



BLADE



Q4 2023 Investor Update

To Our Shareholders,

2023 was another record year for Blade. **Our full-year Revenue increased by 54.1% to \$225.2 million versus the prior year**, while **Flight Profit increased by 84.0%** as our **intense focus on margin enhancement initiatives** generated results. This led to a **\$10.8 million improvement in Adjusted EBITDA** versus the prior year period, to (\$16.6) million for the full year 2023.

Blade Airport, our helicopter service between Manhattan and New York Area airports, starting at \$195 per seat, delivered **positive Flight Profit not just for Q3 and Q4, but also for the full year 2023**.

When we launched Blade Airport in 2021, we set up the unit economics to be profitable at just above two out of six seats sold per flight. Though we knew that our growth and customer acquisition metrics were pointing in the right direction, the two-year ramp-up process required hard work from our operations team and patience from our investors. We would like to acknowledge our flier experience, flier relations, operations and on-the-ground logistics teams, and our ground transport partners at Mercedes-Benz USA for working so diligently to make this product a success. We look forward to continued growth this year and beyond, as we begin to transition to Electric Vertical Aircraft (EVA) in the coming years.

On the operational front, we are excited to announce the **acquisition of eight jet aircraft to support our continued rapid growth in Medical**, enabling lower cost service and improved availability for the hospitals we serve and improved unit economics for Blade.

Our Medical business has more than tripled since our acquisition of Trinity in 2021, presenting us with an opportunity to further leverage our scale through the purchase of a limited number of aircraft. By purchasing aircraft that we already utilize exclusively, and by maintaining the existing operator and crews, we are **well-positioned to capture incremental fixed-cost leverage** without the risk of building a new medical aircraft operation from the ground up.

We believe this change will **further improve our competitive positioning without compromising the benefits of our asset-light model**, as the vast majority of our Medical flights and nearly 100% of our Passenger flights will continue to be serviced by our very select group of third-party owned and operated aircraft in the U.S., Europe and Canada.



Rob Wiesenthal, Founder and Chief Executive Officer



Blade Europe – Saint Tropez, France

Financial Results and Outlook

We manage our business primarily based on Flight Profit rather than Revenue, which can be influenced by a number of factors like fuel costs and landing fees, which we largely pass through, jet charter market pricing, aircraft repositioning and mix shifts between air and ground in our Medical business.

Recently, we have made significant progress **transitioning more of our Medical flights to dedicated aircraft** that provide us with fixed cost leverage as we grow and are strategically based near our hospital customers. This has enabled us to improve our Flight Profit dollars per trip while reducing costs for our hospital customers and, more importantly, increasing availability with shorter call-out times, which can lead to better patient outcomes. When paired with our growing fleet of medical vehicles and new organ placement offering, we have built the most cost-effective and reliable end-to-end organ logistics platform in the United States. Even though we saw a slight sequential decrease in Medical Revenues from Q3 to Q4, Medical Flight Profit increased sequentially over the same period, a testament to our strategy.

At the same time, we **improved our Passenger Flight Profit margins by 5 percentage-points** in Q4 2023 versus the prior year, demonstrating our path to full-year profitability in the Passenger segment, which we expect in 2025.

As such, **Flight Profit increased 65.7% to \$9.0 million** in Q4 2023 versus \$5.4 million in the prior year period, well ahead of our expectations, driven by strong growth in our Medical business and improved profitability across our U.S. Short Distance business. We are pleased to see **Flight Profit growing significantly ahead of Revenue**, which increased 24.5% to \$47.5 million in Q4 2023.

Now, a few highlights from our business segments in the fourth quarter. **Medical Segment Revenue increased 48% to \$32.0 million** in the fourth quarter of 2023 versus \$21.6 million in the comparable 2022 period. **Approximately 45% of this quarter's growth was driven by the addition of new customers**, with the remainder driven by growth with existing clients, as well as strong overall market growth. Industry-wide, we continue to see longer-distance trips versus the prior year period as transplant centers fly farther to enable more transplants resulting in more flight hours and increasing the Revenue opportunity for Blade.



Blade Medical – Hawker 800 Jet

Medical Revenue was at the low end of our expectations this quarter. Compared to Q3 2023, we saw a slightly higher percentage of organ transport travelling ground-only while our increased use of dedicated aircraft helped reduce repositioning for our hospital customers. Generally, use of dedicated aircraft will slightly decrease flight hours and Revenue per air trip, while Flight Profit per air trip will increase.

