

Motorola Solutions, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations
(In millions, except per share amounts)

| | Three Months Ended | |
|--|---------------------------------|--------------------|
| | September 28, 2024 | September 30, 2023 |
| Net sales from products | \$ 1,670 | \$ 1,490 |
| Net sales from services | 1,120 | 1,066 |
| Net sales | 2,790 | 2,556 |
| Costs of products sales | 688 | 658 |
| Costs of services sales | 669 | 618 |
| Costs of sales | 1,357 | 1,276 |
| Gross margin | 1,433 | 1,280 |
| Selling, general and administrative expenses | 439 | 380 |
| Research and development expenditures | 234 | 215 |
| Other charges | 11 | 7 |
| Intangibles amortization | 38 | 39 |
| Operating earnings | 711 | 639 |
| Other income (expense): | | |
| Interest expense, net | (58) | (53) |
| Loss on sales of investments and businesses, net | — | (1) |
| Other, net | 42 | 7 |
| Total other expense | (16) | (47) |
| Net earnings before income taxes | 695 | 592 |
| Income tax expense | 132 | 127 |
| Net earnings | 563 | 465 |
| Less: Earnings attributable to non-controlling interests | 1 | 1 |
| Net earnings attributable to Motorola Solutions, Inc. | \$ 562 | \$ 464 |
| Earnings per common share: | | |
| Basic | \$ 3.36 | \$ 2.78 |
| Diluted | \$ 3.29 | \$ 2.70 |
| Weighted average common shares outstanding: | | |
| Basic | 167.1 | 166.7 |
| Diluted | 170.9 | 171.7 |
| | Percentage of Net Sales* | |
| Net sales from products | 59.9 % | 58.3 % |
| Net sales from services | 40.1 % | 41.7 % |
| Net sales | 100.0 % | 100.0 % |
| Costs of products sales | 41.2 % | 44.2 % |
| Costs of services sales | 59.7 % | 58.0 % |
| Costs of sales | 48.6 % | 49.9 % |
| Gross margin | 51.4 % | 50.1 % |
| Selling, general and administrative expenses | 15.7 % | 14.9 % |
| Research and development expenditures | 8.4 % | 8.4 % |
| Other charges | 0.4 % | 0.3 % |
| Intangibles amortization | 1.4 % | 1.5 % |
| Operating earnings | 25.5 % | 25.0 % |
| Other income (expense): | | |
| Interest expense, net | (2.1)% | (2.1)% |
| Loss on sales of investments and businesses, net | — % | — % |
| Other, net | 1.5 % | 0.3 % |
| Total other expense | (0.6)% | (1.8)% |
| Net earnings before income taxes | 24.9 % | 23.2 % |
| Income tax expense | 4.7 % | 5.0 % |
| Net earnings | 20.2 % | 18.2 % |
| Less: Earnings attributable to non-controlling interests | — % | — % |
| Net earnings attributable to Motorola Solutions, Inc. | 20.2 % | 18.2 % |

* Percentages may not add up due to rounding

Motorola Solutions, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations
(In millions, except per share amounts)

