

Dear Team,

Whether you celebrate thanksgiving or not, I want to thank you all for a successful year at work while so much else was going on! I do celebrate it and this year I'm just giving thanks to the important people in my life - you especially. It is my favorite holiday because I get to cook and eat non-stop for 36 hours with my family, one of my favorite things to do. This year will be different, so I'm moving the holiday to June and going small and safe, we are tenacious and we do adapt :-)!

I want to take a moment during this extraordinary and for many, awful, year to write a personal note to you all to thank you and express my deepest gratitude for the incredible grit you demonstrated all year in building EverQuote with me. Some suffered unspeakable loss, our hearts go out to you and you amazed me by showing up to support the team anyways. In spite of, and maybe spurred on by the turmoil, this team rose to every challenge in our business, launched new platforms, new talent centers in Ireland, India and Seattle and worked steadily together regardless of the stress, disruption and pain in the world.

I made a few mistakes this year and learned a ton. Thank you for your patience with me and constructive feedback while cranking out results for our customers, shareholders and each other. You showed up while taking care of yourself in isolation or with kids, family and others. You helped create more than 200 net new full time jobs for folks across the world during a time when employment contracted and I'm confident we will create many more as we progress. You raised more than \$200,000 for causes supporting racial justice and equality, hired a truly fantastic head of DEI and promoted Darryl Auguste to our board of directors... small steps on a larger but important journey to increase our diversity at every level.

We acquired and integrated, and are celebrating Crosspointe, our first acquisition done in a new remote environment and it's beating expectations, an impressive feat during normal times. You helped millions of consumers shop and buy insurance they needed for work, family or their home and personal health while making EverQuote the best place for agents to continue to thrive online and serve millions of consumers who don't understand insurance well. It's very complex and we will make it easier as we integrate and build out improved customer experiences!

From personal experience both with remote learning and familial loss, it's an awesome achievement with so much demand on your time. I am so grateful to all of you for making our journey together possible and I continue to be deeply honored to both be part of and lead the best, most humble team in the insuretech space. Enjoy the time with your family, loved ones if you can, remote or in person we collectively have much to give thanks for this year. If anyone is alone or wants to reach out, email or call me anytime.

To say thank you in person and do some culture bombing, Jayme, Elyse, Darryl, Shimrit and I will host a global meetup as soon as we're safe to do so, my guess is no later than June. We'll check in on our plans, meet one another in person and talk about progress and challenges, have

some fantastic global food and drink and celebrate our gratitude together. Next year will be excellent if we keep doing what we're doing, while raising our expectations of what is possible for all of our customers and stakeholders :-)

It is my privilege to partner with all of you to crush it. We have an unlimited future as insurance moves online and for all of you I'm VERY grateful!

Onward, upward and EVER Yours,
Seth

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Seth Birnbaum | CEO & co-founder

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