

Student Visa Dashboard

August 2016



- The following dashboard was developed by Education New Zealand (ENZ) and is based on Immigration New Zealand (INZ) data on issued student visas. This data source provides the latest data available on the international education sector, as there is only a one month lag between student visas approved and INZ publishing the data. Student visa data is a strong indicator of whether students are entering, remaining in or leaving New Zealand and can be used for predicting future enrolment trends.
- Student visa trends allow us to analyse two key indicators: 1) growth of new students and 2) retention of students.
- We use first time student visa data as an indicator of growth as it represents new students and the pipeline of students entering New Zealand.
- Total student visa data gives us an overview of all student visas (i.e. first time student visas as well as students renewing their visas).
- We can analyse the retention of students by subtracting first time student visas from total student visas.

1. Student visas vs. visitor visas:

- 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 also allow students to study for up to six months. Those who enter New Zealand on a working holiday visa who plan on taking up this option are also not included in this dashboard.
- These factors will impact the Private Training Establishments (PTEs), including English Language Schools (ELS) numbers.

2. Student visas vs. enrolments:

- There is a potential delay of up to three months 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.

3. Other exclusions:

- This dashboard excludes dependants, applicants under Section 61, and Variation of Conditions. Dashboards prior to May 2015 include approvals from “all” applicants, including dependants.

How to read the dashboard

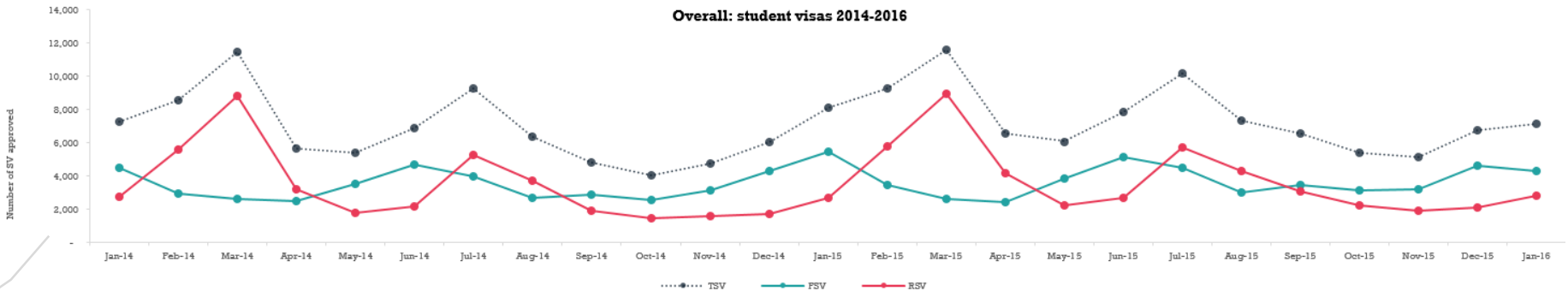
Name of the market/region/sector

Indicator of the overall performance of the market

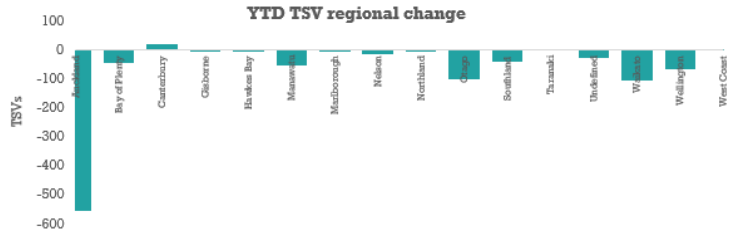
Overall:

- The monthly/YTD result:
- Actual change in visa numbers
 - Percentage change in visas
 - Directional indicator

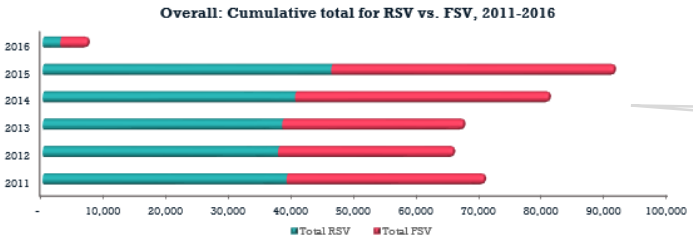
YTD RSV		YTD FSV		YTD TSV	
↑	127	5%	↓	-1,112	-20%
			↓	-985	-12%