| | Nine Months Ended | |
|--|---------------------------------|---------------------------|
| | September 28, 2024 | September 30, 2023 |
| Net sales from products | \$ 4,639 | \$ 4,063 |
| Net sales from services | 3,167 | 3,066 |
| Net sales | 7,806 | 7,129 |
| Costs of products sales | 1,941 | 1,867 |
| Costs of services sales | 1,902 | 1,747 |
| Costs of sales | 3,843 | 3,614 |
| Gross margin | 3,963 | 3,515 |
| Selling, general and administrative expenses | 1,265 | 1,138 |
| Research and development expenditures | 671 | 640 |
| Other charges | 39 | 44 |
| Intangibles amortization | 114 | 137 |
| Operating earnings | 1,874 | 1,556 |
| Other income (expense): | | |
| Interest expense, net | (171) | (164) |
| Other, net | (519) | 46 |
| Total other expense | (690) | (118) |
| Net earnings before income taxes | 1,184 | 1,438 |
| Income tax expense | 214 | 321 |
| Net earnings | 970 | 1,117 |
| Less: Earnings attributable to non-controlling interests | 4 | 4 |
| Net earnings attributable to Motorola Solutions, Inc. | <u>\$ 966</u> | <u>\$ 1,113</u> |
| <u>Earnings per common share:</u> | | |
| Basic | \$ 5.79 | \$ 6.66 |
| Diluted | \$ 5.66 | \$ 6.46 |
| <u>Weighted average common shares outstanding:</u> | | |
| Basic | 166.7 | 167.2 |
| Diluted | 170.6 | 172.2 |
| | Percentage of Net Sales* | |
| Net sales from products | 59.4 % | 57.0 % |
| Net sales from services | 40.6 % | 43.0 % |
| Net sales | 100.0 % | 100.0 % |
| Costs of products sales | 41.8 % | 46.0 % |
| Costs of services sales | 60.1 % | 57.0 % |
| Costs of sales | 49.2 % | 50.7 % |
| Gross margin | 50.8 % | 49.3 % |
| Selling, general and administrative expenses | 16.2 % | 16.0 % |
| Research and development expenditures | 8.6 % | 9.0 % |
| Other charges | 0.5 % | 0.6 % |
| Intangibles amortization | 1.5 % | 1.9 % |
| Operating earnings | 24.0 % | 21.8 % |
| Other income (expense): | | |
| Interest expense, net | (2.2)% | (2.3)% |
| Other, net | (6.6)% | 0.6 % |
| Total other expense | (8.8)% | (1.7)% |
| Net earnings before income taxes | 15.2 % | 20.2 % |
| Income tax expense | 2.7 % | 4.5 % |
| Net earnings | 12.4 % | 15.7 % |
| Less: Earnings attributable to non-controlling interests | 0.1 % | 0.1 % |
| Net earnings attributable to Motorola Solutions, Inc. | <u>12.3 %</u> | <u>15.6 %</u> |

* Percentages may not add up due to rounding

Motorola Solutions, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In millions)

| | September 28, 2024 | December 31, 2023 |
|---|-------------------------|-------------------------|
| Assets | | |
| Cash and cash equivalents | \$ 1,404 | \$ 1,705 |
| Accounts receivable, net | 1,848 | 1,710 |
| Contract assets | 1,301 | 1,102 |
| Inventories, net | 816 | 827 |
| Other current assets | 439 | 357 |
| Current assets held for disposition | — | 24 |
| Total current assets | <u>5,808</u> | <u>5,725</u> |
| Property, plant and equipment, net | 1,024 | 964 |
| Operating lease assets | 551 | 495 |
| Investments | 140 | 143 |
| Deferred income taxes | 1,214 | 1,062 |
| Goodwill | 3,523 | 3,401 |
| Intangible assets, net | 1,295 | 1,255 |
| Other assets | 334 | 274 |
| Non-current assets held for disposition | — | 17 |
| Total assets | <u>\$ 13,889</u> | <u>\$ 13,336</u> |
| Liabilities and Stockholders' Equity | | |
| Current portion of long-term debt | \$ 322 | \$ 1,313 |
| Accounts payable | 872 | 881 |
| Contract liabilities | 1,942 | 2,037 |
| Accrued liabilities | 1,529 | 1,504 |
| Current liabilities held for disposition | — | 1 |
| Total current liabilities | <u>4,665</u> | <u>5,736</u> |
| Long-term debt | 5,674 | 4,705 |
| Operating lease liabilities | 444 | 407 |
| Other liabilities | 1,765 | 1,741 |
| Non-current liabilities held for disposition | — | 8 |
| Total Motorola Solutions, Inc. stockholders' equity | 1,326 | 724 |
| Non-controlling interests | 15 | 15 |
| Total liabilities and stockholders' equity | <u>\$ 13,889</u> | <u>\$ 13,336</u> |

