

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 Q2 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



Q2 FY22 Financial Summary



Revenue

%

65%

Non-GAAP Gross Margin¹ \$

(\$0.06)

Non-GAAP Earnings per Share¹ \$

(\$14M)

Adjusted EBITDA^{1,2}

\$

\$772M

Total ending Cash & Investments

\$

\$12M

Operating Cash Flow

%

95%

Cyber Security DBNRR²



\$89M

IoT ARR²

FY22 Revenue Reporting

SOFTWARE & SERVICES

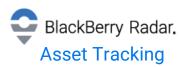
IoT

*** BlackBerry: QNX:

Safety-Critical Real-Time Operating System

BlackBerry IVY™

Intelligent Vehicle Data Platform



CYBER SECURITY



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

Q2 FY22 Financial Summary

		lo	Γ				
SEGMENT FINANCIALS	<u>Q1</u> <u>FY21</u>	<u>Q2</u> <u>FY21</u>	<u>Q3</u> <u>FY21</u>	<u>Q4</u> <u>FY21</u>	<u>FY21</u>	<u>Q1</u> <u>FY22</u>	<u>Q2</u> FY22
Segment revenue (\$M)	29	31	32	38	130	43	40
Segment cost of sales (\$M)	6	6	6	5	23	7	7
Segment gross margin (\$M)	23	25	26	33	107	36	33
Segment gross margin %	79%	81%	81%	87%	82%	84%	83%
KEY METRICS							
ARR: IoT (\$M)	103	92	88	84		86	89
QNX Royalty Revenue Backlog (\$M)	450					490	

CY	BEI	R SI	ECU	RIT	Υ		
SEGMENT FINANCIALS	<u>Q1</u> <u>FY21</u>	<u>Q2</u> <u>FY21</u>	<u>Q3</u> <u>FY21</u>	<u>Q4</u> <u>FY21</u>	<u>FY21</u>	<u>Q1</u> <u>FY22</u>	<u>Q2</u> <u>FY22</u>
Segment revenue (\$M)	119	120	130	122	491	107	120
Segment cost of sales (\$M)	47	46	53	46	192	46	49
Segment gross margin (\$M)	72	74	77	76	299	61	71
Segment gross margin %	61%	62%	59%	62%	61%	57%	59%
KEY METRICS							
ARR: Cyber Security (\$M) 1	370	367	365	369		364	364
DBNRR: Cyber Security (%) 1	101%	100%	95%	95%		94%	95%

LICE	NS	ING	&	OTH	IER		
SEGMENT FINANCIALS	<u>Q1</u> <u>FY21</u>	<u>Q2</u> FY21	<u>Q3</u> FY21	<u>Q4</u> <u>FY21</u>	<u>FY21</u>	<u>Q1</u> <u>FY22</u>	<u>Q2</u> FY22
Segment revenue (\$M)	58	108	56	50	272	24	15
Segment cost of sales (\$M)	8	7	9	6	30	6	6
Segment gross margin (\$M)	50	101	47	44	242	18	9
Segment gross margin %	86%	94%	84%	88%	89%	75%	60%

^{1.} Beginning 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.

Q2 FY22 Achievements

BlackBerry has design wins with 24 of the world's leading 25 EV automakers, who represent 82% of global EV volumes. Increased from 23 of the top 25 last quarter

BlackBerry IVY™ to
deliver secure vehiclebased payments,
leveraging vehicle
sensor data and edge
processing to create a
"digital fingerprint".
Delivered through a
partnership with Car IQ

SE Labs awarded
BlackBerry highest

AAA rating in breach
test of BlackBerry®
Protect and
BlackBerry® Optics
using real-world
hacker tactics

BlackBerry® UEM
U-Series release delivers
BlackBerry's industryleading security to
Microsoft 365
productivity applications
through Azure AD
Conditional Access