Flight Profit performance, on the other hand, exceeded our expectations. Our previous guidance towards Medical Flight Margins was in the 18 to 19 percent range for Q4 2023 with continued steady improvement towards 20%+ in the future. We achieved a **20.1% medical Flight Profit Margin**, a 4-percentage-point improvement year-over-year and a 2-percentage-point sequential improvement versus Q3 2023. Our faster-than-planned adoption of dedicated aircraft and owned ground vehicles allowed us to achieve this important milestone more swiftly than initially anticipated.

Medical Segment Flight Profit was \$6.4 million in the current quarter, an increase of \$2.9 million or 81% versus \$3.6 million in the comparable 2022 period. **Medical Segment Adjusted EBITDA was up 58% to \$2.5 million** in the fourth quarter of 2023, versus \$1.6 million in the comparable 2022 period. Q4 2023 Medical SG&A was a little heavier than we expected, given startup costs associated with TOPS and some end-of-year commission catch-up, driven by great performance. We are expecting slightly lower Medical SG&A in Q1, followed by low single-digits sequential growth, as we ramp up TOPS and add logistics staff.

We are also excited to **announce the acquisition of eight Hawker 800 aircraft** to bolster our Medical operations. In our experience, **the Hawker platform is longer range and lower cost, with more cargo capacity** than other aircraft used by our competitors. This new arrangement results in both lower costs for our customers and higher margins for Blade. Based on our average utilization of these aircraft in 2023, we should see a **5 to 10 percentage-point Flight Profit margin uplift for flights utilizing these owned aircraft**, which will help us to achieve our goal of 25%+ Flight Profit margins in Medical over the coming quarters. We recently signed the purchase agreement and expect to start seeing improved margins during the month of March.

These specific aircraft are among our most highly utilized, are under capacity purchase agreements today, and are strategically positioned in areas with significant demand from overlapping customers. Going forward, we will continue to assess aircraft acquisitions only in areas where we are already servicing significant customer demand. **We remain committed to our asset-light model and expect the significant majority of our flying to remain with third-party owned and operated aircraft.** For example, we expect the specific owned aircraft discussed today to represent only about 10% of Blade's overall flying activity in 2024. The opportunity for further margin expansion is apparent.

The \$21.0 million acquisition cost will be funded through \$11.7 million in cash and \$9.3 million in existing deposits with the operator.

Turning to our Passenger business, Q4 for our **Short Distance segment** is always a seasonally light quarter, but we are pleased that **Revenue was up 14% to \$10.7 million** in the fourth quarter of 2023, versus \$9.4 million in the comparable 2022 period driven by an increase in seat volume and stronger pricing in our by-the-seat Blade Airport product, and increased Revenue in Europe and Canada.

Blade Airport continued to be a positive contributor to Flight Profit this quarter and was **Flight Profit positive for full-year 2023**, meaning it covered all costs related to air and intra-terminal ground transportation for our fliers.

In Jet and Other, Revenues decreased 32.4% to \$4.8 million in the current quarter versus \$7.1 million in the prior year period driven primarily by our decision to discontinue BladeOne, our seasonal by-the-seat jet service between New York and South Florida, a \$1.7mm impact, and softness in jet charter.

Passenger Segment Flight Profit increased by \$0.7 million or 37% to \$2.6 million in the fourth quarter of 2023, from \$1.9 million in the same period of 2022. The increase was attributable primarily to improved pricing and utilization in our by-the-seat Blade Airport product. All this led to a **\$1.1 million improvement in Passenger Segment Adjusted EBITDA to (\$2.6) million** in the fourth quarter of 2023 versus (\$3.8) million in the prior year period.

On the corporate cost side, yet again we were able to **reduce our Adjusted Unallocated Corporate Expenses**, decreasing 11.3% in Q4 2023 vs. the prior year period which, when coupled with our Flight Profit growth across Medical and Passenger, led to a \$2.7 million improvement in Adjusted EBITDA versus the prior year period to (\$5.2) million in Q4 2023.

Conclusion

With respect to our balance sheet, given our improving financial performance, we expect that the **majority of our \$166 million in cash and short-term securities**, as of the end of the fourth quarter of 2023, will be utilized for tactical acquisitions in our medical segment or further accretive investments in our aircraft supply base.

The best is yet to come and we are excited about the years ahead.

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, Segment Adjusted EBITDA, Adjusted Unallocated Corporate Expenses, Corporate Expenses, Adjusted Corporate Expenses, Flight Profit, Flight Margin, Free Cash Flow and Pro forma revenue have been reconciled to the nearest GAAP measure in the tables within this press release.

