



Blend Labs, Inc.

Q2 2025 Earnings
Supplemental Slides

August 7, 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, Blend's strategic initiatives, including its decision to exit its Title business, 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 June 30, 2025, that was recently filed, and its Annual Report on Form 10-K for the year ended December 31, 2024. 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 and non-GAAP gross margin, non-GAAP operating expenses, non-GAAP income (loss) from operations, non-GAAP operating margin, non-GAAP net income (loss) from continuing operations, and non-GAAP diluted net income (loss) per share from continuing operations attributable to common stockholders. 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.

Second Quarter 2025 Highlights

01

Fourth consecutive quarter of non-GAAP operating profitability, with 15% non-GAAP operating margin

02

Revenue of \$31.5 million, ahead of the mid-point of our guidance and up 10% year-over-year

03

Record remaining performance obligations of \$190 million, fueled by a \$50 million renewal and expansion

Consumer Banking Suite revenue reaches 43% year-over-year growth

Consumer Banking Suite* Revenue



*See Note 2 included in Appendix

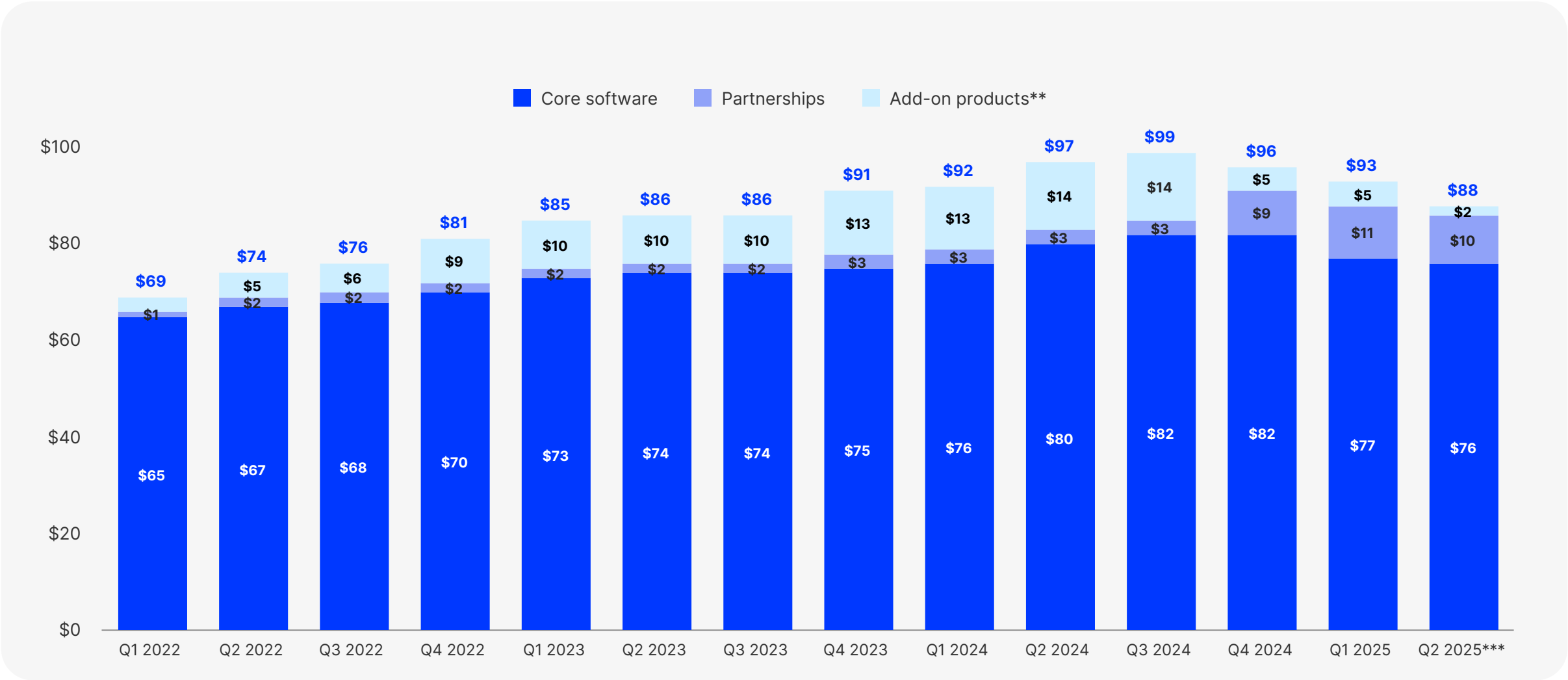
Mortgage Suite* Revenue



*See Note 3 included in Appendix

Mortgage Suite economic value per funded loan*

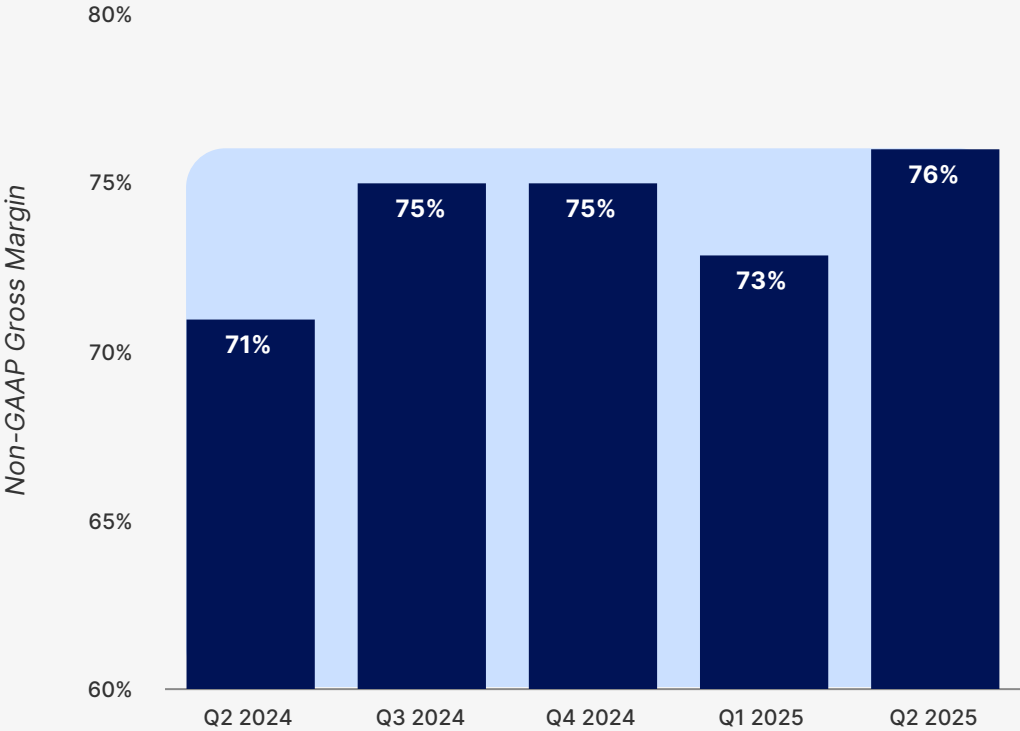
Focusing on the efficiency of the business with high margin add-on products and ecosystem partnerships



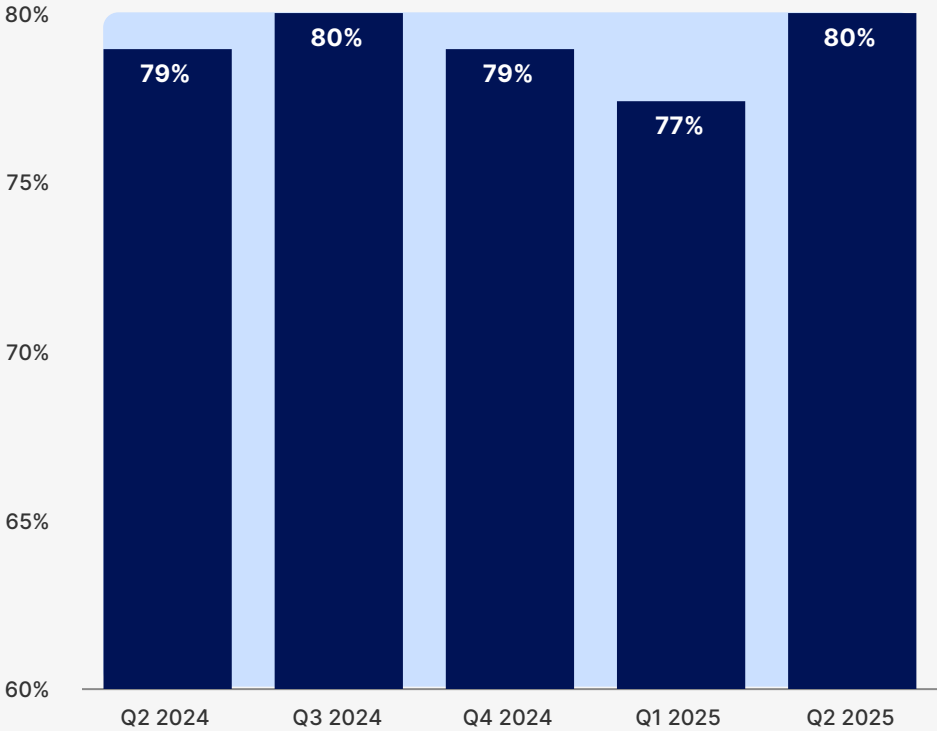
*See Note 4 included in Appendix
**Represents add-on products that are currently transitioning to a partnership model
***Includes estimated transactions from funded loan reports not yet received

