



Investor presentation

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October 31st, 2017

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 stack consolidation and move to the cloud

Multiple levers of recurring revenue growth

Scalable business model and industry-leading profitability

Qualys: Next-gen Security and Compliance Platform



Source: Morgan Stanley

Qualys Cloud Platform Benefits



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 vulnerable and compromised assets



Consolidate all your security and compliance stacks



Secure your digital transformation



Drastically reduce your overall security and compliance spend

Qualys Cloud Platform

Unified approach to detection,
prevention & response

Integrated Suite of Applications



Analytics and Reporting Engines



Distributed Sensors



Environments

On-premise



Endpoints



Cloud



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)**
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**
Continuously monitor endpoints to detect suspicious activity

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

CRA **Certificate Assessment (Beta)**
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**
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

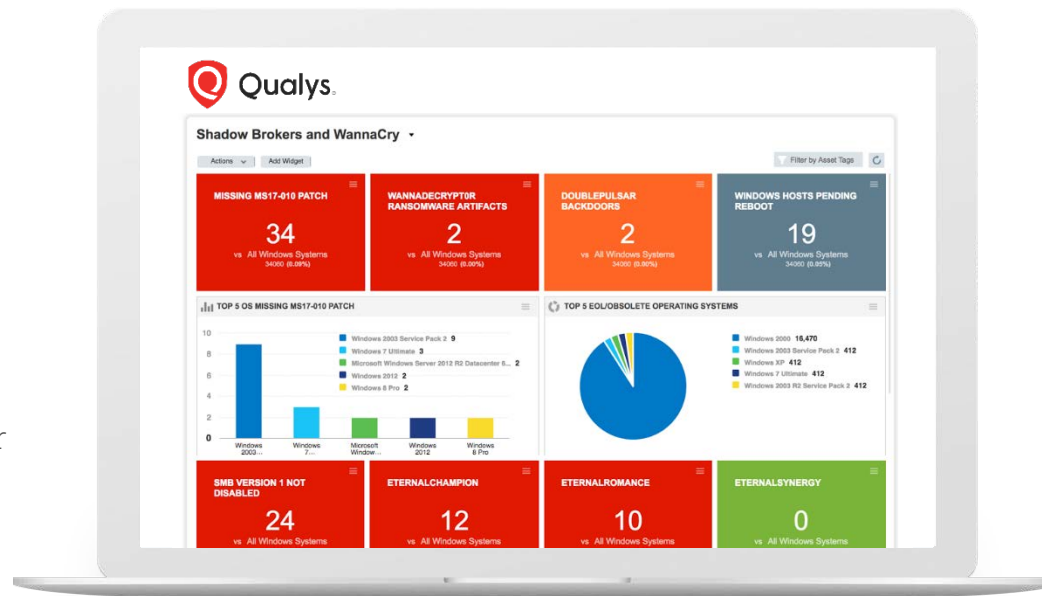
Note: Target beta as of Q4 FY17

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



250+ billion
Data Points Indexed on
Elasticsearch Clusters

99.9996%
Six Sigma Scanning
Accuracy

Applications to come

Target beta dates

Q4 2017

Container Security

Discover, track, and continuously protect containers

Cloud Inventory

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

Cloud Security Assessment

Get full visibility and control across all public cloud instances

Certificate Inventory

Inventory of TLS/SSL digital certificates on a global scale

Certificate Assessment

Assess all your digital certificates for TLS/SSL vulnerabilities

Q1 2018

Passive Network Discovery

Discover and classify all live devices in your network in real-time

Q2 2018

Patch Management

Cross platform unified patch management to respond quickly to critical vulnerabilities

Q3 2018

Secure Access Control

Respond to threats automatically by controlling access to critical resources

Qualys Cloud Platform enables vendor and stack consolidation

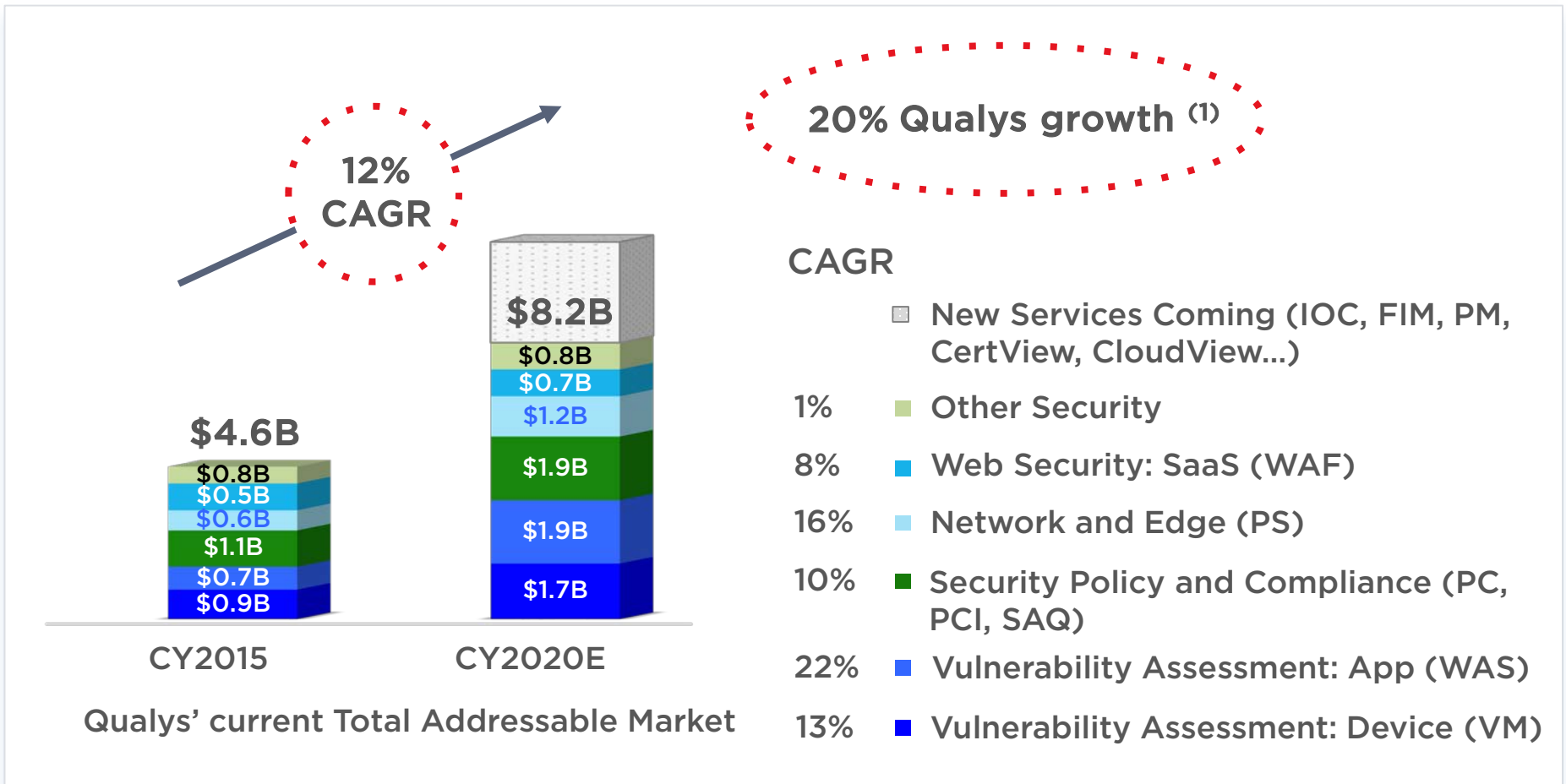
IT Security				
Compliance Monitoring	 	 		
Web Application Security	 			

