

## BlackBerry Investor Relations Supplement

GAAP Income Statement (Three Months Ended)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24
Cybersecurity	\$ 113	\$ 111	\$ 106	\$ 88	\$ 418	\$ 93
IoT	51	51	51	53	206	45
Software and Services	164	162	157	141	624	138
Licensing and Other	4	6	12	10	32	235
<b>Revenue</b>	<b>168</b>	<b>168</b>	<b>169</b>	<b>151</b>	<b>656</b>	<b>373</b>
<b>Cost of Sales</b>	<b>64</b>	<b>62</b>	<b>60</b>	<b>51</b>	<b>237</b>	<b>194</b>
<b>Gross Margin</b>	<b>104</b>	<b>106</b>	<b>109</b>	<b>100</b>	<b>419</b>	<b>179</b>
<b>Operating expenses</b>						
Research and development	53	54	52	48	207	54
Selling, marketing and administration	82	86	89	83	340	99
Amortization	27	25	26	18	96	15
Impairment of long-lived assets	-	4	-	231	235	-
Impairment of goodwill	-	-	-	245	245	-
Gain on sale of property, plant and equipment, net	-	(6)	-	-	(6)	-
Debentures fair value adjustment	(46)	(10)	(56)	(26)	(138)	22
Litigation settlement	165	-	-	-	165	-
Total operating expenses	281	153	111	599	1,144	190
<b>Operating Loss</b>	<b>(177)</b>	<b>(47)</b>	<b>(2)</b>	<b>(499)</b>	<b>(725)</b>	<b>(11)</b>
Investment income (loss), net	(1)	(2)	2	6	5	3
<b>Loss before income taxes</b>	<b>(178)</b>	<b>(49)</b>	<b>-</b>	<b>(493)</b>	<b>(720)</b>	<b>(8)</b>
Provision for income taxes	3	5	4	2	14	3
<b>Net Loss</b>	<b>\$ (181)</b>	<b>\$ (54)</b>	<b>\$ (4)</b>	<b>\$ (495)</b>	<b>\$ (734)</b>	<b>\$ (11)</b>
<b>Loss per share</b>						
Basic loss per share	\$ (0.31)	\$ (0.09)	\$ (0.01)	\$ (0.85)	\$ (1.27)	\$ (0.02)
Diluted loss per share	\$ (0.35)	\$ (0.10)	\$ (0.09)	\$ (0.85)	\$ (1.35)	\$ (0.02)
<b>Weighted-average number of common shares outstanding (000s)</b>						
Basic	576,877	577,314	578,948	581,493	578,654	582,812
Diluted	637,710	638,147	639,781	581,493	639,487	582,812

Segment Gross Margin (Three Months Ended)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24
<b>Cybersecurity</b>						
Segment revenue	\$ 113	\$ 111	\$ 106	\$ 88	\$ 418	\$ 93
Segment cost of sales	53	50	46	36	185	37
Segment gross margin	60	61	60	52	233	56
Segment gross margin %	53%	55%	57%	59%	56%	60%
<b>IoT</b>						
Segment revenue	51	51	51	53	206	45
Segment cost of sales	8	9	10	10	37	9
Segment gross margin	43	42	41	43	169	36
Segment gross margin %	84%	82%	80%	81%	82%	80%
<b>Licensing and Other</b>						
Segment revenue	4	6	12	10	32	235
Segment cost of sales	2	2	4	4	12	147
Segment gross margin	2	4	8	6	20	88
Segment gross margin %	50%	67%	67%	60%	63%	37%
<b>Total Segment Gross Margin</b>	<b>105</b>	<b>107</b>	<b>109</b>	<b>101</b>	<b>422</b>	<b>180</b>
Adjustment to cost of sales	(1)	(1)	-	(1)	(3)	(1)
<b>Total Gross Margin</b>	<b>\$ 104</b>	<b>\$ 106</b>	<b>\$ 109</b>	<b>\$ 100</b>	<b>\$ 419</b>	<b>\$ 179</b>

