

## Motorola Solutions (MSI)

**\$170.87** (As of 01/13/20)

Price Target (6-12 Months): **\$179.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 04/10/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**4-Sell**

Zacks Style Scores:

VGM: C

Value: D

Growth: A

Momentum: C

## Summary

As a leading provider of mission-critical communication products and services, Motorola has ensured a steady revenue stream from this niche market. The communications equipment maker aims to augment its position in the public safety domain by entering into strategic alliances with other players in the ecosystem. The company is well positioned to benefit from organic growth and acquisition initiatives, disciplined capital distribution and a favorable macroeconomic environment. However, adverse currency translations remain headwind as it generates significant revenues outside the United States. Debt-laden balance sheet and lower cash flow yield portray lapses in sound financial management. Brexit could further result in higher tariff and non-tariff barriers to trade between the U.K. and the European Union, lowering its productivity.

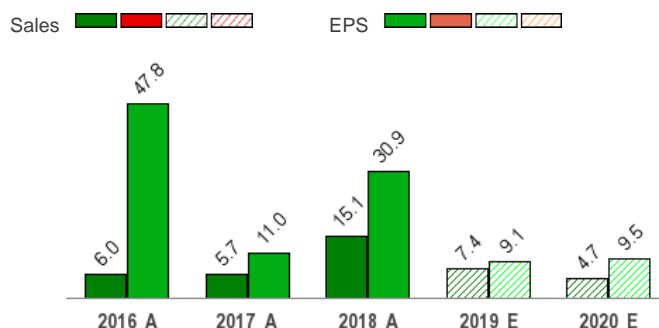
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$182.28 - \$113.25
20 Day Average Volume (sh)	1,166,592
Market Cap	\$29.3 B
YTD Price Change	6.0%
Beta	0.56
Dividend / Div Yld	\$2.56 / 1.5%
Industry	<a href="#">Wireless Equipment</a>
Zacks Industry Rank	Bottom 9% (230 out of 254)

## Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	4.1%
Last Sales Surprise	0.3%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/06/2020
Earnings ESP	0.0%
P/E TTM	22.4
P/E F1	20.0
PEG F1	2.6
P/S TTM	3.8

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2020	1,731 E	1,949 E	2,087 E	2,484 E	8,256 E
2019	1,657 A	1,860 A	1,994 A	2,372 E	7,883 E
2018	1,468 A	1,760 A	1,862 A	2,254 A	7,343 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2020	\$1.36 E	\$1.87 E	\$2.22 E	\$3.11 E	\$8.54 E
2019	\$1.28 A	\$1.69 A	\$2.04 A	\$2.79 E	\$7.80 E
2018	\$1.10 A	\$1.46 A	\$1.94 A	\$2.63 A	\$7.15 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 01/13/2020. The reports text is as of 01/14/2020.

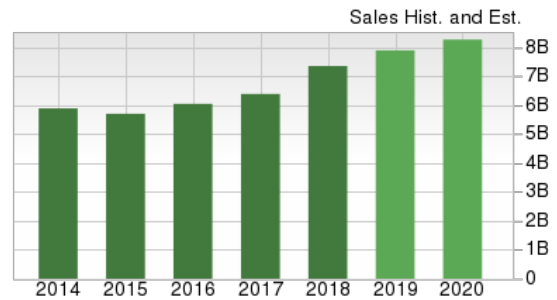
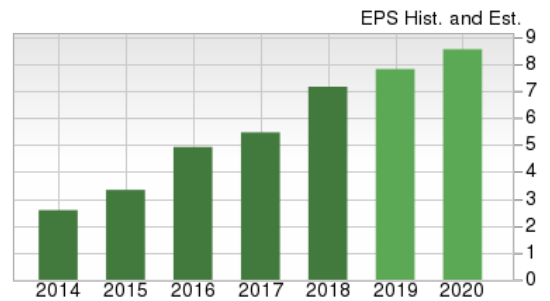
## Overview

