



# Investor Presentation

Securing the Digital Transformation  
Building a safer world - one app at a time

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February 10, 2021

# 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:

- the benefits of our new and upcoming products, features, integrations, collaborations and joint solutions, including our upcoming XDR offering;
- our strategy and our business model and our ability to execute such strategy;
- our guidance for revenues, GAAP EPS and non-GAAP EPS for the first quarter and full year 2021; and
- our expectations for the number of weighted average diluted shares outstanding and the GAAP and non-GAAP effective income tax rate for the first quarter and full year 2021.

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, seasonal buying patterns and length of our sales cycle;
- the impact of the ongoing COVID-19 coronavirus pandemic and related public health measures on our business and the global economy;
- our ability to manage costs as we increase our customer base and the number of our platform solutions;
- the market for cloud solutions 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;
- any unanticipated accounting charges; and
- general market, political, economic and business conditions in the United States as well as globally.

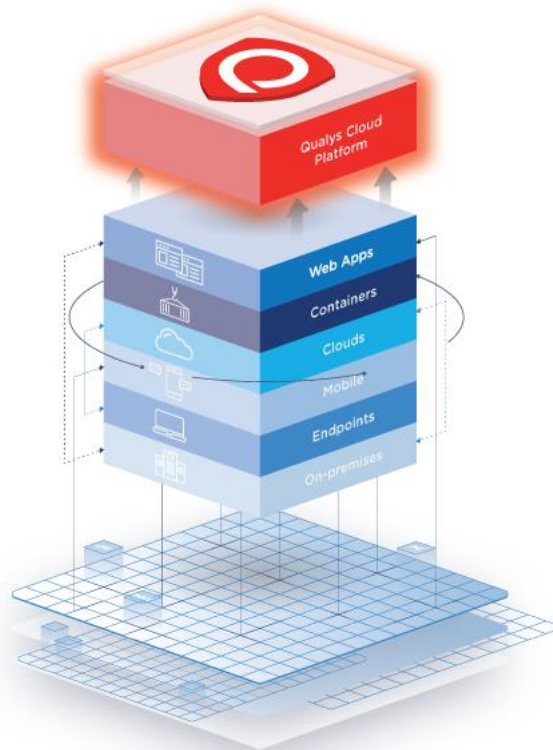
Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected.

These risks include 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.

# Market and Investment Opportunity

## The Power of the Qualys Cloud Platform

One stack to consolidate traditional enterprise IT, security, and compliance solutions, and secure the digital transformation

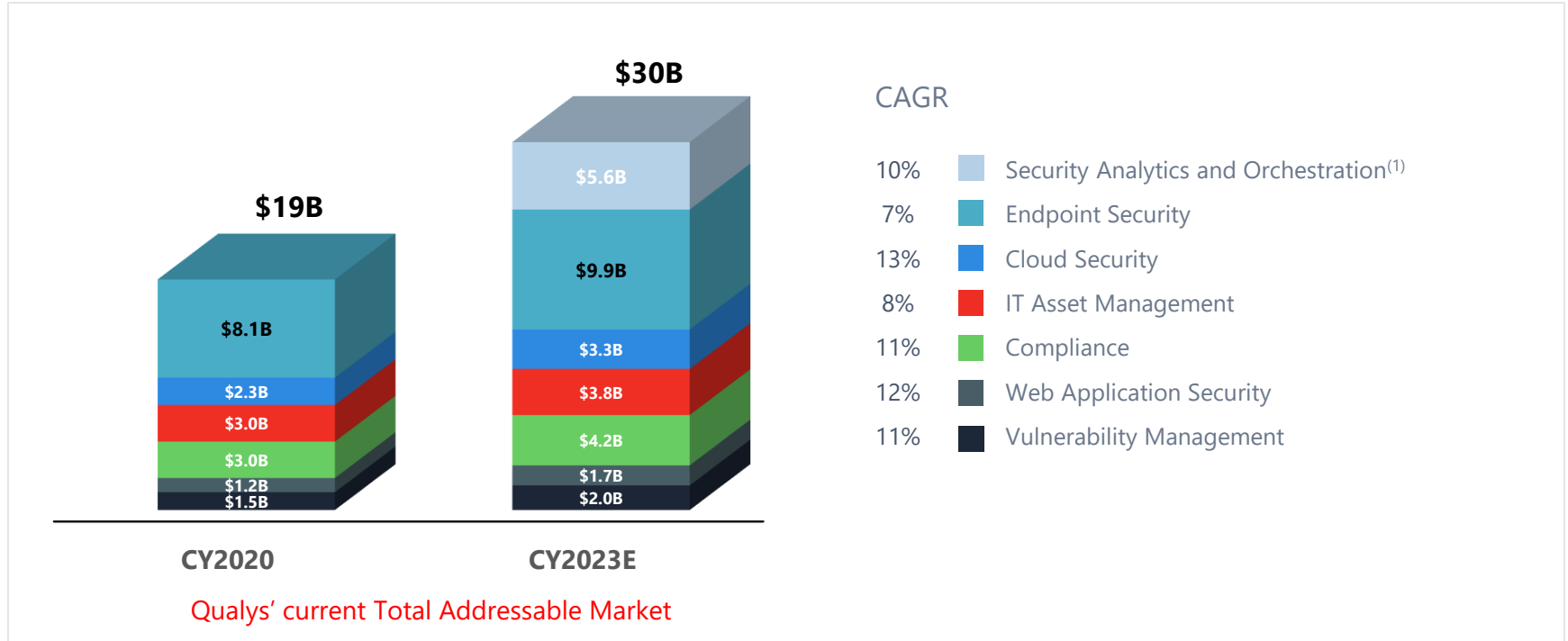


# Investment Highlights

- ✓ Industry-leading cloud security and compliance platform
- ✓ Multiple levers of recurring revenue growth
- ✓ Scalable business model and industry-leading profitability
- ✓ Uniquely positioned to capitalize on stack consolidation and move to the cloud



# Expanding Market Opportunity



(1) CAGR calculated based on 2021 to 2023E estimate

Source: IDC, Forrester

# Blue Chip Global Customer Base

66% of the Forbes Global 50, 46% of Global 500, and  
25% of Global 2000 standardized on Qualys

