Globant
WHO WE ARE

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.

Building the new way
of being digital
Globant

TODAY'S CHALLENGE

New technologies have emerged to revolutionize the way end-users interact with technology and to reshape businesses.

We are facing the most radical and profound changes since we experienced the mobile and digital transformation that started with the IPhone 10 years ago.

The AI Revolution

The rise of the screenless UX

Connected ubiquitous experiences

Augmented and Virtual Reality

THE OPPORTUNITY

Every company in the world...

NEEDS

TO ADAPT TO **TRANSFORM** ITS BUSINESS

> There is an abundance of demand for more intelligent and human-like behavior and technology on the market. Users move fast and are keen to interact with their digital ecosystem anywhere and anytime.

Large and fast growing addressable markets

As the temporal nature of digital transformation becomes completely foundational to future business, the proportion of "digital related" consulting engagements will increase from about half of all business and IT consulting engagements in 2013–2015 to approximately 70% of all engagements in 2020 or 2021, driving the total market for digital strategy and agency services well over $100 billion in opportunity worldwide by 2021.

Source: IDC Worldwide and U.S. Digital Strategy and Agency Services Forecast, 2017–2021

Worldwide Digital Strategy and Agency Services Spending by Foundation Use Case, 2015-2021 ($B)

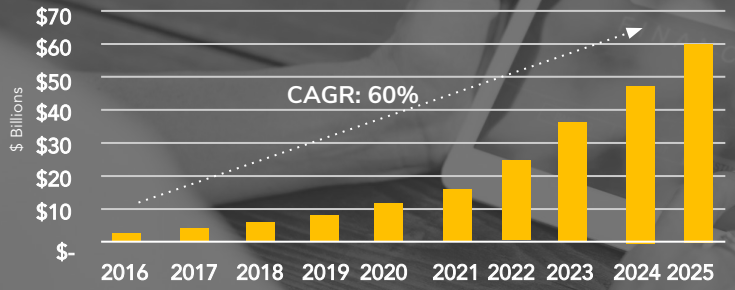
	2015	2016	2017	2018	2019	2020	2021	2016-2021 CAGR (%)
Digital Operations	18.7	22.7	28.3	33.6	41.5	46.5	61.1	21.9
Customer and brand engagement	13.1	14.9	18.7	25.7	30.7	36.7	41.4	22.6
Digital products and services	11.0	14.6	17.3	20.2	23.9	31.1	35.8	19.7
Total	42.8	52.2	64.3	79.4	96.1	116.3	138.3	21.5

Source: IDC, 2017

Digital Services market expected to be a **138B market** by 2021 and growing at **21.5% per year**.

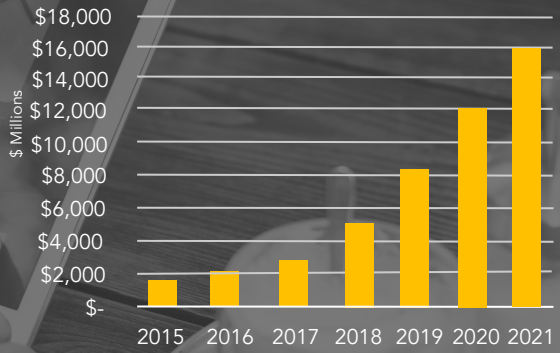
Large and fast growing addressable markets

Artificial Intelligence Revenue is expected to grow at a **60% CAGR by 2025.**



Source: Tractica

The Virtual Digital Assistant Market will reach **$15.8 Billion Worldwide by 2021.**

