Globant
WE ARE READY

FORWARD LOOKING 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

We are a digitally native technology services company, a pure play on emerging technologies.

We dream and build digital journeys for millions of users. The company is organized around the concept of Studios.

Globant is the place where design, engineering and innovation meet scale.

Global delivery centers, including North America, Latin America and Asia, allow next-gen software creation with the right talent and skills.

Long-term and recurring relationships with blue-chip clients.

Strong revenue growth and attractive profitability.

INNOVATIVE SOLUTIONS BY GLOBANT

- We contributed to the development of EA's highly successful FIFA franchise.
- A Globant customer for more than 8 years.

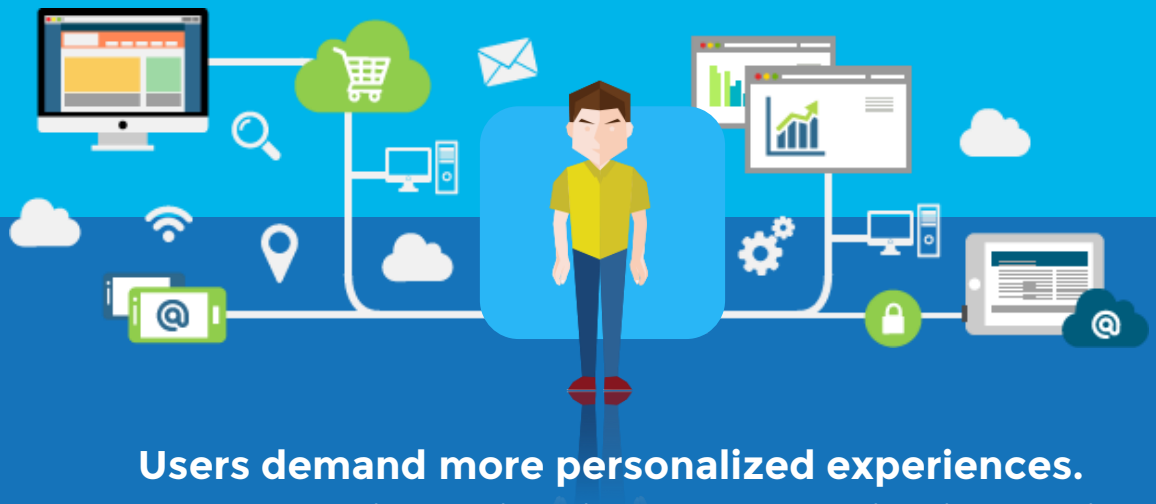
- We provided Big Data solutions for BBVA.
- Globant helped the bank innovate in financial information analysis.
- A Globant customer for more than 3 years.

- Banco Santander is now using Starmeup, +180,000 users.
- Starmeup is one of the platforms that are part of our Services over Platforms strategy
- A Globant customer for more than 1 year.

- We contributed to NatGeo's goal of improving the customer journey of kids.
- Leveraging latest trends (UX, Visual Design), we developed websites for kids that are fun, smart and engaging.
- A Globant customer for more than 4 years.

TODAY´S CHALLENGE

Companies engage with **“technology voracious”** users, customers, employees and partners who have high expectations.



Users demand more personalized experiences.
They want to create an emotional tie with brands, which in turn increases loyalty.

The Opportunity

Every company in the world…

NEEDS

TO ADAPT, **TRANSFORM** ITS BUSINESS AND
CREATE NEW AND SMART JOURNEYS FOR USERS

GLOBANT

is a digitally native technology services company

We dream and build digital journeys that matter for millions of users, a pure play on emerging technologies.

We are the place where **INNOVATION**, **DESIGN**, and **ENGINEERING** meet scale.

We deliver value leveraging global talent from development centers in North America, Latin America, and Asia.

Traditional players lack the DNA to deliver this vision.

Why Globant Captures this Opportunity?

