Investor Presentation

Security and Compliance for the Digital Transformation

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November 9, 2026

Safe harbor

This presentation includes forward-looking statements within the meaning of the federal securities laws. Forward-looking statements generally relate to future events or our future financial or operating performance. Forward-looking statements in this presentation include, but are not limited to, the following list:

- our business and financial performance and expectations for future periods, including the rate of growth of our business and market share gains;
- our expectations regarding our Qualys Enterprise TruRisk Platform and the benefits and capabilities of our platform;
- our expectations regarding the growth, benefits, and market acceptance of the Qualys Enterprise TruRisk Platform;
- our total addressable market;
- our expectations regarding the timing of future products and features;
- the benefits of our new and upcoming products, features, integrations, collaborations, and joint solutions;
- our strategy and our business model and our ability to execute such strategy;
- our guidance for revenues, adjusted EBITDA margin, capital expenditure, GAAP EPS, and non-GAAP EPS for the fourth quarter and full year 2026; and
- our expectations for the number of weighted average diluted shares outstanding and the GAAP and non-GAAP effective income tax rate for the fourth quarter and full year 2026.

Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected. These risks include:

- our ability to continue to develop platform capabilities and solutions;
- the ability of our platform and solutions to perform as intended;
- customer acceptance and purchase of our existing solutions and new solutions;
- real or perceived defects, errors, or vulnerabilities in our products or services;
- our ability to retain existing customers and generate new customers;
- the budgeting cycles and seasonal buying patterns of our customers, and the length of our sales cycle;
- our ability to maintain government authorizations applicable to our platform;
- the general market, political, economic, and business conditions in the United States as well as globally;
- our ability to manage costs as we increase our customer base and the number of our platform solutions;
- the cloud solutions market for IT security and compliance not increasing at the rate we expect;
- competition from other products and services;
- fluctuations in currency exchange rates;
- unexpected fluctuations in our effective income tax rate on a GAAP and non-GAAP basis;
- our ability to effectively manage our rapid growth and our ability to anticipate future market needs and opportunities; and
- any unanticipated accounting charges.

These additional risks include those set forth in our filings with the Securities and Exchange Commission, including our latest Form 10-Q and 10-K. The forward-looking statements in this presentation are based on information available to us as of today, and we disclaim any obligation to update any forward-looking statements, except as required by law. We also remind you that this presentation will include a discussion of GAAP and non-GAAP financial measures. The non-GAAP financial measures are not intended to be considered in isolation or as a substitute for results prepared in accordance with GAAP. The GAAP financial measures, and a reconciliation of the non-GAAP financial measures discussed in this presentation to the most directly comparable GAAP financial measures are included in the appendix of this presentation.

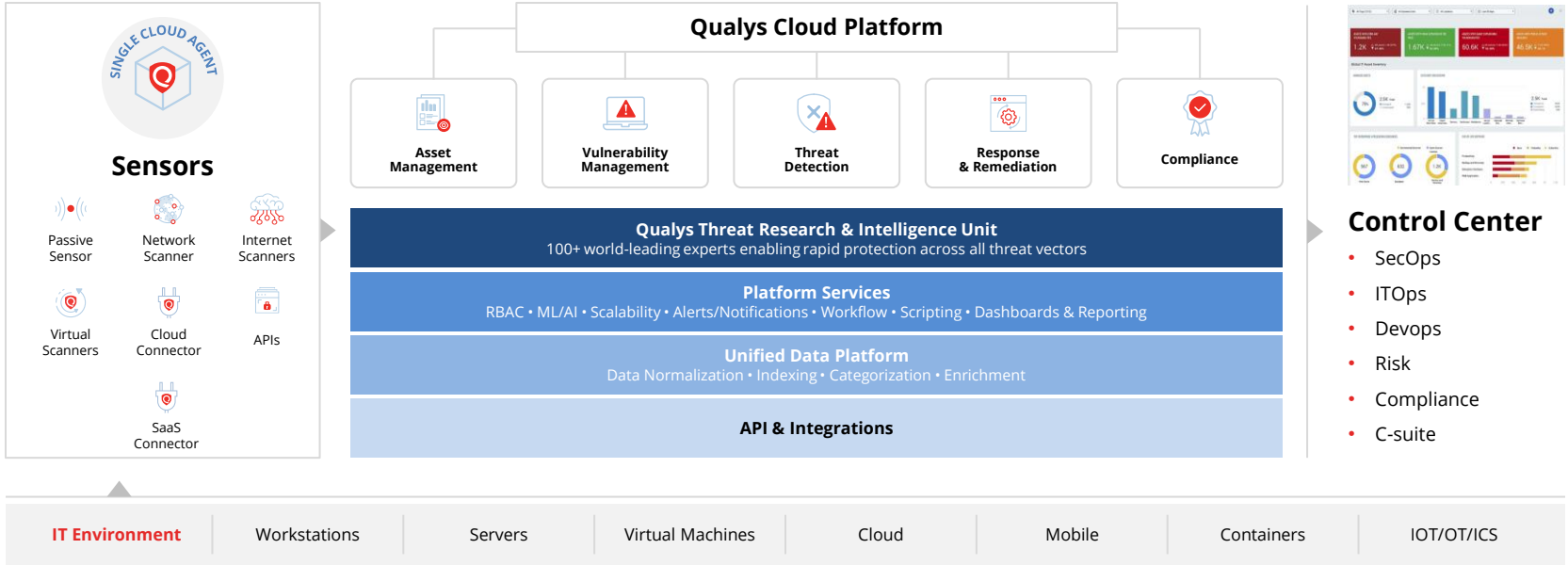
Investment highlights

- Industry-leading cloud security and compliance platform for comprehensive risk management
- Multiple levers of recurring revenue growth
- Scalable business model and industry-leading profitability
- Uniquely positioned to capitalize on stack consolidation and cloud transformation