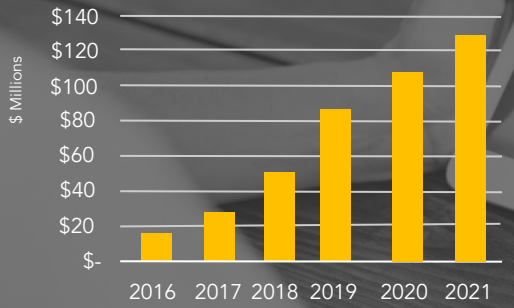


Total VDA Revenue by Segment, World Markets: 2015-2021

Source: Tractica

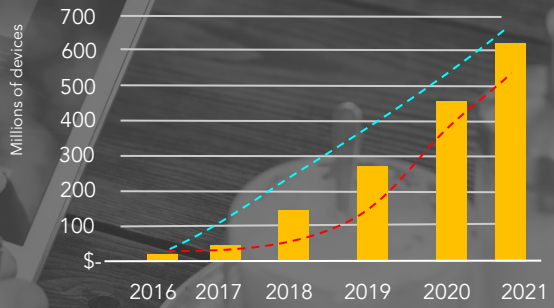
Large and fast growing addressable markets

Annual worldwide revenue from **VR HMDs,** accessories, and content will reach **$130 million by 2021.**



Annual HMD Unit Shipments by Product Type, World Markets: 2016 - 2021
Source: Tractica

Mobile AR to drive **$108 billion VR/AR** market **by 2021.**



Installed base (M)
Source: Digi-Capital

GLOBANT

WE ARE A DIGITALLY NATIVE TECHNOLOGY SERVICES COMPANY
A **PURE PLAY ON EMERGING TECHNOLOGIES**

We are passionate about building the **new way of being digital.**

We are the place where **engineering, innovation** and **design** meet scale.

We help our clients **emotionally connect** with consumers, **fully engage** with employees, leverage the power of **artificial intelligence** for business optimization.

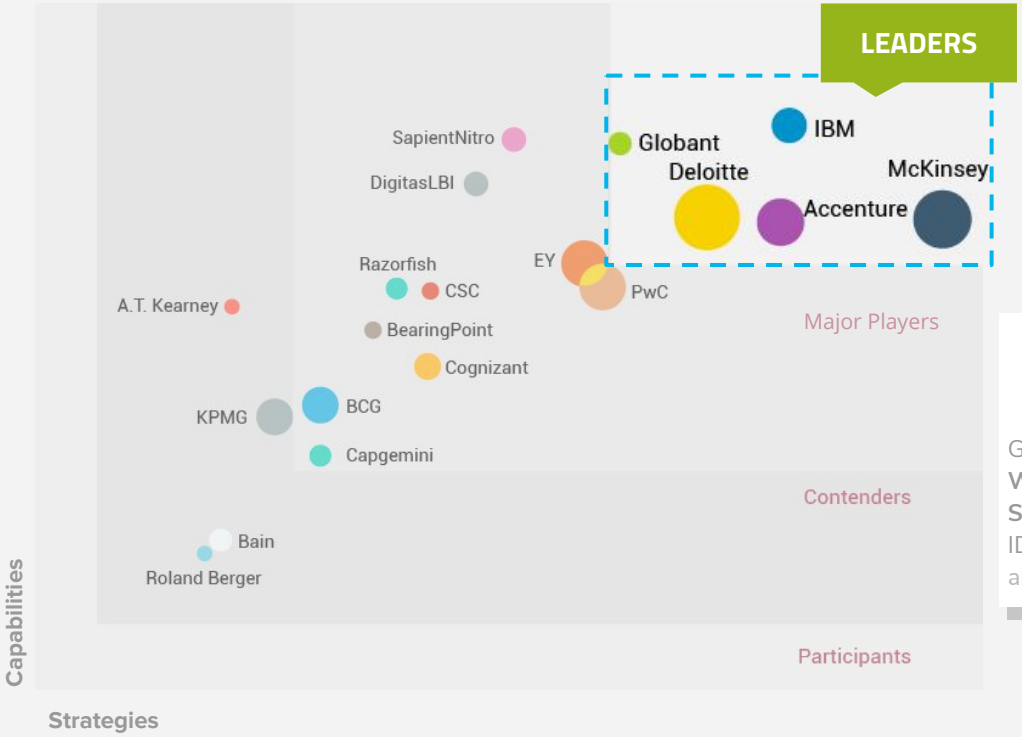
We have **global delivery centers**, including North America, Latin America, Europe and Asia, allowing next-gen software creation with the right talent and skills.

