

## Overall student visa trends April 2017



# Acronyms

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## Acronyms

FSV – First-time student visas – The number of visas issued to students for the first time. Visas for dependants and Section 61 applicants are excluded since these people do not fall under the definition of international students.

RSV – Returning student visas – The number of visas issued to students subsequent to the first issuing of visas. Visas for dependants and Section 61 applicants do not fall under the definition of international students.

TSV – Total student visas – The number of visas issued to students, either for the first time, or after the first time. Declined visas are not included. Visas for dependants and Section 61 applicants are excluded since these people do not fall under the definition of international students.

VSV – Valid student visas – The number of people holding a student visa and/or permit at the beginning of each calendar month. Visas for dependants are excluded. The presented figures can be interpreted as the number per month of international students with authority to study in a course of three or greater months in duration. This does not mean that these students are present in New Zealand for the entire duration of their visa.

YTD – Year-to-date

## Sectors

ITP – Institutes of Technology and Polytechnics

PTE – Private Training Establishments, including Private Training Establishments, which receive government funding.

Schools – Includes all students in primary, intermediate and secondary schools.

## Additional notes

- Results for YTD this year will be compared to the YTD 2016 unless otherwise stated.

# Caveats and notes

## International student

International student – Students who are non-residents of New Zealand and Australia who:

- have entered into New Zealand expressly with the intention to study
- have enrolled with a New Zealand provider offshore, where the educational programme is delivered in-market.

Rule 18 – Rule governing English Language requirements for certain international students. More information about this is available on <http://www.nzqa.govt.nz/about-us/our-role/legislation/nzqa-rules/nzqf-related-rules/programme-approval-and-accreditation/8/18/>

Section 61 – Visas issued to people who are currently in New Zealand outside of Immigration NZ policy.

## Scope of this document

- This dashboard excludes dependants, applicants under Section 61, and applications for variation of conditions.
- There is a potential delay between students having their visas approved and their actual entry into New Zealand, therefore, the figures shown here may not necessarily represent the actual number of students currently in New Zealand.
- VSV are the best real-time indicator of international students present in New Zealand. A VSV indicates that students are able to be present in New Zealand. VSV do not include students who are in New Zealand on working holiday visas or visitor visas, and not all students with VSV are present in New Zealand for the entire duration of their visas.

The student visa dashboard does not include all international students:

- Student visas only capture students who enter New Zealand with a student visa. These students are mostly those who are planning to study for more than three months.
- Students who undertake a course less than three months in duration are not required to enter on a student visa. Students who do choose to enter on a visitor visa (usually from visa-free nationalities) are not captured in this dashboard.
- Working holiday visas allow students to study for up to six months. Those who enter NZ on a working holiday visa and plan on taking up this option are not included in this dashboard. These factors will affect private training establishment ( PTE) numbers.

# Executive summary

1. While April's TSV were down (-22%, -1,575) on April 2016, TSV continue to increase on the YTD 2016 (+9%, +3,126) . The decrease in April visas is the result of faster visa processing by INZ in March<sup>[1]</sup>, which essentially front-loaded the visa numbers and increased March visa numbers against 2016 levels.
2. Growth in China student numbers (TSV +14%, 1,843) continues to be under-pinned by returning student visas(+14%, 1,546) for the schools and universities sectors. This appears to be the result of increased first-time student visas ( FSV) in these sectors over the preceding two years.
3. There are continuing signs of market diversification with increases in TSV in the YTD from Latin America (+49%, +653) and South East Asia (+14%, +545).<sup>[2]</sup>
4. All sectors, excluding the PTE sector, have increased FSV in the YTD. The PTE sector is down (-6%, -335) when compared to the YTD 2016. This is due to decreased Indian student numbers (-52%, -813). Increases in PTE visas from other nationalities have softened some of the decline in Indian student numbers.
5. There are some signs of a rebalancing of the Indian market. VSV from India for the PTE sector have decreased (-40%, -4,475) since May 2016. However, VSV for university students from India have increased (+29%, +320) over the same time-frame.<sup>[3]</sup>

<sup>[1]</sup> Advice from INZ

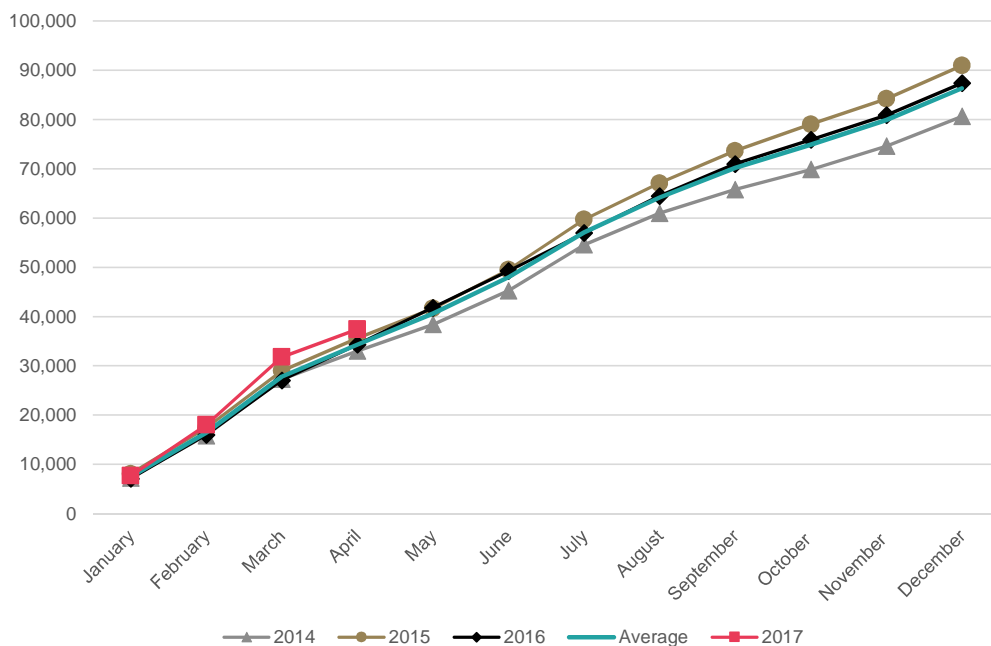
<sup>[2]</sup> These increases are predominantly from increased FSV

<sup>[3]</sup> VSV are measured at the first of the month. In this case 01 May 2017.

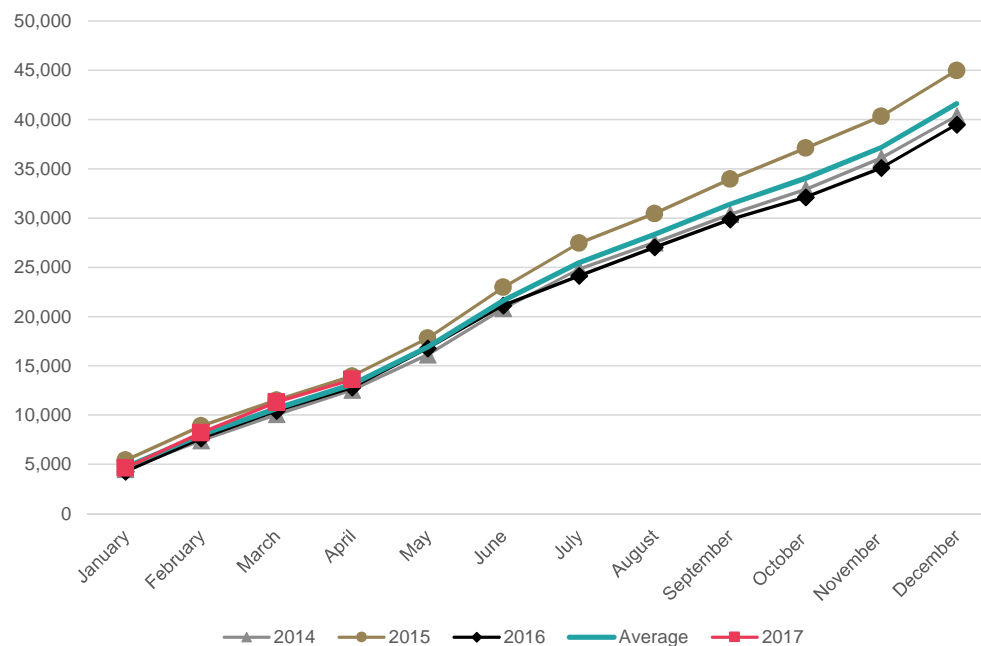


# Comparison to previous years (cumulative)

TSV approved - cumulative



FSV approved - cumulative

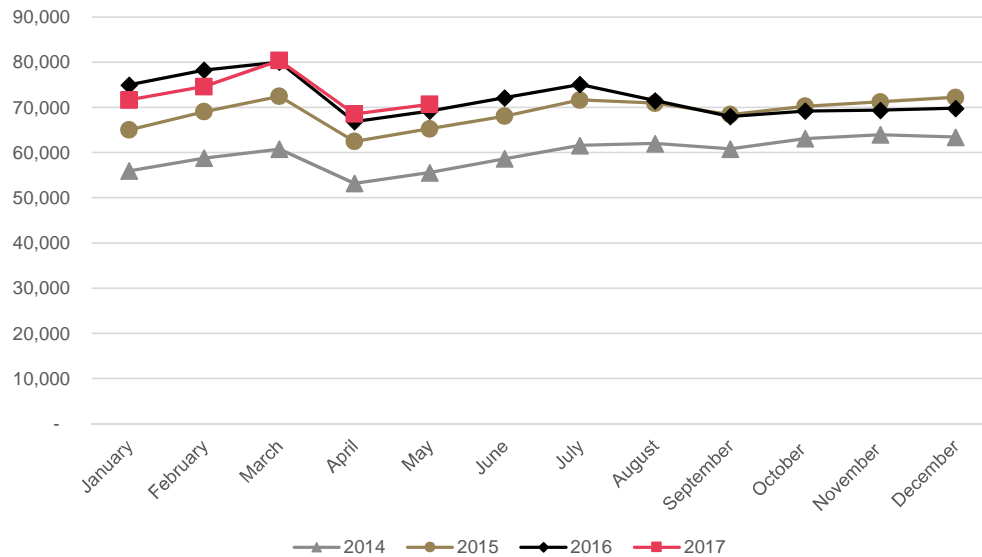


- Faster visa processing time have “front-loaded” visa approval numbers into February and March, which has impacted April's figures. As a consequence:
  - TSV for April 2017 are down (-22%, -1,575) compared to April 2016.
  - FSV for April 2017 were stable (-3%, -60) compared to April 2016
  - RSV have decreased (-31%, -1,515) compared to April 2016.

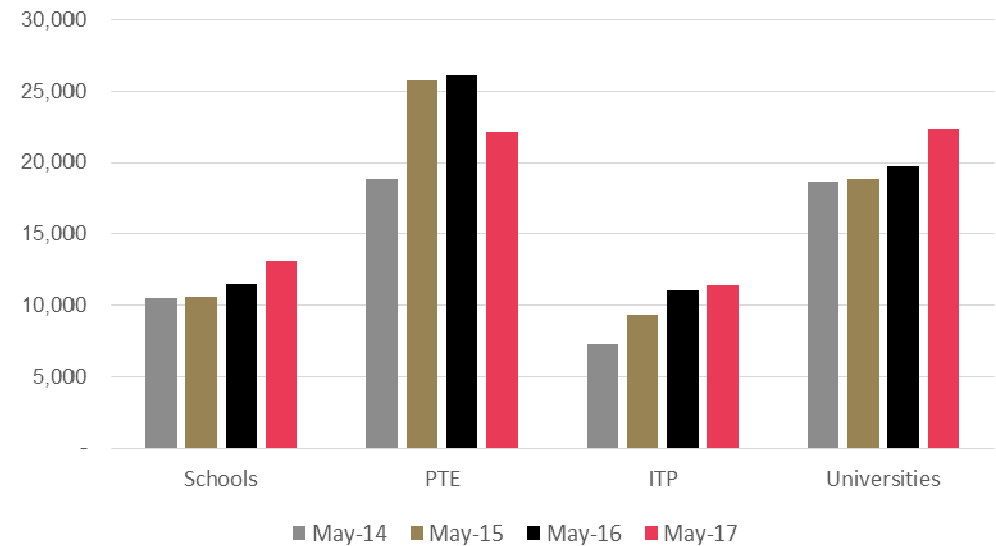
However, TSV are still up 9% for the YTD 2017 compared to the YTD 2016.

# Valid student visas

VSV by year



VSV by sector



- VSV were 70,725 as at 1 May 2017, which was a 2% increase (+1,472) compared to 1 May 2016.
- Compared to last May, universities (+11%, +2,545), schools (+12%, +1,615), and ITP (+3%, +345) have all increased in VSV since the same day in 2016, while PTE (-18%, -4,017) have declined.
- The number of universities students with valid visas now exceeds the number of PTE students with valid visas.

**Note:** VSV are the number of valid student visas for New Zealand on the first day of the month. It is used as an indicator of student numbers. VSV doesn't differentiate between FSV or RSV. Students on a work or visitor visa are not captured by this dataset so total student numbers will be higher than this data set shows.

Trends by market



# Global region definitions

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## In order of appearance:

**South East Asia** includes: Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, and Viet Nam.

**Latin America** includes: Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, El Salvador, Guatemala, Mexico, Nicaragua, Panama, Paraguay, Peru, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay, Venezuela, Cuba, Honduras, St Lucia, Costa Rica, Dominican Republic, Belize, Dominica, St Vincent and the Grenadines, Guyana, and Honduras.

**Europe** includes: Austria, Belarus, Belgium, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Georgia, Germany, UK, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Macedonia, Netherlands, Norway, Poland, Portugal, Romania, Russia, Serbia, Serbia & Montenegro, Slovakia, Spain, Sweden, Switzerland, Turkey, Ukraine, Yugoslavia, Kosovo, Armenia, Bosnia and Herzegovina, Albania, Andorra, Cyprus, Slovenia, and Monaco.

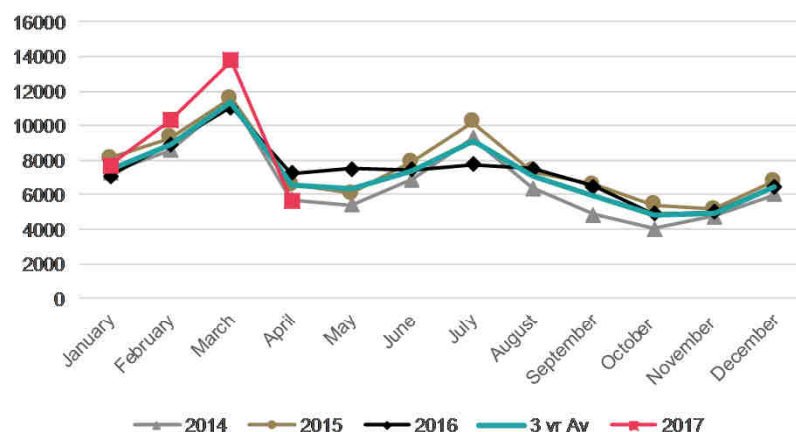
**Middle East** includes: Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Libya, Oman, Palestine, Qatar, Saudi Arabia, Syria, United Arab Emirates, and Yemen.

# All markets

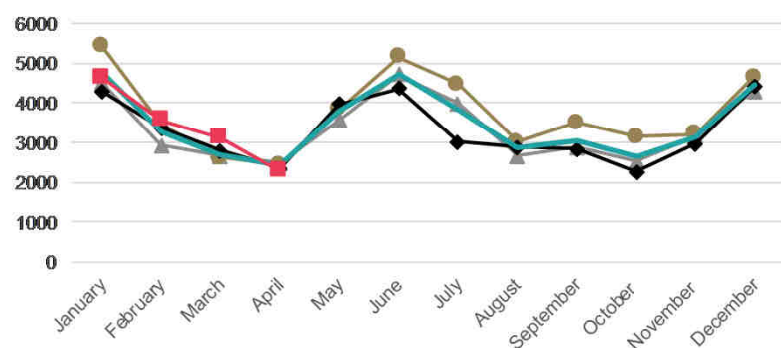
April 2017

- TSV have increased by 9% (+3,126) from the YTD 2016 to the YTD 2017.
- Most key markets showed TSV increases. However, Japan, Korea and Germany were flat while India and Saudi Arabia declined. There were less TSV for April 2017 than 2016, and this has changed the results for some markets
- All sectors showed increases in both TSV and FSV, apart from PTE sector, which had a decrease in FSV.
- All regions showed increased in TSV, apart from Hawke's Bay, Nelson and Taranaki, which were flat or declining.

All markets: TSV approved in 2014-2017



All markets: FSVs approved in 2014-2017



In brief

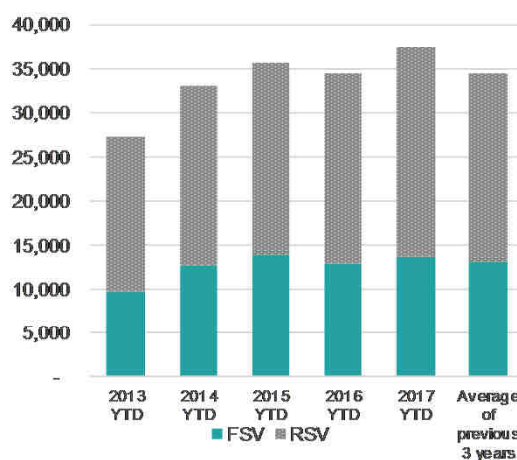
| YTD            | FSV    | RSV    | TSV    |
|----------------|--------|--------|--------|
| Visas          | 13,629 | 23,838 | 37,467 |
| Change No.     | 807    | 2,319  | 3,126  |
| Change Percent | 6%     | 11%    | 9%     |

Changes are from the YTD 2016 to the YTD 2017

All markets: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 5,790    | 5,918    | 5,938    | 6,899    | 961           | 16%               |
| ITP          | 4,298    | 5,377    | 5,479    | 6,114    | 635           | 12%               |
| PTE          | 10,576   | 11,569   | 10,427   | 10,438   | 11            | 0%                |
| Universities | 12,240   | 12,582   | 12,373   | 13,932   | 1559          | 13%               |
| Total        | 32,904   | 35,446   | 34,217   | 37,383   | 3166          | 9%                |

All markets: Cumulative FSV and RSV



All markets: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 2,202    | 2,100    | 2,043    | 2,369    | 326           | 16%               |
| ITP          | 1,501    | 2,274    | 2,337    | 2,426    | 89            | 4%                |
| PTE          | 5,803    | 6,111    | 5,175    | 4,840    | -335          | -6%               |
| Universities | 2,984    | 3,351    | 3,154    | 3,920    | 766           | 24%               |
| Total        | 12,490   | 13,836   | 12,709   | 13,555   | 846           | 7%                |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

All markets: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 19,856   | 21,807   | 20,752   | 22,521   | 1769          | 9%                |
| Canterbury | 3,126    | 3,319    | 3,344    | 3,671    | 327           | 10%               |
| Wellington | 2,313    | 2,345    | 2,375    | 2,785    | 410           | 17%               |
| Waikato    | 2,016    | 2,110    | 2,019    | 2,214    | 195           | 10%               |
| Otago      | 1,928    | 1,910    | 1,846    | 2,014    | 168           | 9%                |
| Other      | 3,787    | 4,103    | 4,005    | 4,262    | 257           | 6%                |
| Total      | 33,026   | 35,594   | 34,341   | 37,467   | 3126          | 9%                |

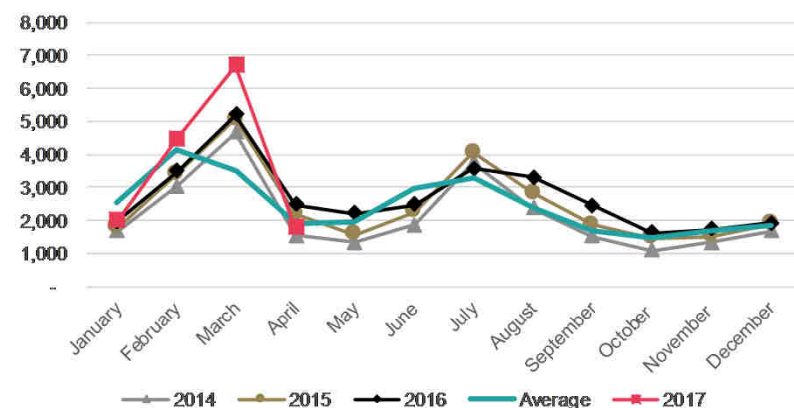
All markets: 2016 total visas

|     |        |
|-----|--------|
| FSV | 39,504 |
| RSV | 47,909 |
| TSV | 87,413 |

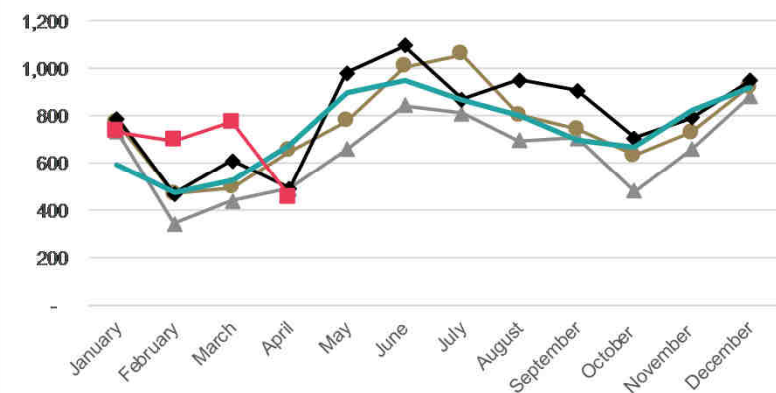


- TSV have increased by 14% (+1,843) from the YTD 2016 to the YTD 2017.
- RSV increased across all sectors, especially the schools (+26%, +444) and universities (+13%, +684) sectors.
- The increase in FSV was led by the schools (+14%, +79) and PTE (+18%, +137) sectors.
- VSV for China increased by 16% (+3,358) as of 1 May 2017 compared to 1 May 2016, and now number 24,574.

China: TSV approved in 2014-2017



China: FSV approved in 2014-2017



In brief

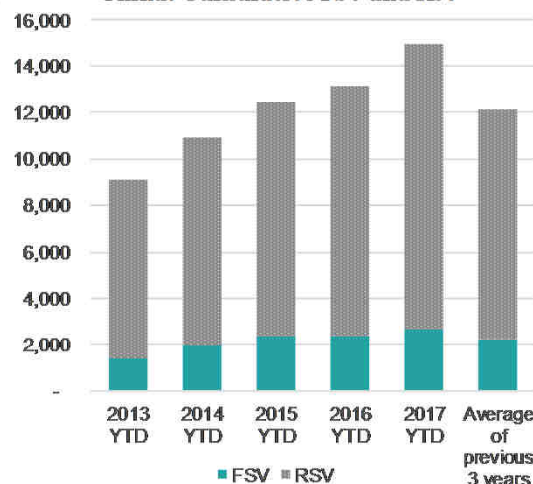
| YTD            | FSV   | RSV    | TSV    |
|----------------|-------|--------|--------|
| Visas          | 2,660 | 12,275 | 14,935 |
| Change No.     | 297   | 1,546  | 1,843  |
| Change Percent | 13%   | 14%    | 14%    |

Changes are from the YTD 2016 to the YTD 2017

China: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 1,581    | 1,956    | 2,284    | 2,807    | 523           | 23%               |
| ITP          | 1,745    | 1,966    | 1,955    | 2,234    | 279           | 14%               |
| PTE          | 2,176    | 2,626    | 2,698    | 3,016    | 318           | 12%               |
| Universities | 5,393    | 5,854    | 6,155    | 6,875    | 720           | 12%               |
| Total        | 10,895   | 12,402   | 13,092   | 14,932   | 1,840         | 14%               |

China: Cumulative FSV and RSV



China: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 457      | 565      | 561      | 640      | 79            | 14%               |
| ITP          | 276      | 295      | 331      | 375      | 44            | 13%               |
| PTE          | 567      | 742      | 755      | 892      | 137           | 18%               |
| Universities | 711      | 783      | 716      | 752      | 36            | 5%                |
| Total        | 2,011    | 2,385    | 2,363    | 2,659    | 296           | 13%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

China: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 7,094    | 8,222    | 8,722    | 9,932    | 1,210         | 14%               |
| Canterbury | 992      | 1,194    | 1,240    | 1,465    | 225           | 18%               |
| Waikato    | 918      | 972      | 967      | 1,054    | 87            | 9%                |
| Wellington | 700      | 822      | 924      | 1,067    | 143           | 15%               |
| Otago      | 516      | 488      | 547      | 524      | -23           | -4%               |
| Other      | 677      | 704      | 692      | 893      | 201           | 29%               |
| Total      | 10,897   | 12,402   | 13,092   | 14,935   | 1,843         | 14%               |

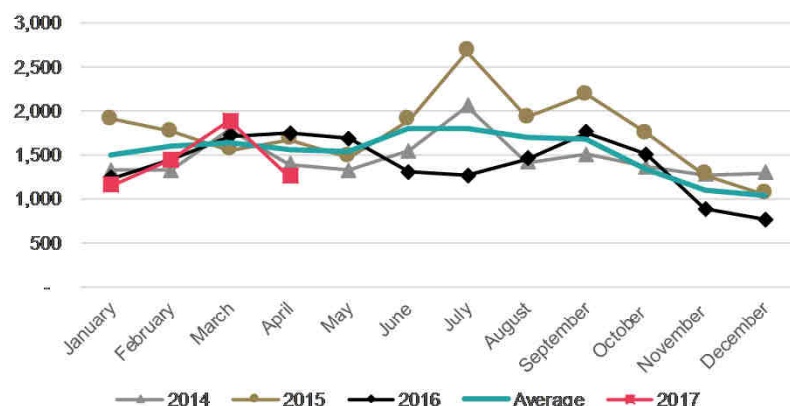
China: 2016 Total visas

|     |        |
|-----|--------|
| FSV | 9,620  |
| RSV | 22,736 |
| TSV | 32,356 |

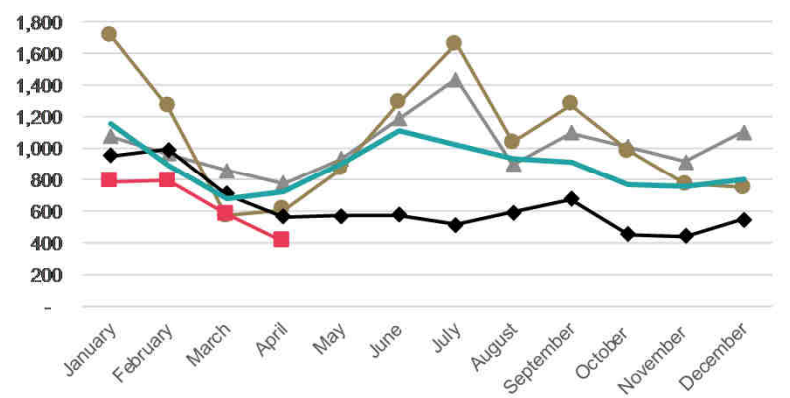


- TSV for the YTD 2017 decreased by 7% (-399) compared to the YTD 2016, with FSV declining by 20% (-652).
- The PTE sector has declined in the YTD 2017 compared to the YTD 2016. FSV in the PTE sector decreased by 52% (-813).
- VSV were 13,182 on 1 May 2017, a decrease of 24% (-4,137) from the same date last year. Most of this decrease comes from a decrease of VSV for the PTE sector for India (-40%, -4,475).

