

BlackBerry Investor Relations Income Statement Summary

GAAP Income Statement (Three Months Ended)	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14	FY14	Q1 FY15	Q2 FY15	Q3 FY15
Hardware	\$ 2,181	\$ 770	\$ 476	\$ 358	\$ 3,785	\$ 379	\$ 417	\$ 361
Service	794	724	632	548	2,698	519	424	368
Software	60	63	56	56	235	54	59	54
Other	36	16	29	14	95	14	16	10
Revenue	3,071	1,573	1,193	976	6,813	966	916	793
Cost of sales								
Cost of sales	2,029	1,013	865	551	4,458	494	484	376
Inventory write-down	—	627	1,081	(93)	1,615	21	7	7
Supply commitment charges	—	307	511	(35)	783	—	—	—
Total cost of sales	2,029	1,947	2,457	423	6,856	515	491	383
Gross margin	1,042	(374)	(1,264)	553	(43)	451	425	410
Operating expenses								
Research and development	358	360	322	246	1,286	237	186	154
Selling, marketing and administration	673	527	548	355	2,103	400	195	171
Amortization	180	171	148	107	606	81	75	74
Impairment of long-lived assets	—	—	2,748	—	2,748	—	—	—
Debentures fair value adjustment	—	—	(5)	382	377	(287)	167	150
Total operating expenses	1,211	1,058	3,761	1,090	7,120	431	623	549
Operating income (loss)	(169)	(1,432)	(5,025)	(537)	(7,163)	20	(198)	(139)
Investment income (loss), net	5	(6)	—	(20)	(21)	(26)	(20)	(21)
Loss from continuing operations before income taxes	(164)	(1,438)	(5,025)	(557)	(7,184)	(6)	(218)	(160)
Recovery of income taxes	(80)	(473)	(624)	(134)	(1,311)	(29)	(11)	(12)
Net income (loss)	\$ (84)	\$ (965)	\$ (4,401)	\$ (423)	\$ (5,873)	\$ 23	\$ (207)	\$ (148)
Earnings (loss) per share								
Basic earnings (loss) per share	\$ (0.16)	\$ (1.84)	\$ (8.37)	\$ (0.80)	\$ (11.18)	\$ 0.04	\$ (0.39)	\$ (0.28)
Diluted earnings (loss) per share	\$ (0.16)	\$ (1.84)	\$ (8.37)	\$ (0.80)	\$ (11.18)	\$ (0.37)	\$ (0.39)	\$ (0.28)
Weighted-average number of common shares outstanding (000's)								
Basic	524,160	524,481	525,656	526,374	525,168	526,742	527,218	528,090
Diluted	524,160	524,481	525,656	526,374	525,168	658,228	527,218	528,090
Non-GAAP Adjustments (Three Months Ended, Pre-Tax)	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14	FY14	Q1 FY15	Q2 FY15	Q3 FY15
Debentures Fair Value Adjustment	\$ —	\$ —	\$ —	\$ 382	\$ 382	\$ (287)	\$ 167	\$ 150
CORE Program Charges & Strategic Review	26	72	266	148	512	226	33	5
Inventory Charge (Recovery)	—	934	1,592	(149)	2,377	—	—	—
LLA Impairment Charge	—	—	2,748	—	2,748	—	—	—
Total Non-GAAP Adjustments (Three Months Ended, Pre-Tax)	\$ 26	\$ 1,006	\$ 4,606	\$ 381	\$ 6,019	\$ (61)	\$ 200	\$ 155
Non-GAAP Adjustments (Three Months Ended, After-Tax)	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14	FY14	Q1 FY15	Q2 FY15	Q3 FY15
Debentures Fair Value Adjustment	\$ —	\$ —	\$ —	\$ 382	\$ 382	\$ (287)	\$ 167	\$ 150
CORE Program Charges & Strategic Review	17	51	225	105	398	204	29	4
Inventory Charge (Recovery)	—	666	1,347	(106)	1,907	—	—	—
LLA Impairment Charge	—	—	2,475	—	2,475	—	—	—
Total Non-GAAP Adjustments (Three Months Ended, After-Tax)	\$ 17	\$ 717	\$ 4,047	\$ 381	\$ 5,162	\$ (83)	\$ 196	\$ 154
Reconciliation from GAAP Net Income (Loss) to Non-GAAP Income (Loss) and Non-GAAP Income (Loss) per Share	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14	FY14	Q1 FY15	Q2 FY15	Q3 FY15
GAAP Net Income (Loss)	\$ (84)	\$ (965)	\$ (4,401)	\$ (423)	\$ (5,873)	\$ 23	\$ (207)	\$ (148)
Total Non-GAAP adjustments (three months ended, after-tax)	17	717	4,047	381	5,162	(83)	196	154
Non-GAAP Net Income (Loss)	\$ (67)	\$ (248)	\$ (354)	\$ (42)	\$ (711)	\$ (60)	\$ (11)	\$ 6
Non-GAAP Income (loss) per Share	\$ (0.13)	\$ (0.47)	\$ (0.67)	\$ (0.08)	\$ (1.35)	\$ (0.11)	\$ (0.02)	\$ 0.01
Shares outstanding for Non-GAAP Income (loss) per share reconciliation	524,160	524,481	525,656	526,374	525,168	526,742	527,218	540,400

