

 B L A D E



# Q2 2025 Investor Update



# To Our Shareholders,

On Monday, August 4, 2025 we announced the sale of the Blade Passenger business to Joby Aviation for up to \$125 million.

This transaction is transformational for both the Blade Passenger business and **Blade's Medical division, which will remain a standalone publicly traded company and be renamed Strata Critical Medical. It will be a pure-play, contractual medical business operating in rapidly growing markets uniquely situated to enjoy organic growth as well as an aggressive acquisition strategy.** We strongly believe that this is the best path forward to create long term value for all stakeholders including employees, customers, partners and shareholders.



Rob Wiesenthal, Founder and Chief Executive Officer

Blade's Medical business has grown from 12% of revenue in 2020 to approximately 60% of revenue in 2024, while accounting for approximately 85% of our Segment Adjusted EBITDA. Fundamentally, the Passenger and Medical businesses have different growth, investment and investor profiles. The strength and awareness of Blade as a consumer brand simply overshadowed the high growth and highly profitable nature of our medical business **and this transaction will unlock the full potential of each business over the coming years.**

The Blade Passenger sale includes all passenger operations in the U.S. and Europe including lounges, terminals as well as the Blade brand. Blade's mission since inception has been to accelerate the transition from traditional rotorcraft to electric aircraft. There is no stronger company than Joby Aviation to help make this mission a reality, for the benefit of all our stakeholders. Our Medical division has long been our fastest-growing and most-profitable business line. **With no direct reimbursement risk, limited economic sensitivity and an attractive multi-year growth profile, we believe a standalone Blade Medical will have appeal with a broader set of investors versus the historical combined company structure.**

I am confident that the pure-play nature of Strata combined with a cash war chest that should more than double in size will enable our stock to enjoy a valuation that represents the strength we have today coupled with the numerous opportunities we have ahead. **We have a clear value creation strategy for Strata over the coming years driven by strong underlying organic growth and a highly focused and disciplined capital allocation strategy, supported by approximately \$200 million of cash on the balance sheet** pro forma for the up-front portion of the Blade Passenger sale in addition to up to \$35 million to be received within 12-18 months based on certain employee retention and financial metrics. Trinity Medical Solutions, the Company's operating business in the Medical segment and one of the largest air transporters of human organs for transplant in the United States, will remain Strata's wholly owned subsidiary.

**I will join Joby Aviation as CEO of Blade Air Mobility when the transaction closes and, as the largest individual shareholder of our parent company, I will also serve as Chairman of Strata at closing. Melissa Tomkiel and Will Heyburn have overseen our Medical division for many years and will serve as Co-CEOs of Strata** while retaining their General Counsel and CFO roles, respectively, providing a seamless transition for our customers, suppliers and employees.



**Importantly, the financial impact of the divestiture is expected to be Adjusted EBITDA and Free Cash Flow neutral on a go forward annualized basis, supported by approximately \$7 million in estimated annual corporate cost efficiencies.** I am also confident that even more economic streamlining opportunities lie ahead. Lastly, we're announcing this transformation from a position of strength that is reflected in our strong Q2 2025 financial results as Medical revenue accelerated its growth to 18% in Q2 2025 versus the prior year period.

**In our core organ transplant market, we expect strong organic growth over the coming years driven by increasing transplant volumes, supported by technology adoption and regulatory change, continued new customer acquisition, and growth in ancillary businesses including ground and organ placement.** As we have mentioned before, we see several additional growth opportunities both within our core organ transplant market and in adjacent markets.

**There is also considerable opportunity to deploy capital towards strategic acquisitions that strengthen our core business, growth potential and earnings power.** We're looking forward to providing more detail around our value creation strategy and our actionable M&A pipeline at an Investor Day this fall.

Our end-to-end, time critical air logistics platform is second to none and is trusted by more organ transplant hospitals than any other provider. We will remain relentless in supporting our customers, all of whom are engaged in life-saving work every day. Our 100% contracted customer retention rate over the last twelve months is a testament to this unwavering commitment to the healthcare providers we serve.





We're also setting ourselves up for future success as technology continues to revolutionize the art of the possible in organ transplantation: **As part of this transaction, Strata is entering into a long-term partnership with Joby through which we will gain access to Joby eVTOL aircraft for medical use anywhere they have operations.** We expect that the quiet capabilities of Joby's aircraft, coupled with its potential to operate at lower costs than traditional helicopters and other shorter-range aircraft, will provide value to Strata customers and a competitive advantage for the Company.

In the meantime, we will provide the industry-leading service we are known for using conventional aircraft, managing costs down and improving call-out times for the hospitals we serve by moving aircraft closer to their facilities. We'll also continue to broaden our support for all the incredible new organ preservation technologies that are available or becoming available soon. Our partnership with OrganOx is a great example of the lengths we will go to ensure we can always say yes to our customers' requests to accommodate new technology.

We're excited about the multiple avenues for organic growth in the Medical business, including broadening our service offering within our core organ transplant market. We launched TOPS, our organ placement service, in late 2023 and we introduced a hand carry logistics service offering targeted at kidneys, a segment of the market that we've had limited participation in historically, and this business has grown significantly year-to-date.



