

**BlackBerry Investor Relations Supplement**

**GAAP Income Statement  
(Three Months Ended)**

	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
Cybersecurity	\$ 113	\$ 111	\$ 106	\$ 88	\$ 418	\$ 93	\$ 79	\$ 114	\$ 92	\$ 378
IoT	51	51	51	53	206	45	49	55	66	215
Software and Services	164	162	157	141	624	138	128	169	158	593
Licensing and Other	4	6	12	10	32	235	4	6	15	260
<b>Revenue</b>	<b>168</b>	<b>168</b>	<b>169</b>	<b>151</b>	<b>656</b>	<b>373</b>	<b>132</b>	<b>175</b>	<b>173</b>	<b>853</b>
<b>Cost of Sales</b>	<b>64</b>	<b>62</b>	<b>60</b>	<b>51</b>	<b>237</b>	<b>194</b>	<b>47</b>	<b>48</b>	<b>44</b>	<b>333</b>
<b>Gross Margin</b>	<b>104</b>	<b>106</b>	<b>109</b>	<b>100</b>	<b>419</b>	<b>179</b>	<b>85</b>	<b>127</b>	<b>129</b>	<b>520</b>
<b>Operating expenses</b>										
Research and development	53	54	52	48	207	54	50	42	40	186
Sales and marketing	43	42	43	48	176	45	43	42	41	171
General and administrative	39	44	46	35	164	54	30	43	53	181
Amortization	27	25	26	18	96	15	14	13	12	54
Impairment of goodwill	-	-	-	245	245	-	-	-	35	35
Impairment of long-lived assets	-	4	-	231	235	-	1	11	4	15
Gain on sale of property, plant and equipment, net	-	(6)	-	-	(6)	-	-	-	-	-
Debentures fair value adjustment	(46)	(10)	(56)	(26)	(138)	22	(6)	(13)	-	3
Litigation settlement	165	-	-	-	165	-	-	-	-	-
Total operating expenses	281	153	111	599	1,144	190	132	138	185	645
<b>Operating Loss</b>	<b>(177)</b>	<b>(47)</b>	<b>(2)</b>	<b>(499)</b>	<b>(725)</b>	<b>(11)</b>	<b>(47)</b>	<b>(11)</b>	<b>(56)</b>	<b>(125)</b>
Investment income (loss), net	(1)	(2)	2	6	5	3	7	5	4	19
<b>Loss before income taxes</b>	<b>(178)</b>	<b>(49)</b>	<b>-</b>	<b>(493)</b>	<b>(720)</b>	<b>(8)</b>	<b>(40)</b>	<b>(6)</b>	<b>(52)</b>	<b>(106)</b>
Provision for income taxes	3	5	4	2	14	3	2	15	4	24
<b>Net Loss</b>	<b>\$ (181)</b>	<b>\$ (54)</b>	<b>\$ (4)</b>	<b>\$ (495)</b>	<b>\$ (734)</b>	<b>\$ (11)</b>	<b>\$ (42)</b>	<b>\$ (21)</b>	<b>\$ (56)</b>	<b>\$ (130)</b>
<b>Loss per share</b>										
Basic loss per share	\$ (0.31)	\$ (0.09)	\$ (0.01)	\$ (0.85)	\$ (1.27)	\$ (0.02)	\$ (0.07)	\$ (0.04)	\$ (0.10)	\$ (0.22)
Diluted loss per share	\$ (0.35)	\$ (0.10)	\$ (0.09)	\$ (0.85)	\$ (1.35)	\$ (0.02)	\$ (0.07)	\$ (0.05)	\$ (0.10)	\$ (0.22)
<b>Weighted-average number of common shares outstanding (000s)</b>										
Basic	576,877	577,314	578,948	581,493	578,654	582,812	583,524	584,331	587,523	584,543
Diluted	637,710	638,147	639,781	581,493	639,487	582,812	583,524	638,470	587,523	584,543

