INVESTOR OVERVIEW

November 2023

- Investment Thesis
- Total Addressable Market
- Who We Serve
- Segments and Technologies
- Financials
- Capital Allocation
We are a global leader in public safety and enterprise security solutions

**Video Security and Access Control**
- 5M+ fixed video cameras deployed across 300K+ sites

**LMR Communications**
- 13K LMR Networks Worldwide

**Command Center**
- 3.6K of 6K 911 Centers in U.S. use our software solutions

**Key Metrics**
- **37%** of 2022 revenue from Software & Services, a proxy for ARR
- **18% CAGR** Non-GAAP EPS Growth Since 2015
- **85%** Growth in Full Year Free Cash Flow Since 2015

**Note:** ARR = Annual Recurring Revenue
AN INTEGRATED ECOSYSTEM FOR PUBLIC SAFETY AND ENTERPRISE SECURITY WITH $60B TAM*

Individually, Motorola Solutions products and services make the world safer. United, they are exponentially more powerful.

**Video Security and Access Control**
Our video solutions combine computer vision with artificial intelligence to help users scale and control collected video and instantly recognize what’s important and what’s not.

$22B TAM

**LMR Communications**
With instant, unified voice and multimedia collaboration at every moment, our technology helps our users to stay safe and aware when it matters most - from everyday routines to a crisis unfolding.

$12B TAM

**Command Center**
The industry’s most integrated end-to-end software suite unifies data, bridges enterprise security with public safety and enables seamless collaboration from call to case closure, helping create safer communities.

$13B TAM

**Managed & Support Services**

$13B TAM

*2023 TAM updated as of Nov 2023
UNIQUELY POSITIONED FOR LONG-TERM VALUE CREATION

Strong Competitive Advantage

- Purpose built solutions meet extreme performance requirements
- Integrated mission-critical ecosystem across video, software and LMR creates competitive differentiation

Well Positioned For Growth

- Digitization of public safety workflows driving demand for our integrated solutions
- Increased demand for security and access control solutions driving enterprise growth

Portfolio Transformation

- Nearly half of revenue now Video, Software, and recurring Services
- Cloud and SaaS revenue growing rapidly
- Ongoing margin expansion

Prudent Capital Deployment

- Strong balance sheet and durable cash flows drive capital allocation framework
- Reduced outstanding shares by 52% since 2011*
- ~$6B** in accretive acquisitions since 2015

*As of September 30, 2023
**As of November 2, 2023
WHO WE SERVE
WE PROVIDE THE LIFELINE THAT KEEPS PEOPLE SAFE, CONNECTED AND EFFECTIVE

$9.1B
2022 ANNUAL REVENUE

BY REGION
70% North America
30% International

BY SEGMENT
63% Products & System Integrations
37% Software & Services

~75% of Revenue

PUBLIC SAFETY
POLICE
FIRE
EMERGENCY MEDICAL
NATIONAL SECURITY
CRITICAL INFRASTRUCTURE
PUBLIC SERVICES

ENTERPRISE SECURITY
UTILITIES
MINING, OIL & GAS
MANUFACTURING
TRANSPORTATION & LOGISTICS
EDUCATION
HOSPITALITY & RETAIL

~25% of Revenue
Revenue by Geographic Region

2022 ANNUAL REVENUE

Revenue by Geographic Region

Region
$9.1B* of Revenue

International
$2.7B of Revenue

* China revenues represent <1% of 2022 Annual Revenue
SEGMENENTS & TECHNOLOGIES

PRODUCTS & SYSTEMS INTEGRATION SEGMENT

LMR Products and Integration
Video Products

$5.7B
2022 Revenue

SOFTWARE & SERVICES SEGMENT
(primarily recurring)

LMR Services
Command Center
Video Software

$3.4B
2022 Revenue

VIDEO SECURITY & ACCESS CONTROL

$1.5B
2022 Revenue

LMR COMMUNICATIONS

$7.0B
2022 Revenue

COMMAND CENTER

~$600M
2022 Revenue
**STRONG FINANCIAL TRACK RECORD**

**SUMMARY**

- Video, software and recurring services driving consistent compounded revenue growth and ongoing margin expansion
- Strong durable cash flows used to fund acquisitions and share repurchases

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**Non-GAAP Operating Earnings ($B)**

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- **Adj. Operating Cash Flow ($B)**

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**Total Revenue Growth ($B)**

- **2015**: $5.7  **+6% Y/Y**
- **2016**: $6.0  **+6% Y/Y**
- **2017**: $6.4  **+15% Y/Y**
- **2018**: $7.3  **+7% Y/Y**
- **2019**: $7.9  **+6% Y/Y**
- **2020**: $8.2  **10% Y/Y**
- **2021**: $9.1  **12% Y/Y**

**Software & Services Segment Revenue Growth ($B)**

- **2015**: $1.2  **+13% Y/Y**
- **2016**: $1.6  **+14% Y/Y**
- **2017**: $1.9  **+20% Y/Y**
- **2018**: $2.2  **+14% Y/Y**
- **2019**: $2.6  **+9% Y/Y**
- **2020**: $2.8  **+13% Y/Y**
- **2021**: $3.1  **+8% Y/Y**
- **2022**: $3.4  **+8% Y/Y**