# Financial Results

**Medical revenue rose 17.6% year-over-year to a record-setting \$45.1 million in Q2 2025.** After a slow start to the year, we saw a strong rebound in the second quarter driven primarily by new transplant center customers along with strength in demand from third-party service providers. Ground and TOPS, our organ placement service, also contributed to revenue growth in the quarter with TOPS revenue growing above the Medical segment average during the quarter.

**Medical Segment Adjusted EBITDA margin rose to 13.4% in Q2 2025 versus 11.4% in Q1 2025 but declined ~100 basis points compared with 14.4% in Q2 2024.** This was expected as maintenance downtime and costs remained elevated in the second quarter driven by the timing of scheduled maintenance events on our owned fleet. To provide context, on average, our fleet of 10 aircraft should have approximately 3 major inspections, which are called “G inspections” and 2 engine overhauls per year. In 2025, we have 4 G inspections and 5 engine overhauls scheduled with these maintenance events weighted towards the first half of the year.

Given that our owned fleet provides the best unit economics on both a P&L and cash basis, elevated maintenance downtime has two negative impacts on our financial results. First, though we continue to perform all trips for our customers, as contracted, we substitute higher-cost aircraft from our asset-light network. Second, lower hours on our owned fleet results in fixed-cost under-absorption and a higher fully-loaded average cost per flight hour. **It’s important to recognize that scheduled maintenance downtime will vary year-to-year with elevated maintenance downtime in some years and below normal downtime in other years resulting in the opposite effect – higher owned fleet uptime and improved fixed-cost absorption.** We continue to expect an improvement in fleet uptime and Medical Segment Adjusted EBITDA margins in the second half of the year.

Turning to our Passenger business, excluding Canada, which we exited in August 2024, Short Distance revenue decreased 5.5% year-over-year driven primarily by lower revenue in U.S. Short Distance partially offset by strength in Europe. U.S. Short Distance revenue was impacted by the New York tourist helicopter incident in April 2025 along with inclement weather in the month of June, both of which we view as transitory. Encouragingly, we’ve seen meaningful improvement in U.S. Short Distance performance in July relative to Q2 2025. Following the restructuring of our European operations last fall, we’ve seen two consecutive quarters of strong revenue growth. We attribute the improving fundamentals in Europe to the realignment of interests with our local partners along with important operational and commercial changes that have reinvigorated growth and improved the customer experience. In Jet and Other, revenue decreased 2% year-over-year driven by a modest reduction in flight volume and revenue per flight compared with the year ago period.

**Despite lower revenue, we continued to see a significant improvement in Passenger Segment profitability in Q2 2025 driven by improving Flight Margins and lower Segment Adjusted SG&A.** Passenger Segment Flight Margin rose 580 basis points year-over-year to 30.5% in Q2 2025 driven by margin expansion in Short Distance, including the restructuring in Europe and our exit from Canada, along with margin improvement in Jet & Other. Passenger Segment Adjusted SG&A fell 17% year-over-year driven by lower marketing spend in the U.S., the restructuring in Europe and the discontinuation of Canada. **Passenger Segment Adjusted EBITDA tripled year-over-year from \$0.8 million to \$2.4 million.**

Moving to Adjusted Unallocated Corporate Expense and Software Development, we continue to focus on cost efficiencies across the business. During the quarter, expenses declined 2.1% year-over-year.

Given our strong sequential revenue growth in Q2 2025 of 30% versus Q1 2025, we saw a proportionate increase in working capital during the period. The difference between our Q2 2025 Adjusted EBITDA of \$3.2 million and cash from operations



of negative \$3.1 million in the quarter **was primarily driven by a \$7.0 million increase in working capital**, partially offset by an increase in deferred revenue. **It's important to note that our collections remain healthy** with days sales outstanding down to 32 days in Q2 2025 compared with 34 days in the year ago period. Capital expenditures, inclusive of capitalized software development costs, were \$2.7 million in the quarter driven primarily by capitalized aircraft maintenance of approximately \$1.8 million and capitalized software development of \$0.4 million.

Our owned aircraft fleet is unchanged at 10 aircraft, and we remain focused on optimizing the financial and operational performance of the fleet. Given the significant strategic and financial benefits of our owned aircraft, it is possible that we will add a low single-digit number of aircraft to the fleet over the next year or two, but are not currently in the process of buying any aircraft. We ended the quarter with no debt and \$113.4 million of cash and short-term investments.

**Moving on to the outlook, we expect the sale of our Passenger business to be neutral to Adjusted EBITDA and Free Cash Flow on an annualized, go-forward basis.** We expect the loss of Passenger Segment Adjusted EBITDA to be offset by a reduction in unallocated costs associated with the Passenger business. The seasonality of the Passenger business, when 3Q is typically the strongest quarter of the year followed by a seasonally weak 4Q, could create a modest timing impact in 2025 depending on the exact timing of the transaction close. **We will update our revenue and Adjusted EBITDA guidance for 2025 when the transaction is closed.**

For our Medical Segment specifically, revenue growth accelerated in Q2 2025 driven by new customer additions and we've seen this strength continue into July. **We expect mid-teens revenue growth in the second half of the year.**

As we mentioned previously, Medical Segment Adjusted EBITDA margins were impacted by elevated scheduled maintenance downtime and costs in the first half of 2025. **We continue to expect improved owned fleet uptime and Medical Segment Adjusted EBITDA margins in the second half of the year with margins of approximately 15%.**

Given uncertainty on the exact closing timing for the Passenger divestiture, we are reaffirming our 2025 guidance on a full-company basis, excluding the impact of the divestiture. We expect revenue between \$245 and \$265 million with double-digit Adjusted EBITDA.

