

QuinStreet

POWERING THE PERFORMANCE MARKETING CHANNEL

CALLS

UNBRANDED
MEDIA

ROI
20%

SOCIAL

SEO/SEM

UX

MOBILE

EMAIL

INVESTOR PRESENTATION



Q1 FY22 UPDATE | CONFIDENTIAL

These slides and the accompanying oral presentation contain forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934 that involve risks and uncertainties. All statements other than statements of historical facts in these slides and the accompanying oral presentation, including statements regarding our anticipated financial results, growth, strategic and operational plans and results of analyses on impairment charges, are forward-looking statements. Words such as “believe,” “may,” “might,” “objective,” “estimate,” “continue,” “anticipate,” “project,” “intend,” “will,” “outlook,” “should,” “could,” “plan,” “future,” “expect,” “predict,” “potential,” or the negative of these terms or other similar expressions, are intended to identify forward-looking statements. These forward-looking statements include the statements in quotations from management in this press release, as well as any statements regarding the Company's anticipated financial results, growth and strategic and operational plans. The Company's actual results may differ materially from those anticipated in these forward-looking statements. Factors that may contribute to such differences include, but are not limited to: the Company's ability to maintain and increase client marketing spend; the Company's ability, whether within or outside the Company's control, to maintain and increase the number of visitors to its websites and to convert those visitors and those to its third-party publishers' websites into client prospects in a cost-effective manner; the Company's exposure to data privacy and security risks; the impact from risks and uncertainties relating to the COVID-19 pandemic and its aftermath; the impact of changes in industry standards and government regulation including, but not limited to investigation or enforcement activities of the Federal Trade Commission and other regulatory agencies; the impact of changes in our business, our industry, and the current economic and regulatory climate on the Company's quarterly and annual results of operations; the Company's ability to compete effectively against others in the online marketing and media industry both for client budget and access to third-party media; the Company's ability to protect our intellectual property rights; and the impact from risks relating to counterparties on the Company's business. More information about potential factors that could affect the Company's business and financial results are contained in the Company's annual reports on Form 10-K and quarterly reports on Form 10-Q as filed with the Securities and Exchange Commission, and other factors that may not be known to us.

Because forward-looking statements are inherently subject to risk and uncertainties, some of which cannot be predicted or quantified and some of which are beyond our control, 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. Except as required by law, the Company does not plan to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.



Digital Performance Marketplace Platform



Unique Products and Technologies



Huge Markets and Expansion Opportunities



Massive Shift to Online and Performance Marketing



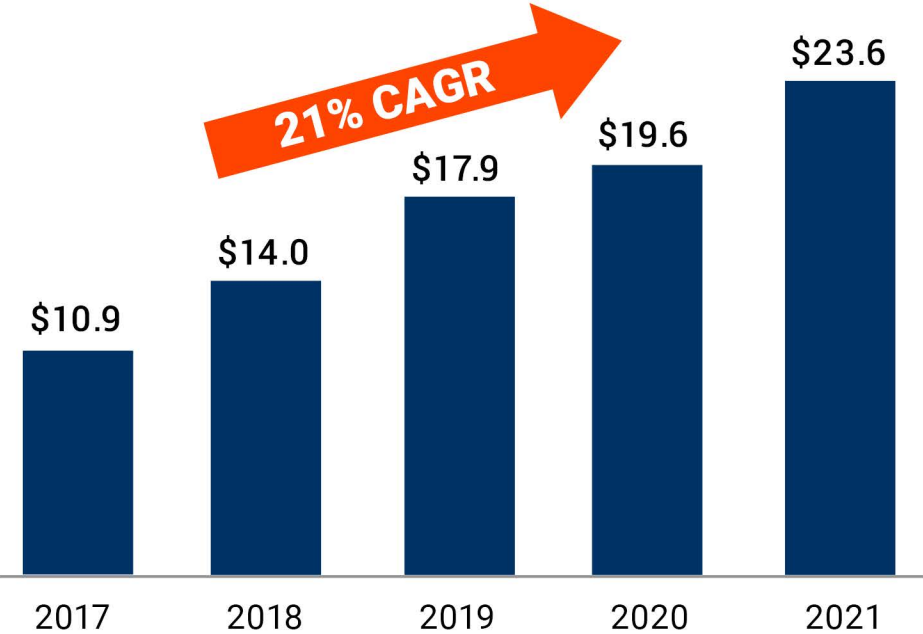
Double-Digit Revenue Growth and Expanding Margins



