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. Any forward-looking statements are made only as of the date of publication and the company has no intention and undertakes no obligation to update or revise any of them, 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 Q4 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
## Q4 FY22 Financial Summary

<table>
<thead>
<tr>
<th>Financial Metric</th>
<th>Value</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$185M</td>
<td></td>
</tr>
<tr>
<td>Gross Margin¹</td>
<td>68%</td>
<td>Non-GAAP</td>
</tr>
<tr>
<td>Earnings per Share¹</td>
<td>$0.01</td>
<td>Non-GAAP</td>
</tr>
<tr>
<td>Adjusted EBITDA¹,²</td>
<td>$20M</td>
<td></td>
</tr>
<tr>
<td>Total ending Cash &amp; Investments</td>
<td>$770M</td>
<td>Operating Cash Flow</td>
</tr>
<tr>
<td>Operating Cash Flow</td>
<td>$10M</td>
<td>Cybersecurity DBNRR²</td>
</tr>
<tr>
<td>IoT ARR²</td>
<td>$93M</td>
<td></td>
</tr>
</tbody>
</table>

1. See appendix for detail and reconciliation of non-GAAP measures to US GAAP
2. See Form 10-K for definitions of key metrics
Q4 FY22 Financial Summary: IoT

- First $50M+ revenue quarter since start of pandemic, despite ongoing challenges for the auto industry
- Record quarter for pre-production design-phase revenue (Development Seats & Professional Services)
- Record quarter for number of new design wins (17 Auto & 28 General Embedded Market (GEM))
- 4th consecutive quarter of ARR growth (+11% year-over-year)

- Gross margin improvement partly due to modest recovery in production volumes
- Auto production challenges remain, including supply chain issues
- Good line of sight to upcoming professional services backlog from confirmed design wins and pipeline for potential new design wins in FY23
- BlackBerry IVY product development remains on track

---

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.
Q4 FY22 Financial Summary: Cybersecurity

- 3rd consecutive quarter of sequential billings growth
- Pipeline growth for several key products, including BlackBerry Gateway ZTNA and BlackBerry Guard Managed XDR
- Number of head-to-head wins in quarter versus competitors
- Number of experienced cybersecurity hires during the quarter, including sales and product management
- Gross margin improvement of 200 basis points
- ARR decrease driven by ending Enhanced SIM-based Licensing (ESBL) and churn in price-sensitive, smaller Unified Endpoint Management (UEM) customers
- Multiple UEM renewals secured in core customer base (including Government & Financial Services)
- From Q1 FY23, quarterly billings information to be provided as part of ongoing reporting

<table>
<thead>
<tr>
<th>SEGMENT FINANCIALS</th>
<th>Q1 FY21</th>
<th>Q2 FY21</th>
<th>Q3 FY21</th>
<th>Q4 FY21</th>
<th>FY21</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
<th>FY22</th>
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<tr>
<td>Segment revenue ($M)</td>
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<td>120</td>
<td>130</td>
<td>122</td>
<td>491</td>
<td>107</td>
<td>120</td>
<td>128</td>
<td>122</td>
<td>477</td>
</tr>
<tr>
<td>Segment cost of sales ($M)</td>
<td>47</td>
<td>46</td>
<td>53</td>
<td>46</td>
<td>192</td>
<td>46</td>
<td>49</td>
<td>52</td>
<td>47</td>
<td>194</td>
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<tr>
<td>Segment gross margin ($M)</td>
<td>72</td>
<td>74</td>
<td>77</td>
<td>76</td>
<td>299</td>
<td>61</td>
<td>71</td>
<td>76</td>
<td>75</td>
<td>283</td>
</tr>
<tr>
<td>Segment gross margin %</td>
<td>61%</td>
<td>62%</td>
<td>59%</td>
<td>62%</td>
<td>61%</td>
<td>57%</td>
<td>59%</td>
<td>59%</td>
<td>61%</td>
<td>59%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>KEY METRICS</th>
<th>ARR: Cybersecurity ($M)</th>
<th>370</th>
<th>367</th>
<th>365</th>
<th>369</th>
<th>364</th>
<th>364</th>
<th>358</th>
<th>347</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>DBNRR: Cybersecurity (%)</td>
<td>100%</td>
<td>100%</td>
<td>95%</td>
<td>95%</td>
<td>94%</td>
<td>95%</td>
<td>95%</td>
<td>91%</td>
</tr>
</tbody>
</table>