Nobo Technologies
selects BlackBerry
QNX® Neutrino® as
foundation for new
Digital Cockpit
Controller for Great
Wall Motors' Haval
G6S SUV

sTraffic, South Korea's
leading solution
developer for
transportation
infrastructure systems
selects BlackBerry®
QNX® OS for Safety
for their train traffic
management systems

critical event
management platform
used as foundation for
autonomous flood risk
and clean water
monitoring solution

BlackBerry® Jarvis 2.0
market-leading binary
code scanning tool
launched as SaaS
offering to enable OEMs
to review complex
software bill of materials
for vulnerabilities



Investment Highlights

Our Journey

From Wireless Security to Intelligent Cybersecurity



AI in EPP & EDR

BlackBerry IVY^{TM}









Containerization

UEM





QNX® Secure OS in Autos







UES



Mobile Device Management

BlackBerry: An Internet of Things Market Leader



Endpoints protected



Vehicles protected by QNX



24 / 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 verticals





#1

Frost & Sullivan

BlackBerry IVY named a leader in Auto & Smart Cities

BlackBerry Customers and Partners



TOP-TIER CUSTOMERS & PARTNERS¹





















































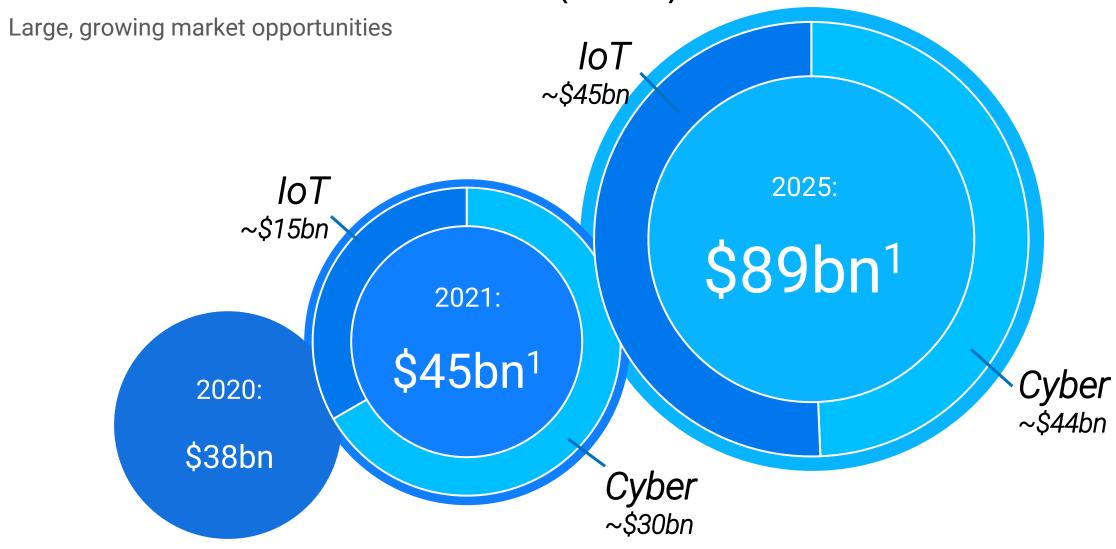








Total Addressable Market (TAM)



Timeless Model Goals

	FY21 actuals	Goals
Recurring Software Product Revenue ² (%)	~90%	~90%
Gross Margin¹ (%)	73%	~80-85%
Operating Income ¹ (%)	8%	~20-25%
Adjusted EBITDA¹ (%)	16%	~25-30%

IOT

****BlackBerry® QNX®



Enabling Safety-Critical Embedded Systems

QNX provides foundational software that accelerates customers' safety certification efforts

QNX Neutrino RTOS

A deterministic, yet flexible foundation for next-generation products. Its unique microkernel architecture provides dependability, scalability and layered security.



Microkernel Reliability



Real-Time Availability



Comprehensive, Layered Security

QNX Hypervisor

An embedded virtualization solution with a microkernel architecture so multiple OSs (Android, Linux, QNX) can safely operate on the same system on a chip (SoC).



