BlackBerry Investor Relations Supplemental

GAAP income statement (Three Months Ended)	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
QNX	$ 57.5	$ 63.1	$ 68.7	$ 78.7	$ 268.0	$ 72.3	$ 80.3
Secure Communications	59.5	59.9	67.0	72.5	258.9	73.6	60.9
Software and Services	117.0	123.0	135.7	151.2	526.9	145.9	141.2
Licensing	4.7	6.6	6.1	4.8	22.2	7.0	22.1
Revenue	**$ 121.7**	**$ 129.6**	**$ 141.8**	**$ 156.0**	**$ 549.1**	**$ 152.9**	**$ 163.3**
Cost of sales	31.4	33.0	31.9	34.6	130.9	33.2	36.2
Gross margin	**$ 90.3**	**$ 96.6**	**$ 109.9**	**$ 121.4**	**$ 418.2**	**$ 119.7**	**$ 127.1**
Operating expenses							
Research and development	25.0	25.6	29.6	33.4	113.6	33.0	33.2
Sales and marketing	28.7	24.4	29.3	31.6	114.0	29.5	25.3
General and administrative	30.5	31.5	36.1	30.7	128.8	39.3	31.8
Amortization	4.0	3.1	2.4	1.9	11.4	2.5	2.5
Impairment of long-lived assets	0.1	0.5	0.6	0.9	2.1	0.1	0.7
Total operating expenses	88.3	85.1	98.0	98.5	369.9	104.4	93.5
Operating income	**$ 2.0**	**$ 11.5**	**$ 11.9**	**$ 22.9**	**$ 48.3**	**$ 15.3**	**$ 33.6**
Investment income, net	2.9	1.9	2.9	3.0	10.7	1.1	1.6
Income before income tax	4.9	13.4	14.8	25.9	59.0	16.4	35.2
Provision for income taxes	3.0	0.1	1.1	1.6	5.8	7.9	1.3
Net income	**$ 1.9**	**$ 13.3**	**$ 13.7**	**$ 24.3**	**$ 53.2**	**$ 8.5**	**$ 33.9**
Earnings per share							
Basic	**$ 0.00**	**$ 0.02**	**$ 0.02**	**$ 0.04**	**$ 0.09**	**$ 0.01**	**$ 0.06**
Diluted	**$ 0.00**	**$ 0.02**	**$ 0.02**	**$ 0.04**	**$ 0.09**	**$ 0.01**	**$ 0.05**
Weighted-average number of common shares outstanding (000s)							
Basic	596,300	592,938	590,892	588,783	592,251	586,741	586,627
Diluted	600,831	597,369	596,303	643,613	597,585	593,193	649,655

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Segment Adjusted Gross Margin and Adjusted EBITDA (Three Months Ended)	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
QNX							
Segment revenue	$ 57.5	$ 63.1	$ 68.7	$ 78.7	$ 268.0	$ 72.3	$ 80.3
Segment cost of sales	11.2	10.7	11.3	12.2	45.4	10.4	10.6
Segment adjusted gross margin	$ 46.3	$ 52.4	$ 57.4	$ 66.5	$ 222.6	$ 61.9	$ 69.7
Segment adjusted gross margin %	*81%*	*83%*	*84%*	*84%*	*83%*	*86%*	*87%*
Segment research and development	12.3	13.0	16.8	19.6	61.7	18.9	19.6
Segment sales and marketing	13.2	10.7	15.3	17.0	56.2	15.6	12.4
Segment general and administrative	8.1	8.2	9.0	8.5	33.8	8.1	8.7
Less amortization included in segment cost of sales	-	-	0.1	-	0.1	-	-
QNX segment adjusted EBITDA	$ 12.7	$ 20.5	$ 16.4	$ 21.4	$ 71.0	$ 19.3	$ 29.0
Secure Communications							
Segment revenue	$ 59.5	$ 59.9	$ 67.0	$ 72.5	$ 258.9	$ 73.6	$ 60.9
Segment cost of sales	18.1	20.2	18.6	20.3	77.2	20.8	23.5
Segment adjusted gross margin	$ 41.4	$ 39.7	$ 48.4	$ 52.2	$ 181.7	$ 52.8	$ 37.4
Segment adjusted gross margin %	*70%*	*66%*	*72%*	*72%*	*70%*	*72%*	*61%*
Segment research and development	11.2	11.0	11.3	12.3	45.8	12.6	11.8
Segment sales and marketing	13.6	12.1	12.4	12.9	51.0	12.3	11.1
Segment general and administrative	7.1	6.9	7.5	7.5	29.0	7.8	6.6
Less amortization included in segment cost of sales	0.1	-	0.1	-	0.2	0.1	0.1
Secure Communications segment adjusted EBITDA	$ 9.6	$ 9.7	$ 17.3	$ 19.5	$ 56.1	$ 20.2	$ 8.0
Licensing							
Segment revenue	$ 4.7	$ 6.6	$ 6.1	$ 4.8	$ 22.2	$ 7.0	$ 22.1
Segment cost of sales	1.6	1.5	1.5	1.5	6.1	1.5	1.5
Segment adjusted gross margin	$ 3.1	$ 5.1	$ 4.6	$ 3.3	$ 16.1	$ 5.5	$ 20.6
Segment adjusted gross margin %	*66%*	*77%*	*75%*	*69%*	*73%*	*79%*	*93%*
Segment general and administrative	0.9	0.9	0.9	(1.5)	1.2	0.8	2.1
Less amortization included in segment cost of sales	1.6	1.4	1.6	1.5	6.1	1.5	1.5
Licensing segment adjusted EBITDA	$ 3.8	$ 5.6	$ 5.3	$ 6.3	$ 21.0	$ 6.2	$ 20.0
Total segment adjusted gross margin	**90.8**	**97.2**	**110.4**	**122.0**	**420.4**	**120.2**	**127.7**
Adjustment to cost of sales	(0.5)	(0.6)	(0.5)	(0.6)	(2.2)	(0.5)	(0.6)
Total gross margin	**$ 90.3**	**$ 96.6**	**$ 109.9**	**$ 121.4**	**$ 418.2**	**$ 119.7**	**$ 127.1**

