

 **BlackBerry**® Intelligent Security. Everywhere.



INVESTOR PRESENTATION



Q3 FY2022

# 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 Q3 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®**

# Q3 FY22 Financial Summary



**\$184M**

Revenue



**64%**

Non-GAAP  
Gross Margin<sup>1</sup>



**\$0.00**

Non-GAAP  
Earnings per Share<sup>1</sup>



**(\$8M)**

Adjusted  
EBITDA<sup>1,2</sup>



**\$772M**

Total ending  
Cash & Investments



**(\$19M)**

Operating Cash Flow



**95%**

Cybersecurity DBNRR<sup>2</sup>



**\$91M**

IoT ARR<sup>2</sup>

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

### CYBERSECURITY



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

# Q3 FY22 Financial Summary

## IoT

SEGMENT FINANCIALS	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Segment revenue (\$M)	29	31	32	38	130	43	40	43
Segment cost of sales (\$M)	6	6	6	5	23	7	7	8
Segment gross margin (\$M)	23	25	26	33	107	36	33	35
Segment gross margin %	79%	81%	81%	87%	82%	84%	83%	81%
KEY METRICS								
ARR: IoT (\$M)	103	92	88	84		86	89	91
QNX Royalty Revenue Backlog (\$M)	450					490		

## CYBERSECURITY

SEGMENT FINANCIALS	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Segment revenue (\$M)	119	120	130	122	491	107	120	128
Segment cost of sales (\$M)	47	46	53	46	192	46	49	52
Segment gross margin (\$M)	72	74	77	76	299	61	71	76
Segment gross margin %	61%	62%	59%	62%	61%	57%	59%	59%
KEY METRICS								
ARR: Cybersecurity (\$M) <sup>1</sup>	370	367	365	369		364	364	358
DBNRR: Cybersecurity (%) <sup>1</sup>	101%	100%	95%	95%		94%	95%	95%

## LICENSING & OTHER

SEGMENT FINANCIALS	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
Segment revenue (\$M)	58	108	56	50	272	24	15	13
Segment cost of sales (\$M)	8	7	9	6	30	6	6	6
Segment gross margin (\$M)	50	101	47	44	242	18	9	7
Segment gross margin %	86%	94%	84%	88%	89%	75%	60%	54%

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.

# Q3 FY22 Achievements

**BMW Group** enters multi-year agreement to use BlackBerry QNX® as foundation for SAE **Level 2 & 2+ autonomous drive** functions

In line with product roadmap **Early-access version** of **BlackBerry IVY™** released to select ecosystem partners in October.  
Will provide basis of **demonstration at CES in January 2022**

**Exabeam**, the **leading next-gen SIEM** provider, partners with BlackBerry to provide **Managed Extended Detection and Response (XDR)** using telemetry from across a customer's network

**BlackBerry® Guard 2.0 expanded** to provide Managed Services (MDR) for BlackBerry® Protect Mobile (**MTD**), BlackBerry® Gateway (**ZTNA**) & BlackBerry® Persona (**UEBA**)

**BlackBerry QNX®** records a **record quarter** for design-related revenue and records **3<sup>rd</sup> consecutive increase in ARR**

**Google, Qualcomm** and BlackBerry QNX join forces to **reduce developer friction** when virtualizing **Android Automotive** alongside safety critical applications

**Okta** and BlackBerry partner to deliver **seamless identity and access** when using **BlackBerry® UEM**

**SE Labs**, a leader in independent cybersecurity research ranks BlackBerry as **best new endpoint security offering of 2021**



