Q4 2021

Shareholder Letter

nerdwallet

2021 BUSINESS HIGHLIGHTS

Turn to the Nerds

We ended the year with over 10 million registered users and provided trustworthy guidance to over 19 million average Monthly Unique Users (MUUs) in 2021.

Diversification Driving Growth

Credit Cards, Loans and Other Verticals all posted 50%+ year-over-year growth in 2021, generating a total of $380 million in revenue.

Vertical Integration

We continued our integration of Fundera by NerdWallet, resulting in strong engagement in SMB loans with a net dollar repeat rate for our Q1'21 cohort of over 65%*, even better than our pre-COVID cohorts.

"Unlock Your Dreams"

Exiting the year, we launched our latest brand campaign, highlighting how NerdWallet's financial guidance, tools and products enable consumers to reach their dreams, big and small.

Land and Expand

We followed our 2020 launch of NerdWallet UK with the launch of NerdWallet Canada in 2021, leveraging our extensible organic playbook to bring trusted financial guidance to our second international market.

*Net dollar repeat rate represents incremental revenue generated from a cohort within first year as a percentage of the initial transaction

Q4 FINANCIAL HIGHLIGHTS

75%

Year-over-year revenue growth driving $99.5M of revenue.

~30%

Two-year revenue CAGR from Q4'19, signaling that our growth is back on track.

$13M

Adjusted EBITDA at a 14% margin, while continuing to invest in our long-term sustainable growth.

22%

Year-over-year Monthly Unique User growth resulting in 18 million MUUs.

FEBRUARY 24, 2022

Fellow Shareholders:

NerdWallet's mission is to provide consumers and small and mid-sized businesses (SMBs) with clarity for all of life's financial decisions.

In keeping with our mission, we will strive to deliver the same level of clarity to our shareholders each quarter. Our goal is to provide a straightforward, succinct update to help you make informed decisions.

With that, let's get straight to the results.

Last year was one of sustained momentum at NerdWallet, culminating in unseasonably high revenue in Q4. Our business saw several positive signs of recovery following a COVID-19-impacted 2020. We provided trustworthy financial guidance to consumers and SMBs across the US, UK and Canada who were faced with a variety of financial decisions.

2021 HIGHLIGHTS

- *Consumers & SMBs Turned to The Nerds:* Our marketing investments and our knowledgeable and trustworthy guidance drove an average of 19 million Monthly Unique Users (MUUs) to our platform in 2021. We continued our efforts to register and engage those MUUs, ending the year with over 10 million registered users.
- *We Landed and Expanded:* We followed our 2020 launch of NerdWallet UK with the organic launch of NerdWallet Canada in July 2021, leveraging our extensible organic playbook to bring trusted financial guidance to our second international market.
- *Growth Across Every Product Category:* Credit Cards, Loans and Other Verticals all posted growth in 2021, generating a total of $380 million in revenue. Within Credit Cards, partner budgets outpaced pre-pandemic levels and consumer demand continued to recover. Loans growth persisted amidst favorable but rising interest rates, and Other Verticals secured a number of new partnerships and offerings.

- *We Vertically Integrated:* We continued the integration of Fundera by NerdWallet, resulting in strong engagement in SMB loans with a net dollar repeat rate in our Q1'21 cohort exceeding 65%, which is even better than our pre-COVID cohorts.

Q4 BUSINESS UPDATE

Our fourth quarter performance capped off a year of sustained momentum: We achieved strong year-over-year revenue and MUU growth and maintained positive adjusted EBITDA while investing both in our trusted brand and in our Nerds.

At the end of Q4, we launched our "Unlock Your Dreams" brand campaign, highlighting how NerdWallet's financial guidance, tools and products enable consumers to reach their dreams, big and small. The campaign has already appeared across a variety of notable media spots and will also be featured on new-to-NerdWallet marketing channels such as TikTok, HBO Max and Peacock. We believe that these investments will help us continue to build our brand awareness and establish Nerdwallet as the trusted source consumers can turn to—and return to—for all of their money questions.

Our vertical integration of Fundera by NerdWallet continued to gain momentum. During the second half of the year, we launched two new SMB marketplaces, one for payment processors and one for insurance providers. Both of these marketplaces enable small business owners to get qualified for and matched with multiple providers at once, putting the power to make the right financial decision in their hands. We believe that product developments like these will help us expand our foothold in the SMB market.