Gross margins saw healthy growth compared to the prior year

Total Blend



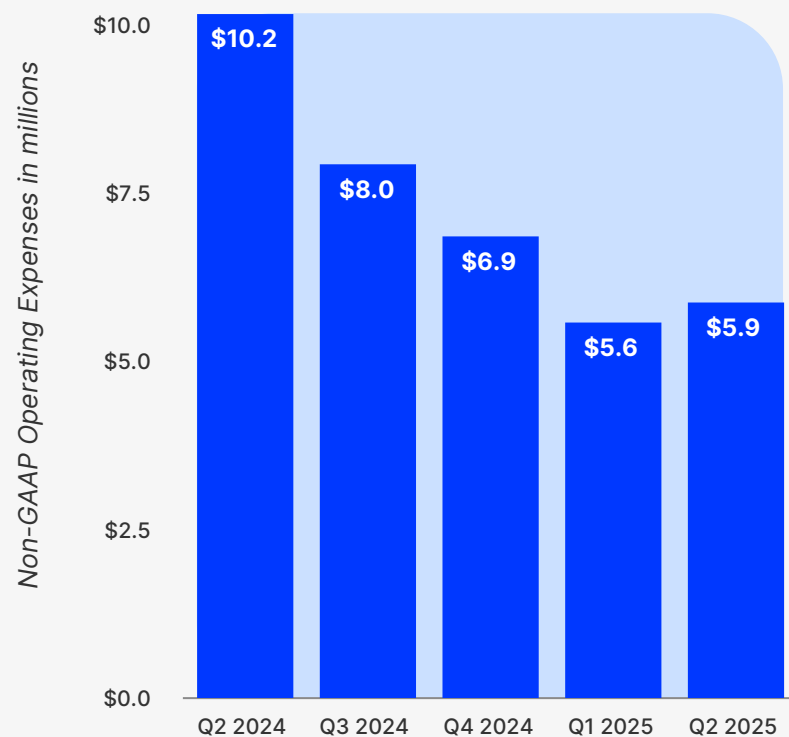
Software Platform



Generating leverage through expense rationalization

Significantly reduced non-GAAP operating expense year-over-year

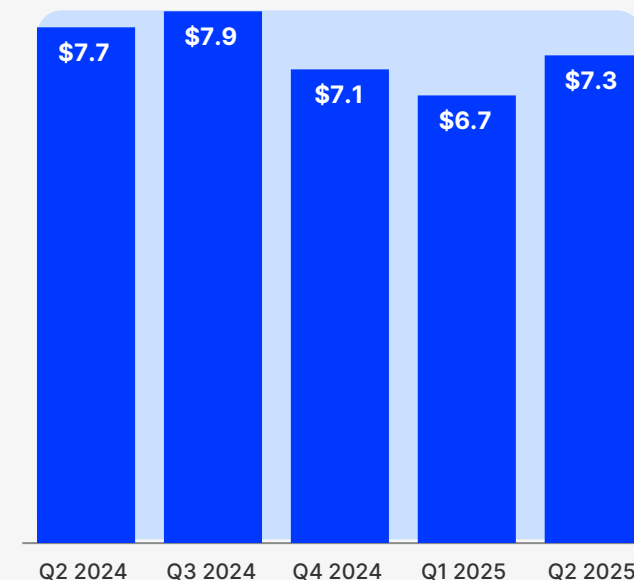
Research & Development



Sales & Marketing



General & Administrative



Note: Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

*Q3'24 to Q4'24 sequential Sales and Marketing expense reduction from Homeowners Insurance business sale and partnership with Covered Insurance Solutions was ~\$1.3m

