

 **BlackBerry**® Intelligent Security. Everywhere.



INVESTOR PRESENTATION



Q1FY2022

Safe Harbor Statement

Some of the statements made within this presentation constitute forward-looking statements and are made pursuant to the safe harbor provisions of applicable U.S. and Canadian securities laws.

Forward-looking statements are indicated by using words such as expect, will, should, model, intend, believe and similar expressions. Forward-looking statements are based on estimates and assumptions made by the company in light of its experience and its perception of historical trends, current conditions and expected future developments as well as other factors that the company believes are relevant.

Many factors could cause the company's actual results or performance to differ materially from those expressed or implied by the forward-looking statements, including the risk factors that are discussed in the company's annual report on Form 10-K and in our MD&A.

You should not place undue reliance on the company's forward-looking statements. The company has no intention and undertakes no obligation to update or revise any forward-looking statements, except as required by law.

This presentation includes certain non-GAAP measures. We believe that these non-GAAP measures, which may be defined differently by other companies, explain our results of operations in a manner that allows for a more complete understanding of the underlying trends in our business. However, these measures should not be viewed as a substitute for those determined in accordance with GAAP. For a reconciliation between the non-GAAP measures used in this presentation and our GAAP results, please see our Q1 Fiscal 2022 earnings press release and supplement available through our website and on EDGAR and SEDAR.

At the Heart of the Smart City

IMAGINE THE POSSIBILITIES



 **BlackBerry®**

Q1 FY22 Financial Summary



\$174M

Revenue



66%

Non-GAAP
Gross Margin¹



(\$0.05)

Non-GAAP
Earnings per Share¹



(\$6M)

Adjusted
EBITDA^{1,2}



\$769M

Total ending
Cash & Investments



~90%

Recurring Software
Product Revenue²



\$490M

QNX Royalty
Revenue Backlog²



94%

Dollar-Based Net
Retention Rate²

1. See appendix for detail and reconciliation of non-GAAP measures to US GAAP

2. See Form 10-K for definitions of key metrics

FY22 Revenue Reporting

SOFTWARE & SERVICES

IoT

 **QNX**

Safety-Critical Real-Time
Operating System

BlackBerry IVY™

Intelligent Vehicle Data Platform

 **certicom**

Cryptography & Device Security



BlackBerry Radar.
Asset Tracking

CYBER SECURITY



BlackBerry Spark.

Unified Endpoint Security +
Unified Endpoint Management



BlackBerry AtHoc.

Critical Event Management



BlackBerry SecuSUITE

Secure Voice

LICENSING & OTHER



IP Patent Licensing

Portfolio of 38,000+ patents



Technology Licensing

(e.g. mobility licensing
arrangements)



Service Access Fees

Legacy revenue from hardware
business

Q1 FY22 Financial Summary

IoT

Segment Financials	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
Segment revenue (\$M)	29	31	32	38	130	43
Segment gross margin (\$M)	23	25	26	33	107	36
Segment gross margin %	79%	81%	81%	87%	82%	84%
Key Metrics	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21		Q1 FY22
ARR: IoT (\$M) ¹	103	92	88	84		86
QNX Royalty Revenue Backlog (\$M)	450					490

CYBER SECURITY

Segment Financials	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
Segment revenue (\$M)	119	120	130	122	491	107
Segment gross margin (\$M)	72	74	77	76	299	61
Segment gross margin %	61%	62%	59%	62%	61%	57%
Key Metrics	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21		Q1 FY22
ARR: Cyber Security (\$M) ¹	370	367	365	369		364
DBNRR: Cyber Security (%) ¹	101%	100%	95%	95%		94%

LICENSING & OTHER

Segment Financials	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
Segment revenue (\$M)	58	108	56	50	272	24
Segment gross margin (\$M)	50	101	47	44	242	18
Segment gross margin %	86%	94%	84%	88%	89%	75%

1. In Q1 FY22, the Company discontinued its use of software deferred revenue acquired in its key metrics as the Company no longer reports non-GAAP revenue. For purposes of comparability, the Company's key metrics for the four quarters of FY21 have been updated to conform to the current year's presentation.

Q1 FY22 Achievements

Volvo Group selects **BlackBerry® QNX®** operating system and hypervisor as foundation for its '**Volvo Dynamic Software Platform**', to meet the needs of the '**whole truck**'

BlackBerry QNX is now **embedded in over 195 million vehicles**, increasing from over 175 million vehicles last year

BlackBerry's **IVY Innovation Fund** makes **first investment** in Electra Vehicles, a start-up that will use data from BlackBerry IVY in its AI-driven platform to optimize battery performance

BlackBerry announces BlackBerry® Optics 3.0, its **next-generation cloud-based** endpoint detection and response (**EDR**) solution

WM Motor, a Chinese electric carmaker, chooses BlackBerry QNX to power its **W6 all-electric SUV**

BlackBerry launches **BlackBerry IVY Advisory Council** to drive use case generation. Initial members include **Geico, Cerence, HERE, Telus** and **Amazon**

BlackBerry's **AI-driven, prevention-first** BlackBerry® Protect product demonstrated to **block** both **DarkSide** and Conti **ransomware**, even using the 2015 version of the product

