



We are Globalscape - Leader in Secure Information Exchange

James L. Bindseil, President & CEO

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2015 GlobalSCAPE, Inc Annual Shareholders Meeting

Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. The words "would," "exceed," "should," "anticipates," "believe," "steady," "dramatic," and variations of such words and similar expressions identify forward-looking statements, but their absence does not mean that a statement is not a forward-looking statement. These forward-looking statements are based upon the Company's current expectations and are subject to a number of risks, uncertainties and assumptions. The Company undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. Among the important factors that could cause actual results to differ significantly from those expressed or implied by such forward-looking statements are risks that are detailed in the Company's Annual Report on Form 10-K for the 2014 fiscal year, filed with the Securities and Exchange Commission on March 30, 2015.

Globalscape 19 Years Strong



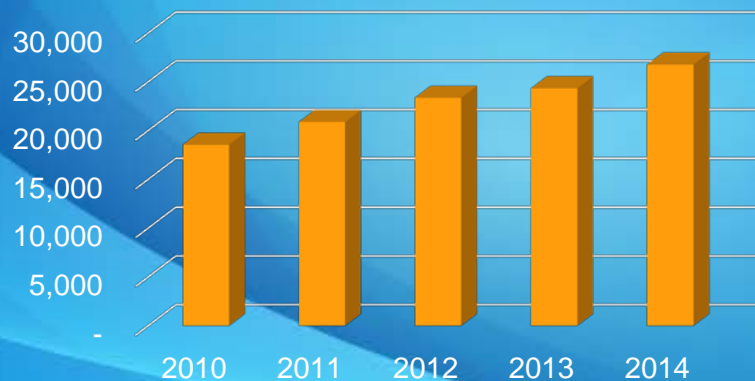
For almost two decades, we have provided secure information exchange solutions

Selected Awards and Achievements

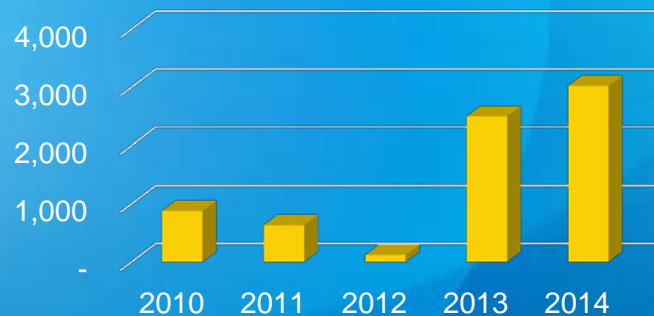
- Info Security Products Guide Global Excellence Award Winner: 2011, 2012, 2014, 2015
- Info-Tech Research Group Managed File Transfer Vendor Landscape Champion (Last published December 2013)
- Gartner Managed File Transfer Magic Quadrant Leader (Last published 2009)
- Recipient of a 5-Star Rating in The Channel Company's CRN 2015 Partner Program
- Recognized by *Texas Monthly* as one of the "Best Companies to Work for in Texas" for five years straight
- Recognized four times by *San Antonio Express-News* as one of "San Antonio's Top Workplaces"

Steady Growth

Revenue



Net income excluding infrequent items



Deferred revenue at the end of 2014 was \$14.8 million, which is a 37% increase over the 2013 amount

Strong Financial Position

Cash flow from operating and investing activities	
2013	\$2.9 million
2014	\$5.3 million
Cash and investments at December 31, 2014	\$14.5 million
Working capital ratio excluding deferred revenue	6:1
Notes payable or long term debt	Zero
Quarterly dividend per share*	\$0.015

* Commencing the second quarter of 2015. Initial cash dividend will be \$0.015 per share payable on June 3, 2015 to shareholders of record at the close of business on May 19th, 2015. Timing and amount of dividends to be paid in subsequent quarters will be determined on future dates by the Board of Directors

