We create innovative software products that appeal to global audiences
Are you ready for the future?
In addition to historical information, this release contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements include information about possible or assumed future results of our business and financial condition, as well as the results of operations, liquidity, plans and objectives. In some cases, you can identify forward-looking statements by terminology such as “believe,” “may,” “estimate,” “continue,” “anticipate,” “intend,” “should,” “plan,” “expect,” “predict,” “potential,” or the negative of these terms or other similar expressions. These statements include, but are not limited to, statements regarding: the persistence and intensification of competition in the IT industry; the future growth of spending in IT services outsourcing generally, application outsourcing and custom application development and offshore development services; the level of growth of demand for our services from our clients; the level of increase in revenues from our new clients; the resource utilization rates and productivity levels, the level of attrition of our IT professionals; the pricing structures we use for our client contracts; general economic and business conditions in the locations in which we operate; the levels of our concentration of revenues by vertical, geography, by client and by type of contract in the future; the continuity of the tax incentives available for software companies with operations in Argentina; Argentina’s regulations on proceeds from the export of services; our expectation that we will be able to integrate and manage the companies we acquire and that our acquisitions will yield the benefits we envision; the demands we expect our rapid growth to place on our management and infrastructure; the sufficiency of our current cash, cash flow from operations, and lines of credit to meet our anticipated cash needs; the high proportion of our cost of services comprised of personnel salaries; and other factors discussed under the heading “Risk Factors” in the final prospectus for our initial public offering and other documents filed with the Securities and Exchange Commission.

These forward-looking statements involve various risks and uncertainties. Although the registrant believes that its expectations expressed in these forward-looking statements are reasonable, its expectations may turn out to be incorrect. The registrant’s actual results could be materially different from its expectations. In light of the risks and uncertainties described above, the estimates and forward-looking statements discussed might not occur, and the registrant’s future results and its performance may differ materially from those expressed in these forward-looking statements due to, inclusive, but not limited to, the factors mentioned above. Because of these uncertainties, you should not make any investment decision based on these estimates and forward-looking statements. Except as required by law, we undertake no obligation to publicly update any forward-looking statements for any reason after the date of this press release whether as a result of new information, future events or otherwise.
Globant is the place where design, engineering and innovation meet scale.

New approach to creating next-gen software

- Integrating innovation, design and engineering in a single team
- Delivering fast software iterations by leveraging our Studios and proprietary Agile Pod development methodology

Global delivery centers, including North America, Latin America and Asia, allowing next-gen software creation with the right talent and skills

Long-term and recurring relationships with blue-chip clients, including +40 Fortune 500

Strong revenue growth and attractive profitability
Company and Strategy Overview
GLOBANT IS A NEW BREED OF IT SERVICES PROVIDER

- A pure play on emerging technologies
- We create innovative next generation software products to attract millions of consumers
- We deliver value leveraging global talent from development centers in North America, Latin America and Asia
## History

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>Founded</td>
</tr>
<tr>
<td>2006</td>
<td>Signed Google</td>
</tr>
<tr>
<td>2008</td>
<td>Riverwood Capital and FTV Capital invested</td>
</tr>
<tr>
<td>2009</td>
<td>Studios introduced</td>
</tr>
<tr>
<td>2012</td>
<td>WPP invested</td>
</tr>
<tr>
<td>2014</td>
<td>IPO in NYSE</td>
</tr>
<tr>
<td>2015</td>
<td>1st and 2nd follow-on. +$1bn in market cap.</td>
</tr>
</tbody>
</table>

## Select Clients

- AEP ENERGY
- Bally
- THE CLIMATE CORPORATION
- Coca-Cola
- Disney
- eBay Classifieds Group
- Embraer
- EA
- EMC2
- Grey
- GAP
- Jefferies
- Orbitz
- PR Newswire
- Southwest
- National Geographic
- WPP

## Revenue Growth ($m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>129.0</td>
</tr>
<tr>
<td>2013</td>
<td>158.0</td>
</tr>
<tr>
<td>2014</td>
<td>199.6</td>
</tr>
</tbody>
</table>

CAGR: 24.5%

## Employees

4,512 June 2015

## Highlights

- MIT Sloan Executive MBA
- Stanford University
- Gartner
• We helped Disney create their next generation online experience for their parks and resorts
• Globant customer for more than 5 years

• We partnered with Google ATAP in its revolutionary Project ARA
• We are working on the development of a marketplace for Project ARA’s modules and hardwares
• Globant customer for more than 8 years

• We contributed to the development of EA’s highly successful FIFA franchise
• Globant customer for more than 7 years
These technology revolutions have unlocked many new ways for companies to connect with customers.
Why Globant Captures this Opportunity?

Reason 1: We create software in a new way

Engineering focused on emerging technologies, through our unique Studio Model

Our proprietary Agile Pods methodology

Innovation

Design & UX
Digital agencies are focused on creativity but lack engineering expertise or the ability to scale.

Traditional IT services providers are focused on optimizing corporate processes and productivity.

Reason 2: Traditional players lack the DNA to integrate these abilities.

