

# Globalscape Overview

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We are Globalscape,  
Leader in Managed File Transfer

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GlobalSCAPE, Inc.  
February 5, 2015

# Safe Harbor Statement

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This press release 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 2013 calendar year, filed with the Securities and Exchange Commission on March 27, 2014.

# Who is Globalscape?



- We provide secure information exchange solutions to enterprise customers and consumers
- Headquartered in San Antonio, Texas, with 105 full-time employees plus additional subcontractors
- Founded 1996; publicly traded on NYSE Amex under ticker symbol 'GSB'

## Business Highlights

- Provide license software and cloud-based subscription services for enterprises and consumers
- Deliver consulting and professional engineering services to support license and cloud sales
- Global name recognition of CuteFTP® consumer solution
- Over 10,000 enterprise customers in over 150 countries; 2M licenses issued for CuteFTP®
- Recognized as leader and innovator in the Information Security and Managed File Transfer Sectors with Enterprise File Transfer™ (EFT)
- 92% maintenance and support renewals for our Enterprise Products
- Solution certifications include FIPS 140-2, U.S. Army Certificate of Networthiness, and Drummond AS/2
- Recognized as a top workplace by both national and regional publications – IT World, Computerworld, Texas Monthly, San Antonio Business Journal, and San Antonio Express-News

# 2015 Focus

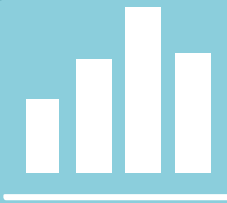
Marketing  
Excellence



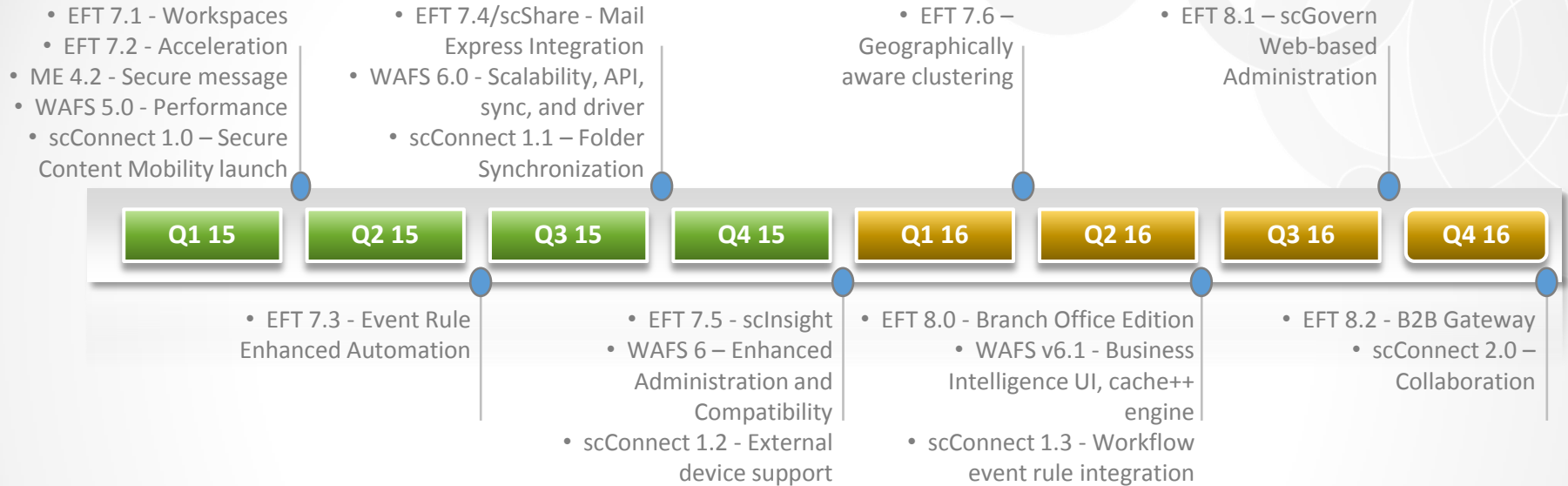
Product  
Innovation



Channel  
Expansion



# Product Innovation - 2 Year Roadmap



**Although every commercially viable effort will be made to ensure we achieve these objectives, roadmaps can and do change and this information is subject to change. All names, placements, and versions are placeholders and subject to change.**