Isolate and Protect Critical **Systems**



Versatile Virtualization Model



Familiar Development **Environment**

QNX Software Development Platform

The power of QNX Neutrino RTOS plus the QNX Momentics® Tool Suite to provide a POSIX-compliant, Linux-like development platform.



Focus on Your Code



Spend Less Time Debugging



Optimize on the Target



Safety Certified to the highest level





Streamline Certification



Protect Critical Functionality

QNX OS for Safety

Pre-certified to ASIL-D, the highest Automotive Safety Integrity Level defined by the ISO 26262 standard for functional safety of road vehicles.

Also, pre-certified to IEC 61508 SIL 3 (Industrial) and IEC 62304 Class C (Medical)

A full-featured, deterministic OS designed for use in every sector where functionally safe, reliable embedded software is critical.

With the QNX OS for Safety, customers can focus efforts on developing the systems their customers need. The OS will help meet both performance and reliability requirements and facilitate system safety-certifications.

QNX Hypervisor for Safety

The world's first commercial hypervisor certified to ISO 26262 ASIL D.

Its pre-certified software enables guest operating system (OSs) management in isolation, allows flexible hosting options, and provides an integrated development environment (IDE) with a safety-qualified toolchain.



Addressing Automotive Secular Trends

AUTOMOTIVE SECULAR TRENDS



Autonomous (Levels 2–5)



ECU consolidation (Higher powered chips)



Digitization (Via connectivity)



Electrification (New everything)

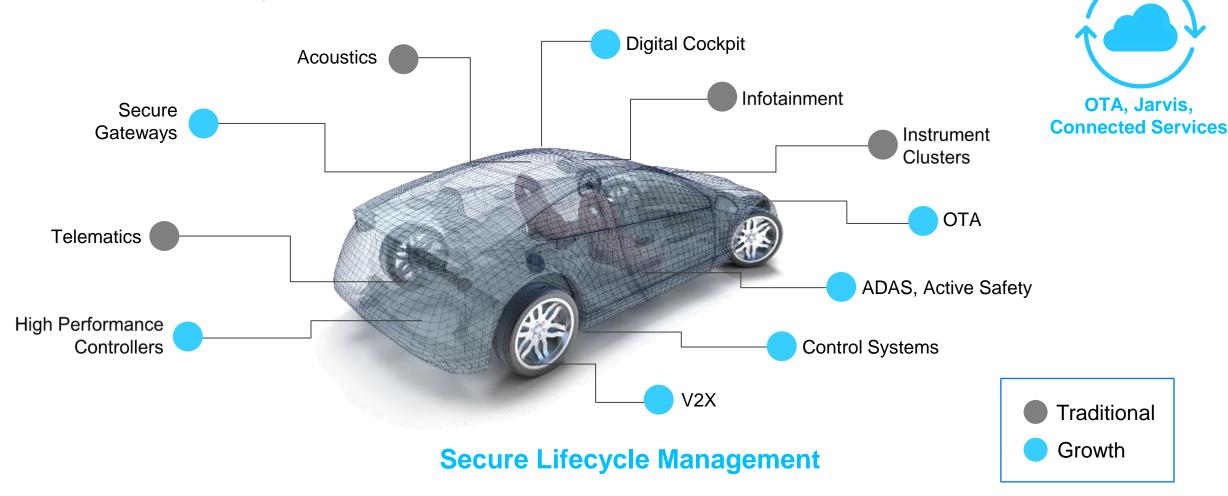
IMPACT

- 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.