India: TSV approved in 2014-2017



India: FSV approved in 2014-2017



In brief

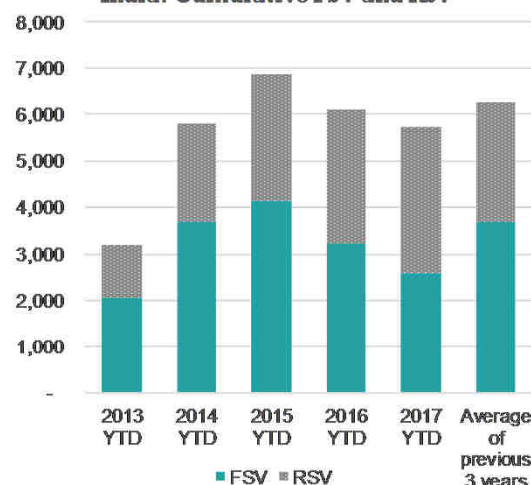
| YTD            | FSV   | RSV   | TSV   |
|----------------|-------|-------|-------|
| Visas          | 2,567 | 3,147 | 5,714 |
| Change No.     | - 652 | 253   | - 399 |
| Change Percent | -20%  | 9%    | -7%   |

Changes are from the YTD 2016 to the YTD 2017

India: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 21       | 34       | 47       | 44       | -3            | -6%               |
| ITP          | 1,094    | 1,923    | 2,094    | 2,325    | 231           | 11%               |
| PTE          | 4,199    | 4,431    | 3,447    | 2,624    | -823          | -24%              |
| Universities | 498      | 475      | 521      | 721      | 200           | 38%               |
| Total        | 5,812    | 6,863    | 6,109    | 5,714    | -395          | -6%               |

India: Cumulative FSV and RSV



India: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 8        | 20       | 31       | 16       | -15           | -48%              |
| ITP          | 679      | 1,380    | 1,327    | 1,378    | 51            | 4%                |
| PTE          | 2,732    | 2,507    | 1,572    | 759      | -813          | -52%              |
| Universities | 257      | 245      | 289      | 414      | 125           | 43%               |
| Total        | 3,676    | 4,152    | 3,219    | 2,567    | -652          | -20%              |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

India: TSV by region

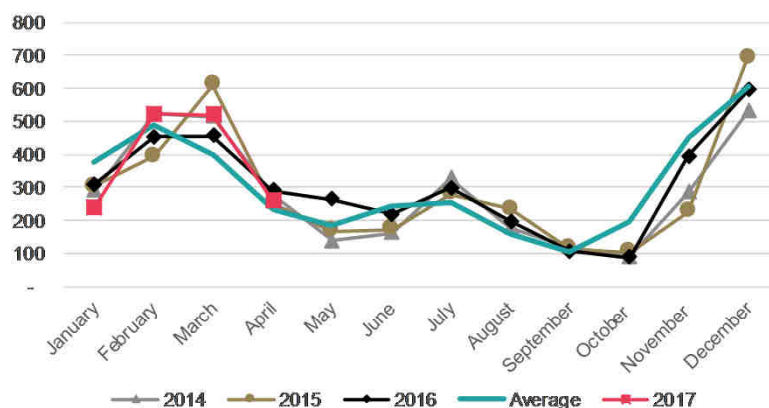
| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland      | 4,088    | 4,775    | 3,944    | 3,644    | -300          | -8%               |
| Canterbury    | 529      | 528      | 546      | 500      | -46           | -8%               |
| Bay of Plenty | 458      | 553      | 551      | 419      | -132          | -24%              |
| Waikato       | 169      | 230      | 241      | 313      | 72            | 30%               |
| Wellington    | 186      | 218      | 231      | 277      | 46            | 20%               |
| Other         | 385      | 560      | 600      | 561      | -39           | -7%               |
| Total         | 5,815    | 6,864    | 6,113    | 5,714    | -399          | -7%               |

India: 2016 Total visas

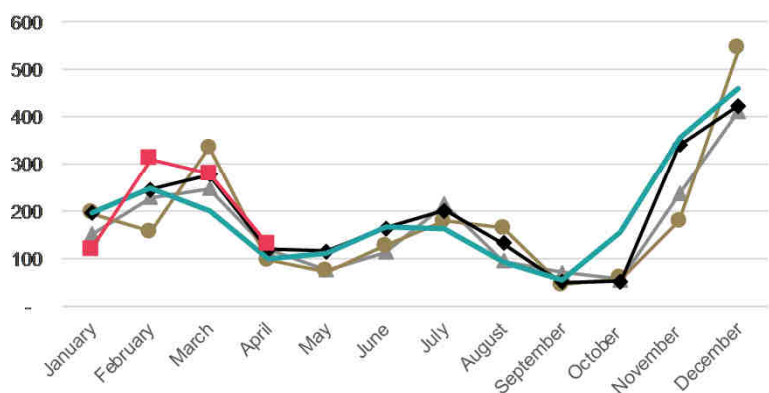
|     |        |
|-----|--------|
| FSV | 7,589  |
| RSV | 9,095  |
| TSV | 16,684 |

- TSV for the YTD 2017 increased by 3% (+38) compared to the YTD 2016.
- The ITP and PTE sectors have declined in the YTD 2017 compared to the YTD 2016, while the schools and universities sectors have increased.
- VSV were 2,825 on 1 May 2017, an increase of 4% (+115) over the same date last year.

Japan: TSV approved in 2014-2017



Japan: FSV approved in 2014-2017



In brief

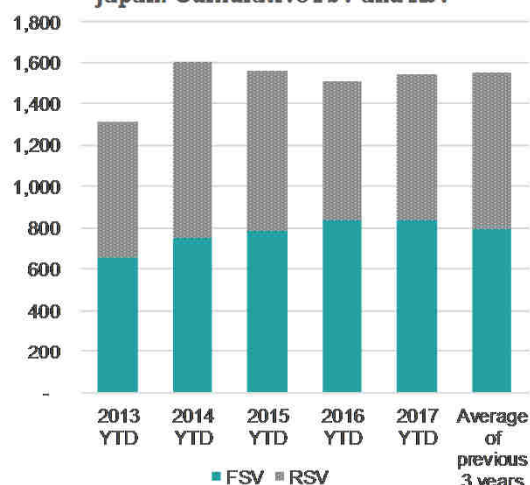
| YTD            | FSV | RSV | TSV   |
|----------------|-----|-----|-------|
| Visas          | 840 | 703 | 1,543 |
| Change No.     | -   | 38  | 38    |
| Change Percent | 0%  | 6%  | 3%    |

Changes are from the YTD 2016 to the YTD 2017

Japan: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 665      | 668      | 624      | 682      | 58            | 9%                |
| ITP          | 97       | 78       | 101      | 73       | -28           | -28%              |
| PTE          | 514      | 481      | 462      | 456      | -6            | -1%               |
| Universities | 325      | 310      | 309      | 332      | 23            | 7%                |
| Total        | 1,601    | 1,537    | 1,496    | 1,543    | 47            | 3%                |

Japan: Cumulative FSV and RSV



Japan: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 217      | 232      | 246      | 281      | 35            | 14%               |
| ITP          | 65       | 47       | 78       | 42       | -36           | -46%              |
| PTE          | 339      | 347      | 374      | 351      | -23           | -6%               |
| Universities | 122      | 138      | 133      | 166      | 33            | 25%               |
| Total        | 743      | 764      | 831      | 840      | 9             | 1%                |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Japan: TSV by region

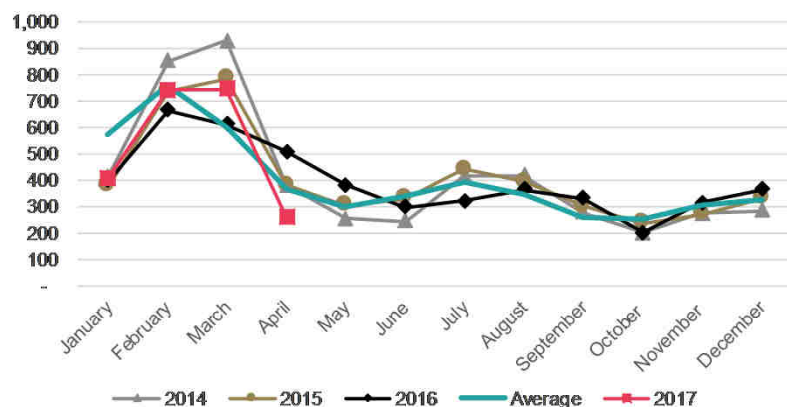
| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 689      | 683      | 676      | 650      | -26           | -4%               |
| Canterbury | 261      | 269      | 278      | 298      | 20            | 7%                |
| Manawatu   | 214      | 161      | 107      | 166      | 59            | 55%               |
| Wellington | 104      | 112      | 116      | 112      | -4            | -3%               |
| Otago      | 110      | 102      | 81       | 96       | 15            | 19%               |
| Other      | 228      | 229      | 247      | 221      | -26           | -11%              |
| Total      | 1,606    | 1,556    | 1,505    | 1,543    | 38            | 3%                |

Japan: 2016 Total visas

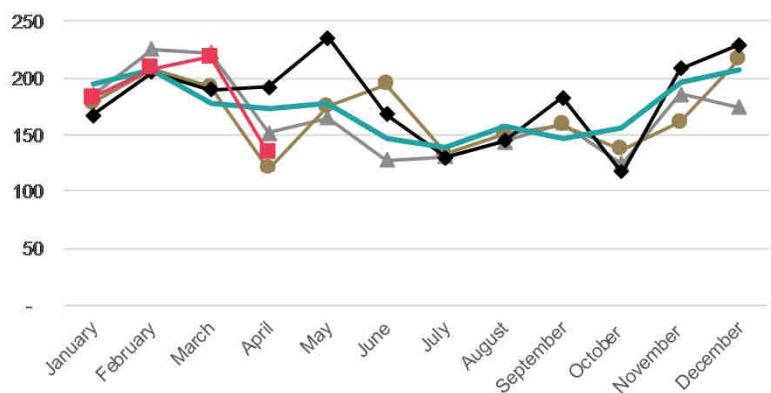
|     |       |
|-----|-------|
| FSV | 2,323 |
| RSV | 1,340 |
| TSV | 3,663 |

- TSV for 2017 are stable (-1%, - 21) compared to the YTD 2016.
- TSV from Korea have decreased for the PTE sector and increased for the schools sector.
- There were 3,526 VSV on May 1 2017, which was an increase compared to the same date last year (+6%, +300).

Korea: TSV approved in 2014-2017



Korea: FSV approved in 2014-2017



In brief

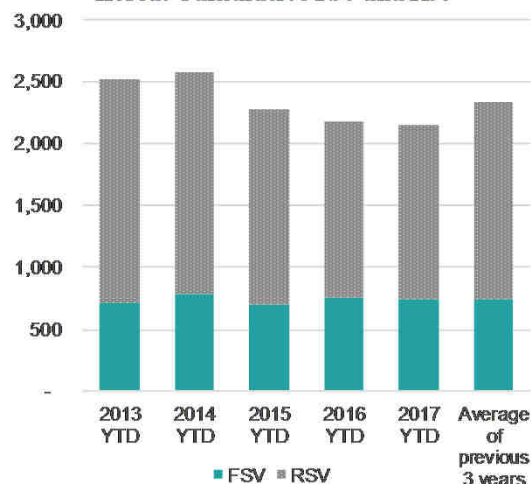
| YTD            | FSV  | RSV   | TSV   |
|----------------|------|-------|-------|
| Visas          | 743  | 1,406 | 2,149 |
| Change No.     | - 11 | - 10  | - 21  |
| Change Percent | -1%  | -1%   | -1%   |

Changes are from the YTD 2016 to the YTD 2017

Korea: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 1,148    | 1,043    | 945      | 1,041    | 96            | 10%               |
| ITP          | 113      | 107      | 120      | 141      | 21            | 18%               |
| PTE          | 713      | 661      | 698      | 587      | -111          | -16%              |
| Universities | 591      | 461      | 407      | 380      | -27           | -7%               |
| Total        | 2,565    | 2,272    | 2,170    | 2,149    | -21           | -1%               |

Korea: Cumulative FSV and RSV



Korea: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 2,169 |
| RSV | 2,561 |
| TSV | 4,730 |

Korea: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 310      | 291      | 292      | 320      | 28            | 10%               |
| ITP          | 34       | 39       | 51       | 50       | -1            | -2%               |
| PTE          | 378      | 332      | 379      | 337      | -42           | -11%              |
| Universities | 62       | 36       | 32       | 36       | 4             | 13%               |
| Total        | 784      | 698      | 754      | 743      | -11           | -1%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

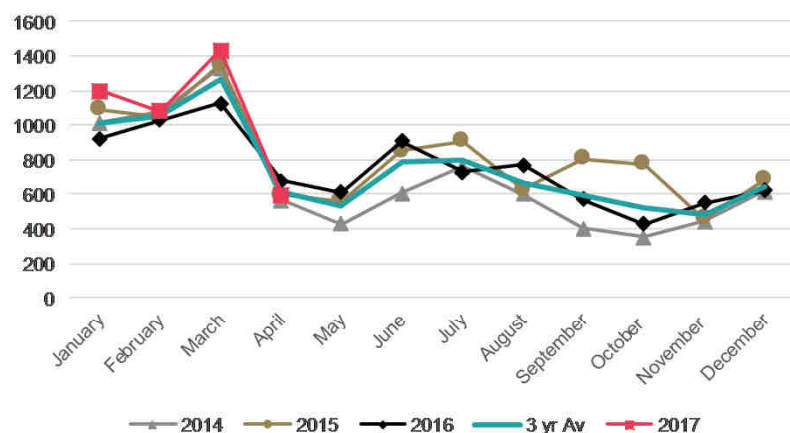
Korea: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland      | 1,816    | 1,582    | 1,491    | 1,376    | -115          | -8%               |
| Bay of Plenty | 169      | 186      | 220      | 289      | 69            | 31%               |
| Canterbury    | 201      | 174      | 131      | 129      | -2            | -2%               |
| Waikato       | 111      | 81       | 65       | 68       | 3             | 5%                |
| Wellington    | 81       | 65       | 66       | 77       | 11            | 17%               |
| Other         | 188      | 184      | 197      | 210      | 13            | 7%                |
| Total         | 2,566    | 2,272    | 2,170    | 2,149    | -21           | -1%               |

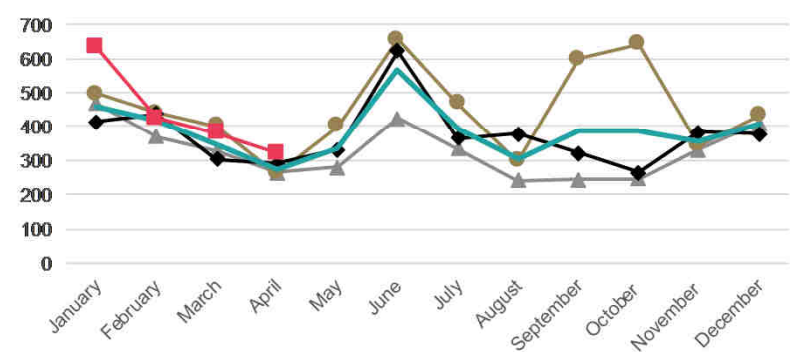


- TSV have increased by 14% (+545) in the YTD 2017 compared to the YTD 2016. This increase was across all sectors, especially the universities (+13%, +205) and PTE (+19%, +186) sectors.
- The main contributors to this increase were Viet Nam (+26%, +182), the Philippines (+17%, +85), Indonesia (+27%, +81) and Thailand (+7%, +75).

South East Asia: TSV approved in 2014-2017



South East Asia: FSVs approved in 2014-2017

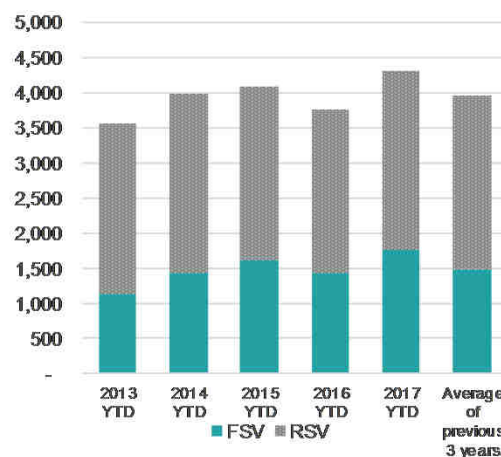


In brief

| YTD            | FSV   | RSV   | TSV   |
|----------------|-------|-------|-------|
| Visas          | 1,756 | 2,552 | 4,308 |
| Change No.     | 312   | 233   | 545   |
| Change Percent | 22%   | 10%   | 14%   |

Changes are from the YTD 2016 to the YTD 2017

South East Asia: Cumulative FSV and RSV



South East Asia: 2016 total visas

|     |       |
|-----|-------|
| FSV | 4,488 |
| RSV | 4,470 |
| TSV | 8,958 |

South East Asia: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 816      | 933      | 830      | 945      | 115           | 14%               |
| ITP          | 327      | 322      | 351      | 392      | 41            | 12%               |
| PTE          | 992      | 1,130    | 969      | 1,155    | 186           | 19%               |
| Universities | 1,847    | 1,700    | 1,607    | 1,812    | 205           | 13%               |
| Total        | 3,982    | 4,085    | 3,757    | 4,304    | 547           | 15%               |

South East Asia: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 287      | 321      | 265      | 299      | 34            | 13%               |
| ITP          | 111      | 128      | 159      | 168      | 9             | 6%                |
| PTE          | 630      | 763      | 617      | 712      | 95            | 15%               |
| Universities | 402      | 382      | 400      | 576      | 176           | 44%               |
| Total        | 1,430    | 1,594    | 1,441    | 1,755    | 314           | 22%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

South East Asia: TSV by region

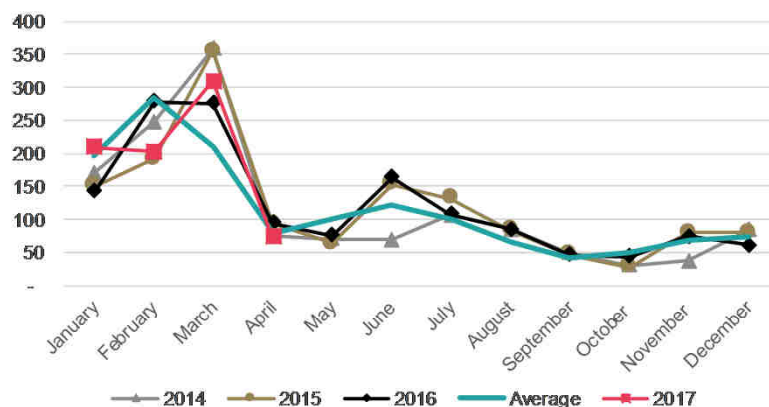
| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 1,946    | 2,067    | 1,847    | 2,241    | 394           | 21%               |
| Wellington | 507      | 414      | 417      | 508      | 91            | 22%               |
| Canterbury | 400      | 431      | 418      | 439      | 21            | 5%                |
| Otago      | 421      | 431      | 381      | 386      | 5             | 1%                |
| Manawatu   | 255      | 286      | 207      | 209      | 2             | 1%                |
| Other      | 456      | 461      | 493      | 525      | 32            | 6%                |
| Total      | 3,985    | 4,090    | 3,763    | 4,308    | 545           | 14%               |

# Malaysia

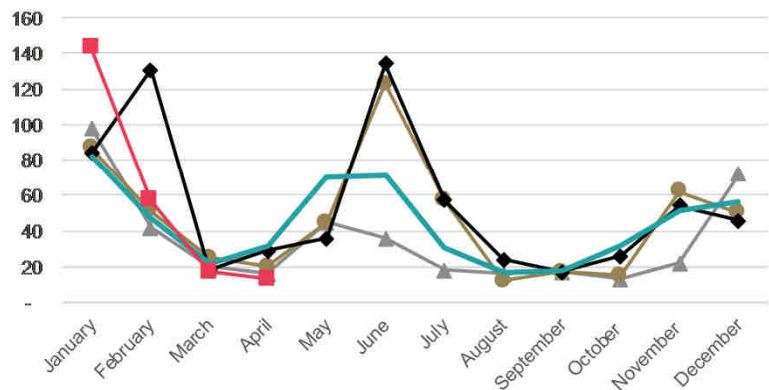
April 2017

- TSV for the YTD 2017 are stable (+0%, +3) compared to the YTD 2016.
- FSV have decreased by 12% (-32), which was balanced by an increase in RSV (+7%, +35). Both movements are driven by the universities sector.
- The universities sector has accounted for 76% of TSV for the YTD 2017.
- VSV were 1,620 on 1 May 2017, which is a 12%(+171) increase since the same day in 2016.

Malaysia: TSV approved in 2014-2017



Malaysia: FSV approved in 2014-2017

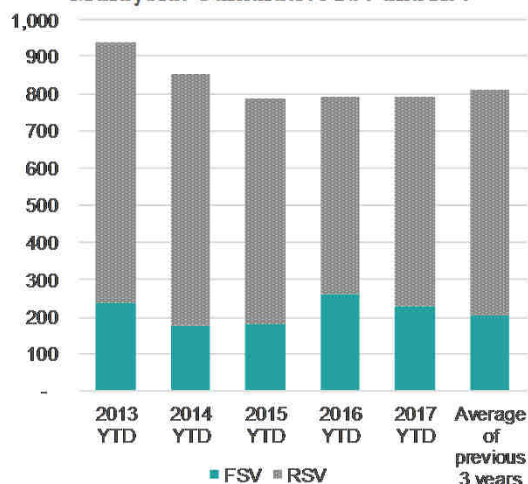


## In brief

| YTD            | FSV  | RSV | TSV |
|----------------|------|-----|-----|
| Visas          | 230  | 563 | 793 |
| Change No.     | - 32 | 35  | 3   |
| Change Percent | -12% | 7%  | 0%  |

Changes are from the YTD 2016 to the YTD 2017

Malaysia: Cumulative FSV and RSV



Malaysia: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 656   |
| RSV | 788   |
| TSV | 1,444 |

Malaysia: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 50       | 53       | 56       | 51       | -5            | -9%               |
| ITP          | 57       | 49       | 53       | 69       | 16            | 30%               |
| PTE          | 44       | 48       | 58       | 69       | 11            | 19%               |
| Universities | 700      | 636      | 621      | 604      | -17           | -3%               |
| Total        | 851      | 786      | 788      | 793      | 5             | 1%                |

Malaysia: FSV by sector (\*)

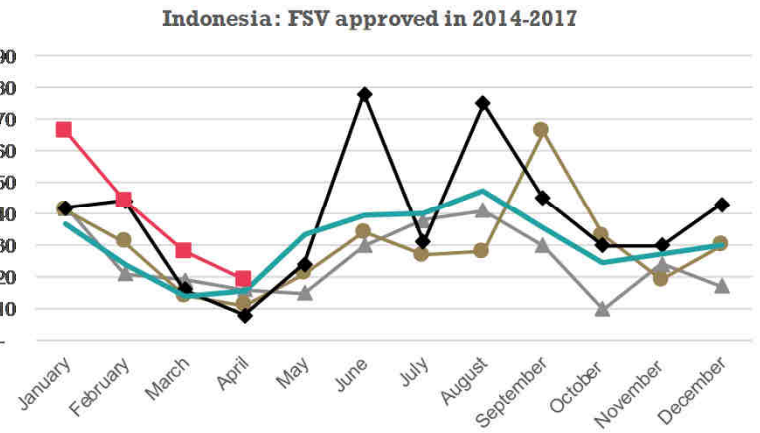
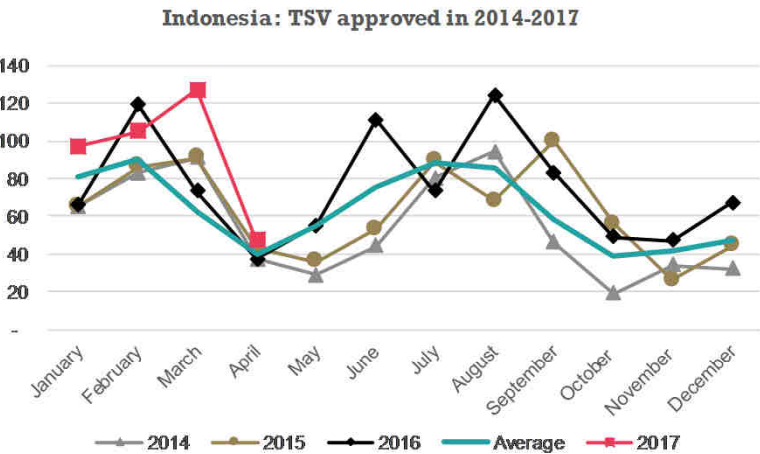
|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 21       | 17       | 19       | 13       | -6            | -32%              |
| ITP          | 13       | 15       | 18       | 25       | 7             | 39%               |
| PTE          | 22       | 25       | 28       | 35       | 7             | 25%               |
| Universities | 119      | 124      | 195      | 157      | -38           | -19%              |
| Total        | 175      | 181      | 260      | 230      | -30           | -12%              |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Malaysia: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 321      | 316      | 320      | 342      | 22            | 7%                |
| Otago      | 206      | 201      | 171      | 166      | -5            | -3%               |
| Canterbury | 110      | 103      | 121      | 120      | -1            | -1%               |
| Wellington | 94       | 61       | 76       | 57       | -19           | -25%              |
| Waikato    | 49       | 47       | 57       | 45       | -12           | -21%              |
| Other      | 72       | 60       | 45       | 63       | 18            | 40%               |
| Total      | 852      | 788      | 790      | 793      | 3             | 0%                |

- TSV for the YTD 2017 have increased (+27%, +81) compared to the YTD 2016.
- There has been an increase in FSV for the universities sector (+100%, +42).
- There were 946 VSV on 1 May 2017, which is 42% (+280) more than the same date in 2016.

