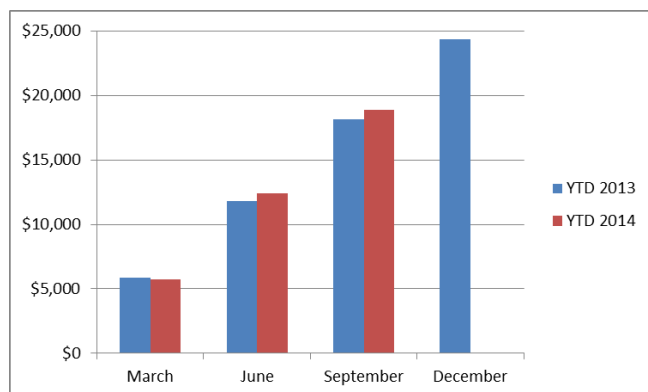


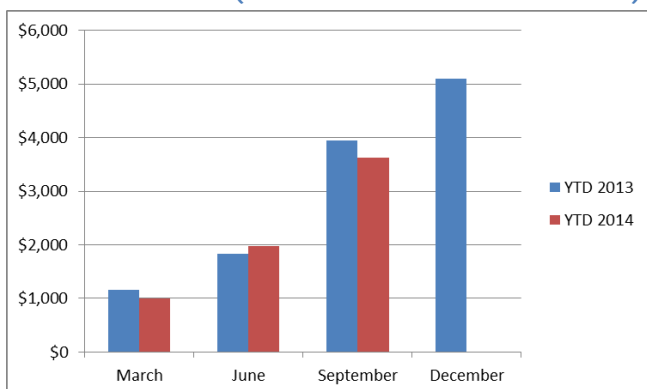
# INVESTOR FACT SHEET - THIRD QUARTER FISCAL 2014

QUARTER ENDED September 30, 2014

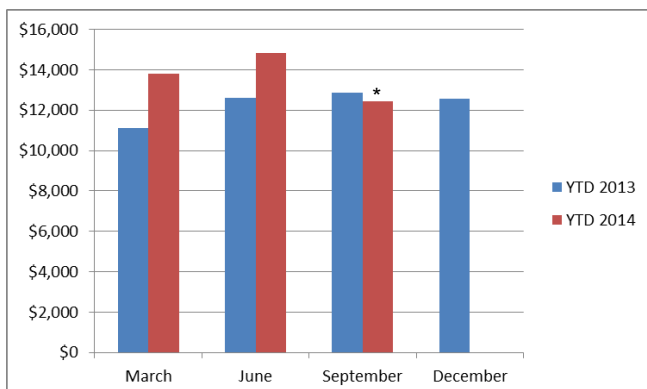
## REVENUE



## ADJUSTED EBITDA (EXCLUDING INFREQUENT ITEMS)



## CASH BALANCES



\*Used ~\$3.7 million of cash to retire all notes payable

## ABOUT GLOBALSCOPE®

Globalscape provides secure information exchange capabilities for enterprises and consumers through the development and distribution of software, delivery of managed and hosted solutions, and provisioning of associated services. These solutions facilitate compliance with government regulations and industry standards relating to the protection of information while allowing users to reduce IT costs, increase efficiency, track and audit transactions, and automate processes. The Company has thousands of enterprise customers and more than one million individual consumers in over 150 countries, and its solutions are used by more than 20,000 U.S. Army personnel deployed worldwide.

## Q3 2014 FY RESULTS

	Q3'14	Q2'14	Q3'13
Revenue (\$M)	\$6.5	\$6.7	\$6.3
Operating Expenses	\$5.1	\$5.9	\$4.8
Income From Operations	\$1.4	\$0.8	\$1.5
Diluted Earnings Per Share	\$0.04	\$0.02	\$0.12*
Adjusted EBITDA (\$M)	\$1.6	\$1.0	\$1.9

\*Included \$1.3M, or \$0.07 EPS, of one-time intangible asset impairment and earnout liability, resulting in Q3'13 GAAP EPS of \$0.12.

## Q3 2014 KEY METRICS

- Quarterly revenue of \$6.5 million, up from \$6.3M in Q3'13
  - Deferred revenue of \$11.0 million, up from \$9.1 million in Q3'13
- YTD revenue of \$18.9 million, up 4% from same period in FY'13
- Cash balances of \$12.4 million, compared with \$12.9 million at Q3'13
  - Used ~\$3.7 million of cash in Q3'14 to retire all notes payable to a bank and reduce future interest expense
- Adjusted EBITDA of ~\$4.8 million over TTM

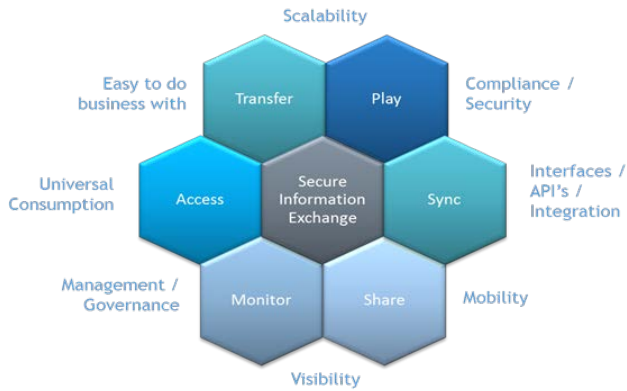
## MARKET DATA (as of October 31, 2014)

Market Exchange	NYSE MKT
Stock Symbol	GSB
Fiscal Year End	December 31
52-Week Trading Range	\$1.51-\$3.90
Average Trading Volume	37,000
Diluted Shares Outstanding (mrq)*	20.9M
Market Cap	~\$50M
Cash/Investments (mrq)*	\$12.4M
Enterprise Value	~\$38M

\*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.

**SECURE INFORMATION EXCHANGE SOLUTIONS**



**MULTIPLE SERVED MARKETS**



**DIVERSE CLIENT BASE**



**BUSINESS HIGHLIGHTS**

- Expanding distributor channel:
  - Globalscape solutions are available through [Ingram Micro](#), the world's largest IT distributor and [MAPS](#), Mexico's largest IT distributor
- Expanding [channel partner network](#):
  - The development of the channel has helped contribute to the doubling of the sales pipeline from the first quarter of 2014 through the third quarter of 2014
  - Deal registration volume is increasing at a steady rate and resulting in a high rate of positive closed opportunities
  - Over 100 North American resellers, three distribution partners
  - Over 35 Latin American resellers, four distribution partners
  - Six distribution partners with resellers throughout twenty countries for Europe, Middle East and Africa, and Asia Pacific
- Formed a strategic technology alliance with SMS PASSCODE®, enhancing security for customers through additional multi-factor authentication capabilities.
- Included in Software Magazine Software 500 Ranking for third consecutive year
- Implemented in 95 of the Fortune 100 across most verticals
- Listed as a "Champion" in Info-Tech Research Group's Vendor Landscape for managed file transfer
- Mail Express™ and TappIn™ by Globalscape® named *Info Security Products Guide* "Global Excellence Award" winner.

**EXECUTIVE TEAM**

- James Bindseil, President and CEO
- Jim Albrecht, CFO

**FINANCIAL STOCK INDEXES**

Included in Russell Microcap® Index

**LEADING CERTIFICATIONS & INDUSTRY RECOGNITIONS**



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