We also made a key leadership hire in John Caine, our new Chief Product Officer (CPO), to accelerate our product development and deliver even more engaging product experiences. John has over 20 years of experience in building, scaling and optimizing consumer products across desktop and mobile. We're confident that John will help us build products that better serve our consumers and also drive improvements in conversion and monetization.

Q4 FINANCIAL RESULTS

In Q4, we delivered 75% year-over-year revenue growth. Our significant revenue growth comes off a challenging quarter in the prior year, but we are encouraged by our two-year compound annual growth rate, which is consistent with historical levels at roughly 30%.

Our Monthly Unique Users (MUUs) had another quarter of strong growth at 22% year-over-year, resulting in 18 million MUUs and demonstrating the strength of the NerdWallet brand and the value consumers see in our quality content.

To drive our future growth, we made disciplined investments in building our brand awareness and growing our user base through our various marketing channels, and in our Nerd teams across North America and the United Kingdom. Even with those significant investments, we generated $13 million of Adjusted EBITDA for the quarter and believe the investments we are making are aligned with our vision for long-term sustainable growth. Overall, we're very proud of this quarter's results, and you can find more detail on our business trajectory and investments below.

LOOKING AHEAD

We will continue building on the momentum we saw in 2021 by finding new ways to engage our users, helping more consumers and SMBs, and better serving our financial services partners. As consumers and SMBs increasingly take a digital-first approach to managing their finances, demand will continue to grow, and we're confident that the investments we're making will enable us to address the significant market opportunity ahead.

At the same time, the events of the past several years have made it clear how critical it is for NerdWallet to do its part in creating a more equitable world. To that end, we will be investing in the growth of our Nerds; helping to provide underserved communities with access to equitable financial products and services through our Corporate Social Responsibility (CSR) program; and doing all of the work necessary to achieve our vision: a world where everyone makes financial decisions with confidence.

We look forward to updating you on our progress!