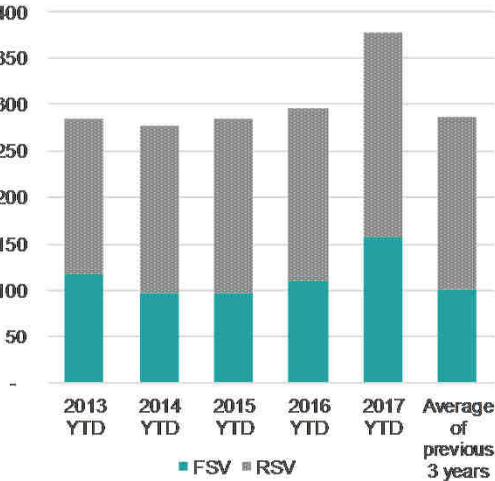


In brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 157 | 219 | 376 |
| Change No.     | 47  | 34  | 81  |
| Change Percent | 43% | 18% | 27% |

Changes are from the YTD 2016 to the YTD 2017

Indonesia: Cumulative FSV and RSV



Indonesia: 2016 Total visas

|     |     |
|-----|-----|
| FSV | 466 |
| RSV | 438 |
| TSV | 904 |

Indonesia: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 16       | 20       | 23       | 24       | 1             | 4%                |
| ITP          | 21       | 27       | 46       | 50       | 4             | 9%                |
| PTE          | 67       | 66       | 72       | 95       | 23            | 32%               |
| Universities | 172      | 172      | 154      | 207      | 53            | 34%               |
| Total        | 276      | 285      | 295      | 376      | 81            | 27%               |

Indonesia: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 6        | 8        | 7        | 9        | 2             | 29%               |
| ITP          | 7        | 15       | 24       | 19       | -5            | -21%              |
| PTE          | 33       | 24       | 37       | 45       | 8             | 22%               |
| Universities | 52       | 50       | 42       | 84       | 42            | 100%              |
| Total        | 98       | 97       | 110      | 157      | 47            | 43%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Indonesia: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 159      | 162      | 146      | 194      | 48            | 33%               |
| Wellington | 36       | 34       | 34       | 44       | 10            | 29%               |
| Canterbury | 28       | 28       | 25       | 37       | 12            | 48%               |
| Manawatu   | 22       | 26       | 35       | 39       | 4             | 11%               |
| Otago      | 14       | 13       | 12       | 26       | 14            | 117%              |
| Other      | 17       | 22       | 43       | 36       | -7            | -16%              |
| Total      | 276      | 285      | 295      | 376      | 81            | 27%               |

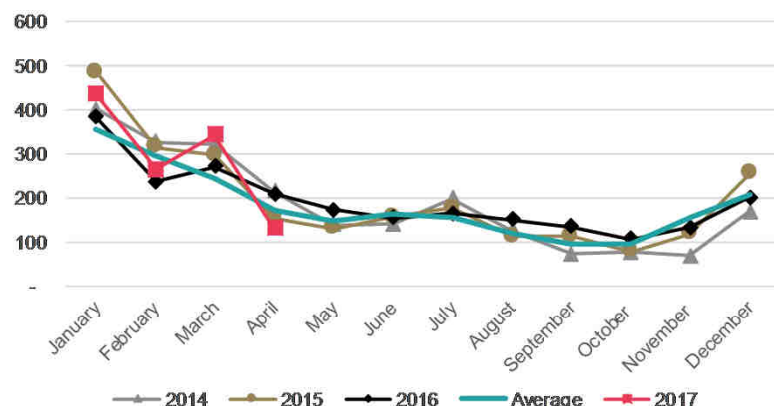


# Thailand

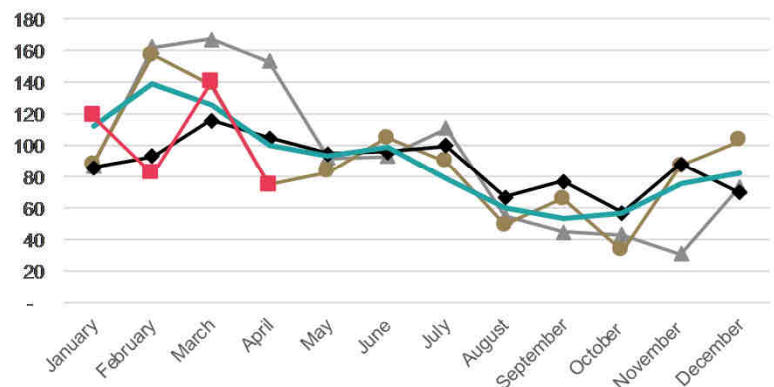
April 2017

- TSV for Thailand for the YTD 2017 have increased by 7 % (+75) compared to the YTD 2016.
- The PTE sector has increased in TSV for the YTD 2017. Most of the TSV increase has been in the Auckland region.
- VSV for 1 May 2017 were 2,120, a 7% (+ 140) increase from the same day in 2016.

Thailand: TSV approved in 2014-2017



Thailand: FSV approved in 2014-2017

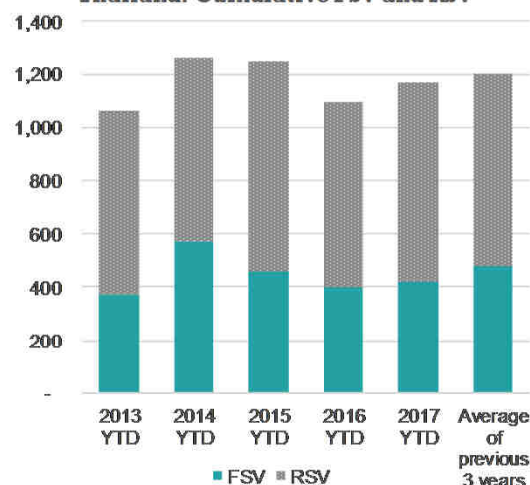


## In brief

| YTD            | FSV | RSV | TSV   |
|----------------|-----|-----|-------|
| Visas          | 416 | 753 | 1,169 |
| Change No.     | 16  | 59  | 75    |
| Change Percent | 4%  | 9%  | 7%    |

Changes are from the YTD 2016 to the YTD 2017

Thailand: Cumulative FSV and RSV



Thailand: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 1,050 |
| RSV | 1,250 |
| TSV | 2,300 |

Thailand: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 598      | 706      | 579      | 603      | 24            | 4%                |
| ITP          | 61       | 44       | 45       | 25       | -20           | -44%              |
| PTE          | 364      | 285      | 271      | 326      | 55            | 20%               |
| Universities | 238      | 212      | 199      | 215      | 16            | 8%                |
| Total        | 1,261    | 1,247    | 1,094    | 1,169    | 75            | 7%                |

Thailand: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 220      | 248      | 183      | 175      | -8            | -4%               |
| ITP          | 19       | 5        | 12       | 2        | -10           | -83%              |
| PTE          | 268      | 175      | 182      | 206      | 24            | 13%               |
| Universities | 62       | 31       | 23       | 33       | 10            | 43%               |
| Total        | 569      | 459      | 400      | 416      | 16            | 4%                |

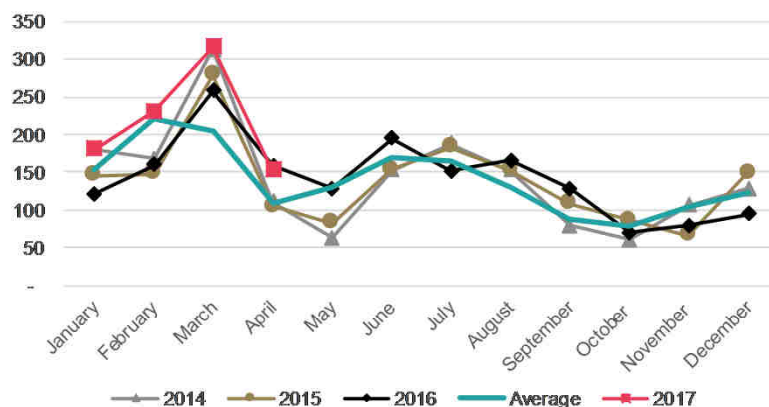
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Thailand: TSV by region

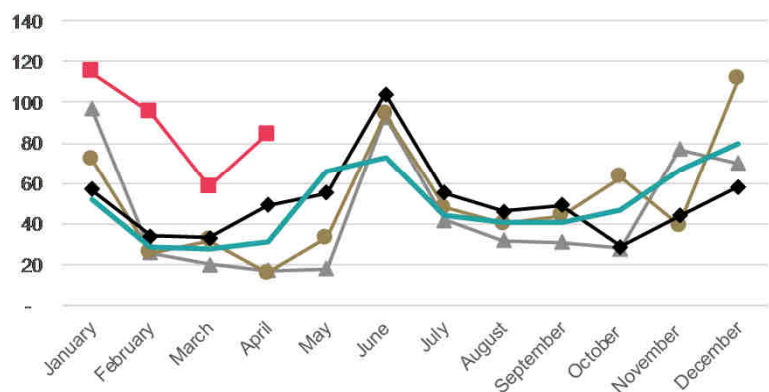
| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 608      | 587      | 534      | 625      | 91            | 17%               |
| Canterbury | 153      | 162      | 151      | 151      | 0             | 0%                |
| Wellington | 97       | 80       | 80       | 86       | 6             | 8%                |
| Otago      | 80       | 93       | 81       | 76       | -5            | -6%               |
| Manawatu   | 88       | 119      | 43       | 36       | -7            | -16%              |
| Other      | 235      | 206      | 205      | 195      | -10           | -5%               |
| Total      | 1,261    | 1,247    | 1,094    | 1,169    | 75            | 7%                |

- TSV for Viet Nam have increased by 26% (+182) for the YTD 2017 when compared to the YTD 2016.
- FSV for the universities sector have increased (+224%, +110). Most of this increase was in Auckland and Wellington.
- VSV for 1 May 2017 were 1,638, an increase for 20% (+271) since the same day in 2016.

Viet Nam: TSV approved in 2014-2017



Viet Nam: FSV approved in 2014-2017



In brief

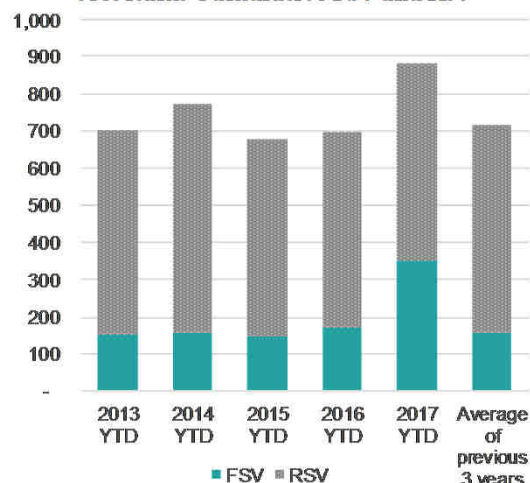
| YTD            | FSV  | RSV | TSV |
|----------------|------|-----|-----|
| Visas          | 352  | 527 | 879 |
| Change No.     | 179  | 3   | 182 |
| Change Percent | 103% | 1%  | 26% |

Changes are from the YTD 2016 to the YTD 2017

Viet Nam: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 91       | 80       | 96       | 165      | 69            | 72%               |
| ITP          | 85       | 80       | 92       | 99       | 7             | 8%                |
| PTE          | 172      | 156      | 178      | 216      | 38            | 21%               |
| Universities | 423      | 362      | 331      | 396      | 65            | 20%               |
| Total        | 771      | 678      | 697      | 876      | 179           | 26%               |

Viet Nam: Cumulative FSV and RSV



Viet Nam: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 613   |
| RSV | 1,093 |
| TSV | 1,706 |

Viet Nam: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 17       | 21       | 31       | 69       | 38            | 123%              |
| ITP          | 21       | 16       | 29       | 32       | 3             | 10%               |
| PTE          | 42       | 38       | 64       | 92       | 28            | 44%               |
| Universities | 80       | 71       | 49       | 159      | 110           | 224%              |
| Total        | 160      | 146      | 173      | 352      | 179           | 103%              |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Viet Nam: TSV by region

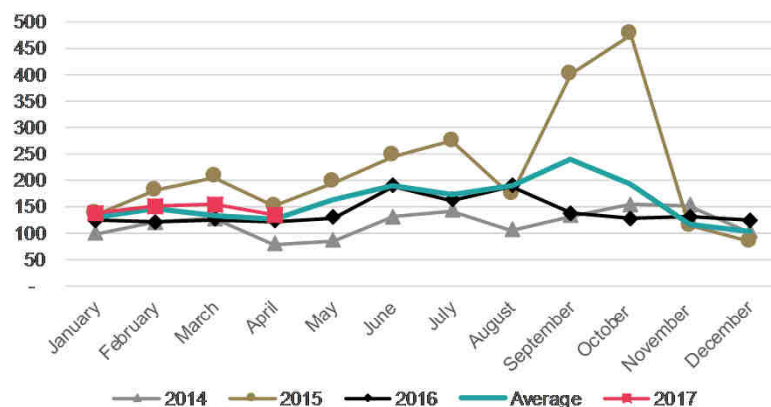
| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 377      | 329      | 355      | 472      | 117           | 33%               |
| Wellington | 195      | 161      | 147      | 199      | 52            | 35%               |
| Manawatu   | 58       | 59       | 66       | 59       | -7            | -11%              |
| Canterbury | 53       | 44       | 39       | 42       | 3             | 8%                |
| Otago      | 27       | 31       | 26       | 25       | -1            | -4%               |
| Other      | 61       | 54       | 64       | 82       | 18            | 28%               |
| Total      | 771      | 678      | 697      | 879      | 182           | 26%               |

# Philippines

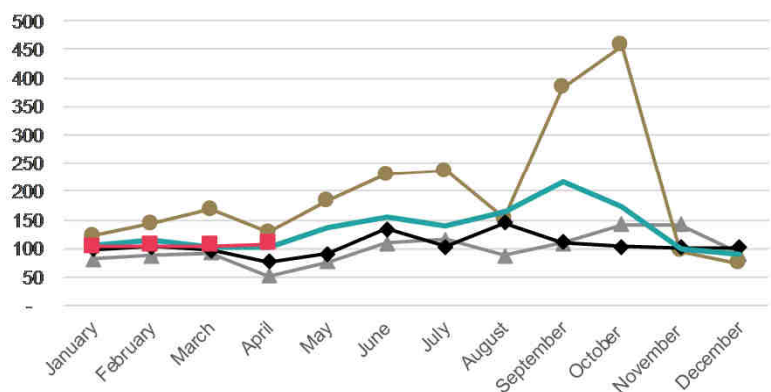
April 2017

- TSV for the Philippines have increased by 17% (+ 85) in the YTD 2017 compared to the YTD 2016. Half of this increase is in FSV.
- VSV on May 1 2017 are 1,764, a decrease of 21% (-481) from the same date in 2016, due to a decline in VSV for PTE students (-37%, -635).

Philippines: TSV approved in 2014-2017



Philippines: FSV approved in 2014-2017



## In brief

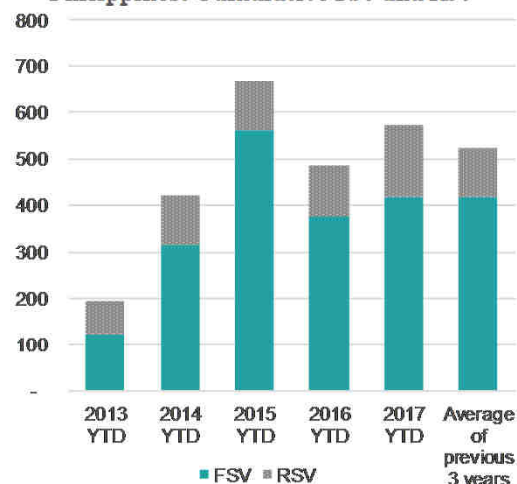
| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 419 | 153 | 572 |
| Change No.     | 44  | 41  | 85  |
| Change Percent | 12% | 37% | 17% |

Changes are from the YTD 2016 to the YTD 2017

## Philippines: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 20       | 22       | 23       | 22       | -1            | -4%               |
| ITP          | 68       | 93       | 88       | 114      | 26            | 30%               |
| PTE          | 297      | 511      | 328      | 372      | 44            | 13%               |
| Universities | 33       | 38       | 44       | 63       | 19            | 43%               |
| Total        | 418      | 664      | 483      | 571      | 88            | 18%               |

## Philippines: Cumulative FSV and RSV



## Philippines: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 1,264 |
| RSV | 403   |
| TSV | 1,667 |

## Philippines: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 8        | 10       | 8        | 3        | -5            | -63%              |
| ITP          | 38       | 65       | 67       | 79       | 12            | 18%               |
| PTE          | 254      | 463      | 274      | 305      | 31            | 11%               |
| Universities | 12       | 19       | 25       | 31       | 6             | 24%               |
| Total        | 312      | 557      | 374      | 418      | 44            | 12%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

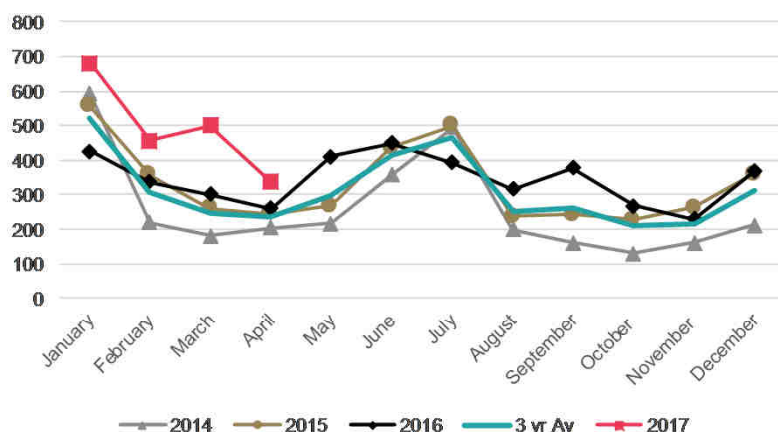
## Philippines: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland      | 322      | 493      | 321      | 379      | 58            | 18%               |
| Bay of Plenty | 24       | 53       | 52       | 60       | 8             | 15%               |
| Canterbury    | 17       | 56       | 50       | 46       | -4            | -8%               |
| Wellington    | 14       | 21       | 20       | 27       | 7             | 35%               |
| Waikato       | 15       | 15       | 12       | 14       | 2             | 17%               |
| Other         | 28       | 29       | 32       | 46       | 14            | 44%               |
| Total         | 420      | 667      | 487      | 572      | 85            | 17%               |

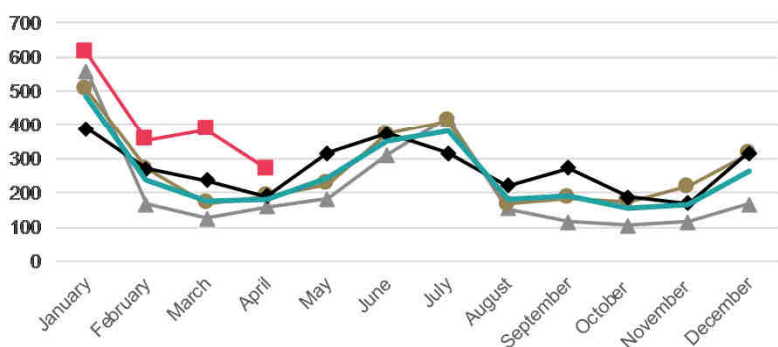


- TSV have increased by 49% (+ 653) in the YTD 2017 compared to the YTD 2016. All of the focus markets (Brazil, Chile, Colombia) for Latin America have seen increased of 100 or more students for the 2017 YTD compared to the 2016 YTD.
- Most of this increase in FSV is in the PTE sector (+49%, +445), centred within the Auckland region.
- VSV on May 1 2017 are 3,041, an increase of 33% (+761) from the same date in 2016.

Latin America: TSV approved in 2014-2017



Latin America: FSVs approved in 2014-2017

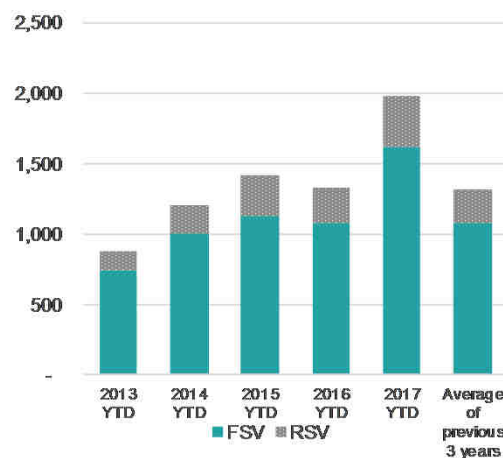


In brief

| YTD            | FSV   | RSV | TSV   |
|----------------|-------|-----|-------|
| Visas          | 1,619 | 357 | 1,976 |
| Change No.     | 536   | 117 | 653   |
| Change Percent | 49%   | 49% | 49%   |

Changes are from the YTD 2016 to the YTD 2017

Latin America: Cumulative FSV and RSV



Latin America: 2016 total visas

|     |       |
|-----|-------|
| FSV | 3,252 |
| RSV | 881   |
| TSV | 4,133 |

Latin America: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 454      | 267      | 188      | 352      | 164           | 87%               |
| ITP          | 34       | 47       | 55       | 69       | 14            | 25%               |
| PTE          | 500      | 817      | 914      | 1,359    | 445           | 49%               |
| Universities | 156      | 250      | 135      | 177      | 42            | 31%               |
| Total        | 1,144    | 1,381    | 1,292    | 1,957    | 665           | 51%               |

Latin America: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 421      | 242      | 165      | 332      | 167           | 101%              |
| ITP          | 19       | 25       | 32       | 41       | 9             | 28%               |
| PTE          | 429      | 682      | 778      | 1,124    | 346           | 44%               |
| Universities | 88       | 149      | 77       | 103      | 26            | 34%               |
| Total        | 957      | 1,098    | 1,052    | 1,600    | 548           | 52%               |

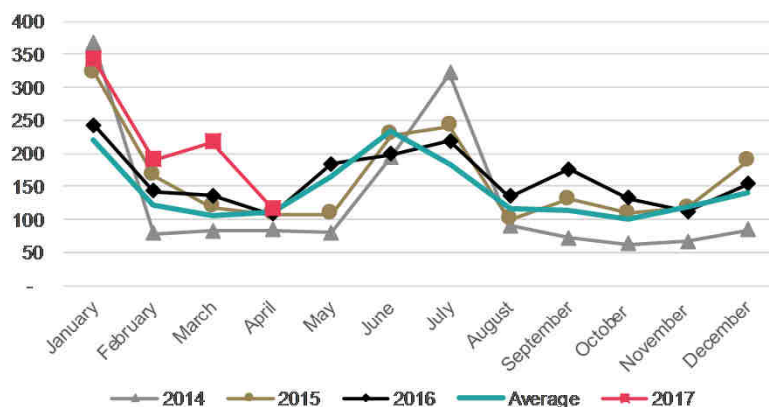
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Latin America: TSV by region

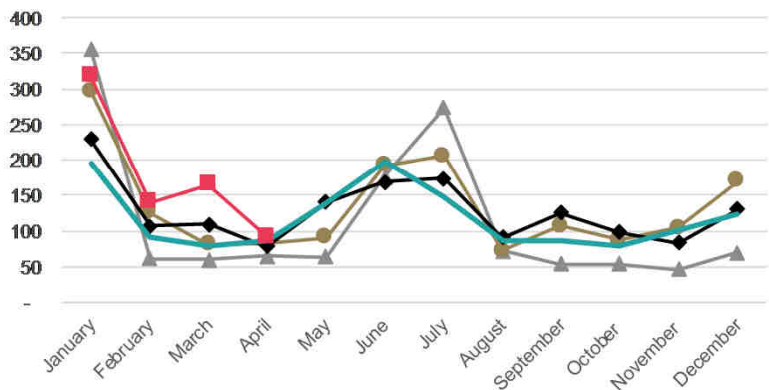
| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland      | 678      | 943      | 907      | 1,340    | 433           | 48%               |
| Southland     | 29       | 83       | 71       | 154      | 83            | 117%              |
| Canterbury    | 146      | 86       | 85       | 146      | 61            | 72%               |
| Wellington    | 123      | 103      | 55       | 112      | 57            | 104%              |
| Bay of Plenty | 28       | 56       | 29       | 59       | 30            | 103%              |
| Other         | 194      | 146      | 176      | 165      | -11           | -6%               |
| Total         | 1,198    | 1,417    | 1,323    | 1,976    | 653           | 49%               |

- TSV for the YTD 2017 are up 38% (+238) compared to the YTD 2016. This increase is led by FSV for the schools and PTE sectors.
- VSV for 1 May 2017 were 1,294, a 24% (+ 253) increase from the same date in 2016.

