Blend Labs, Inc.

Q4 & Full Year 2024 Earnings
Supplemental Slides

February 27, 2025

Forward-Looking Statements and Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which statements involve substantial risks and uncertainties. Forward-looking statements generally relate to future events or Blend's future financial or operating performance. In some cases, you can identify forward looking statements because they contain words such as "may," "might," "will," "should," "expect," "plan," "anticipate," "could," "would," "intend," "target," "project," "contemplate," "believe," "estimate," "predict," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern Blend's expectations, strategy, priorities, plans or intentions. Forward-looking statements in this presentation include, but are not limited to, statements regarding Blend's financial condition and operating performance, including its outlook, market size and growth opportunities, capital expenditures,and plans for future operations, Blend's opportunity to increase market share and penetration in its existing customers, projections for mortgage loan origination volumes, other macroeconomic and industry conditions, Blend's ability to create long-term value for its customers, Blend's expectations for revenue growth, and Blend's expectations regarding its share repurchase program. If any of the risks or uncertainties related to the forward-looking statements develop or if any of the assumptions related to the forward-looking statements prove incorrect, actual results could differ materially from those projected, expressed, or implied by our forward-looking statements. The forward-looking statements contained in this presentation are also subject to other risks and uncertainties, including those more fully described in Blend's filings with the Securities and Exchange Commission, including its Quarterly Report on Form 10-Q for the quarter ended September 30, 2024 and its Annual Report on Form 10-K for the year ended December 31, 2024 that will be filed following this presentation. All forward-looking statements in this presentation are based on information available to Blend and assumptions and beliefs as of the date hereof, and Blend disclaims any obligation to update any forward-looking statements, except as required by law.

In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes certain non-GAAP financial measures, including non-GAAP gross profit, non-GAAP gross margin, non-GAAP software platform gross margin, non-GAAP Blend Platform segment gross margin, non-GAAP operating expenses, non-GAAP income (loss) from operations, non-GAAP operating margin, non-GAAP net income (loss) per share, and non-GAAP net income (loss). These non-GAAP financial measures adjust the related GAAP financial measures to exclude non-cash stock-based compensation, compensation realignment costs, restructuring costs, foreign currency gains and losses, and non-recurring transaction-related costs. In addition, our non-GAAP financial measures include measures related to our liquidity, such as free cash flow, unlevered free cash flow and free cash flow margin. Free cash flow is defined as net cash flow from operating activities less cash spent on additions to property, equipment, internal-use software and intangible assets. Unlevered free cash flow is defined as free cash flow plus cash paid for interest on our outstanding debt. Free cash flow margin is defined as free cash flow divided by total revenue. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. Blend's management uses these non-GAAP financial measures internally in analyzing its financial results and believes they are useful to investors, as a supplement to the corresponding GAAP financial measures, in evaluating Blend's ongoing operational performance and trends, in allowing for greater transparency with respect to measures used by Blend's management in their financial and operational decision making, and in comparing Blend's results of operations with other companies in the same industry, many of which present similar non-GAAP financial measures to help investors understand the operational performance of their businesses. However, it is important to note that the particular items excluded from, or included in, these non-GAAP financial measures may differ from the items excluded from, or included in, similar non-GAAP financial measures used by other companies in the same industry. In addition, other companies may utilize metrics that are not similar to Blend's.

The non-GAAP financial information is presented for supplemental informational purposes only and is not intended to be considered in isolation or as a substitute for, or superior to, financial information prepared and presented in accordance with GAAP. There are material limitations associated with the use of non-GAAP financial measures since they exclude significant expenses and income that are required by GAAP to be recorded in Blend's financial statements. Please see the reconciliation tables at the end of this presentation for the reconciliation of GAAP and non-GAAP results. Management encourages investors and others to review Blend's financial information in its entirety and not rely on a single financial measure.

This presentation contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on Blend's internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to such information. Blend has not independently verified the accuracy or completeness of the information contained in the industry publications and other publicly available information. Accordingly, Blend makes no representations as to the accuracy or completeness of that information nor does Blend undertake to update such information after the date of this presentation.

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Fourth Quarter 2024 Highlights

01

Continued expansion of Non-GAAP Net Operating Income to $5.2 million with a margin of 13% driven by the continued simplification of our business

02

Revenue of $41.4 million exceeding the midpoint of our guidance and continuing our year-over-year growth amid continued challenging economic conditions

