Globant

we are ready

Are you ready **for the future?**

Forward Looking Statements Disclosure

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.

Investment Highlights

Pure play on emerging technologies – a growing market opportunity

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

Combination of Latin American and Indian delivery centers allowing next-gen software creation in a more competitive way

Long-term and recurring relationships with blue-chip clients

Strong revenue growth and attractive profitability

Company and **Strategy Overview**

Globant is a New Breed 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 our delivery centers in Latin America

Globant Today

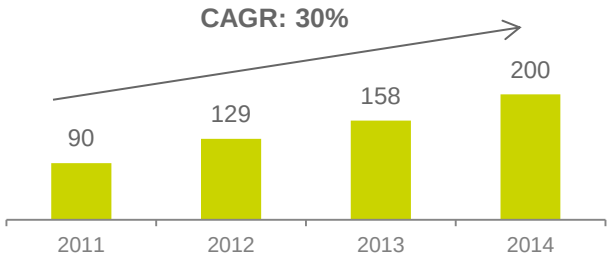
History

- 2003 — Founded
- 2006 — Signed Google
- 2008 — Riverwood Capital and FTV Capital invested
- 2009 — Studios launch
- 2012 — WPP invested
- 2014 — Listed on NYSE
- 2015 — Follow on

Selected Clients

AEP ENERGY, Bally, The Climate Corporation, Coca-Cola, Disney, ebay classifieds group, Embraer, EA, EMC², Grey, GAP, Jefferies, JWT, LAN, mercado libre, National Geographic, Orbitz, PR Newswire, Southwest, WPP

Revenue Growth ($M)



Employees

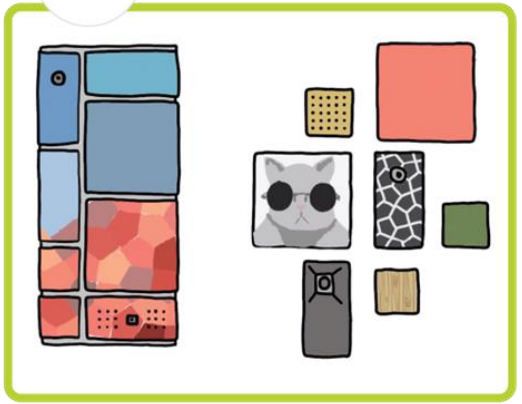
4,040 March 2015

Highlights

MIT Sloan Management, Harvard, Stanford University, Gartner

Innovative solutions by Globant

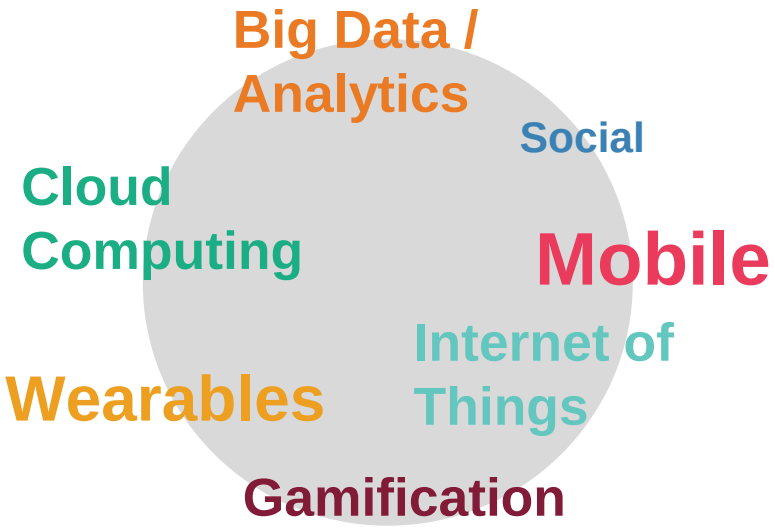
- We helped Disney create their next generation online experience for their parks and resorts
- Globant customer for more than 5 years