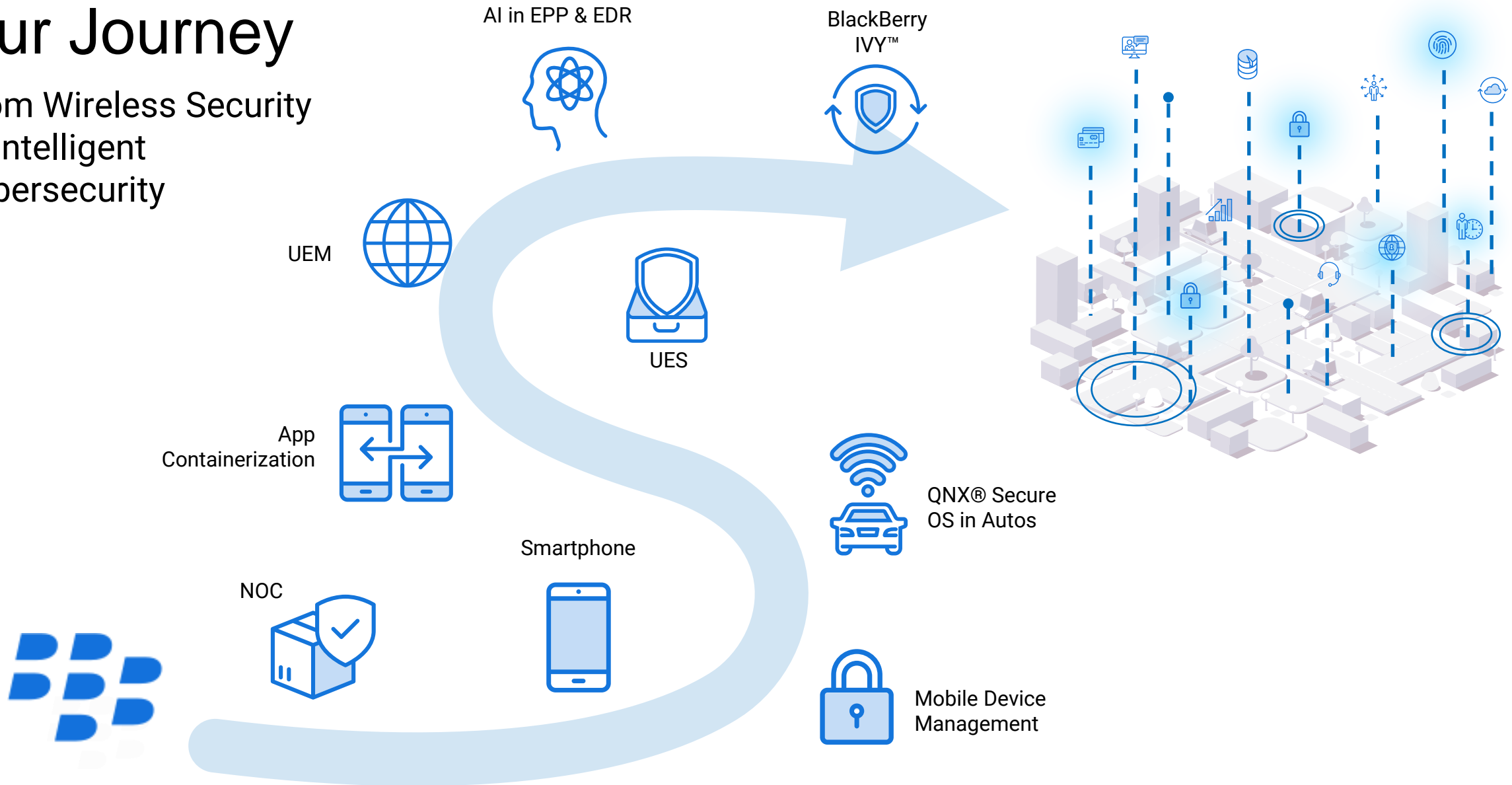


# Investment Highlights



# Our Journey

From Wireless Security  
to Intelligent  
Cybersecurity



# BlackBerry: An Internet of Things Market Leader



**500M+**

Endpoints protected



**195M+**

Vehicles protected by QNX



**24 / 25**

Top EV Automakers



**38K+**

Patents and applications



**AI/ML**

Industry-leading  
AI/ML-driven Cyber  
software



**18/G20**

Governments connected &  
protected



**45%**

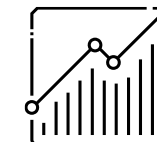
**Fortune 100**  
Customers across  
verticals



**#1**

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

# BlackBerry Customers and Partners



## TOP-TIER CUSTOMERS & PARTNERS<sup>1</sup>

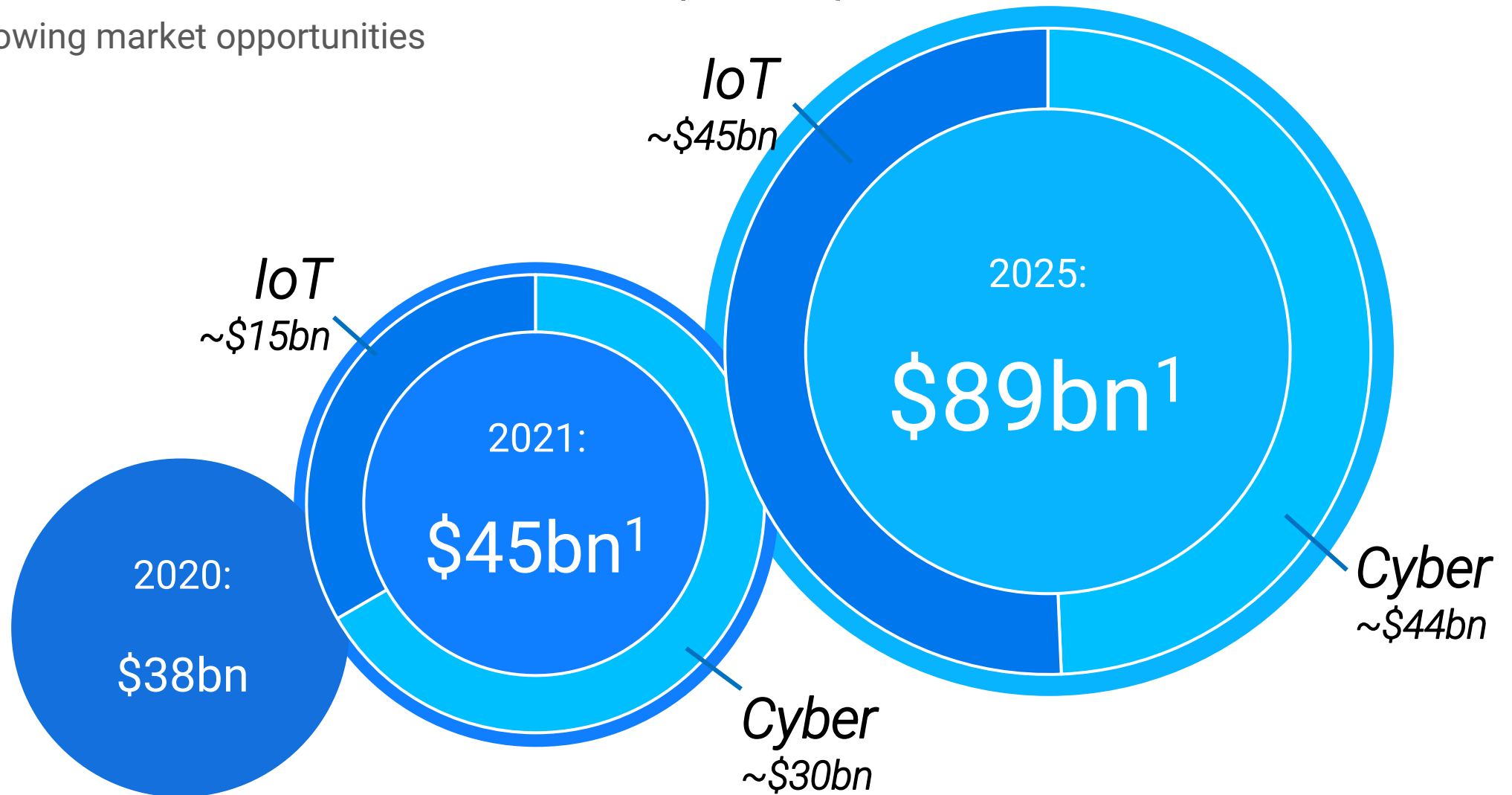


2,200+ Partners Across Our Ecosystem

Notes: 1. As at Q3 FY22.

# 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 <sup>2</sup> (%)	~90%	~90%
Gross Margin <sup>1</sup> (%)	73%	~80-85%
Operating Income <sup>1</sup> (%)	8%	~20-25%
Adjusted EBITDA <sup>1</sup> (%)	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



# 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



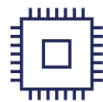
Real-Time Availability



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

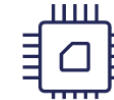
The power of QNX Neutrino RTOS plus the QNX Momentics® Tool Suite to provide a POSIX-compliant, Linux-like development platform.



