

BlackBerry Investor Relations Supplement

GAAP Income Statement (Three Months Ended)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Cybersecurity	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107	\$ 120	\$ 128	\$ 122	\$ 477
IoT	29	31	32	38	130	43	40	43	52	178
Software and Services	148	151	162	160	621	150	160	171	174	655
Licensing and Other	58	108	56	50	272	24	15	13	11	63
Revenue	206	259	218	210	893	174	175	184	185	718
Cost of Sales	63	60	69	58	250	60	63	67	61	251
Gross Margin	143	199	149	152	643	114	112	117	124	467
Operating expenses					-					-
Research and development	57	57	53	48	215	57	58	57	47	219
Selling, marketing and administration	90	79	83	92	344	73	83	77	64	297
Amortization	46	46	45	45	182	46	45	42	32	165
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)	(165)	(212)
Total operating expenses	788	221	276	465	1,750	172	253	66	(22)	469
Operating Income (Loss)	(645)	(22)	(127)	(313)	(1,107)	(58)	(141)	51	146	(2)
Investment income (loss), net	-	(5)	(1)	-	(6)	(2)	(1)	25	(1)	21
Income (Loss) before income taxes	(645)	(27)	(128)	(313)	(1,113)	(60)	(142)	76	145	19
Provision for (recovery of) income taxes	(9)	(4)	2	2	(9)	2	2	2	1	7
Net Income (Loss)	\$ (636)	\$ (23)	\$ (130)	\$ (315)	\$ (1,104)	\$ (62)	\$ (144)	\$ 74	\$ 144	\$ 12
Earnings (Loss) per share										
Basic earnings (loss) per share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)	\$ (0.25)	\$ 0.13	\$ 0.25	\$ 0.02
Diluted loss per share	\$ (1.14)	\$ (0.04)	\$ (0.23)	\$ (0.56)	\$ (1.97)	\$ (0.11)	\$ (0.25)	\$ (0.05)	\$ (0.03)	\$ (0.31)
Weighted-average number of common shares outstanding (000s)										
Basic	557,839	558,882	562,443	566,089	561,305	567,358	568,082	571,138	575,883	570,607
Diluted	557,839	558,882	562,443	566,089	561,305	567,358	568,082	631,971	636,716	631,440

Segment Gross Margin (Three Months Ended)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Cybersecurity										
Segment revenue	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107	\$ 120	\$ 128	\$ 122	\$ 477
Segment cost of sales	47	46	53	46	192	46	49	52	47	194
Segment gross margin	72	74	77	76	299	61	71	76	75	283
Segment gross margin %	61%	62%	59%	62%	61%	57%	59%	59%	61%	59%
IoT										
Segment revenue	29	31	32	38	130	43	40	43	52	178
Segment cost of sales	6	6	6	5	23	7	7	8	8	30
Segment gross margin	23	25	26	33	107	36	33	35	44	148
Segment gross margin %	79%	81%	81%	87%	82%	84%	83%	81%	85%	83%
Licensing and Other										
Segment revenue	58	108	56	50	272	24	15	13	11	63
Segment cost of sales	8	7	9	6	30	6	6	6	5	23
Segment gross margin	50	101	47	44	242	18	9	7	6	40
Segment gross margin %	86%	94%	84%	88%	89%	75%	60%	54%	55%	63%
Total Segment Gross Margin	145	200	150	153	648	115	113	118	125	471
Adjustment to cost of sales	(2)	(1)	(1)	(1)	(5)	(1)	(1)	(1)	(1)	(4)
Total Gross Margin	\$ 143	\$ 199	\$ 149	\$ 152	\$ 643	\$ 114	\$ 112	\$ 117	\$ 124	\$ 467

BlackBerry Investor Relations Supplement

Key Metrics (Three Months Ended)

Annual Recurring Revenue

Cybersecurity

IoT

Dollar-Based Net Retention Rate

Cybersecurity

QNX Royalty Revenue Backlog

	Q1FY21	Q2FY21	Q3FY21	Q4FY21		Q1FY22	Q2FY22	Q3FY22	Q4FY22	
Cybersecurity	\$ 370	\$ 367	\$ 365	\$ 369		\$ 364	\$ 364	\$ 358	\$ 347	
IoT	\$ 103	\$ 92	\$ 88	\$ 84		\$ 86	\$ 89	\$ 91	\$ 93	
Cybersecurity	100%	100%	95%	95%		94%	95%	95%	91%	
QNX Royalty Revenue Backlog	\$ 450					\$ 490				