New services in the making

New Services	 	 	 	 	
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Large expanding 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

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

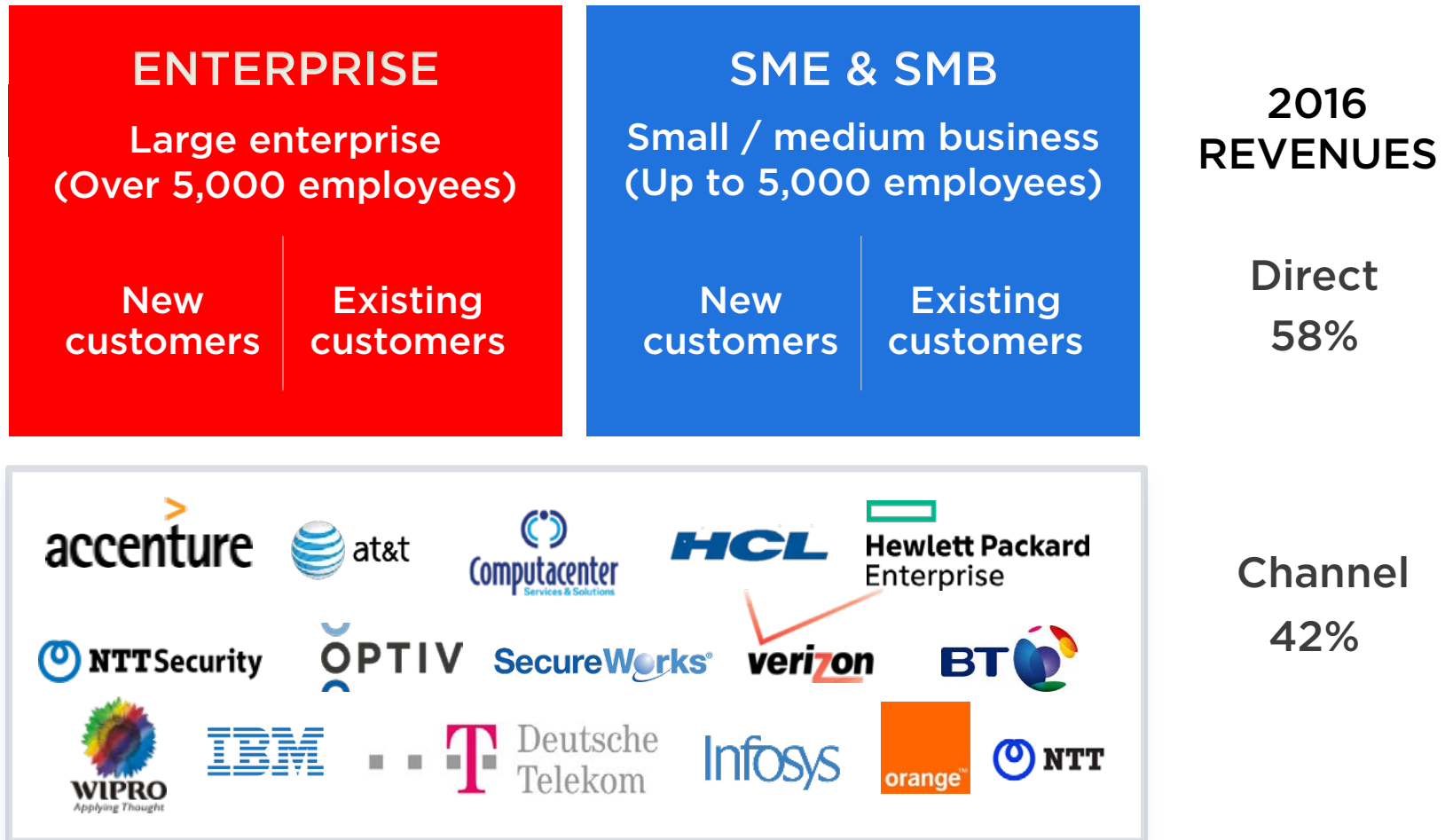
9,300+ Customers



A collection of logos for various global companies, including ADP, Agilent Technologies, ally, accenture, AVAYA, NISSAN, Boston Scientific, GM, BASF, Microsoft, kpn, CISCO, DAIMLER, DU PONT, Deloitte., DOW JONES, ERNST & YOUNG, Apple, Goldman Sachs, HP, KPMG, Lilly, Merck, SOCIETE GENERALE, PRICEWATERHOUSECOOPERS, PURDUE, SYBASE, STARWOOD, Agily, ORACLE, Bank of America, Symantec, STAPLES, STARZI, VIACOM, intuit, MCGRAW HILL, THOMSON, TOSHIBA, VeriSign, amazon, WILLIAMS-SONOMA, gsk, Russell Investments, and CATERPILLAR.

Scalable go-to-market model

Market segmentation & key strategic partners



Attractive value proposition for partners

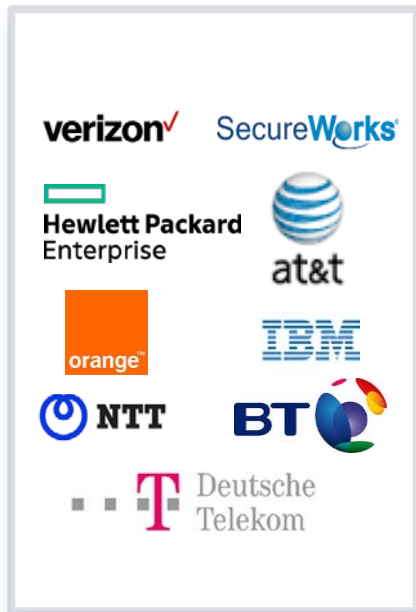
High-margin recurring revenue with no capex

