

A person in a blue suit is pointing at a digital world map. The map is overlaid with a network of white dots and lines, representing global connectivity. The background is a blurred office setting.

We are Globalscape – A Leader in Secure Information Exchange

Matt Goulet, President & CEO

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," "expect," 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 2015 fiscal year, filed with the Securities and Exchange Commission on March 3, 2016.

Who is Globalscape

Globalscape is a managed file transfer (MFT) software company that secures mission-critical exchanges of data across multiple platforms for individuals, enterprises and governments across a wide range of industries worldwide.

Core product: Enhanced File Transfer (EFT) platform

- EFT allows for the secure exchange of business information, anywhere, anytime with military-proven security and is an affordable, customizable platform
- EFT helps organizations secure and protect their sensitive data from unauthorized use

- Trades on NYSE MKT under ticker GSB
- Market Capitalization approximately \$87 million
- Exceptional customer retention rate, 90+%
- 13,000 customers in over 150 countries
- Headquartered in San Antonio, TX, with approximately 135 employees

Leadership Profile



Company leadership team are experts in their chosen fields



On average the team has 20 years of experience in the technology and software industries, specifically security and networking



Full leadership team is committed to transparency and visibility



Role they play executing company strategy is key to our success

What is Managed File Transfer?



Server-to-Server File Transfer

Automated transfer between two servers with no (error-prone) human interaction



Server-to-Person File Transfer

A software application sends a file to a server or an email address, or sends a notification that a file is available for pickup



Person-to-Person File Transfer

Users send files to each other through email, such as Outlook, or an online portal



Person-to-Server File Transfer

A user sends a file to a server, such as a shared drive in your office, where it is available to your coworkers or the server itself

Why Do Customers Purchase MFT?



Industries That Need Managed File Transfer



Financial Services—Digital Check Images, Payroll Information, Claim Information, Transaction Data, Account Statements



Government—Personnel Records, Logistics Data, Maintenance Data, Legal Reference, Financial Records, Secure Files



Retail—Information, Purchase Orders, Point of Sale Data, Product Images, Catalogs, Trend Analysis Info, Customer Info



Business Services—Human Resources, Billing Information, Partner Interaction



Healthcare—Research Data, Clinical Trials, Patient Records, Scanned Images, X-Rays, Test Results



Technology—Error Reports, Secure Remote Backup, Big Data, Digital Asset Distribution