Non-GAAP Income Statement

(Three Months Ended)

Cybersecurity

IoT

Software and Services

Licensing and Other

Revenue

Cost of Sales

Adjusted Gross Margin

Operating expenses

Research and development

Selling, marketing and administration

Amortization

Total adjusted operating expenses

Adjusted Operating Income (Loss)

Investment income (loss), net

Adjusted Income (Loss) before income taxes

Provision for (recovery of) income taxes

Adjusted Net Income (Loss)

Adjusted EBITDA

Adjusted earnings (loss) per share

Basic and diluted earnings (loss) per share

	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Cybersecurity	\$ 119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107	\$ 120	\$ 128	\$ 122	\$ 477
IoT	29	31	32	38	130	43	40	43	52	178
Software and Services	148	151	162	160	621	150	160	171	174	655
Licensing and Other	58	108	56	50	272	24	15	13	11	63
Revenue	206	259	218	210	893	174	175	184	185	718
Cost of Sales	61	59	68	57	245	59	62	66	60	247
Adjusted Gross Margin	145	200	150	153	648	115	113	118	125	471
Operating expenses					-					-
Research and development	54	55	50	45	204	55	56	55	45	211
Selling, marketing and administration	80	72	75	79	306	69	74	74	62	279
Amortization	13	14	13	13	53	14	13	13	10	50
Total adjusted operating expenses	147	141	138	137	563	138	143	142	117	540
Adjusted Operating Income (Loss)	(2)	59	12	16	85	(23)	(30)	(24)	8	(69)
Investment income (loss), net	-	(5)	(1)	-	(6)	(2)	(1)	25	(1)	21
Adjusted Income (Loss) before income taxes	(2)	54	11	16	79	(25)	(31)	1	7	(48)
Provision for (recovery of) income taxes	(9)	(4)	2	2	(9)	2	2	2	1	7
Adjusted Net Income (Loss)	\$ 7	\$ 58	\$ 9	\$ 14	\$ 88	\$ (27)	\$ (33)	\$ (1)	\$ 6	\$ (55)
Adjusted EBITDA	\$ 15	\$ 77	\$ 29	\$ 33	\$ 154	\$ (6)	\$ (14)	\$ (8)	\$ 20	\$ (8)
Adjusted earnings (loss) per share										
Basic and diluted earnings (loss) per share	\$ 0.01	\$ 0.10	\$ 0.02	\$ 0.02	\$ 0.16	\$ (0.05)	\$ (0.06)	\$ (0.00)	\$ 0.01	\$ (0.10)

