SAFE HARBOR STATEMENT

Some of the statements we'll be making today constitute forward-looking statements and are made pursuant to the safe harbor provisions of applicable U.S. and Canadian securities laws.

We'll indicate forward-looking statements 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 Information Form, which is included in our annual report on Form 40-F 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.

For a reconciliation between the non-GAAP measures used in this presentation and our GAAP results, please see our Q4 Fiscal 2019 earnings press release and supplement available through our website and on EDGAR and SEDAR.

ANNUAL GENERAL MEETING
John Chen, Executive Chairman & CEO

June 24th, 2019

:::BlackBerry. ®

OUR VISION

A connected world, in which you are safe and your data is yours

OUR MISSION

To be the world's leading provider of the most trusted endpoint connectivity technologies
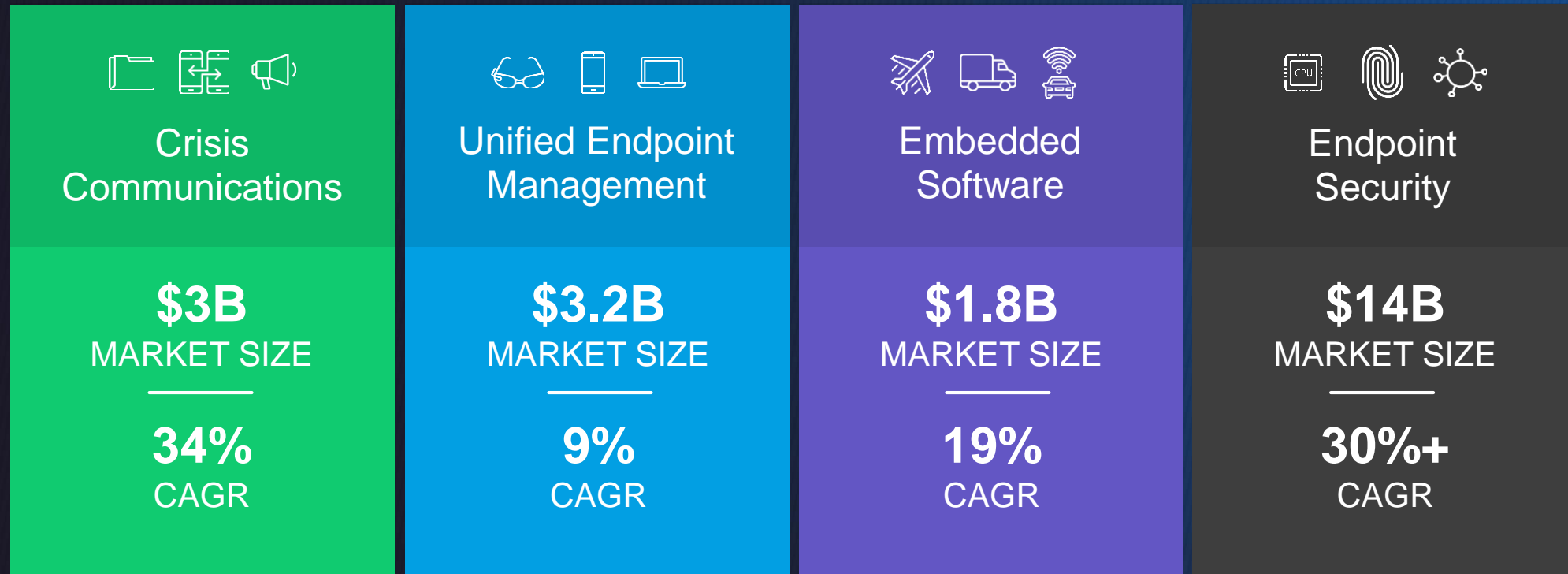
OUR VALUE PROPOSITION

BlackBerry provides the trusted foundation for the Internet of Things

BLACKBERRY STRATEGY

BlackBerry operates in a $22B Internet of Things TAM, with a 27% CAGR

Crisis Communications	Unified Endpoint Management	Embedded Software	Endpoint Security
$3B MARKET SIZE	**$3.2B** MARKET SIZE	**$1.8B** MARKET SIZE	**$14B** MARKET SIZE
34% CAGR	**9%** CAGR	**19%** CAGR	**30%+** CAGR