**Segment Gross Margin (Three Months Ended)**

	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
<b>Cybersecurity</b>										
Segment revenue	\$ 113	\$ 111	\$ 106	\$ 88	\$ 418	\$ 93	\$ 79	\$ 114	\$ 92	\$ 378
Segment cost of sales	53	50	46	36	185	37	36	37	32	142
Segment gross margin	60	61	60	52	233	56	43	77	60	236
Segment gross margin %	53%	55%	57%	59%	56%	60%	54%	68%	65%	62%
<b>IoT</b>										
Segment revenue	51	51	51	53	\$ 206	45	49	55	66	\$ 215
Segment cost of sales	8	9	10	10	37	9	8	9	10	36
Segment gross margin	43	42	41	43	169	36	41	46	56	179
Segment gross margin %	84%	82%	80%	81%	82%	80%	84%	84%	85%	83%
<b>Licensing and Other</b>										
Segment revenue	4	6	12	10	\$ 32	235	4	6	15	\$ 260
Segment cost of sales	2	2	4	4	12	147	2	1	2	152
Segment gross margin	2	4	8	6	20	88	2	5	13	108
Segment gross margin %	50%	67%	67%	60%	63%	37%	50%	83%	87%	42%
<b>Total Segment Gross Margin</b>	<b>105</b>	<b>107</b>	<b>109</b>	<b>101</b>	<b>422</b>	<b>180</b>	<b>86</b>	<b>128</b>	<b>129</b>	<b>523</b>
Adjustment to cost of sales	(1)	(1)	-	(1)	(3)	(1)	(1)	(1)	-	(3)
<b>Total Gross Margin</b>	<b>\$ 104</b>	<b>\$ 106</b>	<b>\$ 109</b>	<b>\$ 100</b>	<b>\$ 419</b>	<b>\$ 179</b>	<b>\$ 85</b>	<b>\$ 127</b>	<b>\$ 129</b>	<b>\$ 520</b>

## BlackBerry Investor Relations Supplement

### Key Metrics (Three Months Ended)

	Q1FY23	Q2FY23	Q3FY23	Q4FY23		Q1FY24	Q2FY24	Q3FY24	Q4FY24	
Cybersecurity Annual Recurring Revenue	\$ 334	\$ 321	\$ 313	\$ 298		\$ 289	\$ 279	\$ 273	\$ 280	
Cybersecurity Dollar-Based Net Retention Rate	88%	85%	84%	81%		81%	81%	82%	85%	
Cybersecurity Total Contract Value Billings	\$ 89	\$ 102	\$ 103	\$ 107		\$ 122	\$ 74	\$ 109	\$ 91	
QNX Royalty Backlog	\$ 560			640					815	