2014 Momentum Continued into Q1 2015

- Revenue \$6.9M – 20% YoY increase from Q1 2014
- Maintenance and Support exceeded \$4M for the first time in Globalscape history
- New License bookings grew 41% YoY from Q1 2014
- Launched Workspaces module for EFT, adding user-defined collaboration to EFT
- Launched scConnect as a secure on-premises alternative to public cloud mobility tools

2015 Focus

Marketing Excellence



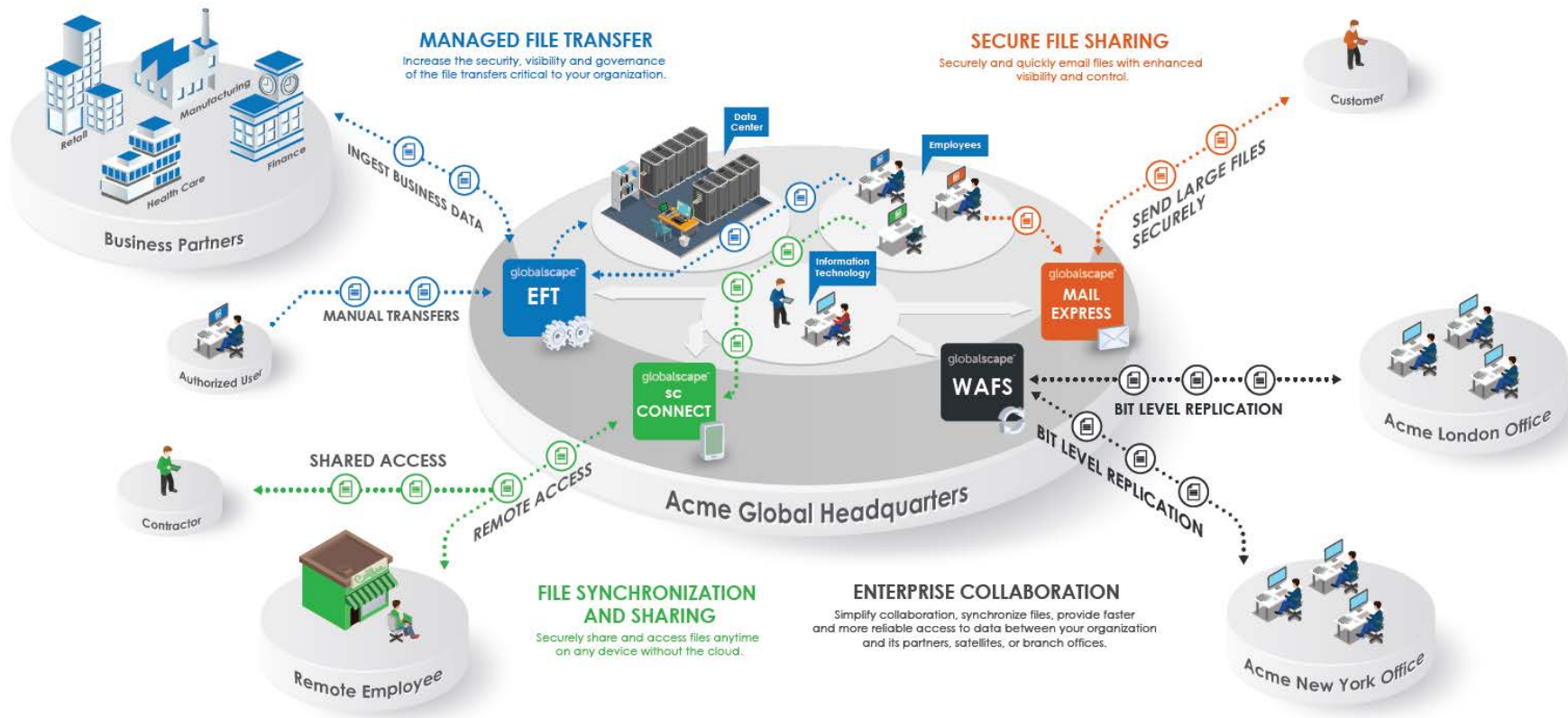
Product Innovation



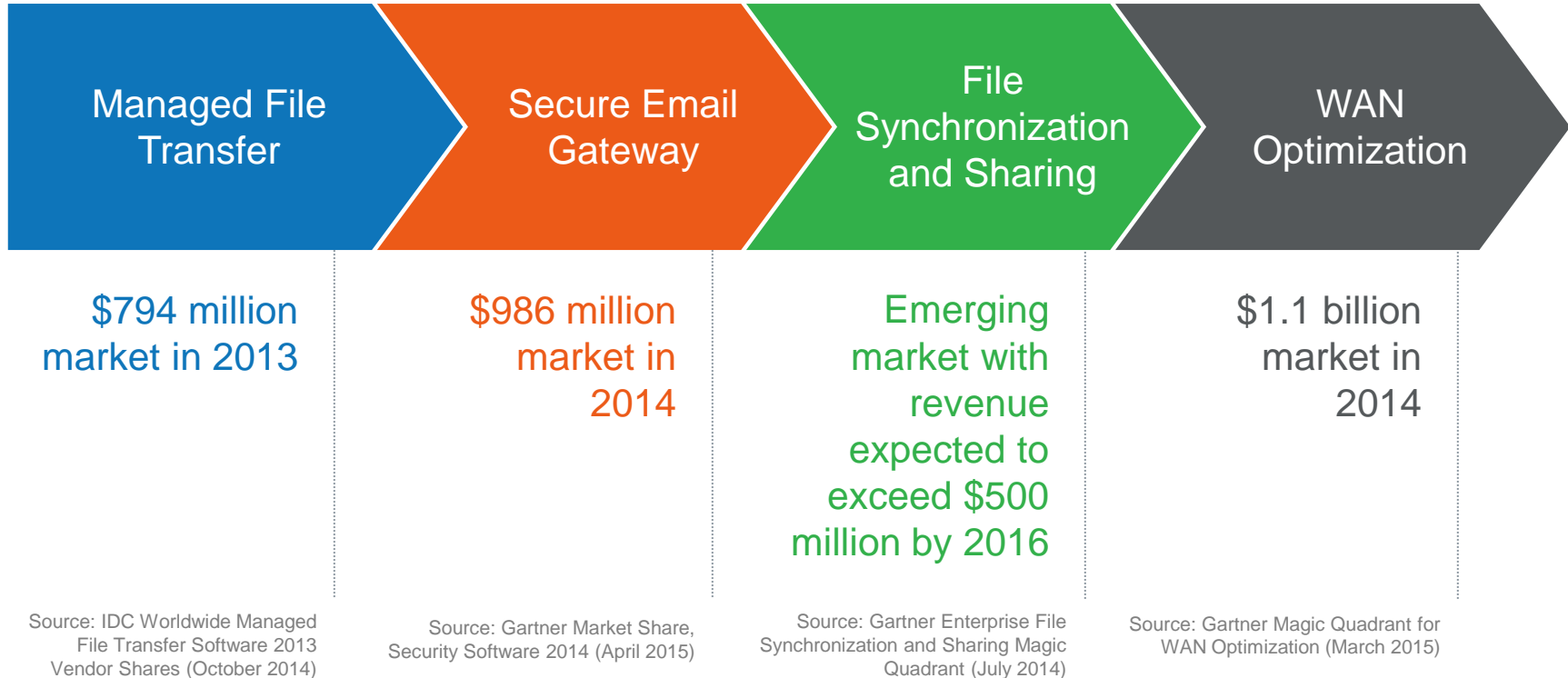
Channel Expansion



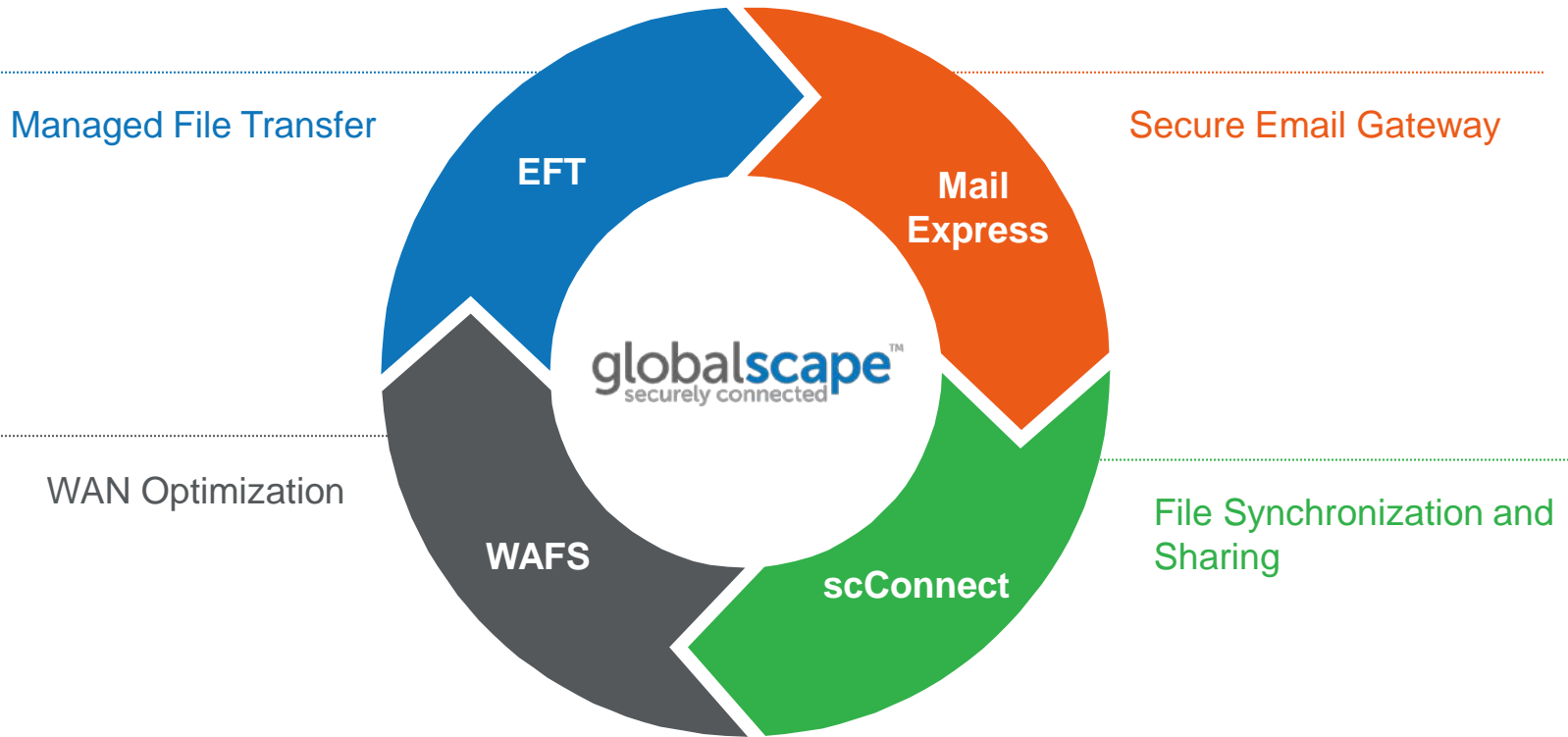
Secure Information Exchange



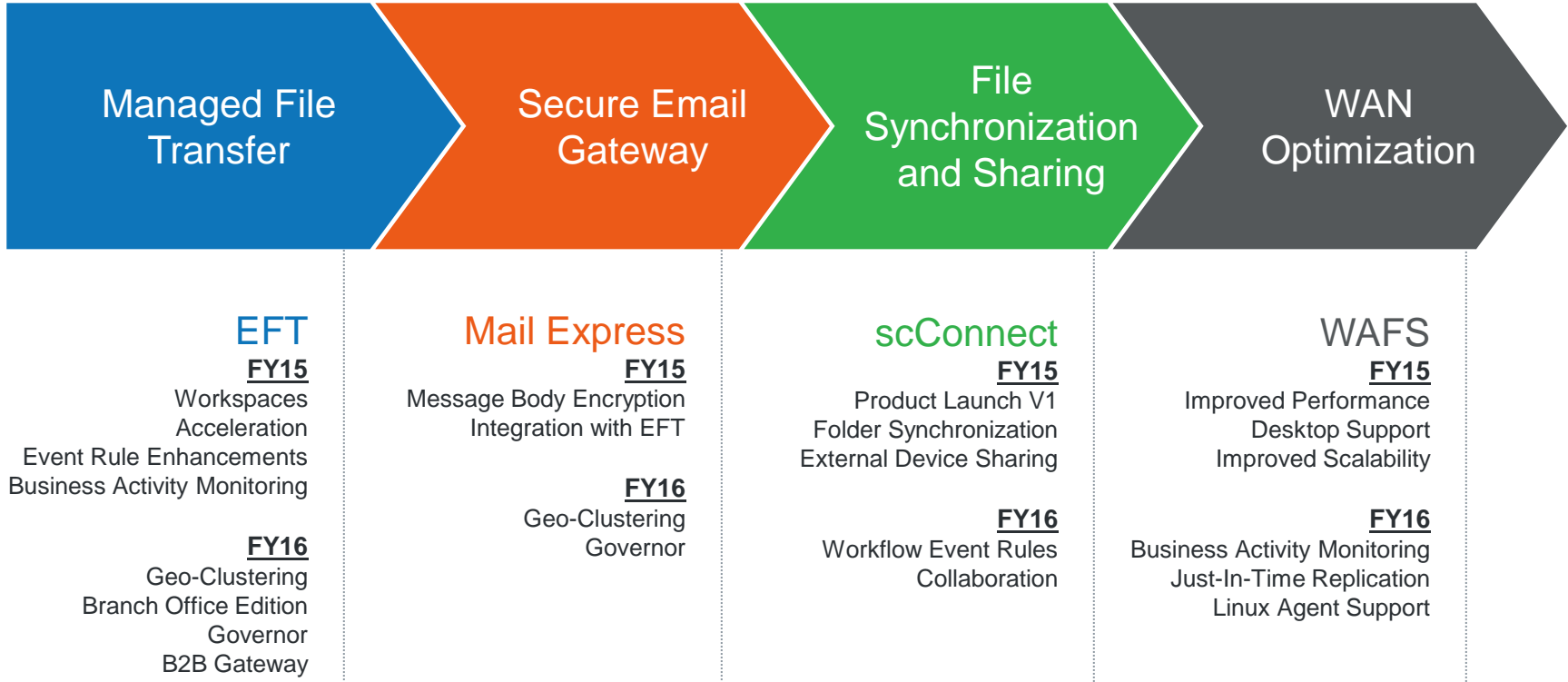
Market Landscape



Market Landscape – Product Alignment



Market Landscape – Product Roadmap



Multiple Revenue Opportunities

Globalscape Clients have the benefit of consuming solutions however they require them

