



Press Release

Glints Raises US\$22.5 Million to Scale Tech-Enabled Talent Ecosystem to Solve the Regional Talent Crunch

- The new funding will support Glints' overall mission to empower the career development of 120 million professionals in Southeast Asia by building out the Glints' Talent Ecosystem, deepening the company's footprint in Singapore, Indonesia, Vietnam, and Taiwan, and scaling its product and engineering teams.
- Led by PERSOL Holdings, the new funding is the largest investment round into a career platform in Southeast Asia to date
- Glints' annual revenue more than doubled in 2020, continuing the trend of annual revenues growing at triple-digit percentages annually for the past 3 years

Singapore, 6 April 2021 - Glints, Southeast Asia's largest talent platform for career development and recruitment, raised US\$22.5 Million in an oversubscribed round led by Tokyo-listed PERSOL Holdings. This marks the largest investment round into a career platform in Southeast Asia to date.

The new funding will support Glints' overall mission to empower the career development of 120 million professionals in Southeast Asia and to solve the regional talent crunch, with the team building out more features and solutions on the Glints' Talent Ecosystem, deepening the company's footprint in Singapore, Indonesia, Vietnam, and Taiwan, and scaling its product and engineering teams.

Oswald Yeo, Co-founder & CEO of Glints, said "With the pandemic accelerating the future of work and causing big changes in the labor market, our mission to empower the 120 million professionals in Southeast Asia is more important than ever. Existing solutions are transactional job portals and traditional recruiters that only provide part of the solution. We are scaling Glints as a full-stack talent platform to support the professionals in Southeast Asia with their career discovery and development and to solve the regional talent crunch for employers."

Glints' Talent Ecosystem is accelerating the future of work and talent in SEA. The first-of-its-kind full-stack talent platform supports professionals in their entire career discovery and development, combining community (Glints Community), skills education (Glints Academy and Glints ExpertClass), and job features (Glints Job Marketplace).

For employers, Glints provides a tech-enabled recruitment solution called TalentHunt that is 2x more efficient than traditional recruiters. Clients today include Go-Jek, Tokopedia, FWD Insurance, Starbucks, and Mediacorp. Glints has also seen a surge in demand for its cross-border talent solution called TalentHub with the rapid adoption of remote work. The business doubled in 2020.

The Series C round includes participation from existing investors including Monk's Hill Ventures, Fresco Capital, Mindworks Ventures, Wavemaker Partners, and other investors including Binny Bansal (co-



founder of Flipkart), and Xiaoyin Zhang (Ex-Goldman Sachs TMT China Head & Partner who brought Tencent, Baidu, and Alibaba public).

Takayuki Yamazaki, CEO of PERSOL Asia Pacific, said, “I am excited that we are strengthening our partnership with Glints. With PERSOL Group’s commercial distribution and experience in Asia and Glints’ leading tech-enabled talent platform, we will empower professionals in Southeast Asia and help solve the talent crunch in Southeast Asia.”

Despite Covid-19, Glints has seen resilient growth in 2020 with annual revenues more than doubling, continuing the trend of annual revenues growing at triple-digit percentages annually for the past three years. The company also sees positive contribution margins across all business units, with Indonesia and Vietnam markets already profitable.

Peng T. Ong, Managing Partner of Monk’s Hill Ventures said, “Oswald and his team have fundamentally re-imagined a job seeker and employer’s journey in the context of the future of work. The speed at which they’ve achieved sustainable revenues with solid business fundamentals and the scale at which they have built a substantial talent and employer base is astounding.”

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Note to editors:

Glints’ descriptions:

- Glints Job Marketplace - Online job marketplace with 7000 monthly active job listings and 4 million professionals visiting monthly.
- Glints Community - Localised career Q&A forum with over 50,000 posts so far that helps professionals to ask any questions about their career.
- Glints Academy - Online coding boot camp with over 400 graduates that allows young professionals to get digital skills training for a job.
- Glints ExpertClass - Online professional courses with over 2,000 monthly active learners that help professionals to level up their skill sets.
- Glints TalentHunt - Tech-enabled talent recruitment service that helps companies hire top quality local talent in as fast as 2 weeks and with cost efficiency.
- Glints TalentHub - End-to-end cross-border talent solution for companies to tap into a regional talent pool with ease and achieve up to 70% savings on manpower expenses.

Glints’ clients on average make successful hires much faster in 28 days compared to industry standards of 40-50 days and at recruitment costs 40%-100% cheaper with Glints than with traditional recruiters.

About Glints

Glints is Southeast Asia’s largest talent platform for career development and recruitment. Over 4 million professionals visit Glints every month to grow their careers. Founded in 2013 in Singapore, Glints has empowered more than 1.5 million professionals and 30,000 organizations to realize their human potential. Every day, we are helping organizations build great teams and pairing talent up with great



opportunities, one match at a time. Glints currently operate in Indonesia, Singapore, Vietnam, Hong Kong, and Taiwan. Find out more at www.glints.com and read our latest report [on tech talent compensation in Southeast Asia here](#).

Media kit link [here](#).

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