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

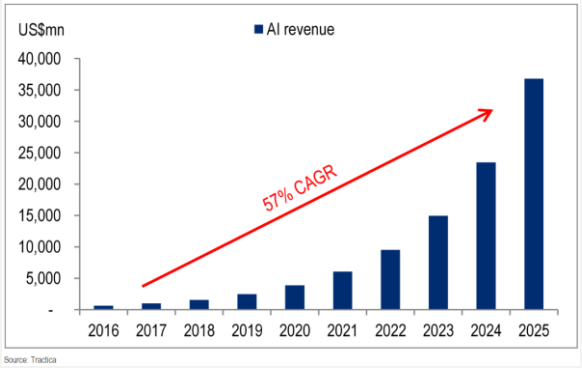
LARGE AND FAST-GROWING ADDRESSABLE MARKETS

Worldwide Digital Strategy and Agency Services Spending by Foundation Use Case, 2015-2020 ($B)

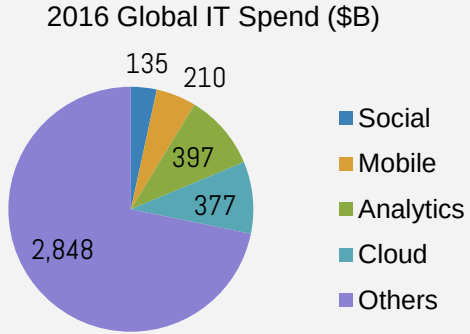
	2015	2016	2017	2018	2019	2020	2015–2020 CAGR (%)
Digital operations	18.7	24.3	30.5	35.8	43.0	55.2	24.1
Customer and brand engagement	13.1	14.2	17.4	24.9	29.4	32.6	20.0
Digital products and services	11.0	13.8	16.3	18.7	23.8	32.8	24.5
Total	42.8	52.2	64.3	79.4	96.1	120.5	23.0

Source: IDC, 2016

Digital Services market expected to be a 120B market by 2020 and growing at 23% per year.



AI is expected to grow 35x until by 2020



SMAC is a significant part of the IT market

Source: The Business Research Company, Market Research and Gartner

GLOBAL DELIVERY MODEL

Multiple time zones enable us to deliver agile services to our customers and global partners.

We benefit from cultural similarities and a strong history of innovation.

We have an unlimited talent pool of highly educated IT professionals.

Strong global presence with great talent to create digital journeys.

DIGITAL LEADERSHIP

IDC
Analyze the Future

Worldwide Leader of Digital Strategy Consulting Services by IDC MarketScape report

Major Player of Digital Product Innovation according to IDC MarketScape Worldwide Digital Strategy Consulting Services for Digital Product Innovation Vendor Assessment

GLOBANT TODAY

Select Clients

BBVA, NYSE Euronext, Cisco, EA, J. Walter Thompson Worldwide, Amadeus, EMC², FOX, American Express, Southwest, LAN, AEP Energy, The Climate Corporation, PR Newswire, Embraer, LinkedIn, pwc, Orbitz, WPP, Sabre, Bally Technologies, Coca-Cola, National Geographic, GAP, Jefferies, GREY, zynga

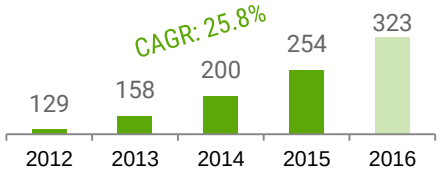
Employees

5,855

Highlights

Stanford University, MIT Sloan Management, Harvard, IDC Analyze the Future

Revenue Growth ($M)



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
- **2016** — SoP launched

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)

Guillermo Marsicoverete COO
PREVIOUS EXPERIENCE: Sales VP of United Kingdom & Ireland of Sun Microsystems

Alejandro Scannapieco CFO
PREVIOUS EXPERIENCE: Senior Finance Analyst at JPMorgan, CFO at Microsoft South America