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 6/30/2025											
Class A common stock outstanding	256,423	256,423	256,423	256,423	256,423	256,423	256,423	256,423	256,423	256,423	256,423	256,423
Class B common stock outstanding	3,627	3,627	3,627	3,627	3,627	3,627	3,627	3,627	3,627	3,627	3,627	3,627
Total Common Stock	260,051	260,051	260,051	260,051	260,051	260,051	260,051	260,051	260,051	260,051	260,051	260,051
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	16,314	5,043	6,009	6,784	7,407	7,906	8,315	8,655	8,944	9,192	9,412	9,614
Non-plan Co-Founder and Head of Blend options	20,194	–	–	–	–	–	–	–	–	–	–	–
Unvested restricted stock units ³	11,456	11,456	11,456	11,456	11,456	11,456	11,456	11,456	11,456	11,456	11,456	11,456
Unvested performance stock awards ³	8,435	–	–	–	–	–	–	–	–	1,963	1,963	1,963
Total stock-based compensation awards	56,399	16,499	17,465	18,240	18,863	19,362	19,771	20,111	20,400	22,610	22,831	23,033
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	374,313	276,549	323,670	324,445	325,068	326,678	327,995	329,094	330,024	332,783	333,480	334,098

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.

- 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.
- Assumes all options outstanding with a strike price less than the prevailing market price are "in the money" and counted towards dilution.
- 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.

Guidance

Blend guidance reflects the following:

- Blend's Q3 2025 guidance reflects our expectation that U.S. aggregate industry mortgage originations will be marginally higher in Q3 2025 relative to Q2 2025 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 HMDA¹ data.
- For Q3 2025, we expect the market size to be between 1,160,000 and 1,260,000 units.
- For Q4 2025, we expect the market size to be between 1,130,000 and 1,230,000 units.

¹ See Note 1 included in Appendix

Q3 2025

Total Revenue

\$31.5M - \$33.5M

Non-GAAP Net Operating Income

\$3.0M - \$4.5M

Appendix

Revenue Disaggregation

(dollars in thousands)

	Three Months Ended June 30,							Six Months Ended June 30,						
	2025			2024				2025			2024			
Blend Platform:							YoY change							YoY change
Mortgage Suite	\$	17,961	57 %	\$	18,454	64 %	(3) %	\$	32,599	56 %	\$	33,532	64 %	(3) %
Consumer Banking Suite		11,430	36 %		8,021	28 %	43 %		21,052	36 %		14,679	28 %	43 %
Total Software Platform		29,391	93 %		26,475	92 %	11 %		53,651	92 %		48,211	92 %	11 %
Professional Services		2,132	7 %		2,221	8 %	(4) %		4,642	8 %		4,325	8 %	7 %
Total revenue	\$	31,523	100 %	\$	28,696	100 %	10 %	\$	58,293	100 %	\$	52,536	100 %	11 %

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

GAAP Financial Results

(in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue				
Software platform	\$ 29,391	\$ 26,475	\$ 53,651	\$ 48,211
Professional services	2,132	2,221	4,642	4,325
Total revenue	31,523	28,696	58,293	52,536
Cost of revenue				
Software platform	6,505	5,674	12,369	10,849
Professional services	1,713	2,681	3,660	5,304
Total cost of revenue	8,218	8,355	16,029	16,153
Gross profit	23,305	20,341	42,264	36,383
Operating expenses:				
Research and development	7,332	12,916	14,853	27,099
Sales and marketing	6,950	9,004	14,137	18,759
General and administrative	13,619	11,376	24,844	23,729
Restructuring	28	114	747	1,086
Total operating expenses	27,929	33,410	54,581	70,673
Loss from operations	(4,624)	(13,069)	(12,317)	(34,290)
Interest expense	—	(1,648)	—	(6,747)
Other income (expense), net	1,018	(4,452)	2,132	1,201
Loss before income taxes	(3,606)	(19,169)	(10,185)	(39,836)
Income tax expense	(41)	(30)	(71)	(72)
Loss from continuing operations	(3,647)	(19,199)	(10,256)	(39,908)
Net loss from discontinued operations, net of tax	(2,998)	(222)	(5,801)	(176)
Net loss	(6,645)	(19,421)	(16,057)	(40,084)
Less: Net loss attributable to noncontrolling interest included in discontinued operations	—	14	182	9
Net loss attributable to Blend Labs, Inc.	(6,645)	(19,407)	(15,875)	(40,075)
Less: Accretion of redeemable noncontrolling interest to redemption value from discontinued operations	—	(1,527)	(1,254)	(2,988)
Less: Accretion of Series A redeemable convertible preferred stock to redemption value	(4,376)	(2,661)	(8,578)	(2,661)
Net loss attributable to Blend Labs, Inc. common stockholders	\$ (11,021)	\$ (23,595)	\$ (25,707)	\$ (45,724)

GAAP Financial Results (cont.)