03

Grew Consumer Banking Suite revenue by 48% year-over-year

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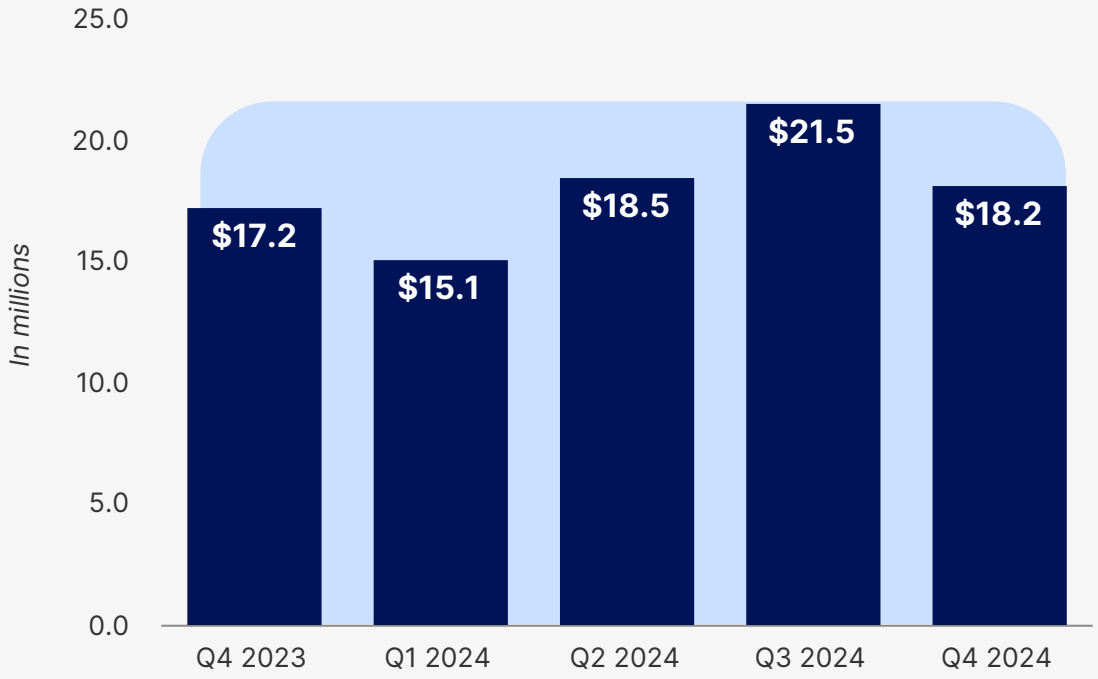
Consumer Banking Suite revenue reaches 48% year-over-year growth

Consumer Banking Suite* Revenue



*See Note 2 included in Appendix

Mortgage Suite* Revenue

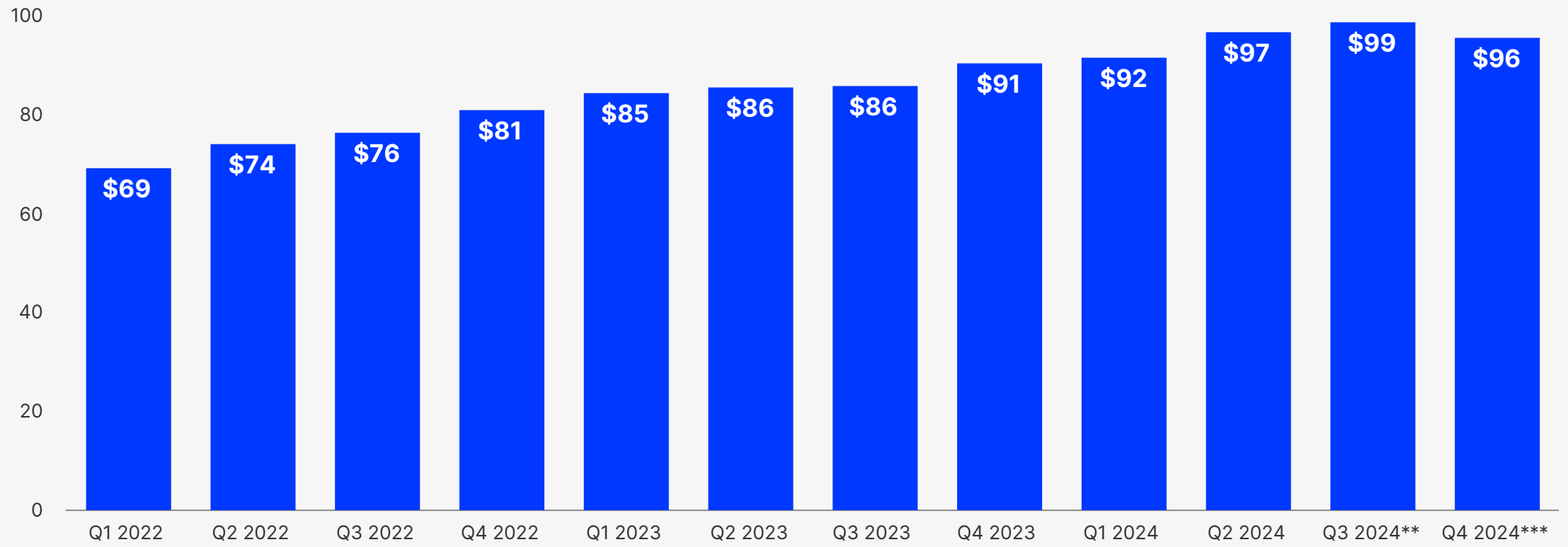


*See Note 3 included in Appendix

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Mortgage Suite economic value per funded loan*