Motorola Solutions, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows
(In millions)

| | Three Months Ended | |
|--|--------------------|--------------------|
| | September 28, 2024 | September 30, 2023 |
| Operating | | |
| Net earnings | \$ 563 | \$ 465 |
| Adjustments to reconcile Net earnings to Net cash provided by operating activities: | | |
| Depreciation and amortization | 84 | 86 |
| Non-cash other charges (income) | (3) | 12 |
| Share-based compensation expenses | 61 | 52 |
| Loss on sales of investments and businesses, net | — | 1 |
| Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments: | | |
| Accounts receivable | (64) | (164) |
| Inventories | (8) | 58 |
| Other current assets and contract assets | (96) | (111) |
| Accounts payable, accrued liabilities and contract liabilities | 206 | 217 |
| Other assets and liabilities | 1 | (20) |
| Deferred income taxes | 15 | 118 |
| Net cash provided by operating activities | <u>759</u> | <u>714</u> |
| Investing | | |
| Acquisitions and investments, net | (226) | (2) |
| Proceeds from sales of investments and businesses, net | 1 | 6 |
| Capital expenditures | (57) | (65) |
| Net cash used for investing activities | <u>(282)</u> | <u>(61)</u> |
| Financing | | |
| Repayments of debt | (313) | — |
| Issuances of common stock | 18 | 40 |
| Purchases of common stock | (31) | (306) |
| Payments of dividends | (164) | (147) |
| Payments of dividends to non-controlling interests | (1) | (1) |
| Net cash used for financing activities | <u>(491)</u> | <u>(414)</u> |
| Effect of exchange rate changes on total cash and cash equivalents | 37 | (39) |
| Net increase in total cash and cash equivalents | 23 | 200 |
| Cash and cash equivalents, beginning of period | 1,381 | 710 |
| Cash and cash equivalents, end of period | <u>\$ 1,404</u> | <u>\$ 910</u> |

Motorola Solutions, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows
(In millions)

| | Nine Months Ended | |
|--|--------------------|--------------------|
| | September 28, 2024 | September 30, 2023 |
| Operating | | |
| Net earnings | \$ 970 | \$ 1,117 |
| Adjustments to reconcile Net earnings to Net cash provided by operating activities: | | |
| Depreciation and amortization | 250 | 271 |
| Non-cash other charges | 12 | 8 |
| Share-based compensation expenses | 180 | 160 |
| Loss from the extinguishment of Silver Lake Convertible Debt (Note 5) | 585 | — |
| Changes in assets and liabilities, net of effects of acquisitions, dispositions, and foreign currency translation adjustments: | | |
| Accounts receivable | (121) | (154) |
| Inventories | 21 | 94 |
| Other current assets and contract assets | (279) | (140) |
| Accounts payable, accrued liabilities and contract liabilities | (125) | (534) |
| Other assets and liabilities | (17) | (21) |
| Deferred income taxes | (155) | (2) |
| Net cash provided by operating activities | <u>1,321</u> | <u>799</u> |
| Investing | | |
| Acquisitions and investments, net | (268) | (12) |
| Proceeds from sales of investments and businesses, net | 39 | 12 |
| Capital expenditures | (171) | (172) |
| Net cash used for investing activities | <u>(400)</u> | <u>(172)</u> |
| Financing | | |
| Net proceeds from issuance of debt | 1,288 | — |
| Repayments of debt | (1,906) | (1) |
| Issuances of common stock | 19 | 76 |
| Purchases of common stock | (141) | (670) |
| Payments of dividends | (490) | (443) |
| Payments of dividends to non-controlling interests | (4) | (5) |
| Net cash used for financing activities | <u>(1,234)</u> | <u>(1,043)</u> |
| Effect of exchange rate changes on total cash and cash equivalents | 12 | 1 |
| Net decrease in total cash and cash equivalents | (301) | (415) |
| Cash and cash equivalents, beginning of period | 1,705 | 1,325 |
| Cash and cash equivalents, end of period | <u>\$ 1,404</u> | <u>\$ 910</u> |

Motorola Solutions, Inc. and Subsidiaries
Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow
(In millions)

| | Three Months Ended | | Nine Months Ended | |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
| | September 28, 2024 | September 30, 2023 | September 28, 2024 | September 30, 2023 |
| Net cash provided by operating activities | \$ 759 | \$ 714 | \$ 1,321 | \$ 799 |
| Capital expenditures | (57) | (65) | (171) | (172) |
| Free cash flow | <u>\$ 702</u> | <u>\$ 649</u> | <u>\$ 1,150</u> | <u>\$ 627</u> |

