

# Corporate Summary

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America's Growth Capital

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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 2008 calendar year, as filed with the Security Exchange Commission on March 31, 2009.

# GlobalSCAPE Summary

- A leading provider of managed file transfer (MFT) solutions since 1996
  - Securely exchange critical information over the Internet, within an enterprise, and with business partners
- Growing addressable market
  - MFT market \$450M; growing at 21%-26% CAGR
  - Leadership position in Gartner Magic Quadrant
  - On-premises + Cloud/SaaS offerings
- Expanding market for Secure Email Attachments and Ad Hoc Transfers
- Adjacent market for Wide Area File Services
- Expanding sales and partnerships to drive growth
  - Recent strategic investment in CoreTrace (Application Whitelisting)
- Sustained, strong financial performance
- Unequaled solution certifications
- 2009 YTD revenue and EPS ahead of YTD 2008

# Strategic Investment in CoreTrace™

- Austin-based Application Whitelisting Startup
- VC funded in 2007
- Revenue grew 500% in 2009
- Have known the leadership team for 20 years (founders of Wheel Group)
- GlobalSCAPE invested \$2.3M in Series B in December 2009
  - Minority equity position
  - Seat on their Board

## Why the Investment?

- Possibly disruptive Endpoint Security solution with or without AntiVirus
  - McAfee Acquired SolidCore for \$33M and \$14M earn out in 2009
- Reseller into our 10,000 enterprise customers
- Reseller through our worldwide distribution channels
- Possible integration into our product line or rebranded (OEM)

# Corporate Momentum

- Named to 2009 Deloitte Technology Fast 500, 5 year revenue growth
- 2+ million software licenses issued
- Software sold into 150+ countries
- 95 of Fortune 100 use GlobalSCAPE solutions
- 10,000 current server customers worldwide
- Approximately 150 channels/resellers worldwide
- 150,000 to 200,000 weekly website visits
- 5,000 credit card transactions per month

# Select Customers

*The Coca-Cola Company*



**Microsoft®**

**Walmart**   
Save money. Live better.



Human Energy™



imagination at work

  
**verizon**

*Walgreens*

**CATERPILLAR®**



**P&G**

**FedEx®**

**COSTCO**  
COM



**EXXON**



  
**VALERO**  
ENERGY CORPORATION



**Allstate.**  
You're in good hands.

**3M** Worldwide

**HUMANA.**  
Guidance when you need it most



**GENERAL DYNAMICS**  
Strength On Your Side®

the magic of  
 **macy's**



# Unequaled Solution Certifications

## US Army Certificate of Networthiness

Signifies successful completion of a stringent assessment to ensure Army Automated Information Systems are secure, supportable, sustainable, and compatible with Army standards.



## FIPS-140-2 Certified

The Federal Information Processing Standard (FIPS) Pub 140-2 specifies the security requirements of cryptographic modules. The certification verifies that a vendors product has met or exceeded the requirement.



## AS/2 Drummond Certified

Drummond certification is vendor-neutral operability testing and certification that a vendor meets or exceeds the Applicability Statement 2 (AS/2) standard with their product.



## CISCO Certified

Rigorous independent lab testing to verify Cisco compatibility. Only after passing all tests does a vendor's product receive the certification. Certified for use with Cisco Unified Call Manager (CUCM).