### Non-GAAP Income Statement

#### (Three Months Ended)

	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
Cybersecurity	\$ 113	\$ 111	\$ 106	\$ 88	\$ 418	\$ 93	\$ 79	\$ 114	\$ 92	\$ 378
IoT	51	51	51	53	206	45	49	55	66	215
Software and Services	164	162	157	141	624	138	128	169	158	593
Licensing and Other	4	6	12	10	32	235	4	6	15	260
<b>Revenue</b>	<b>168</b>	<b>168</b>	<b>169</b>	<b>151</b>	<b>656</b>	<b>373</b>	<b>132</b>	<b>175</b>	<b>173</b>	<b>853</b>
<b>Cost of Sales</b>	<b>63</b>	<b>61</b>	<b>60</b>	<b>50</b>	<b>234</b>	<b>193</b>	<b>46</b>	<b>47</b>	<b>44</b>	<b>330</b>
<b>Adjusted Gross Margin</b>	<b>105</b>	<b>107</b>	<b>109</b>	<b>101</b>	<b>422</b>	<b>180</b>	<b>86</b>	<b>128</b>	<b>129</b>	<b>523</b>
<b>Operating expenses</b>										
Research and development	51	52	50	45	198	52	48	40	38	178
Sales and marketing	42	42	41	46	171	44	40	41	40	165
General and administrative	35	38	42	24	139	44	22	30	31	128
Amortization	4	3	4	3	14	5	4	4	4	16
Gain on sale of property, plant and equipment, net	-	(6)	-	-	(6)	-	-	-	-	-
Total adjusted operating expenses	132	129	137	118	516	145	114	115	113	487
<b>Adjusted Operating Income (Loss)</b>	<b>(27)</b>	<b>(22)</b>	<b>(28)</b>	<b>(17)</b>	<b>(94)</b>	<b>35</b>	<b>(28)</b>	<b>13</b>	<b>16</b>	<b>36</b>
Investment income (loss), net	(1)	(2)	2	6	5	3	7	5	4	19
<b>Adjusted Income (Loss) before income taxes</b>	<b>(28)</b>	<b>(24)</b>	<b>(26)</b>	<b>(11)</b>	<b>(89)</b>	<b>38</b>	<b>(21)</b>	<b>18</b>	<b>20</b>	<b>55</b>
Provision for income taxes	3	5	4	2	14	3	2	15	4	24
<b>Adjusted Net Income (Loss)</b>	<b>\$ (31)</b>	<b>\$ (29)</b>	<b>\$ (30)</b>	<b>\$ (13)</b>	<b>\$ (103)</b>	<b>\$ 35</b>	<b>\$ (23)</b>	<b>\$ 3</b>	<b>\$ 16</b>	<b>\$ 31</b>
<b>Adjusted EBITDA</b>	<b>\$ (21)</b>	<b>\$ (16)</b>	<b>\$ (22)</b>	<b>\$ (12)</b>	<b>\$ (71)</b>	<b>\$ 41</b>	<b>\$ (22)</b>	<b>\$ 18</b>	<b>\$ 21</b>	<b>\$ 57</b>
<b>Adjusted earnings (loss) per share</b>										
Basic and diluted earnings (loss) per share	\$ (0.05)	\$ (0.05)	\$ (0.05)	\$ (0.02)	\$ (0.18)	\$ 0.06	\$ (0.04)	\$ 0.01	\$ 0.03	\$ 0.05