Motorola Solutions, Inc. and Subsidiaries
Reconciliation of Net Earnings Attributable to MSI to Non-GAAP Net Earnings Attributable to MSI
(In millions)

| Statement Line | Three Months Ended | | Nine Months Ended | |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
| | September 28, 2024 | September 30, 2023 | September 28, 2024 | September 30, 2023 |
| Net earnings attributable to MSI | \$ 562 | \$ 464 | \$ 966 | \$ 1,113 |
| Non-GAAP adjustments before income taxes: | | | | |
| Share-based compensation expenses | \$ 61 | \$ 52 | \$ 180 | \$ 160 |
| Intangible assets amortization expense | 38 | 39 | 114 | 137 |
| Reorganization of business charges | 7 | 6 | 21 | 22 |
| Hytera-related legal expenses | 7 | 3 | 14 | 13 |
| Acquisition-related transaction fees | 4 | 1 | 11 | 3 |
| Assessments of uncertain tax positions | 1 | — | 22 | — |
| Legal settlements | 1 | 1 | 7 | 1 |
| Operating lease asset impairments | 1 | — | 5 | 4 |
| Fair value adjustments to equity investments | (9) | 7 | 4 | (12) |
| Loss from the extinguishment of Silver Lake Convertible Debt | — | — | 585 | — |
| Investment impairments | — | 7 | 3 | 16 |
| Environmental reserve expense | — | — | — | 15 |
| Fixed asset impairments | — | — | — | 3 |
| Loss on sales of investments | — | 1 | — | — |
| Total Non-GAAP adjustments before income taxes | \$ 111 | \$ 117 | \$ 966 | \$ 362 |
| Income tax expense on Non-GAAP adjustments | 34 | 34 | 259 | 86 |
| Total Non-GAAP adjustments after income taxes | 77 | 83 | 707 | 276 |
| Non-GAAP Net earnings attributable to MSI | \$ 639 | \$ 547 | \$ 1,673 | \$ 1,389 |

Calculation of Non-GAAP Tax Rate
(In millions)

| | Three Months Ended | | Nine Months Ended | |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
| | September 28, 2024 | September 30, 2023 | September 28, 2024 | September 30, 2023 |
| Net earnings before income taxes | \$ 695 | \$ 592 | \$ 1,184 | \$ 1,438 |
| Total Non-GAAP adjustments before income taxes* | 111 | 117 | 966 | 362 |
| Non-GAAP Net earnings before income taxes | 806 | 709 | 2,150 | 1,800 |
| Income tax expense | 132 | 127 | 214 | 321 |
| Income tax expense on Non-GAAP adjustments** | 34 | 34 | 259 | 86 |
| Total Non-GAAP Income tax expense | \$ 166 | \$ 161 | 473 | 407 |
| Non-GAAP Tax rate | 20.6 % | 22.7 % | 22.0 % | 22.6 % |

*See reconciliation on Non-GAAP-2 table above for detail on Non-GAAP adjustments before income taxes

