We are

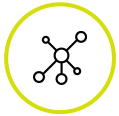
Globant

Empowering organizations
for a digital and cognitive revolution

We **transform** organizations to be ready **for a digital and cognitive future**

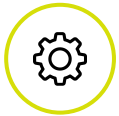
Investment **highlights**

Pure play in the digital and cognitive space



Organized by Studios, delivering domain expertise in emerging technologies

Substantial customer penetration and international expansion opportunity



Experienced and founder led management team

Global presence, leveraging next-gen software and the right talent and skills

Recurring and blue-chip customer base

Rapid revenue growth and industry leading margins

Globant

Globant recognized as a **2020 Worldwide Leader in CX Improvement** by IDC MarketScape report

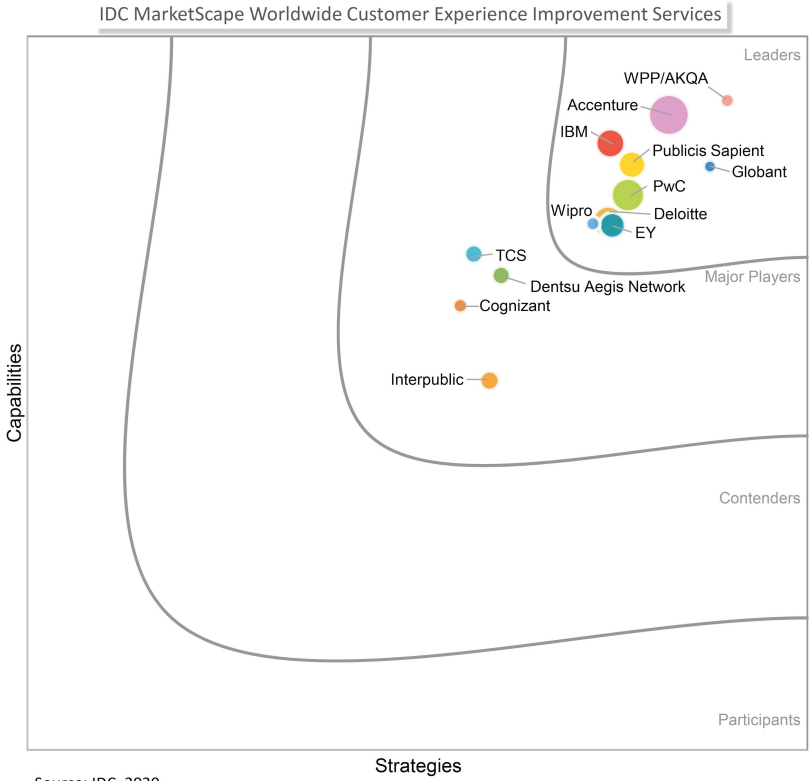
IDC

ANALYZE THE FUTURE

Globant Recognized as a

2020 Worldwide Leader in CX Improvement

by IDC MarketScape



Source: IDC, 2020

SOURCE: IDC MarketScape: Worldwide Customer Experience Improvement Services 2020 Vendor Assessment, by Douglas Hayward, September 2020, IDC #US45658220

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the icons. Copyright IDC 2020.

Market Opportunity
Resilient Business Model

On top of ongoing digital trends, the current pandemic has proven that digital transformation is imperative for any business:

- Organizations need to accelerate their digital transformation
- As a pure play, we believe we are extremely well positioned to help companies adapt to the new reality and thrive leveraging our Studio Model and Agile Pods methodology
- Proven experience in executing through distributed and remote working teams

* By 2023, the global economy will reach digital supremacy. Products and services from digitally transformed enterprises will account for half of global GDP. Enterprises not able to compete in the digital portion of the economy will miss out on half of the opportunities in their core markets.

Source: IDC FutureScape 2020

*Already, 70% of companies had a digital transformation in place or were working on one, but it seems most companies **were not far enough along** to make COVID-19 a non-issue.

Source: Forbes - Is COVID-19 Forcing Your Digital Transformation? 12 Steps To Move Faster

60%

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

Source: IDC's Digital Economy Model, 2019

$ 80B

Digi-Capital forecasts that AR/VR could reach $80 billion to $90 billion by 2023

Source: Digi-Capital

$ 7T

By 2022, 60%+ of global GDP will be digitized, with growth in every industry and almost $7 trillion in IT-related spending in 2019–2022.