Addressing Automotive Secular Trends

QNX enables safety-critical software in the car

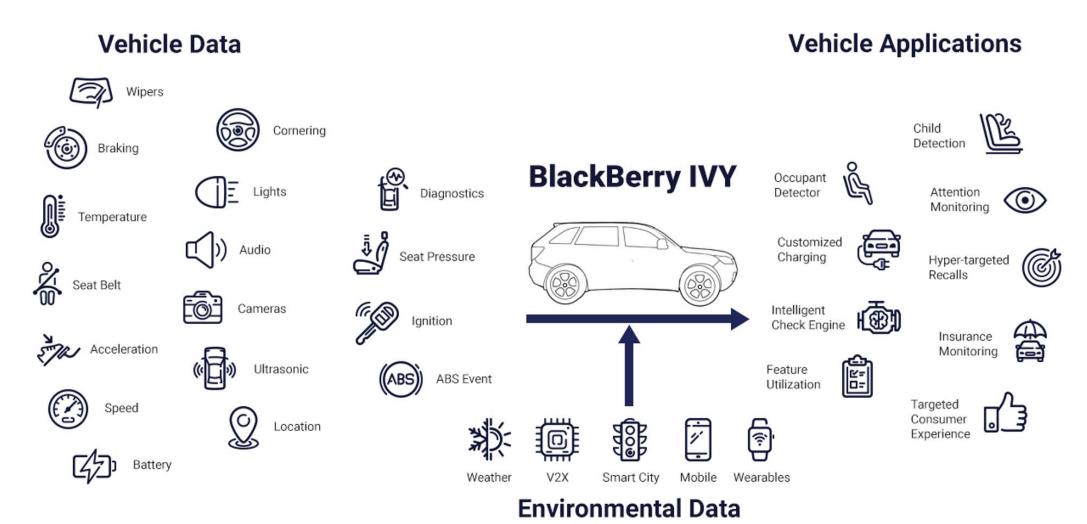


IOT

BlackBerry IVY

BlackBerry IVY - Opportunity to harness data in the car

Diverse sensors generate huge amounts of data in unique formats

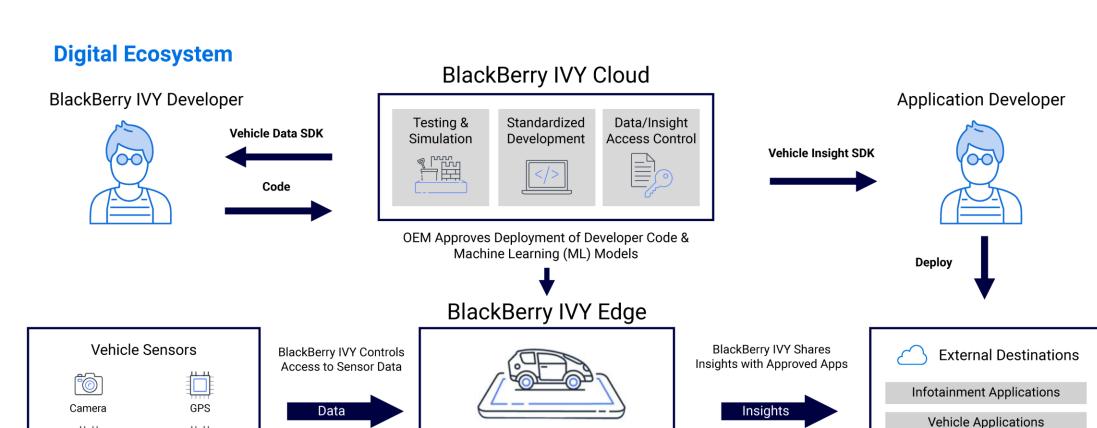


BlackBerry IVY's Digital Ecosystem

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

Odometer

Other Sensor



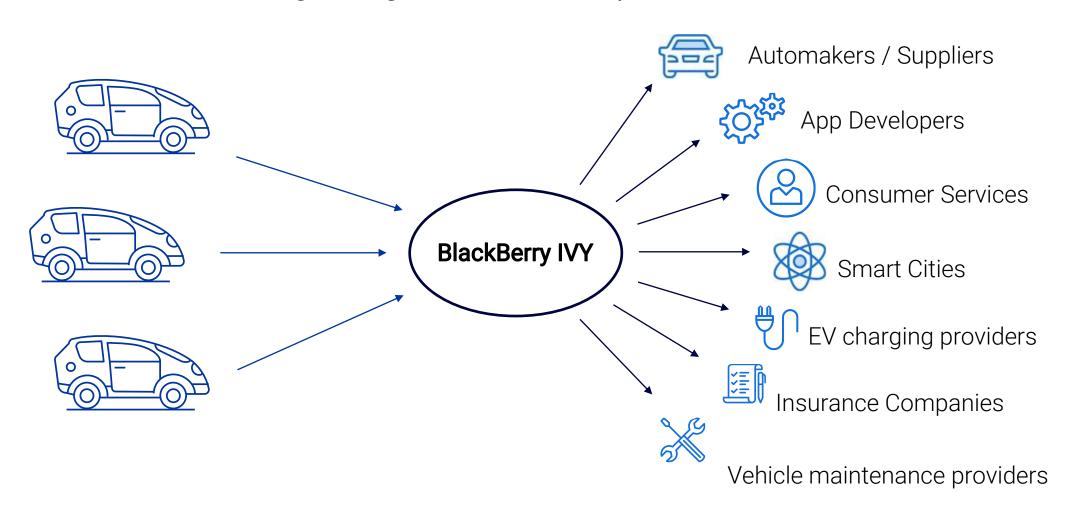
Sensor Data Processed with Developer

Code & Machine Learning Models

External Destinations

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







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

Prepare Prevent