Based in Chicago, IL Motorola Solutions, Inc. is a leading communications equipment manufacturer and has strong market positions in bar code scanning, wireless infrastructure gear, and government communications. The company was formed following the split-off from its parent company Motorola, Inc. on Jan 4, 2011. Motorola Solutions generally provides services and solutions to the government segments and public safety programs together with large enterprises and wireless infrastructure service providers. It develops and services both analog and digital two-way radio, voice and data communications products and systems for private networks, wireless broadband systems and end-to-end enterprise mobility solutions to a wide range of enterprise markets.

Motorola reorganized its operating segments during second-quarter 2018. The new segments of the company are Products and Systems Integration, and Services and Software. The change reflects moving Systems Integration business from the erstwhile Services segment into the newly formed Products and Systems Integration segment and moving Software from the former Products segment into the new Services and Software segment.

**Products and Systems Integration** (67.7% of third-quarter 2019 net sales): The segment comprises of a wide portfolio of infrastructure, devices and accessories along with systems integration. The segment's primary customers are government, public safety and first-responder agencies, municipalities, and commercial and industrial customers who operate private communications networks and manage a mobile workforce.

**Services and Software** (32.3%): The segment offers a wide range of services and software to government, public safety and commercial communication networks. These include: (i) Software, (ii) Lifecycle Support services, (iii) Managed services, (iv) Smart Public Safety Solutions, and (v) iDEN services.



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## Reasons To Buy:

- ▲ As a leading provider of mission-critical communication products and services worldwide, Motorola has ensured a steady revenue stream from this niche market. The communications equipment maker intends to boost its position in the public safety domain by entering into strategic alliances with other players in the ecosystem. Motorola reported strong third-quarter 2019 results, driven by strength in both segments. The company is well poised to sustain its momentum throughout the year with healthy demand across its portfolio and record order backlog. Owing to solid quarterly results, management further raised guidance for 2019. Full-year non-GAAP earnings are currently anticipated to lie within \$7.77-\$7.82 per share range, up from \$7.67-\$7.77 expected earlier on revenue growth of 7.25-7.5%, up from prior expectations of 7-7.5% rise.
- ▲ Motorola expects to gain from robust organic growth, disciplined capital deployment and a favorable global macroeconomic environment. The company expects to record strong demand across land mobile radio products, services and software while benefiting from a solid foundation. Furthermore, its competitive position and attractive portfolio for large addressable markets and healthy balance sheet augur well for future growth.
- ▲ The acquisition of WatchGuard, Inc., which manufactures in-car video systems and body-worn cameras along with evidence management software, has added new capabilities to Motorola's video security solutions portfolio. It has further expanded its video security product line, which includes fixed cameras and advanced analytics from Avigilon as well as license plate recognition cameras and software from Vigilant Solutions.
- ▲ The company has introduced the Si200 body-worn camera to facilitate agencies in investigation while providing footage of incidents. The Si200 body-worn camera captures high-definition video and boasts advanced capabilities, helping integration across the public safety workflow. It combines with CommandCentral Vault — Motorola's digital evidence management solution — that enables investigating agencies to manage content from in-field capture to judicial process under an integrated platform. Motorola has also successfully integrated CommandCentral Aware software with Avigilon Blue – its cloud video security platform. The integration enables public safety agencies to better manage and monitor video feeds and camera networks through the latest software-as-a-service offering. Such innovative products are likely to generate a steady revenue stream for the company.

Motorola remains poised to benefit from organic growth and acquisition initiatives by entering into strategic alliances with other players in the ecosystem and strengthen its market position.

