



Investor presentation

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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 ability to sell additional solutions to our customer base and the strength of demand for those solutions;
- our plans regarding the development of our technology and its expected timing;
- our expectations regarding the capabilities of our platform and solutions;
- the anticipated needs of our customers;
- our strategy, the scalability of our strategy, our ability to execute our strategy and our expectations regarding our market position;
- the expansion of our platform and our delivery of new solutions;
- the expansion of our partnerships and the related benefits of those partnerships;
- our ability to effectively manage our costs; and
- our expectations for existing and new MSSPs, which are multi-year contracts at fixed prices.

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.

Investment highlights

Leading SaaS security and compliance solutions cloud platform

Uniquely positioned to capitalize on the move to the cloud and stack consolidation

Multiple levers of recurring revenue growth

Scalable business model and industry-leading profitability

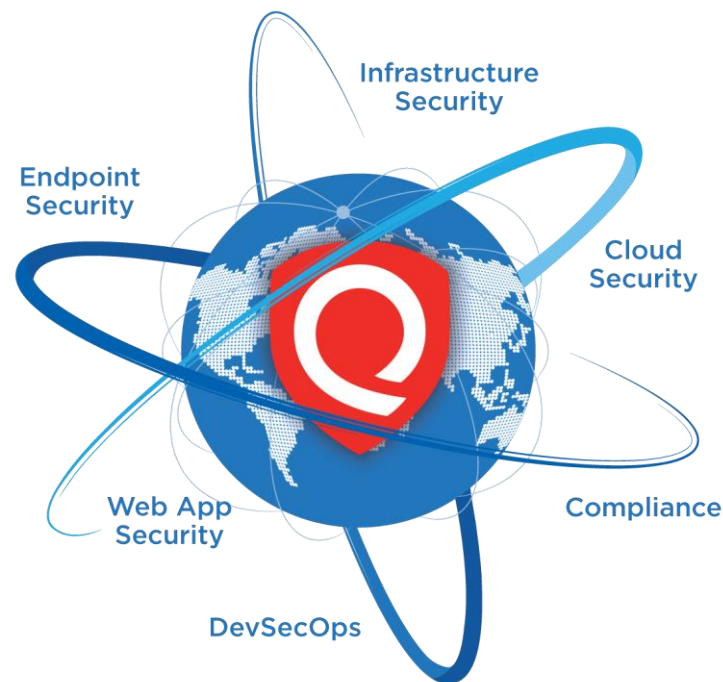
Qualys Cloud Platform

Delivers 2-second visibility across all global IT assets and the continuous view of their security & compliance posture

Consolidates multiple enterprise security & compliance solutions and more to come...

All centrally managed, self updating and natively sharing information

Drastically reducing infrastructure, operational and maintenance costs



Qualys Cloud Platform

A new unified approach to prevention and response



2-second visibility across all of your global IT assets
(on premise, endpoints and cloud assets)



Continuous assessment of your global security &
compliance posture



Identify compromised assets



Consolidate all your security and compliance stacks



Secure your digital transformation



Drastically reduce your spend

Qualys: A Next-gen Security and Compliance Platform



Source: Morgan Stanley

Unique advantages of the Qualys Cloud Platform



No hardware to buy or manage

Nothing to install or manage, and all services are accessible in the cloud via web interface. Qualys operates and maintains everything.



Lower operating costs

With everything in the cloud, there are no capital expenditures, no extra human resources needed, and no infrastructure or software to buy and maintain.



Easy to deploy and maintain

Easily perform assessments on geographically distributed and segmented networks at the perimeter, behind the firewall, on dynamic cloud environments and endpoints.



Unprecedented scaling

Qualys Cloud Platform is a scalable, end-to-end solution for all aspects of IT security. Once deployed, seamlessly add new coverage, users and services as you need them.



Always Up-to-date

Qualys has the largest knowledge base of vulnerability signatures in the industry and performs over 3 billion IP scans per year. All security updates are made in real time.



Data stored securely

Vulnerability data is securely stored and processed in an n-tiered architecture of load-balanced servers. Our encrypted databases are physically and logically secure.

Available as a Public or on-premises Private Cloud

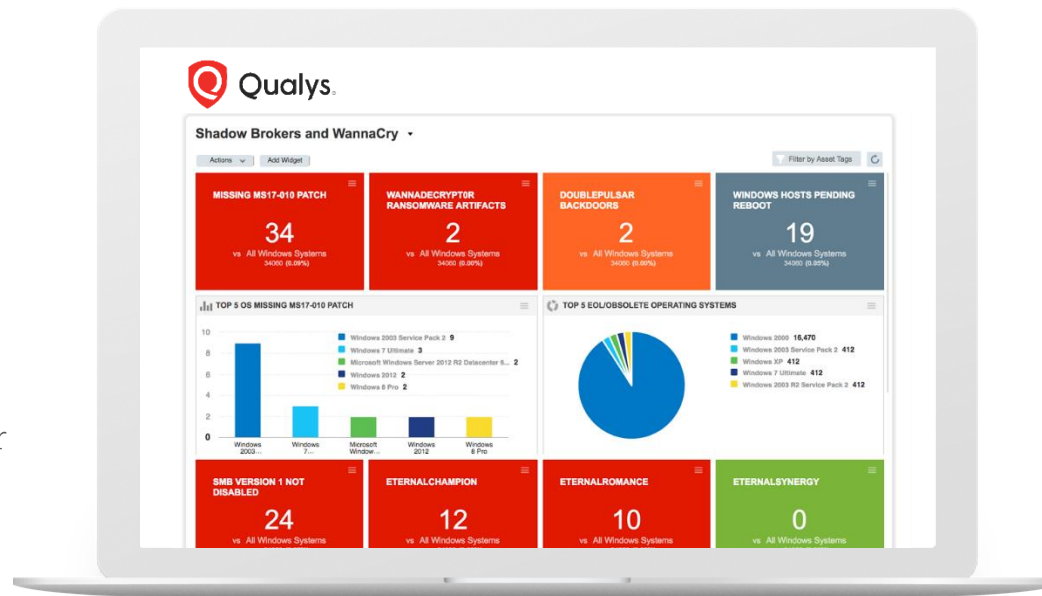
- | | |
|-----------------------------|---|
| Full server rack | For governments, enterprises, and MSSPs |
| Virtual rack | For governments, enterprises, and MSSPs |
| Standalone appliance | For small businesses |

See the results in one place anytime, anywhere

Via dynamic and customizable dashboards and centrally managed, self-updating, integrated Cloud Apps in a single-pane-of-glass UIs (AssetView, CloudView, CertView...)

