Globant

We are GLOBANT

Empowering organizations **for a digital and cognitive revolution**

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

TODAY'S CHALLENGE

We are experiencing two disruptive revolutions at the same time. The digital and cognitive revolutions are affecting how companies connect with consumers and employees.

These revolutions are leveraging new technologies that didn't exist a few years ago.

The AI Revolution

The Rise of Screenless UX

Connected ubiquitous experiences

Augmented and Virtual Reality

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THE OPPORTUNITY

Companies need to face profound

Digital & Cognitive Transformations

to stay ahead of their markets

This is not a traditional game. You need a pure digital and cognitive player

One that has been involved in amazing transformations...

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

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

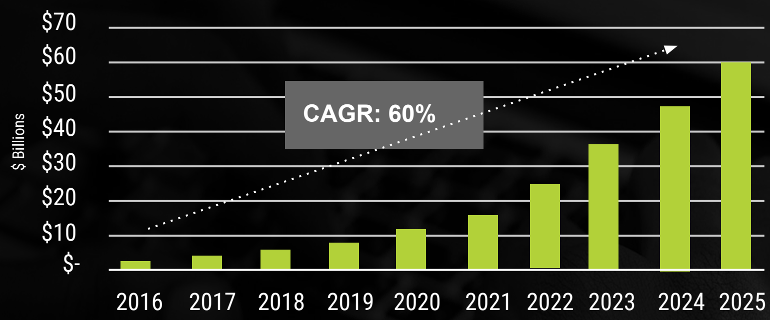
Worldwide Digital Strategy and Agency Services Spending by Foundation Use Case, 2015-2021 ($B)

	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

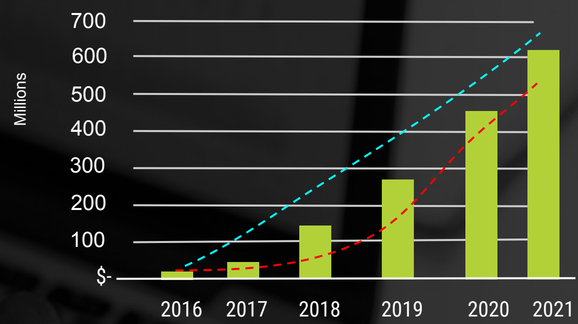
Large and fast growing addressable markets

