

0001104659-24-1189536-K Globant S.A. 2024111420241114161712161712161712 0 0001104659-24-118953 6-K 2 20241114 20241114 20241114 Globant S.A. 0001557860 7374 000000000 U3 6-K 34 001-36535 241462635 37A AVENUE J.F. KENNEDY N/A N4 L-1855 35 220301596 37A AVENUE J.F. KENNEDY N/A N4 L-1855 6-K 1 tm2428445d1_6k.htm FORM 6-K Â UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549 Â FORM 6-K Â REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 OR 15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934 Â For the month of November 2024 Commission File Number 001-36535 Â GLOBANT S.A. (Translation of registrant's name into English) Â 37A, Avenue J.F. Kennedy L-1855, Luxembourg Tel: + 352 20 30 15 96 Â (Address of principal executive office) Â Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F: x Form 20-F Â Form 40-F Â Â Â GLOBANT S.A. FORM 6-K Â Globant S.A. (the "Company") is furnishing under the cover of Form 6-K the following: Â Earnings Release Â Exhibit 99.1 Press release, dated November 14, 2024, entitled "Globant Reports 2024 Third Quarter Financial Results." Â Incorporation by Reference Â The unaudited condensed interim consolidated statements of comprehensive income, unaudited condensed interim consolidated statements of financial position, unaudited selected cash flow data, unaudited supplemental non-IFRS financial information and unaudited schedule of supplemental information contained in the press release attached as Exhibit 99.1 to this report on Form 6-K are hereby incorporated by reference into the Company's registration statements on Form S-8 (File Nos. 333-201602, 333-211835, 333-232022, 333-255113, 333-266204 and 333-281049), to be a part thereof from the date on which this report is submitted, to the extent not superseded by documents or reports subsequently filed or furnished. Â Signatures Â Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized. Â GLOBANT S.A. Â By: /s/ JUAN URTHIAGUE Â Name: Juan Urthiague Â Title: Chief Financial Officer Â Date: November 14, 2024 Â EX-99.1 2 tm2428445d1_ex99-1.htm EXHIBIT 99.1 Exhibit 99.1 Â November 14, 2024 Â Globant Reports 2024 Third Quarter Financial Results Strong, Broad Based Results Â Third quarter revenues of \$614.7 million, up 12.7% year-over-year Â IFRS Diluted EPS of \$0.98 for the third quarter Â Non-IFRS Adjusted Diluted EPS of \$1.63 for the third quarter Â LUXEMBOURG / November 14, 2024 - Globant (NYSE: GLOB), a digitally native company focused on reinventing businesses through innovative technology solutions, today announced results for the three and nine months ended September 30, 2024. Â Please see highlights below. Note that reconciliations between IFRS and Non-IFRS financial measures are disclosed at the end of this press release. Â Third Quarter 2024 Financial Highlights Â Revenues rose to \$614.7 million, representing 12.7% year-over-year growth. Â IFRS Gross Profit Margin was 36.2% compared to 36.4% in the third quarter of 2023. Â Non-IFRS Adjusted Gross Profit Margin was 38.5% compared to 38.2% in the third quarter of 2023. Â IFRS Profit from Operations Margin was 10.6% compared to 9.7% in the third quarter of 2023. Â Non-IFRS Adjusted Profit from Operations Margin was 15.6% compared to 15.3% in the third quarter of 2023. Â IFRS Diluted EPS was \$0.98 compared to \$0.98 in the third quarter of 2023. Â Non-IFRS Adjusted Diluted EPS was \$1.63 compared to \$1.48 in the third quarter of 2023. Â Nine months ended September 30, 2024 Financial Highlights Â Revenues rose to \$1,773.2 million, representing 17.0% year-over-year growth. Â IFRS Gross Profit Margin was 35.8% compared to 36.1% in the first nine months of 2023. Â Non-IFRS Adjusted Gross Profit Margin was 38.2% compared to 38.2% in the first nine months of 2023. Â IFRS Profit from Operations Margin was 9.4% compared to 9.5% in the first nine months of 2023. Â Non-IFRS Adjusted Profit from Operations Margin was 15.2% compared to 15.1% in the first nine months of 2023. Â IFRS Diluted EPS was \$2.88 compared to \$2.68 in the first nine months of 2023. Â Non-IFRS Adjusted Diluted EPS was \$4.67 compared to \$4.12 in the first nine months of 2023. Â Other Metrics as of and for the quarter ended September 30, 2024 Â Cash and cash equivalents and Short-term investments were \$213.5 million as of September 30, 2024, a decrease of \$109.8 million from \$323.3 million as of December 31, 2023, driven mainly by the expansion into new geographies and a number of M&A earnout payments. As of September 30, 2024, we had a total amount of \$165 million drawn from our credit facility. Â Â Globant completed the third quarter of 2024 with 29,998 Globers, 27,927 of whom were technology, design and innovation professionals. Â The geographic revenue breakdown for the third quarter of 2024 was as follows: 55.7% from North America (top country: US), 21.8% from Latin America (top country: Argentina), 17.6% from Europe (top country: Spain) and 4.9% from New Markets¹ (top country: Saudi Arabia). Â Globant's top customer, top five customers and top ten customers for the third quarter of 2024 represented 9.1%, 21.0% and 30.1% of revenues, respectively. Â During the twelve months ended September 30, 2024, Globant served a total of 969 customers (with revenues over \$100,000 in the last twelve months) and continued to increase its wallet share, with 331 accounts generating more than \$1 million of annual revenues, compared to 305 for the same period one year ago. Â In terms of currencies, 66.6% of Globant's revenues for the third quarter of 2024 were denominated in US dollars. Â "As we reflect on another remarkable quarter, I am thrilled to share that Globant continues on a trajectory of strong growth, solidifying our role as an industry leader. The level of demand we are witnessing across verticals and markets fuels our optimism for continued expansion in 2024. Our strategic investments in AI have led to year-to-date AI-related initiatives increasing by 120% compared to the same period last year, enhancing our capabilities and driving productivity gains that translate into unique client experiences. With a strong pipeline and a commitment to redefining industries through our Studios, we are well-positioned to lead in this new era of digital innovation," said Mart n Migoya, Globant's CEO and co-founder. Â "As we conclude this quarter, I am pleased to report that Globant has achieved another quarter of record revenues, at \$614.7 million, reflecting strong sequential growth driven by our top client and several key accounts. This performance aligns with our guidance and showcases our ability to enhance profitability while maintaining a prudent balance sheet. Our healthy margins are a reflection to our focus on profitability, while we see early recovery signs in specific verticals that previously faced headwinds. We are confident in our ability to sustain this momentum and build on our strong performance as we approach 2025," explained Juan Urthiague, Globant's CFO. Â 2024 Fourth Quarter and Full Year Outlook Â Based on current market conditions, Globant is providing the following estimates for the fourth quarter and the full year of 2024: Â Fourth quarter 2024 Revenues are estimated to be in the range of \$642.0 million to \$648.0 million, or 10.6% to 11.6% year-over-year growth. Â Fourth quarter 2024 Non-IFRS Adjusted Profit from Operations Margin is estimated to be in the range of 15.0% to 16.0%. Â Fourth quarter 2024 Non-IFRS Adjusted Diluted EPS is estimated to be in the range of \$1.71 to \$1.75 (assuming an average of 44.7 million diluted shares outstanding during the fourth quarter). Â Fiscal year 2024 Revenues are estimated to be in the range of \$2,415.0 million to \$2,421.0 million, implying a 15.2% to 15.5% year-over-year revenue growth. Â Fiscal year 2024 Non-IFRS Adjusted Profit from Operations Margin is estimated to be in the range of 15.0% to 15.5%. Â Fiscal year 2024 Non-IFRS Adjusted Diluted EPS is estimated to be in the range of \$6.37 to \$6.43 (assuming an average of 44.5 million

