We are Globalscape – A Leader in Secure Information Exchange

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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.

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Who is Globalscape - Overview

- Founded in 1996, Globalscape is a leading provider of secure information exchange solutions

- Provides enterprise software in a wide array of categories including file management, web development and multimedia utilities

- Managed file transfer (MFT) platform helps organizations securely transfer files with enhanced automation, regulatory compliance, governance and visibility controls

- Facilitates transmission of sensitive data between diverse and geographically separated network infrastructures

- Superior to traditional file transfer software (FTP)

Share Statistics (as of 9/30/15 unless noted otherwise)
Trading Symbol (NYSE MKT)……………………………………………...GSB
Recent Stock Price (11/06/15 close)...……………………………………..$3.88
52wk Range (11/06/15 close)..……………………………………$2.11-$4.33
3 Month Average Vol (11/03/15 close)..…………………………………27,798
Shares Outstanding ……………………………………………………20.9M
Stock Options Outstanding …………………………….…………………...2.1M
Insider Ownership (03/26/15) ……………………………………………38.4%
Market Capitalization (11/03/15) ..…………………………………….$85.7M

Capital Structure
Cash plus long term investments.……………………………………….$16.1M
Notes Payable and Long-Term Debt..……………………………………...$0.0
Shareholders' Equity..…………………………………………………...$24.5M

Other
Full-Time Employees…………………………………………………...115
Fiscal Year Ends...………………………………………………………Dec
Public Accounting Firm…………………………..Padgett, Stratemann & Co. LLP, a member of the RSM/McGladrey alliance
Website..……………………………………….......www.globalscape.com
Corporate HQ……………………………….........................San Antonio, TX

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Market Landscape

EFT	Mail Express	scConnect	WAFS
Managed File Transfer	Secure Email Gateway	Enterprise File Synchronization and Sharing	WAN Optimization
$794 million market in 2013	$986 million market in 2014	$1.5 billion+ by 2018	$1.1 billion market in 2014
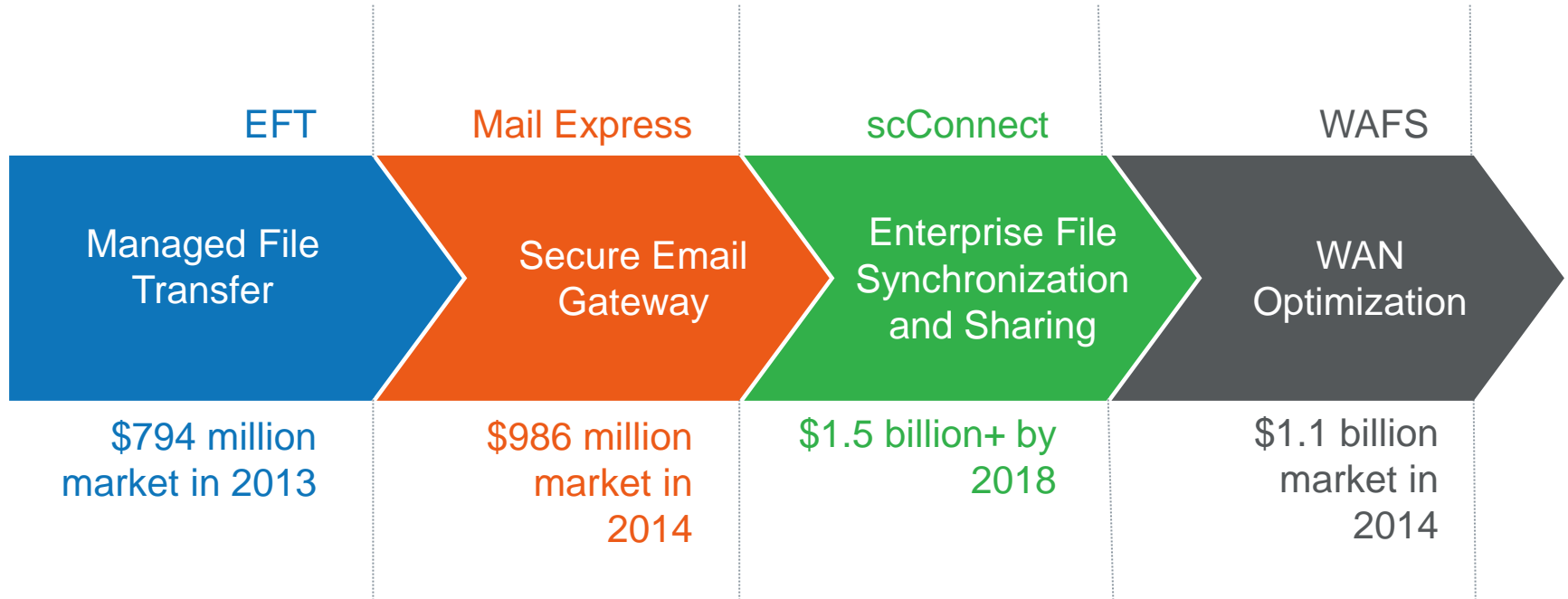
Source: IDC Worldwide Managed File Transfer Software 2013 Vendor Shares (October 2014 – most recently published)

