Are you ready for the future?

Globant
we are ready

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.

Globant's 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

Latin American 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

Innovative solutions by Globant

- We helped support LinkedIn´s success in the mobile area
- Business insights can now be captured just by taking a peek at your smartphone
- Globant customer for more than 5 years

- We contributed to the development of EA's highly successful FIFA franchise
- Globant customer for more than 6 years

- We helped Disney create their next generation online experience for their parks and resorts
- Globant customer for more than 4 years

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

Emerging technologies create a HUGE opportunity

Big Data

Mobile

Cloud Computing

Internet of things

Social

Wearables

Gamification

These technology revolutions have unlocked many new ways for companies to connect with customers

Why is this opportunity for Globant?

Reason 1: we create software in a new way

Engineering focused on emerging technologies, through our unique Studio Model

Innovation

Our proprietary Agile Pods methodology

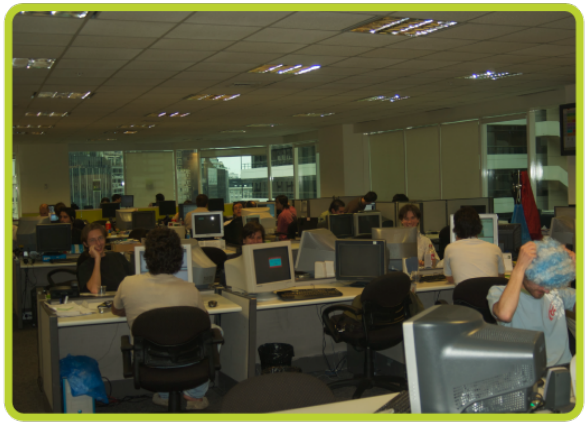
Design & UX

Why is this opportunity for Globant?

Reason 2: traditional players lack the DNA to integrate these abilities

Digital agencies are focused on creativity but lack engineering expertise or the ability to scale

Traditional IT services providers are focused on optimizing corporate processes and productivity



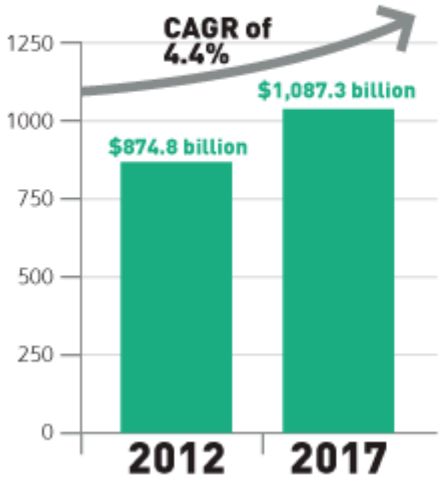
We provide the optimal blend of engineering, design and innovation capabilities focused on emerging technologies and trends to meet our clients' business needs

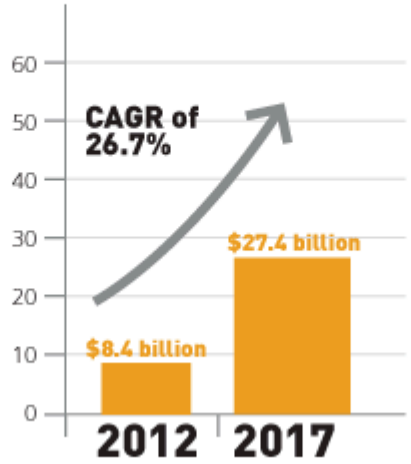
Large and growing global market opportunity

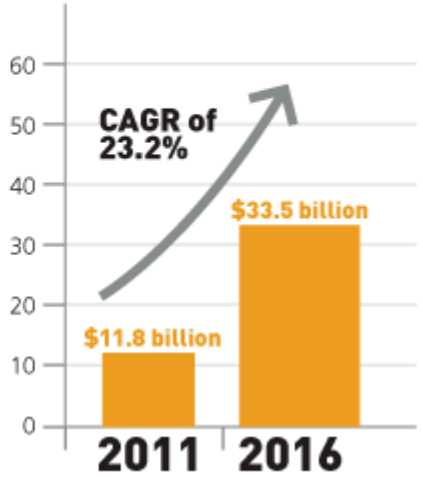
Traditional IT services

Cloud services and mobile enterprise

Social media







Source: IDC and Gartner

Why is Latin America one of the best regions to create next-gen software?