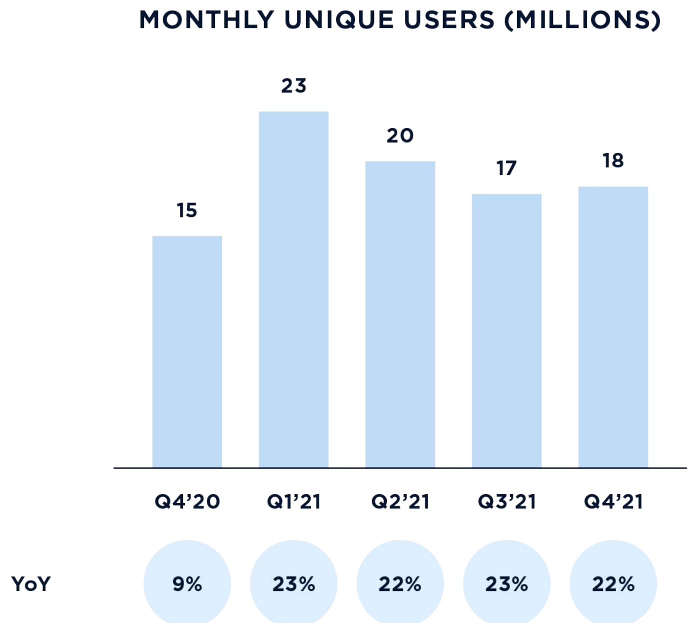
Thank you,

Tim Chen
Co-Founder & CEO

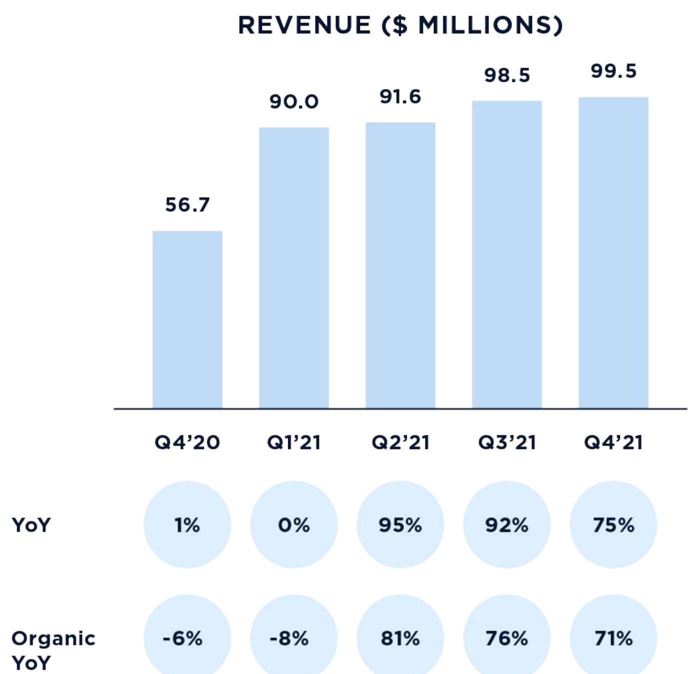
Financial Highlights

Q4 2021 RESULTS
FINANCIAL HIGHLIGHTS

Another quarter of double-digit year-over-year growth, driven by increased engagement in SMB products and investing. Average MUUs for 2021 were 19 million, a 23% increase over 2020. In Q1'21 we experienced abnormally high user engagement in our investing vertical stemming from the social media-driven "meme stock" phenomenon; we do not expect to see year-over-year growth in Q1'22 as we lap this atypical event.



Significant year-over-year revenue growth compared to the COVID-19-impacted Q4'20. The inorganic impact of recent acquisitions contributed 4 points to the quarter's year-over-year growth; we will not report this metric in Q1'22, as the comparable prior year period will fully contain the recently acquired companies. In contrast to our typical seasonality, quarter-over-quarter revenue also increased, which we attribute to a one-time boost in student loans as consumers locked in rates in anticipation of the end of forbearance and limited-time offers in investing. 2021 Revenue of $379.6 million increased by 55% vs 2020.



Q4 2021 RESULTS
SUMMARY FINANCIAL RESULTS

	THREE MONTHS ENDED		
(IN MILLIONS, EXCEPT PER SHARE AMOUNTS)	DEC 31, 2021	DEC 31, 2020	% CHANGE
Revenue	**$ 99.5**	**$ 56.7**	**75%**
Credit cards [1]	34.9	16.7	109%
Loans [2]	29.6	20.2	46%
Other verticals [3]	35.0	19.8	76%
Income (loss) from operations	**$ (9.4)**	**$ (5.2)**	**83%**
Net loss	**$ (7.9)**	**$ (3.4)**	**136%**
Net loss per share			
Basic	$ (0.13)	$ (0.07)	86%
Diluted	$ (0.13)	$ (0.07)	86%
Non-GAAP financial measure [4]			
Adjusted EBITDA	**$ 13.5**	**$ 2.1**	**528%**
Cash and cash equivalents	**$ 167.8**	**$ 83.4**	**101%**
Average monthly unique users [5]	**18**	**15**	**22%**

(1) Credit cards revenue consists of revenue from consumer credit cards.
(2) Loans revenue includes revenue from home mortgages, personal loans, student loans, and auto loans.
(3) Other verticals revenue includes revenue from other product sources, including insurance, banking, investing, and SMB products.
(4) Adjusted EBITDA is a non-GAAP measure. See “Non-GAAP Financial Measure” for more information.
(5) We define a Monthly Unique User (MUU) as a unique user with at least one session in a given month as determined by unique device identifiers.

REVENUE

CREDIT CARDS

In 2020, our Credit Cards revenue was impacted more than any other category by the economic impact of the COVID-19 pandemic, but we've since seen multiple quarters of continued recovery. As 2021 came to a close, we saw partners back on the site, pricing outpacing pre-pandemic levels and consumer demand continuing to recover. Revenue in the fourth quarter of $34.9M increased 109% year-over-year. Total 2021 Credit Cards revenue reached $123.8M, a 58% increase from 2020.

REVENUE

LOANS

Loans revenue consists primarily of mortgages as well as personal, student and auto loans. Loans delivered revenue of $29.6 million in Q4, growing 46% year-over-year. Within Loans, personal loans revenue in the fourth quarter surpassed pre-COVID levels, as we saw reinvigorated consumer demand and the loosening of lenders' approval criteria. Mortgages posted double-digit revenue growth amidst a favorable but increasing rate environment. Our student loans grew despite refinance demand being impacted by the federal government's forbearance program. We saw a one-time boost in student loans as consumers locked in rates in anticipation of the end of forbearance prior to the extension to May of this year. Across our Loans businesses, we continue to deepen a number of key lender relationships, improve our user targeting in the form of pre-qualification and focus on content for the evolving needs of our consumers. Total 2021 Loans revenue reached $126.4M, a 55% increase from 2020.