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.
Q4 FY22 Financial Summary: Licensing & Other

- Sale of legacy portion of patent portfolio continues to progress
- Transaction successfully cleared regulatory reviews, with review process in Canada & the U.S. having recently concluded
- Completion of remaining closing conditions, including financing, targeted by end of Q1 FY23
- Future monetization of remaining core IP portfolio an option, but likely to be minimal in near term
Q4 FY22 Achievements

First proof-of-concept trial for BlackBerry IVY™ with Chinese automaker and leading Tier 1 supplier, Pateo, to integrate IVY into a digital cockpit

BlackBerry IVY demonstrated running on auto-grade hardware at CES 2022, with partner integrations from Amazon Web Services, HERE Technologies, Car IQ and Electra Vehicles

Announced expansion of collaboration with Marelli, a leading Tier 1 global automotive supplier in China, to power their Cockpit Domain Controller with BlackBerry QNX RTOS and Hypervisor

BlackBerry releases annual threat report, highlighting a cybercriminal underground which has been optimized to better target small local businesses

BlackBerry QNX records another record quarter for design-related revenue and records 4th consecutive increase in ARR

BlackBerry® QNX® real time operating system selected by Critical Software as the foundation for a railway protection system for Portugal’s national rail network

BlackBerry® SecuSUITE® encrypted communication solution endorsed for NATO use by the NSAB

BlackBerry receives maximum AAA rating from SE Labs following Enterprise Advanced Security Test that used real-world tactics against BlackBerry® Protect and BlackBerry® Optics
FY23 Revenue Reporting

SOFTWARE & SERVICES

**IoT**
- Safety-Critical Real-Time Operating System
- BlackBerry IVY. Intelligent Vehicle Data Platform
- BlackBerry 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
Investment Highlights
Our Journey

From Wireless Security to Intelligent Cybersecurity

- AI in EPP & EDR
- BlackBerry IVY™
- Unified Endpoint Security
- QNX® Secure OS in Autos
- Mobile Device Management
- NOC
- Smartphone
- App Containerization
- UEM

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<table>
<thead>
<tr>
<th>BlackBerry: An Internet of Things Market Leader</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>500M+</strong></td>
</tr>
<tr>
<td>Endpoints protected</td>
</tr>
<tr>
<td><strong>AI/ML</strong></td>
</tr>
<tr>
<td>Industry-leading AI/ML-driven Cyber software</td>
</tr>
</tbody>
</table>

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BlackBerry Customers and Partners

Notes: 1. As at Q3 FY22.

2,200+ Partners Across Our Ecosystem
Total Addressable Market (TAM)

Large, growing market opportunities

2020:
$38bn

2021:
$45bn\(^1\)

2025:
$89bn\(^1\)

IoT
~$45bn

Cyber
~$44bn

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

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY22 actuals</th>
<th>Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recurring Software Product Revenue(^2) (%)</td>
<td>~80%</td>
<td>~90%</td>
</tr>
<tr>
<td>Non-GAAP Gross Margin(^1) (%)</td>
<td>68%</td>
<td>~80-85%</td>
</tr>
<tr>
<td>Non-GAAP Operating Margin(^1) (%)</td>
<td>4%</td>
<td>~20-25%</td>
</tr>
<tr>
<td>Adjusted EBITDA(^1) (%)</td>
<td>11%</td>
<td>~25-30%</td>
</tr>
</tbody>
</table>

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®
Enabling Safety-Critical Embedded Systems

QNX provides foundational software that accelerates customers’ safety certification efforts

<table>
<thead>
<tr>
<th>QNX Neutrino RTOS</th>
<th>QNX Hypervisor</th>
<th>QNX Software Development Platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>A deterministic, yet flexible foundation for next-generation products. Its unique microkernel architecture provides dependability, scalability and layered security.</td>
<td>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).</td>
<td>The power of QNX Neutrino RTOS plus the QNX Momentics® Tool Suite to provide a POSIX-compliant, Linux-like development platform.</td>
</tr>
</tbody>
</table>