Brazil: TSV approved in 2014-2017



Brazil: FSV approved in 2014-2017



In brief

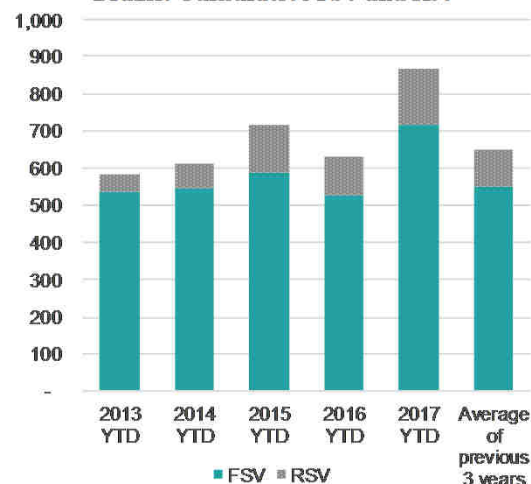
| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 715 | 151 | 866 |
| Change No.     | 191 | 47  | 238 |
| Change Percent | 36% | 45% | 38% |

Changes are from the YTD 2016 to the YTD 2017

Brazil: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 298      | 171      | 138      | 212      | 74            | 54%               |
| ITP          | 17       | 17       | 22       | 30       | 8             | 36%               |
| PTE          | 207      | 385      | 424      | 574      | 150           | 35%               |
| Universities | 69       | 128      | 33       | 46       | 13            | 39%               |
| Total        | 591      | 701      | 617      | 862      | 245           | 40%               |

Brazil: Cumulative FSV and RSV



Brazil: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 1,537 |
| RSV | 399   |
| TSV | 1,936 |

Brazil: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 288      | 161      | 127      | 204      | 77            | 61%               |
| ITP          | 8        | 9        | 14       | 22       | 8             | 57%               |
| PTE          | 182      | 329      | 357      | 468      | 111           | 31%               |
| Universities | 47       | 74       | 15       | 17       | 2             | 13%               |
| Total        | 525      | 573      | 513      | 711      | 198           | 39%               |

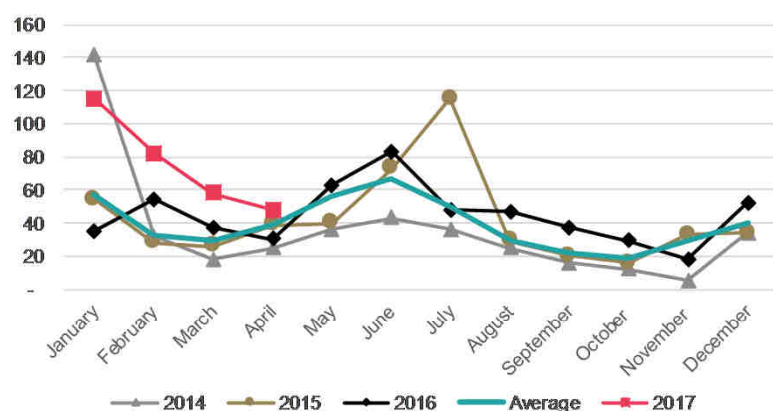
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Brazil: TSV by region

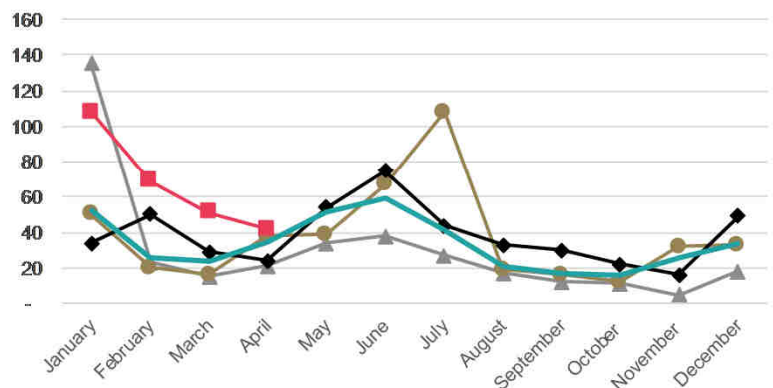
| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland      | 307      | 448      | 419      | 556      | 137           | 33%               |
| Canterbury    | 63       | 44       | 45       | 82       | 37            | 82%               |
| Wellington    | 66       | 48       | 25       | 40       | 15            | 60%               |
| Southland     | 20       | 58       | 34       | 64       | 30            | 88%               |
| Bay of Plenty | 19       | 35       | 15       | 38       | 23            | 153%              |
| Other         | 135      | 81       | 90       | 86       | -4            | -4%               |
| Total         | 610      | 714      | 628      | 866      | 238           | 38%               |

- TSV are up 94%(+147) for the 2017 YTD compared to the YTD 2016. The schools sector has increased by 453% (+77), which mainly came from visas issued in January. This stems from the Chilean government's "Penguins without Borders" programme, which sends high-achieving secondary school students to New Zealand for two terms.
- VSV were 426 on 1 May 2017, a 65% (+168) increase on the same day in 2016.

Chile: TSV approved in 2014-2017



Chile: FSV approved in 2014-2017

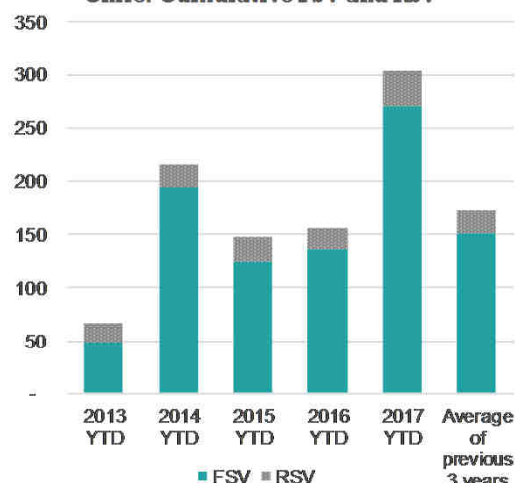


In brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 270 | 33  | 303 |
| Change No.     | 133 | 14  | 147 |
| Change Percent | 97% | 74% | 94% |

Changes are from the YTD 2016 to the YTD 2017

Chile: Cumulative FSV and RSV



Chile: 2016 Total visas

|     |     |
|-----|-----|
| FSV | 460 |
| RSV | 73  |
| TSV | 533 |

Chile: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 117      | 39       | 17       | 94       | 77            | 453%              |
| ITP          | 3        | 8        | 8        | 12       | 4             | 50%               |
| PTE          | 73       | 73       | 107      | 174      | 67            | 63%               |
| Universities | 18       | 18       | 19       | 19       | 0             | 0%                |
| Total        | 211      | 138      | 151      | 299      | 148           | 98%               |

Chile: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 111      | 35       | 16       | 89       | 73            | 456%              |
| ITP          | 2        | 1        | 5        | 2        | -3            | -60%              |
| PTE          | 68       | 69       | 99       | 162      | 63            | 64%               |
| Universities | 8        | 10       | 12       | 13       | 1             | 8%                |
| Total        | 189      | 115      | 132      | 266      | 134           | 102%              |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

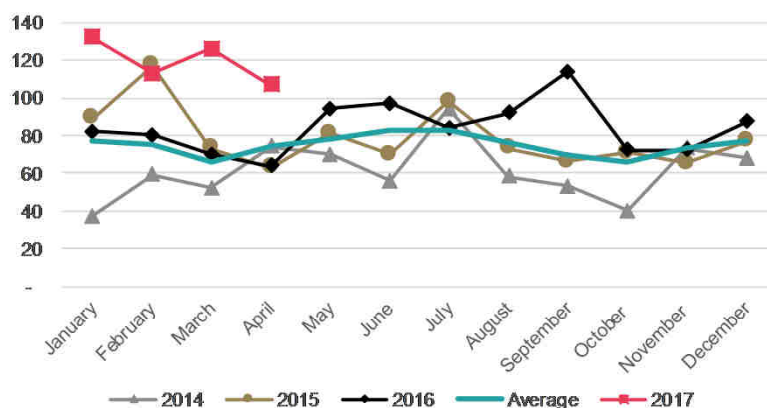
Chile: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland      | 114      | 88       | 94       | 189      | 95            | 101%              |
| Canterbury    | 42       | 6        | 4        | 30       | 26            | 650%              |
| Wellington    | 36       | 8        | 8        | 31       | 23            | 288%              |
| Bay of Plenty | 5        | 17       | 12       | 10       | -2            | -17%              |
| Southland     | 5        | 5        | 5        | 18       | 13            | 260%              |
| Other         | 14       | 23       | 33       | 25       | -8            | -24%              |
| Total         | 216      | 147      | 156      | 303      | 147           | 94%               |

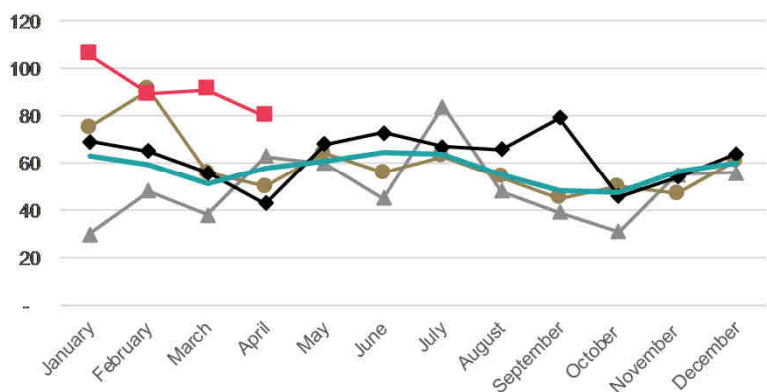


- TSV increased by 61% (+182) for the YTD 2017. The main contributor was PTE FSV (+66%, +163)
- VSV were 781 on 1 May 2017, an increase of 40% (+222) compared to the same day in 2016. This is the highest number of VSV since at least 2013.

Colombia: TSV approved in 2014-2017



Colombia: FSV approved in 2014-2017

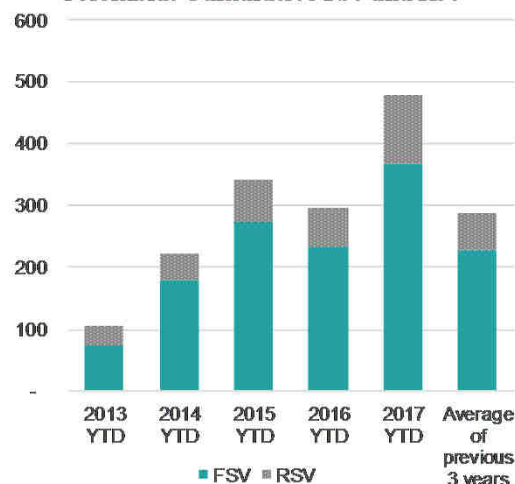


## In brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 366 | 112 | 478 |
| Change No.     | 133 | 49  | 182 |
| Change Percent | 57% | 78% | 61% |

Changes are from the YTD 2016 to the YTD 2017

Colombia: Cumulative FSV and RSV



Colombia: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 750   |
| RSV | 258   |
| TSV | 1,008 |

Colombia: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 9        | 13       | 4        | 6        | 2             | 50%               |
| ITP          | 5        | 10       | 12       | 13       | 1             | 8%                |
| PTE          | 164      | 279      | 246      | 409      | 163           | 66%               |
| Universities | 28       | 40       | 34       | 50       | 16            | 47%               |
| Total        | 206      | 342      | 296      | 478      | 182           | 61%               |

Colombia: FSV by sector (\*)

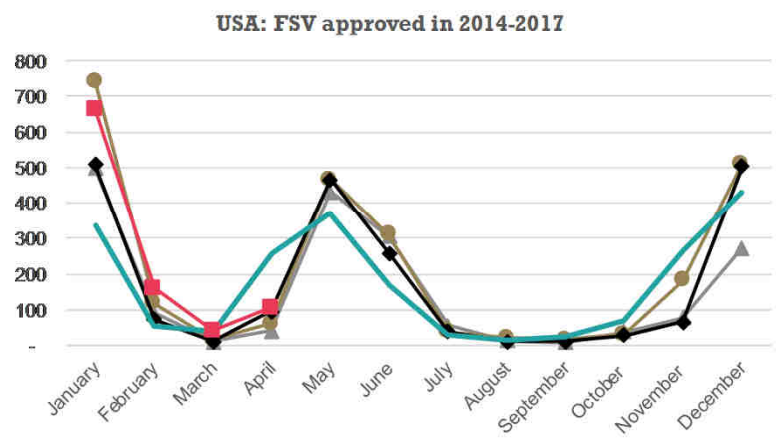
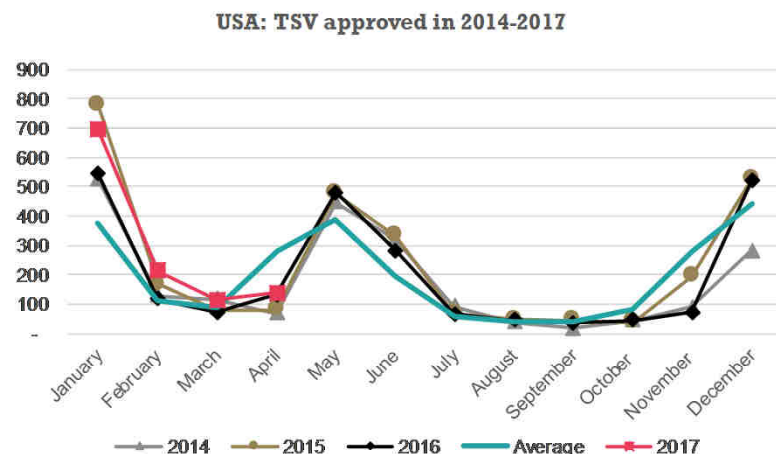
|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 8        | 13       | 3        | 6        | 3             | 100%              |
| ITP          | 3        | 5        | 4        | 6        | 2             | 50%               |
| PTE          | 137      | 228      | 206      | 319      | 113           | 55%               |
| Universities | 16       | 26       | 20       | 35       | 15            | 75%               |
| Total        | 164      | 272      | 233      | 366      | 133           | 57%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Colombia: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 169      | 283      | 241      | 383      | 142           | 59%               |
| Canterbury | 26       | 21       | 17       | 19       | 2             | 12%               |
| Wellington | 10       | 19       | 12       | 29       | 17            | 142%              |
| Southland  | 3        | 14       | 16       | 34       | 18            | 113%              |
| Waikato    | 5        | 2        | 4        | 4        | 0             | 0%                |
| Other      | 9        | 3        | 6        | 9        | 3             | 50%               |
| Total      | 222      | 342      | 296      | 478      | 182           | 61%               |

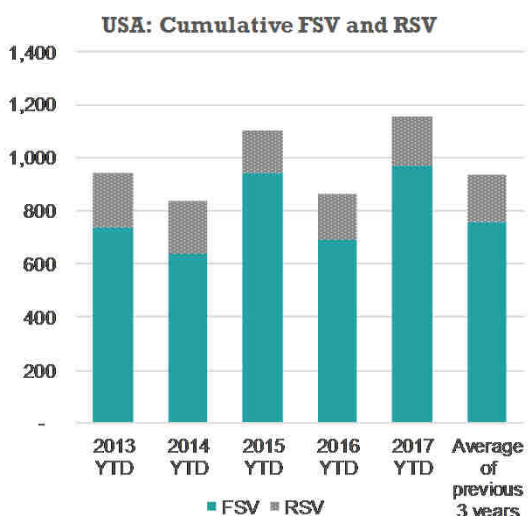
- TSV have increased by 34% (+ 294) for the YTD 2017 compared to YTD 2016. The dominant contributor was universities FSV (+41%, +265).
- VSV were 2,030 on 1 May 2017, which was an increase of 13% (+230) compared to the same day in 2016.



In brief

| YTD            | FSV | RSV | TSV   |
|----------------|-----|-----|-------|
| Visas          | 970 | 184 | 1,154 |
| Change No.     | 282 | 12  | 294   |
| Change Percent | 41% | 7%  | 34%   |

Changes are from the YTD 2016 to the YTD 2017



USA: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 2,071 |
| RSV | 326   |
| TSV | 2,397 |

USA: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 31       | 23       | 26       | 28       | 2             | 8%                |
| ITP          | 23       | 25       | 16       | 18       | 2             | 13%               |
| PTE          | 24       | 22       | 22       | 34       | 12            | 55%               |
| Universities | 755      | 1,022    | 789      | 1,067    | 278           | 35%               |
| Total        | 833      | 1,092    | 853      | 1,147    | 294           | 34%               |

USA: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 12       | 13       | 10       | 13       | 3             | 30%               |
| ITP          | 11       | 17       | 7        | 11       | 4             | 57%               |
| PTE          | 17       | 15       | 17       | 27       | 10            | 59%               |
| Universities | 595      | 889      | 647      | 912      | 265           | 41%               |
| Total        | 635      | 934      | 681      | 963      | 282           | 41%               |

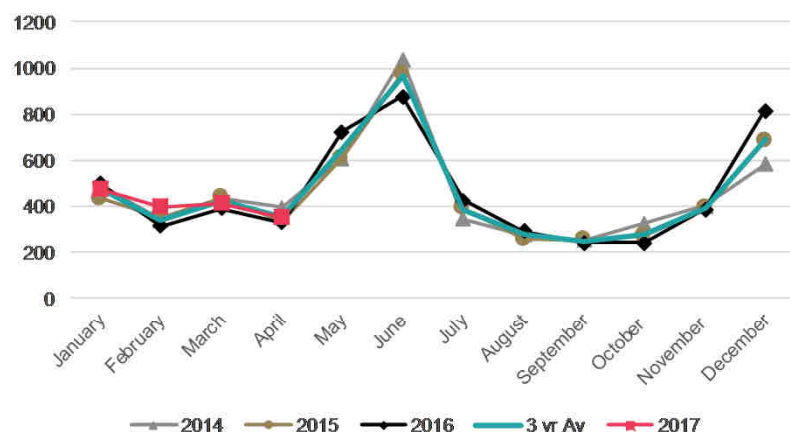
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

USA: TSV by region

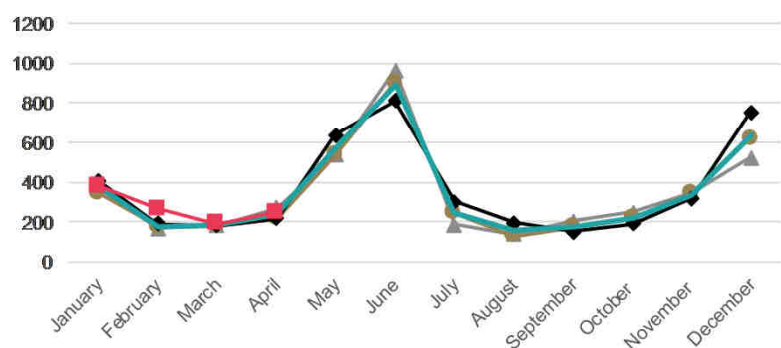
| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 247      | 347      | 274      | 407      | 133           | 49%               |
| Otago      | 218      | 290      | 218      | 323      | 105           | 48%               |
| Wellington | 149      | 186      | 153      | 191      | 38            | 25%               |
| Canterbury | 120      | 156      | 120      | 136      | 16            | 13%               |
| Manawatu   | 46       | 71       | 40       | 44       | 4             | 10%               |
| Other      | 58       | 49       | 55       | 53       | -2            | -4%               |
| Total      | 838      | 1,099    | 860      | 1,154    | 294           | 34%               |

- TSV for the YTD 2017 have increased by 7% (+107) compared to the YTD 2016, which was driven by a 21% (+71) increase in FSV for the universities sector.
- FSV for Germany for the YTD 2017 continues to be on par with the YTD 2016, while Russia and France have showed modest increases.
- VSV for Europe have increased by 6% (+271) for 1 May 2017 when compared with the same day in 2016 to reach 4,490.

Europe: TSV approved in 2014-2017



Europe: FSVs approved in 2014-2017

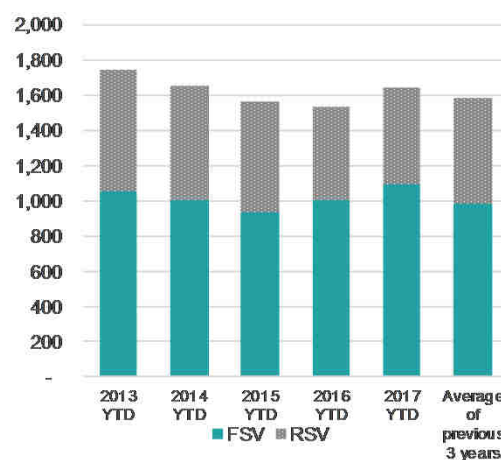


In brief

| YTD            | FSV   | RSV | TSV   |
|----------------|-------|-----|-------|
| Visas          | 1,090 | 549 | 1,639 |
| Change No.     | 84    | 23  | 107   |
| Change Percent | 8%    | 4%  | 7%    |

Changes are from the YTD 2016 to the YTD 2017

Europe: Cumulative FSV and RSV



Europe: 2016 total visas

|     |       |
|-----|-------|
| FSV | 4,376 |
| RSV | 1,155 |
| TSV | 5,531 |

Europe: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 446      | 341      | 362      | 402      | 40            | 11%               |
| ITP          | 169      | 173      | 130      | 155      | 25            | 19%               |
| PTE          | 372      | 375      | 380      | 359      | -21           | -6%               |
| Universities | 643      | 630      | 619      | 691      | 72            | 12%               |
| Total        | 1,630    | 1,519    | 1,491    | 1,607    | 116           | 8%                |

Europe: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 330      | 231      | 274      | 306      | 32            | 12%               |
| ITP          | 88       | 83       | 81       | 93       | 12            | 15%               |
| PTE          | 267      | 257      | 269      | 247      | -22           | -8%               |
| Universities | 299      | 319      | 341      | 412      | 71            | 21%               |
| Total        | 984      | 890      | 965      | 1,058    | 93            | 10%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

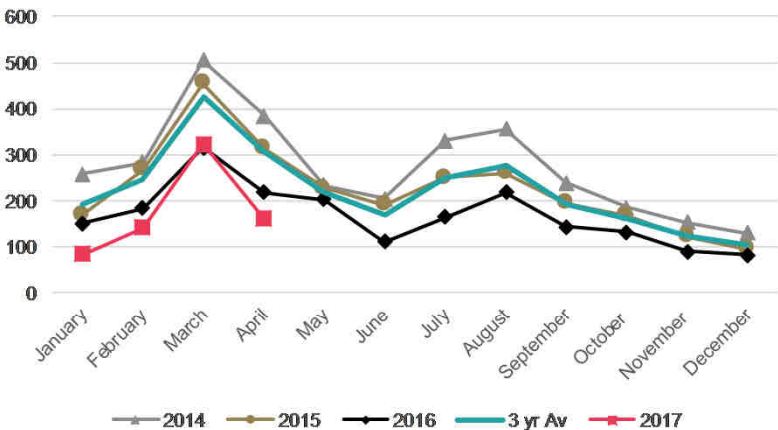
Europe: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 810      | 730      | 701      | 770      | 69            | 10%               |
| Otago      | 136      | 126      | 145      | 167      | 22            | 15%               |
| Wellington | 142      | 146      | 137      | 163      | 26            | 19%               |
| Canterbury | 138      | 139      | 144      | 147      | 3             | 2%                |
| Waikato    | 137      | 151      | 135      | 115      | -20           | -15%              |
| Other      | 291      | 267      | 270      | 277      | 7             | 3%                |
| Total      | 1,654    | 1,559    | 1,532    | 1,639    | 107           | 7%                |

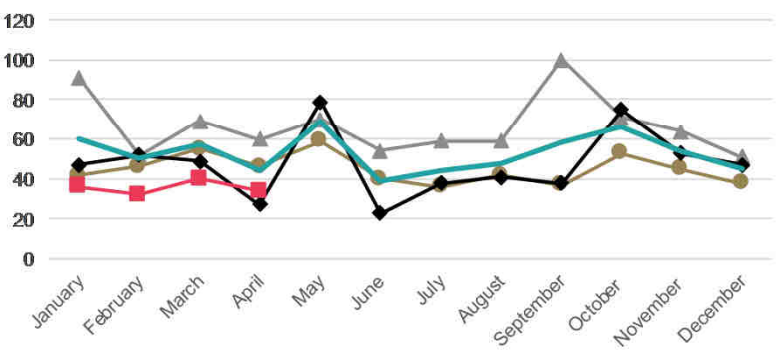


- TSV for 2017 YTD have decreased by 18%(- 159) compared to the YTD 2016. This decrease is almost entirely the result of changes in the Saudi Arabian market detailed on the following page. This decrease can be seen in all sectors.
- VSV for the Middle East are at 1,471, a 6% (-99) decrease for 1 May 2017 compared to the same day in 2016.