## Conclusion

The transaction we announced yesterday is only the first step in unlocking the full potential of the Blade Passenger business and Blade's Medical division. There is considerable work left to do but we're optimistic that both businesses are now better positioned for long-term success and value creation.

Thank you all for your continued support.

Sincerely,



Rob Wiesenthal  
Founder and Chief Executive Officer



## Use of Non-GAAP Financial Information

Blade believes that the non-GAAP measures discussed below, viewed in addition to and not in lieu of our reported U.S. Generally Accepted Accounting Principles ("GAAP") results, provide useful information to investors by providing a more focused measure of operating results, enhance the overall understanding of past financial performance and future prospects, and allow for greater transparency with respect to key metrics used by management in its financial and operational decision making. The non-GAAP measures presented herein may not be comparable to similarly titled measures presented by other companies. Adjusted EBITDA, Adjusted Unallocated Corporate Expenses, SG&A, Adjusted SG&A, Flight Profit, Flight Margin, Free Cash Flow and Free Cash Flow, before Aircraft Acquisitions and revenue excluding the impact of Canada have been reconciled to the nearest GAAP measure in the tables within this press release.

**Adjusted EBITDA** – Blade reports Adjusted EBITDA, which is a non-GAAP financial measure. Blade defines Adjusted EBITDA as net loss adjusted to exclude depreciation and amortization, stock-based compensation, change in fair value of warrant liabilities, interest income and expense, income tax, realized gains and losses on short-term investments, impairment of intangible assets and certain other non-recurring items that management does not believe are indicative of ongoing Company operating performance and would impact the comparability of results between periods.

**Adjusted Unallocated Corporate Expenses** – Blade defines Adjusted Unallocated Corporate Expenses as expenses that cannot be allocated to either of our reporting segments (Passenger and Medical) and therefore attributable to our Corporate expenses and software development, less non-cash items and certain other non-recurring items that management does not believe are indicative of ongoing Company operating performance and would impact the comparability of results between periods.

**SG&A and Adjusted SG&A** – Blade defines SG&A as total operating expenses excluding cost of revenue. Blade defines Adjusted SG&A as total operating expenses excluding cost of revenue and excluding non-cash items and certain other non-recurring items that management does not believe are indicative of ongoing Company operating performance and would impact the comparability of results between periods.

**Flight Profit and Flight Margin** – Blade defines Flight Profit as revenue less cost of revenue. Cost of revenue consists of flight costs paid to operators of aircraft and vehicles, landing fees, depreciation of aircraft, vehicles and machinery and equipment, operating lease cost, internal costs incurred in generating organ ground transportation revenue using the Company's owned vehicles and costs of operating our owned aircraft including fuel, management fees paid to the operator, maintenance costs and pilot salaries. Blade defines Flight Margin for a period as Flight Profit for the period divided by revenue for the same period. Blade believes that Flight Profit and Flight Margin provide an important measure of the profitability of the Company's flight and ground operations, as they focus solely on the non-discretionary direct costs associated with those operations such as third-party variable costs and costs of owning and operating Blade's owned aircraft.

**Free Cash Flow and Free Cash Flow, before Aircraft Acquisitions** – Blade defines Free Cash Flow as net cash provided by / (used in) operating activities less capital expenditures and capitalized software development costs. Blade also reports Free Cash Flow, before Aircraft Acquisitions, which is Free Cash Flow excluding cash outflows for aircraft acquisitions. Blade believes that Free Cash Flow and Free Cash Flow, before Aircraft Acquisitions provide important insights into the cash-generating capability of the business, with Free Cash Flow, before Aircraft Acquisition specifically highlighting the cash generated by our core operations before the impact of discretionary strategic investments in new aircraft.

We have also shown revenue, Short Distance and Passenger revenue excluding the impact of Canada in this release. These amounts reflect total revenue, Short Distance and Passenger revenue, respectively, excluding the activity in Canada in both the current and the prior year periods. The Company discontinued its operations in Canada on August 31, 2024. Management believes that presenting this information enhances the comparability of results between periods.



## Financial Results

**BLADE AIR MOBILITY, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
*(in thousands, except share data, unaudited)*