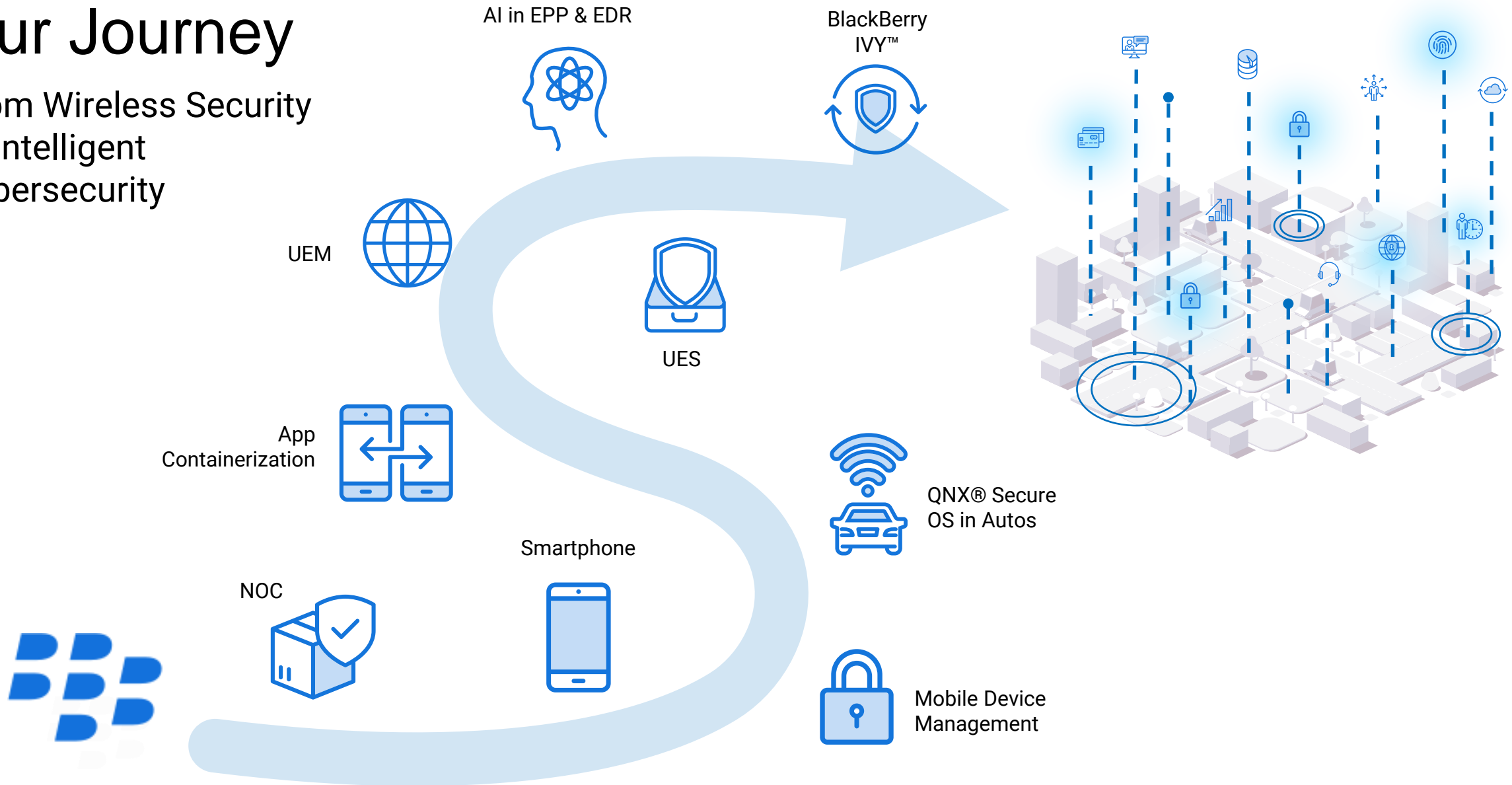
BlackBerry further builds out **Extended Detection and Response (XDR)** strategy with launch of BlackBerry® Gateway, AI-empowered **Zero Trust Network Access (ZTNA)** product



Investment Highlights

Our Journey

From Wireless Security
to Intelligent
Cybersecurity



BlackBerry: An Internet of Things Market Leader



500M+

Endpoints protected



195M+

Vehicles protected by QNX



23 / 25

Top EV Automakers



38K+

Patents and applications



AI/ML

Industry-leading
AI/ML-driven Cyber
software



18/G20

Governments connected &
protected



45%

Fortune 100
Customers across
industries



#1

Frost & Sullivan
BlackBerry IVY named a
leader in Auto & Smart Cities

BlackBerry Customers and Partners



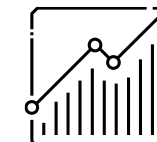
TOP-TIER CUSTOMERS & PARTNERS¹



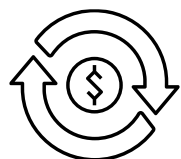
Notes: 1. As at Q1 FY22.

2,200+ Partners Across Our Ecosystem

Opportunities for Long-Term Growth

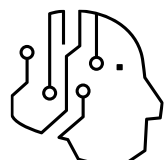


We have the right strategy, the right technology and are playing in the right markets.



Accelerate Growth Opportunities

- Investing in growth
- Opportunities to lead in large markets
- Sustainable revenue growth