Source: IDC FutureScape: Worldwide IT Industry 2019 Predictions

150M

By 2022, over 50% of security alerts will be handled by AI-powered automation, and 150 million people will have blockchain-based digital identities.

Source: IDC FutureScape: Worldwide IT Industry 2019 Predictions

500M

From 2018 to 2023, 500 million new logical apps will be created, equal to the number built over the past 40 years.

Source: IDC FutureScape: Worldwide IT Industry 2019 Predictions

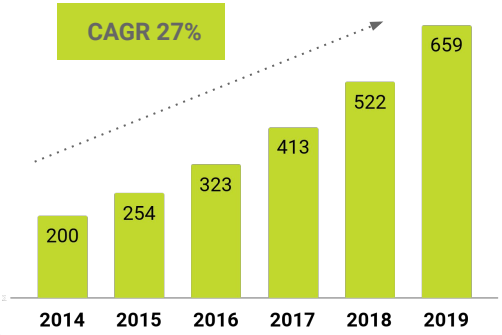
25%

By 2022, 25% of endpoint devices and systems will execute AI algorithms.

Source: IDC FutureScape: Worldwide IT Industry 2019 Predictions

THIS IS
GLOBANT

Revenue Trajectory ($M)



Case Studies & Recognitions

IDC Analyze the Future

Harvard University

Stanford University

MIT Sloan Management

2003 Founded

2006 Signed Google

2008 Riverwood Capital and FTV Capital invested

2009 Studios launched

2012 WPP Invested

2014 Listed on NYSE

2015 Follow-ons

2016 SOP Launched

2017 Recognized as a 2017 Worldwide Leader of Digital Strategy Consulting Services by IDC MarketScape report

2019 BeKind Launched

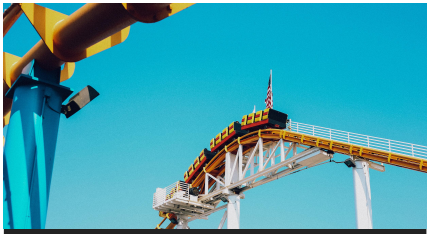
2020 Recognized as a 2020 Worldwide Leader in CX Improvement by IDC MarketScape report

ABOUT
GLOBANT

TRUSTED BY

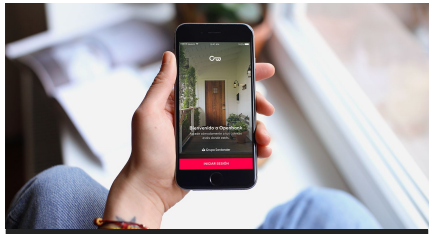
Select Customers

Our Innovative Solutions



Leading M&E Company
We helped Disney create their next generation online experience for their parks

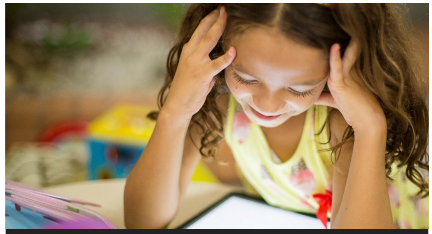
Leading Video Game Company
We contributed to the development of EA's highly successful FIFA franchise, among others in an ever evolving partnership



Leading European Bank
We worked with Santander to build a first true digital bank, offering more than 1M users a highly personalized, exclusively digital, banking experience

Police Force
We helped the MET Police become a global example of a digitally-connected police force, creating one of the world's largest digital police

Information Technology Company
We worked with Rockwell Automation to help them transform as they incorporated new methods to build automation systems



Education Management Company
We helped a US online education company to communicate better with students through Artificial intelligence

