



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

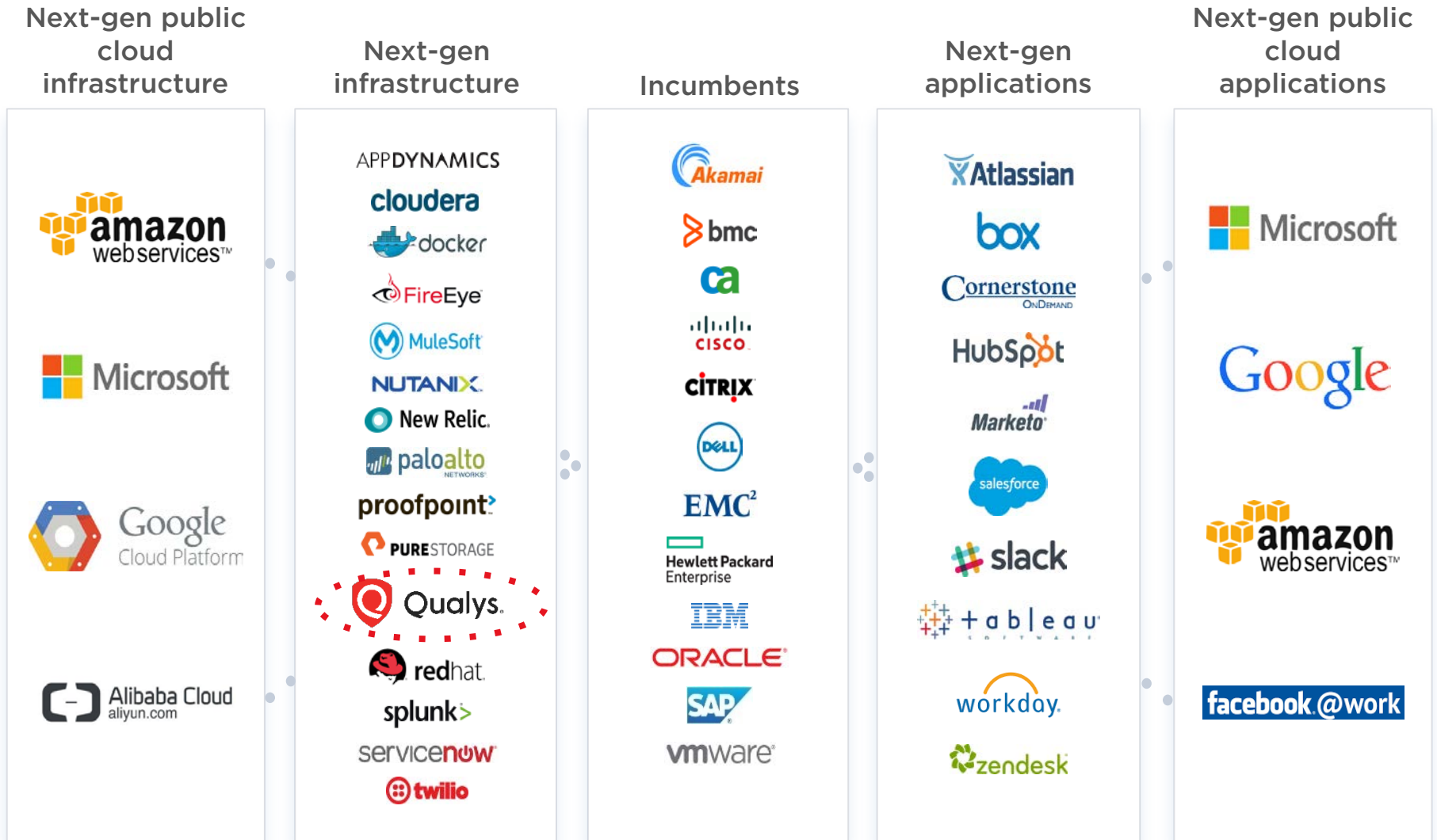
Leading SaaS security and compliance solutions cloud platform

Uniquely positioned to capitalize on the 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-premises, 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

End-to-end Security Architecture

Automated continuous monitoring & response



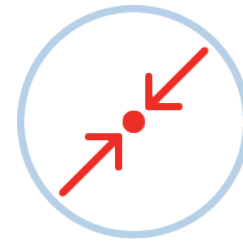
Discovery

On-prem
Cloud
Mobile Devices
OT/ICS
IoT
CMDB
Inventory



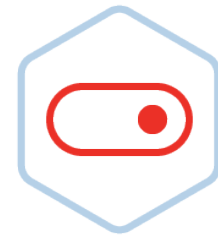
Prevention

Security Hygiene
Vulnerability
Assessment
Threat
Prioritization
Patch
Management
Configuration
Assessment



Detection

Endpoint Activity
Cloud Infra
Monitoring
Network Activity









Response

Security
Orchestration
Incident Response
Quarantine
NAC

Qualys Sensors

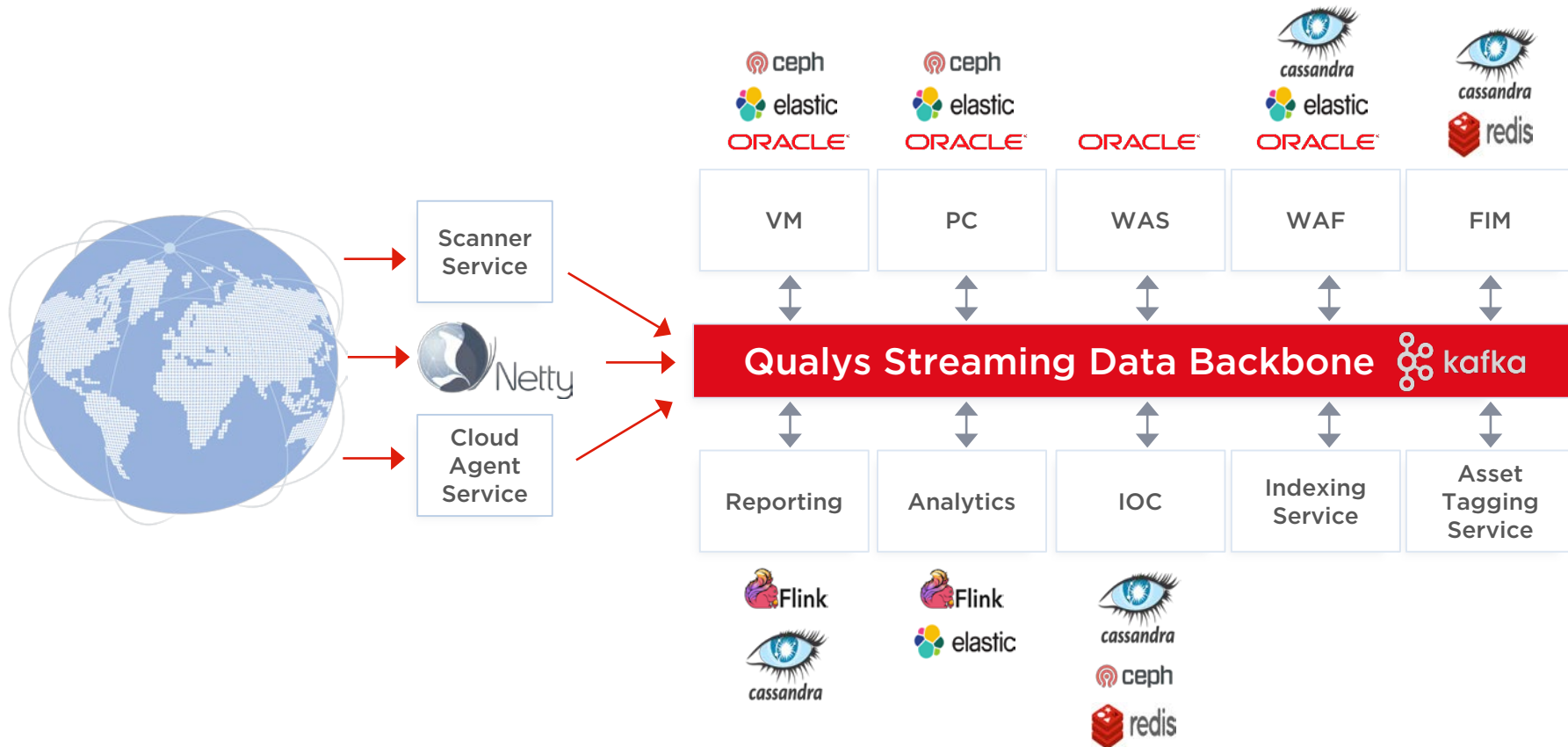
Scalable, self-updating & centrally managed

 Physical	 Virtual	 Cloud/Container	 Cloud Agents	 Passive	 API
Legacy data centers	Private cloud infrastructure	Commercial IaaS & PaaS clouds	Light weight, multi-platform	Passively sniff on network	Integration with Threat Intel feeds
Corporate infrastructure	Virtualized infrastructure	Pre-certified in market place	On-premises, elastic cloud & endpoints	Real-time device discovery & identification	CMDB Integration
Continuous security and compliance scanning	Continuous security and compliance scanning	Fully automated with API orchestration	Real-time data collection	Identification of APT network traffic	Log connectors
		Continuous security and compliance scanning	Continuous evaluation on platform for security and compliance	Extract malware files from network for analysis	

Agentless + Agent Based + Passive

The Backend

Scalable, Micro-services, DevOps



Qualys Cloud Platform

Unified approach to detection,
prevention & response

Integrated Suite of Applications



Analytics and Reporting Engines



Distributed Sensors



Environments



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

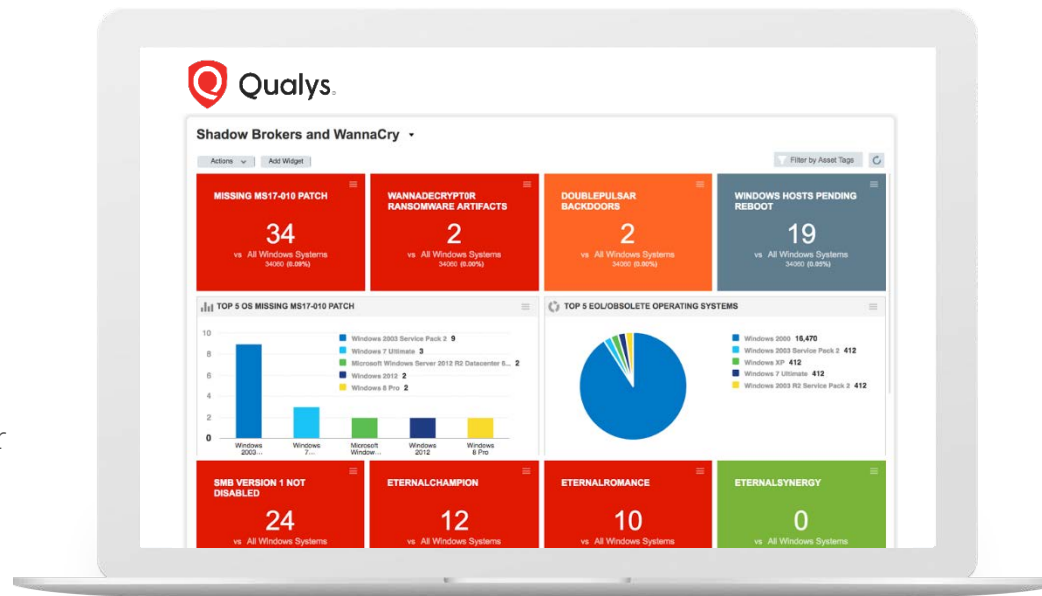
WAF **Web Application Firewall**
Block attacks and virtually patch web application vulnerabilities

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

99.99966%
Six Sigma Scanning
Accuracy

2018 Roadmap

1H 2018

Container Security (GA)

Discover, track, and continuously protect containers

Cloud Inventory (GA)

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

Cloud Security Assessment (GA)

Get full visibility and control across all
public cloud instances

Certificate Inventory (GA)

Inventory of TLS/SSL digital certificates on a global scale

Certificate Assessment (GA)

Assess all your digital certificates for
TLS/SSL vulnerabilities

Passive Network Discovery (Beta)

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

2H 2018

Patch Management (Beta)

Cross platform unified patch management to
respond quickly to critical vulnerabilities

Secure Access Control (Beta)

Respond to threats automatically by controlling
access to critical resources

Certificate Management (Beta)


Automated updating and management
of digital certificates

Cloud Security Management (Beta)

Remediation and management of cloud vulnerabilities

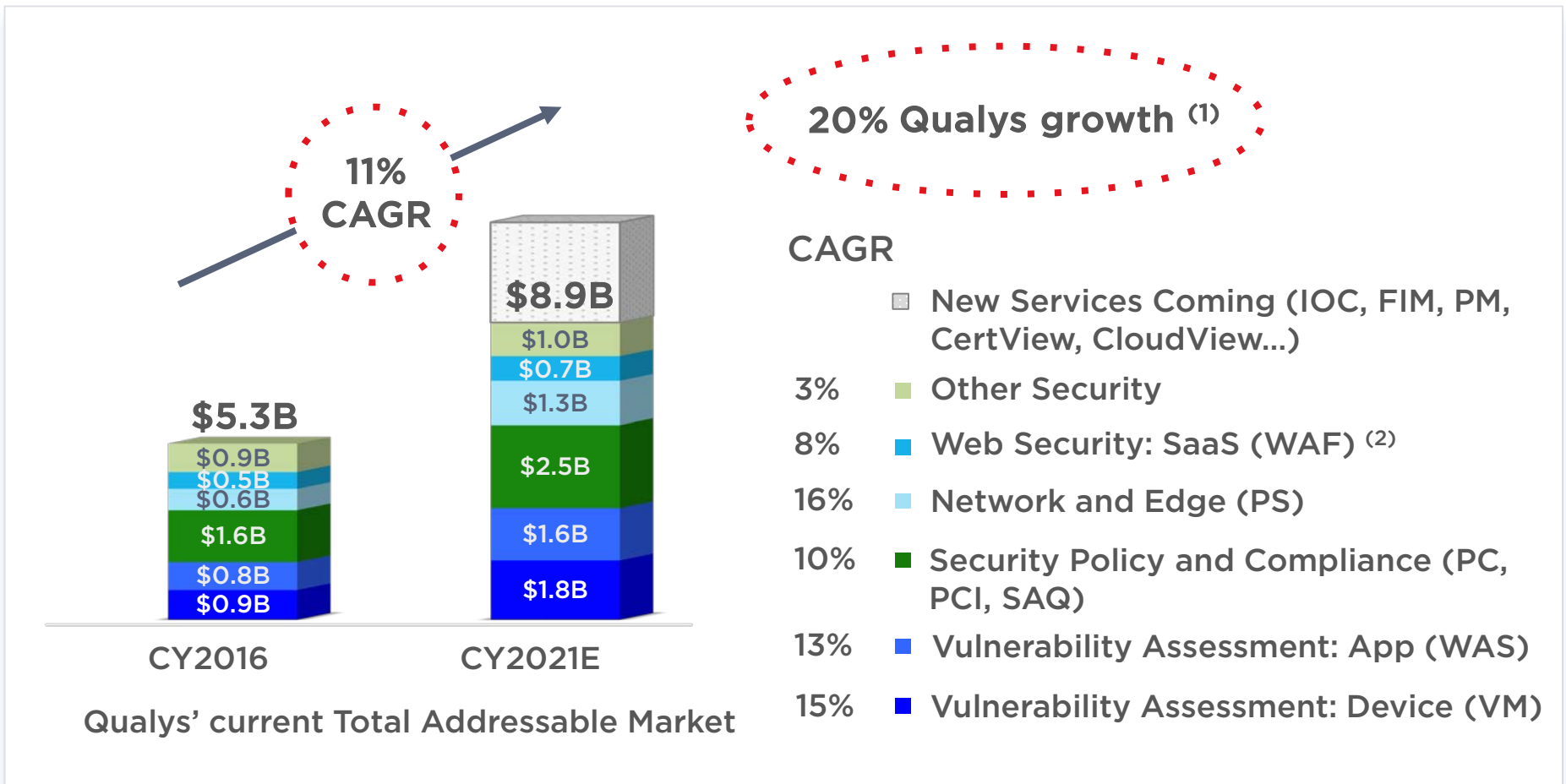
Note: Target General Availability ("GA") and Beta noted for each product

Qualys Cloud Platform enables vendor and stack consolidation

IT Security	 
Compliance Monitoring	     
Web Application Security	    
New Services	        

Large expanding market opportunity

Qualys has taken the #1 market-share position over IBM and HP in the \$1.7B Vulnerability Assessment Market



⁽¹⁾ Midpoint of 2018 Revenue Guidance

⁽²⁾ 2015 to 2020E period

Source: IDC

Blue chip global customer base

74% of the Forbes Global 50, 47% of Global 500, and 25% of Global 2000 standardized on Qualys

-  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 Major Banks
-  8 of the top 10 in Technology
-  8 of the top 10 in Telecommunications
-  7 of the top 10 in Healthcare
-  6 of the top 10 in Industrial & Materials
-  5 of the top 10 in Insurance

Note: Based on Forbes Global 2000 Classification

10,300+ Customers



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

2017
REVENUES

Direct
60%

Key strategic partners:

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

Channel
40%

Attractive value proposition for partners

High-margin recurring revenue with no capex

MSSPs
telcos

Outsourcing
providers

VAS
resellers

Consultants



Strong global presence

10,300+
Customers

130+
Countries

6
Shared Platforms

50
Private Clouds

47
Locations

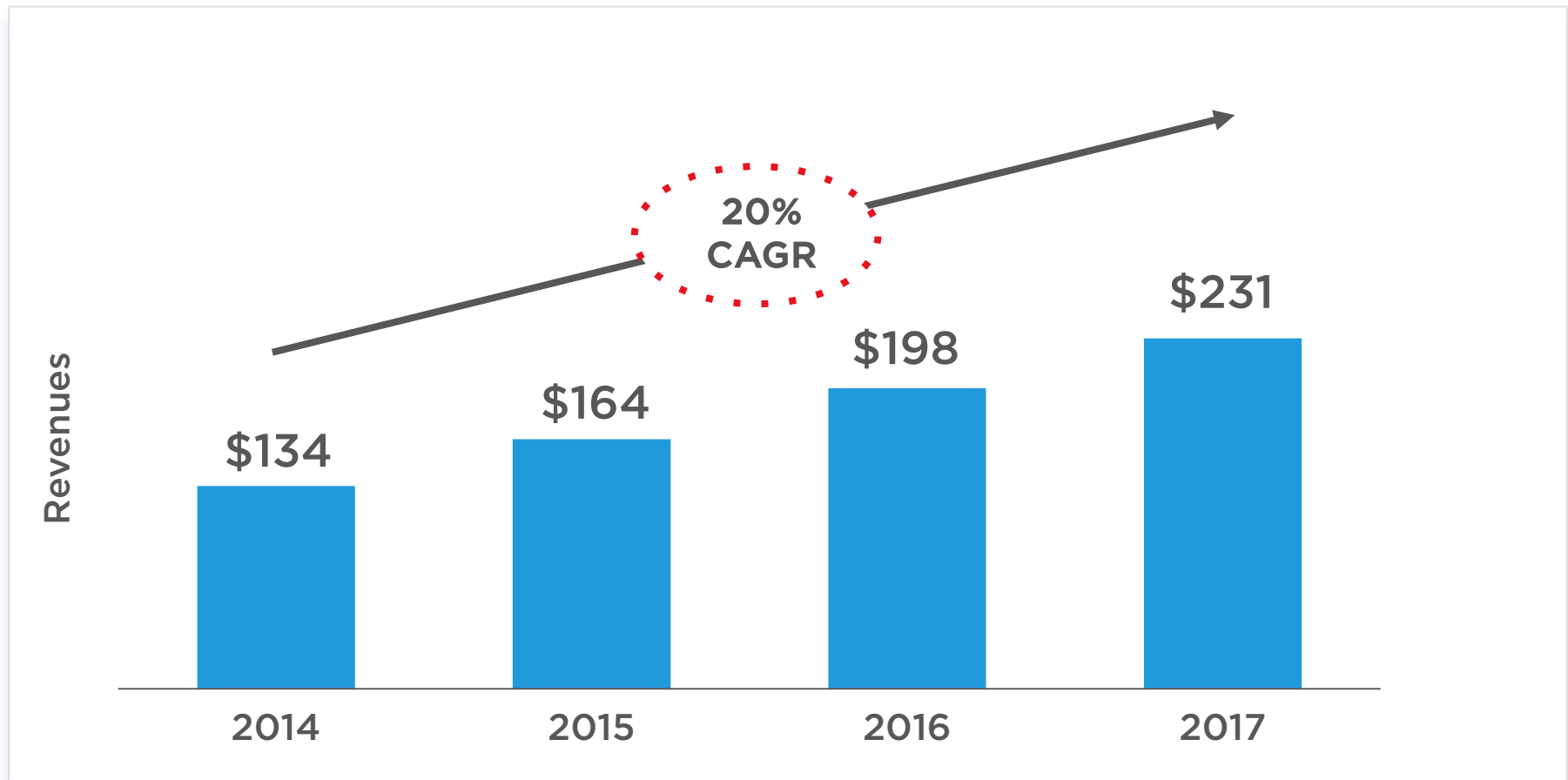


● Qualys locations

Strong and consistent organic revenue growth

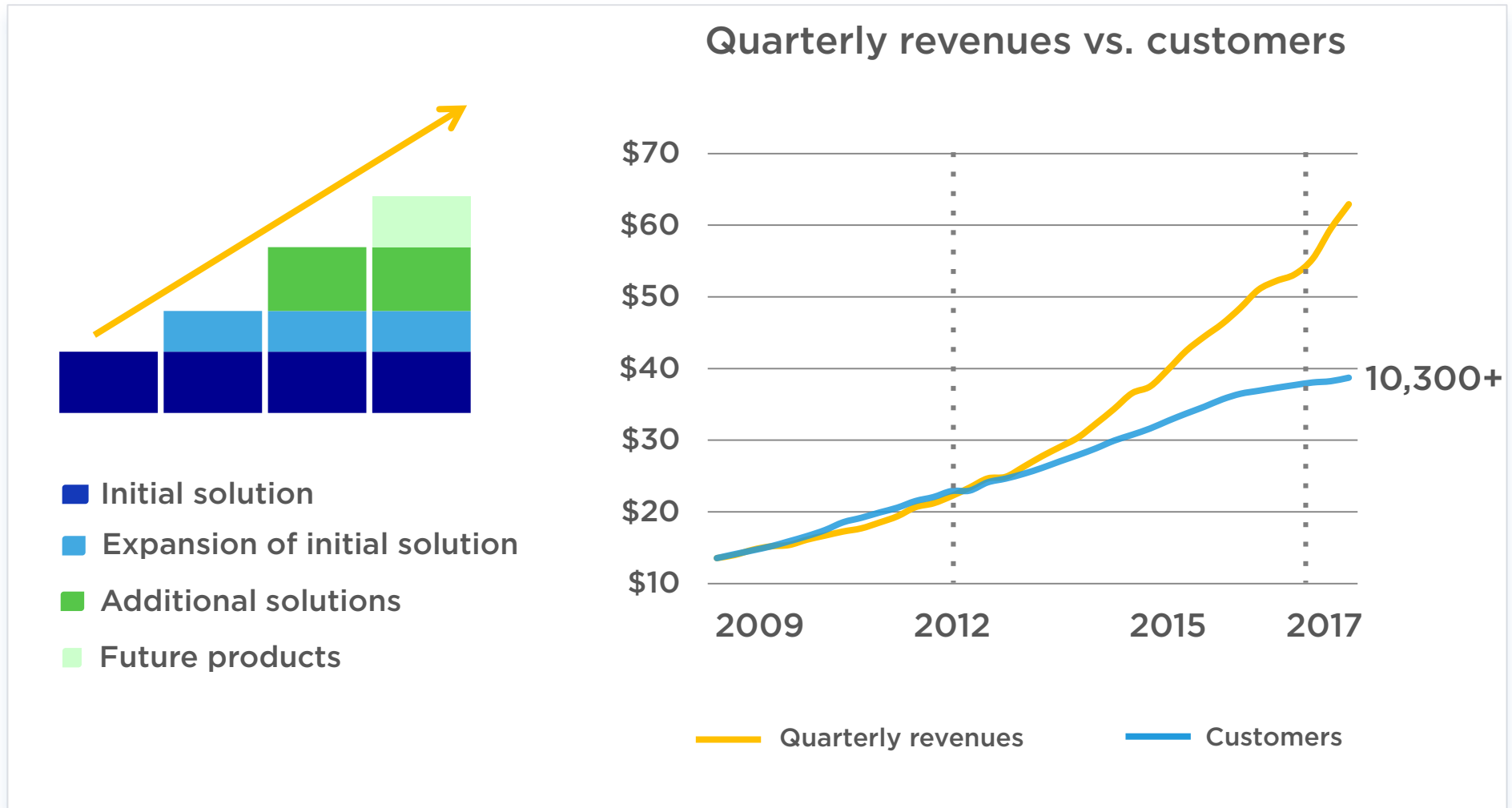
Outperforming market and gaining share

(\$ in millions)



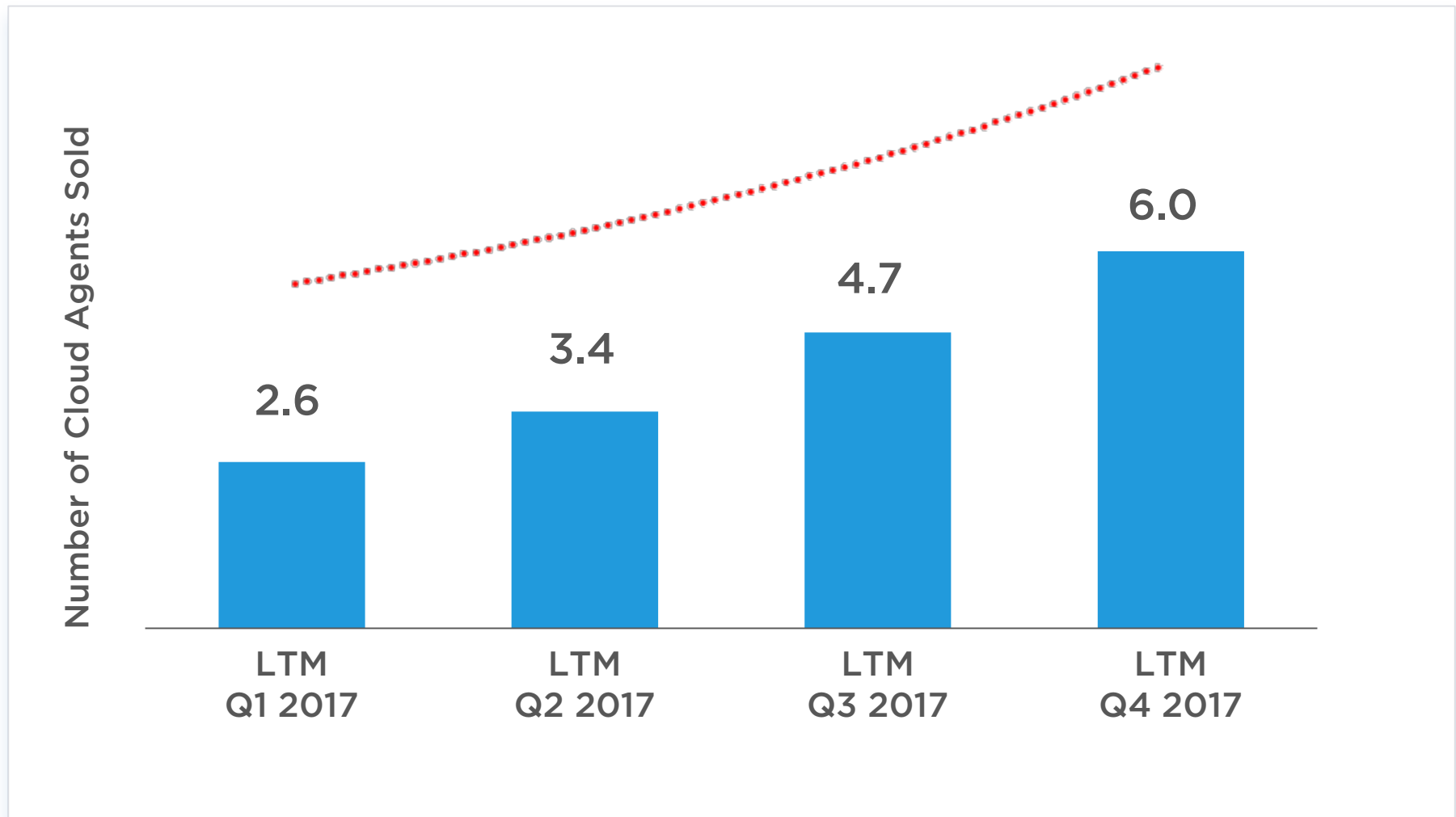
Strong customer retention drives land and expand

(\$ in millions)



Increasing Cloud Agent Adoption

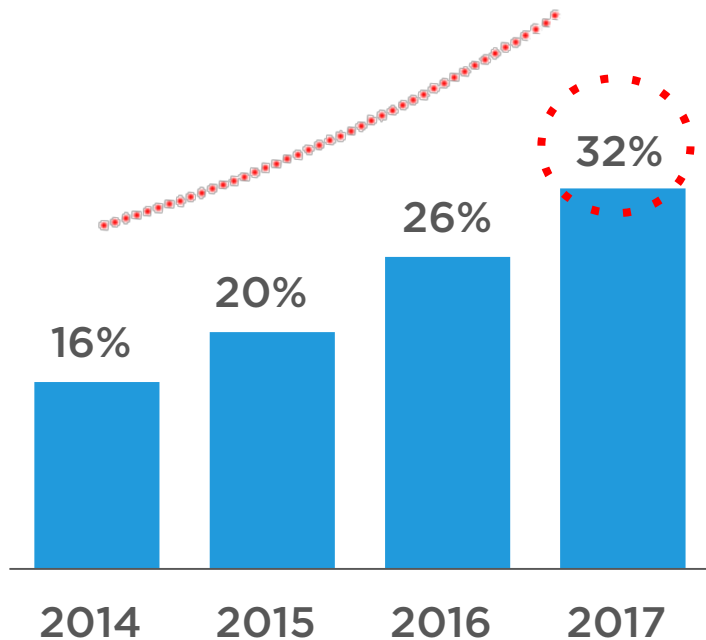
(Units in millions)



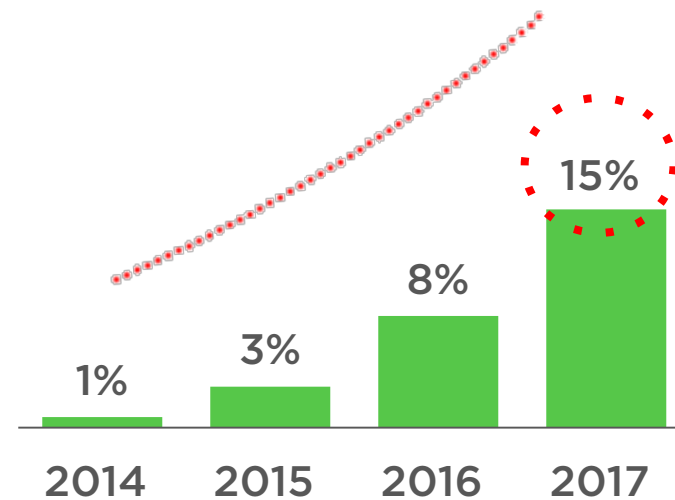
Platform adoption accelerating

% of Enterprise customers with 4+ Qualys products has almost doubled in the last year

Percent of Enterprise customers with 3 or more Qualys solutions



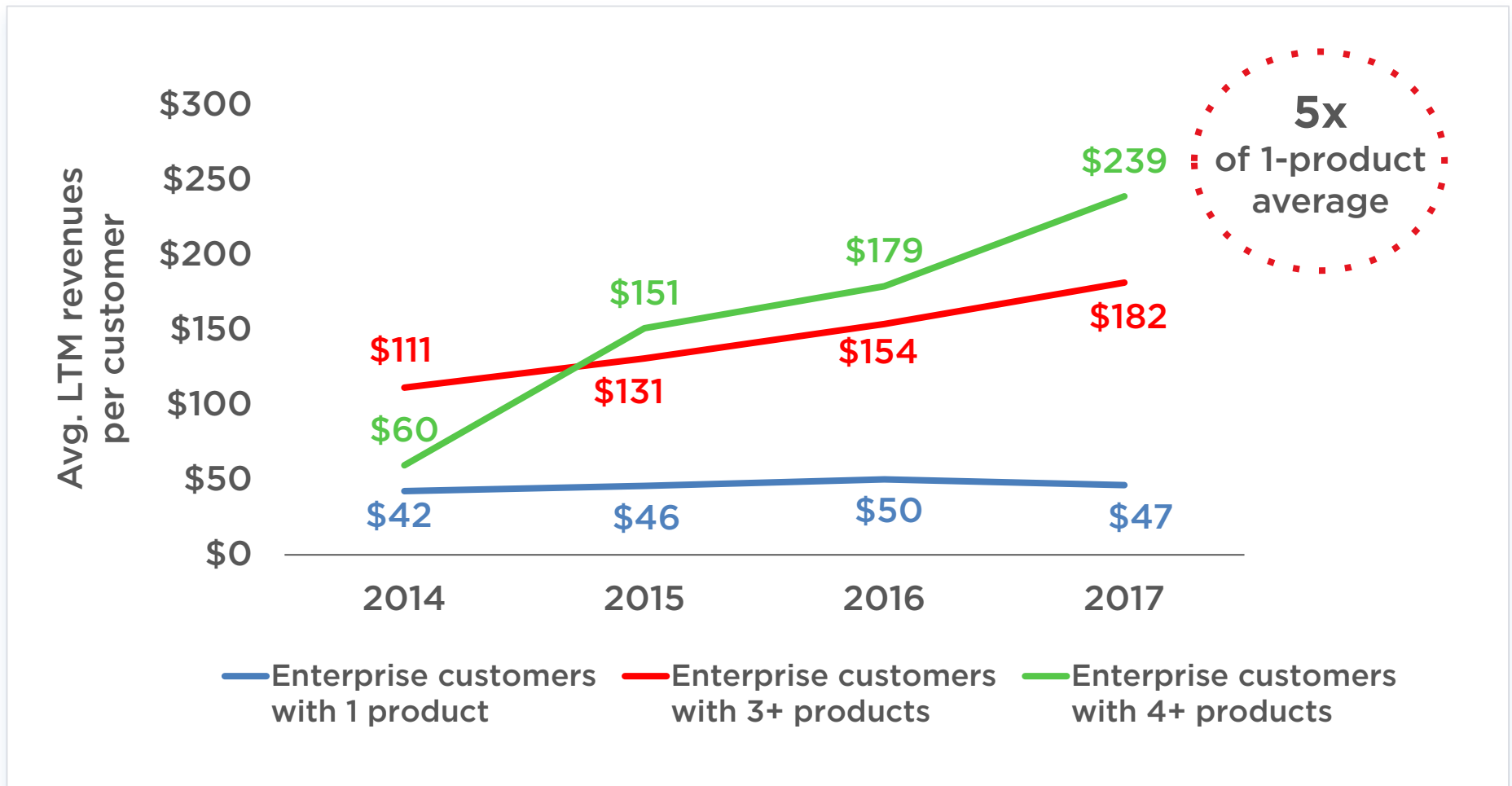
Percent of Enterprise customers with 4 or more Qualys solutions



Multiplier effect

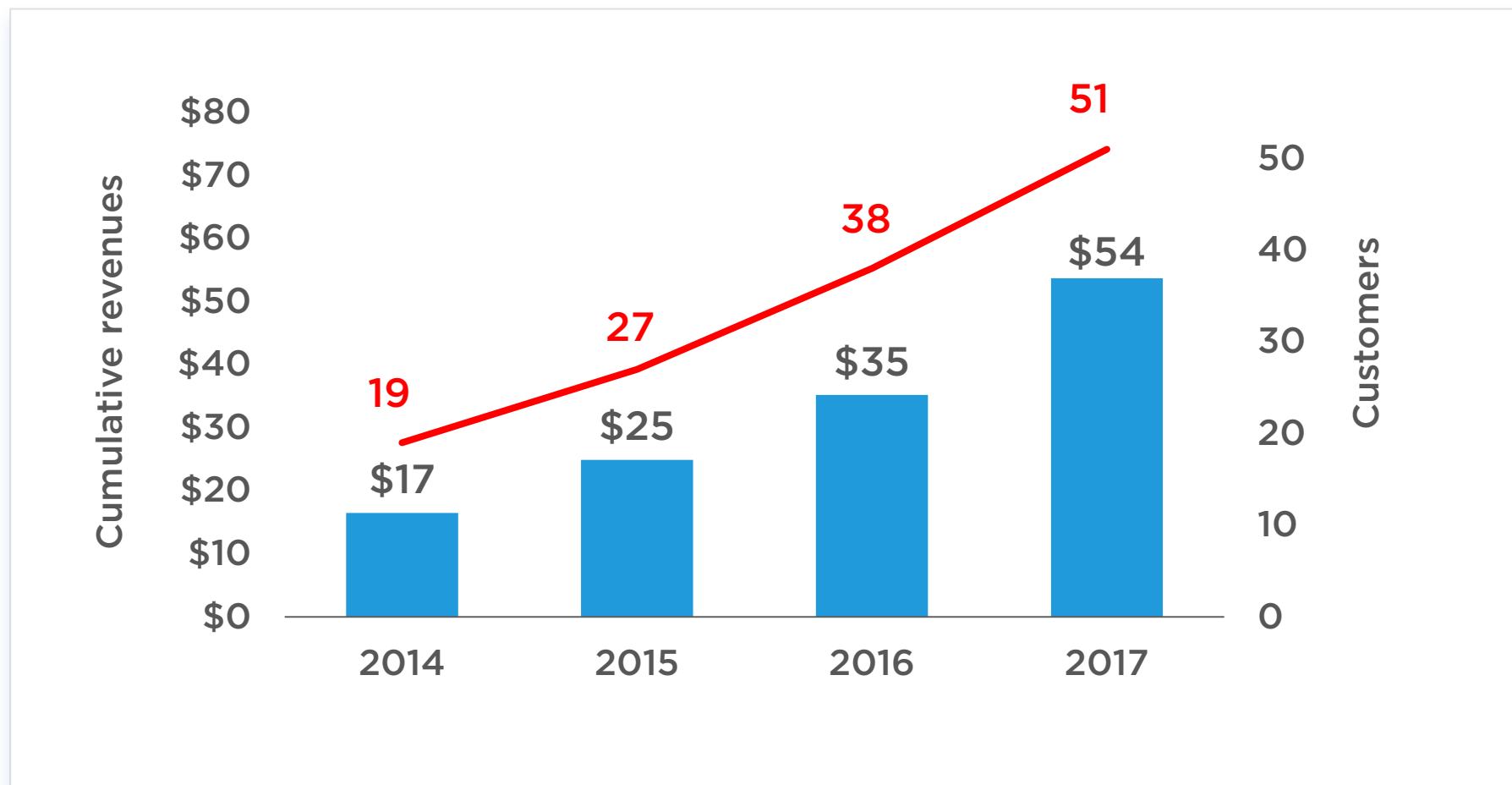
Enterprise customers with 4+ products spend more than 5x 1-product customers

(\$ in thousands)



Our largest customers spend an average of LTM \$1M+ with Qualys

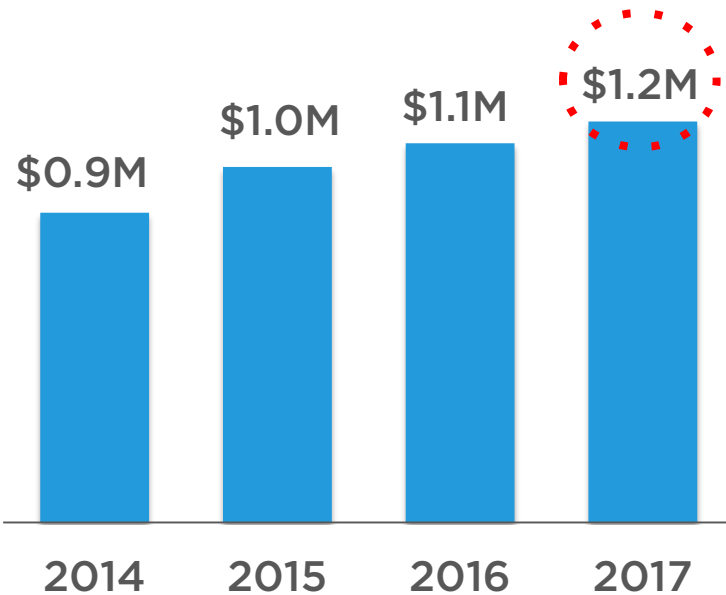
(\$ in millions)



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

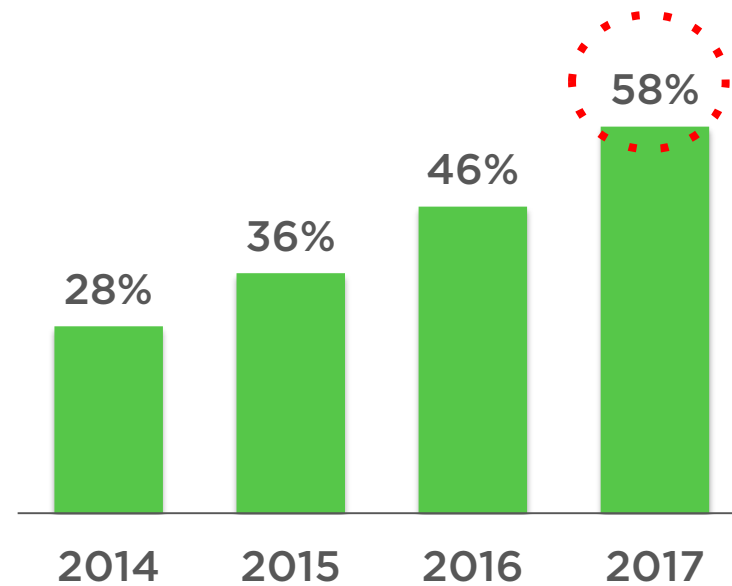
Platform enables scalable operational model

Revenue per S&M headcount



High sales leverage

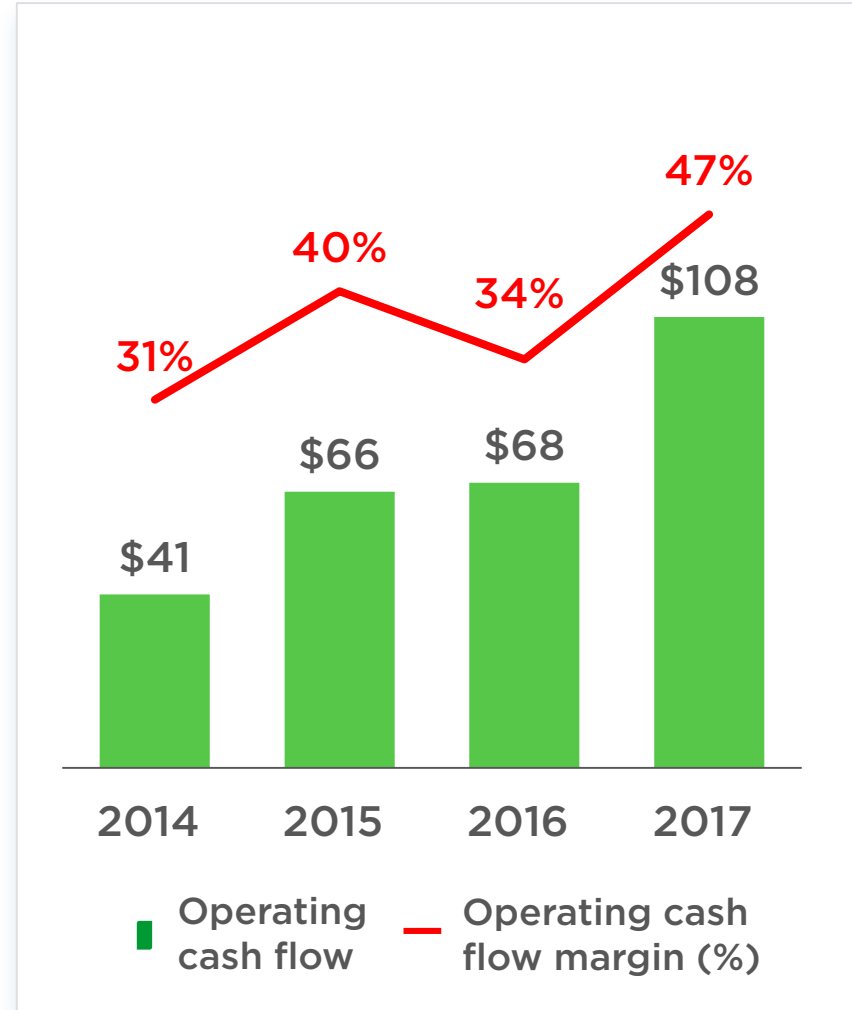
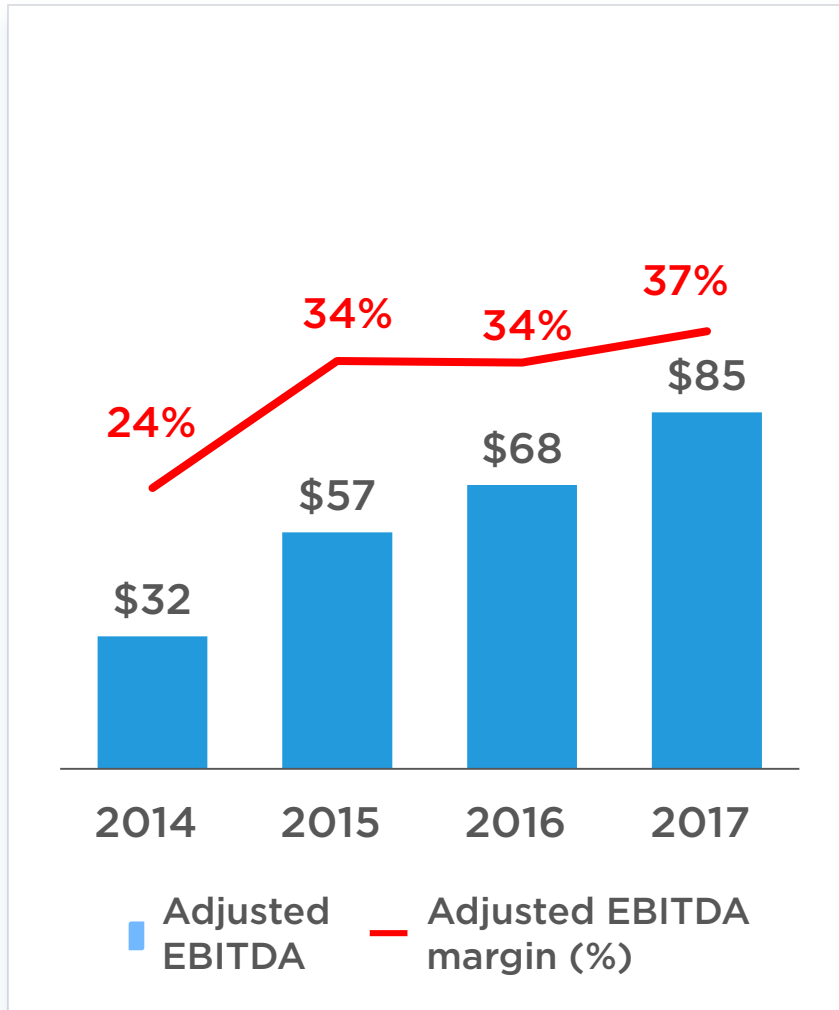
% of Customer Support, Operations, and R&D headcount in India



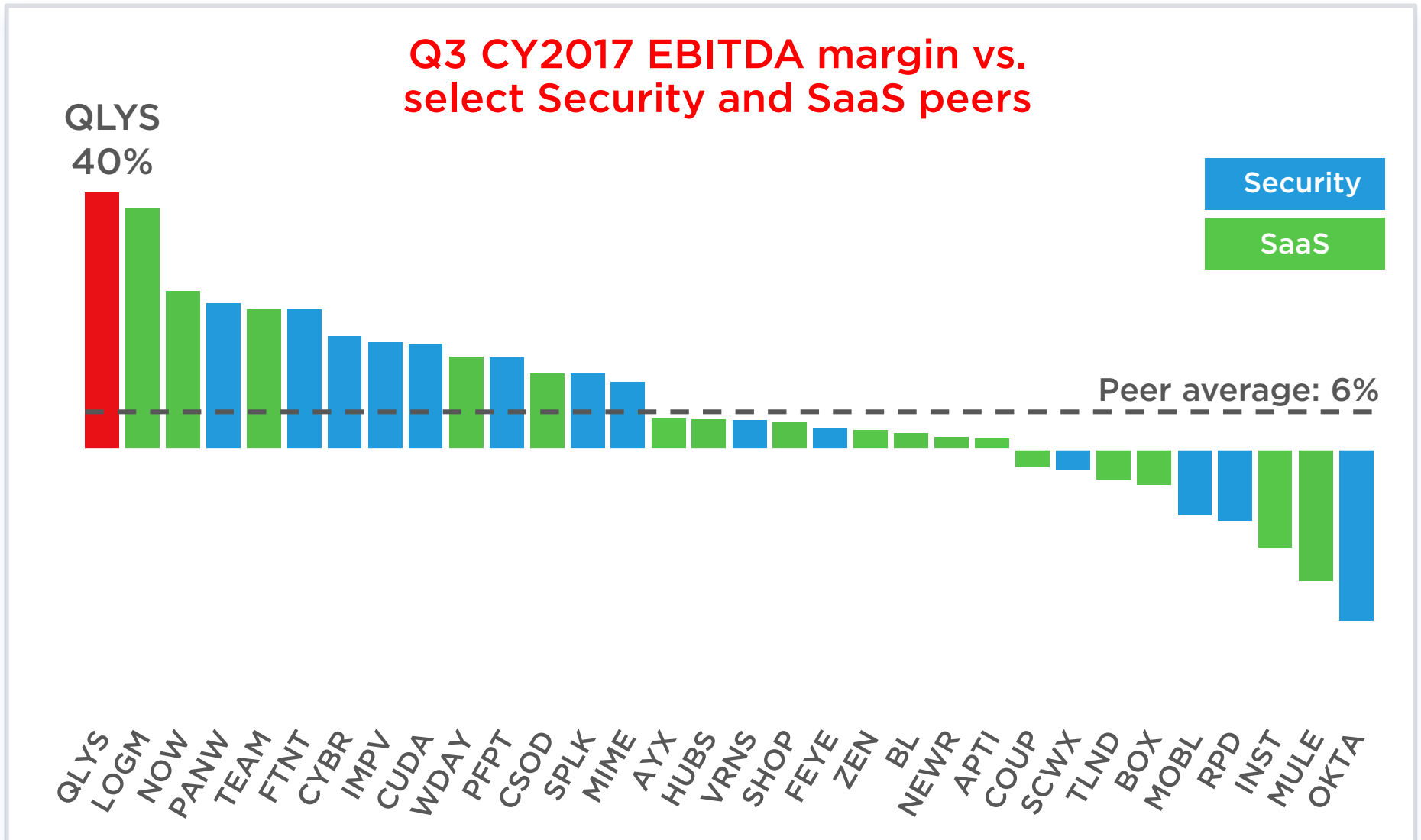
Leveraging low cost geos

Increasing adjusted EBITDA & operating cash flow

(\$ in millions)



Industry-leading margins and scalable business model



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

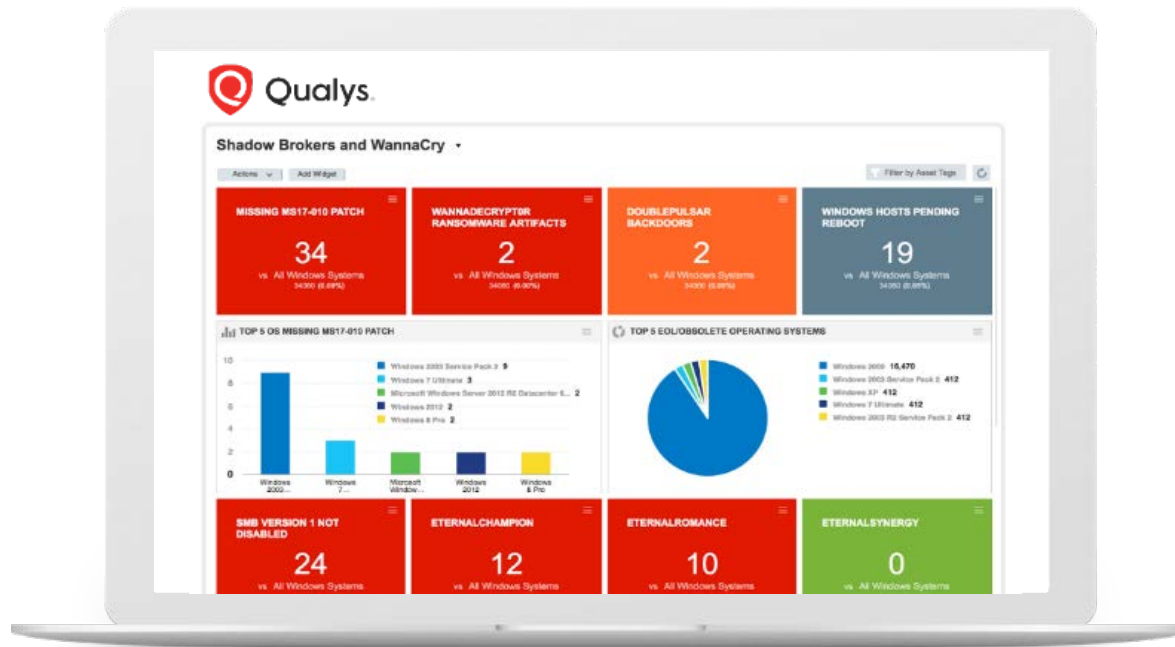
Full server rack	For governments, enterprises, and MSSPs
Virtual rack	For governments, enterprises, and MSSPs
Standalone appliance	For small businesses

Revenue guidance range

(\$ in millions)

	Q1 2018		2018	
Revenue guidance range	\$63.4	\$64.1	\$275.5	\$278.5
Y/Y revenue growth under US GAAP	19.3%	20.6%	19.3%	20.6%

Appendix



Reconciliation of Adjusted EBITDA

(\$ in millions)

	2017	2016	2015	2014
Net income	\$40.4	\$19.2	\$15.9	\$30.2
Depreciation and amortization of property and equipment	19.8	16.6	14.0	11.5
Amortization of intangible assets	0.8	0.4	0.4	0.4
Provision for (benefit from) income taxes	(1.1)	11.2	8.7	(21.6)
Stock based compensation	27.0	20.1	17.5	10.5
Other (income) expenses, net	(2.1)	(0.3)	0.3	0.6
Acquisition-related expense	0.1	---	---	---
One-time tax related expense	---	0.7	---	---
Adjusted EBITDA	\$84.9	\$68.0	\$56.7	\$31.7