Adjusted EBITDA and Segment Adjusted EBITDA - Blade reports Adjusted EBITDA, which is a non-GAAP financial measure. This measure excludes non-cash items or certain transactions that are not indicative of ongoing Company operating performance and / or items that management does not believe are reflective of our ongoing core operations (as shown in the table below). Blade defines Segment Adjusted EBITDA as segment net income (loss) excluding non-cash items or certain transactions that management does not believe are reflective of our ongoing core operations.

Adjusted Unallocated Corporate Expenses - Blade defines Adjusted Unallocated Corporate Expenses as expenses attributable to our Corporate expenses and software development operating segment less non-cash items or certain transactions that are not indicative of ongoing Company operating performance and / or items that management does not believe are reflective of our ongoing core operations that cannot be allocated to either of our reporting segments (Passenger and Medical). Adjusted Unallocated Corporate Expenses has the same meaning as Segment Adjusted EBITDA for our Corporate expenses and software development operating segment and is reconciled in the tables below under the caption "Reconciliation of Segment Net Income (loss) to Segment Adjusted EBITDA."

Constant currency - The consolidated financial statements included here are presented in U.S. dollars. However, Blade's international operations give rise to fluctuations in foreign exchange rates. To compare results between periods as if exchange rates had remained constant period-over-period and allow change in revenue to be evaluated without the impact of foreign currency exchange rate fluctuations, Blade has included results in constant currency. These are calculated by applying the current period exchange rates to local currency reported results for both the current and prior year.

Corporate Expenses and Adjusted Corporate Expenses - Blade defines Corporate Expenses as total operating expenses excluding cost of revenue. Blade defines Adjusted Corporate Expenses as Corporate Expenses excluding non-cash items or certain transactions that are not indicative of ongoing Company operating performance and / or items that management does not believe are reflective of our ongoing core operations.

Flight Profit and Flight Margin - Blade defines Flight Profit as revenue less cost of revenue, and in 2022 excluding non-cash right-of-use ("ROU") asset amortization. Cost of revenue consists of flight costs paid to operators of aircraft and cars, landing fees, ROU asset amortization and internal costs incurred in generating ground transportation revenue using the Company's owned cars. 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 a more accurate measure of the profitability of the Company's flight and ground operations, as they focus solely on the direct costs associated with those operations. Blade believes the exclusion of ROU asset amortization from Flight Profit and Flight Margin is helpful as it better represents the Company's actual payable charges in exchange for flights served by the operators. We also believe that excluding this non-cash ROU asset amortization expense will aid in comparing to prior and future periods as we do not expect it to re-occur after the fourth quarter of 2022, which it did not, as shown in the table below.

Free Cash Flow - Blade defines Free Cash Flow as net cash provided by / (used in) operating activities less capital expenditures.

Pro forma revenue - Pro forma revenue gives effect to revenue from acquisitions that occurred after the commensurate period of the prior year as if they had been acquired on the first day of the commensurate period of the prior year. Pro forma change in revenue is calculated as the difference between the current reported GAAP revenue and the comparative period pro forma revenue. Management believes that discussing pro forma revenue contributes to the understanding of Blade's performance and trends, because it allows for comparisons of the current year period to that of prior years, normalized for the impact of acquisitions. Management believes that pro forma change in revenue assists in measuring the underlying revenue growth of our business as it stands as of the end of the current year period, which we believe provides insight into our then-current operations. Pro forma change in revenue does not represent organic revenue generated by our business as it stood at the beginning of the prior year period.

Financial Results

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

	December 31, 2023	December 31, 2022
Assets		
Current assets:		
Cash and cash equivalents (1)	\$ 27,873	\$ 41,338
Restricted cash (1)	1,148	3,085
Accounts receivable, net of allowance of \$98 and \$0 at December 31, 2023 and December 31, 2022	21,005	10,877
Short-term investments	138,264	150,740
Prepaid expenses and other current assets	17,971	12,086
Total current assets	206,261	218,126
Non-current assets:		
Property and equipment, net	2,899	2,037
Intangible assets, net	20,519	46,365
Goodwill	40,373	39,445
Operating right-of-use asset	23,484	17,692
Other non-current assets (1)	1,402	1,360
Total assets	\$ 294,938	\$ 325,025
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable and accrued expenses	\$ 23,859	\$ 16,536
Deferred revenue	6,845	6,709
Operating lease liability, current	4,787	3,362
Total current liabilities	35,491	26,607
Non-current liabilities:		
Warrant liability	4,958	7,083
Operating lease liability, long-term	19,738	14,970
Deferred tax liability	451	1,876
Total liabilities	60,638	50,536
Stockholders' Equity		
Preferred stock, \$0.0001 par value, 2,000,000 shares authorized at December 31, 2023 and December 31, 2022. No shares issued and outstanding at December 31, 2023 and December 31, 2022.	—	—
Common stock, \$0.0001 par value; 400,000,000 authorized; 75,131,425 and 71,660,617 shares issued at December 31, 2023 and December 31, 2022, respectively.	7	7
Additional paid in capital	390,083	375,873
Accumulated other comprehensive income	3,964	2,287
Accumulated deficit	(159,754)	(103,678)
Total stockholders' equity	234,300	274,489
Total Liabilities and Stockholders' Equity	\$ 294,938	\$ 325,025