Source: Gartner Market Share, Security Software 2014 (April 2015)

Source: Gartner Enterprise File Synchronization and Sharing Magic Quadrant (July 2015)

Source: Gartner Magic Quadrant for WAN Optimization (March 2015)

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Secure Information Exchange

EFT - Securely transfer files, with enhanced automation, regulatory compliance, governance, and visibility controls

Mail Express – securely and quickly email large files without workflow disruptions

MANAGED FILE TRANSFER
Increase the security, visibility and governance of the file transfers critical to your organization.

SECURE FILE SHARING
Securely and quickly email files with enhanced visibility and control.

INGEST BUSINESS DATA

Manufacturing
Retail
Health Care
Finance

Business Partners

Data Center

Employees

SEND LARGE FILES SECURELY

Customer

globalscape **EFT**

Information Technology

globalscape **MAIL EXPRESS**

MANUAL TRANSFERS

Authorized User

globalscape **sc CONNECT**

globalscape **WAFS**

BIT LEVEL REPLICATION

Acme London Office

SHARED ACCESS

REMOTE ACCESS

BIT LEVEL REPLICATION

Contractor

Acme Global Headquarters

Remote Employee

FILE SYNCHRONIZATION AND SHARING
Securely share and access files anytime on any device without the cloud.

ENTERPRISE COLLABORATION
Simplify collaboration, synchronize files, provide faster and more reliable access to data between your organization and its partners, satellites, or branch offices.
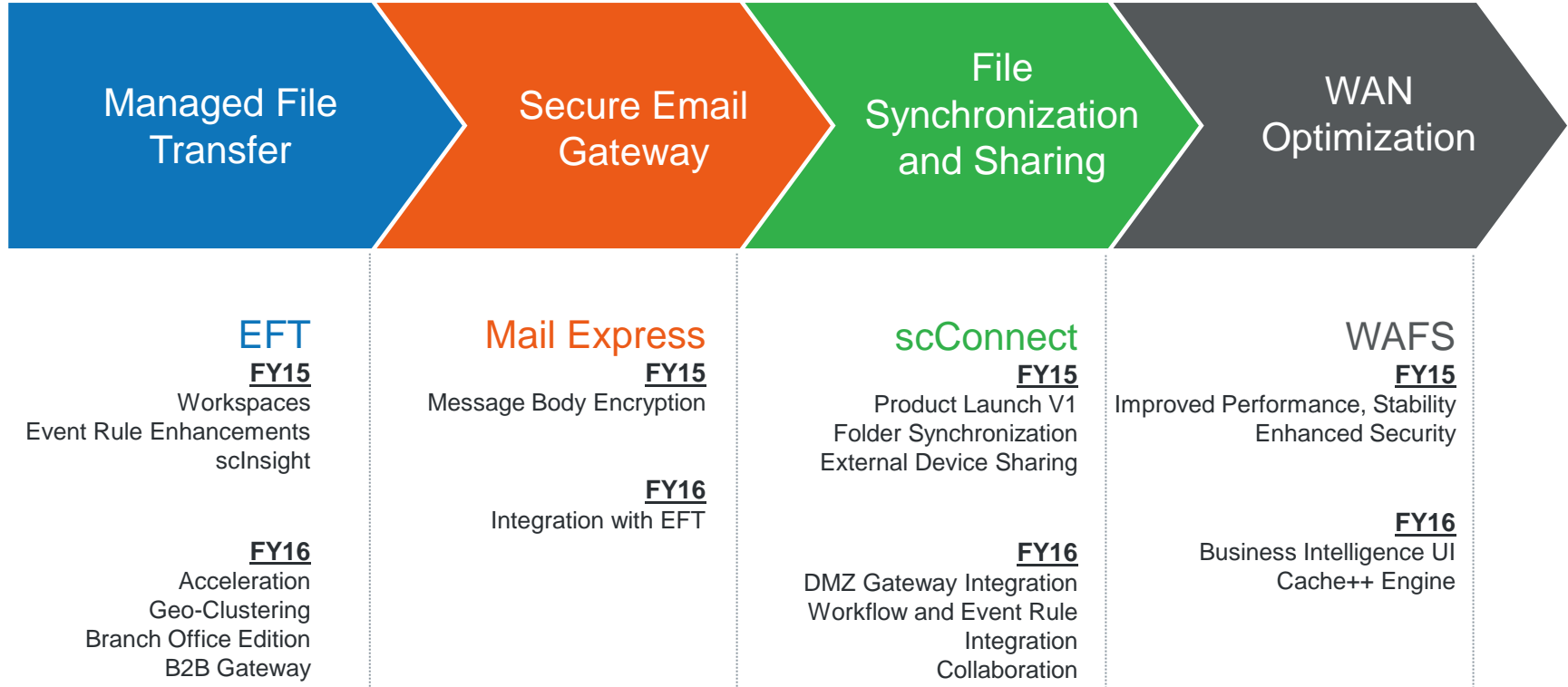
Acme New York Office