Non-GAAP income (loss) before income taxes, non-GAAP net income (loss) and non-GAAP income (loss) per share do not have a standardized meaning prescribed by GAAP and thus are not comparable to similarly titled measures presented by other issuers. The Company believes that the presentation of these non-GAAP measures 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.

BlackBerry Investor Relations Pre-Tax CORE Charge Details

	<u>Q1 FY14</u>	<u>Q2 FY14</u>	<u>Q3 FY14</u>	<u>Q4 FY14</u>	<u>FY14</u>	<u>Q1 FY15</u>	<u>Q2 FY15</u>	<u>Q3 FY15</u>
Cost of sales	\$ —	\$ 10	\$ 76	\$ 17	\$ 103	\$ 12	\$ 10	\$ —
Research and development	10	8	37	21	76	41	19	4
Selling, marketing and administration	16	54	153	110	333	173	4	1
Total CORE Charges	<u>\$ 26</u>	<u>\$ 72</u>	<u>\$ 266</u>	<u>\$ 148</u>	<u>\$ 512</u>	<u>\$ 226</u>	<u>\$ 33</u>	<u>\$ 5</u>

BlackBerry Investor Relations Amortization of Intangibles and Property, Plant and Equipment Details

	<u>Q1 FY14</u>	<u>Q2 FY14</u>	<u>Q3 FY14</u>	<u>Q4 FY14</u>	<u>FY14</u>	<u>Q1 FY15</u>	<u>Q2 FY15</u>	<u>Q3 FY15</u>
In cost of sales								
Property, plant and equipment	\$ 68	\$ 66	\$ 61	\$ 16	\$ 211	\$ 27	\$ 16	\$ 14
Intangible assets	151	120	102	80	453	83	80	82
Total in cost of sales	<u>219</u>	<u>186</u>	<u>163</u>	<u>96</u>	<u>664</u>	<u>110</u>	<u>96</u>	<u>96</u>
In operating expenses amortization								
Property, plant and equipment	102	98	70	51	321	33	28	27
Intangible assets	78	73	78	56	285	48	47	47
Total in operating expenses amortization	<u>180</u>	<u>171</u>	<u>148</u>	<u>107</u>	<u>606</u>	<u>81</u>	<u>75</u>	<u>74</u>
Total amortization								
Property, plant and equipment	170	164	131	67	532	60	44	41
Intangible assets	229	193	180	136	738	131	127	129
Total amortization	<u>\$ 399</u>	<u>\$ 357</u>	<u>\$ 311</u>	<u>\$ 203</u>	<u>\$ 1,270</u>	<u>\$ 191</u>	<u>\$ 171</u>	<u>\$ 170</u>

The information above is supplied to provide meaningful supplemental information regarding the Company's operating results because such information excludes amounts that are not necessarily related to its operating results. The Company believes that the presentation of these non-GAAP measures 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.