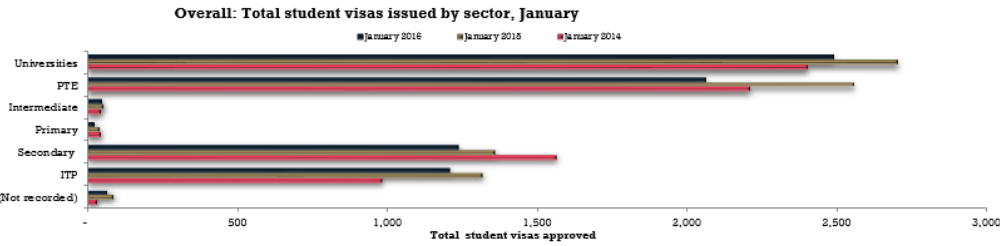
These graphs show a monthly trend of actual TSV, FSV and RSV approvals from 2014 – 2016.



These graphs shows the regional change for the market



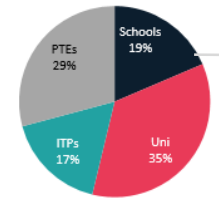
Shows the calendar year results for FSVs + RSVs. This also demonstrates the proportional make-up of a market as we progress through the year, while comparing the overall result from previous years.



Key or interesting trends to consider

- Key takeaways:
- Overall January result were mixed, TSV were down 12% (-985), FSVs down 20% (-1,112) and RSVs up 5% (127).
 - The university sector accounted for 35% of TSVs approved followed by the PTE sector 29% in January.

YTD 2016 Sector breakdown of TSVs



This pie graph represents the sector distribution of TSVs YTD.

