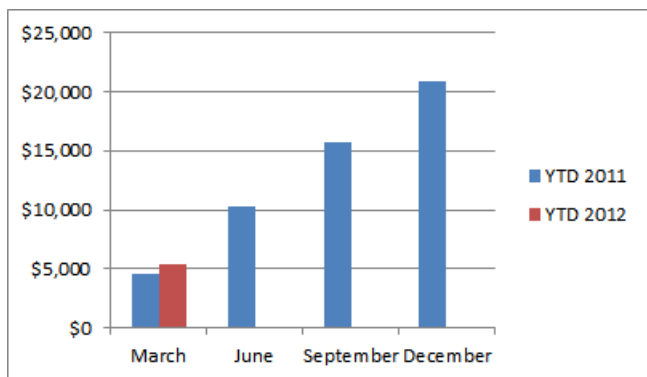




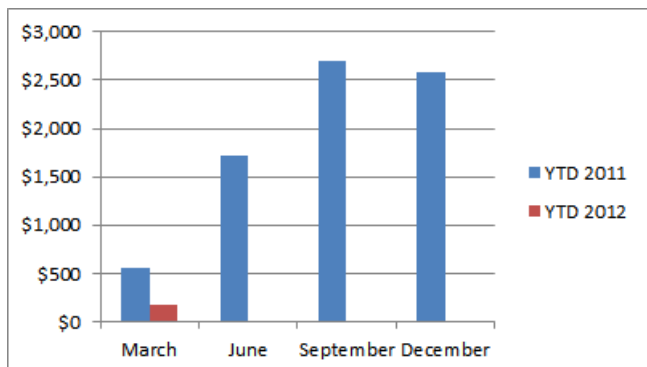
Investor Fact Sheet - First Quarter Fiscal 2012

Quarter Ended March 31, 2012

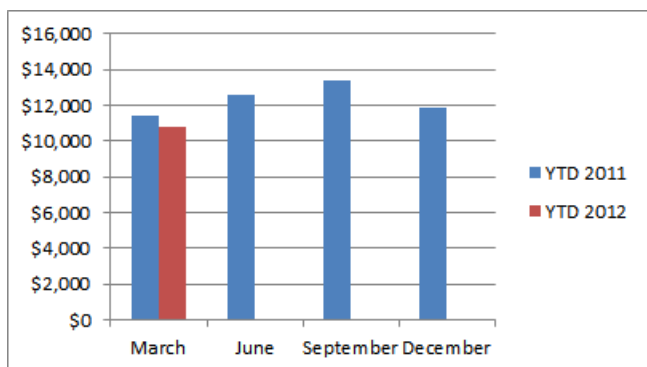
Revenue



Adjusted EBITDA



Cash and Investments



About GlobalSCAPE[®]

GlobalSCAPE[®] ensures the reliability of mission-critical operations by securing sensitive data and intellectual property. GlobalSCAPE's suite of solutions features EFT Server, the industry-leading enterprise file transfer solution that delivers military-grade security and a customizable platform for achieving best in class control and visibility of data in motion or at rest, across multiple locations. Founded in 1996, GlobalSCAPE is a leading enterprise solution provider of secure information exchange software and services to thousands of customers, including global enterprises, governments, and small businesses.

Q1 2012 FY Results

- Total revenue of \$5.4M vs. \$5.1M in Q4 12 and \$4.6M in Q1 10
 - Software license revenue of \$2.3M
 - Maintenance & Support revenue of \$2.6M
 - Profession Services revenue of \$0.3M
 - All others \$0.1M
- GAAP EPS of (\$0.01) vs. (\$0.03) in Q4 11 and \$0.00 in Q1 11
- Adjusted EBITDA of \$0.2M vs. (\$0.1M) in Q4 11 and \$0.6M in Q1 11

Key Points

- Revenue increased 16% above Q1 11
 - EFT Server Enterprise revenue increased by more than 25% compared with Q1 11
 - WAFS revenue increased by 22% from Q1 11.
- More than 40% of Q1 12 revenue came through channels. This is up from under 30% a year ago, and up from barely 20% in the first quarter of 2010.
- Tappln established several agreements through which original equipment manufacturers and other companies will directly integrate Tappln software into their hardware devices on the production line or participate in joint marketing and promotional activities.

Market Data (as of May 8 2012)

Market Exchange	NYSE MKT
Stock Symbol	GSB
Fiscal Year End	December 31
52-Week Trading Range	\$1.42-\$2.58
Diluted Shares Outstanding (mrq)*	18.3M
Market Cap	~\$33M
Cash/Investments	\$10.7M
Headcount	~96

*MOST RECENT QUARTER

This investor Fact Sheet is intended to provide background information on GlobalSCAPE, Inc. It should be read in conjunction with the company's SEC filings, including the risk factors and forward-looking safe harbor statements included in those filings. Copies of those documents are available on the company's website.



Investment Highlights

- Q1 12 revenue increasing both Y/Y and Q/Q
- M&S renewals in Q1 12 resulted in a 19% increase in the deferred revenue, to \$7.8 million at the end of the Q1 12, up from \$6.5 million at the end of Q1 11.
- Expanding sales and partnerships to drive growth
- Named to 2010 Deloitte Technology Fast 500, 5-year revenue growth
- Leadership position in Gartner Magic Quadrant; (Gartner's Magic Quadrant for Managed File Transfer report dated September 18, 2009)
- Included in Russell Microcap® Index
- GlobalSCAPE's Mail Express™ and TappIn™ by GlobalSCAPE® named *Info Security Products Guide* "Global Excellence Award" winner.
- Acquired privately held TappIn™ on December 2, 2011
 - For additional details, see the [TappIn FAQs online](#).

Executive Team

- Jim Morris, CEO
- Craig Robinson, President
- Bill Buie, EVP, Sales and Marketing
- Doug Conyers, SVP Engineering
- Desiree Smith, Principal Financial & Accounting Officer

TappIn* Executives:

- Chris Hopen, President
- Parvez Anandam, Chief Technical Officer
- Doug Wheeler, Chief Marketing Officer

*TappIn™ is a subsidiary of GlobalSCAPE®

Key Statistics

- 2 million CuteFTP® licenses issued
- Over 15,000 enterprise customers worldwide
- Global brand trusted by most of the Fortune 100
- Software sold in 150 countries
- Unequaled product certifications and awards:
 - FIPS 140-2
 - US Army Certificate of Networkiness
 - AS/2 (Drummond)
 - Network Products Guide Award
- Info Security Products Guide Awards
- Red Herring 2011 Top 100 Global (TappIn)

Addressable Markets

Market	Market Size (\$mm)	Growth Rate*	Product
Managed File Transfer	\$554	23.0%	Enhanced File Transfer Server™ & Wide Area File Services
Email Security	\$1,929	17.8%	Mail Express™
Cloud Computing	\$68,300	20.5%	MIX™ & Hosted EFT Server
Web/Network & Endpoint Security	\$9,246	11.0%	appShield™
Backup & Recovery	\$3,100	4.6%	CuteBackup™
Content Mobility	\$6,000	15%	TappIn™ & Secure Mobile Access™

*2009 TO 2014 CAGR

Analyst Coverage

- Tino Cataldo, Sidoti

Leading Certifications & Industry Recognitions



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