Guilbert 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 Energía

BOARD OF ADVISORS

Reid Hoffman PARTNER AT GREYLOCK
EXECUTIVE CHAIRMAN AT LINKEDIN **OTHER EXPERIENCE:**
Board Member of Airbnb, Edmodo, Mozilla, Shopñick, Swipedly and Zynga

G. 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 Sorell CEO OF WPP
OTHER EXPERIENCE: Non-executive Director of Formula One and Alcoa

Al Giambanco HUMAN CAPITAL AND OPERATIONS AT OMIDYAR NETWORK **PREVIOUS EXPERIENCE:**
Vice President of Human Resources and Administration for PayPal and eBay

OUR SECRET SAUCE

HOW WE DO IT

It’s not enough to think about the channel,
we need to think about

THE DIGITAL JOURNEY AND THE RELEVANCY

Digital journeys are **NOT** an omnichannel approach.
They are a combination of **smart, relevant and appropriate** interactions that depend on a **WHO, WHERE, WHEN, WHY & WHAT.**

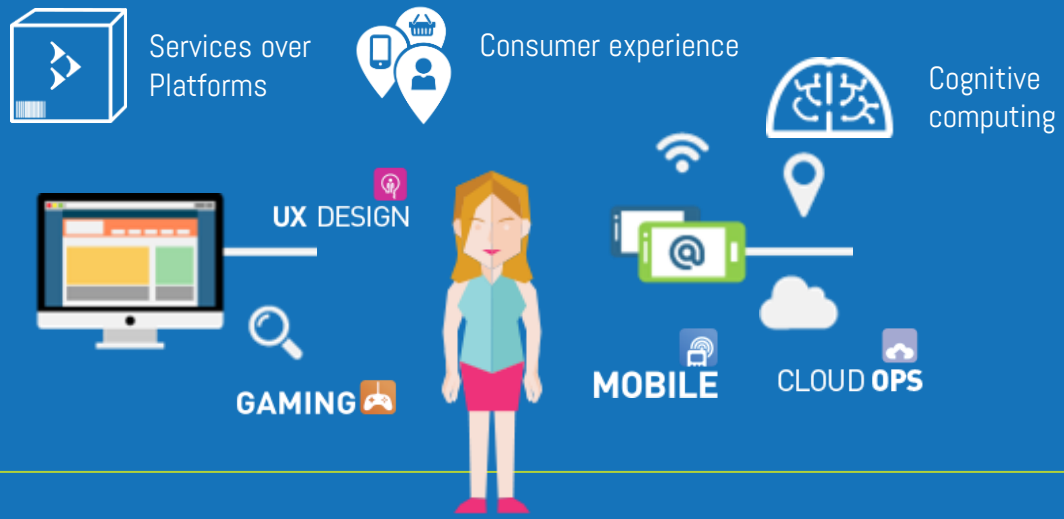
CREATING A DIGITAL JOURNEY

STORE | MOBILE APP | WEBSITE | WEARABLE DEVICE | ECOMMERCE

BIG DATA

FAST DATA

SMART DIGITAL JOURNEY ENGINE



Globant

Ecosystem of 3 stages necessary to fulfill a Digital Evolution Lifecycle.

STAY RELEVANT
Our thought leaders help our customers stay relevant within their industries by creating and publishing researches, organizing SME gatherings, and participating in conferences.

DISCOVER
We use customer-centred design thinking to understand the lifecycle of products and services to define the most valuable opportunities. Embedding Journey Management Teams to create amazing outcomes.

BUILD
Once the Digital Journey is defined, we develop and build the experience by leveraging 3 key pillars:
12 Studios, Agile Pods Methodology and Services Over Platforms.

STAY RELEVANT

WHAT DO WE DO

DISCOVER

We analyze each business, industry, stakeholders, customers, and goals.
We prototype and observe the experience in real life, embedding construction and scale since day one. We seamlessly merge envisioning with execution.
We do not make assumptions.

Digital Journey Playground
"I want to experience where digital journeys are dreamed, designed and prototyped."