- Microkernel Reliability
- Real-Time Availability
- Comprehensive, Layered Security
- Isolate and Protect Critical Systems
- Versatile Virtualization Model
- Familiar Development Environment
- Focus on Your Code
- Spend Less Time Debugging
- Optimize on the Target
Safety Certified to the highest level

**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.
- Commodityization 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

Secure Gateways
Telematics
High Performance Controllers

Acoustics
Digital Cockpit
Infotainment
Instrument Clusters
OTA
ADAS, Active Safety
Control Systems
V2X

Secure Lifecycle Management

Traditional
Growth

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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 Developer

Vehicle Data SDK

Vehicle Data

Code

Vehicle Insight SDK

Application Developer

BlackBerry IVY Cloud

Testing & Simulation

Standardized Development

Data/Insight Access Control

OEM Approves Deployment of Developer Code & Machine Learning (ML) Models

BlackBerry IVY Edge

BlackBerry IVY Controls Access to Sensor Data

Sensor Data Processed with Developer Code & Machine Learning Models

BlackBerry IVY Shares Insights with Approved Apps

External Destinations

Infotainment Applications

Vehicle Applications

External Destinations

Vehicle Sensors

Camera

GPS

Odometer

Other Sensor

Data

Insights

Deploy

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BlackBerry IVY’s Addressable Market

Access to standardized, intelligent insights leads to endless possibilities

- Automakers / Suppliers
- App Developers
- Consumer Services
- Smart Cities
- EV charging providers
- Insurance Companies
- Vehicle maintenance providers
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

Cylance AI

- BlackBerry Alert
  Critical Event Management
- Cylance Persona
  Behavior & Risk Analytics
- Cylance Protect
  Endpoint Protection
- Cylance Optics
  Threat Detection & Response
- Cylance Gateway
  Network Security & Analytics
- BlackBerry UEM
  Endpoint Control & Management

Cylance Guard Managed Detection & Response
BlackBerry® Protect (EPP) and BlackBerry® Optics (EDR) were tested against a range of hacking attacks designed to compromise systems and penetrate target networks in the same way as criminals and other attackers breach systems and networks and provided

“Complete detection and protection coverage against all attacks”

in recent Enterprise Advanced Security Test Award 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 **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?

**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?

**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?

**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
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 (Q4 FY22 Financials)
## GAAP Income Statement ($M)

