Investor Presentation

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

Sumedh Thakar, CEO
Joo Mi Kim, CFO

August 9, 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:
- 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 Cloud Platform and the benefits and capabilities of our platform;
- our expectations regarding the growth, benefits and market acceptance of our Vulnerability Management, Detection and Response application;
- 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, 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 third 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 third 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 and seasonal buying patterns of our customers, and the 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

Qualys’ current Total Addressable Market

<table>
<thead>
<tr>
<th>CY2020</th>
<th>CY2023E</th>
</tr>
</thead>
<tbody>
<tr>
<td>$19B</td>
<td>$30B</td>
</tr>
<tr>
<td>$8.1B</td>
<td>$5.6B</td>
</tr>
<tr>
<td>$2.3B</td>
<td>$3.3B</td>
</tr>
<tr>
<td>$3.0B</td>
<td>$3.8B</td>
</tr>
<tr>
<td>$3.0B</td>
<td>$4.2B</td>
</tr>
<tr>
<td>$1.2B</td>
<td>$1.7B</td>
</tr>
<tr>
<td>$1.5B</td>
<td>$2.0B</td>
</tr>
</tbody>
</table>

CAGR

- 10% Security Analytics and Orchestration
- 7% Endpoint Security
- 13% Cloud Security
- 8% IT Asset Management
- 11% Compliance
- 12% Web Application Security
- 11% Vulnerability Management

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

<table>
<thead>
<tr>
<th>ENTERPRISE</th>
<th>MID-MARKET</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large enterprise (Over 5,000 employees)</td>
<td>Small / medium business (Up to 5,000 employees)</td>
</tr>
<tr>
<td>New customers</td>
<td>New customers</td>
</tr>
<tr>
<td>Existing customers</td>
<td>Existing customers</td>
</tr>
</tbody>
</table>

2020 REVENUES

→ 58% Direct

→ 42% Indirect

CHANNEL

- accenture
- Deloitte
- IBM
- SecureWorks
- HCL
- Infosys
- Deutsche Telekom
- BT
- NTT
- AT&T
Attractive Value Proposition for Partners
High-margin recurring revenue with no capex / maintenance costs
Global Presence

19,000+ Customers
130+ Countries
8 Shared Platforms
85 Private Clouds
54 Locations

Note: Customers include active subscribers to our free services
Scalable Business Model

2Q18 LTM - 2Q21 LTM CAGR

- Revenue: 15%
- Adj. EBITDA: 23%
- FCF: 27%
Strong Organic Revenue Growth

($ in millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$231</td>
</tr>
<tr>
<td>2018</td>
<td>$279</td>
</tr>
<tr>
<td>2019</td>
<td>$322</td>
</tr>
<tr>
<td>2020</td>
<td>$363</td>
</tr>
<tr>
<td>Q2 2020 YTD</td>
<td>$175</td>
</tr>
<tr>
<td>Q2 2021 YTD</td>
<td>$196</td>
</tr>
</tbody>
</table>

16% CAGR

12%
New Apps Enabled by Cloud Agents

(Units in millions)

<table>
<thead>
<tr>
<th>LTM Q3 2020</th>
<th>LTM Q4 2020</th>
<th>LTM Q1 2021</th>
<th>LTM Q2 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>50</td>
<td>56</td>
<td>61</td>
<td>64</td>
</tr>
</tbody>
</table>
Increasing VMDR Penetration

Note: The penetration rate represents the percent of accounts with VMDR divided by total accounts with revenue in the quarter.
Platform Adoption Driving Higher Customer Spend

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>LTM Q2 2018</th>
<th>LTM Q2 2019</th>
<th>LTM Q2 2020</th>
<th>LTM Q2 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aggregate Revenues</td>
<td>$67</td>
<td>$91</td>
<td>$113</td>
<td>$129</td>
</tr>
<tr>
<td>Number of Customers</td>
<td>60</td>
<td>83</td>
<td>99</td>
<td>109</td>
</tr>
</tbody>
</table>

Note: Customer count is defined as customers with greater than $500K in annual revenue
Cloud Platform Enables Scalable Operational Model

- **High sales leverage**
  - Revenue per S&M headcount:
    - 2015: $1.0M
    - 2020: $1.3M

- **Leveraging low cost, high talent geos**
  - % of Customer Support, Operations, and R&D headcount in India:
    - 2015: 36%
    - 2020: 78%
Continued EBITDA Growth