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*Above amounts have been recast to be consistent with the realignment of our former Products and Services segment into our Products and Systems Integration segment and Software and Services segment that took place during the second quarter of 2018.*
ONGOING PORTFOLIO TRANSFORMATION

NEARLY HALF OF REVENUE NOW VIDEO, SOFTWARE AND RECURRING SERVICES

Total Addressable Market

2015
$5.7B of Revenue

2022
$9.1B of Revenue

Services, Command Center, Video Security & Access Control

Total Addressable Market
~$13B

Total Addressable Market
~$60B

LMR Products and Systems Integration
CAPITAL ALLOCATION FRAMEWORK DRIVES SHAREHOLDER VALUE
BASED ON OPERATING CASH FLOW

SHARE REPURCHASES OR ACQUISITIONS

~$7.6B*
of share repurchases, retiring 23% of share float at average cost of $93.13 since 2015**

~$6B***
of acquisitions since 2015

*As of September 30, 2023
**$15.4B of share repurchases, resulting in a 52% reduction of share float at average cost of $68.17 since 2011
***As of November 2, 2023

ANNUAL DIVIDEND

Double digit annual increases since 2015

CAPEX

Asset light model

50%

20%

30%
ACCRETIVE ACQUISITIONS

~$6B INVESTED SINCE 2015

ESTIMATED 2023 CONTRIBUTION

REVENUE  GROWTH RATE  ADJ. EBITDA MARGIN
~$3B  Double Digit  ~30%

Video Security & Access Control

Command Center

LMR Communications

*As of December 31, 2022
2023 GUIDANCE

Nov 2, 2023 FY GUIDANCE

- Revenue Growing to $9,930 - $9,945
- $1.9B of Adj. Operating Cash Flow
- Non-GAAP EPS $11.65 - $11.70


Total Revenue Growth ($B)

- 2015: 5.7 (6% Y/Y)
- 2016: 6.0 (6% Y/Y)
- 2017: 6.4 (15% Y/Y)
- 2018: 7.3 (7% Y/Y)
- 2019: 7.9 (6% Y/Y)
- 2020: 8.2 (10% Y/Y)
- 2021: 9.1 (12% Y/Y)
- 2022: 12.0 (9% Y/Y)
- 2023: 14.0 (6% Y/Y)

Software & Services Revenue Growth ($B)

- 2015: 1.2 (+1% Y/Y)
- 2016: 1.6 (+14% Y/Y)
- 2017: 1.9 (+20% Y/Y)
- 2018: 2.2 (+14% Y/Y)
- 2019: 2.6 (+9% Y/Y)
- 2020: 3.1 (+12% Y/Y)
- 2021: 3.4 (+12% Y/Y)
- 2022: 3.6 (+8% Y/Y)
- 2023: 4.0 (+12% Y/Y)

Adj. Operating Cash Flow ($B)

- 2015: 1.0 (+20% Y/Y)
- 2016: 1.2 (+23% Y/Y)
- 2017: 1.3 (+33% Y/Y)
- 2018: 1.6 (+13% Y/Y)
- 2019: 1.8 (+14% Y/Y)
- 2020: 1.8 (+1% Y/Y)
- 2021: 1.8 (+1% Y/Y)
- 2022: 2.0 (+12% Y/Y)
- 2023: 2.3 (+12% Y/Y)

Non-GAAP EPS

- 2015: 3.3 (+48% Y/Y)
- 2016: 4.9 (+21% Y/Y)
- 2017: 5.4 (+21% Y/Y)
- 2018: 7.1 (+13% Y/Y)
- 2019: 7.9 (+11% Y/Y)
- 2020: 7.9 (+11% Y/Y)
- 2021: 9.1 (+13% Y/Y)
- 2022: 10.3 (+13% Y/Y)
- 2023: 10.8 (+12% Y/Y)

*Above amounts have been recast to be consistent with the realignment of our former Products and Services segment into our Products and Systems Integration segment and Software and Services segment that took place during the second quarter of 2018.
VIDEO SECURITY & ACCESS CONTROL

Our video solutions combine computer vision with artificial intelligence to help users scale and control collected video and instantly recognize what’s important and what’s not.
CURRENT ENVIRONMENT

- Fixed video market has ~500M installed fixed video security cameras globally ex-China (1)
- Less than 20% of events are detected after the first 20 minutes of live monitoring by a person (2)
- 100TB of body-worn video per month in a large city, 90% of citizens prefer use of body cameras (3)

OUR APPROACH

More than just cameras and footage, our video solutions combine computer vision with AI, instantly recognizing what’s important and what’s not.

Our Vision: To Make Video Monitoring Obsolete

(1) Omdia “Video Surveillance Install Base report” 2022
(2) Motorola Solutions Research & Study
(3) LAPD CompStat Division
Embedded AI locates persons or vehicles, anomaly detection flags unusual motion.

Video, biometrics, weapons detection, card readers in one enterprise system.

In-car video combines with body-worn and fixed video for 360° view of an incident.

Radios automate camera activation, send alerts, stream incident video.