<table>
<thead>
<tr>
<th></th>
<th>Q1-21</th>
<th>Q2-21</th>
<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
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<tr>
<td><strong>Cyberscience</strong></td>
<td>$119</td>
<td>$120</td>
<td>$130</td>
<td>$122</td>
<td>$491</td>
<td>$107</td>
<td>$120</td>
<td>$128</td>
<td>$122</td>
<td>$477</td>
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<td><strong>IoT</strong></td>
<td>29</td>
<td>31</td>
<td>32</td>
<td>38</td>
<td>130</td>
<td>43</td>
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<td>43</td>
<td>52</td>
<td>178</td>
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<td><strong>Software &amp; Services</strong></td>
<td>148</td>
<td>151</td>
<td>162</td>
<td>160</td>
<td>621</td>
<td>150</td>
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<td>171</td>
<td>174</td>
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<tr>
<td><strong>Licensing and Other</strong></td>
<td>58</td>
<td>108</td>
<td>56</td>
<td>50</td>
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<td>24</td>
<td>15</td>
<td>13</td>
<td>11</td>
<td>63</td>
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<tr>
<td><strong>Total Revenue</strong></td>
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<td>259</td>
<td>218</td>
<td>210</td>
<td>893</td>
<td>174</td>
<td>175</td>
<td>184</td>
<td>185</td>
<td>718</td>
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<tr>
<td><strong>Cost of Sales</strong></td>
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<td>60</td>
<td>69</td>
<td>58</td>
<td>250</td>
<td>60</td>
<td>63</td>
<td>67</td>
<td>61</td>
<td>251</td>
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<tr>
<td><strong>GAAP Gross Margin</strong></td>
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<td>199</td>
<td>149</td>
<td>152</td>
<td>643</td>
<td>114</td>
<td>112</td>
<td>117</td>
<td>124</td>
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<td><strong>Research and Development</strong></td>
<td>57</td>
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<td>53</td>
<td>48</td>
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<td>57</td>
<td>58</td>
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<td>219</td>
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<tr>
<td><strong>Selling, Marketing and Administration</strong></td>
<td>90</td>
<td>79</td>
<td>83</td>
<td>92</td>
<td>344</td>
<td>73</td>
<td>83</td>
<td>77</td>
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<td>297</td>
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<tr>
<td><strong>Amortization</strong></td>
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<td>46</td>
<td>45</td>
<td>45</td>
<td>182</td>
<td>46</td>
<td>45</td>
<td>42</td>
<td>32</td>
<td>165</td>
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<tr>
<td><strong>Impairment of Long-lived Assets</strong></td>
<td>-</td>
<td>21</td>
<td>-</td>
<td>22</td>
<td>43</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<tr>
<td><strong>Impairment of Goodwill</strong></td>
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<td>-</td>
<td>-</td>
<td>594</td>
<td>-</td>
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<td><strong>Debentures Fair Value Adjustment</strong></td>
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<td>18</td>
<td>95</td>
<td>258</td>
<td>372</td>
<td>-</td>
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<tr>
<td><strong>Debentures Fair Value Adjustment</strong></td>
<td>1</td>
<td>18</td>
<td>95</td>
<td>258</td>
<td>372</td>
<td>(4)</td>
<td>67</td>
<td>(110)</td>
<td>(165)</td>
<td>(212)</td>
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<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>788</td>
<td>221</td>
<td>276</td>
<td>465</td>
<td>1,750</td>
<td>172</td>
<td>253</td>
<td>66</td>
<td>22</td>
<td>469</td>
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<tr>
<td><strong>GAAP Operating Income (Loss)</strong></td>
<td>(645)</td>
<td>(22)</td>
<td>(127)</td>
<td>(313)</td>
<td>(1,107)</td>
<td>(58)</td>
<td>(141)</td>
<td>51</td>
<td>146</td>
<td>(2)</td>
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<tr>
<td><strong>Investment Income (Loss), Net</strong></td>
<td>-</td>
<td>(5)</td>
<td>(1)</td>
<td>-</td>
<td>(6)</td>
<td>(2)</td>
<td>(1)</td>
<td>25</td>
<td>(1)</td>
<td>21</td>
</tr>
<tr>
<td><strong>Income (Loss) before Income Taxes</strong></td>
<td>(645)</td>
<td>(27)</td>
<td>(128)</td>
<td>(313)</td>
<td>(1,113)</td>
<td>(60)</td>
<td>(142)</td>
<td>76</td>
<td>145</td>
<td>19</td>
</tr>
<tr>
<td><strong>Provision for (recovery of) income taxes</strong></td>
<td>(9)</td>
<td>(4)</td>
<td>2</td>
<td>2</td>
<td>(9)</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td><strong>GAAP Net Income (Loss)</strong></td>
<td>$ (636)</td>
<td>$ (23)</td>
<td>$ (130)</td>
<td>$ (315)</td>
<td>$ (1,104)</td>
<td>$ (62)</td>
<td>$ (144)</td>
<td>$ 74</td>
<td>$ 144</td>
<td>$ 12</td>
</tr>
<tr>
<td><strong>Basic Earnings (Loss) per share</strong></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>$ (0.25)</td>
<td>$ 0.13</td>
<td>$ 0.25</td>
<td>$ 0.02</td>
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<tr>
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<td>$ (0.56)</td>
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<td><strong>Weighted-average number of common shares outstanding (000s)</strong></td>
<td>Basic</td>
<td>557,839</td>
<td>558,882</td>
<td>562,443</td>
<td>566,089</td>
<td>561,305</td>
<td>567,358</td>
<td>568,082</td>
<td>571,138</td>
<td>575,883</td>
</tr>
<tr>
<td></td>
<td>Diluted</td>
<td>557,839</td>
<td>558,882</td>
<td>562,443</td>
<td>566,089</td>
<td>561,305</td>
<td>567,358</td>
<td>568,082</td>
<td>631,971</td>
<td>636,716</td>
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## Non-GAAP Income Statement ($M)

