Credit Suisse 26th Annual Technology Conference

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Nov 29th, 2022

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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. These factors include the risk factors that are discussed in the company's annual filings and MD&A.

You should not place undue reliance on the Company's forward-looking statements. Any forward-looking statements are made only as of today and the company has no intention and undertakes no obligation to update or revise any of them, 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 Q2 Fiscal 2023 earnings press release and supplement available through our website and on EDGAR and SEDAR.

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Agenda

1. RECAP: Who are we, what do we do, and why are we investing?
2. The intelligent EDGE opportunity
3. The BlackBerry IoT strategy summarized
4. Progress so far this year
5. Summary

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RECAP: Why are we investing in BlackBerry IoT?

- Large, growing market opportunity with attractive economics
- Segment leader with unique capabilities, IP and track record
- Commercial and Technical trends pushing the industry(ies) in our direction
- Long standing, deep relationships with industry leading customers and partners

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RECAP: BlackBerry – How we organize our business

BlackBerry Limited

BlackBerry IOT

BlackBerry QNX
Foundational SW for the intelligent EDGE

BlackBerry certicom
End-to-end security and signing

BlackBerry IVY
EDGE/cloud sensor data SW platform

BlackBerry Jarvis
Composition analysis and testing

BlackBerry Radar.
SaaS solution for intelligent asset tracking

BlackBerry Cybersecurity

Cylance
AI-powered cybersecurity

BlackBerry UEM
Unified endpoint management

BlackBerry AtHoc
Critical event management

BlackBerry SecuSUITE
Secure voice and data

Licensing and other

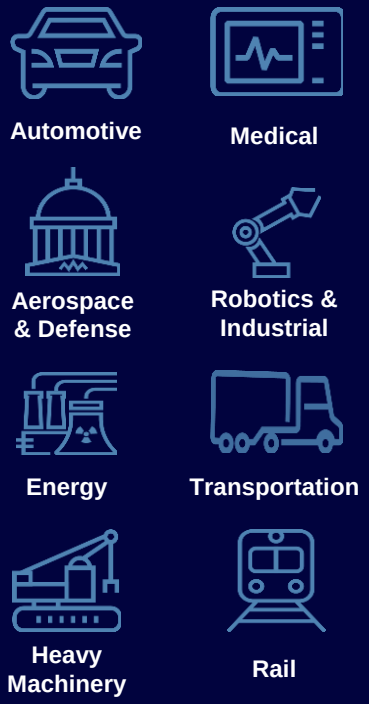
IP Patent Licensing
Portfolio of 38,000+ patents

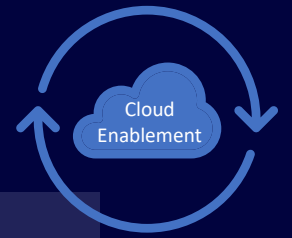
Technology Licensing
Mobility licensing arrangements, etc.

Service Access Fees
Legacy revenue from hardware business

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RECAP: Leaders in foundational SW for the Intelligent EDGE





Safety Certifications and Services

ISO 26262
IEC 61508
IEC 62304
EN 50128*
EN 50657*

BlackBerry Connected Services

QNX Frameworks and Middleware

QNX Operating System



Microkernel POSIX

QNX Hypervisor

QNX Software Development Tools

Security Software and Services

Crypto, PKI, Certificate Management, Code Signing

FIPS
WP.29
ISO 21434

BlackBerry QNX Professional Services

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The industry macro trends fundamentally driving our business…

Specific IoT trends are particularly important to our customers/partners…

There will be 30.9Bn IoT devices in CY 2025, up from 13.8Bn in CY 2021

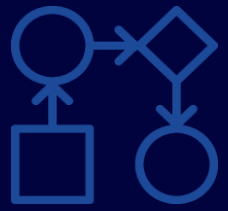




IoT devices are becoming smarter (e.g. compute, sensors, connectivity…)

