



**Sun Asterisk
Global Education Unit**

Empresa / Company Overview

Sun

Company

Management

Financial (Previous period)

KPIs

Founded **2013**

Employees (1) **1,800+**

Sun Asterisk : 200+
Sun Asterisk Vietnam : 1460+
GROOVE GEAR : 80+
NEWh : 10+
Trys : 120+

CEO
Co-founder, Director
Director
Director
Director: an Audit and
Supervisory Committee member
Outside director
Outside director
Outside director

Taihei Kobayashi
Makoto Hirai
Yusuke Hattori
Takuya Umeda
Ken Nihonyanagi
Toshihiro Ozawa
Eriko Ishii
Tomoko Mikami

Sales (2) **8.03** Billion

Operating
Income (2) **1.41** Billion

Sales CAGR (3) **45.1%**

Stock Type Client (4) **98** Client

ARPU (5) **5.24** million

Churn Rate (6) **3.44**

(1) As of Jan, 2022 (including temporary hirings)

(2) FY12/2021

(3) Average Annual Growth Rate from FY2/2016 to FY12/2021

(4) 03/2022

(5) FY12/2022 1Q

(6) Calculated based on Jan. 2015 to March, 2022, 87 month average. # of churn clients/ existing clients average





MAKE AWESOME THINGS THAT MATTER

Our Vision

誰もが価値創造に 夢中になれる世界

Create a world where everyone has the freedom to make awesome things that matter.

社名に含まれる“Sun”はまさに「太陽」。地球上のすべての生命を育むインフラです。革新的なサービスや、新しいイノベーターの「種」を、私たちの光で照らし、それらを育む最強のインフラになることを目指しています。Sun*が価値創造をするためのインフラとなることで、全人類が生まれた時から持っているクリエイティブへの情熱を呼び起こし「誰もが価値創造に夢中になれる世界」を実現させます。

Our Mission

本気で課題に挑む人たちと事業を通して社会に
ポジティブなアップデートを仕掛けていくこと

Create radical products and businesses with
people who actually care about what they do.

“*(Asterisk)”は、多くのプログラミング言語で掛け算を表す記号です。スタートアップや大企業の垣根を超え、価値創造に最適なチームを編成し、本気で社会課題に挑むヒト・モノ・コトとのコラボレーションを通じて、様々な産業のデジタルイノベーションを促進することで、社会にポジティブなアップデートを仕掛けていきます。



Platform for producing future innovators

What we do

Produce future global leader / Innovator



1. Discover new talent (seeds)



2. Provide education



3. Matching with proper IT requirement



4. Continuous support after start working



Point 1.

Academic-Industry collaboration with leading TOP universities in global

We have a partnership with TOP universities in global and have established and operated course together with the aim to produce human resource who can play active in the future.

The all cost (Operation, Human resource, Teaching material...etc) is fully supported by Sun* without any charges from university and students.

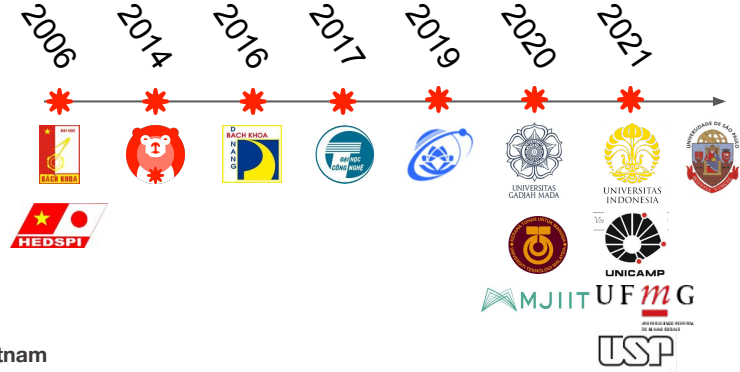
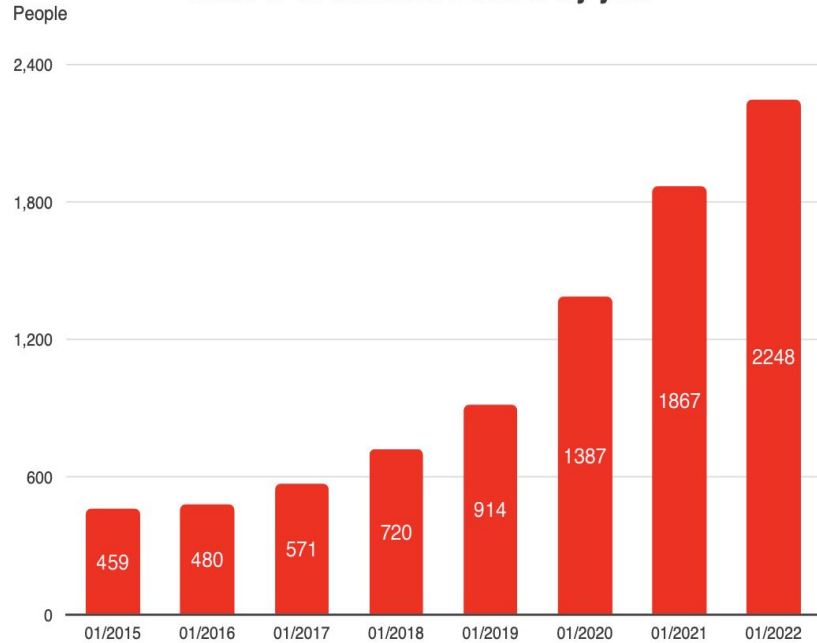
Sun* has been looking for opportunity to make collaboration with other university to expand this project.