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

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

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Revenue	\$ 47,478	\$ 38,135	\$ 225,180	\$ 146,120
Operating expenses				
Cost of revenue	38,468	33,160	183,058	123,845
Software development	988	1,622	4,627	5,545
General and administrative	41,242	20,576	95,174	62,510
Selling and marketing	2,413	2,455	10,438	7,749
Total operating expenses	83,111	57,813	293,297	199,649
Loss from operations	(35,633)	(19,678)	(68,117)	(53,529)
Other non-operating income (expense)				
Interest income, net	2,264	1,542	8,442	3,434
Change in fair value of warrant liabilities	(1,698)	1,984	2,125	24,225
Realized gain (loss) from sales of short-term investments	103	(91)	8	(2,162)
Total other non-operating income	669	3,435	10,575	25,497
Loss before income taxes	(34,964)	(16,243)	(57,542)	(28,032)
Income tax benefit	(1,023)	(828)	(1,466)	(772)
Net loss	\$ (33,941)	\$ (15,415)	\$ (56,076)	\$ (27,260)
Net loss per share:				
Basic	\$ (0.45)	\$ (0.22)	\$ (0.76)	\$ (0.38)
Diluted	\$ (0.45)	\$ (0.22)	\$ (0.76)	\$ (0.38)
Weighted-average number of shares outstanding:				
Basic	74,759,544	71,648,610	73,524,476	71,238,103
Diluted	74,759,544	71,648,610	73,524,476	71,238,103

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

	Three Months Ended		Year Ended December 31,	
	December 31,			
	2023	2022	2023	2022
Cash Flows From Operating Activities:				
Net loss	\$ (33,941)	\$ (15,415)	\$ (56,076)	\$ (27,260)
Adjustments to reconcile net income (loss) to net cash and restricted cash used in operating activities:				
Depreciation and amortization	1,806	1,984	7,111	5,725
Stock-based compensation	3,153	2,650	12,501	8,277
Change in fair value of warrant liabilities	1,698	(1,984)	(2,125)	(24,225)
Impairment of intangible assets	20,753	—	20,753	—
Realized (gain) loss from sales of short-term investments	(103)	91	(8)	2,162
Realized foreign exchange loss	—	(1)	6	6
Accretion of interest income on held-to-maturity securities	(1,803)	(783)	(6,519)	(1,094)
Deferred tax benefit	(1,023)	(772)	(1,466)	(772)
Loss on disposal of property and equipment	48	(129)	48	68
Bad debt expense	(8)	—	163	—
Changes in operating assets and liabilities:				
Prepaid expenses and other current assets	(4,928)	(1,474)	(6,032)	(5,255)
Accounts receivable	125	(886)	(10,254)	(5,347)
Other non-current assets	12	396	4	(663)
Operating right-of-use assets/lease liabilities	(42)	415	379	611
Accounts payable and accrued expenses	4,963	5,645	9,049	9,900
Deferred revenue	(30)	1,154	117	737
Other	—	5	—	—
Net cash used in operating activities	(9,320)	(9,104)	(32,349)	(37,130)
Cash Flows From Investing Activities:				
Acquisitions, net of cash acquired	—	—	—	(48,101)
Investment in joint venture	(39)	—	(39)	(190)
Purchase of property and equipment	(24)	(11)	(2,109)	(730)
Proceeds from disposal of property and equipment	138	—	138	—
Purchase of short-term investments	—	(151)	(135)	(729)
Proceeds from sales of short-term investments	—	10,000	20,532	258,377
Purchase of held-to-maturity investments	—	(87,376)	(265,835)	(227,287)
Proceeds from maturities of held-to-maturity investments	—	78,000	264,537	98,000
Net cash provided by investing activities	75	462	17,089	79,340
Cash Flows From Financing Activities:				
Proceeds from the exercise of common stock options	7	6	70	87
Taxes paid related to net share settlement of equity awards	(30)	(6)	(146)	(1,171)
Net cash used in financing activities	(23)	—	(76)	(1,084)
Effect of foreign exchange rate changes on cash balances	15	81	(66)	72
Net (decrease) increase in cash and cash equivalents and restricted cash	(9,253)	(8,561)	(15,402)	41,198
Cash and cash equivalents and restricted cash - beginning	38,274	52,984	44,423	3,225
Cash and cash equivalents and restricted cash - ending	\$ 29,021	\$ 44,423	\$ 29,021	\$ 44,423
Reconciliation to consolidated balance sheets				
Cash and cash equivalents	\$ 27,873	\$ 41,338	\$ 27,873	\$ 41,338
Restricted cash	1,148	3,085	1,148	3,085
Total	\$ 29,021	\$ 44,423	\$ 29,021	\$ 44,423

