

# Investor Fact Sheet

## A ROBUST PLATFORM DESIGNED TO SECURELY TRANSFER DATA



Operational Efficiency Compliance

Governance

Reporting

# **REVENUE** (IN MILLIONS)



# **BASIC EARNINGS PER SHARE**



## ABOUT GLOBALSCAPE, INC.

Globalscape is a pioneer in the reliable exchange of mission-critical business data and intellectual property. Globalscape's leading enterprise suite of solutions delivers military-proven security for achieving best-in-class control and visibility of data across multiple locations. Founded in 1996, Globalscape's software and services are trusted by tens of thousands of customers worldwide, including global enterprises, governments, and small and medium enterprises.

### **BUSINESS OVERVIEW**

- Leading provider of information exchange software, offering a comprehensive suite of solutions for organizations of all sizes
- Provides enterprise Managed File Transfer (MFT) software
- Broad range of MFT solutions and with multiple delivery models makes GSB well
  positioned to benefit from future market growth
- · Multiple licensing and service revenue paths
- · Ongoing product introductions generating greater market opportunities
- Technologies built with unparalleled service & support with a 90%+ customer retention rate
- Focused on empowering and strengthening partner network
- Organizations are looking for more efficient and reliable methods to transfer data internally and externally, to reduce costs and burdens on IT staff
  - It is also increasingly important for enterprises of all sizes to protect sensitive or proprietary information and their intellectual property
  - A number of evolving standards or regulations are creating the need for additional transparency and accountability on data transfers, especially for industries like financial services, retail, healthcare, and government

### FINANCIAL HIGHLIGHTS (DECEMBER 31, 2016)

- Q416 revenue up 7% to \$9 million
- Revenue for fiscal 2016 was \$33.3 million, a 8% increase YoY
- · Cash and short term investment balances of \$24 million with no debt
- Sustained steady net income while supporting growth in channel development programs and ongoing product innovation
- Basic EPS of \$0.06 for Q416

# STOCK DATA (JANUARY 23, 2017)

Market Exchange	NYSE MKT
Stock Symbol	GSB
52-Week Trading Range	3.20 - 4.34
Average Trading Volume	35,982
Diluted Shares Outstanding (mrq)*	21.7M
Market Cap	~\$87M
Enterprise Value	~\$67M

As of January 23, 2017 4:00 PM EDT. Market Closed.

# **EXECUTIVE TEAM**

- Matt Goulet, President and CEO
- Jim Albrecht, CFO

This investor Fact Sheet is intended to provide background information on GlobalSCAPE, Inc. It should be read in conjunction with the company's SEC filings, including the risk factors and forward-looking safe harbor statements included in those filings. Copies of those documents are available on the company's website.