OUR SECRET SAUCE

1. WE ARE ONE OF THE FIRST PLAYERS DELIVERING **ENGINEERING, INNOVATION AND DESIGN AT SCALE**

2. WE ARE BUILT ON AN **AUTONOMOUS PODULAR STRUCTURE**

3. WE **REINVENT** OURSELVES AND OTHER INDUSTRIES THROUGH AI

1. WE ARE ONE OF THE FIRST PLAYERS DELIVERING **ENGINEERING, INNOVATION AND DESIGN AT SCALE**

Our Studios

ORGANIZATIONAL FITNESS

FUTURE OF ORGANIZATIONS

STAY RELEVANT

AGILE DELIVERY

CONTINUITY

BUILD AND EVOLVE

SCALABLE PLATFORMS

CONTINUOUS EVOLUTION

GAMING

IOT

LIFE SCIENCES

STRATEGY

BUSINESS HACKING

DESIGN

PRODUCT ACCELERATION

DIGITAL MARKETING

SUSTAINABLE BIZ STUDIO

DATA & ANALYTICS

UI ENGINEERING

MOBILE

INTELLIGENT ENTERPRISE

PUSH IT LIVE

CLOUD OPS

QUALITY ENGINEERING

CYBER SECURITY

DIGITAL EXPERIENCE PLATFORMS

MEDIA OTT

AI / PROCESS AUTOMATION

ARTIFICIAL INTELLIGENCE

BLOCKCHAIN

PROCESS AUTOMATION

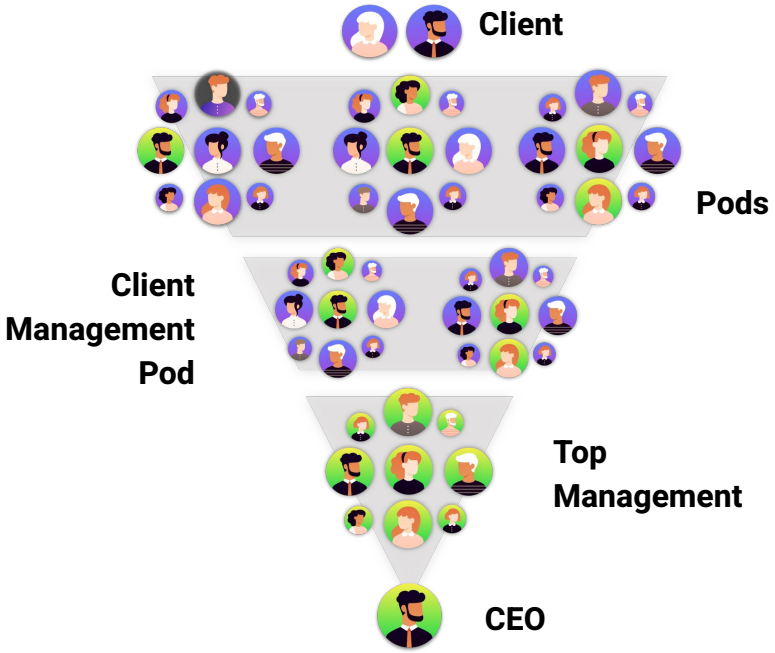
CONVERSATIONAL INTERFACES

Lean structure focused on **agile Pods.**

Inverted organizational pyramid with the Pods front-and-center.

An operating system designed to expand **our culture.**

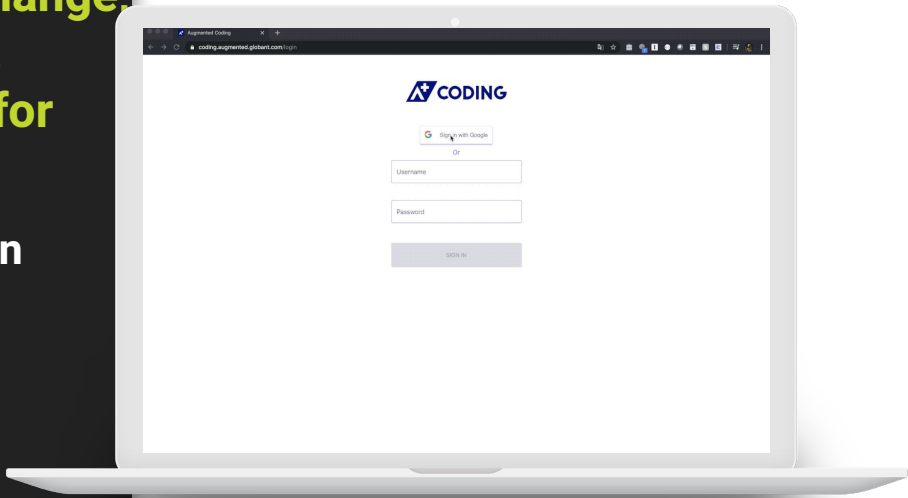
Pods that mature and adapt hand-in-hand with the client.



In a context of constant change, organizations must adapt. Technology and AI is key for their reinvention:

Augmented **Collaboration**
Augmented **Coding**
Augmented **Culture**
Agile Pods

CODING StarMeUP



OUR GLOBAL FOOTPRINT

Strong global presence with great talent to deliver digital and cognitive transformations.

