



Fiscal 2014 Fourth Quarter

Reconciliation of Non-GAAP Financial  
Measures and Regulation G Disclosures

# Regulation G Disclosures



To supplement our condensed consolidated financial statements presented in accordance with U.S. generally accepted accounting principles (GAAP), we provide additional financial measures that exclude or include amounts, or are subject to adjustments, so as to be different from the most directly comparable financial measures calculated and presented in accordance with GAAP. Harris management believes that these non-GAAP financial measures, when considered together with the GAAP financial measures, provide information that is useful to investors in understanding period-over-period operating results separate and apart from items that may, or could, have a disproportionately positive or negative impact on results in any particular period. Harris management also believes that these non-GAAP financial measures enhance the ability of investors to analyze Harris' business trends and to understand Harris' performance. In addition, Harris may utilize non-GAAP financial measures as a guide in its forecasting, budgeting, and long-term planning process and to measure operating performance for some management compensation purposes. Any analysis of non-GAAP financial measures should be used only in conjunction with results presented in accordance with GAAP. A reconciliation of these non-GAAP financial measures with the most directly comparable financial measures calculated in accordance with GAAP follows:

# Reconciliation of Non-GAAP Financial Measures – Earnings Release Information



## Operating Income as a % of Revenue

(\$ in millions)

	FY13-Q4	FY14-Q4	FY13	FY14
Revenue from product sales and services	\$ 1,359.6	\$ 1,329.4	\$ 5,111.7	\$ 5,012.0
Cost of product sales and services	(887.8)	(899.6)	(3,385.0)	(3,310.5)
Engineering, selling and administrative expenses	(300.7)	(203.9)	(914.5)	(819.6)
GAAP operating income	171.1	225.9	812.2	881.9
<i>GAAP operating income as a % of Revenue</i>	<i>12.6%</i>	<i>17.0%</i>	<i>15.9%</i>	<i>17.6%</i>
Non-GAAP adjustments (1)	93.5	-	93.5	-
Non-GAAP operating income	\$ 264.6	\$ 225.9	\$ 905.7	\$ 881.9
<i>Non-GAAP operating income as a % of Revenue</i>	<i>19.5%</i>	<i>17.0%</i>	<i>17.7%</i>	<i>17.6%</i>

(1) Adjustments relate to charges associated with company-wide restructuring and other actions, including asset impairments, a write-off of capitalized software, facility consolidation, workforce reductions and other associated costs.