REVENUE

OTHER VERTICALS

Other Verticals revenue increased 76% year-over-year to $35.0 million in the fourth quarter. Other Verticals consists of SMB, insurance, banking, and investing verticals as well as NerdWallet UK. SMB grew across all major sub-verticals — most importantly in loans, where we are seeing strong repeat revenue. Our investing and banking verticals' growth exceeded our expectations driven by additional partners launched in the second half of the year and limited-time offers in Q4. Total 2021 Other Verticals revenue reached $129.4M, a 51% increase from 2020.

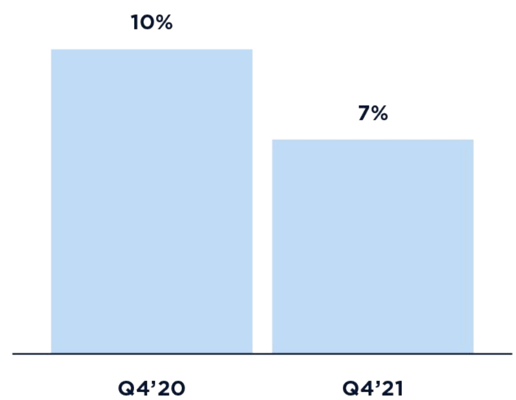
OPERATING EXPENSES

($ MILLIONS)	Q4'20	Q4'21	% CHANGE
Cost of Revenue	$ 5.8	$ 7.2	24%
Research & Development	13.4	18.6	38%
Sales & Marketing	35.6	63.5	79%
General & Administrative	7.9	11.6	48%
Change in fair value of contingent consideration related to earnouts	(0.8)	8.0	NM
Total Costs & Expenses	$ 61.9	$ 108.9	76%

COST OF REVENUE

Q4 Cost of Revenue expenses increased 24% year-over-year, but were 3 points lower as a percentage of our Revenue. Increases versus prior year were primarily driven by continued investment in our platform and the amortization of those internally developed assets. Cost of Revenue expenses were 8% of Revenue during 2021.

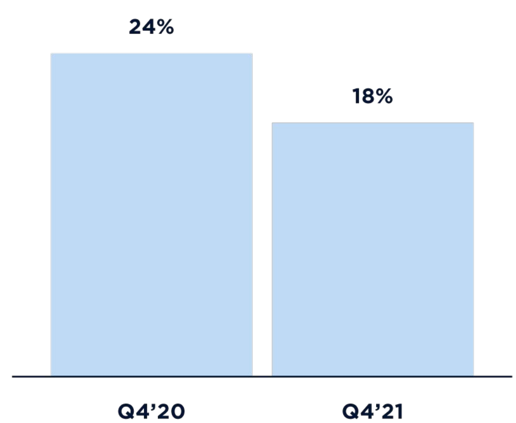
COST OF REVENUE AS % OF REVENUE



RESEARCH & DEVELOPMENT

Q4 Research & Development expenses increased 38% year-over-year, but were 6 points lower as a percentage of our Revenue. Increases versus prior year were primarily driven by the hiring of additional Nerds as we scale our product and engineering teams given our continued emphasis on the development of key platform capabilities. Research & Development expenses were 16% of Revenue during 2021.