	<b>June 30, 2025</b>	<b>December 31, 2024</b>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 58,754	\$ 18,378
Restricted cash	1,564	1,269
Accounts receivable, net of allowance of \$315 and \$112 at June 30, 2025 and December 31, 2024, respectively	28,172	21,591
Short-term investments	54,666	108,757
Prepaid expenses and other current assets	13,324	10,747
Total current assets	156,480	160,742
Non-current assets:		
Property and equipment, net	33,697	30,918
Intangible assets, net	13,580	13,653
Goodwill	44,251	41,050
Operating right-of-use asset	8,453	8,876
Other non-current assets	1,458	1,436
Total assets	\$ 257,919	\$ 256,675
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 13,679	\$ 12,766
Deferred revenue	9,112	6,656
Operating lease liability, current	3,521	3,304
Total current liabilities	26,312	22,726
Non-current liabilities:		
Warrant liability	2,979	5,808
Operating lease liability, long-term	5,318	6,018
Deferred tax liability	210	185
Total liabilities	34,819	34,737
<b>Stockholders' Equity</b>		
Preferred stock, \$0.0001 par value, 2,000,000 shares authorized; no shares issued and outstanding at June 30, 2025 and December 31, 2024, respectively	—	—
Common stock, \$0.0001 par value; 400,000,000 authorized; 81,695,605 and 79,419,028 shares issued at June 30, 2025 and December 31, 2024, respectively	7	7
Additional paid in capital	411,259	407,076
Accumulated other comprehensive income	5,968	1,753
Accumulated deficit	(194,134)	(186,898)
Total stockholders' equity	223,100	221,938
Total Liabilities and Stockholders' Equity	\$ 257,919	\$ 256,675

**BLADE AIR MOBILITY, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
*(in thousands, except share and per share data, unaudited)*

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2025</b>	<b>2024</b>	<b>2025</b>	<b>2024</b>
Revenue	\$ 70,801	\$ 67,945	\$ 125,107	\$ 119,459
Operating expenses				
Cost of revenue	53,064	51,591	95,392	92,966
Software development	915	971	1,727	1,641
General and administrative	20,142	25,136	37,456	42,345
Selling and marketing	1,634	2,396	3,069	4,524
Total operating expenses	<u>75,755</u>	<u>80,094</u>	<u>137,644</u>	<u>141,476</u>
Loss from operations	<u>(4,954)</u>	<u>(12,149)</u>	<u>(12,537)</u>	<u>(22,017)</u>
Other non-operating income				
Interest income	1,155	1,788	2,476	3,860
Change in fair value of warrant liabilities	77	(913)	2,829	2,565
Total other non-operating income	<u>1,232</u>	<u>875</u>	<u>5,305</u>	<u>6,425</u>
Loss before income taxes	<u>(3,722)</u>	<u>(11,274)</u>	<u>(7,232)</u>	<u>(15,592)</u>
Income tax expense (benefit)	<u>21</u>	<u>52</u>	<u>4</u>	<u>(32)</u>
Net loss	<u>\$ (3,743)</u>	<u>\$ (11,326)</u>	<u>\$ (7,236)</u>	<u>\$ (15,560)</u>
Net loss per share:				
Basic	<u>\$ (0.05)</u>	<u>\$ (0.15)</u>	<u>\$ (0.09)</u>	<u>\$ (0.20)</u>
Diluted	<u>\$ (0.05)</u>	<u>\$ (0.15)</u>	<u>\$ (0.09)</u>	<u>\$ (0.20)</u>
Weighted-average number of shares outstanding:				
Basic	<u>81,297,402</u>	<u>77,603,604</u>	<u>80,598,483</u>	<u>76,700,008</u>
Diluted	<u>81,297,402</u>	<u>77,603,604</u>	<u>80,598,483</u>	<u>76,700,008</u>



