
Canaccord Genuity's
44th Annual Growth Conference
TUESDAY, AUGUST 13, 2024
BlackBerry
Intelligent Security. Everywhere.

SAFE HARBOUR STATEMENT

Some of the statements made during this presentation constitute forward-looking statements and are made pursuant to the safe harbor provisions of applicable U.S. and Canadian securities laws.

Forward-looking statements are indicated 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. 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 Q1 Fiscal 2025 earnings press release available through our website and on EDGAR and SEDAR+.

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John Giamatteo

Chief Executive Officer



Tim Foote

Chief Financial Officer

BlackBerry – 5 reasons to take a fresh look

1 OUR STRONG PRODUCT PORTFOLIO

IoT

BlackBerry

QNX

Clear leader in Automotive:
235M+ vehicles

Defensive moat:
Combine leading performance with leading functional safety

Strong multi-year secular tailwinds

Cybersecurity

Secure Communications

BlackBerry UEM

Highly secure, leading UEM solution. Market-leader for on-premise deployment

BlackBerry AtHoc

#1 Critical Events solution in US Federal Management Govt

BlackBerry secusmart

Highly secure encrypted voice and data solution trusted by NATO and leading governments

Endpoint Security

CYLANCE

Leading AI/ML endpoint security solution with most patents

Range of MDR and XDR managed service solutions to address large opportunity

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BlackBerry – 5 reasons to take a fresh look

2 SIGNIFICANT PROGRESS IN OUR COST PROFILE

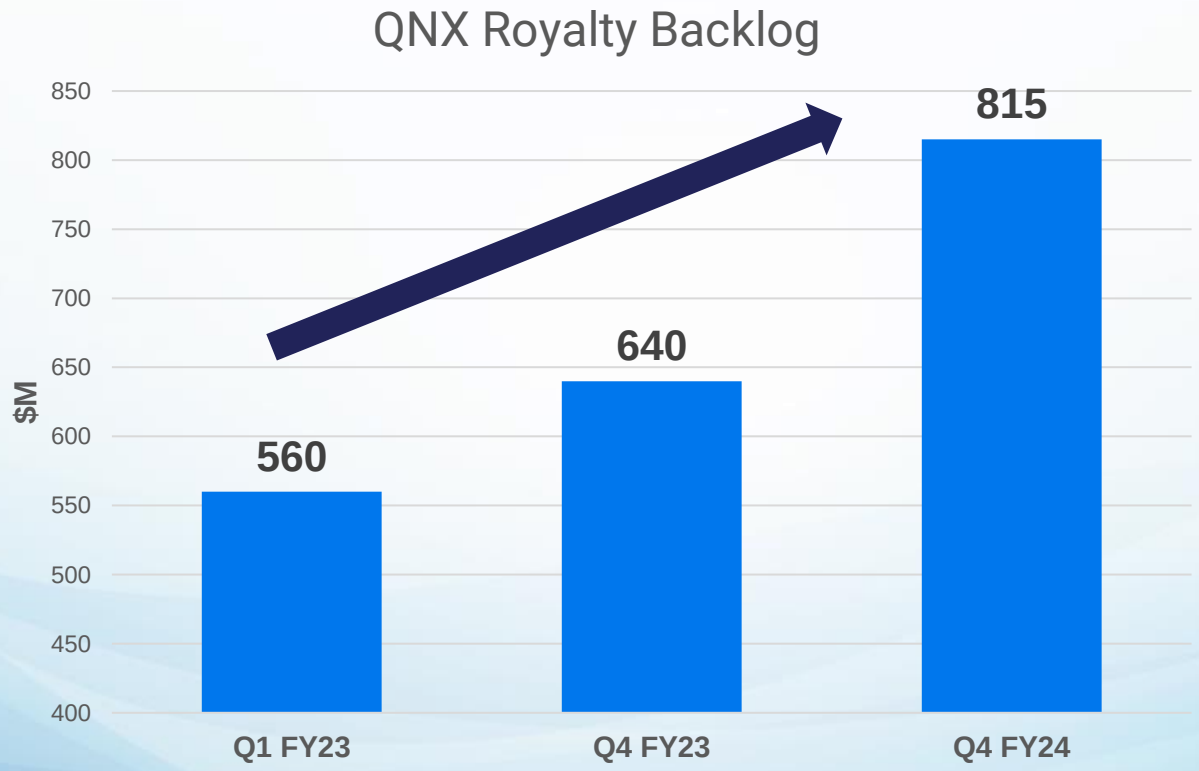
Actions taken to drive cost run rate improvements of approximately:

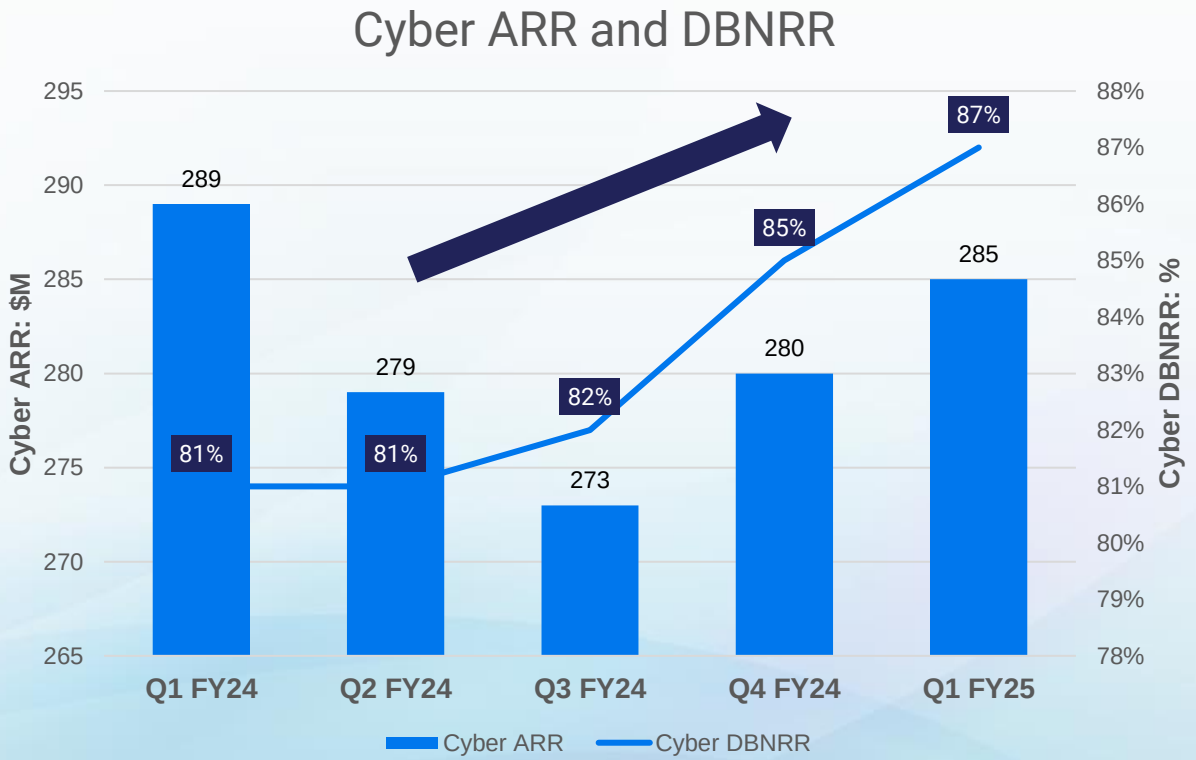
Q3 FY24	~$50M
Q4 FY24	~$55M
Q1 FY25	~$20M
Total	~$125M