 Detect Respond Cylance Al BlackBerry BlackBerry BlackBerry BlackBerry BlackBerry BlackBerry **Optics UEM Alert Protect** Persona **Gateway Threat Detection Critical Event** Behavior & Risk **Endpoint Control Endpoint Network Security Protection Analytics** & Response & Analytics & Management Management BlackBerry Guard Security Services

Strong performance in independent tests









BlackBerry® Protect (EPP) and BlackBerry® Optics (EDR) provided

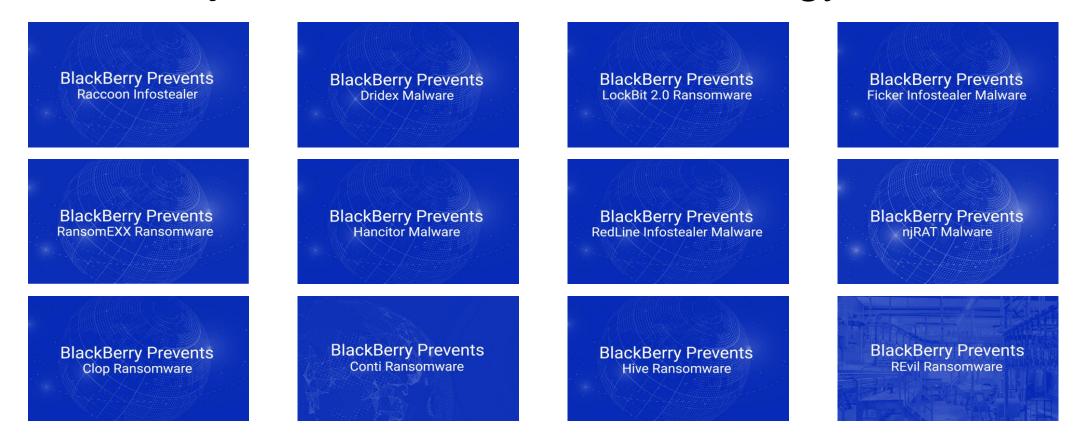
Complete prevention, complete detection and zero false positives

in recent breach testing performed by SE Labs

SE Labs is a private, independently-owned and run testing company and applied a range of real-world hacker attack techniques to try and breach BlackBerry's defenses