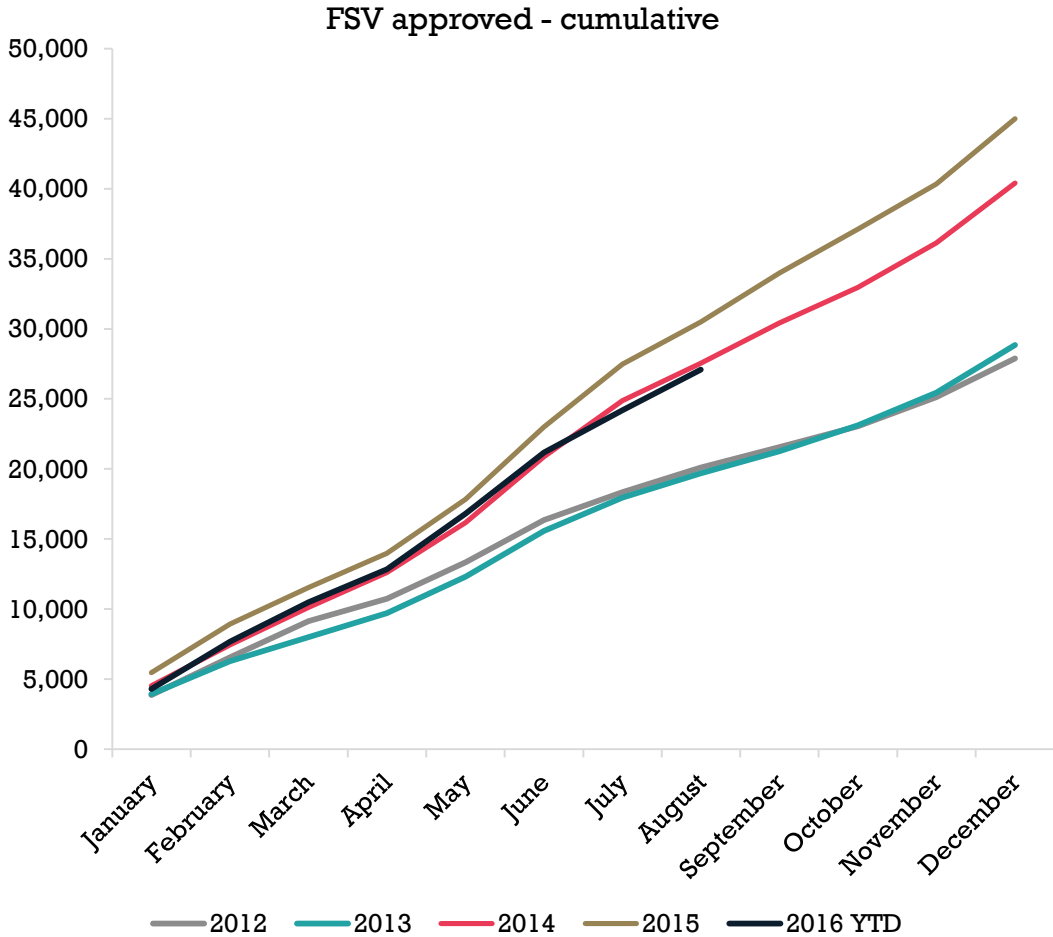
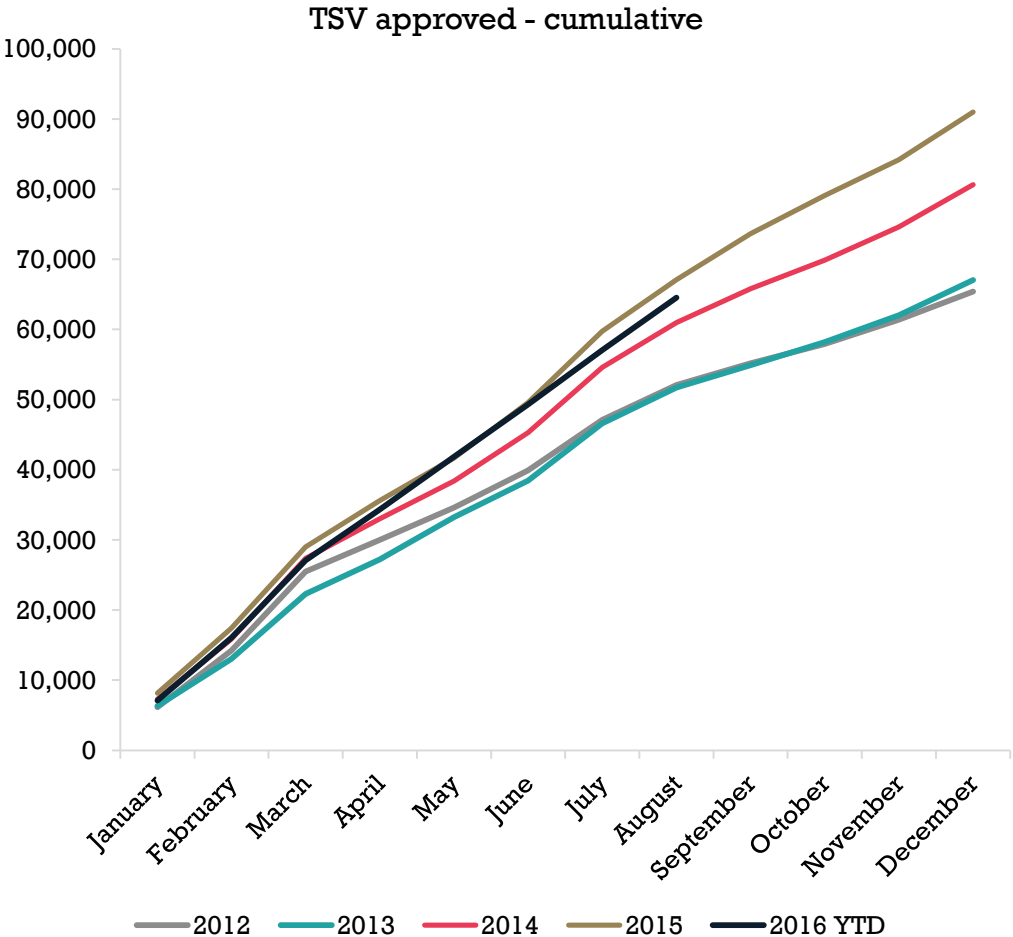
Overall student visa trends