# Multiple Revenue Opportunities

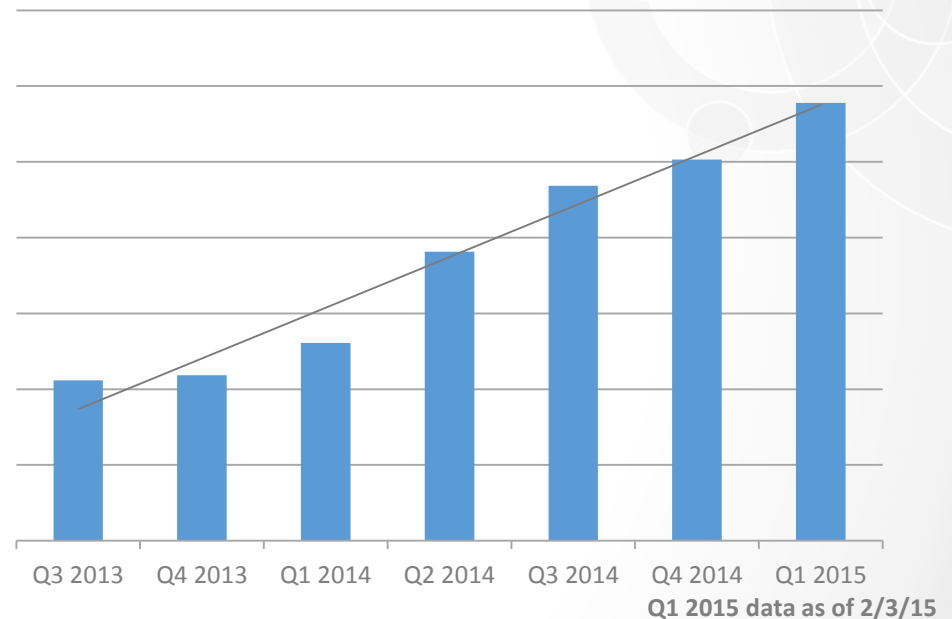


Globalscape Clients have the benefit of consuming solutions however they require them

# Enhance Marketing Programs to Expand Solution Awareness

- Exponentially broader outbound reach
  - Digital demand capture initiatives
  - Geo-targeted SEO optimization
  - Key industry analyst relationships
  - Partnerships with ISV/Alliances
  - Social media initiatives
- Expanded product marketing
  - Buyer persona targeted content
  - World –class product launches
  - Customer centric messaging
  - New user experience focused website
  - Sales and partner enablement
- Segmented customer centric sales model
  - New customer acquisition focused
  - Enterprise sales based in region
  - Business development teams
  - Solution architect team
  - Customer retention team