BlackBerry's Prevention-first technology

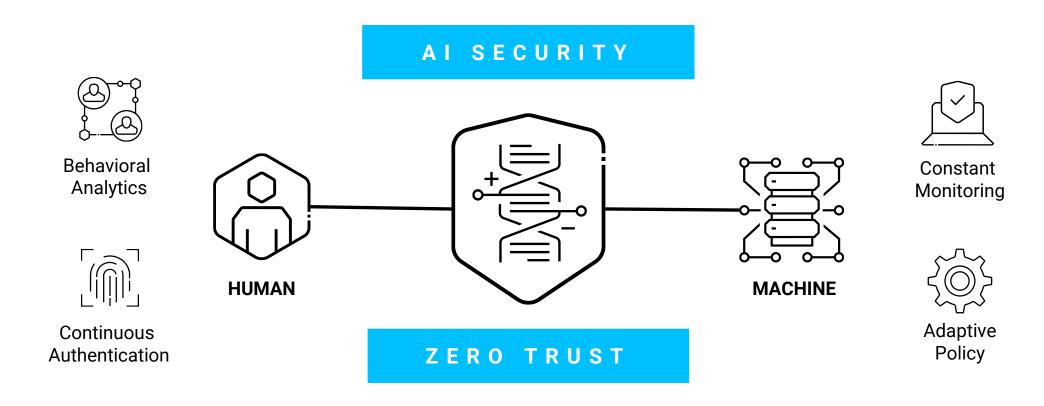


BlackBerry's suite of Al-driven, prevention-first cybersecurity products neutralizes many threats before the exploitation stage of the kill-chain. By stopping malware at this stage, BlackBerry solutions help organizations increase resilience, reduce infrastructure complexity and streamline security management.



What is Zero Trust?

Zero Trust architecture delivers continuous threat protection while maximizing user productivity



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

Cyber Security

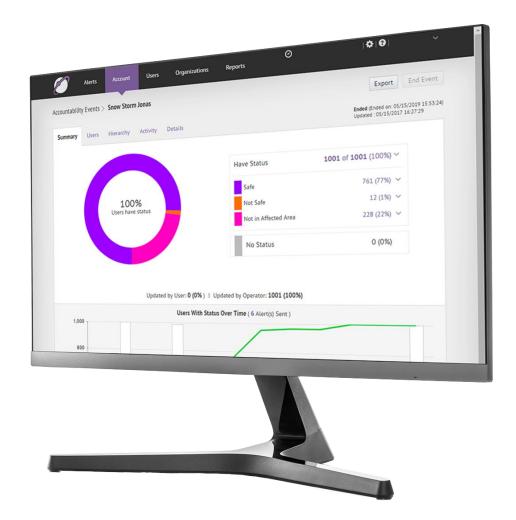


Critical Event Management





- 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





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?

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.



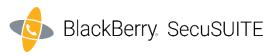








BlackBerry SecuSUITE



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 (Q2 FY22 Financials)

GAAP Income Statement (\$M)

	Q1-21		(Q2-21	(Q3-21	Q	4-21	F۱	2021	(Ղ1-22	Q	2-22
Cyber Security	\$	119	\$	120	\$	130	\$	122	\$	491	\$	107	\$	120
IoT		29		31		32		38		130		43		40
Software & Services		148		151		162		160		621		150		160
Licensing and Other		58		108		56		50		272		24		15
Total Revenue		206		259		218		210		893		174		175
Cost of Sales		63		60		69		58		250		60		63
GAAP Gross Margin		143		199		149		152		643		114		112
Research and Development		57		57		53		48		215		57		58
Selling, Marketing and Administration		90		79		83		92		344		73		83
Amortization		46		46		45		45		182		46		45
Impairment of Long-lived Assets		-		21		-		22		43		-		-
Impairment of Goodwill		594		-		-		-		594		-		-
Debentures Fair Value Adjustment		1		18		95		258		372		(4)		67
Total Operating Expenses		788		221		276		465		1,750		172		253
GAAP Operating Loss		(645)		(22)		(127)		(313)		(1,107)		(58)		(141)
Investment Loss, Net		-		(5)		(1)		-		(6)		(2)		(1)
Loss before Income Taxes		(645)		(27)		(128)		(313)		(1,113)		(60)		(142)
Provision for (recovery of) income taxes		(9)		(4)		2		2		(9)		2		2
GAAP Net Loss	\$	(636)	\$	(23)	\$	(130)	\$	(315)	\$	(1,104)	\$	(62)	\$	(144)
Basic Loss per Share	\$	(1.14)	\$	(0.04)	\$	(0.23)	\$	(0.56)	\$	(1.97)	\$	(0.11)	\$	(0.25)
Diluted Loss per Share	\$	(1.14)	\$	(0.04)	\$	(0.23)	\$	(0.56)	\$	(1.97)	\$	(0.11)	\$	(0.25)
Weighted-average number of common shares outstanding														
(000s)														
Basic	į	557,839		558,882		562,443	5	566,089		561,305		567,358	5	68,082
Diluted	į	557,839		558,882		562,443	5	666,089		561,305		567,358	5	68,082