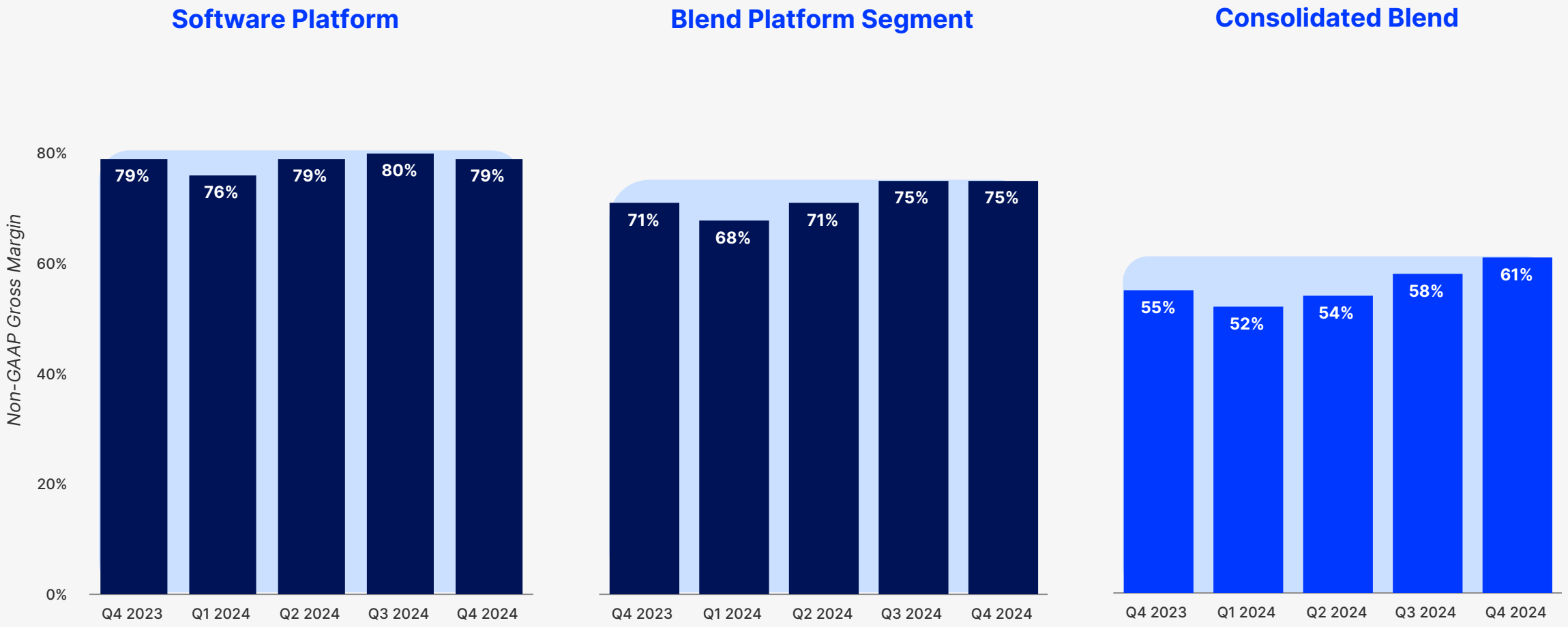
Focusing on the efficiency of the business with high margin add-on products and ecosystem partnerships



** See Note 4 included in Appendix*
***Homeowners insurance business sale and partnership with Covered Insurance Solutions occurred on 9/30/24, which reduced economic value per funded loan in Q4 2024*
****Includes estimated transactions from funded loan reports not yet received*

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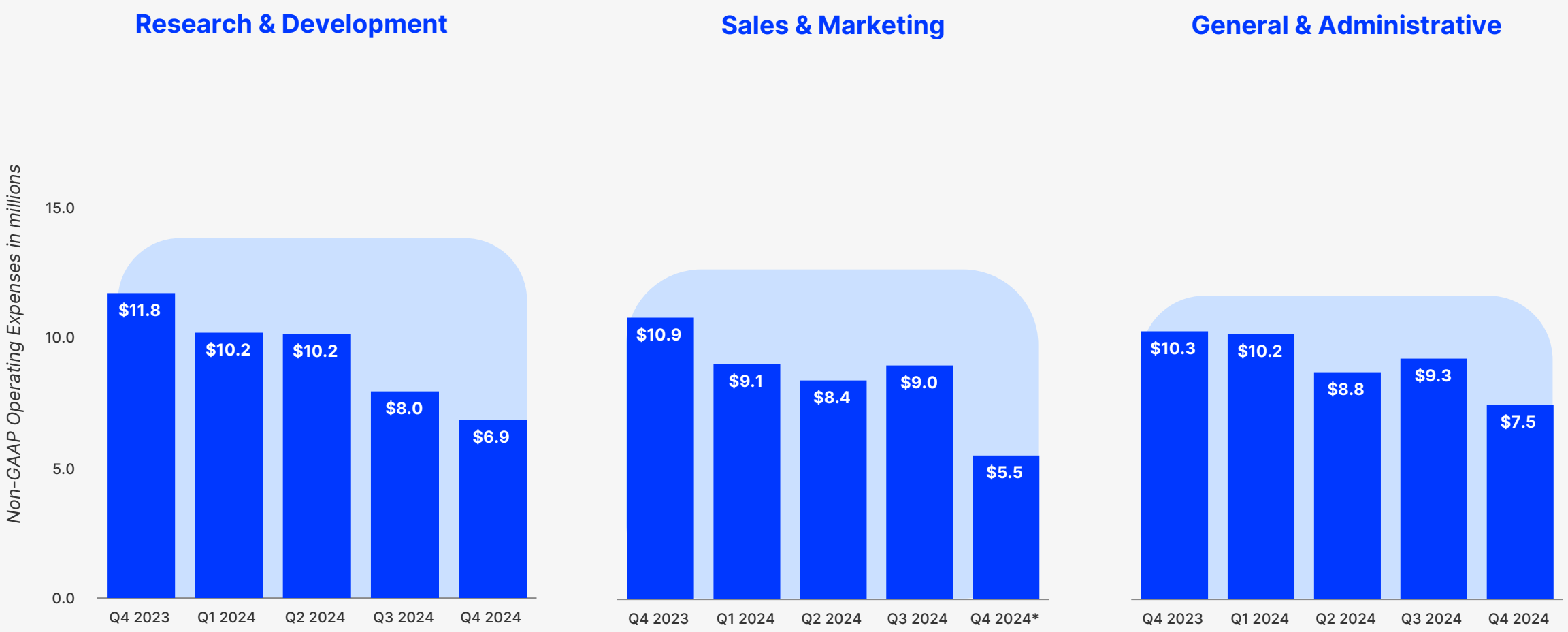
Exiting the year with steady gross margins at 75% for Blend Platform



