
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549**

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 04, 2026

EverQuote, Inc.

(Exact name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

001-38549
(Commission File Number)

26-3101161
(IRS Employer
Identification No.)

141 Portland Street
Cambridge, Massachusetts
(Address of Principal Executive Offices)

02139
(Zip Code)

Registrant's Telephone Number, Including Area Code: (855) 522-3444

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Class A Common Stock, \$0.001 par value per share	EVER	The Nasdaq Global Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On May 4, 2026, EverQuote, Inc. (the “Company”) issued a press release reporting financial results for the fiscal quarter ended March 31, 2026. The full text of the press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information contained in Item 2.02 in this Current Report on Form 8-K (including Exhibit 99.1) shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended (the “Securities Act”), or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 7.01 Regulation FD Disclosure.

On May 4, 2026, the Company posted an investor presentation to its website (investors.everquote.com). A copy of the investor presentation is furnished as Exhibit 99.2 to this Current Report on Form 8-K.

The information contained in Item 7.01 in this Current Report on Form 8-K (including Exhibit 99.2) shall not be deemed to be “filed” for purposes of Section 18 of the Exchange Act or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

EXHIBIT INDEX

Exhibit No.	Description
99.1	Press release dated May 4, 2026
99.2	Investor Presentation dated May 4, 2026
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EVERQUOTE, INC.

Date: May 4, 2026

By: /s/ Jon Ayotte
Jon Ayotte
Chief Accounting Officer

EverQuote Announces First Quarter 2026 Financial Results

- Grows Q1 revenue 15% year-over-year to \$190.9 million
- Delivers net income of \$18.7 million
- Drives record Adjusted EBITDA of \$29.3 million, marking growth of 30% year-over-year
- Exceeds guidance across all metrics
- Provides Q2 outlook reflecting 21% revenue growth at the midpoint

CAMBRIDGE, Mass., May 4, 2026 -- EverQuote, Inc. (Nasdaq: EVER), a leading provider of growth solutions for property and casualty, or P&C, insurance providers, today announced financial results for the first quarter ended March 31, 2026.

“Our first quarter results demonstrate our strong performance and favorable sector demand as we execute our mission to empower P&C insurance providers to grow market share by maximizing customer acquisition across digital channels,” said Jayme Mendal, CEO of EverQuote. “As we look to the remainder of the year, we see significant opportunities to build on our AI heritage to bring new, incremental value to customers and expand our long-term growth opportunities.”

First Quarter 2026 Highlights:

(Unless otherwise noted, all comparisons are relative to the first quarter of 2025).

- Total revenue grew 15% to \$190.9 million. Revenue from the Company’s automotive insurance vertical was \$172.4 million and revenue from the home and renters insurance vertical was \$18.5 million, marking growth of 13% and 33%, respectively.
- Variable Marketing Dollars were \$55.9 million, compared to \$46.9 million.
- GAAP net income increased to \$18.7 million, compared to \$8.0 million.
- Adjusted EBITDA grew 30% to \$29.3 million, compared to \$22.5 million.
- Operating cash flow increased to \$29.6 million, compared to \$23.3 million.
- The Company ended the first quarter 2026 with \$178.5 million in cash and cash equivalents and no outstanding debt.
- During the quarter, the Company repurchased 1.1 million shares of its common stock for approximately \$19.9 million.

“We reported an impressive first quarter with strong revenue growth, record levels of Adjusted EBITDA and record operating cash flow. Our AI-powered solutions are enabling us to continue to drive greater value for carriers and agents while delivering operational leverage and efficiency,” said Joseph Sanborn, CFO and Chief Administrative Officer of EverQuote. “We remain committed to our previously-stated goal of achieving \$1 billion in annual revenues in 2-3 years with ongoing strong cash flow generation and year-on-year Adjusted EBITDA growth. At the same time, we are investing in our AI and growth initiatives to propel the business long-term.”

Second Quarter 2026 Outlook:

- Revenue of \$185.0 – \$195.0 million, representing 21% year-over-year growth at the midpoint.
- Variable Marketing Dollars of \$55.0 – \$57.0 million, representing 23% year-over-year growth at the midpoint.
- Adjusted EBITDA of \$28.0 – \$30.0 million, representing 32% year-over-year growth at the midpoint.