diluted shares outstanding during 2024). **1** Represents Asia, Oceania and the Middle East. **Conference Call and Webcast** **Martin Migoya**, Globant's CEO and co-founder, **Juan Urthiague**, Globant's CFO, **Patricia Pomies**, Globant's COO, and **Diego Tártara**, Globant's CTO, will discuss the third quarter 2024 results in a video conference call today beginning at 4:30pm ET. Video conference call access information is: <https://more.globant.com/F3Q24EarningsCall> Webcast <http://investors.globant.com/> **About Globant (NYSE:GLOB)** **At Globant**, we create the digitally-native products that people love. We bridge the gap between businesses and consumers through technology and creativity, leveraging our expertise in AI. We dare to digitally transform organizations and strive to delight their customers. We have more than 29,900 employees and we are present in more than 30 countries across 5 continents working for companies like Google, Electronic Arts and Santander, among others. We were named a Worldwide Leader in CX Improvement by IDC MarketScape report. We were also featured as a business case study at Harvard, MIT and Stanford. We are a member of the Cybersecurity Tech Accord. For more information, please visit www.globant.com **Non-IFRS Financial Measures** While the financial figures included in this press release have been computed in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board (IASB), applicable to interim periods, this announcement does not contain sufficient information to constitute an interim financial report as defined in International Accounting Standards 34, "Interim Financial Reporting" nor a financial statement as defined by International Accounting Standards 1 "Presentation of Financial Statements". The financial information in this press release has not been audited. Globant provides non-IFRS financial measures in addition to reported IFRS results prepared in accordance with IFRS. Management believes these measures help illustrate underlying trends in the company's business and uses the non-IFRS financial measures to establish budgets and operational goals, communicated internally and externally, for managing the company's business and evaluating its performance. The company anticipates that it will continue to report both IFRS and certain non-IFRS financial measures in its financial results, including non-IFRS measures that exclude share-based compensation expense, depreciation and amortization, acquisition-related charges, and the related effect on income taxes of the pre-tax adjustments. Because the company's non-IFRS financial measures are not calculated according to IFRS, these measures are not comparable to IFRS and may not necessarily be comparable to similarly described non-IFRS measures reported by other companies within the company's industry. Consequently, Globant's non-IFRS financial measures should not be evaluated in isolation or supplant comparable IFRS measures, but, rather, should be considered together with its condensed interim consolidated statements of financial position as of September 30, 2024 and December 31, 2023 and its condensed interim consolidated statements of comprehensive income for the three and nine months ended September 30, 2024 and 2023, prepared in accordance with International Accounting Standard (IAS) 34, "Interim Financial Reporting". **Quantitative Reconciliation** Globant is not providing a quantitative reconciliation of forward-looking Non-IFRS Adjusted Profit from Operations Margin or Non-IFRS Adjusted Diluted EPS to the most directly comparable IFRS measure because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items without unreasonable effort. These items include, but are not limited to, share-based compensation expense, acquisition-related charges, and the tax effect of non-IFRS adjustments. These items are uncertain, depend on various factors, and could have a material impact on IFRS reported results for the guidance period. **Forward Looking Statements** In addition to historical information, this release contains "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: 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 press release whether as a result of new information, future events or otherwise.** **Globant S.A. Condensed Interim Consolidated Statements of Comprehensive Income (In thousands of U.S. dollars, except per share amounts, unaudited)**