Key Metrics and Non-GAAP Financial Information

BLADE AIR MOBILITY, INC.
DISAGGREGATED REVENUE BY PRODUCT LINE
(in thousands, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Passenger segment				
Short Distance	\$ 10,703	\$ 9,418	\$ 70,700	\$ 44,986
Jet and Other	4,784	7,081	27,876	29,355
Total	<u>\$ 15,487</u>	<u>\$ 16,499</u>	<u>\$ 98,576</u>	<u>\$ 74,341</u>
Medical segment				
MediMobility Organ Transport	\$ 31,991	\$ 21,636	126,604	71,779
Total	<u>\$ 31,991</u>	<u>\$ 21,636</u>	<u>\$ 126,604</u>	<u>\$ 71,779</u>
Total Revenue	<u>\$ 47,478</u>	<u>\$ 38,135</u>	<u>\$ 225,180</u>	<u>\$ 146,120</u>

BLADE AIR MOBILITY, INC.
SEGMENT INFORMATION: REVENUE, FLIGHT PROFIT, FLIGHT MARGIN, ADJUSTED EBITDA WITH RECONCILIATION TO TOTAL ADJUSTED EBITDA
(in thousands except percentages, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Passenger	\$ 15,487	\$ 16,499	\$ 98,576	\$ 74,341
Medical	31,991	21,636	126,604	71,779
Total Revenue	<u>\$ 47,478</u>	<u>\$ 38,135</u>	<u>\$ 225,180</u>	<u>\$ 146,120</u>
Passenger	\$ 2,580	\$ 1,886	\$ 19,444	\$ 11,295
Medical	6,430	3,553	22,678	11,592
Total Flight Profit	<u>\$ 9,010</u>	<u>\$ 5,439</u>	<u>\$ 42,122</u>	<u>\$ 22,887</u>
Passenger	16.7 %	11.4 %	19.7 %	15.2 %
Medical	20.1 %	16.4 %	17.9 %	16.1 %
Total Flight Margin	<u>19.0 %</u>	<u>14.3 %</u>	<u>18.7 %</u>	<u>15.7 %</u>
Passenger	\$ (2,635)	\$ (3,769)	\$ (4,988)	\$ (6,367)
Medical	2,505	1,587	10,754	5,116
Total Segment Adjusted EBITDA	(130)	(2,182)	5,766	(1,251)
Adjusted unallocated corporate expenses and software development	(5,118)	(5,773)	(22,399)	(26,200)
Total Adjusted EBITDA	<u>\$ (5,248)</u>	<u>\$ (7,955)</u>	<u>\$ (16,633)</u>	<u>\$ (27,451)</u>

BLADE AIR MOBILITY, INC.
SEATS FLOWN – ALL PASSENGER FLIGHTS

(unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Seats flown – all passenger flights	33,600	31,193	154,608	106,368

BLADE AIR MOBILITY, INC.
REVENUE, FLIGHT PROFIT, FLIGHT MARGIN, ADJUSTED CORPORATE EXPENSES, ADJUSTED EBITDA

(in thousands except percentages, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
GAAP Revenue	\$ 47,478	\$ 38,135	\$ 225,180	\$ 146,120
Flight Profit	9,010	5,439	42,122	22,887
Flight Margin	19.0 %	14.3 %	18.7 %	15.7 %
Adjusted Corporate Expense	14,258	13,394	58,755	50,338
Adjusted Corporate Expense as a percentage of Revenue	30.0 %	35.1 %	26.1 %	34.4 %
Adjusted EBITDA	\$ (5,248)	\$ (7,955)	\$ (16,633)	\$ (27,451)
Adjusted EBITDA as a percentage of Revenue	(11.1)%	(20.9)%	(7.4)%	(18.8)%

