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

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

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.

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.

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

25% By 2022, 25% of endpoint devices and systems will execute AI algorithms.
Revenue Trajectory ($M)

- **2014**: 200
- **2015**: 254
- **2016**: 323
- **2017**: 413
- **2018**: 522
- **2019**: 659

CAGR 27%

**Case Studies & Recognitions**

- 2020: Recognized as a 2020 Worldwide Leader in CX Improvement by IDC MarketScape report
- 2019: BeKind Launched
- 2016: SOP Launched
- 2015: Follow-ons
- 2014: Listed on NYSE
- 2012: WPP Invested
- 2009: Studios launched
- 2008: Riverwood Capital and FTV Capital invested
- 2006: Signed Google
- **2003**: Founded

**2020**

- 14,300+ employees

**2015**

- 14,300+ employees

**2010**

- 1,000+ employees

**2003**

- Founded
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
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

ARTIFICIAL INTELLIGENCE
- BLOCKCHAIN
- PROCESS AUTOMATION
- CONVERSATIONAL INTERFACES

AI / PROCESS AUTOMATION

Globant
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
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.

Total Headcount Geographic dispersion (%)

Q4’14
- Argentina: 18%
- Colombia: 5%
- Other Latam: 10%
- USA & Europe: 69%

Q3’20
- Argentina: 10%
- Colombia: 31%
- Other Latam: 28%
- India: 7%
- US & Europe: 24%
Global delivery model

Total Headcount Geographic dispersion (%)

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

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

Reinventing our Industry to make a positive impact:
- Ethic AI
- Digital Sustainability

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.

We want to be kind to your peers, to the planet, and to humanity.
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)

- **CAGR:** 27%
- **YoY:** 22.4%

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<td>254</td>
<td>323</td>
<td>413</td>
<td>522</td>
<td>659</td>
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### Average Revenue by Client ($M)

- **Top 10:** CAGR: 24.3%
- **Top 20:** CAGR: 23.5%

### Client Revenue Contribution (%)

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<td>44</td>
<td>39</td>
<td>42</td>
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### Clients with Revenues >$1M

- **2014:** 46
- **2015:** 51
- **2016:** 60
- **2017:** 82
- **2018:** 90
- **2019:** 107
- **LTM '20:** 118

**CAGR:** 27%
Revenue Breakdown (YTD 2020)

**Geography**
- North America: 72%
- Latam and Others: 7%
- Europe: 21%

**Industry**
- Banks & Financial Ss.: 24%
- Media & Entertainment: 9%
- Professional Services: 13%
- Consumer, Retail & Manufacturing: 13%
- Tech & Telecom: 12%
- Travel & Hospitality: 13%
- Healthcare: 13%
- Others: 5%

**Currency**
- USD: 86%
- Others: 14%

**Contract type**
- Time & Materials: 14%
- Fixed Price & Others: 86%
Strong ability to develop accounts

Increasing # of multi million $ accounts

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<td>90</td>
<td>107</td>
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100 squared strategy:
- Dedicated onsite teams
- Strategic partner
- Increased visibility

Annual revenues of select top 20 customers since the launch of 50² strategy in 2016

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

Adjusted Gross Profit ($M)

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<td>212</td>
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% of revs: 41.0 38.9 42.3 41.8 40.6 40.4 40.6 38.9

Adjusted Profit from Operations ($M)

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% of revs: 10.6 9.7 16.9 13.7 16.1 17.0 17.2 14.8

Adjusted Net Income ($M)

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% 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.
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.

Investment

Our investment range goes from USD50K to USD250K
USD1M already invested

Mentoring

Technology specialists & strategic alliances

Network

Use of Globant offices around the world

MINORITY PARTICIPATION

ESTRATEGIC COMMERCIAL PARTNERSHIP

SINERGY W/ GLOBANT STUDIOS

EXIT STRATEGY

INVESTMENT COMMITTEE

TheEye
Robin Tests
Avancargo
Drixit Technologies
Woocar
CamOnApp
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
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.

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