MSSPs
telcos

Outsourcing
providers

VAS
resellers

Consultant
auditors



Strong global presence

9,300+
Customers

120+
Countries

5
Data Centers

50
Private Clouds

27
Locations

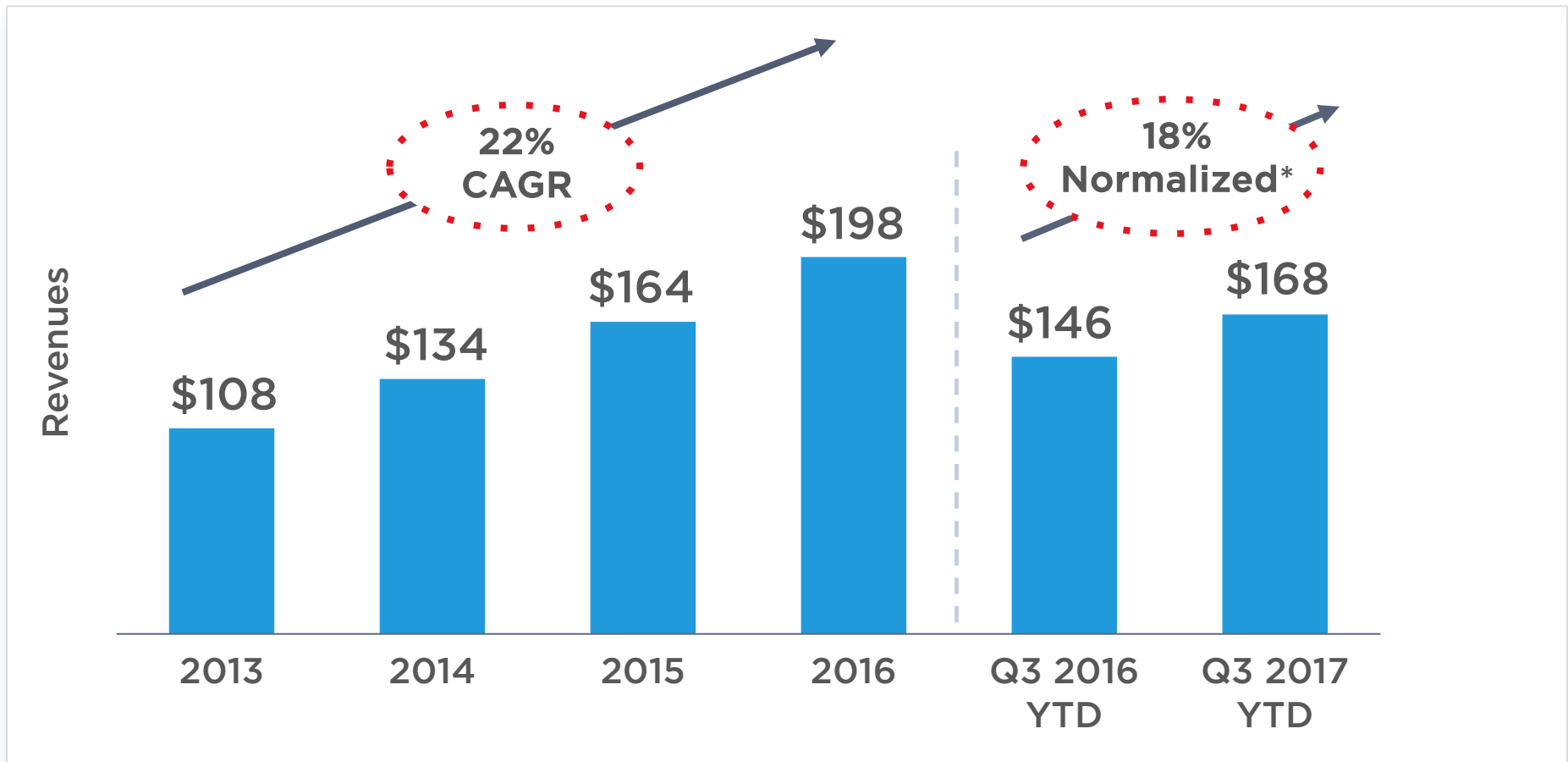


● Qualys locations

Strong and consistent organic revenue growth

Outperforming market and gaining share

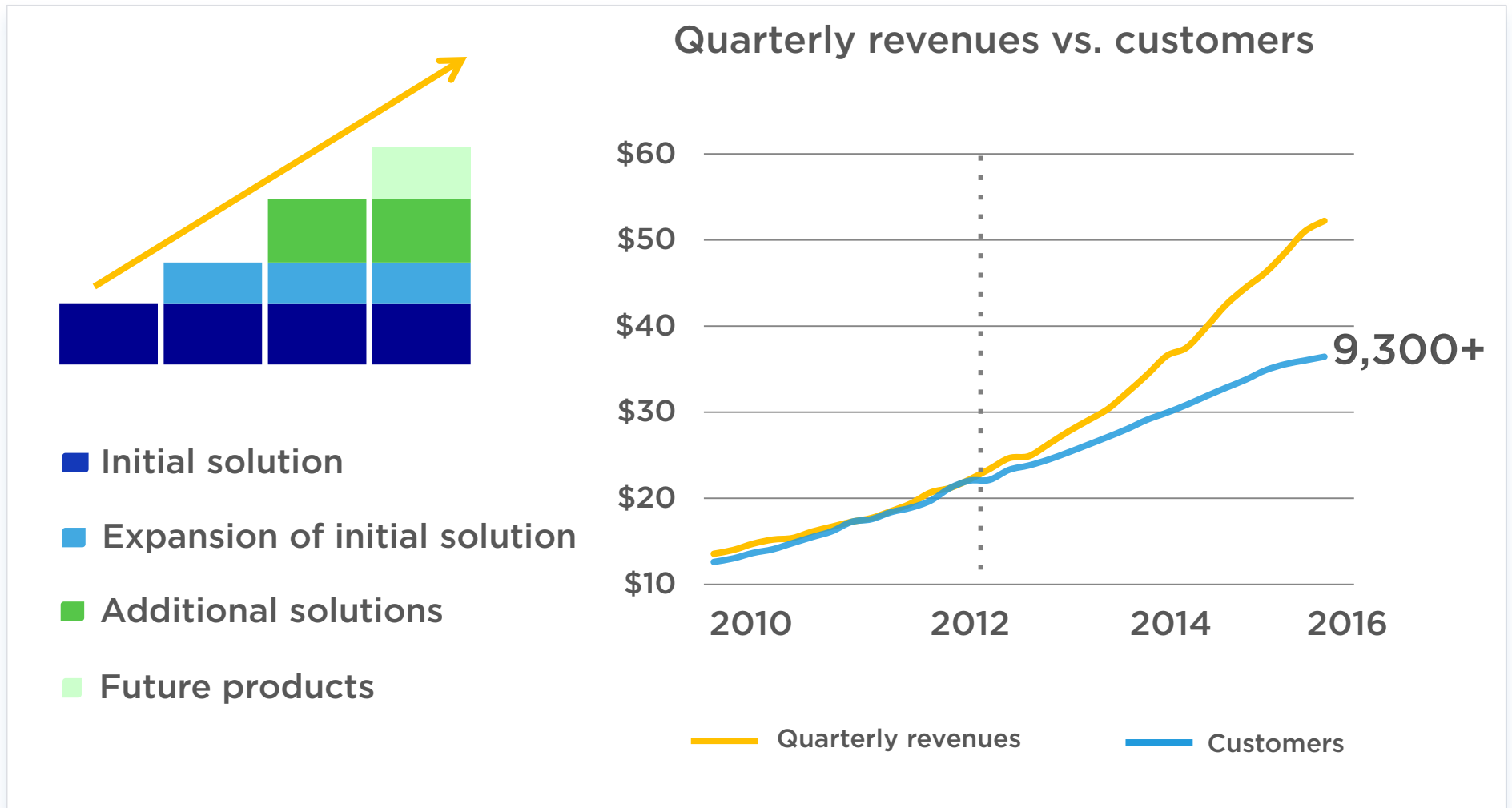
(\$ in millions)