With respect to the Company’s expectations under “Second Quarter 2026 Outlook” above, the Company has not reconciled the non-GAAP measure Adjusted EBITDA to the GAAP measure net income (loss) in this press release because the Company does not provide guidance for stock-based compensation expense, depreciation and amortization expense, legal settlement expense, interest income, and income taxes on a consistent basis as the Company is unable to quantify these amounts without unreasonable efforts, which would be required to include a

reconciliation of Adjusted EBITDA to GAAP net income (loss). In addition, the Company believes such a reconciliation would imply a degree of precision that could be confusing or misleading to investors.

Conference Call and Webcast Information

EverQuote will host a conference call and live webcast to discuss its first quarter 2026 financial results at 4:30 p.m. Eastern Time today, May 4, 2026 and supporting slides will be available at <https://investors.everquote.com>. To access the conference call, dial Toll Free: +1 (800) 715-9871 for the US, or +1 (646) 307-1963 for international callers, and provide conference ID 161347139. The live webcast and replay will be available on the Investors section of the Company's website at <https://investors.everquote.com>.

Safe Harbor Statement

This press release 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 press release, including statements regarding our future results of operations and financial position, business strategy and plans, including our plans to invest in new artificial intelligence, or AI, products and platforms both internally and externally, 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 press release 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 press release and, except as required by applicable law, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of any new information, future events or otherwise. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified, you should not rely on these forward-looking statements as predictions of future events. The events and circumstances reflected in our forward-looking statements may not be achieved or occur and actual results could differ materially from those projected in the forward-looking statements. Factors that could cause actual results to differ include, without limitation, the following: (1) our dependence on revenue from the property and casualty, or P&C, insurance industries, and specifically automotive insurance, and exposure to risks related to those industries; (2) our dependence on our relationships with insurance providers with no long-term minimum financial commitments and furthermore, our reliance on a small number of insurance providers for a significant portion of our revenue; (3) adverse conditions in the insurance markets, as well as the general economy; (4) our dependence on third-party media sources for a significant portion of visitors to our websites and marketplace; (5) our ability to attract consumers to our websites and marketplace; (6) our ability to market to consumers or collect, share and use data derived from consumer activities; (7) risks related to cybersecurity incidents or other network disruptions; (8) risks related to the use of AI; (9) our ability to develop new and enhanced products and services and to successfully monetize them; (10) the impact of competition in our industry and innovation by our competitors; (11) our ability to stay abreast of and comply with new or modified laws and regulations that currently apply or become applicable to our business, including with respect to the insurance industry, telemarketing restrictions and data privacy requirements; and (12) our ability to protect our intellectual property rights and maintain and build our brand. A further list and description of risks, uncertainties and assumptions that could cause or contribute to differences in our future results include the cautionary statements described in Part I,

Item 1A. Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2025 and in our subsequent periodic filings with the Securities and Exchange Commission. We qualify all of our forward-looking statements by these cautionary statements.

About EverQuote

EverQuote (Nasdaq: EVER) is a leading AI-powered growth solutions partner for regulated property and casualty insurance entities, enabling the largest insurance carriers and thousands of agents to maximize customer acquisition across digital channels. Fueled by our proprietary data assets and our AI traffic engine, EverQuote is transforming the way providers attract and engage consumers to grow market share. To learn more visit investors.everquote.com.

Investor Relations Contact

Sara Buda
EverQuote
sara.buda@everquote.com

EVERQUOTE, INC.
STATEMENTS OF OPERATIONS

	Three Months Ended March 31,	
	2026	2025
	(in thousands except per share)	
Revenue	\$ 190,852	\$ 166,632
Cost and operating expenses(1):		
Cost of revenue	4,265	5,380
Sales and marketing	145,412	129,430
Research and development	8,548	7,485
General and administrative	9,211	8,440
Legal settlement	—	7,900
Total cost and operating expenses	167,436	158,635
Income from operations	23,416	7,997
Other income (expense):		
Interest income	961	708
Other income (expense), net	(13)	(31)
Total other income, net	948	677
Income before income taxes	24,364	8,674
Income tax expense	(5,691)	(684)
Net income	\$ 18,673	\$ 7,990
Net income per share:		
Basic	\$ 0.52	\$ 0.22
Diluted	\$ 0.51	\$ 0.21
Weighted average common shares outstanding, basic and diluted:		
Basic	35,947	35,879
Diluted	36,942	37,667