50B+ scans paired with patented analytics find vehicles of interest.
## THE EVOLUTION OF OUR FIXED VIDEO AND ACCESS CONTROL PORTFOLIO

<table>
<thead>
<tr>
<th>CRITERIA</th>
<th>ON-PREMISE</th>
<th>CLOUD-BASED</th>
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<tbody>
<tr>
<td><strong>FIXED VIDEO</strong></td>
<td>Scalability</td>
<td>Feature rich</td>
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<td>Hardware</td>
<td>+</td>
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<td>+ Analytics</td>
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<td><strong>ACCESS CONTROL</strong></td>
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<td>Hardware</td>
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<td>+ Software</td>
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Formerly Pelco, Videotec, Calipsa
Formerly Avigilon, Indigovision
Formerly Ava, Openpath
Envysion
THE EVOLUTION OF OUR MOBILE VIDEO PORTFOLIO

IN-CAR VIDEO

BODY WORN CAMERAS

LICENSE PLATE RECOGNITION SOLUTIONS

GOVERNMENT

ENTERPRISE

edesIX

WATCH GUARD

VaaS
~50% OF VIDEO SECURITY SALES IN GOV’T & PUBLIC SAFETY, EDUCATION AND HEALTHCARE

$1.5 Billion 2022 Video Revenue

Gov’t & Public Safety

Education

Healthcare

Additional Verticals
- Manufacturing
- Utilities
- Transportation
- Entertainment
- Hospitality
- Retail
GROWTH & MONETIZATION
VIDEO SECURITY & ACCESS CONTROL

2023 - Approx. 15% Sales Growth

RAPIDLY GAINING SHARE IN OUR LARGEST ADDRESSABLE MARKET

- $1.5B+ in sales growing double digits in $22B TAM
- 5M+ fixed video cameras deployed across 300K+ sites
- 90% of our fixed video camera portfolio has embedded AI capabilities
- Broad fixed video portfolio with wide global go-to-market reach provides competitive advantage
- Gaining share in mobile video by utilizing existing LMR relationships in U.S. and strong international growth
- Video aaS bundles simplify customer procurement
- Expanding further into government ... NDAA and FCC compliance
- Radio and video integration extends video portfolio into radio install base
LAND MOBILE RADIO COMMUNICATIONS

With instant, unified voice and multimedia collaboration at every moment, our users stay safe and aware when it matters most - from everyday routines to a crisis unfolding.
When disaster strikes, cellular networks fail or get overloaded - Hurricane Laura, Nashville Bombing

Demand for data and multimedia apps to complement mission critical voice and PTT

Schools, hospitals, airports, stadiums need instant communications and sharing with Public Safety

Secure and resilient communications unify voice and multimedia collaboration for critical events
Public Safety Communications

- Highly survivable networks, total control of coverage, capacity, maintenance

Enterprise Security Communications

- Secure, encrypted networks protect sensitive communications and shield enterprise data

Broadband Enabled Solutions

- Broadband solutions enhancing voice and data applications

LMR Software & Services

- 4M users under Mgd Services, software upgrades, remote monitoring, cybersecurity

Public Safety Cloud Core

- Streamlines radio management, accelerates new features, increases resiliency
A GLOBAL LEADER IN PUBLIC SAFETY AND ENTERPRISE SECURITY COMMUNICATIONS

- Platform business growing by mid-single digits
- 13k+ LMR networks globally, 50+ nationwide & statewide systems
- Networks monetized with recurring services and devices replaced every 6-8 years
- Multi-year services agreements shifting to higher margin offerings: software upgrades, cybersecurity, remote monitoring
- Customers with unique requirements and high expectations for always-on performance provide a competitive advantage
- Continued investment in portfolio drives refresh and upsell opportunities
- Trust in Motorola Solutions built over 95 years
COMMAND CENTER

The industry’s first cloud enabled 911 call-to-case closure software suite unifies public safety data and enables seamless collaboration, helping create safer communities.
CURRENT ENVIRONMENT

- ~10k more lives could be saved each year if 911 could get to callers one minute faster (1)
- Dispatcher performs 7 tasks at once, 6-8 screens, multiple keyboards, multiple siloed applications (2)
- Outdated systems, ~50% of 911 call centers can’t receive a text (3)

(1) FCC “Wireless E911 Location Accuracy, Fifth Report and Order,” 2019
(2) Motorola Solutions UI/UX Research
(3) FCC “PSAP Text-to-911 Readiness and Certification Registry” 2023

OUR APPROACH

Integrated cloud software suite unifies entire workflow, from 911 call to case closure
911 EMERGENCY CALL MANAGEMENT

Smart Transcription AI converts audio into searchable text in real-time

REAL-TIME INTELLIGENCE

Single, real-time view of video feeds, sensor alerts, panic alerts on a real-time map

REAL-TIME RESPONSE

Machine-assisted decision making, incident management, mass notification

RECORDS & EVIDENCE MANAGEMENT

Unified ‘Big Data’ accessed through single search bar, fuels automation & analytics

UNIFIED COMMUNICATIONS

1M+ users on MC-PTT over cellular, 500+ deployments, 50+ countries
INTEGRATED END-TO-END PLATFORM OFFERED IN THE CLOUD AND ON-PREM

- Large software install base of 3,600 911 centers in the US creates significant expansion opportunity

- Almost half of our Command Center customers have a cloud based solution

- Sales of over $600M growing double digits in $13B TAM

- Margin expansion driven by transition to SaaS cloud offerings and platform rationalization

- Rave bridges enterprise security and public safety with panic button alerting, mass notification and Smart 911 app suite in an all recurring revenue stream