## 19,000+ Customers



Note: Customers include active subscribers to our free services

# Scalable Go-to-Market Model

Market segmentation & key strategic partners



# Attractive Value Proposition for Partners

High-margin recurring revenue with no capex / maintenance costs

MSSPs Telcos	Outsourcing Providers	VAS Resellers	Consultants
			



# Global Presence

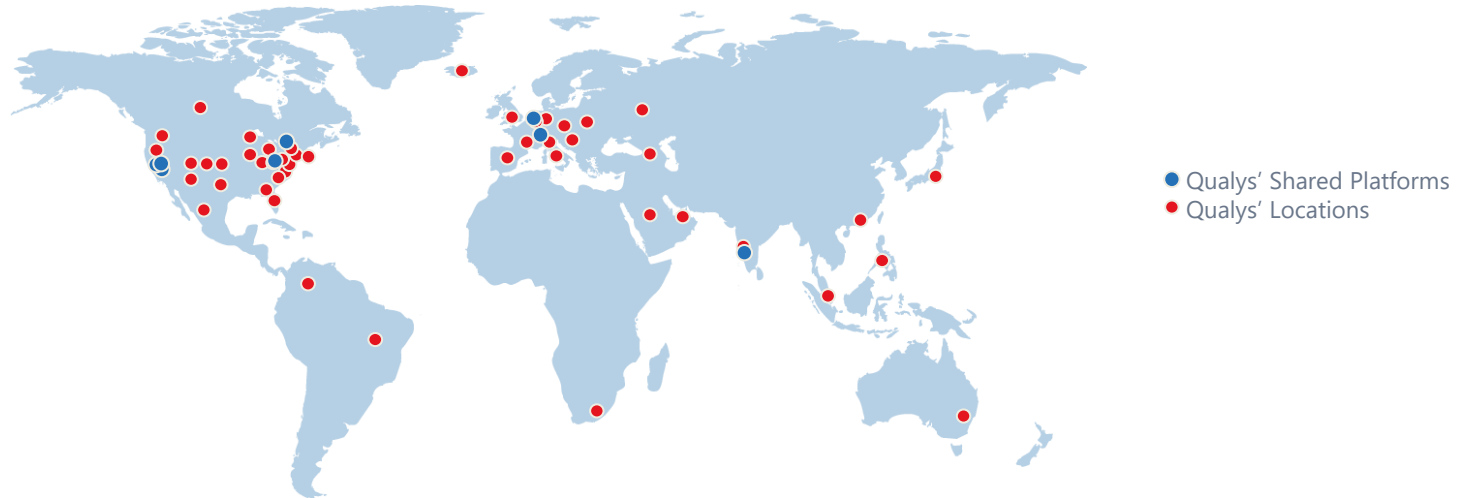
**19,000+**  
Customers

**130+**  
Countries

**8**  
Shared Platforms

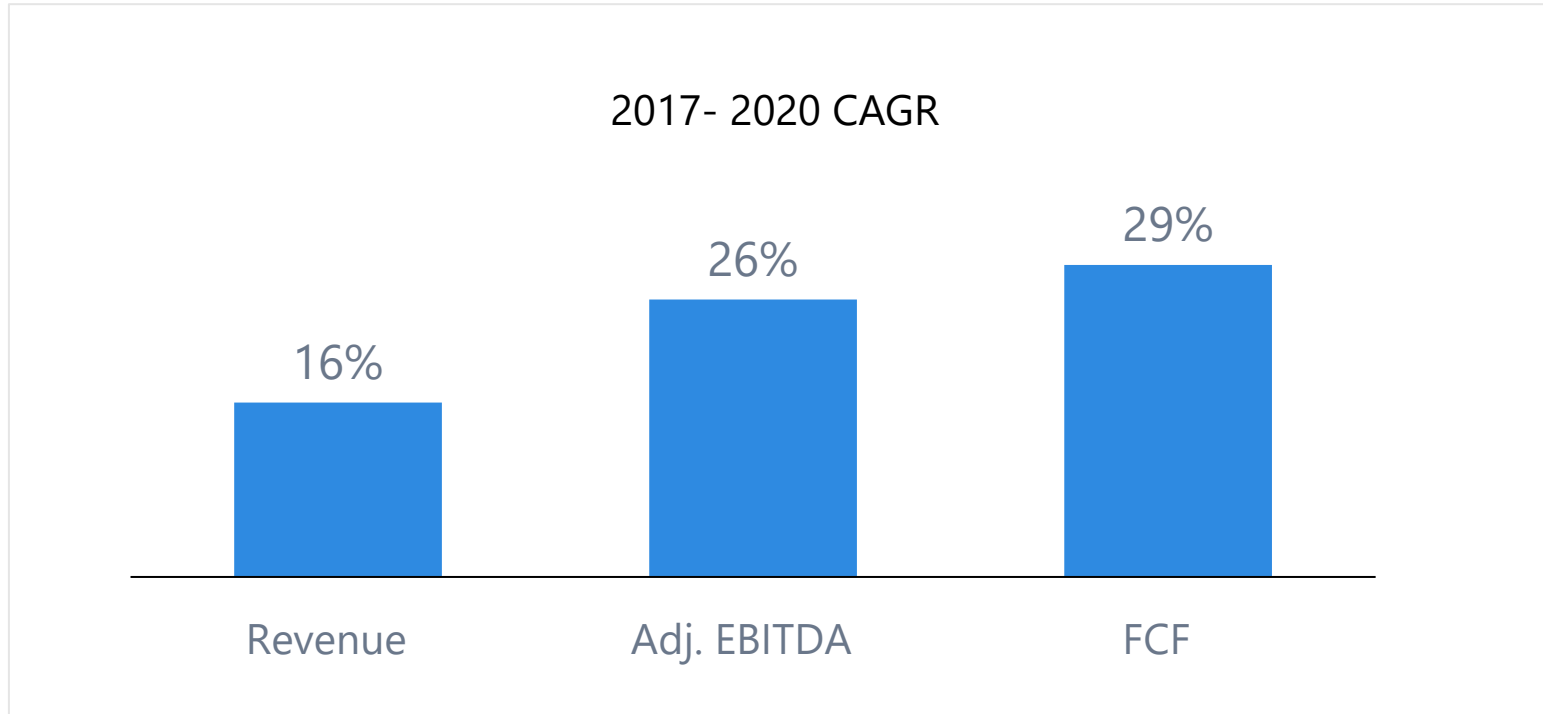
**84**  
Private Clouds

**54**  
Locations



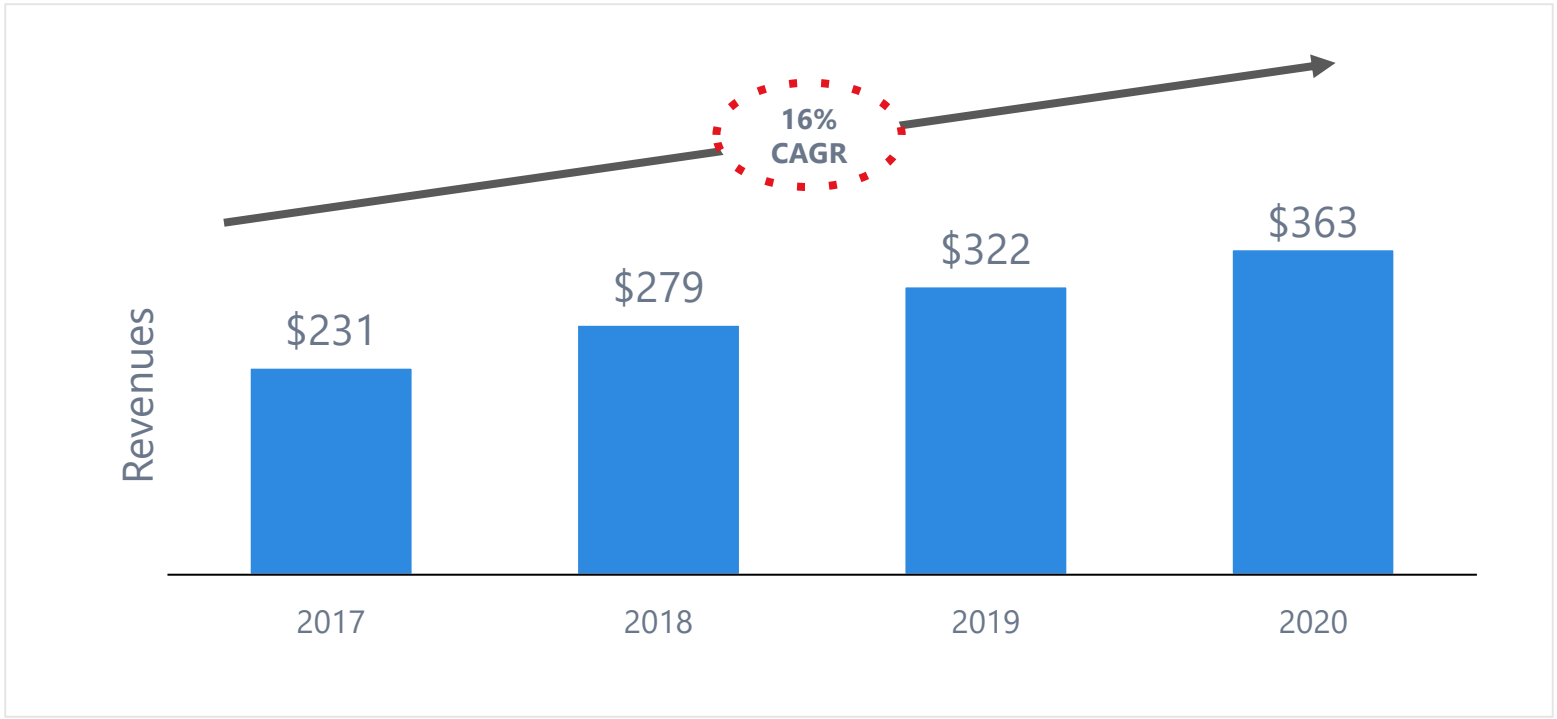
Note: Customers include active subscribers to our free services

# Scalable Business Model



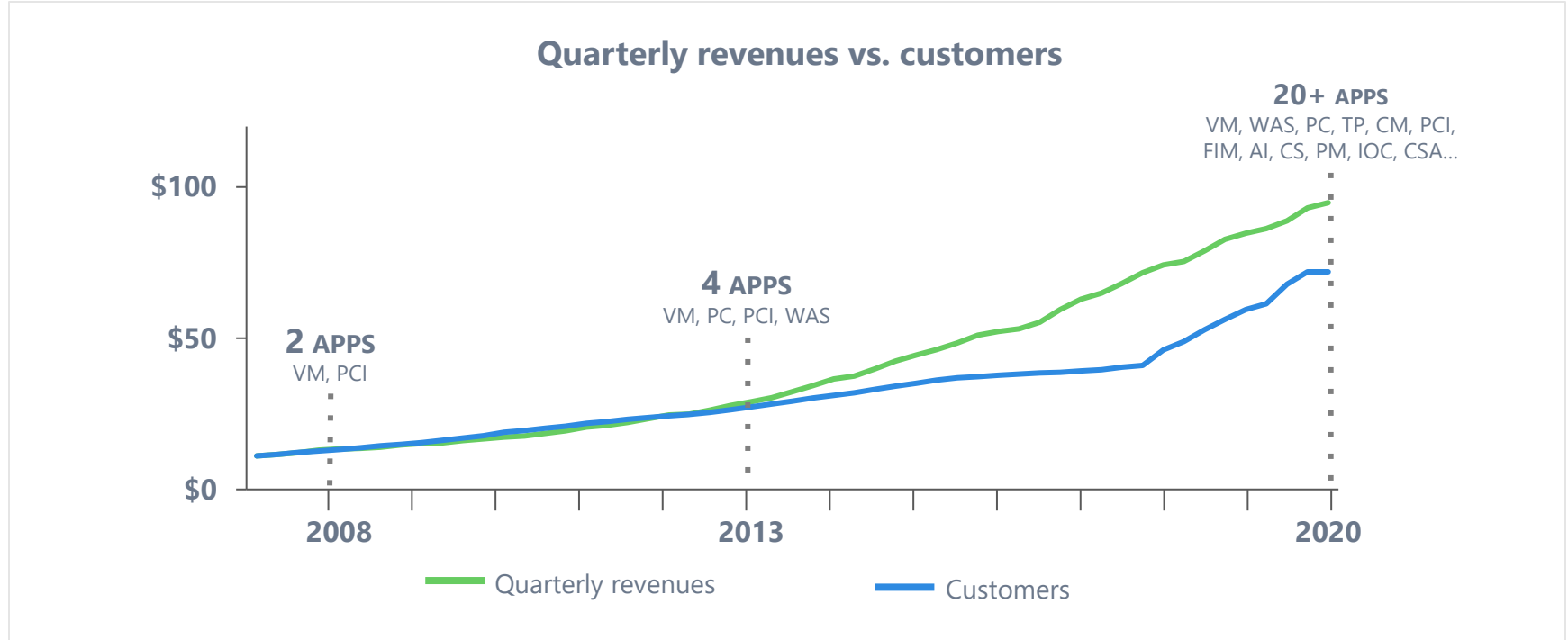
# Strong Organic Revenue Growth

(\$ in millions)