Middle East: TSV approved in 2014-2017



Middle East: FSVs approved in 2014-2017

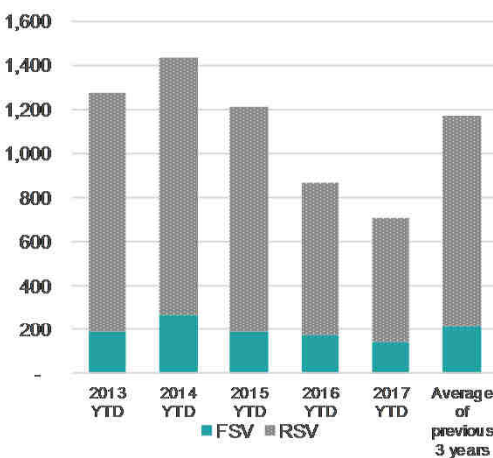


In brief

| YTD            | FSV  | RSV   | TSV   |
|----------------|------|-------|-------|
| Visas          | 142  | 568   | 710   |
| Change No.     | - 33 | - 126 | - 159 |
| Change Percent | -19% | -18%  | -18%  |

Changes are from the YTD 2016 to the YTD 2017

Middle East: Cumulative FSV and RSV



Middle East: 2016 total visas

|     |       |
|-----|-------|
| FSV | 569   |
| RSV | 1,447 |
| TSV | 2,016 |

Middle East: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 62       | 59       | 53       | 43       | -10           | -19%              |
| ITP          | 246      | 193      | 108      | 104      | -4            | -4%               |
| PTE          | 338      | 286      | 153      | 100      | -53           | -35%              |
| Universities | 779      | 658      | 554      | 463      | -91           | -16%              |
| Total        | 1,425    | 1,196    | 868      | 710      | -158          | -18%              |

Middle East: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 14       | 13       | 8        | 7        | -1            | -13%              |
| ITP          | 47       | 11       | 8        | 12       | 4             | 50%               |
| PTE          | 88       | 89       | 75       | 68       | -7            | -9%               |
| Universities | 117      | 67       | 84       | 55       | -29           | -35%              |
| Total        | 266      | 180      | 175      | 142      | -33           | -19%              |

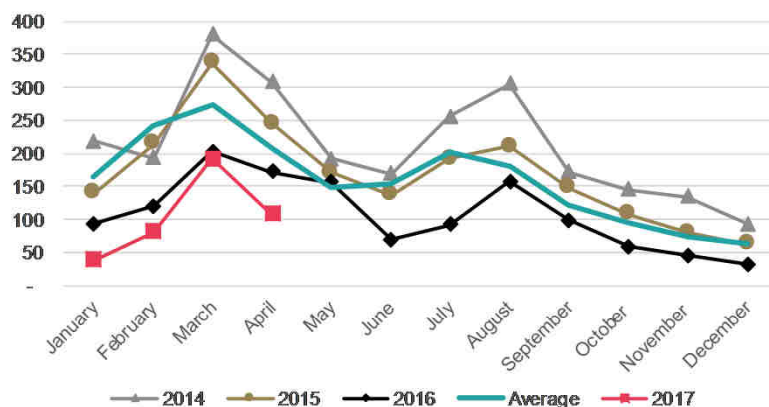
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Middle East: TSV by region

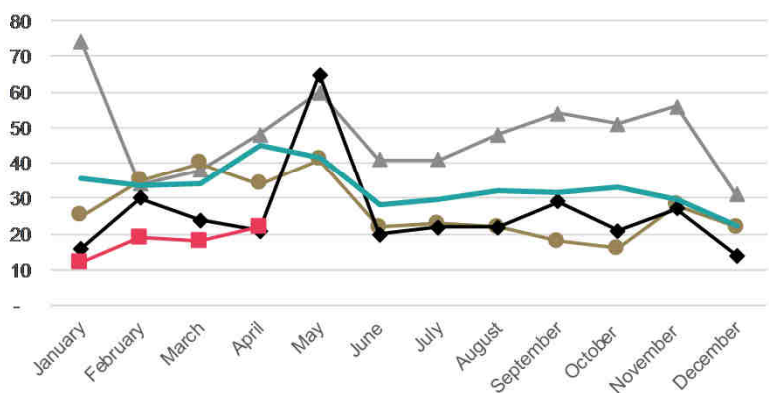
| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 800      | 747      | 531      | 399      | -132          | -25%              |
| Waikato    | 191      | 169      | 106      | 125      | 19            | 18%               |
| Otago      | 138      | 96       | 79       | 69       | -10           | -13%              |
| Canterbury | 66       | 51       | 49       | 44       | -5            | -10%              |
| Wellington | 102      | 60       | 50       | 38       | -12           | -24%              |
| Other      | 136      | 83       | 54       | 35       | -19           | -35%              |
| Total      | 1,433    | 1,206    | 869      | 710      | -159          | -18%              |

- TSV for the YTD 2017 have decreased by 29% (-168) compared to the YTD 2016. This is due to restrictions to the Saudi Arabian government's scholarships programme, which enabled many Saudi Arabians to come to New Zealand for study.
- VSV were 701 on 1 May 2017, a 22% decrease (-201) compared to the same day in 2016.

Saudi Arabia: TSV approved in 2014-2017



Saudi Arabia: FSV approved in 2014-2017

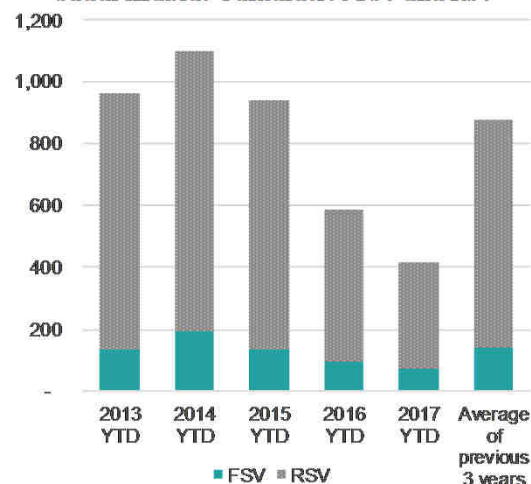


In brief

| YTD            | FSV  | RSV   | TSV   |
|----------------|------|-------|-------|
| Visas          | 71   | 347   | 418   |
| Change No.     | - 20 | - 148 | - 168 |
| Change Percent | -22% | -30%  | -29%  |

Changes are from the YTD 2016 to the YTD 2017

Saudi Arabia: Cumulative FSV and RSV



Saudi Arabia: 2016 Total visas

|     |       |
|-----|-------|
| FSV | 311   |
| RSV | 981   |
| TSV | 1,292 |

Saudi Arabia: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 54       | 59       | 51       | 41       | -10           | -20%              |
| ITP          | 227      | 182      | 100      | 94       | -6            | -6%               |
| PTE          | 315      | 273      | 140      | 74       | -66           | -47%              |
| Universities | 498      | 417      | 295      | 209      | -86           | -29%              |
| Total        | 1,094    | 931      | 586      | 418      | -168          | -29%              |

Saudi Arabia: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 13       | 13       | 7        | 6        | -1            | -14%              |
| ITP          | 45       | 8        | 4        | 7        | 3             | 75%               |
| PTE          | 81       | 85       | 66       | 49       | -17           | -26%              |
| Universities | 52       | 24       | 14       | 9        | -5            | -36%              |
| Total        | 191      | 130      | 91       | 71       | -20           | -22%              |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Saudi Arabia: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|------------|----------|----------|----------|----------|---------------|-------------------|
| Auckland   | 661      | 631      | 407      | 276      | -131          | -32%              |
| Waikato    | 139      | 128      | 65       | 68       | 3             | 5%                |
| Otago      | 98       | 60       | 41       | 30       | -11           | -27%              |
| Wellington | 74       | 44       | 24       | 20       | -4            | -17%              |
| Manawatu   | 52       | 35       | 26       | 13       | -13           | -50%              |
| Other      | 75       | 38       | 23       | 11       | -12           | -52%              |
| Total      | 1,099    | 936      | 586      | 418      | -168          | -29%              |

# Trends by sector

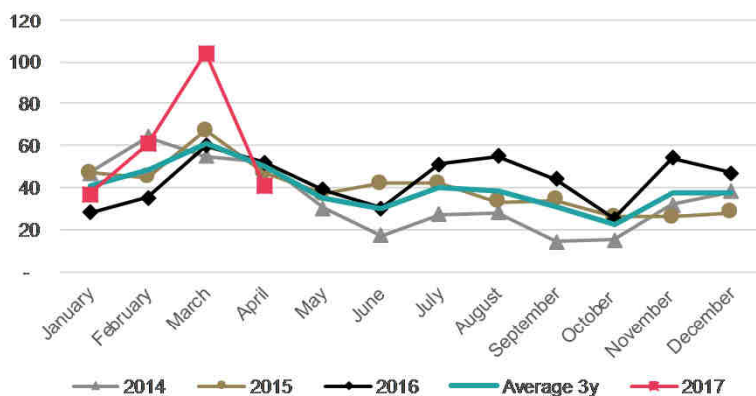
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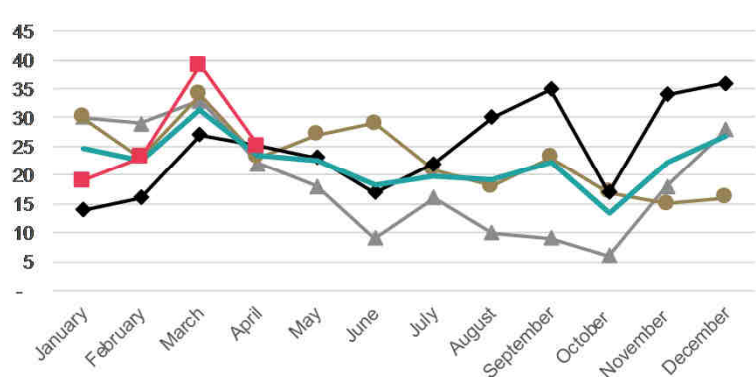


- TSV for the primary school sector have increased by 39% for the YTD 2017 compared to the YTD 2016. There were increases in TSV for China (+88% +37) and Korea (+55%, +36)
- VSV were 601 on 1 May 2017, a 44%(+183) increase on the same day in 2016.

Primary: TSV approved in 2013-2017



Primary: FSV approved in 2013-2017

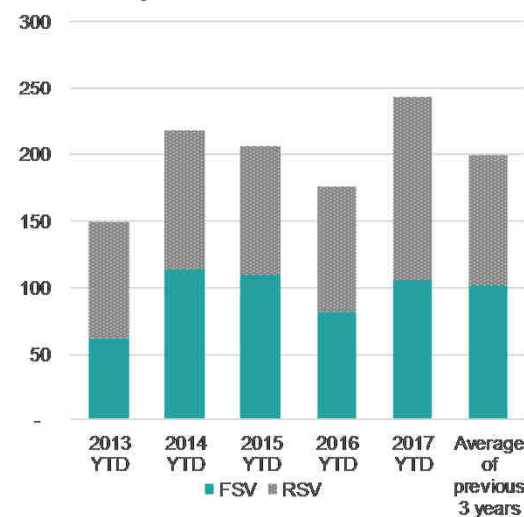


In Brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 106 | 137 | 243 |
| Change No.     | 24  | 44  | 68  |
| Change Percent | 29% | 47% | 39% |

Changes are from the YTD 2016 to the YTD 2017

Primary: Cumulative FSV and RSV



Primary: 2016 Total visas

|     |     |
|-----|-----|
| FSV | 296 |
| RSV | 224 |
| TSV | 520 |

Primary: TSV by country

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|--------------|----------|----------|----------|----------|---------|-------|
| Korea        | 104      | 88       | 65       | 101      | 36      | 55%   |
| China        | 22       | 37       | 42       | 79       | 37      | 88%   |
| Japan        | 36       | 24       | 27       | 17       | -10     | -37%  |
| Thailand     | 10       | 7        | 8        | 7        | -1      | -13%  |
| Saudi Arabia | 5        | 7        | 10       | 4        | -6      | -60%  |
| Other        | 41       | 43       | 23       | 35       | 12      | 52%   |
| Total        | 218      | 206      | 175      | 243      | 68      | 39%   |

Primary: FSV by country

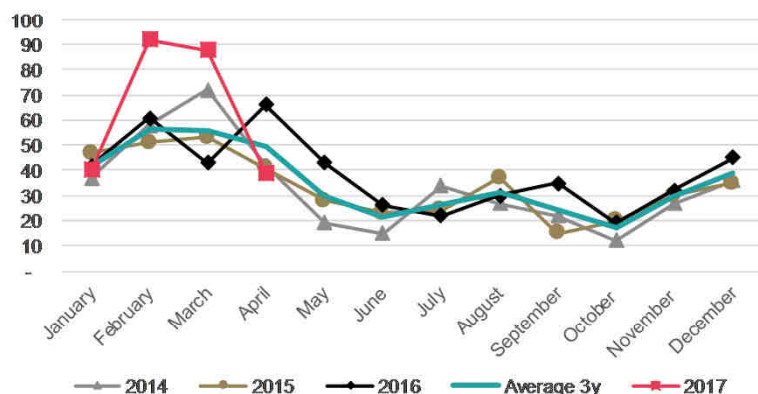
|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| Korea    | 61       | 54       | 32       | 44       | 12      | 38%   |
| China    | 13       | 19       | 24       | 39       | 15      | 63%   |
| Japan    | 10       | 5        | 12       | 5        | -7      | -58%  |
| Thailand | 7        | 5        | 1        | 1        | 0       | 0%    |
| India    | 2        | 3        | 2        | -        | -2      | -100% |
| Other    | 21       | 24       | 11       | 17       | 6       | 55%   |
| Total    | 114      | 110      | 82       | 106      | 24      | 29%   |

Primary: TSV by region

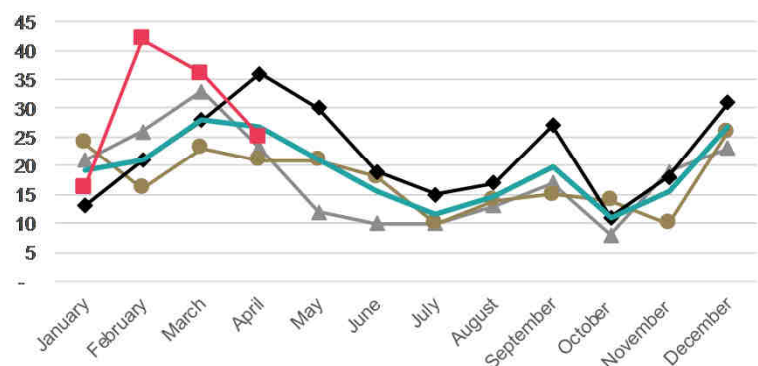
| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|---------------|----------|----------|----------|----------|---------|-------|
| Auckland      | 95       | 95       | 82       | 103      | 21      | 26%   |
| Bay of Plenty | 34       | 35       | 30       | 56       | 26      | 87%   |
| Canterbury    | 39       | 34       | 21       | 33       | 12      | 57%   |
| Waikato       | 20       | 9        | 10       | 16       | 6       | 60%   |
| Wellington    | 10       | 10       | 11       | 13       | 2       | 18%   |
| Other         | 20       | 23       | 21       | 22       | 1       | 5%    |
| Total         | 218      | 206      | 175      | 243      | 68      | 39%   |

- TSV for the intermediate school sector increased by 22% (+47) for the YTD 2017 compared to the YTD 2016. The main increase was for China (+63%, +33).
- VSV were 433 on 1 May 2017, a 1%(+6) increase on the same day in 2016.

Intermediate: TSV approved in 2013-2017



Intermediate: FSV approved in 2013-2017

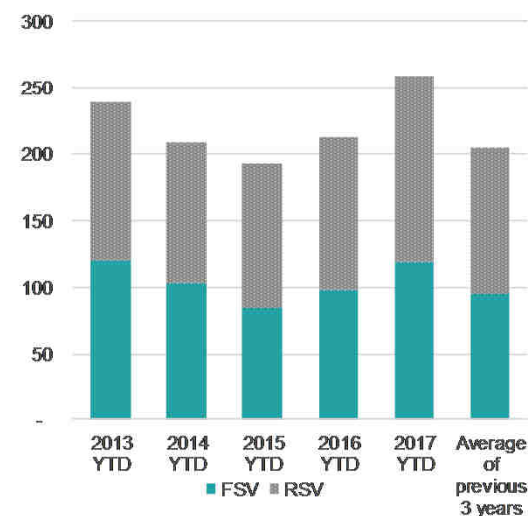


### In Brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 119 | 140 | 259 |
| Change No.     | 21  | 26  | 47  |
| Change Percent | 21% | 23% | 22% |

Changes are from the YTD 2016 to the YTD 2017

### Intermediate: Cumulative FSV and RSV



### Intermediate: 2016 Total visas

|     |     |
|-----|-----|
| FSV | 266 |
| RSV | 198 |
| TSV | 464 |

### Intermediate: TSV by country

|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| Korea    | 147      | 123      | 114      | 113      | -1      | -1%   |
| China    | 30       | 35       | 52       | 85       | 33      | 63%   |
| Japan    | 9        | 9        | 7        | 12       | 5       | 71%   |
| Taiwan   | 4        | 1        | 10       | 11       | 1       | 10%   |
| Thailand | 3        | 6        | 7        | 10       | 3       | 43%   |
| Other    | 16       | 18       | 22       | 28       | 6       | 27%   |
| Total    | 209      | 192      | 212      | 259      | 47      | 22%   |

### Intermediate: FSV by country

|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| Korea    | 74       | 57       | 56       | 59       | 3       | 5%    |
| China    | 15       | 16       | 23       | 38       | 15      | 65%   |
| Japan    | 2        | 2        | 2        | 4        | 2       | 100%  |
| Taiwan   | 2        | -        | 3        | 1        | -2      | -67%  |
| Thailand | 2        | -        | 1        | 3        | 2       | 200%  |
| Other    | 8        | 9        | 13       | 14       | 1       | 8%    |
| Total    | 103      | 84       | 98       | 119      | 21      | 21%   |

### Intermediate: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|---------------|----------|----------|----------|----------|---------|-------|
| Auckland      | 150      | 130      | 140      | 172      | 32      | 23%   |
| Bay of Plenty | 25       | 31       | 49       | 49       | 0       | 0%    |
| Canterbury    | 16       | 11       | 7        | 11       | 4       | 57%   |
| Waikato       | 7        | 6        | 4        | 10       | 6       | 150%  |
| Hawke's Bay   | 3        | 4        | 3        | 4        | 1       | 33%   |
| Other         | 8        | 10       | 9        | 13       | 4       | 44%   |
| Total         | 209      | 192      | 212      | 259      | 47      | 22%   |

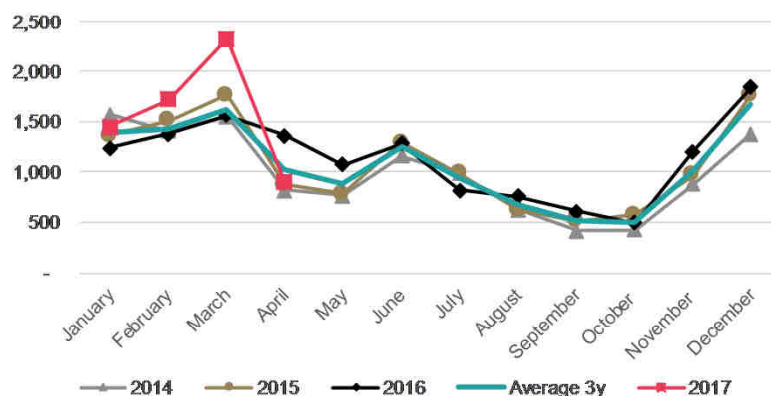
# Secondary

April 2017

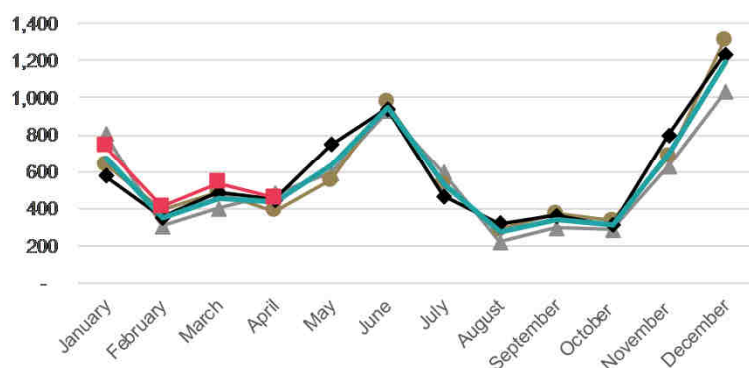


- The secondary schools sector TSV have increased 15%(+ 846) for the YTD 2017, with both FSV(+281) and RSV (+565) increasing by 15% compared to the YTD 2016.
- FSV increased for Brazil(+60%, +75), and Chile (+529%,+74), while RSV increases were for China (24%,+404) and Korea (+9%, +48).
- VSV for secondary school students were 12,095 on 1 May 2017, which was a 13% (+1,426) increase as on the same day last year.

Secondary: TSV approved in 2013-2017



Secondary: FSV approved in 2013-2017

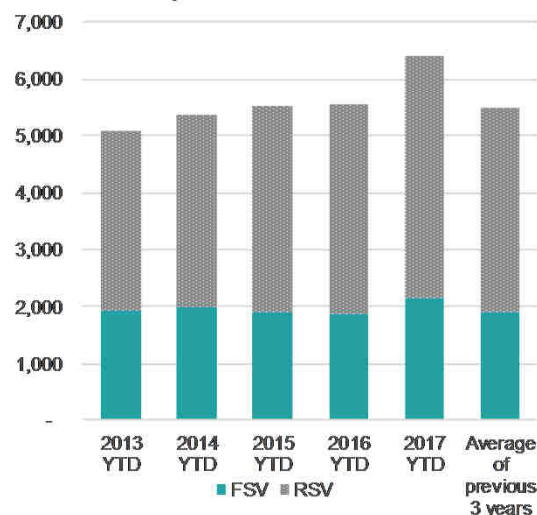


In Brief

| YTD            | FSV   | RSV   | TSV   |
|----------------|-------|-------|-------|
| Visas          | 2,144 | 4,253 | 6,397 |
| Change No.     | 281   | 565   | 846   |
| Change Percent | 15%   | 15%   | 15%   |

Changes are from the YTD 2016 to the YTD 2017

Secondary: Cumulative FSV and RSV



Secondary: 2016 Total visas

|     |        |
|-----|--------|
| FSV | 7,051  |
| RSV | 6,589  |
| TSV | 13,640 |

Secondary: TSV by country

|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| China    | 1,529    | 1,884    | 2,190    | 2,643    | 453     | 21%   |
| Korea    | 897      | 832      | 766      | 827      | 61      | 8%    |
| Japan    | 620      | 635      | 590      | 653      | 63      | 11%   |
| Thailand | 585      | 693      | 564      | 586      | 22      | 4%    |
| Germany  | 245      | 193      | 207      | 201      | -6      | -3%   |
| Other    | 1,487    | 1,283    | 1,234    | 1,487    | 253     | 21%   |
| Total    | 5,363    | 5,520    | 5,551    | 6,397    | 846     | 15%   |

Secondary: FSV by country

|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| China    | 429      | 530      | 514      | 563      | 49      | 10%   |
| Japan    | 205      | 225      | 232      | 272      | 40      | 17%   |
| Korea    | 175      | 180      | 204      | 217      | 13      | 6%    |
| Thailand | 211      | 243      | 181      | 171      | -10     | -6%   |
| Germany  | 202      | 153      | 182      | 168      | -14     | -8%   |
| Other    | 763      | 575      | 550      | 753      | 203     | 37%   |
| Total    | 1,985    | 1,906    | 1,863    | 2,144    | 281     | 15%   |

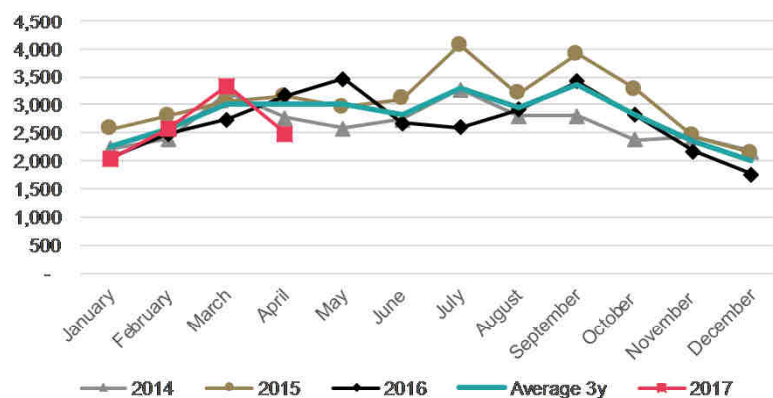
Secondary: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|---------------|----------|----------|----------|----------|---------|-------|
| Auckland      | 2,975    | 3,199    | 3,263    | 3,673    | 410     | 13%   |
| Canterbury    | 498      | 495      | 531      | 641      | 110     | 21%   |
| Wellington    | 384      | 336      | 329      | 433      | 104     | 32%   |
| Bay of Plenty | 277      | 287      | 308      | 370      | 62      | 20%   |
| Waikato       | 293      | 280      | 288      | 335      | 47      | 16%   |
| Other         | 936      | 923      | 832      | 945      | 113     | 14%   |
| Total         | 5,363    | 5,520    | 5,551    | 6,397    | 846     | 15%   |

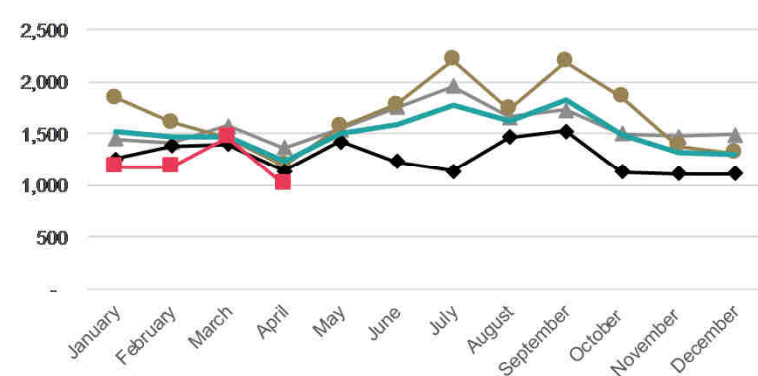


- The PTE sector is stable with a 0%(+ 11) increase in TSV for the YTD 2017.
- RSV have increased by 7%(+ 346). This was driven by increases in RSV for China(+9%, +181). FSV have decreased by 6% (-335) compared to the YTD 2016. The largest FSV decrease came from India (-52%, -813), while FSV increased for China (+18%, +137), Colombia (+55%, + 113), and Brazil (+31%, +111).
- VSV for PTE students were 22,121 on 1 May 2017, which was a 15% (-4,017) decrease on the same date last year.

