Blend Labs Corporate Overview

2026

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Blend Highlights

Market Leader

- Industry-leading mortgage and consumer banking platform.
- 40 of the top 100 U.S. financial institutions trust Blend for their financial products.[1]
- In 2025 alone, Blend's platform processed over $1.3 trillion in loan applications.

Financial Strength

- Track record of revenue growth: 2023 to 2025 CAGR of 6%.
- Free cash flow positive in FY 2025.
- Built to last with a strong, debt-free balance sheet.

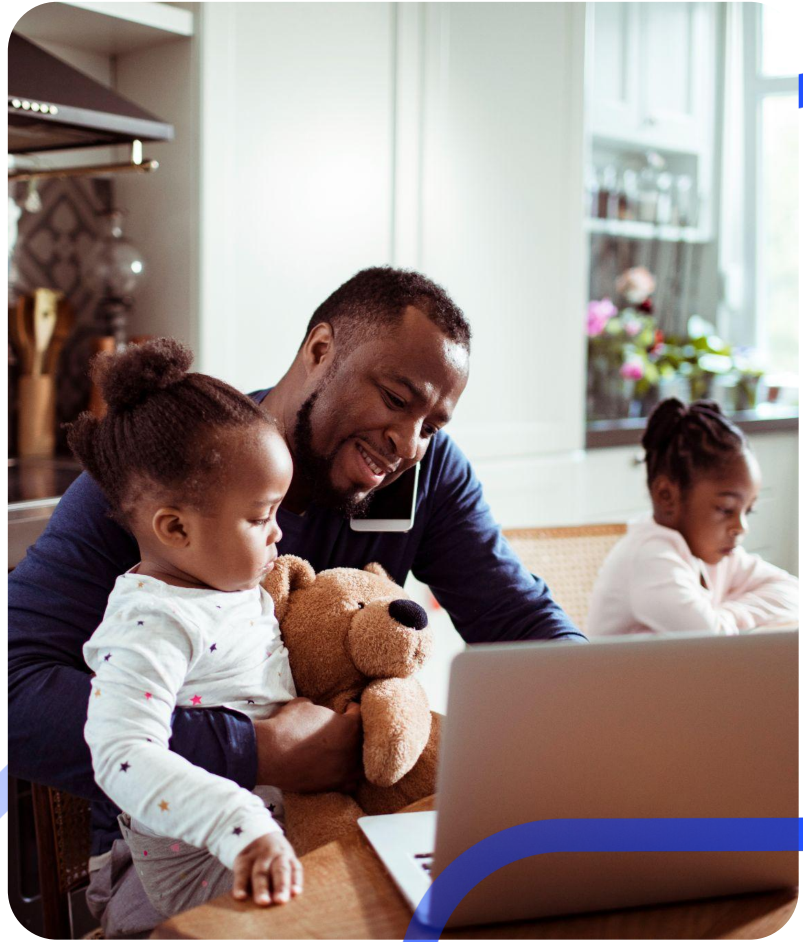
Innovation Accolades

- **HousingWire Tech100 Mortgage:** Winner for seven consecutive years.
- **PROGRESS in Lending 2026 Innovation Award:** Recognized for AI powered Intelligent Origination.