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)



Digitization  
(Via connectivity)



ECU consolidation  
(Higher powered chips)



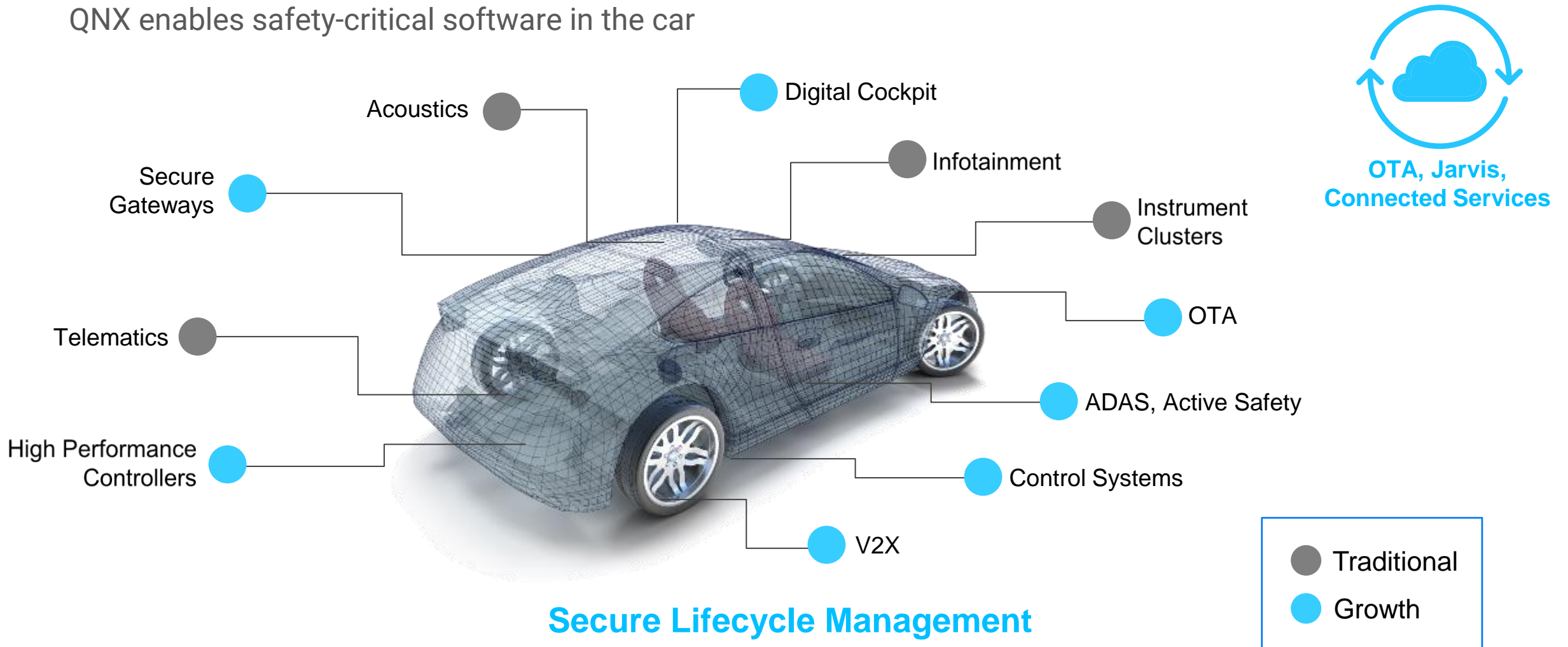
Electrification  
(New everything)

