

## BlackBerry Investor Relations Income Statement Summary

### GAAP Income Statement

Cyber Security	
IoT	
Software and Services	
Licensing and Other	
<b>Revenue</b>	
<b>Cost of sales</b>	
<b>Gross margin</b>	
<b>Operating expenses</b>	
Research and development	
Selling, marketing and administration	
Amortization	
Impairment of long-lived assets	
Impairment of goodwill	
Debentures fair value adjustment	
Total operating expenses	
<b>Operating loss</b>	
Investment loss, net	
<b>Loss before income taxes</b>	
<b>Provision for (recovery of) income taxes</b>	
<b>Net loss</b>	
<b>Loss per share</b>	
<b>Basic loss per share</b>	
<b>Diluted loss per share</b>	

### Weighted-average number of common shares outstanding (000s)

Basic	557,839	558,882	562,443	566,089	561,305	567,358
Diluted	557,839	558,882	562,443	566,089	561,305	567,358

### Segment Gross Margin (Three Months Ended)

<b>Cyber Security</b>	
Segment revenue	
Segment cost of sales	
Segment gross margin	
Segment gross margin %	
<b>IoT</b>	
Segment revenue	
Segment cost of sales	
Segment gross margin	
Segment gross margin %	
<b>Licensing and Other</b>	
Segment revenue	
Segment cost of sales	
Segment gross margin	
Segment gross margin %	
<b>Total Segment Gross Margin</b>	
Adjustment to cost of sales	
<b>Total Gross Margin</b>	

### Key Metrics (Three Months Ended)

<b>Annual Recurring Revenue</b>	
Cyber Security	
IoT	
<b>Dollar-Based Net Retention Rate</b>	
Cyber Security	
<b>QNX Royalty Revenue Backlog</b>	

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
\$	119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107
	29	31	32	38	130	43
	148	151	162	160	621	150
	58	108	56	50	272	24
	<b>206</b>	<b>259</b>	<b>218</b>	<b>210</b>	<b>893</b>	<b>174</b>
	63	60	69	58	250	60
	<b>143</b>	<b>199</b>	<b>149</b>	<b>152</b>	<b>643</b>	<b>114</b>
	57	57	53	48	215	57
	90	79	83	92	344	73
	46	46	45	45	182	46
	—	21	—	22	43	—
	594	—	—	—	594	—
	1	18	95	258	372	(4)
	788	221	276	465	1,750	172
	<b>(645)</b>	<b>(22)</b>	<b>(127)</b>	<b>(313)</b>	<b>(1,107)</b>	<b>(58)</b>
	—	(5)	(1)	—	(6)	(2)
	(645)	(27)	(128)	(313)	(1,113)	(60)
	(9)	(4)	2	2	(9)	2
	<b>\$ (636)</b>	<b>\$ (23)</b>	<b>\$ (130)</b>	<b>\$ (315)</b>	<b>\$ (1,104)</b>	<b>\$ (62)</b>
	<b>(1.14)</b>	<b>(0.04)</b>	<b>(0.23)</b>	<b>(0.56)</b>	<b>(1.97)</b>	<b>(0.11)</b>
	<b>(1.14)</b>	<b>(0.04)</b>	<b>(0.23)</b>	<b>(0.56)</b>	<b>(1.97)</b>	<b>(0.11)</b>
	557,839	558,882	562,443	566,089	561,305	567,358
	557,839	558,882	562,443	566,089	561,305	567,358
	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
\$	119	\$ 120	\$ 130	\$ 122	\$ 491	\$ 107
	47	46	53	46	192	46
	72	74	77	76	299	61
	61 %	62 %	59 %	62 %	61 %	57 %
	29	31	32	38	130	43
	6	6	6	5	23	7
	23	25	26	33	107	36
	79 %	81 %	81 %	87 %	82 %	84 %
	58	108	56	50	272	24
	8	7	9	6	30	6
	50	101	47	44	242	18
	86 %	94 %	84 %	88 %	89 %	75 %
	<b>145</b>	<b>200</b>	<b>150</b>	<b>153</b>	<b>648</b>	<b>115</b>
	(2)	(1)	(1)	(1)	(5)	(1)
	<b>\$ 143</b>	<b>\$ 199</b>	<b>\$ 149</b>	<b>\$ 152</b>	<b>\$ 643</b>	<b>\$ 114</b>
	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21		Q1 FY22
\$	370	\$ 367	\$ 365	\$ 369		\$ 364
\$	103	\$ 92	\$ 88	\$ 84		\$ 86
	101 %	100 %	95 %	95 %		94 %
	450					\$ 490



## BlackBerry Investor Relations Pre-Tax Restructuring Details

Cost of sales  
Selling, marketing and administration  
**Total restructuring charges**

Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
1	1	—	—	2	—
\$ 1	\$ 1	\$ —	\$ —	\$ 2	\$ —

## 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 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
\$ 1	\$ 1	\$ 1	\$ 1	\$ 4	\$ 1
3	3	3	3	12	2
4	4	4	4	16	3
4	5	4	4	17	3
42	41	41	41	165	43
46	46	45	45	182	46
5	6	5	5	21	4
45	44	44	44	177	45
\$ 50	\$ 50	\$ 49	\$ 49	\$ 198	\$ 49

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.