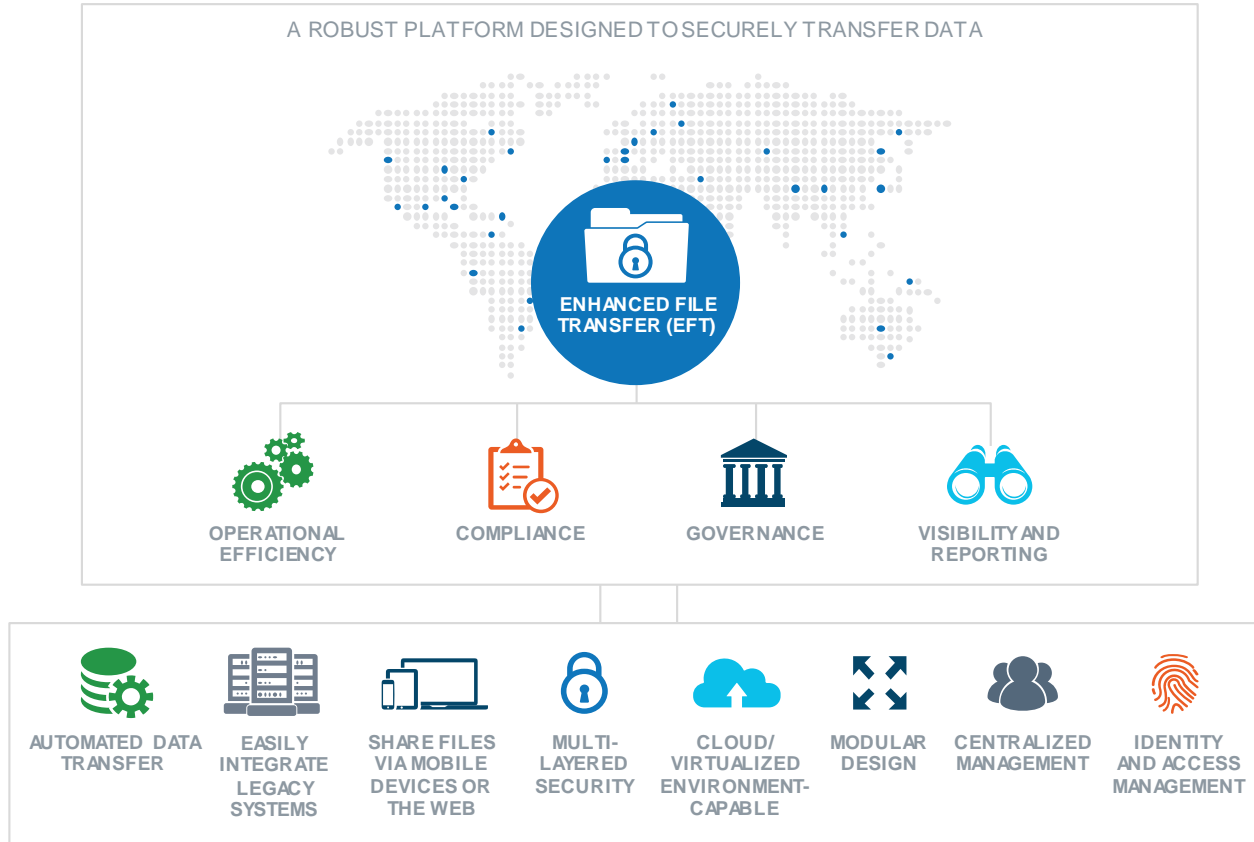


Entertainment & Media—Video Files, Soundtrack Files, 3D Animation, High Resolution Images



Manufacturing—Manufacturing Files, Design Specs, Simulation Models, Scheduling Data Inventories

What We Do



Key Corporate Differentiators



Industry pioneer with
longevity in the
marketplace



Specialist in the
Managed File
Transfer market



Relentless focus on
customers, supported
by retention and
support rates



Technology is easy
to set up, manage
and use – out of the
box

Globalscape Financial Position



Strong Balance Sheet (reported as of 12/31/2016)

- \$24 million in Cash and Investments
- \$0.0 notes payable and long-term debt



Q4 2016 revenue was \$9 million, a **7% increase** compared to Q4 2015. **Revenue for 2016** was \$33.3 million, **up 8% YoY**.



Q4 2016 **net income** was \$1.3 million, **up 8% YoY**.



Adjusted EBITDA for 2016 was \$7.1 million.



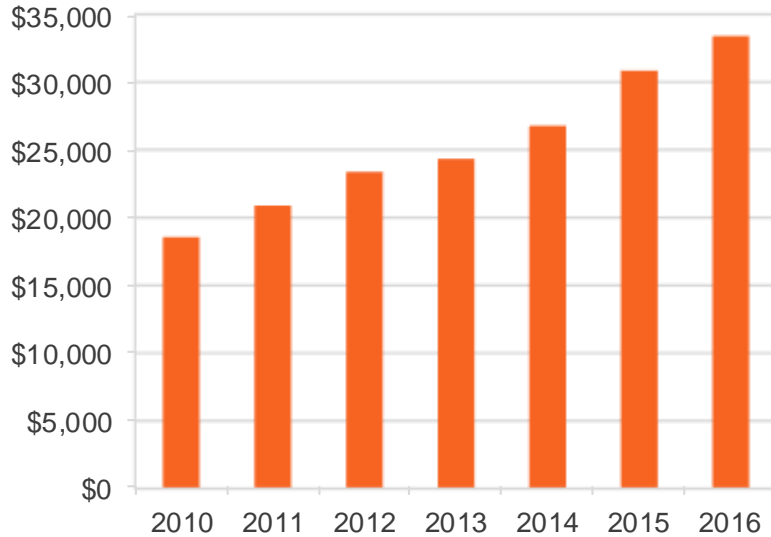
Net income for 2016 was \$4 million, marking 17 consecutive quarters of profitability.