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Generating leverage through expense rationalization

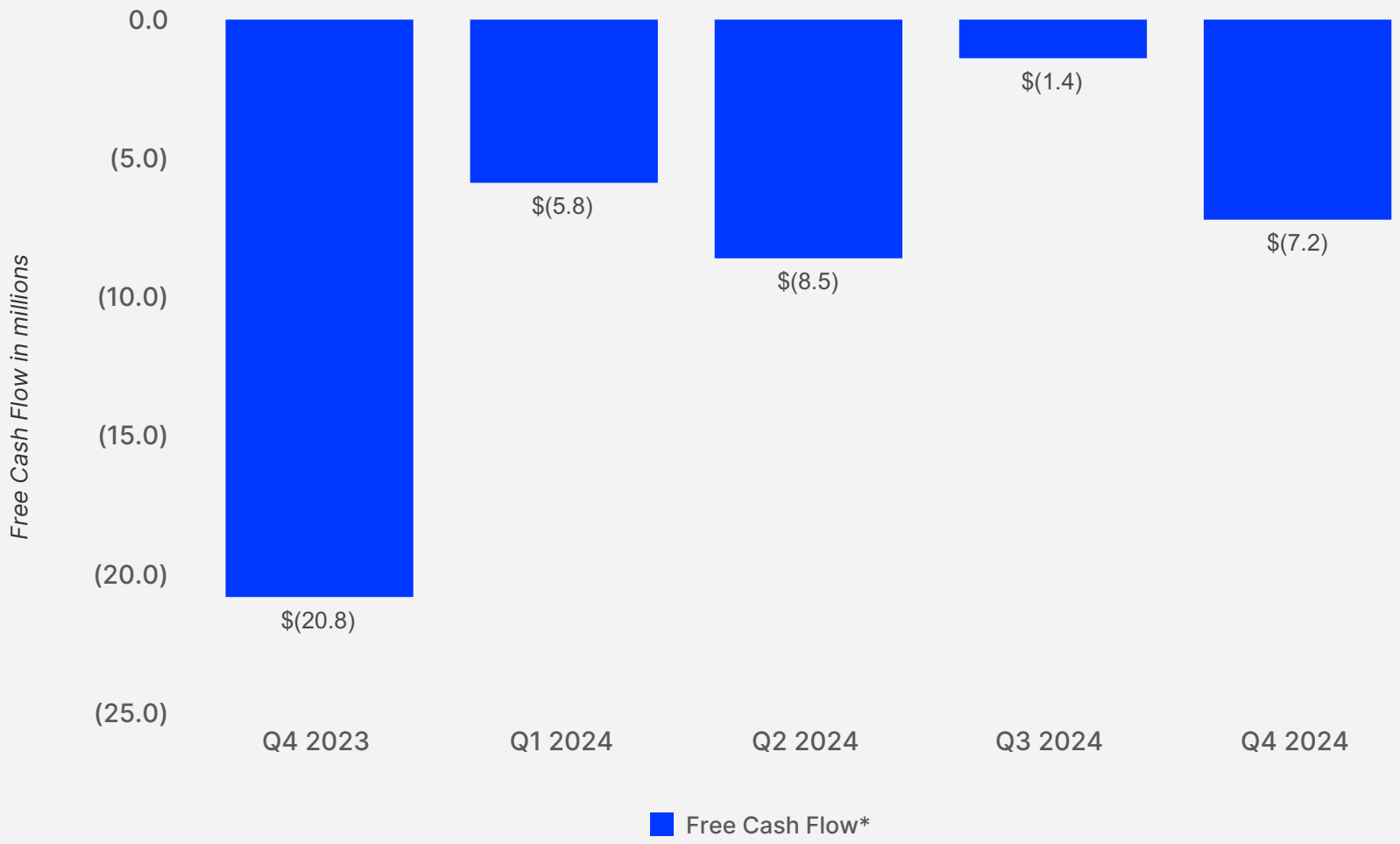
Significantly reduced non-GAAP operating expense year over year



** Sequential Sales and Marketing expense reduction from Homeowners Insurance business sale and partnership with Covered insurance Solutions was ~$1.3m*