Capture the Future

- Innovating and investing in future categories
- Long-term value creation

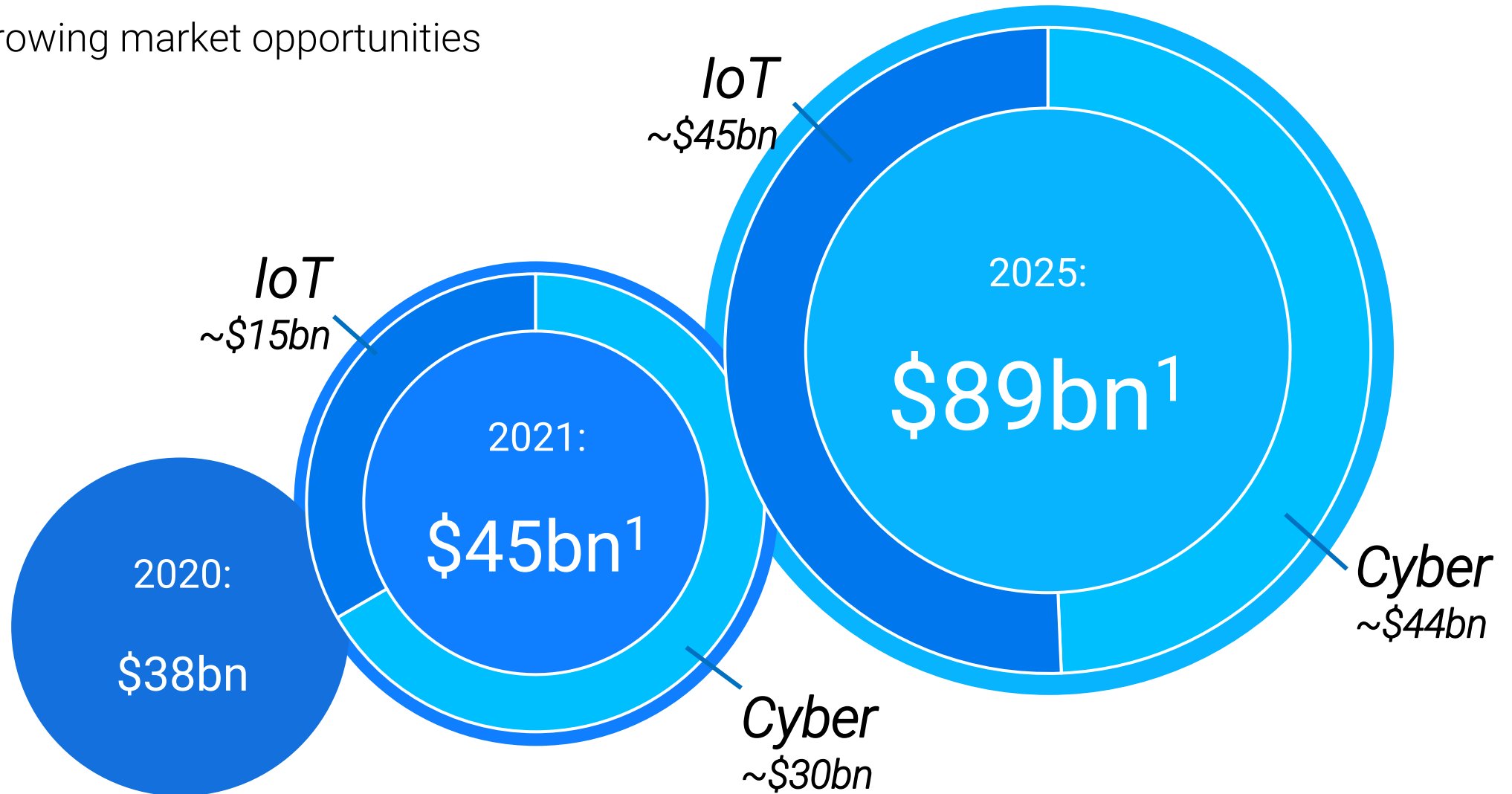


Scalable Financial Model

- Recurring revenue growth
- Efficient operating models
- Increased earnings power
- Greater cash flow generation

Total Addressable Market (TAM)

Large, growing market opportunities



1. Sources include IDC, Gartner, McKinsey & Company, Data Bridge Market Research, VDC Research and Berg Insight

Timeless Model Goals

	FY21 actuals	Goals
Recurring Software Product Revenue ² (%)	~90%	~90%
Gross Margin ¹ (%)	73%	~80-85%
Operating Income ¹ (%)	8%	~20-25%
Adjusted EBITDA ¹ (%)	16%	~25-30%

1. See form 10-K for detail and reconciliation of non-GAAP measures to U.S. GAAP. 2. See Form 10-K for definitions of key metrics.

IoT

 **BlackBerry**® | **QNX**®

Safety-Certified, Secure Embedded OS to Secure the 'Edge'



SMART HOME

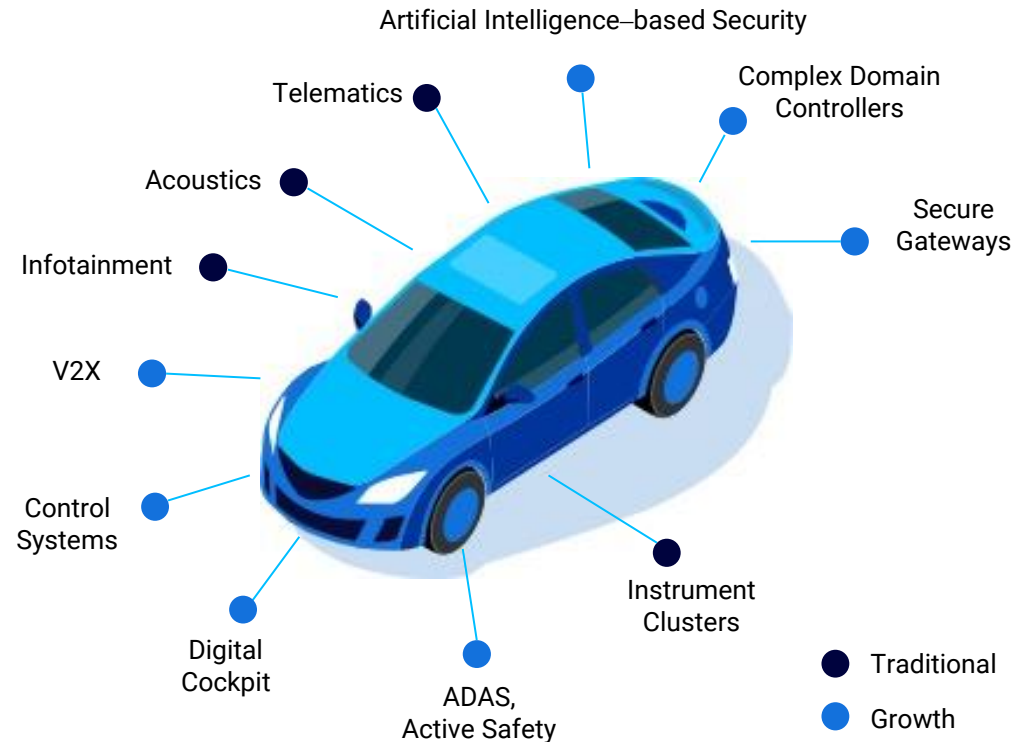


CLOUD SERVICES

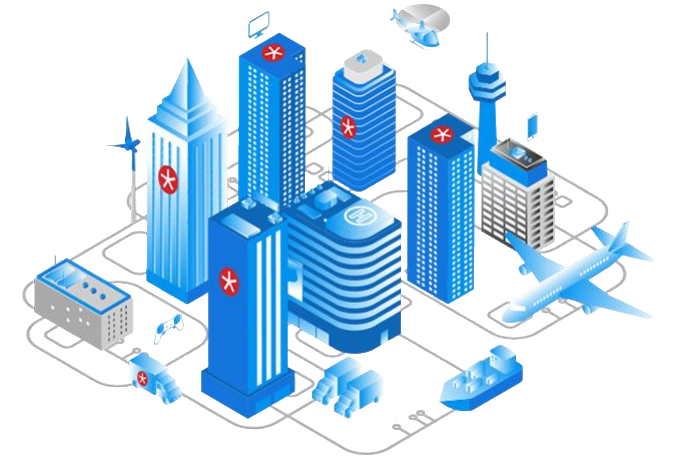
- OTA
- Jarvis



SMART CAR



SMART CITY



BlackBerry QNX

AUTOMOTIVE SECULAR TRENDS



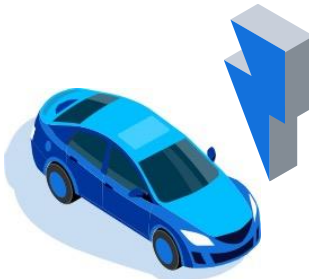
Autonomous
(Levels 2–5)



Digitization
(Via connectivity)



ECU consolidation
(Higher powered chips)



Electrification
(New everything)