Start up
"I want to start something new"

Product Acceleration
"I want to improve or develop an existing product"

Behavioural Science
"I want to understand how and why our customers behave the way they do"

People Change
"I want to embed customer centricity in our organisation"

Organisational Change
"I want to fundamentally change the way we deliver our products and services to customers"

Innovation
"I want to disrupt our market with something totally new and unexpected"

BUILD

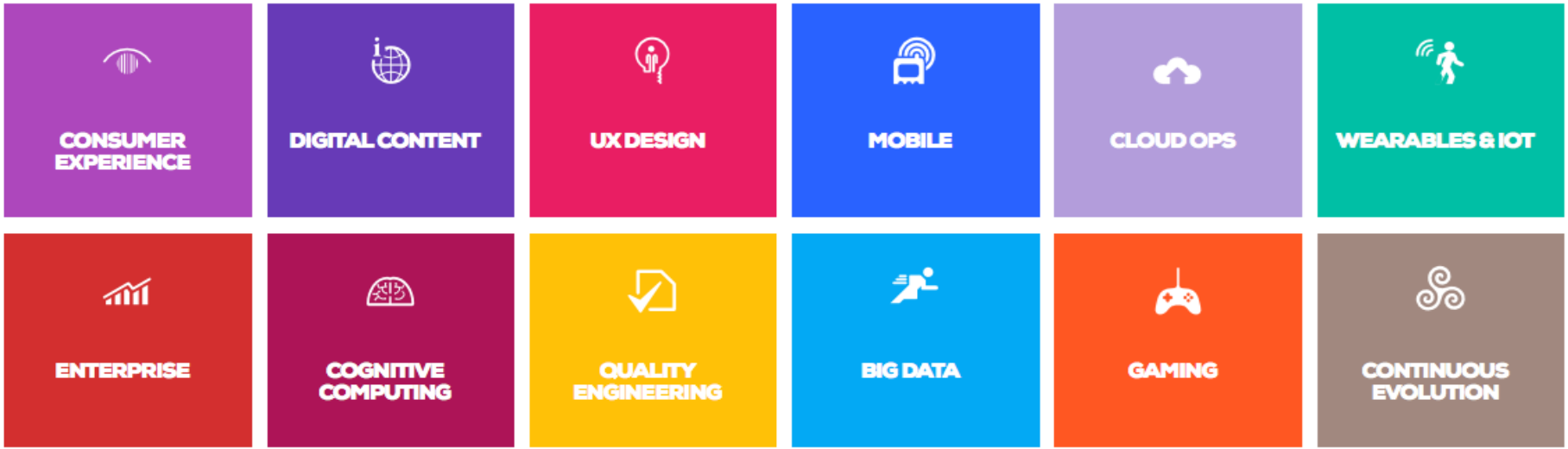
12 Studios

Agile Pods Methodology

Services Over Platforms Strategy

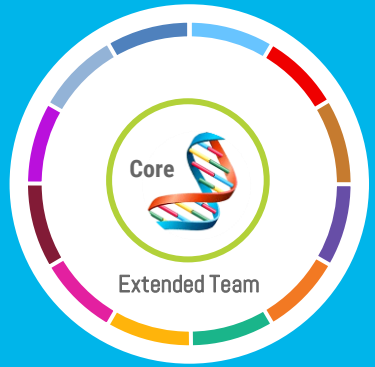
Once the Digital Journey is defined, we develop and build the experience by leveraging 3 key pillars.

