

# Annual Stockholders' Meeting

June 3, 2010

**g**l**obalscape<sup>®</sup>**

# 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.

# Executive Team



Jim Morris, President and CEO



Mendy Marsh, CFO



Craig Robinson, COO



Andrea Farmer, Sr. Director HR



Bill Buie, Exec. VP Sales



Ted Marchut, VP Business Systems



Doug Conyers, VP Engineering

# Proven Leadership

**GENERAL DYNAMICS**



**Deloitte  
& Touche**

**FUJITSU**



## Mission and Vision

### **Mission**

Deliver Highly Valued Information Solutions,  
Software, and Services

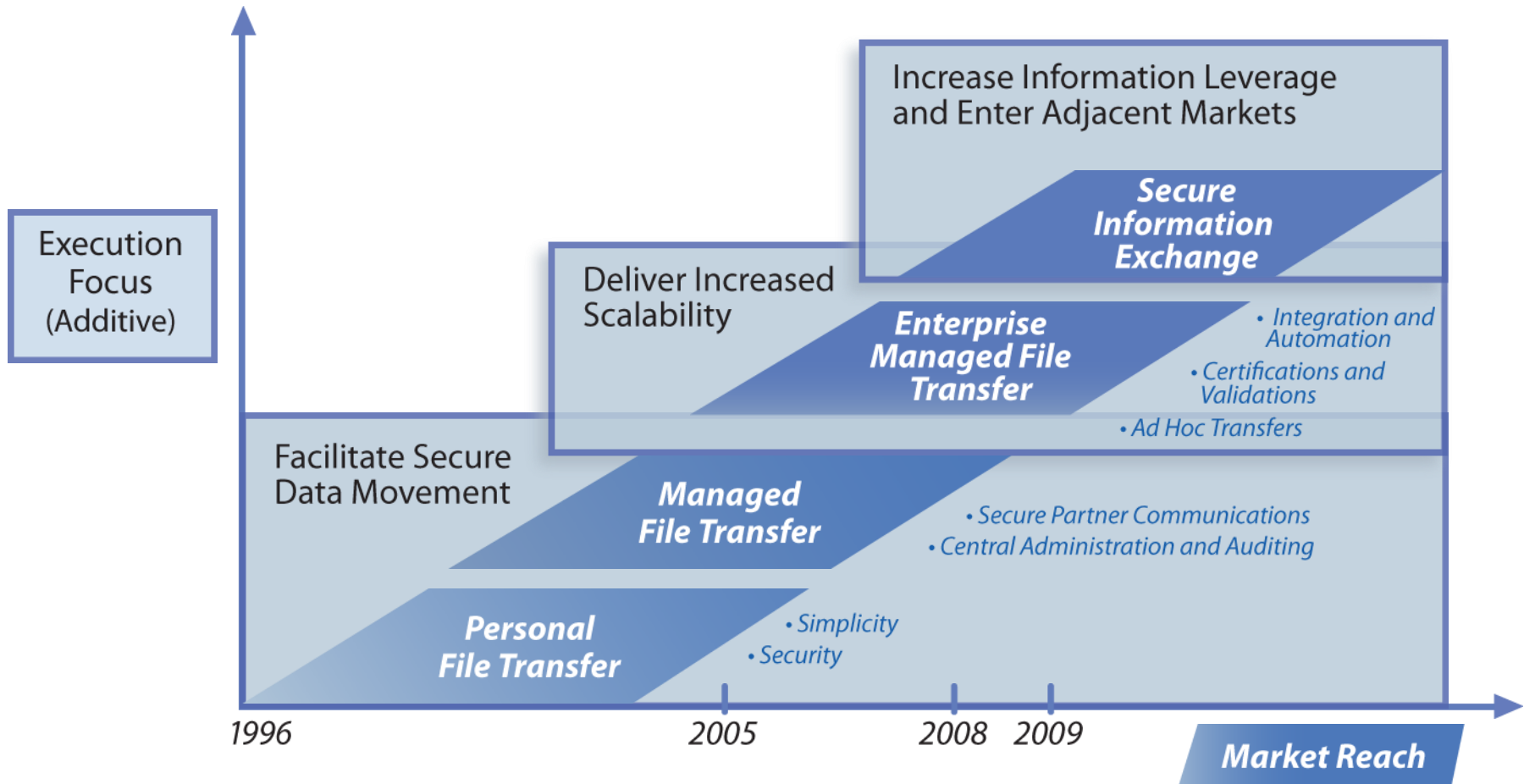
### **Vision**

Market Leader in Worldwide Consumer and  
Enterprise Secure Information Exchange

# Quick Statistics

- Named to 2009 Deloitte Technology Fast 500 (5 year revenue growth)
- Recognized as a Leader by Gartner Group in multiple years
- 2+ million software licenses issued
- Software sold into 150+ countries
- 95 of Fortune 100 use GlobalSCAPE solutions
- 10,000+ current server customers worldwide
- Technology awards from SATAI and Networks Product Guide
- Approximately 150 channels/resellers worldwide
- 150,000+ weekly website visits; 5000 credit card transactions monthly
- Multiple “Best Workplace” Awards

# GlobalSCAPE Market Expansion



# 2010 Strategy

- **Continue to enhance and develop our solutions**
  - Improve features, functions, and quality in existing products
  - Continue to invest in R&D; Make build, buy partner decisions
  - Launch new solutions
- **Pursue strategic solution partnerships and acquisition opportunities**
  - Add strategic partners (products, resellers, integrators) globally
  - Access capital markets as needed to support acquisitions or investments
  - Potentially enter adjacent markets

## 2010 Strategy (continued)

- **Grow our sales capabilities**
  - Enhance our direct, indirect, and Internet sales
  - Improve channels (add more low-touch, capable partners in target territories)
  - Sustain and grow government business, leveraging current customer relationships
- **Increase our market visibility and recognition**