1+ trillion
Security Events

3+ billion
IP Scans/Audits a Year



28+ billion
Data Points Indexed on
Elasticsearch Clusters

99.9996%
Six Sigma Scanning
Accuracy

Qualys Cloud Platform Apps

ASSET MANAGEMENT

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

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

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

CRI **Certificate Inventory (Beta in Sep)**
Inventory of TLS/SSL digital certificates on a global scale

IT SECURITY

VM **Vulnerability Management**
Continuously detect and protect against attacks, anytime, anywhere

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

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

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

CS **Container Security (Beta)**
Discover, track, and continuously protect containers

CRA **Certificate Assessment (Beta in Sep)**
Assess all your digital certificates for TLS/SSL vulnerabilities

COMPLIANCE MONITORING

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

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

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

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

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

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

WEB APPLICATION 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

Qualys Cloud Platform enables vendor and stack consolidation

IT Security

RAPID7

tenable
network security

Compliance Monitoring

McAfee

NetIQ

RAPID7

Symantec

tenable
network security

Trustwave

Web Application Security

f5

Hewlett Packard Enterprise

IBM

IMPERA

VERACODE

New services in the making

New Services

CARBON BLACK



evident.io

FireEye

ForeScout

TANIUM

tripwire

Twistlock

VENAFI

Blue chip global customer base

70% of the Forbes Global 50 and 25% of the Forbes Global 2000 standardized on Qualys

-  9 of the top 10 in Major Banks
-  9 of the top 10 in Software
-  8 of the top 10 in Consumer Discretionary
-  8 of the top 10 in Consumer Staples
-  8 of the top 10 in Technology
-  7 of top 10 in Telecommunications
-  6 of top 10 in Healthcare
-  5 of top 10 in Energy & Utilities
-  5 of top 10 in Industrial & Materials
-  5 of top 10 in Insurance

Note: Based on Forbes Global 2000 Classification

9,300+ Customers



A grid of logos for various global companies, including ADP, Agilent Technologies, ally, accenture, AVAYA, Bayer, Boston Scientific, GM, BASF, CATERPILLAR, kpn, CISCO, DAIMLER, DUPONT, Deloitte., DOW JONES, ERNST & YOUNG, gsk, Goldman Sachs, THE HOME DEPOT, hp, KPMG, Lilly, Merck, NISSAN, PRICEWATERHOUSECOOPERS, PURDUE, SYBASE, bp, STARWOOD, Agily, ORACLE, Russell Investments, Symantec., STAPLES, STARZI, VIACOM, intuit, MORNINGSTAR, THOMSON, TOSHIBA, VeriSign, Walgreens, THE WB STORES, and WILLIAMS-SONOMA.

Strong global presence

9,300+
Customers

120+
Countries

5
Data Centers

40
Private Cloud

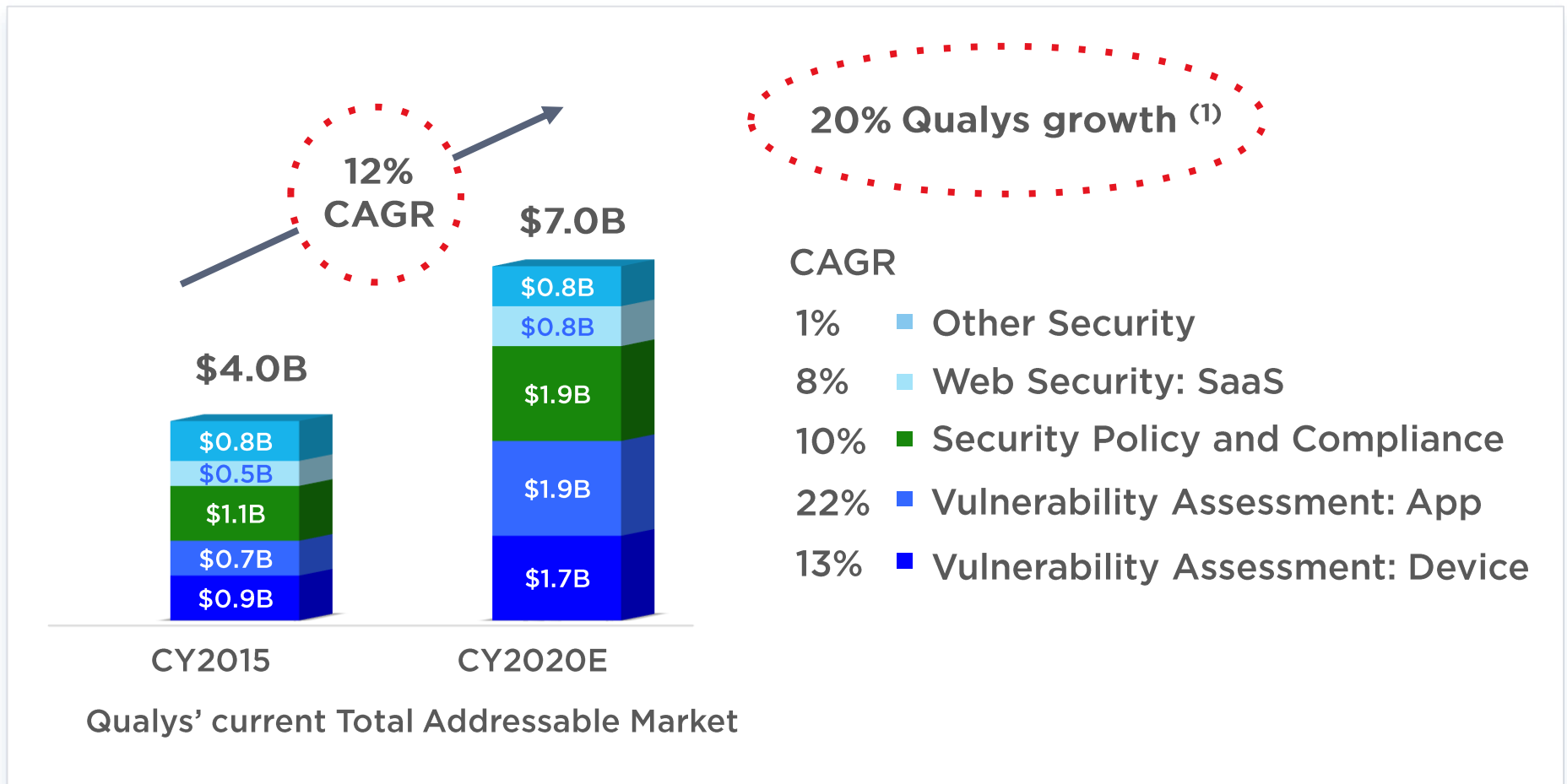
27
Locations



• Marked are Qualys locations

Large market opportunity

Qualys has taken the #1 market-share position over IBM and HP in the \$1.6B Vulnerability Assessment Market



⁽¹⁾ FY15 Revenue to FY16 Revenue Growth
Source: IDC

Scalable go-to-market model

Market segmentation & key strategic partners

ENTERPRISE
Large enterprise
(Over 5,000 employees)