August 2016



1. Current YTD figures show that total student visas (TSV) are down -4% (-2,569) , first time student visas (FSV) are down 11% (-3,393) and returning student visas (RSV) are slightly up +2% (+824). August 2016 TSV (+2%, +155) and FSV (-4%, -110) were flat while RSV were up 6% (+265) compared to August 2015.
2. India, the Philippines, USA and Saudi Arabia continue to decline compared to 2015 YTD:
 - India - has been affected by the changes in English Language requirements this has resulted in a decline in FSV YTD (-39%, -3,502) .
 - Philippines – another country affected by changes to English Language requirements - evidenced by the decline in FSV approved YTD (-512, -38%).
 - USA – YTD TSV are down 15% (-295). However August 2016 saw only 4 less visas approved compared to August 2015, and RSV were up 19%(+5).
 - Saudi Arabia - a 36% reduction in TSV approved YTD (-584). Interestingly there have only been 22 less FSV approved for this market YTD, suggesting that the decline is due to students not returning to, or remaining in New Zealand to study.
3. China saw strong growth in TSV for August that helped offset the decline from India.
4. The seasonal peak in TSV that is usually seen in July didn't manifest this year. However RSV between April and August period are up 9% compared to the same time period in 2015.
5. China, Japan and Indonesia have seen increases of over 100 FSV approved YTD 2016 compared to the same period last year. There has also been some promising growth from Germany, Korea and Malaysia.
6. Regions that experienced an increase in TSV in August 2016 compared to August 2015 were: Auckland up 2% (+98), followed by Manawatu +19% (+47) and Otago +17% (+30). The growth in Auckland was from China (+438) and Brazil (+33), which helped offset the decline in TSV from India (-419) and Saudi Arabia (-41). In the Manawatu region the largest increase in TSV for August was from Indonesia (+35) followed by China (+24) while in Otago, Saudi Arabia (+7) and Hong Kong (+6) where the markets experienced growth in August.

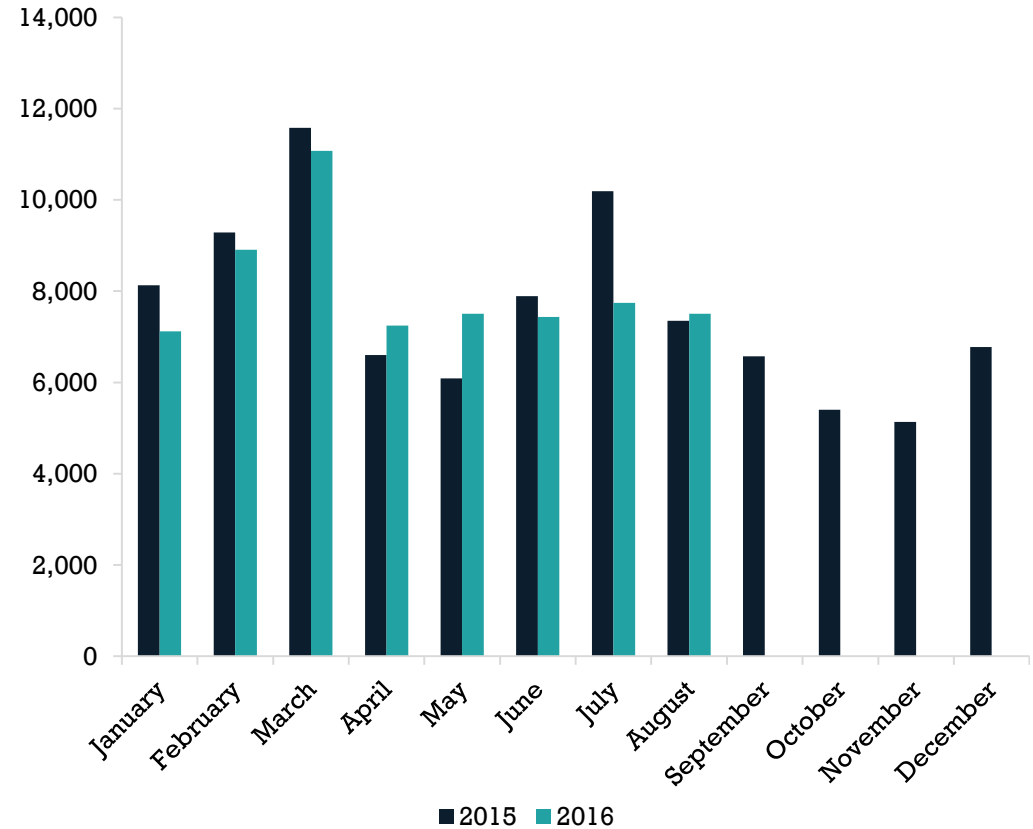
Comparison to previous years (Cumulative)