*Normalized for MSSP and FX

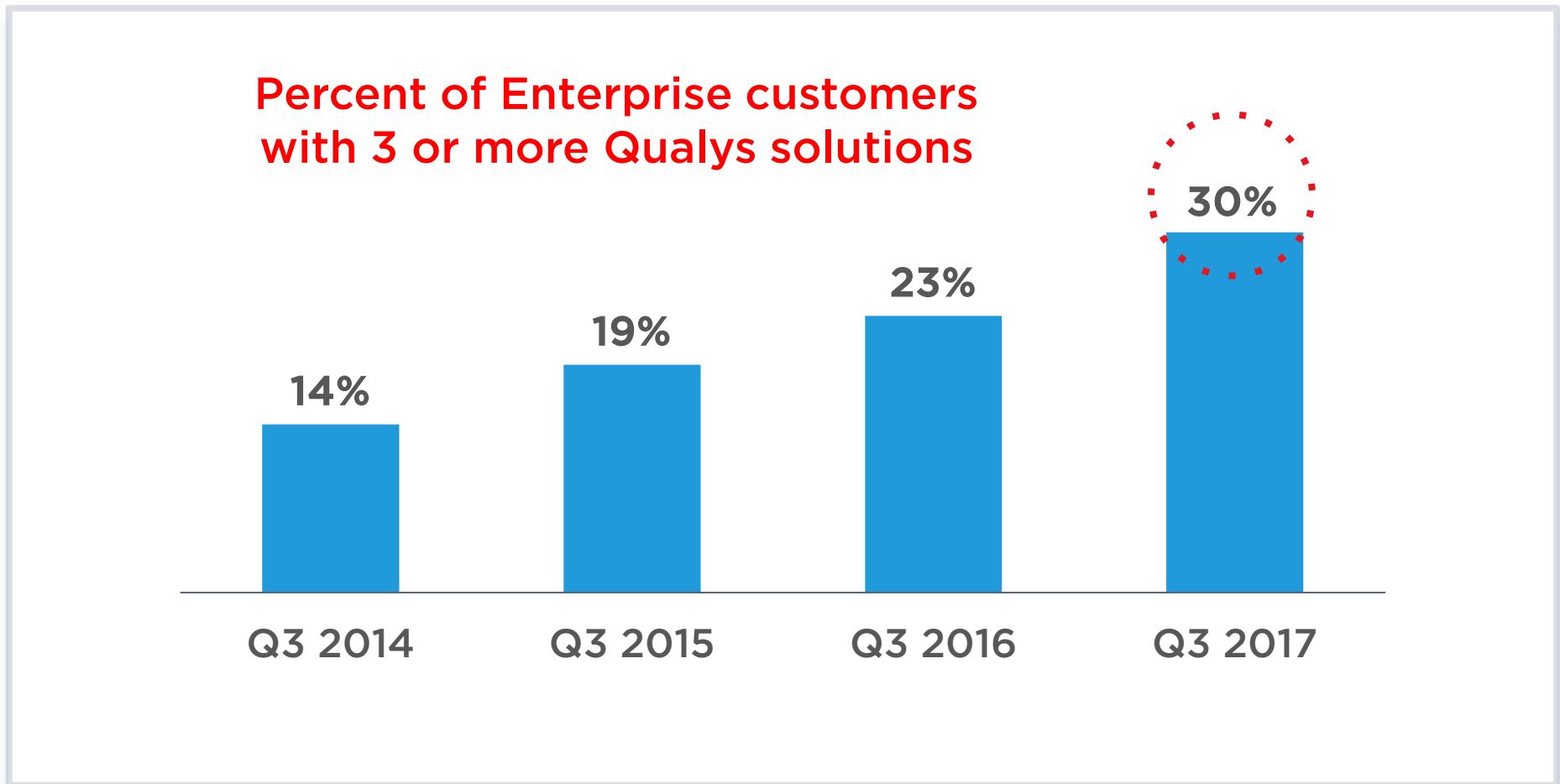
Strong customer retention drives land and expand

(\$ in millions)