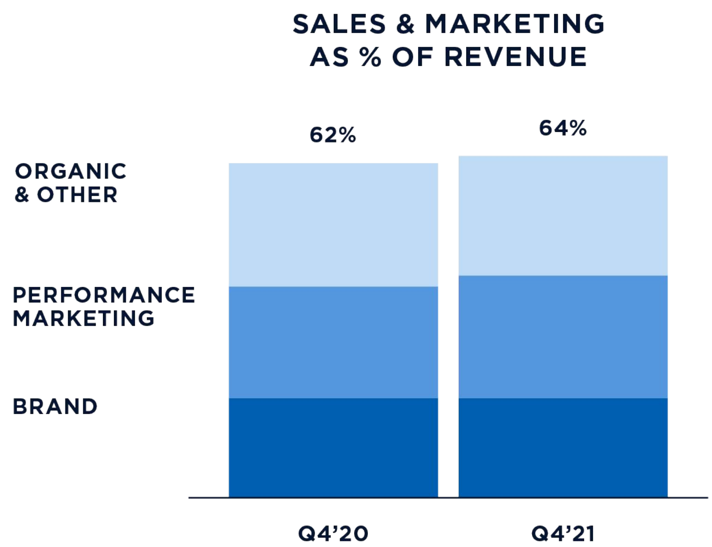
RESEARCH & DEVELOPMENT AS % OF REVENUE



OPERATING EXPENSES

SALES & MARKETING

Q4 Sales & Marketing expenses increased 79% year-over-year and were 2 points greater as a percentage of our Revenue. As a reminder, Sales & Marketing expense consists of: Brand, primarily advertising costs to increase brand awareness; Performance marketing, primarily costs to drive traffic directly to our platform; and Organic & other, primarily personnel-related costs for content and other marketing and sales teams.

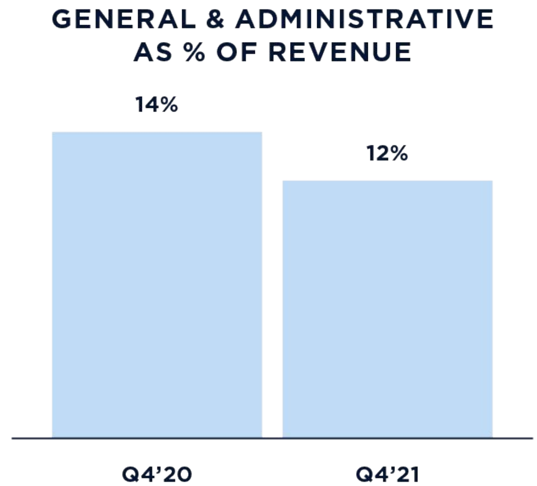


Sales & Marketing expense was comprised of approximately 29% Brand marketing, 36% Performance marketing, and 35% Organic & other. Our Brand marketing creates a virtuous cycle and "halo effect" across all marketing channels as we aim to improve our ability to remain top-of-mind with consumers. Our spend on Brand marketing will have significant seasonal margin impacts as optimal timing for campaign effectiveness is not consistent across our fiscal quarters. Performance marketing continues to be an effective channel for us to drive traffic and engagement to the NerdWallet platform, diversifying from our strong organic traffic base. In Q4, we spent only 23% of our revenue on direct traffic acquisition costs, with over 70% of our traffic continuing to come from direct or unpaid sources. Organic & other expenses increased year-over-year as we scaled our recent acquisitions, mostly through incremental personnel costs as we execute our organic traffic playbook. Sales & Marketing expenses were 71% of Revenue during 2021.

OPERATING EXPENSES

GENERAL & ADMINISTRATIVE

Q4 General & Administrative expenses increased 48% year-over-year, but were 2 points lower as a percentage of our Revenue. As a newly public company, we continued to build out our required capabilities and functions during the fourth quarter. General & Administrative expenses were 10% of Revenue during 2021.



BALANCE SHEET AND LIQUIDITY

Our balance sheet and liquidity position remain strong. We ended the fourth quarter with $167.8 million of cash on hand and no debt.

FINANCIAL OUTLOOK

Q1 Revenue: $122 - $125 million; representing 37% year-over-year growth at the midpoint
Q1 Adjusted EBITDA: $3 - $6 million

Brand investments will create variability in our quarterly margins, but we expect year-over-year accretion in our 2022 annual Adjusted EBITDA margin.

NerdWallet has not provided a quantitative reconciliation of forecasted GAAP net income (loss) to forecasted total Adjusted EBITDA within this communication because the company is unable, without making unreasonable efforts, to calculate certain reconciling items with confidence. These items include, but are not limited to: income taxes which are directly impacted by unpredictable fluctuations in the market price of the company's capital stock; depreciation and amortization expense from new acquisitions; impairments of assets; gains or losses on extinguishment of debt and acquisition-related costs. These items, which could materially affect the computation of forward-looking GAAP net income (loss), are inherently uncertain and depend on various factors, many of which are outside of NerdWallet's control. For more information regarding the non-GAAP financial measures discussed in this communication, please see "Non-GAAP Financial Measure" below.