IMPACT

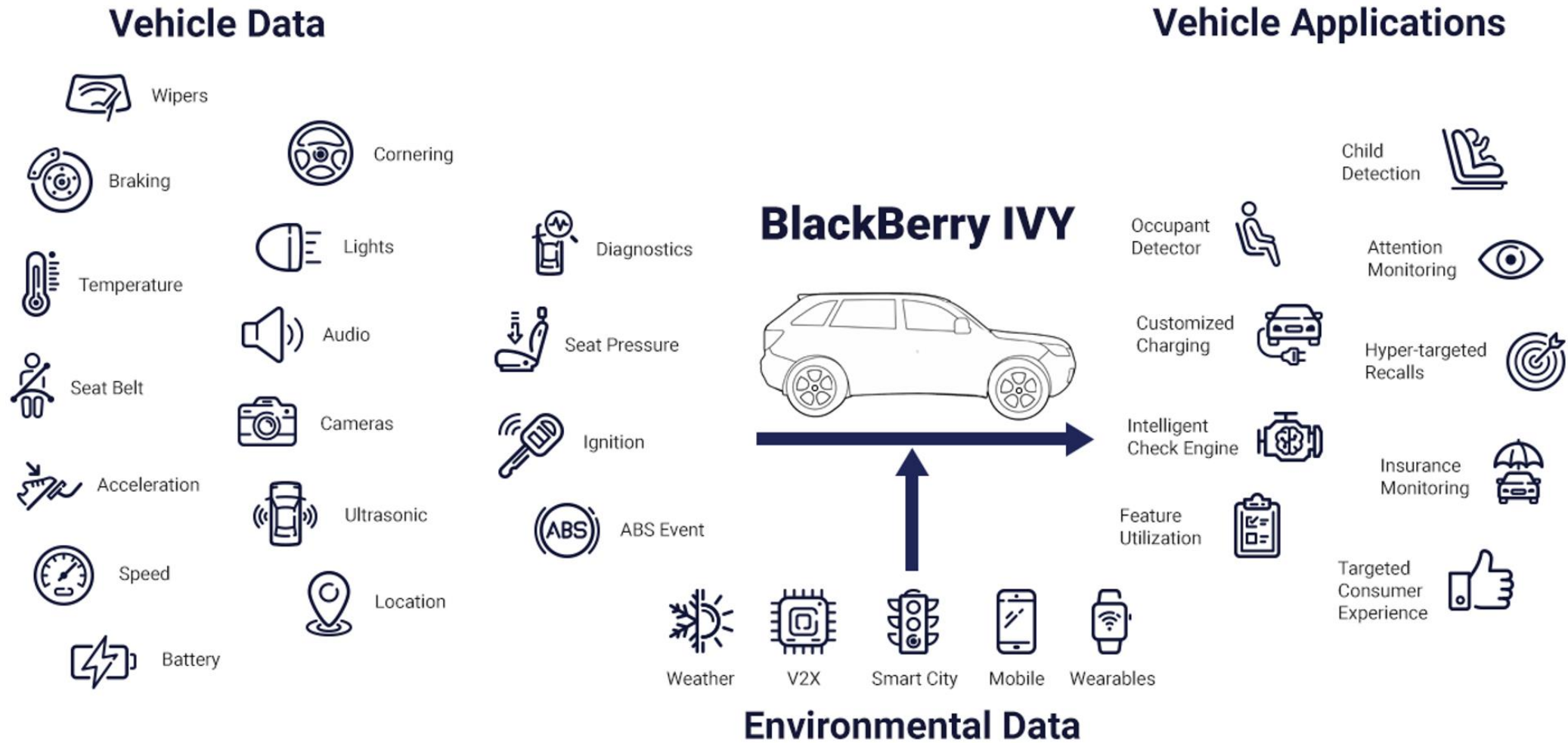
- Cars are becoming 'smarter.'
- ECUs are consolidating to higher-powered chips, where QNX operates.
- An increasing portion of new cars have a significant software component.
- Significant growth in safety-critical systems such as ADAS, Digital cockpits and Gateways.
- Commoditization of hardware and emergence of software are key differentiators for Automakers.
- An increased need for cybersecurity.

IoT

BlackBerry IVY

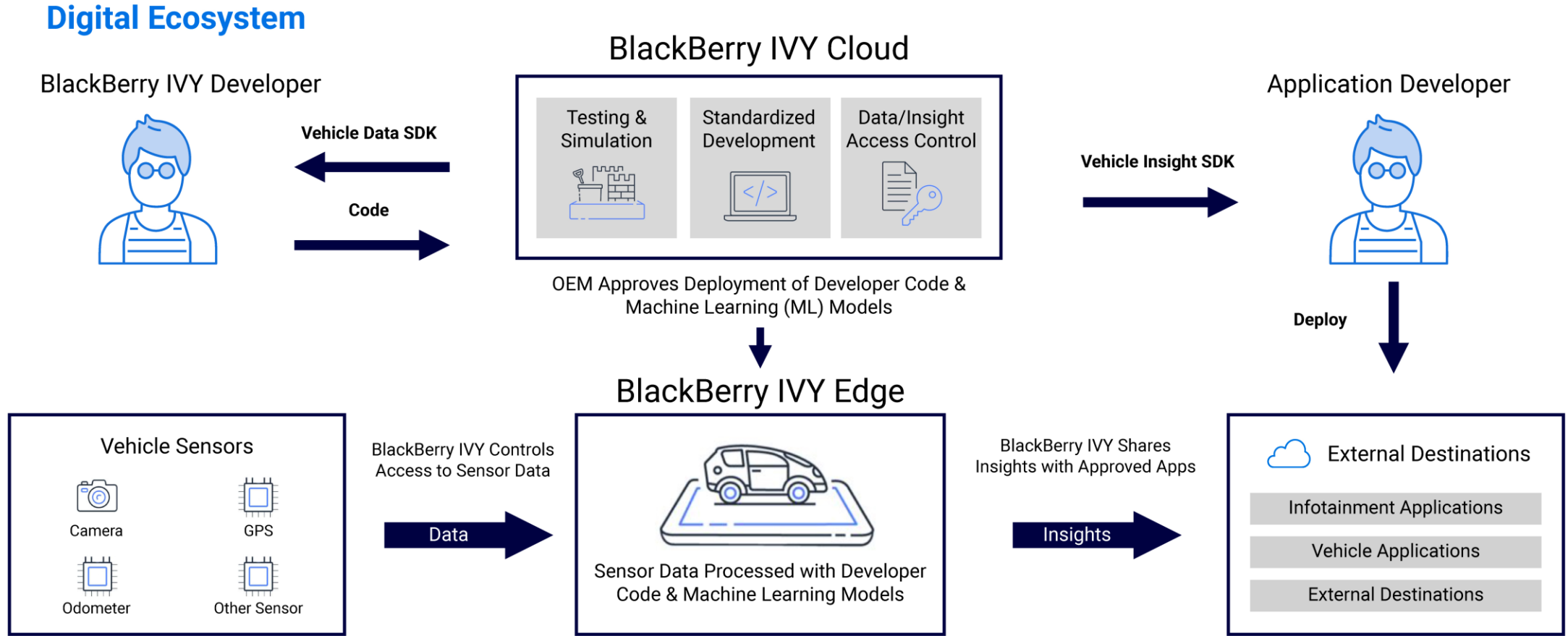
BlackBerry IVY - Opportunity to harness data in the car