- 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

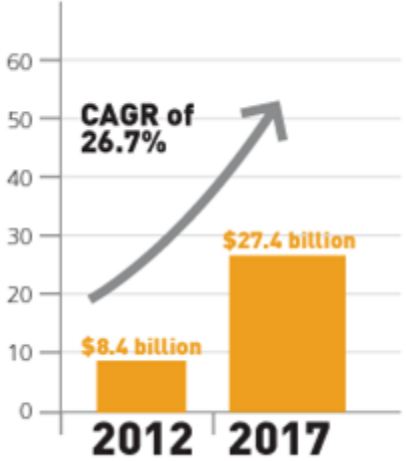
- We contributed to the development of EA's highly successful FIFA franchise
- Globant customer for more than 7 years

Emerging Technologies Create a Huge Opportunity

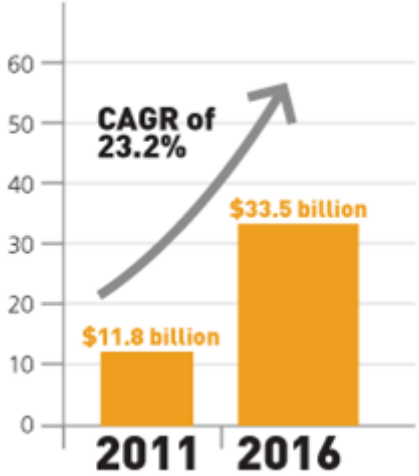


These technology revolutions have unlocked several new ways for companies to connect with customers, employees and vendors

