EVERQUOTE

Investor Presentation

Q2 2026

August 3, 2026

Safe Harbor

This presentation contains forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact contained in this presentation, including statements regarding our future results of operations, financial position, liquidity and capital resources; our business strategy and plans, including our development, deployment, and monetization of new and enhanced products and services; trends in consumer traffic and demand for our products and services; our relationship with, and spending by, carriers and agents; our use of artificial intelligence (AI) and the anticipated benefits thereof; and objectives of management for future operations, are forward-looking statements. These statements involve known and unknown risks, uncertainties, and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “aim,” “may,” “should,” “expects,” “might,” “plans,” “anticipates,” “could,” “intends,” “goals,” “target,” “projects,” “contemplates,” “believes,” “estimates,” “predicts,” “potential,” “seek,” “will,” “would” or “continues,” or the negative of these terms or other similar expressions.

The forward-looking statements in this presentation are only predictions. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our business, financial condition, liquidity and results of operations. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances reflected in the forward-looking statements will be achieved or occur. These forward-looking statements speak only as of the date of this presentation, and except as required by applicable law, we undertake no obligation to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, or otherwise.

We are subject to a number of risks, uncertainties and assumptions as described in our annual report on Form 10-K and our subsequent filings with the Securities and Exchange Commission. We qualify all of our forward-looking statements by these cautionary statements.

The Company’s presentation also contains estimates, projections, & other information concerning the Company’s industry, the Company’s business & the markets for certain of the Company’s products & services, including data regarding the estimated size of those markets. The information concerning our industry contained in this presentation is based on our general knowledge of and expectations concerning the industry. The Company’s market position, market share and industry market size are based on estimates using our internal data and estimates, data from various industry analyses, our internal research and adjustments and assumptions that we believe to be reasonable. Information that is based on estimates, forecasts, projections, market research, or similar methodologies is inherently subject to uncertainties & actual events or circumstances may differ materially from events & circumstances reflected in this information. Unless otherwise expressly stated, the Company obtained this industry, business, market & other data from reports, research surveys, studies & similar data prepared by market research firms & other third parties, from industry, general publications, & from government data & similar sources. We have not independently verified data from these sources and cannot guarantee their accuracy or completeness.

Our Mission

We empower the largest Property & Casualty (P&C) insurance carriers and thousands of agents to grow market share by maximizing customer acquisition across digital channels.

EverQuote Snapshot

Market leader serving a large, growing sector

A trusted partner for Property and Casualty insurance providers seeking to grow policies in force

Differentiated proprietary data and AI

A foundational AI delivery model that enables highly precise, hyper-targeted customer acquisition across digital channels

Deep, long-standing customer relationships

Differentiated distribution network of regulated national and regional carriers and local agents

$693M
2025 Revenue
38% Growth

13.7%
2025 Adjusted EBITDA[(1)]
200+bps Increase

$95M
2025 Operating Cash Flow
43% Growth

$171M
YE 2025 Cash Balance
No Debt

7 of the top 10[(2)]
Largest P&C insurance carriers in the US

5,000+
Local agents nationwide [(3)]

4.5B+
Proprietary consumer submitted data points since inception[(4)]

1. See Appendix for Non-GAAP definitions and reconciliations
2. Source: S&P CapIQ, 2025
3. Also referred to as 3rd party agent network
4. Source: estimated using Company data as of December 31, 2025

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Our TAM: Large and Growing

CURRENT GROWTH DRIVERS

Increased carrier focus on
growing policies in force

Shift of advertising spend to
online customer acquisition channels

Consumer adoption of
AI adds new sources of high-intent traffic

U.S. P&C Insurance Market: Distribution and Advertising Spend

$129B
P&C Distribution and Advertising Spend Market(1)

$8B
P&C Digital Advertising Spend(1)