**BLADE AIR MOBILITY, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
*(in thousands, unaudited)*

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2025</b>	<b>2024</b>	<b>2025</b>	<b>2024</b>
<b>Cash Flows From Operating Activities:</b>				
Net loss	\$ (3,743)	\$ (11,326)	\$ (7,236)	\$ (15,560)
Adjustments to reconcile net loss to net cash and restricted cash used in operating activities:				
Depreciation and amortization	1,776	1,559	3,473	3,153
Stock-based compensation	5,349	5,647	9,566	9,965
Change in fair value of warrant liabilities	(77)	913	(2,829)	(2,565)
Excess of lease liability over operating right-of-use assets	—	(123)	—	(123)
Gain on lease modification	—	(6)	—	(53)
Accretion of interest income on held-to-maturity securities	(785)	(816)	(1,508)	(2,297)
Deferred tax benefit	21	52	4	(32)
Impairment of intangible assets	—	5,759	—	5,759
Bad debt expense	355	171	385	202
Other (1)	(20)	1	43	4
Changes in operating assets and liabilities:				
Prepaid expenses and other current assets	(3,904)	6,374	(1,650)	5,958
Accounts receivable	(6,257)	(4,358)	(6,777)	(6,967)
Other non-current assets	61	510	74	466
Operating right-of-use assets/lease liabilities	(31)	66	(61)	39
Accounts payable and accrued expenses	3,192	2,712	914	(7,525)
Deferred revenue	999	1,294	2,292	2,454
<b>Net cash (used in) / provided by operating activities</b>	<b>(3,064)</b>	<b>8,429</b>	<b>(3,310)</b>	<b>(7,122)</b>
<b>Cash Flows From Investing Activities:</b>				
Capitalized software development costs	(429)	(745)	(961)	(1,056)
Purchase of property and equipment	(2,299)	(16,163)	(4,918)	(16,979)
Proceeds from disposal of property and equipment	64	—	69	—
Purchase of held-to-maturity investments	(12,206)	—	(96,403)	(77,051)
Proceeds from maturities of held-to-maturity investments	43,550	—	151,300	102,740
<b>Net cash provided by / (used in) investing activities</b>	<b>28,680</b>	<b>(16,908)</b>	<b>49,087</b>	<b>7,654</b>
<b>Cash Flows From Financing Activities:</b>				
Proceeds from the exercise of common stock options	14	22	74	113
Taxes paid related to net share settlement of equity awards	(1,151)	(986)	(5,457)	(1,023)
Repurchase and retirement of common stock	—	(244)	—	(244)
<b>Net cash used in financing activities</b>	<b>(1,137)</b>	<b>(1,208)</b>	<b>(5,383)</b>	<b>(1,154)</b>
Effect of foreign exchange rate changes on cash balances	151	(7)	277	(33)
<b>Net increase (decrease) in cash and cash equivalents and restricted cash</b>	<b>24,630</b>	<b>(9,694)</b>	<b>40,671</b>	<b>(655)</b>
<b>Cash and cash equivalents and restricted cash - beginning</b>	<b>35,688</b>	<b>38,060</b>	<b>19,647</b>	<b>29,021</b>
<b>Cash and cash equivalents and restricted cash - ending</b>	<b>\$ 60,318</b>	<b>\$ 28,366</b>	<b>\$ 60,318</b>	<b>\$ 28,366</b>
<b>Reconciliation to unaudited interim condensed consolidated balance sheets</b>				
Cash and cash equivalents	\$ 58,754	\$ 26,308	\$ 58,754	\$ 26,308
Restricted cash	1,564	2,058	1,564	2,058
<b>Total cash and cash equivalents and restricted cash</b>	<b>\$ 60,318</b>	<b>\$ 28,366</b>	<b>\$ 60,318</b>	<b>\$ 28,366</b>
<b>Supplemental cash flow information</b>				
Cash paid for:				
Income Taxes paid	\$ 23	\$ —	\$ 23	\$ —
Non-cash investing and financing activities:				
New leases under ASC 842 entered into during the period	\$ 592	\$ 3,777	\$ 1,200	\$ 6,358
Common stock issued for settlement of earn-out previously in accounts payable and accrued expenses	—	—	—	3,022
Purchases of property and equipment and capitalized software in accounts payable and accrued expenses	(105)	3,348	234	3,633
Derecognition of ROU assets and lease liability	—	(6,367)	—	(6,367)

(1) Prior year amounts have been updated to conform to current period presentation.

## Key Metrics and Non-GAAP Financial Information

### DISAGGREGATED REVENUE BY PRODUCT LINE

(in thousands, unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>Passenger segment</b>				
Short Distance	\$ 17,195	\$ 20,908	\$ 26,475	\$ 30,718
Jet and Other	8,498	8,696	17,576	14,374
Total	<u>\$ 25,693</u>	<u>\$ 29,604</u>	<u>\$ 44,051</u>	<u>\$ 45,092</u>
<b>Medical segment</b>				
MediMobility Organ Transport	\$ 45,108	\$ 38,341	81,056	74,367
Total	<u>\$ 45,108</u>	<u>\$ 38,341</u>	<u>\$ 81,056</u>	<u>\$ 74,367</u>
Total Revenue	<u>\$ 70,801</u>	<u>\$ 67,945</u>	<u>\$ 125,107</u>	<u>\$ 119,459</u>

### IMPACT OF FORMER OPERATIONS IN CANADA ON REPORTED REVENUE

(in thousands except percentages, unaudited)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2025	2024	% Change	2025	2024	% Change
Revenue	\$ 70,801	\$ 67,945	4.2 %	\$ 125,107	\$ 119,459	4.7 %
Canada revenue	—	(2,704)		—	(5,267)	
Revenue excluding Canada	<u>\$ 70,801</u>	<u>\$ 65,241</u>	8.5 %	<u>\$ 125,107</u>	<u>\$ 114,192</u>	9.6 %
Short Distance	\$ 17,195	\$ 20,908	(17.8)%	\$ 26,475	\$ 30,718	(13.8)%
Canada revenue	—	(2,704)		—	(5,267)	
Short Distance Revenue excluding Canada	<u>\$ 17,195</u>	<u>\$ 18,204</u>	(5.5)%	<u>\$ 26,475</u>	<u>\$ 25,451</u>	4.0 %
Passenger Segment	\$ 25,693	\$ 29,604	(13.2)%	\$ 44,051	\$ 45,092	(2.3)%
Canada revenue	—	(2,704)		—	(5,267)	
Passenger Revenue excluding Canada	<u>\$ 25,693</u>	<u>\$ 26,900</u>	(4.5)%	<u>\$ 44,051</u>	<u>\$ 39,825</u>	10.6 %



**SEGMENT INFORMATION: REVENUE, FLIGHT PROFIT, FLIGHT MARGIN, ADJUSTED EBITDA WITH RECONCILIATION TO TOTAL ADJUSTED EBITDA**

