

## BlackBerry Investor Relations Supplement

|  | <u>Q1FY26</u> | <u>Q2FY26</u>  | <u>Q3FY26</u>  | <u>Q4FY26</u>  | <u>FY26</u>    | <u>Q1FY27</u> |
|--|---------------|----------------|----------------|----------------|----------------|---------------|
| <b>GAAP Income Statement</b>                                       |               |                |                |                |                |               |
| <b>(Three Months Ended)</b>  |               |                |                |                |                |               |
| QNX  | \$ 57.5       | \$ 63.1        | \$ 68.7        | \$ 78.7        | \$ 268.0       | \$ 72.3       |
| Secure Communications  | 59.5          | 59.9           | 67.0           | 72.5           | 258.9          | 73.6          |
| Software and Services  | 117.0         | 123.0          | 135.7          | 151.2          | 526.9          | 145.9         |
| Licensing  | 4.7           | 6.6            | 6.1            | 4.8            | 22.2           | 7.0           |
| <b>Revenue</b>   | <b>121.7</b>  | <b>129.6</b>   | <b>141.8</b>   | <b>156.0</b>   | <b>549.1</b>   | <b>152.9</b>  |
| <b>Cost of Sales</b>   | <b>31.4</b>   | <b>33.0</b>    | <b>31.9</b>    | <b>34.6</b>    | <b>130.9</b>   | <b>33.2</b>   |
| <b>Gross Margin</b>  | <b>90.3</b>   | <b>96.6</b>    | <b>109.9</b>   | <b>121.4</b>   | <b>418.2</b>   | <b>119.7</b>  |
| <b>Operating expenses</b>  |               |                |                |                |                |               |
| Research and development   | 25.0          | 25.6           | 29.6           | 33.4           | 113.6          | 33.0          |
| Sales and marketing  | 28.7          | 24.4           | 29.3           | 31.6           | 114.0          | 29.5          |
| General and administrative   | 30.5          | 31.5           | 36.1           | 30.7           | 128.8          | 39.3          |
| Amortization   | 4.0           | 3.1            | 2.4            | 1.9            | 11.4           | 2.5           |
| Impairment of long-lived assets                                    | 0.1           | 0.5            | 0.6            | 0.9            | 2.1            | 0.1           |
| Total operating expenses   | 88.3          | 85.1           | 98.0           | 98.5           | 369.9          | 104.4         |
| <b>Operating Income</b>  | <b>2.0</b>    | <b>11.5</b>    | <b>11.9</b>    | <b>22.9</b>    | <b>48.3</b>    | <b>15.3</b>   |
| Investment income, net   | 2.9           | 1.9            | 2.9            | 3.0            | 10.7           | 1.1           |
| <b>Income before income tax</b>                                    | <b>4.9</b>    | <b>13.4</b>    | <b>14.8</b>    | <b>25.9</b>    | <b>59.0</b>    | <b>16.4</b>   |
| Provision for income tax   | 3.0           | 0.1            | 1.1            | 1.6            | 5.8            | 7.9           |
| <b>Net income</b>  | <b>\$ 1.9</b> | <b>\$ 13.3</b> | <b>\$ 13.7</b> | <b>\$ 24.3</b> | <b>\$ 53.2</b> | <b>\$ 8.5</b> |
| <b>Earnings per share</b>  |               |                |                |                |                |               |
| Basic  | \$ 0.00       | \$ 0.02        | \$ 0.02        | \$ 0.04        | \$ 0.09        | \$ 0.01       |
| Diluted  | \$ 0.00       | \$ 0.02        | \$ 0.02        | \$ 0.04        | \$ 0.09        | \$ 0.01       |
| <b>Weighted-average number of common shares outstanding (000s)</b> |               |                |                |                |                |               |
| Basic  | 596,300       | 592,938        | 590,892        | 588,783        | 592,251        | 586,741       |
| Diluted  | 600,831       | 597,369        | 596,303        | 643,613        | 597,585        | 593,193       |