Latin American advantages

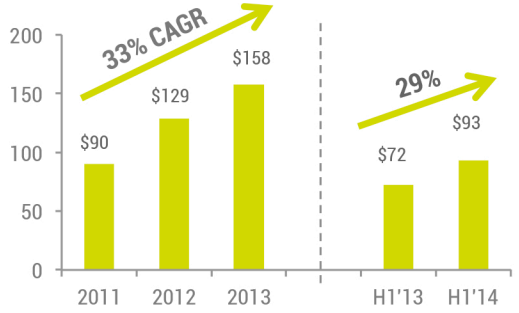
- Similar time zones to our customers
- Cultural similarities and strong history of innovation
- Broad talent pool with 1,000,000 IT professionals across the region
- Argentina and Brazil have been in the top 10 of the Gunn Report's Global Index of Creativity Excellence in Advertising for the last 15 years

Globant today

History

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

Revenue Growth ($M)



Selected Clients

American Express, Bally Technologies, BBVA, cars.com, Cisco, Coca-Cola, Disney, EA, Embraer, EMC², JWT, Kimberly-Clark, LinkedIn, mercado libre, National Geographic Channel, Orbitz, PR Newswire, Sabre, Southwest, WPP

Employees

3,371 June 2014

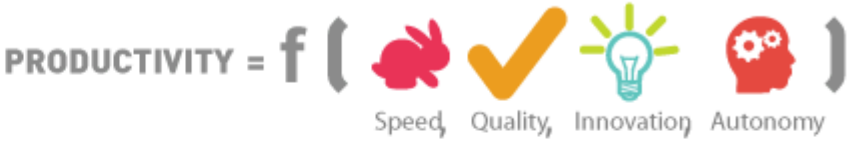
Highlights

MIT Sloan Management, Harvard, Stanford University, Gartner

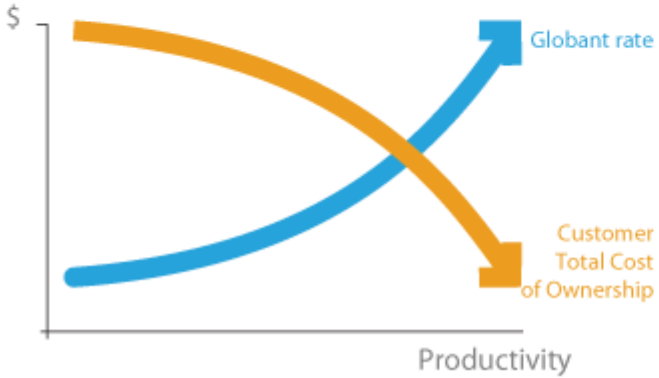
Our Studios: deep pockets of expertise

Agile Pods: our proprietary methodology

Multidisciplinary teams



Pod metrics



Agile Pods methodology

- ✓ 3 discrete levels of productivity
- ✓ 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

Our culture

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

Blue chip client base

Southwest
Improved e-commerce channel

Orbitz
Enhancing mobile app performance

Cisco
Interactive entertainment experience

JWT
Social network for employees

PR Newswire
Multimedia engagement platform

Leading this dream

Management team

Martín Migoya CEO, CO-FOUNDER

PREVIOUS EXPERIENCE
Project coordinator at **Repsol-YPF**, consultant at **Origin BV Holland**
Entrepreneur of the Year by **Ernst & Young** (2013)

Alejandro Scannapieco CFO

PREVIOUS EXPERIENCE
Senior Finance Analyst at **JPMorgan**, CFO at **Microsoft South Cone**

Guillermo Marsicoverete COO

PREVIOUS EXPERIENCE
Sales VP of **United Kingdom & Ireland of Sun Microsystems**

Guibert Englebienne CTO, CO-FOUNDER

PREVIOUS EXPERIENCE
Researcher at **IBM**, Head of Technology for **CallNow Inc**

Martín Umaran CHIEF OF STAFF, CO-FOUNDER

PREVIOUS EXPERIENCE
Former **Globant COO** and **Chief Corporate Business Officer**

Guillermo Willi CHIEF PEOPLE OFFICER

PREVIOUS EXPERIENCE
Human Resources Director for **Microsoft Argentina and Uruguay**;
Human Resources Director for **Pampa Energia**

Board of Advisors

Reid Hoffman PARTNER AT GREYLOCK; EXECUTIVE CHAIRMAN AT LINKEDIN

OTHER EXPERIENCE
Board member of **Airbnb, Edmodo, Mozilla, Shopkick, Swipedly** and **Zynga**

Andrew McLaughlin CEO AT DIGG AND SVP AT BETAWORKS

PREVIOUS EXPERIENCE
Deputy CTO of the United States and Director of Global Public Policy for **Google**