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## Reasons To Sell:

- ▼ Although we remain optimistic on Motorola's growth-by-acquisition strategy, costs associated with the mergers are limiting bottom-line growth. Gross margin has decreased at a CAGR of 7% from 2013 to 2018, reflecting higher operating expenses. The company's debt-laden balance sheet also remains a cause of concern. As of Sep 30, 2019, the company had \$1,138 million in cash and equivalents with \$5,112 million of long-term debt.
- ▼ Higher working capital requirement due to the implementation of new ERP system is hurting the company's cash from operations. Motorola's cash flow yield has declined from 9.52% at year-end 2014 to 6.65% at year-end 2018, indicating under-utilization of resources and lapses in sound financial management.
- ▼ Headwinds in currency translation could add to the woes as Motorola generates significant revenues outside the United States. Presently, when the economy of Europe is highly unpredictable post the Brexit referendum, it becomes difficult for the company to increase revenues and reduce costs. In addition, Motorola is likely to be stifled by the renegotiated deals and restrictions imposed on trade with other European Union members. Brexit could further result in higher tariff and non-tariff barriers to trade between the U.K. and the European Union, lowering productivity of the company. All these are likely to undermine its growth potential to some extent.

Costs associated with mergers are limiting bottom-line growth and affecting margins, while risks associated with the Brexit referendum are undermining Motorola's growth potential to some extent.

## Last Earnings Report

### Motorola Q3 Earnings Beat on Holistic Growth, View Up

Motorola reported solid third-quarter 2019 results with year-over-year increase in revenues and earnings, driven by strength in both segments and diligent execution of operational plans. The company is well poised to sustain its momentum throughout the year with healthy demand across its portfolio and record order backlog.

#### Net Earnings

On GAAP basis, net earnings were \$267 million or \$1.51 per share compared with \$247 million or \$1.43 per share in the year-earlier quarter. The year-over-year rise was primarily attributable to top-line growth.

Non-GAAP earnings were \$2.04 per share compared with \$1.94 in the year-ago quarter. The bottom line beat the Zacks Consensus Estimate by 8 cents.

#### Revenues

Quarterly net sales were \$1,994 million compared with \$1,862 million in the year-ago quarter, driven by growth in both the segments and solid performance in the Americas. The top line exceeded the Zacks Consensus Estimate of \$1,992 million.

Organic growth for the quarter was 4%, and acquisitions contributed \$58 million to incremental revenues. Region wise, revenues improved 12% in the Americas to \$1.5 billion driven by broad base growth across all platforms. This was partially offset by 1% and 9% decline in EMEA (Europe, Middle East and Africa) and Asia Pacific to \$384 million and \$158 million, respectively, owing to adverse foreign currency translation.

#### Segmental Performance

Net sales from **Products and Systems Integration** were \$1,349 million compared with \$1,288 million in the prior-year quarter, largely due to growth in the Americas. The segment's backlog was down \$39 million primarily due to two large system deployments in the Middle East and Africa.

Net sales from **Services and Software** totaled \$645 million compared with \$574 million a year ago, with growth in the Americas and EMEA. The segment's backlog increased \$1.6 billion year over year, primarily due to growth in the Americas and EMEA due to the ESN and Airwave extensions.

#### Other Quarter Details

GAAP operating earnings increased to \$413 million from \$294 million in the prior-year quarter, while non-GAAP operating earnings were \$509 million, up 13%. The company ended the quarter with total backlog of \$11 billion, up \$1.6 billion.

Overall GAAP operating margin jumped to 20.7% from 15.8% in the prior-year quarter, primarily due to higher revenues. Non-GAAP operating margin was 25.5% compared with 24.3% in the year-ago quarter.

Non-GAAP operating earnings for Products and Systems Integration were \$300 million, up 9% year over year. Non-GAAP operating margin for the segment was 22.2%, up from 21.4% due to higher sales.

Non-GAAP operating earnings for Services and Software were \$209 million, up 19% year over year driven by gross margin expansion and higher sales, resulting in non-GAAP operating margin of 32.4%, up from 30.7%.