(in thousands except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net loss per share attributable to Blend Labs, Inc. common stockholders - basic and diluted:				
Continuing operations	\$ (0.03)	\$ (0.09)	\$ (0.07)	\$ (0.17)
Discontinued operations	\$ (0.01)	\$ 0.00	\$ (0.03)	\$ (0.01)
Weighted average shares used in calculating net loss per share:				
Basic and diluted	259,211	253,069	259,004	252,000

Reconciliation of GAAP to Non-GAAP Measures

(in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
GAAP operating expenses	\$ 27,929	\$ 33,410	\$ 54,581	\$ 70,673
Non-GAAP adjustments:				
Stock-based compensation ⁽¹⁾	7,446	7,106	13,324	14,995
Workforce reduction costs ⁽²⁾	28	114	747	1,086
Abandoned and terminated facilities costs ⁽³⁾	892	—	1,399	—
Compensation realignment costs ⁽⁴⁾	—	254	—	1,155
Litigation contingencies and related professional services costs ⁽⁵⁾	72	—	859	—
Transaction-related costs ⁽⁶⁾	148	—	289	—
Impairment of capitalized internal-use software ⁽⁷⁾	31	—	112	—
Non-GAAP operating expenses	\$ 19,312	\$ 25,936	\$ 37,851	\$ 53,437

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

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

(in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
GAAP loss from operations	\$ (4,624)	\$ (13,069)	\$ (12,317)	\$ (34,290)
Non-GAAP adjustments:				
Stock-based compensation ⁽¹⁾	7,562	7,212	13,610	15,257
Workforce reduction costs ⁽²⁾	28	114	747	1,086
Abandoned and terminated facilities costs ⁽³⁾	892	—	1,399	—
Compensation realignment costs ⁽⁴⁾	—	255	—	1,156
Litigation contingencies and related professional services costs ⁽⁵⁾	72	—	859	—
Transaction-related costs ⁽⁶⁾	149	—	289	—
Impairment of capitalized internal-use software ⁽⁷⁾	31	—	112	—
Amortization of capitalized internal-use software ⁽⁸⁾	601	23	989	23
Non-GAAP income (loss) from operations	\$ 4,711	\$ (5,465)	\$ 5,688	\$ (16,768)
GAAP operating margin	(15)%	(46)%	(21)%	(65)%
Non-GAAP operating margin	15 %	(19)%	10 %	(32)%

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

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

(in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
GAAP net loss from continuing operations	\$ (3,647)	\$ (19,199)	\$ (10,256)	\$ (39,908)
Non-GAAP adjustments:				
Stock-based compensation ⁽¹⁾	7,562	7,212	13,610	15,257
Loss on extinguishment of debt ⁽¹²⁾	—	5,531	—	5,531
Workforce reduction costs ⁽²⁾	28	114	748	1,086
Abandoned and terminated facilities costs ⁽³⁾	892	—	1,399	—
Compensation realignment costs ⁽⁴⁾	—	255	—	1,156
Litigation contingencies and related professional services costs ⁽⁵⁾	72	—	859	—
Transaction-related costs ⁽⁶⁾	149	—	288	—
Impairment of capitalized internal-use software ⁽⁷⁾	31	—	112	—
Amortization of capitalized internal-use software ⁽⁸⁾	601	23	990	23
Gain on investment in equity securities ⁽⁹⁾	—	—	—	(4,417)
Foreign currency gains and losses ⁽¹⁰⁾	16	(4)	(5)	(11)
Loss on transfer of subsidiary ⁽¹¹⁾	—	601	—	601
Non-GAAP net income (loss) from continuing operations	\$ 5,704	\$ (5,467)	\$ 7,745	\$ (20,682)

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

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

(in thousands, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
GAAP diluted net loss per share from continuing operations attributable to common stockholders	\$ (0.03)	\$ (0.09)	\$ (0.07)	\$ (0.17)
Per share impact of non-GAAP expenses ⁽¹³⁾	(0.03)	(0.06)	(0.07)	(0.08)
Non-GAAP diluted income (loss) per share from continuing operations attributable to common stockholders	\$ 0.00	\$ (0.03)	\$ 0.00	\$ (0.09)
GAAP diluted weighted average shares used in calculating net loss per share	259,211	253,069	259,004	252,000
Non-GAAP diluted weighted average shares used in calculating net income (loss) per share	259,211	253,069	259,004	252,000

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Stock-based compensation by function:				
Cost of revenue	\$ 116	\$ 106	\$ 286	\$ 262
Research and development ⁽¹⁴⁾	1,252	2,567	2,888	5,919
Sales and marketing	618	875	1,338	1,853
General and administrative	5,576	3,664	9,098	7,223
Total	\$ 7,562	\$ 7,212	\$ 13,610	\$ 15,257