Platform adoption accelerating

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

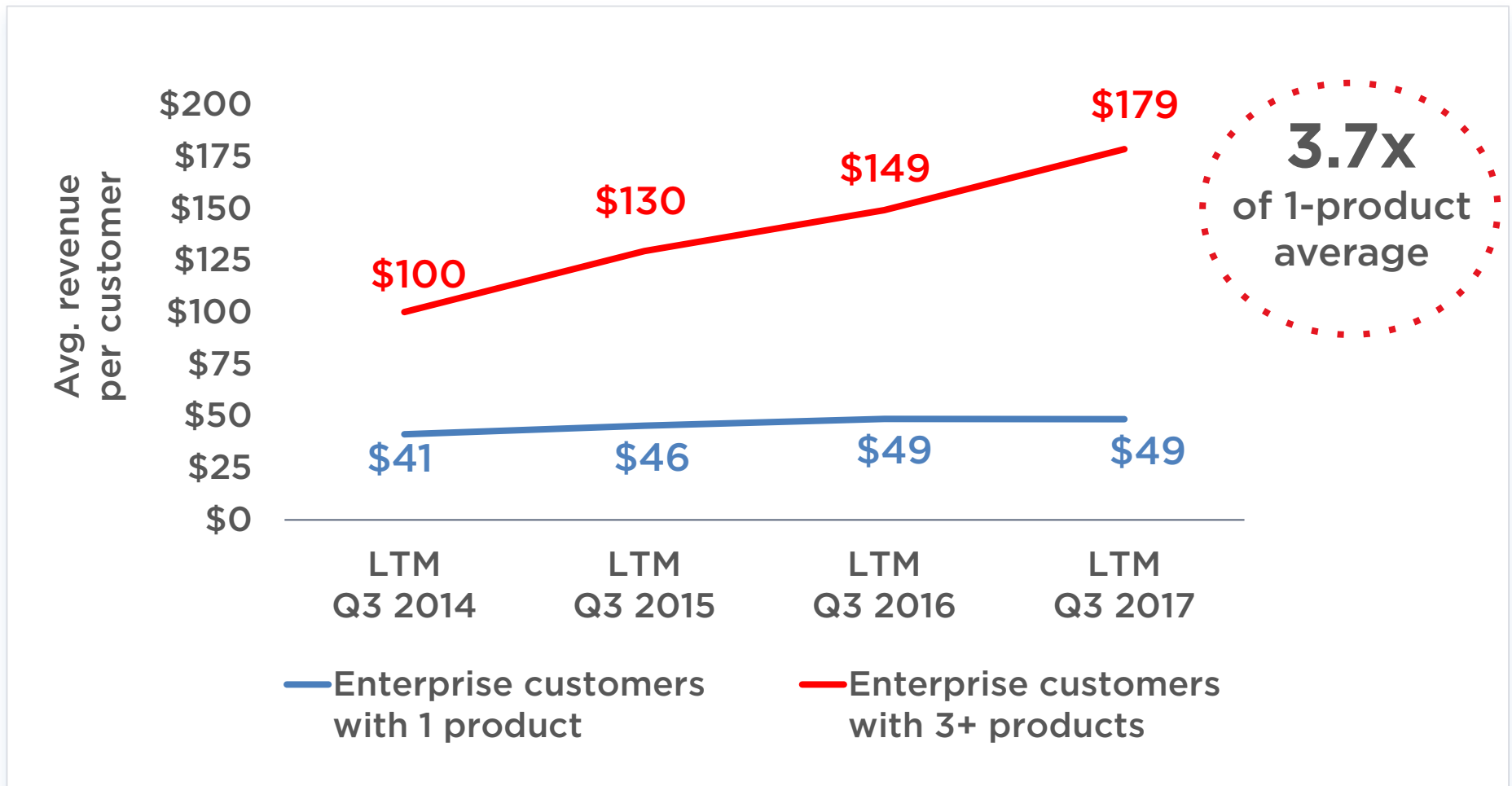


Note: PCI excluded in the product count for Enterprise customers because it is bundled with Vulnerability Management

Multiplier effect

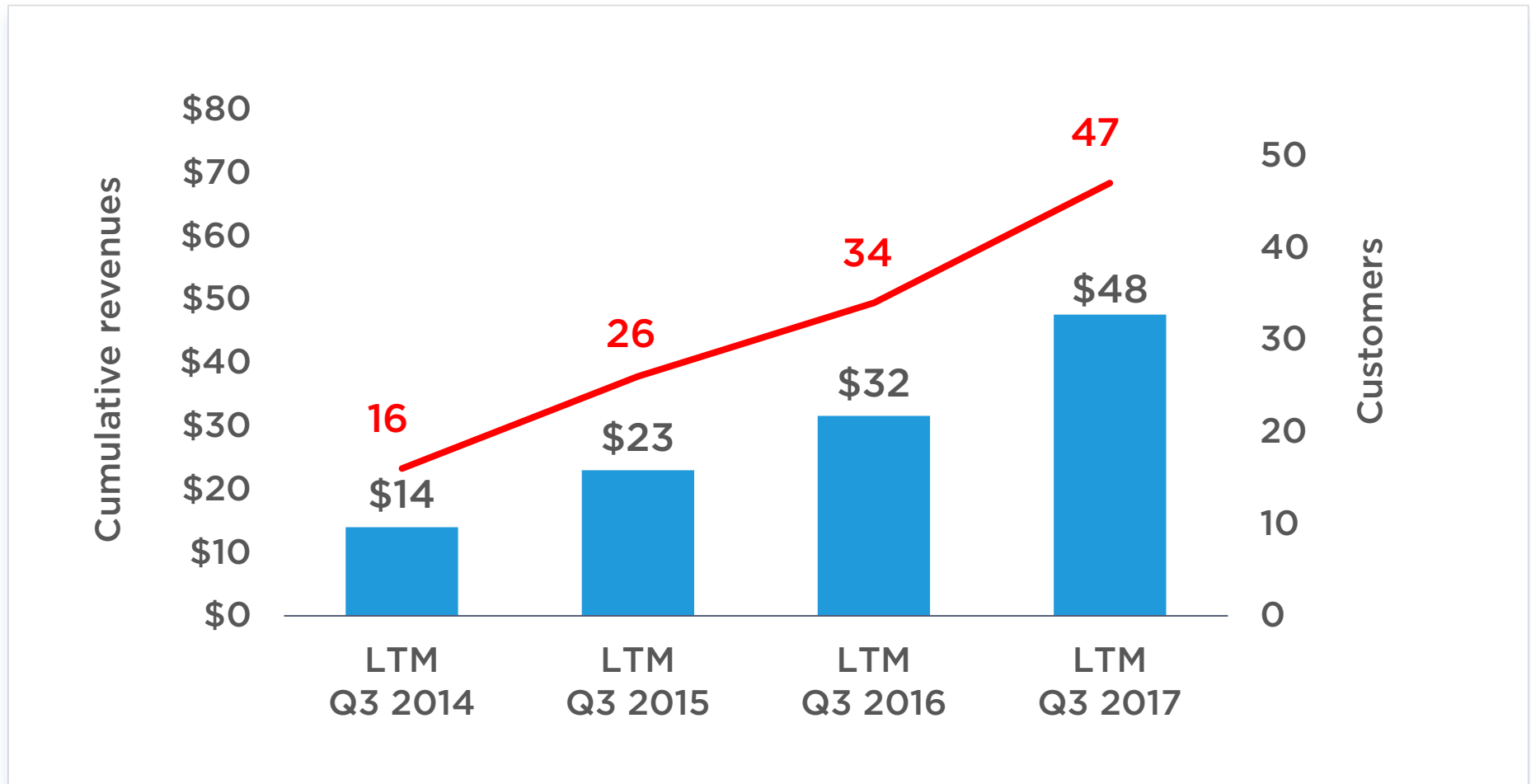
Enterprise customers with 3+ products spend more than 3x 1-product customers

(\$ in thousands)