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3 IMPROVING FUNDAMENTALS

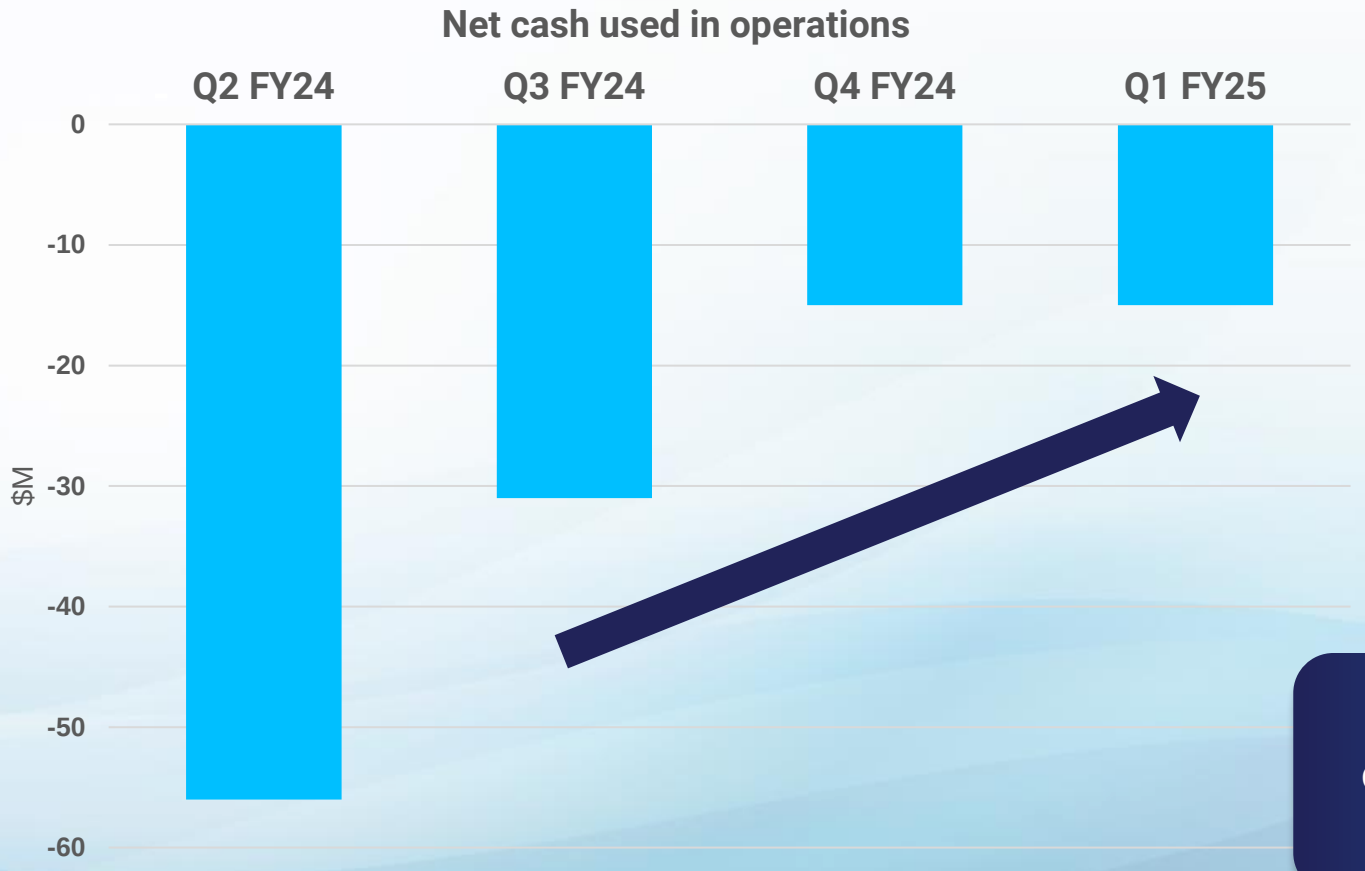




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4 SIGNIFICANT PROGRESS TOWARDS POSITIVE CASHFLOW



Outlook: Positive operating cashflow by Q4 FY25

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5 FOCUS AND OPTIONALITY FROM AUTONOMOUS DIVISIONS



Divisional leadership teams



Delegated decision making



Tailoring IT systems



Increased focus & autonomy

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Q&A

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