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

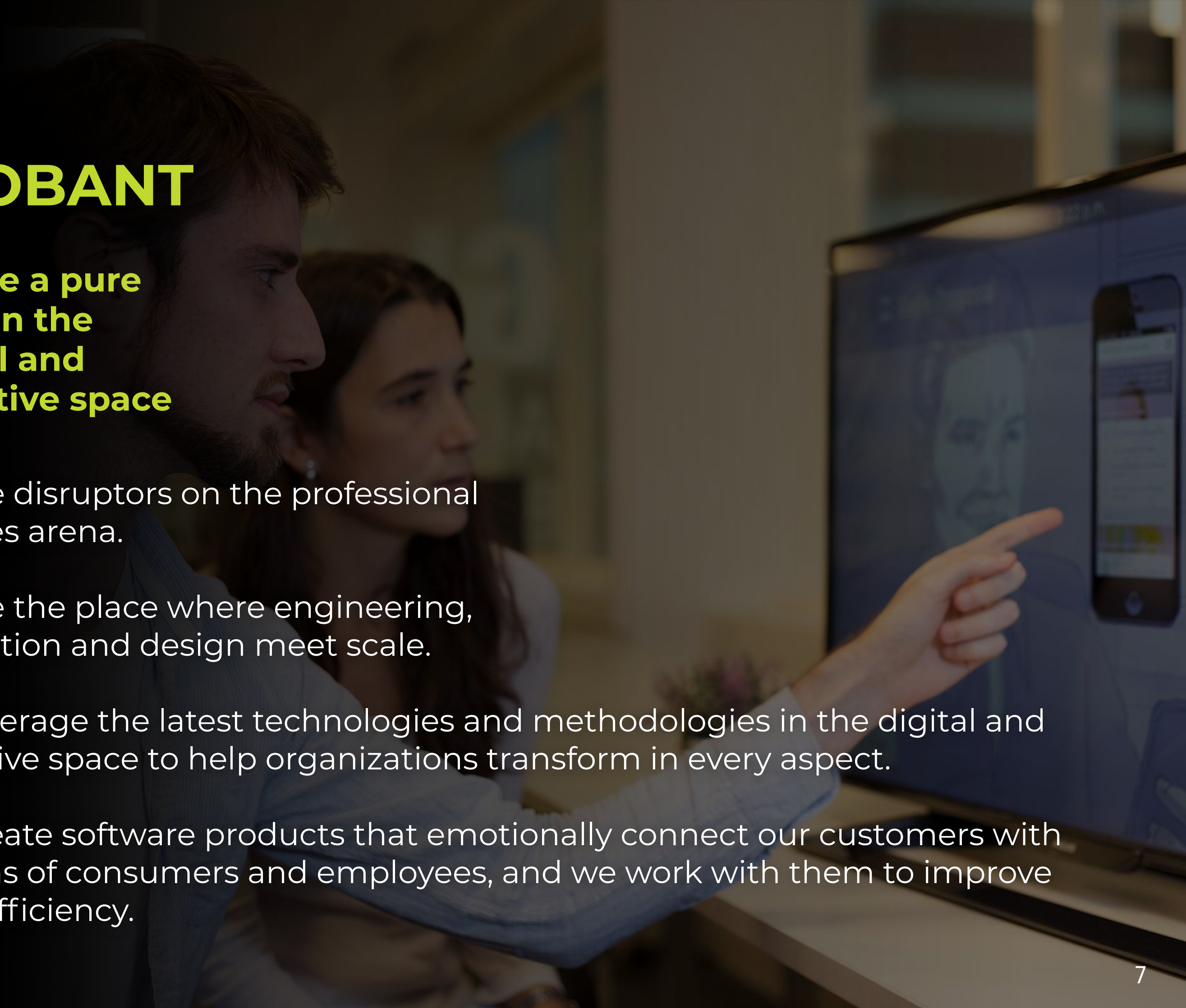


Source: Tractica

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



Installed base (M)
Source: Digi-Capital



GLOBANT

We are a pure play on the digital and cognitive space

We are disruptors on the professional services arena.

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

We leverage the latest technologies and methodologies in the digital and cognitive space to help organizations transform in every aspect.

We create software products that emotionally connect our customers with millions of consumers and employees, and we work with them to improve their efficiency.

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AT A GLANCE

Key Statistics

$549M
LTM Q1'19 total Revenue

27%
2014 – 2018 Revenue CAGR

$73k
LTM Q1'19 annual Revenue per IT Professional

41%
Q1'19 Adj. Gross Profit Margin Percentage

17%
Q1'19 Adj. Profit from Operations Margin Percentage

+9,200
total Employees as of Mar 31, 2019

472
LTM Q1'19 total Customers Served

91
LTM Q1'19 Customers with over $1M in Annual Revenue

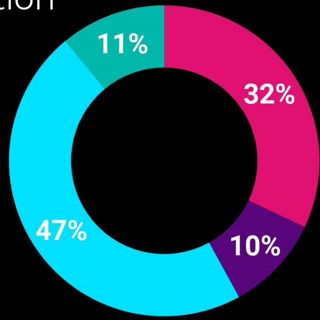
94%
of LTM Q1'19 Revenue from Existing Customers in 2018

Global Delivery Model

48 offices in 35 cities throughout 17 countries

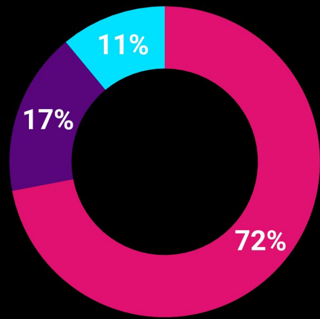
Headcount Distribution (as of Mar'19)

- Argentina
- Other Latam
- US & Europe
- India



Revenue by Geography (Q1'19)

- 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 assets and acquisition-related charges.