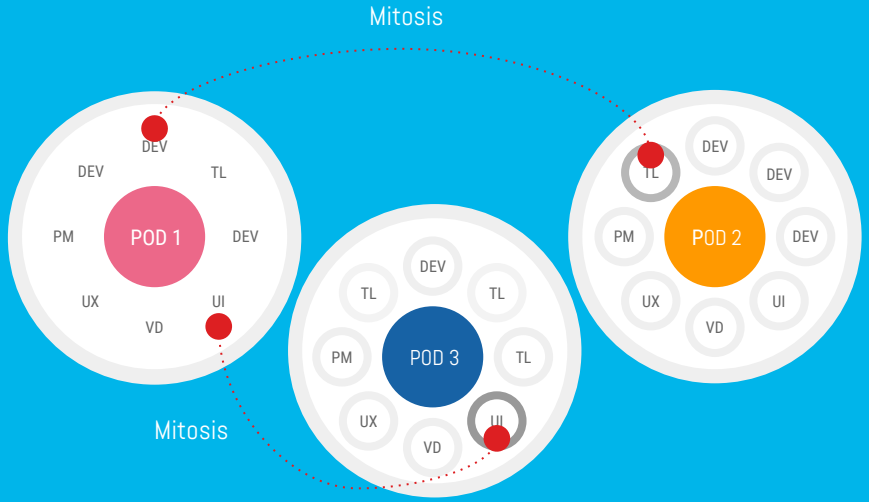
OUR STUDIOS



Deep Pockets of Expertise

OUR AGILE PODS





WHAT IS A POD?

- Agile team with blended skills. Sized at 8-10
- Fully responsible for creating solutions, building and sustaining features, products or platforms
- Self-organized to meet creative and production goals, make tech decisions and reduce risk

WHY PODs?

- Organic ecosystem to foster, realize and sustain digital innovation
- Designed to SCALE
- Measured, gamified and motivated to evolve per our client's goals

MATURITY

f(✓)