1. Based on the Federal Reserve list of large commercial banks dated 30 September, 2005.

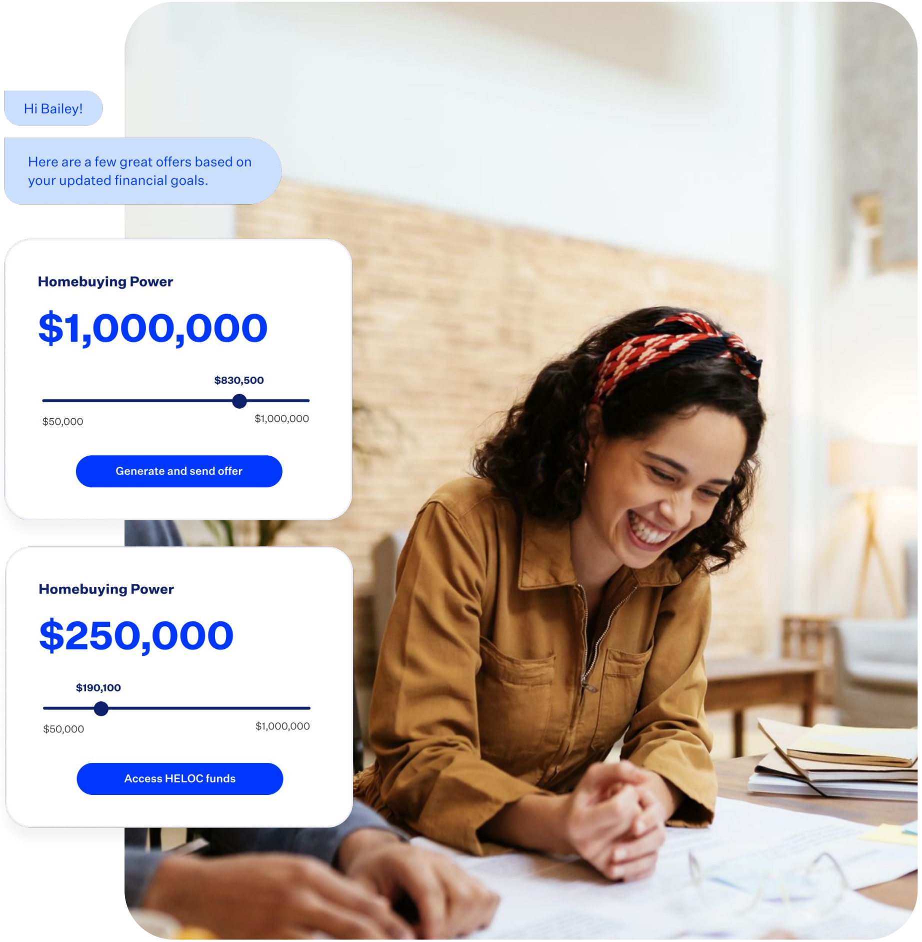
Mission

Help financial institutions anticipate, connect, and **support their customers and members** through life's biggest financial milestones.



Vision

Eliminate friction in banking, empowering financial institutions to offer instant, personalized financial products through a unified intelligent origination platform



Our customers

Financial providers—from large banks, fintechs, and credit unions to community and independent mortgage banks—partner with Blend for long-term success.

- Andrews Federal Credit Union
- BMO
- BOK Financial
- Citizens
- Compeer Financial
- CrossCountry Mortgage
- Delta Community Credit Union
- Ent Credit Union
- farmCREDIT Mid-America
- Fifth Third Bank
- flagstar
- Frost
- HomeAmerican Mortgage Corporation
- Huntington
- KeyBank
- Lakeview
- Lake Michigan Credit Union
- M&T Bank
- Mountain America Credit Union
- Navy Federal Credit Union
- PennyMac
- PNC
- RBFCU rbfcu.org
- SoFi
- SouthState
- TD Bank
- Teachers federal credit union
- TRUIST
- usbank
- Wells Fargo

blend

14

Of the top 50 US mortgage originators by loan volume use Blend.

6

Of the of the top 10 credit unions by AUM use Blend.

$1.3 trillion

Loans were processed on Blend's Platform in 2025

How We Got Here

$100,000,000+

Credit Cards

- Borrower self-serve
- Balance Transfer
- Cross-sell

Personal Loans

- Borrower self-serve
- Debt Consolidation
- Rate Check

Auto & Specialty

- Borrower self-serve
- Lookup + Valuation
- Membership Onboarding

Deposit Accounts

- Borrower self-serve
- Identity Verification
- Debit Card Funding
- Cross-sell
- Shopping Cart

Home Equity

- Borrower self-serve
- Credit
- Doc upload
- E-sign
- Rapid Home Equity
- Close
- AVM, Title, HOI, Flood Verifications