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

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

(in thousands)

	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024
GAAP research and development expense	\$ 7,332	\$ 7,520	\$ 8,861	\$ 10,127	\$ 12,916
Non-GAAP adjustments:					
Stock-based compensation ⁽¹⁾	1,252	1,636	1,782	2,169	2,567
Abandoned and terminated facilities costs ⁽³⁾	156	193	213	—	—
Compensation realignment costs ⁽⁴⁾	—	—	—	—	167
Impairment of capitalized internal-use software ⁽⁷⁾	31	81	—	—	—
Non-GAAP research and development expense	\$ 5,893	\$ 5,610	\$ 6,866	\$ 7,958	\$ 10,182
GAAP sales and marketing expense	\$ 6,950	\$ 7,188	\$ 6,178	\$ 9,474	\$ 9,004
Non-GAAP adjustments:					
Stock-based compensation ⁽¹⁾	618	720	831	862	875
Abandoned and terminated facilities costs ⁽³⁾	164	203	202	—	—
Compensation realignment costs ⁽⁴⁾	—	—	—	—	50
Non-GAAP sales and marketing expense	\$ 6,168	\$ 6,265	\$ 5,145	\$ 8,612	\$ 8,079
GAAP general and administrative expense	\$ 13,619	\$ 11,224	\$ 10,475	\$ 11,483	\$ 11,376
Non-GAAP adjustments:					
Stock-based compensation ⁽¹⁾	5,576	3,522	3,294	3,498	3,664
Abandoned and terminated facilities costs ⁽³⁾	572	111	122	—	—
Compensation realignment costs ⁽⁴⁾	—	—	—	—	37
Litigation contingencies and related professional services costs ⁽⁵⁾	72	787	—	53	—
Transaction-related costs ⁽⁶⁾	148	140	—	—	—
Non-GAAP general and administrative expense	\$ 7,251	\$ 6,664	\$ 7,059	\$ 7,932	\$ 7,675

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

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

(dollars in thousands)

	Q2 2025	Q2 2024
Net cash provided by (used in) operating activities	\$ (5,292)	\$ (3,284)
Additions to property, equipment and internal-use software development costs	(3,733)	(1,852)
Free cash flow	(9,025)	(5,136)
Cash paid for interest	—	1,621
Unlevered free cash flow	\$ (9,025)	\$ (3,515)
Revenue	\$ 31,523	\$ 28,696
Free cash flow margin	(29)%	(18)%

*Amounts are presented on “continuing operations” (Blend Platform segment-only) basis

Additional Historical Information for Blend Continuing Operations

GAAP Financial Results - Last Six Quarters

(in thousands)

	Q2'25	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
Revenue						
Software platform	\$ 29,391	\$ 24,260	\$ 27,637	\$ 31,066	\$ 26,475	\$ 21,736
Professional services	2,132	2,510	2,485	2,038	2,221	2,104
Total revenue	31,523	26,770	30,122	33,104	28,696	23,840
Cost of revenue						
Software platform	6,505	5,865	5,964	6,294	5,674	5,175
Professional services	1,713	1,947	1,820	2,310	2,681	2,623
Total cost of revenue	8,218	7,812	7,784	8,604	8,355	7,798
Gross profit	23,305	18,958	22,338	24,500	20,341	16,042
Operating expenses:						
Research and development	7,332	7,520	8,861	10,127	12,916	14,183
Sales and marketing	6,950	7,188	6,178	9,474	9,004	9,755
General and administrative	13,619	11,224	10,475	11,483	11,376	12,353
Restructuring	28	719	95	4,701	114	972
Total operating expenses	27,929	26,651	25,609	35,785	33,410	37,263
Loss from operations	(4,624)	(7,693)	(3,271)	(11,285)	(13,069)	(21,221)
Interest expense	—	—	—	—	(1,648)	(5,099)
Other income (expense), net	1,018	1,114	1,068	10,673	(4,452)	5,653
Loss before income taxes	(3,606)	(6,579)	(2,203)	(612)	(19,169)	(20,667)
Income tax expense	(41)	(30)	(16)	(21)	(30)	(42)
Net loss	\$ (3,647)	\$ (6,609)	\$ (2,219)	\$ (633)	\$ (19,199)	\$ (20,709)

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

Non-GAAP Financial Results - Last Six Quarters

(in thousands)

