

QuinStreet Supplemental Financial Data and Metrics

Revenue	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Financial Services	\$ 104,154	\$ 116,284	\$ 112,168	\$ 117,912	\$ 90,158	\$ 108,277	\$ 100,762	\$ 94,990	\$ 89,310
Home Services	29,190	35,037	36,937	39,986	33,820	40,704	44,295	46,733	42,975
Other Revenue	1,624	1,731	2,093	1,710	1,353	1,677	1,445	1,870	1,763
Divested Businesses ⁽¹⁾	-	-	-	-	-	-	-	-	-
Total	\$ 134,968	\$ 153,052	\$ 151,198	\$ 159,608	\$ 125,331	\$ 150,658	\$ 146,502	\$ 143,593	\$ 134,048
Revenue Y/Y Growth	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Financial Services	18 %	18 %	27 %	25 %	(13) %	(7) %	(10) %	(19) %	(1) %
Home Services	165	204	157	20	16	16	20	17	27
Other Revenue	na	na	na	na	(17)	(3)	(31)	9	30
Divested Businesses ⁽¹⁾	na	na	na	na	na	na	na	na	na
Total	14 %	19 %	29 %	15 %	(7) %	(2) %	(3) %	(10) %	7 %
Revenue Mix	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Financial Services	77 %	76 %	75 %	74 %	72 %	72 %	69 %	66 %	67 %
Home Services	22	23	24	25	27	27	30	33	32
Other Revenue	1	1	1	1	1	1	1	1	1
Divested Businesses ⁽¹⁾	-	-	-	-	-	-	-	-	-
Total	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %
Key Operational Metrics	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Adjusted net income (loss) ⁽²⁾	\$ 7,047	\$ 10,936	\$ 9,281	\$ 9,409	\$ 3,229	\$ 4,896	\$ 1,959	\$ 2,489	\$ (856)
Adjusted EBITDA ⁽³⁾	10,032	15,411	14,242	13,439	5,618	6,891	5,084	4,817	1,046
Free cash flow ⁽⁴⁾	4,272	11,801	13,017	4,379	12,329	(1,587)	6,037	2,628	(6,447)
Normalized free cash flow ⁽⁵⁾	7,532	13,101	11,587	11,434	3,190	3,623	2,762	987	(2,955)
Net cash provided by (used in) operating activities	\$ 5,579	\$ 13,066	\$ 14,412	\$ 5,753	\$ 13,934	\$ 1,294	\$ 7,691	\$ 5,665	\$ (2,465)
Key Operational Metrics as a % of Revenue	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Adjusted net income (loss) ⁽²⁾	5 %	7 %	6 %	6 %	3 %	3 %	1 %	2 %	(1) %
Adjusted EBITDA ⁽³⁾	7	10	9	8	4	5	3	3	1
Free cash flow ⁽⁴⁾	3	8	9	3	10	(1)	4	2	(5)
Normalized free cash flow ⁽⁵⁾	6	9	8	7	3	2	2	1	(2)
Net cash provided by (used in) operating activities	4 %	9 %	10 %	4 %	11 %	1 %	5 %	4 %	(2) %

⁽¹⁾ Represents revenue recognized from the former education client vertical, which was divested in the first quarter of fiscal year 2021.

⁽²⁾ Adjusted net income (loss) is defined as net income (loss) adjusted for amortization expense, stock-based compensation expense, acquisition and divestiture costs, gain on divestitures of businesses, net, strategic review costs, contingent consideration adjustment, litigation settlement expense, tax settlement expense, restructuring costs, release of deferred tax valuation allowance, net of estimated taxes

⁽³⁾ Adjusted EBITDA is defined as net income (loss) less interest and other expense, net, benefit from (provision for) income taxes, depreciation, amortization, stock-based compensation, acquisition and divestiture costs, gain on divestitures of businesses, net, strategic review costs, litigation settlement expense, tax settlement expense, restructuring costs and contingent consideration adjustment

⁽⁴⁾ Free cash flow is defined as net cash provided by (used in) operating activities less capital expenditures and internal software development costs

⁽⁵⁾ Normalized free cash flow is defined as free cash flow less changes in operating assets and liabilities

QuinStreet Metric Reconciliation

Reconciliation of Net Income (Loss) to

Adjusted Net Income	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Net income (loss)	\$ 466	\$ 5,037	\$ 3,371	\$ 3,093	\$ (5,628)	\$ 2,230	\$ (4,942)	\$ (4,517)	\$ (7,979)
Amortization of intangible assets	2,929	2,789	3,024	3,016	2,937	2,820	2,808	2,822	2,824
Stock-based compensation	5,555	4,856	4,442	4,906	5,573	1,411	6,616	5,270	5,477
Acquisition and divestiture costs	330	160	45	362	104	51	2	32	—
Gain on divestitures of businesses, net	—	—	—	—	—	—	—	—	—
Strategic review costs	—	—	—	—	—	—	—	—	—
Contingent consideration adjustment	—	—	—	—	2,698	—	(3,624)	—	—
Litigation settlement expense	—	—	231	—	—	—	(62)	—	—
Tax settlement expense	—	—	310	—	516	—	—	—	39
Restructuring costs	375	267	43	33	67	122	12	50	32
Tax impact after non-GAAP items	(2,608)	(2,173)	(2,185)	(2,001)	(3,038)	(1,738)	1,149	(1,168)	(1,249)
Adjusted net income (loss)	\$ 7,047	\$ 10,936	\$ 9,281	\$ 9,409	\$ 3,229	\$ 4,896	\$ 1,959	\$ 2,489	\$ (856)
Adjusted diluted net income (loss) per share	\$ 0.13	\$ 0.20	\$ 0.17	\$ 0.17	\$ 0.06	\$ 0.09	\$ 0.04	\$ 0.05	\$ (0.02)
Weighted average shares used in computing adjusted diluted net income (loss)	55,163	55,623	55,473	55,789	55,675	55,536	54,934	54,273	53,709