We have **long-term** and recurring relationships with **blue-chip clients.**

We have **strong revenue** growth and **attractive profitability.**

DIGITAL **LEADERSHIP**

IDC MarketScape Worldwide Digital Strategy Consulting 2016



IDC
Analyze the Future

Globant recognized as a **Worldwide Leader of Digital Strategy Consulting Services** by IDC MarketScape report in 2016 and 2017

GLOBANT **TODAY**

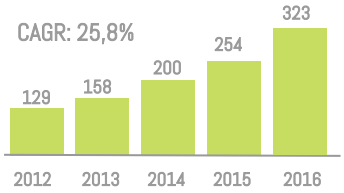
SELECT CLIENTS

BBVA, Santander, PUMA, EA, FOX, J. Walter Thompson Worldwide, Amadeus, EMC², WPP, pwc, American Express, Southwest, LATAM Airlines, AEP Energy, Pernod Ricard, mercado libre, PR Newswire, Walmart (Save money. Live better.), OSRAM, TNS, Coca-Cola, National Geographic, GAP, Jefferies, GREY, Bally Technologies, UBISOFT

EMPLOYEES

+6,300

REVENUE GROWTH ($M)



HIGHLIGHTS

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

GLOBANT'S 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 **OUR MANAGEMENT TEAM**

MARTÍN MIGOYA
CEO, CO-FOUNDER
Previous Experience: Project Coordinator at **Repsol YPF**, Consultant at **Origin BV Holland**, Entrepreneur of the year by **Emst & Young** (2013).

GUILLERMO MARSICOVETERE
CHIEF STRATEGY OFFICER
Previous Experience: Sales VP of **United Kingdom & Ireland of Sun Microsystems.**

ALEJANDRO SCANNAPIECO
CFO
Previous Experience: Senior Finance Analyst at **JPMorgan**, CFO **Microsoft South America.**

GUIBERT ENGLEBIENNE
CTO, CO-FOUNDER
Previous Experience: Research 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.**

PATRICIA POMIES
CHIEF DELIVERY OFFICER
Previous Experience: Director of **Educ.ar Portal,** responsible for content production and tracking of "**Equality Connect**".

LEADING THIS DREAM **OUR 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 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**.

WHAT WE DO

INNOVATIVE **SOLUTIONS BY GLOBANT**

- We provided Big Data solutions for BBVA bank.
- Globant helped the bank innovate in financial information analysis.
- A Globant customer for more than 4 years.

- We contributed to the development of EA's highly successful FIFA franchise.
- A Globant customer for more than 10 years.

- 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 5 years.

- We helped the MET become one of the world's most digitally-connected police forces.
- Over 70% of traffic collision reporting switched from phone to online.
- An 18 month programme.

We have a user-centric vision to create experiences that appeal and connect emotionally with millions of consumers.

To do so, the three key components of our ecosystem are:

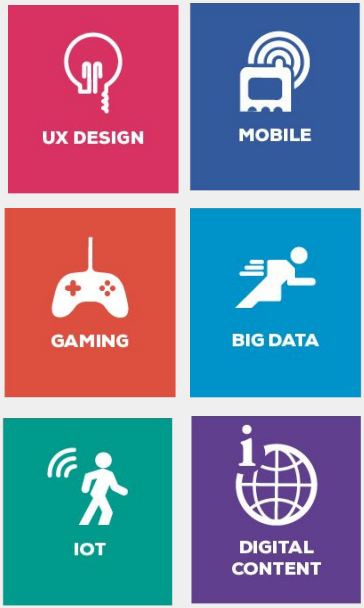
- our studios
- our agile pods methodology
- our services over platforms division

OUR STUDIOS

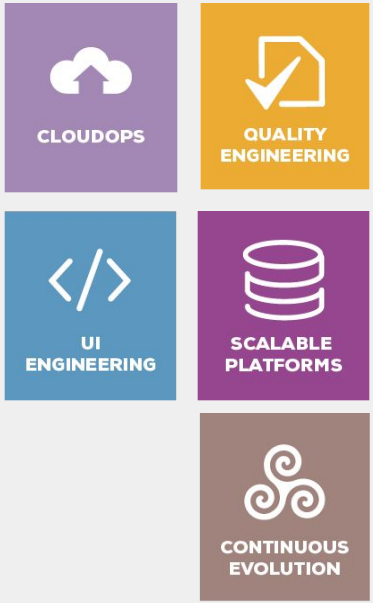
Deep Pockets of Expertise

STRATEGIC

SPECIALTY



FOUNDATION



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.