… & TRUST IS THE #1 CATALYST

CAGR: 2018-2021; Sources: Worldwide EMM Software Market Shares; Evolving Mobility Use Cases Drive Market Growth; Worldwide IT Security Products Forecast; Comprehensive Security Products Forecast Review

BLACKBERRY STRATEGY

The Internet of Things

BlackBerry Spark

A platform built on the integration and innovation of BlackBerry technologies

To deliver the most **trusted** endpoint communications for the **Internet of Things**

Endpoint Management

Mobile Data

Artificial Intelligence

File Sharing

Asset Management

Continuous Authentication

Mass Communications

Instant Messaging

Voice

Encryption

Safety

Antenna

BLACKBERRY STRATEGY

The complete platform for a trusted Internet of Things

Expanding TAM

FY20	Growth
FY19	Product portfolio established
FY18	Software pivot complete
FY15	Strategy formulated

■ Organic investments   ■ Inorganic investments

BLACKBERRY STRATEGY
Pivotal moments of the past 12 months

Expanded from EoT to IoT

AI / ML capabilities added

$1B

$1B cybersecurity company

Over 150 million cars

Over half a billion endpoints connected and protected

Established BGS

OUR STRATEGY IS WORKING

We delivered on our FY19 promises

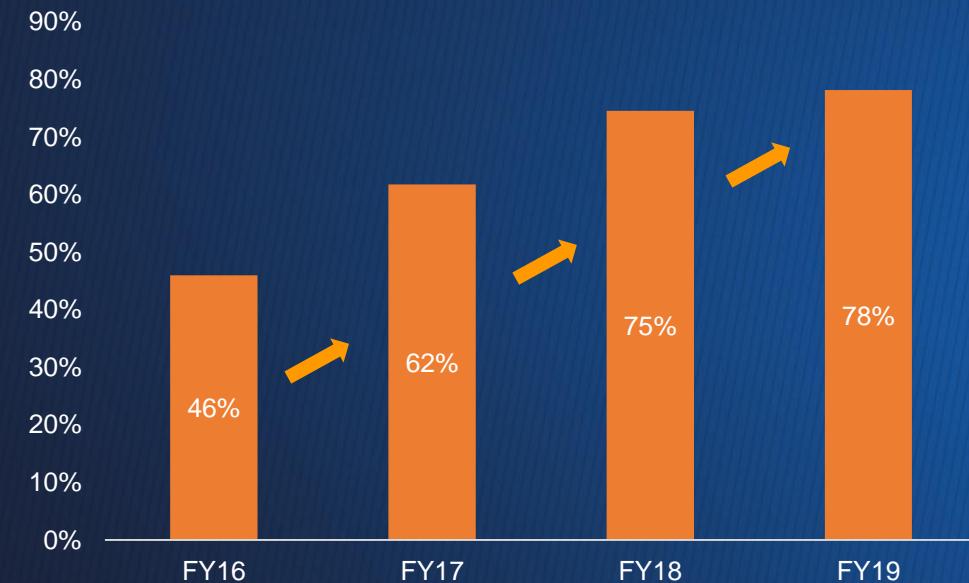|	
Deliver non-GAAP software revenue growth between 8% to 10%	10%
Deliver non-GAAP operating profit every quarter	✓
Grow software billings by double digits	✓
Deliver positive non-GAAP EPS	$0.24
Deliver positive free cash flow	$83M