- Compute closer to the data…
- Edge/cloud hybrids…

Edge devices are becoming Software defined…much through OSS…



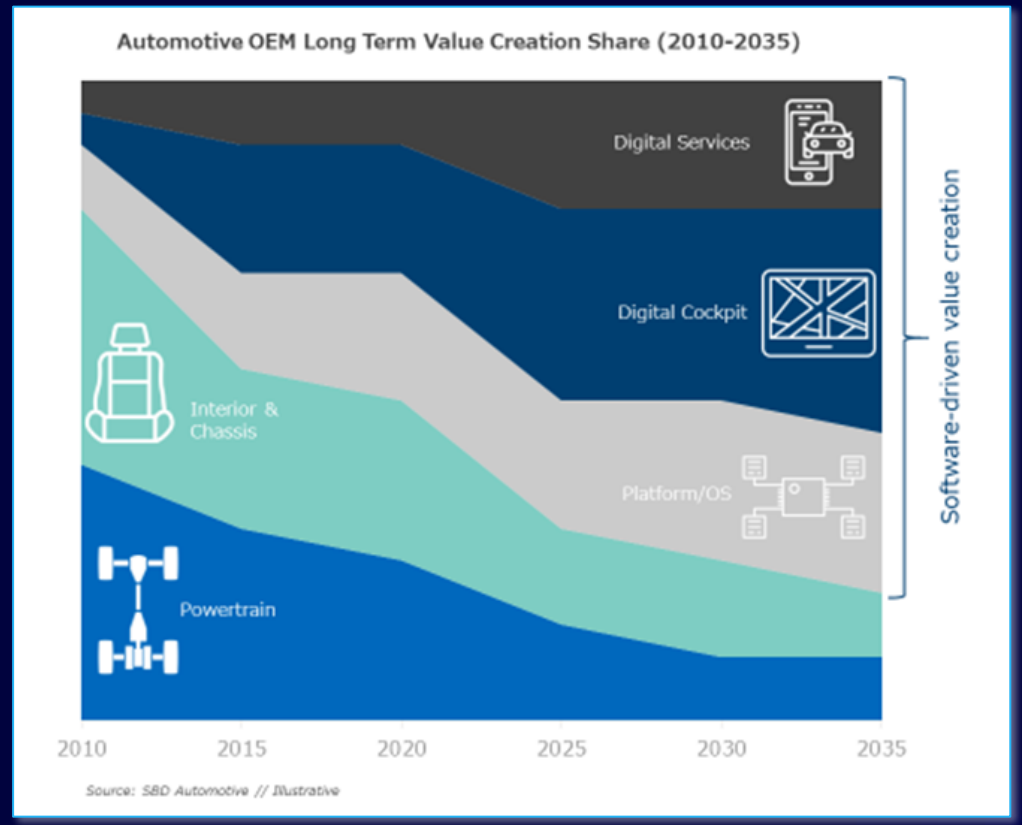
…many of these trends play directly to BlackBerry IoT's strengths

- EDGE RTOS/MW **performance** requirements are going up
- There are rapidly increasing **safety** and **security** concerns
- EDGE **reliability** is a fundamental need for the intelligent EDGE
- As the EDGE SW stack sophistication increases, many customers/partners are looking for ways to **reduce complexity/ costs**, **improve TTM** and **focus internal resources** on SW layers closer to the consumer/customer experience

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EXAMPLE: Automotive – the most advanced IOT EDGE endpoint is becoming SW defined over the next decade…

