

(\$M)	Estimated Year 2012	Estimated Q1 2013
Sales	\$ 4,705	\$ 1,092
Highlighted Items:		
Motorola Acquisition Accounting (Google)- deferred revenue adj	8	-
ARRIS Acquisition Accounting - deferred revenue adj	3	-
ARRIS- reduction in revenue related to Comcast investment	-	13
Adjusted Sales	<u>\$ 4,716</u>	<u>\$ 1,105</u>
Direct Operating Contribution	\$ 415	\$ 85
Highlighted Items:		
ARRIS Acquisition Accounting - deferred revenue adj	3	-
Settlement charge - pension	3	-
Stock compensation	45	7
Motorola Acquisition Accounting (Google)- deferred cost adj	2	-
ARRIS- reduction in revenue related to Comcast investment	-	13
Adjusted Direct Operating Contribution	<u>\$ 468</u>	<u>\$ 105</u>