BlackBerry Investor Relations Income Statement Summary

GAP Propose Security To 10 Process	BlackBerry Investor Relations Income Statement Summary										
No. 1.00	GAAP Income Statement	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22				
Section 148	Cyber Security	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107				
Processing and Other	IoT	29	31	32	38	130	43				
Person	Software and Services	148	151	162	160	621	150				
Cost of sales	Licensing and Other	58	108	56	50	272	24				
Pose margin	Revenue	206	259	218	210	893	174				
Poperating expenses Research and development Research and development Selling, marketing and administration 90 79 83 48 215 73 73 73 73 73 73 73 7	Cost of sales	63	60	69	58	250	60				
Research and development	Gross margin	143	199	149	152	643	114				
Selling, marketing and administration	Operating expenses										
Amortization Amor	Research and development	57	57	53	48	215	57				
Impairment of long-lived assets	Selling, marketing and administration	90	79	83	92	344	73				
Impairment of goodwill	Amortization	46	46	45	45	182	46				
Debentures fair value adjustment 1	Impairment of long-lived assets	_	21	_	22	43	_				
Total operating expenses	Impairment of goodwill	594	_	_	_	594	_				
Control of the second of the	Debentures fair value adjustment	1	18	95	258	372	(4)				
Investment loss, net Cost Cost	Total operating expenses	788	221	276	465	1,750	172				
Class before income taxes	Operating loss	(645)	(22)	(127)	(313)	(1,107)	(58)				
Provision for (recovery of) income taxes (9)	Investment loss, net		(5)	(1)	_	(6)	(2)				
Net loss	Loss before income taxes	(645)	(27)	(128)	(313)	(1,113)	(60)				
Segment Gross margin Segment Lost of Sales Segme	Provision for (recovery of) income taxes	(9)	(4)	2	2	(9)	2				
Since Sinc	Net loss	\$ (636)	\$ (23)	\$ (130)	\$ (315)	\$ (1,104)	\$ (62)				
Diluted loss per share											
Weighted-average number of common shares outstanding (000s) 5 (7,839) 5 58,832 5 62,443 5 66,089 5 61,305 5 67,358 Diluted 557,839 558,882 562,443 566,089 561,305 567,358 Segment Gross Margin (Three Months Ended) Q1 FY21 Q2 FY21 Q3 FY21 Q4 FY21 FY21 Q1 FY22 Segment trevenue \$ 119 \$ 120 \$ 130 \$ 122 \$ 491 \$ 107 Segment gross margin 72 74 77 76 299 61 Segment gross margin 72 74 77 76 299 61 Segment gross margin 61 62 59 62 61 57 Segment dross margin 29 31 32 38 130 43 Segment dross margin 29 31 32 38 130 43 Segment dross margin 29 81 87 87 82 84 Leensing and Other 8 10 47 <td< td=""><td>•</td><td>\$ (1.14)</td><td>\$ (0.04)</td><td>\$ (0.23)</td><td>\$ (0.56)</td><td>\$ (1.97)</td><td>\$ (0.11)</td></td<>	•	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)				
Basic 557,839 558,882 562,443 566,089 561,305 567,835 Segment Gross Margin (Three Months Ended) Q1 FY21 Q2 FY21 Q3 FY21 Q4 FY21 PY21 Q1 FY22 Q4 FY21 Q4	Diluted loss per share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)				
Diluted											
Segment Gross Margin (Three Months Ended) Cyber Security Segment revenue											
Cyber Security Segment revenue \$119	Diluted	557,839	558.882	562,443	566,089	561,305	567,358				
Segment revenue \$ 119 \$ 120 \$ 130 \$ 122 \$ 491 \$ 107 Segment cost of sales 47 46 53 46 192 46 Segment gross margin 72 74 77 76 299 61 Segment gross margin % 61 % 62 % 59 % 62 % 61 % 57 % Segment revenue 29 31 32 38 130 43 Segment gross margin 6 6 6 5 23 7 Segment gross margin % 23 25 26 33 107 36 Segment gross margin % 79 % 81 % 81 % 87 % 82 % 84 % Licensing and Other 8 108 56 50 272 24 Segment gross margin 58 108 56 50 272 24 Segment gross margin 8 7 9 6 30 6 Segment gross margin	Segment Gross Margin (Three Months Ended)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22				
Segment cost of sales 47 46 53 46 192 46 Segment gross margin 72 74 77 76 299 61 Segment gross margin % 61 % 62 % 59 % 62 % 61 % 57 % Intervenue Segment revenue Segment gross margin 29 31 32 38 130 43 36 66 6 6 5 23 7 7 Segment gross margin 23 25 26 33 107 36 Segment gross margin 81 % 81 % 87 % 82 % 84 % 84 % 86 % 86 % 86 % 86 % 86 % 86 % 86 % 96 % 30 66 66 % 60 % 96 % 30 66 % 66 % 60 % 96 % 90 % 75 % 86 % 96 % 90 % 75 % 86 % 96 % 96 % 96 % 96 % 75 % 75 %	Cyber Security										
Segment gross margin 72 74 77 76 299 61 Segment gross margin % 61 % 62 % 59 % 62 % 61 % 57 % IoT Segment revenue 29 31 32 38 130 43 Segment gross fasles 6 6 6 6 5 23 7 Segment gross margin % 23 25 26 33 107 36 Segment gross margin % 79 % 81 % 81 % 87 % 82 % 84 % Licensing and Other 8 108 56 50 272 24 Segment gross margin % 8 108 56 50 272 24 Segment gross margin % 8 108 56 50 272 24 Segment gross margin % 145 200 150 44 242 18 Segment gross margin % 145 200	Segment revenue	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107				
Segment gross margin % 61 % 62 % 59 % 62 % 61 % 57 % Ior Segment revenue 29 31 32 38 130 43 Segment cost of sales 6 6 6 5 23 7 Segment gross margin % 23 25 26 33 107 36 Segment gross margin % 8 108 81 % 87 % 82 % 84 % Segment cost of sales 8 108 56 50 272 24 Segment gross margin 50 101 47 44 242 18 Segment gross margin % 86 % 94 % 84 % 88 % 89 % 75 % Total Segment Gross Margin 145 200 150 153 648 115 Adjustment to cost of sales (2) (1) (1) (1) (5) (1)											