Key Metrics (Three Months Ended)	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
Secure Communications Annual Recurring Revenue	$ 209	$ 213	$ 216	$ 218		$ 220	$ 221
Secure Communications Dollar-Based Net Retention Rate	92%	93%	92%	94%		92%	91%
QNX Royalty Backlog				$ 950			

	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
Net cash provided by (used in) operating activities	$ (18.0)	$ 3.4	$ 17.9	$ 45.6	$ 50.3	$ 4.6	$ 29.3
Acquisition of property, plant and equipment	(0.9)	(0.8)	(0.9)	(1.2)	(3.8)	(2.9)	(1.2)
Free cash flow (usage)	$ (18.9)	$ 2.6	$ 17.0	$ 44.4	$ 46.5	$ 1.7	$ 28.1

Non-GAAP income statement (Three Months Ended)	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
QNX	$ 57.5	$ 63.1	$ 68.7	$ 78.7	$ 268.0	$ 72.3	$ 80.3
Secure Communications	59.5	59.9	67.0	72.5	258.9	73.6	60.9
Software and Services	117.0	123.0	135.7	151.2	526.9	145.9	141.2
Licensing	4.7	6.6	6.1	4.8	22.2	7.0	22.1
Revenue	**$ 121.7**	**$ 129.6**	**$ 141.8**	**$ 156.0**	**$ 549.1**	**$ 152.9**	**$ 163.3**
Cost of sales	30.9	32.4	31.4	34.0	128.7	32.7	35.6
Adjusted gross margin	**$ 90.8**	**$ 97.2**	**$ 110.4**	**$ 122.0**	**$ 420.4**	**$ 120.2**	**$ 127.7**
Operating expenses							
Research and development	23.7	24.2	28.2	32.1	108.2	31.5	31.6
Sales and marketing	27.3	23.1	28.1	30.4	108.9	28.4	23.9
General and administrative	26.6	25.5	26.6	26.2	104.9	25.6	26.8
Amortization	2.3	2.0	2.1	1.9	8.3	2.5	2.5
Total adjusted operating expenses	79.9	74.8	85.0	90.6	330.3	88.0	84.8
Adjusted operating income	**$ 10.9**	**$ 22.4**	**$ 25.4**	**$ 31.4**	**$ 90.1**	**$ 32.2**	**$ 42.9**
Investment income, net	2.9	1.9	2.9	3.0	10.7	1.1	1.6
Adjusted income before income tax	$ 13.8	$ 24.3	$ 28.3	$ 34.4	$ 100.8	$ 33.3	$ 44.5
Provision for income taxes	3.0	0.1	1.1	1.6	5.8	7.9	1.3
Adjusted net income	**$ 10.8**	**$ 24.2**	**$ 27.2**	**$ 32.8**	**$ 95.0**	**$ 25.4**	**$ 43.2**

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

Non-GAAP adjustments (Three Months Ended)	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
Restructuring charges	$ 2.9	$ 3.4	$ 6.1	$ 3.3	$ 15.7	$ 0.3	$ 2.7
Stock compensation expense	5.7	5.9	6.1	5.5	23.2	6.5	7.5
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	0.7
Deferred share units revaluation adjustment	(1.5)	-	0.4	(1.2)	(2.3)	10.0	(1.6)
Non-GAAP adjustments	**$ 8.9**	**$ 10.9**	**$ 13.5**	**$ 8.5**	**$ 41.8**	**$ 16.9**	**$ 9.3**