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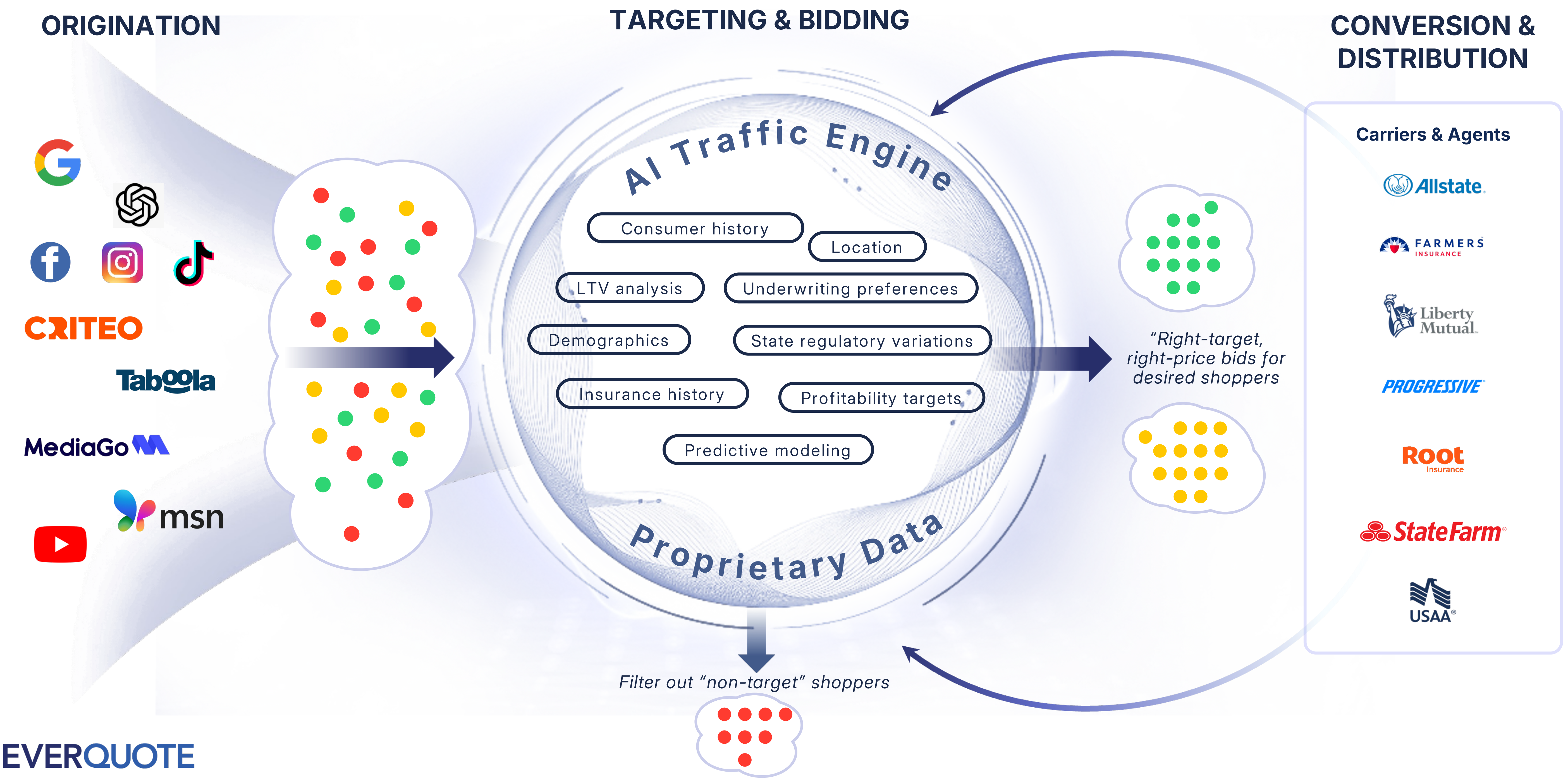
1. Sources: S&P Global Market Intelligence, Insider Intelligence, and Company's own estimates as of 12/31/25 - includes commissions and advertising spend

What We Do: Drive High-Intent Consumers to P&C Insurers



The Market We Serve: A Data-Rich P&C Insurance Ecosystem

Regulated

Carrier and agent models are governed by regulations that vary greatly across each of the 50 states

Opaque

Major carriers invest heavily in their brand and seek to avoid “race to the bottom” transparent pricing models