Cloud services and Mobile enterprise



Social media



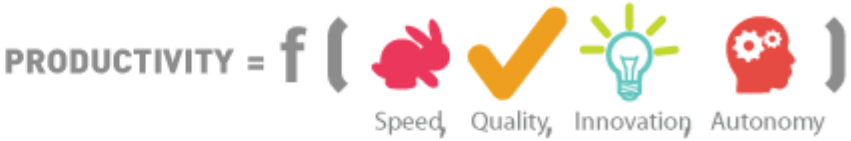
Source: IDC and Gartner

Traditional IT services market is growing at only 4.5% CAGR

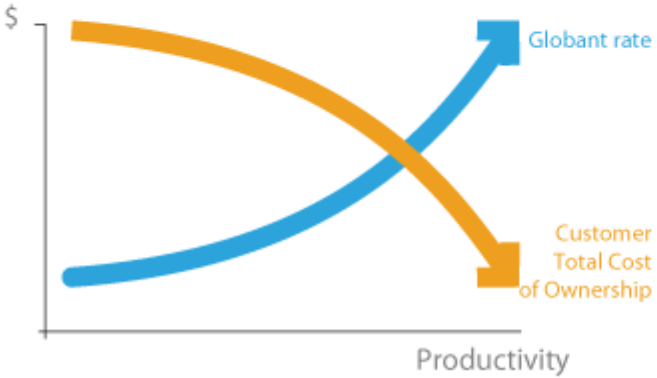
Our Studios: Deep Pockets of Expertise

Agile Pods: Our Proprietary Methodology

Multidisciplinary teams



Pod metrics



Agile Pods methodology

. 3 discrete levels of productivity, reviewed quarterly

. Contracted and defined variables

. Incentives aligned to create true partnership

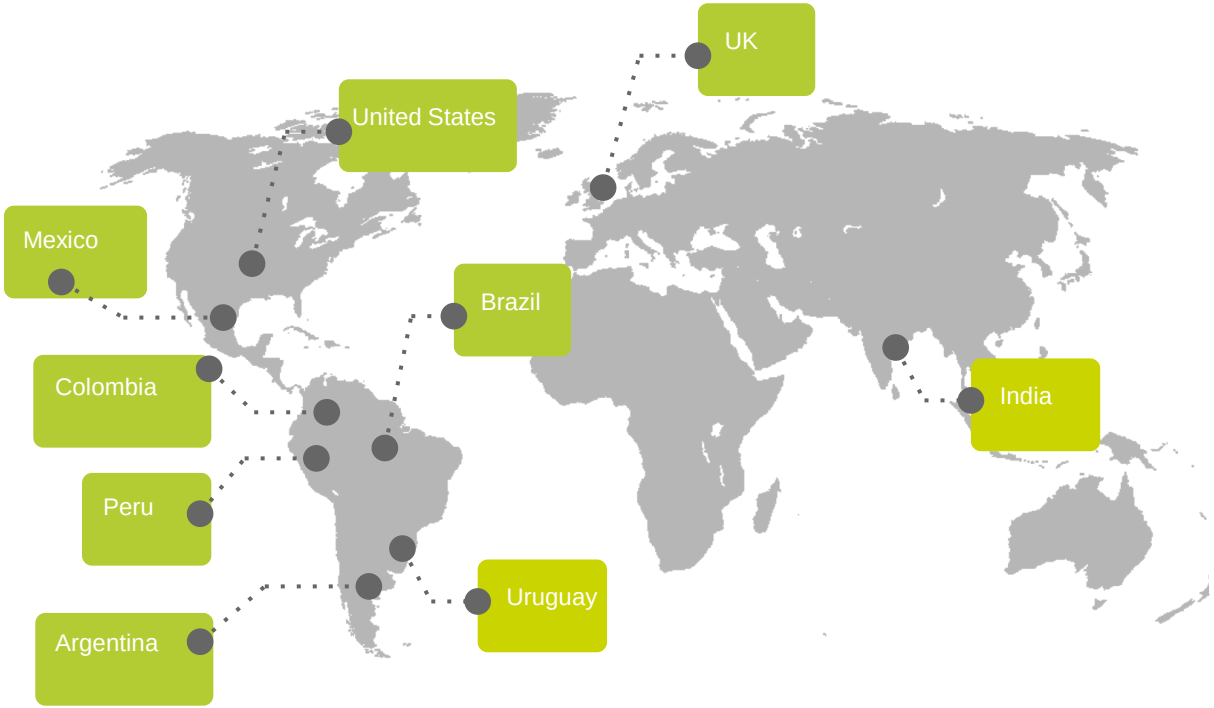
. Multiple pods at large clients

. Some of our largest clients have embraced the model

- Higher growth
- Lower attrition

Diversified Delivery Centers

Strong presence in Latam and new operation in India, 2 great regions to create next-gen software



Multiple time zones enabling us to deliver agile services to our customers, global corporations

Cultural similarities and strong history of innovation

Unlimited 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

Our Culture

Our culture is Globant's operating system and enables our agility and innovation

Autonomy

Team building

Purpose

Flexibility

Crowdsourcing

Financial
Perfomance

Growth Strategy

Grow Existing Clients

- 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

Win New Clients

- 39 dedicated hunters
- Key sales offices (Boston, London, New York, San Francisco, Pune, Sao Paulo and Buenos Aires)
- Thought leader recognition
  - Hackathons
  - Roadshows
  - Conferences
- Referrals
- Leverage WPP relationship

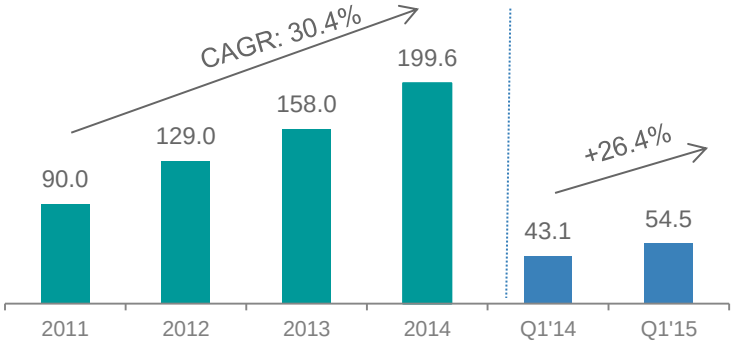
Make Acquisitions

- Geography
- Capabilities
- Verticals
- Customers

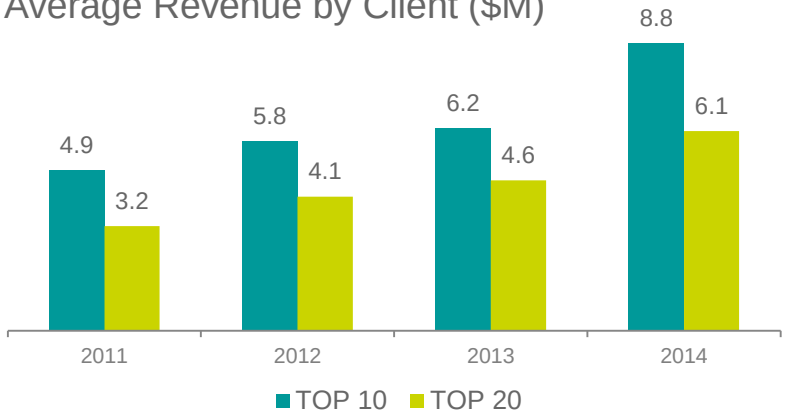
- Terraforum (BR)
- Clarice (IN)
- Nextive (US)
- Huddle (AR)
- Accendra (AR)