	Nine Months Ended	Three Months Ended	September 30, 2024	September 30, 2023
Revenues	\$1,773,206	\$1,515,234	\$614,667	\$545,282
Cost of revenues	(1,139,161)	(967,794)	(392,392)	(346,980)
Gross profit	\$634,045	\$547,440	\$222,275	\$198,302
Selling, general and administrative expenses	(460,877)	(390,064)	(154,178)	(142,531)
Net impairment losses on financial assets	(8,994)	(13,979)	(3,667)	(2,621)
Other operating income and expenses, net	\$2,738	\$614	\$777	\$614
Profit from operations	\$166,912	\$144,011	\$65,207	\$53,150
Finance income	\$3,876	\$3,500	\$1,349	\$1,324
Finance expense	(20,536)	(15,063)	(7,034)	(5,661)
Other financial results, net	\$7,341	\$11,473	\$1,735	\$3,044
Financial results, net	\$9,319	\$90	(3,950)	(1,293)
Share of results of investment in associates	\$161	\$185	\$105	\$170
Other income and expenses, net	\$6,142	\$4,075	(4,464)	(2,774)
Profit before income tax	\$163,896	\$148,181	\$56,898	\$54,801
Income tax	(34,401)	(31,067)	(11,357)	(10,978)
Net income for the period	\$129,495	\$117,114	\$45,541	\$43,823
Other comprehensive income, net of income tax effects	\$0	\$0	\$0	\$0
Items that may be reclassified subsequently to profit and loss	\$0	\$0	\$0	\$0
Exchange differences on translating foreign operations	(20,458)	(28,761)	(22,555)	(30,013)
Net change in fair value on financial assets measured at FVOCI	\$1,019	(2,316)	\$15	\$0
Gains and losses on cash flow hedges	(12,768)	(117)	(365)	(3,762)
Total comprehensive income for the period	\$106,336	\$88,347	\$23,233	\$10,050