Targeted

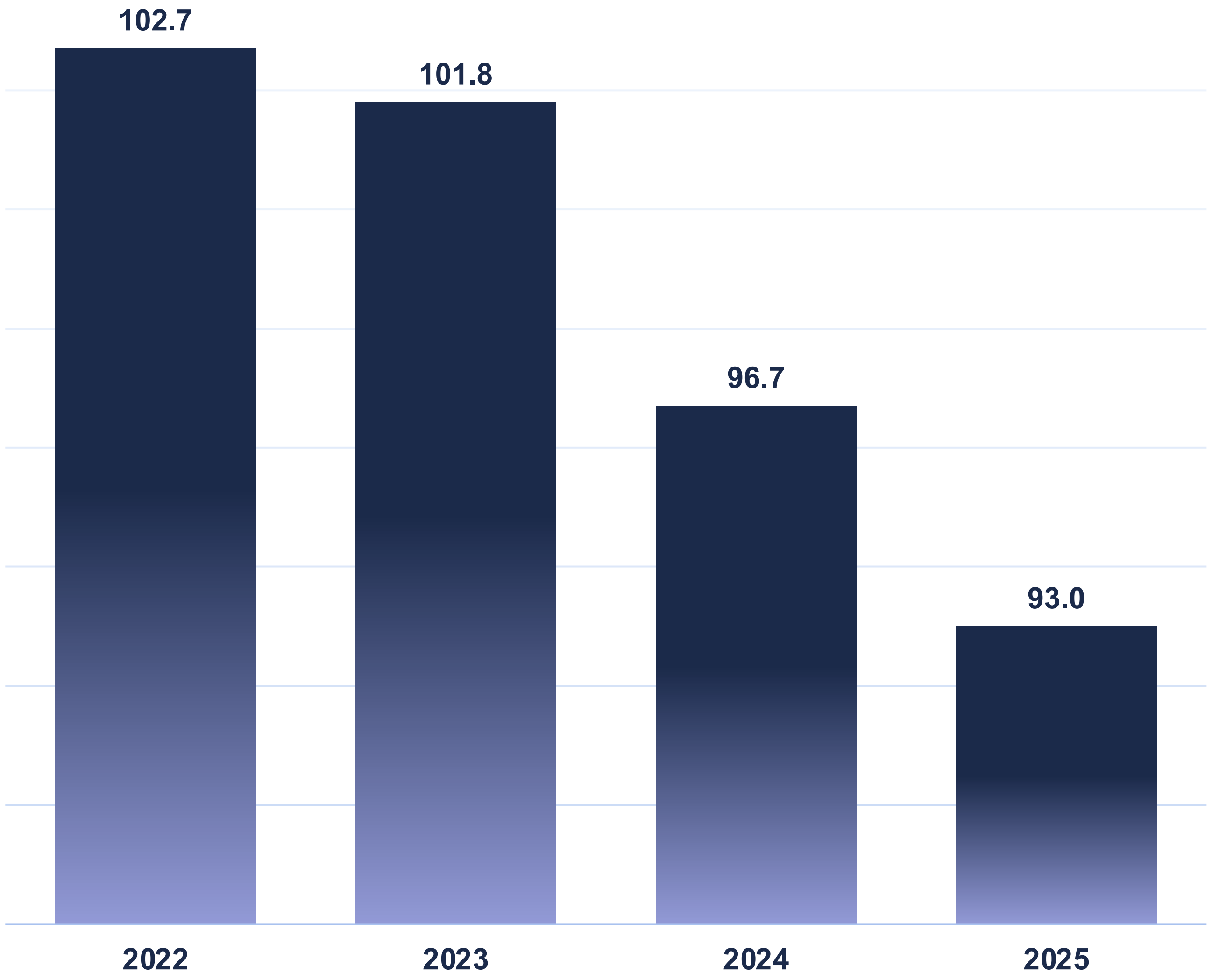
Carriers are highly specific in their target customer profile based on each carrier’s LTV/CAC methodology

Dynamic

Carriers adapt their preferences based on changing underwriting preferences

Our Tailwinds: Carriers are Focused on Growth as Combined Ratios Decline

P&C Combined Ratio(1)



Carrier Commentary(2)

*"We have continued to leverage our scale in identifying new opportunities to refine where and how we invest our marketing spend to drive profitable growth"… "**We'll always try to grow as fast as we can at a 96% [combined ratio]**."*

PROGRESSIVE

*"Our auto book of business is now broadly profitable, including in previously profit-challenged markets like California, New York, and New Jersey, **and we are focused on investing profitably growing auto market share.**"*