**Income tax impact of highlighted items

Reconciliation of Earnings Per Share to Non-GAAP Earnings Per Share*

| Statement Line | Three Months Ended | | Nine Months Ended | | |
|--|--|--------------------|--------------------|--------------------|----------------|
| | September 28, 2024 | September 30, 2023 | September 28, 2024 | September 30, 2023 | |
| Net earnings attributable to MSI | \$ 3.29 | \$ 2.70 | \$ 5.66 | \$ 6.46 | |
| Non-GAAP adjustments before income taxes: | | | | | |
| Share-based compensation expenses | Cost of sales, SG&A and R&D | \$ 0.35 | \$ 0.30 | \$ 1.05 | \$ 0.92 |
| Intangible assets amortization expense | Intangibles amortization | 0.22 | 0.22 | 0.67 | 0.79 |
| Reorganization of business charges | Cost of sales and Other charges (income) | 0.04 | 0.03 | 0.12 | 0.13 |
| Hytera-related legal expenses | SG&A | 0.04 | 0.02 | 0.08 | 0.08 |
| Acquisition-related transaction fees | Other charges (income) | 0.02 | 0.01 | 0.07 | 0.02 |
| Assessments of uncertain tax positions | Interest income, net, Other (income) expense | 0.01 | — | 0.13 | — |
| Legal settlements | Other charges (income) | 0.01 | 0.01 | 0.04 | 0.01 |
| Operating lease asset impairments | Other charges (income) | 0.01 | — | 0.03 | 0.02 |
| Fair value adjustments to equity investments | Other (income) expense | (0.05) | 0.04 | 0.02 | (0.07) |
| Loss from the extinguishment of Silver Lake Convertible Debt | Other (income) expense | — | — | 3.42 | — |
| Investment impairments | Other (income) expense | — | 0.04 | 0.02 | 0.09 |
| Environmental reserve expense | Other charges (income) | — | — | — | 0.09 |
| Fixed asset impairments | Other charges (income) | — | — | — | 0.02 |
| Loss on sales of investments | (Gain) or loss on sales of investments and businesses, net | — | 0.01 | — | — |
| Total Non-GAAP adjustments before income taxes | | \$ 0.65 | \$ 0.68 | \$ 5.65 | \$ 2.10 |
| Income tax expense on Non-GAAP adjustments | | 0.20 | 0.19 | 1.52 | 0.50 |
| Total Non-GAAP adjustments after income taxes | | 0.45 | 0.49 | 4.13 | 1.60 |
| Non-GAAP Net earnings attributable to MSI | | <u>\$ 3.74</u> | <u>\$ 3.19</u> | <u>\$ 9.79</u> | <u>\$ 8.06</u> |
| GAAP Diluted Weighted Average Common Shares | | 170.9 | 171.7 | 170.6 | 172.2 |
| Adjusted for dilutive shares outstanding** | | — | — | 0.3 | — |
| Non-GAAP Diluted Weighted Average Common Shares | | 170.9 | 171.7 | 170.9 | 172.2 |

*Indicates Non-GAAP Diluted EPS

** Under U.S. GAAP, the Silver Lake shares were considered anti-dilutive to earnings per share for the nine months ended September 28, 2024 and were excluded from the computation of GAAP diluted weighted average common shares and diluted earnings per share. The shares are considered dilutive for non-GAAP earnings per share for the nine months ended September 28, 2024 and an adjustment is reflected to include these shares for non-GAAP diluted earnings per share.

Motorola Solutions, Inc. and Subsidiaries
Reconciliations of Operating Earnings to Non-GAAP Operating Earnings and Operating Margin to Non-GAAP Operating Margin
(In millions)

| | Three Months Ended | | | | | |
|--|----------------------------------|-----------------------|---------------|----------------------------------|-----------------------|---------------|
| | September 28, 2024 | | | September 30, 2023 | | |
| | Products and Systems Integration | Software and Services | Total | Products and Systems Integration | Software and Services | Total |
| Net sales | \$ 1,784 | \$ 1,006 | \$ 2,790 | \$ 1,612 | \$ 944 | \$ 2,556 |
| Operating earnings ("OE") | \$ 446 | \$ 265 | \$ 711 | \$ 364 | \$ 275 | \$ 639 |
| Above OE non-GAAP adjustments: | | | | | | |
| Share-based compensation expenses | 43 | 18 | 61 | 38 | 14 | 52 |
| Intangible assets amortization expense | 18 | 20 | 38 | 9 | 30 | 39 |
| Reorganization of business charges | 6 | 1 | 7 | 5 | 1 | 6 |
| Hytera-related legal expenses | 7 | — | 7 | 3 | — | 3 |
| Acquisition-related transaction fees | 2 | 2 | 4 | — | 1 | 1 |
| Legal settlements | — | 1 | 1 | 1 | — | 1 |
| Operating lease asset impairments | — | 1 | 1 | — | — | — |
| Total above-OE non-GAAP adjustments | 76 | 43 | 119 | 56 | 46 | 102 |
| Operating earnings after non-GAAP adjustments | \$ 522 | \$ 308 | \$ 830 | \$ 420 | \$ 321 | \$ 741 |
| Operating earnings as a percentage of net sales - GAAP | 25.0 % | 26.3 % | 25.5 % | 22.6 % | 29.1 % | 25.0 % |
| Operating earnings as a percentage of net sales - after non-GAAP adjustments | 29.3 % | 30.6 % | 29.7 % | 26.1 % | 34.0 % | 29.0 % |