## 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.

# Addressing Automotive Secular Trends

QNX enables safety-critical software in the car



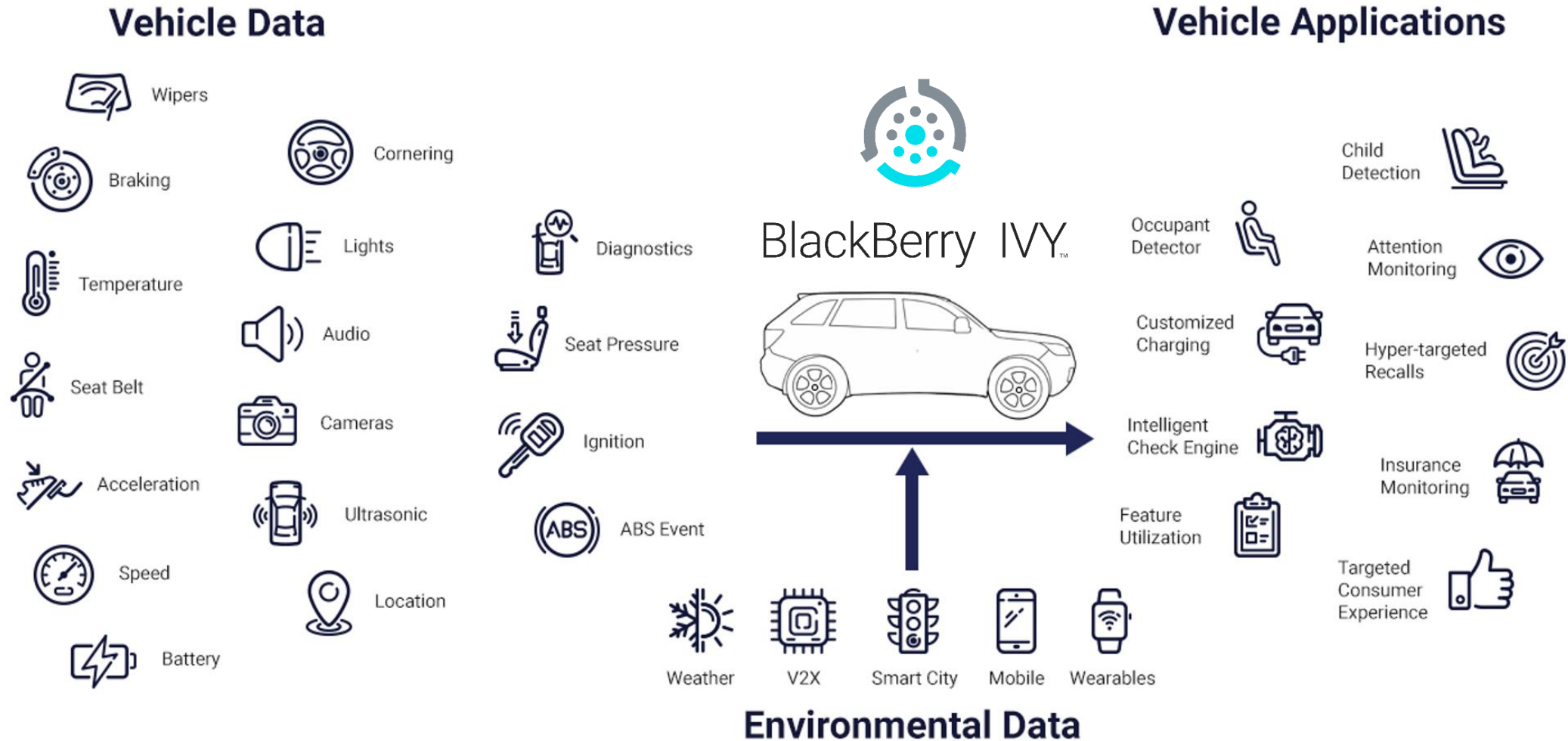
# IoT



BlackBerry IVY™

# BlackBerry IVY - Opportunity to harness data in the car

Diverse sensors generate huge amounts of data in unique formats



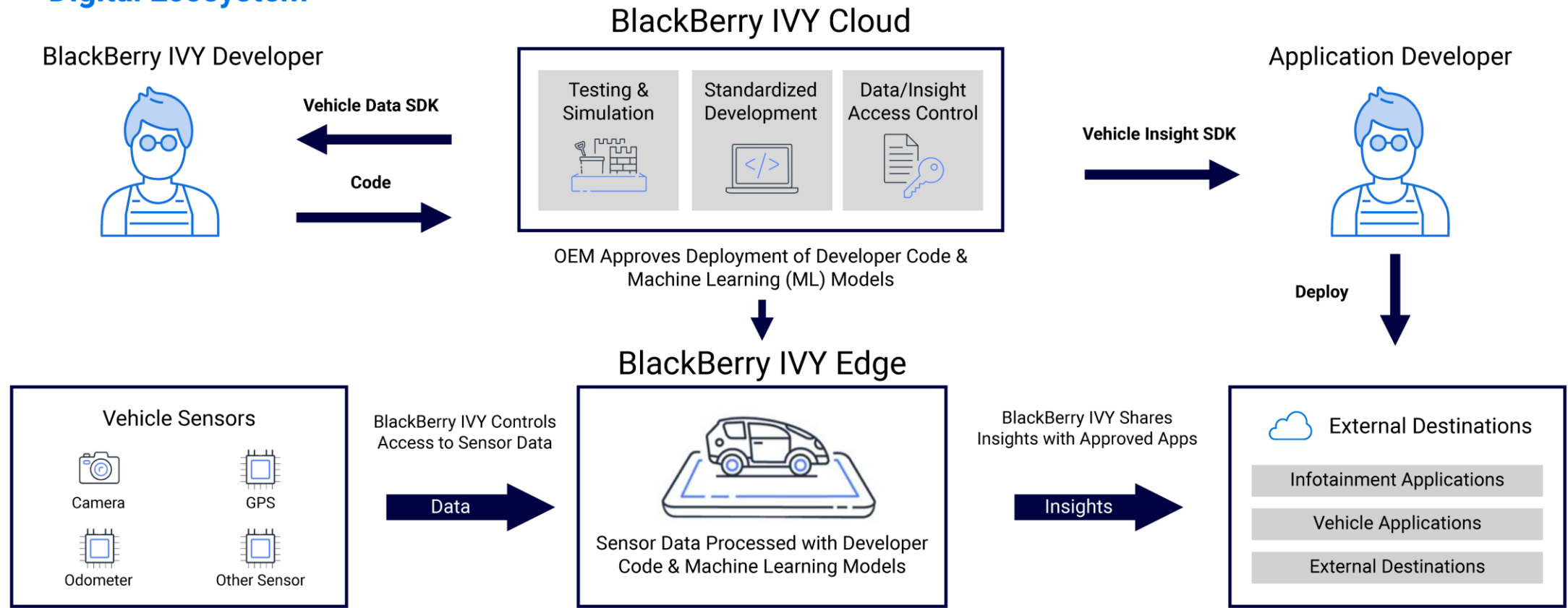


# BlackBerry IVY's Digital Ecosystem

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



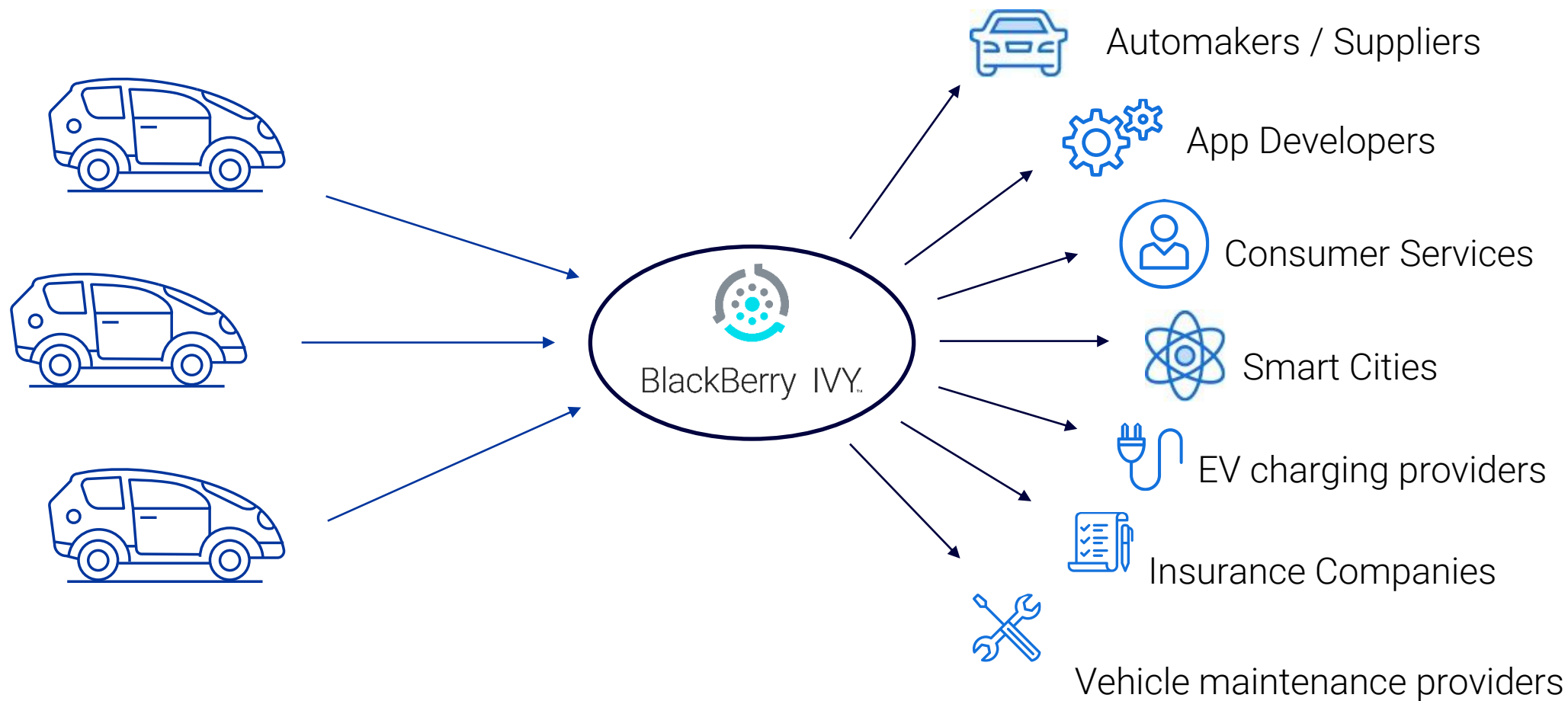
## Digital Ecosystem



# 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

# Cybersecurity



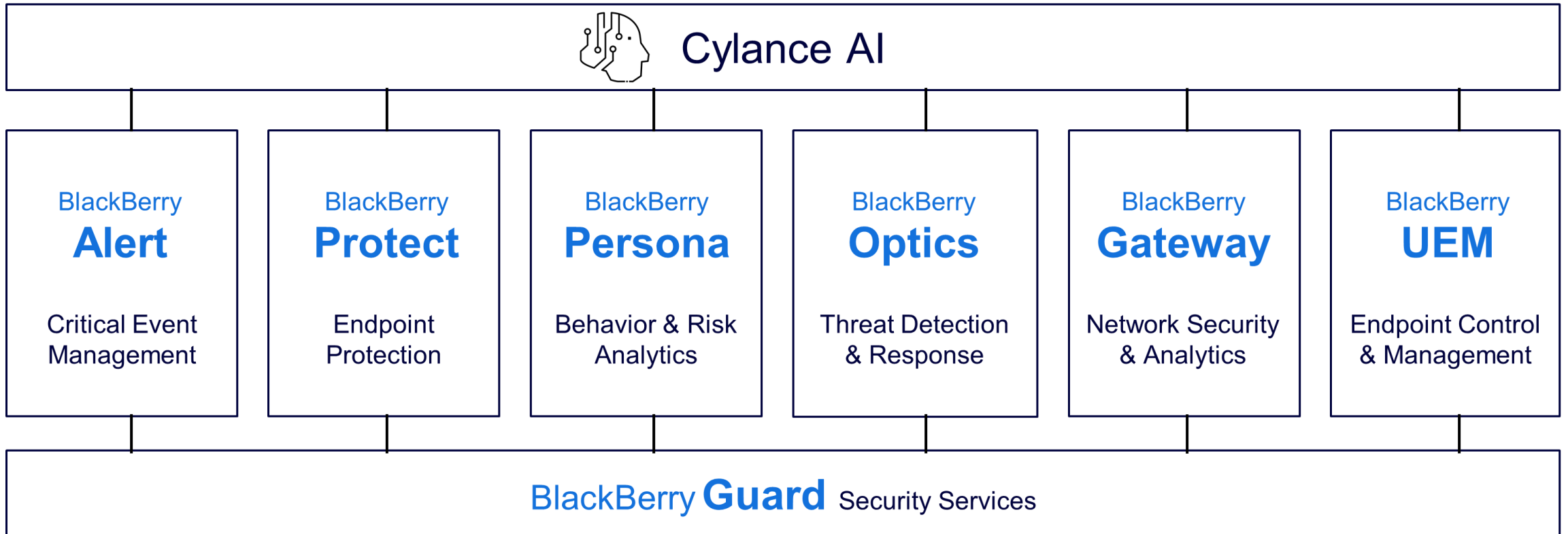
BlackBerry Spark®



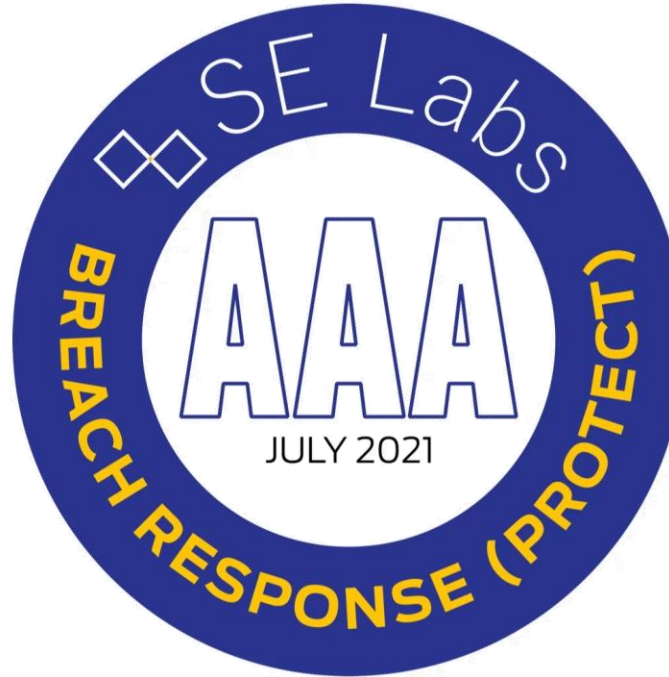