($ in millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Adjusted EBITDA</th>
<th>Adjusted EBITDA margin (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$85</td>
<td>37%</td>
</tr>
<tr>
<td>2018</td>
<td>$109</td>
<td>39%</td>
</tr>
<tr>
<td>2019</td>
<td>$138</td>
<td>43%</td>
</tr>
<tr>
<td>2020</td>
<td>$170</td>
<td>47%</td>
</tr>
<tr>
<td>Q2 2020 YTD</td>
<td>$81</td>
<td>46%</td>
</tr>
<tr>
<td>Q2 2021 YTD</td>
<td>$91</td>
<td>46%</td>
</tr>
</tbody>
</table>
Increasing Free Cash Flow

($ in millions)

- 2017: $70, 30%
- 2018: $101, 36%
- 2019: $131, 41%
- 2020: $150, 41%
- Q2 2020 YTD: $70, 40%
- Q2 2021 YTD: $99, 51%
Capital Allocation

Returning Cash to Shareholders via Share Repurchases

![Graph showing share repurchases and weighted average diluted shares outstanding over three years.](image-url)

- **2018**: $85 million, 41.9 million shares
- **2019**: $86 million, 41.3 million shares
- **2020**: $127 million, 40.8 million shares

*(in millions)*
Industry Leading Margins

2020 Adjusted EBITDA margin vs. select Security and SaaS peers

QLYS 47%

Peer Median: 13%

Source: Nasdaq IR Insight
Industry Leading Performance

2020 Rule of 40 vs. select Security and SaaS peers

QLYS 60%

Rule of 40

Source: Nasdaq IR Insight
Note: 2020 Revenue Growth % + EBITDA Margin %
Qualys Cloud Platform & What’s Coming Next
Qualys Sensor Platform
Scalable, self-updating and centrally managed

Remote Scanners
(Internet facing)

Cloud Agents
(servers, endpoints, mobile devices)

Local Scanners

Passive Scanners

Out-of-Band Sensors

SaaS Connectors

Container Sensors
## Qualys Cloud Platform

### INTEGRATED SUITE OF APPLICATIONS (20+)

- **GAV**
- **CSAM**
- **CRI**
- **VMDR**
- **TP**
- **CM**
- **PM**
- **EDR**
- **CRA**
- **SaaS DR**
- **SEM**
- **ICS**
- **CI**
- **CSA**
- **CS**
- **PC**
- **SCA**
- **PCI**
- **FIM**
- **SAQ**
- **OCA**
- **WAS**
- **WAF**
- **APIS**

### SHARED SERVICES

- **Authentication Service**
- **Authorization Service**
- **Subscription Service**
- **Indexing Service**
- **Data Sync Service**
- **Tagging Service**

### MESSAGING, DATA, ANALYTICS PLATFORM

- kafka
- JanusGraph
- ceph
- elastic
- redis
- Flink

### INFRASTRUCTURE & DEVOPS TOOLCHAIN

- **Logging**
- **Monitoring**
- **Config Mgmt.**
- **Service Registry**
- **CI/CD**
- **Docker/Kubernetes**

### EXTENSIBLE APIs
Global Visibility Across Hybrid IT Environments Enables Superior Security

Scalable, extensible, self-updating & centrally managed

**Active Scanners**

- **6+ billion** IP Scans/Audits a Year
- **50,000+** Scanner appliances

**Cloud Agents**

- **64 million** Cloud Agents across servers, endpoints, clouds & containers
- **2+ trillion** Security Events collected in real-time

**9+ trillion data points**

Indexed on Elasticsearch Clusters, giving 2-second visibility
Cloud Platform Enables Vendor & Stack Consolidation

<table>
<thead>
<tr>
<th>IT Security</th>
<th>Compliance</th>
<th>Web App Security</th>
<th>Asset Management</th>
<th>Cloud/Container Security</th>
</tr>
</thead>
<tbody>
<tr>
<td>KENNA Security</td>
<td>Symantec</td>
<td>VERA CODE</td>
<td>AXONIUS</td>
<td>RedLock</td>
</tr>
<tr>
<td>tenable</td>
<td>Trustwave</td>
<td>BURPSUITE</td>
<td>ALTIRIS</td>
<td>PRISMA</td>
</tr>
<tr>
<td>TANIUM</td>
<td>SKYBOX SECURITY</td>
<td>netsparker</td>
<td>TANIUM</td>
<td>Aqua</td>
</tr>
<tr>
<td>ivanti</td>
<td>CHEF</td>
<td>Checkmarx</td>
<td>NOW</td>
<td>Sysdig</td>
</tr>
<tr>
<td>McAfee</td>
<td>Carbon Black</td>
<td></td>
<td>ivanti</td>
<td>TREND MICRO</td>
</tr>
<tr>
<td>SentinleOne</td>
<td></td>
<td></td>
<td>ForeScout</td>
<td>Tenable</td>
</tr>
<tr>
<td>Symantec</td>
<td></td>
<td></td>
<td>ARMIS</td>
<td>RAPID</td>
</tr>
</tbody>
</table>
20+
Natively integrated IT, Security & Compliance Apps