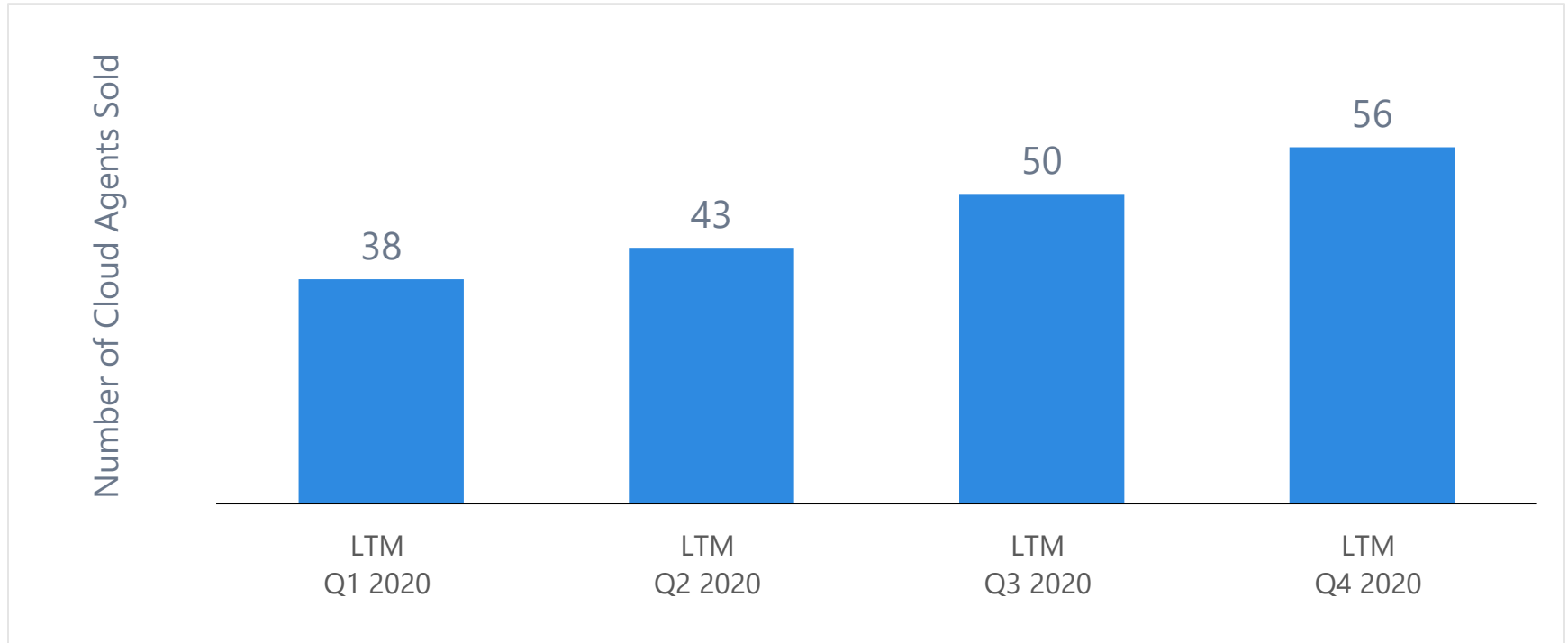
# Adoption of New Solutions Fuels Growth and Profitability

(\$ in millions)

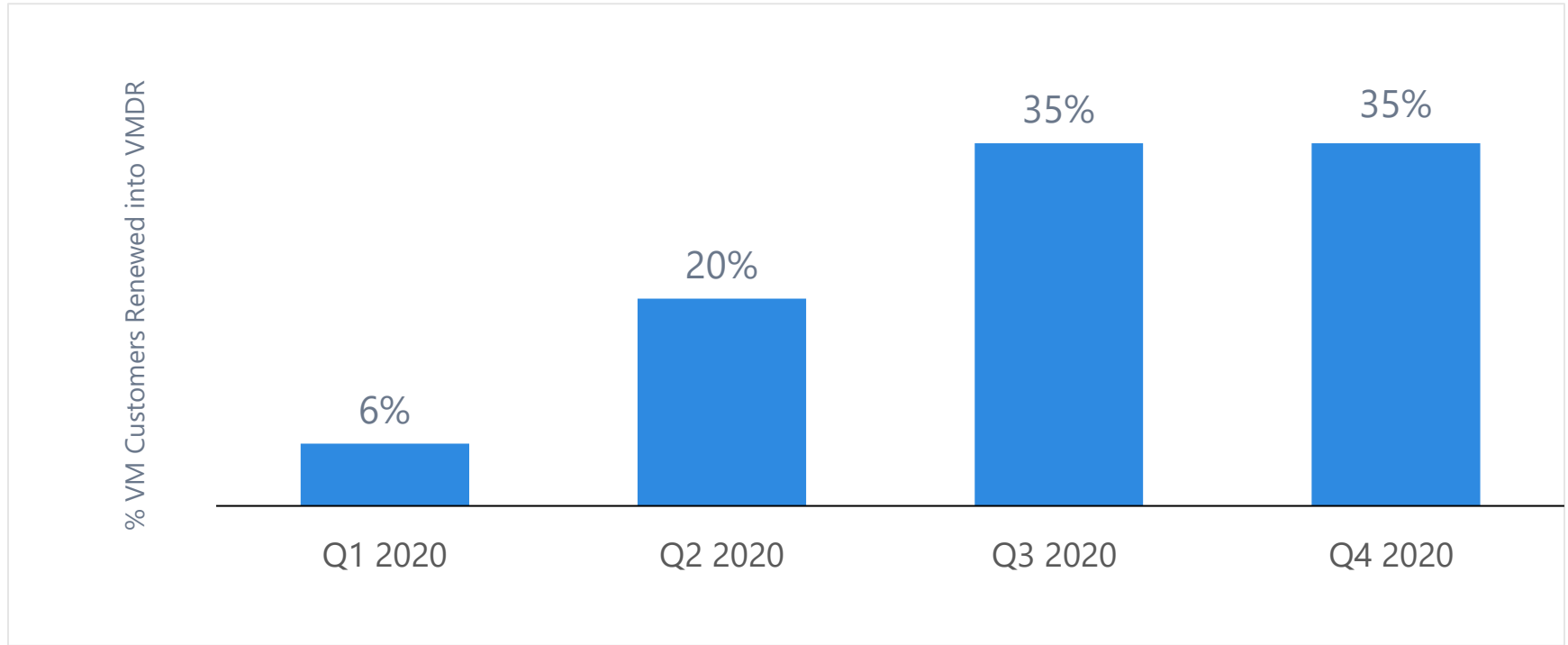


# New Apps Enabled by Cloud Agents

(Units in millions)