Allstate

*"Since the end of 2024, **we have continued to ramp up marketing spend, particularly in targeted geographies to be more focused and aggressive**. While negatively impacting our expense ratio, this approach has led to nearly double the personal lines new business volume produced in the prior year quarter."*

Liberty Mutual INSURANCE

1. Source: S&P CapIQ0
2. Source: various carriers' earnings transcripts in 2025

Our AI Opportunity Today: Unlocking Value in our Marketplace

Transforming online acquisition while preserving carriers' rate opacity, brand integrity and underwriting preferences

Higher conversion rates
As personalization drives better matching

Greater bind performance
As precise targeting improves consumer-carrier alignment

Larger budget share
As intelligent bidding optimizes clients' cost per acquisition

More traffic
As LLMs become a channel of high-intent buyers over time

Our Growth Strategy: Path to $1B+ of Annual Revenue[1]

1 Better Performance

Proprietary data, applied AI, and consultative partnerships to optimize each step of the EverQuote funnel

- **Bidding**
- **SmartCampaigns®**
- **Deep Partnership**

2 Bigger Scale

Higher performance relative to other partners and channels yielding higher bids & budgets, fueling more traffic scale

- **Provider Budget Growth**
- **Existing Traffic Growth**
- **New Channel Expansion**

3 Broader Services

Marketplace performance and scale earns opportunity to expand into more digital products and services

- **AI-Enabled Solutions**
- **New Products**
- **P&C Adjacent Verticals**

4 Efficiency

Investing in automation and intentional design to sustainably scale our teams and systems with increasing leverage

- **Platform Simplification and Alignment**
- **Automation and AI**

1. As stated in the Company's Q3 earnings call on November 3, 2025

Our AI Opportunity Tomorrow: Unlocking Value Beyond Marketplace

New consumer channels for agentic commerce

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Marketplace

New carrier/agent AI-native growth solutions

Summary: Why Invest

- Market leader serving a high-growth sector
- Deep, long-standing customer relationships
- Differentiated, proprietary data and AI
- Growing, profitable business model with strong cash generation
- Strategy for long-term revenue growth and profit expansion

Q2 Summary and Financial Highlights

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Q2 Summary

- **Grew revenue 25% year-over-year**
- **Increased net income to $19 million**
- **Grew Adjusted EBITDA[(1)] 37% year-over-year**
- **Generated operating cash flow of $24 million**

$195M
Revenue

$30M
Adjusted EBITDA[(1)]

$192M
Cash
No Outstanding Debt

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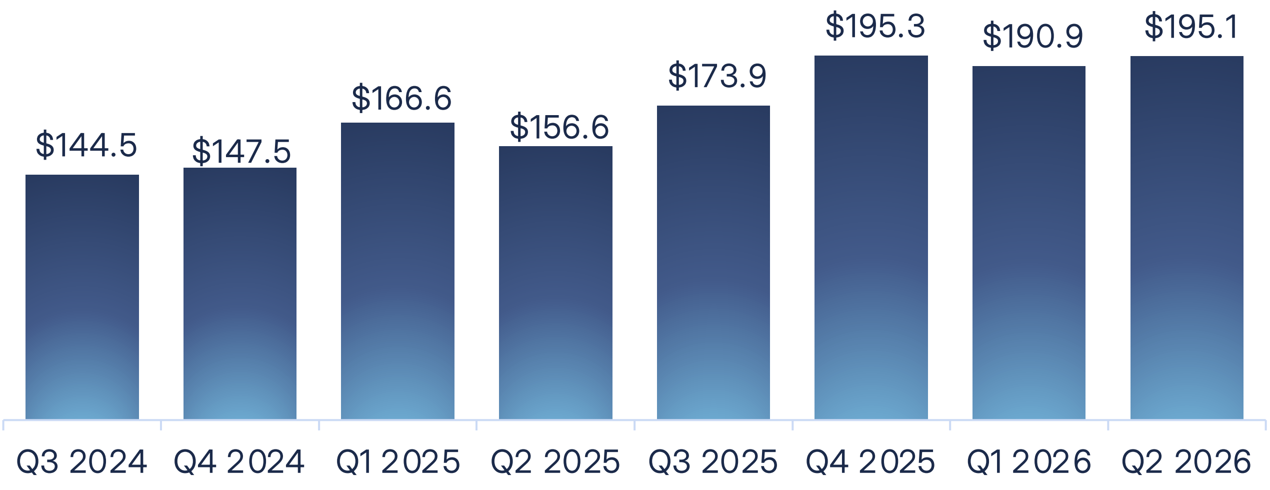
1. See Appendix for Key Metrics and Non-GAAP definitions and reconciliations