(1) Amounts include stock-based compensation expense, as follows:

	Three Months Ended March 31,	
	2026	2025
	(in thousands)	
Cost of revenue	\$ 30	\$ 9
Sales and marketing	1,280	1,565
Research and development	1,434	1,370
General and administrative	2,397	2,476
	\$ 5,141	\$ 5,420

EVERQUOTE, INC.
BALANCE SHEET DATA

	March 31,	December 31,
	2026	2025
	(in thousands)	
Cash and cash equivalents	\$ 178,492	\$ 171,379
Working capital	175,211	169,067
Total assets	323,972	326,913
Total liabilities	83,105	88,873
Total stockholders' equity	240,867	238,040

EVERQUOTE, INC.
STATEMENTS OF CASH FLOWS

	Three Months Ended March 31,	
	2026	2025
	(in thousands)	
Cash flows from operating activities:		
Net income	\$ 18,673	\$ 7,990
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization expense	785	1,221
Stock-based compensation expense	5,141	5,420
Deferred taxes	4,084	—
Unrealized foreign currency transaction (gains) losses	(34)	35
Changes in operating assets and liabilities:		
Accounts receivable	3,366	(457)
Prepaid expenses and other current assets	2,966	496
Commissions receivable, current and non-current	—	1,014
Operating lease right-of-use assets	298	267
Accounts payable	(8,598)	(2,765)
Accrued expenses and other current liabilities	3,111	10,018
Deferred revenue	111	335
Operating lease liabilities	(305)	(268)
Net cash provided by operating activities	29,598	23,306
Cash flows from investing activities:		
Acquisition of property and equipment, including costs capitalized for development of internal-use software	(1,535)	(1,133)
Net cash used in investing activities	(1,535)	(1,133)
Cash flows from financing activities:		
Proceeds from exercise of stock options	63	1,962
Repurchase of common stock	(19,851)	—
Tax withholding payments related to net share settlement	(1,147)	(1,293)
Net cash provided by (used in) financing activities	(20,935)	669
Effect of exchange rate changes on cash, cash equivalents and restricted cash	(15)	10
Net increase in cash, cash equivalents and restricted cash	7,113	22,852
Cash, cash equivalents and restricted cash at beginning of period	171,379	102,116
Cash, cash equivalents and restricted cash at end of period	<u>\$ 178,492</u>	<u>\$ 124,968</u>

EVERQUOTE, INC.
FINANCIAL AND OPERATING METRICS

Revenue by vertical:

	Three Months Ended March 31,		Change %
	2026	2025	
	(in thousands)		
Automotive	\$ 172,386	\$ 152,715	12.9%
Home and renters	18,466	13,904	32.8%
Other	—	13	-100.0%
Total revenue	<u>\$ 190,852</u>	<u>\$ 166,632</u>	14.5%

Other financial and non-financial metrics:

	Three Months Ended March 31,		Change %
	2026	2025	
	(in thousands)		
Income from operations	\$ 23,416	\$ 7,997	192.8%
Net income	18,673	7,990	133.7%
Variable marketing dollars	\$ 55,898	\$ 46,860	19.3%
Adjusted EBITDA(1)	\$ 29,329	\$ 22,507	30.3%

(1) Adjusted EBITDA is a non-GAAP measure. Please see “EverQuote, Inc. Reconciliation of Non-GAAP Measures to GAAP” below for more information.

To supplement the Company’s financial statements presented in accordance with GAAP and to provide investors with additional information regarding EverQuote’s financial results, the Company has presented Adjusted EBITDA as a non-GAAP financial measure. This non-GAAP financial measure is not based on any standardized methodology prescribed by GAAP and is not necessarily comparable to similarly titled measures presented by other companies.

