



BlackBerry Investor Relations Income Statement Summary

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	FY17	Q1 FY18	Q2 FY18	Q3 FY18
Enterprise software and services	\$ 82	\$ 84	\$ 87	\$ 91	\$ 344	\$ 92	\$ 91	\$ 97
BlackBerry Technology Solutions	35	38	43	35	151	36	38	43
Licensing, IP & other	25	16	30	56	127	32	56	50
Software and services	142	138	160	182	622	160	185	190
Handheld devices	152	105	62	55	374	37	16	9
Service access fees	106	91	67	49	313	38	37	27
Revenue	400	334	289	286	1,309	235	238	226
Cost of sales								
Cost of sales	200	139	94	110	542	85	63	58
Inventory write-down	46	97	2	4	150	—	—	—
Total cost of sales	246	236	96	114	692	85	63	58
Gross margin	154	98	193	172	617	150	175	168
Operating expenses								
Research and development	89	85	75	57	306	61	60	60
Selling, marketing and administration	129	138	141	144	553	109	110	118
Amortization	54	44	43	45	186	40	39	37
Impairment of goodwill	57	—	—	—	57	—	—	—
Impairment of long-lived assets	501	—	—	—	501	—	11	—
Loss on sale, disposal and abandonment of long-lived assets	3	124	46	(1)	171	1	3	2
Debentures fair value adjustment	(24)	62	2	(16)	24	218	(70)	77
Arbitration awards (charges)	—	—	—	—	—	(815)	—	132
Total operating expenses	809	453	307	229	1,798	(386)	153	426
Operating income (loss)	(655)	(355)	(114)	(57)	(1,181)	536	22	(258)
Investment income (loss), net	(15)	(16)	(4)	8	(27)	136	1	(17)
Income (loss) before income taxes	(670)	(371)	(118)	(49)	(1,208)	672	23	(275)
Provision for (recovery of) income taxes	—	1	(1)	(2)	(2)	1	4	—
Net income (loss)	\$ (670)	\$ (372)	\$ (117)	\$ (47)	\$ (1,206)	\$ 671	\$ 19	\$ (275)
Earnings (loss) per share								
Basic earnings (loss) per share	\$ (1.28)	\$ (0.71)	\$ (0.22)	\$ (0.09)	\$ (2.30)	\$ 1.26	\$ 0.04	\$ (0.52)
Diluted earnings (loss) per share	\$ (1.28)	\$ (0.71)	\$ (0.22)	\$ (0.10)	\$ (2.30)	\$ 1.23	\$ (0.07)	\$ (0.52)
Weighted-average number of common shares outstanding (000's)								
Basic	521,905	522,826	526,102	530,352	525,265	531,096	531,381	532,496
Diluted	521,905	522,826	526,102	590,852	525,265	544,077	606,645	532,496
Non-GAAP Adjustments (Pre-Tax)								
LLA impairment charge	\$ 501	\$ —	\$ —	\$ —	\$ 501	\$ —	\$ 11	\$ —
Patent abandonments	2	—	1	1	4	1	2	—
Goodwill impairment charge	57	—	—	—	57	—	—	—
Inventory write-down	41	96	—	4	141	—	—	—
Debentures fair value adjustment	(24)	62	2	(16)	24	218	(70)	77
Write-down of assets held for sale	—	123	42	—	165	—	—	—
RAP charges	23	24	23	24	95	16	16	20
CORE program recoveries	(2)	(2)	(2)	—	(7)	—	—	—
Software deferred revenue acquired	24	18	12	11	65	9	11	9
Stock compensation expense	12	18	15	15	60	13	12	12
Acquired intangibles amortization	28	28	28	28	112	25	24	23
Business acquisition and integration	7	4	5	3	19	11	1	1
Arbitration charges (awards)	—	—	—	—	—	(954)	—	149
Total Non-GAAP Adjustments (Pre-Tax)	\$ 669	\$ 371	\$ 126	\$ 70	\$ 1,236	\$ (661)	\$ 7	\$ 291
Non-GAAP Gross Profit								
GAAP revenue	\$ 400	\$ 334	\$ 289	\$ 286	\$ 1,309	\$ 235	\$ 238	\$ 226
Software deferred revenue acquired	24	18	12	11	65	9	11	9
Non-GAAP revenue	424	352	301	297	1,374	244	249	235
Total cost of sales	(246)	(236)	(96)	(114)	(692)	(85)	(63)	(58)
Non-GAAP adjustments to cost of sales	48	103	5	11	167	4	4	3
Non-GAAP Gross Profit	\$ 226	\$ 219	\$ 210	\$ 194	\$ 849	\$ 163	\$ 190	\$ 180
Adjusted EBITDA								
GAAP operating income (loss)	\$ (655)	\$ (355)	\$ (114)	\$ (57)	\$ (1,181)	\$ 536	\$ 22	\$ (258)
Non-GAAP adjustments to operating income (loss)	669	371	126	70	1,236	(522)	7	274
Non-GAAP operating income	14	16	12	13	55	14	29	16
Amortization	72	57	53	57	239	51	45	42
Acquired intangibles amortization	(28)	(28)	(28)	(28)	(112)	(25)	(24)	(23)
Adjusted EBITDA	\$ 58	\$ 45	\$ 37	\$ 42	\$ 182	\$ 40	\$ 50	\$ 35
Reconciliation from GAAP Net Income (Loss) to Non-GAAP Net Loss and Non-GAAP Loss per Share								
GAAP net income (loss)	\$ (670)	\$ (372)	\$ (117)	\$ (47)	\$ (1,206)	\$ 671	\$ 19	\$ (275)
Total Non-GAAP adjustments (three months ended, after-tax)	669	371	126	70	1,236	(661)	7	291
Non-GAAP Net Income (Loss)	\$ (1)	\$ (1)	\$ 9	\$ 23	\$ 30	\$ 10	\$ 26	\$ 16
Non-GAAP Income (Loss) per Share	\$ 0.00	\$ 0.00	\$ 0.02	\$ 0.04	\$ 0.06	\$ 0.02	\$ 0.05	\$ 0.03
Shares outstanding for Non-GAAP Income per share reconciliation	521,905	522,826	526,102	530,352	525,265	531,096	531,381	532,496