Adjusted gross margin	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
GAAP revenue	$ 121.7	$ 129.6	$ 141.8	$ 156.0	$ 549.1	$ 152.9	$ 163.3
Total cost of sales	31.4	33.0	31.9	34.6	130.9	33.2	36.2
Non-GAAP adjustments to cost of sales	(0.5)	(0.6)	(0.5)	(0.6)	(2.2)	(0.5)	(0.6)
Adjusted gross margin	**$ 90.8**	**$ 97.2**	**$ 110.4**	**$ 122.0**	**$ 420.4**	**$ 120.2**	**$ 127.7**
Adjusted gross margin %	**75%**	**75%**	**78%**	**78%**	**77%**	**79%**	**78%**

Research and development	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
GAAP research and development expense	$ 25.0	$ 25.6	$ 29.6	$ 33.4	$ 113.6	$ 33.0	$ 33.2
Stock compensation expense	1.3	1.4	1.4	1.3	5.4	1.5	1.6
Adjusted research and development expense	**$ 23.7**	**$ 24.2**	**$ 28.2**	**$ 32.1**	**$ 108.2**	**$ 31.5**	**$ 31.6**

Sales and marketing	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
GAAP sales and marketing	$ 28.7	$ 24.4	$ 29.3	$ 31.6	$ 114.0	$ 29.5	$ 25.3
Stock compensation expense	1.4	1.3	1.2	1.2	5.1	1.1	1.4
Adjusted sales and marketing expense	**$ 27.3**	**$ 23.1**	**$ 28.1**	**$ 30.4**	**$ 108.9**	**$ 28.4**	**$ 23.9**

General and administrative	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
GAAP general and administrative expense	$ 30.5	$ 31.5	$ 36.1	$ 30.7	$ 128.8	$ 39.3	$ 31.8
Restructuring charges	2.9	3.4	6.1	3.3	15.7	0.3	2.7
Stock compensation expense	2.5	2.6	3.0	2.4	10.5	3.4	3.9
Deferred share units revaluation adjustment	(1.5)	-	0.4	(1.2)	(2.3)	10.0	(1.6)
Adjusted general and administrative expense	**$ 26.6**	**$ 25.5**	**$ 26.6**	**$ 26.2**	**$ 104.9**	**$ 25.6**	**$ 26.8**

Amortization	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
GAAP amortization expense	$ 4.0	$ 3.1	$ 2.4	$ 1.9	$ 11.4	$ 2.5	$ 2.5
Acquired intangibles amortization	1.7	1.1	0.3	-	3.1	-	-
Adjusted amortization expense	**$ 2.3**	**$ 2.0**	**$ 2.1**	**$ 1.9**	**$ 8.3**	**$ 2.5**	**$ 2.5**

Adjusted EBITDA	**Q1FY26**	**Q2FY26**	**Q3FY26**	**Q4FY26**	**FY26**	**Q1FY27**	**Q2FY27**
GAAP operating income	$ 2.0	$ 11.5	$ 11.9	$ 22.9	$ 48.3	$ 15.3	$ 33.6
Non-GAAP adjustments	8.9	10.9	13.5	8.5	41.8	16.9	9.3
Adjusted operating income	$ 10.9	$ 22.4	$ 25.4	$ 31.4	$ 90.1	$ 32.2	$ 42.9
Amortization	5.7	4.6	4.0	3.5	17.8	4.1	4.1
Acquired intangibles amortization	(1.7)	(1.1)	(0.3)	-	(3.1)	-	-
Adjusted EBITDA	**$ 14.9**	**$ 25.9**	**$ 29.1**	**$ 34.9**	**$ 104.8**	**$ 36.3**	**$ 47.0**

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

Reconciliation from GAAP net income to adjusted net income and Adjusted Earnings per Share	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27	Q2FY27
GAAP net income	$ 1.9	$ 13.3	$ 13.7	$ 24.3	$ 53.2	$ 8.5	$ 33.9
Total non-GAAP adjustments (Three months ended, after-tax)	8.9	10.9	13.5	8.5	41.8	16.9	9.3
Adjusted net income	**$ 10.8**	**$ 24.2**	**$ 27.2**	**$ 32.8**	**$ 95.0**	**$ 25.4**	**$ 43.2**
Adjusted earnings per share							
Adjusted basic earnings per share	**$ 0.02**	**$ 0.04**	**$ 0.05**	**$ 0.06**	**$ 0.16**	**$ 0.04**	**$ 0.07**
Adjusted diluted earnings per share	**$ 0.02**	**$ 0.04**	**$ 0.04**	**$ 0.05**	**$ 0.16**	**$ 0.04**	**$ 0.07**
Weighted-average number of common shares outstanding for adjusted earnings per share reconciliation (000s)							
Basic	596,300	592,938	590,892	588,783	592,251	586,741	586,627
Diluted	600,831	648,915	647,849	643,613	649,131	644,739	649,655

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.