**BlackBerry Investor Relations Supplement**

**Segment Adjusted Gross Margin and Adjusted EBITDA (Three Months Ended)**

|  | <b>Q1FY26</b>  | <b>Q2FY26</b>  | <b>Q3FY26</b>   | <b>Q4FY26</b>   | <b>FY26</b>     | <b>Q1FY27</b>   |
|--|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| <b>QNX</b>   |                |                |                 |                 |                 |                 |
| Segment revenue                                      | \$ 57.5        | \$ 63.1        | \$ 68.7         | \$ 78.7         | \$ 268.0        | \$ 72.3         |
| Segment cost of sales                                | 11.2           | 10.7           | 11.3            | 12.2            | 45.4            | 10.4            |
| Segment adjusted gross margin                        | 46.3           | 52.4           | 57.4            | 66.5            | 222.6           | 61.9            |
| <i>Segment adjusted gross margin %</i>               | 81%            | 83%            | 84%             | 84%             | 83%             | 86%             |
| Segment research and development                     | 12.3           | 13.0           | 16.8            | 19.6            | 61.7            | 18.9            |
| Segment sales and marketing                          | 13.2           | 10.7           | 15.3            | 17.0            | 56.2            | 15.6            |
| Segment general and administrative                   | 8.1            | 8.2            | 9.0             | 8.5             | 33.8            | 8.1             |
| Less amortization included in segment cost of sales  | -              | -              | 0.1             | -               | 0.1             | -               |
| <b>QNX Segment Adjusted EBITDA</b>                   | <b>12.7</b>    | <b>20.5</b>    | <b>16.4</b>     | <b>21.4</b>     | <b>71.0</b>     | <b>19.3</b>     |
| <b>Secure Communications</b>                         |                |                |                 |                 |                 |                 |
| Segment revenue                                      | 59.5           | 59.9           | 67.0            | 72.5            | 258.9           | 73.6            |
| Segment cost of sales                                | 18.1           | 20.2           | 18.6            | 20.3            | 77.2            | 20.8            |
| Segment adjusted gross margin                        | 41.4           | 39.7           | 48.4            | 52.2            | 181.7           | 52.8            |
| <i>Segment adjusted gross margin %</i>               | 70%            | 66%            | 72%             | 72%             | 70%             | 72%             |
| Segment research and development                     | 11.2           | 11.0           | 11.3            | 12.3            | 45.8            | 12.6            |
| Segment sales and marketing                          | 13.6           | 12.1           | 12.4            | 12.9            | 51.0            | 12.3            |
| Segment general and administrative                   | 7.1            | 6.9            | 7.5             | 7.5             | 29.0            | 7.8             |
| Less amortization included in segment cost of sales  | 0.1            | -              | 0.1             | -               | 0.2             | 0.1             |
| <b>Secure Communications Segment Adjusted EBITDA</b> | <b>9.6</b>     | <b>9.7</b>     | <b>17.3</b>     | <b>19.5</b>     | <b>56.1</b>     | <b>20.2</b>     |
| <b>Licensing</b>                                     |                |                |                 |                 |                 |                 |
| Segment revenue                                      | 4.7            | 6.6            | 6.1             | 4.8             | 22.2            | 7.0             |
| Segment cost of sales                                | 1.6            | 1.5            | 1.5             | 1.5             | 6.1             | 1.5             |
| Segment adjusted gross margin                        | 3.1            | 5.1            | 4.6             | 3.3             | 16.1            | 5.5             |
| <i>Segment adjusted gross margin %</i>               | 66%            | 77%            | 75%             | 69%             | 73%             | 79%             |
| Segment general and administrative                   | 0.9            | 0.9            | 0.9             | (1.5)           | 1.2             | 0.8             |
| Less amortization included in segment cost of sales  | 1.6            | 1.4            | 1.6             | 1.5             | 6.1             | 1.5             |
| <b>Licensing Segment Adjusted EBITDA</b>             | <b>3.8</b>     | <b>5.6</b>     | <b>5.3</b>      | <b>6.3</b>      | <b>21.0</b>     | <b>6.2</b>      |
| <b>Total Segment Adjusted Gross Margin</b>           | <b>90.8</b>    | <b>97.2</b>    | <b>110.4</b>    | <b>122.0</b>    | <b>420.4</b>    | <b>120.2</b>    |
| Adjustment to cost of sales                          | (0.5)          | (0.6)          | (0.5)           | (0.6)           | (2.2)           | (0.5)           |
| <b>Total Gross Margin</b>                            | <b>\$ 90.3</b> | <b>\$ 96.6</b> | <b>\$ 109.9</b> | <b>\$ 121.4</b> | <b>\$ 418.2</b> | <b>\$ 119.7</b> |