New customers | Existing customers

SME & SMB
Small / medium business
(Up to 5,000 employees)

New customers | Existing customers

2016 REVENUES

Direct
58%



Channel
42%

Attractive value proposition for partners

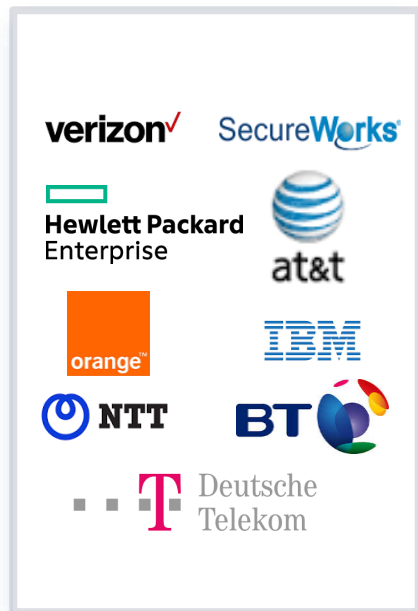
High-margin recurring revenue with no capex

MSSPs
telcos

Outsourcing
providers

VAS
resellers

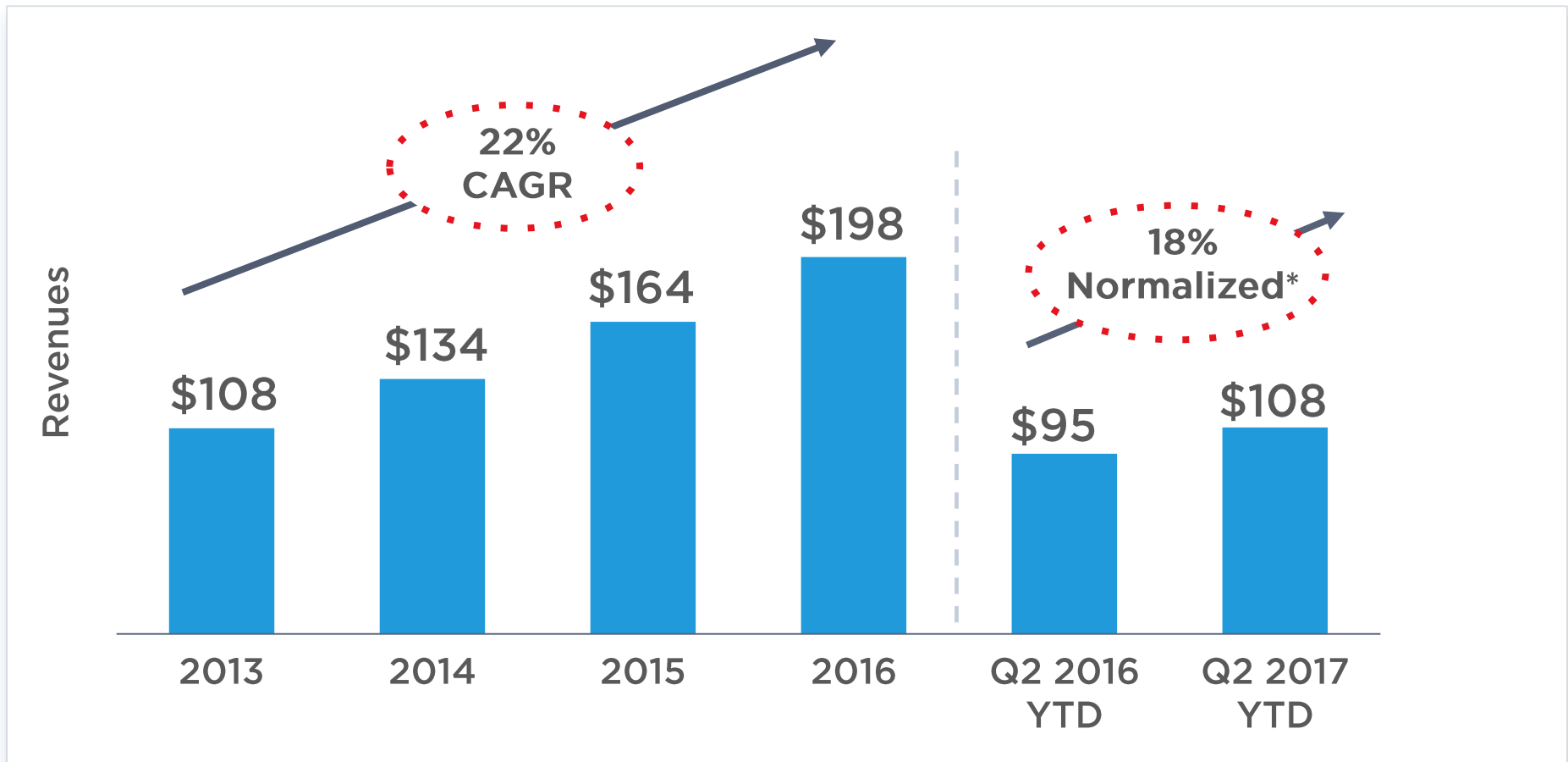
Consultant
auditors



Strong and consistent organic revenue growth

Outperforming market and gaining share

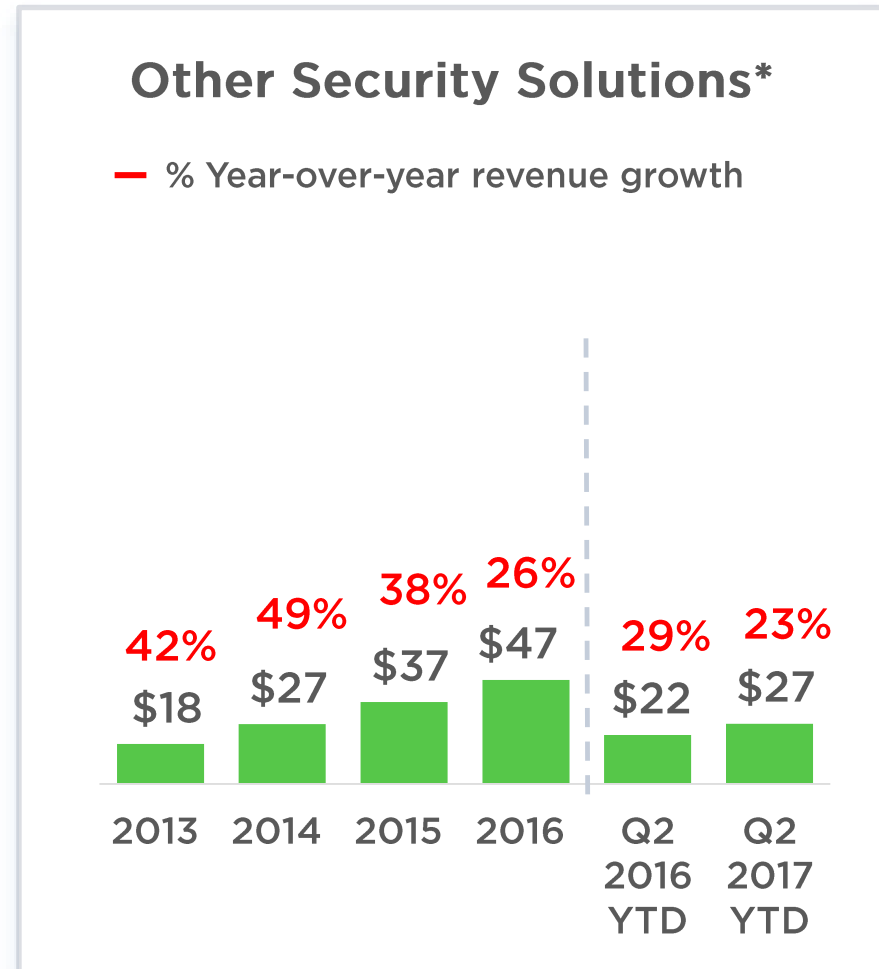
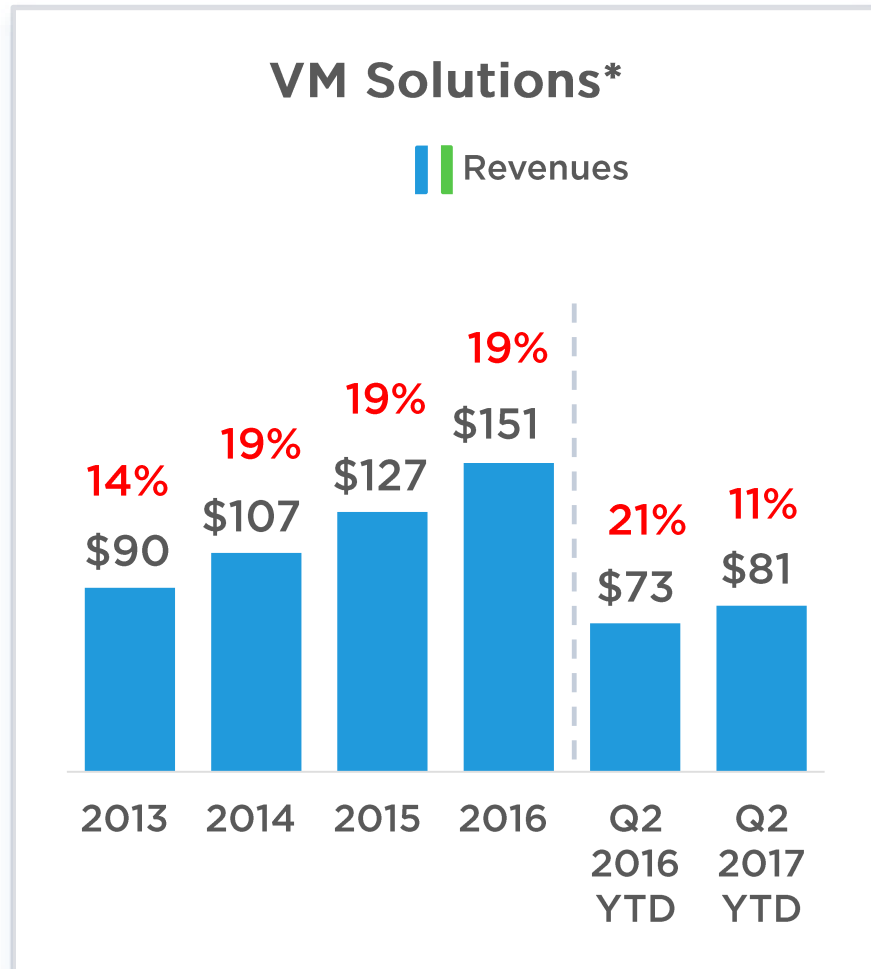
(\$ in millions)



*Normalized for MSSP and FX

Strong growth in VM and Other Security Solutions

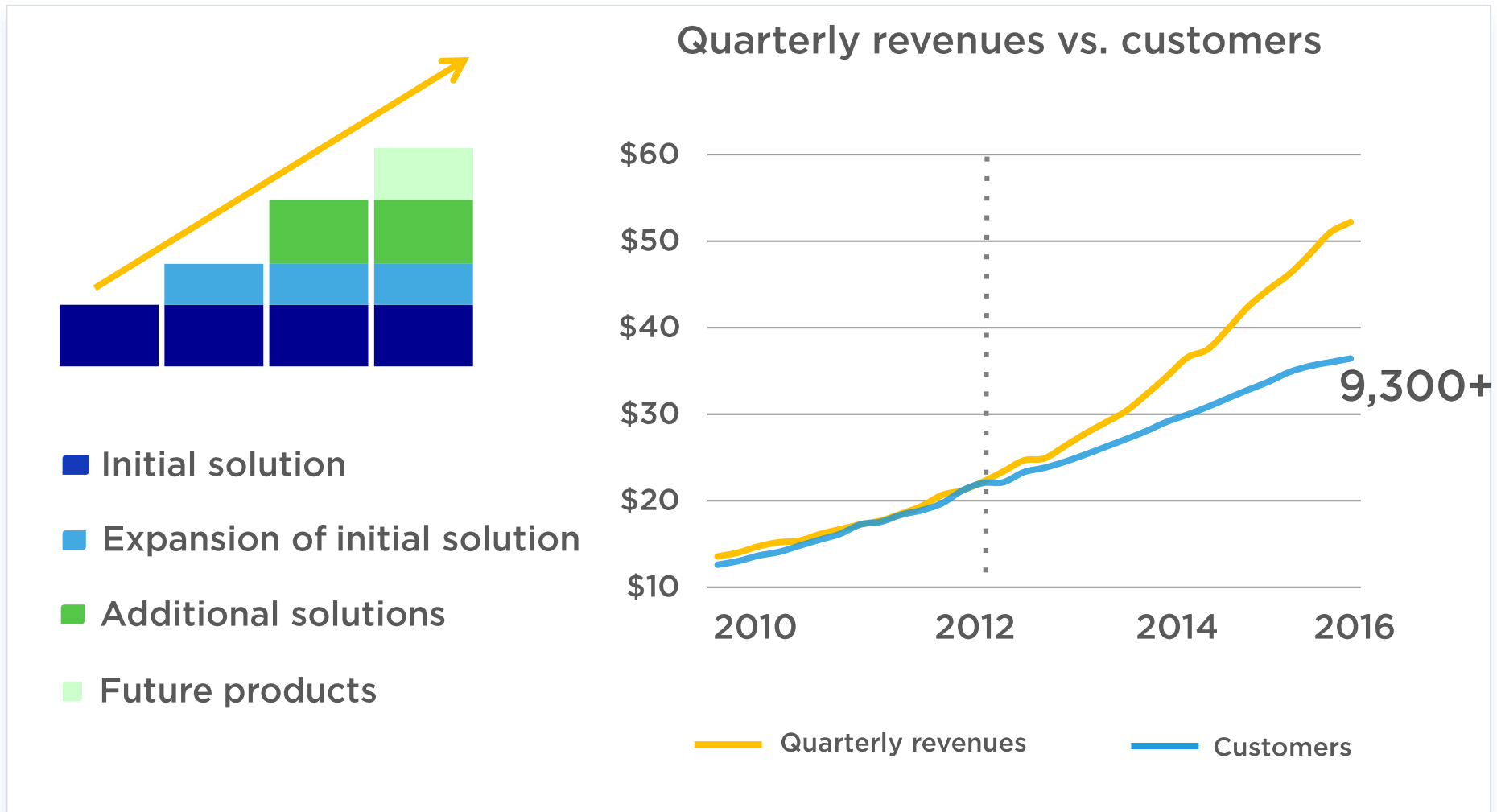
(\$ in millions)



