

Safe Harbor Statement

Some of the statements we'll be making today may constitute forward-looking statements and any such statements 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 report on Form 10-K 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.

This presentation includes certain non-GAAP measures. We believe that these non-GAAP measures, which may be defined differently by other companies, explain our results of operations in a manner that allows for a more complete understanding of the underlying trends in our business. However, these measures should not be viewed as a substitute for those determined in accordance with GAAP. For a reconciliation between the non-GAAP measures used in this presentation and our GAAP results, please see our Q4 Fiscal 2021 earnings press release and supplement available through our website and on EDGAR and SEDAR.



Annual General Meeting

JUNE 23, 2021

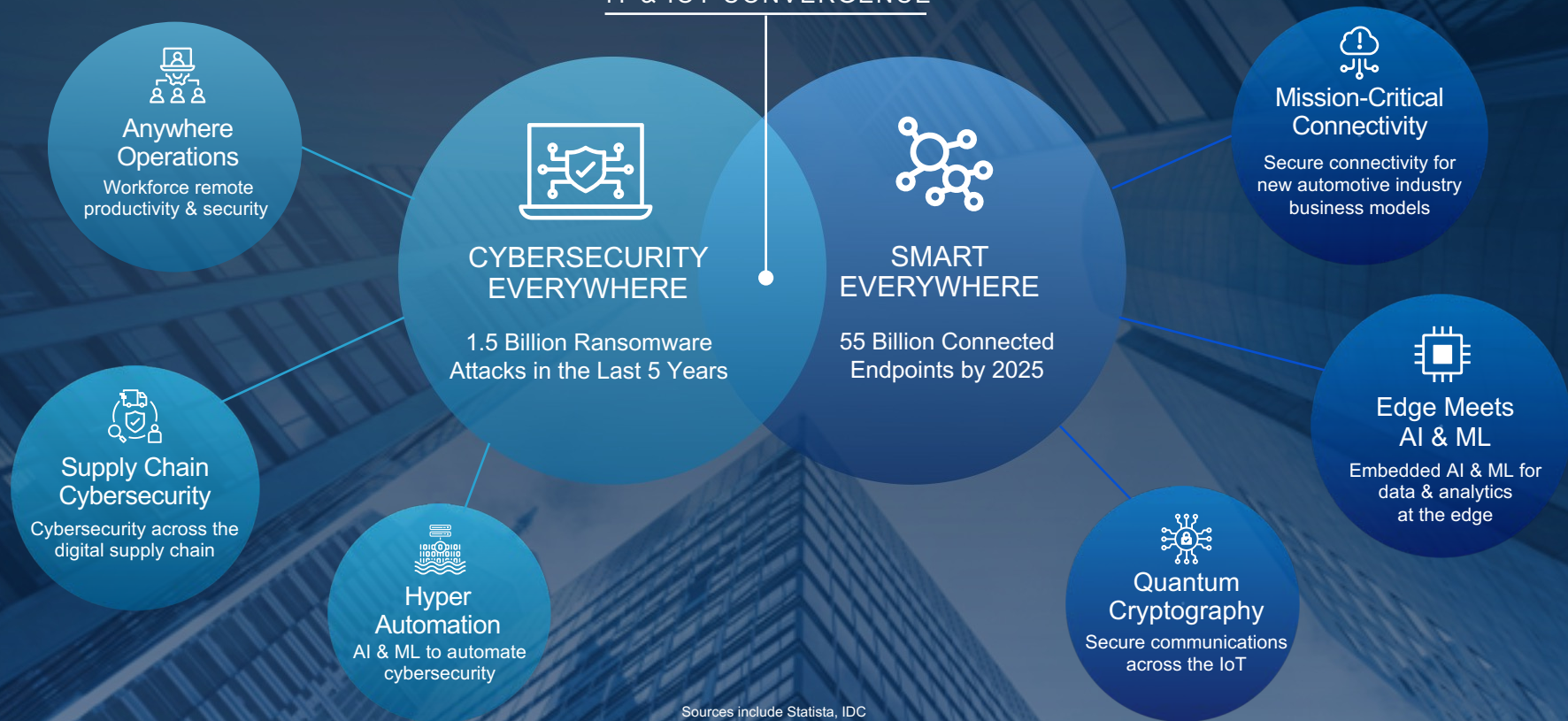
John Chen

EXECUTIVE CHAIRMAN & CEO



Cybersecurity & IoT Market Drivers

IT & IOT CONVERGENCE

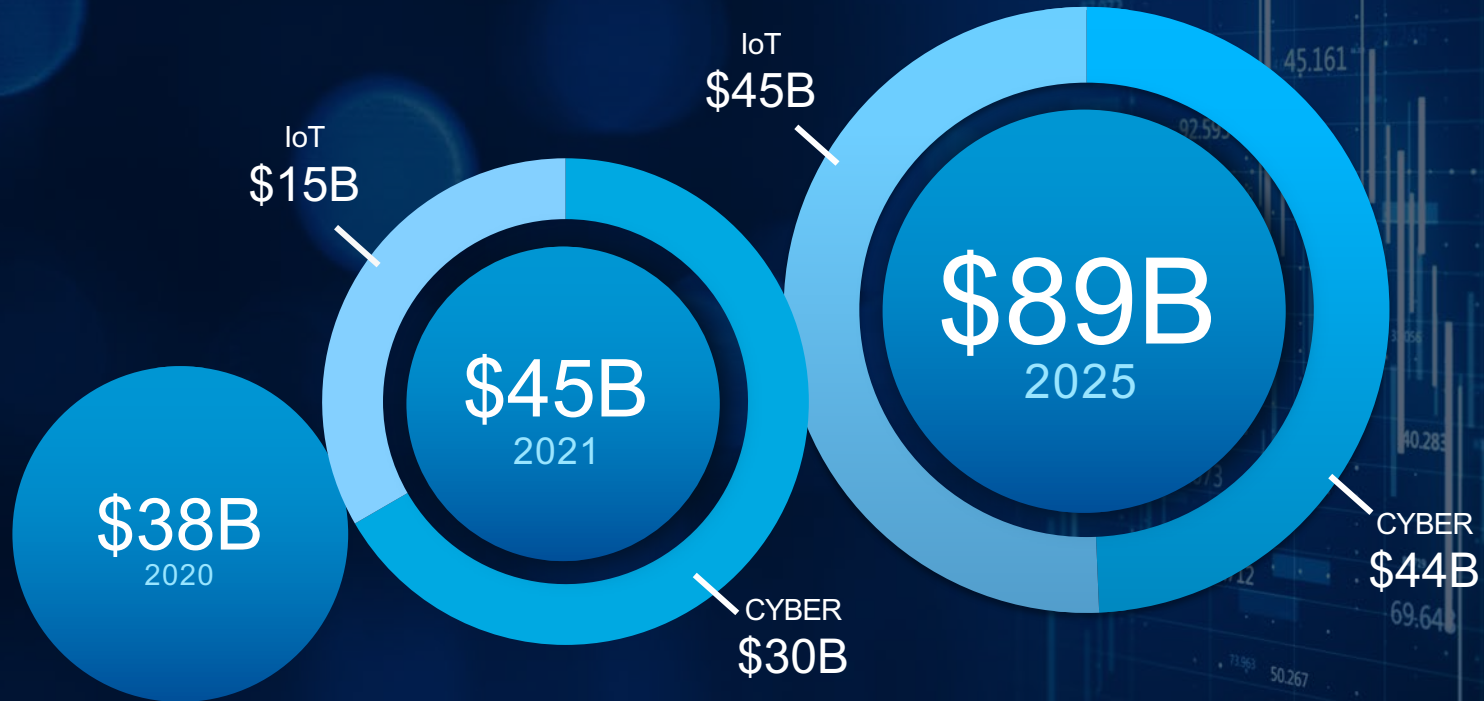


Sources include Statista, IDC

Total Addressable Market

GROWING MARKET OPPORTUNITIES

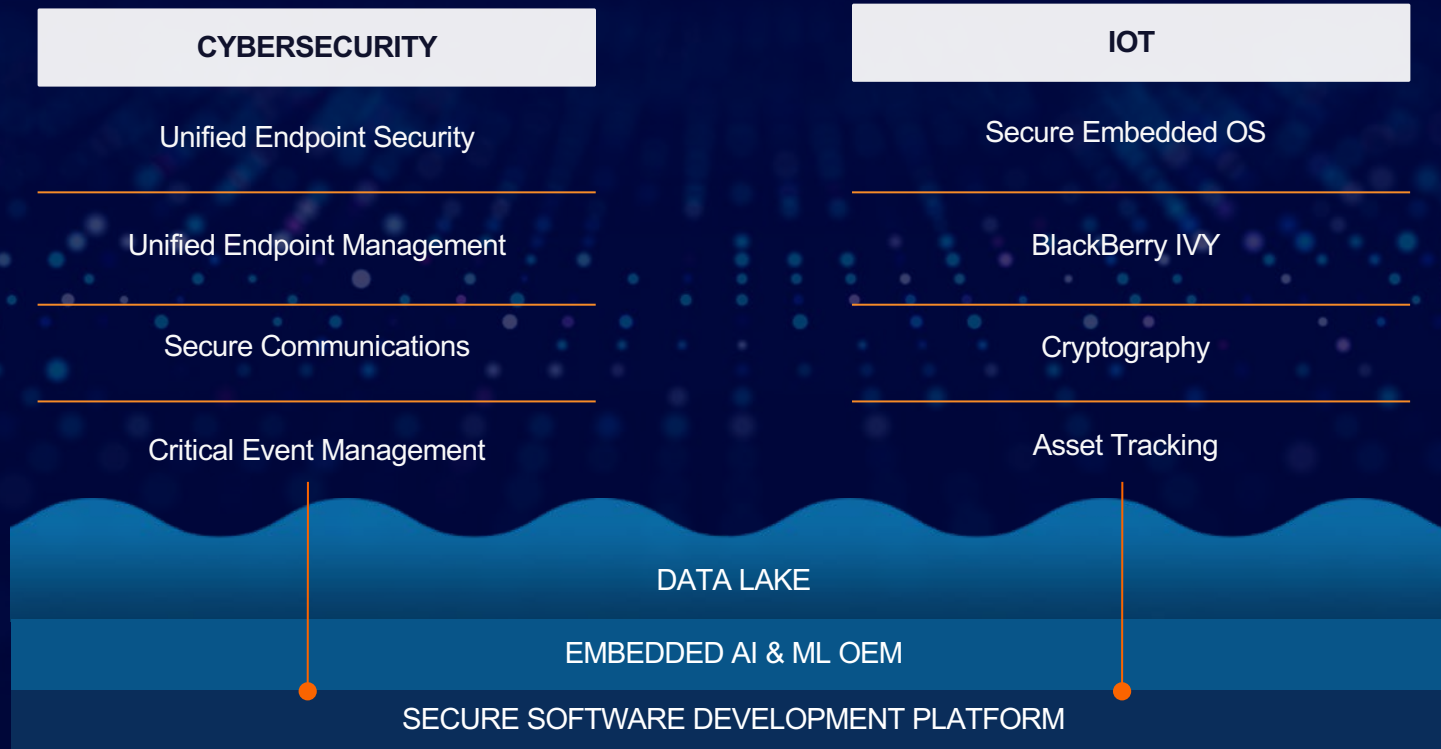
19%
CAGR



Sources include IDC, Gartner, McKinsey & Company, Data Bridge Market Research, VDC Research and Berg Insight

The BlackBerry Platform

MARKET CENTRIC INNOVATION



At the Heart of the Smart City

IMAGINE THE POSSIBILITIES



BlackBerry

Market Validation

BLACKBERRY REACH



18/G20

Governments connected
& protected



195M+

Vehicles connected & protected
by BlackBerry QNX



500M+

Endpoints connected &
protected



#1

FROST & SULLIVAN

BlackBerry IVY named a leader in
automotive & smart cities



45%

FORTUNE 100

Customers across
industries

FY21 Accomplishments

EDGE-TO-CLOUD SOFTWARE PLATFORM FOR AUTOMAKERS & SMART CITIES



BlackBerry & AWS bring you an edge-to-cloud software platform for automakers and smart cities. BlackBerry IVY securely, intelligently & consistently processes vehicle sensor data at the edge, while being managed from the cloud.