scConnect – Secure on-premises file sharing with the ability to share and access data via mobile devices and the desktop

WAFS – Simplify collaboration through bit-level WAN synchronization of file systems

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Globalscape Product Roadmap

Managed File Transfer	Secure Email Gateway	File Synchronization and Sharing	WAN Optimization

EFT
FY15
Workspaces
Event Rule Enhancements
scInsight

FY16
Acceleration
Geo-Clustering
Branch Office Edition
B2B Gateway

Mail Express
FY15
Message Body Encryption

FY16
Integration with EFT

scConnect
FY15
Product Launch V1
Folder Synchronization
External Device Sharing

FY16
DMZ Gateway Integration
Workflow and Event Rule
Integration
Collaboration

WAFS
FY15
Improved Performance, Stability
Enhanced Security

FY16
Business Intelligence UI
Cache++ Engine

Roadmap subject to change

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Multiple Revenue Opportunities

ON-PREMISES

EFT is hosted in your network with your IT department managing it. This option is great for organizations who have the resources available to handle an enterprise-level MFT solution.

EFT CLOUD SERVICES

EFT Cloud Services integrates the on-premises EFT platform with proven infrastructure from top hosting providers (Rackspace, Amazon Web Services, Microsoft Azure) to deliver industry-leading MFT capabilities through a secure and scalable Software-as-a-Service (SaaS) solution. EFT Cloud Services can be deployed in the cloud and managed by Globalscape or your team.