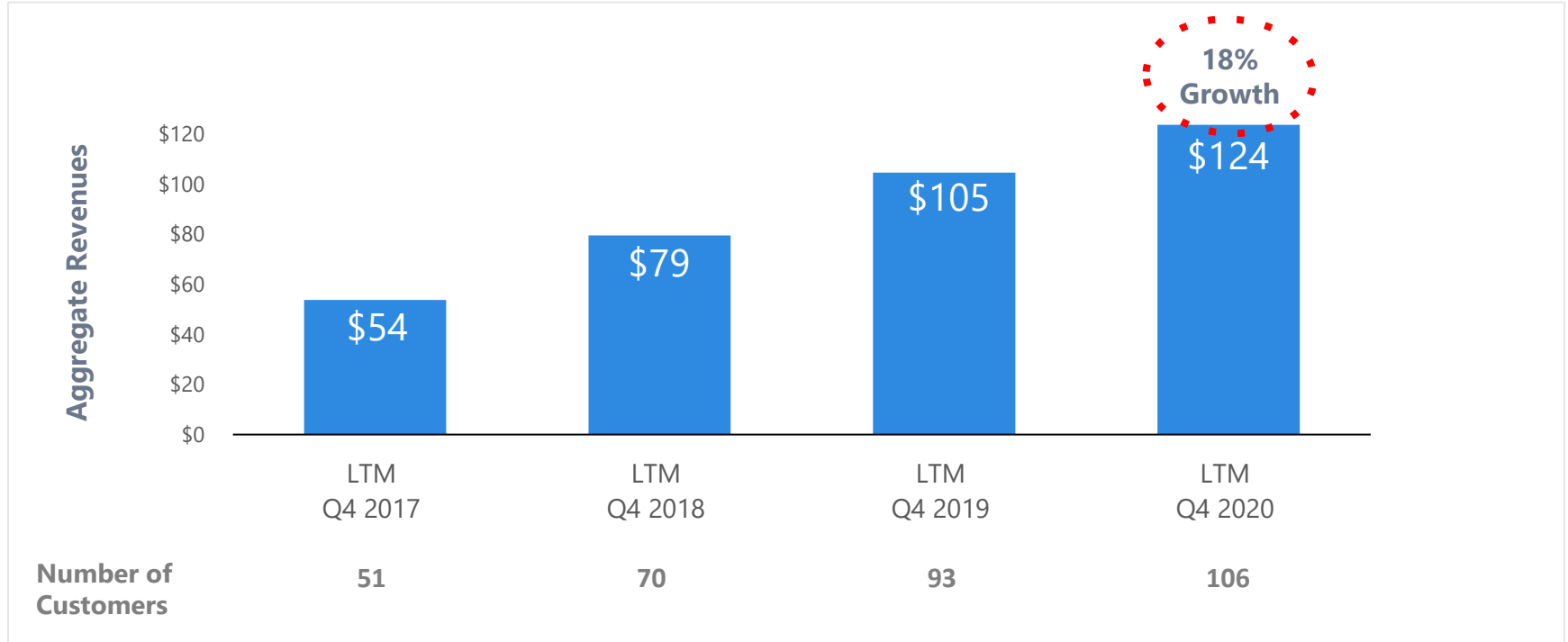
# VMDR Adoption Increasing



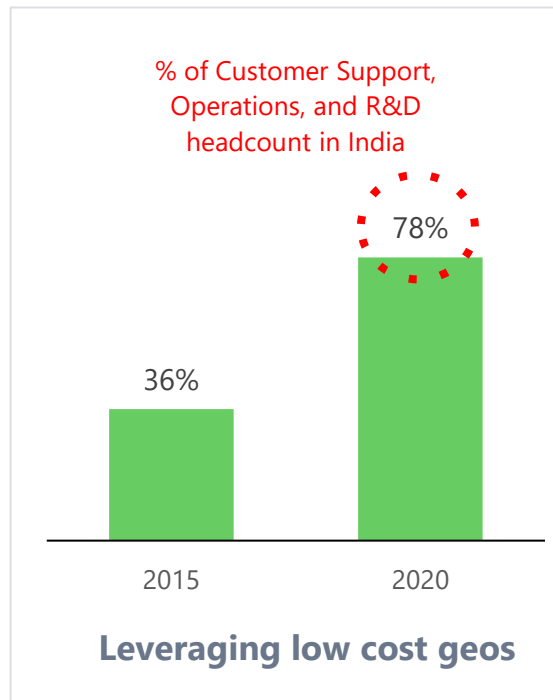
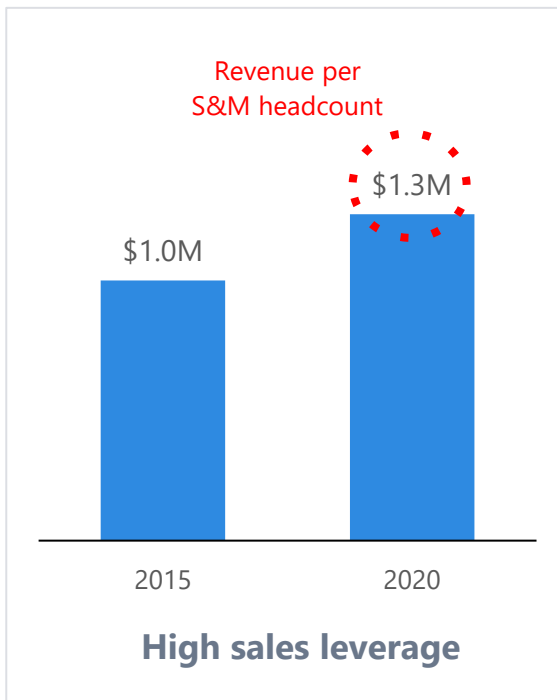
Note: Excludes strategic alliances deals

# Platform Adoption Driving Higher Customer Spend

(\$ in millions)



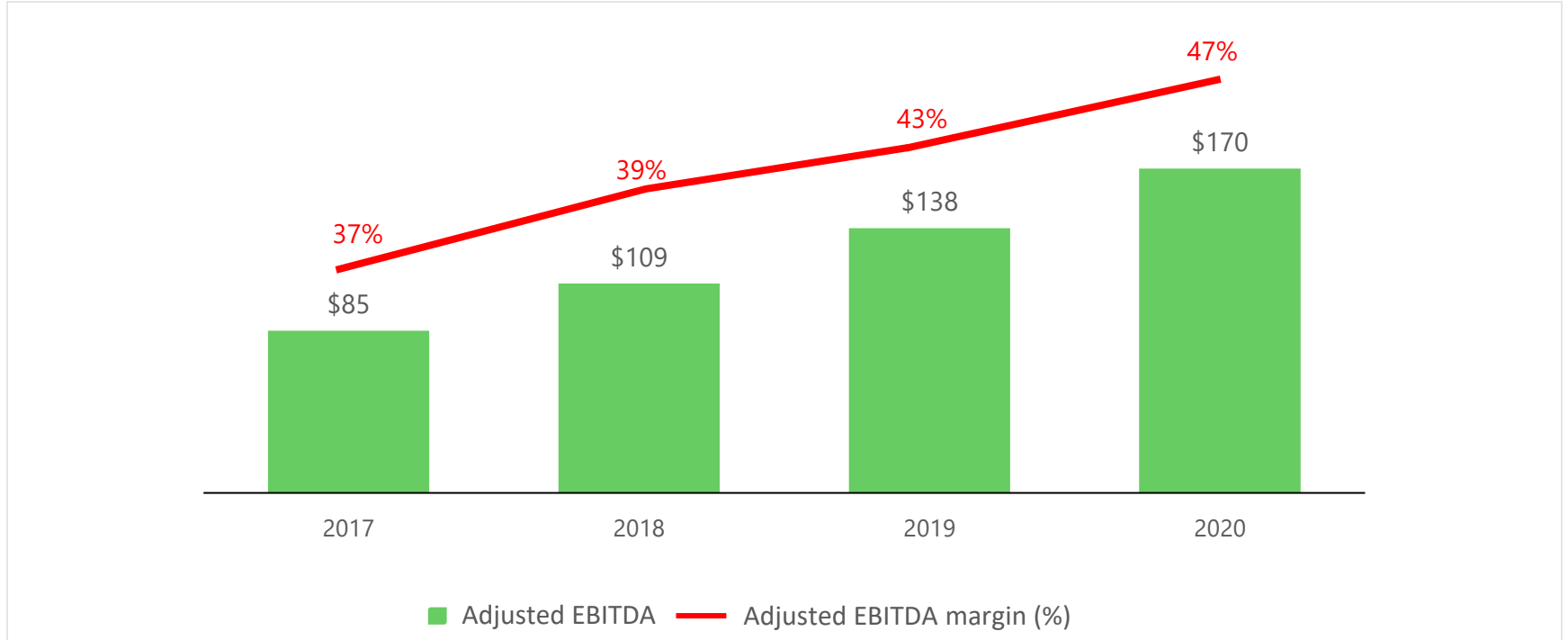
# Cloud Platform Enables Scalable Operational Model