# Spark Suite

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

*Prepare • Prevent • Detect • Respond*



# 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 Prevents  
Raccoon Infostealer

BlackBerry Prevents  
Babuk Ransomware

BlackBerry Prevents  
LockBit 2.0 Ransomware

BlackBerry Prevents  
Ficker Infostealer Malware

BlackBerry Prevents  
RansomEXX Ransomware

BlackBerry Prevents  
Hancitor Malware

BlackBerry Prevents  
SquirrelWaffle Loader

BlackBerry Prevents  
njRAT Malware

BlackBerry Prevents  
Warzone RAT

BlackBerry Prevents  
Conti Ransomware

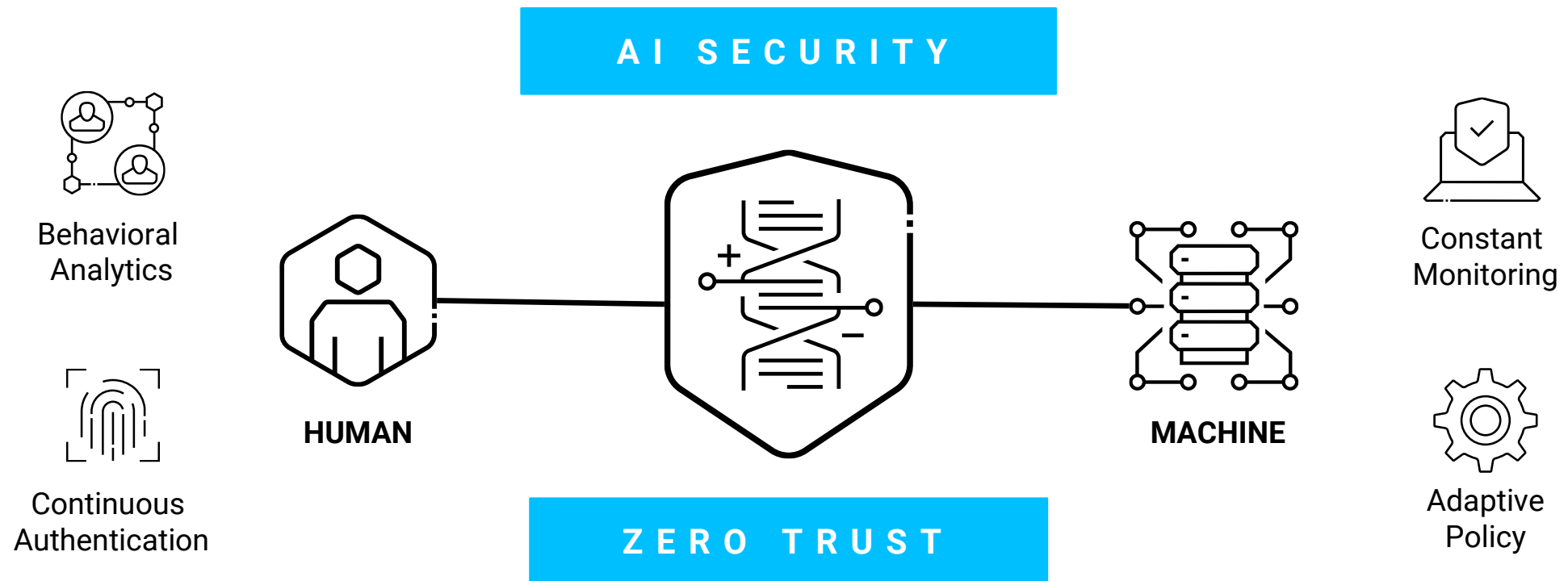
BlackBerry Prevents  
Hive Ransomware

BlackBerry Prevents  
REvil Ransomware

BlackBerry's suite of AI-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.