*(in thousands except percentages, unaudited)*

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2025</b>	<b>2024</b>	<b>2025</b>	<b>2024</b>
Passenger Revenue	\$ 25,693	\$ 29,604	\$ 44,051	\$ 45,092
Medical Revenue	45,108	38,341	81,056	74,367
<b>Total Revenue</b>	<b>\$ 70,801</b>	<b>\$ 67,945</b>	<b>\$ 125,107</b>	<b>\$ 119,459</b>
Passenger Flight Profit	\$ 7,829	\$ 7,317	\$ 11,873	\$ 9,426
Medical Flight Profit	9,908	9,037	17,842	17,067
<b>Total Flight Profit</b>	<b>\$ 17,737</b>	<b>\$ 16,354</b>	<b>\$ 29,715</b>	<b>\$ 26,493</b>
Passenger Flight Margin	30.5 %	24.7 %	27.0 %	20.9 %
Medical Flight Margin	22.0 %	23.6 %	22.0 %	22.9 %
<b>Total Flight Margin</b>	<b>25.1 %</b>	<b>24.1 %</b>	<b>23.8 %</b>	<b>22.2 %</b>
Passenger Adjusted EBITDA	\$ 2,389	\$ 782	\$ 2,443	\$ (1,869)
Medical Adjusted EBITDA	6,039	5,524	10,137	9,933
Adjusted unallocated corporate expenses and software development	(5,238)	(5,348)	(10,628)	(10,652)
<b>Total Adjusted EBITDA</b>	<b>\$ 3,190</b>	<b>\$ 958</b>	<b>\$ 1,952</b>	<b>\$ (2,588)</b>

**LAST TWELVE MONTHS PASSENGER ADJUSTED EBITDA**

*(in thousands, unaudited)*

	<b>Last Twelve Months</b>	<b>Three Months Ended</b>			
		<b>June 30, 2025</b>	<b>March 31, 2025</b>	<b>December 31, 2024</b>	<b>September 30, 2024</b>
Passenger Adjusted EBITDA	\$ 7,880	\$ 2,389	\$ 54	\$ (156)	\$ 5,593

**SEATS FLOWN - ALL PASSENGER FLIGHTS**

*(unaudited)*

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2025</b>	<b>2024</b>	<b>2025</b>	<b>2024</b>
Seats flown – all passenger flights <sup>(1)</sup>	22,730	27,391	36,614	40,677

(1) We discontinued our operations in Canada on August 31, 2024. As a result, the Seats Flown metric above excludes activity in Canada for the three and six months ended June 30, 2024, which Seats Flown in Canada amounted to 15,222 and 29,342, respectively.

**REVENUE, FLIGHT PROFIT, FLIGHT MARGIN, ADJUSTED SG&A, ADJUSTED EBITDA**

*(in thousands except percentages, unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue	\$ 70,801	\$ 67,945	\$ 125,107	\$ 119,459
Flight Profit	17,737	16,354	29,715	26,493
Flight Margin	25.1 %	24.1 %	23.8 %	22.2 %
Adjusted SG&A	15,399	15,834	29,370	29,602
Adjusted SG&A as a percentage of revenue	21.7 %	23.3 %	23.5 %	24.8 %
Depreciation included in Flight Profit	852	438	1,607	521
Adjusted EBITDA	\$ 3,190	\$ 958	\$ 1,952	\$ (2,588)
Adjusted EBITDA as a percentage of revenue	4.5 %	1.4 %	1.6 %	(2.2)%

**RECONCILIATION OF REVENUE LESS COST OF REVENUE TO GROSS PROFIT AND GROSS PROFIT TO FLIGHT PROFIT**

*(in thousands except percentages, unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue	\$ 70,801	\$ 67,945	\$ 125,107	\$ 119,459
Less:				
Cost of revenue <sup>(1)</sup>	53,064	51,591	95,392	92,966
Depreciation and amortization <sup>(2)</sup>	777	971	1,535	2,211
Stock-based compensation	46	35	87	113
Other <sup>(3)</sup>	4,025	4,012	7,111	6,981
Gross Profit	\$ 12,889	\$ 11,336	\$ 20,982	\$ 17,188
Gross Margin	18.2 %	16.7 %	16.8 %	14.4 %
Gross Profit	\$ 12,889	\$ 11,336	\$ 20,982	\$ 17,188
Reconciling items:				
Depreciation and amortization <sup>(2)</sup>	777	971	1,535	2,211
Stock-based compensation	46	35	87	113
Other <sup>(3)</sup>	4,025	4,012	7,111	6,981
Flight Profit	\$ 17,737	\$ 16,354	\$ 29,715	\$ 26,493
Flight Margin	25.1 %	24.1 %	23.8 %	22.2 %

(1) Cost of revenue consists of flight costs paid to operators of aircraft and vehicles, landing fees, depreciation of aircraft, vehicles and machinery and equipment, operating lease cost, internal costs incurred in generating organ ground transportation revenue using the Company's owned vehicles and costs of operating our owned aircraft including fuel, management fees paid to the operator, maintenance costs and pilot salaries.

(2) Represents real estate depreciation and intangibles amortization included within general and administrative.

(3) Other costs include credit card processing fees, direct staff costs (primarily customer facing, logistics and coordination), commercial costs and establishment costs.