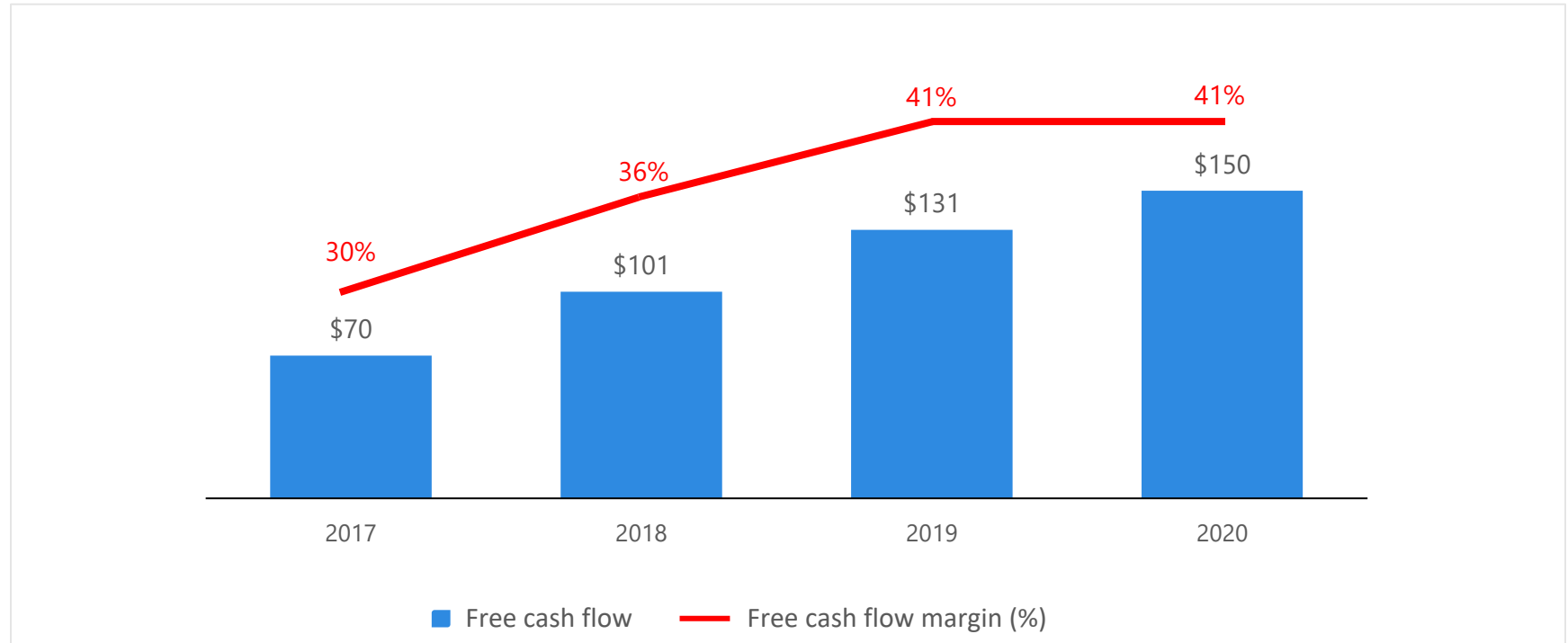
# Expanding Margins

(\$ in millions)



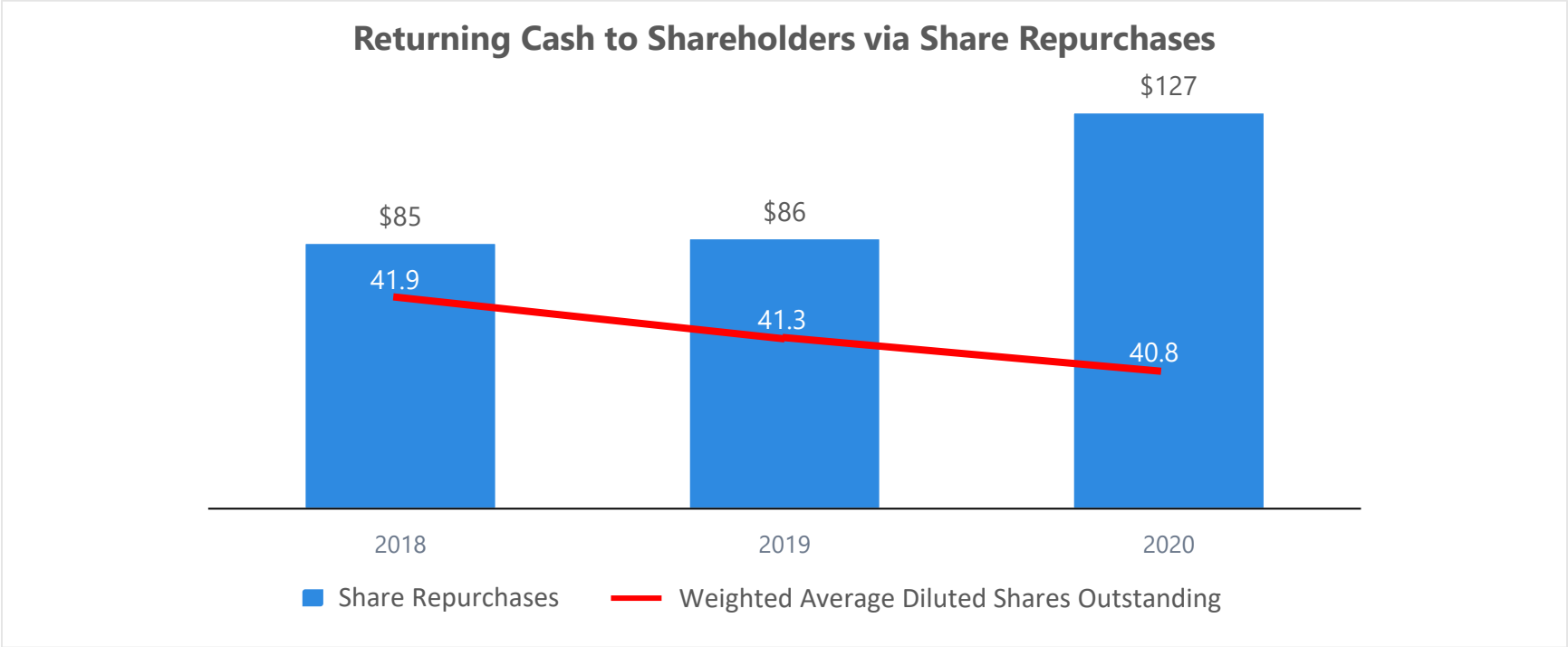
# Increasing Free Cash Flow

(\$ in millions)