	Q2'25	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
Revenue						
Software platform	\$ 29,391	\$ 24,260	\$ 27,637	\$ 31,066	\$ 26,475	\$ 21,736
Professional services	2,132	2,510	2,485	2,038	2,221	2,104
Total revenue	31,523	26,770	30,122	33,104	28,696	23,840
Cost of revenue						
Software platform	5,902	5,476	5,712	6,072	5,648	5,171
Professional services	1,598	1,778	1,678	2,208	2,577	2,471
Total cost of revenue	7,500	7,254	7,390	8,280	8,225	7,642
Gross profit	24,023	19,516	22,732	24,824	20,471	16,198
Operating expenses:						
Research and development	5,893	5,610	6,866	7,958	10,182	10,240
Sales and marketing	6,168	6,265	5,145	8,612	8,079	8,598
General and administrative	7,251	6,664	7,059	7,932	7,675	8,663
Restructuring	—	—	—	—	—	—
Total operating expenses	19,312	18,539	19,070	24,502	25,936	27,501
Income (loss) from operations	4,711	977	3,662	322	(5,465)	(11,303)
Interest expense	—	—	—	—	(1,648)	(5,099)
Other income (expense), net	1,034	1,094	1,165	1,464	1,676	1,229
Income (loss) before income taxes	5,745	2,071	4,827	1,786	(5,437)	(15,173)
Income tax expense	(41)	(30)	(16)	(21)	(30)	(42)
Net income (loss)	\$ 5,704	\$ 2,041	\$ 4,811	\$ 1,765	\$ (5,467)	\$ (15,215)

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

Reconciliation of GAAP to Non-GAAP Measures - Last Six Quarters

(in thousands)

	Q2 2025		Q1 2025		Q4 2024		Q3 2024		Q2 2024		Q1 2024	
	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin	Gross Profit	Gross Margin
Gross Profit Reconciliation												
Blend Platform												
GAAP Software platform	\$ 22,886	78 %	\$ 18,395	76 %	\$ 21,673	78 %	\$ 24,772	80 %	\$ 20,801	79 %	\$ 16,561	76 %
Stock-based compensation ⁽¹⁾	1		1		3		3		2		4	
Amortization of capitalized internal-use software ⁽⁸⁾	602		388		249		219		24		—	
Non-GAAP Software platform	23,489	80 %	18,784	77 %	21,925	79 %	24,994	80 %	20,827	79 %	16,565	76 %
GAAP Professional services	419	20 %	563	22 %	665	27 %	(272)	(13) %	(460)	(21) %	(519)	(25) %
Stock-based compensation ⁽¹⁾	115		169		142		102		104		152	
Non-GAAP Professional services	534	25 %	732	29 %	807	32 %	(170)	(8) %	(356)	(16) %	(367)	(17) %
GAAP Gross Profit	23,305	74 %	18,958	71 %	22,338	74 %	24,500	74 %	20,341	71 %	16,042	67 %
Stock-based compensation ⁽¹⁾	116		170		145		105		106		156	
Amortization of capitalized internal-use software ⁽⁸⁾	602		388		249		219		24		—	
Non-GAAP Gross Profit	\$ 24,023	76 %	\$ 19,516	73 %	\$ 22,732	75 %	\$ 24,824	75 %	\$ 20,471	71 %	\$ 16,198	68 %

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

Reconciliation of GAAP to Non-GAAP Measures - Last Six Quarters (cont.)

(in thousands)

	Q2'25	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
GAAP operating expenses	\$ 27,929	\$ 26,651	\$ 25,609	\$ 35,785	\$ 33,410	\$ 37,263
Non-GAAP Adjustments:						
Stock-based compensation ⁽¹⁾	7,446	5,878	5,907	6,529	7,106	7,889
Workforce reduction costs ⁽²⁾	28	719	95	4,701	114	972
Abandoned and terminated facilities costs ⁽³⁾	892	507	537	—	—	—
Compensation realignment costs ⁽⁴⁾	—	—	—	—	254	901
Litigation contingencies and related professional services costs ⁽⁵⁾	72	787	—	53	—	—
Transaction-related costs ⁽⁶⁾	148	140	—	—	—	—
Impairment of capitalized internal-use software ⁽⁷⁾	31	81	—	—	—	—
Non-GAAP Operating expenses	\$ 19,312	\$ 18,539	\$ 19,070	\$ 24,502	\$ 25,936	\$ 27,501

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

Reconciliation of GAAP to Non-GAAP Measures - Last Six Quarters (cont.)