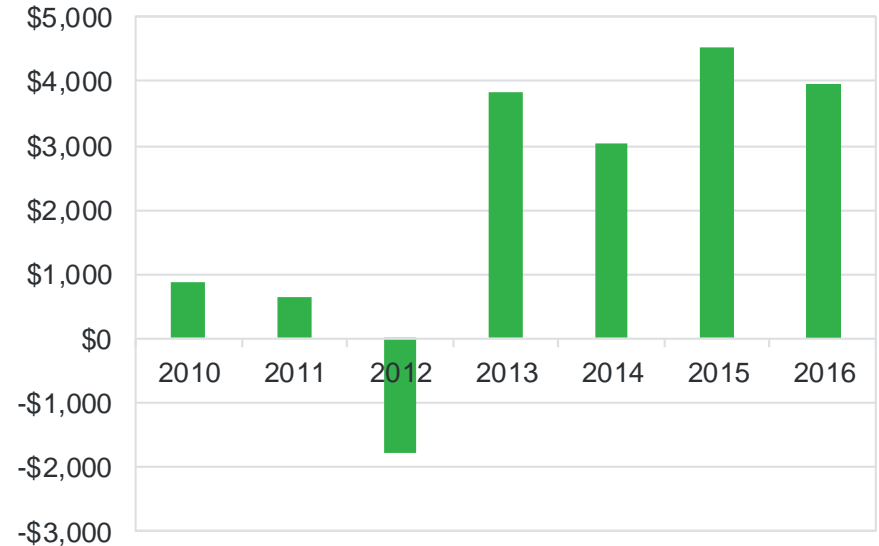
Basic earnings per share were **\$0.06 for Q4 2016**. Fiscal 2016 basic earnings per share was \$0.19.

Steady Growth

Revenue

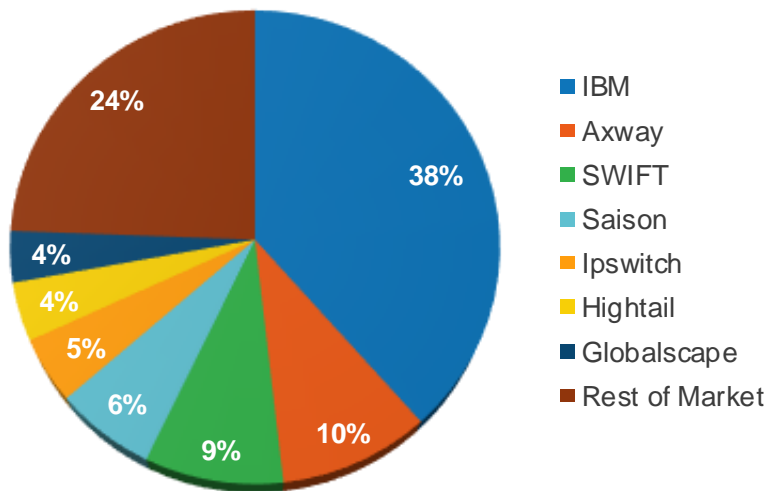


Net Income Excluding Infrequent Items

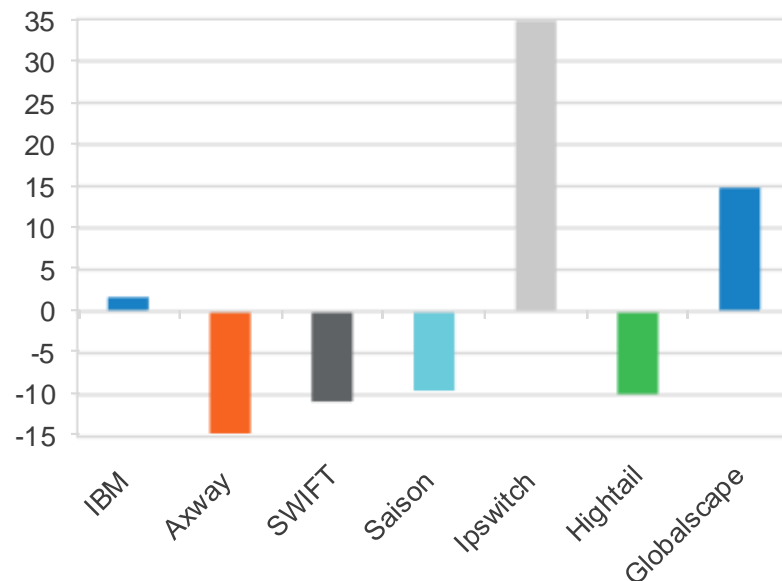


Worldwide MFT Software Revenue by Vendor

2015 Global Market Share



2014-2015 Growth (%)



Globalscape Cloud Strategy



Flexibility:

SaaS-based EFT Cloud
Services

or

EFT in Amazon Web Services
(AWS) / Microsoft Azure for
additional control



Platform or Fully Managed Service Offering:

Globalscape and its partners
will manage your EFT for you



Flexible Licensing:

Traditional perpetual model
(BYOL), monthly subscription

or

Hourly, fully metered for
dynamically scaling
environments

World Class Go-to-Market Strategy

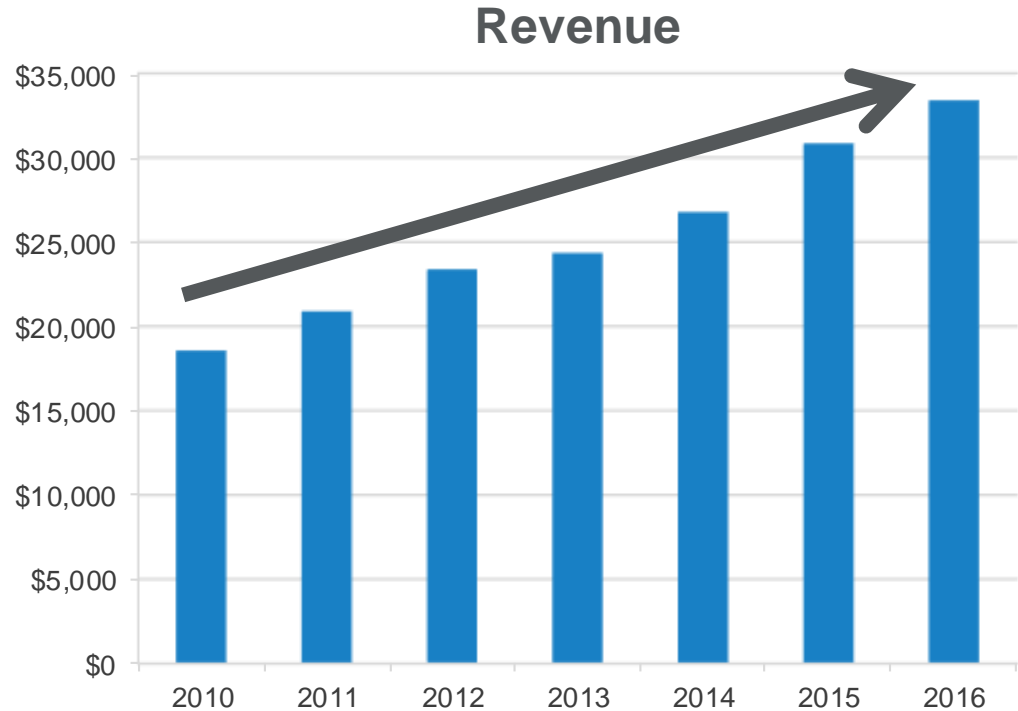


Who Are Our Customers?

Financial Services	JPMORGAN CHASE & CO.	CAPITAL GROUP [®]	EverBank [®]	RBS	John Hancock
Retail	RALPH LAUREN	MATTEL [®]	HOBBY LOBBY [®] Super Savings, Super Selection!	SALLY BEAUTY HOLDINGS, INC.	L'ORÉAL PARIS
Healthcare	NOVARTIS	Shriners Hospitals for Children [®] Love to the rescue. [™]	+well	aetna [®]	Baxter
Entertainment & Media	gettyimages [®]	warner music group	FOX NETWORKS	ep Entertainment Partners	THOMSON REUTERS
Government	U.S. ARMY	New Jersey Courts Independence • Integrity • Fairness • Quality Service	DENVER THE MILE HIGH CITY	pennsylvania DEPARTMENT OF TRANSPORTATION	National Credit Union Administration
Technology	FUJITSU	PayPal	nVIDIA.	f5 [®]	sas [®]

Globalscape Investment Highlights

- Consistent top-line growth
- Highly recurring revenue stream
- Exceptional customer retention rate at 90+%
- Q4 2016 marked 17 consecutive quarters of profitability
- \$24M cash reserves
- No debt



Where We're Going

- Use cash reserves to invest in our core technologies within proven revenue areas, while cultivating higher profitability within those investments
- Three strategic growth areas:
 - Accelerate organic growth via the EFT platform
 - Expand focus partnerships
 - Technology acquisition: continue to develop and/or acquire technologies that address broader use cases for data movement, data integration and data security
- Globalscape will evolve into an innovative, hyper-growth, cloud organization. Creating technologies that are key to the data management strategy of any IT organization: data movement, data integration, and data security.



Thank you. Any Questions?

Matt Goulet
President & Chief Executive Officer