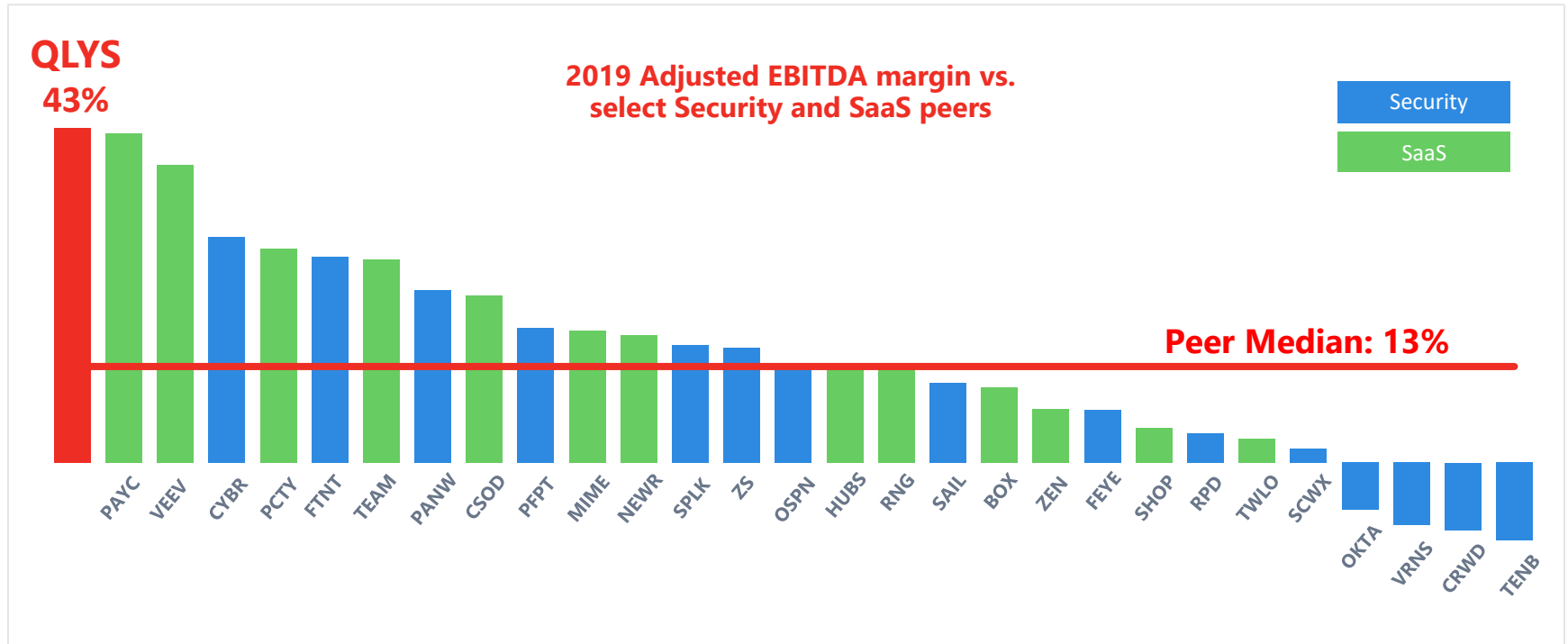


# Capital Allocation

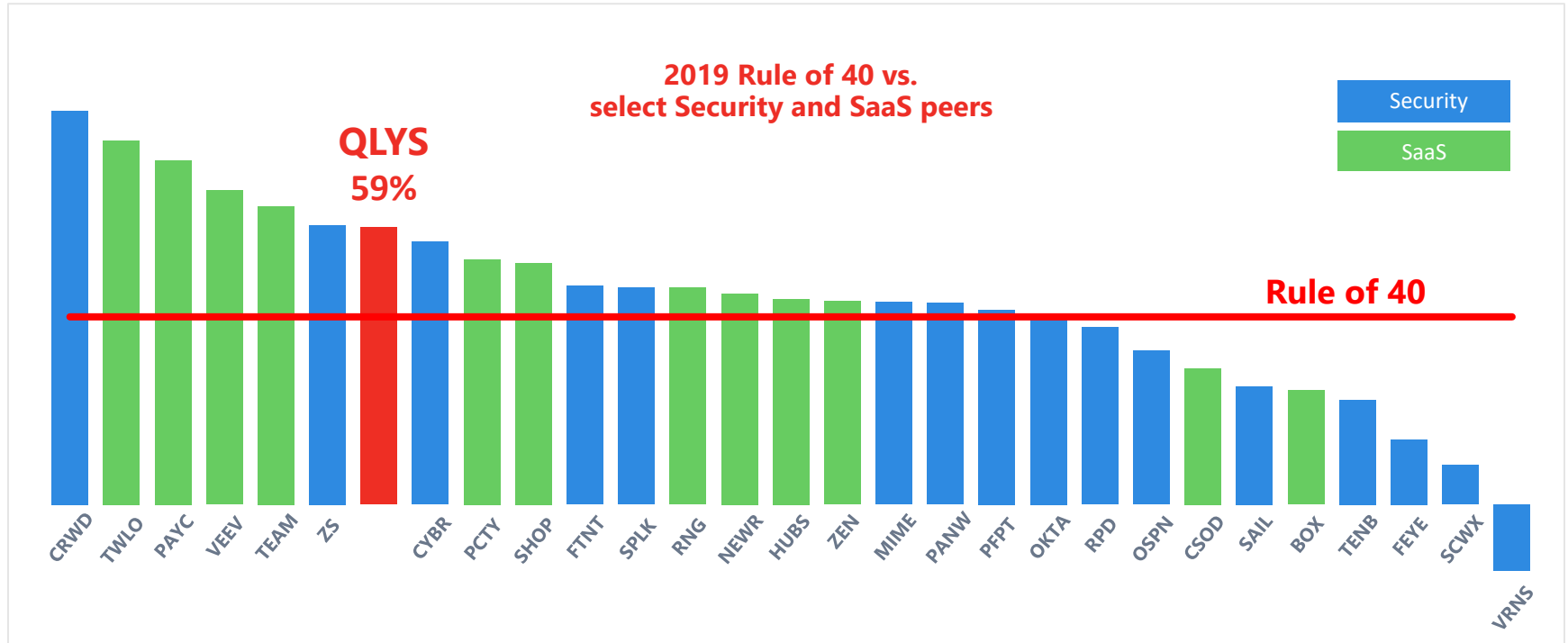
(in millions)



# Industry-leading Margins

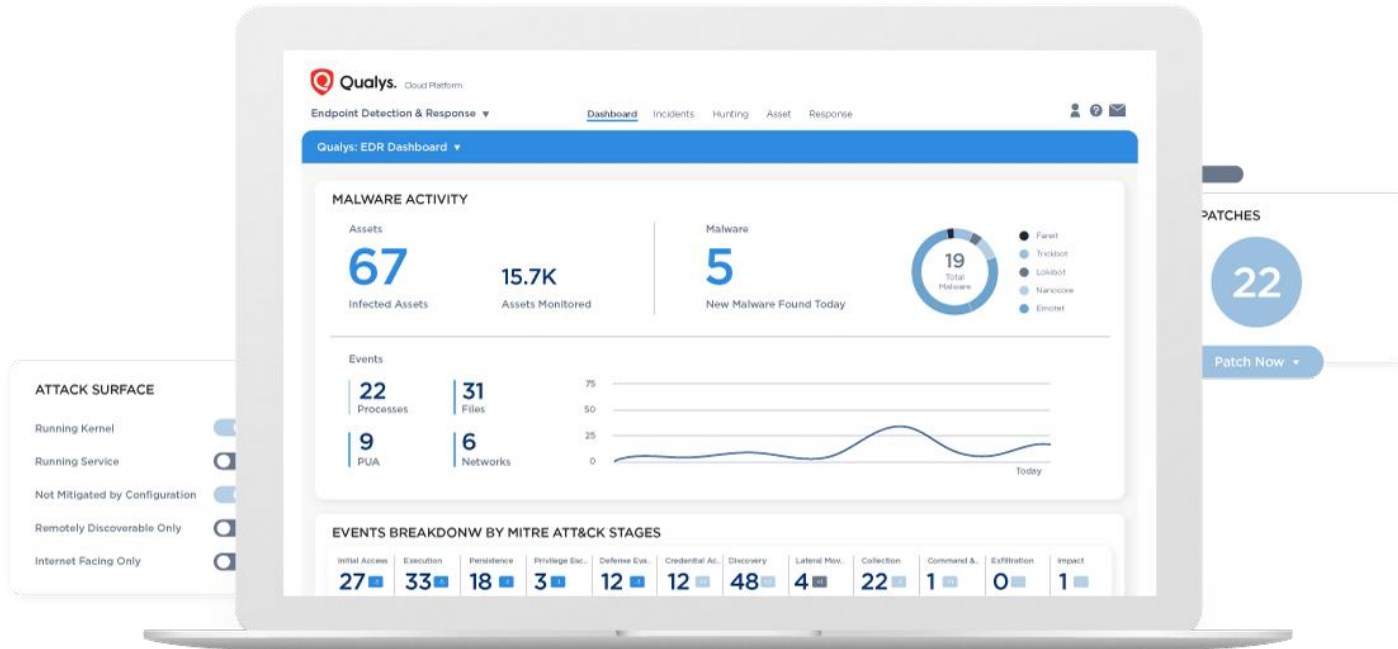


# Industry-leading Performance



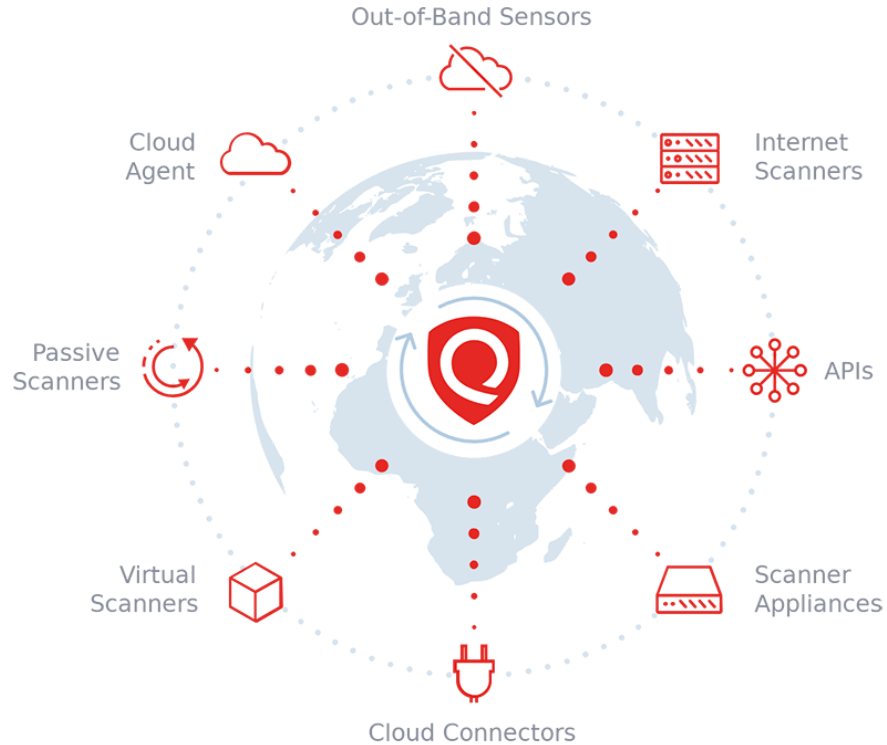
Note: 2019 Revenue Growth % + EBITDA Margin %