OUR STRATEGY IS WORKING

Record-breaking financial achievements
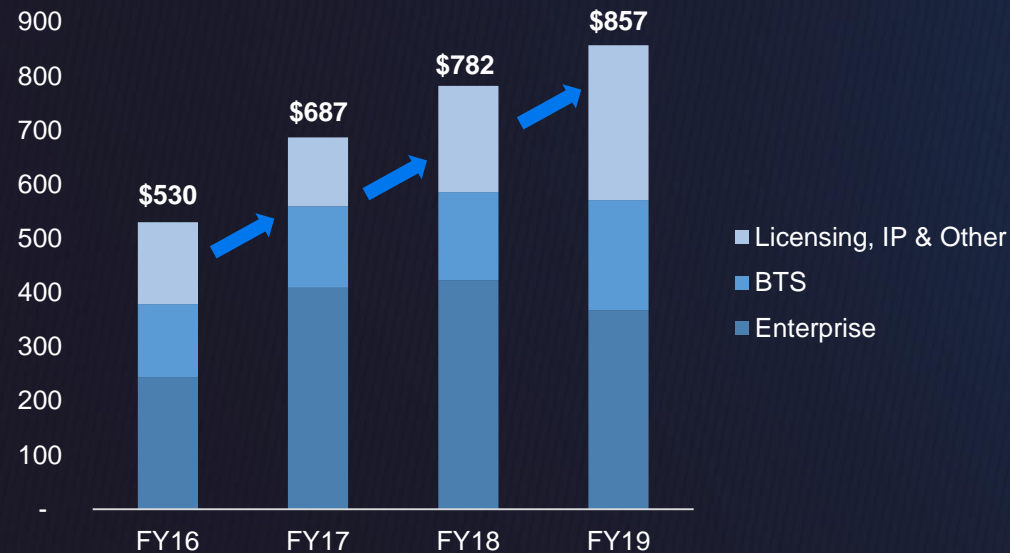
Record non-GAAP software & services revenue ($857M)

Record non-GAAP gross margin (78%)

OUR STRATEGY IS WORKING

Expanded & engaged the ecosystem – customers

- ⏶ Over 150 million vehicles
- ⏶ 7 / 7 top Tier 1's
- ⏶ 9 / 10 top OEM's
- ⏶ 100% of F100 freight companies
- ⏶ 100% of F100 aerospace & defense companies

- ⏶ 181% FedRAMP user growth
- ⏶ 16 / G20 governments
- ⏶ 7 / G7 governments
- ⏶ NATO

- ⏶ 77% of F100 companies
- ⏶ 100% of F100 commercial banks
- ⏶ 100% of F100 energy companies
- ⏶ 83% of F100 insurance companies
- ⏶ 67% of F100 industrial companies

OUR STRATEGY IS WORKING

Expanded & engaged the ecosystem – channels & more

Channels

- ⌃ 400+ new enterprise channel partners added
- ⌃ 44% YoY growth in accredited enterprise channel partners
- ⌃ 30% YoY growth in BTS channels

Developers

- ⌃ 9% YoY growth in ISV partners
- ⌃ 13% YoY growth in BlackBerry enterprise apps marketplace
- ⌃ 5M BlackBerry Dynamics active app instances

Engagement

- ⌃ BlackBerry Security Summit expanded to 10 cities
- ⌃ BlackBerry Analyst Day sold-out
- ⌃ Vertical Customer Advisory Boards

OUR STRATEGY IS WORKING
Our security is certified by regulatory bodies

New

NATO OTAN

HIPAA Compliant

HiMSS Analytics

FR
FedRAMP

ISO

NIAP

CYBER ESSENTIALS

U.S. DEPARTMENT OF HOMELAND SECURITY
DESIGNATED SAFETY ACT
www.safetyact.gov
SCIENCE AND TECHNOLOGY

PCI DSS COMPLIANT

IEC

FIPS VALIDATED 140-2

OUR STRATEGY IS WORKING

Our security & mobility leadership is recognized by the industry

CRN   **Gartner**®   **IDC**

Gartner named BlackBerry a leader in their Magic Quadrant for **UEM** Tools. The Magic Quadrant evaluates the **ability to execute** and **completeness of vision**

IDC positioned BlackBerry as a leader in the IDC Marketscape: **worldwide EMM software** vendor assessment, for the second consecutive year

Gartner named BlackBerry the highest scoring vendor in four of six categories of their critical capabilities for **high-security mobility management** report

CRN Tech Innovators Awards recognized BlackBerry as the Editors Choice. The awards recognize vendors that are **reshaping the IT landscape**

OUR STRATEGY IS WORKING

Our security & mobility strategy is industry acclaimed

Gartner

"BlackBerry continues to evolve its IoT capabilities, burnishing its credibility as a viable vendor in that market."

FORRESTER

"Customers frequently cite the security benefits of BlackBerry's Secure Connectivity service as well as the strong app and data-level security features included with the platform."

Government of Canada

"Whether it's protecting the data generated by the IoT connected world, or guarding government secrets, BlackBerry has earned its reputation as an industry leader in security and privacy."