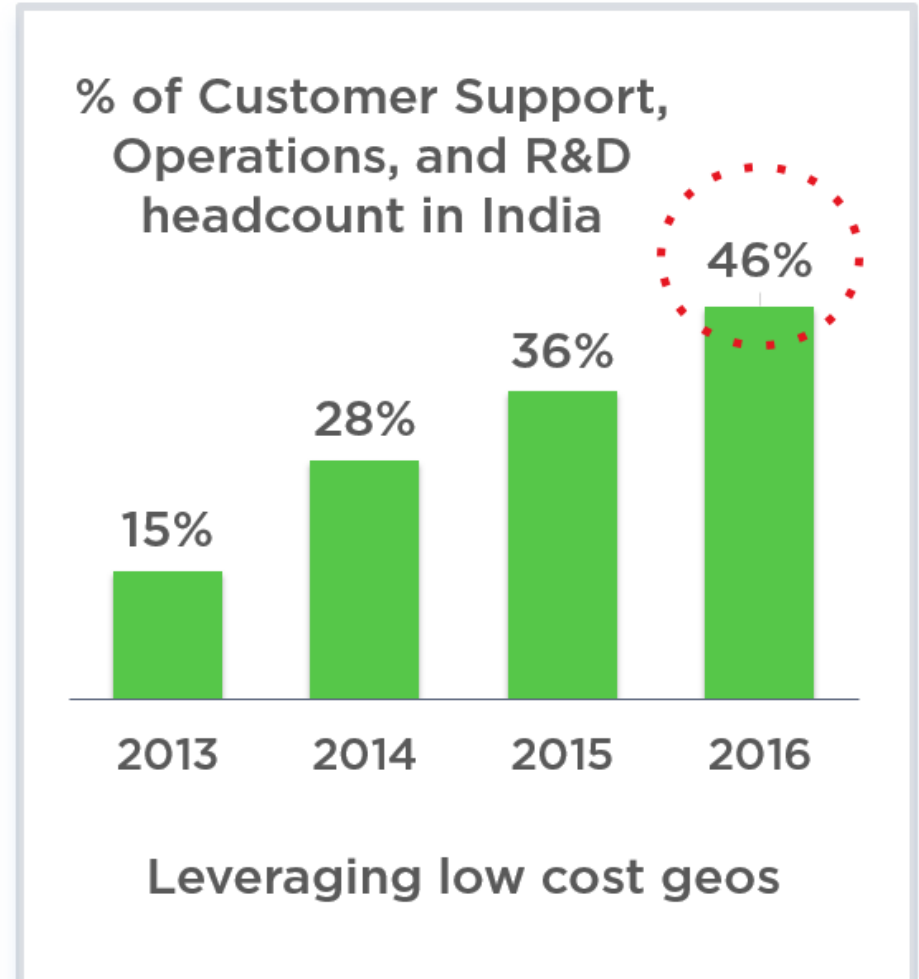
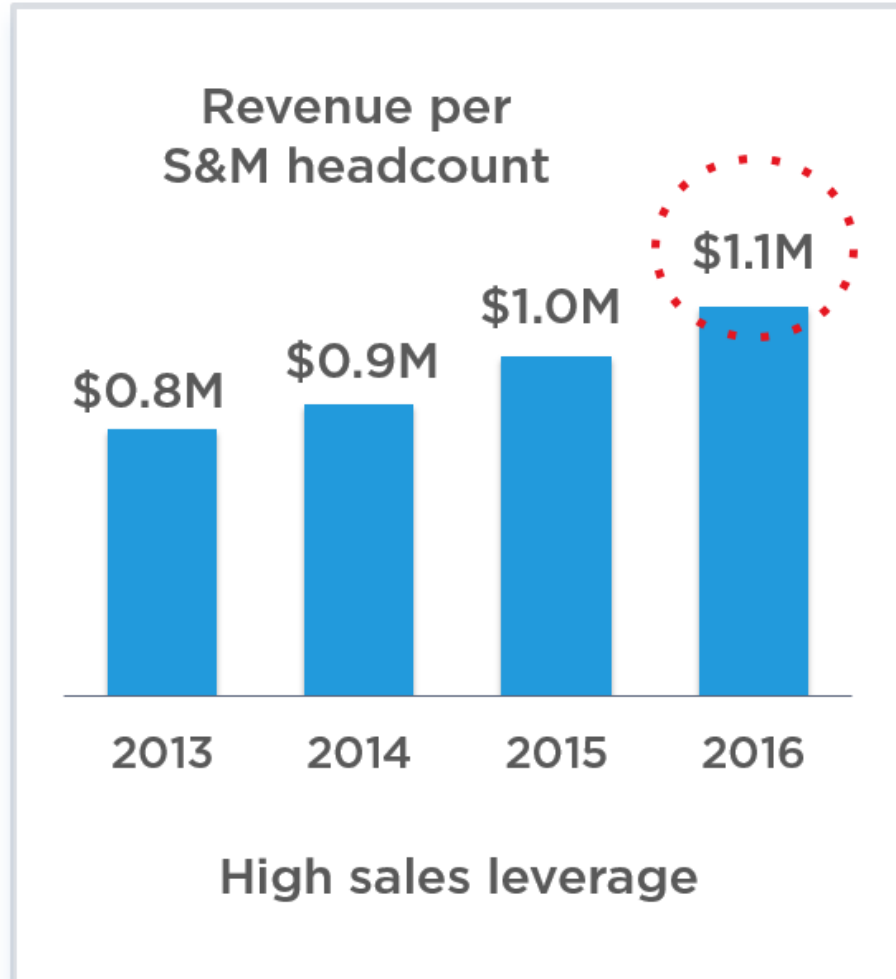
Increasing number of customers with annual revenue >\$500K

(\$ in millions)



