



This supplemental information has been provided in conjunction with the press release issued by NerdWallet, Inc on June 23, 2022 regarding the announced entry into an acquisition agreement with On the Barrelhead, Inc. Please refer to the press release for more information.

1. What do you expect for On the Barrelhead's financial contribution to the business in 2022?

We expect that the acquisition will be accretive to our revenue and adjusted EBITDA in 2022. We are also reconfirming previously announced expected year-over-year increase in our 2022 annual adjusted EBITDA margin.

2. Will you provide a financial outlook for Q3 2022 that includes On the Barrelhead and do you plan to disclose their impact on your financial results?

Should the transaction close prior to our Q2 earnings release, yes, On the Barrelhead would be included in our Q3 financial outlook. Due to the level of integration that we expect to materialize through the acquisition, we do not currently expect to be able to provide direct separation of On the Barrelhead's future financial results. We will provide commentary where appropriate and possible.

3. What verticals will On the Barrelhead contribute to?

On the Barrelhead's initial vertical contribution will be within our Loans portfolio. On the Barrelhead has seen strong growth since their inception, and we expect to achieve deep integration with our current portfolio and leverage their proprietary data and technology solutions across verticals under the NerdWallet brand over time.

4. Does this change any of your future expectations?

This acquisition is one more example of where we feel that we will be able to leverage the strength of the NerdWallet brand and pair it with strong technology and monetization engines that can accelerate our ability to achieve our vision. We are focused on driving growth through enabling consumers and small- and mid-sized businesses to match with better financial products and make smarter money moves. We intend to deliver sustainable growth that provides Adjusted EBITDA margin leverage over time.

Cautionary Note Regarding Forward-Looking Statements

This supplemental information contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally can be identified by words such as "anticipate," "believe," "estimate," "expect," "intend," "plan," "target," "continue," "predict," "project," "change," "result," "future," "will," "would," "could," "can," "may," "likely," "potentially," or similar expressions that concern our strategy, plans, expectations or intentions. Forward-looking statements reflect management's evaluation of information currently available and are based on NerdWallet's current expectations and assumptions regarding NerdWallet's business, On the Barrelhead ("OTB"); estimated and future results of operations, business strategies, competitive position, industry environment and potential growth opportunities and synergies relating to the acquisition of OTB (the "Acquisition"), the economy and other future conditions. Although we believe that the expectations and assumptions reflected in these forward-looking statements are reasonable, forward-looking statements are subject to inherent uncertainties, risks and other factors that are difficult to predict and could cause our actual results to vary in material respects from what we have expressed or implied by these forward-looking statements. Specific factors that could cause future results to differ from those expressed or implied by the forward-looking statements include, but are not limited to, (i) NerdWallet's and OTB's ability to complete the proposed transaction on the proposed terms or on the anticipated timeline, or at all, and satisfaction of other closing conditions to consummate the Acquisition; (ii) the occurrence of any event, change or other circumstance that could give rise to the termination of the merger agreement relating to the Acquisition; (iii) risks related to diverting the attention of NerdWallet and OTB management from ongoing business operations; (iv) failure to realize the expected benefits of the Acquisition; (v) significant transaction costs and/or unknown or inestimable liabilities; (vi) the risk that OTB's business will not be integrated successfully or that such integration may be more difficult, time-consuming or costly than expected; (vii) risks related to future opportunities and plans for the combined company, including the uncertainty of expected future financial performance and results of the combined company following completion of the Acquisition; (viii) the effect of the announcement of the proposed transaction on the ability of NerdWallet and OTB to operate their respective businesses and retain and hire key personnel and to maintain favorable business relationships; (ix) risks related to the market value of the NerdWallet Class A common stock to be issued in the proposed transaction; (x) other risks related to the completion of the Acquisition and actions related thereto; (xi) national, international, regional and local economic and political climates and conditions; (xii) changes in global financial markets and interest rates; (xiii) risks related to the COVID-19 coronavirus pandemic; and those factors discussed in NerdWallet's Annual Report on Form 10-K for the year ended December 31, 2021 and Quarterly Report on Form 10-Q for the quarter ended March 31, 2022 filed with the Securities and Exchange Commission ("SEC"), and in other filings and furnishings made by NerdWallet with the SEC from time to time. Other unknown or unpredictable factors could also have material adverse effects on NerdWallet's performance. We caution that you should not place undue reliance on these forward-looking statements, which speak only as of June 23, 2022 and are not guarantees of future performance. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.