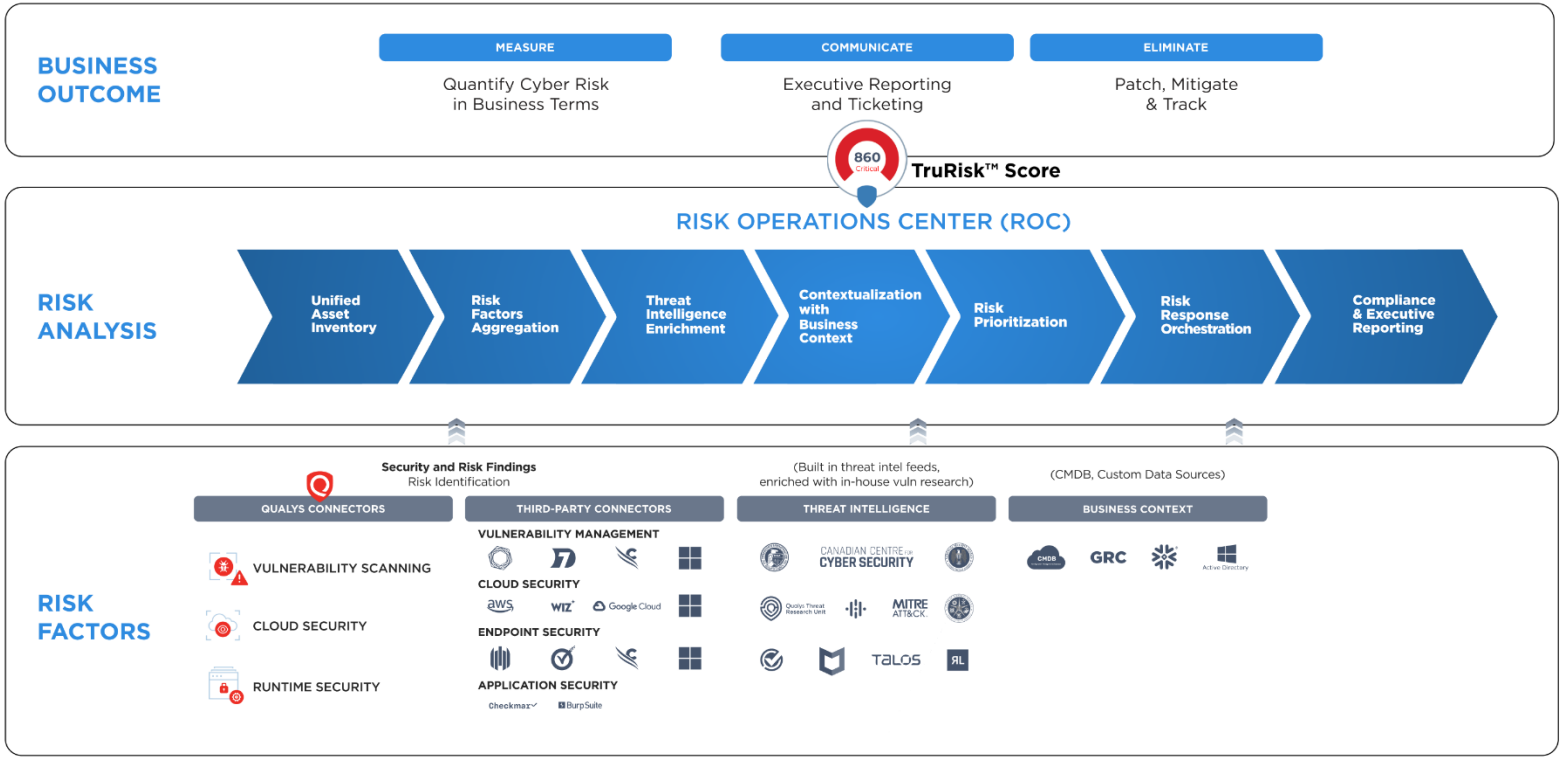
Legacy Qualys Cloud Platform

Transforming from focus on providing visibility, vulnerability management, and data analytics to…



Introducing Qualys Enterprise TruRisk Platform

… leveraging risk analytics to deliver desired business outcomes



Qualys Enterprise TruRisk Platform

CyberSecurity Asset Management

Discover All Assets

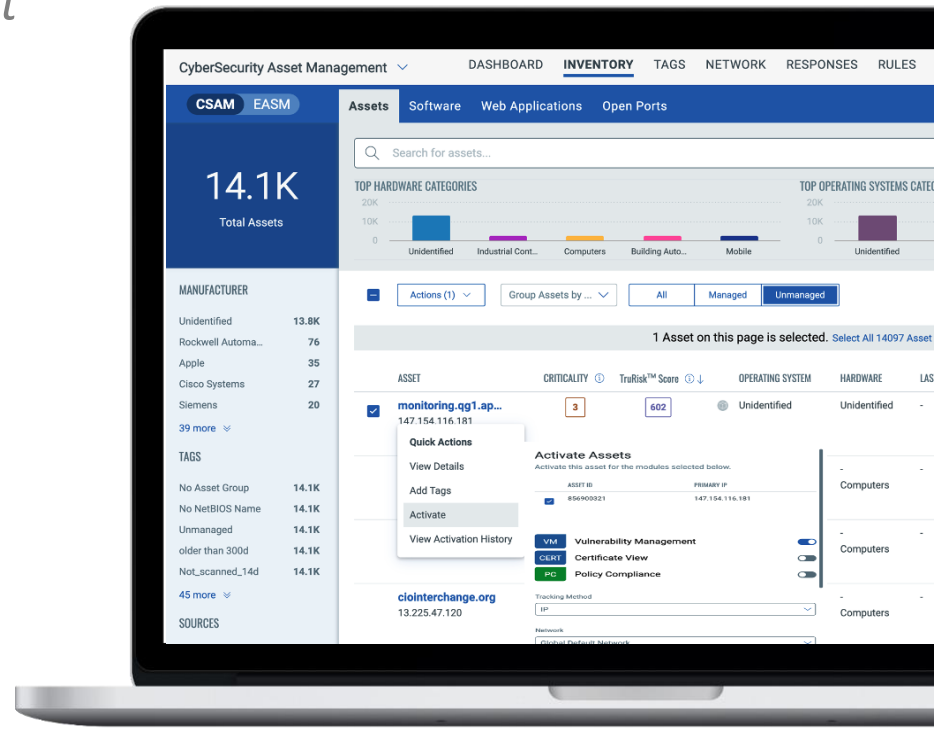
Get inside-out and outside-in visibility of all assets with an attackers view of the network

Get Complete Asset Context & Visibility

Add business context, tags, enhance visibility by seamlessly integrating with CMDB's, Third Party & ITSM solutions, bring business context into asset criticality for managing risk

Identify Security Gaps

Detect EOL/EOS software, unmanaged assets, unauthorized software, missing business critical software, evaluate cyber risk per subsidiary, inventory open-source software, packages & libraries



Qualys Enterprise TruRisk Platform

VMDR

Measure Cyber Risk

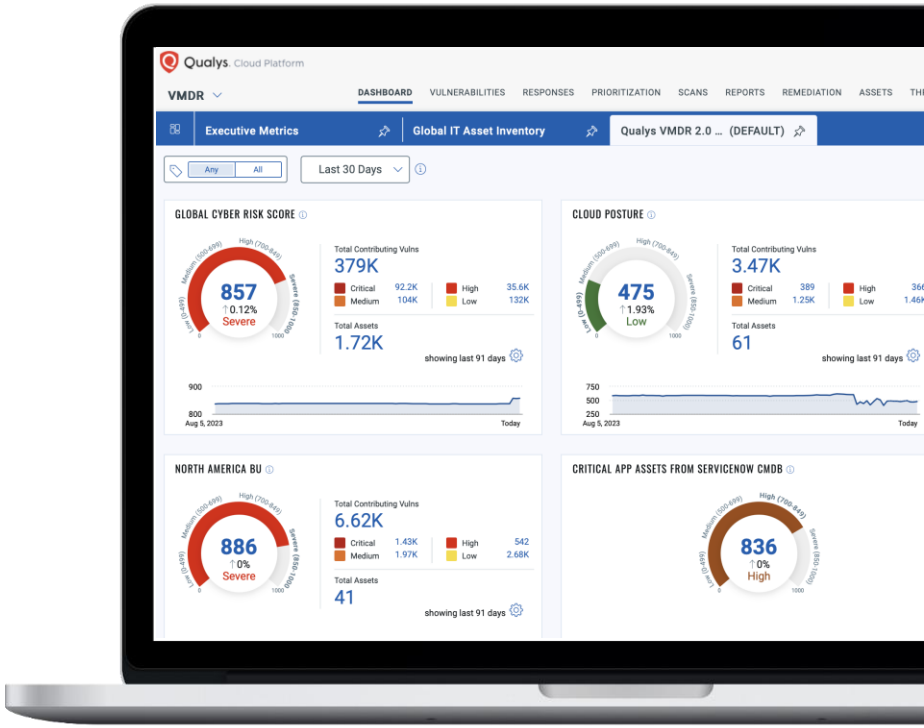
Quantify risk across vulnerabilities, assets, and groups of assets helping organizations proactively reduce risk exposure and track risk reduction over time with Qualys TruRisk

Communicate Cyber Risk

Communicate risk across different teams, business units and geographic locations by leveraging dashboards, reports and ITSM tools

Reduce Risk Faster

Unify security and IT threat response paths for faster remediation with seamless integration between ITSM tools and path management solutions. Automate and orchestrate operational tasks with Qualys Qflow