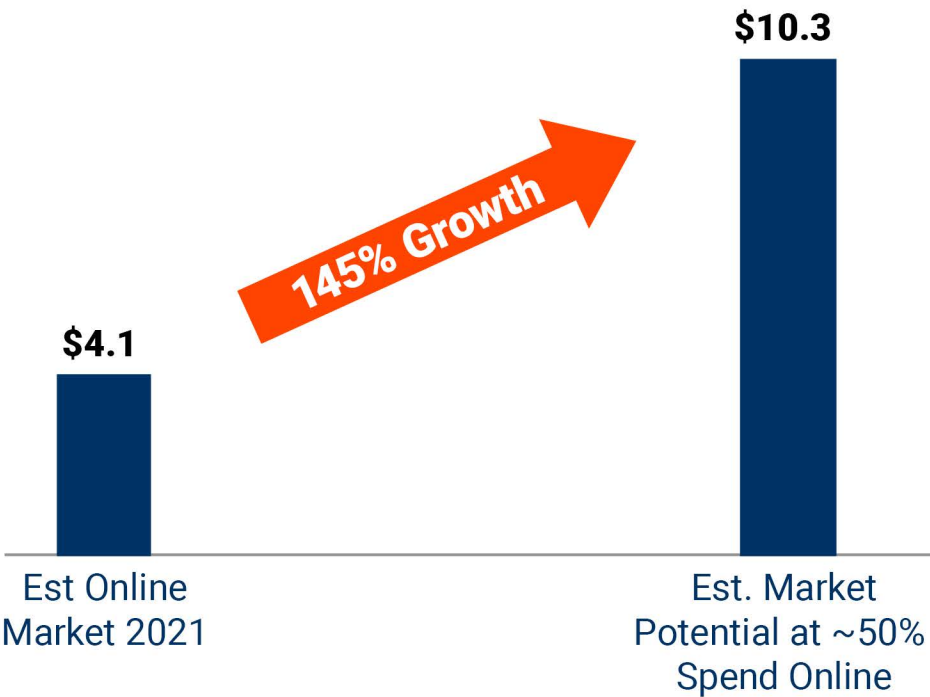
Strong Cash Flow and Balance Sheet

(\$ in billions)

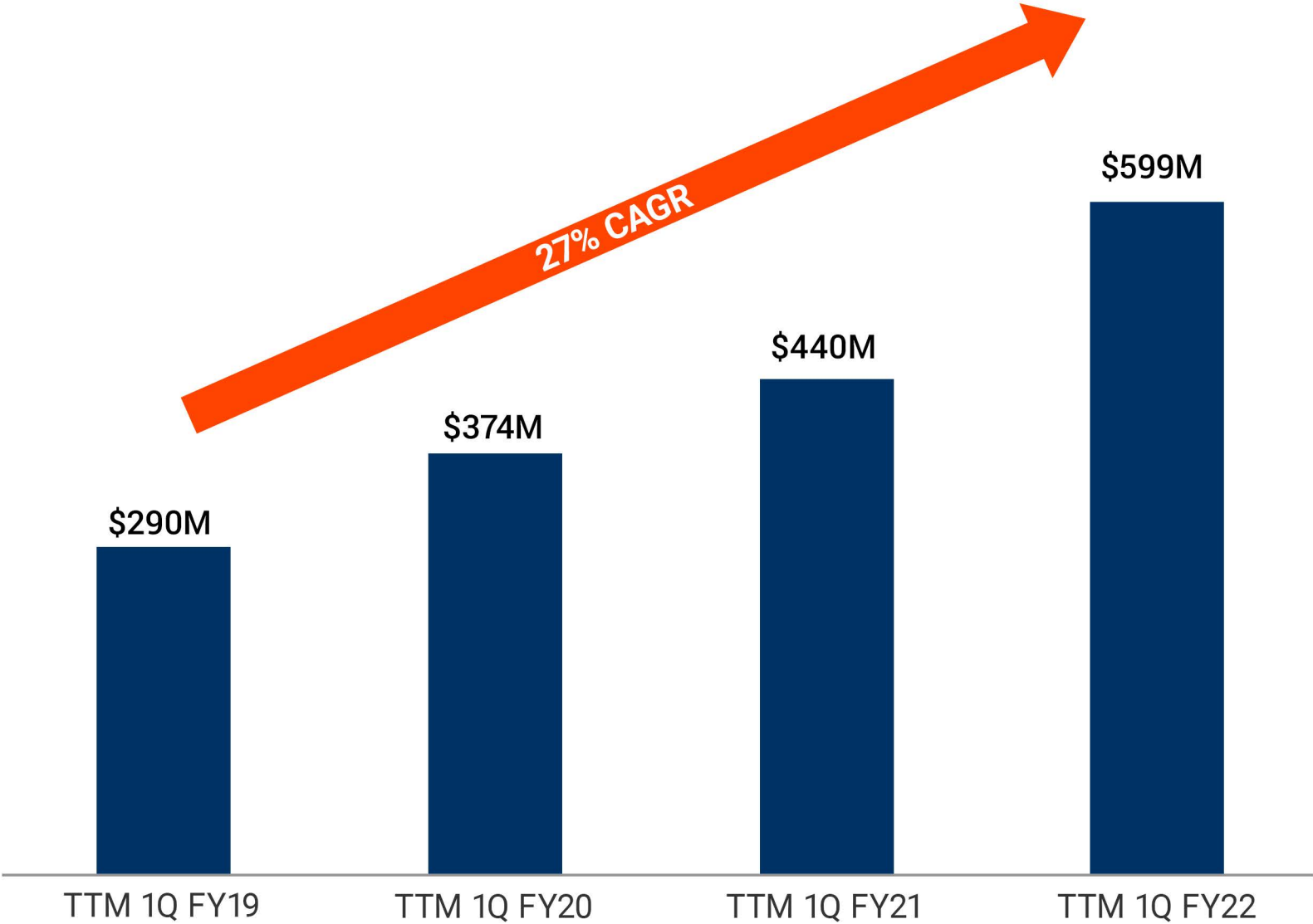
U.S. Financial Services Digital Ad Spend (2017-2021)