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)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Debentures fair value adjustment	1	18	95	258	372	(4)	67	(110)	(165)	(212)
Restructuring charges	1	1	-	-	2	-	-	-	-	-
Stock compensation expense	14	9	12	17	52	7	12	6	5	30
Acquired intangibles amortization	33	32	32	32	129	32	32	29	22	115
Goodwill impairment charge	594	-	-	-	594	-	-	-	-	-
LLA impairment charge	-	21	-	22	43	-	-	-	-	-
Total Non-GAAP Adjustments	\$ 643	\$ 81	\$ 139	\$ 329	\$ 1,192	\$ 35	\$ 111	\$ (75)	\$ (138)	\$ (67)
Adjusted Gross Margin	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
GAAP revenue	\$ 206	\$ 259	\$ 218	\$ 210	\$ 893	\$ 174	\$ 175	\$ 184	\$ 185	\$ 718
Total cost of sales	63	60	69	58	250	60	63	67	61	251
Non-GAAP adjustments to cost of sales	(2)	(1)	(1)	(1)	(5)	(1)	(1)	(1)	(1)	(4)
Adjusted Gross Margin	\$ 145	\$ 200	\$ 150	\$ 153	\$ 648	\$ 115	\$ 113	\$ 118	\$ 125	\$ 471
Adjusted Gross Margin %	70%	77%	69%	73%	73%	66%	65%	64%	68%	66%
Research and development	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
GAAP research and development expense	\$ 57	\$ 57	\$ 53	\$ 48	\$ 215	\$ 57	\$ 58	\$ 57	\$ 47	\$ 219
Stock compensation expense	3	2	3	3	11	2	2	2	2	8
Adjusted research and development expense	\$ 54	\$ 55	\$ 50	\$ 45	\$ 204	\$ 55	\$ 56	\$ 55	\$ 45	\$ 211
Selling, marketing and administration	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
GAAP selling, marketing and administration expense	\$ 90	\$ 79	\$ 83	\$ 92	\$ 344	\$ 73	\$ 83	\$ 77	\$ 64	\$ 297
Restructuring charges	1	1	-	-	2	-	-	-	-	-
Stock compensation expense	9	6	8	13	36	4	9	3	2	18
Adjusted selling, marketing and administration expense	\$ 80	\$ 72	\$ 75	\$ 79	\$ 306	\$ 69	\$ 74	\$ 74	\$ 62	\$ 279
Amortization	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
GAAP amortization expense	\$ 46	\$ 46	\$ 45	\$ 45	\$ 182	\$ 46	\$ 45	\$ 42	\$ 32	\$ 165
Acquired intangibles amortization	33	32	32	32	129	32	32	29	22	115
Adjusted amortization expense	\$ 13	\$ 14	\$ 13	\$ 13	\$ 53	\$ 14	\$ 13	\$ 13	\$ 10	\$ 50
Adjusted EBITDA	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
GAAP operating income (loss)	\$ (645)	\$ (22)	\$ (127)	\$ (313)	\$ (1,107)	\$ (58)	\$ (141)	\$ 51	\$ 146	\$ (2)
Non-GAAP adjustments to operating income (loss)	643	81	139	329	1,192	35	111	(75)	(138)	(67)
Adjusted operating income (loss)	(2)	59	12	16	85	(23)	(30)	(24)	8	(69)
Amortization	50	50	49	49	198	49	48	45	34	176
Acquired intangibles amortization	(33)	(32)	(32)	(32)	(129)	(32)	(32)	(29)	(22)	(115)
Adjusted EBITDA	\$ 15	\$ 77	\$ 29	\$ 33	\$ 154	\$ (6)	\$ (14)	\$ (8)	\$ 20	\$ (8)
Reconciliation from GAAP Net Income (Loss) to Adjusted Net Income (Loss) and Adjusted Earnings (Loss) per Share	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
GAAP net income (loss)	\$ (636)	\$ (23)	\$ (130)	\$ (315)	\$ (1,104)	\$ (62)	\$ (144)	\$ 74	\$ 144	\$ 12
Total Non-GAAP adjustments (Three months ended, after-tax)	643	81	139	329	1,192	35	111	(75)	(138)	(67)
Adjusted Net Income (Loss)	\$ 7	\$ 58	\$ 9	\$ 14	\$ 88	\$ (27)	\$ (33)	\$ (1)	\$ 6	\$ (55)
Adjusted Earnings (Loss) per Share	\$ 0.01	\$ 0.10	\$ 0.02	\$ 0.02	\$ 0.16	\$ (0.05)	\$ (0.06)	\$ (0.00)	\$ 0.01	\$ (0.10)
Shares outstanding for adjusted earnings (loss) per share reconciliation	557,839	558,882	562,443	566,089	561,305	567,358	568,082	571,138	575,883	570,607

BlackBerry Investor Relations Supplement

Amortization of Intangibles and Property, Plant and Equipment Details

	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Cost of sales amortization										
Property, plant and equipment	\$ 1	\$ 1	\$ 1	\$ 1	\$ 4	\$ 1	\$ 1	\$ -	\$ 1	\$ 3
Intangible assets	3	3	3	3	12	2	2	3	1	8
Total in cost of sales amortization	4	4	4	4	16	3	3	3	2	11
Operating expenses amortization										
Property, plant and equipment	4	5	4	4	17	3	3	4	2	12
Intangible assets	42	41	41	41	165	43	42	38	30	153
Total in operating expenses amortization	46	46	45	45	182	46	45	42	32	165
Total amortization										
Property, plant and equipment	5	6	5	5	21	4	4	4	3	15
Intangible assets	45	44	44	44	177	45	44	41	31	161
Total amortization	\$ 50	\$ 50	\$ 49	\$ 49	\$ 198	\$ 49	\$ 48	\$ 45	\$ 34	\$ 176

Adjusted income (loss) before income taxes, adjusted net income (loss), adjusted gross margin, 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 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"), and QNX Royalty Revenue 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. In the first quarter of fiscal 2022, the Company discontinued its use of software deferred revenue acquired in its key metrics as the Company no longer reports non-GAAP revenue. For the purposes of comparability, the Company's key metrics for the prior year have been updated to conform to the current year's presentation.