* VM Solutions include VM, PCP, CM, CA for VM, AV, and TP; Other Security Solutions include PC, PCI, CA for PC, SAQ, WAS and WAF; scanners and pro-rata credits allocated based on revenues. Growth rates are not normalized for MSSP and FX

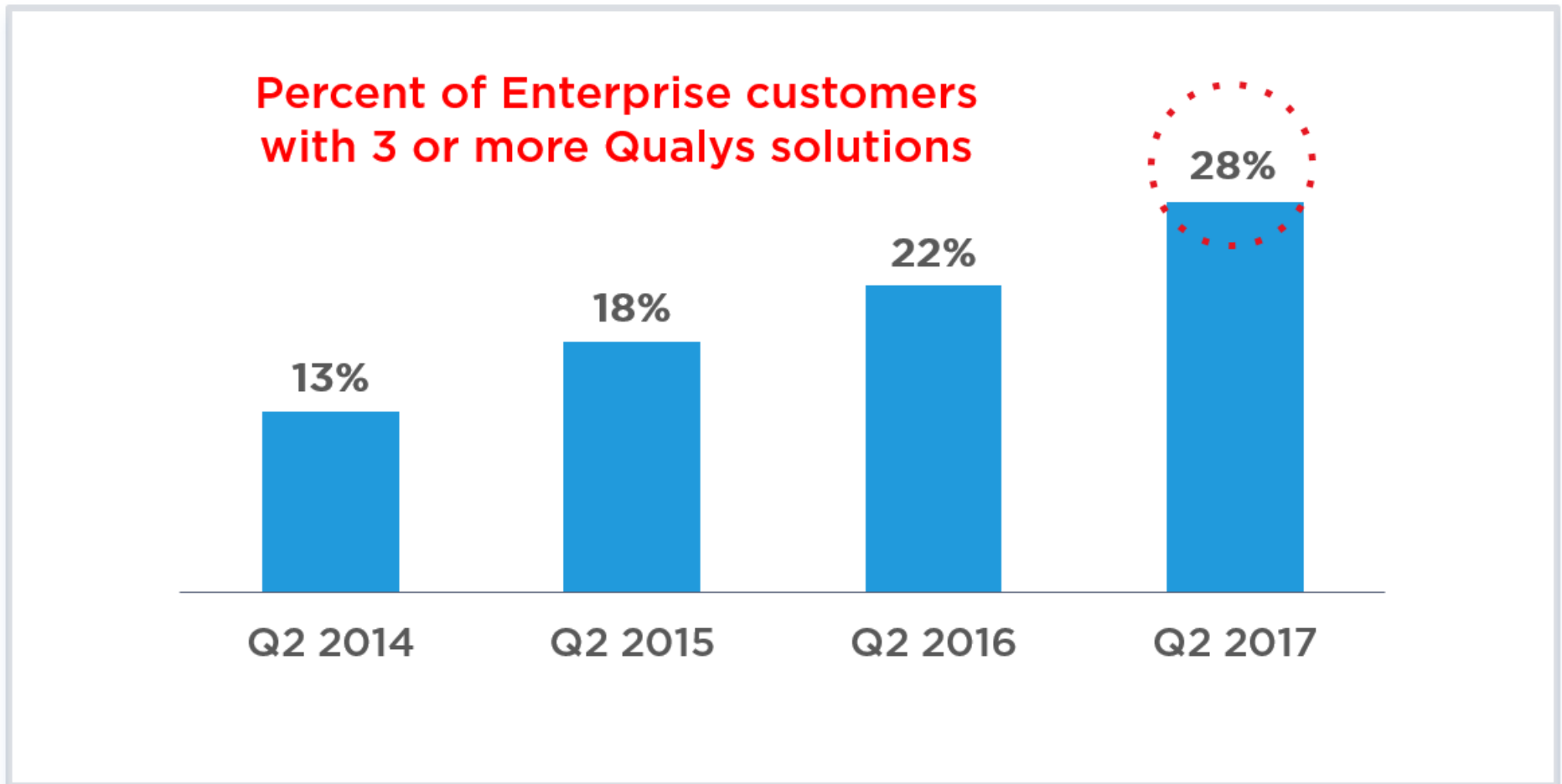
Strong customer retention drives land and expand

(\$ in millions)



Platform adoption accelerating

% of Enterprise customers with 3+ Qualys products has more than doubled in the last 3 years