IT SECURITY
- Vulnerability Management, Detection & Response
- Threat Protection
- Continuous Monitoring
- Patch Management
- Multi-Vector Endpoint Detection & Response
- Certificate Assessment
- SaaS Detection and Response
- Secure Enterprise Mobility
- Industrial Control System (Beta)

COMPLIANCE
- Policy Compliance
- Security Configuration Assessment
- PCI Compliance
- File Integrity Monitoring
- Security Assessment Questionnaire
- Out-of-Band Configuration Assessment

ASSET MANAGEMENT
- Global AssetView
- CyberSecurity Asset Management
- Certificate Inventory

CLOUD/CONTAINER SECURITY
- Cloud Inventory
- Cloud Security Assessment
- Container Security

WEB APP & API SECURITY
- Web Application Scanning
- Web Application Firewall
- API Security (Beta)

Available on Cloud Agent
Qualys CyberSecurity Asset Management

Discover & build a complete Inventory with Auto Categorization

2-way Sync & Enrich CMDB

Detect at-risk assets & applications with in-context enrichment data

Alert, Report & Respond to identified security risks

Built on the Qualys Cloud Platform!
Qualys Multi-Vector EDR

Bringing the unified power of the Qualys Cloud Platform to EDR

Discover & Detect
Monitor assets, vulnerabilities, malicious attacks and incidents

Investigate & Analyze
Correlate and provide context

Respond & Prevent
Mitigate the risk with response and prevent future attacks

A new approach that shortens response times and reduces costs
Qualys Multi-Vector EDR: What Does it Take to Truly Secure Endpoints

Asset Management
- Dynamic discovery of endpoints software and hardware inventory
- Automated deployment of security tools

Response & Prevention
- Automated policies blocking known malicious attacks
- Advanced attack containment – quarantine, kill, remove preventive patching, configuration remediation

Endpoint Detection & Protection
- Malware & exploit protection
- Detection & analysis on MITRE
- Security incident analysis, hunting vulnerabilities & misconfigurations patch levels, file integrity monitoring

Threat Analysis & Correlation
- Research-based, third-party threat intel
- Correlate threat indicators with detections
- Correlate logs, other activities, alerts
- Contextual, actionable, prioritized insights

Malware & exploit protection
Detection & analysis on MITRE
Security incident analysis, hunting vulnerabilities & misconfigurations patch levels, file integrity monitoring
# Qualys Multi-Vector EDR

**Powered by the Qualys Cloud Platform and Singular Agent**

| Uses the Qualys Cloud Agent | • Same agent for Inventory, VMDR, Config Compliance, FIM, Patch  
<table>
<thead>
<tr>
<th></th>
<th>• Remove from or avoid point solution agents for your systems</th>
</tr>
</thead>
</table>
| 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®
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®
A single app for discovery, assessment, detection & response

<table>
<thead>
<tr>
<th>ASSET MANAGEMENT</th>
<th>VULNERABILITY MANAGEMENT</th>
<th>THREAT DETECTION &amp; PRIORITIZATION</th>
<th>RESPONSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Asset Discovery</td>
<td>✓ Vulnerability Management</td>
<td>✓ Continuous Monitoring</td>
<td>✓ Patch Detection</td>
</tr>
<tr>
<td>✓ Asset Inventory</td>
<td>✓ Configuration Assessment</td>
<td>✓ Threat Protection</td>
<td>✔ Patch Management via Third-Party Vendors</td>
</tr>
<tr>
<td>On-Prem Device Inventory</td>
<td>✓ Certificate Assessment</td>
<td></td>
<td>✔ Patch Management via Qualys Cloud Agents</td>
</tr>
<tr>
<td>Certificate Inventory</td>
<td>✓ Additional Assessment Options</td>
<td></td>
<td>✔ Container Runtime Protection</td>
</tr>
<tr>
<td>Cloud Inventory</td>
<td>Cloud Security Assessment</td>
<td></td>
<td>✔ Mobile Device Management</td>
</tr>
<tr>
<td>Container Inventory</td>
<td>Container Security Assessment</td>
<td></td>
<td>✔ Certificate Renewal</td>
</tr>
<tr>
<td>Mobile Device Inventory</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>✓ Asset Categorization and Normalization</td>
<td>✓ Enriched Asset Information</td>
<td></td>
<td>✔ Included</td>
</tr>
<tr>
<td>✓ CMDB Synchronization</td>
<td></td>
<td></td>
<td>✔ Add on</td>
</tr>
</tbody>
</table>