  - Expand media and analyst coverage; Engage with marketing communications programs, speaking opportunities, and social media
  - Increase investor outreach and visibility
  - Achieve additional independent recognition (certifications, validations, and awards)

# 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.



# Media Exposure



# Recent Financial Highlights

	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Fiscal Year 2009	Q1 2010
<b>Total Revenue</b> <sup>1</sup>	3,240	4,745 <sup>2</sup>	4,296	4,170	16,451 <sup>3</sup>	4,413
<b>Net Income</b>	(244)	943	576	125	1,400	364
<b>EPS</b>	(0.01)	0.05	0.03	.01	0.08	.02
<b>Cash on Hand</b>	6,221	9,090	10,059	8,231	8,231	9,105

- Notes
1. \$ in thousands.
  2. Includes software license component of a \$2.7M US Army order.
  3. During fiscal year 2009, maintenance & support revenue represented approximately 40% of total revenue.

# Outlook

- **Roadmap deliveries**
  - Enhancements of existing solutions, through 2011
  - New solutions (consumer and enterprise) to be announced later in 2010
  - Partner solutions and potential acquisitions to augment our offerings
  - All of the above provide basis for growth
- **Revenue growth in the second half of 2010 and into 2011**
  - Selling existing and new solutions (To / Through / With)
  - Stronger business development focus (long term relationship value)
- **Continued focus on financial discipline**
  - Make investments to grow revenue
  - Manage the bottom line (but EPS is secondary to revenue this year)

# Increasing Shareholder Value

- **We run the business to increase shareholder value...**
  - Grow revenue with fiscal discipline
  - Enter adjacent markets
    - Hosted/Cloud (Rackspace)
    - Endpoint Security (CoreTrace)
  - Obtain and increase analyst coverage
  - Attract more institutional investors
- **...but the market sets the price**
  - Our Perspective
    - We are undervalued (using industry valuation norms)
    - Continued strategic focus and business execution can drive a return to fair value
  - Financial Analyst Feedback
    - We are doing the right things to increase shareholder value

Thank you!  
Questions?

**g**l**obalsCAPE<sup>®</sup>**