Diverse sensors generate huge amounts of data in unique formats



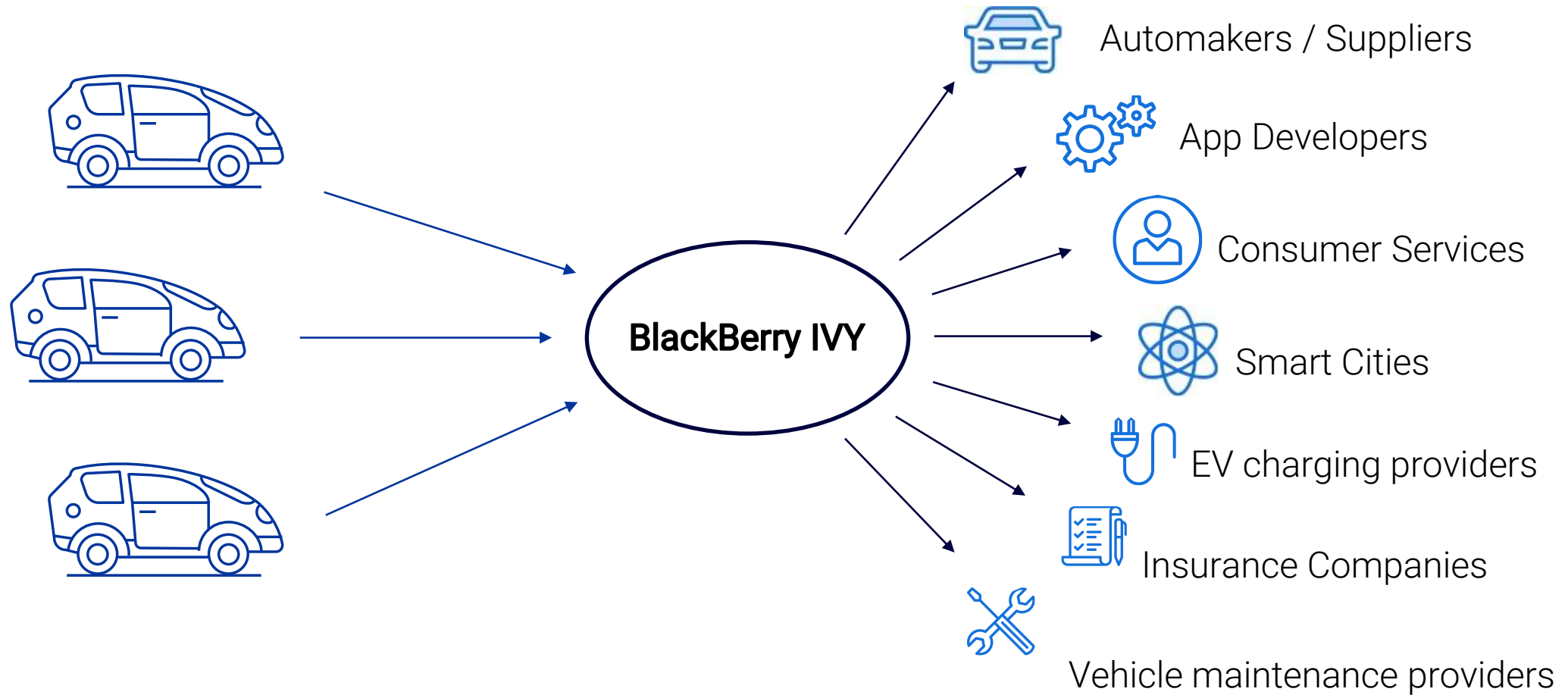
BlackBerry IVY's Digital Ecosystem

Enabling a cross-brand, cross-model app & services ecosystem



BlackBerry IVY's Addressable Market

Access to standardized, intelligent insights leads to endless possibilities



BlackBerry IVY – Strategic Alliance for Co-Development

Why did we co-invest in this partnership to jointly build a single solution?



- Trusted leader in automotive safety and security
- Deep knowledge of embedded automotive software systems
- Exceptional track record of delivery, integration, and support

- Leading global cloud provider with a culture of innovation
- Unmatched machine learning expertise and IoT capabilities
- Proven builder of successful developer ecosystems

Cyber Security



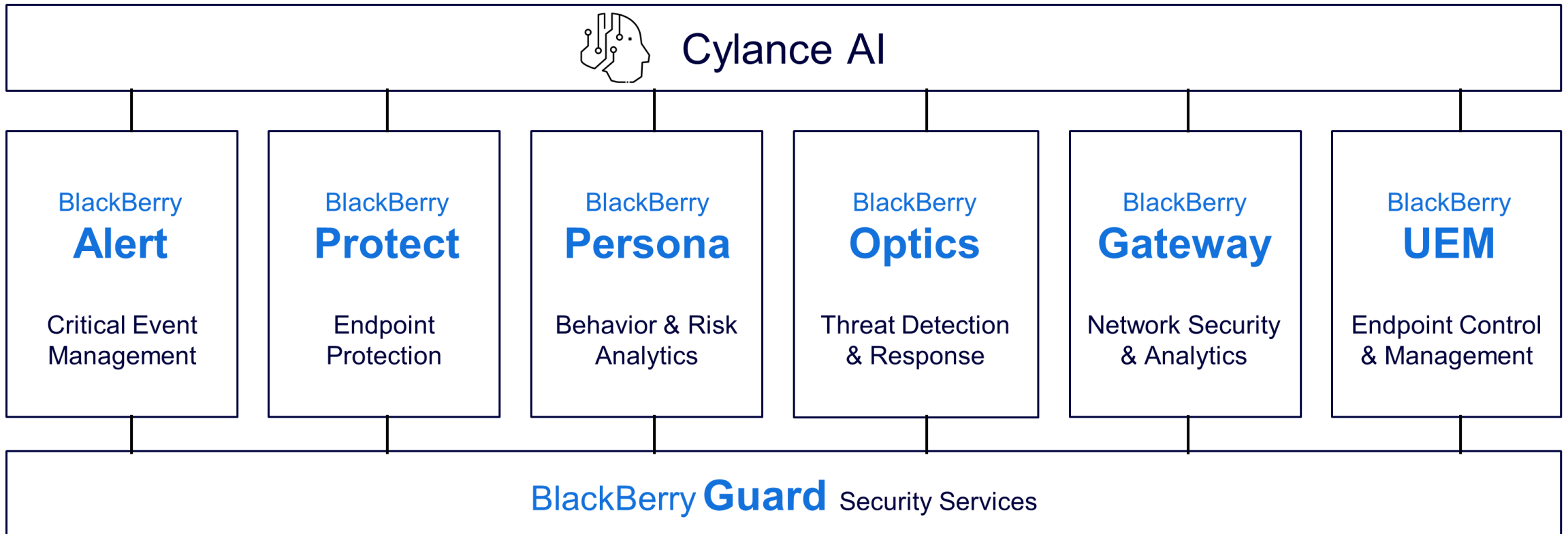
BlackBerry Spark®

Spark Suite



AI-powered, prevention-first security that works smarter, not harder

Prepare • Prevent • Detect • Respond



BlackBerry's Prevention-first approach



Current version of [BlackBerry® Protect](#) artificial intelligence (AI) based endpoint protection platform (EPP) prevented all known variants of **DarkSide Ransomware**