Significant Revenue Growth

Revenue ($M)



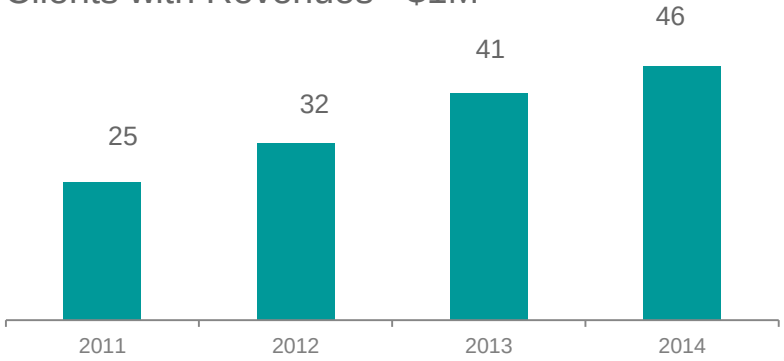
Average Revenue by Client ($M)



Revenue Contribution (%)

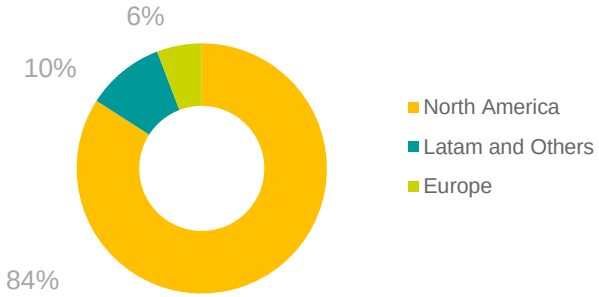
	2011	2012	2013	2014	Q1'15
Top 1	13	9	6	9	10
Top 5	40	28	25	28	31
Top 10	55	45	40	44	48

Clients with Revenues >$1M

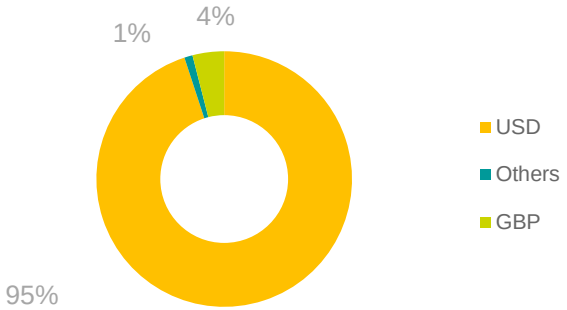


Revenue Breakdown (Q1’15)