**BlackBerry Investor Relations Supplement**

**Reconciliation of non-GAAP based measures with most directly comparable U.S. GAAP based measures**

<b>Non-GAAP Adjustments (Three Months Ended)</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
Debentures fair value adjustment	(46)	(10)	(56)	(26)	(138)	22	(6)	(13)	-	3
Restructuring charges	1	3	-	7	11	5	3	9	20	37
Stock compensation expense	7	6	8	10	31	9	11	8	5	33
Acquired intangibles amortization	23	22	22	15	82	10	10	9	8	38
Impairment of goodwill	-	-	-	245	245	-	-	-	35	35
Impairment of long-lived assets	-	4	-	231	235	-	1	11	4	15
Litigation settlement	165	-	-	-	165	-	-	-	-	-
<b>Total Non-GAAP Adjustments</b>	<b>\$ 150</b>	<b>\$ 25</b>	<b>\$ (26)</b>	<b>\$ 482</b>	<b>\$ 631</b>	<b>\$ 46</b>	<b>\$ 19</b>	<b>\$ 24</b>	<b>\$ 72</b>	<b>\$ 161</b>
<b>Adjusted Gross Margin</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP revenue	\$ 168	\$ 168	\$ 169	\$ 151	\$ 656	\$ 373	\$ 132	\$ 175	\$ 173	\$ 853
Total cost of sales	64	62	60	51	237	194	47	48	44	333
Non-GAAP adjustments to cost of sales	(1)	(1)	-	(1)	(3)	(1)	(1)	(1)	-	(3)
<b>Adjusted Gross Margin</b>	<b>\$ 105</b>	<b>\$ 107</b>	<b>\$ 109</b>	<b>\$ 101</b>	<b>\$ 422</b>	<b>\$ 180</b>	<b>\$ 86</b>	<b>\$ 128</b>	<b>\$ 129</b>	<b>\$ 523</b>
<b>Adjusted Gross Margin %</b>	<b>63%</b>	<b>64%</b>	<b>64%</b>	<b>67%</b>	<b>64%</b>	<b>48%</b>	<b>65%</b>	<b>73%</b>	<b>75%</b>	<b>61%</b>
<b>Research and development</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP research and development expense	\$ 53	\$ 54	\$ 52	\$ 48	\$ 207	\$ 54	\$ 50	\$ 42	\$ 40	\$ 186
Stock compensation expense	2	2	2	3	9	2	2	2	2	8
<b>Adjusted research and development expense</b>	<b>\$ 51</b>	<b>\$ 52</b>	<b>\$ 50</b>	<b>\$ 45</b>	<b>\$ 198</b>	<b>\$ 52</b>	<b>\$ 48</b>	<b>\$ 40</b>	<b>\$ 38</b>	<b>\$ 178</b>
<b>Sales and marketing</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP sales and marketing	\$ 43	\$ 42	\$ 43	\$ 48	\$ 176	\$ 45	\$ 43	\$ 42	\$ 41	\$ 171
Stock compensation expense	1	-	2	2	5	1	3	1	1	6
<b>Adjusted sales and marketing expense</b>	<b>\$ 42</b>	<b>\$ 42</b>	<b>\$ 41</b>	<b>\$ 46</b>	<b>\$ 171</b>	<b>\$ 44</b>	<b>\$ 40</b>	<b>\$ 41</b>	<b>\$ 40</b>	<b>\$ 165</b>
<b>General and administrative</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP General and administrative expense	\$ 39	\$ 44	\$ 46	\$ 35	\$ 164	\$ 54	\$ 30	\$ 43	\$ 53	\$ 181
Restructuring charges	1	3	-	7	11	5	3	9	20	37
Stock compensation expense	3	3	4	4	14	5	5	4	2	16
<b>Adjusted general and administrative expense</b>	<b>\$ 35</b>	<b>\$ 38</b>	<b>\$ 42</b>	<b>\$ 24</b>	<b>\$ 139</b>	<b>\$ 44</b>	<b>\$ 22</b>	<b>\$ 30</b>	<b>\$ 31</b>	<b>\$ 128</b>
<b>Amortization</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP amortization expense	\$ 27	\$ 25	\$ 26	\$ 18	\$ 96	\$ 15	\$ 14	\$ 13	\$ 12	\$ 54
Acquired intangibles amortization	23	22	22	15	82	10	10	9	8	38
<b>Adjusted amortization expense</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ 14</b>	<b>\$ 5</b>	<b>\$ 4</b>	<b>\$ 4</b>	<b>\$ 4</b>	<b>\$ 16</b>
<b>Adjusted EBITDA</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP operating loss	\$ (177)	\$ (47)	\$ (2)	\$ (499)	\$ (725)	\$ (11)	\$ (47)	\$ (11)	\$ (56)	\$ (125)
Non-GAAP adjustments to operating loss	150	25	(26)	482	631	46	19	24	72	161
Adjusted operating income (loss)	(27)	(22)	(28)	(17)	(94)	35	(28)	13	16	36
Amortization	29	28	28	20	105	16	16	14	13	59
Acquired intangibles amortization	(23)	(22)	(22)	(15)	(82)	(10)	(10)	(9)	(8)	(38)
<b>Adjusted EBITDA</b>	<b>\$ (21)</b>	<b>\$ (16)</b>	<b>\$ (22)</b>	<b>\$ (12)</b>	<b>\$ (71)</b>	<b>\$ 41</b>	<b>\$ (22)</b>	<b>\$ 18</b>	<b>\$ 21</b>	<b>\$ 57</b>
<b>Reconciliation from GAAP Net Loss to Adjusted Net Income (Loss) and Adjusted Earnings (Loss) per Share</b>	<b>Q1FY23</b>	<b>Q2FY23</b>	<b>Q3FY23</b>	<b>Q4FY23</b>	<b>FY23</b>	<b>Q1FY24</b>	<b>Q2FY24</b>	<b>Q3FY24</b>	<b>Q4FY24</b>	<b>FY24</b>
GAAP net loss	\$ (181)	\$ (54)	\$ (4)	\$ (495)	\$ (734)	\$ (11)	\$ (42)	\$ (21)	\$ (56)	\$ (130)
Total Non-GAAP adjustments (Three months ended, after-tax)	150	25	(26)	482	631	46	19	24	72	161
<b>Adjusted Net Income (Loss)</b>	<b>\$ (31)</b>	<b>\$ (29)</b>	<b>\$ (30)</b>	<b>\$ (13)</b>	<b>\$ (103)</b>	<b>\$ 35</b>	<b>\$ (23)</b>	<b>\$ 3</b>	<b>\$ 16</b>	<b>\$ 31</b>
<b>Adjusted Earnings (Loss) per Share</b>	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>	<b>\$ (0.02)</b>	<b>\$ (0.18)</b>	<b>\$ 0.06</b>	<b>\$ (0.04)</b>	<b>\$ 0.01</b>	<b>\$ 0.03</b>	<b>\$ 0.05</b>
Shares outstanding for adjusted earnings (loss) per share reconciliation	576,877	577,314	578,948	581,493	578,654	582,812	583,524	584,331	587,523	584,543