**LICENSE
MAINTENANCE & SUPPORT**
RECURRING M&S REVENUE

On-Site & Self Managed

- Your software
- Your Hardware
- Your Employees

Off-Site & Self Managed

- Our software
- Our Hardware
- Your Employees

HOSTED SOLUTION
RECURRING SUBSCRIPTION REVENUE

**LICENSE
MAINTENANCE & SUPPORT
PROFESSIONAL SERVICES**
RECURRING M&S AND SUBSCRIPTION REVENUE

On-Site & Remotely Managed

- Your software
- Your Hardware
- Our Employees

Off-Site & Managed

- Our software
- Our Hardware
- Our Employees

MANAGED SOLUTION
RECURRING SUBSCRIPTION REVENUE

Expansion and Optimization of Channel

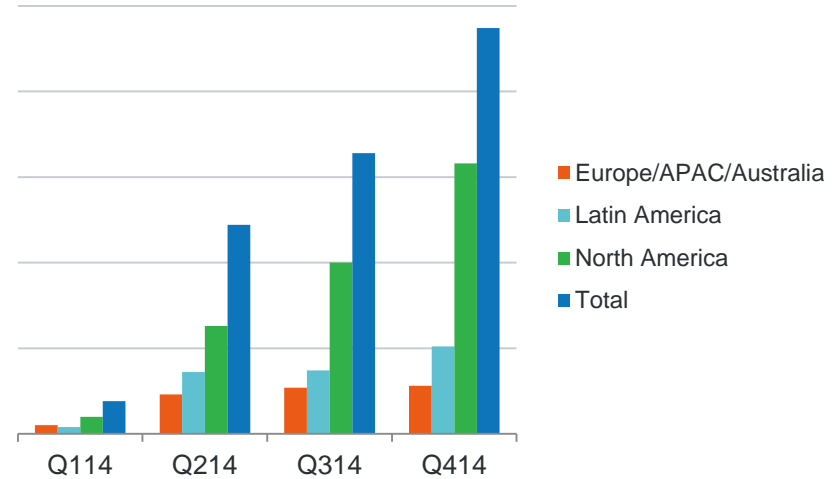
Accelerate channel program enablement and engagement phases

- Adding tiered designations based on partner investment and engagement
- Correlated incentives and rewards
- Formalized partner training programs
- Created the channel technical account manager position to accelerate partner sales and technical training
- Outsourced professional services with certified partners

Dedicated channel marketing resources and budget

- Joint marketing initiatives
- Revamped partner portal
- Partner branded content and collateral
- Partner representative sales incentives
- Partner volume rebates

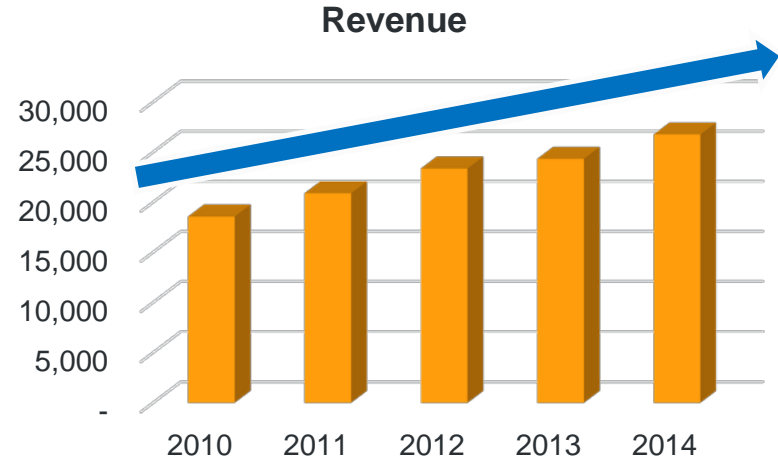
Cumulative Signed Partners



Denotes partners with which we have signed reseller agreements

In Summary

- Leading Position in the MFT Market
- New Product Introductions Generating Greater Market Opportunities
- Expansion & Enablement of Distribution and Reseller Networks
- Record Revenue and Cash Generation in FY 2014
- Growing the Top and Bottom Lines in FY 2015





Any Questions?