



Press Release

June 3, 2019

RareJob Inc.

RareJob Invests in Thai Online English Tutorial Company Globish Accelerating Global Expansion by Strengthening Partnerships with EdTech Companies

**Company exploring possibility of expanding business primarily in Asia region
where strong market growth is expected**

English tutorial company RareJob Inc. (“RareJob”) today announced that it has decided to invest in Globish Academia (Thailand) Company Limited (“Globish”), a Thai-based online English tutorial company.



About RareJob’s Global Expansion

Based on a group vision of “Chances for everyone, everywhere.” RareJob is developing its business with the goal of “building a platform for people to play active roles globally.” As a leading company in the EdTech*¹ sector, RareJob is using technology to make learning more efficient and sophisticated.

RareJob has stated global expansion as a key component in the business strategy that was announced recently. To that end, by securing a certain investment amount for partnerships with overseas EdTech companies, the plan is to more actively invest and to expand business overseas steadily and efficiently. RareJob will turn its focus globally regardless of region and work to build positive partnerships with businesses that provide superior services.

*1 : EdTech refers to the use of technology by businesses and services to create innovation in education.

Background on Investment in Globish

Online English tutorial services have spread greatly in recent years in Asia, primarily in China and South Korea, and there are also signs of growth even in Southeast Asia and Russia. RareJob has been exploring the potential for building partnerships particularly in



Southeast Asia, and it has been building relations with Globish since 2017. During this period of time, Globish has been expanding steadily, sending a strong signal of the potential for further growth. RareJob has laid out a plan of active investment to strengthen ties with EdTech companies at a global level and decided to invest in Globish because partnering with Globish accelerate global expansion of business. The investment will be a joint investment from three companies—Thai venture capital firm N-Vest Venture Company Limited, South Korean venture capital firm BonAngels Venture Partners, and RareJob.

Partnership with Globish and Future Potential Development

There are multiple online English tutorial companies operating in Thailand, but Globish is one of the biggest within that market. Its service stands out compared to competitors, with an impressive staff of instructors and lesson availability 24 hours around the clock.

Moving forward, while deepening relations between the two companies, RareJob will first collect information such as on Thailand's market environment and the movements of other companies by leveraging Globish's local network and existing knowledge. Along the way, when we discover useful services and expertise each other, we aim to create synergy by incorporating them mutually. Finally, while collaborating with Globish, RareJob will build a solid platform for accelerating global expansion of its business.

As a leading company in the EdTech sector, RareJob will continue its aim to grow into a company that can compete globally.

Globish Academia (Thailand) Company Limited Overview

- Company name: Globish Academia (Thailand) Company Limited
- Headquarters: No. 903/33 Rama 3 Road, Bangpongpan Sub-district, Yannawa District, Bangkok Thailand
- Representative: Takarn Ananthothai
- Business overview : Online English tutorial services in Thailand

About RareJob Inc.

Headquarters: 2F Kyocera Harajuku Building, 6-27-8 Jingumae, Shibuya-ku, Tokyo

Representative: Gaku Nakamura, CEO

URL: <https://www.rarejob.co.jp/>



Business overview: English related services

Stock market listing: Tokyo Stock Exchange Mothers (listed in 2014)

Based on a group vision of “Chances for everyone, everywhere.” RareJob aims to “building a platform for people to play active roles globally.” The company offers primarily person-to-person online English tutorial services—RareJob English Tutorial—with a stated company mission of “encourage 10 million Japanese people to speak fluent English.” To make these goals a reality, RareJob, as a leading company in the EdTech sector, is expanding its operations globally beyond Japan.

Company Mission and “English Learning 3.0”

In general, about 10% of the Japanese population is said to be either “studying English” or “wanting to study English”. So the figure of 10 million people in the company’s mission statement simply represents approximately the number of Japanese people who want to become English speakers.

RareJob defines the situation of “becoming able to speak English for anybody wanting to be an English speaker” as “English Learning 3.0”.

English Learning 1.0 represents a focus on reading and writing but with an extreme lack of opportunity to speak English. Through the spread of online English tutorial services, this has evolved into English Learning 2.0, where the opportunity to speak English has increased dramatically.

What RareJob is aiming for now is the manifestation of English Learning 3.0 that focuses on results by covering everything from motivation in English learning to learning methods.

As a leading company in EdTech, RareJob will continue to strive to make English Learning 3.0 and its company mission a reality via the power of technology.

Service Usage Statistics

- Number of RareJob English Tutorial individual service members: Over 700,000 people*
- Number of companies using RareJob English Tutorial corporate services: Over 2,200 companies
- Number of schools using services for educational institutions: Over 230 schools

* The number of members reflects the total number of people using our English services.



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