Nick Beim PARTNER AT VENROCK

PREVIOUS EXPERIENCE
General Partner at **Matrix Partners** and Associate at **Goldman Sachs**

Sir Martin Sorrell CEO OF WPP

OTHER EXPERIENCE
Non-executive director of **Formula One** and **Alcoa**

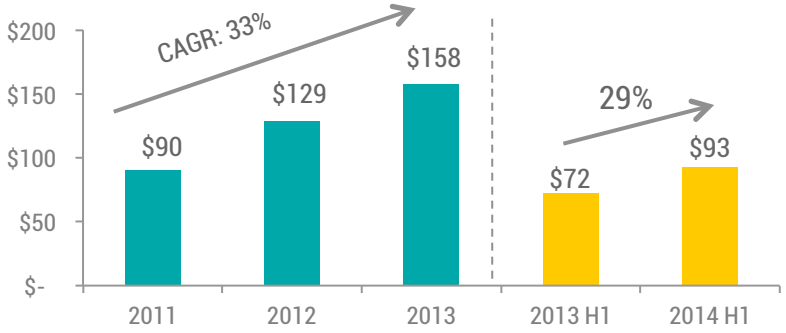
Sal Giambanco HUMAN CAPITAL AND OPERATIONS AT OMIDYAR NETWORK

PREVIOUS EXPERIENCE
Vice president of human resources and administration for **PayPal** and **eBay**

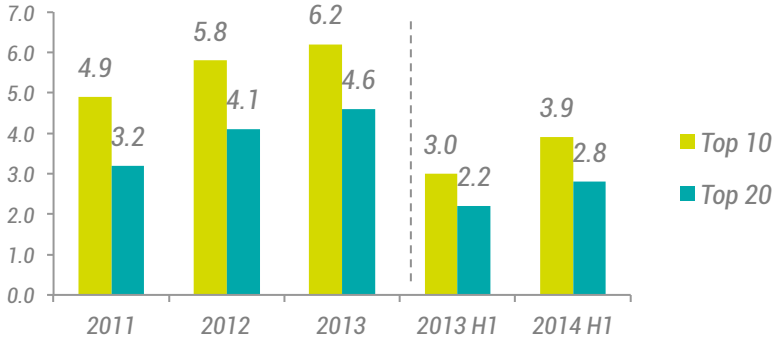
Financial **Performance**

Significant Revenue Growth

Revenue ($M)



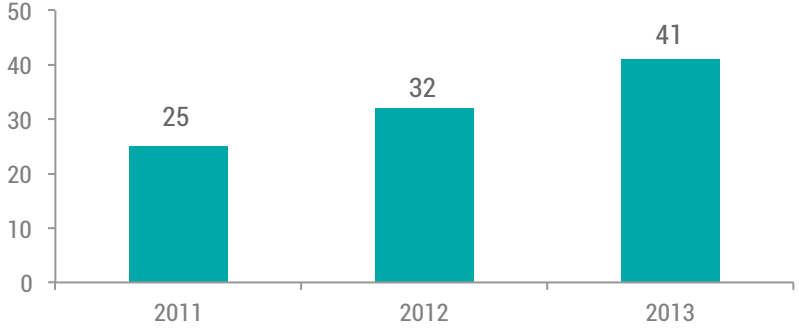
Average Revenue by top 10 and top 20 ($M)



Revenue Concentration

	2011	2012	2013	2014 H1
Top 1 Client	13%	9%	6%	9%
Top 5 Clients	40%	28%	25%	27%
Top 10 Clients	55%	45%	40%	42%

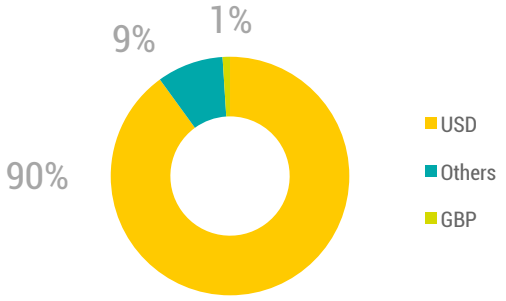
Clients with Revenues in Excess of $1M



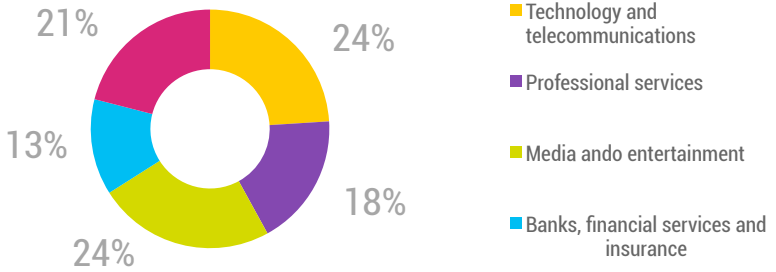
Revenue Breakdown (2014 H1)