The Company defines Adjusted EBITDA as net income (loss), excluding the impact of stock-based compensation expense; depreciation and amortization expense; legal settlement expense; interest income; and income taxes. The most directly comparable GAAP measure is net income (loss). The Company monitors and presents Adjusted EBITDA because it is a key measure used by management and the board of directors to understand and evaluate operating performance, to establish budgets and to develop operational goals for managing EverQuote’s 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.

The Company’s non-GAAP financial measures are not prepared in accordance with GAAP and should not be considered in isolation of, or as an alternative to, measures prepared in accordance with GAAP. There are a number of limitations related to the use of Adjusted EBITDA rather than net income (loss), which is the most directly comparable financial measure calculated and presented in accordance with GAAP. In addition, other companies may use other measures to evaluate their performance, which could reduce the usefulness of the Company’s non-GAAP financial measures as tools for comparison.

The following table reconciles Adjusted EBITDA to net income (loss), the most directly comparable financial measure calculated and presented in accordance with GAAP:

EVERQUOTE, INC.
RECONCILIATION OF NON-GAAP MEASURES TO GAAP

	Three Months Ended March 31,	
	2026	2025
	(in thousands)	
Net income	\$ 18,673	\$ 7,990
Stock-based compensation	5,141	5,420
Depreciation and amortization	785	1,221
Legal settlement	—	7,900
Interest income	(961)	(708)
Income taxes	5,691	684
Adjusted EBITDA	<u>\$ 29,329</u>	<u>\$ 22,507</u>

EVERQUOTE

Investor Presentation

May 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 and financial position, business strategy and plans, 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.

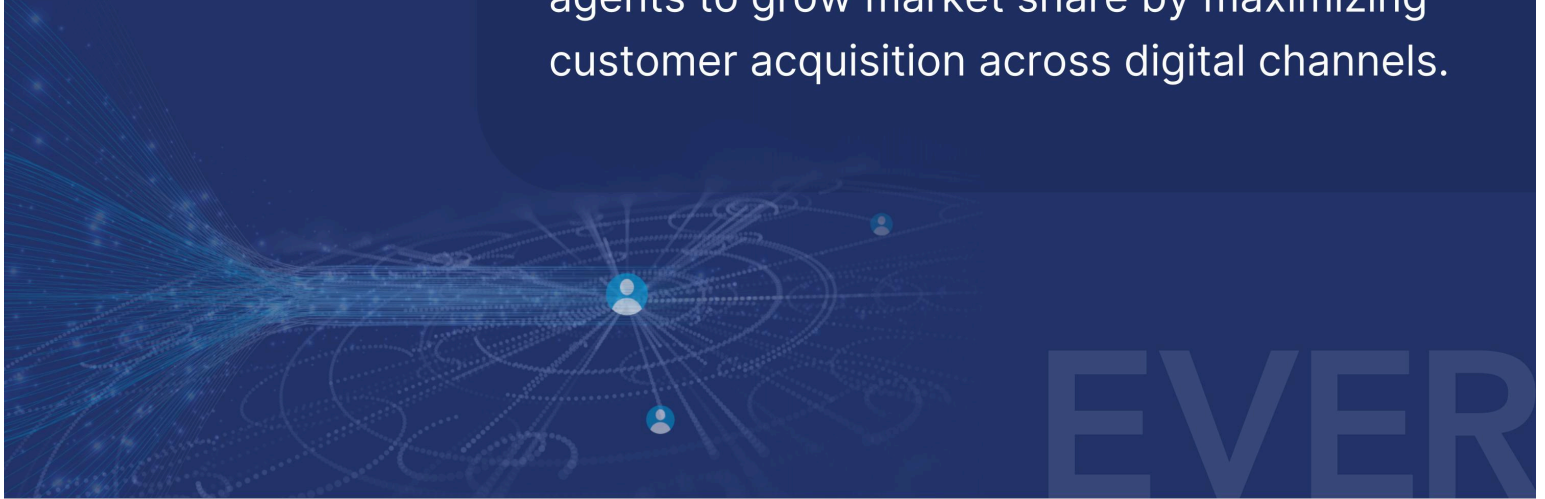
The forward-looking statements in this presentation are only predictions. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our business, financial condition, liquidity and results of 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
200+bps Increase