- Video intelligence automates incident triggers, analytics speeds operations
*This competitive landscape slide includes a non-exhaustive list of some key competitors in each technology MSI operates.
ADDITIONAL FINANCIALS
BACKLOG GROWTH DRIVERS

- Software and Services multi-year agreements
- LMR products
- North America

BACKLOG ($B)


$6.5 $8.4 $9.6 $10.6 $11.3 $11.4 $13.6 $14.3

[$B]

PRODUCTS & SI

SOFTWARE & SERVICES

$4.0 $5.6 $6.3 $7.4 $8.1 $8.3 $9.6 $9.4

$2.5 $2.8 $3.3 $3.2 $3.2 $3.1 $4.0 $4.9
● Investment grade
● Total Liquidity of ~$3.2B
  ○ Undrawn revolving credit facility $2.25B
  ○ Cash & equivalents $910M
● Net Debt to Adj. EBITDA ratio of ~1.7X
● Balanced debt maturity
● U.S. Pension is ~83% funded
  ○ Do not expect any funding requirements for the next several years

*As of September 30, 2023
As of November 2, 2023, no material debt maturities through 2023.

**Balanced Debt Maturity**

**Investment Grade Rating**
- Moody’s - Baa2, stable
- S&P - BBB-, stable
- Fitch - BBB-, positive

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*As of November 2, 2023, no material debt maturities through 2023*
WE ARE COMMITTED TO CORPORATE RESPONSIBILITY

**PHILANTHROPY**
$100M+ donated by the Motorola Solutions Foundation in the past 10 years

**ENVIRONMENT**
Committed to our goal of reducing our Scope 1 and 2 emissions by 95% by 2031

**INCLUSION**
Over $400M in spend with small and diverse suppliers

**EMPLOYEE VOLUNTEERISM**
Volunteered more than 75,000+ hours around the world in 2022

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**NEWSWEEK**
2023 AMERICA'S GREATEST WORKPLACES FOR DIVERSITY, MOST RESPONSIBLE COMPANIES, MOST TRUSTED COMPANIES

**FORTUNE**
2023 WORLD'S MOST ADMIREDP COMPANIES

**USA TODAY**
2023 AMERICA'S CLIMATE LEADERS

**MSCI**
2022 MSCI ESG RATING - AA

**FORBES**
2022 WORLD'S BEST EMPLOYERS

**THE WALL STREET JOURNAL**
2022 250 BEST-MANAGED COMPANIES

**HUMAN RIGHTS CAMPAIGN**
2022 CORPORATE EQUALITY INDEX

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2022 CORPORATE EQUALITY INDEX
OUR IMPACT

Our technology ecosystem can directly support some of the world’s largest societal challenges every day.

SAFER SCHOOLS

More than 356,000 students have been exposed to gun violence in schools since the 1999 Columbine shooting.

Video cameras and access control can both alert and provide visibility to schools and law enforcement of what’s happening, and radios support coordination and response.

Office of Community Oriented Policing Services offers $73m funding for School Violence Prevention Programs.

COMMUNITY-POLICING RELATIONSHIPS

Only 43% of U.S. adults have confidence in police, indicating low levels of trust between the public and officers.

Body-worn cameras can increase transparency and accountability while community apps help the public share tips and images with public safety agencies.

10 U.S. states and certain federal agencies mandate body worn cameras for officers.

NATURAL DISASTERS

U.S. natural disasters have cost $2.570 trillion since 1980 across 360 disasters on record.

Land mobile radio (LMR) devices and networks are built for redundancy and can withstand extreme conditions, offering reliable communication that’s critical to coordinate emergency response.

Omdia projects active LMR users will increase to 60.5M by 2026.

SOARING CYBER ATTACKS

Cyberattacks rose globally by 38% in 2022 (YoY), with ~40% of cyber threats occurring indirectly through the supply chain.

24/7 cybersecurity services can identify system and network risks, helping to protect against attacks and supporting agencies and businesses to respond to threats.

Cybercrime is projected to cost ~$13.82T annually by 2028.

RESPONDING FASTER TO 911

~10K lives could be saved each year if 911 could get to callers just one minute faster.

An integrated command center can unify information about an incident, from the first 911 call to field reports, helping to keep all officers informed, reduce response times and protect the chain of custody.

240M 911 calls are made to 911 each year.
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.