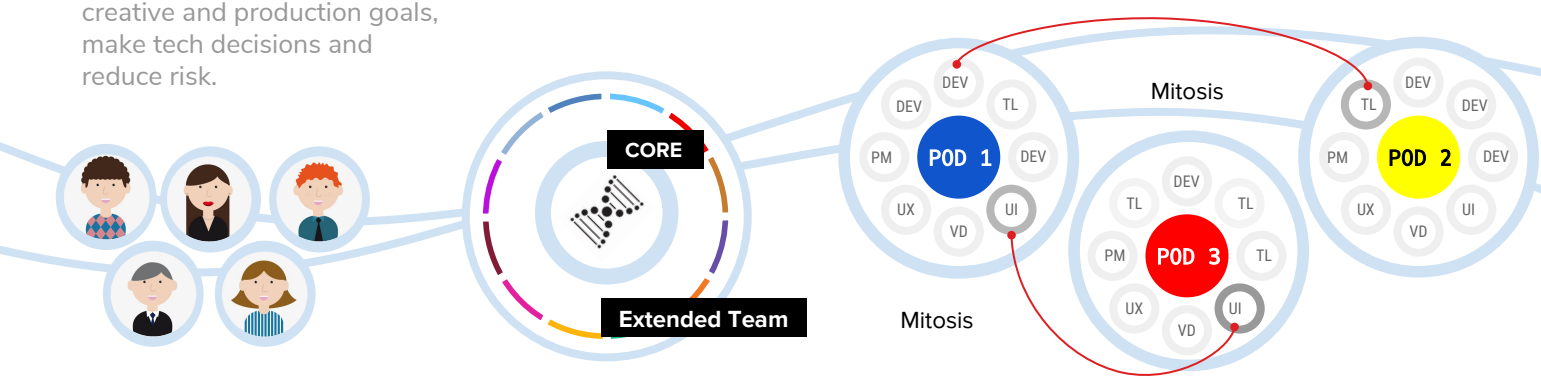
Designed to SCALE.

Measured, gamified and motivated to evolve per our client's goals.