Quarterly Demand (Pipeline) Growth

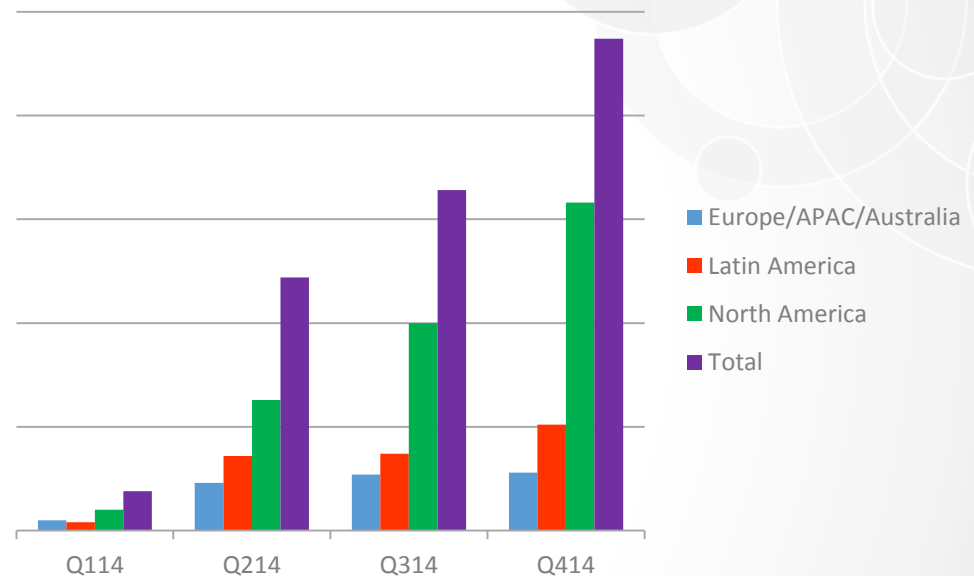


**The presence of pipeline is not a  
guarantee of future sales.**

# 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



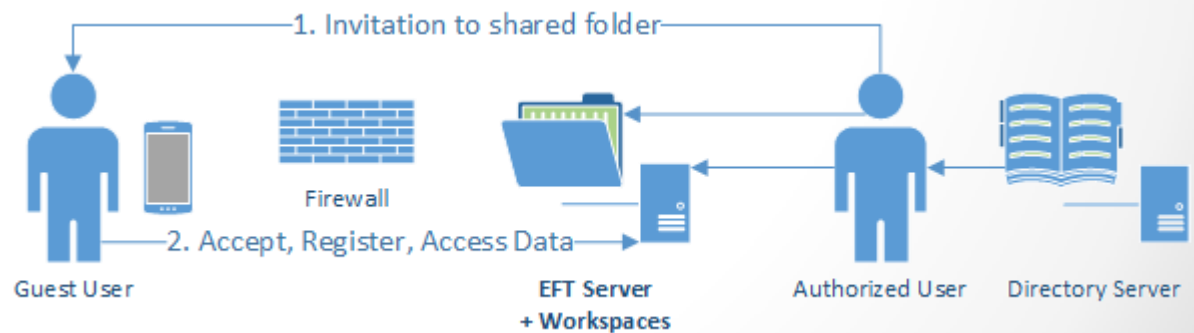
# EFT Workspaces

## What are Workspaces?

- Extends EFT's person-to-person (p2p) file sharing
- Allows authorized users to share their contents (folders) with users outside of the organization
- Invitees are registered into the system without involving IT, e.g. self-provisioned.
- Facilitates **secure** sharing and collaboration
- IT retains control through security policies and access permissions and has complete visibility

Unique industry support for multiple protocols beyond typical HTTPS – FTP, FTPS, and SFTP

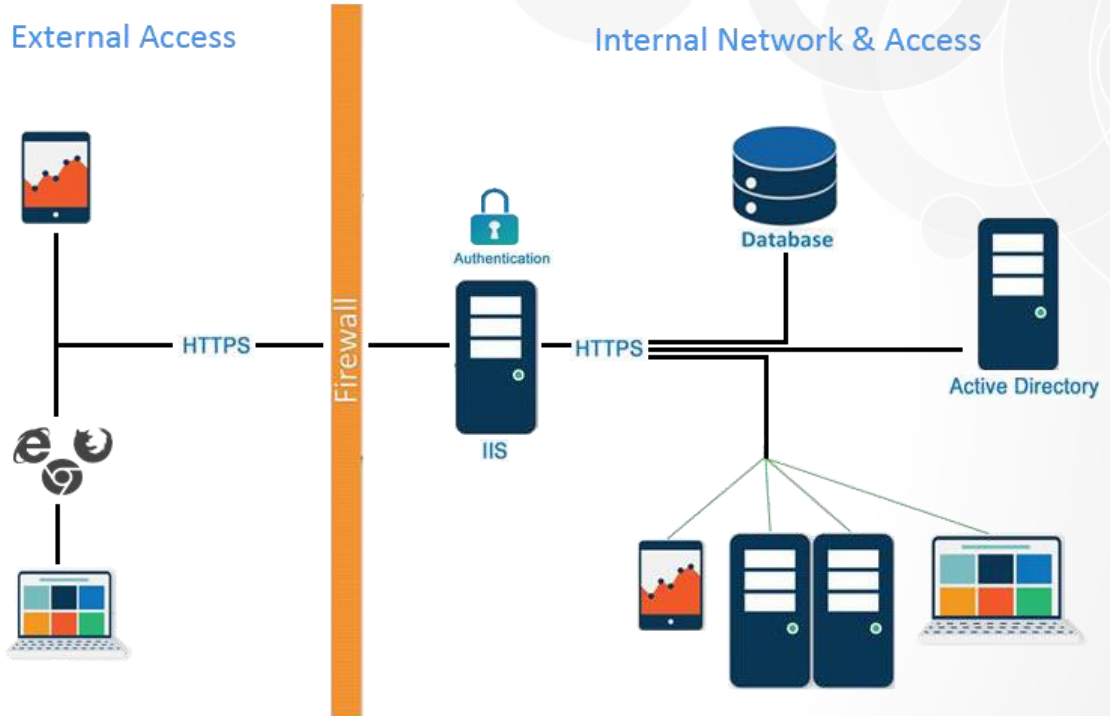
Only EFSS solution that truly supports versatile and extensible workflow automation