\$95M

2025 Operating Cash Flow
57% Growth

\$171M

YE 2025 Cash Balance
No Debt

7 of the top 10¹⁾

Largest P&C insurance carriers in the US

5,000+

Local agents nationwide ⁽²⁾

4.5B+

Proprietary consumer submitted data points since inception⁽³⁾

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1. Source: S&P CapIQ, 2025
2. Also referred to as 3rd party agent network
3. Source: estimated using Company data as of December 31, 2025

Our TAM: Large and Growing

CURRENT GROWTH DRIVERS



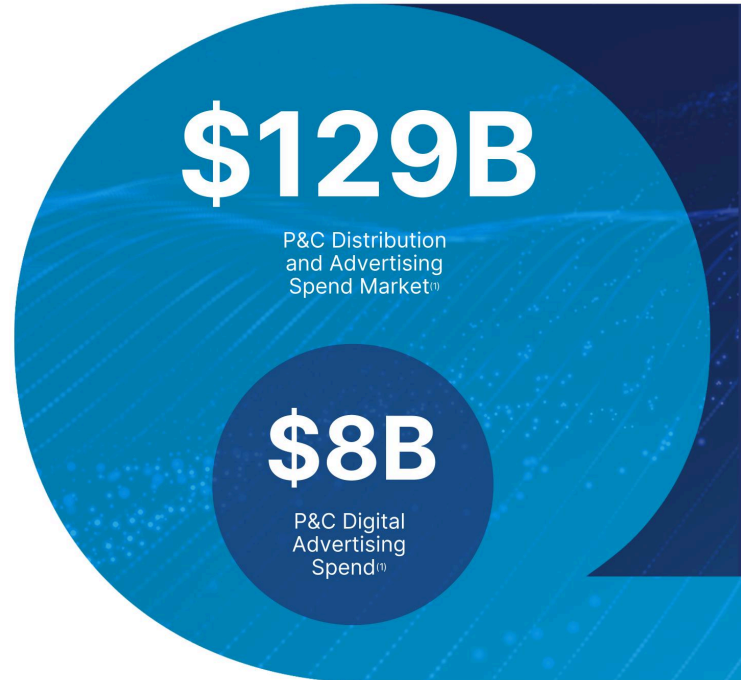
*Increased carrier focus on
growing policies in force*



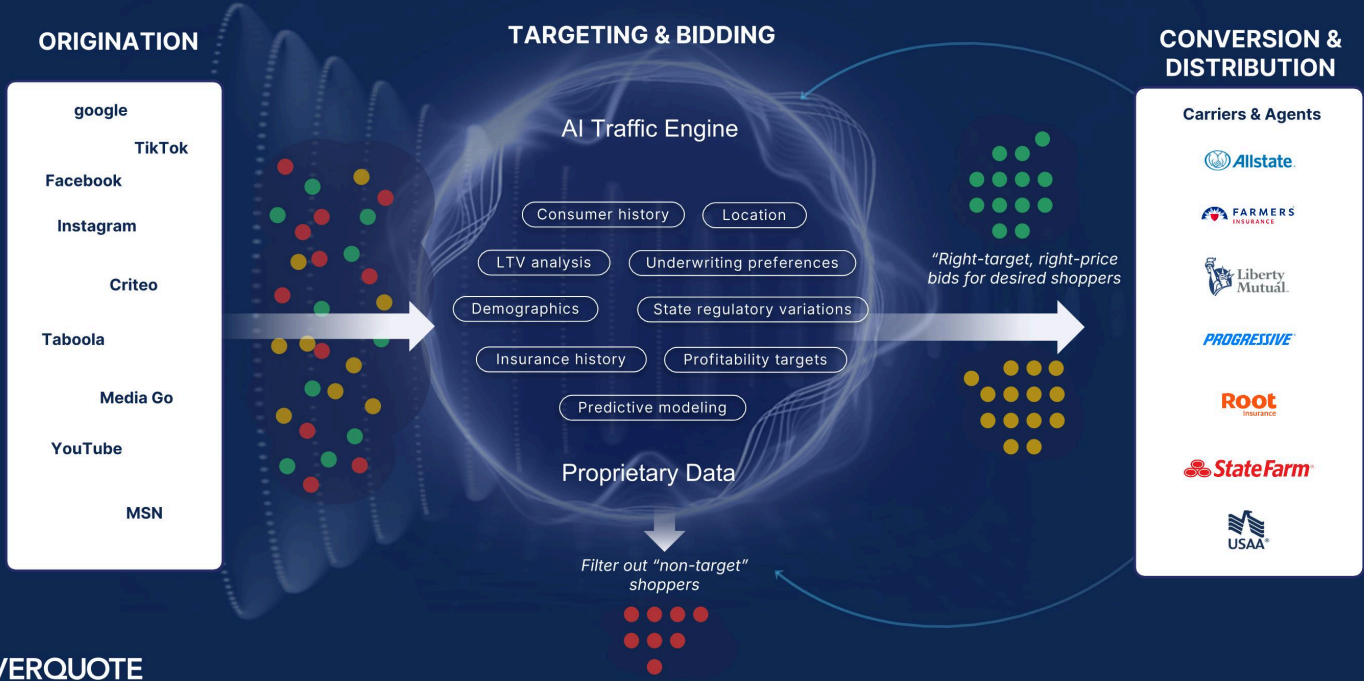
*Shift of advertising spend to
online customer acquisition channels*