Home Services Market Potential







Source: eMarketer (19-Aug-2020); Transunion (31-Jul-2019); QNST Analysis; Harvard Jount Ctr. For Housing Studies



*Includes revenue excluding divested businesses



-  **Focusing on our biggest, best market opportunities**
-  **Growing client wallet share of digital and for QuinStreet**
-  **Adding products to capture more client spend and meet the needs of more consumers**
-  **Expanding the depth and breadth of our digital media reach**

PAGE 1 RESULTS: "ohio auto insurance"

Google

ohio auto insurance

All Maps News Images Shopping More Settings Tools

About 1,780,000 results (0.87 seconds)

Ad
Shop Our Official Site for Instant Auto Quotes & Comparisons Today!
Ratings: Selection 9.5/10 - Ease of purchase 9.5/10 - Website 9/10 - Local agents 9/10

Auto Insurance Ohio - Quick & Easy Online Quote - acuity.com
Ad www.acuity.com/ ▼
4.5 ★★★★★ rating for acuity.com
Auto Insurance Quote In 5 Minutes. 275,000 Vehicles Kept Safe. Buy Online Now!
Home And Auto Insurance - Vehicle Replacement - Comprehensive & Collision - Liability Insurance
A+ Rating 15 Years In A Row - Better Business Bureau
Get Motorcycle Insurance - Bundle & Save - Homeowners Insurance - Auto Insurance 101

\$19 Auto Insurance in OH - Insure.com
Ad auto.insure.com/Ohio ▼
Want the Cheapest Auto Insurance? Get Free OH Quotes & Save 55-75%!
Live Reps to Assist - Personalized Rates - Save on Average \$540 - Quotes in 5 Mins. or Less
Insurance coverage: Car Insurance, Auto / Home Bundles, Multiple Discounts
Best Ohio Rates - OH Drivers - Young & Teen Drivers - Compare Top Carriers - High Risk Coverage

Ad
Cheapest Ohio Auto Insurance. Lowest Rates from \$28.99 / Month!

Ohio Car Insurance | CarInsurance.com
www.carinsurance.com/state/Ohio-car-insurance.aspx ▼
Jun 1, 2017 - Below you'll see average annual rates for Ohio, ranked cheapest to most expensive, for three coverage levels: state minimum liability requirements. Liability limits of \$50,000 per person/\$100,000 per accident and \$50,000 property damage.
You visited this page.

■ = QNST O&O SITE
■ = QNST PARTNER
PARTNER BRAND NAMES INTENTIONALLY OBSCURED

Who Has the Cheapest Auto Insurance Quotes in Ohio? - ValuePenguin

<https://www.valuepenguin.com/best-cheap-car-insurance-ohio> ▼

Here are the best auto insurance companies with the cheapest car insurance rates in Ohio. Click to compare auto insurance rates across companies and cities ...

Cheapest Auto Insurance Companies · Best Car Insurance Rates: by City

Acceptance Insurance | Ohio

<https://www.acceptanceinsurance.com/our-products/auto-insurance/ohio/> ▼

State Requirements. Drivers in Ohio must have a minimum of \$25,000 per person and \$50,000 per accident in bodily injury liability coverage, and \$25,000 per accident in property damage liability coverage. Basic Liability Coverage. Comprehensive and Collision Coverage. Uninsured Motorist Coverage.

Looking for an Ohio car insurance quote? Learn more about auto coverage in the Buckeye State and a free quote today.

[Ohio Car Insurance](#) [Oregon State Minimum Auto Insurance](#) [Tennessee](#)

Learn more about the minimum requirements for auto insurance in Ohio. [Allstate](#) offers cheap car insurance to fit your budget. Get a free quote online.

Get a personalized quote for car insurance in Ohio. From money-saving discounts to state-required coverages, we've got the lowdown on auto insurance.

Ohio-auto-insurance-coverages - Allstate

<https://www.allstate.com/auto-insurance/ohio-auto-insurance-coverages.aspx> ▼

Learn about Ohio auto insurance coverage levels and most common coverages in the state for all drivers or Graduated Driver Licensing for teen drivers.

May 9, 2017 - Find the best auto insurance in Ohio: Compare car insurance companies to get the cheapest insurance quotes and coverage.

PAGE 1 RESULTS (CONT.)

HIGH-VALUE SEO/SEM
OWNED & OPERATED SITES

insurance.com  SM

insure.com

 **CarInsurance.com**

card**ratings**

 **MoneyRates**

 banktracker **AmONE**

modernize[®]
HOME SERVICES