**Key Metrics (Three Months Ended)**

|   | <b>Q1FY26</b> | <b>Q2FY26</b> | <b>Q3FY26</b> | <b>Q4FY26</b> | <b>FY26</b> | <b>Q1FY27</b> |
|---|---------------|---------------|---------------|---------------|-------------|---------------|
| Secure Communications Annual Recurring Revenue        | \$ 209        | \$ 213        | \$ 216        | \$ 218        |             | \$ 220        |
| Secure Communications Dollar-Based Net Retention Rate | 92%           | 93%           | 92%           | 94%           |             | 92%           |
| QNX Royalty Backlog                                   |               |               |               | \$ 950        |             |               |

**Net cash provided by (used in) operating activities**

|  | <b>Q1FY26</b> | <b>Q2FY26</b> | <b>Q3FY26</b> | <b>Q4FY26</b> | <b>FY26</b>  | <b>Q1FY27</b> |
|--|---------------|---------------|---------------|---------------|--------------|---------------|
| Acquisition of property, plant and equipment | \$ (18.0)     | \$ 3.4        | \$ 17.9       | \$ 45.6       | \$ 50.3      | \$ 4.6        |
| <b>Free cash flow (usage)</b>                | <b>(0.9)</b>  | <b>(0.8)</b>  | <b>(0.9)</b>  | <b>(1.2)</b>  | <b>(3.8)</b> | <b>(2.9)</b>  |
|  | <b>(18.9)</b> | <b>2.6</b>    | <b>17.0</b>   | <b>44.4</b>   | <b>46.5</b>  | <b>1.7</b>    |