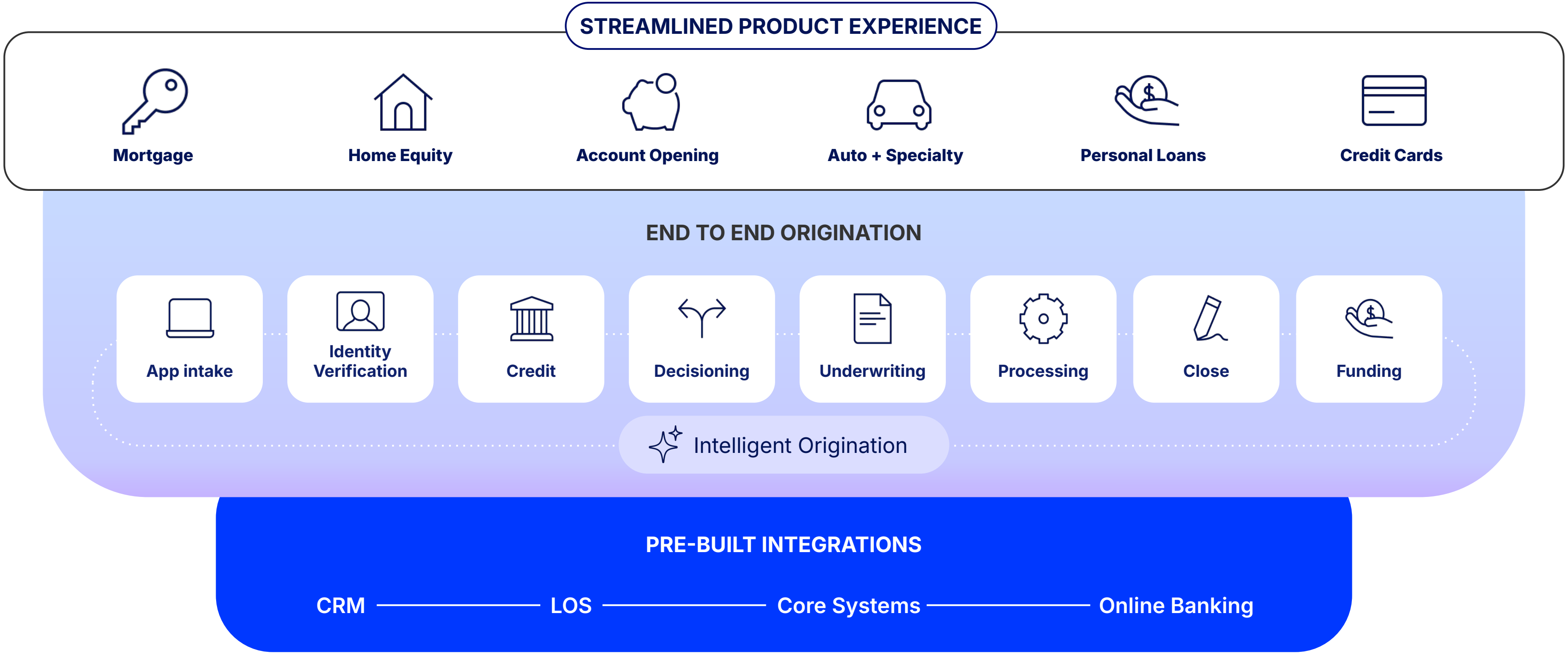
Mortgage

- Borrower self-serve
- Verifications
- Loan Office Mobile App
- Self-Serve Pricing
- Pre-Approval
- Realtor Mobile App
- Close
- Loan Officer Toolkit
- Rapid Refinance
- Artificial Intelligence

OUR SOLUTION

Automating and streamlining origination

One Platform for a Unified Intelligent Experience Across All Products and Channels



MORTGAGE

Customer case study: US Bank

U.S. Bank reduces cycle times and improves customer experience

PROBLEM

A paper-intensive loan process, and applications took upwards of 1.5 hours. Approval cycles were anywhere from 20-60 days, and interactions were exclusively in-branch.

SOLUTION

Offering streamlined processes and a more collaborative and cohesive mortgage process using the Blend Mortgage Suite

27 minutes

to complete an application vs. 1-2 hours

Customer Testimony: U.S. Bank

HOME EQUITY

Customer case study: BMO

BMO's solution for growth through omnichannel lending

PROBLEM

Delivering a consistent, streamlined customer experience across financial products and channels