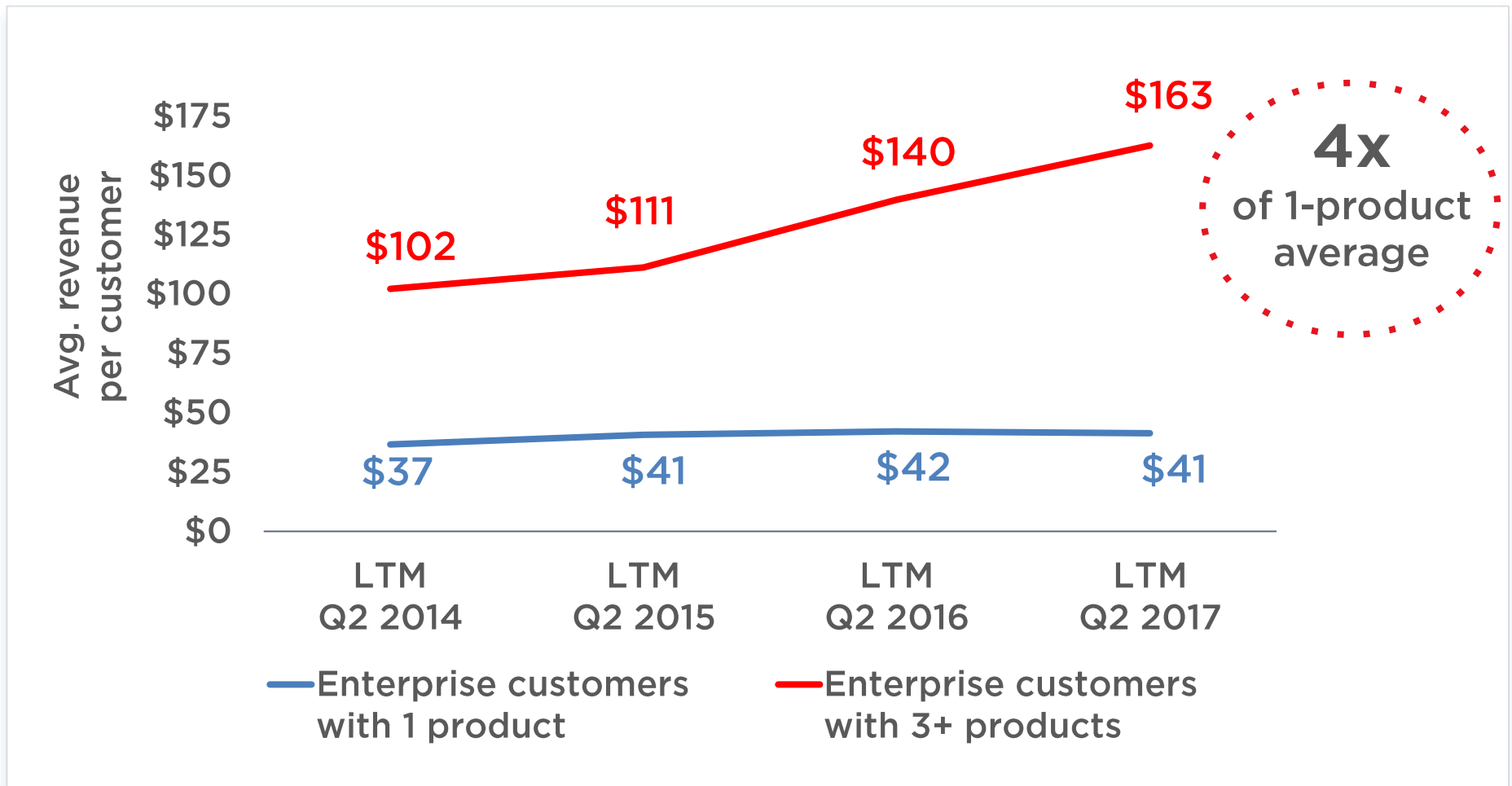


Note: PCI excluded in the product count for Enterprise customers because it is bundled with Vulnerability Management

Multiplier effect

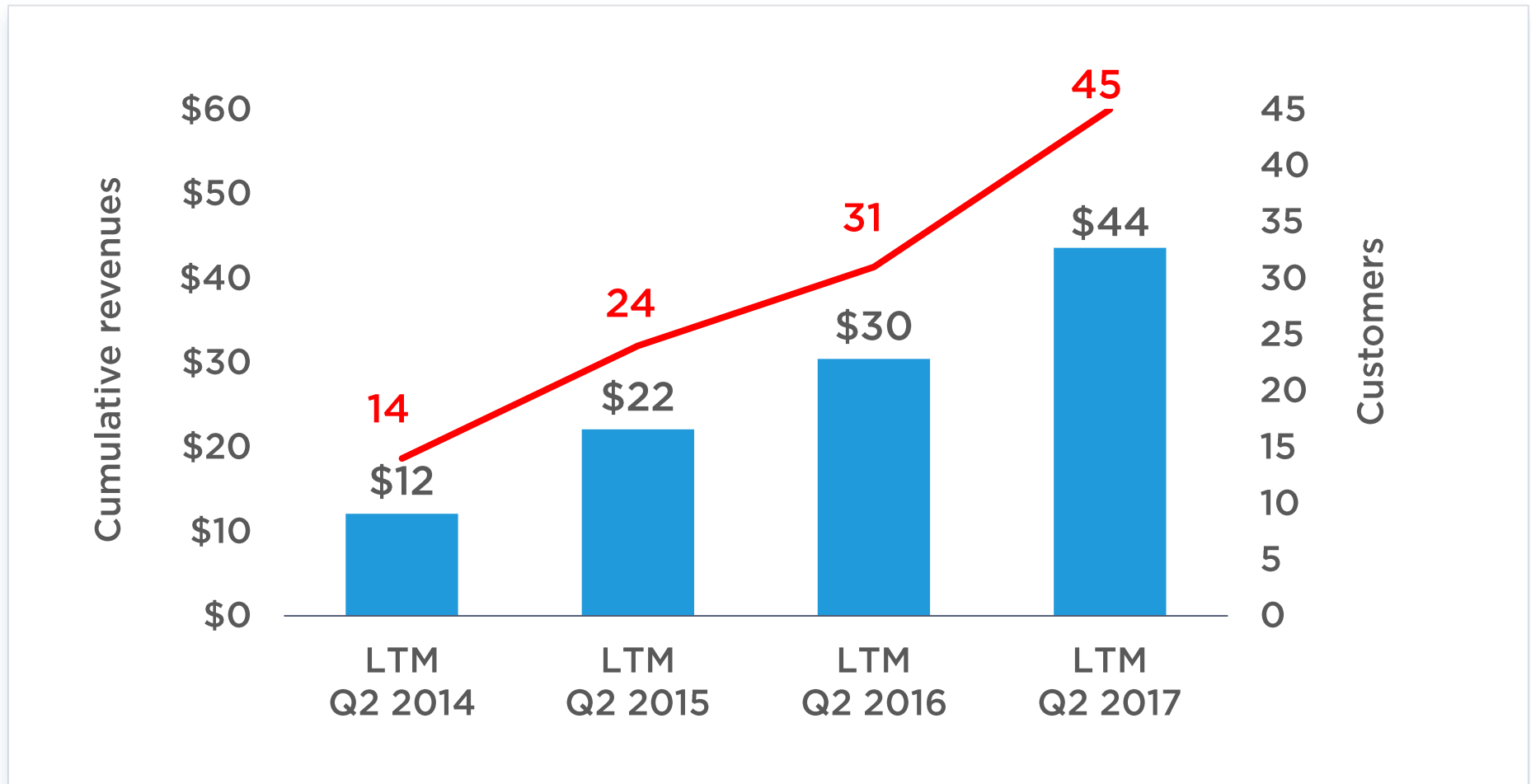
Enterprise customers with 3+ products spend 4x 1-product customers

(\$ in thousands)