# Cybersecurity

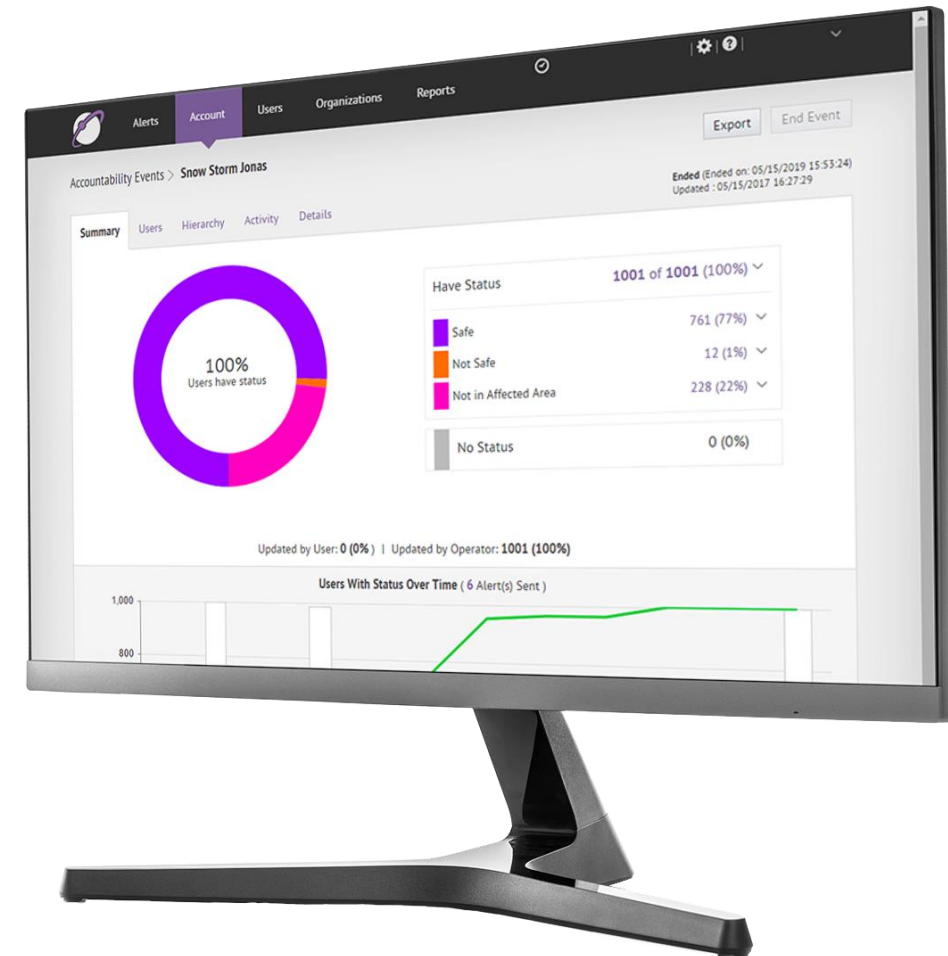


BlackBerry® AtHoc



# 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?

# Cybersecurity



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

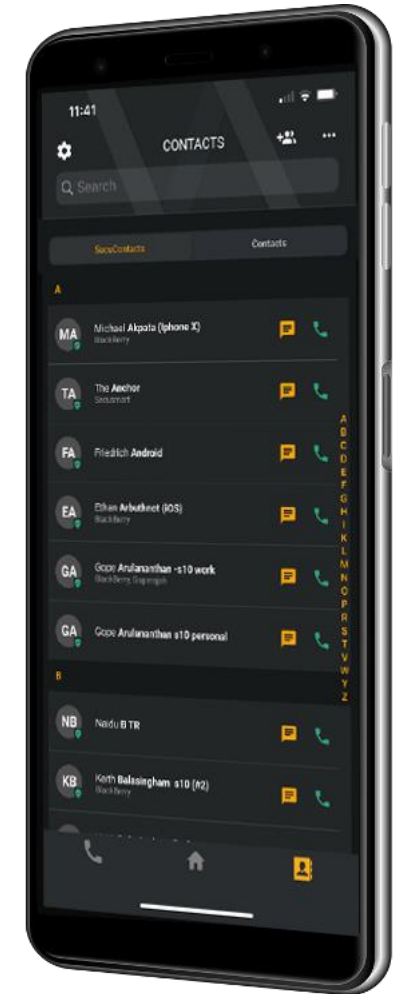
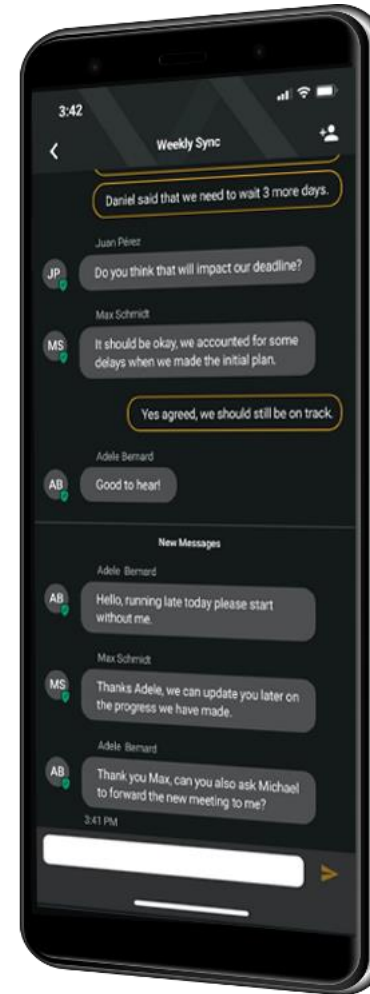


## EASY & INTUITIVE TO USE

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 (Q3 FY22 Financials)