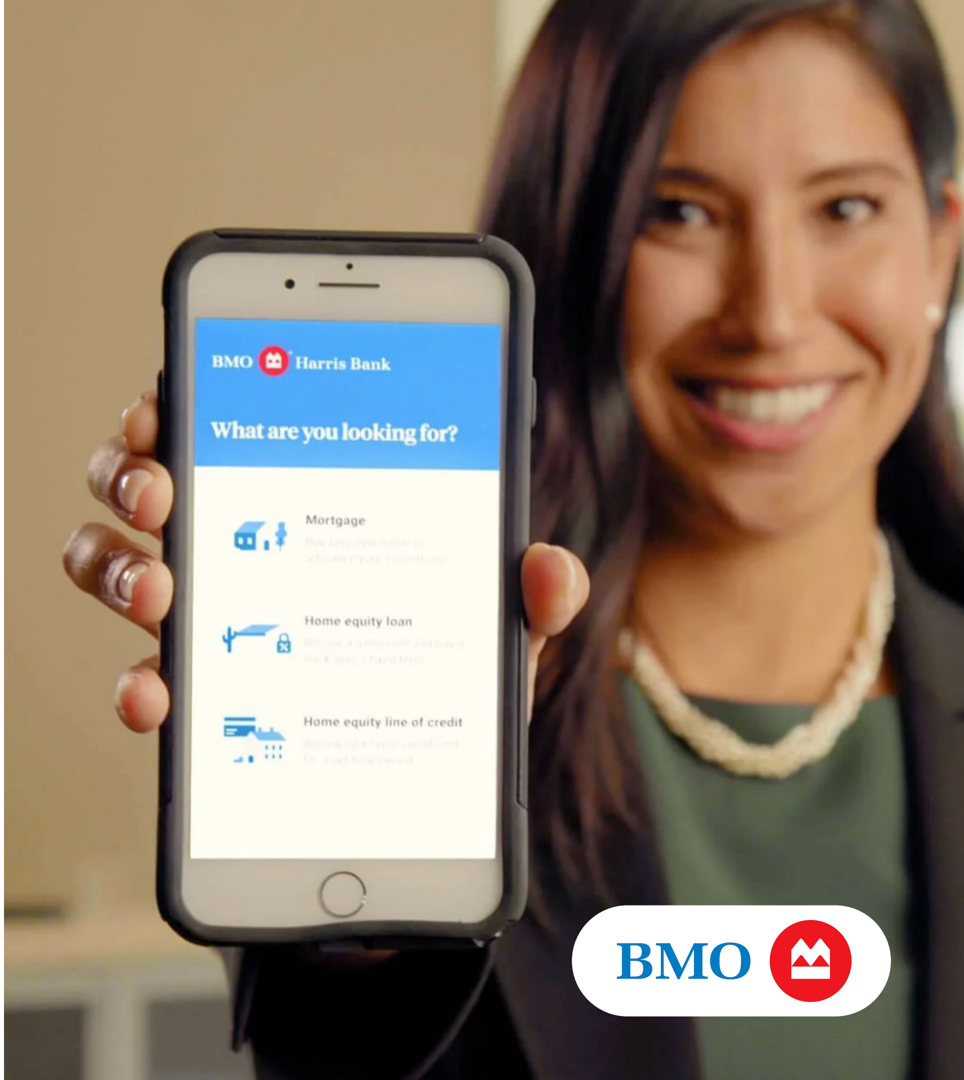
SOLUTION

Present a cohesive experience to customers using a platform that supports a wide range of offerings

53% YoY

increase in digital home equity applications

Customer Testimony: BMO Harris Bank



eCLOSE

Customer Case Study: SouthState Bank

SouthState Bank embraces eClose innovation with Blend

PROBLEM

Operational inefficiencies with traditional paper-based closings

SOLUTION

Adopting Blend Close's hybrid and RON solutions to streamline the process and enhance customer experiences

24-48 hours

to send loans to Fannie and Freddie instead of 5-7 business days, drastically cutting loan cycle time

Customer Testimony: SouthState Bank

ACCOUNT OPENING

Customer case study:
Landmark Credit Union

Building trust and loyalty in the age of digital acceleration

PROBLEM

Overcoming manual processes, siloed data, and time-consuming onboarding

SOLUTION

An omni-channel application experience that automates manual processes, speeds up onboarding, and maximizes account conversion

9,000
Manual hours saved

7 minutes
To open Deposit Accounts vs. 11 days

Customer Testimony: Landmark Credit Union

"That was part of our holistic product experience vision. We wanted our members, prospective members, and our associates to be able to use the same platform. Whether it's a mortgage application, a consumer lending application, or a deposit application, we wanted to have one source of truth instead of the disparate systems we'd been using for years."