Q2 2026 Results

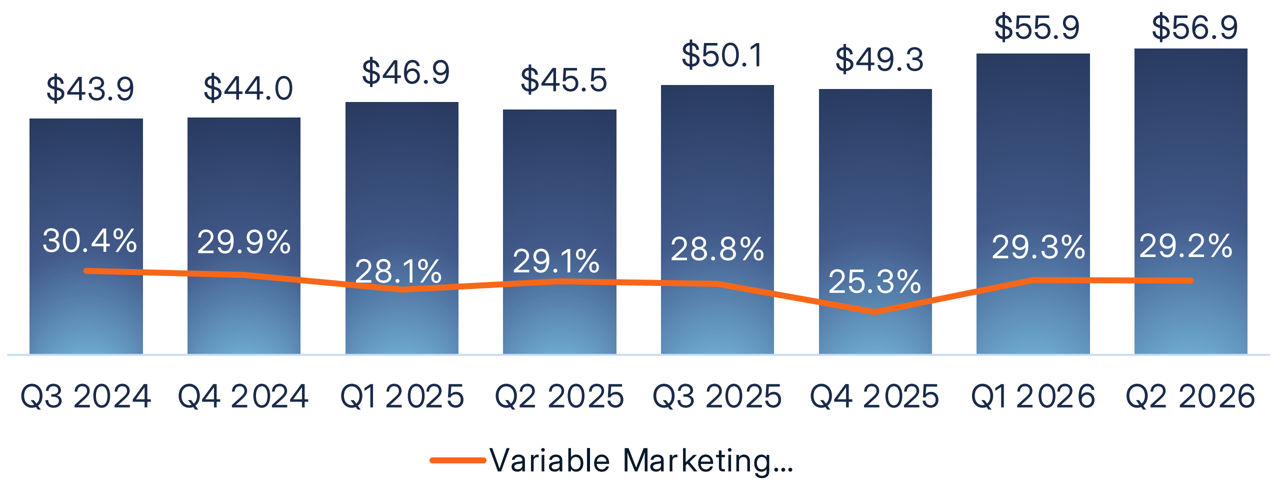
YoY Comparison

$m	Q2 2025	Q2 2026	YoY Growth %
Revenue	$156.6	$195.1	25%
Variable Marketing Dollars[(1)]	$45.5	$56.9	25%
Adjusted EBITDA[(1)]	$22.0	$30.1	37%
Adjusted EBITDA Margin %[(1)]	14.0%	15.4%	1.4% pts.

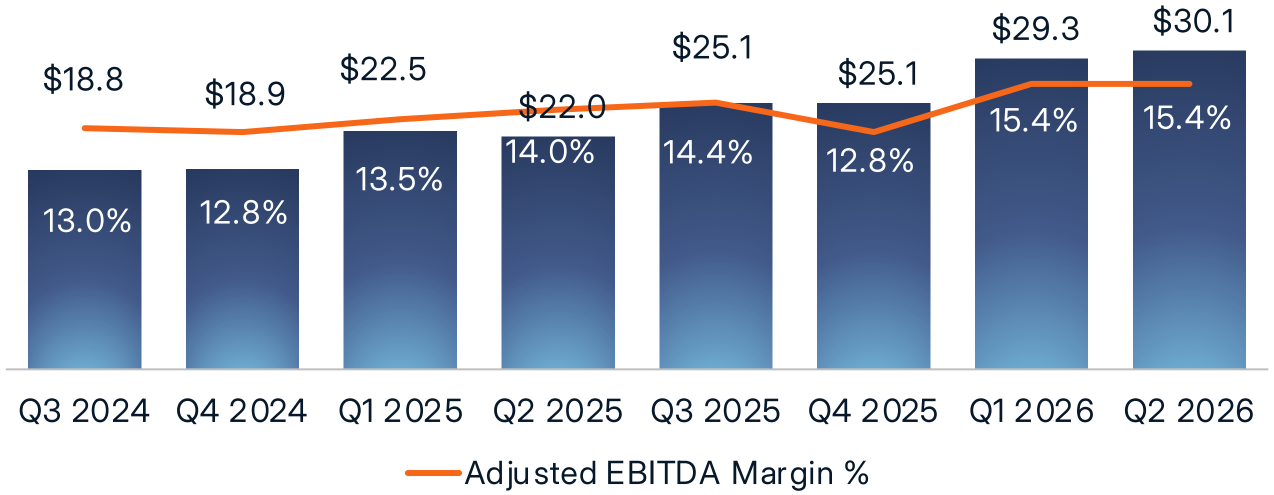
Quarterly Revenue ($m)