Transition of students and partner universities



Number of Sun*'s educational program students enrolled and number of affiliated schools by year



Vietnam

1. Hanoi University of Science and Technology
2. The University of Danang-University Science and Technology
3. Vietnam National University Hanoi-University of Engineering and Technology
4. Vietnam National University HCMC-University of Engineering and Technology
5. Vietnam National University Hanoi-University of Science
6. Phenikaa University

Indonesia

7. Gadjah Mada University
8. University of Indonesia

Malaysia

9. Malaysia-Japan International Institute of Technology

Brasil

10. University of Campinas
11. Federal University of Minas Gerais
12. University of São Paulo

Partner university(ex)

Vietnam



Hanoi University of Science and Technology

- Since 2006
- 750 students from 1st - 5th grade



University of Technology Danang

- Since 2016
- 250 students from 1st - 4th grade



VNU Hanoi - University of Engineering and Technology

- Since 2017
- 190 students from 1st - 4th grade



VNU HCM - University of Information Technology

- Since 2019
- 190 students from 1st - 3rd grade

Ranking

Rank	Name
1	Hanoi University of Science and Technology
2	Vietnam National University Hanoi - University of Engineering and Technology
3	Vietnam National University, Ho Chi Minh City - University of Technology
4	Vietnam National University, Ho Chi Minh City - University of Science
5	Vietnam National University, Ho Chi Minh City - University of Information Technology
⋮	
9	The University of Danang - University of Technology

Indonesia



Gadjah Mada University

- Since 2020
- Information Technology and Computer Science
- Provide Japanese course with ANC Japan.inc



University of Indonesia

- Start support since 2021
- Major relating to IT
- Provide Japanese course with ANC Japan.inc

Ranking

Rank	Name
1	Gadjah Mada University
2	University of Indonesia
3	IPB University

Reference : uniRank

Malaysia



University of Technology Malaysia

- Since 2020
- 3 Faculty
Electronic, Mechanical Precision, Chemical
- Malaysia-Japan International Institute of Technology(MJIIT) is ODA project (JICA)

Ranking

Rank	Name
1	Universiti Malaya
2	University of Technology Malaysia
3	University of Science Malaysia

Reference : uniRank

Brasil



University of São Paulo

- Supported by JICA basic research project since 2014



University of Campinas

- Supported by JICA basic research project since 2014



Universidade Federal de Minas Gerais

- Supported by JICA basic research project since 2014

Ranking

Rank	Name
1	University of São Paulo
2	University of Campinas
3	Universidade Federal de Minas Gerais

Reference : The World University Ranking

Origin of Sun*s education



2006 ~ 2014

“HEDSPI” had started by Hanoi University of Science and Technology and JICA as ODA project

- Established as an official course under IT faculty with the goal to create IT engineers with sufficient professional skills as well as Japanese language ability to work in Japanese market.
- In addition to basic curriculum, students take “Japanese language” and “Practical IT in Japanese” as compulsory subject.



2014~

Sun* has taken over operation support from JICA since ODA project was finished.

- Changed student's goal from “Study in Japan(study abroad)” to **“Work in Japan”**.
- Not only dispatched **own member as teacher** to the university but also **teach lesson** by Sun*.
- Student's motivation about study and future career is quit high because this is **official course**.
- Students motivation for working in Japan is high.
- Student try to study **Japanese language** and improve **IT skill** for **4 - 5 years**.
*Getting JLPT N3 is graduation requirements.

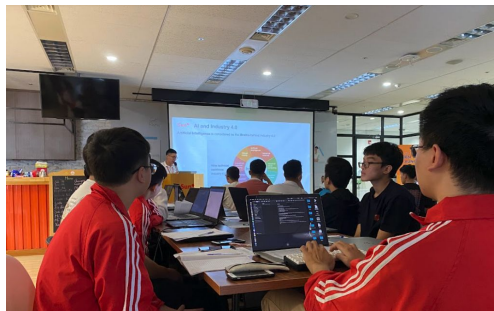


Class provided by Sun*



Japanese language 600h

- Purpose
Learn vocabulary, grammar, and expressions necessary to communicate with Japanese.
- Educational material
 - Marugoto / Minato
 - Minna no nihongo
 - JLPT N3/N2 training
 - Dekiru Nihongo etc...



Practical IT 250h

- Purpose
Learn framework necessary to work in a Japanese IT company.
- Contents
 - Programming language
 - Team development
 - How to make specification
 - Mock project etc...