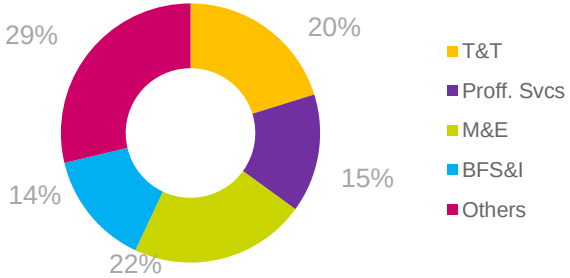
Geography



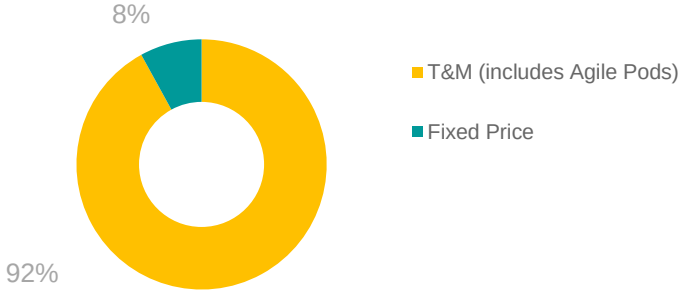
Currency



Industry Vertical

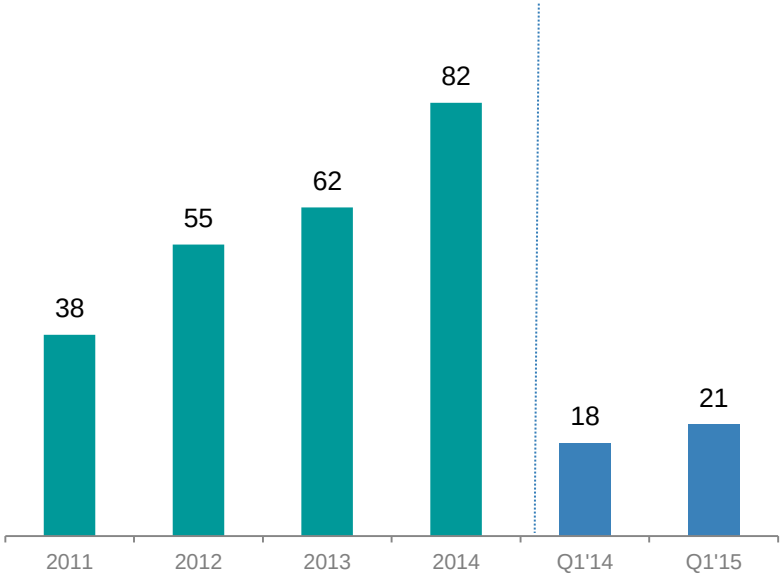


Contract Type



Attractive Profitability

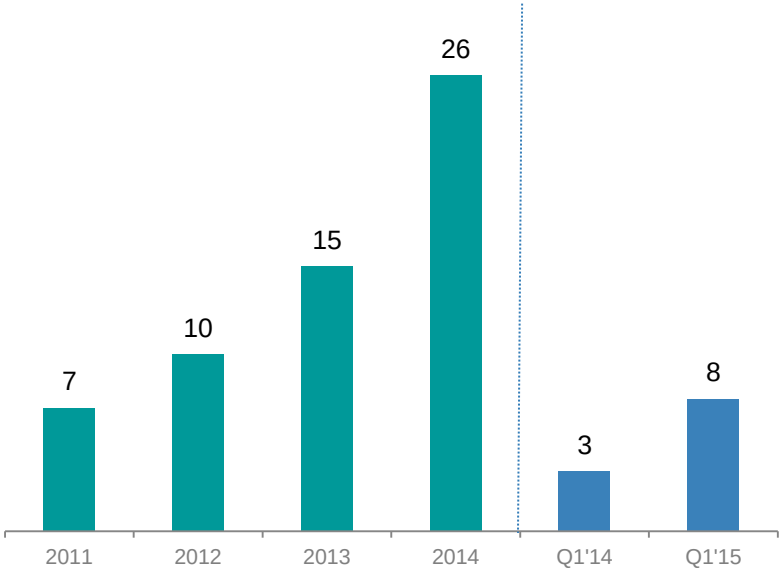
Adjusted Gross Profit ($M)



	2011	2012	2013	2014	Q1'14	Q1'15
Adj Gross margin %	42.2%	42.6%	39.2%	41.0%	40.9%	38.5%

Adjusted Gross Margin excludes depreciation and amortization and share-based compensation

Adjusted Net Income ($M)

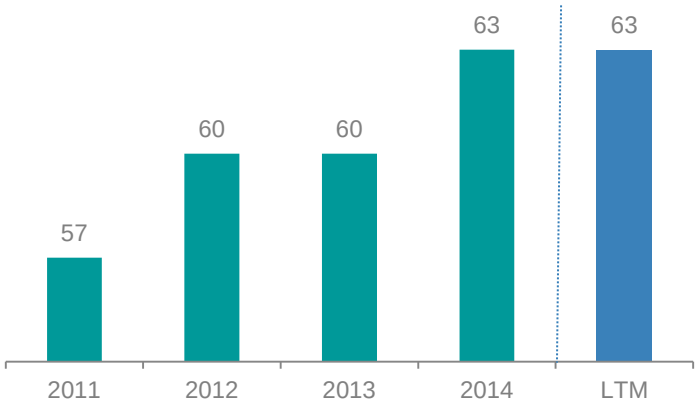


	2011	2012	2013	2014	Q1'14	Q1'15
Adj Net Income margin %	7.9%	8.1%	9.2%	13.0%	8.0%	13.8%