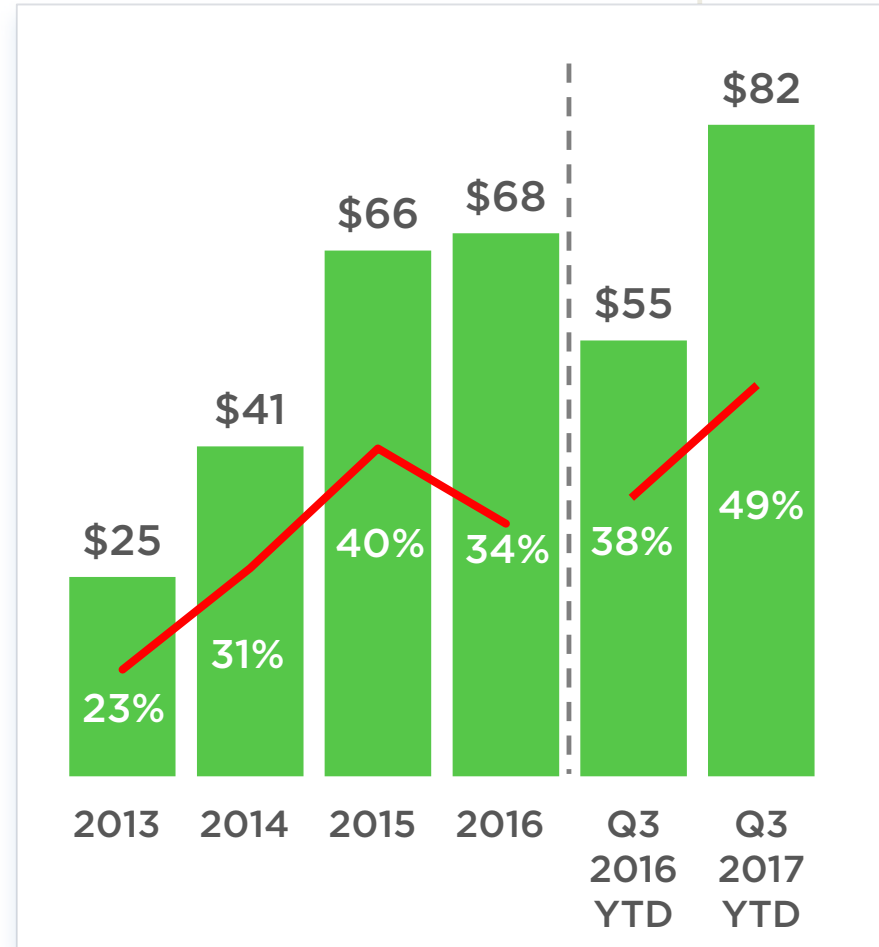
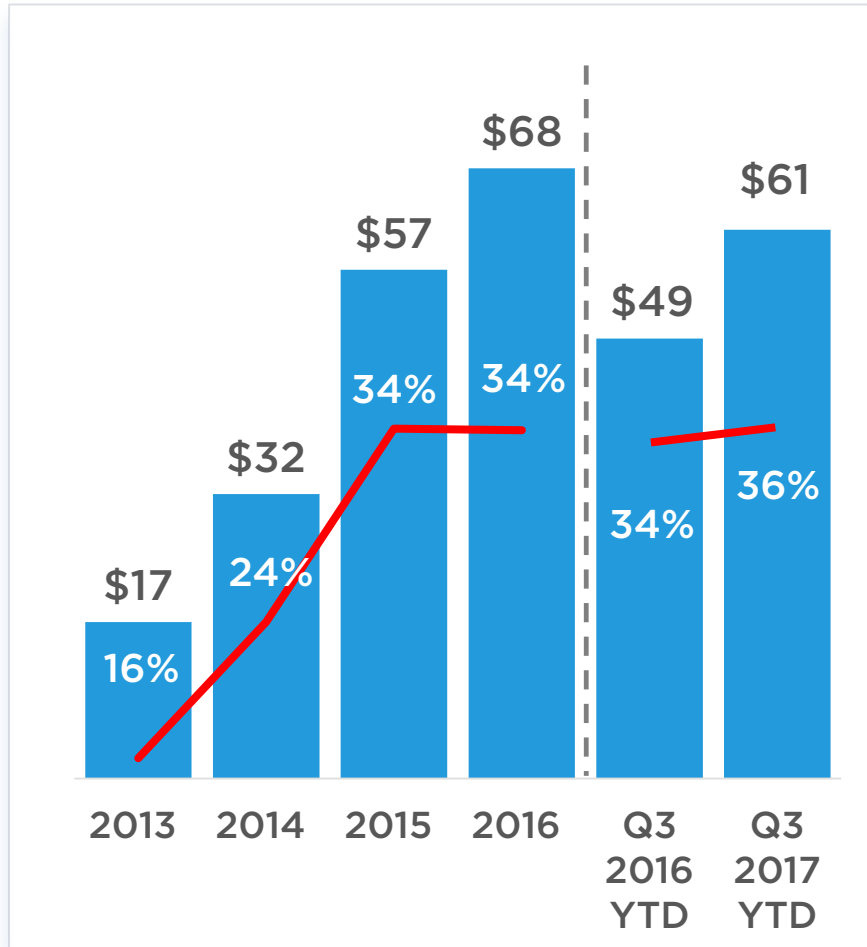
Note: Customer count is defined as customers with greater than \$500K in annual revenue

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

Q2 CY2017 EBITDA margin vs. select Security and SaaS peers

Qualys
37%

Security
SaaS

Peer average: 3%

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

Source: JPMorgan



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

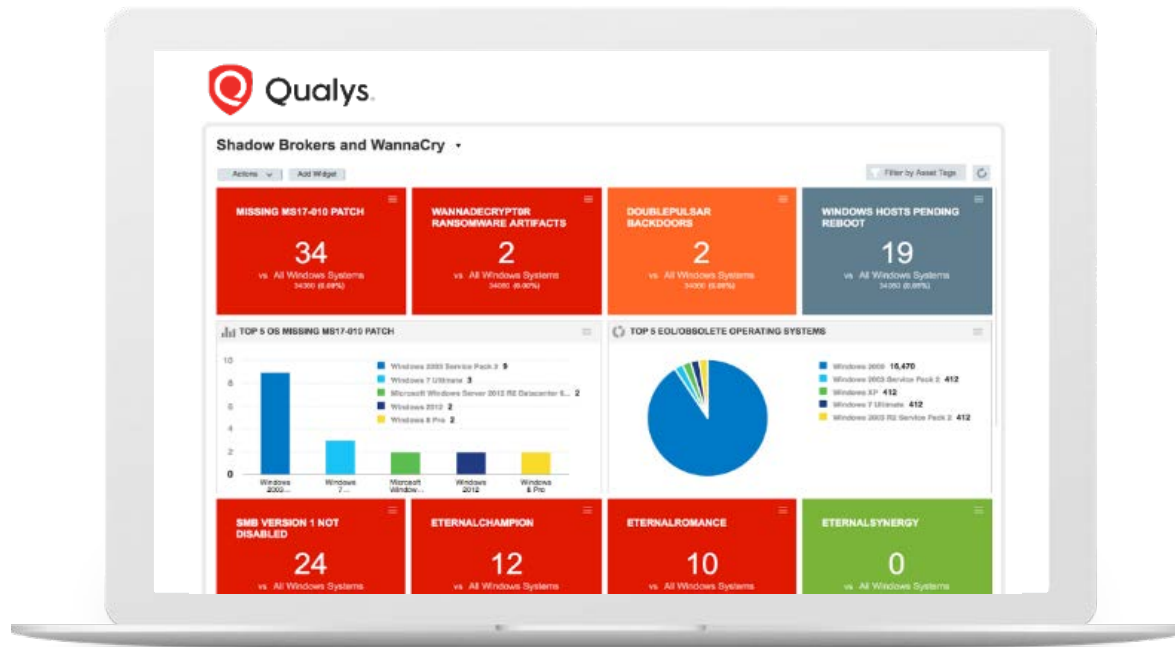
Full server rack	For governments, enterprises, and MSSPs
Virtual rack	For governments, enterprises, and MSSPs
Standalone appliance	For small businesses

Revenue guidance range

(\$ in millions)

	Q4 2017		2017	
Revenue guidance range	\$61.7	\$62.2	\$229.6	\$230.1
Y/Y revenue growth under US GAAP	18.1%	19.1%	16.0%	16.3%
Plus: estimated impact of MSSP contract signed in Feb 2016	0.6%	0.6%	1.6%	1.6%
Plus: estimated foreign exchange impact	0.6%	0.6%	1.1%	1.1%
Estimated normalized revenue growth	19.3%	20.3%	18.6%	18.9%