Qualys VMDR® 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

**API Security**
Embed security in development pipeline with comprehensive audit, vulnerability & security assessment of openAPIs against best practices, contract specifications

**XDR: Security Analytics & Response**
Coalesce data into a centralized security data lake and provide advanced correlation & analytics to generate unique insights

**OT / ICS Security**
Monitor and secure operational technology environments and industrial control systems

**Infrastructure As Code (IaC)**
Embed continuous security enforcement in development infrastructure
Monitor, detect & remediate security misconfigurations & vulnerabilities in deployment templates such as Terraform
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**

---

34
Appendix
### Reconciliation of Adjusted EBITDA

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Q2 2020 YTD</th>
<th>Q2 2021 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$40.4</td>
<td>$57.3</td>
<td>$69.3</td>
<td>$91.6</td>
<td>$45.0</td>
<td>$21.4</td>
</tr>
<tr>
<td>Depreciation and amortization of property and equipment</td>
<td>19.8</td>
<td>25.2</td>
<td>25.1</td>
<td>26.6</td>
<td>12.6</td>
<td>14.6</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>0.8</td>
<td>3.7</td>
<td>6.1</td>
<td>6.3</td>
<td>3.0</td>
<td>3.3</td>
</tr>
<tr>
<td>Income tax provision (benefit)</td>
<td>(1.1)</td>
<td>(1.8)</td>
<td>10.6</td>
<td>10.5</td>
<td>4.3</td>
<td>6.3</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>27.0</td>
<td>30.1</td>
<td>34.9</td>
<td>40.0</td>
<td>19.4</td>
<td>46.8</td>
</tr>
<tr>
<td>Other income, net</td>
<td>(2.1)</td>
<td>(5.1)</td>
<td>(7.7)</td>
<td>(5.4)</td>
<td>(3.4)</td>
<td>(1.0)</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td><strong>$84.8</strong></td>
<td><strong>$109.4</strong></td>
<td><strong>$138.3</strong></td>
<td><strong>$169.5</strong></td>
<td><strong>$81.0</strong></td>
<td><strong>$91.3</strong></td>
</tr>
</tbody>
</table>

Note: Amounts may not sum due to rounding.
# Reconciliation of Non-GAAP Free Cash Flows

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Q2 2020 YTD</th>
<th>Q2 2021 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Cash flows provided by operating activities</td>
<td>$107.6</td>
<td>$125.5</td>
<td>$160.6</td>
<td>$180.1</td>
<td>$81.6</td>
<td>$112.2</td>
</tr>
<tr>
<td>Purchases of property and equipment</td>
<td>(37.8)</td>
<td>(22.8)</td>
<td>(27.6)</td>
<td>(29.6)</td>
<td>(11.6)</td>
<td>(12.9)</td>
</tr>
<tr>
<td>Principal payments under finance lease obligations</td>
<td>—</td>
<td>(1.6)</td>
<td>(1.7)</td>
<td>(0.1)</td>
<td>(0.06)</td>
<td>(0.09)</td>
</tr>
<tr>
<td>Non-GAAP Free cash flows</td>
<td>$69.8</td>
<td>$101.1</td>
<td>$131.3</td>
<td>$150.4</td>
<td>$70.0</td>
<td>$99.2</td>
</tr>
</tbody>
</table>

Note: Amounts may not sum due to rounding.
# Revenue by Geographic Area

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Q2 2020 YTD</th>
<th>Q2 2021 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>United States</strong></td>
<td>$162.7</td>
<td>$185.9</td>
<td>$206.6</td>
<td>$230.4</td>
<td>$112.0</td>
<td>$121.1</td>
</tr>
<tr>
<td>% of total revenues</td>
<td>70%</td>
<td>67%</td>
<td>64%</td>
<td>63%</td>
<td>64%</td>
<td>62%</td>
</tr>
<tr>
<td><strong>Foreign</strong></td>
<td>$68.1</td>
<td>$93.0</td>
<td>$115.1</td>
<td>$132.5</td>
<td>$63.1</td>
<td>$75.3</td>
</tr>
<tr>
<td>% of total revenues</td>
<td>30%</td>
<td>33%</td>
<td>36%</td>
<td>37%</td>
<td>36%</td>
<td>38%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$230.8</td>
<td>$278.9</td>
<td>$321.6</td>
<td>$363.0</td>
<td>$175.1</td>
<td>$196.5</td>
</tr>
</tbody>
</table>

Note: Amounts may not sum due to rounding.