Additional lessons 320h

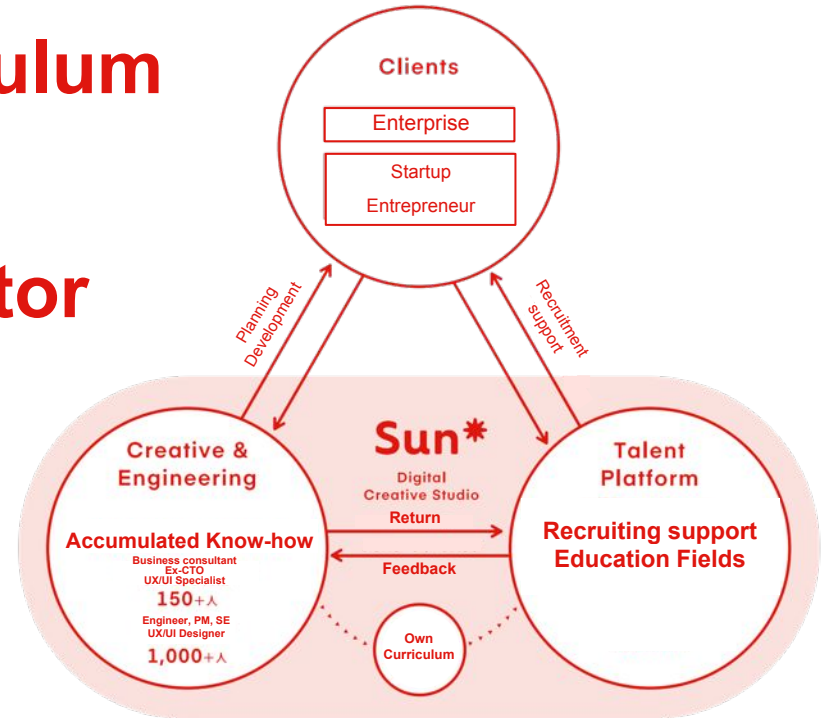
- Purpose
Learn Japanese manner in business to be active in company
- Contents
 - Conversation training
 - Business manner
 - Mindset
 - Special lesson for JLPT etc...

Point 2.

Unique educational curriculum and ecosystem to produces future innovator

Since its inauguration, Sun* has supported many clients from startups to enterprises in various field to promote DX and creation of numerous new services and products.

Based on the knowledge accumulated through this experience, xseeds has developed a unique educational curriculum in collaboration with educational institutions to create human resources who can be immediately effective. We are building an ecosystem from development support for companies to human resource development through industry-academia collaboration.

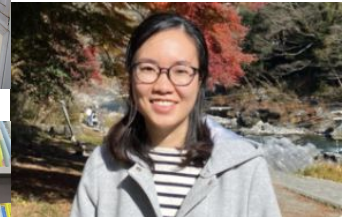


Point 3.

Create opportunity to meet For future career of seeds For globalization of industry

xseeds support students who study in our course in career counseling, organizing job fair and retention support after joining company in Japan.

In the process of recruiting and working with people from different languages and cultures (people ↔ companies), We share our knowledge and know-how from the education process to both sides, and We are striving to optimize talent.



Recruiting Platform

Participants company **200** Joboffer **600**

The "xseeds Hub", a matching platform, supports the matching of Candidate trained in xseeds with companies that are interested in hiring global person.

Candidate account

You can open an account and make CV in the system. To ensure optimal matching, this database have a wealth of information, including the student's grades, major, experience in each technology, Github information, and self-introduction videos, in addition to the usual entry sheet information for job hunting.

Agent account

In addition to view student information, Agent account can also contact to candidate directly in this system(Scout function) and participate in online and offline recruiting events organized by the Sun*.

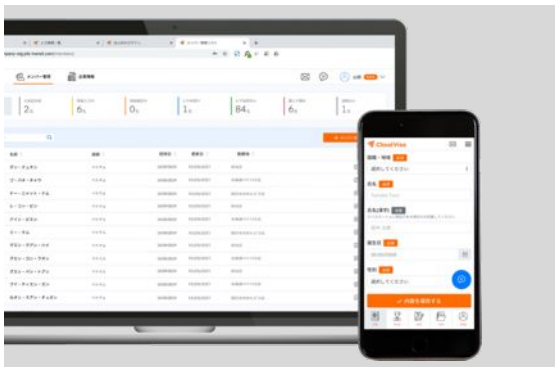


Support after getting offer



Support students after Interview

After students get offer, in order not to waste the time until they start to work, In addition to the regular classes, students will take additional class for JLPT, Conversation, and basic IT training during the summer vacation. The students submit monthly reports to the companies on what they have learned.



VISA supporting system

We provide online VISA management support system "CloudVisa" for xseeds Hub client for free. This system centrally manages the information on applicants and companies required for application procedures to the Immigration, and can automatically output application documents.



Retention support

To support candidates with settle into the work environment and grow, we hold regular meetings with both parties (Client and Candidate) even after they join the company. We share companies with our accumulated know-how, including case studies of other companies and how to deal with miscommunication that tends to occur.

Overview



Student number

2300



Job Offers

600



Past Graduates

640



Company

200



Partner University

12



Growth Rate
(Number of student in 7 years)

380%