Forbes

"BlackBerry is noteworthy for how quickly they are reinventing themselves into an enterprise-ready cybersecurity company."
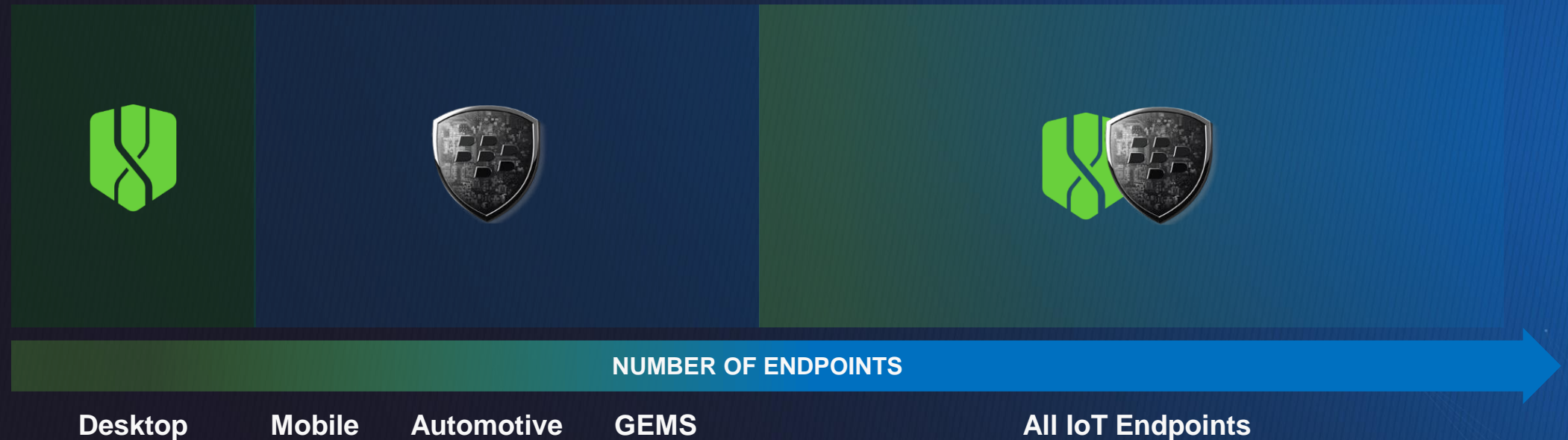
YAHOO! FINANCE

"Bye-bye handsets, hello recurring revenue."

CNN Money

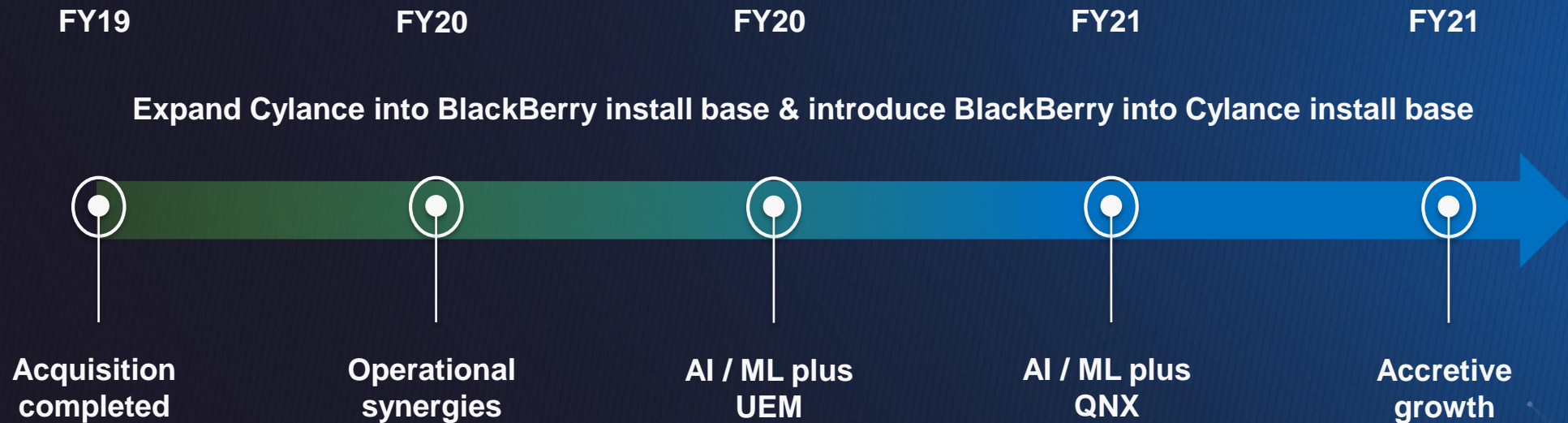"The key to BlackBerry's success … cybersecurity and the so called Internet of Things. It's thriving."