Quarterly Variable Marketing Dollars[(1)] ($m)



Quarterly Adjusted EBITDA[(1)] ($m)



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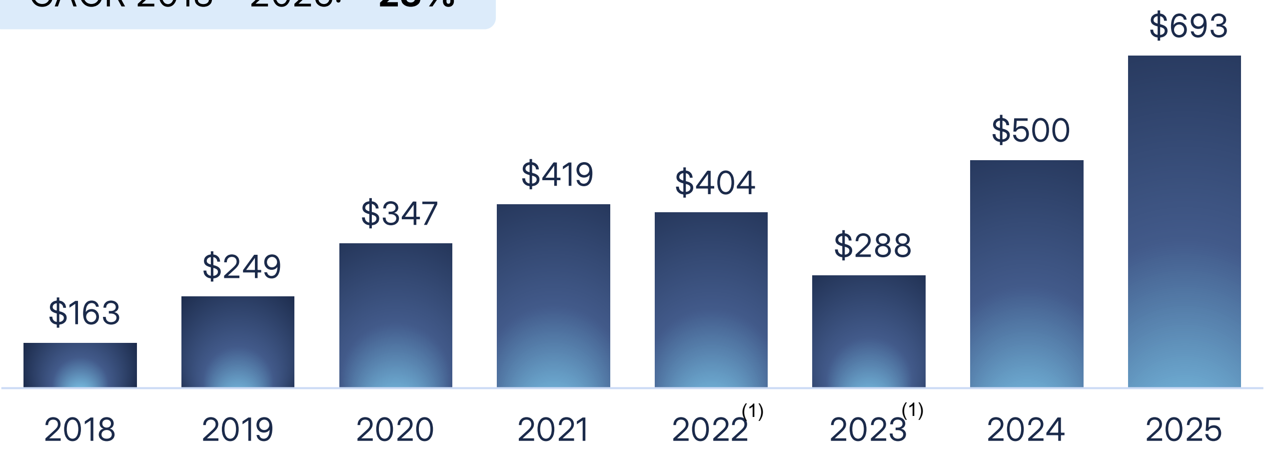
1. See Appendix for Key Metrics and Non-GAAP definitions and reconciliations

Driving Growth and Expanding Profits Since IPO

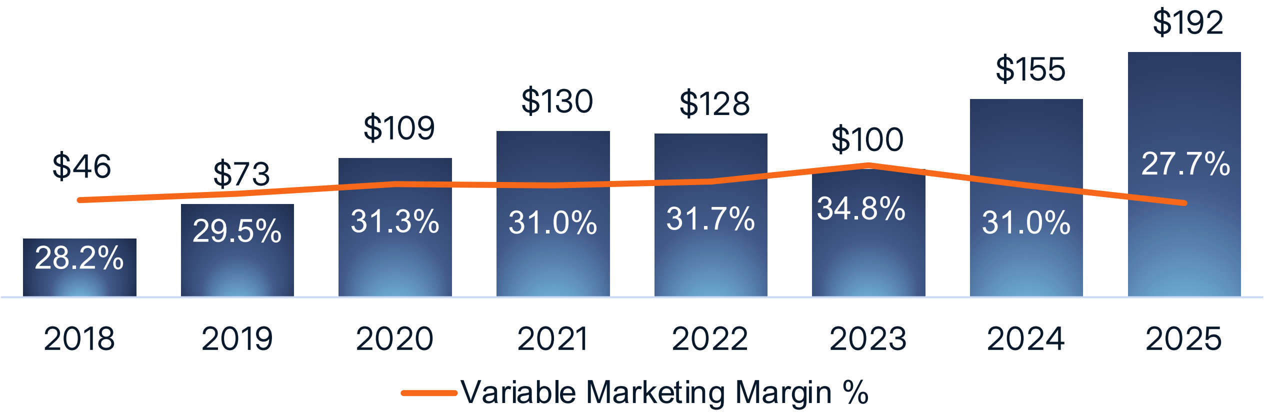
Revenue ($m)