# GAAP Income Statement (\$M)

	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22	Q3-22
Cybersecurity	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107	\$ 120	\$ 128
IoT	29	31	32	38	130	43	40	43
Software & Services	148	151	162	160	621	150	160	171
Licensing and Other	58	108	56	50	272	24	15	13
<b>Total Revenue</b>	<b>206</b>	<b>259</b>	<b>218</b>	<b>210</b>	<b>893</b>	<b>174</b>	<b>175</b>	<b>184</b>
Cost of Sales	63	60	69	58	250	60	63	67
<b>GAAP Gross Margin</b>	<b>143</b>	<b>199</b>	<b>149</b>	<b>152</b>	<b>643</b>	<b>114</b>	<b>112</b>	<b>117</b>
Research and Development	57	57	53	48	215	57	58	57
Selling, Marketing and Administration	90	79	83	92	344	73	83	77
Amortization	46	46	45	45	182	46	45	42
Impairment of Long-lived Assets	-	21	-	22	43	-	-	-
Impairment of Goodwill	594	-	-	-	594	-	-	-
Debentures Fair Value Adjustment	1	18	95	258	372	(4)	67	(110)
Total Operating Expenses	788	221	276	465	1,750	172	253	66
<b>GAAP Operating Income (Loss)</b>	<b>(645)</b>	<b>(22)</b>	<b>(127)</b>	<b>(313)</b>	<b>(1,107)</b>	<b>(58)</b>	<b>(141)</b>	<b>51</b>
Investment Income (Loss), Net	-	(5)	(1)	-	(6)	(2)	(1)	25
<b>Income (Loss) before Income Taxes</b>	<b>(645)</b>	<b>(27)</b>	<b>(128)</b>	<b>(313)</b>	<b>(1,113)</b>	<b>(60)</b>	<b>(142)</b>	<b>76</b>
Provision for (recovery of) income taxes	(9)	(4)	2	2	(9)	2	2	2
<b>GAAP Net Income (Loss)</b>	<b>\$ (636)</b>	<b>\$ (23)</b>	<b>\$ (130)</b>	<b>\$ (315)</b>	<b>\$ (1,104)</b>	<b>\$ (62)</b>	<b>\$ (144)</b>	<b>\$ 74</b>
Basic Earnings (Loss) per Share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)	\$ (0.25)	\$ 0.13
Diluted Loss per Share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)	\$ (0.25)	\$ (0.05)
<b>Weighted-average number of common shares outstanding (000s)</b>								
Basic	557,839	558,882	562,443	566,089	561,305	567,358	568,082	571,138
Diluted	557,839	558,882	562,443	566,089	561,305	567,358	568,082	631,971

# Non-GAAP Income Statement (\$M)

	<u>Q1FY21</u>	<u>Q2FY21</u>	<u>Q3FY21</u>	<u>Q4FY21</u>	<u>FY21</u>	<u>Q1FY22</u>	<u>Q2FY22</u>	<u>Q3FY22</u>
Cybersecurity	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107	\$ 120	\$ 128
IoT	29	31	32	38	130	43	40	43
Software & Services	148	151	162	160	621	150	160	171
Licensing and Other	58	108	56	50	272	24	15	13
<b>Revenue</b>	<b>206</b>	<b>259</b>	<b>218</b>	<b>210</b>	<b>893</b>	<b>174</b>	<b>175</b>	<b>184</b>
<b>Cost of Sales</b>	<b>61</b>	<b>59</b>	<b>68</b>	<b>57</b>	<b>245</b>	<b>59</b>	<b>62</b>	<b>66</b>
<b>Adjusted Gross Margin</b>	<b>145</b>	<b>200</b>	<b>150</b>	<b>153</b>	<b>648</b>	<b>115</b>	<b>113</b>	<b>118</b>
<b>Operating expenses</b>					-			
Research and development	54	55	50	45	204	55	56	55
Selling, marketing and administration	80	72	75	79	306	69	74	74
Amortization	13	14	13	13	53	14	13	13
Total adjusted operating expenses	147	141	138	137	563	138	143	142
<b>Adjusted Operating Income (Loss)</b>	<b>(2)</b>	<b>59</b>	<b>12</b>	<b>16</b>	<b>85</b>	<b>(23)</b>	<b>(30)</b>	<b>(24)</b>
Investment income (loss), net	-	(5)	(1)	-	(6)	(2)	(1)	25
<b>Adjusted Income (Loss) before income taxes</b>	<b>(2)</b>	<b>54</b>	<b>11</b>	<b>16</b>	<b>79</b>	<b>(25)</b>	<b>(31)</b>	<b>1</b>
Provision for (recovery of) income taxes	(9)	(4)	2	2	(9)	2	2	2
<b>Adjusted Net Income (Loss)</b>	<b>\$ 7</b>	<b>\$ 58</b>	<b>\$ 9</b>	<b>\$ 14</b>	<b>\$ 88</b>	<b>\$ (27)</b>	<b>\$ (33)</b>	<b>\$ (1)</b>
<b>Adjusted EBITDA</b>	<b>\$ 15</b>	<b>\$ 77</b>	<b>\$ 29</b>	<b>\$ 33</b>	<b>\$ 154</b>	<b>\$ (6)</b>	<b>\$ (14)</b>	<b>\$ (8)</b>
<b>Adjusted earnings (loss) per share</b>	<b>\$ 0.01</b>	<b>\$ 0.10</b>	<b>\$ 0.02</b>	<b>\$ 0.02</b>	<b>\$ 0.16</b>	<b>\$ (0.05)</b>	<b>\$ (0.06)</b>	<b>\$ (0.00)</b>

# Non-GAAP Reconciliation (\$M)

## Non-GAAP Adjustments

	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22	Q3-22
Debentures Fair Value Adjustment	\$ 1	\$ 18	\$ 95	\$ 258	\$ 372	\$ (4)	\$ 67	\$ (110)
Restructuring Charges	1	1	-	-	2	-	-	-
Stock Compensation Expense	14	9	12	17	52	7	12	6
Acquired Intangible Amortization	33	32	32	32	129	32	32	29
Goodwill Impairment Charge	594	-	-	-	594	-	-	-
LLA Impairment Charge	-	21	-	22	43	-	-	-
<b>Total Non-GAAP Adjustment</b>	<b>\$ 643</b>	<b>\$ 81</b>	<b>\$ 139</b>	<b>\$ 329</b>	<b>\$ 1,192</b>	<b>\$ 35</b>	<b>\$ 111</b>	<b>\$ (75)</b>

## GAAP to non-GAAP Gross Margin

	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22	Q3-22
GAAP Revenue	\$ 206	\$ 259	\$ 218	\$ 210	\$ 893	\$ 174	\$ 175	\$ 184
GAAP Cost of Sales	63	60	69	58	250	60	63	67
Non-GAAP Adjustments to Cost of Sales	(2)	(1)	(1)	(1)	(5)	(1)	(1)	(1)
<b>Non-GAAP Gross Margin</b>	<b>\$ 145</b>	<b>\$ 200</b>	<b>\$ 150</b>	<b>\$ 153</b>	<b>\$ 648</b>	<b>\$ 115</b>	<b>\$ 113</b>	<b>\$ 118</b>
<b>Non-GAAP Gross Margin %</b>	<b>70%</b>	<b>77%</b>	<b>69%</b>	<b>73%</b>	<b>73%</b>	<b>66%</b>	<b>65%</b>	<b>64%</b>