Qualys Enterprise TruRisk Platform

Comprehensive Risk Reduction

Eliminate Cyber Risk

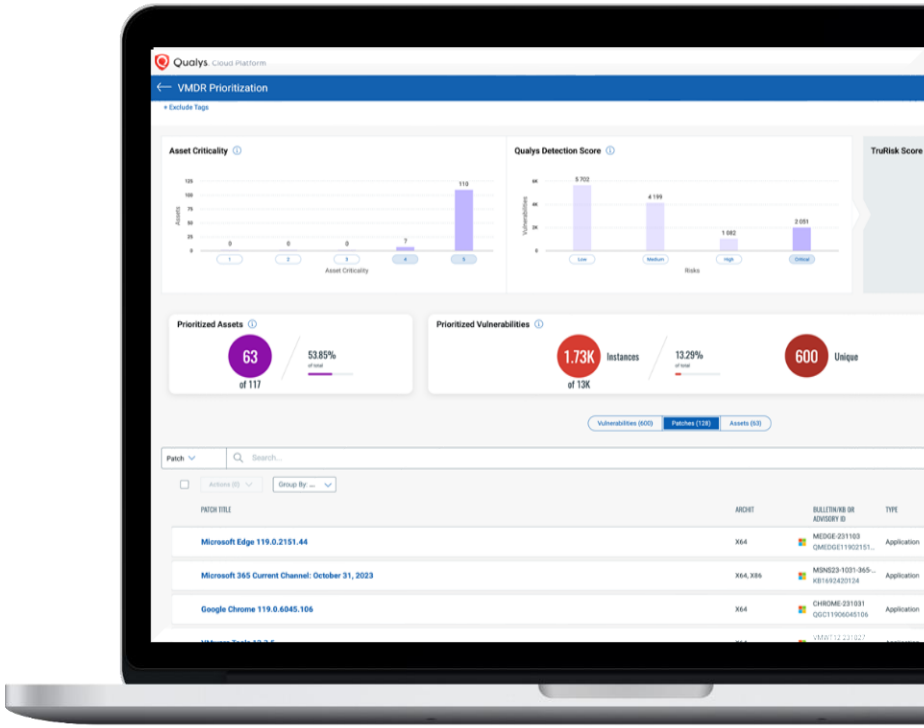
Deploy the right remediation, mitigations or isolation strategies to balance risk reduction with business impact

Save time and reduce MTTR

Leverage smart automation to ensure software is up to date, risky vulnerabilities are patched or mitigated, and misconfigurations are fixed across hybrid environments

Consolidate IT-Security Stack

Orchestrate risk reduction by seamlessly integrating with your SCCM, ITOps, and developer tools



Qualys Enterprise TruRisk Platform

Threat Detection and Response

Protect Against Zero-day threats

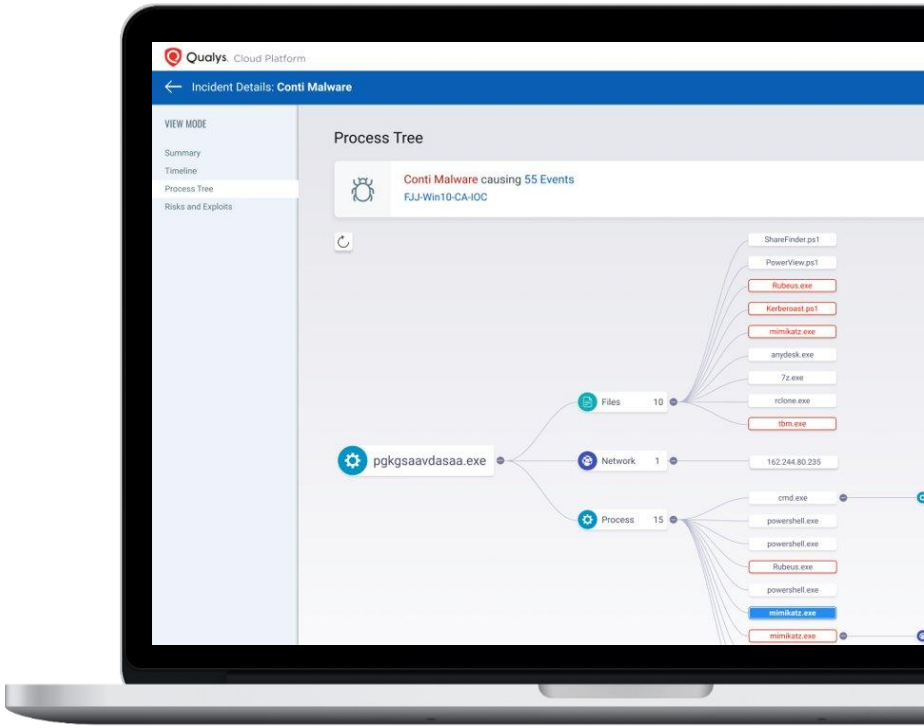
Leverage behavior & AI/ML-based antivirus to thwart exploits, ransomware, phishing attacks, and zero-days

Unify VM, Patching, and Endpoint Security

Correlate endpoint threats to identify vulnerabilities actively exploited in your environment with integrated patch management

Automate & Orchestrate

Comprehensive endpoint (EDR) and Cloud Detection and Response with enterprise integrations (i.e., SIEM, ITSM, CMDB)



Qualys Enterprise TruRisk Platform

TotalCloud (CNAPP)

Unified Multi-Cloud Security

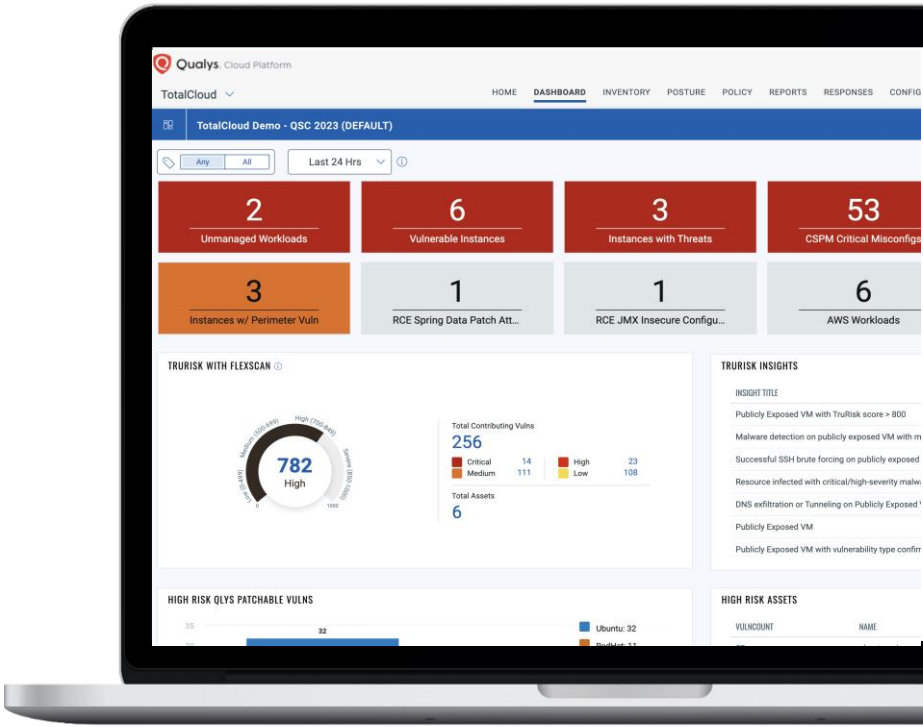
Unified vulnerability, threat and posture management from development through runtime in cloud and container environments

Extended TruRisk Insights

TruRisk insights for cloud and multi-cloud assets, unifying risk posture and remediation actions between on-prem, hybrid, and cloud workloads