CAGR 2018 - 2025: **~23%**

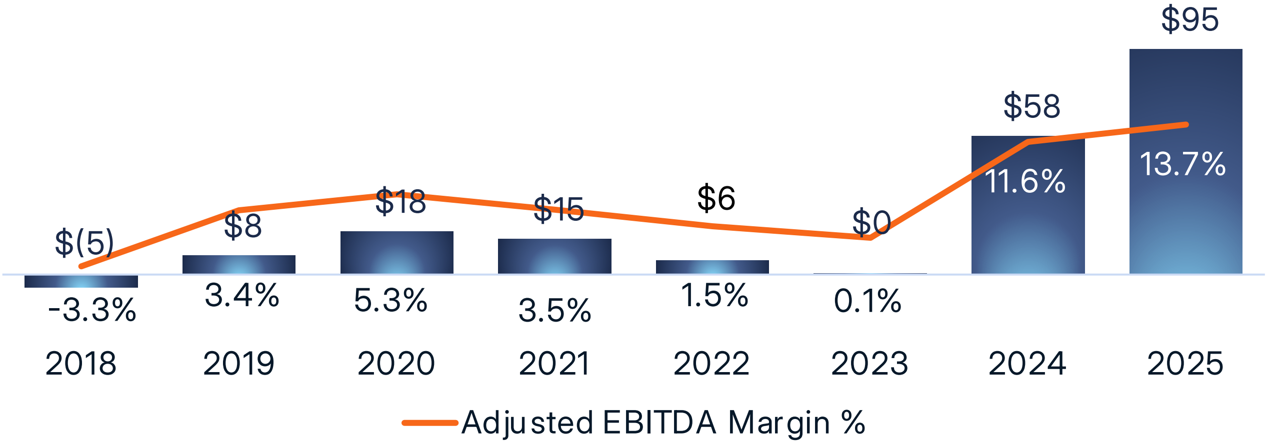


Variable Marketing Dollars[2] ($m)

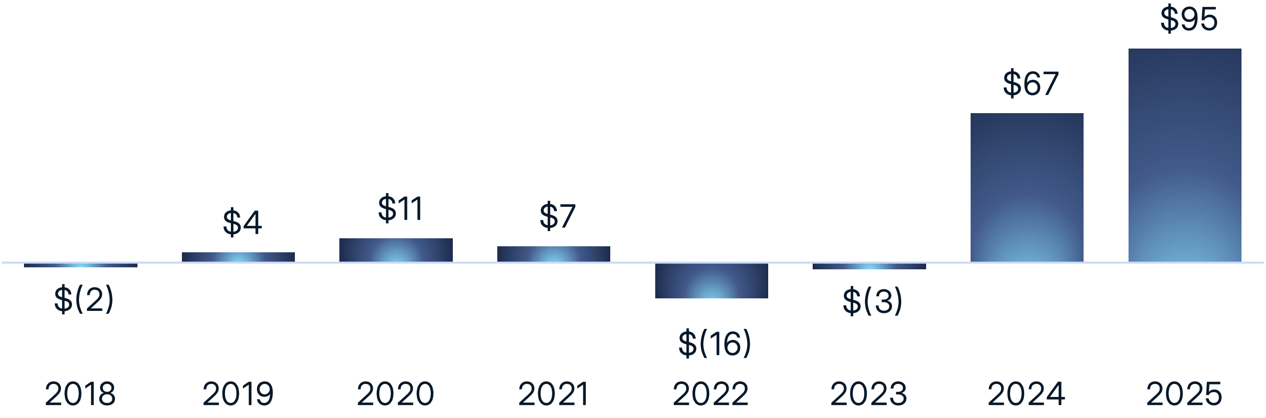
CAGR 2018 - 2025: **~23%**



Adjusted EBITDA[2] ($m)