# Qualys Cloud Platform & What's Coming Next

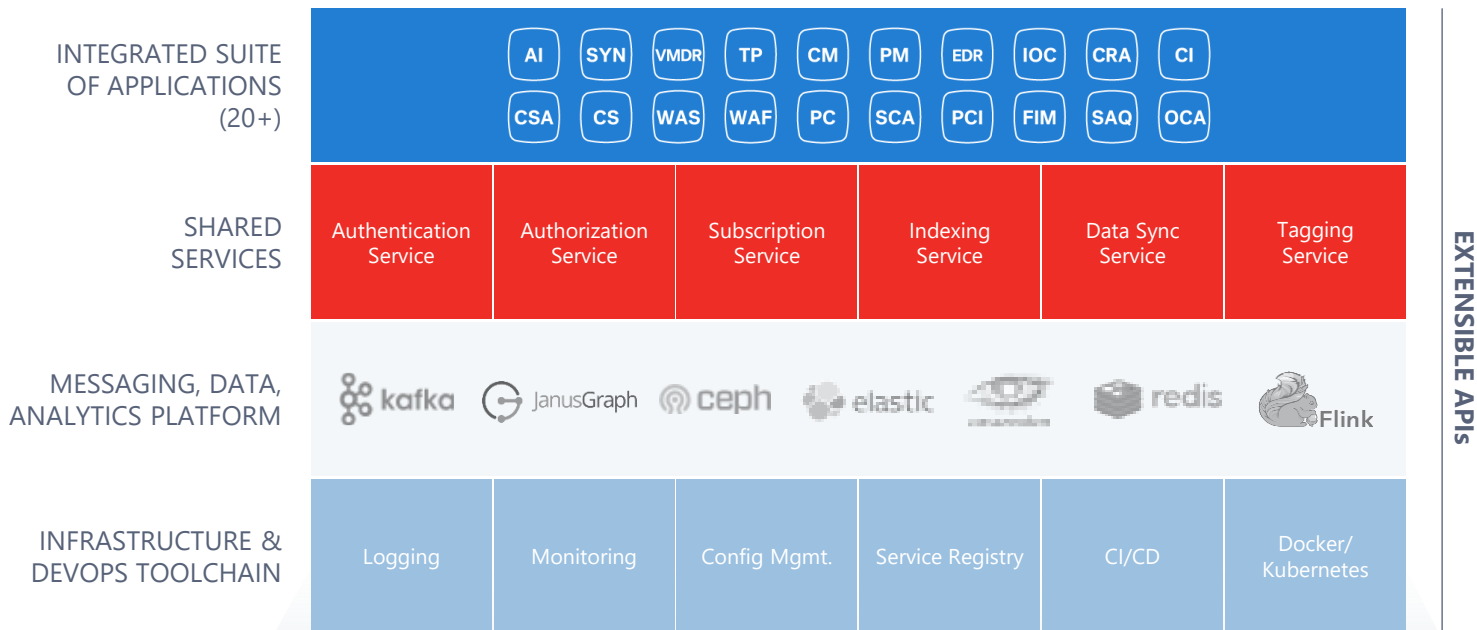


# Qualys Sensor Platform

Scalable, self-updating and centrally managed



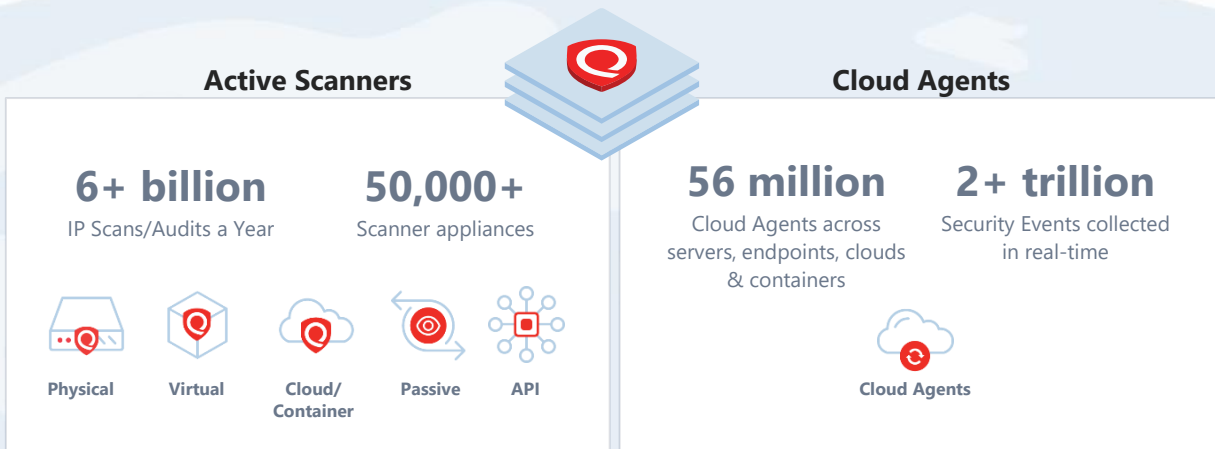
# Qualys Cloud Platform





# Global Visibility Across Hybrid IT Environments Enables Superior Security

Scalable, extensible, self-updating & centrally managed



**8+ trillion data points**

Indexed on Elasticsearch Clusters, giving 2-second visibility

# Cloud Platform Enables Vendor & Stack Consolidation

IT Security	       
Compliance	      
Web App Security	    
Asset Management	    
Cloud/Container Security	    

# 20+ IT, Security & Compliance Apps

Qualys Apps are Fully Integrated and Natively Share the Data They Collect

## ASSET MANAGEMENT

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- AI** Global IT Asset Inventory •
- SYN** CMDB Sync
- CRI** Certificate Inventory

## IT SECURITY

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- VMDR** Vulnerability Management, Detection & Response •
- TP** Threat Protection
- CM** Continuous Monitoring
- PM** Patch Management •
- EDR** Endpoint Detection & Response •
- IOC** Indication of Compromise •
- CRA** Certificate Assessment
- SaaS DR** SaaS Detection & Response

## CLOUD/CONTAINER SECURITY

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- CI** Cloud Inventory
- CSA** Cloud Security Assessment
- CS** Container Security

## COMPLIANCE

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- PC** Policy Compliance •
- SCA** Security Configuration Assessment
- PCI** PCI Compliance
- FIM** File Integrity Monitoring •
- SAQ** Security Assessment Questionnaire
- OCA** Out-of-Band Configuration Assessment

## WEB APP SECURITY

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- WAS** Web Application Scanning
- WAF** Web Application Firewall

• Available on Cloud Agent

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# Qualys Multi-Vector EDR

Bringing the Unified Power of the Qualys Cloud Platform to EDR



## Discover & Detect

Monitor assets, vulnerabilities,  
malicious attacks, incidents



## Investigate & Analyze

Correlate and provide context

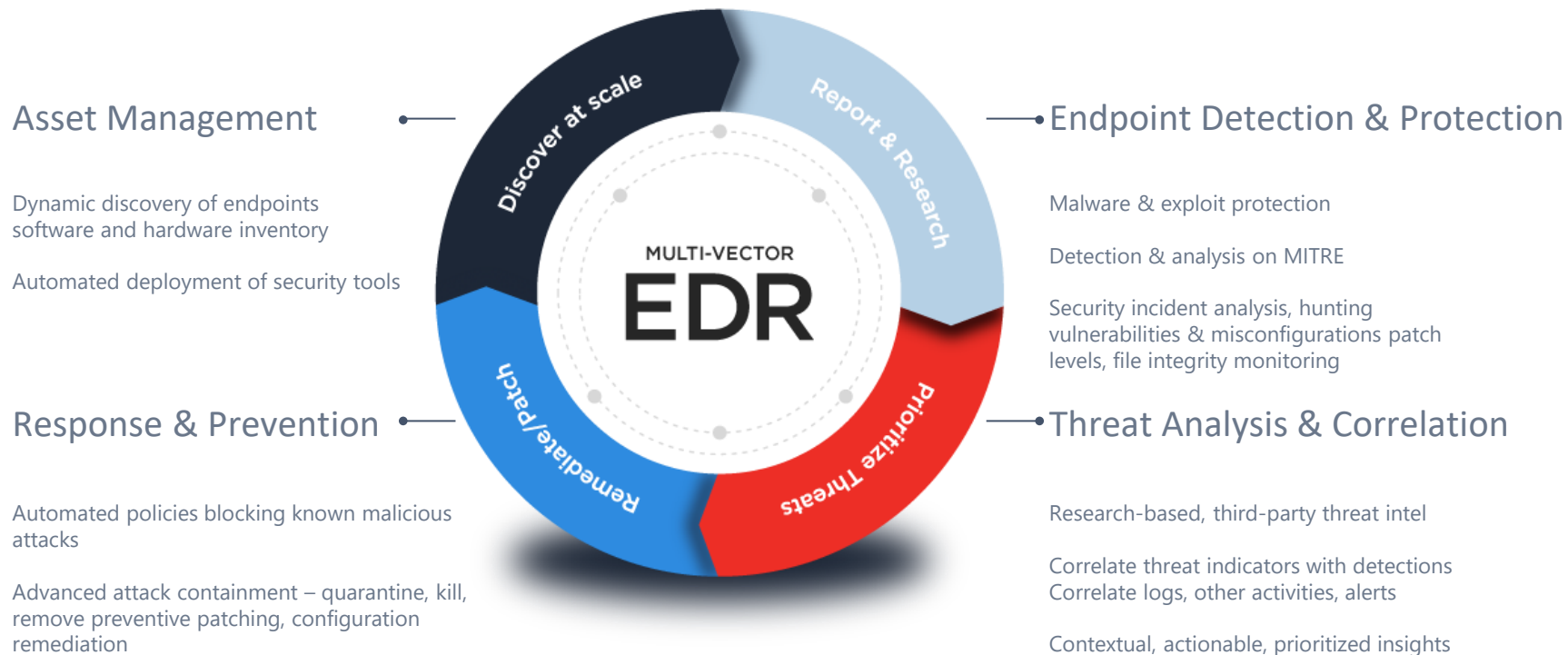


## Respond & Prevent

Mitigate the risk with  
response and prevent for  
future

A new approach that shortens response  
times and reduces costs

# Qualys Multi-Vector EDR: What Does it Take to Truly Secure Endpoints



# Qualys Multi-Vector EDR

Powered by the Qualys Cloud Platform and Singular Agent

Uses the Qualys Cloud Agent

- Same agent for Inventory, VM DR, Config Compliance, FIM, Patch
- Remove from or avoid point solution agents for your systems