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

Research and development	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22	Q3-22
GAAP research and development expense	\$ 57	\$ 57	\$ 53	\$ 48	\$ 215	\$ 57	\$ 58	\$ 57
Stock Compensation Expense	3	2	3	3	11	2	2	2
<b>Non-GAAP research and development expenses</b>	<b>\$ 54</b>	<b>\$ 55</b>	<b>\$ 50</b>	<b>\$ 45</b>	<b>\$ 204</b>	<b>\$ 55</b>	<b>\$ 56</b>	<b>\$ 55</b>

Selling, marketing and administration	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22	Q3-22
GAAP selling, marketing and administration expense	\$ 90	\$ 79	\$ 83	\$ 92	\$ 344	\$ 73	\$ 83	\$ 77
Restructuring expense	1	1	-	-	2	-	-	-
Stock Compensation Expense	9	6	8	13	36	4	9	3
<b>Non-GAAP selling, marketing and administration expense</b>	<b>\$ 81</b>	<b>\$ 73</b>	<b>\$ 75</b>	<b>\$ 79</b>	<b>\$ 308</b>	<b>\$ 69</b>	<b>\$ 74</b>	<b>\$ 74</b>

Amortization	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22	Q3-22
GAAP amortization expense	\$ 46	\$ 46	\$ 45	\$ 45	\$ 182	\$ 46	\$ 45	\$ 42
Acquired intangibles amortization	33	32	32	32	129	32	32	29
<b>Non-GAAP amortization expense</b>	<b>\$ 13</b>	<b>\$ 14</b>	<b>\$ 13</b>	<b>\$ 13</b>	<b>\$ 53</b>	<b>\$ 14</b>	<b>\$ 13</b>	<b>\$ 13</b>

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

<b>Adjusted EBITDA</b>	<b>Q1-21</b>	<b>Q2-21</b>	<b>Q3-21</b>	<b>Q4-21</b>	<b>FY 2021</b>	<b>Q1-22</b>	<b>Q2-22</b>	<b>Q3-22</b>
<b>GAAP Operating Income (Loss)</b>	<b>\$ (645)</b>	<b>\$ (22)</b>	<b>\$ (127)</b>	<b>\$ (313)</b>	<b>\$ (1,107)</b>	<b>\$ (58)</b>	<b>\$ (141)</b>	<b>\$ 51</b>
Non-GAAP Adjustments to Operating Income (Loss)	643	81	139	329	1,192	35	111	(75)
<b>Non-GAAP Operating Income (Loss)</b>	<b>(2)</b>	<b>59</b>	<b>12</b>	<b>16</b>	<b>85</b>	<b>(23)</b>	<b>(30)</b>	<b>(24)</b>
Amortization	50	50	49	49	198	49	48	45
Acquired Amortization Intangibles	(33)	(32)	(32)	(32)	(129)	(32)	(32)	(29)
<b>Adjusted EBITDA</b>	<b>\$ 15</b>	<b>\$ 77</b>	<b>\$ 29</b>	<b>\$ 33</b>	<b>\$ 154</b>	<b>\$ (6)</b>	<b>\$ (14)</b>	<b>\$ (8)</b>

<b>Reconciliation from GAAP Net Income (Loss) to Non-GAAP Net Income (Loss) and Non-GAAP Earnings (Loss) per Share</b>	<b>Q1-21</b>	<b>Q2-21</b>	<b>Q3-21</b>	<b>Q4-21</b>	<b>FY 2021</b>	<b>Q1-22</b>	<b>Q2-22</b>	<b>Q3-22</b>
<b>GAAP Net Income (Loss)</b>	<b>\$ (636)</b>	<b>\$ (23)</b>	<b>\$ (130)</b>	<b>\$ (315)</b>	<b>\$ (1,104)</b>	<b>\$ (62)</b>	<b>\$ (144)</b>	<b>\$ 74</b>
Total Non-GAAP Adjustment (After-Tax)	643	81	139	329	1,192	35	111	(75)
<b>Non-GAAP Net Income (Loss)</b>	<b>7</b>	<b>58</b>	<b>9</b>	<b>14</b>	<b>88</b>	<b>(27)</b>	<b>(33)</b>	<b>(1)</b>
<b>Non-GAAP Basic Earnings (Loss) per Share</b>	<b>\$ 0.01</b>	<b>\$ 0.10</b>	<b>\$ 0.02</b>	<b>\$ 0.02</b>	<b>\$ 0.16</b>	<b>\$ (0.05)</b>	<b>\$ (0.06)</b>	<b>\$ (0.00)</b>
Shares outstanding for Non-GAAP income per share reconciliation ('000)	557,839	558,882	562,443	566,089	561,305	567,358	568,082	571,138

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 Reconciliation (\$M)

<b>Amortization of Intangibles and PP&amp;E Details</b>	<b>Q1-21</b>	<b>Q2-21</b>	<b>Q3-21</b>	<b>Q4-21</b>	<b>FY 2021</b>	<b>Q1-22</b>	<b>Q2-22</b>	<b>Q3-22</b>
<b>Cost of Sales Amortization</b>								
Property, Plant and Equipment	\$ 1	\$ 1	\$ 1	\$ 1	\$ 4	\$ 1	\$ 1	\$ -
Intangibles Assets	3	3	3	3	12	2	2	3
<b>Total in Cost of Sales</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>16</b>	<b>3</b>	<b>3</b>	<b>3</b>
<b>Operating Expenses Amortization</b>								
Property, Plant and Equipment	\$ 4	\$ 5	\$ 4	\$ 4	\$ 17	\$ 3	\$ 3	\$ 4
Intangibles Assets	42	41	41	41	165	43	42	38
<b>Total in Operating Expenses Amortization</b>	<b>46</b>	<b>46</b>	<b>45</b>	<b>45</b>	<b>182</b>	<b>46</b>	<b>45</b>	<b>42</b>
<b>Total Amortization</b>								
Property, Plant and Equipment	\$ 5	\$ 6	\$ 5	\$ 5	\$ 21	\$ 4	\$ 4	\$ 4
Intangibles Assets	45	44	44	44	177	45	44	41
<b>Total Amortization</b>	<b>\$ 50</b>	<b>\$ 50</b>	<b>\$ 49</b>	<b>\$ 49</b>	<b>\$ 198</b>	<b>\$ 49</b>	<b>\$ 48</b>	<b>\$ 45</b>

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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