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<tr>
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<th>Q1-21</th>
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<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
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<tr>
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<td>259</td>
<td>218</td>
<td>210</td>
<td>893</td>
<td>174</td>
<td>175</td>
<td>184</td>
<td>185</td>
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<tr>
<td><strong>Cost of Sales</strong></td>
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<td>68</td>
<td>57</td>
<td>245</td>
<td>59</td>
<td>62</td>
<td>66</td>
<td>60</td>
<td>247</td>
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<tr>
<td><strong>Adjusted Gross Margin</strong></td>
<td>145</td>
<td>200</td>
<td>150</td>
<td>153</td>
<td>648</td>
<td>115</td>
<td>113</td>
<td>118</td>
<td>125</td>
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<tr>
<td><strong>Operating expenses</strong></td>
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<td>Research and development</td>
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<td>204</td>
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<td>75</td>
<td>79</td>
<td>306</td>
<td>69</td>
<td>74</td>
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<td>Amortization</td>
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<td>53</td>
<td>14</td>
<td>13</td>
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<td>10</td>
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<tr>
<td><strong>Total adjusted operating expenses</strong></td>
<td>147</td>
<td>141</td>
<td>138</td>
<td>137</td>
<td>563</td>
<td>138</td>
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<td>142</td>
<td>117</td>
<td>540</td>
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<td><strong>Adjusted Operating Income (Loss)</strong></td>
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<td>59</td>
<td>12</td>
<td>16</td>
<td>85</td>
<td>(23)</td>
<td>(30)</td>
<td>(24)</td>
<td>8</td>
<td>(69)</td>
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<td>(1)</td>
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<td>(6)</td>
<td>(2)</td>
<td>(1)</td>
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<td><strong>Adjusted Income (Loss) before income taxes</strong></td>
<td>(2)</td>
<td>54</td>
<td>11</td>
<td>16</td>
<td>79</td>
<td>(25)</td>
<td>(31)</td>
<td>1</td>
<td>7</td>
<td>(48)</td>
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<tr>
<td>Provision for (recovery of) income taxes</td>
<td>(9)</td>
<td>(4)</td>
<td>2</td>
<td>2</td>
<td>(9)</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>1</td>
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<tr>
<td><strong>Adjusted Net Income (Loss)</strong></td>
<td>$7</td>
<td>$58</td>
<td>$9</td>
<td>$14</td>
<td>$88</td>
<td>$(27)</td>
<td>$(33)</td>
<td>$(1)</td>
<td>$6</td>
<td>$(55)</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$15</td>
<td>$77</td>
<td>$29</td>
<td>$33</td>
<td>$154</td>
<td>$(6)</td>
<td>$(14)</td>
<td>$(8)</td>
<td>$(20)</td>
<td>$154</td>
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<tr>
<td><strong>Adjusted earnings (loss) per share</strong></td>
<td>$0.01</td>
<td>$0.10</td>
<td>$0.02</td>
<td>$0.02</td>
<td>$0.16</td>
<td>$(0.05)</td>
<td>$(0.06)</td>
<td>$(0.00)</td>
<td>$0.01</td>
<td>$(0.10)</td>
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</tbody>
</table>

Adjusted Gross Margin, adjusted Operating Income (Loss), adjusted Net Income (Loss), adjusted EBITDA, and adjusted Earnings (Loss) Per Share, adjusted research and development expense, adjusted selling, marketing and administrative expense, and adjusted 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.
Non-GAAP Reconciliation ($M)