MATURITY

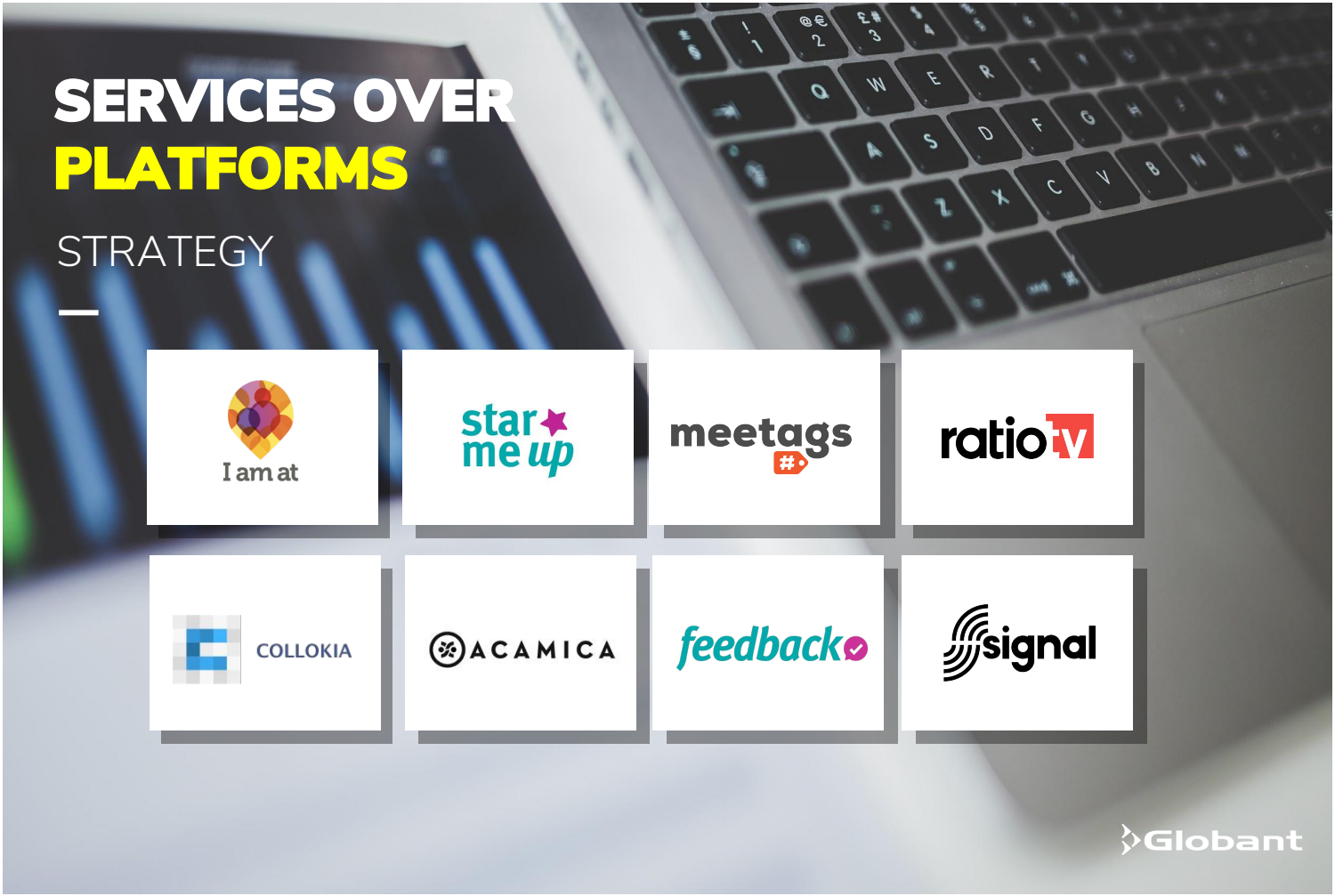
F [ ]

Impact - Velocity - Quality - Autonomy - Relationship



SERVICES OVER PLATFORMS

STRATEGY



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.

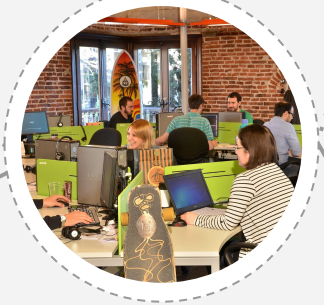
We have an unlimited talent pool of highly educated IT professionals.

35 offices in 27 cities throughout 12 countries.

Strong global presence with great talent to create innovative software.

DIGITAL TRANSFORMATION CENTERS

A methodology and culture that fosters an environment of creation and collaboration



Autonomy, Mastery, Purpose

Co-Creation Playgrounds

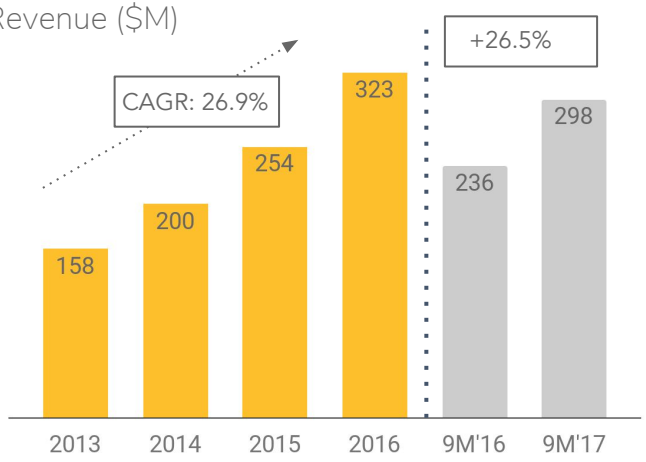
Innovative Work Environment, inviting diversity and inclusion