Comprehensive Security across IaaS and SaaS

Orchestrate security between multi-cloud environments, asset inventories, and users leveraging a single agent, sensors, snapshots, and APIs or all four methods with Qualys FlexScan



Qualys Enterprise TruRisk Platform

Enterprise TruRisk Management

Centralized Risk Aggregation

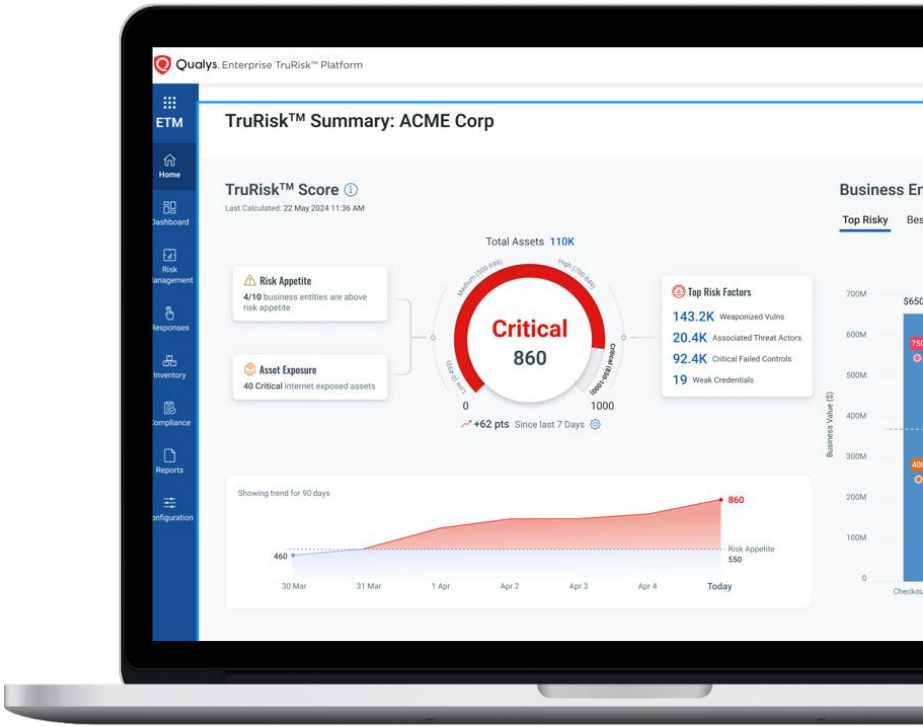
Visualize the entire attack surface with unified asset inventory, integrate data from Qualys and third-party sources, consolidate risk finding across all asset types and environments

Risk Quantification with Business Context

Enrich risk data with Qualys curated feeds from over 25 threat intelligence sources, add business and financial context to quantify and prioritize cyber risk by evaluating loss attributes based on severity, exploitability, asset criticality and business impact

Risk Response Orchestration

Orchestrate precise risk response using AI-driven workflows for integrated patching and other mitigating controls with Qualys TruRisk Eliminate, automated tickets, and real-time alerts



Qualys Enterprise TruRisk Platform Advantages

One view across the entire global hybrid-IT environment, allowing customers to consolidate their stack for better security outcomes



No hardware to buy or manage

Nothing to install or manage, and all services are accessible via web interface.



Lower operating costs

With everything in the cloud there is no capex and no extra human resources needed.



Easy to deploy and maintain

Easily perform assessments across global hybrid-IT environment.



Always Up-to-date

Largest knowledge base of vulnerability signatures. Real time security updates.



Data stored securely

Data stored and processed in a n-tiered architecture of load-balanced servers.



Unprecedented scaling

Seamlessly add new coverage, users, and services as you need them.

Available as a Public or on-premises Private Cloud

Full server rack
For governments, enterprises, and MSSPs

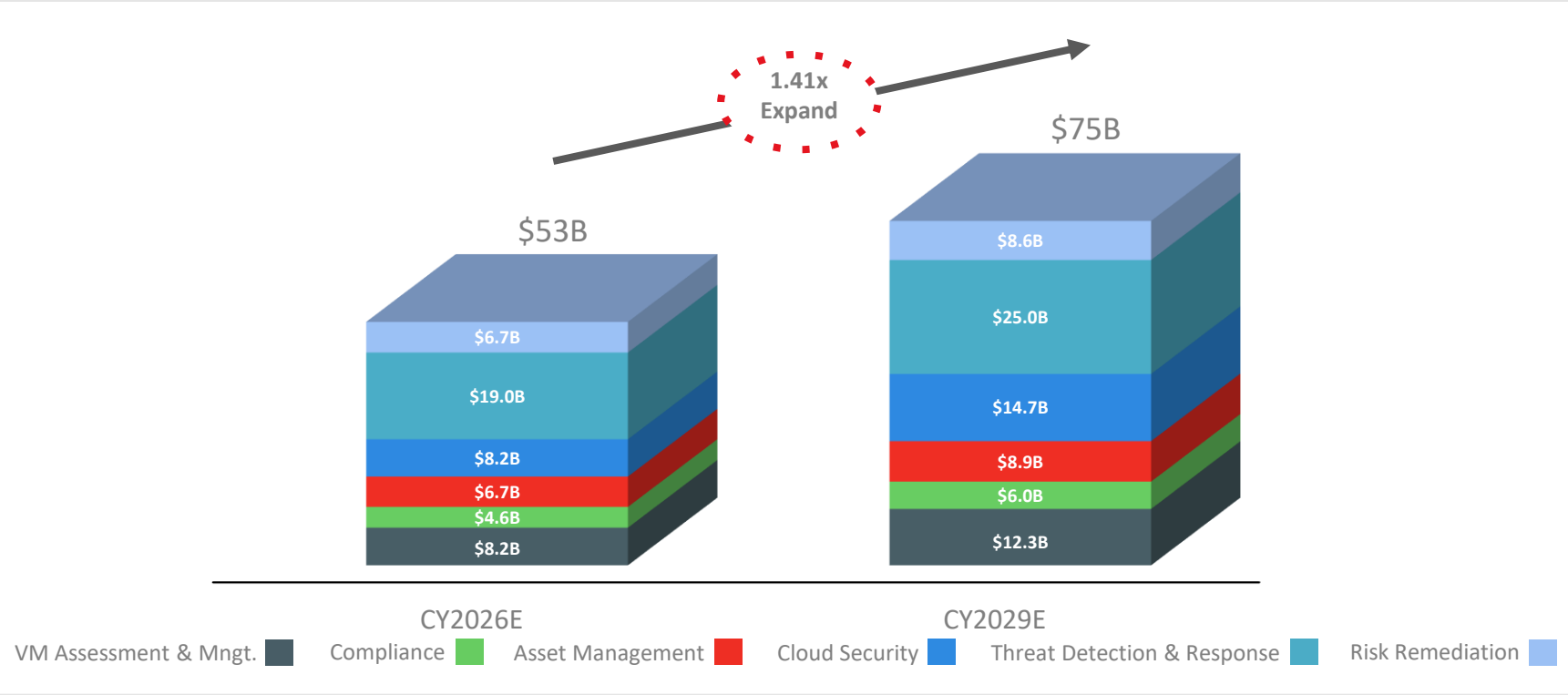
Standalone appliance
For small businesses

Virtual rack
For governments, enterprises, and MSSPs

FedRAMP authorized

FedRAMP

Large expanding market opportunity



Source: IDC, Qualys estimates

Qualys' Current Total Addressable Market

Blue chip global customer base



74% of the **Forbes Global 50**

57% of the **Forbes Global 500**

35% of the **Forbes Global 2000**

Note: A customer is defined as any customer with subscription revenue at the measurement date