Non-GAAP Adjustments

<table>
<thead>
<tr>
<th></th>
<th>Q1-21</th>
<th>Q2-21</th>
<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debentures Fair Value Adjustment</td>
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<td>$18</td>
<td>$95</td>
<td>$258</td>
<td>$372</td>
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<td>$(110)</td>
<td>$(165)</td>
<td>$(212)</td>
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<td>-</td>
<td>-</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Stock Compensation Expense</td>
<td>14</td>
<td>9</td>
<td>12</td>
<td>17</td>
<td>52</td>
<td>7</td>
<td>12</td>
<td>6</td>
<td>5</td>
<td>30</td>
</tr>
<tr>
<td>Acquired Intangible Amortization</td>
<td>33</td>
<td>32</td>
<td>32</td>
<td>32</td>
<td>129</td>
<td>32</td>
<td>32</td>
<td>29</td>
<td>22</td>
<td>115</td>
</tr>
<tr>
<td>Goodwill Impairment Charge</td>
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<td>594</td>
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<td>LLA Impairment Charge</td>
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</tr>
<tr>
<td><strong>Total Non-GAAP Adjustment</strong></td>
<td>$643</td>
<td>$81</td>
<td>$139</td>
<td>$329</td>
<td>$1,192</td>
<td>$35</td>
<td>$111</td>
<td>$(75)</td>
<td>$(138)</td>
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GAAP to non-GAAP Gross Margin

<table>
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<tr>
<th></th>
<th>Q1-21</th>
<th>Q2-21</th>
<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
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<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Revenue</td>
<td>$206</td>
<td>$259</td>
<td>$218</td>
<td>$210</td>
<td>$893</td>
<td>$174</td>
<td>$175</td>
<td>$184</td>
<td>$185</td>
<td>$718</td>
</tr>
<tr>
<td>GAAP Cost of Sales</td>
<td>63</td>
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<td>69</td>
<td>58</td>
<td>250</td>
<td>60</td>
<td>63</td>
<td>67</td>
<td>61</td>
<td>251</td>
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<td>Non-GAAP Adjustments to Cost of Sales</td>
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<td>(1)</td>
<td>(1)</td>
<td>(5)</td>
<td>(1)</td>
<td>(1)</td>
<td>(1)</td>
<td>(1)</td>
<td>(4)</td>
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<tr>
<td><strong>Adjusted Gross Margin</strong></td>
<td>$145</td>
<td>$200</td>
<td>$150</td>
<td>$153</td>
<td>$648</td>
<td>$115</td>
<td>$113</td>
<td>$118</td>
<td>$125</td>
<td>$471</td>
</tr>
<tr>
<td><strong>Adjusted Gross Margin %</strong></td>
<td>70%</td>
<td>77%</td>
<td>69%</td>
<td>73%</td>
<td>73%</td>
<td>66%</td>
<td>65%</td>
<td>64%</td>
<td>68%</td>
<td>66%</td>
</tr>
</tbody>
</table>

Adjusted Gross Margin, adjusted Operating Income (Loss), adjusted Net Income (Loss), adjusted EBITDA, and adjusted Earnings (Loss) Per Share, adjusted research and development expense, adjusted selling, marketing and administrative expense, and adjusted 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.
Non-GAAP Reconciliation ($M) (Cont.)

<table>
<thead>
<tr>
<th>Research and development</th>
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<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
</tr>
</thead>
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<td>$ 57</td>
<td>$ 53</td>
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<td>$ 57</td>
<td>$ 58</td>
<td>$ 57</td>
<td>$ 47</td>
<td>$ 219</td>
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<td>Stock compensation expense</td>
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<td>3</td>
<td>11</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>8</td>
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<tr>
<td>Adjusted research and development expense</td>
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<td>$ 55</td>
<td>$ 50</td>
<td>$ 45</td>
<td>$ 204</td>
<td>$ 55</td>
<td>$ 56</td>
<td>$ 55</td>
<td>$ 45</td>
<td>$ 211</td>
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<table>
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<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
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<tbody>
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<td>GAAP selling, marketing and administration expense</td>
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<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
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<td>$ 45</td>
<td>$ 182</td>
<td>$ 46</td>
<td>$ 45</td>
<td>$ 42</td>
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<td>$ 165</td>
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<tr>
<td>Acquired intangibles amortization</td>
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<td>32</td>
<td>32</td>
<td>32</td>
<td>129</td>
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<td>$ 14</td>
<td>$ 13</td>
<td>$ 13</td>
<td>$ 10</td>
<td>$ 50</td>
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</table>

Adjusted Gross Margin, adjusted Operating Income (Loss), adjusted Net Income (Loss), adjusted EBITDA, and adjusted Earnings (Loss) Per Share, adjusted research and development expense, adjusted selling, marketing and administrative expense, and adjusted 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.
Non-GAAP Reconciliation ($M) (Cont.)