Auto OEM value creation 2010-2035*…



**SBD, A Oyler 2022*

…BlackBerry QNX Auto SW track record…

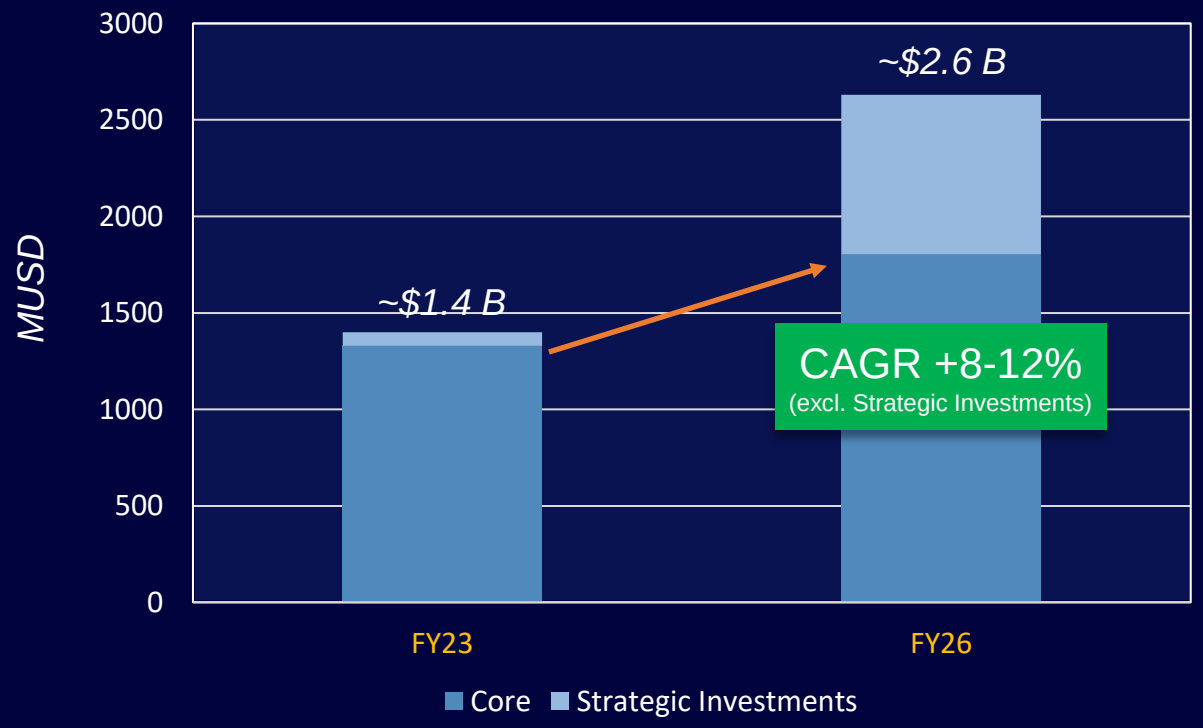
215M+	**MILLION VEHICLES**
45+	**AUTOMAKERS**
270+	**MAKES AND MODELS**
7 of **7**	**TOP TIER1s USE BLACKBERRY QNX**
10 of **10**	**TOP AUTOMAKERS USE BLACKBERRY QNX**
100%	**START OF PRODUCTION SUCCESS RATE**
24 of 25	**TOP GLOBAL EV OEMs**