Non-GAAP Adjustments (Pre-Tax)

Debentures fair value adjustment

Restructuring charges

Stock compensation expense

Acquired intangibles amortization

Goodwill impairment charge

LLA impairment charge

Total Non-GAAP Adjustments

Adjusted Gross Margin

GAAP revenue

Total cost of sales

Non-GAAP adjustments to cost of sales

Adjusted Gross Margin

Adjusted Gross Margin %

Adjusted EBITDA

GAAP operating loss

Non-GAAP adjustments to operating loss

Adjusted operating income (loss)

Amortization

Acquired intangibles amortization

Adjusted EBITDA

Reconciliation from GAAP Net Loss to Adjusted Net Income (Loss) and Adjusted Earnings (Loss) per Share

GAAP net loss

Total Non-GAAP adjustments (three months ended, after-tax)

Adjusted Net Income (Loss)

Adjusted Earnings (Loss) per Share

Shares outstanding for adjusted earnings (loss) per share reconciliation

Q	1 FY21	Q	2 FY21	Q	3 FY21	Q	4 FY21		FY21	Q	1 FY22
	1		18		95		258		372		(4)
	1		1		_		_		2		_
	14		9		12		17		52		7
	33		32		32		32		129		32
	594		_		_		_		594		_
	_		21		_		22		43		_
\$	643	\$	81	\$	139	\$	329	\$	1,192	\$	35
	. =>/-	_			. =		. =		->		. =>/==
_	1 FY21		2 FY21		3 FY21		4 FY21	-	FY21		1 FY22
\$	206	\$	259	\$	218	\$	210	\$	893	\$	174
	63		60		69		58		250		60
	(2)	_	(1)		(1)		(1)	L	(5)	_	(1)
\$	145	\$	200	\$	150	\$	153	\$	648	\$	115
	70 %		77 %		69 %		73 %		73 %		66 %
Q	1 FY21	Q	2 FY21	Q	3 FY21	Q	4 FY21		FY21	Q	1 FY22
\$	(645)	\$	(22)	\$	(127)	\$	(313)	\$	(1,107)	\$	(58)
	643		81		139		329		1,192		35
	(2)		59		12		16		85		(23)
	50		50		49		49		198		49
	(33)		(32)		(32)		(32)		(129)		(32)
\$	15	\$	77	\$	29	\$	33	\$	154	\$	(6)
a			0 EV/04	0	3 FY21	Q	4 FY21	FY21		Q	1 FY22
	1 FY21	Q	2 FY21	u	01121						
\$	(636)	Q \$	(23)	\$	(130)	\$	(315)	\$	(1,104)	\$	(62)
								\$	(1,104) 1,192	\$	(62) 35
	(636)		(23)		(130)		(315)	\$ \$, ,	\$ \$. ,
\$	(636) 643	\$	(23) 81	\$	(130) 139 9	\$	(315) 329		1,192	\$	35

Adjusted income (loss) before income taxes, adjusted net income (loss), adjusted gross margin, adjusted EBITDA and adjusted 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.

Key metrics such as annual recurring revenue ("ARR"), dollar-based net retention rate ("DBNRR"), and QNX Royalty Revenue Backlog do not have any standardized meaning 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. In the first quarter of fiscal 2022, 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 prior year have been updated to conform to the current year's presentation.

BlackBerry Investor Relations Pre-Tax Restructuring Details

Cost of sales Selling, marketing and administration

Total restructuring charges

Total amortization

Q	1 FY21	Q2	FY21	Q	3 FY21	Q	4 FY21	FY21		Q1	FY22
\$	_	\$	_	\$	_	\$	_	\$		\$	_
	1		1		_		_		2		_
\$	1	\$	1	\$	_	\$	_	\$	2	\$	_

BlackBerry Investor Relations Amortization of Intangibles and Property, Plant and Equipment Details

Cost of sales amortization
Property, plant and equipment
Intangible assets
Total in cost of sales
Operating expenses amortization
Property, plant and equipment
Intangible assets
Total in operating expenses amortization
Total amortization
Property, plant and equipment
Intangible assets

						_			->/04			
Q1	FY21	Q2	2 FY21	Q;	3 FY21	Q,	Q4 FY21		FY21		Q1 FY22	
\$	1	\$	1	\$	1	\$	1	\$	4	\$	1	
	3		3		3		3		12		2	
	4		4		4		4		16		3	
	4		5		4		4		17		3	
	42		41		41		41		165		43	
	46		46		45		45		182		46	
	5		6		5		5		21		4	
	45		44		44		44		177		45	
\$	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.