(in thousands)

	Q2'25	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
GAAP loss from operations	\$ (4,624)	\$ (7,693)	\$ (3,271)	\$ (11,285)	\$ (13,069)	\$ (21,221)
Non-GAAP adjustments:						
Stock-based compensation ⁽¹⁾	7,562	6,048	6,052	6,634	7,212	8,045
Workforce reduction costs ⁽²⁾	28	719	95	4,701	114	972
Abandoned and terminated facilities costs ⁽³⁾	892	507	537	—	—	—
Compensation realignment costs ⁽⁴⁾	—	—	—	—	255	901
Litigation contingencies and related professional services costs ⁽⁵⁾	72	787	—	53	—	—
Transaction-related costs ⁽⁶⁾	149	140	—	—	—	—
Impairment of capitalized internal-use software ⁽⁷⁾	31	81	—	—	—	—
Amortization of capitalized internal-use software ⁽⁸⁾	601	388	249	219	23	—
Non-GAAP income (loss) from operations	\$ 4,711	\$ 977	\$ 3,662	\$ 322	\$ (5,465)	\$ (11,303)
GAAP operating margin	(15)%	(29)%	(11)%	(34)%	(46)%	(89)%
Non-GAAP operating margin	15 %	4 %	12 %	1 %	(19)%	(47)%

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

Reconciliation of GAAP to Non-GAAP Measures - Last Six Quarters (cont.)

(in thousands)

	Q2'25	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
GAAP net loss from continuing operations	\$ (3,647)	\$ (6,609)	\$ (2,219)	\$ (633)	\$ (19,199)	\$ (20,709)
Non-GAAP adjustments:						
Stock-based compensation ⁽¹⁾	7,562	6,048	6,052	6,634	7,212	8,045
Loss on extinguishment of debt ⁽¹²⁾	—	—	—	—	5,531	—
Workforce reduction costs ⁽²⁾	28	719	95	4,701	114	972
Abandoned and terminated facilities costs ⁽³⁾	892	507	537	—	—	—
Compensation realignment costs ⁽⁴⁾	—	—	—	—	255	901
Litigation contingencies and related professional services costs ⁽⁵⁾	72	787	—	53	—	—
Transaction-related costs ⁽⁶⁾	149	140	—	—	—	—
Impairment of capitalized internal-use software ⁽⁷⁾	31	81	—	—	—	—
Amortization of capitalized internal-use software ⁽⁸⁾	601	388	249	219	23	—
Gain on investment in equity securities ⁽⁹⁾	—	—	—	—	—	(4,417)
Foreign currency gains and losses ⁽¹⁰⁾	16	(20)	97	30	(4)	(7)
Loss on transfer of subsidiary ⁽¹¹⁾	—	—	—	(9,239)	601	—
Non-GAAP net income (loss) from continuing operations	\$ 5,704	\$ 2,041	\$ 4,811	\$ 1,765	\$ (5,467)	\$ (15,215)

*Amounts are presented on "continuing operations" (Blend Platform segment-only) basis

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 and related professional services costs** represent reserves for legal settlements and related professional service fees that are unusual or infrequent costs associated with our operating activities.
- (6) **Transaction-related costs** include non-recurring financial advisory, legal, and other transactional costs incurred in connection with investing or divesting activities recorded within general and administrative expense.
- (7) **Impairment of capitalized internal-use software** represents the non-cash expense related to the write-off of certain internal-use software projects.
- (8) **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.
- (9) **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.
- (10) **Foreign currency gains and losses** include transaction gains and losses incurred in connection with our operations in India.
- (11) **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.
- (12) **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.
- (13) **Per share impact of non-GAAP expenses** represents the per share impact of aggregated non-GAAP items included in (1) through (10).
- (14) **Stock-based compensation expense** is net of \$1.1 million and \$2.3 million of additions to capitalized internal-use software for the three and six months ended June 30, 2025 and \$0.5 million and \$1.1 million for the three and six months ended June 30, 2024.

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 (economic value), divided by the total number of loans funded by all Mortgage Suite customers in that same period. Economic value per funded loan is segregated into three categories: 1) core software, 2) add-on products and 3) partnerships. Core software consists of economic value generated through Mortgage and Blend Close. Add-on products consists of economic value generated through Blend Income Verification and Blend Insurance Agency, prior to their transition to partnership models. Partnerships consists of economic value generated from partners through our integrated marketplace. The value derived from products associated with the mortgage application stage is aligned with the timing of funding the related loan (typically a 1-3 month delay from the time of application). Additionally, the value that is associated with fixed platform fees is recognized as revenue ratably over the contractual period, which naturally creates peaks and troughs that align with quarters of low and high mortgage loans funded. 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.