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Free Cash Flow Improved $13.6M Year over Year



** See Note 5 included in Appendix*

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Illustrative Hypothetical Share Count Under Various Stock Price Scenarios *(in thousands)*

		Illustrative Shares at various BLND stock prices										
		$3.00	$3.50	$4.00	$4.50	$5.00	$5.50	$6.00	$6.50	$7.00	$7.50	$8.00
Common Stock	**Outstanding As of 12/31/2024**											
Class A common stock outstanding	254,426	254,426	254,426	254,426	254,426	254,426	254,426	254,426	254,426	254,426	254,426	254,426
Class B common stock outstanding	3,747	3,747	3,747	3,747	3,747	3,747	3,747	3,747	3,747	3,747	3,747	3,747
Total Common Stock	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**	**258,173**
Preferred Stock												
Series A redeemable convertible preferred stock[1]	46,154	–	46,154	46,154	46,154	46,154	46,154	46,154	46,154	46,154	46,154	46,154
Stock-based compensation awards												
Outstanding stock options[2]	17,300	5,315	6,323	7,136	7,792	8,318	8,748	9,107	9,411	9,672	9,904	10,117
Non-plan Co-Founder and Head of Blend options	26,057	–	–	–	–	–	–	–	–	–	–	–
Unvested restricted stock units[3]	13,770	13,770	13,770	13,770	13,770	13,770	13,770	13,770	13,770	13,770	13,770	13,770
Unvested performance stock awards[3]	3,525	–	–	–	1,175	1,175	1,175	1,175	1,175	1,175	1,175	1,175
Total stock-based compensation awards	**60,652**	**19,085**	**20,093**	**20,906**	**22,737**	**23,263**	**23,693**	**24,052**	**24,356**	**24,617**	**24,849**	**25,062**
Warrants												
Series G Warrant	598	–	–	–	–	–	–	–	–	–	–	–
Common stock warrants	11,111	–	–	–	–	1,111	2,020	2,778	3,419	3,968	4,444	4,861
TOTAL	**376,688**	**277,258**	**324,420**	**325,233**	**327,064**	**328,701**	**330,040**	**331,157**	**332,102**	**332,912**	**333,620**	**334,250**

Note: These scenarios assume Blend uses the option and warrant exercise proceeds to purchase shares at the prevailing market price. These scenarios do not contemplate the add back of unrecognized stock-based compensation cost as additional assumed proceeds as would be required for the purposes of calculating dilutive shares under US GAAP. Additional information regarding Blend's Common Stock, Preferred Stock, Stock-based compensation awards and Warrants can be found on Blend's Investor Relations website at investor.blend.com and in Blend's SEC filings.

1. Assumes all Preferred Stock is dilutive on an "as-converted" basis when the prevailing market price is in excess $3.25. The scenarios do contemplate potential anti-dilution due to the application of the two class method as would be required for the purposes of calculating dilutive shares under US GAAP.
2. Assumes all options outstanding with a strike price less than the prevailing market price are "in the money" and counted towards dilution.
3. Restricted stock units and performance stock awards are presented on a gross basis. Under net share settlement, the dilution from restricted stock units will equate to approximately 60% of the total gross shares.

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Guidance

Blend guidance reflects the following:

- Blend's 1Q25 guidance reflects our expectation that U.S. aggregate industry mortgage originations will be lower in 1Q25 relative to 4Q24 based on application volume observed to date through our customer base and our analysis of the latest relevant macroeconomic data, including our view of the mortgage market size. We view the mortgage market size based on HMDA[1] data. For 1Q25 we expect that market size to be between 800,000 and 900,000 units.

[1] *See Note 1 included in Appendix*

Q1 2025

Blend Platform Segment Revenue	$25.0M - $27.0M
Blend Platform Non-GAAP Net Operating Income	($1.0M) - $1.0M

FY 2025

Consumer Banking Suite Revenue FY23 to FY26 CAGR	Increasing from 35% to 40%

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Appendix

©Blend 2024

Revenue Disaggregation

(dollars in thousands)

	Three Months Ended December 31,					Twelve Months Ended December 31,				
	2024		2023			2024		2023		
Blend Platform:					YoY change					YoY change
Mortgage Suite	$ 18,179	61 %	$ 17,203	66 %	6 %	$ 73,257	63 %	$ 77,574	70 %	(6) %
Consumer Banking Suite	9,458	31 %	6,411	25 %	48 %	33,657	29 %	23,630	22 %	42 %
Total Software Platform	27,637	92 %	23,614	91 %	17 %	106,914	92 %	101,204	92 %	6 %
Professional Services	2,485	8 %	2,258	9 %	10 %	8,848	8 %	8,345	8 %	6 %
Total Blend Platform	30,122	100 %	25,872	100 %	16 %	115,762	100 %	109,549	100 %	6 %
Title	11,286		10,232		10 %	46,257		47,297		(2) %
Total revenue	**$ 41,408**		**$ 36,104**		**15 %**	**$ 162,019**		**$ 156,846**		**3 %**