BLADE AIR MOBILITY, INC.
RECONCILIATION OF REVENUE LESS COST OF REVENUE TO FLIGHT PROFIT AND LOSS FROM OPERATIONS

(in thousands except percentages, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Revenue	\$ 47,478	\$ 38,135	\$ 225,180	\$ 146,120
Cost of revenue (1)	(38,468)	(33,160)	(183,058)	(123,845)
Non-cash timing of ROU asset amortization	—	464	—	612
Flight Profit	\$ 9,010	\$ 5,439	\$ 42,122	\$ 22,887
Flight Margin	19.0 %	14.3 %	18.7 %	15.7 %
Flight Profit	\$ 9,010	\$ 5,439	\$ 42,122	\$ 22,887
Reconciling items:				
Non-cash timing of ROU asset amortization	—	(464)	—	(612)
Software development	(988)	(1,622)	(4,627)	(5,545)
General and administrative	(41,242)	(20,576)	(95,174)	(62,510)
Selling and marketing	(2,413)	(2,455)	(10,438)	(7,749)
Loss from operations	\$ (35,633)	\$ (19,678)	\$ (68,117)	\$ (53,529)

(1) Cost of revenue consists of flight costs paid to operators of aircraft and cars, landing fees, ROU asset amortization and internal costs incurred in generating organ ground transportation revenue using the Company's owned cars.

BLADE AIR MOBILITY, INC.
RECONCILIATION OF SEGMENT REVENUE TO SEGMENT FLIGHT PROFIT AND SEGMENT LOSS

(in thousands except percentages, unaudited)

	Three Months Ended December 31, 2023		Three Months Ended December 31, 2022	
	Passenger	Medical	Passenger	Medical
Revenue	\$ 15,487	\$ 31,991	\$ 16,499	\$ 21,636
Cost of revenue	(12,907)	(25,561)	(15,077)	(18,083)
Non-cash timing of ROU asset amortization	—	—	464	—
Flight Profit	\$ 2,580	\$ 6,430	\$ 1,886	\$ 3,553
Flight Margin	16.7 %	20.1 %	11.4 %	16.4 %
Flight Profit	\$ 2,580	\$ 6,430	\$ 1,886	\$ 3,553
Reconciling items:				
Non-cash timing of ROU asset amortization	—	—	(464)	—
All other operating expenses(1)	(27,929)	(8,873)	(7,193)	(8,698)
Segment loss	\$ (25,349)	\$ (2,443)	\$ (5,771)	\$ (5,145)

	Year Ended December 31, 2023		Year Ended December 31, 2022	
	Passenger	Medical	Passenger	Medical
Revenue	\$ 98,576	\$ 126,604	\$ 74,341	\$ 71,779
Cost of revenue	(79,132)	(103,926)	(63,658)	(60,187)
Non-cash timing of ROU asset amortization	—	—	612	—
Flight Profit	\$ 19,444	\$ 22,678	\$ 11,295	\$ 11,592
Flight Margin	19.7 %	17.9 %	15.2 %	16.1 %
Flight Profit	\$ 19,444	\$ 22,678	\$ 11,295	\$ 11,592
Reconciling items:				
Non-cash timing of ROU asset amortization	—	—	(612)	—
All other operating expenses(1)	(52,947)	(24,066)	(24,712)	(14,522)
Segment loss	\$ (33,503)	\$ (1,388)	\$ (14,029)	\$ (2,930)

(1) All other operating expenses refer to the total of software development, general and administrative and selling and marketing expense.