Appendix



Reconciliation of Adjusted EBITDA

(\$ in millions)

	2016	2015	2014	2013	Q3 2017 YTD	Q3 2016 YTD
Net income	\$19.2	\$15.9	\$30.2	\$1.5	\$37.6	\$13.3
Other (income) expenses, net	(0.3)	0.3	0.6	0.3	(1.5)	(0.4)
Provision for (benefit from) income taxes	11.2	8.7	(21.6)	0.5	(8.6)	8.4
Depreciation and amortization of property and equipment	16.6	14.0	11.5	9.2	14.7	12.0
Amortization of intangible assets	0.4	0.4	0.4	0.4	0.4	0.3
Stock based compensation	20.1	17.5	10.5	5.5	18.5	15.1
One-time tax related expense	0.7	---	---	---	---	0.7
Adjusted EBITDA	\$68.0	\$56.7	\$31.7	\$17.4	\$61.1	\$49.5

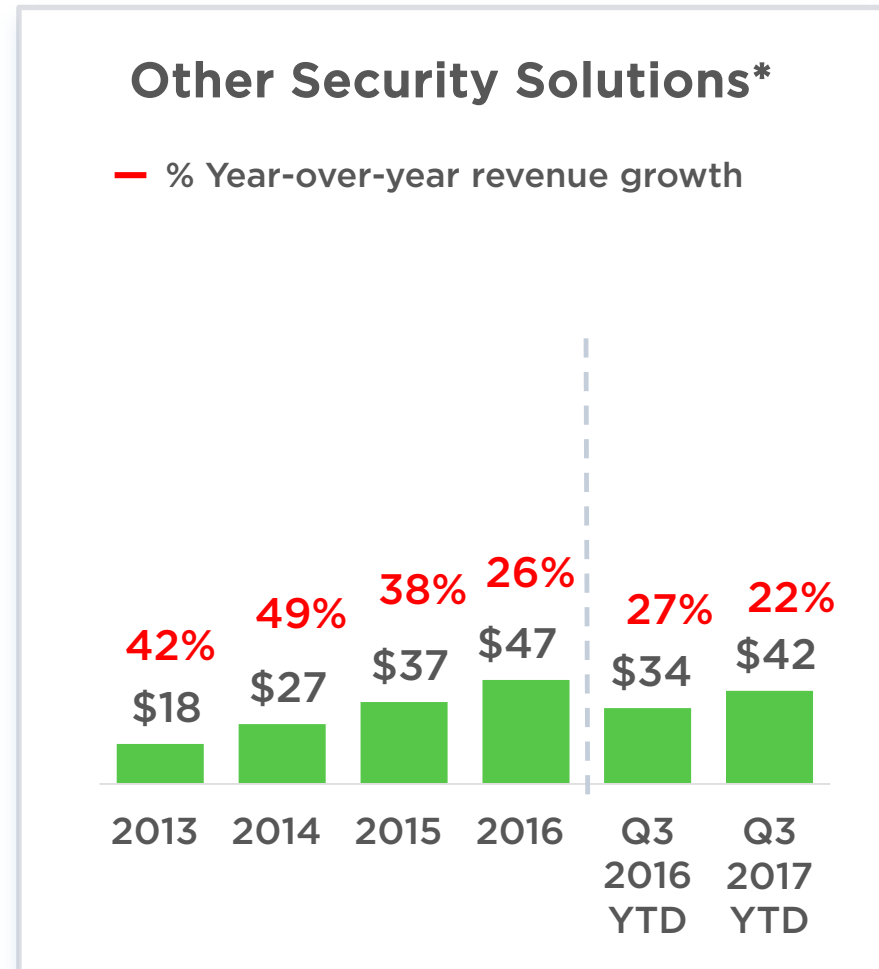
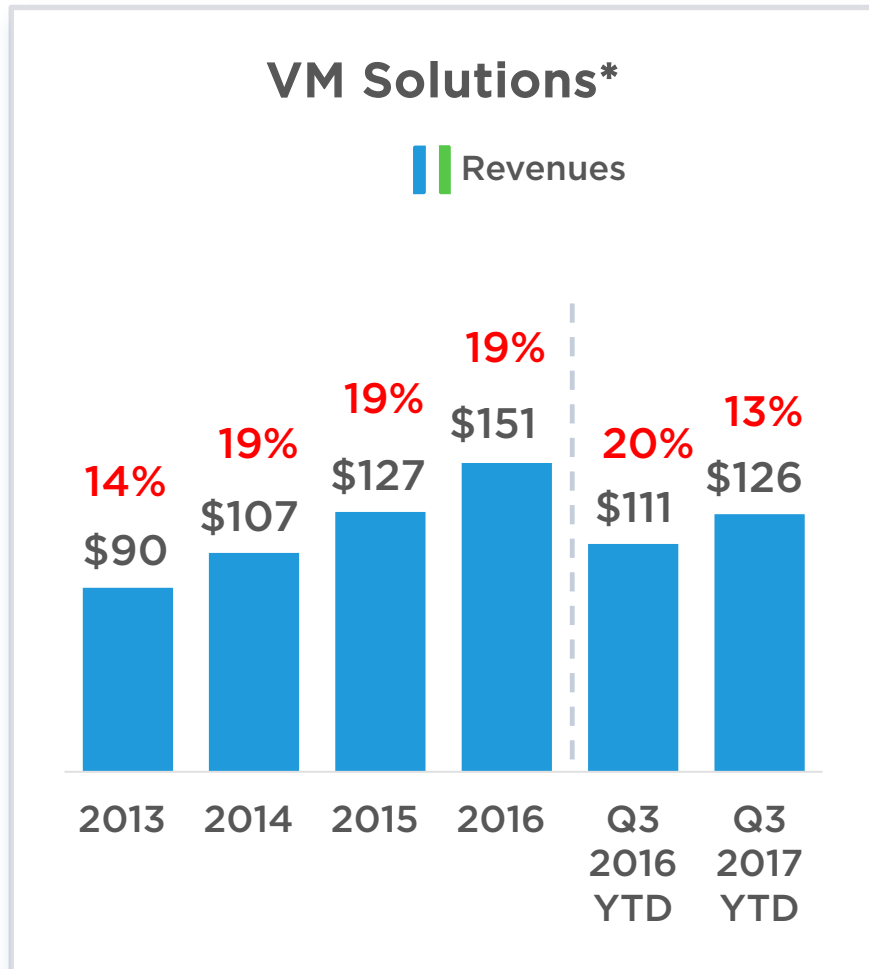
Reconciliation of revenues

(\$ in millions)

	Q3 2017 YTD
Revenues	\$167.9
Y/Y revenue growth under US GAAP	15.2%
Plus: impact of MSSP contract signed in Feb 2016	1.9%
Plus: foreign exchange impact	1.2%
Normalized revenue growth	18.4%

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