Agile methodology at the core of every team

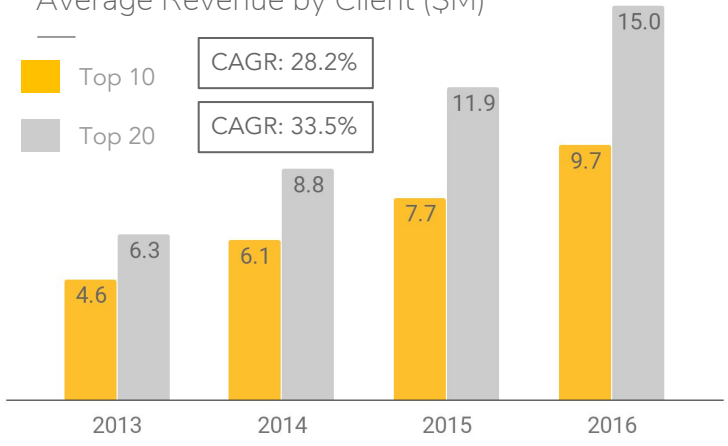
FINANCIAL REVIEW

Significant **Revenue Growth**

Revenue ($M)



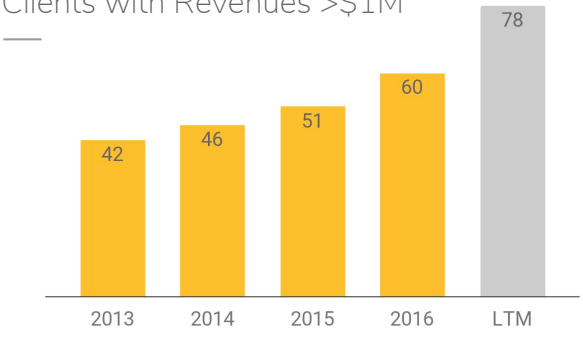
Average Revenue by Client ($M)



Client Revenue Contribution (%)

Clients	2013	2014	2015	2016	9M'17
Top 1	6	9	12	10	10
Top 5	25	28	33	34	30
Top 10	40	44	47	47	42

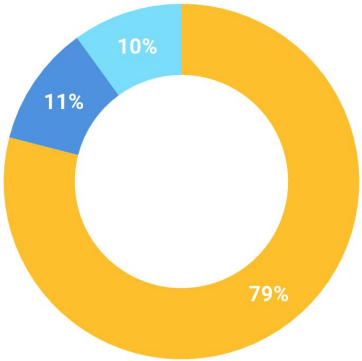
Clients with Revenues >$1M



Revenue Breakdown (9M'17)

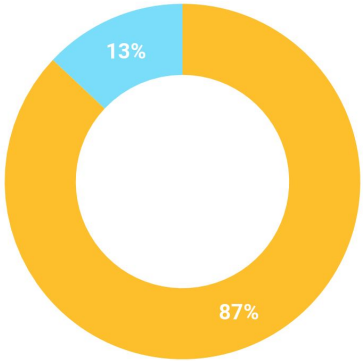
Geography

- North America
- Latam and Others
- Europe



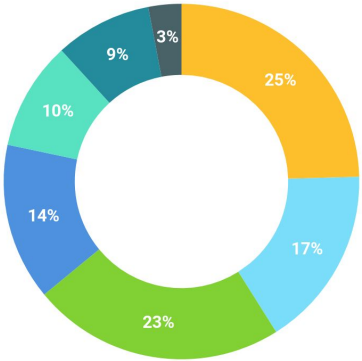
Currency

- USD
- Others



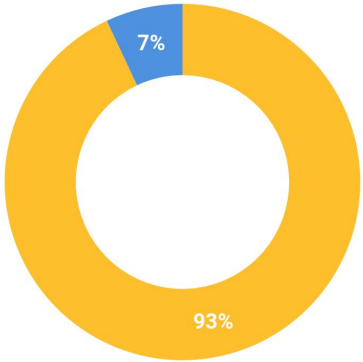
Industry

- M&E
- Travel
- BFSI
- Tech. & Telecomm.
- Professional Services
- Consumer, Retail & Manufacturing
- Others