Risks, uncertainties and other factors that may cause actual results to differ materially from those expressed or implied in the forward-looking statements include, without limitation: (i) the impact, including increased costs and potential liabilities, associated with changes in laws and regulations regarding privacy, data protection and information security; (ii) challenges relating to existing or future legislation and regulations pertaining to artificial intelligence (“AI”), AI-enabled products and the use of biometrics and other video analytics; (iii) the impact of government regulation of radio frequencies; (iv) audits and regulations and laws applicable to our U.S. government customer contracts and grants; (v) the impact, including additional compliance obligations, associated with existing or future telecommunications-related laws and regulations; (vi) the evolving state of environmental regulation relating to climate change, and the physical risks of climate change; (vii) impact of product regulatory and safety, consumer, worker safety and environmental laws; (viii) impact of tax matters; (ix) the continuing and future impact of the COVID-19 pandemic on our business; (x) impact of elevated inventory levels; (xi) additional compliance obligations and increased risk, costs and competition associated with the expansion of our technologies within our Products and Systems Integration and Software and Services segments (including, but not limited to, with respect to the United Kingdom’s Competition and Markets Authority’s final decision regarding Airwave and our actions in response to such decision, including the appeal of the final decision to the Competition Appeal Tribunal); (xii) the effectiveness of our investments in new products and technologies; (xiii) the effectiveness of our strategic acquisitions, including the integrations of such acquired businesses; (xiv) increased cybersecurity threats, a security breach or other significant disruption of our IT systems or those of our outsource partners, suppliers or customers; (xv) our inability to protect our intellectual property or potential infringement of intellectual property rights of third parties; (xvi) our license of the MOTOROLA, MOTO, MOTOROLA SOLUTIONS and the Stylized M logo and all derivatives and formatives thereof from Motorola Trademark Holdings, LLC; (xvii) the global nature of our employees, customers, suppliers and outsource partners; (xviii) our use of third-parties to develop, design and/or manufacture many of our components and some of our products, and to perform portions of our business operations; (xix) the inability of our subcontractors to perform in a timely and compliant manner or adhere to our Human Rights Policy; (xx) our inability to purchase at acceptable prices a sufficient amount of materials, parts, and components, as well as software and services, to meet the demands of our customers, and any increase to our customers’ expectations or regulatory or industry standards; (xxi) the inability of our products to meet our customers’ expectations or regulatory or industry standards; (xxii) the inability to access the capital markets for financing on acceptable terms and conditions; (xxiii) impact of current global economic and political conditions in the markets in which we operate (including, but not limited to, with respect to the Emergency Services Network and Airwave contracts); (xxiv) the inability of our products to meet our customers’ expectations or regulatory or industry standards; (xxv) inability to access the capital markets for financing on acceptable terms and conditions; (xxvi) inability to attract and retain senior management and key employees; and (xxvii) the return of capital to shareholders through dividends and/or repurchasing shares. Motorola Solutions undertakes no obligation to publicly update any forward-looking statement or risk factor, whether as a result of new information, future events or otherwise. For additional information on identifying factors that may cause actual results to vary materially from those stated in forward-looking statements, see our reports on Forms 10-K, 10-Q and 8-K filed with or furnished to the SEC from time to time available for free on the SEC’s website at www.sec.gov, and on Motorola Solutions’ website at www.motorolasolutions.com/investor.

Unless otherwise indicated, information in this presentation was updated on the 3rd day of November 2023. For the avoidance of doubt, the 2023 fiscal year guidance was provided as of November 2nd, 2023 and has not been updated or reaffirmed as of the date of this presentation. 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.
USE OF NON-GAAP MEASURES

In addition to the results presented in accordance with accounting principles generally accepted in the U.S. ("GAAP") in this presentation, Motorola Solutions, Inc. ("Motorola Solutions" or the "Company") has provided certain non-GAAP measurements. Motorola Solutions has provided these non-GAAP measurements to help investors better understand its core operating performance, enhance comparisons of Motorola Solutions' core operating performance from period-to-period and to allow better comparisons of Motorola Solutions' operating performance to that of its competitors.

Among other things, the Company's management uses these operating results, excluding the identified items, to evaluate the performance of its businesses and to evaluate results relative to incentive compensation targets. Management uses operating results excluding these items because it believes these measurements enable it to make better period-to-period evaluations of the financial performance of core business operations. There are inherent limitations in the use of operating results excluding these items because the Company's GAAP results include the impact of these items. The non-GAAP measures are intended only as a supplement to the comparable GAAP measures and the Company compensates for the limitations inherent in the use of non-GAAP measures by using GAAP measures in conjunction with the non-GAAP measures. As a result, investors should consider these non-GAAP measures in addition to, and not in substitution for, or as superior to, measures of financial performance prepared in accordance with GAAP.

Details of these items and reconciliations of the non-GAAP measurements provided during this presentation to GAAP measurements can be found in this Appendix to this presentation and on Motorola Solutions’ website at investors.motorolasolutions.com.

The Company has not quantitatively reconciled its guidance for forward-looking non-GAAP metrics to its most comparable GAAP measures because the Company does not provide specific guidance for the various reconciling items, as certain items that impact these measures have not occurred, are out of the Company's control, or cannot be reasonably predicted. Accordingly, a reconciliation to the most comparable GAAP financial measure is not available without unreasonable effort. Please note that the unavailable reconciling items could significantly impact the Company’s results.

"Adjusted Operating Cash Flow," "Free Cash Flow," "Adjusted Free Cash Flow," "EBITDA," "Adjusted EBITDA," "Adjusted EBITDA Margin," "Net Debt," "Net Debt to Adj. EBITDA Ratio," and "Organic Revenue" are non-GAAP measures and should not be considered as a replacement for GAAP results. These non-GAAP measures may not be comparable to similarly-titled measures reported by other companies. The primary limitation of these measures are that they exclude the financial impact of items that would otherwise either increase or decrease our reported results. These limitations are 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 Operating Cash Flow - Represents operating cash flow under GAAP excluding a $500 million voluntary, debt-funded U.S. pension contribution in the first quarter of 2018. The Company has excluded the impact of this contribution because the Company believes that this item does not reflect expected future operating cash flows and does not contribute to a meaningful evaluation of the Company's current operating cash flow performance or comparisons to the Company's past operating cash flow performance.