Impact - Velocity - Quality - Autonomy Relationship

SERVICES

PLATFORMS STRATEGY

starmeup

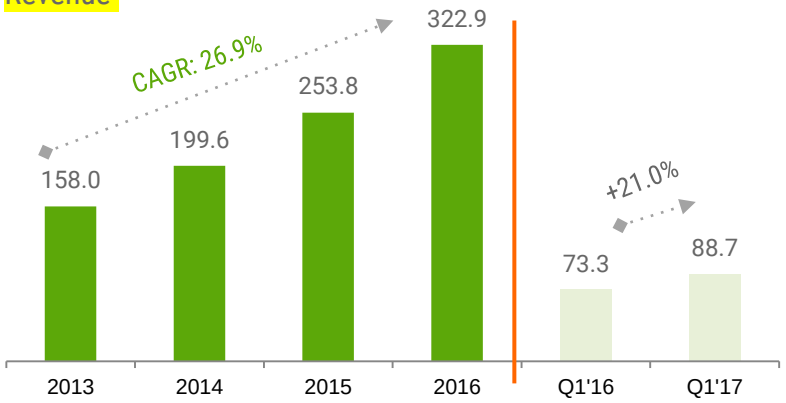
COLLOKIA

ACAMICA

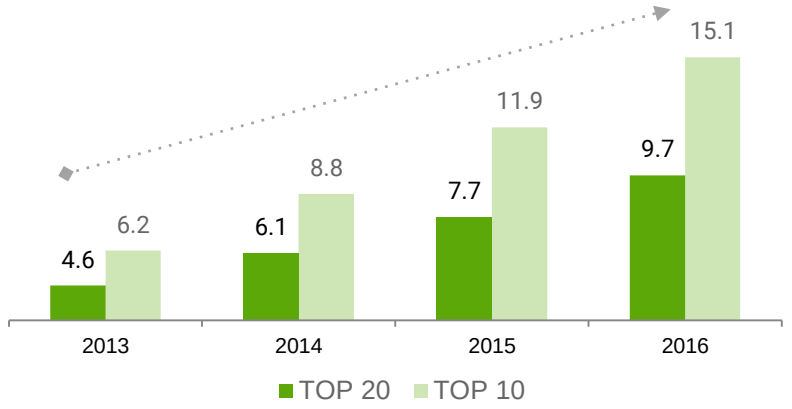
Iamat

Financial **Review**

Revenue



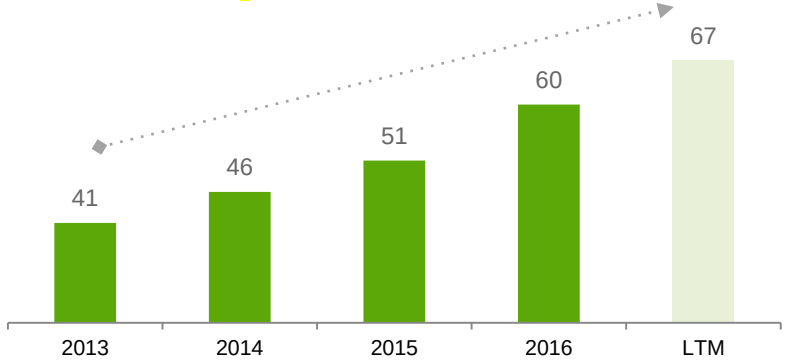
Average Revenue by Client ($M)



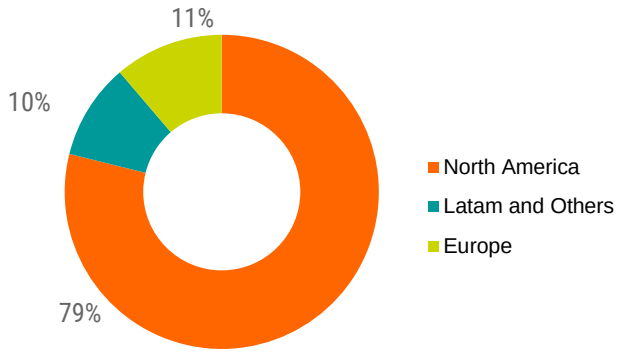
Client Revenue Contribution (%)

Clients	2013	2014	2015	2016	Q1'17
Top 1 Client	6	9	12	10	10
Top 5 Clients	25	28	33	34	31
Top 10 Clients	40	44	47	47	44