BLACKBERRY CYLANCE

What Cylance brings to BlackBerry

- Consumer & Enterprise Install Base
- 1,000+ Net New Channel Partners
- 4,000+ Net New Customers
- 300+ Engineers & Data Scientists
- Pioneering AI Security Technology
- 20M+ Fixed Endpoints
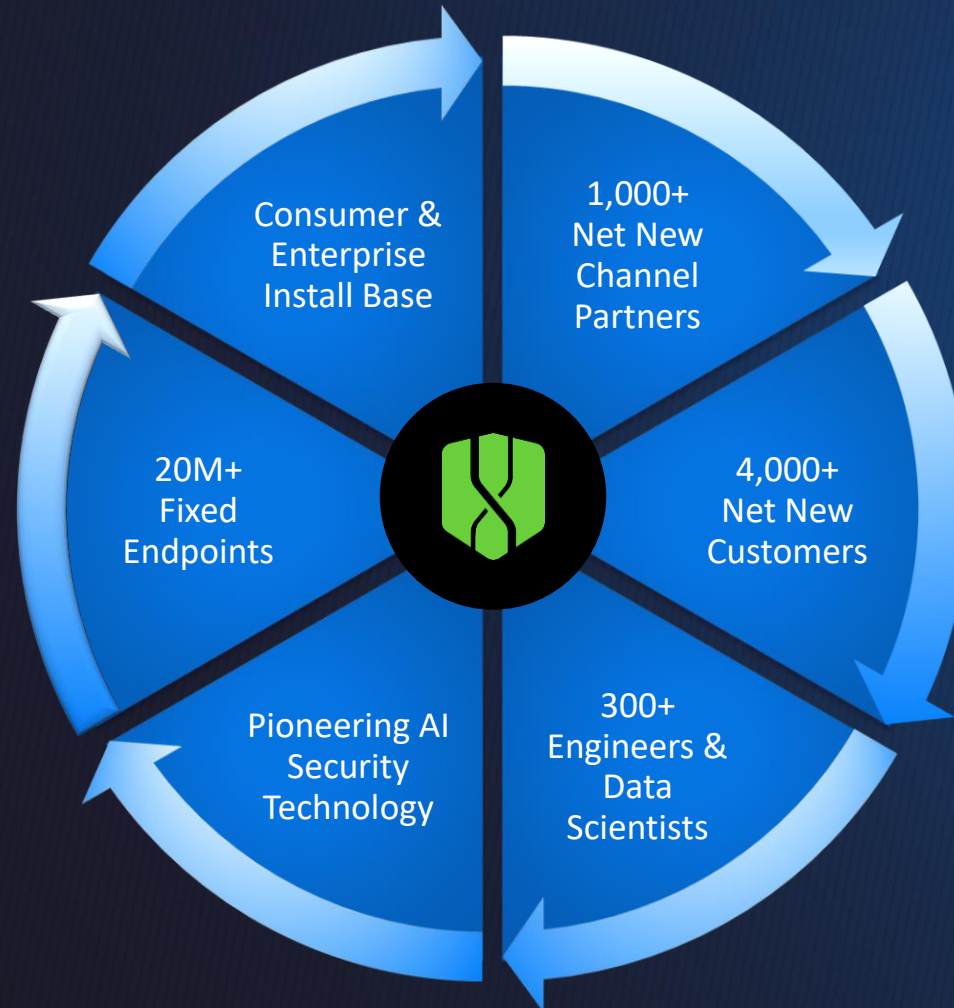
FY20 OPERATIONAL PRIORITIES

We will continue to invest in our product and go-to-market

Deliver BlackBerry Spark

Integrate BlackBerry Cylance portfolio

Broaden reach in regulated verticals

Expand into new verticals

FY20 FINANCIAL PRIORITIES

We will continue to deliver profitable growth in total company software & services

Deliver Total Company Annual Revenue Growth Of 23% - 27%

Continue To Deliver Double Digits Billings Growth In Total Company Software & Services

Deliver Positive Non-GAAP EPS