Non-GAAP Income Statement (\$M)

	С	Q1-21		(2-21	С	(3-21	Q	4-21	FY	2021	C	Q1- 22	Q	2-22
Cyber Security IoT Software & Services Licensing and Other	\$	119 29 148 58	\$	120 31 151 108	\$	130 32 162 56	\$	122 38 160 50	\$	491 130 621 272	\$	107 43 150 24	\$	120 40 160 15
Total Revenue		206		259		218		210		893		174		175
Cost of Sales		61		59		68		57		245		59		62
Adjusted Gross Margin		145		200		150		153		648		115		113
Research and Development		54		55		50		45		204		55		56
Selling, Marketing and Administration		80		72		75		79		306		69		74
Amortization		13		14		13		13		53		14		13
Total Adjusted Operating Expenses		147		141		138		137		563		138		143
Adjusted Operating Income (Loss)		(2)		59		12		16		85		(23)		(30)
Investment Loss, Net		-		(5)		(1)		-		(6)		(2)		(1)
Adjusted Income (Loss) before Income Taxes		(2)		54		11		16		79		(25)		(31)
Provision for (recovery of) income taxes		(9)		(4)		2		2		(9)		2		2
Adjusted Net Income (Loss)	\$	7	\$	58	\$	9	\$	14	\$	88	\$	(27)	\$	(33)
Adjusted EBITDA	\$	15	\$	77	\$	29	\$	33	\$	154	\$	(6)	\$	(14)
Adjusted earnings (loss) per share, basic and diluted	\$	0.01	\$	0.10	\$	0.02	\$	0.02	\$	0.16	\$	(0.05)	\$	(0.06)

Non-GAAP Reconciliation (\$M)

Non-GAAP Adjustments (Pre-Tax and After-Tax)	Q1-21		Q	2-21	Q:	3-21	Q	4-21	FY	2021	Q1	-22	Q2	2-22
Debentures Fair Value Adjustment	\$	1	\$	18	\$	95	\$	258	\$	372	\$	(4)	\$	67
Restructuring Charges		1		1		-		-		2		-		-
Stock Compensation Expense		14		9		12		17		52		7		12
Acquired Intangible Amortization		33		32		32		32		129		32		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	\$	111

GAAP to non-GAAP Gross Margin	Q1-21		Q	2-21	Q	3-21	Q	4-21	FY	2021	Q	1-22	Q.	2-22
GAAP Revenue	\$	206	\$	259	\$	218	\$	210	\$	893	\$	174	\$	175
GAAP Cost of Sales		63		60		69		58		250		60		63
Non-GAAP Adjustments to Cost of Sales		(2)		(1)		(1)		(1)		(5)		(1)		(1)
Non-GAAP Gross Margin	\$	145	\$	200	\$	150	\$	153	\$	648	\$	115	\$	113
Non-GAAP Gross Margin %		70%		77%		69%		73%		73%		66%		65%