Free Cash Flow - Represents net cash provided by operating activities ("operating cash flow") less capital expenditures. The Company believes that free cash flow is also useful to investors as the basis for comparing its performance and coverage ratios with other companies in the Company's industries, although the Company's measure of free cash flow may not be directly comparable to similar measures used by other companies. This measure is also used as a component of incentive compensation.

Adjusted Free Cash Flow - Represents Free Cash Flow excluding a $500 million voluntary, debt-funded U.S. pension contribution in the first quarter 2018. The Company has excluded the impact of this contribution because the Company believes that this item does not reflect expected future free cash flows and does not contribute to a meaningful evaluation of the Company's current free cash flow performance or comparisons to the Company's past free cash flow performance.

EBITDA - Represents net income before interest expense, interest income, income taxes, depreciation, and amortization.

Adjusted EBITDA - Represents EBITDA adjusted for net other income, income from discontinued operations, share based compensation expense, U.S. pension settlement loss, and special items including charges or income related to reorganization and other charges, acquisition related charges, impairment charges, and other income or charges, if any. The Company believes Adjusted EBITDA provides improved period-to-period comparability for decision making and better measures the ongoing earnings results of its strategic and operating decisions by excluding the earnings effects of reorganization activities.

Adjusted EBITDA Margin - Adj. EBITDA Margin is calculated as Adjusted EBITDA divided by Revenue.

Net Debt and Net Debt to Adj. EBITDA Ratio - Net Debt is calculated as Long-term Debt, including the Current Portion of Long-term Debt, less Cash and Cash Equivalents. Net Debt to Adj. EBITDA Ratio is calculated by dividing Net Debt by Trailing 12 month Adjusted EBITDA.

Organic Revenue - Organic revenue reflects net sales calculated under GAAP excluding net sales from acquired business owned for less than four full quarters. The Company believes organic revenue provides useful information for evaluating the periodic growth of the business on a consistent basis and provides for a meaningful period-to-period comparison and analysis of trends in the business.
APPENDIX: SUPPLEMENTAL NON-GAAP MEASURES

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

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<td></td>
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<tr>
<td>Reorganization of business charges</td>
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<td></td>
<td></td>
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<tr>
<td>Non-GAAP gross margin</td>
<td>2,737</td>
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<td>3,042</td>
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<td>57</td>
<td>62</td>
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<td>144</td>
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<td>188</td>
<td>208</td>
<td>215</td>
<td>236</td>
<td>257</td>
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<tr>
<td>Other highlighted items***</td>
<td>(1)</td>
<td>56</td>
<td>10</td>
<td>85</td>
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<td>15</td>
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<td>95</td>
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<td>Non-GAAP OE</td>
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<td>$1,427</td>
<td>$1,552</td>
<td>$1,740</td>
<td>$1,975</td>
<td>$2,035</td>
<td>$2,117</td>
<td>$2,368</td>
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<tr>
<td>GAAP OE %</td>
<td>17.5%</td>
<td>17.7%</td>
<td>20.1%</td>
<td>17.1%</td>
<td>20.0%</td>
<td>18.7%</td>
<td>20.4%</td>
<td>18.2%</td>
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<tr>
<td>Non-GAAP Adj %</td>
<td>3.0%</td>
<td>5.9%</td>
<td>4.2%</td>
<td>6.6%</td>
<td>5.0%</td>
<td>6.1%</td>
<td>5.5%</td>
<td>7.8%</td>
</tr>
<tr>
<td>Non-GAAP OE %</td>
<td>20.5%</td>
<td>23.6%</td>
<td>24.3%</td>
<td>23.7%</td>
<td>26.0%</td>
<td>24.8%</td>
<td>25.9%</td>
<td>26.0%</td>
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<tr>
<td>GAAP Other income (expense)</td>
<td>(77)</td>
<td>(223)</td>
<td>(206)</td>
<td>(153)</td>
<td>(560)</td>
<td>(209)</td>
<td>(118)</td>
<td>(148)</td>
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<tr>
<td>Non-GAAP below OE highlighted items***</td>
<td>862</td>
<td>(419)</td>
<td>2</td>
<td>12</td>
<td>(410)</td>
<td>(53)</td>
<td>(16)</td>
<td>(10)</td>
</tr>
<tr>
<td>Non-GAAP Other income (expense)</td>
<td>(162)</td>
<td>(168)</td>
<td>(208)</td>
<td>(160)</td>
<td>(170)</td>
<td>(156)</td>
<td>(99)</td>
<td>(139)</td>
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<tr>
<td>GAAP Net earnings from continuing operations*</td>
<td>$640</td>
<td>$560</td>
<td>$515</td>
<td>$968</td>
<td>$868</td>
<td>$949</td>
<td>$1,245</td>
<td>$1,363</td>
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<tr>
<td>Non-GAAP above OE highlighted items***</td>
<td>172</td>
<td>359</td>
<td>270</td>
<td>485</td>
<td>394</td>
<td>452</td>
<td>450</td>
<td>707</td>
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<tr>
<td>Non-GAAP below OE highlighted items***</td>
<td>(85)</td>
<td>37</td>
<td>(2)</td>
<td>(12)</td>
<td>410</td>
<td>53</td>
<td>16</td>
<td>10</td>
</tr>
<tr>
<td>Non-GAAP tax adjustments and effect</td>
<td>(54)</td>
<td>(105)</td>
<td>810</td>
<td>(209)</td>
<td>(274)</td>
<td>(114)</td>
<td>(122)</td>
<td>(300)</td>
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<tr>
<td>TOTAL Non-GAAP Earnings from continuing operations</td>
<td>$673</td>
<td>$851</td>
<td>$923</td>
<td>$1,230</td>
<td>$1,398</td>
<td>$1,339</td>
<td>$1,589</td>
<td>$1,730</td>
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<tr>
<td>GAAP Continuing operations earnings per share (&quot;EPS&quot;)</td>
<td>$3.17</td>
<td>$3.24</td>
<td>($0.95)</td>
<td>$5.62</td>
<td>$4.95</td>
<td>$4.54</td>
<td>$7.17</td>
<td>$7.93</td>
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<tr>
<td>EPS adjusted for dilution**</td>
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<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Non-GAAP Continuing operations EPS adjustments***</td>
<td>0.16</td>
<td>1.68</td>
<td>6.38</td>
<td>1.53</td>
<td>3.01</td>
<td>2.24</td>
<td>1.98</td>
<td>2.43</td>
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<tr>
<td>Non-GAAP Continuing operations EPS</td>
<td>$3.33</td>
<td>$4.92</td>
<td>$5.46</td>
<td>$7.15</td>
<td>$7.96</td>
<td>$7.69</td>
<td>$9.15</td>
<td>$10.36</td>
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<tr>
<td>Diluted weighted average shares outstanding</td>
<td>231.8</td>
<td>173.1</td>
<td>162.9</td>
<td>172.0</td>
<td>175.6</td>
<td>174.1</td>
<td>173.6</td>
<td>171.5</td>
</tr>
</tbody>
</table>