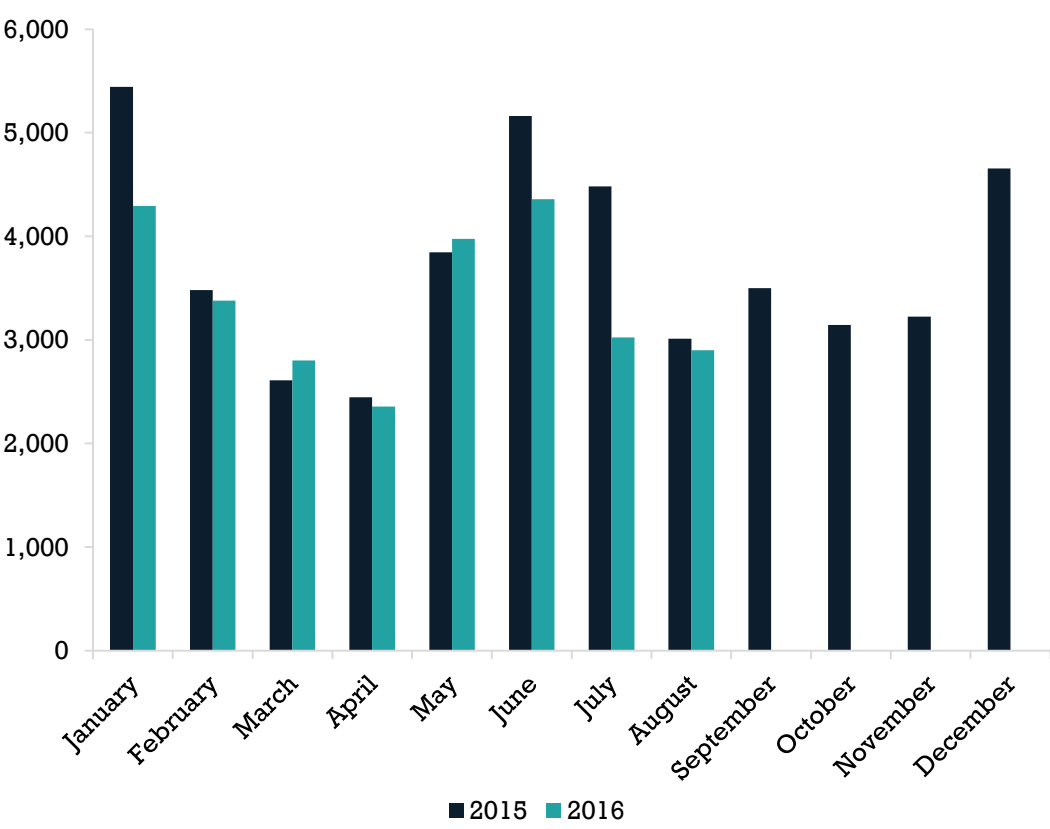
- Student visas data is down (-4%) compared to the same period last year, with 64,538 TSV approved in 2016 YTD compared to 67,107 in 2015 YTD.
- A drop in FSV from India (-3,502) and the Philippines (-512) has led the to a decline in FSV YTD.
- Overall FSV are down 11% (-3,393) in 2015 YTD. 27,089 were approved in 2016 YTD compared to 30,482 in 2015 YTD.
- While there is a decline in TSV and FSV YTD students choosing to renew their visas (RSV) is +2% with an additional 824 students visas approved compared to the same time period last year.

Month-on-Month comparison to previous year

TSV approved



FSV approved



- August 2016 TSV (+2%, +155) and FSV (-4%, -110) were flat compared to August 2015. The decrease in FSV was offset by the increase in RSV +6% (+265).

Overall market performance (Year-to-Date)

Top 20 markets (in order of 2016 volume)

ThinkNew®



Indicator	TSV	2015 YTD	2016 YTD	Change in numbers	% change
↑	China	23,026	24,599	1,573	7%
↓	India	14,807	11,830	-2,977	-20%
↓	Korea	3,733	3,526	-207	-6%
→	Japan	2,408	2,483	75	3%
↓	Thailand	1,819	1,732	-87	-5%
↓	USA	2,024	1,729	-295	-15%
→	Brazil	1,391	1,363	-28	-2%
↑	Viet Nam	1,250	1,335	85	7%
↑	Germany	1,154	1,238	84	7%
→	Malaysia	1,221	1,224	3	0%
↓	Philippines	1,552	1,154	-398	-26%
↓	Saudi Arabia	1,644	1,060	-584	-36%
→	Hong Kong	866	837	-29	-3%
→	Colombia	664	662	-2	0%
↑	Indonesia	531	658	127	24%
→	Taiwan	664	649	-15	-2%
↓	Fiji	661	607	-54	-8%
↓	Sri Lanka	635	592	-43	-7%
↑	Nepal	426	492	66	15%
↓	Russia	484	443	-41	-8%
→	Grand Total	67,107	64,538	-2,569	-4%