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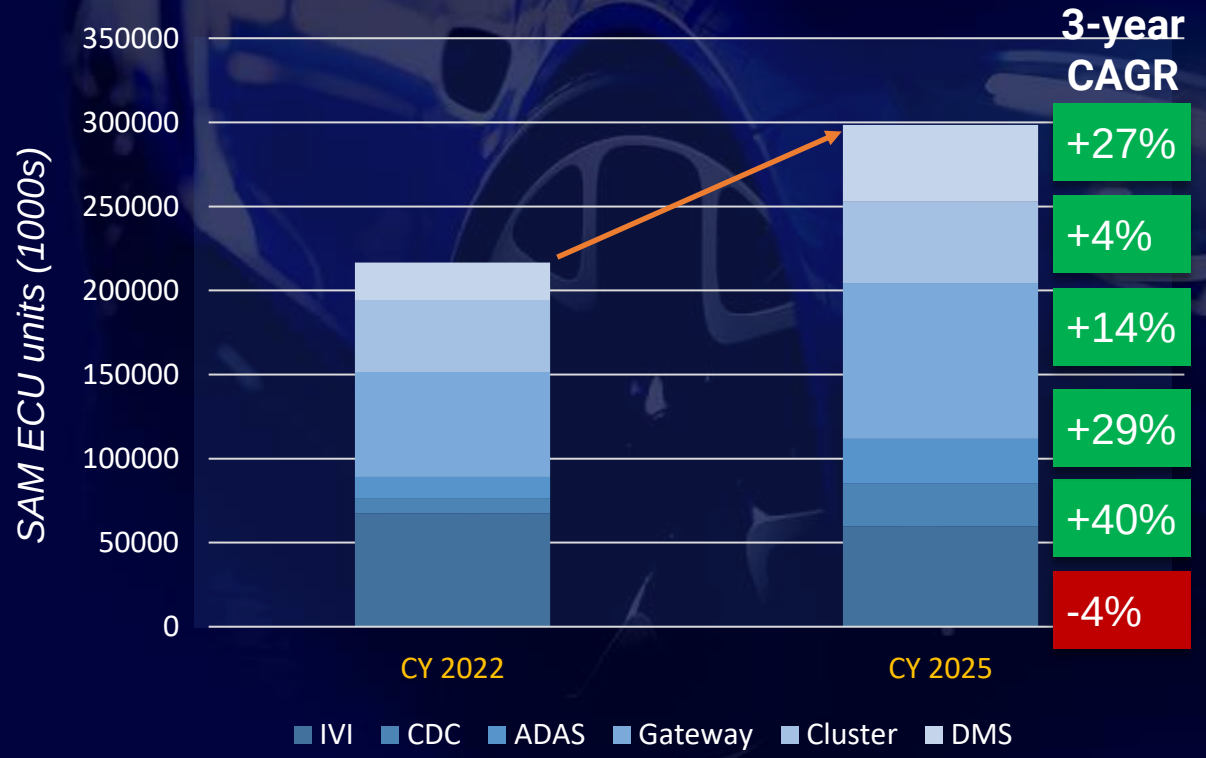
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RECAP: Growing Market & Growing Market share

Overall IoT SAM is growing…



…particularly in our core Auto domains



…and we are increasing our market share

Sources include: Strategy Analytics, LMC Data, IDC & Management estimates

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ON TRACK

Our multiyear strategy has 4 main components…

Leaders in foundational software for the intelligent EDGE…



FOCUSED TARGET MARKETS

- High End, Mission Critical…Globally
  - **Auto…**
  - Robotics, Ind. Automation, Medical
- Support – not disrupt – customers/partners



LONG TERM COMMITMENTS

- Attacking difficult problems - deep IP - in long cycle businesses
- Partnerships/wholistic value chain view



TARGETED CORE R&D

1. Innovation at the EDGE
2. Next Gen Safety and Security
3. Reduction in Developer friction



BU TRANSFORMATION

- Stepwise, multiyear, multi disciplinary program for Excellence, e.g.
  - TAM/SAM coverage
  - 2nd core R&D