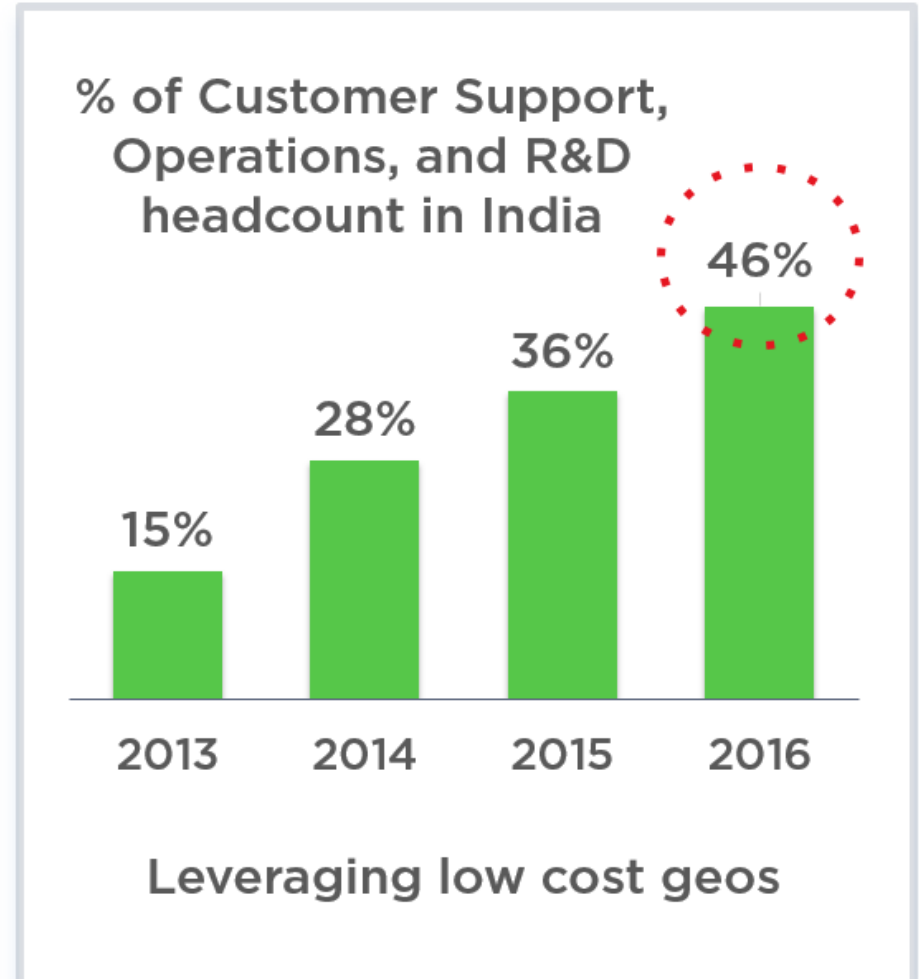
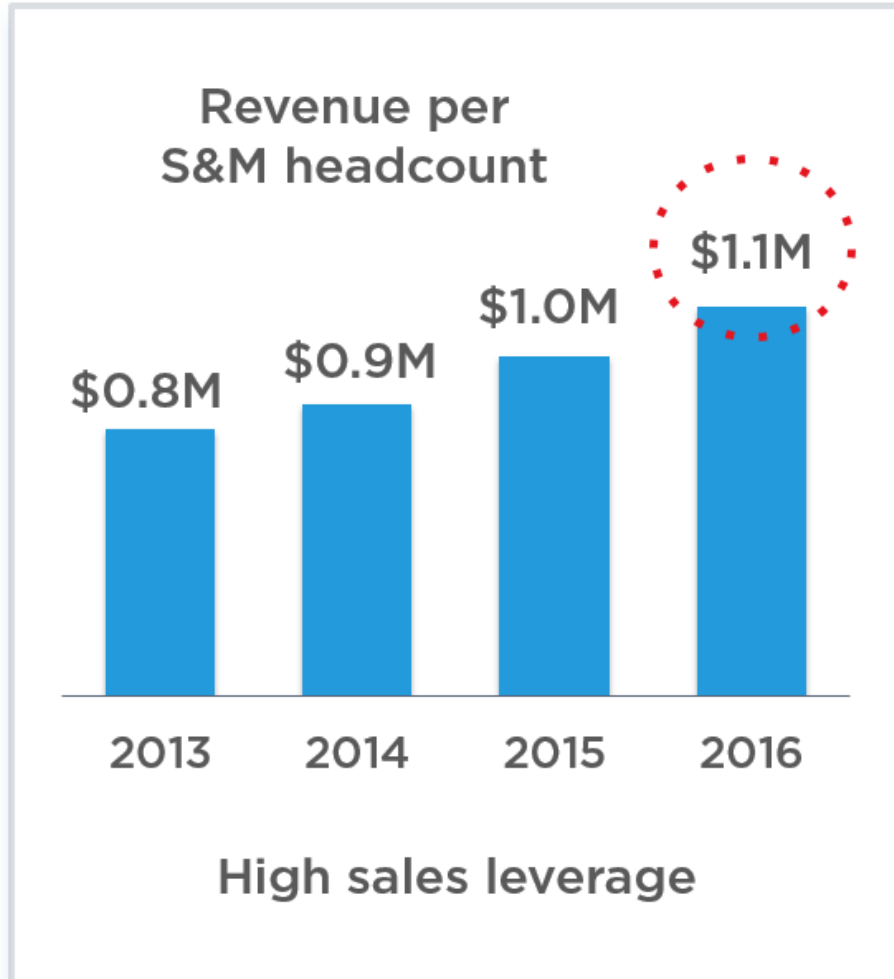
Increasing number of customers with annual revenue >\$500K

(\$ in millions)