INVESTMENT HIGHLIGHTS

- Pure play on the digital and cognitive space
- Global presence, leveraging next-gen software and the right talent and skills
- Organized by Studios, delivering domain expertise in emerging technologies
- Recurring and blue-chip customer base
- Substantial customer penetration and international expansion opportunity
- Rapid revenue growth and industry leading margins
- Experienced and founder led management team

Globant

TODAY

Select Clients

BBVA · NYSE Euronext · CISCO · EA · FOX

J. WALTER THOMPSON WORLDWIDE · amadeus · DELL EMC · PUMA · pwc

AMERICAN EXPRESS · Southwest · LATAM AIRLINES · AEP ENERGY · Sabre

THE CLIMATE CORPORATION · PR Newswire · EMBRAER · LinkedIn · zynga

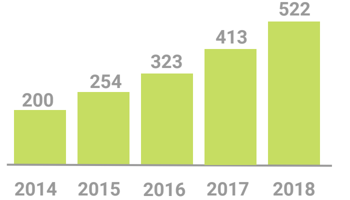
Coca-Cola · NATIONAL GEOGRAPHIC · GAP · Jefferies · GREY · Bally · UBISOFT

Employees

+9,200

Revenue Growth ($M)

CAGR: 27.2%



Highlights

STANFORD UNIVERSITY · IDC Analyze the Future · MIT Sloan Management · Harvard

GLOBANT'S HISTORY

2003	2006	2008	2009	2012	2014	2015	2016	2017	2018	2019
Founded	Signed Google	Riverwood Capital and FTV Capital invested	Studios launch	WPP Invested	Listed on NYSE	2 Follow ons	SoP launched	Worldwide Leader of Digital Strategy Consulting Services by IDC MarketScape report	3rd Follow on	Cybersecurity Tech Accord Member

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 & Co-Founder


Guibert Andrés Englebienne
Director, CTO & Co-Founder


Mario Eduardo Vázquez
non-executive independent Director (1) (2) (3)


Francisco Álvarez-Demalde
non-executive independent Director


Marcos Galperin
non-executive independent Director (2) (3)


Richard Haythornthwaite
non-executive independent Director


Philip A. Odeen
non-executive independent Director (1) (2) (3)


Linda Rottenberg
non-executive independent Director (1)

(1) Audit Committee, (2) Compensation Committee, (3) Corporate Governance and Nominating Committee