PTE: TSV approved in 2013-2017



PTE: FSV approved in 2013-2017

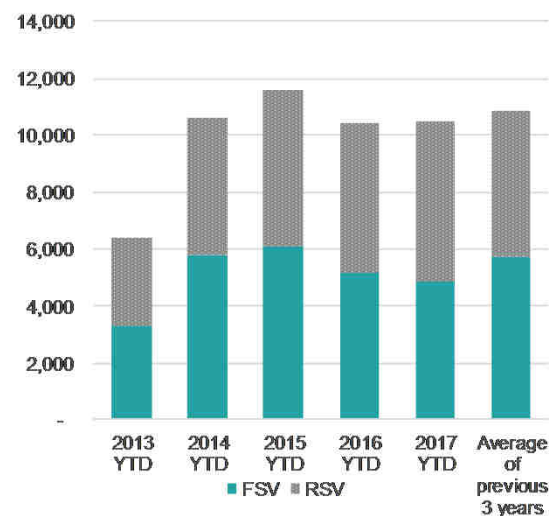


In Brief

| YTD            | FSV   | RSV   | TSV    |
|----------------|-------|-------|--------|
| Visas          | 4,840 | 5,598 | 10,438 |
| Change No.     | - 335 | 346   | 11     |
| Change Percent | -6%   | 7%    | 0%     |

Changes are from the YTD 2016 to the YTD 2017

PTE: Cumulative FSV and RSV



PTE: 2016 Total visas

|     |        |
|-----|--------|
| FSV | 15,316 |
| RSV | 16,911 |
| TSV | 32,227 |

PTE: TSV by country

|        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|--------|----------|----------|----------|----------|---------|-------|
| India  | 4,199    | 4,431    | 3,447    | 2,624    | -823    | -24%  |
| China  | 2,176    | 2,626    | 2,698    | 3,016    | 318     | 12%   |
| Korea  | 713      | 661      | 698      | 587      | -111    | -16%  |
| Japan  | 514      | 481      | 462      | 456      | -6      | -1%   |
| Brazil | 207      | 385      | 424      | 574      | 150     | 35%   |
| Other  | 2,767    | 2,985    | 2,698    | 3,181    | 483     | 18%   |
| Total  | 10,576   | 11,569   | 10,427   | 10,438   | 11      | 0%    |

PTE: FSV by country

|        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|--------|----------|----------|----------|----------|---------|-------|
| India  | 2,732    | 2,507    | 1,572    | 759      | -813    | -52%  |
| China  | 567      | 742      | 755      | 892      | 137     | 18%   |
| Brazil | 182      | 329      | 357      | 468      | 111     | 31%   |
| Korea  | 378      | 332      | 379      | 337      | -42     | -11%  |
| Japan  | 339      | 347      | 374      | 351      | -23     | -6%   |
| Other  | 1,605    | 1,854    | 1,738    | 2,033    | 295     | 17%   |
| Total  | 5,803    | 6,111    | 5,175    | 4,840    | -335    | -6%   |

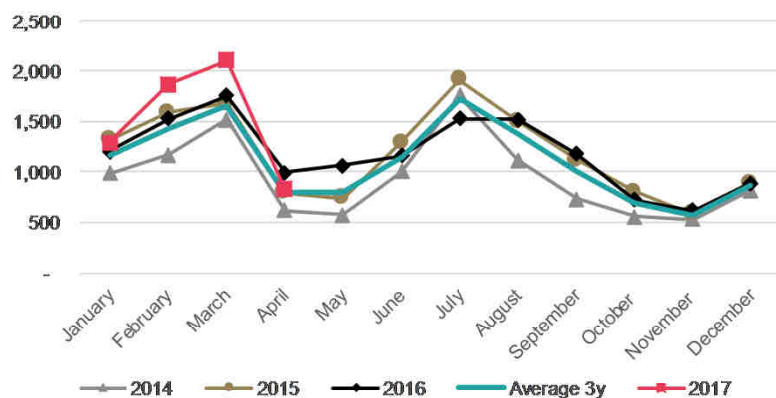
PTE: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|---------------|----------|----------|----------|----------|---------|-------|
| Auckland      | 8,311    | 9,192    | 8,352    | 8,190    | -162    | -2%   |
| Canterbury    | 891      | 977      | 828      | 870      | 42      | 5%    |
| Bay of Plenty | 344      | 357      | 304      | 296      | -8      | -3%   |
| Manawatu      | 295      | 245      | 166      | 223      | 57      | 34%   |
| Wellington    | 210      | 208      | 179      | 255      | 76      | 42%   |
| Other         | 525      | 590      | 598      | 604      | 6       | 1%    |
| Total         | 10,576   | 11,569   | 10,427   | 10,438   | 11      | 0%    |

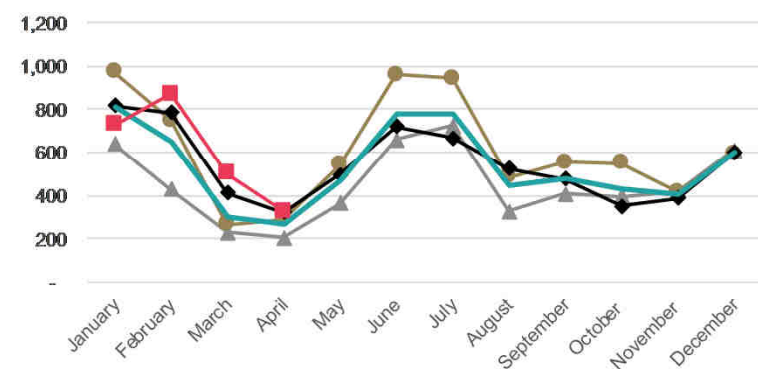


- The ITP sector shows a 12% (+635) increase in TSV for the YTD 2017. RSV have increased by 17% (+ 546) and FSV are flat (+4%, +89) compared to the YTD 2016. The increase in RSV comes from China (+14%, +235) and India (+23%, +180).
- VSV were 11,425 on 1 May 2017, which was a 3% (+345) increase compared to 1 May 2016.

ITP: TSV approved in 2013-2017



ITP: FSV approved in 2013-2017

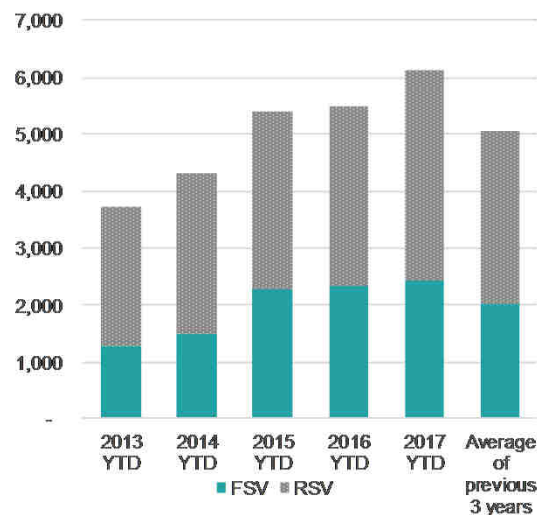


## In Brief

| YTD            | FSV   | RSV   | TSV   |
|----------------|-------|-------|-------|
| Visas          | 2,426 | 3,688 | 6,114 |
| Change No.     | 89    | 546   | 635   |
| Change Percent | 4%    | 17%   | 12%   |

Changes are from the YTD 2016 to the YTD 2017

## ITP: Cumulative FSV and RSV



## ITP: 2016 Total visas

|     |        |
|-----|--------|
| FSV | 6,561  |
| RSV | 7,599  |
| TSV | 14,160 |

## ITP: TSV by country

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|--------------|----------|----------|----------|----------|---------|-------|
| India        | 1,094    | 1,923    | 2,094    | 2,325    | 231     | 11%   |
| China        | 1,745    | 1,966    | 1,955    | 2,234    | 279     | 14%   |
| Korea        | 113      | 107      | 120      | 141      | 21      | 18%   |
| Saudi Arabia | 227      | 182      | 100      | 94       | -6      | -6%   |
| Sri Lanka    | 68       | 94       | 105      | 128      | 23      | 22%   |
| Other        | 1,051    | 1,105    | 1,105    | 1,192    | 87      | 8%    |
| Total        | 4,298    | 5,377    | 5,479    | 6,114    | 635     | 12%   |

## ITP: FSV by country

|             | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|-------------|----------|----------|----------|----------|---------|-------|
| India       | 679      | 1,380    | 1,327    | 1,378    | 51      | 4%    |
| China       | 276      | 295      | 331      | 375      | 44      | 13%   |
| Sri Lanka   | 31       | 47       | 67       | 90       | 23      | 34%   |
| Philippines | 38       | 65       | 67       | 79       | 12      | 18%   |
| Japan       | 65       | 47       | 78       | 42       | -36     | -46%  |
| Other       | 412      | 440      | 467      | 462      | -5      | -1%   |
| Total       | 1,501    | 2,274    | 2,337    | 2,426    | 89      | 4%    |

## ITP: TSV by region

| Region        | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|---------------|----------|----------|----------|----------|---------|-------|
| Auckland      | 1,923    | 2,513    | 2,255    | 2,828    | 573     | 25%   |
| Waikato       | 493      | 589      | 580      | 637      | 57      | 10%   |
| Canterbury    | 417      | 494      | 523      | 471      | -52     | -10%  |
| Wellington    | 317      | 410      | 483      | 590      | 107     | 22%   |
| Bay of Plenty | 390      | 437      | 484      | 420      | -64     | -13%  |
| Other         | 758      | 934      | 1,154    | 1,168    | 14      | 1%    |
| Total         | 4,298    | 5,377    | 5,479    | 6,114    | 635     | 12%   |

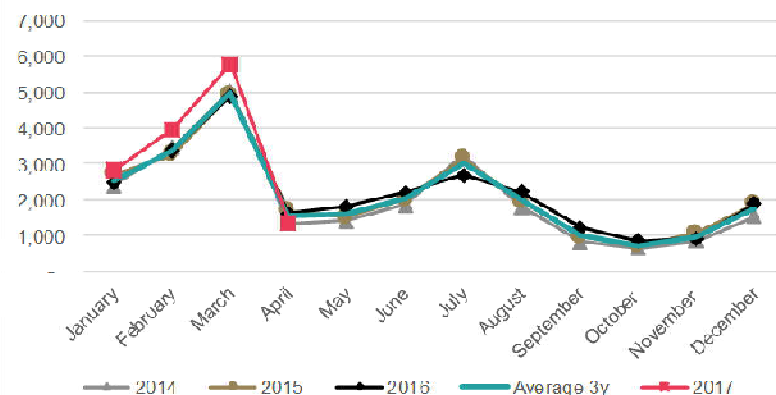
# Universities

April 2017

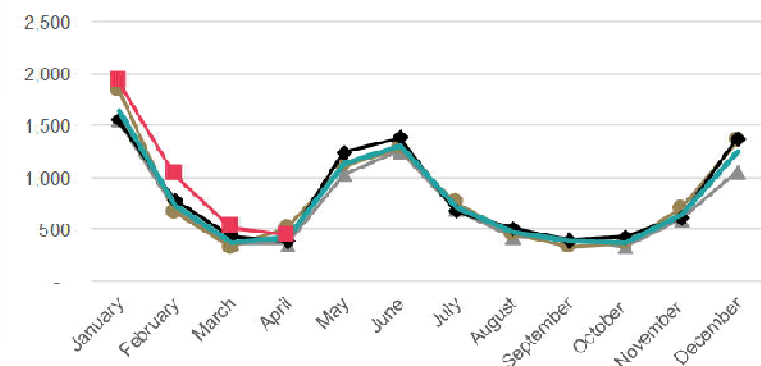


- The universities sector shows a 13%(+ 1,559) increase in TSV for the YTD 2017.
- FSV in the universities sector have grown by 24% (+766) compared to the YTD 2016. This growth comes from increased FSV for India (+43%, +125) and the USA (+41%, +265). All regions with universities had increases, especially the Auckland (+24%, +339), Otago (+32%,+143), and Waikato (+41%,+115) regions.
- VSV for universities were 22,321 on 1 May 2017, which was a 13% (+2,545) increase on the same date last year compared to 1 May 2016.

Universities: TSV approved in 2013-2017



Universities: FSV approved in 2013-2017

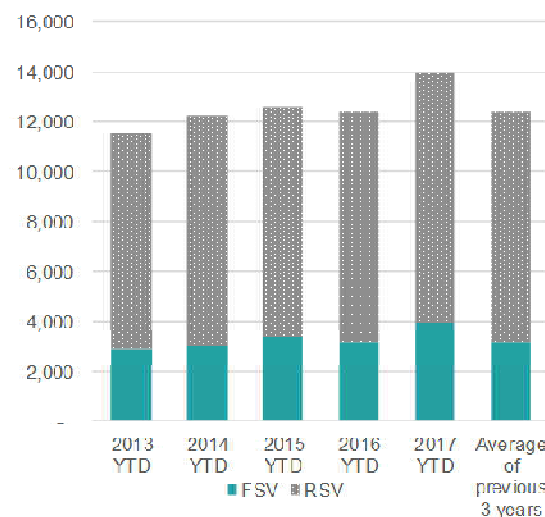


In Brief

| YTD            | FSV   | RSV    | TSV    |
|----------------|-------|--------|--------|
| Visas          | 3,920 | 10,012 | 13,932 |
| Change No.     | 766   | 793    | 1,559  |
| Change Percent | 24%   | 9%     | 13%    |

Changes are from the YTD 2016 to the YTD 2017

Universities: Cumulative FSV and RSV



Universities: 2016 Total visas

|     |        |
|-----|--------|
| FSV | 9,777  |
| RSV | 16,384 |
| TSV | 26,141 |

Universities: TSV by country

|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| China    | 5,393    | 5,854    | 6,155    | 6,875    | 720     | 12%   |
| USA      | 755      | 1,022    | 789      | 1,067    | 278     | 35%   |
| Malaysia | 700      | 638      | 821      | 804      | -17     | -3%   |
| India    | 498      | 476      | 821      | 721      | 200     | 38%   |
| Korea    | 591      | 461      | 407      | 380      | -27     | -7%   |
| Other    | 4,303    | 4,134    | 3,880    | 4,285    | 405     | 10%   |
| Total    | 12,240   | 12,582   | 12,373   | 13,932   | 1,559   | 13%   |

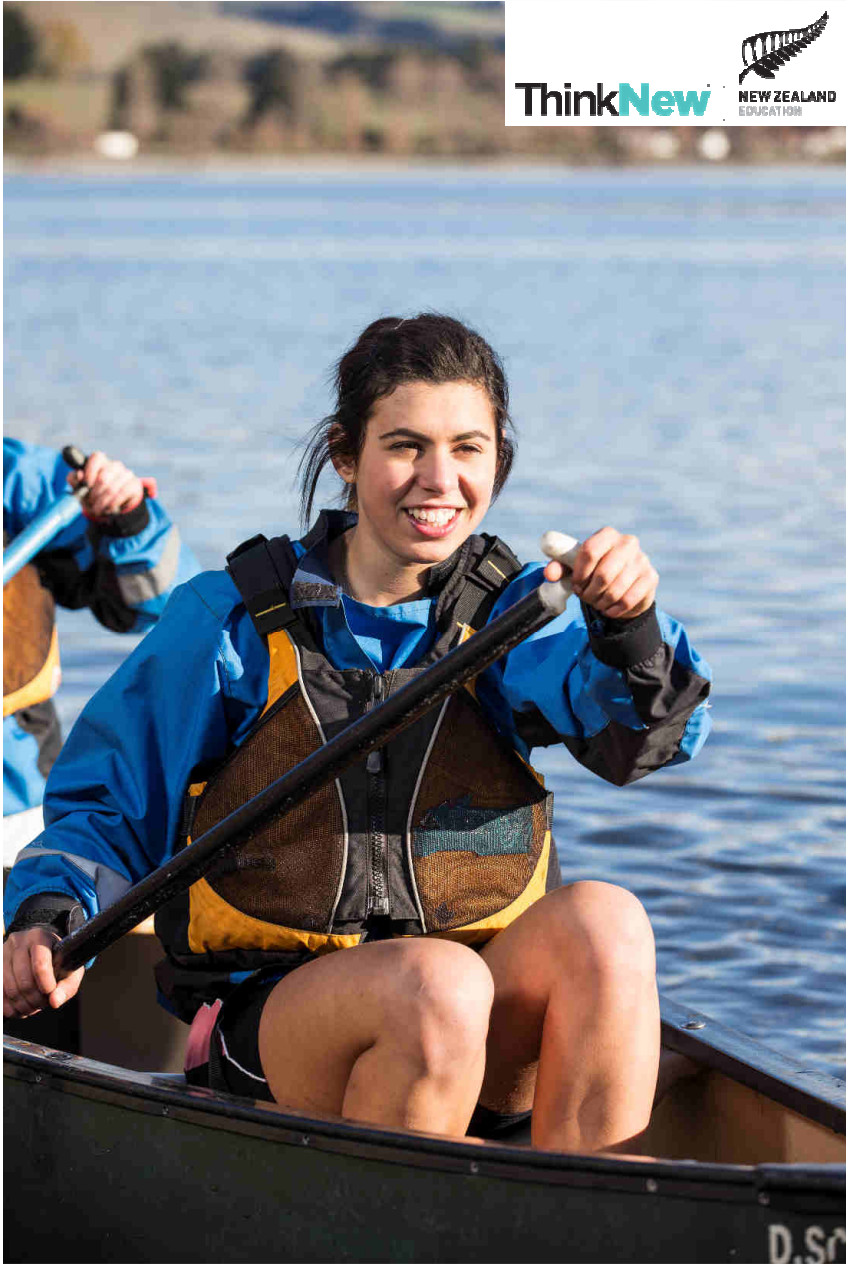
Universities: FSV by country

|          | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|----------|----------|----------|----------|----------|---------|-------|
| USA      | 595      | 889      | 647      | 912      | 265     | 41%   |
| China    | 711      | 783      | 716      | 752      | 36      | 5%    |
| India    | 257      | 245      | 289      | 414      | 125     | 43%   |
| Malaysia | 119      | 124      | 195      | 157      | -38     | -19%  |
| Japan    | 122      | 138      | 133      | 166      | 33      | 28%   |
| Other    | 1,180    | 1,172    | 1,174    | 1,319    | 345     | 29%   |
| Total    | 2,984    | 3,351    | 3,154    | 3,920    | 766     | 24%   |

Universities: TSV by region

| Region     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Chg No. | Chg % |
|------------|----------|----------|----------|----------|---------|-------|
| Auckland   | 6,371    | 6,670    | 6,653    | 7,541    | 888     | 13%   |
| Otago      | 1,496    | 1,503    | 1,370    | 1,534    | 164     | 12%   |
| Wellington | 1,388    | 1,370    | 1,359    | 1,490    | 131     | 10%   |
| Canterbury | 1,288    | 1,302    | 1,432    | 1,646    | 213     | 18%   |
| Waikato    | 1,058    | 1,024    | 980      | 1,065    | 85      | 9%    |
| Other      | 669      | 711      | 879      | 857      | 78      | 13%   |
| Total      | 12,240   | 12,582   | 12,373   | 13,932   | 1,559   | 13%   |

Trends by region



## A note about regional data

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Due to data improvement processes within Immigration New Zealand, there have been some changes to region-based data for visas.

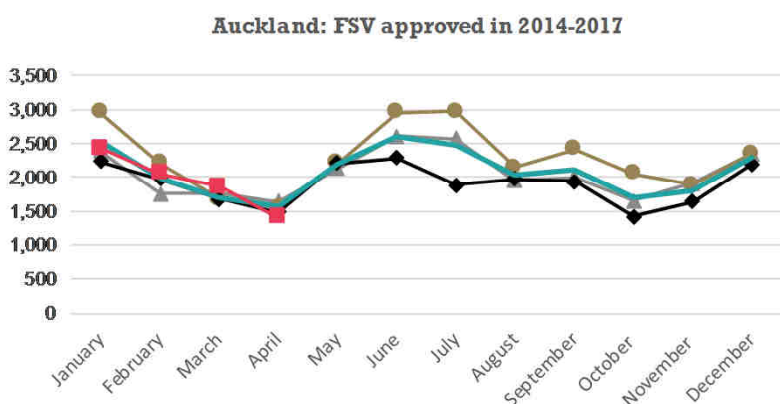
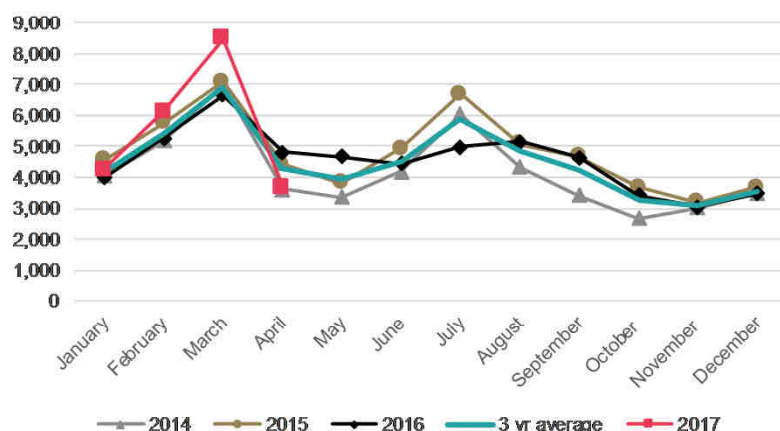
Numbers in these slides may have changed from slides previously produced.

This data should be treated with caution, therefore, the number and percentage changes should be considered approximates.



- Auckland, New Zealand's most popular international education destination, has increased in TSV by 9% in the YTD 2017 compared to the YTD 2016.
- There was an increase in FSV for the universities (+24%, +229), schools (+13%, +136), and ITP (+19%, +185) sectors. However, the PTE sector FSV declined (-8%, -297).
- VSV for Auckland was stable on 1 May 2017, decreasing by 1% (-360) since 1 May 2016 to reach 42,117.

Auckland: TSV approved in 2014-2017

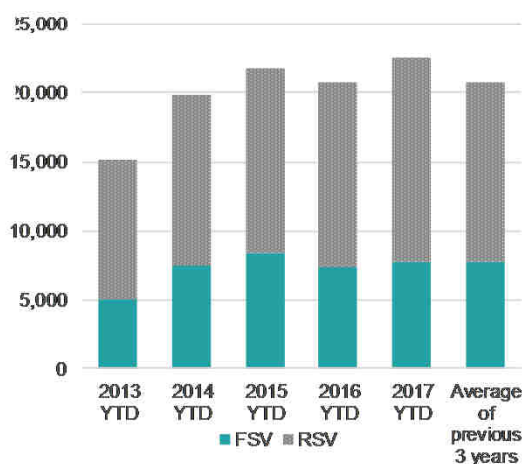


In brief

| YTD            | FSV   | RSV    | TSV    |
|----------------|-------|--------|--------|
| Visas          | 7,737 | 14,784 | 22,521 |
| Change No.     | 364   | 1,405  | 1,769  |
| Change Percent | 5%    | 11%    | 9%     |

Changes are from the YTD 2016 to the YTD 2017

Auckland: Cumulative FSV and RSV



Auckland: 2016 total visas

|     |        |
|-----|--------|
| FSV | 22,896 |
| RSV | 31,689 |
| TSV | 54,585 |

Auckland: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 3,220    | 3,424    | 3,485    | 3,948    | 463           | 13%               |
| ITP          | 1,923    | 2,513    | 2,255    | 2,828    | 573           | 25%               |
| PTE          | 8,311    | 9,192    | 8,352    | 8,190    | -162          | -2%               |
| Universities | 6,371    | 6,670    | 6,653    | 7,541    | 888           | 13%               |
| Total        | 19,825   | 21,799   | 20,745   | 22,507   | 1,762         | 8%                |

Auckland: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 1,085    | 1,148    | 1,061    | 1,197    | 136           | 13%               |
| ITP          | 584      | 1,044    | 973      | 1,158    | 185           | 19%               |
| PTE          | 4,479    | 4,779    | 3,942    | 3,645    | -297          | -8%               |
| Universities | 1,364    | 1,410    | 1,392    | 1,731    | 339           | 24%               |
| Total        | 7,512    | 8,381    | 7,368    | 7,731    | 363           | 5%                |

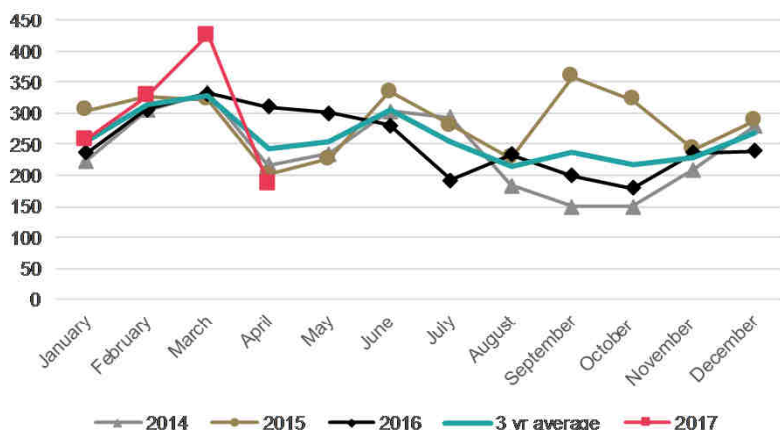
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Auckland: TSV by market

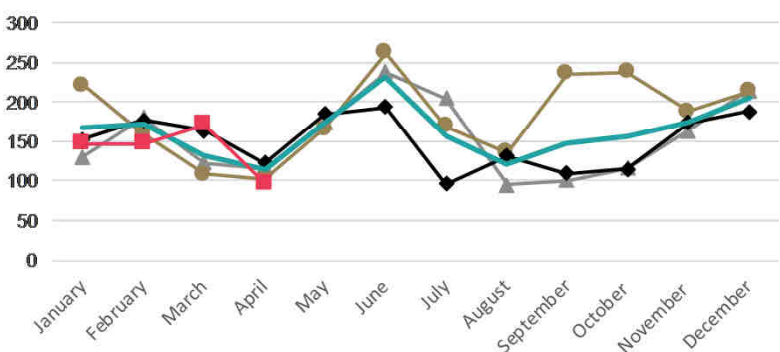
| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| China    | 7,094    | 8,222    | 8,722    | 9,932    | 1,210         | 14%               |
| India    | 4,088    | 4,775    | 3,944    | 3,644    | -300          | -8%               |
| Korea    | 1,816    | 1,582    | 1,491    | 1,376    | -115          | -8%               |
| Japan    | 689      | 683      | 676      | 650      | -26           | -4%               |
| Thailand | 608      | 587      | 534      | 625      | 91            | 17%               |
| Other    | 5,561    | 5,958    | 5,385    | 6,294    | 909           | 17%               |
| Total    | 19,856   | 21,807   | 20,752   | 22,521   | 1,769         | 9%                |

- TSV for the Bay of Plenty for the YTD 2017 are flat (+1%, +14) compared to the YTD 2016. TSV growth came from the schools sector (+23%, +88) while the other sectors were flat or declining.
- The India market declined (-24%, -132), especially in the PTE (-22%, -43) and ITP (-25%, -86) sectors, while students from Korea have increased (+31%, +69).
- VSV for 1 May 2017 were 2,456 and have declined by 10% (-271) since 1 May 2016.