FY21 Accomplishments

OUR STRATEGIC ACCOMPLISHMENTS



BlackBerry UEM government certifications expanded to 11

165M+

MALWARE BASED
CYBERATTACKS PREVENTED

BlackBerry prevention-first cybersecurity stopped Darkside & more

195M+

BlackBerry | QNX

Vehicles embedded with BlackBerry QNX

2,000+

New patents granted & ~500 more filed

59

PRODUCTS LAUNCHED

24% of revenue invested in R&D

69

BlackBerry | QNX

69 design wins in FY21; 21 auto, 48 general embedded



Design wins with 23 of the top 25 Electric Vehicle OEMs



On-track to be carbon neutral in 2021

FY21 Accomplishments

OUR FINANCIAL PERFORMANCE

\$919M

Total Company
Revenue

(16%) YoY

\$490M

BlackBerry QNX Royalty
Revenue Backlog

9% YoY

\$0.18

EPS

38% YoY

\$167M

Adjusted EBITDA

12% YoY

\$439M

Net Cash

14% YoY

\$74M

Free Cash Flow

429% YoY

\$240M

Reduction In Debt

40% Reduction YoY

90%

Recurring Software
Product Revenue

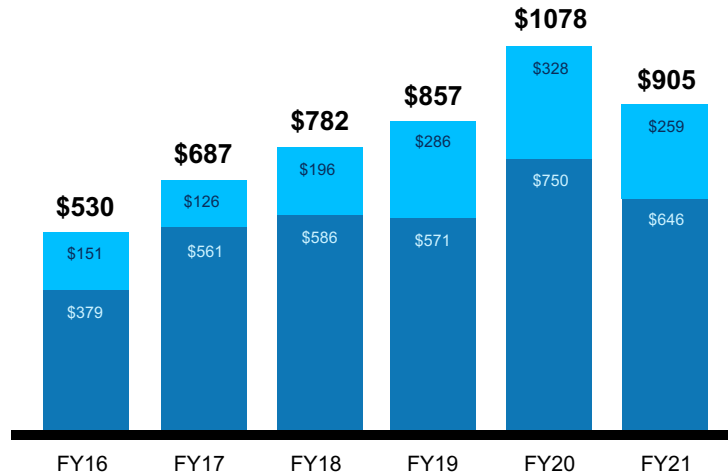
Stable YoY

On a non-GAAP basis

FY21 Accomplishments

OUR FINANCIAL PERFORMANCE

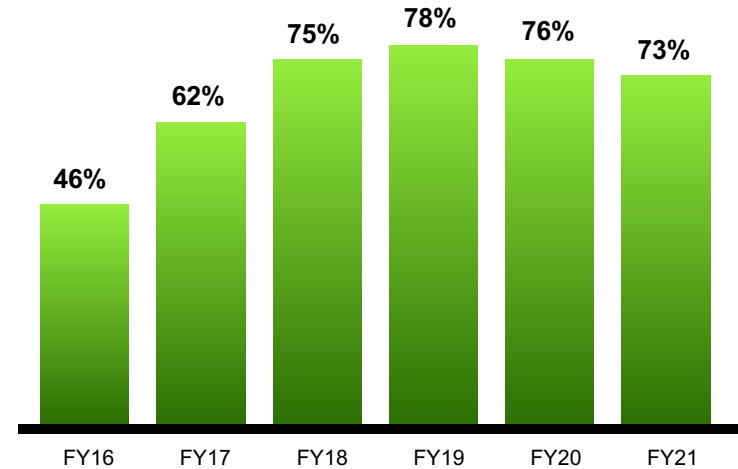
REVENUE



5-year CAGR **11.3%**

■ SOFTWARE & SERVICES ■ LICENSING & OTHER

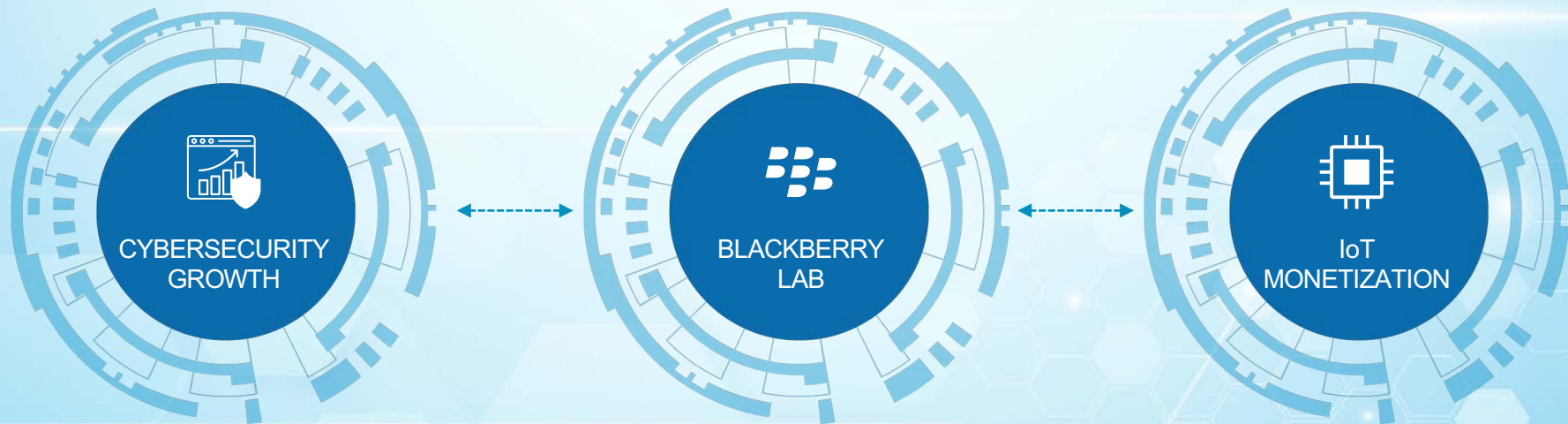
GROSS MARGIN



Basis Points Improvement **2,700**

On a non-GAAP basis. Licensing & other excludes SAF & handheld devices

FY22 Investment Focus



- ❖ Increase market coverage through sales hiring
- ❖ New logo & industry expansion
- ❖ Invest in awareness marketing
- ❖ Deepen channel partner ecosystem

- ❖ Secure software development platform construction (SBOM)
- ❖ Smart data lake
- ❖ Embedded AI & ML applications
- ❖ Future technologies research

- ❖ QNX ARPU growth in automotive
- ❖ QNX general embedded market penetration
- ❖ IVY product general availability
- ❖ IVY ecosystem investments

Q&A

 **BlackBerry**



Thank You