## RECONCILIATION OF TOTAL OPERATING EXPENSES TO ADJUSTED SG&A

*(in thousands except percentages, unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue	\$ 70,801	\$ 67,945	\$ 125,107	\$ 119,459
Total operating expenses	75,755	80,094	137,644	141,476
Subtract:				
Cost of revenue	53,064	51,591	95,392	92,966
<b>SG&amp;A</b>	<b>\$ 22,691</b>	<b>\$ 28,503</b>	<b>\$ 42,252</b>	<b>\$ 48,510</b>
SG&A as percentage of Revenue	32.0 %	42.0 %	33.8 %	40.6 %
<b>Adjustments to reconcile SG&amp;A to Adjusted SG&amp;A</b>				
Subtract:				
Depreciation and amortization included in SG&A	924	1,121	1,866	2,632
Stock-based compensation	5,410	5,546	9,621	10,089
Legal and regulatory advocacy fees <sup>(1)</sup>	345	139	703	262
SOX readiness costs	—	82	—	82
Impairment of intangible assets	—	5,759	—	5,759
Other <sup>(2)</sup>	613	22	692	84
Adjusted SG&A	<b>\$ 15,399</b>	<b>\$ 15,834</b>	<b>\$ 29,370</b>	<b>\$ 29,602</b>
Adjusted SG&A as percentage of Revenue	21.7 %	23.3 %	23.5 %	24.8 %

(1) Includes legal advocacy fees that we do not consider representative of legal and regulatory advocacy costs that we will incur from time to time in the ordinary course of our business. For the three and six months ended June 30, 2025 and 2024, these costs primarily related to the Drulias lawsuit.

(2) For the three and six months ended June 30, 2025, Other primarily includes professional fees in connection with the Sale of Passenger business and restructuring costs associated with a reorganization of Blade Europe. For the three and six months ended June 30, 2024, Other includes M&A professional fees.

## RECONCILIATION OF NET LOSS TO ADJUSTED EBITDA

*(in thousands except percentages, unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>Net loss</b>	<b>\$ (3,743)</b>	<b>\$ (11,326)</b>	<b>\$ (7,236)</b>	<b>\$ (15,560)</b>
Add (deduct):				
Depreciation and amortization	1,776	1,559	3,473	3,153
Stock-based compensation	5,410	5,546	9,621	10,089
Change in fair value of warrant liabilities	(77)	913	(2,829)	(2,565)
Interest income	(1,155)	(1,788)	(2,476)	(3,860)
Income tax expense (benefit)	21	52	4	(32)
Legal and regulatory advocacy fees <sup>(1)</sup>	345	139	703	262
SOX readiness costs	—	82	—	82
Impairment of intangible assets	—	5,759	—	5,759
Other <sup>(2)</sup>	613	22	692	84
<b>Adjusted EBITDA</b>	<b>\$ 3,190</b>	<b>\$ 958</b>	<b>\$ 1,952</b>	<b>\$ (2,588)</b>
Revenue	\$ 70,801	\$ 67,945	\$ 125,107	\$ 119,459
Adjusted EBITDA as a percentage of Revenue	4.5 %	1.4 %	1.6 %	(2.2)%

(1) Includes legal advocacy fees that we do not consider representative of legal and regulatory advocacy costs that we will incur from time to time in the ordinary course of our business. For the three and six months ended June 30, 2025 and 2024, these costs primarily related to the Drulias lawsuit.

(2) For the three and six months ended June 30, 2025, Other primarily includes professional fees in connection with the Sale of Passenger business and legal costs in connection with the reorganization of Blade Europe. For the three and six months ended June 30, 2024, Other includes M&A professional fees.

**RECONCILIATION OF NET CASH (USED IN) / PROVIDED BY OPERATING ACTIVITIES TO FREE CASH FLOW AND FREE CASH FLOW BEFORE AIRCRAFT ACQUISITIONS**

*(in thousands, unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>Net cash (used in) / provided by operating activities</b>	<b>\$ (3,064)</b>	<b>\$ 8,429</b>	<b>\$ (3,310)</b>	<b>\$ (7,122)</b>
Capitalized software development costs	(429)	(745)	(961)	(1,056)
Purchase of property and equipment	(2,299)	(16,163)	(4,918)	(16,979)
Proceeds from disposal of property and equipment	64	—	69	—
<b>Free Cash Flow</b>	<b>(5,728)</b>	<b>(8,479)</b>	<b>(9,120)</b>	<b>(25,157)</b>
Aircraft and Engine Acquisition Capital Expenditures <sup>(1)</sup>	28	14,635	718	14,635
<b>Free Cash Flow, before Aircraft Acquisitions</b>	<b>\$ (5,700)</b>	<b>\$ 6,156</b>	<b>\$ (8,402)</b>	<b>\$ (10,522)</b>

(1) Represents capital expenditures for aircraft and engine acquisitions, excluding capitalized maintenance subsequent to initial acquisition.

