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; and
- our ability to effectively manage our costs.

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
Investment highlights

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

Scalable business model and industry-leading profitability

Multiple levers of recurring revenue growth

Industry-leading Cloud Security and Compliance Platform
Large expanding market opportunity

Qualys has taken the #1 position over IBM and HP in the $1.7B Worldwide 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 26% 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
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%
Channel 40%

- accenture
- at&t
- Computacenter
- HCL
- DXC
- DXC.technology
- Deloitte
- OPTIV
- SecureWorks
- verizon
- BT
- Wipro
- IBM
- T-Systems
- Deutsche Telekom
- Infosys
- Orange
- NTT

Qualys.
Attractive value proposition for partners
High-margin recurring revenue with no capex

- MSSPs
- telcos
- Outsourcing providers
- VAS resellers
- Consultants

Logos of various companies are shown in the diagram, including Verizon, SecureWorks, DXC Technology, at&t, IBM, Orange, NTT, BT, Deutsche Telekom, Accenture, Cognizant, HCL, Infosys, Wipro, Tata, Atos, Optiv, Computacenter, Control GAP, Compass IT Compliance, Forsythe, Mahindra, Mphasis, Blue Cube, Tech Mahindra, FORSYTHE, Deloitte, and others.
Strong global presence

10,300+ Customers
130+ Countries
6 Shared Platforms
66 Private Clouds
47 Locations

Qualys locations
Qualys Cloud Platform and 2018 Roadmap
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
- ORACLE
- ceph
- elastic
- cassandra
- redis
- Flink
- Microservices

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

Environments
- On-Premises
- Endpoints
- Cloud
Global visibility across environments enables superior security
Scalable, self-updating & centrally managed

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

Agentless + Agent Based + Passive
Qualys Cloud Platform produces 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
Robust pure cloud platform serves as a scalable distribution channel
Scalable, Micro-services, DevOps
# Increasing number of Apps delivered through the Qualys Cloud Platform

## ASSET MANAGEMENT

<table>
<thead>
<tr>
<th>AI</th>
<th>Asset Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintain full, instant visibility of all your global IT assets</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SYN</th>
<th>CMDB Sync</th>
</tr>
</thead>
<tbody>
<tr>
<td>Synchronize asset information from Qualys into ServiceNow CMDB</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CI</th>
<th>Cloud Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory of all your cloud assets across AWS, Azure, GCP and others</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CRI</th>
<th>Certificate Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory of TLS/SSL digital certificates on a global scale</td>
<td></td>
</tr>
</tbody>
</table>

## IT SECURITY

<table>
<thead>
<tr>
<th>VM</th>
<th>Vulnerability Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Continuously detect and protect against attacks, anytime, anywhere</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TP</th>
<th>Threat Protection</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pinpoint your most critical threats and prioritize patching</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CM</th>
<th>Continuous Monitoring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alerts you in real time about network irregularities</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IOC</th>
<th>Indication of Compromise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Continuously monitor endpoints to detect suspicious activity</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CS</th>
<th>Container Security</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discover, track, and continuously protect containers</td>
<td></td>
</tr>
</tbody>
</table>

## COMPLIANCE MONITORING

<table>
<thead>
<tr>
<th>PC</th>
<th>Policy Compliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assess security configurations of IT systems throughout your network</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PCI</th>
<th>PCI Compliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automate, simplify and attain PCI compliance quickly</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FIM</th>
<th>File Integrity Monitoring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Log and track file changes across global IT systems</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SCA</th>
<th>Security Configuration Assessment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automate configuration assessment of global IT assets</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CSA</th>
<th>Cloud Security Assessment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Get full visibility and control across all public cloud instances</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SAQ</th>
<th>Security Assessment Questionnaire</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimize the risk of doing business with vendors and other third parties</td>
<td></td>
</tr>
</tbody>
</table>

## WEB APPLICATION SECURITY

<table>
<thead>
<tr>
<th>WAS</th>
<th>Web Application Scanning</th>
</tr>
</thead>
<tbody>
<tr>
<td>Secure web applications with end-to-end protection</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>WAF</th>
<th>Web Application Firewall</th>
</tr>
</thead>
<tbody>
<tr>
<td>Block attacks and virtually patch web application vulnerabilities</td>
<td></td>
</tr>
</tbody>
</table>
Qualys Cloud Platform enables vendor and stack consolidation

<table>
<thead>
<tr>
<th>IT Security</th>
<th>RAPID7</th>
<th>tenable network security</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compliance Monitoring</td>
<td>McAfee</td>
<td>NetIQ</td>
</tr>
<tr>
<td>Web Application Security</td>
<td>Hewlett Packard Enterprise</td>
<td>IMPERVA</td>
</tr>
<tr>
<td>New Services</td>
<td>Carbon Black</td>
<td>evident.io</td>
</tr>
</tbody>
</table>
Additional apps to come

### 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
Scalable Business Model
Strong and consistent organic revenue growth
Outperforming market and gaining share

($ in millions)

2014: $134
2015: $164
2016: $198
2017: $231
Q1 2017 YTD: $53
Q1 2018 YTD: $65

20% CAGR
Adoption of new solutions (APPS) fuels growth and profitability

Quarterly revenues vs. customers

$ millions

2008 2010 2013 2015 2017

Quarterly revenues Customers

2 APPS
Q2’08
VM, PCI

4 APPS
Q2’13
VM, PC, PCI, WAS

10 APPS
Q2’17
VM, PC, PCI, WAS, WAF, CM, CA, AV, SAQ, TP

20+ APPS

Initial solution
Expansion
Additional solutions
Future products
Increasing Cloud Agent Adoption

(Units in millions)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Number of Cloud Agents Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>LTM Q2 2017</td>
<td>3.4</td>
</tr>
<tr>
<td>LTM Q3 2017</td>
<td>4.7</td>
</tr>
<tr>
<td>LTM Q4 2017</td>
<td>6.0</td>
</tr>
<tr>
<td>LTM Q1 2018</td>
<td>7.3</td>
</tr>
</tbody>
</table>
Platform adoption accelerating

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

% of Enterprise customers with 3+ solutions

Q1 FY15  Q1 FY16  Q1 FY17  Q1 FY18
17%     21%     27%     34%

% of Enterprise customers with 4+ solutions

Q1 FY15  Q1 FY16  Q1 FY17  Q1 FY18
1%       3%       9%      16%
Multiplier effect
Enterprise customers with 4+ solutions spend approximately 5x that of 1-solution 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

High sales leverage

Leveraging low cost geos

Revenue per S&M headcount

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$0.9M</td>
</tr>
<tr>
<td>2015</td>
<td>$1.0M</td>
</tr>
<tr>
<td>2016</td>
<td>$1.1M</td>
</tr>
<tr>
<td>2017</td>
<td>$1.2M</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>28%</td>
</tr>
<tr>
<td>2015</td>
<td>36%</td>
</tr>
<tr>
<td>2016</td>
<td>46%</td>
</tr>
<tr>
<td>2017</td>
<td>58%</td>
</tr>
</tbody>
</table>
2018 Revenue and Non-GAAP EPS Growth

Quarterly Revenues
- Actual Q1 FY18: $64.9M
- Guidance Midpoint Q2 FY18: $67.0M

Annual Revenues
- Actual FY2017: $230.8M
- Guidance Midpoint FY2018: $277.6M

Quarterly Non-GAAP EPS
- Actual Q1 FY18: $0.36
- Guidance Midpoint Q2 FY18: $0.34

Annual Non-GAAP EPS
- Actual FY2017: $1.09
- Guidance Midpoint FY2018: $1.45
Increasing adjusted EBITDA & operating cash flow

($ in millions)

Adjusted EBITDA

- 2014: $32
- 2015: $57
- 2016: $68
- 2017: $85

Adjusted EBITDA margin (%)

- 2014: 24%
- 2015: 34%
- 2016: 34%
- 2017: 37%

Operating cash flow

- 2014: $17
- 2015: $26
- 2016: $32
- 2017: $43

Operating cash flow margin (%)

- 2014: 0%
- 2015: 5%
- 2016: 10%
- 2017: 15%

- Q1 2017: 20%
- Q1 2018: 25%
- Q1 2018: 30%
- Q1 2018: 35%

- Q1 2017: 40%
- Q1 2018: 45%
- Q1 2018: 50%
- Q1 2018: 55%
- Q1 2018: 60%
- Q1 2018: 65%
- Q1 2018: 70%
- Q1 2018: 75%
- Q1 2018: 80%
- Q1 2018: 85%
- Q1 2018: 90%
- Q1 2018: 95%
- Q1 2018: 100%
Industry-leading margins

Q4 CY2017 EBITDA margin vs. select Security and SaaS peers

QLYS 38%

Peer average: 12%

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>Service Type</th>
<th>Example Use Cases</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full server rack</td>
<td>For governments, enterprises, and MSSPs</td>
</tr>
<tr>
<td>Virtual rack</td>
<td>For governments, enterprises, and MSSPs</td>
</tr>
<tr>
<td>Standalone appliance</td>
<td>For small businesses</td>
</tr>
<tr>
<td>FedRAMP authorized</td>
<td></td>
</tr>
</tbody>
</table>
## Reconciliation of Adjusted EBITDA

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>Q1 2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net income</strong></td>
<td>$30.2</td>
<td>$15.9</td>
<td>$19.2</td>
<td>$40.4</td>
<td>$21.9</td>
<td>$9.1</td>
</tr>
<tr>
<td><strong>Depreciation and amortization of property and equipment</strong></td>
<td>11.5</td>
<td>14.0</td>
<td>16.6</td>
<td>19.8</td>
<td>4.7</td>
<td>6.4</td>
</tr>
<tr>
<td><strong>Amortization of intangible assets</strong></td>
<td>0.4</td>
<td>0.4</td>
<td>0.4</td>
<td>0.8</td>
<td>0.1</td>
<td>0.6</td>
</tr>
<tr>
<td><strong>Interest expense</strong></td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Provision for (benefit from) income taxes</strong></td>
<td>(21.6)</td>
<td>8.7</td>
<td>11.2</td>
<td>(1.1)</td>
<td>(13.8)</td>
<td>0.5</td>
</tr>
<tr>
<td><strong>Stock-based compensation</strong></td>
<td>10.5</td>
<td>17.5</td>
<td>20.1</td>
<td>27.0</td>
<td>4.3</td>
<td>8.9</td>
</tr>
<tr>
<td><strong>Other (income) expense, net</strong></td>
<td>0.6</td>
<td>0.3</td>
<td>(0.3)</td>
<td>(2.1)</td>
<td>(0.5)</td>
<td>(1.3)</td>
</tr>
<tr>
<td><strong>Acquisition-related expense</strong></td>
<td>---</td>
<td>---</td>
<td>---</td>
<td>0.1</td>
<td>---</td>
<td>0.3</td>
</tr>
<tr>
<td><strong>One-time tax related expense</strong></td>
<td>---</td>
<td>---</td>
<td>0.7</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$31.7</td>
<td>$56.7</td>
<td>$68.0</td>
<td>$84.9</td>
<td>$16.8</td>
<td>$24.6</td>
</tr>
</tbody>
</table>
Reconciliation of Non-GAAP Net Income

($ in millions, except per diluted share metric)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Net income</td>
<td>$40.4</td>
<td>$9.1</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>27.0</td>
<td>8.9</td>
</tr>
<tr>
<td>Intangible asset amortization (1)</td>
<td>0.5</td>
<td>0.6</td>
</tr>
<tr>
<td>Acquisition-related expense (2)</td>
<td>0.1</td>
<td>0.3</td>
</tr>
<tr>
<td>Tax adjustment</td>
<td>(24.5)</td>
<td>(4.0)</td>
</tr>
<tr>
<td><strong>Non-GAAP Net income</strong></td>
<td><strong>$43.5</strong></td>
<td><strong>$15.0</strong></td>
</tr>
<tr>
<td><strong>Non-GAAP Net income per diluted share</strong></td>
<td><strong>$1.09</strong></td>
<td><strong>$0.36</strong></td>
</tr>
</tbody>
</table>

(1) Includes amortization of intangible assets from acquisition of Nevis Networks and NetWatcher.
(2) Relates to compensation expense from the acquisition of NetWatcher.