2015 version prevented many known variants

Why Unify Endpoint Security & Endpoint Management?

TOO MANY VENDORS

70%

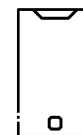


of organizations will have a unified console

By 2024, the adoption of Windows 10, Google Chrome OS and Apple macOS will drive the need for a combined endpoint management console in more than 70% of organizations.

MOBILE IS VULNERABLE

50%

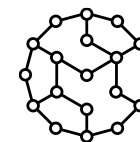


of organizations will have mobile threat defense

By 2023, 50% of organizations will have mobile threat defense (MTD) in place, growing from less than 20% of organizations in 2020.

ENDPOINTS ARE CHANGING

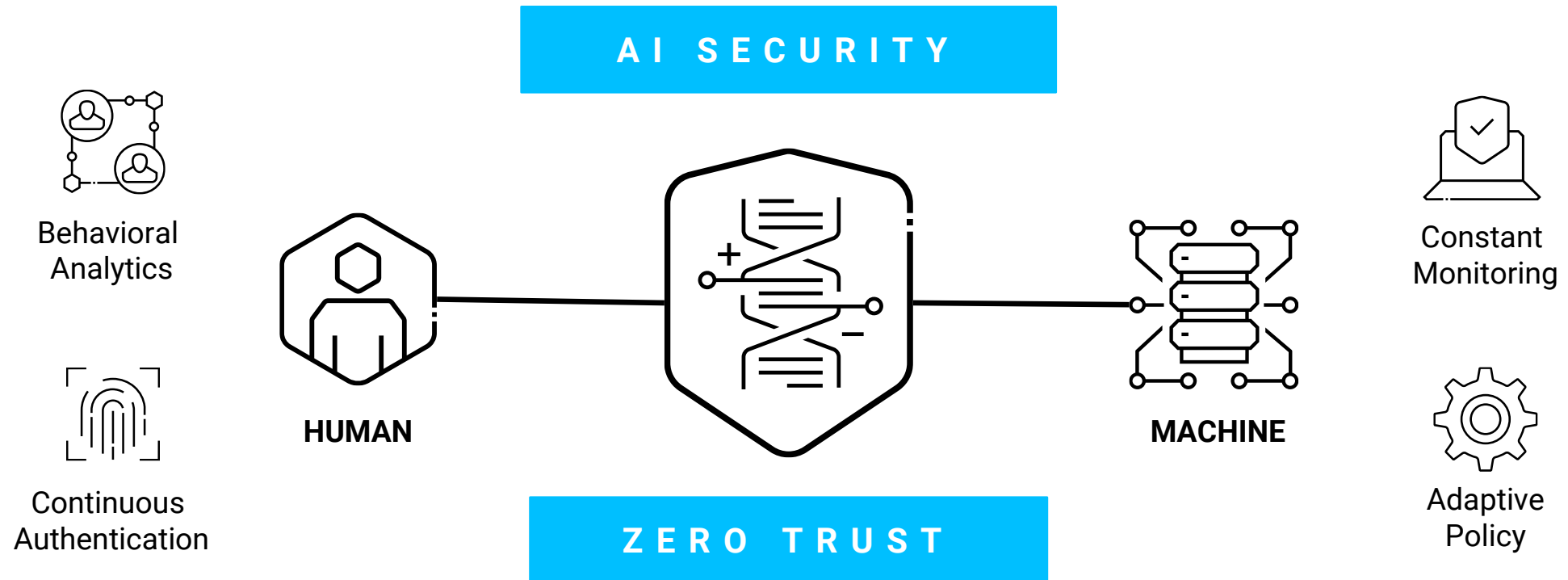
40%



of workers use wearables as primary devices

By 2023, 40% of frontline workers will use wearables as their primary computing devices, an increase from less than 10% in 2019.

What is Zero Trust?



The components work in concert as a foundation for a Zero Trust enterprise security architecture.

Cyber Security



BlackBerry® AtHoc

Critical Event Management



KEEP YOUR PEOPLE SAFE

How do you communicate to your staff, contractors, visitors and students quickly if there is an incident?

GET CLEAR, TIME-CRITICAL FEEDBACK

How do you collate feedback from your people as they are responding to a critical event, so you have the full picture?