**Non-GAAP Income Statement  
(Three Months Ended)**

|  | <b>Q1FY26</b>  | <b>Q2FY26</b>  | <b>Q3FY26</b>  | <b>Q4FY26</b>  | <b>FY26</b>    | <b>Q1FY27</b>  |
|--|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>QNX</b>                               | \$ 57.5        | \$ 63.1        | \$ 68.7        | \$ 78.7        | \$ 268.0       | \$ 72.3        |
| Secure Communications                    | 59.5           | 59.9           | 67.0           | 72.5           | 258.9          | 73.6           |
| Software and Services                    | 117.0          | 123.0          | 135.7          | 151.2          | 526.9          | 145.9          |
| Licensing                                | 4.7            | 6.6            | 6.1            | 4.8            | 22.2           | 7.0            |
| <b>Revenue</b>                           | <b>121.7</b>   | <b>129.6</b>   | <b>141.8</b>   | <b>156.0</b>   | <b>549.1</b>   | <b>152.9</b>   |
| <b>Cost of Sales</b>                     | <b>30.9</b>    | <b>32.4</b>    | <b>31.4</b>    | <b>34.0</b>    | <b>128.7</b>   | <b>32.7</b>    |
| <b>Adjusted Gross Margin</b>             | <b>90.8</b>    | <b>97.2</b>    | <b>110.4</b>   | <b>122.0</b>   | <b>420.4</b>   | <b>120.2</b>   |
| <b>Operating expenses</b>                |                |                |                |                |                |                |
| Research and development                 | 23.7           | 24.2           | 28.2           | 32.1           | 108.2          | 31.5           |
| Sales and marketing                      | 27.3           | 23.1           | 28.1           | 30.4           | 108.9          | 28.4           |
| General and administrative               | 26.6           | 25.5           | 26.6           | 26.2           | 104.9          | 25.6           |
| Amortization                             | 2.3            | 2.0            | 2.1            | 1.9            | 8.3            | 2.5            |
| Total adjusted operating expenses        | 79.9           | 74.8           | 85.0           | 90.6           | 330.3          | 88.0           |
| <b>Adjusted Operating Income</b>         | <b>10.9</b>    | <b>22.4</b>    | <b>25.4</b>    | <b>31.4</b>    | <b>90.1</b>    | <b>32.2</b>    |
| Investment income, net                   | 2.9            | 1.9            | 2.9            | 3.0            | 10.7           | 1.1            |
| <b>Adjusted Income before income tax</b> | <b>13.8</b>    | <b>24.3</b>    | <b>28.3</b>    | <b>34.4</b>    | <b>100.8</b>   | <b>33.3</b>    |
| Provision for income tax                 | 3.0            | 0.1            | 1.1            | 1.6            | 5.8            | 7.9            |
| <b>Adjusted Net Income</b>               | <b>\$ 10.8</b> | <b>\$ 24.2</b> | <b>\$ 27.2</b> | <b>\$ 32.8</b> | <b>\$ 95.0</b> | <b>\$ 25.4</b> |

**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)**

|   | <b>Q1FY26</b> | <b>Q2FY26</b>  | <b>Q3FY26</b>  | <b>Q4FY26</b> | <b>FY26</b>    | <b>Q1FY27</b>  |
|---|---------------|----------------|----------------|---------------|----------------|----------------|
| Restructuring charges                       | \$ 2.9        | \$ 3.4         | \$ 6.1         | \$ 3.3        | \$ 15.7        | \$ 0.3         |
| Stock compensation expense                  | 5.7           | 5.9            | 6.1            | 5.5           | 23.2           | 6.5            |
| Acquired intangibles amortization           | 1.7           | 1.1            | 0.3            | -             | 3.1            | -              |
| Impairment of long-lived assets             | 0.1           | 0.5            | 0.6            | 0.9           | 2.1            | 0.1            |
| Deferred share units revaluation adjustment | (1.5)         | -              | 0.4            | (1.2)         | (2.3)          | 10.0           |
| <b>Non-GAAP Adjustments</b>                 | <b>\$ 8.9</b> | <b>\$ 10.9</b> | <b>\$ 13.5</b> | <b>\$ 8.5</b> | <b>\$ 41.8</b> | <b>\$ 16.9</b> |

**Adjusted Gross Margin**

|                                       | <b>Q1FY26</b>  | <b>Q2FY26</b> | <b>Q3FY26</b> | <b>Q4FY26</b> | <b>FY26</b>  | <b>Q1FY27</b>   |
|---------------------------------------|----------------|---------------|---------------|---------------|--------------|-----------------|
| GAAP revenue                          | \$ 121.7       | \$ 129.6      | \$ 141.8      | \$ 156.0      | \$ 549.1     | \$ 152.9        |
| Total cost of sales                   | 31.4           | 33.0          | 31.9          | 34.6          | 130.9        | 33.2            |
| Non-GAAP adjustments to cost of sales | (0.5)          | (0.6)         | (0.5)         | (0.6)         | (2.2)        | (0.5)           |
| <b>Adjusted Gross Margin</b>          | <b>\$ 90.8</b> | <b>97.2</b>   | <b>110.4</b>  | <b>122.0</b>  | <b>420.4</b> | <b>\$ 120.2</b> |
| <b>Adjusted Gross Margin %</b>        | <b>75%</b>     | <b>75%</b>    | <b>78%</b>    | <b>78%</b>    | <b>77%</b>   | <b>79%</b>      |