Geography

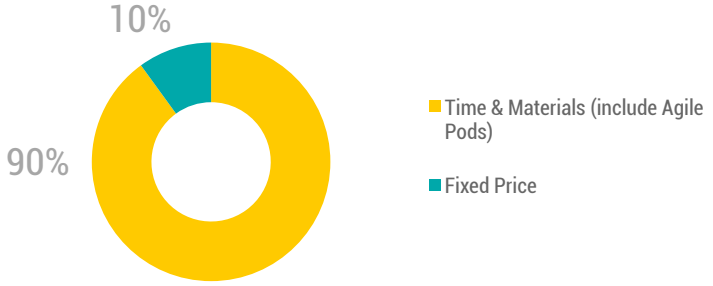
Currency



Industry Vertical

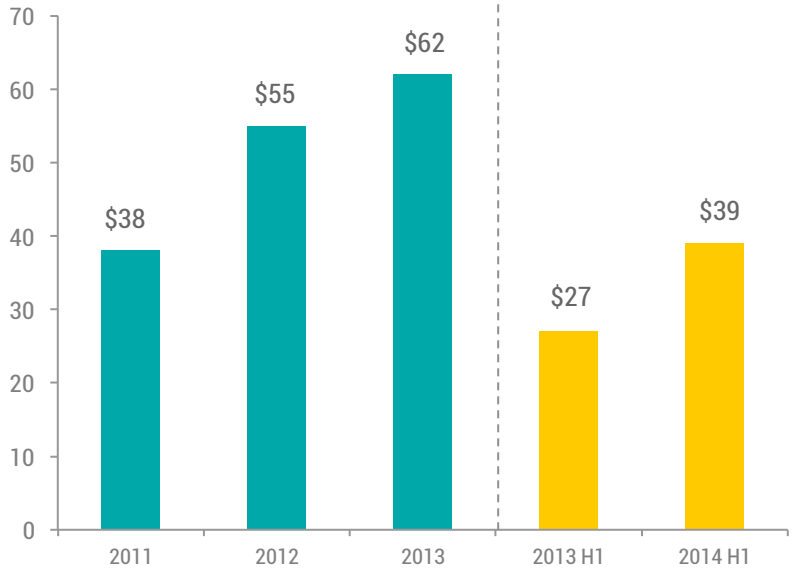


Contract Type



Attractive Profitability

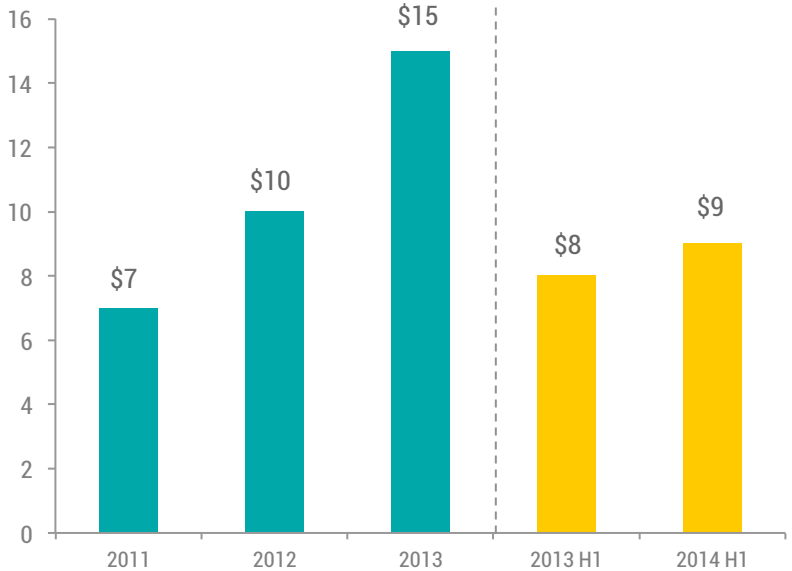
Adjusted Gross Profit ($M)



	2011	2012	2013	2013 H1	2014 H1
Adj gross margin %	42.2%	42.6%	39.2%	38.3%	41.6%

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

Adjusted Profit ($M)