HYBRID

A hybrid solution combines on-premises and cloud capabilities to extend existing MFT solutions without additional infrastructure or staffing costs. Hybrid solutions can offer the best of both worlds: the flexibility of the cloud, along with the confidence of security and compliance of an on-premises deployment.

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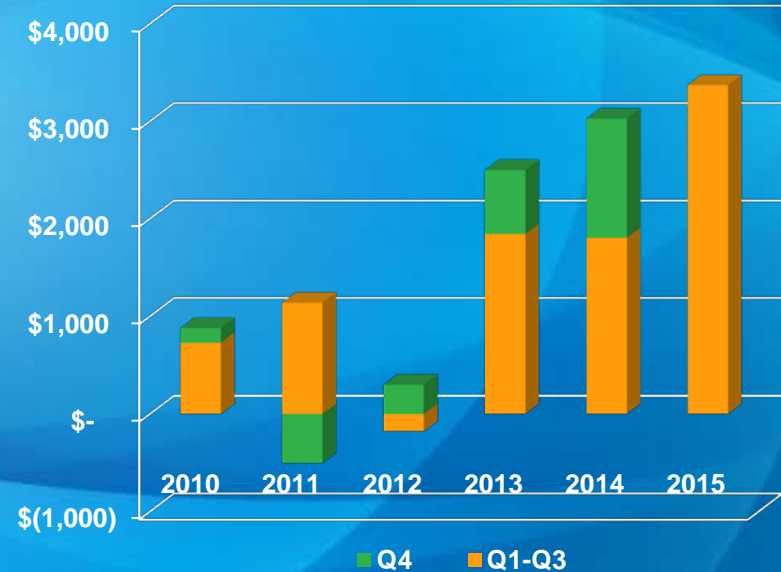securely connected

2015 Year-to-Date Momentum

- Revenue increased 18% to 22.4 million

- New license bookings grew 31%

- In Q1/15 Maintenance and Support revenue exceeded $4M for the first time in Globalscape history; and has continued to grow quarterly

- Net income increased 87% to $3.4 million

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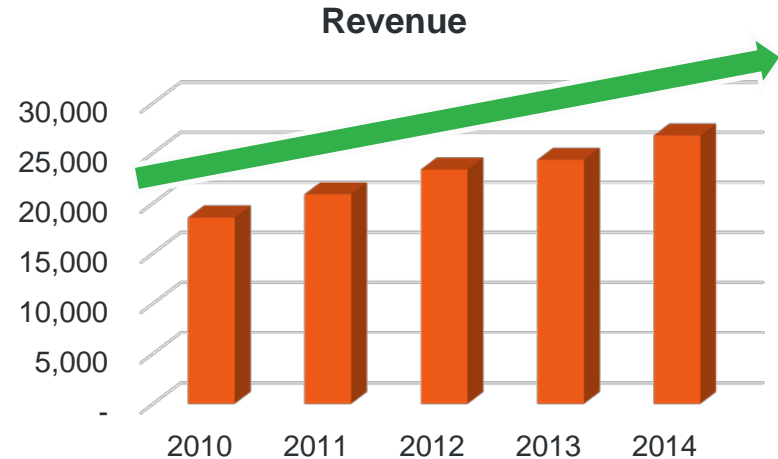
Steady Growth

Total Revenue

	2010	2011	2012	2013	2014	2015
Q4 (green) / Q1-Q3 (orange)						

Net Income Excluding Infrequent Items

	2010	2011	2012	2013	2014	2015
Q4 (green) / Q1-Q3 (orange)						

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Globalscape In Review

- Leading Position in MFT Market

- Record Revenue and Cash Generation in FY 2014

- Growing the Top and Bottom Lines in FY 2015

- New Product Introductions Generating Greater Market Opportunities

- Expansion & Enablement of Distribution and Reseller Networks

Revenue

Year	
30,000	
25,000	
20,000	
15,000	
10,000	
5,000	
-	

2010 2011 2012 2013 2014

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Any Questions?

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