BLADE AIR MOBILITY, INC.
RECONCILIATION OF TOTAL OPERATING EXPENSES TO ADJUSTED CORPORATE EXPENSES

(in thousands except percentages, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Revenue	\$ 47,478	\$ 38,135	\$ 225,180	\$ 146,120
Total operating expenses	83,111	57,813	293,297	199,649
Subtract:				
Cost of revenue	38,468	33,160	183,058	123,845
Corporate Expenses	\$ 44,643	\$ 24,653	\$ 110,239	\$ 75,804
Corporate Expenses as percentage of Revenue	94.0 %	64.6 %	49.0 %	51.9 %
Adjustments to reconcile Corporate Expenses to Adjusted Corporate Expenses				
Subtract:				
Depreciation and amortization	1,806	1,984	7,111	5,725
Stock-based compensation	3,153	2,650	12,501	8,277
Legal and regulatory advocacy fees (1)	46	(180)	686	1,874
Executive severance costs	182	269	447	269
SOX readiness costs	72	—	252	—
Contingent consideration compensation (earn-out) (2)	4,373	6,289	9,734	6,289
M&A transaction costs	—	247	—	3,032
Impairment of intangible assets (3)	20,753	—	20,753	\$ —
Adjusted Corporate Expenses	\$ 14,258	\$ 13,394	\$ 58,755	\$ 50,338
Adjusted Corporate Expenses as percentage of Revenue	30.0 %	35.1 %	26.1 %	34.4 %

(1) Represents certain legal and regulatory advocacy fees for matters (primarily the proposed restrictions at East Hampton Airport and the potential operational restrictions on large jet aircraft at Westchester Airport) 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. It is worth noting that we do not anticipate incurring any further legal fees related to the Westchester litigation.

(2) Represents contingent consideration compensation for the three months and year ended December 31, 2023 of \$4,373 and \$10,073, respectively, in connection with the Trinity acquisition in respect of 2023 results and a \$339 credit recorded in connection with the settlement of the equity-based portion of Trinity's contingent consideration that was paid in the first quarter of 2023 in respect of 2022 results.

(3) Represents impairment in Blade Europe's intangible assets, specifically its exclusive rights to air transportation rights. The impairment was as a result of adjustments made to the near term projections for revenue, expenses and expected EVA introduction, to reflect our experience operating Blade Europe since September 2022 as well as expected delays in the commercialization of EVA.

BLADE AIR MOBILITY, INC.
RECONCILIATION OF NET LOSS TO ADJUSTED EBITDA

(in thousands except percentages, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Net loss	\$ (33,941)	\$ (15,415)	\$ (56,076)	\$ (27,260)
Depreciation and amortization	1,806	1,984	7,111	5,725
Stock-based compensation	3,153	2,650	12,501	8,277
Change in fair value of warrant liabilities	1,698	(1,984)	(2,125)	(24,225)
Realized (gain) loss from sales of short-term investments	(103)	91	(8)	2,162
Interest income, net	(2,264)	(1,542)	(8,442)	(3,434)
Income tax expense (benefit)	(1,023)	(828)	(1,466)	(772)
Legal and regulatory advocacy fees (1)	46	(180)	686	1,874
Executive severance costs	182	269	447	269
SOX readiness costs	72	—	252	—
Contingent consideration compensation (earn-out) (2)	4,373	6,289	9,734	6,289
M&A transaction costs	—	247	—	3,032
Impairment of intangible assets (3)	20,753	—	20,753	—
Non-cash timing of ROU asset amortization	—	464	—	612
Adjusted EBITDA	\$ (5,248)	\$ (7,955)	\$ (16,633)	\$ (27,451)
Adjusted EBITDA as a percentage of Revenue	(11.1)%	(20.9)%	(7.4)%	(18.8)%

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BLADE AIR MOBILITY, INC.
RECONCILIATION OF NET CASH PROVIDED BY / (USED IN) OPERATING ACTIVITIES TO FREE CASH FLOW

(in thousands, unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
Net cash used in operating activities	\$ (9,320)	\$ (9,104)	\$ (32,349)	\$ (37,130)
Purchase of property and equipment	(24)	(11)	(2,109)	(730)
Free Cash Flow	\$ (9,344)	\$ (9,115)	\$ (34,458)	\$ (37,860)

BLADE AIR MOBILITY, INC.
RECONCILIATION OF SEGMENT NET INCOME (LOSS) TO SEGMENT ADJUSTED EBITDA
(in thousands, unaudited)