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GAAP Financial Results

(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Revenue				
Software	$ 27,637	$ 23,614	$ 106,914	$ 101,204
Professional services	2,485	2,258	8,848	8,345
Title	11,286	10,232	46,257	47,297
Total revenue	41,408	36,104	162,019	156,846
Cost of revenue				
Software	5,964	5,061	23,107	22,025
Professional services	1,820	2,617	9,434	11,065
Title	8,895	8,700	38,934	42,621
Total cost of revenue	16,679	16,378	71,475	75,711
Gross profit	24,729	19,726	90,544	81,135
Operating expenses:				
Research and development	8,861	14,417	46,087	81,591
Sales and marketing	6,581	11,940	36,049	60,130
General and administrative	10,958	14,542	50,557	70,688
Restructuring	116	694	7,471	24,948
Total operating expenses	26,516	41,593	140,164	237,357
Loss from operations	(1,787)	(21,867)	(49,620)	(156,222)
Interest expense	—	(7,085)	(6,747)	(30,811)
Other income (expense), net	1,105	(1,498)	13,057	7,248
Loss before income taxes	(682)	(30,450)	(43,310)	(179,785)
Income tax (expense) benefit	(26)	74	(109)	(94)
Net loss	(708)	(30,376)	(43,419)	(179,879)
Less: Net loss attributable to noncontrolling interest	(117)	91	74	1,186
Net loss attributable to Blend Labs, Inc.	(825)	(30,285)	(43,345)	(178,693)
Less: Accretion of redeemable noncontrolling interest to redemption value	(1,511)	(1,527)	(6,259)	(6,627)
Less: Accretion of Series A redeemable convertible preferred stock to redemption value	(4,170)	—	(10,879)	—
Net loss attributable to Blend Labs, Inc. common stockholders	$ (6,506)	$ (31,812)	$ (60,483)	$ (185,320)

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GAAP Financial Results (cont.)

(in thousands except per share amounts)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Net loss per share attributable to Blend Labs, Inc. common stockholders:				
Basic and diluted	$ (0.03)	$ (0.13)	$ (0.24)	$ (0.76)
Weighted average shares used in calculating net loss per share:				
Basic and diluted	256,735	248,616	253,921	245,206

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Reconciliation of GAAP to Non-GAAP Measures

(dollars in thousands)

Gross Profit Reconciliation	Q4 2024		Q3 2024		Q2 2024		Q1 2024		Q4 2023	
	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin
Blend Platform										
GAAP Software platform	$ 21,673	78 %	$ 24,772	80 %	$ 20,801	79 %	$ 16,561	76 %	$ 18,553	79 %
Stock-based compensation[1]	3		3		3		4		6	
Amortization of capitalized internal-use software[9]	249		219		23		—		—	
Non-GAAP Software platform	21,925	79 %	24,994	80 %	20,827	79 %	16,565	76 %	18,559	79 %
GAAP Professional services	665	27 %	(272)	(13) %	(460)	(21) %	(519)	(25) %	(359)	(16) %
Stock-based compensation[1]	142		101		119		135		147	
Non-GAAP Professional services	807	32 %	(171)	(8) %	(341)	(15) %	(384)	(18) %	(212)	(9) %
Total GAAP Blend Platform	22,338	74 %	24,500	74 %	20,341	71 %	16,042	67 %	18,194	70 %
Stock-based compensation[1]	145		104		122		139		153	
Amortization of capitalized internal-use software[9]	249		219		23		—		—	
Total Non-GAAP Blend Platform	22,732	75 %	24,823	75 %	20,486	71 %	16,181	68 %	18,347	71 %
GAAP Title	2,391	21 %	1,496	12 %	1,337	11 %	2,099	19 %	1,532	15 %
Stock-based compensation[1]	1		1		—		15		—	
Non-GAAP Title	2,392	21 %	1,497	12 %	1,337	11 %	2,114	19 %	1,532	15 %
GAAP Gross Profit	**24,729**	**60 %**	**25,996**	**58 %**	**21,678**	**54 %**	**18,141**	**52 %**	**19,726**	**55 %**
Stock-based compensation[1]	146		105		122		154		153	
Amortization of capitalized internal-use software[9]	249		219		23		—		—	
Non-GAAP Gross Profit	**$ 25,124**	**61 %**	**$ 26,320**	**58 %**	**$ 21,823**	**54 %**	**$ 18,295**	**52 %**	**$ 19,879**	**55 %**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
GAAP operating expenses	**$ 26,516**	**$ 41,593**	**$ 140,164**	**$ 237,357**
Non-GAAP adjustments:				
Stock-based compensation[1]	5,919	6,070	27,550	44,889
Workforce reduction costs[2]	116	694	2,987	24,948
Abandoned and terminated facilities costs[3]	537	—	5,021	—
Compensation realignment costs[4]	—	1,011	1,155	5,174
Litigation contingencies[5]	—	650	303	405
Transaction-related costs[6]	—	175	—	2,066
Non-GAAP operating expenses	**$ 19,944**	**$ 32,993**	**$ 103,148**	**$ 159,875**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
GAAP loss from operations	**$ (1,787)**	**$ (21,867)**	**$ (49,620)**	**$ (156,222)**
Non-GAAP adjustments:				
Stock-based compensation[1]	6,064	6,223	28,077	46,021
Workforce reduction costs[2]	116	694	2,987	24,948
Abandoned and terminated facilities costs[3]	537	—	5,021	—
Amortization of capitalized internal-use software[9]	249	—	491	—
Compensation realignment costs[4]	—	1,011	1,155	5,174
Litigation contingencies[5]	—	650	303	405
Transaction-related costs[6]	—	175	—	2,066
Non-GAAP income (loss) from operations	**$ 5,179**	**$ (13,114)**	**$ (11,586)**	**$ (77,608)**
GAAP operating margin	**(4)%**	**(61)%**	**(31)%**	**(100)%**
Non-GAAP operating margin	**13 %**	**(36)%**	**(7)%**	**(49)%**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
GAAP net loss	**$ (708)**	**$ (30,376)**	**$ (43,419)**	**$ (179,879)**
Non-GAAP adjustments:				
Stock-based compensation[1]	6,064	6,223	28,077	46,021
Loss on extinguishment of debt[7]	—	3,970	5,531	3,970
Workforce reduction costs[2]	116	694	2,987	24,948
Abandoned and terminated facilities costs[3]	537	—	5,021	—
Gain on sale of insurance business[8]	—	—	(9,239)	—
Amortization of capitalized internal-use software[9]	249	—	491	—
Compensation realignment costs[4]	—	1,011	1,155	5,174
Litigation contingencies[5]	—	650	303	405
Transaction-related costs[6]	—	175	—	2,066
Gain on investment in equity securities[10]	—	—	(4,417)	—
Foreign currency gains and losses[11]	97	6	117	(77)
Loss on transfer of subsidiary[12]	—	—	601	—
Non-GAAP net income (loss)	**$ 6,355**	**$ (17,647)**	**$ (12,792)**	**$ (97,372)**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