Motorola Solutions, Inc. and Subsidiaries
Reconciliations of Operating Earnings to Non-GAAP Operating Earnings and Operating Margin to Non-GAAP Operating Margin
(In millions)

| | Nine Months Ended | | | | | |
|--|----------------------------------|-----------------------|-----------------|----------------------------------|-----------------------|-----------------|
| | September 28, 2024 | | | September 30, 2023 | | |
| | Products and Systems Integration | Software and Services | Total | Products and Systems Integration | Software and Services | Total |
| Net sales | \$ 4,933 | \$ 2,873 | \$ 7,806 | \$ 4,352 | \$ 2,777 | \$ 7,129 |
| Operating earnings ("OE") | \$ 1,135 | \$ 739 | \$ 1,874 | \$ 752 | \$ 804 | \$ 1,556 |
| Above-OE non-GAAP adjustments: | | | | | | |
| Share-based compensation expenses | 126 | 54 | 180 | 116 | 44 | 160 |
| Intangible assets amortization expense | 35 | 79 | 114 | 32 | 105 | 137 |
| Reorganization of business charges | 20 | 1 | 21 | 22 | — | 22 |
| Hytera-related legal expenses | 14 | — | 14 | 13 | — | 13 |
| Acquisition-related transaction fees | 3 | 8 | 11 | — | 3 | 3 |
| Legal settlements | 1 | 6 | 7 | 1 | — | 1 |
| Operating lease asset impairments | 3 | 2 | 5 | 3 | 1 | 4 |
| Environmental reserve expense | — | — | — | 10 | 5 | 15 |
| Fixed asset impairments | — | — | — | 2 | 1 | 3 |
| Total above-OE non-GAAP adjustments | 202 | 150 | 352 | 199 | 159 | 358 |
| Operating earnings after non-GAAP adjustments | \$ 1,337 | \$ 889 | \$ 2,226 | \$ 951 | \$ 963 | \$ 1,914 |
| Operating earnings as a percentage of net sales - GAAP | 23.0 % | 25.7 % | 24.0 % | 17.3 % | 29.0 % | 21.8 % |
| Operating earnings as a percentage of net sales - after non-GAAP adjustments | 27.1 % | 30.9 % | 28.5 % | 21.9 % | 34.7 % | 26.8 % |

Motorola Solutions, Inc. and Subsidiaries
Reconciliation of Revenue to Non-GAAP Organic Revenue
(In millions)

| | Three Months Ended | | % Change |
|-------------------------|---------------------------|---------------------------|-----------------|
| | September 28, 2024 | September 30, 2023 | |
| Net sales | \$ 2,790 | \$ 2,556 | 9 % |
| Non-GAAP adjustments: | | | |
| Sales from acquisitions | 36 | — | |
| Organic revenue | \$ 2,754 | \$ 2,556 | 8 % |
| | | | |
| | Nine Months Ended | | % Change |
| | September 28, 2024 | September 30, 2023 | |
| Net sales | \$ 7,806 | \$ 7,129 | 9 % |
| Non-GAAP adjustments: | | | |
| Sales from acquisitions | 58 | — | |
| Organic revenue | \$ 7,748 | \$ 7,129 | 9 % |

Motorola Solutions, Inc. and Subsidiaries
Reconciliation of Net Sales to Net Sales Adjusted for the U.K. Home Office
(In millions)

| | Three Months Ended | | | Nine Months Ended | | |
|--|-----------------------|-----------------------|-------------|-----------------------|-----------------------|-------------|
| | September 28, 2024 | September 30, 2023 | % Change | September 28, 2024 | September 30, 2023 | % Change |
| Software and Services net sales | \$ 1,006 | \$ 944 | 7 % | \$ 2,873 | \$ 2,777 | 3 % |
| U.K. Home Office net sales | (92) | (138) | | (286) | (471) | |
| Software and Services net sales adjusted for the U.K. Home Office | \$ 914 | \$ 806 | 13 % | \$ 2,587 | \$ 2,306 | 12 % |
| Net sales | \$ 2,790 | \$ 2,556 | 9 % | \$ 7,806 | \$ 7,129 | 9 % |
| U.K. Home Office net sales | (92) | (138) | | (286) | (471) | |
| Net sales adjusted for the U.K. Home Office | \$ 2,698 | \$ 2,418 | 12 % | \$ 7,520 | \$ 6,658 | 13 % |