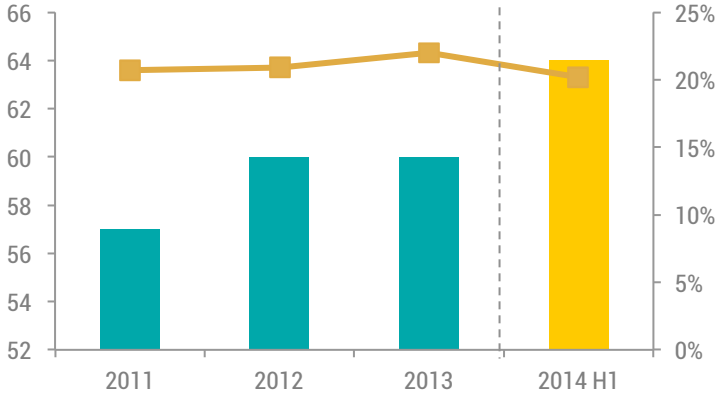


	2011	2012	2013	2013 H1	2014 H1
as % of revenues	7.9%	8.1%	9.2%	11.3%	10.1%

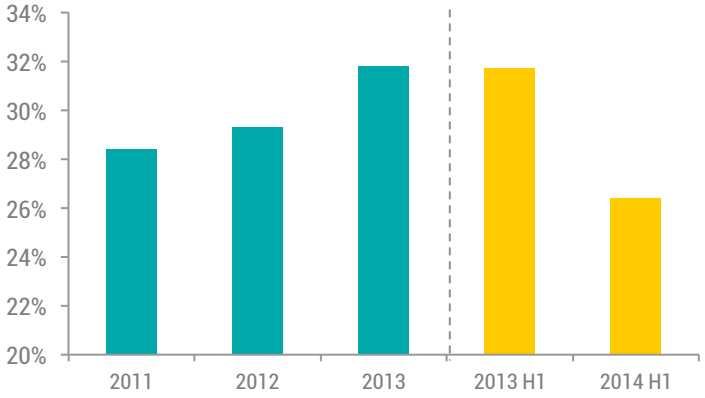
Adjusted Profit excludes share-based compensation

Operating Levers

Yearly Revenue per IT Professional ($K) and attrition (%)

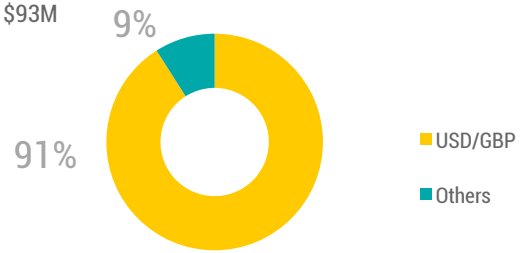


SG&A (% of revenues, excluding D&A)

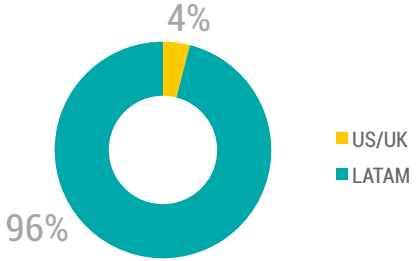


Revenues in hard currencies with costs in local currencies (H1 2014)

Revenues H1'14: $93M



Headcount distribution Q2'14



Our growth strategy

- Top 20 accounts have dedicated client teams
- Every client has an assigned client partner
- More than 600 Globers have revenue and margin quotas
- Quarterly client reviews

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

- Geography
- Capabilities
- Verticals
- Customers

- Terraforum
- Nextive
- Huddle
- Accendra

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Thank You!

Globant
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2014 Q1-Q2 Actuals, Q3 and FY Guidance

	Q1 ACT	Q2 ACT	Q3 Guidance	2014 FY Guidance
Revenue ($M) – [y.o.y]	43.1 [25.5%]	49.4 [32.2%]	49-51	195-198
Adjusted Gross Margin (%)	40.9%	42.3%	-	-
Adjusted Income from Operations ($M)	3.8	6.7	-	-
Adjusted Income from Operations Margin (%)	8.9%	13.5%	-	-
Adjusted Profit ($M)	3.4	5.9	-	-
Adjusted Profit Margin (%)	8.0%	12.0%	-	-
Adjusted Diluted EPS ($)	0.11	0.20	0.18 / 0.22	0.66 / 0.74

Note:

- *Adjusted Gross Margin excludes depreciation and amortization and share-based compensation*
- *Adjusted Income from Operations excludes share-based compensation*
- *Adjusted Profit excludes share-based compensation*