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 a deep **talent pool of highly educated IT professionals.**

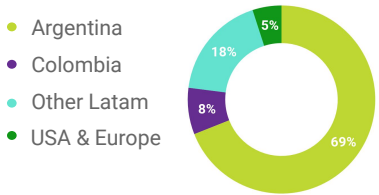
47 offices

33 Cities

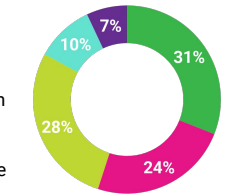
16 Countries

Total Headcount Geographic dispersion (%)

Q4'14



Q3'20



Global delivery **model**

Total Headcount Geographic dispersion (%)

Country	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19	Sep-20
Argentina	69	57	49	39	34	30	31
Colombia	8	11	15	21	25	27	24
Mexico	4	6	7	9	10	11	12
India	-	9	8	10	12	10	10
USA	5	5	8	9	7	5	4
Peru	2	1	1	1	1	5	4
Uruguay	11	8	8	6	5	4	4
Chile	-	1	2	2	3	4	4
Brazil	1	1	1	1	1	2	3
Romania	-	-	-	-	1	1	1
Spain	-	-	1	1	1	1	1
Belarus	-	-	-	-	1	1	1
UK	-	-	1	1	1	1	1

Along our journey, we have diversified our talent base to build a strong global presence

ESG Approach

Our purpose is to ***make the world a better place, one step at a time.***

Integrated Report published annually.

Committed with **six SDG's. Ranked at DJSI.** Silver recognition level at Ecovadis.

Be kind is our Sustainability strategy for the next five years.

Note: SDG: Sustainable Development Goals. DJSI: Dow Jones Sustainability Indices.

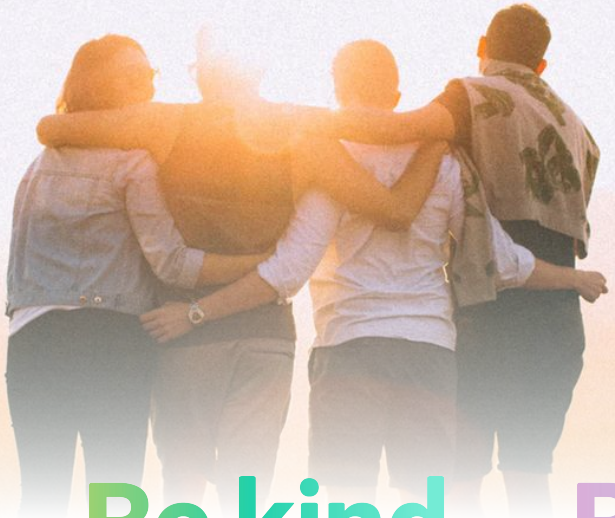
ESG Approach

Governance

- **Board of Directors:** Consist of 8 members which are elected on a staggered basis. 1/3 of the directors being elected each year.
- **Code of business conduct and ethics:** Published in our website, also with our whistleblowing contacts, the Anti-Bribery and Anti-Corruption Policy, and our Modern Slavery Statement.

Data Privacy & Security

- Work in progress to comply with GDPR, CCPA, LGPD and the laws of all geographies where Globant has a presence.
- Annually published the Sustainability Accounting Standards Board (SASB) activity metrics



Be kind.
to your peers

We aim to reach **50% women and non-binary gender in management positions by 2025**.

We want to **inspire 10,000 women** in technology by 2025.

Be kind.
to the planet

By the end of 2020, we aim to use **100% renewable energy**.

We want to become **carbon neutral** by the end of 2021.

Be kind.
to humanity

Reinventing our Industry to make a **positive impact**:

- Ethic AI
- Digital Sustainability

FINANCIAL REVIEW

At a **GLANCE**

Key Statistics

$765.8M
LTM Q3 2020 total Revenue

27%
2014 – 2019 Revenue CAGR

$64k
LTM Q3'20 annual Revenue per IT Professional

38.9%
YTD Q3 '20 Adj. Gross Profit Margin Percentage

14.8%
YTD Q3 '20 Adj. Profit from Operations Margin Percentage

14,300+
Total Employees as of September 30, 2020

893
LTM Q3'20 Total Active Customers Served

118
LTM Q3'20 Customers with over $1M in Annual Revenue

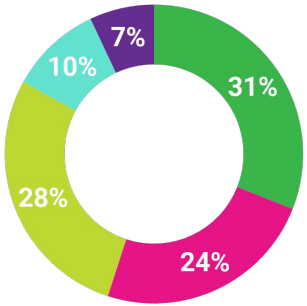
88.2%
of LTM Q3'20 Revenue from Existing Customers in 2019