Reconciliation of Net Income (Loss) to

Adjusted EBITDA	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Net income (loss)	\$ 466	\$ 5,037	\$ 3,371	\$ 3,093	\$ (5,628)	\$ 2,230	\$ (4,942)	\$ (4,517)	\$ (7,979)
Interest and other expense, net	261	324	384	269	265	225	285	242	210
Provision for (benefit from) income taxes	(958)	893	1,225	576	(2,190)	(1,395)	2,495	(622)	(1,403)
Depreciation and amortization	4,003	3,874	4,191	4,200	4,213	4,247	4,302	4,362	4,670
Stock-based compensation	5,555	4,856	4,442	4,906	5,573	1,411	6,616	5,270	5,477
Acquisition and divestiture costs	330	160	45	362	104	51	2	32	—
Gain on divestitures of businesses, net	—	—	—	—	—	—	—	—	—
Strategic review costs	—	—	—	—	—	—	—	—	—
Litigation settlement expense	—	—	231	—	—	—	(62)	—	—
Tax settlement expense	—	—	310	—	516	—	—	—	39
Restructuring costs	375	267	43	33	67	122	12	50	32
Contingent consideration adjustment	—	—	—	—	2,698	—	(3,624)	—	—
Adjusted EBITDA	\$ 10,032	\$ 15,411	\$ 14,242	\$ 13,439	\$ 5,618	\$ 6,891	\$ 5,084	\$ 4,817	\$ 1,046

Reconciliation of Net Cash Provided By Operating Activities to Free Cash Flow

	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Net cash provided by operating activities	\$ 5,579	\$ 13,066	\$ 14,412	\$ 5,753	\$ 13,934	\$ 1,294	\$ 7,691	\$ 5,665	\$ (2,465)
Capital expenditures	(604)	(326)	(602)	(409)	(311)	(1,656)	(466)	(476)	(1,078)
Internal software development costs	(703)	(939)	(793)	(965)	(1,294)	(1,225)	(1,188)	(2,561)	(2,904)
Free cash flow	\$ 4,272	\$ 11,801	\$ 13,017	\$ 4,379	\$ 12,329	\$ (1,587)	\$ 6,037	\$ 2,628	\$ (6,447)

Reconciliation of Free Cash Flow to Normalized Free Cash Flow

	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Free cash flow	\$ 4,272	\$ 11,801	\$ 13,017	\$ 4,379	\$ 12,329	\$ (1,587)	\$ 6,037	\$ 2,628	\$ (6,447)
Changes in operating assets and liabilities	3,260	1,300	(1,430)	7,055	(9,139)	5,210	(3,275)	(1,641)	3,492
Normalized free cash flow	\$ 7,532	\$ 13,101	\$ 11,587	\$ 11,434	\$ 3,190	\$ 3,623	\$ 2,762	\$ 987	\$ (2,955)

**QuinStreet Depreciation, Amortization of Intangible Assets and Stock-Based Compensation
by Expense Category**

Depreciation	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Cost of revenue	\$ 923	\$ 922	\$ 1,000	\$ 1,010	\$ 1,073	\$ 1,197	\$ 1,261	\$ 1,300	\$ 1,597
Product development	79	87	86	89	110	132	134	141	152
Sales and marketing	38	40	43	44	47	50	53	56	53
General and administrative	34	36	38	41	46	48	46	43	44
Total	\$ 1,074	\$ 1,085	\$ 1,167	\$ 1,184	\$ 1,276	\$ 1,427	\$ 1,494	\$ 1,540	\$ 1,846
Amortization of Intangible Assets	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Cost of revenue	\$ 2,929	\$ 2,789	\$ 3,024	\$ 3,016	\$ 2,937	\$ 2,820	\$ 2,808	\$ 2,822	\$ 2,824
Product development	—	—	—	—	—	—	—	—	—
Sales and marketing	—	—	—	—	—	—	—	—	—
General and administrative	—	—	—	—	—	—	—	—	—
Total	\$ 2,929	\$ 2,789	\$ 3,024	\$ 3,016	\$ 2,937	\$ 2,820	\$ 2,808	\$ 2,822	\$ 2,824
Stock-Based Compensation	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23
Cost of revenue	\$ 2,544	\$ 2,261	\$ 1,991	\$ 1,821	\$ 2,267	\$ 491	\$ 2,896	\$ 2,119	\$ 2,113
Product development	643	576	571	606	688	203	1,078	765	765
Sales and marketing	765	584	563	732	727	18	901	652	658
General and administrative	1,603	1,435	1,317	1,747	1,891	699	1,741	1,734	1,941
Total	\$ 5,555	\$ 4,856	\$ 4,442	\$ 4,906	\$ 5,573	\$ 1,411	\$ 6,616	\$ 5,270	\$ 5,477