## BlackBerry Investor Relations Supplement

### Key Metrics (Three Months Ended)

	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>		<u>Q1FY24</u>
Cybersecurity Annual Recurring Revenue	\$ 334	\$ 321	\$ 313	\$ 298		\$ 289
Cybersecurity Dollar-Based Net Retention Rate	88%	85%	84%	81%		81%
Cybersecurity Total Contract Value Billings	\$ 89	\$ 102	\$ 103	\$ 107		\$ 122
QNX Royalty Backlog	\$ 560			640		

### Non-GAAP Income Statement (Three Months Ended)

	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
Cybersecurity	\$ 113	\$ 111	\$ 106	\$ 88	\$ 418	\$ 93
IoT	51	51	51	53	206	45
Software and Services	164	162	157	141	624	138
Licensing and Other	4	6	12	10	32	235
<b>Revenue</b>	<b>168</b>	<b>168</b>	<b>169</b>	<b>151</b>	<b>656</b>	<b>373</b>
<b>Cost of Sales</b>	<b>63</b>	<b>61</b>	<b>60</b>	<b>50</b>	<b>234</b>	<b>193</b>
<b>Adjusted Gross Margin</b>	<b>105</b>	<b>107</b>	<b>109</b>	<b>101</b>	<b>422</b>	<b>180</b>
<b>Operating expenses</b>						
Research and development	51	52	50	45	198	52
Selling, marketing and administration	77	80	83	70	310	88
Amortization	4	3	4	3	14	5
Gain on sale of property, plant and equipment, net	-	(6)	-	-	(6)	-
Total adjusted operating expenses	132	129	137	118	516	145
<b>Adjusted Operating Income (Loss)</b>	<b>(27)</b>	<b>(22)</b>	<b>(28)</b>	<b>(17)</b>	<b>(94)</b>	<b>35</b>
Investment income (loss), net	(1)	(2)	2	6	5	3
<b>Adjusted Income (Loss) before income taxes</b>	<b>(28)</b>	<b>(24)</b>	<b>(26)</b>	<b>(11)</b>	<b>(89)</b>	<b>38</b>
Provision for income taxes	3	5	4	2	14	3
<b>Adjusted Net Income (Loss)</b>	<b>\$ (31)</b>	<b>\$ (29)</b>	<b>\$ (30)</b>	<b>\$ (13)</b>	<b>\$ (103)</b>	<b>\$ 35</b>
<b>Adjusted EBITDA</b>	<b>\$ (21)</b>	<b>\$ (16)</b>	<b>\$ (22)</b>	<b>\$ (12)</b>	<b>\$ (71)</b>	<b>\$ 41</b>
<b>Adjusted earnings (loss) per share</b>						
Basic and diluted earnings (loss) per share	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>	<b>\$ (0.02)</b>	<b>\$ (0.18)</b>	<b>\$ 0.06</b>

## BlackBerry Investor Relations Supplement

### Reconciliation of non-GAAP based measures with most directly comparable U.S. GAAP based measures

#### Non-GAAP Adjustments (Three Months Ended)

Debentures fair value adjustment
Restructuring charges
Stock compensation expense
Acquired intangibles amortization
Impairment of long-lived assets
Impairment of goodwill
Litigation settlement

#### 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 %

#### Research and development

GAAP research and development expense
Stock compensation expense

#### Adjusted research and development expense

#### Selling, marketing and administration

GAAP selling, marketing and administration expense
Restructuring charges
Stock compensation expense

