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

Next-gen public cloud infrastructure

Next-gen infrastructure

Incumbents

Next-gen applications

Next-gen public cloud applications

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
- CA
- AI
- VM
- CM
- TP
- FIM
- PC
- PCI
- SAQ
- IOC
- WAS
- WAF
...

Analytics and Reporting Engines
- kafka
- caph
- elastic
- cassandra
- redis
- Flink
- Microservices

Distributed Sensors
- Hardware
- Virtual
- Cloud
- Agent
- Passive
- API

Environments
- On-premise
- Endpoints
- Cloud
# Qualys Cloud Platform Apps

## Asset Management

<table>
<thead>
<tr>
<th>AI</th>
<th>Asset Inventory</th>
<th>Maintain full, instant visibility of all your global IT assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYN</td>
<td>CMDB Sync</td>
<td>Synchronize asset information from Qualys into ServiceNow CMDB</td>
</tr>
<tr>
<td>CI</td>
<td>Cloud Inventory (Beta)</td>
<td>Inventory of all your cloud assets across AWS, Azure, GCP and others</td>
</tr>
<tr>
<td>CRI</td>
<td>Certificate Inventory (Beta)</td>
<td>Inventory of TLS/SSL digital certificates on a global scale</td>
</tr>
</tbody>
</table>

## IT Security

<table>
<thead>
<tr>
<th>VM</th>
<th>Vulnerability Management</th>
<th>Continuously detect and protect against attacks, anytime, anywhere</th>
</tr>
</thead>
<tbody>
<tr>
<td>IOC</td>
<td>Indication of Compromise</td>
<td>Continuously monitor endpoints to detect suspicious activity</td>
</tr>
<tr>
<td>TP</td>
<td>Threat Protection</td>
<td>Pinpoint your most critical threats and prioritize patching</td>
</tr>
<tr>
<td>CM</td>
<td>Continuous Monitoring</td>
<td>Alerts you in real time about network irregularities</td>
</tr>
<tr>
<td>CRA</td>
<td>Certificate Assessment (Beta)</td>
<td>Assess all your digital certificates for TLS/SSL vulnerabilities</td>
</tr>
</tbody>
</table>

## Compliance Monitoring

<table>
<thead>
<tr>
<th>PC</th>
<th>Policy Compliance</th>
<th>Assess security configurations of IT systems throughout your network</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCA</td>
<td>Security Configuration Assessment</td>
<td>Automate configuration assessment of global IT assets</td>
</tr>
<tr>
<td>PCI</td>
<td>PCI Compliance</td>
<td>Automate, simplify and attain PCI compliance quickly</td>
</tr>
<tr>
<td>CSA</td>
<td>Cloud Security Assessment (Beta)</td>
<td>Get full visibility and control across all public cloud instances</td>
</tr>
<tr>
<td>FIM</td>
<td>File Integrity Monitoring</td>
<td>Log and track file changes across global IT systems</td>
</tr>
<tr>
<td>SAQ</td>
<td>Security Assessment Questionnaire</td>
<td>Minimize the risk of doing business with vendors and other third parties</td>
</tr>
</tbody>
</table>

## Web Application Security

<table>
<thead>
<tr>
<th>WAS</th>
<th>Web Application Scanning</th>
<th>Secure web applications with end-to-end protection</th>
</tr>
</thead>
<tbody>
<tr>
<td>WAF</td>
<td>Web Application Firewall</td>
<td>Block attacks and virtually patch web application vulnerabilities</td>
</tr>
</tbody>
</table>

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
Large expanding market opportunity

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

FY15 Revenue to FY16 Revenue Growth
Source: IDC

Large expanding market opportunity

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

12% CAGR

20% Qualys growth (1)

CAGR

- New Services Coming (IOC, FIM, PM, CertView, CloudView…)
- Other Security: 1%
- Web Security: SaaS (WAF): 8%
- Network and Edge (PS): 16%
- Security Policy and Compliance (PC, PCI, SAQ): 10%
- Vulnerability Assessment: App (WAS): 22%
- Vulnerability Assessment: Device (VM): 13%

Qualys’ current Total Addressable Market

CY2015
$4.6B

- $0.8B
- $0.5B
- $0.6B
- $1.1B
- $0.7B
- $0.9B

CY2020E
$8.2B

- $0.8B
- $0.7B
- $1.2B
- $1.9B
- $1.7B

(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
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%

Key strategic partners:
- accenture
- at&t
- Computacenter
- HCL
- Hewlett Packard Enterprise
- NTT Security
- OPTIV
- SecureWorks
- verizon
- BT
- Wipro
- IBM
- Deutsche Telekom
- Infosys
- orange
- NTT
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
Strong and consistent organic revenue growth
Outperforming market and gaining share

($ in millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$108</td>
</tr>
<tr>
<td>2014</td>
<td>$134</td>
</tr>
<tr>
<td>2015</td>
<td>$164</td>
</tr>
<tr>
<td>2016</td>
<td>$198</td>
</tr>
<tr>
<td>Q3 2016 YTD</td>
<td>$146</td>
</tr>
<tr>
<td>Q3 2017 YTD</td>
<td>$168</td>
</tr>
</tbody>
</table>

22% CAGR
18% Normalized*

*Normalized for MSSP and FX
Strong customer retention drives land and expand

($ in millions)

Quarterly revenues vs. customers

- Initial solution
- Expansion of initial solution
- Additional solutions
- Future products


Quarterly revenues
Customers

9,300+
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)

<table>
<thead>
<tr>
<th>Avg. revenue per customer</th>
<th>LTM Q3 2014</th>
<th>LTM Q3 2015</th>
<th>LTM Q3 2016</th>
<th>LTM Q3 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0</td>
<td>$41</td>
<td>$46</td>
<td>$49</td>
<td>$49</td>
</tr>
<tr>
<td>$25</td>
<td>$100</td>
<td>$130</td>
<td>$149</td>
<td>$179</td>
</tr>
<tr>
<td>$50</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$75</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$100</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$125</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$150</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$175</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$200</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3.7x of 1-product average

Enterprise customers with 1 product

Enterprise customers with 3+ products
Increasing number of customers with annual revenue >$500K

($ in millions)

Cumulative revenues

<table>
<thead>
<tr>
<th>Year</th>
<th>Cumulative Revenues</th>
</tr>
</thead>
<tbody>
<tr>
<td>LTM Q3 2014</td>
<td>$14</td>
</tr>
<tr>
<td>LTM Q3 2015</td>
<td>$23</td>
</tr>
<tr>
<td>LTM Q3 2016</td>
<td>$32</td>
</tr>
<tr>
<td>LTM Q3 2017</td>
<td>$48, 47</td>
</tr>
</tbody>
</table>

Note: Customer count is defined as customers with greater than $500K in annual revenue.
Platform enables scalable operational model

Revenue per S&M headcount

- 2013: $0.8M
- 2014: $0.9M
- 2015: $1.0M
- 2016: $1.1M

High sales leverage

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

- 2013: 15%
- 2014: 28%
- 2015: 36%
- 2016: 46%

Leveraging low cost geos
Increasing adjusted EBITDA & operating cash flow

($ in millions)

Adjusted EBITDA
Adjusted EBITDA margin (%)

Operating cash flow
Operating cash flow margin (%)

2013 2014 2015 2016 Q3 2016 YTD Q3 2017 YTD

16% 24% 34% 34% 34% 36%
$17 $32 $57 $68 $49 $61

2013 2014 2015 2016 Q3 2016 YTD Q3 2017 YTD

23% 31% 40% 34% 38% 49%
$25 $41 $66 $68 $55 $82
Industry-leading margins and scalable business model

Q2 CY2017 EBITDA margin vs. select Security and SaaS peers

Qualys
37%

Security
SaaS

Peer average: 3%

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

<table>
<thead>
<tr>
<th></th>
<th>For governments, enterprises, and MSSPs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full server rack</td>
<td></td>
</tr>
<tr>
<td>Virtual rack</td>
<td></td>
</tr>
<tr>
<td>Standalone appliance</td>
<td>For small businesses</td>
</tr>
</tbody>
</table>
### Revenue guidance range

($) in millions

<table>
<thead>
<tr>
<th></th>
<th>Q4 2017</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue guidance range</strong></td>
<td>$61.7</td>
<td>$229.6</td>
</tr>
<tr>
<td><strong>Y/Y revenue growth under US GAAP</strong></td>
<td>18.1%</td>
<td>16.0%</td>
</tr>
<tr>
<td></td>
<td>19.1%</td>
<td>16.3%</td>
</tr>
<tr>
<td><strong>Plus: estimated impact of MSSP contract signed in Feb 2016</strong></td>
<td>0.6%</td>
<td>1.6%</td>
</tr>
<tr>
<td></td>
<td>0.6%</td>
<td>1.6%</td>
</tr>
<tr>
<td><strong>Plus: estimated foreign exchange impact</strong></td>
<td>0.6%</td>
<td>1.1%</td>
</tr>
<tr>
<td></td>
<td>0.6%</td>
<td>1.1%</td>
</tr>
<tr>
<td><strong>Estimated normalized revenue growth</strong></td>
<td>19.3%</td>
<td>18.6%</td>
</tr>
<tr>
<td></td>
<td>20.3%</td>
<td>18.9%</td>
</tr>
</tbody>
</table>
Appendix
# Reconciliation of Adjusted EBITDA

($ in millions)

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

($ in millions)

<table>
<thead>
<tr>
<th>Description</th>
<th>Q3 2017</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$167.9</td>
<td></td>
</tr>
<tr>
<td>Y/Y revenue growth under US GAAP</td>
<td>15.2%</td>
<td></td>
</tr>
<tr>
<td>Plus: impact of MSSP contract signed in Feb 2016</td>
<td>1.9%</td>
<td></td>
</tr>
<tr>
<td>Plus: foreign exchange impact</td>
<td>1.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Normalized revenue growth</strong></td>
<td><strong>18.4%</strong></td>
<td></td>
</tr>
</tbody>
</table>
Strong growth in VM and Other Security Solutions

($ in millions)

**VM Solutions***

- Revenues

- % Year-over-year revenue growth

**Other Security Solutions***

- % Year-over-year revenue growth

* 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.