Scalable go-to-market model

Market segmentation & key strategic partners

ENTERPRISE	MID-MARKET
Large enterprise (Over 5,000 employees)	Small / medium business (Up to 5,000 employees)
New customers / Existing customers	New customers / Existing customers

2025 REVENUES

→ **51%** Direct

CHANNEL

accenture, Deloitte., DXC.technology, verizon, OPTIV, SHI, Deutsche Telekom, IBM, carahsoft, HCL, Infosys, BT, orange, Computacenter, WIPRO, at&t, NTT

→ **49%** Indirect

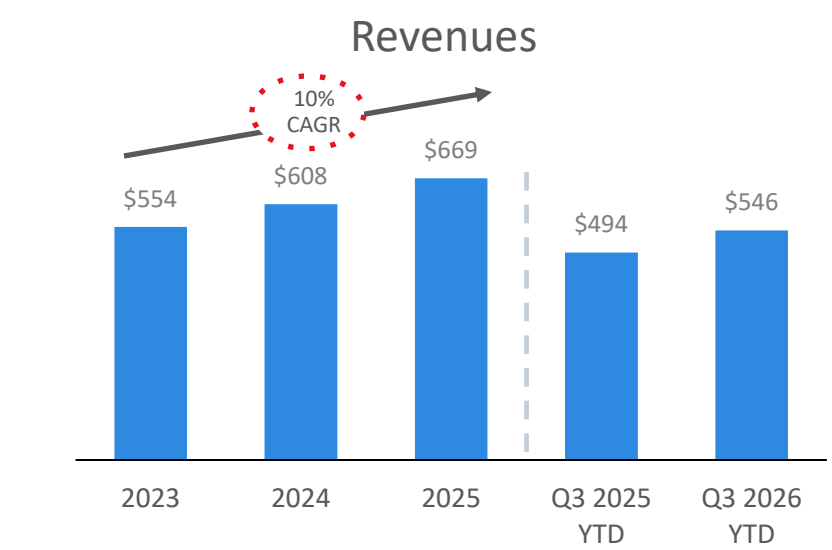
Attractive value proposition for partners

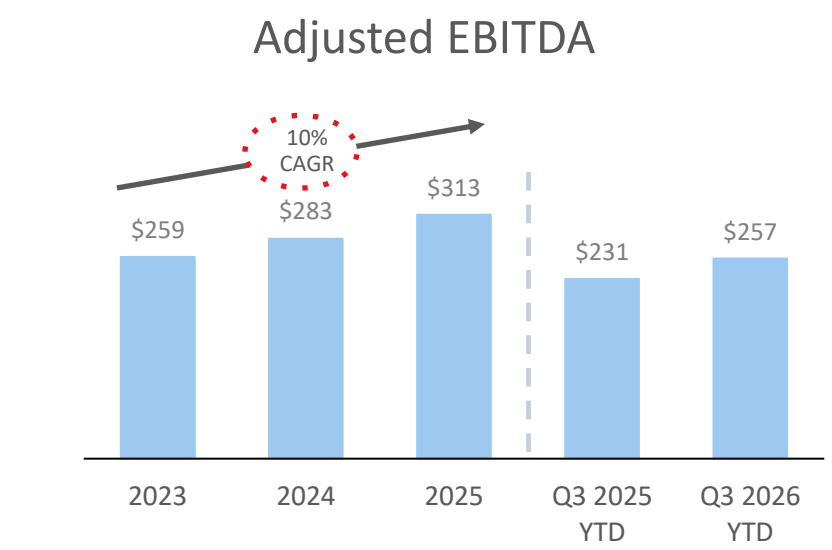
High-margin recurring revenue with no capex / maintenance costs

MSSPs	Cloud Provider Partners	Outsourcing Providers	Value Added Resellers	Consultants
verizon		accenture	OPTIV	TEKMARK
NTT		HCL	Computacenter	LAC
DXC.technology		MPHASIS an HP company	GuidePoint SECURITY	pwc
LUMEN		TATA	DIMENSION DATA	Deloitte.
FUJITSU			CONTROL GAP	
BT		Cognizant	PRESIDIO	sysnet
orange		WIPRO	RKON	CYNERGISTEK
IBM		Tech Mahindra	SIRIUS	DIGITRUST
at&t			CJEN	
Deutsche Telekom		Infosys	Blue Cube	bai
		Atos	COMPASS IT Compliance	COMPASS IT Compliance

Balanced revenue growth and profitability

($ in millions)

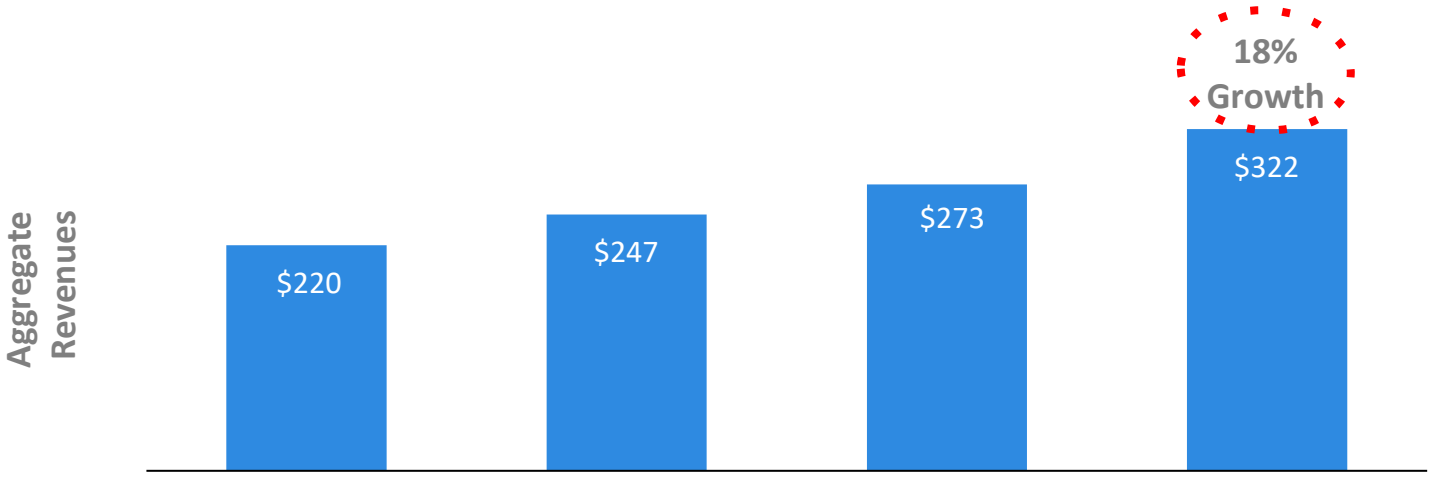




Note: Adjusted EBITDA is a non-GAAP measure. See the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