Indicator	FSV	2015 YTD	2016 YTD	Change in numbers	% change
→	China	6,032	6,256	224	4%
↓	India	9,005	5,503	-3,502	-39%
↓	USA	1,777	1,462	-315	-18%
↑	Japan	1,327	1,455	128	10%
↑	Korea	1,351	1,431	80	6%
↓	Brazil	1,148	1,099	-49	-4%
↑	Germany	984	1,079	95	10%
↓	Philippines	1,362	850	-512	-38%
→	Thailand	786	760	-26	-3%
↑	Malaysia	421	513	92	22%
→	Colombia	509	507	-2	0%
↑	Viet Nam	361	433	72	20%
↓	Chile	357	342	-15	-4%
↑	Indonesia	207	319	112	54%
↓	Sri Lanka	327	298	-29	-9%
↓	UK	323	278	-45	-14%
↑	France	248	278	30	12%
↑	Fiji	222	255	33	15%
↑	Nepal	199	250	51	26%
↓	Saudi Arabia	242	220	-22	-9%
↓	Grand Total	30,482	27,089	-3,393	-11%

- Markets that have seen significant increases in FSV YTD compared to the same time period last year: Japan growth has been in the PTE and ITP sectors, Indonesia has seen growth in PTE and secondary school sectors, Korean growth has been in the schools and PTE sectors and Germany has an increase in secondary schools visas YTD.
- Increases in FVS approvals in priority markets could be a positive indication that the market diversification strategy are starting to gain traction.

In-depth: Priority Markets

Markets	FSV YTD	% change from 2015
Promote		
China	6,256	4%
India	5,503	-39%
Japan	1,455	10%
Korea	1,431	6%
USA	1,462	-18%
Brazil	1,099	-4%
Colombia	507	0%
Thailand	760	-3%
Viet Nam	433	20%
Philippines	850	-38%
Indonesia	319	54%
Germany	1,079	10%
France	278	12%
Sweden	75	14%
Norway	120	-2%
Italy	150	-5%
Spain	91	28%
Impact Projects		
Chile	342	-4%
Malaysia	513	22%
Saudi Arabia	220	-9%

TSV YTD approval rates (%)
98%
61%
99%
99%
98%
97%
96%
98%
91%
78%
97%
99%
99%
99%
99%
97%
98%
98%
99%
97%

Promote

- Japan FSV are up 10% YTD, growth has been experienced in PTE (+13%) and ITP (+51%) sectors.
- Korea FSV are up 6% YTD with the secondary schools (+21%) experiencing the largest increase followed by the PTE sector (+4%).
- Viet Nam YTD are up 20% for FSV with growth in the PTE (+52%) and secondary school (+44%) sectors.
- Indonesia FSV YTD are up 54%, with the PTE (+124%), university (+21%) and ITP (+33%) sectors experiencing growth.
- Germany growth in FSV YTD has been in the secondary school (+13%), university (+17%) and ITP (+18%) sectors.

Impact projects

- Malaysia FSV YTD has been in the university sector (+23%).

Market overview (Month-on-Month)