# Proven Leadership

## Enterprise, IT Security and Government Expertise

**GENERAL DYNAMICS**



**Deloitte  
& Touche**

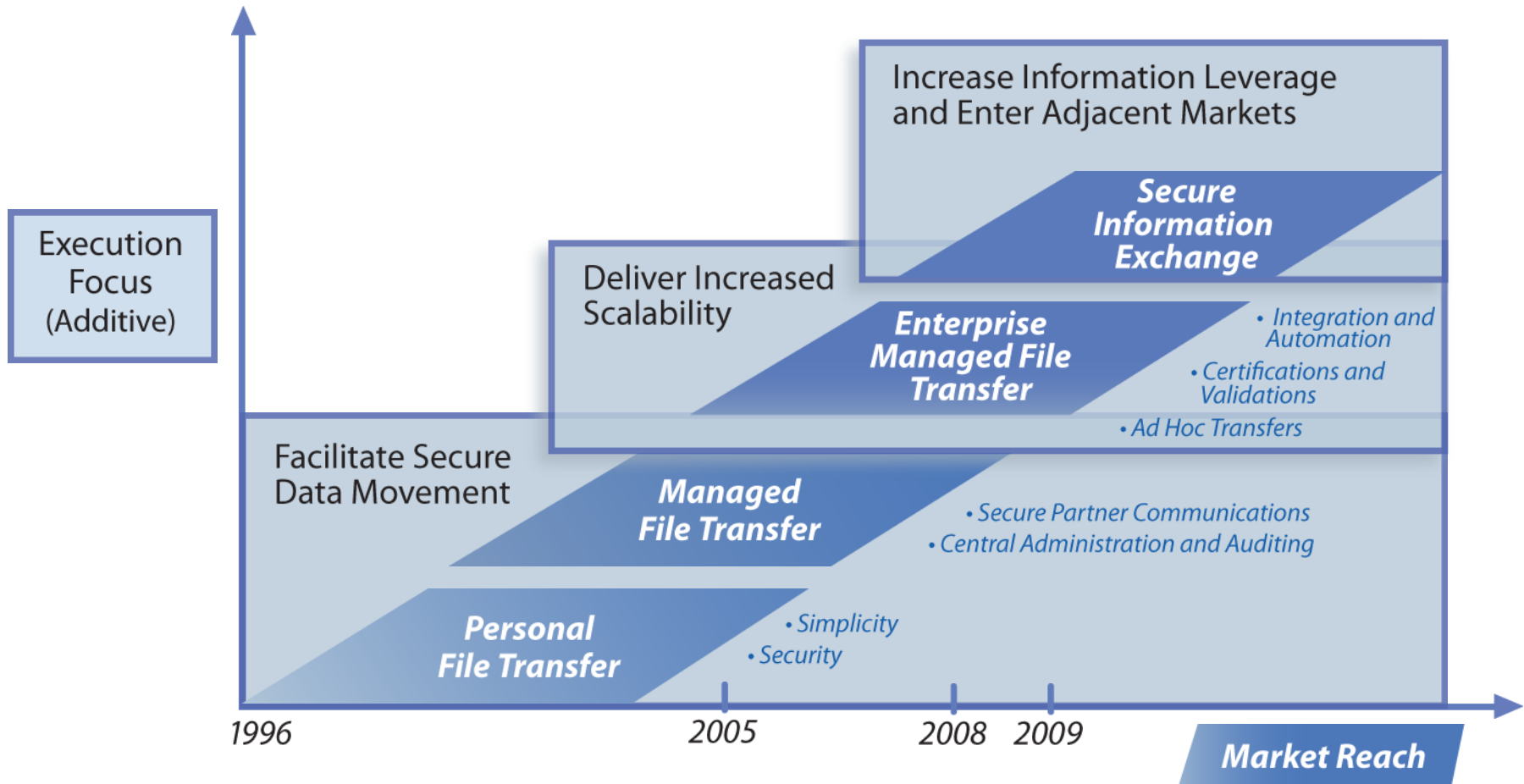
**UNISYS**



# Increasing Market Share in Government

- **Expanding number of channel partners**
  - Recently added new partners: Carahsoft (GSA), Intelligent Decisions (IC/DOD), TKCIS (SEWP IV, largest S/W contract in government).
  
- **GlobalSCAPE qualifies as small business, size under \$23M**
  - Positioned to work with large system integrators and federal agencies to meet the SBA goal of 23% set aside to small business
  - Federal systems integrators include Northrop Grumman, Booz Allen Hamilton, Accenture, SAIC, EDS, and ManTech
  
- **Strong presence with Department of Defense**
  - Won 3rd Army contract worth \$2.7M in April 2009, 20,000 licenses
  - GlobalSCAPE registered with the Army Office of Small Business Programs, Navy Air Systems Command, Navy Military Sealift Command, and Marine Corps Systems Command

# GlobalSCAPE Market Expansion



# Recent Financial Highlights

	Q1 2009	Q2 2009	Q3 2009		YTD 2009 <sup>3</sup>	YTD 2008 <sup>4</sup>
<b>Total Revenue <sup>1</sup></b>	3,240	4,745 <sup>2</sup>	4,296		12,282	12,010
Consumer	16%	13%	11%		12%	18%
Enterprise	84%	87%	89%		88%	82%
<b>Net Income</b>	(244)	943	576		1,275	671
<b>EPS</b>	(0.01)	0.05	0.03		0.07	0.04
<b>Cash on Hand</b>	6,221	9,090	10,059		10,059	6,319

- Notes
1. \$ in thousands.
  2. Includes software license component of a \$2.7M US Army order.
  3. As of 09/30/2009
  4. As of 09/30/2008

# Growth Perspective

- **Defined Strategy**
  - Offerings: Now, Next, After Next
  - Key Performance Indicators
  - Market differentiators, value proposition
- **Financial Performance**
  - Revenue, net income, EBITDA, cash
  - Baseline budget, growth budget, sales on target (stretch) bookings
  - Performance measures, stakeholder expectations
- **Organizational Construct**
  - Streamlined, empowered, team oriented
  - Skills inventory, process improvement
  - Form (structure) follows function

# Positive Outlook

- **Strong Financial Position**
  - Consistent cash generation, no long term debt
  - Growing base of recurring M&S business
  - Adding more large contracts and more repeatable contracts
  - Business built for expansion as economy improves
- **Large And Growing Market Footprint**
  - Enterprise customers include most of the Fortune 500
  - 2 million consumer licenses issued; 10,000 enterprise servers
- **Increasing Sales**
  - Can grow revenue organically to the \$20M-\$25M range by end of 2011
    - Adding new products and services
    - Adding strategic partners (products, resellers, integrators)
  - Use acquisitions or investments to drive future growth

# Contact Us

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