Platform adoption driving higher customer spend

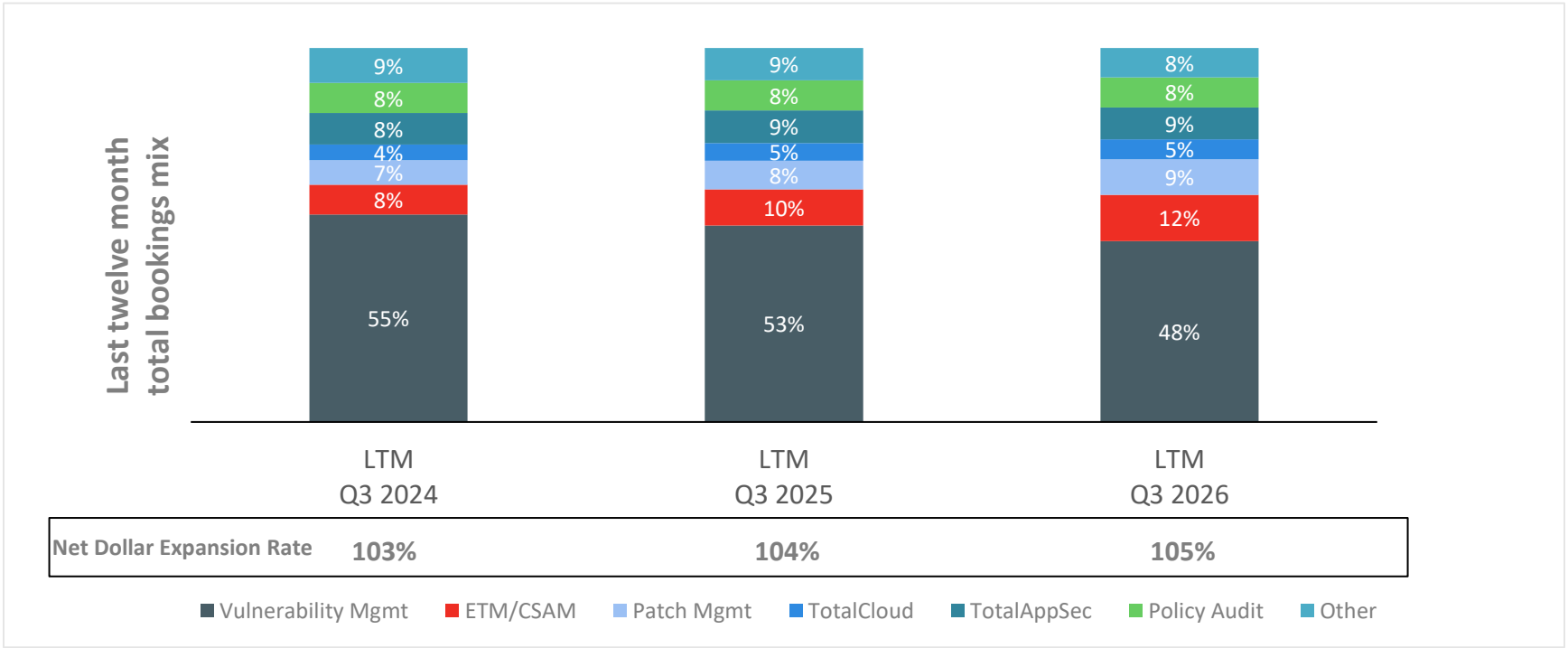
($ in millions)



	LTM Q3 2023	LTM Q3 2024	LTM Q3 2025	LTM Q3 2026
Number of customers	174	200	211	243

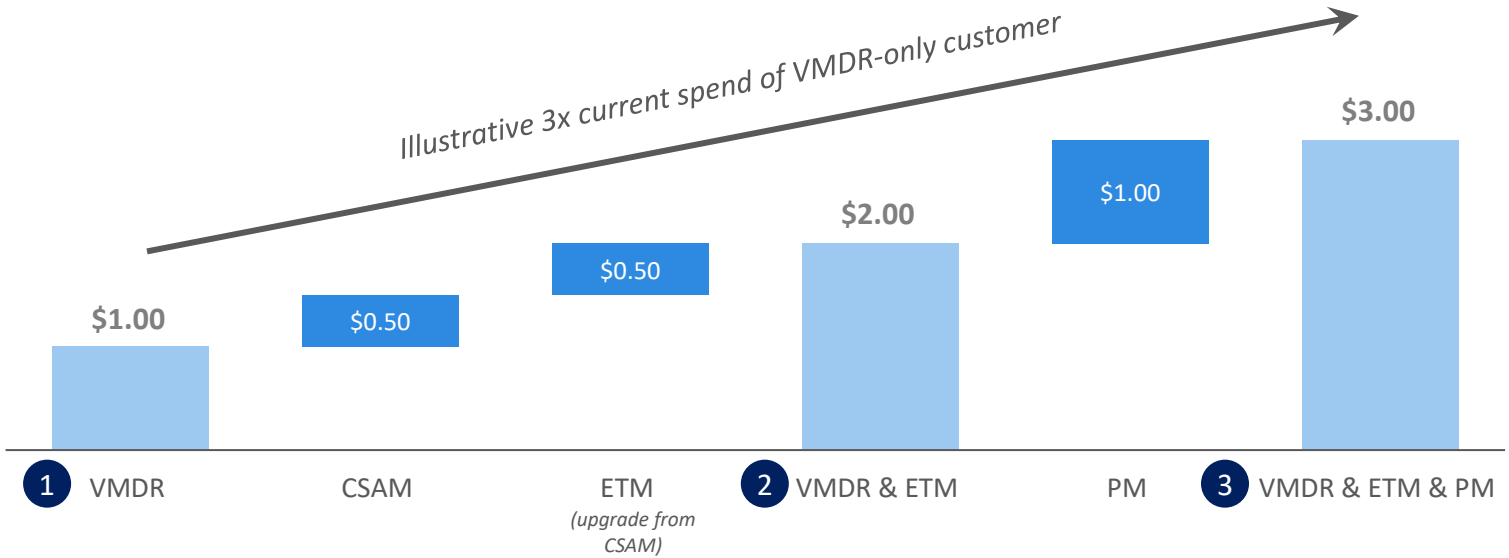
Note: Customer count is defined as customers with $500K or more in annual revenue

Differentiated new products continue to increase contribution to bookings



Note: Net Dollar Expansion Rate is calculated on a foreign exchange neutral basis by comparing the Annual Recurring Revenue (ARR) generated from the cohort of customers at the end of the year ago reporting period to the ARR from that same cohort of customers in the current reporting period. See our Forms 10-K and 10-Q for additional detail. Sums may not total due to rounding.

Opportunity to increase market share and maximize share of wallet



Note: Illustrative potential increase in spend per customer assuming $1.00 for VMDR

From VMDR to ETM

Unlocking the next dollar of spend, moving from visibility to measurable cyber risk management

1 VMDR

Exposure Detection

$1

Detect/Assess Exposures

Finds vulnerabilities, misconfigurations, and attack surface across your environment

CHALLENGES POST EXPOSURE VISIBILITY

- Do I have risk from unknown assets?
- I have 20+ tools and millions of exposures, which ones are riskiest per threats and business impact?
- Are there any confirmed risks beyond theoretical risk prioritization?
- 80% of my efforts go into getting insights and driving operations. How can Agentic AI be helpful?

VMDR delivers visibility, not risk decisions

$1
VMDR
Exposure visibility

→

+$1
ETM
Agentic AI + Cyber Risk Management

ETM *(includes CSAM)*

Cyber Risk Prioritization & Management

+$1

Prioritize and Manage Cyber Risk

Turns exposures into prioritized, business-relevant risk decisions with AI automation

ETM = CTEM + Cyber Risk Quantification (CRQ)

- ✓ Unified inventory & Attack Surface Management with integrated CSAM/ESAM
- ✓ Aggregate and prioritize exposures with threat and business context using TruRisk
- ✓ Communicate cyber risk in quantifiable terms specific to an organization's risk tolerance
- ✓ Confirm exploitation of risky exposures with TruConfirm
- ✓ Manage the risk of trending threats in an industry with TruLense

Agentic AI

Marketplace of specialized cyber risk agents and cyber risk assistant

Drive every step in cyber risk management autonomously to reduce the cost of risk operations

ETM is the risk engine of the Qualys Enterprise TruRisk Platform

Qualys.