QUARTERLY CONFERENCE CALL

A conference call to discuss NerdWallet's fourth quarter 2021 financial results will be webcast live today, February 24, 2022 at 2:00 PM Pacific Time (PT). The live webcast is open to the public and will be available on NerdWallet's investor relations website at https://investors.nerdwallet.com. Following completion of the call, a recorded replay of the webcast will be available on NerdWallet's investor relations website.

Appendix

FORWARD-LOOKING STATEMENTS

This letter to shareholders contains forward-looking statements about us and our industry that involve substantial risks and uncertainties. All statements other than statements of historical facts contained in this letter are forward-looking statements, including, but not limited to, the statements in the section titled “Financial Outlook.” In some cases, you can identify forward-looking statements because they contain words such as “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will” or “would” or the negative of these words or other similar terms or expressions. These forward-looking statements include, but are not limited, statements concerning the following:

- the effect of the ongoing COVID-19 pandemic on our business, results of operations, financial condition, and stock price;
- our expectations regarding our future financial performance, including total revenue, costs of revenue, Adjusted EBITDA and MUUs;
- our ability to grow traffic and engagement on our platform;
- our expected returns on marketing investments and brand campaigns;
- our expectations about consumer demand for the products on our platform in 2022;
- our ability to convert users into Registered Users and improve repeat user rates;
- our ability to convert consumers into matches with financial services partners;
- our ability to grow within existing and new verticals, including our ability to expand SMB product marketplaces;
- our ability to expand geographically;
- our ability to build efficient and scalable technical capabilities to deliver personalized guidance and nudge users;
- our ability to maintain and enhance our brand awareness and consumer trust;
- our ability to generate high quality, engaging consumer resources;
- our ability to adapt to the evolving financial interests of consumers;
- our ability to compete with existing and new competitors in existing and new market verticals;
- our ability to maintain the security and availability of our platform;
- our ability to maintain, protect and enhance our intellectual property;
- the sufficiency of our cash, cash equivalents, and investments to meet our liquidity needs; and
- our ability to successfully identify, manage, and integrate any existing and potential acquisitions.

You should not rely on forward-looking statements as predictions or guarantees of future events. We have based the forward-looking statements contained in this letter primarily on our current expectations and projections about future events and trends that we believe may affect our business, financial condition and operating results. The outcome of the events described in these forward-looking statements is subject to risks, uncertainties and other factors that may cause actual results or outcomes to be materially different from any future results expressed or implied by these forward-looking statements, including those factors described in the Company’s final prospectus dated November 3, 2021 and filed with the SEC pursuant to Rule 424(b) under the Securities Act of 1933 and other filings we make with the SEC from time to time.

The forward-looking statements made in this letter speak only as of the date hereof. We undertake no obligation to update any forward-looking statements made in this letter to reflect events or circumstances after the date of this letter or to reflect new information or the occurrence of unanticipated events, except as required by law.

NON-GAAP FINANCIAL MEASURE

ADJUSTED EBITDA

We use Adjusted EBITDA in conjunction with GAAP measures as part of our overall assessment of our performance, including the preparation of our annual operating budget and quarterly forecasts, to evaluate the effectiveness of our business strategies, and to communicate with our board of directors concerning our financial performance.

We define Adjusted EBITDA as net income (loss) from continuing operations adjusted to exclude depreciation and amortization, interest expense, net, provision (benefit) for income taxes, and further exclude (1) loss (gain) on impairment and on disposal of assets, (2) remeasurement of the embedded derivative in long-term debt, (3) change in fair value of contingent consideration related to earnouts, (4) deferred compensation related to earnouts, (5) stock-based compensation, and (6) acquisition-related costs.

The above items are excluded from our Adjusted EBITDA measure because these items are non-cash in nature, or because the amount is not driven by core operating results and renders comparisons with prior periods less meaningful.