….Performance, Safety/Security, Reliability

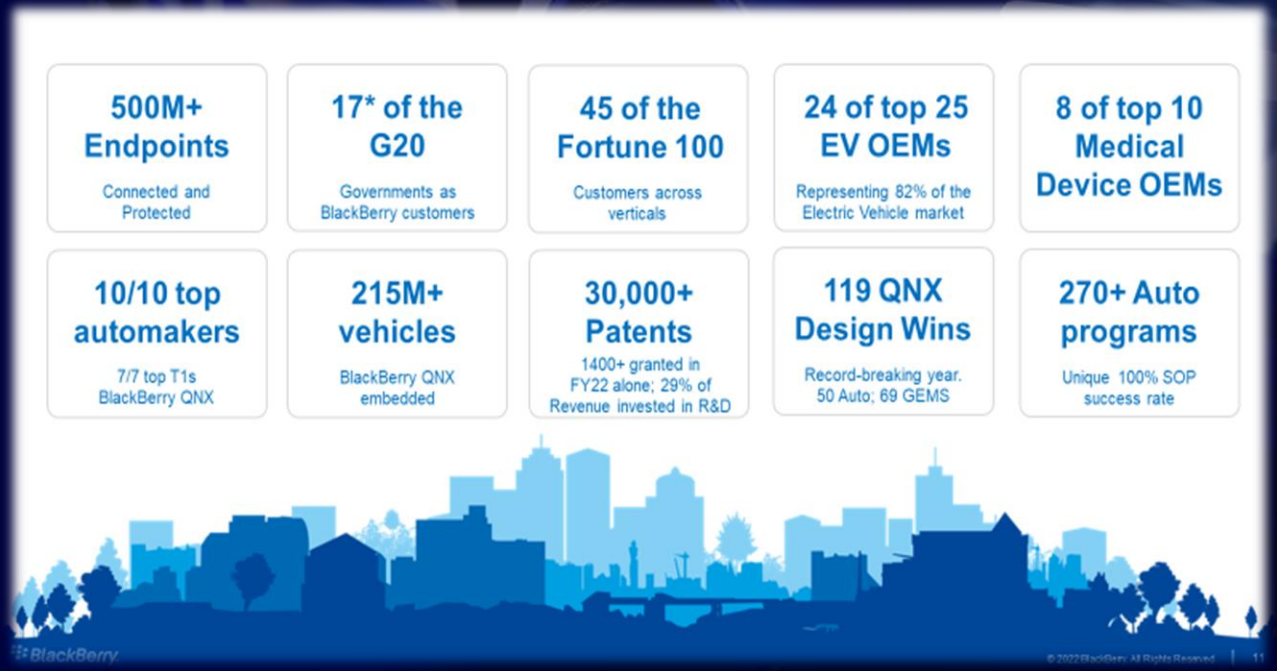
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…and the strategy is based on a unique track record and position as an ingredient, expert provider in the ecosystem

Best customers / partners in the industry*



Unique IP, capabilities and track record



**A few select examples….*

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Progress: We have had a strong 1H FY23* in spite of macro turbulence!

- **Revenue growth @23%, taking share…**
  - Gross margin at 82%
- **Record DWs, 1H FY23 above previous full year record!**
  - Multiple strategic wins w segment leaders
  - QNX royalty backlog @ 560M Q1 FY23
- **Long term roadmap validated and crucial roadmap progress**
- **Significant progress in long-term hiring plan, on track for DD HC growth 2022 in tough market**

"Volkswagen Group Software Powerhouse CARIAD Selects BlackBerry QNX for its Software Platform"

"BlackBerry QNX to be used for future BMW Group driver assistance systems"

"BlackBerry Strengthens QNX Advanced Virtualization Framework for Android Automotive OS"

"BlackBerry Expands Work with AWS to Elevate BlackBerry QNX Foundational Software to the Cloud, Accelerating Time to Market for Mission-Critical Embedded Systems "

QNX foundational for both QCOM Ride and NVIDA Drive

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*BlackBerry "1H FY23" = March 01 – Sept 30

BlackBerry IVY™

AI Data Middleware Platform for SDV

- **EDGE/cloud SW platform for dynamic deployment of sensor data EDGE processing, incl ML**
- Co-developed with AWS
- Highly-scalable supporting multiple SoCs, O/S, clouds and signal types
- No comparable competition
- **On-track product development** iterating on OEM/partner feedbacks: GA slated for 2023

Large Opportunity & Promising Momentum

- **Recurring revenue model**
- **Strong interest** and feedback from customer PoCs
- **In-vehicle** at Bosch Connected World
- Cloud developer demo at AWS Re:Invent
- Integrated in commercially-available digital cockpit solutions

BOSCH PATEO

Building Strong Ecosystem of Solutions

- **Dedicated venture fund** completed 3 investments:

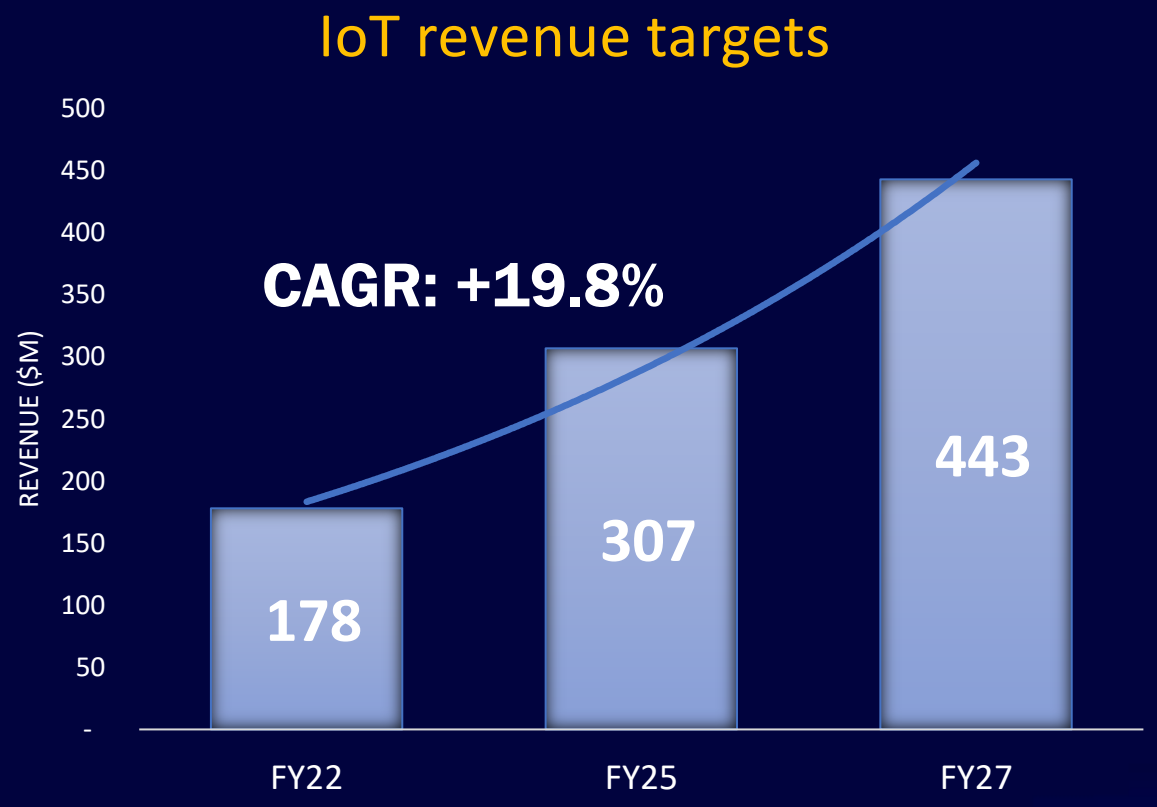
ELECTRA COMPREDICT CarIQ

- Several **automotive solution partners** across various use cases

zuora here GEICO alexa cerence RIDECELL solifi Deeplite raven

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The intelligent IoT EDGE is a multiyear journey and we have guided ~20% organic CAGR until FY27
(excluding IVY)



- Robust model built on:
  - Strong secular trends
  - Multi-year backlog from confirmed design wins
  - Deep customer/partner collaboration
  - …but not a QoQ business…limited ability to influence timing of large DWs…
- Strategic investments like IVY offer additional growth potential
- Strong operating leverage

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…and BlackBerry IoT is executing, taking share and investing in our multiyear growth strategy

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Thank You!

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ANTICIPATING AND EVOLVING

Strategic Roadmap Initiatives and examples of progress



Innovation at the Edge

- **Next generation performance kernel**
- Best in class system-level Safe, intelligent workload/workflow management
- **BlackBerry IVY enabled across all compute domains w advanced edge ML capabilities**



Safety and Security Innovation

- **Continued leadership in all aspects of our safety certified software portfolio**
- Leadership & contributions to key automotive security standards
- **BlackBerry Jarvis for advanced software bill of materials (SBOM)**
- Increasing lead in the professional services portfolio (safety, security, & certifications)



Reduced Developer Friction

- Targeted open-source investments
- **Cloud enablement**
- New tools, integrations, & languages
- BlackBerry IVY SDK for consistent vehicle data access

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MOTORTREND

SDV INNOVATOR AWARDS 2023

In partnership with BlackBerry | QNX

Awards Gala | CES | January 2023

For more information
on SDVI book, documentary,
and awards



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