Bay of Plenty: TSV approved in 2014-2017



Bay of Plenty: FSV approved in 2014-2017

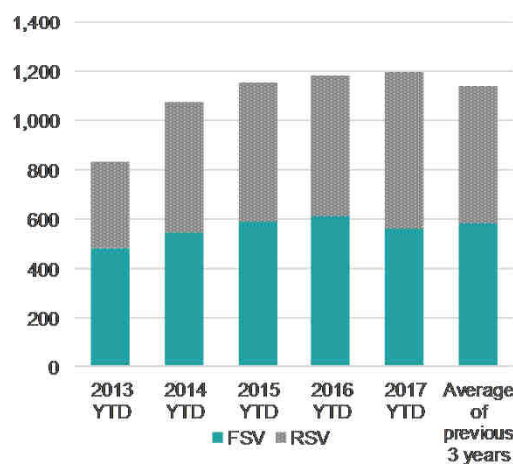


In brief

| YTD            | FSV  | RSV | TSV   |
|----------------|------|-----|-------|
| Visas          | 562  | 637 | 1,199 |
| Change No.     | - 53 | 67  | 14    |
| Change Percent | -9%  | 12% | 1%    |

Changes are from the YTD 2016 to the YTD 2017

Bay of Plenty: Cumulative FSV and RSV



Bay of Plenty: 2016 total visas

|     |       |
|-----|-------|
| FSV | 1,806 |
| RSV | 1,240 |
| TSV | 3,046 |

Bay of Plenty: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 336      | 353      | 387      | 475      | 88            | 23%               |
| ITP          | 390      | 437      | 484      | 420      | -64           | -13%              |
| PTE          | 344      | 357      | 304      | 296      | -8            | -3%               |
| Universities | 7        | 7        | 9        | 8        | -1            | -11%              |
| Total        | 1,077    | 1,154    | 1,184    | 1,199    | 15            | 1%                |

Bay of Plenty: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 149      | 139      | 167      | 196      | 29            | 17%               |
| ITP          | 209      | 238      | 278      | 227      | -51           | -18%              |
| PTE          | 189      | 211      | 163      | 135      | -28           | -17%              |
| Universities | 2        | 3        | 7        | 4        | -3            | -43%              |
| Total        | 549      | 591      | 615      | 562      | -53           | -9%               |

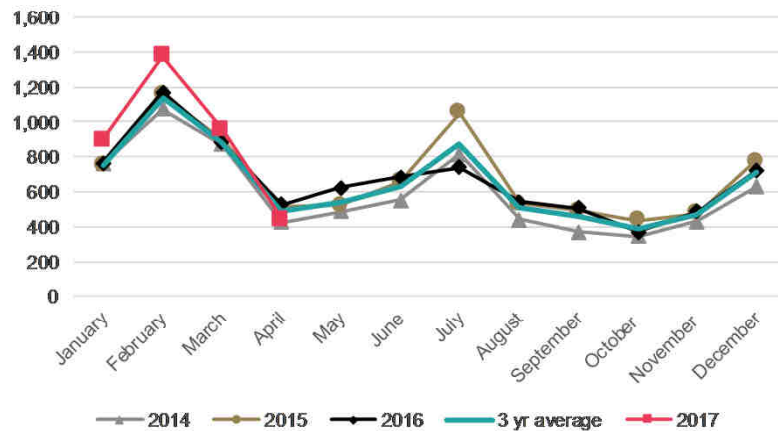
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Bay of Plenty: TSV by market

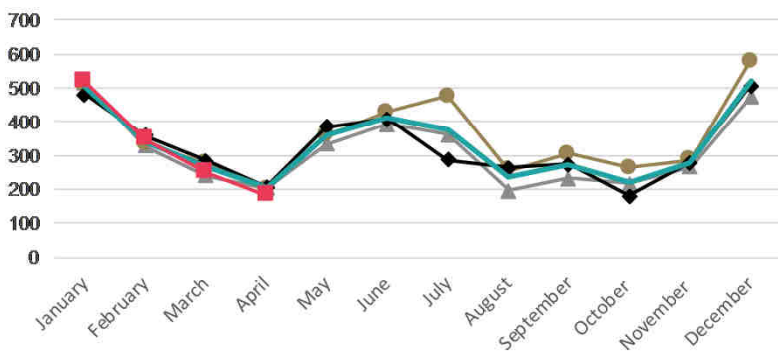
| Country     | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|-------------|----------|----------|----------|----------|---------------|-------------------|
| India       | 458      | 553      | 551      | 419      | -132          | -24%              |
| Korea       | 169      | 186      | 220      | 289      | 69            | 31%               |
| China       | 75       | 57       | 84       | 103      | 19            | 23%               |
| Japan       | 62       | 57       | 60       | 58       | -2            | -3%               |
| Philippines | 24       | 53       | 52       | 60       | 8             | 15%               |
| Other       | 290      | 248      | 218      | 270      | 52            | 24%               |
| Total       | 1,078    | 1,154    | 1,185    | 1,199    | 14            | 1%                |

- There has been a 10% increase in TSV in the 2017 YTD compared to the YTD 2016. This is driven by an increase in RSV across all sectors. FSV are flat. The increases in FSV for the universities (+8%, +35) and schools (+43%, +87) sectors were balanced by decreased FSV for ITP (-32%, -68) and PTE (-17%, -80) sectors.
- The number of VSV for Canterbury on 1 May 2017 was 6,711, which is stable compared to 1 May 2016 (+2%, +162).

Canterbury: TSV approved in 2014-2017



Canterbury: FSV approved in 2014-2017

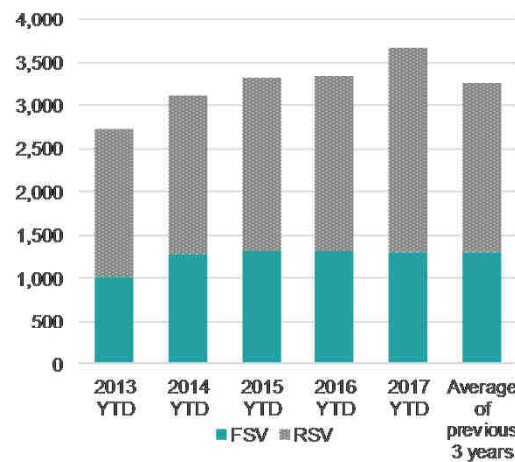


### In brief

| YTD            | FSV   | RSV   | TSV   |
|----------------|-------|-------|-------|
| Visas          | 1,300 | 2,371 | 3,671 |
| Change No.     | - 26  | 353   | 327   |
| Change Percent | -2%   | 17%   | 10%   |

Changes are from the YTD 2016 to the YTD 2017

Canterbury: Cumulative FSV and RSV



Canterbury: 2016 total visas

|     |       |
|-----|-------|
| FSV | 3,903 |
| RSV | 4,110 |
| TSV | 8,013 |

Canterbury: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 553      | 540      | 559      | 685      | 126           | 23%               |
| ITP          | 417      | 494      | 523      | 471      | -52           | -10%              |
| PTE          | 891      | 977      | 828      | 870      | 42            | 5%                |
| Universities | 1,258    | 1,302    | 1,432    | 1,645    | 213           | 15%               |
| Total        | 3,119    | 3,313    | 3,342    | 3,671    | 329           | 10%               |

Canterbury: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 218      | 207      | 201      | 288      | 87            | 43%               |
| ITP          | 155      | 192      | 211      | 143      | -68           | -32%              |
| PTE          | 551      | 499      | 483      | 403      | -80           | -17%              |
| Universities | 355      | 414      | 431      | 466      | 35            | 8%                |
| Total        | 1,279    | 1,312    | 1,326    | 1,300    | -26           | -2%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

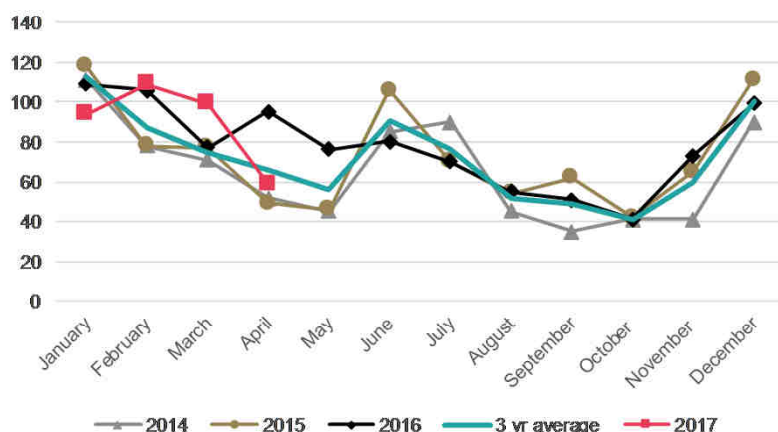
Canterbury: TSV by market

| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| China    | 992      | 1,194    | 1,240    | 1,465    | 225           | 18%               |
| India    | 529      | 528      | 546      | 500      | -46           | -8%               |
| Japan    | 261      | 269      | 278      | 298      | 20            | 7%                |
| Korea    | 201      | 174      | 131      | 129      | -2            | -2%               |
| Thailand | 153      | 162      | 151      | 151      | 0             | 0%                |
| Other    | 990      | 992      | 998      | 1,128    | 130           | 13%               |
| Total    | 3,126    | 3,319    | 3,344    | 3,671    | 327           | 10%               |

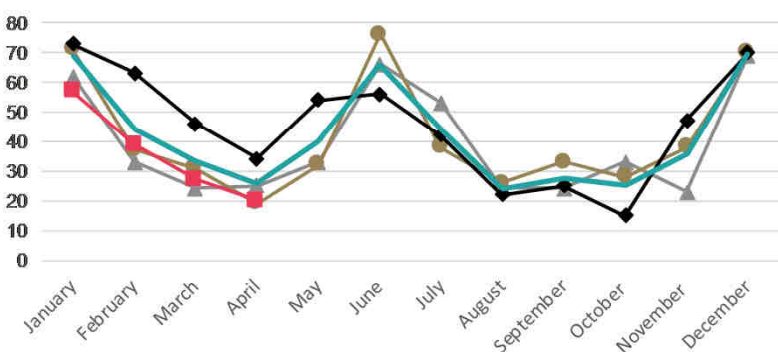


- There has been a 7% (-26) decrease in TSV for the YTD 2017 compared to the YTD 2016. The decrease in the FSV for the school (-44%, -30) and PTE (-74%, -62) sectors outweighs the increase in RSV in the schools (+52%, +32) and ITP (+27%, +16).
- The number of VSV for 1 May 2017 is 696 which is a 5% decrease (-35) since the same day in 2016.

Hawke's Bay: TSV approved in 2014-2017



Hawke's Bay: FSV approved in 2014-2017

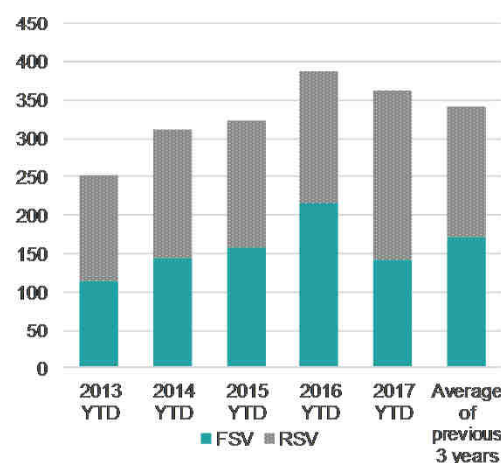


In brief

| YTD            | FSV  | RSV | TSV  |
|----------------|------|-----|------|
| Visas          | 143  | 218 | 361  |
| Change No.     | - 73 | 47  | - 26 |
| Change Percent | -34% | 27% | -7%  |

Changes are from the YTD 2016 to the YTD 2017

Hawke's Bay: Cumulative FSV and RSV



Hawke's Bay: 2016 total visas

|     |     |
|-----|-----|
| FSV | 547 |
| RSV | 385 |
| TSV | 932 |

Hawke's Bay: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 145      | 124      | 129      | 131      | 2             | 2%                |
| ITP          | 105      | 116      | 124      | 159      | 35            | 28%               |
| PTE          | 62       | 82       | 134      | 71       | -63           | -47%              |
| Universities | -        | -        | -        | -        | 0             |                   |
| Total        | 312      | 322      | 387      | 361      | -26           | -7%               |

Hawke's Bay: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 60       | 49       | 68       | 38       | -30           | -44%              |
| ITP          | 50       | 61       | 64       | 83       | 19            | 30%               |
| PTE          | 34       | 48       | 84       | 22       | -62           | -74%              |
| Universities | -        | -        | -        | -        | 0             |                   |
| Total        | 144      | 158      | 216      | 143      | -73           | -34%              |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

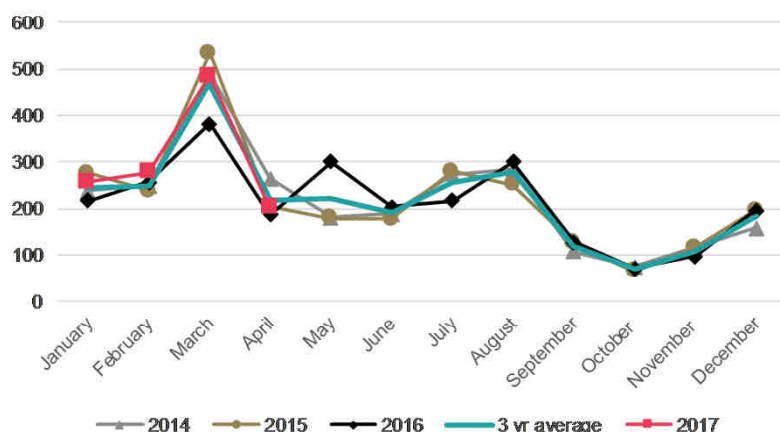
Hawke's Bay: TSV by market

| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| India    | 58       | 99       | 116      | 112      | -4            | -3%               |
| China    | 56       | 50       | 54       | 72       | 18            | 33%               |
| Japan    | 41       | 39       | 56       | 40       | -16           | -29%              |
| Thailand | 22       | 20       | 12       | 19       | 7             | 58%               |
| Germany  | 24       | 17       | 19       | 15       | -4            | -21%              |
| Other    | 111      | 97       | 130      | 103      | -27           | -21%              |
| Total    | 312      | 322      | 387      | 361      | -26           | -7%               |

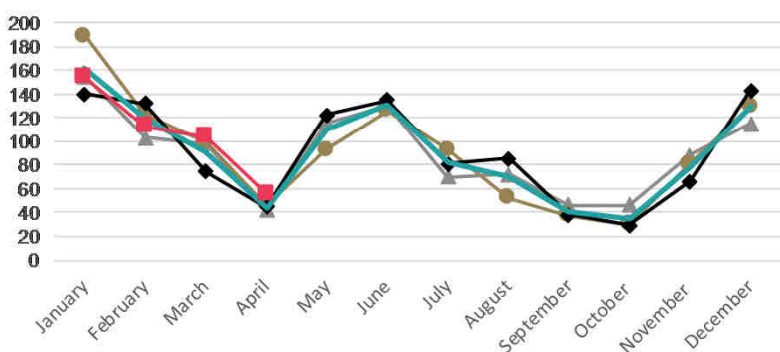


- TSV have increased by 17% (+178) in the YTD 2017 compared to the YTD 2016. This is led by a 15% (+85) TSV increase in the universities sector. FSV for the ITP sector have decreased, while both FSV and RSV have increased for the universities sector.
- There were 2,277 VSV for this region on 1 May 2017, which is an increase of 17% (+ 339) since the same day in 2016.

Manawatu: TSV approved in 2014-2017



Manawatu: FSV approved in 2014-2017

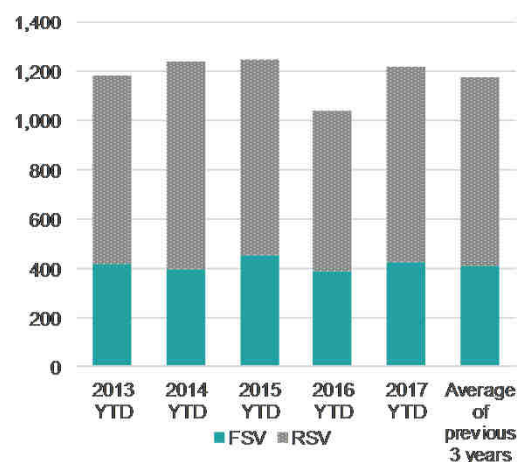


In brief

| YTD            | FSV | RSV | TSV   |
|----------------|-----|-----|-------|
| Visas          | 427 | 793 | 1,220 |
| Change No.     | 36  | 142 | 178   |
| Change Percent | 9%  | 22% | 17%   |

Changes are from the YTD 2016 to the YTD 2017

Manawatu: Cumulative FSV and RSV



Manawatu: 2016 total visas

|     |       |
|-----|-------|
| FSV | 1,090 |
| RSV | 1,463 |
| TSV | 2,553 |

Manawatu: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 225      | 253      | 209      | 236      | 27            | 13%               |
| ITP          | 70       | 65       | 103      | 112      | 9             | 9%                |
| PTE          | 295      | 245      | 166      | 223      | 57            | 34%               |
| Universities | 647      | 686      | 564      | 649      | 85            | 15%               |
| Total        | 1,237    | 1,249    | 1,042    | 1,220    | 178           | 17%               |

Manawatu: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 89       | 109      | 77       | 71       | -6            | -8%               |
| ITP          | 21       | 28       | 56       | 42       | -14           | -25%              |
| PTE          | 163      | 139      | 114      | 122      | 8             | 7%                |
| Universities | 125      | 179      | 144      | 192      | 48            | 33%               |
| Total        | 398      | 455      | 391      | 427      | 36            | 9%                |

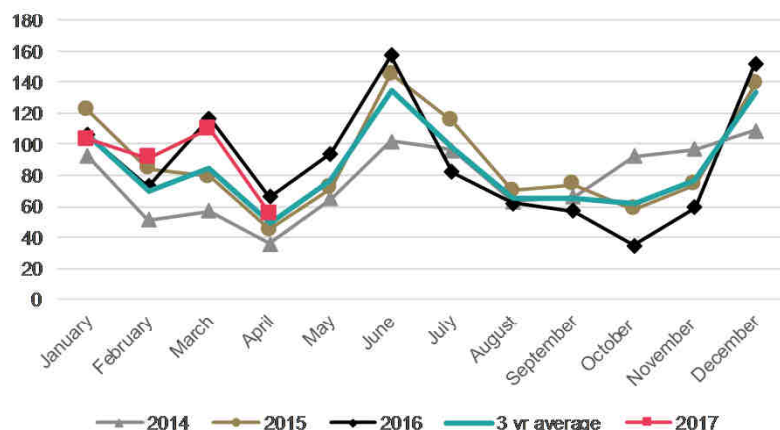
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Manawatu: TSV by market

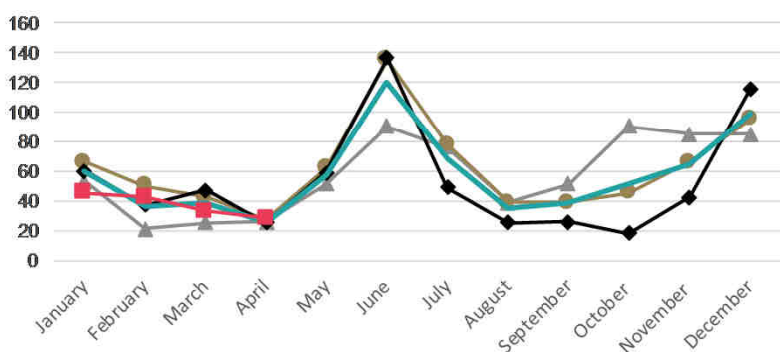
| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| China    | 316      | 347      | 309      | 359      | 50            | 16%               |
| Japan    | 214      | 161      | 107      | 166      | 59            | 55%               |
| India    | 78       | 91       | 92       | 122      | 30            | 33%               |
| Thailand | 88       | 119      | 43       | 36       | -7            | -16%              |
| Viet Nam | 58       | 59       | 66       | 59       | -7            | -11%              |
| Other    | 483      | 473      | 425      | 478      | 53            | 12%               |
| Total    | 1,237    | 1,250    | 1,042    | 1,220    | 178           | 17%               |

- Nelson TSV have remained static for the YTD 2017 compared to the YTD 2016.
- There were 833 VSV for this region on 1 May 2017, which is a decrease of 4% (-35) since the same day in 2016.

Nelson: TSV approved in 2014-2017



Nelson: FSV approved in 2014-2017

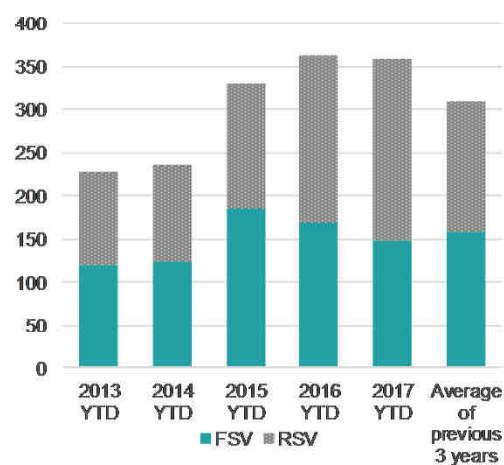


In brief

| YTD            | FSV  | RSV | TSV |
|----------------|------|-----|-----|
| Visas          | 148  | 211 | 359 |
| Change No.     | - 21 | 18  | - 3 |
| Change Percent | -12% | 9%  | -1% |

Changes are from the YTD 2016 to the YTD 2017

Nelson: Cumulative FSV and RSV



Nelson: 2016 total visas

|     |       |
|-----|-------|
| FSV | 639   |
| RSV | 421   |
| TSV | 1,060 |

Nelson: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 122      | 141      | 139      | 144      | 5             | 4%                |
| ITP          | 68       | 158      | 198      | 178      | -20           | -10%              |
| PTE          | 40       | 19       | 25       | 37       | 12            | 48%               |
| Universities | 4        | 12       | -        | -        | 0             |                   |
| Total        | 234      | 330      | 362      | 359      | -3            | -1%               |

Nelson: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 63       | 62       | 71       | 59       | -12           | -17%              |
| ITP          | 38       | 111      | 79       | 66       | -13           | -16%              |
| PTE          | 22       | 12       | 19       | 23       | 4             | 21%               |
| Universities | -        | -        | -        | -        | 0             |                   |
| Total        | 123      | 185      | 169      | 148      | -21           | -12%              |

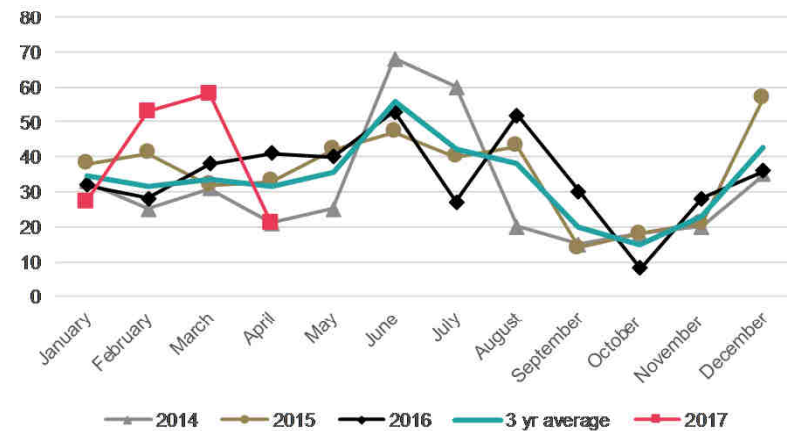
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Nelson: TSV by market

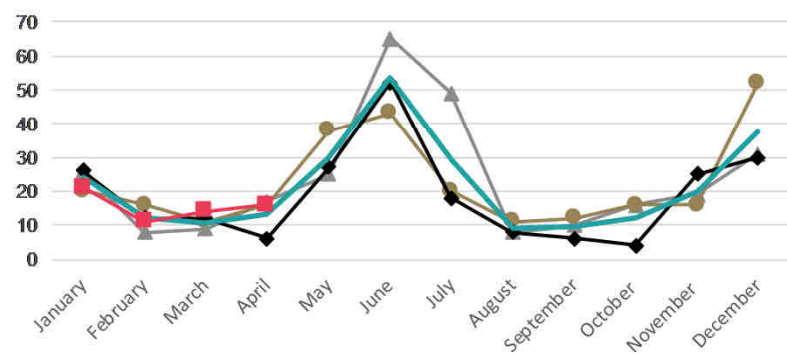
| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| India    | 23       | 91       | 114      | 64       | -50           | -44%              |
| China    | 16       | 36       | 28       | 83       | 55            | 196%              |
| Thailand | 29       | 35       | 38       | 36       | -2            | -5%               |
| Japan    | 32       | 30       | 38       | 34       | -4            | -11%              |
| Germany  | 18       | 26       | 23       | 23       | 0             | 0%                |
| Other    | 118      | 112      | 121      | 119      | -2            | -2%               |
| Total    | 236      | 330      | 362      | 359      | -3            | -1%               |

- There has been a 14% (+20) increase in TSV for Northland for the YTD 2017 compared to the YTD 2016. The main contributor was an increase in TSV for the schools sector (+47%, +23).
- The number of students in Northland with valid visas on 1 May 2017 was 344, declining by 11% (-44) compared to the same day in 2016.