**Research and development**

|  | <b>Q1FY26</b>  | <b>Q2FY26</b>  | <b>Q3FY26</b>  | <b>Q4FY26</b>  | <b>FY26</b>     | <b>Q1FY27</b>  |
|--|----------------|----------------|----------------|----------------|-----------------|----------------|
| GAAP research and development expense            | \$ 25.0        | \$ 25.6        | \$ 29.6        | \$ 33.4        | \$ 113.6        | \$ 33.0        |
| Stock compensation expense                       | 1.3            | 1.4            | 1.4            | 1.3            | 5.4             | 1.5            |
| <b>Adjusted research and development expense</b> | <b>\$ 23.7</b> | <b>\$ 24.2</b> | <b>\$ 28.2</b> | <b>\$ 32.1</b> | <b>\$ 108.2</b> | <b>\$ 31.5</b> |

**Sales and marketing**

|   | <b>Q1FY26</b>  | <b>Q2FY26</b>  | <b>Q3FY26</b>  | <b>Q4FY26</b>  | <b>FY26</b>     | <b>Q1FY27</b>  |
|---|----------------|----------------|----------------|----------------|-----------------|----------------|
| GAAP sales and marketing                    | \$ 28.7        | \$ 24.4        | \$ 29.3        | \$ 31.6        | \$ 114.0        | \$ 29.5        |
| Stock compensation expense                  | 1.4            | 1.3            | 1.2            | 1.2            | 5.1             | 1.1            |
| <b>Adjusted sales and marketing expense</b> | <b>\$ 27.3</b> | <b>\$ 23.1</b> | <b>\$ 28.1</b> | <b>\$ 30.4</b> | <b>\$ 108.9</b> | <b>\$ 28.4</b> |

**General and administrative**

|  | <b>Q1FY26</b>  | <b>Q2FY26</b>  | <b>Q3FY26</b>  | <b>Q4FY26</b>  | <b>FY26</b>     | <b>Q1FY27</b>  |
|--|----------------|----------------|----------------|----------------|-----------------|----------------|
| GAAP General and administrative expense            | \$ 30.5        | \$ 31.5        | \$ 36.1        | \$ 30.7        | \$ 128.8        | \$ 39.3        |
| Restructuring charges                              | 2.9            | 3.4            | 6.1            | 3.3            | 15.7            | 0.3            |
| Stock compensation expense                         | 2.5            | 2.6            | 3.0            | 2.4            | 10.5            | 3.4            |
| Deferred share units revaluation adjustment        | (1.5)          | -              | 0.4            | (1.2)          | (2.3)           | 10.0           |
| <b>Adjusted general and administrative expense</b> | <b>\$ 26.6</b> | <b>\$ 25.5</b> | <b>\$ 26.6</b> | <b>\$ 26.2</b> | <b>\$ 104.9</b> | <b>\$ 25.6</b> |

**Amortization**

|                                      | <b>Q1FY26</b> | <b>Q2FY26</b> | <b>Q3FY26</b> | <b>Q4FY26</b> | <b>FY26</b>   | <b>Q1FY27</b> |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| GAAP amortization expense            | \$ 4.0        | \$ 3.1        | \$ 2.4        | \$ 1.9        | \$ 11.4       | \$ 2.5        |
| Acquired intangibles amortization    | 1.7           | 1.1           | 0.3           | -             | 3.1           | -             |
| <b>Adjusted amortization expense</b> | <b>\$ 2.3</b> | <b>\$ 2.0</b> | <b>\$ 2.1</b> | <b>\$ 1.9</b> | <b>\$ 8.3</b> | <b>\$ 2.5</b> |