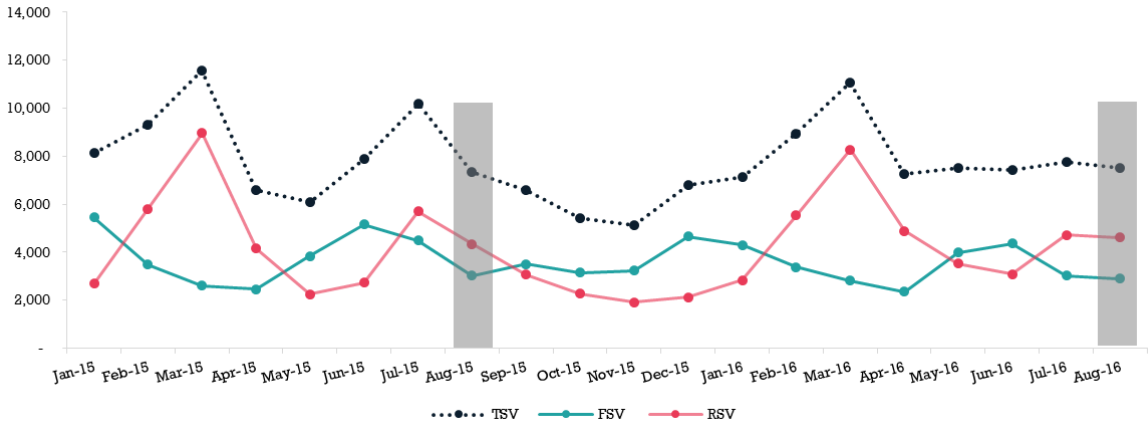
- China RSV are up 17% amounting to an additional 343 students choosing to continue studying at a New Zealand provider in August 2016.
- Indonesia FSV are up with an additional +47 visas approved, with growth in the ITP (+29) and PTE (+29) sectors.
- India FSV in the PTE sector are down 65% (-478) compared to August 2015. While the ITP and university sector were both up with an additional 23 FSV approved.



TSV		
Markets	Change	% change
China	494	18%
Indonesia	56	82%
Thailand	37	33%
Brazil	34	34%
Colombia	18	25%
Nepal	-21	-24%
Korea	-29	-7%
Japan	-36	-15%
Saudi Arabia	-53	-25%
India	-450	-24%

FSV		
Markets	Change	% change
China	151	19%
Indonesia	47	168%
Brazil	18	25%
Thailand	18	37%
France	16	76%
Philippines	-7	-5%
Sri Lanka	-9	-20%
USA	-9	-43%
Japan	-32	-19%
India	-433	-42%

Total student visas approved 2015-2016



Overall regional performance (Year-to-Date)

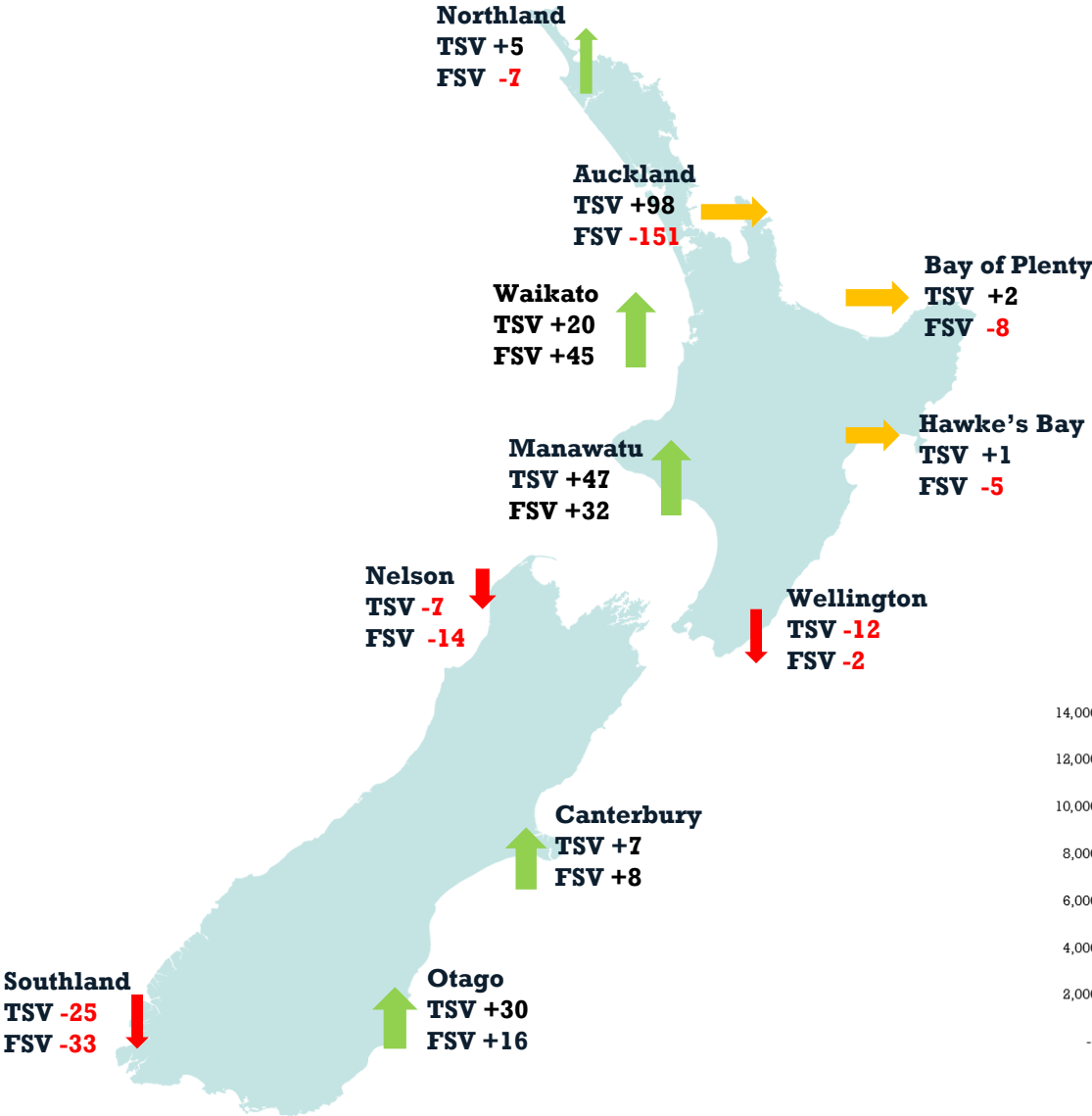
(Listed in order of 2016 volume)