Global Delivery Model

47 offices in 33 cities throughout 16 countries

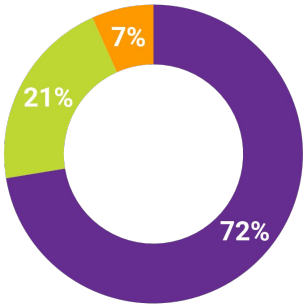
Headcount Distribution (as of Sep'20)

- Argentina
- Colombia
- Other Latam
- India
- US & Europe



Revenue by Geography (YTD '20)

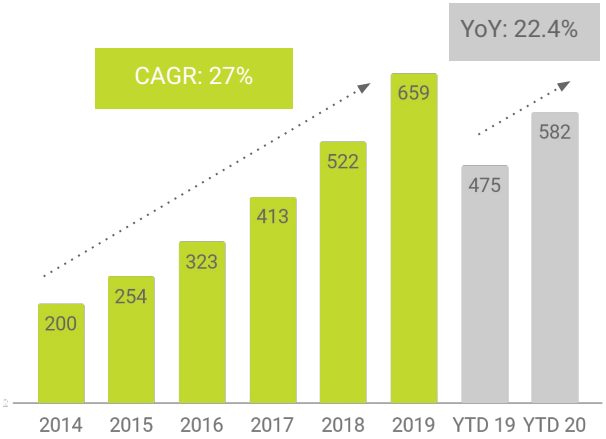
- North America
- Latam and Others
- Europe



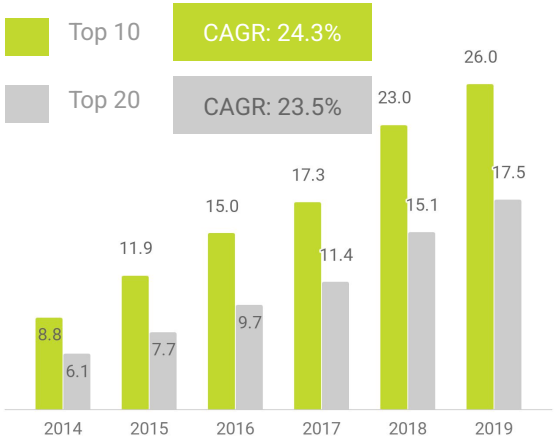
Note: Adjusted Gross Profit Margin Percentage excludes depreciation and amortization and share-based compensation expense.
Adjusted Profit from Operations Margin Percentage excludes share-based compensation expense, impairment of tax credits, impairment of assets, acquisition-related charges and COVID-19-related charges.
LTM Revs per IT Prof: Sum of LTM Revs / average (IT Prof for Q3'19; IT Prof Q3'20)
LTM Total Active Customers Served: Clients generating > $0 Revenues between 10-01-2019 and 09-30-2020
LTM Customers with over $1M in Annual Revenue: Clients generating > $1M Revenues between 10-01-2019 and 09-30-2020

Significant **Revenue Growth**

Revenue ($M)



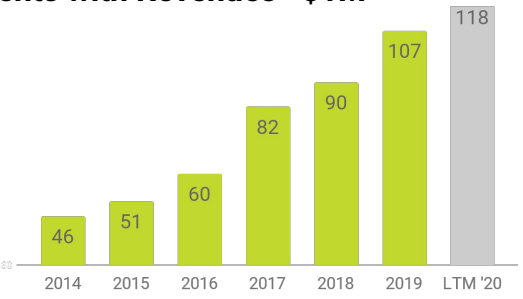
Average Revenue by Client ($M)



Client Revenue Contribution (%)

Clients	2014	2015	2016	2017	2018	2019	YTD 20
Top 1	9	12	10	10	11	11	11
Top 5	27	33	34	29	32	26	31
Top 10	44	47	47	42	44	39	42