SENIOR MANAGEMENT


Martín Migoya
CEO & Co-Founder


Martín Gonzalo Umaran
Chief of Staff & Co-Founder


Guibert Andrés Englebienne
CTO & Co-Founder

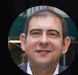

Guillermo Marsicovetere
Chief Strategy Officer


Patricia Pomies
Chief Delivery Officer


Guillermo Willi
Chief People Officer


Juan Urthiague
Chief Financial Officer


Wanda Weigert
Chief Brand Officer


Nestor Nocetti
EVP, Corporate Affairs & Co-Founder


Sol Mariel Noello
General Counsel

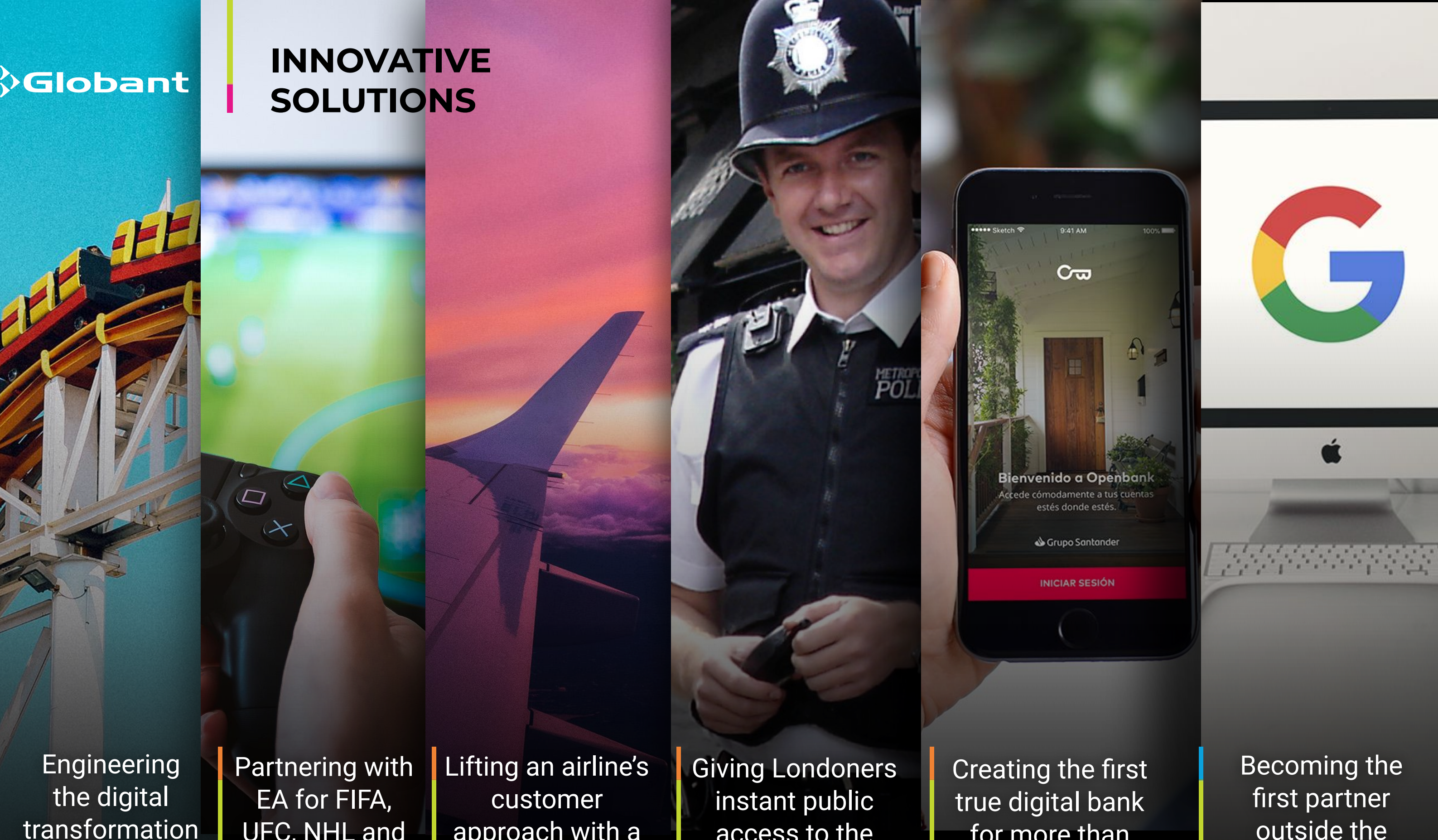

Gustavo Barreiro
Chief Information Officer


Yanina Maria Conti
Chief Accounting Officer

OUR SECRET SAUCE

Globant

INNOVATIVE SOLUTIONS



Engineering the digital transformation for one of the largest amusement parks in the world

Partnering with EA for FIFA, UFC, NHL and other AAA games

Lifting an airline's customer approach with a 360 degree digital strategy

Giving Londoners instant public access to the Metropolitan Police

Creating the first true digital bank for more than 3MM users

Becoming the first partner outside the Googleplex to work with Google

ORGANIZATIONAL FITNESS **LIFECYCLE**

**To create solutions for a true digital and cognitive transformation, technology isn't enough.
At Globant we are committed to helping our customers in their whole organizational fitness lifecycle**

ORGANIZATIONAL FITNESS
LIFECYCLE

OUR STUDIOS

Deep Pockets of Expertise

STRATEGIC

- Future of Organizations
- Consulting
- Stay Relevant
- Product Acceleration
- Process Automation
- Artificial Intelligence
- Agile Delivery

SPECIALTY

- UX Studio
- Mobile
- Gaming
- Big Data
- Digital Content
- Internet of Things
- Media OTT

FOUNDATION

- Cloud Ops
- Quality Engineering
- UI Engineering
- Scalable Platforms
- Cyber Security
- Continuous Evolution

OUR
AGILE PODS

WHAT IS A POD?

Agile team with blended skills of 3+ people.

Self organized to meet strategic, creative or production goals, drive excellence and growth reducing risk.

Fully responsible for service delivery at their associated level.

WHY PODs?

Organic ecosystem to foster, realize and sustain effective delivery and innovation.

Equipped with core Lean/Agile mindset and associated competencies.