#### Cash Flow and Liquidity

Motorola generated \$525 million of cash from operating activities during the quarter compared with \$338 million a year ago, bringing the respective tallies for the first nine months of 2019 and the first three quarters of 2018 to \$1,028 million and \$263 million. Free cash flow for the third quarter was \$465 million.

As of Sep 28, 2019, the company had \$1,138 million of cash and cash equivalents with \$5,112 million of long-term debt.

#### Outlook Raised

Owing to solid quarterly performance, management raised guidance for 2019. Full-year non-GAAP earnings are currently anticipated to lie within the \$7.77-\$7.82 per share range, up from \$7.67-\$7.77 expected earlier on revenue growth of 7.25-7.5%, up from prior expectations of 7-7.5% rise.

Fourth-quarter 2019 non-GAAP earnings are expected to be in the \$2.75-\$2.80 per share range on revenue growth of 5-5.5%.

Quarter Ending **09/2019**

Report Date	Oct 30, 2019
Sales Surprise	0.33%
EPS Surprise	4.08%
Quarterly EPS	2.04
Annual EPS (TTM)	7.64

## Recent News

On Dec 17, 2019, Motorola announced that it has inked an agreement with Marino's Market, a leading supermarket in Alabama, to improve the security measures at its two store locations. The company will deploy improved video safety and security solutions from Avigilon Corporation – one of its operating units – to offer greater visibility to the stores and augment operational efficiency.

On Dec 9, 2019, Motorola announced that it has embraced AI-powered facial recognition technology with the launch of the newest version of its video management software. Avigilon Corporation, one of the operating units of Motorola, unveiled the Avigilon Control Center (ACC) 7.4 software for an easy-to-use AI-enabled user interface for enhanced safety measures in commercial enterprises.

On Dec 6, 2019, Motorola announced that it has incorporated a number of enhancements to its Pronto digital policing application software, in an effort to augment mobile workflows. Remarkably, Pronto and its suite of applications deliver comprehensive mobile information solutions to the police and criminal justice. It streamlines different business processes from time consuming and resource intensive systems into an efficient and interconnected solution.

## Valuation

Motorola shares are up 47.6% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer and Technology sector are up 24.5% and 33.7% over the past year, respectively.

The S&P 500 Index is up 25.1% in the past year.

The stock is currently trading at 14.29X trailing 12-month EV/EBITDA, which compares to 22.28X for the Zacks sub-industry, 12.41X for the Zacks sector and 12.12X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 36.5X and as low as 6.9X, with a 5-year median of 12.4X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$179 price target reflects 8.98X forward 12-month earnings.

The table below shows summary valuation data for MSI

Valuation Multiples - MSI					
		Stock	Sub-Industry	Sector	S&P 500
EV/EBITDA TTM	Current	14.29	22.28	12.41	12.12
	5-Year High	36.49	25.55	12.6	12.86
	5-Year Low	6.85	10.1	7.68	8.48
	5-Year Median	12.41	15.77	10.52	10.67
P/E F12M	Current	19.94	20.02	22.65	18.87
	5-Year High	25.93	30.47	22.65	19.34
	5-Year Low	14.27	13.61	16.87	15.17
	5-Year Median	17.49	18.22	19.24	17.44
P/S F12M	Current	3.54	3.28	3.65	3.5
	5-Year High	3.67	3.51	3.65	3.5
	5-Year Low	1.82	2.07	2.3	2.54
	5-Year Median	2.33	2.8	3.01	3

As of 01/13/2020

## Industry Analysis Zacks Industry Rank: Bottom 9% (230 out of 254)



## Top Peers

Clearfield, Inc. (CLFD)	Neutral
Comtech Telecommunications Corp. (CMTL)	Neutral
Ericsson (ERIC)	Neutral
Juniper Networks, Inc. (JNPR)	Neutral
Nokia Corporation (NOK)	Neutral
Sierra Wireless, Inc. (SWIR)	Neutral
Viasat Inc. (VSAT)	Neutral
InterDigital, Inc. (IDCC)	Underperform