**LAST TWELVE MONTHS DISAGGREGATED REVENUE BY PRODUCT LINE**

*(in thousands, unaudited)*

	Last Twelve Months	Three Months Ended			
		June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024
Product Line:					
Short Distance	\$ 67,960	\$ 17,195	\$ 9,280	\$ 9,133	\$ 32,352
Jet and Other	32,875	8,498	9,078	8,836	6,463
MediMobility Organ Transport	153,506	45,108	35,948	36,388	36,062
<b>Total Revenue</b>	<b>\$ 254,341</b>	<b>\$ 70,801</b>	<b>\$ 54,306</b>	<b>\$ 54,357</b>	<b>\$ 74,877</b>

## About Blade Air Mobility

Blade Air Mobility provides air transportation and logistics for hospitals across the United States, where it is one of the largest transporters of human organs for transplant, and for passengers, with helicopter and fixed wing services primarily in the Northeast United States and Southern Europe. Based in New York City, Blade's asset-light model, coupled with its exclusive passenger terminal infrastructure and proprietary technologies, is designed to facilitate a seamless transition from helicopters and fixed-wing aircraft to Electric Vertical Aircraft ("EVA" or "eVTOL"), enabling lower cost air mobility that is both quiet and emission-free.

For more information, visit [www.blade.com](http://www.blade.com).

## Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts and may be identified by the use of words such as "will", "anticipate", "believe", "could", "continue", "expect", "estimate", "may", "plan", "outlook", "future", "target", and "project" and other similar expressions and the negatives of those terms. These statements, which involve risks and uncertainties, relate to the sale of Blade's Passenger business, analyses and other information that are based on forecasts of future results and estimates of amounts not yet determinable and may also relate to Blade's future prospects, developments and business strategies. In particular, such forward-looking statements include statements concerning the impact and anticipated benefits of the sale of Blade's Passenger business (including the receipt of any contingent consideration), the impact of such divestiture on Blade's financial performance and liquidity outlook, the timing when such transaction may be completed, if at all, Blade's future plans and business strategies, financial and operating performance (including the discussion of financial and liquidity outlook and guidance for 2025 and beyond), the composition and performance of its fleet, results of operations, industry environment and growth opportunities and new product lines and partnerships. These statements are based on management's current expectations and beliefs, as well as a number of assumptions concerning future events. Actual results may differ materially from the results predicted, and reported results should not be considered as an indication of future performance.

Such forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other important factors, many of which are outside Blade's control, that could cause actual results to differ materially from the results discussed in the forward-looking statements. Factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements include: the occurrence of any event, change, or circumstance that could give rise to the termination of the agreement to divest Blade's Passenger business or a delay in consummating the transactions contemplated thereby; the effect of the announcement of the proposed transaction on the Blade's business relationships, operating results, and business generally; unexpected costs, charges, or expenses resulting from the proposed divestiture; any failure to realize the anticipated efficiencies and benefits of such transaction; fluctuations in the value of any equity issued to Blade in the transaction; our continued incurrance of significant losses; failure of the markets for our offerings to grow as expected, or at all; our ability to effectively market and sell air transportation as a substitute for conventional methods of transportation; reliance on certain customers in our Passenger segment revenue; the inability or unavailability to use or take advantage of the shift, or lack thereof, to EVA technology; our ability to successfully enter new markets and launch new routes and services; any adverse publicity stemming from accidents involving small aircraft, helicopters or charter flights and, in particular, any accidents involving our third-party operators; the impact of the recently announced sale of our Passenger business, our ability to successfully complete such sale on a timely basis or at all, and any inability to realize the anticipated benefits of such transaction; any change to the ownership of our aircraft and the challenges related thereto; the effects of competition; harm to our reputation and brand; our ability to provide high-quality customer support; our ability to maintain a high daily aircraft usage rate; changes in consumer preferences, discretionary spending and other economic conditions; impact of natural disasters, outbreaks and pandemics, economic, social, weather, geopolitical, growth constraints, and regulatory conditions or other circumstances on metropolitan areas and airports where we have geographic concentration; the effects of climate change, including potential increased impacts of severe weather and regulatory activity; the availability of aircraft fuel; our ability to address system failures, defects, errors, or vulnerabilities in our website, applications, backend systems or other technology systems or those of third-party technology providers; interruptions or security breaches of our information technology systems; our placements within mobile applications; our ability to protect our intellectual property rights; our use of open source software; our ability to expand and maintain our infrastructure network; our ability to access additional funding; the increase of costs and risks associated with international expansion; our ability to identify, complete and successfully integrate future acquisitions; our ability to manage our growth; increases in insurance costs or reductions in insurance coverage; the loss of key members of our management team; our ability to maintain our company culture; our reliance on contractual relationships with certain transplant centers and Organ Procurement Organizations; effects of fluctuating financial results; our reliance on third-party operators; the availability of third-party operators; disruptions to third-party operators; increases in insurance costs or reductions in insurance coverage for our third-party aircraft operators; the possibility that our third-party aircraft operators may illegally, improperly or otherwise inappropriately operate our branded aircraft; our reliance on third-party web service providers; changes in our regulatory environment; risks and impact of any litigation we may be subject to; regulatory obstacles in local governments; the expansion of domestic and foreign privacy and security laws; the expansion of environmental regulations; our ability to remediate any material weaknesses or maintain internal controls over financial reporting; our ability to maintain effective internal controls and disclosure controls; changes in the fair value of our warrants; and other factors beyond our control. Additional factors can be found in our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q, each as filed with the U.S. Securities and Exchange Commission. New risks and uncertainties arise from time to time, and it is impossible for us to predict these events or how they may affect us. You are cautioned not to place undue reliance upon any forward-looking statements, which speak only as of the date made, and Blade undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, changes in expectations, future events or otherwise.

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