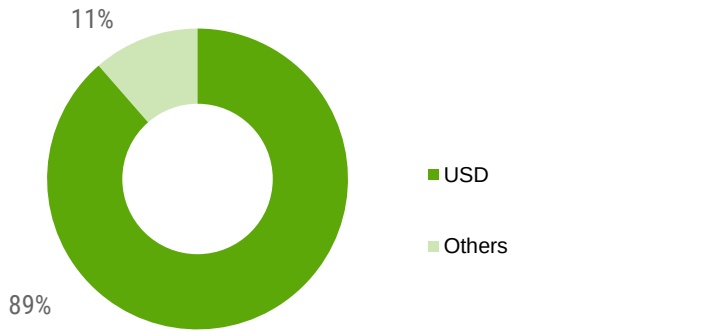
Clients with Revenues >$1M



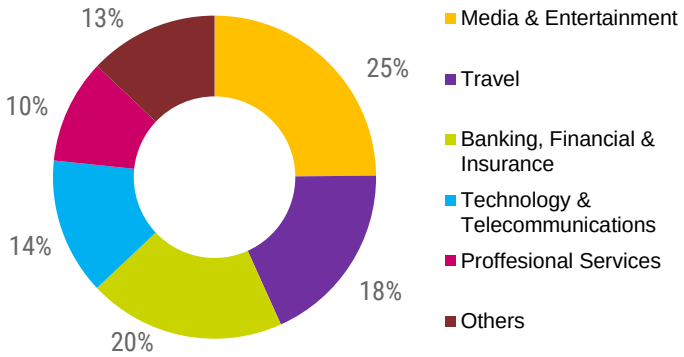
Geography



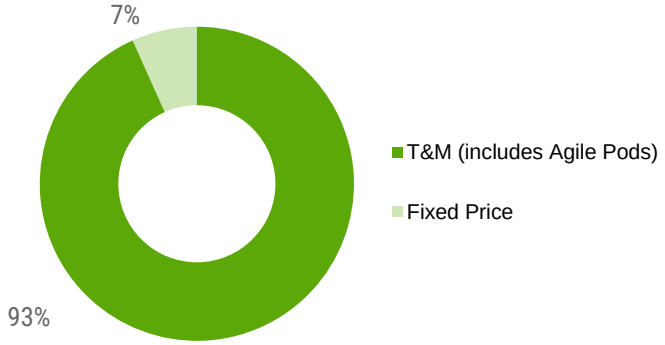
Currency



Industry



Contract type



Increasing # of multimillion $ accounts

	2013	2014	2015	2016
+$20M	0	0	1	2
+$10M	2	2	5	6
+$5M	5	10	10	11
+$1M	40	46	51	60

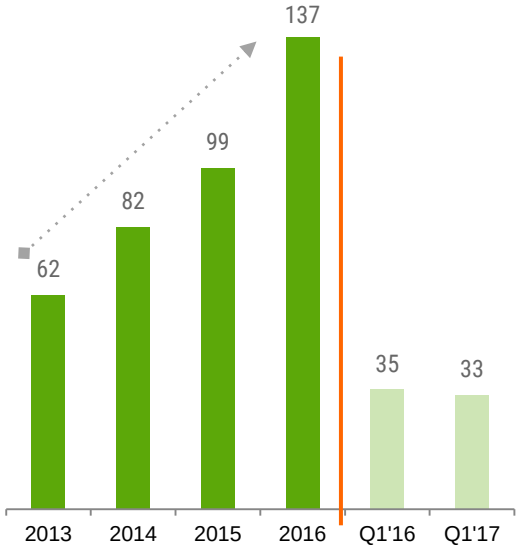
- 50^2 strategy
- Dedicated onsite teams
- Studio cross-selling
- Strategic partner

Annual revenues of top 20 customers with revenues <1M in 2014

	2014	2015	2016
Customer A	0	1	10
Customer B	0	2	8
Customer C	1	5	5
Customer D	0	1	4
Customer E	0	3	4
Customer F	0	1	4
Customer G	1	2	4

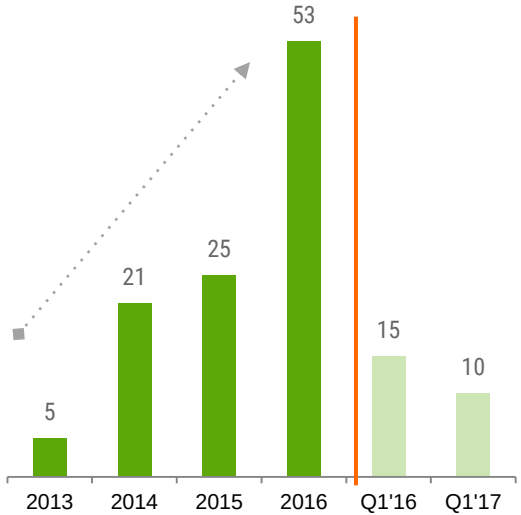
- Studio cross-selling
- POD model penetration
- Increasing number of projects

Adjusted Gross Profit ($M)



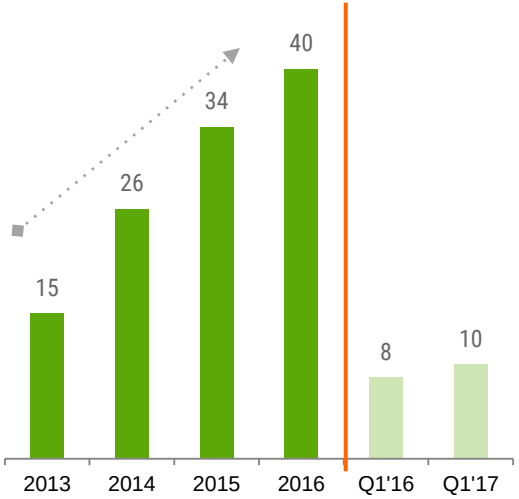
% of revs						
	39.2	41.0	38.9	42.3	45.0	39.0