#### Adjusted selling, marketing and administration expense

#### Amortization

GAAP amortization expense
Acquired intangibles amortization

#### Adjusted amortization expense

#### 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
--

	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
	(46)	(10)	(56)	(26)	(138)	22
	1	3	-	7	11	5
	7	6	8	10	31	9
	23	22	22	15	82	10
	-	4	-	231	235	-
	-	-	-	245	245	-
	165	-	-	-	165	-
<b>Total Non-GAAP Adjustments</b>	<b>\$ 150</b>	<b>\$ 25</b>	<b>\$ (26)</b>	<b>\$ 482</b>	<b>\$ 631</b>	<b>\$ 46</b>
	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
\$ 168	\$ 168	\$ 169	\$ 151	\$ 656	\$ 373	
64	62	60	51	237	194	
(1)	(1)	-	(1)	(3)	(1)	
<b>\$ 105</b>	<b>\$ 107</b>	<b>\$ 109</b>	<b>\$ 101</b>	<b>\$ 422</b>	<b>\$ 180</b>	
<b>63%</b>	<b>64%</b>	<b>64%</b>	<b>67%</b>	<b>64%</b>	<b>48%</b>	
	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
\$ 53	\$ 54	\$ 52	\$ 48	\$ 207	\$ 54	
2	2	2	3	9	2	
<b>\$ 51</b>	<b>\$ 52</b>	<b>\$ 50</b>	<b>\$ 45</b>	<b>\$ 198</b>	<b>\$ 52</b>	
	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
\$ 82	\$ 86	\$ 89	\$ 83	\$ 340	\$ 99	
1	3	-	7	11	5	
4	3	6	6	19	6	
<b>\$ 77</b>	<b>\$ 80</b>	<b>\$ 83</b>	<b>\$ 70</b>	<b>\$ 310</b>	<b>\$ 88</b>	
	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
\$ 27	\$ 25	\$ 26	\$ 18	\$ 96	\$ 15	
23	22	22	15	82	10	
<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ 14</b>	<b>\$ 5</b>	
	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
\$ (177)	\$ (47)	\$ (2)	\$ (499)	\$ (725)	\$ (11)	
150	25	(26)	482	631	46	
(27)	(22)	(28)	(17)	(94)	35	
29	28	28	20	105	16	
(23)	(22)	(22)	(15)	(82)	(10)	
<b>\$ (21)</b>	<b>\$ (16)</b>	<b>\$ (22)</b>	<b>\$ (12)</b>	<b>\$ (71)</b>	<b>\$ 41</b>	
	<u>Q1FY23</u>	<u>Q2FY23</u>	<u>Q3FY23</u>	<u>Q4FY23</u>	<u>FY23</u>	<u>Q1FY24</u>
\$ (181)	\$ (54)	\$ (4)	\$ (495)	\$ (734)	\$ (11)	
150	25	(26)	482	631	46	
<b>\$ (31)</b>	<b>\$ (29)</b>	<b>\$ (30)</b>	<b>\$ (13)</b>	<b>\$ (103)</b>	<b>\$ 35</b>	
<b>\$ (0.05)</b>	<b>\$ (0.05)</b>	<b>\$ (0.05)</b>	<b>\$ (0.02)</b>	<b>\$ (0.18)</b>	<b>\$ 0.06</b>	
576,877	577,314	578,948	581,493	578,654	582,812	

## BlackBerry Investor Relations Supplement

### Pre-Tax Restructuring Details

#### Restructuring charges

Cost of Sales
Selling, marketing and administration
<b>Total restructuring charges</b>

Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1	3	-	7	11	5
<b>\$ 1</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 7</b>	<b>\$ 11</b>	<b>\$ 5</b>

### Amortization of Intangibles and Property, Plant and Equipment Details

#### Cost of sales amortization

Property, plant and equipment
Intangible assets
<b>Total in cost of sales amortization</b>

#### Operating expenses amortization

Property, plant and equipment
Intangible assets
<b>Total in operating expenses amortization</b>

#### Total amortization

Property, plant and equipment
Intangible assets
<b>Total amortization</b>

Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24
\$ -	\$ 2	\$ -	\$ 1	\$ 3	\$ -
2	1	2	1	6	1
2	3	2	2	9	1
4	1	2	2	9	3
23	24	24	16	87	12
27	25	26	18	96	15
4	3	2	3	12	3
25	25	26	17	93	13
<b>\$ 29</b>	<b>\$ 28</b>	<b>\$ 28</b>	<b>\$ 20</b>	<b>\$ 105</b>	<b>\$ 16</b>

Adjusted income (loss) before income taxes, adjusted net income (loss), adjusted Gross Margin, adjusted gross margin percentage, 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 and non-GAAP ratios 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"), Cybersecurity total contract value ("TCV") billings and QNX Royalty Backlog do not have a 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.