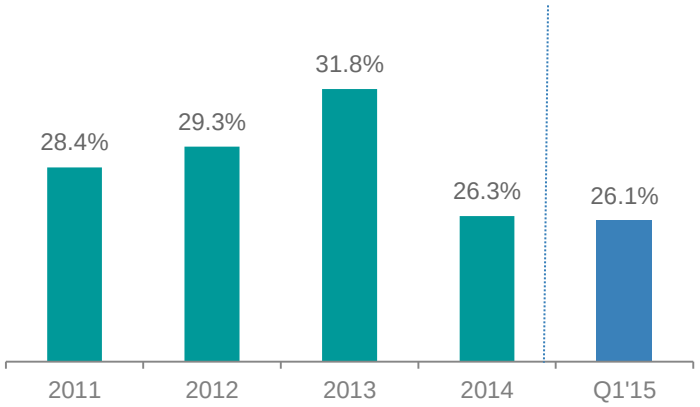
Adjusted Profit excludes share-based compensation

Operating Levers

Yearly Revenue per IT Professional ($K)

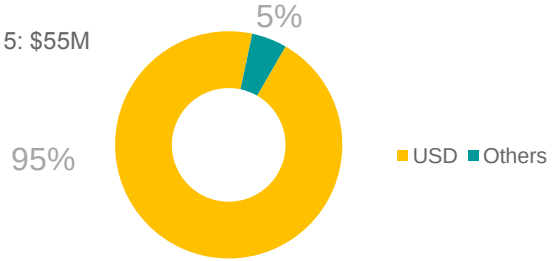


SG&A (% of revenues, excluding D&A)

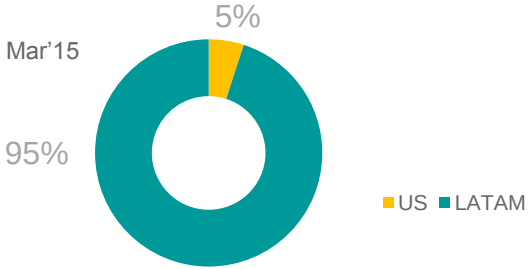


Revenues in hard currencies with costs in local currencies

Revenues Q1'15: $55M



Headcount distribution - Mar'15

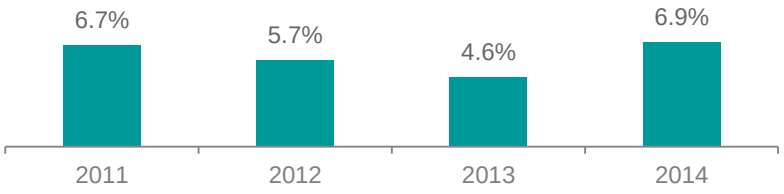


Strong Balance Sheet

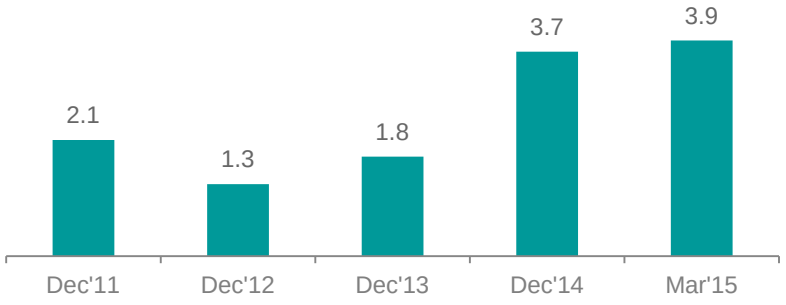
Balance Sheet Summary ($M)

	Dec'11	Dec'12	Dec'13	Dec'14	Mar'15
Cash and Investments	9	9	27	62	70
Current Assets	35	44	67	116	125
Total Assets	59	81	112	159	171
Financial Debt	9	12	12	1	1
Total Liabilities	27	38	52	35	34
Equity	33	43	60	125	136

Capex (% of revenues)



Current Ratio



ROA (1)

(1) Adj. Net Income / Total Assets

Thanks!