(in thousands, except per share amounts)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
GAAP diluted net loss per share attributable to common stockholders	**$ (0.03)**	**$ (0.13)**	**$ (0.24)**	**$ (0.76)**
Per share impact of non-GAAP expenses[14]	(0.03)	(0.05)	(0.12)	(0.34)
Non-GAAP diluted income (loss) per share attributable to common stockholders	**$ 0.00**	**$ (0.08)**	**$ (0.12)**	**$ (0.42)**
GAAP diluted weighted average shares used in calculating net loss per share	**256,735**	**248,616**	**253,921**	**245,206**
Non-GAAP diluted weighted average shares used in calculating net income (loss) per share	**274,208**	**248,616**	**253,921**	**245,206**

	Three Months Ended December 31,		Twelve Months Ended December 31,	
Stock-based compensation by function:	2024	2023	2024	2023
Cost of revenue	$ 145	$ 153	$ 527	$ 1,132
Research and development[15]	1,782	1,996	9,870	19,046
Sales and marketing	831	846	3,546	7,137
General and administrative	3,306	3,228	14,134	18,706
Total	**$ 6,064**	**$ 6,223**	**$ 28,077**	**$ 46,021**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

(in thousands)

	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
GAAP research and development expense	**$ 8,861**	**$ 10,127**	**$ 12,916**	**$ 14,183**	**$ 14,417**
Non-GAAP adjustments:					
Stock-based compensation[1]	1,782	2,169	2,567	3,352	1,996
Abandoned and terminated facilities costs[3]	213	—	—	—	—
Compensation realignment costs[4]	—	—	166	591	654
Non-GAAP research and development expense	**$ 6,866**	**$ 7,958**	**$ 10,183**	**$ 10,240**	**$ 11,767**
GAAP sales and marketing expense	**$ 6,581**	**$ 9,884**	**$ 9,370**	**$ 10,215**	**$ 11,940**
Non-GAAP adjustments:					
Stock-based compensation[1]	831	862	875	978	846
Abandoned and terminated facilities costs[3]	202	—	—	—	—
Compensation realignment costs[4]	—	—	50	179	205
Non-GAAP sales and marketing expense	**$ 5,548**	**$ 9,021**	**$ 8,445**	**$ 9,058**	**$ 10,889**
GAAP general and administrative expense	**$ 10,958**	**$ 13,140**	**$ 12,524**	**$ 13,935**	**$ 14,542**
Non-GAAP adjustments:					
Stock-based compensation[1]	3,306	3,535	3,706	3,587	3,228
Abandoned and terminated facilities costs[3]	122	—	—	—	—
Compensation realignment costs[4]	—	—	38	131	152
Litigation contingencies[5]	—	303	—	—	650
Transaction-related costs[6]	—	—	—	—	175
Non-GAAP general and administrative expense	**$ 7,530**	**$ 9,302**	**$ 8,780**	**$ 10,217**	**$ 10,337**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

(dollars in thousands)

	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
Net cash used in operating activities	**$ (4,586)**	**$ 2,076**	**$ (6,666)**	**$ (3,868)**	**$ (20,691)**
Additions to property, equipment and internal-use software development costs	(2,581)	(3,432)	(1,867)	(1,964)	(82)
Free cash flow	**(7,167)**	**(1,356)**	**(8,533)**	**(5,832)**	**(20,773)**
Cash paid for interest	—	—	1,621	4,529	6,350
Unlevered free cash flow	**$ (7,167)**	**$ (1,356)**	**$ (6,912)**	**$ (1,303)**	**$ (14,423)**
Revenue	$ 41,408	$ 45,184	$ 40,480	$ 34,947	$ 36,104
Free cash flow margin	**(17)%**	**(3)%**	**(21)%**	**(17)%**	**(58)%**

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Reconciliation of GAAP to Non-GAAP Measures (cont.)