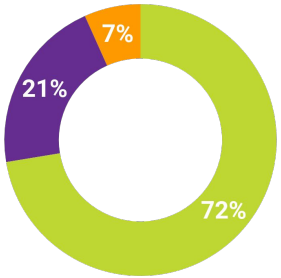
Clients with Revenues >$1M



Revenue **Breakdown (YTD 2020)**

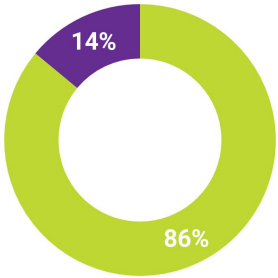
Geography

- North America
- Latam and Others
- Europe



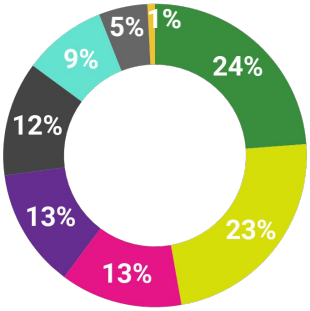
Currency

- USD
- Others



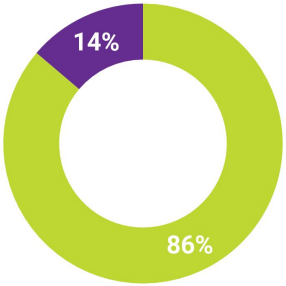
Industry

- Banks & Financial Ss.
- Media & Entertainment
- Professional Services
- Consumer, Retail & Manufacturing
- Tech & Telecom
- Travel & Hospitality
- Healthcare
- Others



Contract type

- Time & Materials
- Fixed Price & Others



Strong ability to develop accounts

Increasing # of multi million $ accounts

	2014	2015	2016	2017	2018	2019
$20M+	0	1	2	3	5	7
$10M+	2	5	6	9	9	14
$5M+	10	10	11	18	21	26
$1M+	46	51	60	82	90	107

100 squared strategy:

- **Dedicated onsite teams**
- **Strategic partner**
- **Increased visibility**

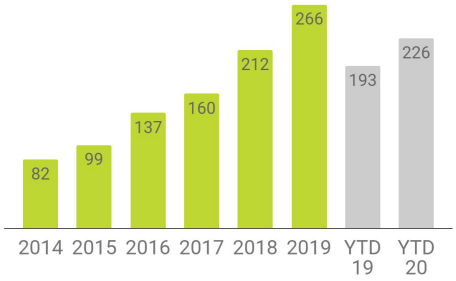
Annual revenues of select top 20 customers since the launch of **50^2 strategy in 2016**

	2016	2017	2018	2019
Customer A	31	42	59	74
Customer B	12	13	15	23
Customer C	0	1	10	18
Customer D	3	11	14	16
Customer E	2	5	8	11

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

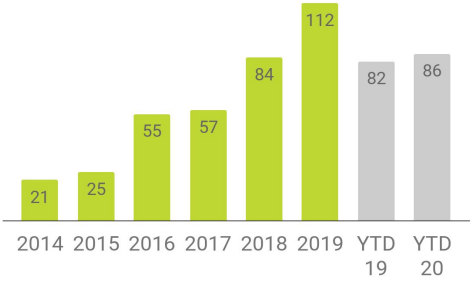
Attractive **Profitability**

Adjusted Gross Profit ($M)



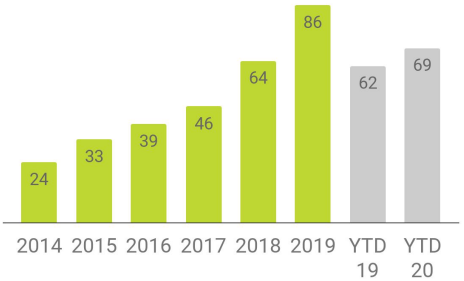
	2014	2015	2016	2017	2018	2019	YTD 19	YTD 20
% of revs	41.0	38.9	42.3	38.8	40.6	40.4	40.6	38.9

Adjusted Profit from Operations ($M)



	2014	2015	2016	2017	2018	2019	YTD 19	YTD 20
% of revs	10.6	9.7	16.9	13.7	16.1	17.0	17.2	14.8

Adjusted Net Income ($M)



	2014	2015	2016	2017	2018	2019	YTD 19	YTD 20
% of revs	12.2	12.8	12.0	11.1	12.2	13.1	13.0	11.8

Note:
Adjusted Gross Profit excludes depreciation and amortization and share-based compensation expense.
Adjusted Profit from Operations excludes share-based compensation expense, impairment of tax credits, impairment of assets, acquisition-related charges and COVID-19-related charges.
Adjusted Net Income excludes share-based compensation expense, impairment of tax credits, impairment of assets, US settlement agreement, net, Expenses related to secondary share offering, acquisition-related charges and COVID-19-related charges.