We provide the optimal blend of engineering, design and innovation capabilities focused on emerging technologies and trends to meet our clients' business needs.
OUR STUDIOS

DEEP POCKETS
OF EXPERTISE
Multidisciplinary teams

Pod metrics

Globant Rate

Customer Total Cost of Ownership

Productivity

AGILE PODS: OUR PROPRIETARY METHODOLOGY

AGILE PODS methodology

- 3 discrete levels of productivity
- Contracted and defined variables
- Incentives aligned to create true partnership
- Multiple pods at large clients
- Some of our largest clients have embraced the model
  - Higher growth
  - Lower attrition
OUR CULTURE

Autonomy

Team building

Purpose

Flexibility

Crowdsourcing
GLOBANT IS THE PLACE WHERE INNOVATION, DESIGN AND ENGINEERING MEET SCALE
Multiple time zones enabling us to deliver agile services to our customers, global corporations

Cultural similarities and strong history of innovation

Broad talent pool of highly educated IT professionals

Argentina and Brazil have been in the top 10 of the Gunn Report’s Global Index of Creativity Excellence in Advertising for the last 16 years
EXAMPLES OF OUR WORK

Southwest
Improved e-commerce channel

Orbitz
Enhancing mobile app performance

eBay Classified Group
Mobile applications focused on social media

JWT
Social network for employees

PR Newswire
Multimedia engagement platform
Financial Performance
SIGNIFICANT REVENUE GROWTH

Revenue ($M)

- 2012: 129.0
- 2013: 158.0
- 2014: 199.6
- H1'14: 92.5
- H1'15: 115.1

CAGR: 24.5%

Average Revenue by Client ($M)

- 2012: 5.8
- 2013: 4.1
- 2014: 6.2
- 2015: 4.6
- 2016: 6.1

Average Revenue by Client ($M)

- TOP 10
- TOP 20

Client Revenue Contribution (%)

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>H1'15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 1 Client</td>
<td>9</td>
<td>6</td>
<td>9</td>
<td>11</td>
</tr>
<tr>
<td>Top 5 Clients</td>
<td>28</td>
<td>25</td>
<td>28</td>
<td>32</td>
</tr>
<tr>
<td>Top 10 Clients</td>
<td>45</td>
<td>40</td>
<td>44</td>
<td>48</td>
</tr>
</tbody>
</table>

Clients with Revenues >$1M

- 2012: 32
- 2013: 41
- 2014: 46
REVENUE BREAKDOWN (H1’15)

**Geography**
- North America: 85%
- Latam and Others: 10%
- Europe: 5%

**Currency**
- USD: 95%
- Others: 1%
- GBP: 4%

**Industry Vertical**
- M&E: 23%
- T&T: 21%
- Prof. Svcs: 15%
- Travel: 14%
- BFS&I: 14%
- Others: 13%

**Contract Type**
- T&M (includes Agile Pods): 94%
- Fixed Price: 6%
TYPICAL CUSTOMER ENGAGEMENT @ GLOBANT

<table>
<thead>
<tr>
<th>Year</th>
<th>Pods</th>
<th>Studios</th>
<th>Revenues</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1-2</td>
<td>Up to 3</td>
<td>500k</td>
<td>Mobile app PoC Ideation session</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Up to 6</td>
<td>1-3M</td>
<td>Full Website Application environment</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>Majority</td>
<td>+5M</td>
<td>Seamless experience deployed across company</td>
</tr>
</tbody>
</table>
Adjusted Gross Profit Margin excludes depreciation and amortization and share-based compensation

Adjusted Net Income excludes share-based compensation and M&A Expenses
Revenues in hard currencies with costs in local currencies

**Yearly Revenue per IT Professional ($K)**

- 2012: 60
- 2013: 60
- 2014: 63
- LTM: 62

**SG&A (% of revenues, excluding D&A)**

- 2012: 29.3%
- 2013: 31.8%
- 2014: 26.3%
- H1’15: 26.0%

**Revenues in hard currencies with costs in local currencies**

- Revenues H1’15: $115M
- Headcount distribution - Jun’15
  - USD: 95%
  - Others: 5%
  - US: 87%
  - LatAm: 8%
  - India: 5%
## STRONG BALANCE SHEET

### Balance Sheet Summary

<table>
<thead>
<tr>
<th></th>
<th>Dec'12</th>
<th>Dec'13</th>
<th>Dec'14</th>
<th>Junr’15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Investments</td>
<td>9</td>
<td>27</td>
<td>62</td>
<td>64</td>
</tr>
<tr>
<td>Current Assets</td>
<td>44</td>
<td>67</td>
<td>116</td>
<td>128</td>
</tr>
<tr>
<td>Total Assets</td>
<td>81</td>
<td>112</td>
<td>159</td>
<td>196</td>
</tr>
<tr>
<td>Financial Debt</td>
<td>12</td>
<td>12</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>38</td>
<td>52</td>
<td>35</td>
<td>49</td>
</tr>
<tr>
<td>Equity</td>
<td>43</td>
<td>60</td>
<td>125</td>
<td>148</td>
</tr>
</tbody>
</table>

### Current Ratio

<table>
<thead>
<tr>
<th></th>
<th>Dec'12</th>
<th>Dec'13</th>
<th>Dec'14</th>
<th>Jun'15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratio</td>
<td>1.3</td>
<td>1.8</td>
<td>3.7</td>
<td>3.6</td>
</tr>
</tbody>
</table>

### Capex (% of revenues)

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratio</td>
<td>5.7%</td>
<td>4.6%</td>
<td>6.9%</td>
</tr>
</tbody>
</table>
OUR GROWTH STRATEGY

- Top 20 accounts have dedicated client teams
- Every client has an assigned client partner
- More than 400 Globers have revenue and margin quotas
- Quarterly client reviews and customer satisfaction surveys
- Highly professional sales team
- Key sales offices (Boston, London, New York, San Francisco, Pune, Sao Paulo, Bogota, Mexico DF and Buenos Aires)
- Thought leader recognition through Hackathons, Roadshows, Conferences and Referrals
- Leverage WPP relationship
- Geography
- Capabilities
- Vertica尔斯
- Customers
- Terraforum (BR)
- Clarice (IN)
- Nextive (US)
- Huddle (AR)
- Accendra (AR)
- Openware (AR)
Thank You