Adjusted EBITDA

<table>
<thead>
<tr>
<th></th>
<th>Q1-21</th>
<th>Q2-21</th>
<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Operating Income (Loss)</td>
<td>$ (645)</td>
<td>$ (22)</td>
<td>$ (127)</td>
<td>$ (313)</td>
<td>$ (1,107)</td>
<td>$ (58)</td>
<td>$ (141)</td>
<td>$ 51</td>
<td>$ 146</td>
<td>$ (2)</td>
</tr>
<tr>
<td>Non-GAAP Adjustments to Operating Income (Loss)</td>
<td>643</td>
<td>81</td>
<td>139</td>
<td>329</td>
<td>1,192</td>
<td>35</td>
<td>111</td>
<td>(75)</td>
<td>(138)</td>
<td>(67)</td>
</tr>
<tr>
<td>Adjusted Operating Income (Loss)</td>
<td>(2)</td>
<td>59</td>
<td>12</td>
<td>16</td>
<td>85</td>
<td>(23)</td>
<td>(30)</td>
<td>(24)</td>
<td>8</td>
<td>(69)</td>
</tr>
<tr>
<td>Amortization</td>
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<td>49</td>
<td>49</td>
<td>49</td>
<td>49</td>
<td>48</td>
<td>45</td>
<td>34</td>
<td>176</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$ 15</td>
<td>$ 77</td>
<td>$ 29</td>
<td>$ 33</td>
<td>$ 154</td>
<td>$ (6)</td>
<td>$ (14)</td>
<td>$ (8)</td>
<td>$ 20</td>
<td>$ (8)</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>Q1-21</th>
<th>Q2-21</th>
<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
<th>Q3-22</th>
<th>Q4-22</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Net Income (Loss)</td>
<td>$ (636)</td>
<td>$ (23)</td>
<td>$ (130)</td>
<td>$ (315)</td>
<td>$ (1,104)</td>
<td>$ (62)</td>
<td>$ (144)</td>
<td>$ 74</td>
<td>$ 144</td>
<td>$ 12</td>
</tr>
<tr>
<td>Total Non-GAAP Adjustment (After-Tax)</td>
<td>643</td>
<td>81</td>
<td>139</td>
<td>329</td>
<td>1,192</td>
<td>35</td>
<td>111</td>
<td>(75)</td>
<td>(138)</td>
<td>(67)</td>
</tr>
<tr>
<td>Adjusted Net Income (Loss)</td>
<td>7</td>
<td>58</td>
<td>9</td>
<td>14</td>
<td>88</td>
<td>(27)</td>
<td>(33)</td>
<td>(1)</td>
<td>6</td>
<td>(55)</td>
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<td>Adjusted Basic Earnings (Loss) per Share</td>
<td>$ 0.01</td>
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<td>$ 0.02</td>
<td>$ 0.02</td>
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Shares outstanding for Non-GAAP income per share reconciliation ('000)
557,839 558,882 562,443 566,089 561,305 567,358 568,082 571,138 575,883 570,607

Adjusted Gross Margin, adjusted Operating Income (Loss), adjusted Net Income (Loss), adjusted EBITDA, and adjusted Earnings (Loss) Per Share, adjusted research and development expense, adjusted selling, marketing and administrative expense, and adjusted 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.
<table>
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<tr>
<th>Amortization of Intangibles and PP&amp;E Details</th>
<th>Q1-21</th>
<th>Q2-21</th>
<th>Q3-21</th>
<th>Q4-21</th>
<th>FY 2021</th>
<th>Q1-22</th>
<th>Q2-22</th>
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