Share-based compensation expense	34	22	12
Reorganization of business charges	7	5	2
Total above-OE non-GAAP adjustments	41	27	14
Operating earnings after non-GAAP adjustments	\$ 193	\$ 127	\$ 66
Operating earnings as a percentage of net sales - GAAP	11.0%	10.6%	11.8%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	13.9%	13.4%	14.9%

Q2 2012

	MSI	Products	Services
Net sales	\$ 1,537	\$ 1,021	\$ 516
Operating earnings	\$ 190	\$ 125	\$ 65
Above-OE non-GAAP adjustments:			
Share-based compensation expense	42	28	14
Reorganization of business charges	9	6	3
Total above-OE non-GAAP adjustments	51	34	17
Operating earnings after non-GAAP adjustments	\$ 241	\$ 159	\$ 82
Operating earnings as a percentage of net sales - GAAP	12.4%	12.2%	12.6%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	15.7%	15.6%	15.9%

Q3 2012

	MSI	Products	Services
Net sales	\$ 1,580	\$ 1,069	\$ 511
Operating earnings	\$ 252	\$ 190	\$ 62
Above-OE non-GAAP adjustments:			
Share-based compensation expense	35	23	12
Reorganization of business charges	8	5	3
Total above-OE non-GAAP adjustments	43	28	15
Operating earnings after non-GAAP adjustments	\$ 295	\$ 218	\$ 77
Operating earnings as a percentage of net sales - GAAP	15.9%	17.8%	12.1%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	18.7%	20.4%	15.1%

Q4 2012

	MSI	Products	Services
Net sales	\$ 1,764	\$ 1,201	\$ 563
Operating earnings	\$ 327	\$ 241	\$ 86
Above-OE non-GAAP adjustments:			
Share-based compensation expense	36	23	13
Reorganization of business charges	9	6	3
Legal matter	(16)	(11)	(5)
Total above-OE non-GAAP adjustments	29	18	11
Operating earnings after non-GAAP adjustments	\$ 356	\$ 259	\$ 97
Operating earnings as a percentage of net sales - GAAP	18.5%	20.1%	15.3%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	20.2%	21.6%	17.2%

FY 2012

	MSI	Products	Services
Net sales	\$ 6,269	\$ 4,236	\$ 2,033
Operating earnings	\$ 920	\$ 656	\$ 264
Above-OE non-GAAP adjustments:			
Share-based compensation expense	146	95	51
Reorganization of business charges	33	22	11
Intangibles amortization expense	1	1	-
Legal matter	(16)	(11)	(5)
Total above-OE non-GAAP adjustments	164	107	57
Operating earnings after non-GAAP adjustments	\$ 1,084	\$ 763	\$ 321
Operating earnings as a percentage of net sales - GAAP	14.7%	15.5%	13.0%
Operating earnings as a percentage of net sales - after non-GAAP adjustments	17.3%	18.0%	15.8%