Contract type

- Fixed Price
- Time & Materials



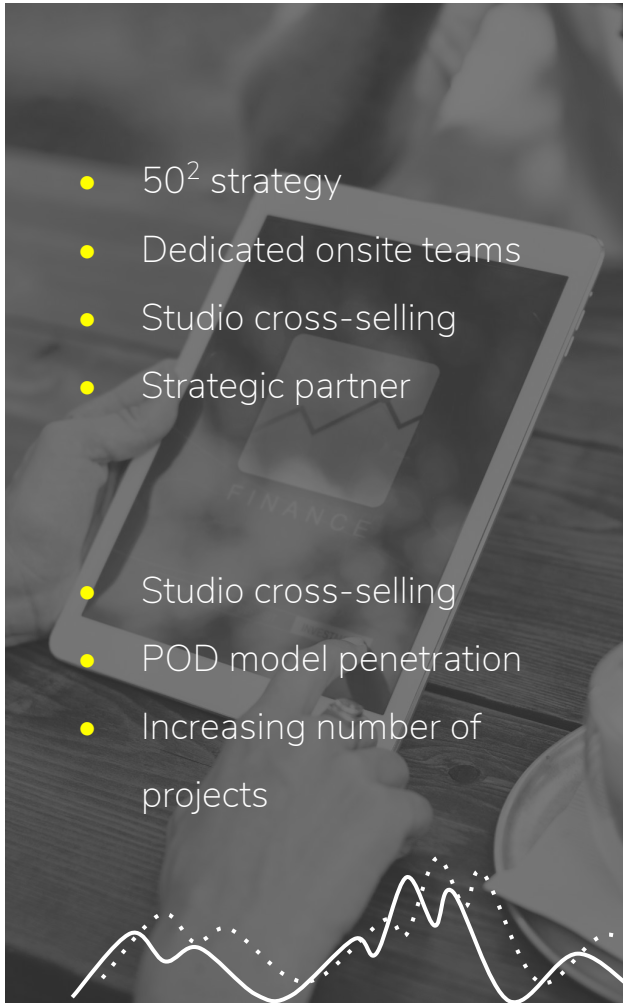
Strong ability **to develop accounts**

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

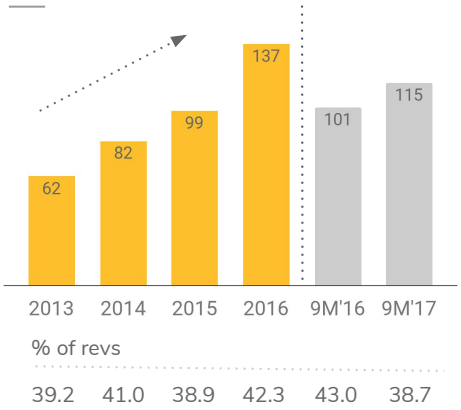
Annual revenues of top 20 customers with revenues <1M in 2014