Non-GAAP revenue, non-GAAP income (loss) before income taxes, non-GAAP net income (loss), non-GAAP gross profit, adjusted EBITDA and non-GAAP earnings (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 Recovery Details

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	FY17	Q1 FY18	Q2 FY18	Q3 FY18
Selling, marketing and administration	\$ (2)	\$ (2)	\$ (2)	\$ —	\$ (7)	\$ —	\$ —	\$ —
Total CORE recoveries	\$ (2)	\$ (2)	\$ (2)	\$ —	\$ (7)	\$ —	\$ —	\$ —

BlackBerry Investor Relations Pre-Tax RAP Charge Details

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	FY17	Q1 FY18	Q2 FY18	Q3 FY18
Cost of sales	\$ 7	\$ 7	\$ 5	\$ 6	\$ 25	\$ 3	\$ 3	\$ 2
Research and development	2	—	(1)	3	4	3	1	1
Selling, marketing and administration	14	17	19	15	66	10	12	17
Total RAP charges	\$ 23	\$ 24	\$ 23	\$ 24	\$ 95	\$ 16	\$ 16	\$ 20

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

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	FY17	Q1 FY18	Q2 FY18	Q3 FY18
In cost of sales								
Property, plant and equipment	\$ 12	\$ 12	\$ 10	\$ 9	\$ 43	\$ 7	\$ 4	\$ 5
Intangible assets	6	1	—	3	10	4	2	—
Total in cost of sales	18	13	10	12	53	11	6	5
In operating expenses amortization								
Property, plant and equipment	12	8	6	7	33	5	5	3
Intangible assets	42	36	37	38	153	35	34	34
Total in operating expenses amortization	54	44	43	45	186	40	39	37
Total amortization								
Property, plant and equipment	24	20	16	16	76	12	9	8
Intangible assets	48	37	37	41	163	39	36	34
Total amortization	\$ 72	\$ 57	\$ 53	\$ 57	\$ 239	\$ 51	\$ 45	\$ 42

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.