**Adjusted EBITDA**

|                                   | <b>Q1FY26</b>  | <b>Q2FY26</b>  | <b>Q3FY26</b>  | <b>Q4FY26</b>  | <b>FY26</b>     | <b>Q1FY27</b>  |
|-----------------------------------|----------------|----------------|----------------|----------------|-----------------|----------------|
| GAAP operating income             | \$ 2.0         | \$ 11.5        | \$ 11.9        | \$ 22.9        | \$ 48.3         | \$ 15.3        |
| Non-GAAP adjustments              | 8.9            | 10.9           | 13.5           | 8.5            | 41.8            | 16.9           |
| Adjusted operating income         | 10.9           | 22.4           | 25.4           | 31.4           | 90.1            | 32.2           |
| Amortization                      | 5.7            | 4.6            | 4.0            | 3.5            | 17.8            | 4.1            |
| Acquired intangibles amortization | (1.7)          | (1.1)          | (0.3)          | -              | (3.1)           | -              |
| <b>Adjusted EBITDA</b>            | <b>\$ 14.9</b> | <b>\$ 25.9</b> | <b>\$ 29.1</b> | <b>\$ 34.9</b> | <b>\$ 104.8</b> | <b>\$ 36.3</b> |

## BlackBerry Investor Relations Supplement

### Reconciliation of non-GAAP based measures with most directly comparable U.S. GAAP based measures

|   | Q1FY26         | Q2FY26         | Q3FY26         | Q4FY26         | FY26           | Q1FY27         |
|---|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Reconciliation from GAAP Net Income to Adjusted Net Income and Adjusted Earnings per Share</b>                 |                |                |                |                |                |                |
| GAAP net income   | \$ 1.9         | \$ 13.3        | \$ 13.7        | \$ 24.3        | \$ 53.2        | \$ 8.5         |
| Total Non-GAAP adjustments (Three months ended, after-tax)  | 8.9            | 10.9           | 13.5           | 8.5            | 41.8           | 16.9           |
| <b>Adjusted Net Income</b>  | <b>\$ 10.8</b> | <b>\$ 24.2</b> | <b>\$ 27.2</b> | <b>\$ 32.8</b> | <b>\$ 95.0</b> | <b>\$ 25.4</b> |
| <b>Adjusted Earnings per Share</b>  |                |                |                |                |                |                |
| Adjusted basic earnings per share   | <b>\$ 0.02</b> | <b>\$ 0.04</b> | <b>\$ 0.05</b> | <b>\$ 0.06</b> | <b>\$ 0.16</b> | <b>\$ 0.04</b> |
| Adjusted diluted earnings per share   | <b>\$ 0.02</b> | <b>\$ 0.04</b> | <b>\$ 0.04</b> | <b>\$ 0.05</b> | <b>\$ 0.16</b> | <b>\$ 0.04</b> |
| <b>Weighted-average number of common shares outstanding for adjusted earnings per share reconciliation (000s)</b> |                |                |                |                |                |                |
| Basic   | 596,300        | 592,938        | 590,892        | 588,783        | 592,251        | 586,741        |
| Diluted   | 600,831        | 648,915        | 647,849        | 643,613        | 649,131        | 644,739        |

Adjusted Income before Income Tax, Adjusted Net Income, Adjusted Gross Margin, Adjusted Gross Margin percentage, Total Segment Adjusted Gross Margin, Adjusted Operating Income, Adjusted EBITDA, Secure Communications Segment Adjusted EBITDA, QNX Segment Adjusted EBITDA, Licensing Segment Adjusted EBITDA, Adjusted Operating Expenses, Segment Adjusted EBITDA, Adjusted Earnings Per Share, Adjusted Research and Development Expense, Adjusted Sales and Marketing Expense, Adjusted General and Administrative Expense, Adjusted Amortization Expense, and Free Cash Flow (usage) do not have standardized meanings prescribed by GAAP and thus are not comparable to similarly titled measures presented by other issuer.

The Company believes that the presentation of these non-GAAP measures and non-GAAP ratios 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.

Key metrics such as Annual Recurring Revenue ("ARR"), Dollar-Based Net Retention Rate ("DBNRR") and QNX Royalty Backlog do not have standardized meanings 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.