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



What we do: Drive High-Intent Consumers to P&C Insurers



EVERQUOTE

The Market We Serve: Regulated and Complex

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

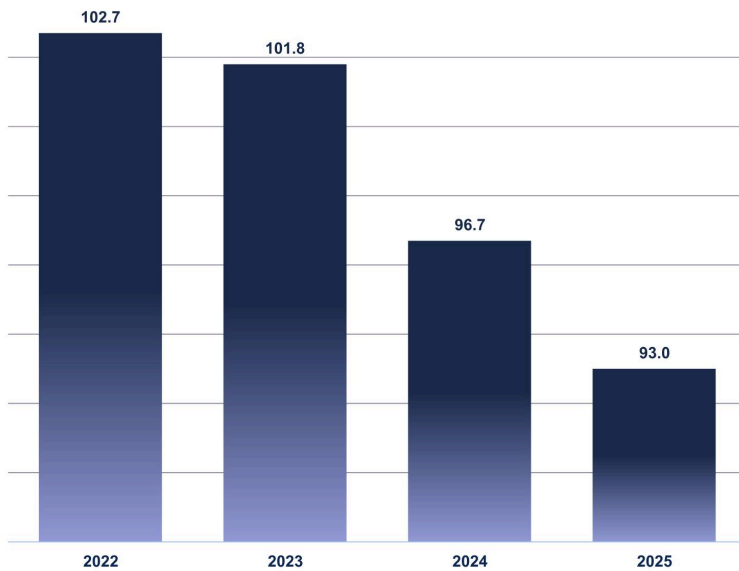
Dynamic



Carriers adapt their preferences over time based on changing underwriting preferences

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

P&C Combined Ratio



Recent Carrier Commentary

"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

EVERQUOTE

1. Source: S&P CapIQ

Our AI Opportunity Today: Unlocking Value in our Marketplace

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



More traffic

As LLMs become a new channel of high-intent buyers



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



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

1 Better Performing

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 Efficiently

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

Platform Simplification and Alignment

Automation and AI

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



AI opportunity for ongoing revenue growth and profit expansion

EVERQUOTE

Q1 Summary and Financial Highlights

EVERQUOTE



Q1 Summary

- Grew revenue 15% year-over-year
- Increased net income to \$18.7 million
- Drove 30% Adjusted EBITDA growth year-over-year
- Generated record operating cash flow of \$29.6 million
- Exceeded guidance across all metrics

\$191M

Revenue

\$29.3M

Adjusted EBITDA

\$178M

Cash

No Outstanding Debt

Q1 2026 Results

YoY Comparison

\$m	Q1 2025	Q1 2026	YoY Growth %
Revenue	\$166.6	\$190.9	15%
Variable Marketing Dollars	\$46.9	\$55.9	19%
Adjusted EBITDA	\$22.5	\$29.3	30%
Adjusted EBITDA Margin %	13.5%	15.4%	1.9 pts.