Northland: TSV approved in 2014-2017



Northland: FSV approved in 2014-2017

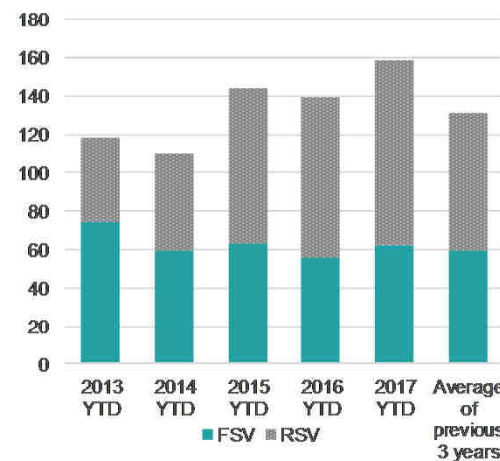


In brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 62  | 97  | 159 |
| Change No.     | 6   | 14  | 20  |
| Change Percent | 11% | 17% | 14% |

Changes are from the YTD 2016 to the YTD 2017

Northland: Cumulative FSV and RSV



Northland: 2016 total visas

|     |     |
|-----|-----|
| FSV | 226 |
| RSV | 187 |
| TSV | 413 |

Northland: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 74       | 60       | 49       | 72       | 23            | 47%               |
| ITP          | 30       | 81       | 90       | 87       | -3            | -3%               |
| PTE          | 5        | 3        | -        | -        | 0             |                   |
| Universities | 1        | -        | -        | -        | 0             |                   |
| Total        | 110      | 144      | 139      | 159      | 20            | 14%               |

Northland: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 44       | 37       | 30       | 44       | 14            | 47%               |
| ITP          | 13       | 24       | 26       | 18       | -8            | -31%              |
| PTE          | 2        | 2        | -        | -        | 0             |                   |
| Universities | 1        | -        | -        | -        | 0             |                   |
| Total        | 60       | 63       | 56       | 62       | 6             | 11%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

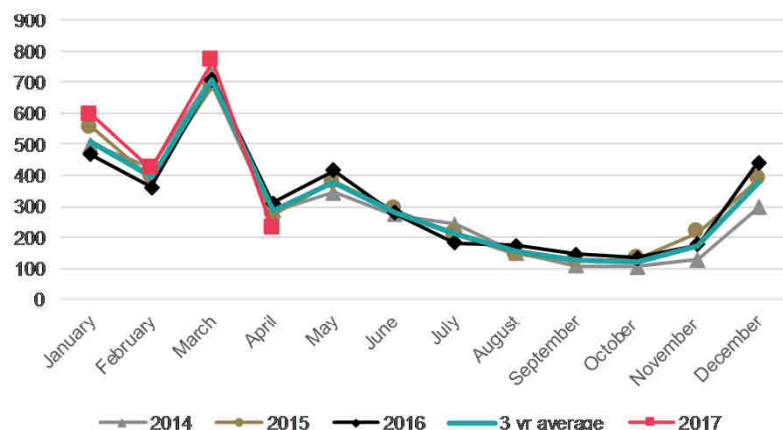
Northland: TSV by market

| Country | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|---------|----------|----------|----------|----------|---------------|-------------------|
| China   | 19       | 53       | 55       | 63       | 8             | 15%               |
| Korea   | 18       | 19       | 21       | 27       | 6             | 29%               |
| India   | 9        | 25       | 28       | 22       | -6            | -21%              |
| Germany | 17       | 17       | 9        | 14       | 5             | 56%               |
| Brazil  | 10       | 2        | 6        | -        | -6            | -100%             |
| Other   | 37       | 28       | 20       | 33       | 13            | 65%               |
| Total   | 110      | 144      | 139      | 159      | 20            | 14%               |

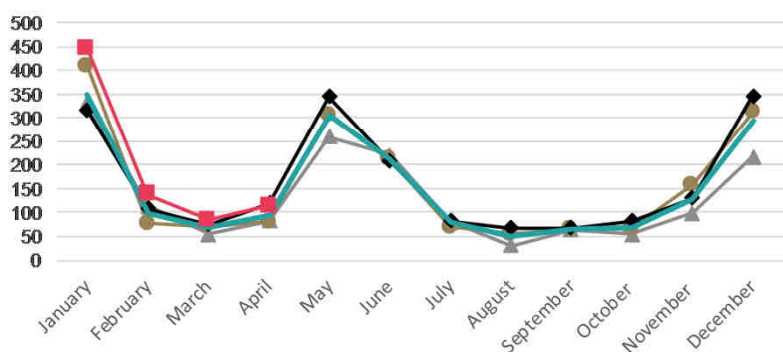


- TSV have increased by 9% (+168) for the YTD 2017 compared to the YTD 2016. The TSV increase was in the universities sector (+12%, +164), with most of the increase coming from FSV for students from the USA (+48%, +105).
- Otago had 3,278 students with valid visas as on 1 May 2017, which was stable (+2) compared to the same day in 2016.

Otago: TSV approved in 2014-2017



Otago: FSV approved in 2014-2017

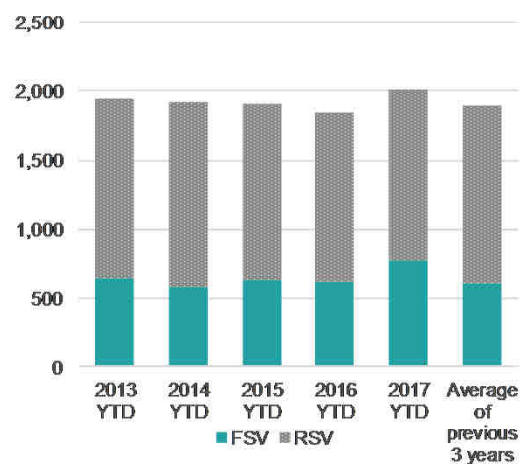


### In brief

| YTD            | FSV | RSV   | TSV   |
|----------------|-----|-------|-------|
| Visas          | 781 | 1,233 | 2,014 |
| Change No.     | 163 | 5     | 168   |
| Change Percent | 26% | 0%    | 9%    |

Changes are from the YTD 2016 to the YTD 2017

Otago: Cumulative FSV and RSV



Otago: 2016 total visas

|     |       |
|-----|-------|
| FSV | 1,946 |
| RSV | 1,852 |
| TSV | 3,798 |

Otago: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 230      | 222      | 208      | 257      | 49            | 24%               |
| ITP          | 184      | 171      | 260      | 215      | -45           | -17%              |
| PTE          | 13       | 12       | 8        | 8        | 0             | 0%                |
| Universities | 1,496    | 1,505    | 1,370    | 1,534    | 164           | 12%               |
| Total        | 1,923    | 1,910    | 1,846    | 2,014    | 168           | 9%                |

Otago: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 85       | 70       | 86       | 104      | 18            | 21%               |
| ITP          | 49       | 59       | 84       | 86       | 2             | 2%                |
| PTE          | 2        | 7        | 6        | 6        | 0             | 0%                |
| Universities | 438      | 499      | 442      | 585      | 143           | 32%               |
| Total        | 574      | 635      | 618      | 781      | 163           | 26%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

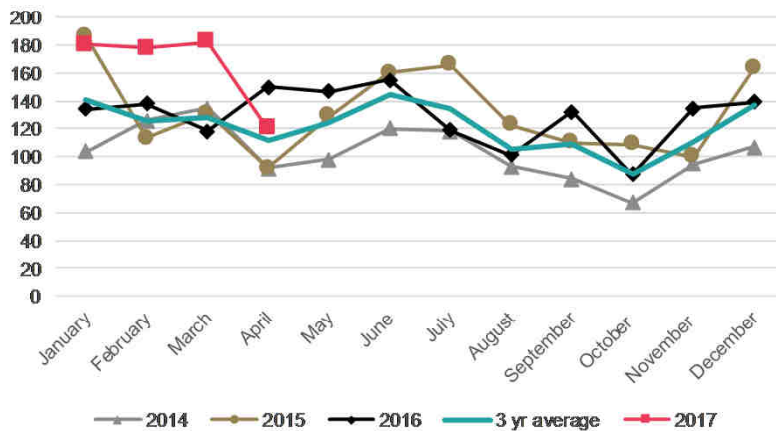
Otago: TSV by market

| Country   | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|-----------|----------|----------|----------|----------|---------------|-------------------|
| China     | 516      | 488      | 547      | 524      | -23           | -4%               |
| USA       | 218      | 290      | 218      | 323      | 105           | 48%               |
| Malaysia  | 206      | 201      | 171      | 166      | -5            | -3%               |
| Japan     | 110      | 102      | 81       | 96       | 15            | 19%               |
| Hong Kong | 91       | 85       | 77       | 67       | -10           | -13%              |
| Other     | 787      | 744      | 752      | 838      | 86            | 11%               |
| Total     | 1,928    | 1,910    | 1,846    | 2,014    | 168           | 9%                |

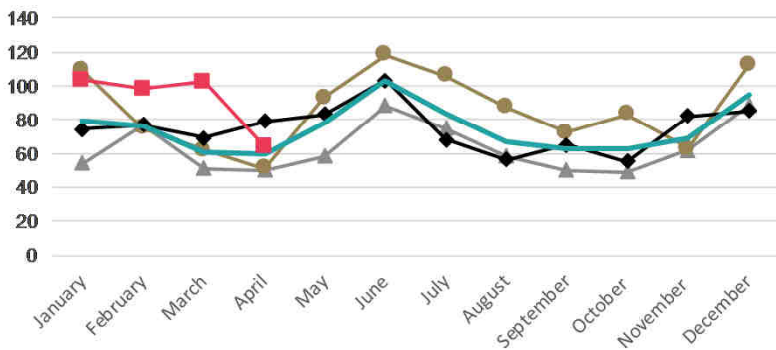


- TSV have increased by 22% (+ 120) for the YTD 2017 compared to the YTD 2016. This was driven by an increase in FSV (+23%, +69) for PTE (+58%, +67) sectors. Both of these increases were driven by Brazilian students.
- Southland had 1,138 VSV on 1 May 2017, an increase of 38% (+312) since the same date last year.

Southland: TSV approved in 2014-2017



Southland: FSV approved in 2014-2017

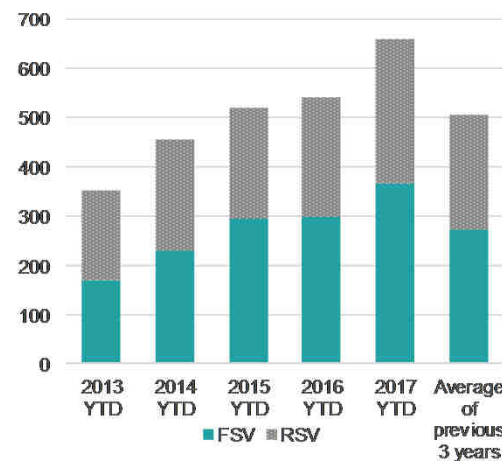


### In brief

| YTD            | FSV | RSV | TSV |
|----------------|-----|-----|-----|
| Visas          | 367 | 293 | 660 |
| Change No.     | 68  | 52  | 120 |
| Change Percent | 23% | 22% | 22% |

Changes are from the YTD 2016 to the YTD 2017

Southland: Cumulative FSV and RSV



Southland: 2016 total visas

|     |       |
|-----|-------|
| FSV | 896   |
| RSV | 659   |
| TSV | 1,555 |

Southland: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 104      | 110      | 83       | 94       | 11            | 13%               |
| ITP          | 249      | 277      | 315      | 371      | 56            | 18%               |
| PTE          | 94       | 129      | 136      | 195      | 59            | 43%               |
| Universities | 10       | 6        | 6        | -        | -6            | -100%             |
| Total        | 457      | 522      | 540      | 660      | 120           | 22%               |

Southland: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 58       | 53       | 33       | 40       | 7             | 21%               |
| ITP          | 95       | 133      | 146      | 145      | -1            | -1%               |
| PTE          | 71       | 106      | 115      | 182      | 67            | 58%               |
| Universities | 8        | 5        | 5        | -        | -5            | -100%             |
| Total        | 232      | 297      | 299      | 367      | 68            | 23%               |

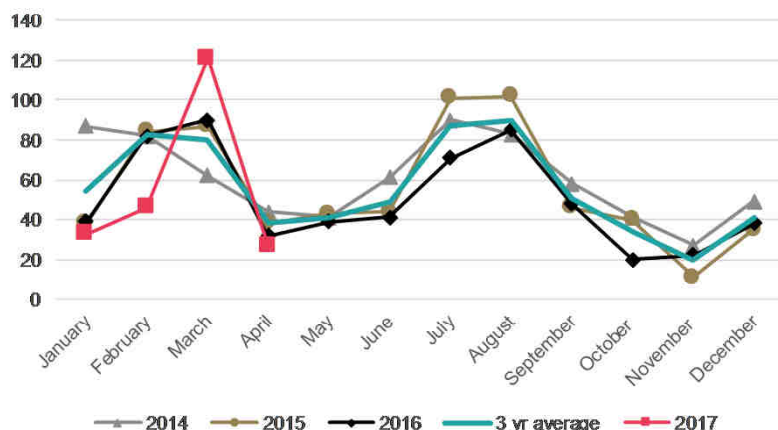
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Southland: TSV by market

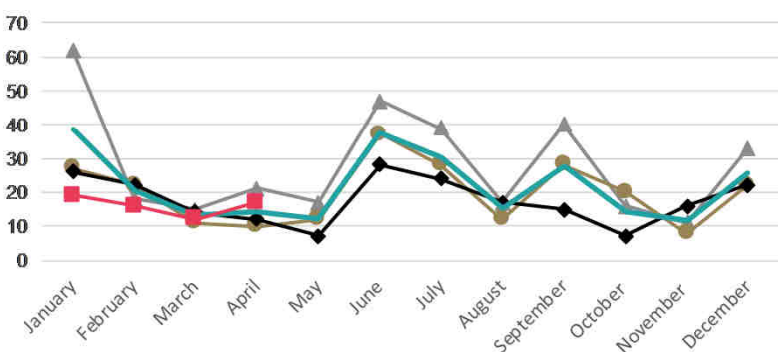
| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| China    | 153      | 122      | 122      | 153      | 31            | 25%               |
| India    | 58       | 78       | 61       | 65       | 4             | 7%                |
| Thailand | 71       | 67       | 68       | 43       | -25           | -37%              |
| Brazil   | 20       | 58       | 34       | 64       | 30            | 88%               |
| Korea    | 25       | 35       | 54       | 56       | 2             | 4%                |
| Other    | 130      | 162      | 201      | 279      | 78            | 39%               |
| Total    | 457      | 522      | 540      | 660      | 120           | 22%               |

- TSV have decreased by 7% (- 16) for the 2017 YTD compared to the YTD 2016.
- Taranaki had 407 VSV on 1 May 2017, a decrease of 10% (- 44) compared to the same date last year.

Taranaki: TSV approved in 2014-2017



Taranaki: FSV approved in 2014-2017

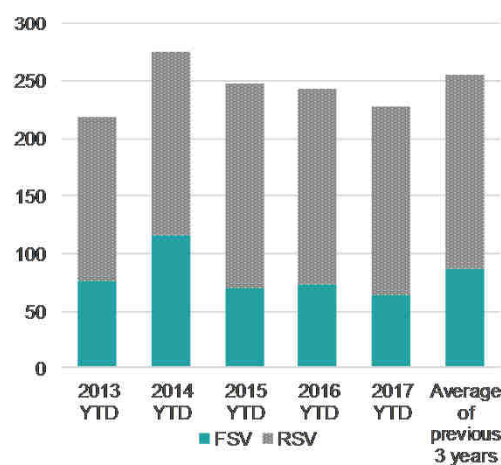


### In brief

| YTD            | FSV  | RSV | TSV  |
|----------------|------|-----|------|
| Visas          | 64   | 163 | 227  |
| Change No.     | - 10 | - 6 | - 16 |
| Change Percent | -14% | -4% | -7%  |

Changes are from the YTD 2016 to the YTD 2017

Taranaki: Cumulative FSV and RSV



Taranaki: 2016 total visas

|     |     |
|-----|-----|
| FSV | 210 |
| RSV | 397 |
| TSV | 607 |

Taranaki: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 58       | 37       | 44       | 46       | 2             | 5%                |
| ITP          | 49       | 62       | 61       | 42       | -19           | -31%              |
| PTE          | 168      | 148      | 138      | 139      | 1             | 1%                |
| Universities | -        | -        | -        | -        | 0             |                   |
| Total        | 275      | 247      | 243      | 227      | -16           | -7%               |

Taranaki: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 28       | 11       | 24       | 23       | -1            | -4%               |
| ITP          | 27       | 25       | 18       | 13       | -5            | -28%              |
| PTE          | 61       | 34       | 32       | 28       | -4            | -13%              |
| Universities | -        | -        | -        | -        | 0             |                   |
| Total        | 116      | 70       | 74       | 64       | -10           | -14%              |

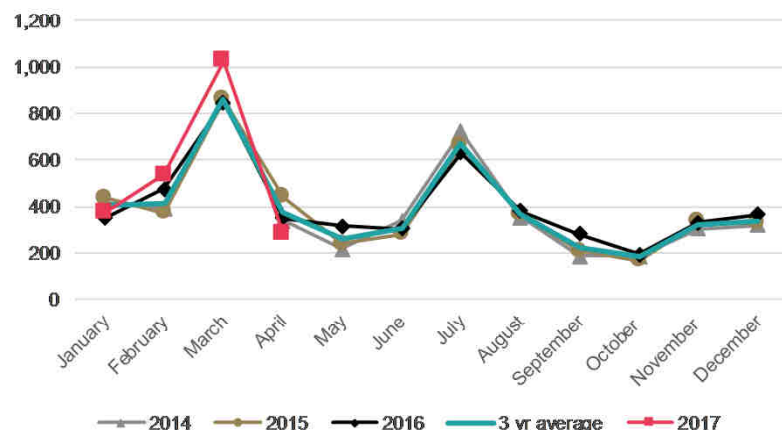
(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Taranaki: TSV by market

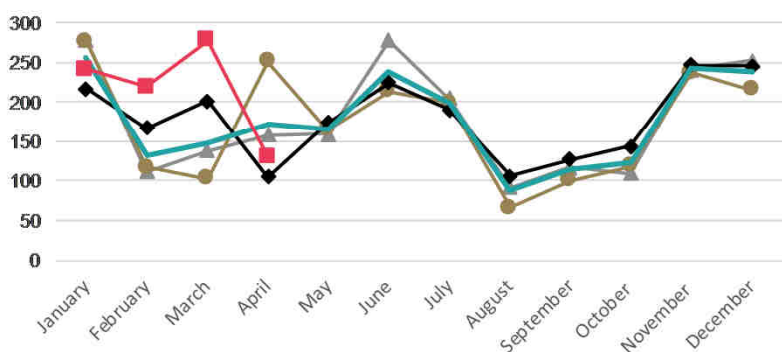
| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| India    | 97       | 100      | 93       | 73       | -20           | -22%              |
| China    | 40       | 39       | 39       | 58       | 19            | 49%               |
| Korea    | 40       | 33       | 25       | 13       | -12           | -48%              |
| Viet Nam | 14       | 15       | 17       | 18       | 1             | 6%                |
| Russia   | 12       | 13       | 11       | 13       | 2             | 18%               |
| Other    | 72       | 47       | 58       | 52       | -6            | -10%              |
| Total    | 275      | 247      | 243      | 227      | -16           | -7%               |

- TSV increased by 10% (+195) for the YTD 2017, when compared to YTD 2016. This was led by an increase in FSV for the universities and schools sectors, and RSV for the ITP sector.
- VSV for this region was 3,817 on 1 April 2017, an increase of 10% (+351) since the same date in 2016.

Waikato: TSV approved in 2014-2017



Waikato: FSV approved in 2014-2017

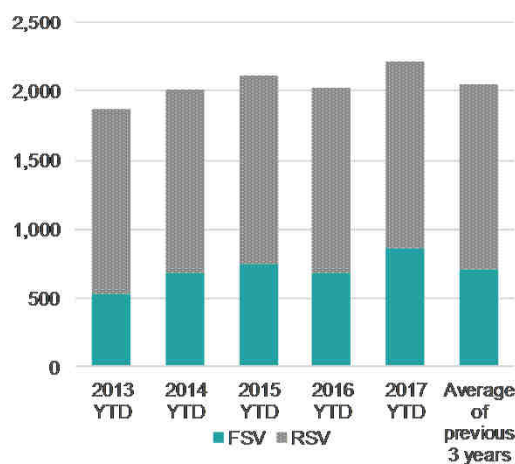


### In brief

| YTD            | FSV | RSV   | TSV   |
|----------------|-----|-------|-------|
| Visas          | 868 | 1,346 | 2,214 |
| Change No.     | 178 | 17    | 195   |
| Change Percent | 26% | 1%    | 10%   |

Changes are from the YTD 2016 to the YTD 2017

Waikato: Cumulative FSV and RSV



Waikato: 2016 total visas

|     |       |
|-----|-------|
| FSV | 2,146 |
| RSV | 2,669 |
| TSV | 4,815 |

Waikato: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 320      | 295      | 302      | 361      | 59            | 20%               |
| ITP          | 493      | 589      | 580      | 637      | 57            | 10%               |
| PTE          | 142      | 197      | 157      | 151      | -6            | -4%               |
| Universities | 1,058    | 1,024    | 980      | 1,065    | 85            | 9%                |
| Total        | 2,013    | 2,105    | 2,019    | 2,214    | 195           | 10%               |

Waikato: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 109      | 87       | 89       | 136      | 47            | 53%               |
| ITP          | 143      | 171      | 206      | 218      | 12            | 6%                |
| PTE          | 113      | 156      | 115      | 119      | 4             | 3%                |
| Universities | 317      | 327      | 280      | 395      | 115           | 41%               |
| Total        | 682      | 741      | 690      | 868      | 178           | 26%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

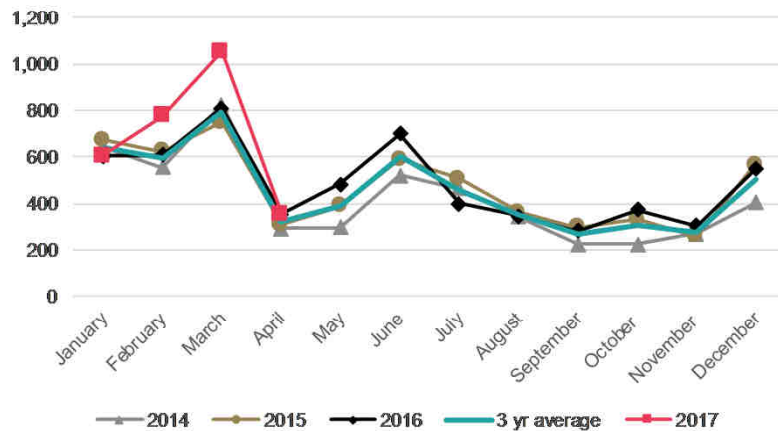
Waikato: TSV by market

| Country      | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| China        | 918      | 972      | 967      | 1,054    | 87            | 9%                |
| India        | 169      | 230      | 241      | 313      | 72            | 30%               |
| Saudi Arabia | 139      | 128      | 65       | 68       | 3             | 5%                |
| Korea        | 111      | 81       | 65       | 68       | 3             | 5%                |
| UK           | 71       | 88       | 75       | 39       | -36           | -48%              |
| Other        | 608      | 611      | 606      | 672      | 66            | 11%               |
| Total        | 2,016    | 2,110    | 2,019    | 2,214    | 195           | 10%               |

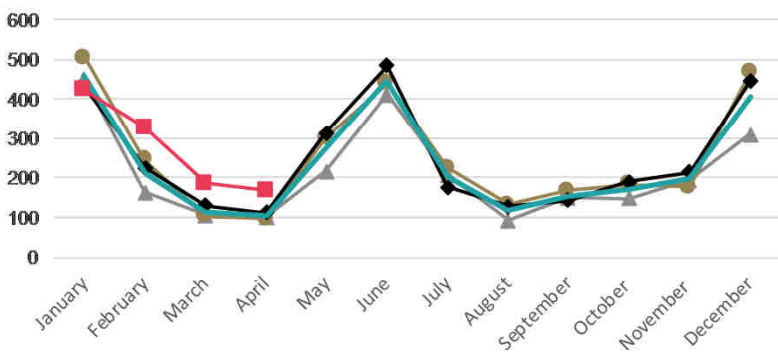


- There is a 27%(+410) increase in TSV in the YTD 2017. This was led by increased FSV in the universities sector. TSV for the schools and ITP sectors has also increased, but most of this increase was from a rise in RSV.
- The biggest increase in FSV was from Viet Nam (+167%, +55), while the biggest RSV increase was from China (+17%, +132).
- VSV for this region were 4,947 for 1 May 2017, an increase of 14%(+ 590) from the same date in 2016.

Wellington: TSV approved in 2014-2017



Wellington: FSV approved in 2014-2017

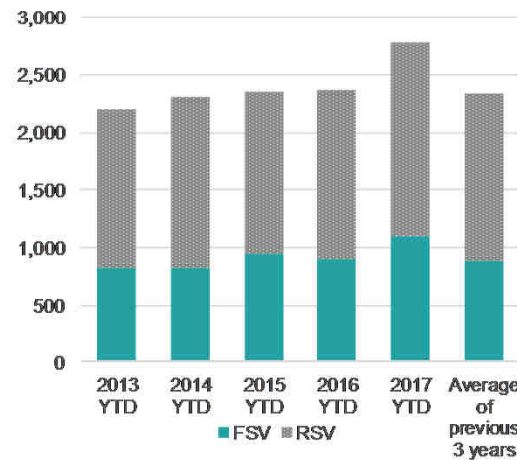


In brief

| YTD            | FSV   | RSV   | TSV   |
|----------------|-------|-------|-------|
| Visas          | 1,101 | 1,684 | 2,785 |
| Change No.     | 206   | 204   | 410   |
| Change Percent | 23%   | 14%   | 17%   |

Changes are from the YTD 2016 to the YTD 2017

Wellington: Cumulative FSV and RSV



Wellington: 2016 total visas

|     |       |
|-----|-------|
| FSV | 2,989 |
| RSV | 2,818 |
| TSV | 5,807 |

Wellington: TSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 395      | 346      | 341      | 446      | 105           | 31%               |
| ITP          | 317      | 410      | 483      | 590      | 107           | 22%               |
| PTE          | 210      | 208      | 179      | 255      | 76            | 42%               |
| Universities | 1,388    | 1,370    | 1,359    | 1,490    | 131           | 10%               |
| Total        | 2,310    | 2,334    | 2,362    | 2,781    | 419           | 18%               |

Wellington: FSV by sector (\*)

|              | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|--------------|----------|----------|----------|----------|---------------|-------------------|
| Schools      | 211      | 120      | 135      | 172      | 37            | 27%               |
| ITP          | 116      | 186      | 194      | 224      | 30            | 15%               |
| PTE          | 115      | 118      | 102      | 155      | 53            | 52%               |
| Universities | 374      | 514      | 453      | 547      | 94            | 21%               |
| Total        | 816      | 938      | 884      | 1,098    | 214           | 24%               |

(\*) Please note that numbers by sector may not always add up to the same as the total because sector is not always stated.

Wellington: TSV by market

| Country  | 2014 YTD | 2015 YTD | 2016 YTD | 2017 YTD | Change Number | Change Percentage |
|----------|----------|----------|----------|----------|---------------|-------------------|
| China    | 700      | 822      | 924      | 1,067    | 143           | 15%               |
| India    | 186      | 218      | 231      | 277      | 46            | 20%               |
| Viet Nam | 195      | 161      | 147      | 199      | 52            | 35%               |
| USA      | 149      | 186      | 153      | 191      | 38            | 25%               |
| Japan    | 104      | 112      | 116      | 112      | -4            | -3%               |
| Other    | 979      | 846      | 804      | 939      | 135           | 17%               |
| Total    | 2,313    | 2,345    | 2,375    | 2,785    | 410           | 17%               |