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

Research and development	Q1	Q1-21		2-21	Q3	3-21	Q4	l-21	FY	2021	Q	L-22	Q2	-22
GAAP research and development expense	\$	57	\$	57	\$	53	\$	48	\$	215	\$	57	\$	58
Stock compensation expense		3		2		3		3		11		2		2
Non-GAAP research and development expense		54		55		50		45		204		55		56
Selling, marketing and administration	Q1	L- 21	Q	2-21	Q3	3-21	Q4	l-21	FY	2021	Q1	L-22	Q2	2-22
GAAP selling, marketing and administration expense	\$	90	\$	79	\$	83	\$	92	\$	344	\$	73	\$	83
Restructuring expense		1		1		-		-		2		-		-
Stock compensation expense		9		6		8		13		36		4		9
Non-GAAP selling, marketing and administrative expense		80		72		75		79		306		69		74
Amortization	Q1	L- 21	Q	2-21	Q3	B-21	Q4	l-21	FY	2021	Q1	L-22	Q2	2-22
GAAP amortization expense	\$	46	\$	46	\$	45	\$	45	\$	182	\$	46	\$	45
Acquired intangibles amortization		33		32		32		32		129		32		32
Non-GAAP amortization expense		13		14		13		13		53		14		13

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

Adjusted EBITDA	Q1-21		Q	2-21	Q	3-21	Q	4-21	FY	2021	Q:	1-22	Q	2-22
GAAP Operating Loss	\$	(645)	\$	(22)	\$	(127)	\$	(313)	\$ (1,107)	\$	(58)	\$	(141)
Non-GAAP Adjustments to Operating Loss		643		81		139		329		1,192		35		111
Non-GAAP Operating Income (Loss)		(2)		59		12		16		85		(23)		(30)
Amortization		50		50		49		49		198		49		48
Acquired Amortization Intangibles		(33)		(32)		(32)		(32)		(129)		(32)		(32)
Adjusted EBITDA	\$	15	\$	77	\$	29	\$	33	\$	154	\$	(6)	\$	(14)

Reconciliation from GAAP Net Loss to Non-GAAP Net Income (Loss) and Non-GAAP Earnings (Loss) per Share	_ 0	(1-21	C) 2-21	C	(3-21	Q	4-21	FY	/ 2021	C	Q1- 22	C	2-22
GAAP Net Loss	\$	(636)	\$	(23)	\$	(130)	\$	(315)	\$	(1,104)	\$	(62)	\$	(144)
Total Non-GAAP Adjustment (After-Tax)		643		81		139		329		1,192		35		111
Non-GAAP Net Income (Loss)		7		58		9		14		88		(27)		(33)
Non-GAAP Basic Earnings (Loss) per Share	\$	0.01	\$	0.10	\$	0.02	\$	0.02	\$	0.16	\$	(0.05)	\$	(0.06)
Shares outstanding for Non-GAAP income per share reconciliation ('000)	5	57,839	5	58,882	5	62,443	5	66,089	5	61,305	5	67,358	5	68,082

Non-GAAP Gross Margin, non-GAAP Operating Income (Loss), non-GAAP Net Income (Loss), Adjusted EBITDA, and non-GAAP Earnings (Loss) Per Share, non-GAAP research and development expense, non-GAAP selling, marketing and administrative expense, non-GAAP amortization expense 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)

Amortization of Intangibles and PP&E Details	Q1-21		Q	2-21	Q	3-21	Q ²	l-21	FY	2021	Q1	-22	Q2	2-22
Cost of Sales Amortization														
Property, Plant and Equipment	\$	1	\$	1	\$	1	\$	1	\$	4	\$	1	\$	1
Intangibles Assets		3		3		3		3		12		2		2
Total in Cost of Sales Amortization		4		4		4		4		16		3		3
Operating Expenses Amortization Property, Plant and Equipment	\$	4	\$	5	\$	4	\$	4	\$	17	\$	3	\$	3
Intangibles Assets		42		41		41		41		165		43		42
Total in Operating Expenses Amortization		46		46		45		45		182		46		45
Total Amortization														
Property, Plant and Equipment	\$	5	\$	6	\$	5	\$	5	\$	21	\$	4	\$	4
Intangibles Assets		45		44		44		44		177		45		44
Total Amortization	\$	50	\$	50	\$	49	\$	49	\$	198	\$	49	\$	48

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.

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