Notes:

(1) ***Stock-based compensation*** *represents the non-cash grant date fair value of stock-based instruments utilized to incentivize our employees, for which the expense is recognized over the applicable vesting or performance period.*

(2) ***Workforce reduction costs*** *represent expenses incurred in connection with the workforce restructuring actions executed as part of our broader efforts to improve cost efficiency.*

(3) ***Abandoned and terminated facilities costs*** *represent charges related to the early termination of a leased facility and abandonment of another leased facility as part of our broader efforts to better align our operating structure with our business activities.*

(4) ***Compensation realignment costs*** *relate to amortization of one-time cash bonus payment (paid in two installments in March and May 2023) to certain employees in lieu of previously committed equity-based awards, driven by an organizational initiative to standardize our equity compensation program.*

(5) ***Litigation contingencies*** *represent reserves for legal settlements that are unusual or infrequent costs associated with our operating activities.*

(6) ***Transaction-related costs*** *include non-recurring due diligence, consulting, and integration costs recorded within general and administrative expense.*

(7) ***Loss on extinguishment of debt*** *represents a write off of unamortized debt issuance costs and debt discounts related to the extinguishment of our term loan.*

(8) ***Gain on sale of insurance business*** *represents the gain recognized in connection with the sale of certain assets of our insurance agency, partially offset by transaction costs.*

(9) ***Amortization of capitalized internal-use software*** *represents the non-cash amortization expense related to our developed technology that is amortized over the estimated useful life.*

(10) ***Gain on investment in equity securities*** *represents an adjustment to the carrying value of the non-marketable security without a readily determinable fair value to reflect observable price changes.*

(11) ***Foreign currency gains and losses*** *include transaction gains and losses incurred in connection with our operations in India.*

(12) ***Loss on transfer of subsidiary*** *represents a loss recognized in connection with the transfer of our subsidiary in India to a third-party and includes impairment charges related to certain assets transferred as part of the agreement, costs incurred to settle certain liabilities arising from the agreement, and one-time legal costs incurred to facilitate the transaction.*

(13) ***Stock-based compensation expense*** *is net of $0.6 million and $2.5 million of additions to capitalized internal-use software for the three and twelve months ended December 31, 2024 and none for the three and twelve months ended December 31, 2023*

(14) ***Per share impact of non-GAAP expenses*** *represents the per share impact of aggregated non-GAAP items included in (1) through (12)*

Footnotes

Note 1: HMDA Mortgage Originations The Home Mortgage Disclosure Act (HMDA) requires financial institutions to maintain, report, and publicly disclose loan-level information about mortgages. All transactions are reportable if they are secured by a lien on a dwelling and the financial institution meets the applicable loan-volume thresholds. Each year, HMDA data from the prior year is made available to the public, including reported mortgage originations. HMDA updates the initial snapshot dataset at a one-year and three-year mark to incorporate late submissions and resubmissions. Management filters the HMDA data for closed-end, first lien loans whose purpose was a purchase, refinance or cash-out refinance transaction. Transactions such as business and commercial originations or loans secured by liens on multifamily dwellings are excluded from management's estimate of industry originations. We refer to this subset of data as **HMDA Mortgage Originations**.

Note 2: Consumer Banking Suite Revenues consist of home equity, personal lending, credit cards, deposit accounts, auto finance, and other banking products.

Note 3: Mortgage Suite Revenues consist of Mortgage revenue, Mortgage add-on revenue from Blend Income Verification and Blend Close, and Marketplace revenue from our partners that use our integrated marketplaces for their services, such as property and casualty insurance.

Note 4: Economic Value per Funded Loan in our Mortgage Suite represents the contractual rates for mortgage and mortgage-related products multiplied by the number of loans funded or transactions completed, as applicable, by a customer in the specified period, divided by the total number of loans funded by all Mortgage Suite customers in that same period. Additionally, the value derived from partnerships and verification of income products that is associated with the mortgage application stage is aligned with the timing of funding the related loan (typically a 3 month delay from the time of application). We use Economic Value per Funded Loan to measure our success at broadening the client relationships from the underlying mortgage transactions and selling additional products through our software platform.

Note 5: We define **Free Cash Flow**, a non-GAAP financial measure, as net cash flow from operating activities less cash spent on additions to property, equipment, internal-use software and intangible assets. **Unlevered Free Cash Flow** is defined as Free Cash Flow before cash paid for interest on our outstanding debt. **Free Cash Flow Margin** is defined as Free Cash Flow divided by Total Revenue. We believe information regarding Free Cash Flow, Unlevered Free Cash Flow and Free Cash Flow Margin provide useful information to investors as a basis for comparing our performance with other companies in our industry and as a measurement of the cash generation that is available to invest in our business and meet our financing needs. However, given our debt service obligations and other contractual obligations, Unlevered Free Cash Flow does not represent residual cash flow available for discretionary expenditures. In April 2024, we repaid in full all amounts outstanding and payable under our debt obligations and therefore eliminated any debt service obligations.

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