REDUCE IT DOWNTIME

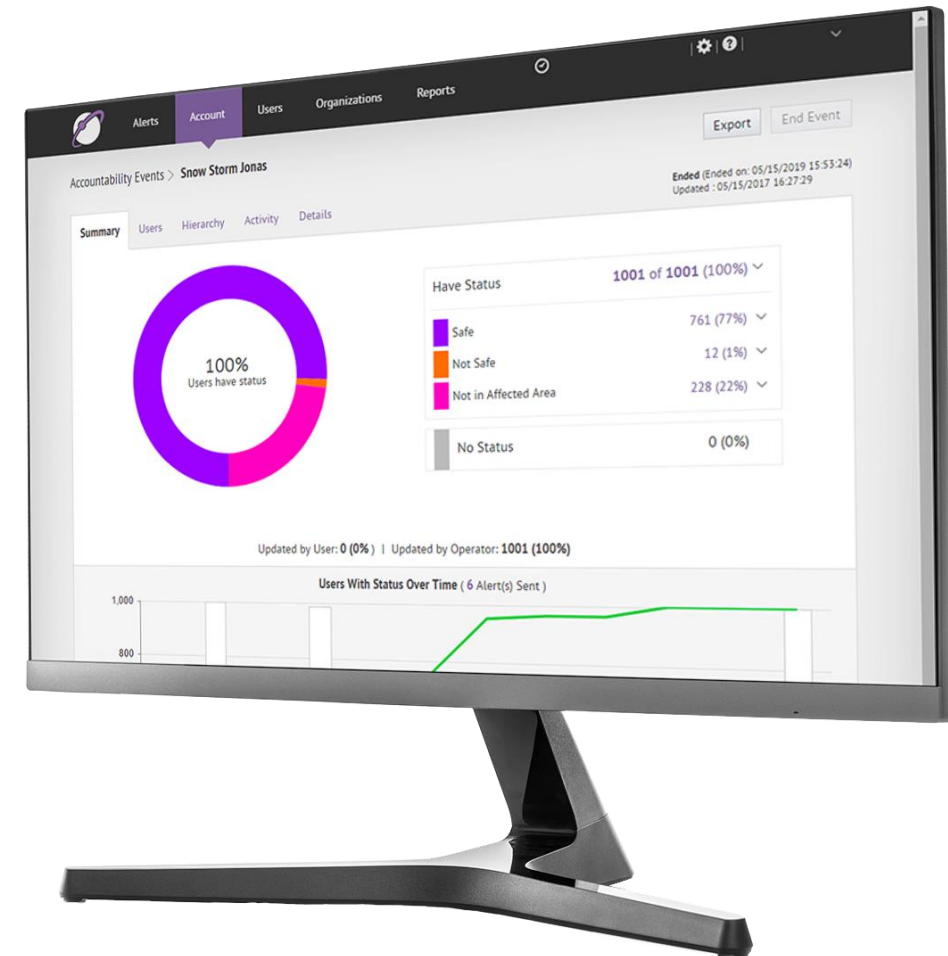
In the event of a system outage, can you automatically communicate and coordinate a response and short-term workarounds to reduce downtime?

MINIMIZE DISRUPTIONS

What are the threats you can anticipate and how do you keep track of changing threat levels from weather and natural events, cyberattacks and local authority warnings?

Critical Event Management

- Notify anyone, anywhere, on any device.
- Gather critical information from your people to achieve situational awareness.
- Gain real-time visibility into your personnel status and location.
- Communicate and collaborate with other organizations.



Critical Event Management



BlackBerry Alert



BlackBerry AtHoc

END-TO-END CRISIS MANAGEMENT



Plan



Respond



Collaborate



Alert



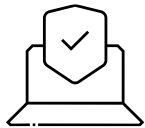
Collect



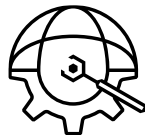
Account



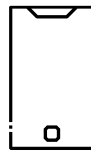
Connect



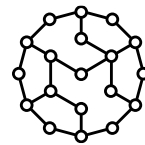
Secure



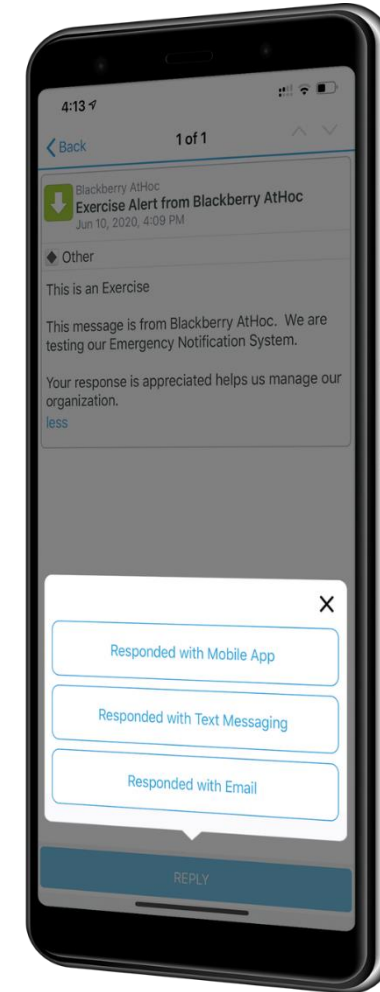
Unified



Mobile



Flexible



Cyber Security



BlackBerry® SecuSUITE

BlackBerry SecuSUITE



Secure Voice & Messaging

Built to meet national security standards; offering end-to-end security for voice calls and messages on **standard iOS and Android** devices.

Encrypted Communication

Protects the content of your communication with strong encryption.

Contact Verification

Continually confirms the identities of your contacts and their devices, so you can talk confidently with protection from identity spoofing.

Sovereign Network

Uses a closed virtual network, so you will never be bothered by adware or spam calls.

Control of Metadata

What is collected, who has access.

Security Certifications

Regularly undergoes rigorous certification reviews to meet the strictest standards; its proven technology is trusted by key governments around the world.



BlackBerry SecuSUITE

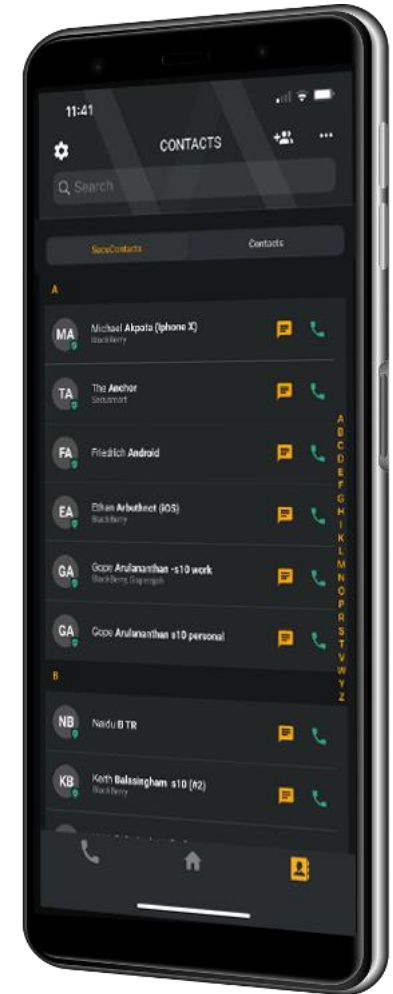
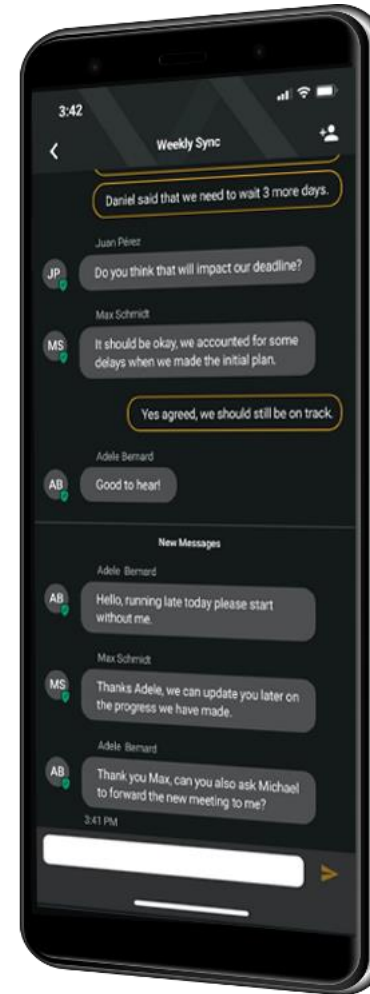


EASY & INTUITIVE TO USE

The app is easy and intuitive to use and offers high-quality voice on both Wi-Fi and cellular data.