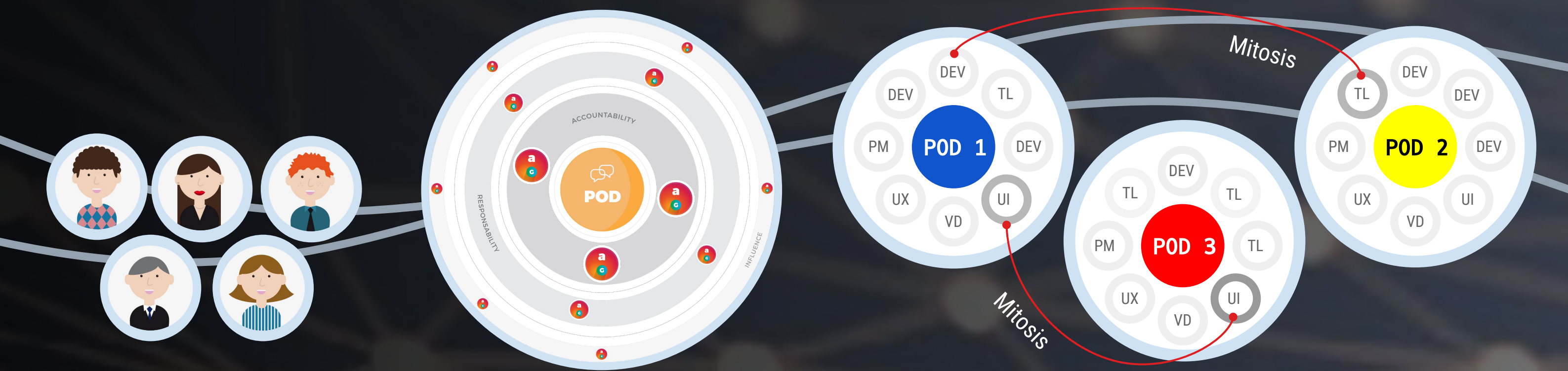
Measured to evolve per engagement goals.

Designed to scale based on MITOSIS.

MATURITY

GROWTH
Doing the
RIGHT THINGS

EXCELLENCE
Doing the
THINGS RIGHT



Areas of focus assigned per POD type
(STRATEGY | JOURNEY | BUILD)

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OUR PLATFORMS

StarMeUP

BetterME

BEThere

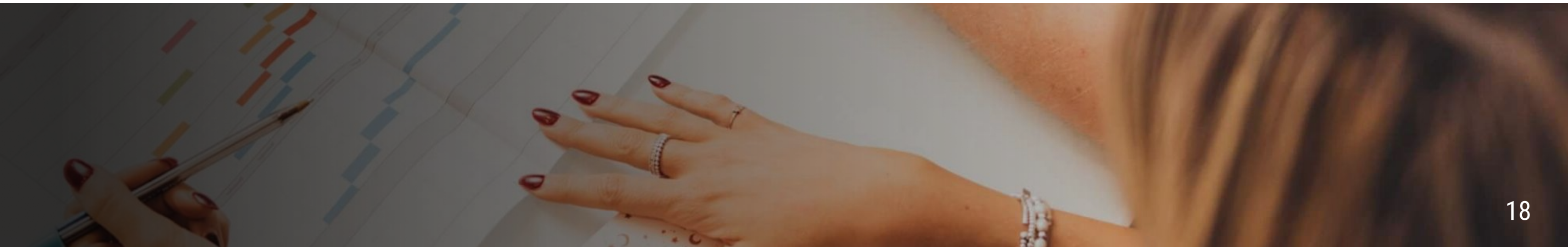
TakePART

BriefME

signal

ACÁMICA

GLOBANT MINDS



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.

48 offices in 35 cities throughout 17 countries.

GLOBAL DELIVERY MODEL

Total Headcount Geodispersion (%)

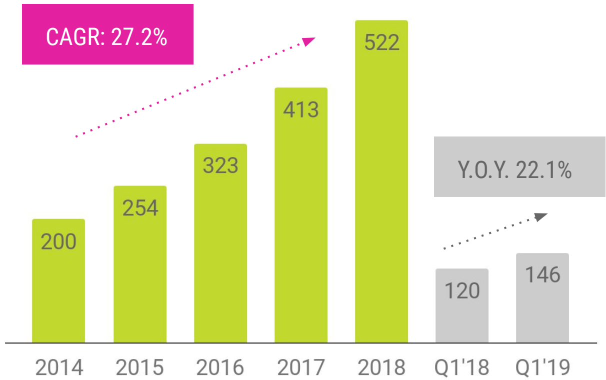
Country	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18	Mar-19
Argentina	69	57	49	39	34	32
Colombia	8	11	15	21	25	26
India	-	9	8	10	12	11
Mexico	4	6	7	9	10	11
USA	5	5	8	9	7	6
Uruguay	11	8	8	6	5	5
Chile	-	1	2	2	3	3
Peru	2	1	1	1	1	1
Spain	-	-	1	1	1	1
Romania	-	-	-	-	1	1
Belarus	-	-	-	-	1	1
UK	-	-	1	1	0	1
Brazil	2	1	1	0	0	1