	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

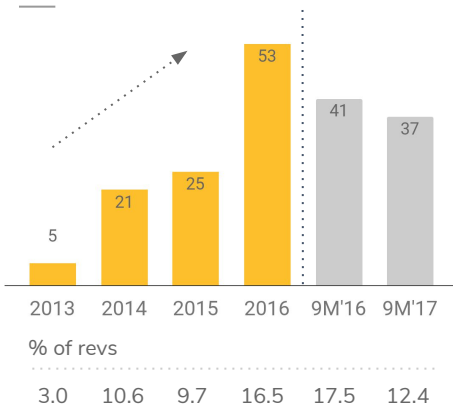


Attractive Profitability

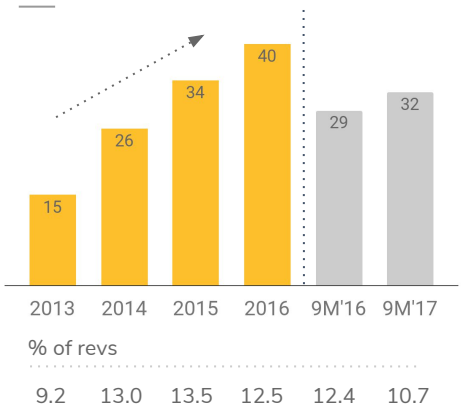
Adjusted Gross Profit ($M)



Adjusted Income from Operations ($M)



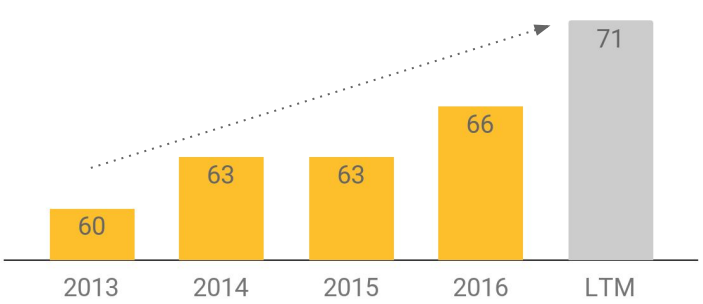
Adjusted Net Income ($M)



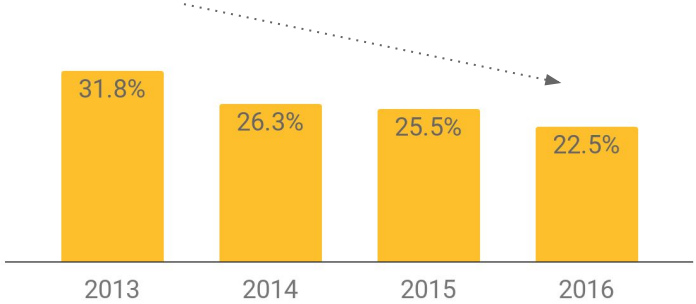
Notes: Adjusted Gross Profit Margin excludes depreciation and amortization and share-based compensation.
Adjusted Income from Operations excludes share-based compensation, M&A Expenses and Impairment of Tax Credits.
Adjusted Net Income excludes share-based compensation and M&A Expenses and Impairment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

Operating Levers

Yearly Revenue per IT Professional ($K)

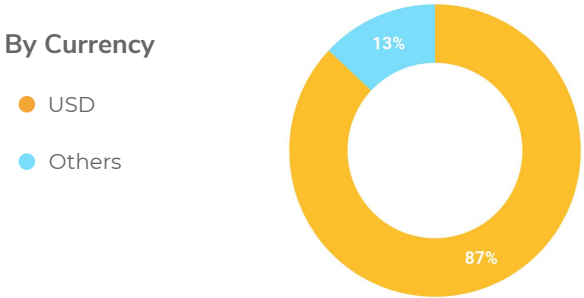


Adjusted SG&A (% of revenues)

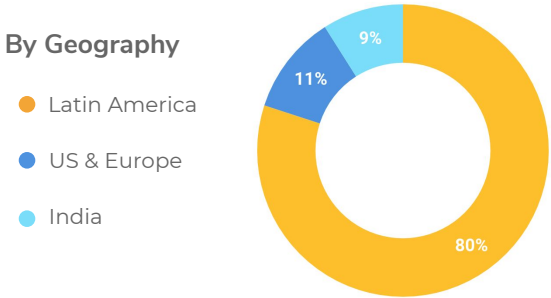


Revenues in Hard Currencies with Costs in Local Currencies

Revenues 9M'17



Headcount distribution as of Sep'17



Notes: Adjusted SG&A excludes depreciation and amortization and share-based compensation.

Our growth strategy

- Focus on 50[2] 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)

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

Tap into the potential
of technology
for your industry

Globant