* Amounts attributable to Motorola Solutions, Inc. common shareholders.
** Under U.S. GAAP, the accounting for a net loss from continuing operations results in a presentation of dilutive earnings per share equal to basic earnings per share, as any increase in basic shares would be anti-dilutive to earnings per share. As a result of the highlighted items identified during Q4 2019, the Company reported a net loss from continuing operations within our GAAP Consolidated Statement of Operations, while reporting income on a non-GAAP basis. An adjustment is shown to reflect the dilution of 7.2 million dilutive shares outstanding in Q4 2017 and 6.4 million dilutive shares for the full year of 2017.
***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, reorganization of business charges, certain non-cash pension adjustments, legal settlements and other contingencies, gains and losses on investments and businesses, Hyperion-related expenses, gains and losses on the extinguishment of debt 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 purpose 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.
### RECONCILIATION OF GAAP NET EARNINGS TO EBITDA AND ADJUSTED EBITDA

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<tr>
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</thead>
<tbody>
<tr>
<td><strong>GAAP Net Earnings (Loss) from Continuing Operations</strong></td>
<td>$640</td>
<td>$560</td>
<td>$(155)</td>
<td>$966</td>
<td>$868</td>
<td>$949</td>
<td>$1,245</td>
<td>$1,363</td>
</tr>
<tr>
<td>Interest Expense, Net</td>
<td>173</td>
<td>205</td>
<td>201</td>
<td>222</td>
<td>220</td>
<td>220</td>
<td>208</td>
<td>226</td>
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<tr>
<td>Income Tax Expense</td>
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<td>133</td>
<td>130</td>
<td>221</td>
<td>302</td>
<td>148</td>
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<td>Depreciation Expense</td>
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<td>182</td>
<td>192</td>
<td>172</td>
<td>188</td>
<td>194</td>
<td>202</td>
<td>183</td>
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<td>Intangible Amortization Expense</td>
<td>8</td>
<td>113</td>
<td>151</td>
<td>188</td>
<td>208</td>
<td>215</td>
<td>236</td>
<td>257</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>$1,237</td>
<td>$1,342</td>
<td>$1,616</td>
<td>$1,681</td>
<td>$1,612</td>
<td>$1,799</td>
<td>$2,193</td>
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<td>US Pension Settlement Loss</td>
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<tr>
<td>Share-based Compensation Expenses</td>
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<td>68</td>
<td>66</td>
<td>73</td>
<td>118</td>
<td>129</td>
<td>129</td>
<td>172</td>
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<tr>
<td>Reorganization of Business Charges</td>
<td>87</td>
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<td>42</td>
<td>120</td>
<td>57</td>
<td>86</td>
<td>32</td>
<td>36</td>
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<tr>
<td>Loss from the extinguishment of debt</td>
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<td>---</td>
<td>---</td>
<td>50</td>
<td>57</td>
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<tr>
<td>Other Above OE Highlighted Items***</td>
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<td>(37)</td>
<td>104</td>
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<td>(12)</td>
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<td>8</td>
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<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$1,316</td>
<td>$1,625</td>
<td>$1,733</td>
<td>$1,966</td>
<td>$2,210</td>
<td>$2,091</td>
<td>$2,433</td>
<td>$2,637</td>
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*** Refer to slide 39 for details of highlighted items
### RECONCILIATION OF GAAP NET EARNINGS TO EBITDA AND ADJUSTED EBITDA