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

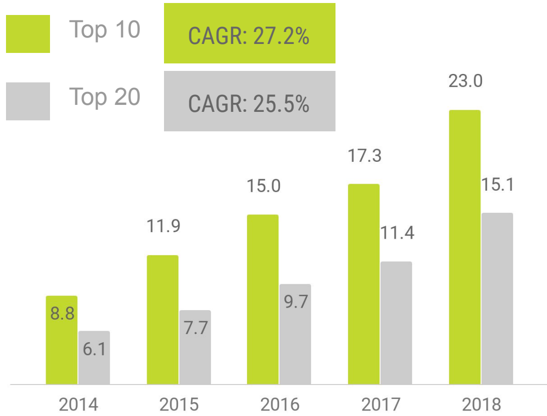
FINANCIAL REVIEW

Significant Revenue Growth

Revenue ($M)



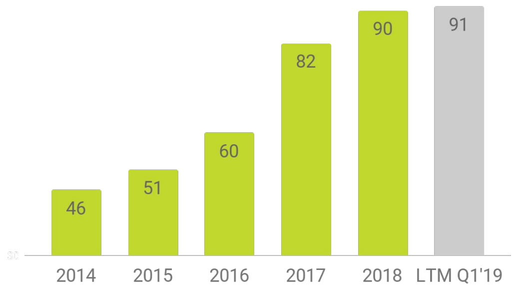
Average Revenue by Client ($M)



Client Revenue Contribution (%)

Clients	2014	2015	2016	2017	2018	Q1'19
Top 1	9	12	10	10	11	10
Top 5	28	33	34	29	32	29
Top 10	44	47	47	42	44	41

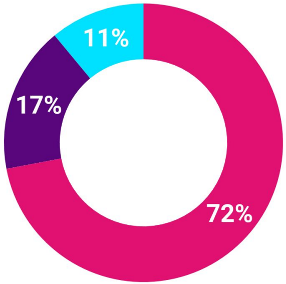
Clients with Revenues >$1M



Revenue Breakdown (Q1’19)

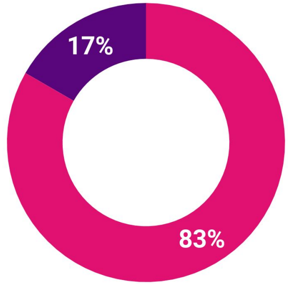
Geography

- North America
- Latam and Others
- Europe



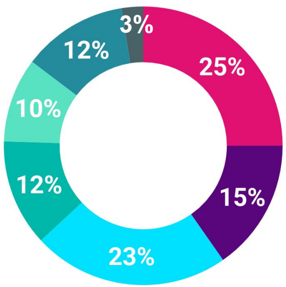
Currency

- USD
- Others



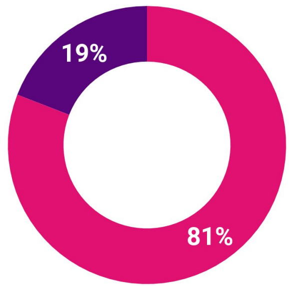
Industry

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



Contract type

- Time & Materials
- Fixed Price & Others



Strong ability to develop accounts

Increasing # of multimillion $ accounts

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

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

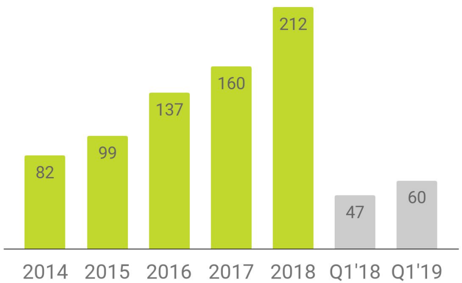
Annual revenues of select top 20 customers in 2018 with revenues <1M in 2014

	2014	2015	2016	2017	2018
Customer A	0	1	10	21	27
Customer B	0	0	1	12	27
Customer C	1	1	3	11	14
Customer D	0	1	2	5	8
Customer E	0	1	4	6	7