Adjusted Income form Operations ($M)



% of revs						
	3.0	10.6	9.7	16.5	20.0	11.5

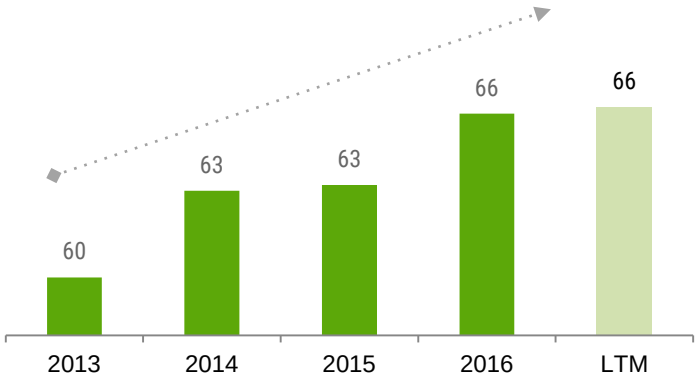
Adjusted Net Income ($M)



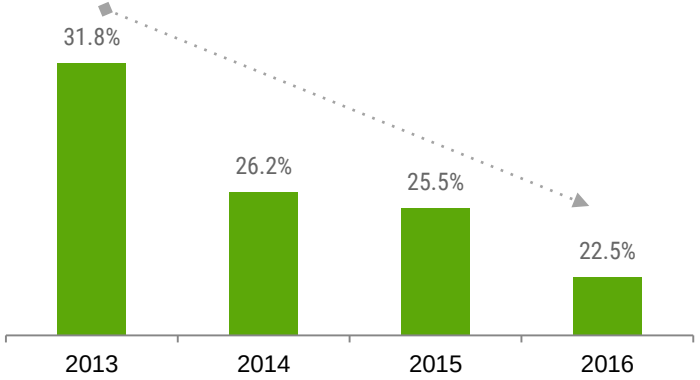
% of revs						
	9.2	13.0	13.5	12.5	11.5	11.0

Notes: Adjusted Gross Profit Margin excludes depreciation and amortization and share-based compensation
Adjusted Income from Operations excludes share-based compensation, M&A Expenses and Impairment of Tax Credits, net
Adjusted Net Income excludes share-based compensation and M&A Expenses

Yearly Revenue per IT Professional ($K)

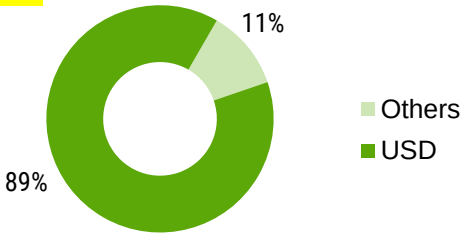


SG&A (% of revenues, excluding D&A)

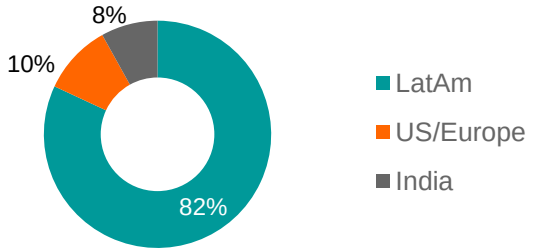


Revenues in Hard Currencies with Costs in Local Currencies

Revenues Q1'17:
$88.7M



Headcount distribution
Mar'17



Focus on 50 accounts with potential revenues of 50M

Dedicated Key people and team for each account

Long term relationship and value added

Studio cross-selling

Key sales offices (Boston, London, New York, San Francisco, Seattle, Pune, Sao Paulo, Bogota, Mexico DF and Buenos Aires)

More than 500 Globers carrying revenue and margin targets

- Ratio
- L4
- Wae
- Clarice
- Huddle
- Terraforum
- Nextive
- Accendra
- Openware

Thanks!