We believe that Adjusted EBITDA provides useful information to investors and others in understanding and evaluating our operating results and in comparing operating results across periods. Moreover, we have included Adjusted EBITDA because it is a key measurement used by our management internally to make operating decisions, including those related to analyzing operating expenses, evaluating performance, and performing strategic planning and annual budgeting. However, the use of this non-GAAP measure has certain limitations because it does not reflect all items of income and expense that affect our operations. Adjusted EBITDA has limitations as a financial measure, should be considered as supplemental in nature, and is not meant as a substitute for the related financial information prepared in accordance with GAAP. These limitations include the following:

- Adjusted EBITDA does not reflect interest income (expense) and other gains (losses), net, which include unrealized and realized gains and losses on foreign currency exchange and the derivative embedded in long-term debt;
- Adjusted EBITDA excludes certain recurring, non-cash charges, such as depreciation of property and equipment and amortization of intangible assets, and although these are non-cash charges, the assets being depreciated and amortized may have to be replaced in the future, and Adjusted EBITDA does not reflect all cash requirements for such replacements or for new capital expenditure requirements;
- Adjusted EBITDA excludes stock-based compensation expense, which has been, and will continue to be for the foreseeable future, a significant recurring expense in our business and an important part of our compensation strategy; and
- Adjusted EBITDA does not include the impact of impairment of assets previously acquired, acquisition-related transaction expenses, contingent consideration fair value adjustments related to earnouts, and deferred compensation related to earnouts.

In addition, Adjusted EBITDA as we define it may not be comparable to similarly titled measures used by other companies. Because of these limitations, you should consider Adjusted EBITDA alongside other financial performance measures, including net income (loss) and our other GAAP results.

NON-GAAP FINANCIAL MEASURE

We compensate for the limitations on the prior page by reconciling Adjusted EBITDA to net income (loss), the most comparable GAAP financial measure. The following table presents a reconciliation of Adjusted EBITDA:

	THREE MONTHS ENDED			YEAR ENDED		
(IN MILLIONS)	DEC 31, 2021	DEC 31, 2020	% CHANGE	DEC 31, 2021	DEC 31, 2020	% CHANGE
Net income (loss)	$ (7.9)	$ (3.4)	136%	$ (42.5)	$ 5.3	NM
Depreciation and amortization	7.2	5.4	35%	27.1	15.1	80%
Interest expense, net	0.2	0.3	(22%)	1.3	0.9	42%
Income tax provision (benefit)	(0.2)	(2.2)	(91%)	4.8	(4.4)	NM
Other losses (gains), net	(1.5)	0.1	NM	(2.6)	0.1	NM
Loss on impairment and on disposal of assets	—	—	0%	0.8	0.2	207%
Change in fair value of contingent consideration related to earnouts	8.0	(0.8)	NM	18.1	(0.8)	NM
Deferred compensation related to earnouts	0.6	—	NM	2.1	—	NM
Stock-based compensation	7.1	2.1	235%	17.9	6.4	181%
Acquisition expense	—	0.6	(99%)	0.1	1.6	(91%)
Adjusted EBITDA	$ 13.5	$ 2.1	528%	$ 27.1	$ 24.4	11%
Net income (loss) margin	(8%)	(6%)		(11%)	2%	
Adjusted EBITDA margin [1]	14%	4%		7%	10%	

(1) Represents adjusted EBITDA as a percentage of revenue.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS UNAUDITED

(IN MILLIONS, EXCEPT PER SHARE AMOUNTS)	THREE MONTHS ENDED DEC 31, 2021	THREE MONTHS ENDED DEC 31, 2020	% CHANGE	YEAR ENDED DEC 31, 2021	YEAR ENDED DEC 31, 2020	% CHANGE
Revenue	**$ 99.5**	**$ 56.7**	**75%**	**$ 379.6**	**$ 245.3**	**55%**
Costs and Expenses:						
Cost of revenue	7.2	5.8	24%	28.5	21.3	34%
Research and development	18.6	13.4	38%	62.2	50.9	22%
Sales and marketing	63.5	35.6	79%	271.3	144.0	88%
General and administrative	11.6	7.9	48%	38.5	28.0	38%
Change in fair value of contingent consideration related to earnouts	8.0	(0.8)	NM	18.1	(0.8)	NM
Total costs and expenses	108.9	61.9	76%	418.6	243.4	72%
Income (Loss) from Operations	**(9.4)**	**(5.2)**	**83%**	**(39.0)**	**1.9**	**NM**
Other income (expense):						
Interest income	—	—	0%	—	0.2	(92%)
Interest expense	(0.2)	(0.3)	(22%)	(1.3)	(1.1)	14%
Other gains (losses), net	1.5	(0.1)	NM	2.6	(0.1)	NM
Total other income (expense)	1.3	(0.4)	NM	1.3	(1.0)	NM
Income (loss) before income taxes	(8.1)	(5.6)	47%	(37.7)	0.9	NM
Income tax provision (benefit)	(0.2)	(2.2)	(91%)	4.8	(4.4)	NM
Net Income (Loss)	**$ (7.9)**	**$ (3.4)**	**136%**	**$ (42.5)**	**$ 5.3**	**NM**
Net Income (Loss) Per Share						
Basic	$ (0.13)	$ (0.07)	86%	$ (0.82)	$ 0.12	NM
Diluted	$ (0.13)	$ (0.07)	86%	$ (0.82)	$ 0.09	NM