Ryan Jandris
Senior Vice President, Digital Strategy,
Landmark Credit Union

LANDMARK CREDIT UNION

Intelligent Origination

“Intelligent Origination is Blend’s **vision and strategy** for bringing applied AI into lending at scale. By embedding AI into the platform itself — not as an add-on, but as a core orchestration layer — **Blend can finally cut into the $11,000 cost of origination problem.**”

High Cost to Originate Driven by Labor Costs

$11,600

Industry Average
Cost to Originate

67%

of origination costs are human personnel

Top 25% Performers — **$6,900**

$9,600 gap between top and bottom performers

Bottom 25% Performers — **$16,500**

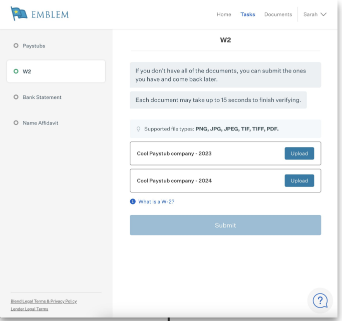
[Freddie Mac | Cost to Originate Study 2024]

Intelligent Origination Reduces Manual Steps

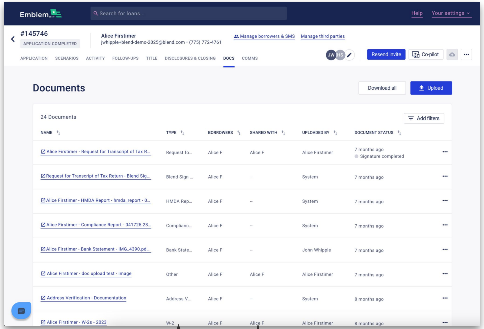
Intelligent Origination

Embedding AI into our core mortgage lifecycle for scalable growth

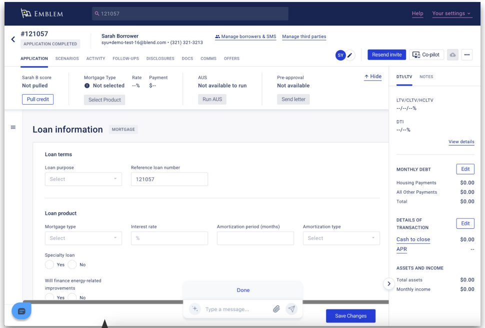
Follow-ups



Documents



LO Toolkit



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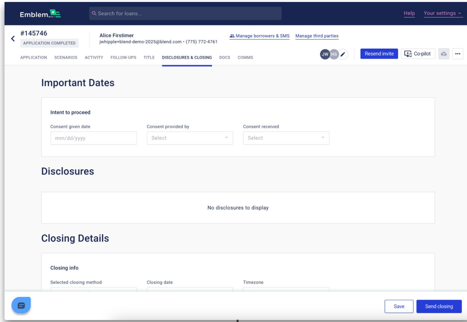

DocAI for borrower followups
Ensure borrowers upload the correct doc before adding to Docs tab

Pre-underwriting doc review
First-pass guideline check on docs in the Docs tab before underwriting

Closing Docs QC
Detect missing pages, signatures, dates, seals in the closing package

Intelligent Analytics
Self-serve reporting at the fingertips of business users

Blend partners with over 110 technology vendors and data service providers

Credit/ Decisioning
CoreLogic
FICO
Experian
TransUnion
method
Factual Data
EQUIFAX

Online Banking
Q2
lumin DIGITAL
Nimbus
Alkami
jack henry

Data
Finicity
ADP

Verification
Prove
TruStage
truework

Product & Pricing
Lender Price
POLLY
optimalblue
COMPASS ANALYTICS

IDV
ALLOY
VERAFIN
Socure
Accertify

Blend Lending Platform

eSign
docusign
Wolters Kluwer
docutech
OneSpan

AI
WisdomAI
OpenAI

CRM
salesforce
surefire
USHERPA More Deals. Less Effort.
Velocify by EllieMae

Core
fiserv.
corelation
FIS
TEMENOS
jack henry

Consumer Baking LOS
corelation
Sync1 Systems
jack henry

Mortgage LOS
vesta
DARKMATTER TECHNOLOGIES
meridianlink
Empower LOS Platform
Encompass

As an Appreciating Asset, Blend Expanded its Partner Ecosystem in 2025

14 net new partners

ASTRA
Covered.
corelation
doma
glia
Method
neuroID
Prove
Sync1 Systems
truv
talk'uments
WisdomAI
truework

5 existing partners with significant new features

Finicity mastercard
HomeLight
meridianlink
Q2
ALLOY

Thank you