# scConnect

Your crown jewels stay where they belong, private in your environment

- **What:** Enterprise Content Management, Sharing, Sync, and Collaboration
- **Employees:** can access their work files (desktop or file server) from home or mobile device
- **Employees:** Feels like cloud based “box” solutions but deployed in the enterprise.
- **Admins:** control over authentication, authorization, and security policies.
- **Admins:** data stored on prem. Everything audited and available to for review
- **Admins:** Flexible options, like two-factor, branded UIs

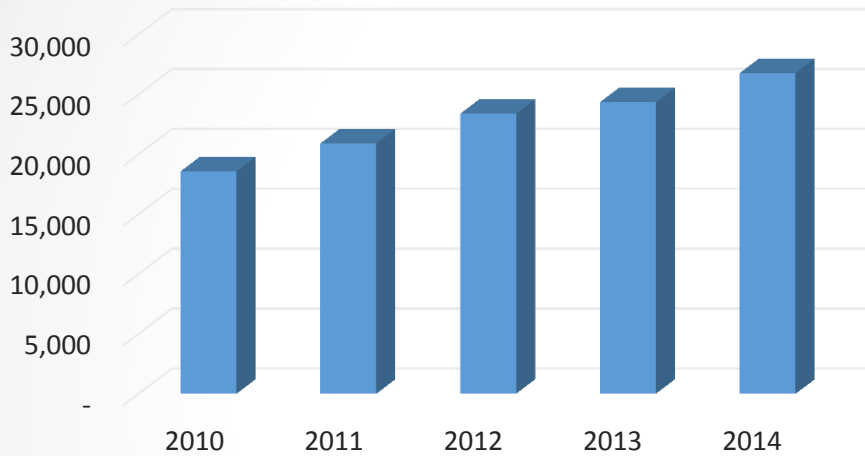


Public Cloud  
User Experience

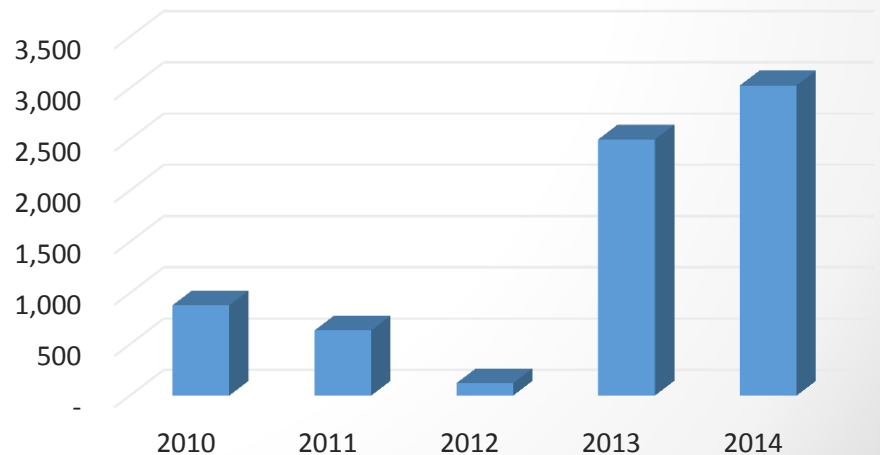
but with *your* Enterprise Security  
and no possibility of others  
impacting your security / privacy

# Steady Growth

Revenue



Net income excluding infrequent items



# 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 with the applicable second quarter record and payment dates to be determined. Timing and amount of dividends to be paid in subsequent quarters will be determined on future dates by the Board of Directors



**Any Questions?**