Operating Cash Flow ($m)



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1. 2022 and 2023 were impacted by the auto insurance market downturn which began in the late summer of 2021. In June 2023 the Company also exited the heath insurance vertical. The health insurance vertical revenue was: $29.7m in 2021, $38.7m in 2022, and $15.0m in 2023.
2. See Appendix for Non-GAAP definitions and reconciliations

NASDAQ: EVER

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Appendix

Key Metrics & Non-GAAP Definitions

To supplement our consolidated financial statements presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation contains certain non-GAAP financial measures, including Variable Marketing Dollars and Margin and Adjusted EBITDA and Margin. We use these measures to provide investors with additional information regarding our financial results.

Variable Marketing Dollars & Margin	We define variable marketing dollars, or VMD, as revenue, as reported in our consolidated statements of operations and comprehensive income (loss), less advertising costs (a component of sales and marketing expense, as reported in our consolidated statements of operations and comprehensive income (loss)). We define variable marketing margin, or VMM, as VMD divided by revenue. We use VMD and VMM to measure the efficiency of individual advertising and consumer acquisition sources and to make trade-off decisions to manage our return on advertising. We do not use VMD or VMM as a measure of profitability.
Adjusted EBITDA & Margin	We define Adjusted EBITDA as net income (loss), excluding the impact of stock-based compensation expense; depreciation and amortization expense; restructuring and other charges; acquisition-related costs; legal settlement expense; interest income; and income taxes. The most directly comparable GAAP measure is net income (loss). We monitor & present Adjusted EBITDA because it is a key measure used by our management & board of directors to understand & evaluate our operating performance, to establish budgets & to develop operational goals for managing our business. In particular, the Company believes that excluding the impact of these items in calculating Adjusted EBITDA can provide a useful measure for period-to-period comparisons of EverQuote's core operating performance. The Company uses Adjusted EBITDA to evaluate EverQuote's operating performance and trends and make planning decisions. The Company believes that this non-GAAP financial measure helps identify underlying trends in EverQuote's business that could otherwise be masked by the effect of the items that the Company excludes in the calculations of Adjusted EBITDA. Accordingly, the Company believes that this financial measure provides useful information to investors and others in understanding and evaluating EverQuote's operating results, enhancing the overall understanding of the Company's past performance and future prospects. We define Adjusted EBITDA Margin as Adjusted EBITDA divided by revenue.

Reconciliation of Adjusted EBITDA - 3 Months Ended

($ in Thousands)	3 Months Ended				
	June 30, 2026	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025
Net Income (Loss)	$19,186	$18,673	$57,755	$18,865	$14,701
Stock-based compensation	$5,672	$5,141	$5,591	$6,728	$6,560
Depreciation & amortization	$971	$785	$861	$811	$918
Legal settlement	-	-	-	-	$332
Acquisition-related costs/earnout	-	-	-	-	-
Restructuring and Other Charges	-	-	-	-	-
Interest (income) expense, net	($1,050)	($961)	($956)	($992)	($918)
Provision for (benefit from) income taxes	$5,324	$5,691	($38,190)	($345)	$363
Adjusted EBITDA	**$30,103**	**$29,329**	**$25,061**	**$25,067**	**$21,956**

Reconciliation of Adjusted EBITDA - 12 Months Ended

($ in Thousands)	12 Months Ended					
	December 31, 2025	December 31, 2024	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020
Net Income (Loss)	$99,311	$32,169	($51,287)	($24,416)	($19,434)	($11,202)
Stock-based compensation	$24,299	$20,614	$22,808	$28,986	$30,020	$24,179
Depreciation & amortization	$3,811	$5,672	$6,196	$5,848	$5,072	$3,350
Legal settlement	$8,232	-	-	-	-	-
Acquisition-related costs/earnout	-	-	($150)	($4,135)	$1,065	$2,258
Restructuring and Other Charges	-	-	$23,568	-	$440	-
Interest (income) expense, net	($3,574)	($2,079)	($1,251)	($349)	($37)	($189)
Provision for (benefit from) income taxes	($37,488)	$1,839	$577	-	($2,510)	-
Adjusted EBITDA	**$94,591**	**$58,215**	**$461**	**$5,934**	**$14,616**	**$18,396**