ENTERPRISE INTEGRATION

It can also be easily integrated into your enterprise telephony system, making it the perfect addition to a secure working environment.





Appendix (Q1 FY22 Financials)

GAAP Income Statement (\$M)

	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
Cyber Security	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107
IoT	29	31	32	38	130	43
Software & Services	148	151	162	160	621	150
Licensing and Other	58	108	56	50	272	24
Total Revenue	206	259	218	210	893	174
Cost of Sales	63	60	69	58	250	60
GAAP Gross Margin	143	199	149	152	643	114
Research and Development	57	57	53	48	215	57
Selling, Marketing and Administration	90	79	83	92	344	73
Amortization	46	46	45	45	182	46
Impairment of Long-lived Assets	-	21	-	22	43	-
Impairment of Goodwill	594	-	-	-	594	-
Debentures Fair Value Adjustment	1	18	95	258	372	(4)
Total Operating Expenses	788	221	276	465	1,750	172
GAAP Operating Loss	(645)	(22)	(127)	(313)	(1,107)	(58)
Investment Income (Loss), Net	-	(5)	(1)	-	(6)	(2)
Loss before Income Taxes	(645)	(27)	(128)	(313)	(1,113)	(60)
Provision for (recovery of) income taxes	(9)	(4)	2	2	(9)	2
GAAP Net Loss	\$ (636)	\$ (23)	\$ (130)	\$ (315)	\$ (1,104)	\$ (62)
Basic Loss per Share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)
Diluted Loss per Share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)
Weighted-average number of common shares outstanding (000s)						
Basic	557,839	558,882	562,443	566,089	561,305	567,358
Diluted	557,839	558,882	562,443	566,089	561,305	567,358

Non-GAAP Reconciliation (\$M)

<u>Non-GAAP Adjustments (Pre-Tax and After-Tax)</u>	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
Debentures Fair Value Adjustment	1	18	95	258	372	(4)
Restructuring Charges	1	1	-	-	2	-
Stock Compensation Expense	14	9	12	17	52	7
Acquired Intangible Amortization	33	32	32	32	129	32
Goodwill Impairment Charge	594	-	-	-	594	-
LLA Impairment Charge	-	21	-	22	43	-
Total Non-GAAP Adjustment (Pre-Tax and After-Tax)	\$ 643	\$ 81	\$ 139	\$ 329	\$ 1,192	\$ 35

<u>GAAP to non-GAAP Gross Margin</u>	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
GAAP Revenue	\$ 206	\$ 259	\$ 218	\$ 210	\$ 893	\$ 174
GAAP Cost of Sales	63	60	69	58	250	60
Non-GAAP Adjustments to Cost of Sales	(2)	(1)	(1)	(1)	(5)	(1)
Non-GAAP Gross Margin	\$ 145	\$ 200	\$ 150	\$ 153	\$ 648	\$ 115
Non-GAAP Gross Margin %	70%	77%	69%	73%	73%	66%

Non-GAAP Reconciliation (\$M) (Cont.)

<u>Adjusted EBITDA</u>	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
GAAP Operating Loss	\$ (645)	\$ (22)	\$ (127)	\$ (313)	\$ (1,107)	\$ (58)
Non-GAAP Adjustments to Operating Loss	643	81	139	329	1,192	35
Non-GAAP Operating Income (Loss)	(2)	59	12	16	85	(23)
Amortization	50	50	49	49	198	49
Acquired Amortization Intangibles	(33)	(32)	(32)	(32)	(129)	(32)
Adjusted EBITDA	\$ 15	\$ 77	\$ 29	\$ 33	\$ 154	\$ (6)

<u>Reconciliation from GAAP Net Loss to Non-GAAP Net Income and Non-GAAP Earnings per Share</u>	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
GAAP Net Loss	\$ (636)	\$ (23)	\$ (130)	\$ (315)	\$ (1,104)	\$ (62)
Total Non-GAAP Adjustment (After-Tax)	643	81	139	329	1,192	35
Non-GAAP Net Income (Loss)	7	58	9	14	88	(27)
Non-GAAP Basic Earnings (Loss) per Share	\$ 0.01	\$ 0.10	\$ 0.02	\$ 0.02	\$ 0.16	\$ (0.05)
Shares outstanding for Non-GAAP income per share reconciliation ('000)	557,839	558,882	562,443	566,089	561,305	567,358

Non-GAAP Revenue, non-GAAP Gross Margin, non-GAAP Operating Income (Loss), non-GAAP Net Income (Loss), Adjusted EBITDA, and non-GAAP Earnings (Loss) Per Share do not have a standardized meaning 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 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.

Amortization And Reconciliation Details (\$M)

<u>Restructuring Charges Details (Pre-Tax)</u>	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
Cost of Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Selling, Marketing and Administration	1	1	-	-	2	-
Total Restructuring Charges	\$ 1	\$ 1	\$ -	\$ -	\$ 2	\$ -

<u>Amortization of Intangibles and PP&E Details</u>	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22
Cost of Sales Amortization						
Property, Plant and Equipment	\$ 1	\$ 1	\$ 1	\$ 1	\$ 4	\$ 1
Intangibles Assets	3	3	3	3	12	2
Total in Cost of Sales	4	4	4	4	16	3
Operating Expenses Amortization						
Property, Plant and Equipment	\$ 4	\$ 5	\$ 4	\$ 4	\$ 17	\$ 3
Intangibles Assets	42	41	41	41	165	43
Total in Operating Expenses Amortization	46	46	45	45	182	46
Total Amortization						
Property, Plant and Equipment	\$ 5	\$ 6	\$ 5	\$ 5	\$ 21	\$ 4
Intangibles Assets	45	44	44	44	177	45
Total Amortization	\$ 50	\$ 50	\$ 49	\$ 49	\$ 198	\$ 49

The information above is supplied to provide meaningful supplemental information regarding the Company's operating results because such information excludes amounts that are not necessarily related to its operating results. The Company believes that the presentation of these non-GAAP measures 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.



investorinfo@blackberry.com

#BLACKBERRYTRUST

|

#SECURITY

|

#PRIVACY

|

#CONTROL