

Total Path Security™

Americas Growth Capital 2011 – San Francisco

Jim Morris, President & CEO, GlobalSCAPE, Inc.

February 14, 2011



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 2009 calendar year, as filed with the Security Exchange Commission on March 30, 2010.

Agenda

- GlobalSCAPE at a glance
- Our partnership with CoreTrace
- Gaining the edge on malware
- New product announcement today

Mission and Vision

Mission

Deliver Highly Valued Information Solutions,
Software, and Services

Vision

Expand Market Leadership in Worldwide Enterprise
and Consumer Secure Information Exchange

Proven Executive Team

Jim Morris
President & CEO

- 35+ years of IT and information security experience (Commercial and Government)
- Former VP, Information Assurance Strategy (General Dynamics)
- Joined in 2008

Craig Robinson
COO

- 20+ years of IT and information security experience (Commercial and Government)
- Former VP, Worldwide Managed Security Services; VP, Worldwide Product Marketing (Symantec)
- Joined in 2008

Mendy Marsh
CFO

- 8+ years of corporate financial experience
- Former Audit Manager (Deloitte & Touche, LLP)
- Joined in 2008

Doug Conyers
VP Engineering

- 10+ years of software engineering and security experience; author of two telecom security patents
- Former Chief Architect, Dir. Systems Engineering, Sr. Software Engineer (SecureLogix Corp)
- Joined in 2007

Mark Perry
VP Managed Services

- 25+ years IT and information security experience (Commercial and Government)
- Former SVP (Fujitsu American); Global VP (Symantec); Partner (KPMG, LLP)
- Joined in 2010

William Buie
EVP Sales & Marketing

- 30+ years of executive sales and marketing leadership
- Former SVP Alliances/Channel/System Integrators (Fujitsu); VP Global Strategic Partner Sales (Symantec); President/COO (Allure Fusion Media); VP Channel Sales (IBM)
- Joined in 2010

Company at a Glance

Overview

- We provide secure information exchange solutions to enterprise customers and consumers
- Headquartered in San Antonio, Texas, with 83 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
- GlobalSCAPE has 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
- Profitable for 24 of the past 26 quarters (as of 9/30/2010); CAGR of 25+% during 2005 – 2009 (resulting in Deloitte Technology Fast 500 recognition in 2009 and 2010); Named to Russell Microcap® Index
- 92% maintenance and support renewals indicating high customer satisfaction in 2010
- 4 products introduced in last 12 months with additional product launch over next 6 months

Globally Trusted Company and Brand








Globally Trusted Brand

- Implemented by 95 of Fortune 100 Companies across most verticals
- Deployed by U.S. Army for worldwide logistics operations
- Solution certifications include FIPS 140-2, U.S. Army Certificate of Networthiness, and Drummond AS/2
- Global name recognition of CuteFTP® consumer solution
- Leader in Gartner's Magic Quadrant for Managed File Transfer

Outstanding Corporate Culture

- Recognized as a top workplace by Computerworld, Texas Monthly, San Antonio Business Journal, and San Antonio Express-News
- Staff retention much higher than the overall IT industry
- Market driven, innovative and results oriented

Foundation for Total Path Security

	Managed File Transfer
Market Size (\$mm)	\$554
Growth Rate	23.0%
Representative Companies	
	
	
	
	
	
	








*Recognized global leader
in the Managed File
Transfer market*



(1) Market size projected for CY 2010.

(2) Growth rate is 2009 to 2014 estimated CAGR.

Growth into Email Security

Email Security	
Market Size (\$mm)	\$1,929
Growth Rate	17.8%
Representative Companies	      

Launched email-based secure file transfer in August 2010

(1) Market size projected for CY 2010.

(2) Growth rate is 2009 to 2014 estimated CAGR.

Growth into Cloud Services

	Cloud Computing
Market Size (\$mm)	\$68,300
Growth Rate	20.5%
Representative Companies	

Launched cloud-based service for exchanging business data in July 2010



(1) Market size projected for CY 2010.

(2) Growth rate is 2009 to 2014 estimated CAGR.

Growth into Endpoint Security

	Web/Network & Endpoint Security
Market Size (\$mm)	\$9,246
Growth Rate	11.0%
Representative Companies	

Investment in CoreTrace[®] in December 2009; Announcing new GlobalSCAPE[®] product leveraging CoreTrace technology

(1) Market size projected for CY 2010.

(2) Growth rate is 2009 to 2014 estimated CAGR.

Total Path Security™

	Managed File Transfer	Email Security	Cloud Computing	Web/Network & Endpoint Security	Compelling
Market Size (\$mm)	\$554	\$1,929	\$68,300	\$9,246	Large
Growth Rate	23.0%	17.8%	20.5%	11.0%	Fast
Representative Companies	 	 	 	 	

(1) Market size projected for CY 2010.

(2) Growth rate is 2009 to 2014 estimated CAGR.

CoreTrace® Partnership

Austin-based Application Whitelisting Startup; VC-funded in 2007

- Revenue generating; increasing market traction
- Have known the leadership team for 20 years (founders of Wheel Group)
- Innovative technology in projected high-growth market

Why Partner?

- Possibly disruptive Endpoint Security solution with or without Antivirus
 - McAfee acquired SolidCore for \$33M and \$14M earn out in 2009
- Resell into our 10,000 enterprise customers
- Resell through our worldwide distribution channels
- Possible integration into our product line

GlobalSCAPE® invested \$2.3 million in Series B in December 2009

- Access to technology
- Minority equity position
- Board seat

Gaining the Edge on Malware

- Traditional antivirus solutions are hard pressed to deal with explosive malware growth
- Signature-based antivirus products detect only 25% to 50% of new threats
(source: Gartner 2010 report “A Buyer’s Guide to Endpoint Protection Platforms”)
- Enterprises are proving the effectiveness of application whitelisting in defeating malware in the real world
- GlobalSCAPE is taking robust CoreTrace enterprise technology to the consumer market



appShield™
by GlobalSCAPE

[Play Video](#)

appShield™ Announcement

- Development underway, with targeted commercial release date during summer 2011; Demo at RSA booth #2159
- Pioneering application whitelisting solutions for consumers
- High value for consumer and prosumers for their home computers
- Complements existing consumer antivirus products



appShield™ Benefits

- Immediately blocks all unauthorized programs from running
- Offers always-on protection against known and unknown zero-day and future threats
- Operates at kernel level to protect against malicious software processes
- Simple and easy-to-use interface; quick setup
- Visibility into all programs attempting to execute
- Consumes minimal computer resources unlike traditional antivirus



appShield™ Product Launch

- Positioning, branding, marketing, and media outreach
- Selling online through our website
- Leveraging CuteFTP® brand
- Securing partnerships, channels, distributors, and retail placements
- Integrating with other partner capabilities and vendors
- Delivering new market-driven capabilities in future software releases



Thanks for your interest in GlobalSCAPE®

Questions?

Stay tuned for Q2 product announcements