Note: Dollar values are illustrative and reflect normalized, weighted pricing assumptions, excluding the impact of discounting

From ETM to PM (TruRisk Eliminate)

PM eliminates cyber risk to reduce the window of exploitation, unlocking an additional dollar

2 VMDR & ETM *(includes CSAM)*

Cyber Risk Prioritization & Management

$2

(VMDR $1 + ETM $1)

What ETM delivers

- ✓ Prioritized risk intelligence with business context
- ✓ Complete CTEM framework (5 phases)
- ✓ AI-powered cyber risk assistant

IT'S NOT ABOUT MEASURING CYBER RISK, IT'S ABOUT REDUCING IT

- → How to reduce the average window of exploitation for risky exposures
- → How to reduce risk without patching and balancing business impact

ETM tells you WHAT to fix, PM shows you HOW and DOES it



PM (TruRisk Eliminate)

Reducing Average Window of Exploitation (AWE)

+$1

Reduce Cyber Risk
Remediate risk across asset and exposure classes in an adaptive, automated manner

RemOps = CTEM Mobilization
Complete the CTEM framework by executing remediation plans

ELIMINATE CAPABILITIES

- ✓ **Patch + Mitigate + Isolate**
  Multi-strategy approach to risk reduction
- ✓ **100% Ransomware Vulnerability Coverage**
  Mitigate all known ransomware attack vectors
- ✓ **Multi-vendor Remediation**
  Zscaler, SCC/Intune, CrowdStrike, ServiceNow, etc.

Total value: $3 – from detection (VMDR) to quantification (ETM) to elimination (PM)

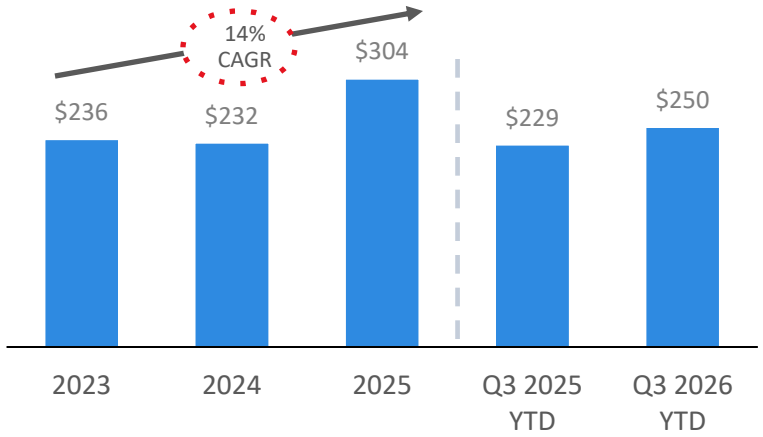
Note: Dollar values are illustrative and reflect normalized, weighted pricing assumptions, excluding the impact of discounting

Strong cash flow generation

Returning capital to shareholders

($ in millions)

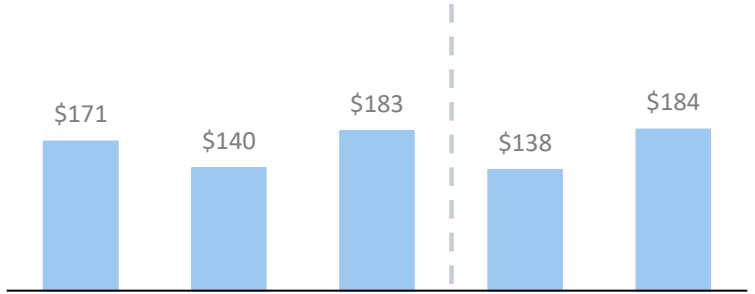
Free Cash Flow (FCF)



	2023	2024	2025	Q3 2025 YTD	Q3 2026 YTD
FCF Margin %	43%	38%	45%	46%	46%

Free Cash Flow

Share repurchase amount

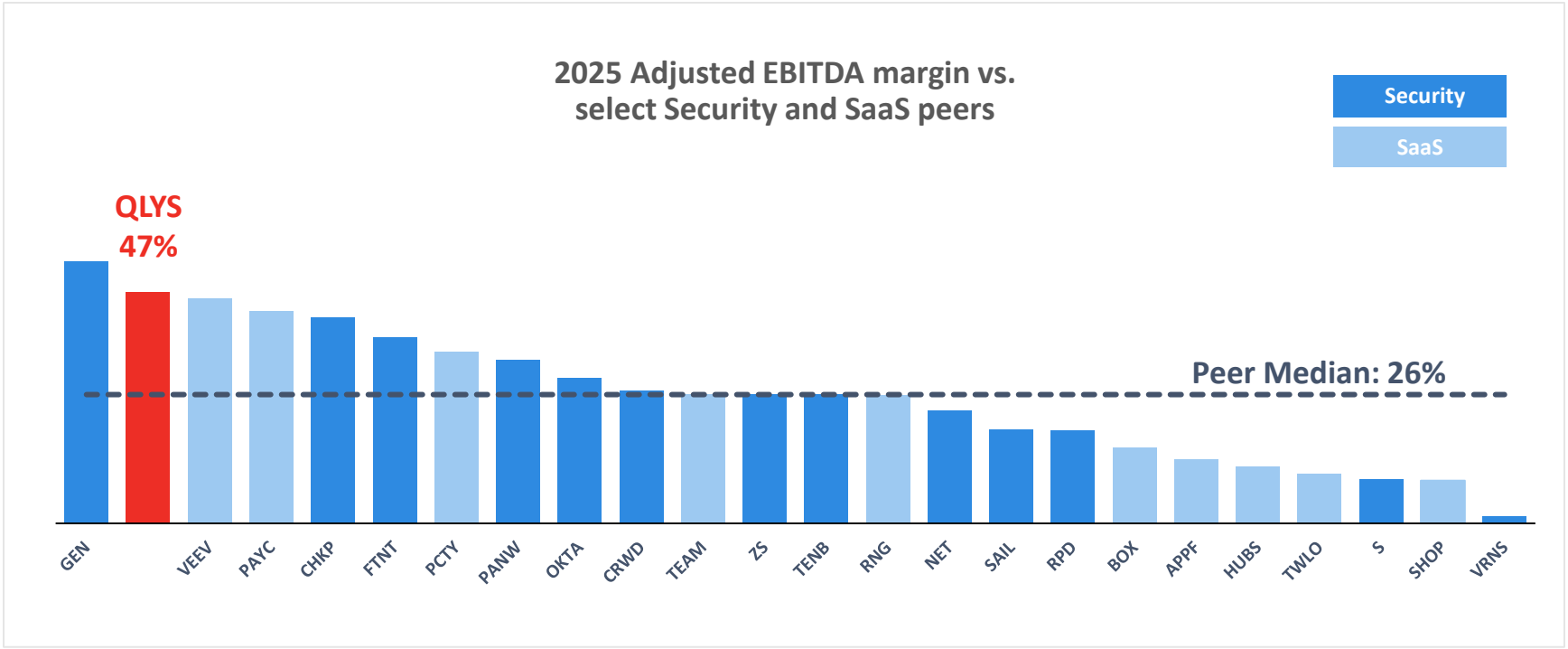


	2023	2024	2025	Q3 2025 YTD	Q3 2026 YTD
Diluted WASO	37.6	37.4	36.5	36.5	35.3

Share repurchase amount

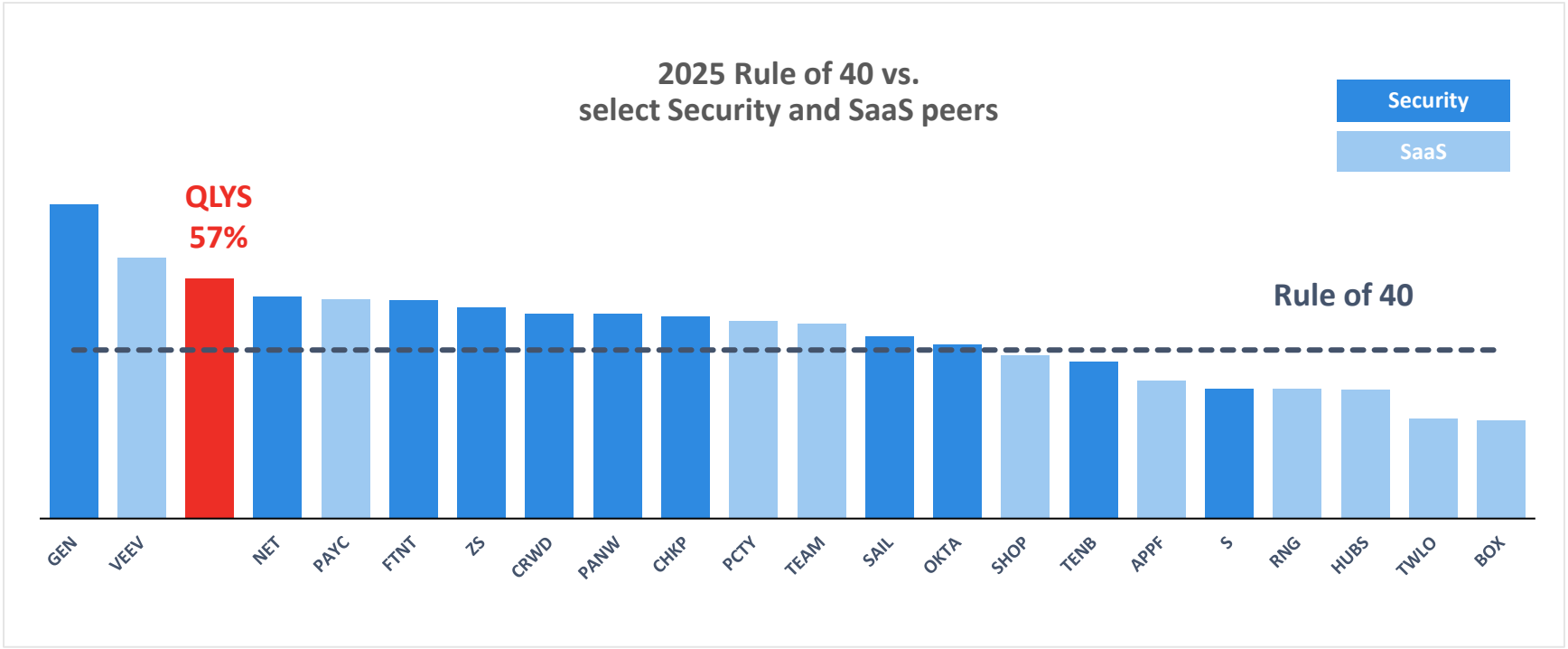
Note: Free Cash Flow is a non-GAAP measure. See the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

Relative margin outperformance to peers



Source: FactSet
Note: Adjusted EBITDA is a non-GAAP measure. See the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

Achieving rule of 50+: growth + profitability



Source: FactSet
Note: 2025 Revenue Growth % + Adj EBITDA Margin %

Appendix

Reconciliation of Adjusted EBITDA

($ in millions)

	2022	2023	2024	2025	Q3 2025 YTD	Q3 2026 YTD
Net income	$108.0	$151.6	$173.7	$198.3	$145.2	$160.2
Net income margin	22%	27%	29%	30%	29%	29%
Depreciation and amortization of property and equipment	28.9	23.9	15.6	11.9	9.4	7.6
Amortization of intangible assets	5.7	3.1	2.9	2.6	1.9	1.9
Income tax provision	25.7	27.1	36.1	48.5	37.2	44.5
Stock-based compensation	53.4	69.1	77.1	77.0	56.3	58.4
Total other income, net	(3.2)	(15.6)	(22.6)	(24.9)	(19.3)	(15.6)
Adjusted EBITDA	**$218.6**	**$259.1**	**$282.8**	**$313.4**	**$230.8**	**$257.0**
Adjusted EBITDA margin	**45%**	**47%**	**47%**	**47%**	**47%**	**47%**

Note: Amounts may not sum due to rounding.

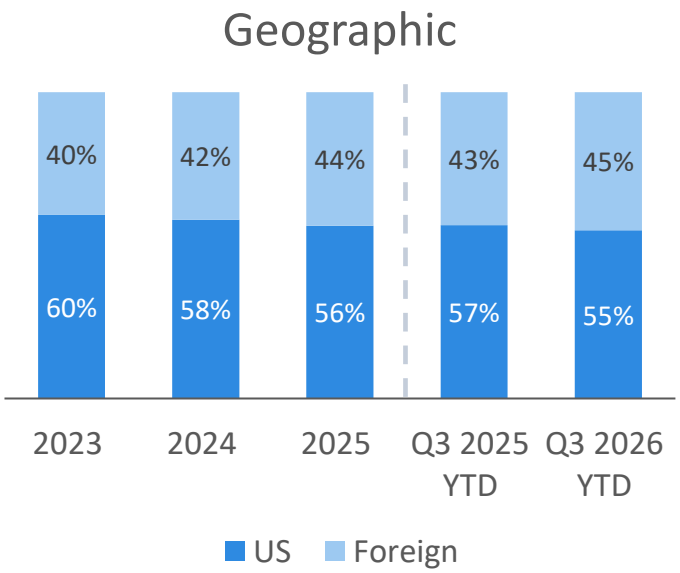
Reconciliation of Non-GAAP Free Cash Flows

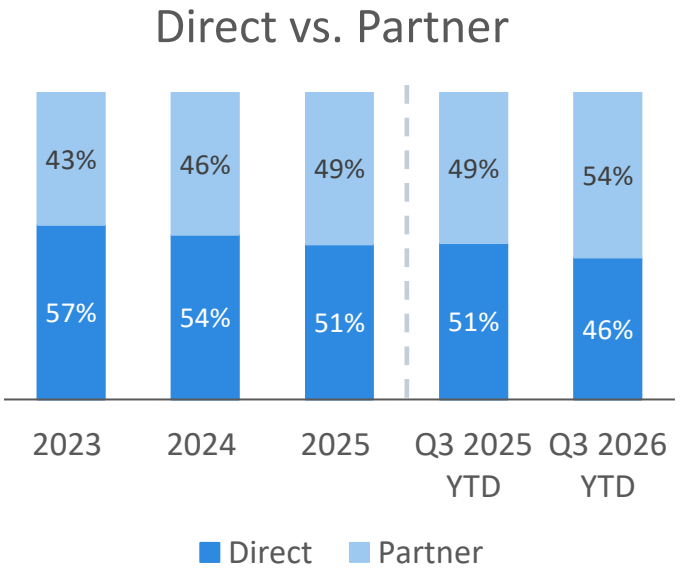
($ in millions)

	2022	2023	2024	2025	Q3 2025 YTD	Q3 2026 YTD
GAAP Cash flows provided by operating activities	$198.9	$244.6	$244.1	$309.4	$233.7	$256.7
GAAP Cash flows provided by operating activities margin	41%	44%	40%	46%	47%	47%
Less: Purchases of property and equipment, net of proceeds from disposal	(15.4)	(8.8)	(12.3)	(5.0)	(4.3)	(7.2)
Non-GAAP Free cash flow	**$183.5**	**$235.8**	**$231.8**	**$304.4**	**$229.5**	**$249.5**
NON-GAAP Free cash flow margin	**37%**	**43%**	**38%**	**45%**	**46%**	**46%**

Note: Amounts may not sum due to rounding.

Revenue mix


Geographic
40%
42%
44%
43%
45%
60%
58%
56%
57%
55%
2023
2024
2025
Q3 2025 YTD
Q3 2026 YTD
US
Foreign


Direct vs. Partner
43%
46%
49%
49%
54%
57%
54%
51%
51%
46%
2023
2024
2025
Q3 2025 YTD
Q3 2026 YTD
Direct
Partner