Cloud Platform Processing

- Lightweight Cloud Agent only collects telemetry from the endpoint
- Storage, processing, and query performed on the Qualys Platform

Any Type of Asset  
(Windows OS initial)

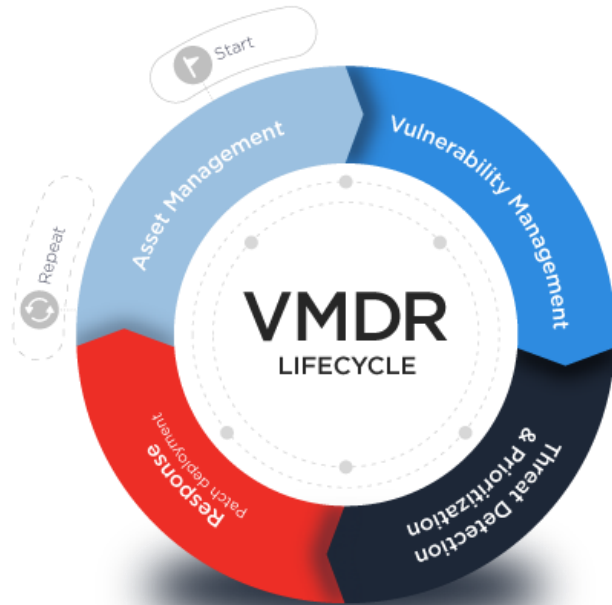
- Server, user endpoint, cloud instances located anywhere in the world
- Query system activity even if system is offline or rebuilt by IT

Multiple Use Cases

- Detection, response, hunting, investigation, correlation
- Open APIs and partner integrations

# Qualys VMDR<sup>®</sup>

Bringing Vulnerability Management to the Next Level



## ✓ Identify all known and unknown assets

Automatically detect all known and unknown IT assets everywhere for a complete, categorized inventory enriched with details such as vendor lifecycle information and much more.

## ✓ Analyze Vulnerabilities

Continuously detect vulnerability and misconfigurations per CIS benchmarks with six sigma accuracy across the entire global hybrid IT environment.

## ✓ Quickly focus on what's most urgent

Using advanced correlation and machine learning, automatically prioritize the riskiest vulnerabilities on the most critical assets, reducing thousands of vulnerabilities to the few hundred that matter.

## ✓ Inoculate your assets

With the push of a button, deploy the most relevant, superseding patch to quickly remediate vulnerabilities and threats across any size environment.

# Qualys VMDR<sup>®</sup>

A single app for discovery, assessment, detection & response

ASSET MANAGEMENT	VULNERABILITY MANAGEMENT	THREAT DETECTION & PRIORITIZATION	RESPONSE
<ul style="list-style-type: none"><li>✓ <b>Asset Discovery</b></li><li>✓ <b>Asset Inventory</b><ul style="list-style-type: none"><li>On-Prem Device Inventory</li><li>Certificate Inventory</li><li>Cloud Inventory</li><li>Container Inventory</li><li>Mobile Device Inventory</li></ul></li><li>✓ <b>Asset Categorization and Normalization</b></li><li>○ <b>Enriched Asset Information</b></li><li>○ <b>CMDB Synchronization</b></li></ul>	<ul style="list-style-type: none"><li>✓ <b>Vulnerability Management</b></li><li>✓ <b>Configuration Assessment</b></li><li>✓ <b>Certificate Assessment</b></li><li>○ <b>Additional Assessment Options</b><ul style="list-style-type: none"><li>Cloud Security Assessment</li><li>Container Security Assessment</li></ul></li></ul>	<ul style="list-style-type: none"><li>✓ <b>Continuous Monitoring</b></li><li>✓ <b>Threat Protection</b></li></ul>	<ul style="list-style-type: none"><li>✓ <b>Patch Detection</b></li><li>○ <b>Patch Management via Third-Party Vendors</b></li><li>○ <b>Patch Management via Qualys Cloud Agents</b></li><li>○ <b>Container Runtime Protection</b></li><li>○ <b>Mobile Device Management</b></li><li>○ <b>Certificate Renewal</b></li></ul> <p>✓ Included ○ Add on</p>

Qualys VMDR<sup>®</sup> covers all your needs and workflows. Priced on a per-asset basis and with no software to update, VMDR drastically reduces your total cost of ownership



# Additional Apps to Come

## Cloud Security Management

Remediation and management of cloud vulnerabilities

## OT / ICS Security

Monitor and secure operational technology environments and industrial control systems

## Secure Access Control

Respond to threats automatically by controlling access to critical resources

## XDR: Security Analytics & Response

Coalesce data into a centralized security data lake and provide advanced correlation & analytics to generate unique insights

# Advantages of the Qualys Cloud Platform

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



## 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



# Appendix

# Increasing Number of Apps Delivered Through the Qualys Cloud Platform

## IT SECURITY

**VMDR Vulnerability Management, Detection & Response**  
Discover, assess, prioritize, and patch critical vulnerabilities from a single app

**PM Patch Management**  
Streamline and accelerate vulnerability remediation for all IT assets

**CRA Certificate Assessment**  
Assess all your digital certificates for TLS/SSL vulnerabilities

**TP Threat Protection**  
Pinpoint your most critical threats and prioritize patching

**EDR Multi-Vector Endpoint Detection & Response**  
Continuously monitor and discover and respond to attacks across all endpoints

**SaaS DR SaaS Detection & Response**  
Enable SaaS application administration, licensing, security and compliance

**CM Continuous Monitoring**  
Alerts you in real time about network irregularities

**IOC Indication of Compromise**  
Continuously monitor endpoints to detect suspicious activity

## ASSET MANAGEMENT

**AI Global IT Asset Inventory**  
Maintain full, instant visibility of all your global IT assets

**SYN CMDB Sync**  
Synchronize asset information from Qualys into ServiceNow CMDB

**CRI Certificate Inventory**  
Inventory of TLS/SSL digital certificates on a global scale

## CLOUD/CONTAINER SECURITY

**CI Cloud Inventory**  
Inventory of all your cloud assets across AWS, Azure, GCP and others

**CSA Cloud Security Assessment**  
Get full visibility and control across all public cloud instances

**CS Container Security**  
Discover, track, and continuously protect containers

## COMPLIANCE

**PC Policy Compliance**  
Assess security configurations of IT systems throughout your network

**FIM File Integrity Monitoring**  
Log and track file changes across global IT systems

**SCA Security Configuration Assessment**  
Automate configuration assessment of global IT assets

**SAQ Security Assessment Questionnaire**  
Minimize the risk of doing business with vendors and other third parties

**PCI PCI Compliance**  
Automate, simplify and attain PCI compliance quickly

**OCA Out-of-Band Configuration Assessment**  
Achieve complete visibility of all known IT infrastructure

## WEB APP SECURITY

**WAS Web Application Scanning**  
Secure web applications with end-to-end protection

**WAF Web Application Firewall**  
Block attacks and virtually patch web application vulnerabilities

# Reconciliation of Adjusted EBITDA

(\$ in millions)

	2017	2018	2019	2020
Net income	\$40.4	\$57.3	\$69.3	\$91.6
Depreciation and amortization of property and equipment	19.8	25.2	25.1	26.6
Amortization of intangible assets	0.8	3.7	6.1	6.3
Provision for (benefit from) income taxes	(1.1)	(1.8)	10.6	10.5
Stock based compensation	27.0	30.1	34.9	40.0
Other income, net	(2.1)	(5.1)	(7.7)	(5.4)
<b>Adjusted EBITDA</b>	<b>\$84.8</b>	<b>\$109.4</b>	<b>\$138.3</b>	<b>\$169.5</b>

# Reconciliation of Non-GAAP Free Cash Flows

(\$ in millions)

	2017	2018	2019	2020
GAAP Cash flows provided by operating activities	\$107.6	\$125.5	\$160.6	\$180.1
Purchases of property and equipment	(37.8)	(22.8)	(27.6)	(29.6)
Principal payments under capital lease obligations	—	(1.6)	(1.7)	(0.1)
<b>Non-GAAP Free cash flows</b>	<b>\$69.8</b>	<b>\$101.1</b>	<b>\$131.3</b>	<b>\$150.4</b>

# Revenue by Geographic Area

(\$ in millions)

	2017	2018	2019	2020
United States	162.7	185.9	206.6	230.4
	70%	67%	64%	63%
Foreign	68.1	93.0	115.1	132.5
	30%	33%	36%	37%
<b>Total Revenues</b>	<b>\$230.8</b>	<b>\$278.9</b>	<b>\$321.6</b>	<b>\$363.0</b>