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<th>Q2 2023</th>
<th>Q3 2023</th>
<th>TTM</th>
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<td>$589</td>
<td>$278</td>
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<td>attributable to</td>
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<tr>
<td>Motorola Solutions,</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Inc.</td>
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<td>Interest Expense, Net</td>
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<td>54</td>
<td>57</td>
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<td>218</td>
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<td>Income Tax Expense</td>
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<td>55</td>
<td>43</td>
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<td>EBITDA</td>
<td>$825</td>
<td>$509</td>
<td>$629</td>
<td>$730</td>
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<td>Compensation Expense</td>
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<td>Reorganization of</td>
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<td>Business Charges</td>
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<td>Other Above OE</td>
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<td>10</td>
<td>24</td>
<td>5</td>
<td>55</td>
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<td>Highlighted Items***</td>
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<td>Below OE Highlighted</td>
<td>(7)</td>
<td>2</td>
<td>(13)</td>
<td>15</td>
<td>(3)</td>
</tr>
<tr>
<td>Items***</td>
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<tr>
<td>Adjusted EBITDA</td>
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<td>$598</td>
<td>$696</td>
<td>$808</td>
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### NET DEBT CALCULATION

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<tr>
<td>Long-term Debt</td>
<td>$4,704</td>
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<td>Current Portion of</td>
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<td>Long-term Debt</td>
<td>1,313</td>
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<td>Less Cash and Cash</td>
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<td>Equivalents</td>
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<td><strong>Net Debt</strong></td>
<td>$5,107</td>
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### NET DEBT TO ADJUSTED EBITDA CALCULATION

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<th>Q3 2023</th>
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<tbody>
<tr>
<td><strong>Net Debt</strong></td>
<td>$5,107</td>
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<tr>
<td>Trailing Twelve</td>
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<td>Months (&quot;TTM&quot;)</td>
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<td>Adjusted EBITDA</td>
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<td><strong>Net Debt to TTM</strong></td>
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<td>Adjusted EBITDA</td>
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</tbody>
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*** Refer to slide 39 for details of highlighted items
## RECONCILIATION OF GAAP OPERATING CASH FLOW TO ADJUSTED OPERATING CASH FLOW

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</thead>
<tbody>
<tr>
<td>GAAP Net Cash Provided by Operating Activities</td>
<td>$1,021</td>
<td>$1,165</td>
<td>$1,346</td>
<td>$1,075</td>
<td>$1,823</td>
<td>$1,613</td>
<td>$1,837</td>
<td>$1,823</td>
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<tr>
<td>Contribution and Restructuring of the Pension Plan</td>
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<td>—</td>
<td>500</td>
<td>—</td>
<td>—</td>
<td>—</td>
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<td>Adjusted Operating Cash Flow</td>
<td>$1,021</td>
<td>$1,165</td>
<td>$1,346</td>
<td>$1,175</td>
<td>$1,823</td>
<td>$1,613</td>
<td>$1,837</td>
<td>$1,823</td>
</tr>
</tbody>
</table>

## RECONCILIATION OF GAAP OPERATING CASH FLOW TO ADJUSTED FREE CASH FLOW

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Net Cash Provided by Operating Activities</td>
<td>$1,021</td>
<td>$1,165</td>
<td>$1,346</td>
<td>$1,075</td>
<td>$1,823</td>
<td>$1,613</td>
<td>$1,837</td>
<td>$1,823</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>(175)</td>
<td>(271)</td>
<td>(227)</td>
<td>(157)</td>
<td>(248)</td>
<td>(217)</td>
<td>(243)</td>
<td>(256)</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>$846</td>
<td>$894</td>
<td>$1,119</td>
<td>$878</td>
<td>$1,575</td>
<td>$1,396</td>
<td>$1,594</td>
<td>$1,567</td>
</tr>
<tr>
<td>Contribution and Restructuring of the Pension Plan</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>500</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Adjusted Free Cash Flow</td>
<td>$846</td>
<td>$894</td>
<td>$1,119</td>
<td>$1,378</td>
<td>$1,575</td>
<td>$1,396</td>
<td>$1,594</td>
<td>$1,567</td>
</tr>
</tbody>
</table>
Motorola Solutions, Inc. and Subsidiaries
Reconciliation of Revenue to Non-GAAP Organic Revenue
(In millions)

<table>
<thead>
<tr>
<th></th>
<th>December 31, 2022</th>
<th>December 31, 2021</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$1,523</td>
<td>$1,226</td>
<td>24%</td>
</tr>
<tr>
<td>Non-GAAP adjustments:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales from video acquisitions</td>
<td></td>
<td>82</td>
<td></td>
</tr>
<tr>
<td>Organic revenue</td>
<td>$1,441</td>
<td>$1,221</td>
<td>18%</td>
</tr>
</tbody>
</table>
OUR IMPACT

References for slide 35

1. Safer Schools:
   b. Federal funding 2023: https://cops.usdoj.gov/svpp (refer to Funding link)

2. Natural Disasters:
   a. Weather: https://www.ncdc.noaa.gov/billions/
   b. LMR users: Omdia, Licensed Mobile Radio Report - 2022 Analysis

3. Community-Policing Relationships:
   b. U.S. BWC mandates 2023: FBI, public sources and articles on legislation activity

4. Responding Faster to 911:
   b. NENA, as of February 2021: https://www.nena.org/page/911Statistics

5. Soaring Cyber Attacks: