

Qualys, Inc.

Fact Sheet

Q L Y S

LISTED

NASDAQ

QUALYS

QUICK REFERENCE

Qualys Inc
Trading Symbol: **QLYS**
www.QUALYS.com

BUSINESS SUMMARY

Qualys, Inc. is a pioneer and leading provider of disruptive cloud-based security, compliance and IT solutions with more than 10,000 subscription customers worldwide, including a majority of the Forbes Global 100 and Fortune 100. Qualys helps organizations streamline and automate their security and compliance solutions onto a single platform for greater agility, better business outcomes, and substantial cost savings.

The Qualys Cloud Platform leverages a single agent to continuously deliver critical security intelligence while enabling enterprises to automate the full spectrum of vulnerability detection, compliance, and protection for IT systems, workloads and web applications across on premises, endpoints, servers, public and private clouds, containers, and mobile devices. Founded in 1999 as one of the first SaaS security companies, Qualys has strategic partnerships and seamlessly integrates its vulnerability management capabilities into security offerings from cloud service providers, including Amazon Web Services, the Google Cloud Platform and Microsoft Azure, along with a number of leading managed service providers and global consulting organizations.

BUSINESS & OPERATIONS

Security and compliance for the Digital Transformation

The Digital Transformation is bringing new opportunities to your company—but also exposing it to new security risks. There's new vulnerabilities, new regulations, new tools appearing all the time. The Enterprise TruRisk Platform can guide your company through all of it.

- **Streamline your IT operations**
Save time and money with Qualys' all-in-one, cloud-based solution. No hardware to install or software to maintain. Avoid the gaps that come with trying to glue together different siloed solutions.
- **See it all in one place, anytime, anywhere**
See your security and compliance posture in one browser window, without plugins or a VPN. No need to wait for reports to run—all the data is updated in real time.
- **Demonstrate and maintain compliance**
Respond to auditors and regulations in a timely and accurate manner. We help you show that the required controls are in place and your environment is continually compliant.

CONTACT INFORMATION

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Recent Press Releases *(Headlines and Excerpts)*

Qualys Participates in the Microsoft Security Copilot Partner Private Preview

Nov. 15, 2023 -- Qualys, Inc. (NASDAQ: QLYS), a pioneer and leading provider of disruptive cloud-based IT, security, and compliance solutions, today announced its participation in the Microsoft Security Copilot Partner Private Preview. Qualys was selected based on its proven experience with Microsoft Security technologies, willingness to explore and provide feedback on cutting-edge functionality, and close relationship with Microsoft.

Qualys is working with Microsoft product teams to help shape Security Copilot product development in several ways, including validation and refinement of new and upcoming scenarios, providing feedback on product development and operations to be incorporated into future product releases, and validation and feedback of APIs to assist with Security Copilot extensibility.

Security Copilot is the first AI-powered security product that enables security professionals to respond to threats quickly, process signals at machine speed, and assess risk exposure in minutes. It combines an advanced large language model (LLM) with a security-specific model that is informed by Microsoft's unique global threat intelligence and more than 65 trillion daily signals.

Qualys to Speak at Upcoming Investor Conference

Nov. 6, 2023 -- Qualys, Inc. announced that management will participate in a fireside chat and host one-on-one meetings with interested investors at the following conference:

UBS' Global Technology Conference. Sumedh Thakar, president and CEO, and Joo Mi Kim, CFO, will host one-on-one meetings and participate in a fireside chat in Scottsdale, Arizona on Tuesday, November 28, 2023 at 8:15am MST.

At the time of the fireside chat, a live webcast will be accessible from the investor relations page of the Qualys website at <https://investor.qualys.com/events-presentations>. Following the event, a replay will be made available at the same location.

Qualys Announces Third Quarter 2023 Financial Results

- **Revenue Growth of 13% Year-Over-Year**
- **GAAP EPS: \$1.24; Non-GAAP EPS: \$1.51**
- **Raises 2023 GAAP EPS Guidance to \$3.71-\$3.81**
- **Raises 2023 Non-GAAP EPS Guidance to \$5.04-\$5.14**

Nov. 2, 2023 -- Qualys, Inc. announced financial results for the third quarter ended September 30, 2023. For the quarter, the Company reported revenues of \$142.0 million, net income under United States Generally Accepted Accounting Principles ("GAAP") of \$46.5 million, non-GAAP net income of \$56.7 million, Adjusted EBITDA of \$68.8 million, GAAP net income per diluted share of \$1.24, and non-GAAP net income per diluted share of \$1.51.

Third Quarter 2023 Business Highlights

- The inaugural Qualys Environmental, Social and Governance (ESG) report was launched to showcase the company's robust adherence to responsible business practices and sustainable operations.
- Introduced Qualys' First-Party Software Risk Management, to enable application security teams to detect, prioritize and remediate vulnerabilities within company-developed software and embedded open-source components.
- Mazars integrated Qualys' cybersecurity solutions into its Cybersecurity Managed Services offering to empower customers with unprecedented insights into their risk postures with integrated vulnerability detection, prioritization and remediation capabilities.
- The Qualys Threat Research Unit (TRU) has received prestigious Pwnie award nominations for work on RenderDoc, marking the fifth consecutive year of recognition for their exceptional contributions to cybersecurity research.
- Hosted 600+ attendees at our virtual Cyber Risk Series.

This Company Fact Sheet is distributed by Andrew Barwicki, Investor Relations. Contact Info: 516-662-9461 / andrew@barwicki.com
The information contained is neither an offer to sell nor a solicitation of an offer to buy any securities mentioned. This Company Fact Sheet is an information publication and is considered investor relations & financial public relations material. All information is compiled from SEC Filings (U.S. Securities and Exchange Commission), press releases, conference calls, shareholder meetings, investment conferences, analyst reports, internet, company website and/or senior management interviews. This document may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995.

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Qualys Inc

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