\$97,288 \$86,154 \$68,461 \$10,063 Net income attributable to: Owners of the Company \$127,324 \$116,405 \$43,606 \$42,993 Non-controlling interest \$2,171 \$709 \$1,935 \$830 Net income for the period \$129,495 \$117,114 \$45,541 \$43,823 Total comprehensive income for the period attributable to: Owners of the Company \$94,864 \$85,278 \$64,266 \$10,251 Non-controlling interest \$2,424 \$876 \$4,195 (188) Total comprehensive income for the period \$97,288 \$86,154 \$68,461 \$10,063 Earnings per share: Basic \$2.94 \$2.74 \$1.00 \$1.01 Diluted \$2.88 \$2.68 \$0.98 \$0.98 Weighted average of outstanding shares (in thousands): Basic \$43,248 \$42,474 \$43,419 \$42,696 Diluted \$44,271 \$43,442 \$44,442 \$43,664

Globant S.A. Condensed Interim Consolidated Statements of Financial Position as of September 30, 2024 and December 31, 2023 (In thousands of U.S. dollars, unaudited)

	September 30, 2024	December 31, 2023
ASSETS		
Current assets		
Cash and cash equivalents	\$199,031	\$307,223
Investments	\$14,425	\$16,070
Trade receivables	\$631,632	\$499,283
Other assets	\$24,033	\$31,753
Other receivables	\$60,417	\$54,786
Other financial assets	\$3,795	\$15,418
Total current assets	\$933,333	\$924,533
Non-current assets		
Investments	\$2,212	\$1,833
Other assets	\$6,358	\$4,088
Other receivables	\$28,634	\$26,475
Deferred tax assets	\$67,528	\$60,777
Investment in associates	\$1,587	\$1,426
Other financial assets	\$37,010	\$34,864
Property and equipment	\$152,440	\$162,736
Intangible assets	\$286,161	\$285,661
Right-of-use assets	\$124,159	\$119,400
Goodwill	\$1,259,622	\$1,105,073
Total non-current assets	\$1,965,711	\$1,802,333
TOTAL ASSETS	\$2,899,044	\$2,726,866
LIABILITIES		
Current liabilities		
Trade payables	\$102,202	\$124,545
Payroll and social security taxes payable	\$225,193	\$221,843
Borrowings	\$186,284	\$156,916
Other financial liabilities	\$105,473	\$68,750
Lease liabilities	\$29,744	\$47,852
Tax liabilities	\$25,858	\$33,229
Income tax payable	\$11,043	\$11,287
Other liabilities	\$465	\$896
Total current liabilities	\$686,262	\$665,318
Non-current liabilities		
Trade payables	\$2,627	\$2,981
Borrowings	\$1,220	\$2,191
Other financial liabilities	\$117,132	\$135,238
Lease liabilities	\$90,421	\$70,884
Deferred tax liabilities	\$18,381	\$21,098
Income tax payable	\$6,526	\$5,050
Provisions for contingencies	\$17,367	\$5,139
Total non-current liabilities	\$258,724	\$265,867
TOTAL LIABILITIES	\$944,986	\$931,185
Capital and reserves		
Issued capital	\$52,286	\$51,705
Additional paid-in capital	\$1,087,711	\$1,022,918
Other reserves	\$(74,508)	\$(42,048)
Retained earnings	\$824,413	\$697,089
Total equity attributable to owners of the Company	\$1,889,902	\$1,729,664
Non-controlling interests	\$64,156	\$66,017
Total equity	\$1,954,058	\$1,795,681
TOTAL EQUITY AND LIABILITIES	\$2,899,044	\$2,726,866

Globant S.A. Selected Cash Flow Data (In thousands of U.S. dollars, unaudited)