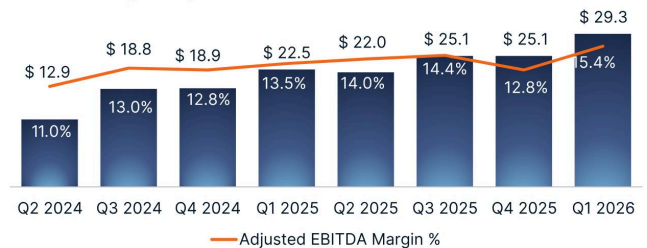
Quarterly Revenue (\$m)



Quarterly Variable Marketing Dollars (\$m)



Quarterly Adjusted EBITDA (\$m)



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See Appendix for Non-GAAP definitions and reconciliations

Driving Growth and Expanding Profitability Since IPO

Revenue (\$m)

CAGR 2018 - 2025: ~23%

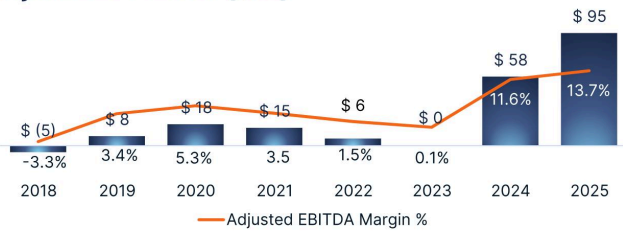


Variable Marketing Dollars (\$m)

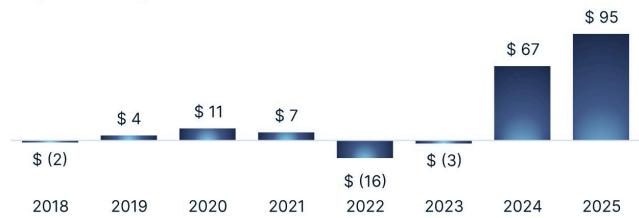
CAGR 2018 - 2025: ~23%



Adjusted EBITDA (\$m)



Operating Cash Flow (\$m)



EVERQUOTE

*Note: 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 health insurance vertical. The health insurance vertical revenue was: \$29.7m in 2021, \$30.7m in 2022, and \$15.0m in 2023. See Appendix for Non-GAAP definitions and reconciliations

NASDAQ: EVER

investors.everquote.com

EVERQUOTE

Appendix



EVERQUOTE

Key Metrics Definitions

To supplement our consolidated financial statements presented in accordance with generally accepted accounting principles (“GAAP”), this presentation contains certain non-GAAP financial measures, including Variable Marketing Dollars and Margin and Adjusted EBITDA. 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

We define Adjusted EBITDA as net income (loss), adjusted to exclude: stock-based compensation expense, depreciation and amortization expense, restructuring and other charges, acquisition-related costs, legal settlement expense, one-time severance charges, interest income and the provision for (benefit from) income taxes. 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

Reconciliation of Adjusted EBITDA - 12 Months Ended

	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

Reconciliation of Adjusted EBITDA - 3 Months Ended

	3 Months Ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
Net Income (Loss)	\$18,673	\$57,755	\$18,865	\$14,701	\$7,990
Stock-based compensation	\$5,141	\$5,591	\$6,728	\$6,560	\$5,420
Depreciation & amortization	\$785	\$861	\$811	\$918	\$1,221
Legal settlement	-	-	-	\$332	\$7,900
Acquisition-related costs/earnout	-	-	-	-	-
Restructuring and Other Charges	-	-	-	-	-
Interest (income) expense, net	(\$961)	(\$956)	(\$992)	(\$918)	(\$708)
Provision for (benefit from) income taxes	\$5,691	(\$38,190)	(\$345)	\$363	\$684
Adjusted EBITDA	\$29,329	\$25,061	\$25,067	\$21,956	\$22,507