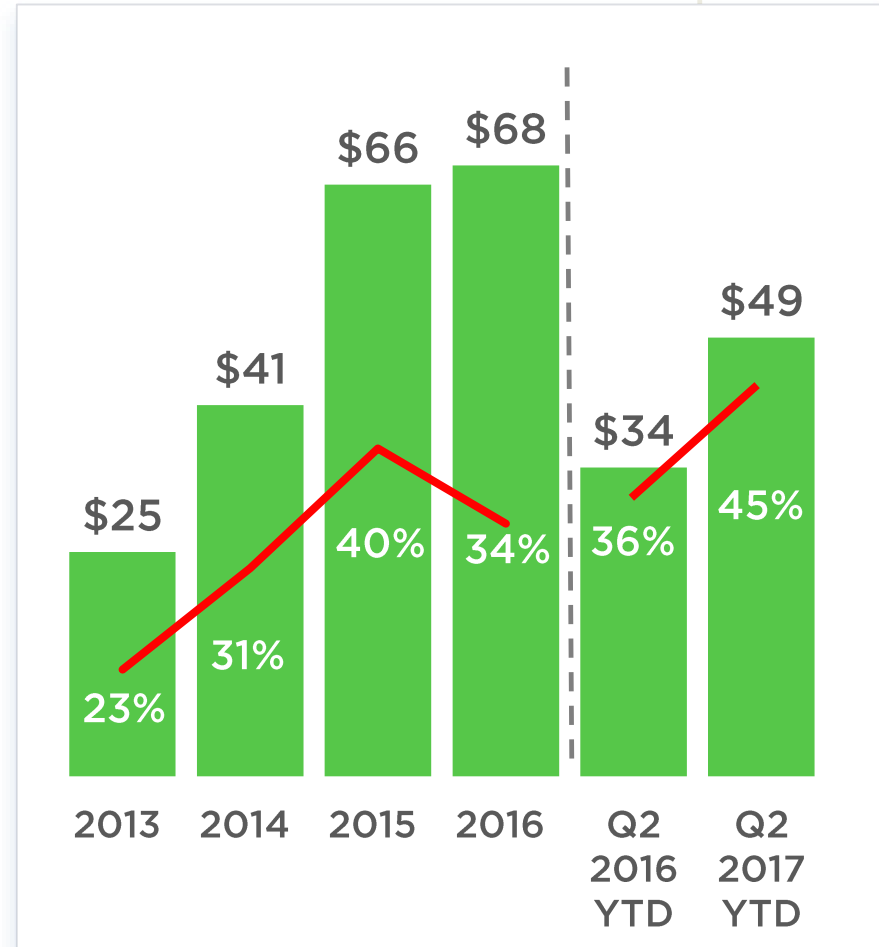
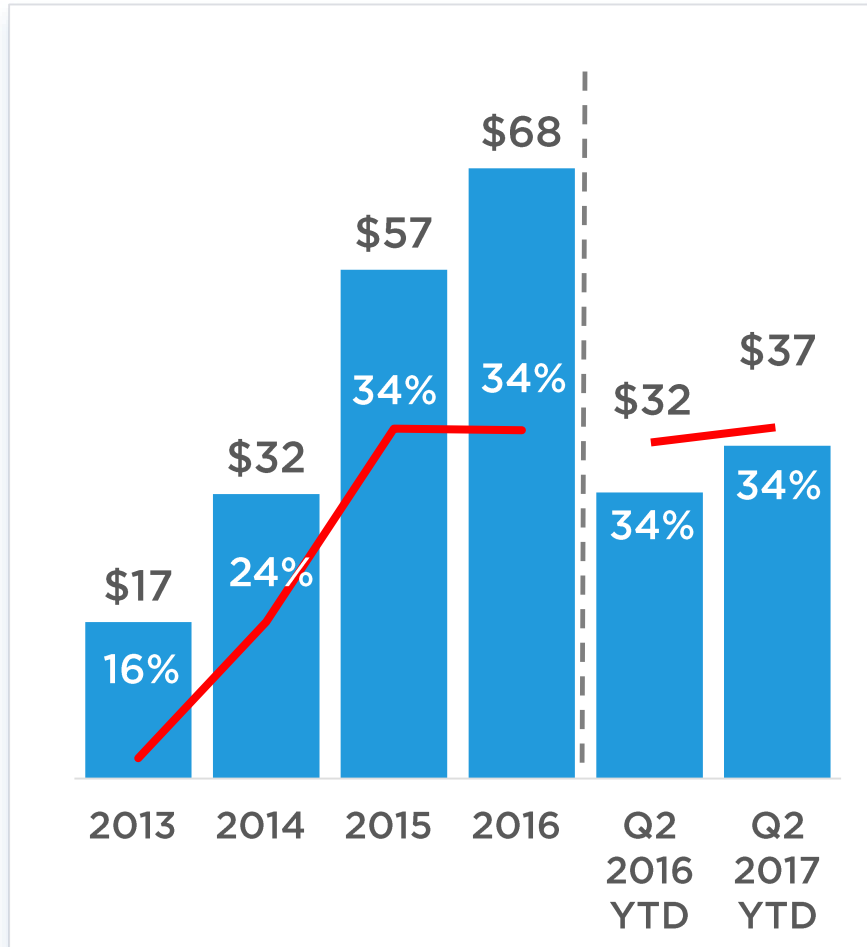
Note: Customer count is defined as customers with greater than \$500K in annual revenue

Platform enables scalable operational model



Increasing adjusted EBITDA & operating cash flow

(\$ in millions)



■ Adjusted EBITDA — Adjusted EBITDA margin (%)

■ Operating cash flow — Operating cash flow margin (%)

Industry-leading margins and scalable business model

2016 EBITDA margin vs. select Security and SaaS peers

Qualys
34%

Security
SaaS

Peer average: (1%)

QLYS
CYBR
LOGM
TEAM
PANW
CUDA
NOW
FTNT
PFPT
SPLK
WDAY
CSOD
MIME
IMPV
ZEN
SHOP
HUBS
VRNS
FEYE
NEWR
BL
SCWX
APTI
BOX
RPD
COUP
MULE
MOBL
TLND
AYX
INST
OKTA

Source: JPMorgan

Revenue guidance range

(\$ in thousands)

	Q3 FY17		FY 2017	
Revenue guidance range	\$58,200	\$58,900	\$226,800	\$228,300
Y/Y revenue growth under US GAAP	14.1%	15.5%	14.6%	15.3%
Plus: estimated impact of MSSP contract signed in Feb 2016	1.5%	1.5%	1.6%	1.6%
Plus: estimated foreign exchange impact	1.1%	1.1%	1.1%	1.1%
Estimated normalized revenue growth	16.8%	18.2%	17.3%	18.1%

Summary

Leading SaaS security and compliance solutions cloud platform

Uniquely positioned to capitalize on the move to the cloud and stack consolidation

Multiple levers of recurring revenue growth

Scalable business model and industry-leading profitability



Appendix



Reconciliation of Adjusted EBITDA

(\$ in thousands)

	2016	2015	2014	2013	Q2 2017 YTD	Q2 2016 YTD
Net income	\$19,224	\$15,865	\$30,244	\$1,541	\$29,132	\$8,321
Other (income) expenses, net	(322)	286	634	268	(813)	(208)
Provision for (benefit from) income taxes	11,205	8,655	(21,631)	500	(11,654)	5,196
Depreciation and amortization of property and equipment	16,621	13,974	11,504	9,195	9,564	7,609
Amortization of intangible assets	373	386	393	417	219	219
Stock based compensation	20,149	17,494	10,549	5,506	10,779	10,019
One-time tax related expense	716	---	---	---	---	716
Adjusted EBITDA	\$67,966	\$56,660	\$31,693	\$17,427	\$37,227	\$31,872

Reconciliation of revenues

(\$ in thousands)

	Q2 2017 YTD
Revenues	\$108,423
Y/Y revenue growth under US GAAP	14.5%
Plus: impact of MSSP contract signed in Feb 2016	2.1%
Plus: foreign exchange impact	1.3%
Normalized revenue growth	17.9%