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

Attractive Profitability

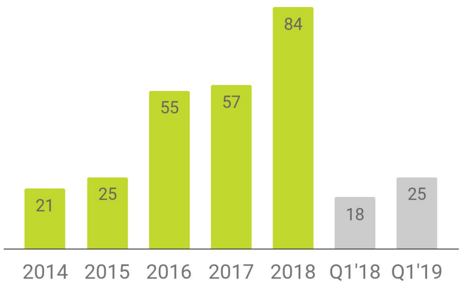
Adjusted Gross Profit ($M)



% of revs

2014	2015	2016	2017	2018	Q1'18	Q1'19
41.0	38.9	42.3	38.8	40.6	39.1	41.1

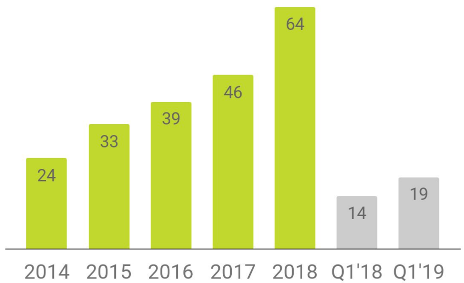
Adjusted Profit from Operations ($M)



% of revs

2014	2015	2016	2017	2018	Q1'18	Q1'19
10.6	9.7	16.9	13.7	16.1	14.7	16.9

Adjusted Net Income ($M)



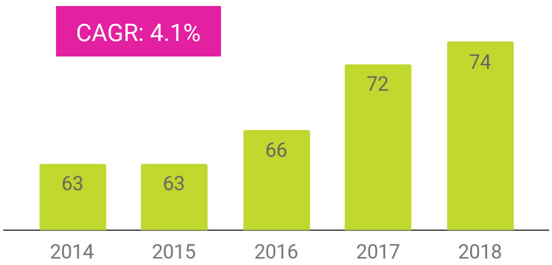
% of revs

2014	2015	2016	2017	2018	Q1'18	Q1'19
12.2	12.8	12.0	11.1	12.2	11.6	12.7

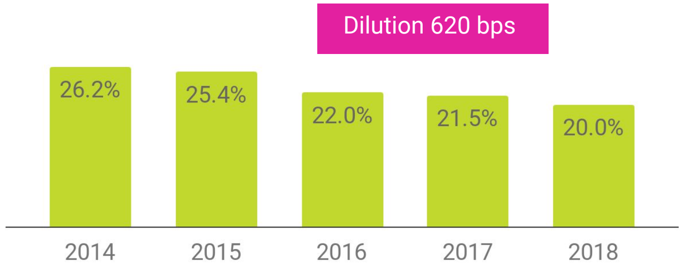
Note: Adjusted Gross Profit excludes depreciation and amortization and share-based compensation expense.
Adjusted Profit from Operations excludes share-based compensation expense, impairment of assets and acquisition-related charges.
Adjusted Net Income excludes share-based compensation expense, impairment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

Operating Levers

Yearly Revenue per IT Professional ($K)



Adjusted SG&A (% of revenues)

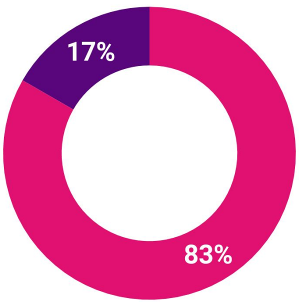


Revenues in Hard Currencies with Costs in Local Currencies

Revenues Q1'19

By Currency

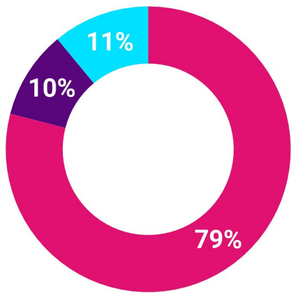
- USD
- Others



Headcount distribution as of Mar'19

By Geography

- Latin America
- US & Europe
- India



Note: Adjusted SG&A excludes depreciation and amortization, share-based compensation expense and acquisition-related charges.

OUR GROWTH STRATEGY

- Focus on 50^2 : 50 accounts with potential revenues of $50M
- Studio cross-selling
- Pure play in full digital journeys and AI & cognitive transformations
- State of the art development centers
- Key sales offices (London, New York, Dallas, San Francisco, Seattle, Pune, Sao Paulo, Bogota, Mexico City, Madrid and Buenos Aires)

Strategic Acquisitions

- Avanxo (CO)
- PointSource (US)
- Ratio (US)
- L4 (US)
- WAE (US & UK)
- Clarice (India)

WE HELP YOU STAY RELEVANT

Tap into the potential of technology for your industry