## BlackBerry Investor Relations Supplement

### Pre-Tax Restructuring Details

	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
<b>Restructuring charges</b>										
Cost of Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
General and administration	1	3	-	7	11	5	3	9	20	37
<b>Total restructuring charges</b>	<b>\$ 1</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 7</b>	<b>\$ 11</b>	<b>\$ 5</b>	<b>\$ 3</b>	<b>\$ 9</b>	<b>\$ 20</b>	<b>\$ 37</b>

### Amortization of Intangibles and Property, Plant and Equipment Details

	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
<b>Cost of sales amortization</b>										
Property, plant and equipment	\$ -	\$ 2	\$ -	\$ 1	\$ 3	\$ -	\$ 2	\$ -	\$ -	\$ 2
Intangible assets	2	1	2	1	6	1	-	1	1	3
Total in cost of sales amortization	2	3	2	2	9	1	2	1	1	5
<b>Operating expenses amortization</b>										
Property, plant and equipment	4	1	2	2	\$ 9	3	1	2	2	\$ 8
Intangible assets	23	24	24	16	87	12	13	11	10	46
Total in operating expenses amortization	27	25	26	18	96	15	14	13	12	54
<b>Total amortization</b>										
Property, plant and equipment	4	3	2	3	12	3	3	2	2	10
Intangible assets	25	25	26	17	93	13	13	12	11	49
<b>Total amortization</b>	<b>\$ 29</b>	<b>\$ 28</b>	<b>\$ 28</b>	<b>\$ 20</b>	<b>\$ 105</b>	<b>\$ 16</b>	<b>\$ 16</b>	<b>\$ 14</b>	<b>\$ 13</b>	<b>\$ 59</b>

Adjusted income (loss) before income taxes, adjusted net income (loss), adjusted Gross Margin, adjusted gross margin percentage, adjusted Operating Income (Loss), adjusted Net Income (Loss), adjusted EBITDA, adjusted Earnings (Loss) Per Share, adjusted research and development expense, adjusted sales and marketing expenses, adjusted general and administrative expense, and adjusted amortization expense do not have standardized meanings prescribed by GAAP and thus are not comparable to similarly titled measures presented by other issuers.

The Company believes that the presentation of these non-GAAP measures and non-GAAP ratios enables the Company and its shareholders to better assess the Company's operating results relative to its operating results in prior periods and improves the comparability of the information presented. This non-GAAP information should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. You are encouraged to review the Company's filings on SEDAR+ and EDGAR. The company makes no commitment to update the information above subsequently.

Key metrics such as Annual Recurring Revenue ("ARR"), Dollar-Based Net Retention Rate ("DBNRR"), Cybersecurity Total Contract Value ("TCV") Billings and QNX Royalty Backlog do not have standardized meanings and are unlikely to be comparable to similarly titled measures reported by other companies. The Company regularly monitors a number of financial and operating metrics, including key metrics, in order to measure the Company's current performance and estimate future performance.