Industry Comparison Industry: Wireless Equipment				Industry Peers		
	MSI Neutral	X Industry	S&P 500	CMTL Neutral	ERIC Neutral	JNPR Neutral
<b>VGM Score</b>	<b>C</b>	-	-	<b>D</b>	<b>A</b>	<b>D</b>
Market Cap	29.28 B	358.24 M	24.31 B	901.69 M	29.45 B	8.21 B
# of Analysts	6	2	13	2	2	9
Dividend Yield	1.50%	0.00%	1.76%	1.08%	0.74%	3.10%
<b>Value Score</b>	<b>D</b>	-	-	<b>D</b>	<b>C</b>	<b>B</b>
Cash/Price	0.04	0.22	0.04	0.05	0.21	0.28
EV/EBITDA	20.04	13.38	14.12	12.99	28.11	10.52
PEG Ratio	2.59	3.23	2.05	5.58	NA	2.59
Price/Book (P/B)	NA	2.20	3.34	1.68	3.64	1.83
Price/Cash Flow (P/CF)	18.20	16.05	13.66	11.84	29.71	12.22
P/E (F1)	19.83	26.61	18.82	27.90	16.42	13.35
Price/Sales (P/S)	3.77	1.83	2.64	1.32	1.22	1.86
Earnings Yield	5.00%	3.68%	5.29%	3.60%	6.06%	7.50%
Debt/Equity	-5.18	0.25	0.72	0.37	0.58	0.40
Cash Flow (\$/share)	9.39	0.53	6.94	3.12	0.30	2.01
<b>Growth Score</b>	<b>A</b>	-	-	<b>C</b>	<b>A</b>	<b>D</b>
Hist. EPS Growth (3-5 yrs)	28.44%	-5.87%	10.56%	3.03%	-41.01%	2.86%
Proj. EPS Growth (F1/F0)	9.42%	23.31%	7.49%	28.64%	23.30%	7.19%
Curr. Cash Flow Growth	29.01%	-14.66%	14.83%	18.78%	6.92%	-22.13%
Hist. Cash Flow Growth (3-5 yrs)	2.88%	6.65%	9.00%	14.59%	-25.61%	1.14%
Current Ratio	1.14	1.94	1.23	1.95	1.34	2.24
Debt/Capital	NA%	25.49%	42.99%	26.79%	36.76%	28.51%
Net Margin	13.50%	3.08%	11.08%	4.10%	-3.89%	8.35%
Return on Equity	-114.01%	3.26%	17.16%	6.64%	-4.44%	9.54%
Sales/Assets	0.78	0.78	0.55	0.76	0.79	0.49
Proj. Sales Growth (F1/F0)	4.72%	4.72%	4.23%	7.32%	2.44%	1.11%
<b>Momentum Score</b>	<b>C</b>	-	-	<b>C</b>	<b>A</b>	<b>D</b>
Daily Price Chg	2.13%	1.40%	0.73%	1.23%	3.24%	1.57%
1 Week Price Chg	1.78%	0.00%	0.39%	2.70%	-2.49%	-0.74%
4 Week Price Chg	5.87%	1.18%	1.84%	5.60%	-4.09%	1.78%
12 Week Price Chg	-2.92%	0.13%	6.48%	14.89%	-2.20%	1.20%
52 Week Price Chg	48.43%	2.71%	23.15%	48.53%	5.32%	-12.04%
20 Day Average Volume	1,166,592	68,700	1,578,594	178,622	4,558,949	2,604,829
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 12 week change	-1.35%	-1.35%	-0.48%	-1.38%	7.96%	-7.90%
(Q1) EPS Est Mthly Chg	-1.99%	0.00%	0.00%	0.00%	0.00%	0.00%

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	D
Growth Score	A
Momentum Score	C
VGM Score	C

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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