	Three Months Ended September 30, 2024	September 30, 2023
Net Income for the period	\$45,541	\$43,823
Non-cash adjustments, taxes and others	\$76,819	\$53,723
Changes in working capital	\$(31,823)	\$(10,141)
Cash flows from operating activities	\$90,537	\$87,405
Capital expenditures	\$(20,810)	\$(26,758)
Cash flows from investing activities	\$(89,596)	\$(140,663)
Cash flows from financing activities	\$41,044	\$7,931
Net increase/decrease in cash & cash equivalents	\$41,985	\$(45,327)

Globant S.A. Supplemental Non-IFRS Financial Information (In thousands of U.S. dollars, unaudited)

	Nine Months Ended September 30, 2024	September 30, 2023
Reconciliation of adjusted gross profit		
Gross profit	\$634,045	\$547,440
Depreciation and amortization expense	\$25,415	\$20,612
Share-based compensation expense - Equity settled	\$18,010	\$10,976
Adjusted gross profit	\$677,470	\$579,028
Adjusted gross profit margin	38.2%	38.2%
Reconciliation of selling, general and administrative expenses		
Selling, general and administrative expenses	\$(460,877)	\$(390,064)
Depreciation and amortization expense	\$74,751	\$61,501
Share-based compensation expense - Equity settled	\$42,722	\$41,442
Acquisition-related charges (a)	\$17,230	\$14,488
Adjusted selling, general and administrative expenses	\$(272,633)	\$(222,085)
Adjusted selling, general and administrative expenses as % of revenues	(18.4)%	(18.0)%
Reconciliation of adjusted profit from operations		
Profit from operations	\$166,912	\$144,011
Share-based compensation expense - Equity settled	\$60,732	\$52,418
Acquisition-related charges (a)	\$42,668	\$32,577
Adjusted profit from operations	\$270,312	\$229,006
Adjusted profit from operations margin	15.2%	15.1%
Reconciliation of net income for the period		
Net income for the period	\$127,324	\$116,405
Share-based compensation expense - Equity settled	\$60,618	\$52,377
Acquisition-related charges (a)	\$41,334	\$30,639
Tax effect of non-IFRS adjustments	\$(22,516)	\$(20,380)
Adjusted net income	\$206,760	\$179,041
Adjusted net income margin	11.7%	11.8%
Calculation of adjusted diluted EPS		
Adjusted net income	\$206,760	\$179,041
Diluted shares	44,271	43,442
Adjusted diluted EPS	\$4.67	\$4.12

(a) Acquisition-related charges include, when applicable, amortization of purchased intangible assets included in depreciation and amortization expense line on our consolidated statements of comprehensive income, interest charges on acquisition-related indebtedness, external deal costs, acquisition-related retention bonuses, integration costs, changes in the fair value of contingent consideration liabilities, and other acquisition-related costs. We cannot provide acquisition-related charges on a forward-looking basis without unreasonable effort as such charges may fluctuate based on the timing, size, and complexity of future acquisitions as well as other uncertainty inherent in mergers and acquisitions.

Globant S.A. Schedule of Supplemental Information (unaudited)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Total Employees	27,505	29,150	28,991	29,112	29,998
IT Professionals	25,575	27,116	26,933	27,133	27,927
North America Revenues %	58.9%	57.4%	56.0%	56.3%	55.7%

America Revenues % 21.6 22.9 22.9 23.0 21.8 Europe Revenues % 15.9 15.8 17.2 16.9 17.6 New Markets Revenues % 3.6 3.9 3.9 3.8 4.9 2016 2017 2018 2019 2020 USD Revenues % 72.5 68.6 68.4 67.1 66.6 Other Currencies Revenues % 27.5 31.4 31.6 32.9 33.4 Top Customer % 8.7 8.2 8.3 8.3 9.1 Top 5 Customers % 22.5 21.4 21.8 21.0 21.0 Top 10 Customers % 32.2 30.8 30.1 30.3 30.1 Customers Served (Last Twelve Months)* 889 930 955 958 969 Customers with >\$1M in Revenues (Last Twelve Months) 305 311 318 329 331 (*) Represents customers with more than \$100,000 in revenues in the last twelve months. Investor Relations Contact: Arturo Langa, Globant investors@globant.com +1 (877) 215-5230 Media Contact: Wanda Weigert, Globant pr@globant.com +1 (877) 215-5230 Source: Globant