	Three Months Ended December 31, 2023			Three Months Ended December 31, 2022		
	Passenger	Medical	Unallocated Corporate expenses and software development	Passenger	Medical	Unallocated Corporate expenses and software development
Segment income (loss)	\$ (25,349)	\$ (2,443)	\$ (7,841)	\$ (5,771)	\$ (5,145)	\$ (8,762)
Total other non-operating income	—	—	669	—	—	3,435
Income tax benefit	—	—	1,023	—	—	828
Segment net loss	\$ (25,349)	\$ (2,443)	\$ (6,149)	\$ (5,771)	\$ (5,145)	\$ (4,499)
Reconciling items:						
Depreciation and amortization	1,331	424	51	1,447	364	173
Stock-based compensation	402	151	2,600	271	79	2,300
Change in fair value of warrant liabilities	—	—	1,698	—	—	(1,984)
Realized (gain) loss from sales of short-term investments	—	—	(103)	—	—	91
Interest income, net	—	—	(2,264)	—	—	(1,542)
Income tax expense (benefit)	—	—	(1,023)	—	—	(828)
Legal and regulatory advocacy fees (1)	46	—	—	(180)	—	—
Executive severance costs	182	—	—	—	—	269
SOX readiness costs	—	—	72	—	—	—
Contingent consideration compensation (earn-out) (2)	—	4,373	—	—	6,289	—
Non-cash timing of ROU asset amortization	—	—	—	464	—	—
M&A transaction costs	—	—	—	—	—	247
Impairment of intangible assets (3)	20,753	—	—	—	—	—
Segment Adjusted EBITDA	\$ (2,635)	\$ 2,505	\$ (5,118)	\$ (3,769)	\$ 1,587	\$ (5,773)

	Year Ended December 31, 2023			Year Ended December 31, 2022		
	Passenger	Medical	Unallocated Corporate expenses and software development	Passenger	Medical	Unallocated Corporate expenses and software development
Segment income (loss)	\$ (33,503)	\$ (1,388)	\$ (33,226)	\$ (14,029)	\$ (2,930)	\$ (36,570)
Total other non-operating income	—	—	10,575	—	—	25,497
Income tax benefit	—	—	1,466	—	—	772
Segment net loss	\$ (33,503)	\$ (1,388)	\$ (21,185)	\$ (14,029)	\$ (2,930)	\$ (10,301)
Reconciling items:						
Depreciation and amortization	5,204	1,703	204	3,949	1,488	288
Stock-based compensation	1,497	705	10,299	1,227	269	6,781
Change in fair value of warrant liabilities	—	—	(2,125)	—	—	(24,225)
Realized (gain) loss from sales of short-term investments	—	—	(8)	—	—	2,162
Interest income, net	—	—	(8,442)	—	—	(3,434)
Income tax expense (benefit)	—	—	(1,466)	—	—	(772)
Legal and regulatory advocacy fees (1)	686	—	—	1,874	—	—
Executive severance costs	375	—	72	—	—	269
SOX readiness costs	—	—	252	—	—	—
Contingent consideration compensation (earn-out) (2)	—	9,734	—	—	6,289	—
Non-cash timing of ROU asset amortization	—	—	—	612	—	—
M&A transaction costs	—	—	—	—	—	3,032
Impairment of intangible assets (3)	20,753	—	—	—	—	—
Segment Adjusted EBITDA	\$ (4,988)	\$ 10,754	\$ (22,399)	\$ (6,367)	\$ 5,116	\$ (26,200)

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BLADE AIR MOBILITY, INC.
LAST TWELVE MONTHS DISAGGREGATED REVENUE BY PRODUCT LINE
(in thousands, unaudited)

	Three Months Ended				
	Last Twelve Months	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Product Line:					
Short Distance	\$ 70,700	\$ 10,703	\$ 30,388	\$ 19,184	\$ 10,425
Jet and Other	27,876	4,784	7,607	7,406	8,079
MediMobility Organ Transport	126,604	31,991	33,447	34,399	26,767
Total Revenue	\$ 225,180	\$ 47,478	\$ 71,442	\$ 60,989	\$ 45,271

About Blade Air Mobility

Blade is a technology-powered, global air mobility platform committed to reducing travel friction by providing cost-effective air transportation alternatives to some of the most congested ground routes in the U.S. and abroad. Today, the Company predominantly uses helicopters and amphibious aircraft for its passenger routes and is also one of the largest air medical transporters of human organs for transplant in the world. Its asset-light model, coupled with its exclusive passenger terminal infrastructure, is designed to facilitate a seamless transition to Electric Vertical Aircraft (“EVA” or “eVTOL”), which is expected to enable lower cost air mobility to the public that is both quiet and emission-free.

For more information, visit 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” and “project” and other similar expressions and the negatives of those terms. These statements, which involve risks and uncertainties, relate to 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 Blade’s future financial and operating performance, results of operations, industry environment and growth opportunities, plans to release guidance, new product lines, and the development and adoption of EVA technology. 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: our continued incurrence of significant losses; the impact of the COVID-19 pandemic and its related effects, 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; 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 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, 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; 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.

Press Contacts

For Media Relations

Lee Gold

press@blade.com

For Investor Relations

Lee Gold

investors@blade.com