

BlackBerry Investor Relations Income Statement Summary

GAAP Income Statement

Software and Services	
Licensing and Other	
Revenue	
Cost of sales	
Gross margin	
Operating expenses	
Research and development	
Selling, marketing and administration	
Amortization	
Impairment of long-lived assets	
Impairment of goodwill	
Debentures fair value adjustment	
Total operating expenses	
Operating loss	
Investment income (loss), net	
Loss before income taxes	
Provision for (recovery of) income taxes	
Net loss	
Loss per share	
Basic loss per share	
Diluted loss per share	
Weighted-average number of common shares outstanding (000s)	
Basic	
Diluted	

Non-GAAP Adjustments (Pre-Tax)

Debentures fair value adjustment	
Restructuring charges	
Software deferred revenue acquired	
Software deferred commission acquired	
Stock compensation expense	
Acquired intangibles amortization	
Business acquisition and integration	
Goodwill impairment charge	
LLA impairment charge	
Acquisition valuation allowance	
Total Non-GAAP Adjustments	

Adjusted Gross Margin

GAAP revenue	
Software deferred revenue acquired	
Adjusted revenue	
Total cost of sales	
Non-GAAP adjustments to cost of sales	
Adjusted Gross Margin	

Adjusted EBITDA

GAAP operating loss	
Non-GAAP adjustments to operating loss	
Adjusted operating income	
Amortization	
Acquired intangibles amortization	
Adjusted EBITDA	

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

GAAP net loss	
Total Non-GAAP adjustments (three months ended, after-tax)	
Adjusted Net Income	
Adjusted Earnings per Share	
Shares outstanding for adjusted earnings per share reconciliation	

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
\$	168	\$ 168	\$ 185	\$ 170	\$ 691	\$ 148
	79	76	82	112	349	58
	247	244	267	282	1,040	206
	70	68	69	70	277	63
	177	176	198	212	763	143
	71	62	66	60	259	57
	121	130	129	113	493	90
	49	48	49	48	194	46
	—	2	3	5	10	—
	—	—	—	22	22	594
	(28)	(23)	(20)	5	(66)	1
	213	219	227	253	912	788
	(36)	(43)	(29)	(41)	(149)	(645)
	3	—	(1)	(1)	1	—
	(33)	(43)	(30)	(42)	(148)	(645)
	2	1	2	(1)	4	(9)
	\$ (35)	\$ (44)	\$ (32)	\$ (41)	\$ (152)	\$ (636)
	\$ (0.06)	\$ (0.08)	\$ (0.06)	\$ (0.07)	\$ (0.27)	\$ (1.14)
	\$ (0.09)	\$ (0.10)	\$ (0.07)	\$ (0.07)	\$ (0.32)	\$ (1.14)
	551,845	552,343	554,585	556,668	553,861	557,839
	612,345	612,843	615,085	556,668	614,361	557,839
	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
	(28)	(23)	(20)	5	(66)	1
	1	1	7	1	10	1
	20	17	13	9	59	8
	(5)	(4)	(4)	(3)	(16)	(3)
	17	14	15	17	63	14
	35	36	35	35	141	33
	1	2	—	1	4	—
	—	—	—	22	22	594
	—	2	3	5	10	—
	(1)	—	—	—	(1)	—
	\$ 40	\$ 45	\$ 49	\$ 92	\$ 226	\$ 648
	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
\$	247	\$ 244	\$ 267	\$ 282	\$ 1,040	\$ 206
	20	17	13	9	59	8
	267	261	280	291	1,099	214
	70	68	69	70	277	63
	(2)	(2)	(4)	(2)	(10)	(2)
	\$ 199	\$ 195	\$ 215	\$ 223	\$ 832	\$ 153
	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
\$	(36)	\$ (43)	\$ (29)	\$ (41)	\$ (149)	\$ (645)
	41	45	49	92	227	648
	5	2	20	51	78	3
	53	54	53	52	212	50
	(35)	(36)	(35)	(35)	(141)	(33)
	\$ 23	\$ 20	\$ 38	\$ 68	\$ 149	\$ 20
	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
\$	(35)	\$ (44)	\$ (32)	\$ (41)	\$ (152)	\$ (636)
	40	45	49	92	226	648
	\$ 5	\$ 1	\$ 17	\$ 51	\$ 74	\$ 12
	\$ 0.01	\$ 0.00	\$ 0.03	\$ 0.09	\$ 0.13	\$ 0.02
	551,845	552,343	554,585	556,668	553,861	557,839

Adjusted revenue, adjusted income before income taxes, adjusted net income, adjusted gross margin, adjusted EBITDA and adjusted earnings per share do not have a standardized meaning prescribed by GAAP and thus are not comparable to similarly titled measures presented by other issuers. The Company believes that the presentation of these non-GAAP measures enables the Company and its shareholders to better assess the Company's operating results relative to its operating results in prior periods and improves the comparability of the information presented. This non-GAAP information should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. You are encouraged to review the Company's filings on SEDAR and EDGAR. The Company makes no commitment to update the information above subsequently.

BlackBerry Investor Relations Pre-Tax Restructuring Details

Cost of sales
Selling, marketing and administration
Total restructuring charges

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
	\$ 1	\$ 1	\$ 3	\$ —	\$ 5	\$ —
	—	—	4	1	5	1
	\$ 1	\$ 1	\$ 7	\$ 1	\$ 10	\$ 1

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

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

Operating expenses amortization
Property, plant and equipment
Intangible assets
Total in operating expenses amortization

Total amortization
Property, plant and equipment
Intangible assets
Total amortization

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
	\$ 1	\$ 2	\$ 1	\$ 2	\$ 6	\$ 1
	3	4	3	2	12	3
	4	6	4	4	18	4
	5	4	5	4	18	4
	44	44	44	44	176	42
	49	48	49	48	194	46
	6	6	6	6	24	5
	47	48	47	46	188	45
	\$ 53	\$ 54	\$ 53	\$ 52	\$ 212	\$ 50

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.