Our growth strategy

- Focus on 100^2 : 100 accounts with potential revenues of $100M+
- Studio cross-selling
- Increasing sales coverage to ensure better reach
- Diversification of the talent pool among different locations
- Pursue strategic, tuck-in acquisitions

Main Strategic Acquisitions

- gA
- Belatrix
- Avanxo
- PointSource
- Ratio
- L4 Digital
- We Are Experience
- Clarice Technologies

Globant **Ventures**

We invest in technology-based Startups, making them grow rapidly to transform them into companies that generate a real impact on the world seeking synergies with Globant's Value Proposition.

OUR COMMITMENT

Investment
Our investment range goes from USD50K to USD250K
USD1M already invested

Growth
6th months acceleration process

Mentoring
Technology specialists & strategic alliances

EY · MARVAL O'FARRELL MAIRAL · endeavor ARGENTINA

Network
Use of Globant offices around the world

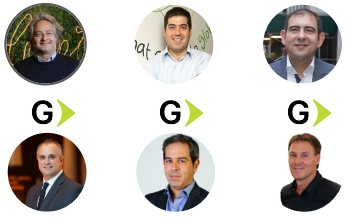
STARTUP + STUDIOS

- TheEye
- Robin Tests
- Avancargo
- Drixit Technologies
- Woocar
- CamOnApp

STRATEGY

- MINORITY PARTICIPATION
- ESTRATEGIC COMMERCIAL PARTNERSHIP
- SINERGY W/ GLOBANT STUDIOS
- EXIT STRATEGY

INVESTMENT COMMITTEE



Leading this dream, our management team

BOARD OF DIRECTORS

Martín Migoya
Chairman of the Board, CEO & Co-founder

Martín Gonzalo Umaran
Director, Chief of Staff, Head of M&A & Co-founder

Guibert Andrés Englebienne
Director, CTO & Co-founder

Mario Eduardo Vázquez
Former Partner & General Director of Arthur Andersen, Chief Executive Officer of Telefónica Argentina

Francisco Álvarez-Demalde
Founder & General Partner of Riverwood Capital

Richard Haythornthwaite
Chairman of Mastercard Incorporated and Centrica plc

Philip A. Odeen
Former Chairman of the Board of Directors & Lead Independent Director of AES Corporation and Convergys Corporation

Linda Rottenberg
Co-founder & CEO of Endeavor Global

SENIOR MANAGEMENT

Martín Migoya
Co-founder & CEO

Martín Gonzalo Umaran
Co-founder, Chief of Staff & Head of M&A

Guibert Andrés Englebienne
Co-founder & CTO

Gustavo Barreiro
Chief Information Officer

Patricia Pomies
Chief Delivery & People Officer

Sol Mariel Noello
General Counsel

Juan Urthiague
Chief Financial Officer

Mercedes MacPherson
Chief Talent & Diversity Officer

Wanda Weigert
Chief Brand Officer

Forward looking **disclosure**

In addition to historical information, this presentation might contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify forward-looking statements by terminology such as "believe," "may," "will," "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 our future financial and operating performance, including our outlook and guidance, and our strategies, priorities and business plans. Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected. Factors that could impact our actual results include: the impact and duration of the COVID-19 pandemic; our ability to maintain current resource utilization rates and productivity levels; our ability to manage attrition and attract and retain highly-skilled IT professionals; our ability to accurately price our client contracts; our ability to achieve our anticipated growth; our ability to effectively manage our rapid growth; our ability to retain our senior management team and other key employees; our ability to continue to innovate and remain at the forefront of emerging technologies and related market trends; our ability to retain our business relationships and client contracts; our ability to manage the impact of global adverse economic conditions; our ability to manage uncertainty concerning the instability in the current economic, political and social environment in Latin America; and other factors discussed under the heading "Risk Factors" in our most recent Form 20-F filed with the U.S. Securities and Exchange Commission and any other risk factors we include in subsequent reports on Form 6-K.

Because of these uncertainties, you should not make any investment decisions based on our 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 presentation whether as a result of new information, future events or otherwise.

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