CONDENSED CONSOLIDATED BALANCE SHEETS
UNAUDITED

(IN MILLIONS) AS OF DECEMBER 31,	2021	2020
Assets		
Current assets:		
Cash and cash equivalents	$ 167.8	$ 83.4
Accounts receivable	57.6	37.3
Prepaid expenses and other current assets	17.4	8.7
Total current assets	242.8	129.4
Property, equipment, and software — net	34.9	27.7
Goodwill	43.8	43.8
Intangibles — net	27.6	35.6
Deferred tax asset — noncurrent	—	4.1
Right-of-use assets	13.9	14.0
Other assets	1.1	0.6
Total Assets	**$ 364.1**	**$ 255.2**
Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity		
Current liabilities:		
Accounts payable	$ 3.2	$ 5.4
Accrued and other current liabilities	32.1	18.6
Contingent consideration — current	30.5	—
Total current liabilities	65.8	24.0
Contingent consideration — noncurrent	24.2	36.5
Debt — noncurrent	—	30.2
Deferred tax liability — noncurrent	1.8	1.5
Other liabilities — noncurrent	14.7	11.5
Total liabilities	106.5	103.7
Commitments and contingencies		
Series A redeemable convertible preferred stock	—	68.8
Stockholders' equity	257.6	82.7
Total Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity	**$ 364.1**	**$ 255.2**

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS UNAUDITED

(IN MILLIONS) YEAR ENDED DECEMBER 31,	2021	2020
Operating Activities:		
Net income (loss)	$ (42.5)	$ 5.3
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation and amortization	27.1	15.1
Impairment of capitalized website and software development costs	0.8	0.2
Non-cash amortization of debt premium	(0.3)	(0.4)
Other (gains) losses, net	(2.6)	0.1
Stock-based compensation	17.9	6.4
Change in fair value of contingent consideration related to earnouts	18.1	(0.8)
Deferred taxes	4.4	(4.6)
Non-cash lease costs	7.9	6.8
Changes in operating assets and liabilities, net of business combinations:		
Accounts receivable	(20.2)	1.0
Prepaid expenses and other assets	(9.6)	(4.8)
Accounts payable	(2.2)	3.6
Accrued and other current liabilities	16.6	(5.3)
Operating lease liabilities	(7.3)	(7.1)
Other liabilities	(0.9)	(0.1)
Net cash provided by operating activities	7.2	15.4
Investing Activities:		
Capitalized website and software development costs	(20.7)	(17.4)
Purchase of property and equipment	(2.3)	(1.3)
Business combinations, net of cash acquired	—	(36.7)
Net cash used in investing activities	(23.0)	(55.4)
Financing Activities:		
Proceeds from issuance of common stock upon initial public offering, net of underwriting discounts and commissions	140.0	—
Issuance of Class A common stock	—	54.3
Repurchase of Class A common stock	(0.5)	(1.2)
Repurchase of Class F common stock	(12.4)	—
Repurchase of stock options	(1.4)	(0.4)
Repurchase of Series A redeemable convertible preferred stock	(2.1)	—
Tax payments related to net-share settlements on restricted stock units	(1.9)	(0.4)
Proceeds from exercise of stock options	11.0	8.4
Principal repayment of subordinated promissory notes	(28.5)	—
Proceeds from line of credit	—	5.0
Payments on line of credit	—	(10.0)
Payment of offering costs related to initial public offering	(4.0)	—
Net cash provided by (used in) financing activities	100.2	55.7
Effect of exchange rate changes on cash and cash equivalents	—	0.1
Net increase in cash and cash equivalents	84.4	15.8
Cash and Cash Equivalents:		
Beginning of year	83.4	67.6
End of year	$ 167.8	$ 83.4

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