Indicator	TSV	2015 YTD	2016 YTD	Change in numbers	% change
↓	Auckland	42,191	39,889	-2,302	-5%
→	Canterbury	6,073	5,913	-160	-3%
→	Wellington	4,187	4,303	116	3%
→	Waikato	3,722	3,716	-6	0%
→	Otago	3,302	3,250	-52	-2%
→	Bay of Plenty	2,161	2,132	-29	-1%
→	Manawatu	2,106	2,028	-78	-4%
→	Nelson	721	742	21	3%
→	Southland	732	712	-20	-3%
↑	Hawke's Bay	573	651	78	14%
↓	Taranaki	537	478	-59	-11%
→	Northland	355	357	2	1%
↓	Other	398	323	-75	-19%
↓	Gisborne	25	19	-6	-24%
↑	Marlborough	14	17	3	21%
→	Grand Total	67,107	64,538	-2,569	-4%

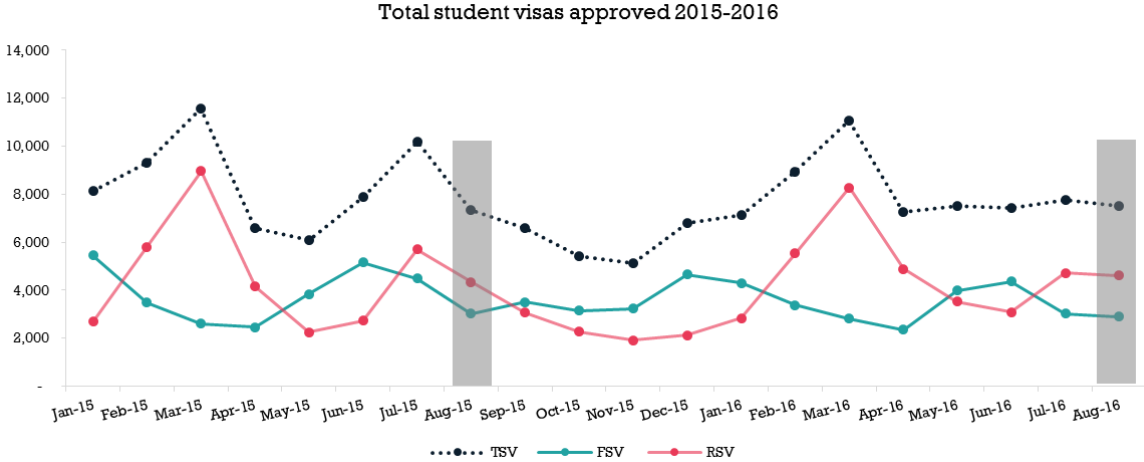
Indicator	FSV	2015 YTD	2016 YTD	Change in numbers	% change
↓	Auckland	18,612	15,686	-2,926	-16%
↓	Canterbury	2,824	2,661	-163	-6%
→	Wellington	2,045	1,998	-47	-2%
→	Otago	1,562	1,604	42	3%
→	Waikato	1,434	1,427	-7	0%
↓	Bay of Plenty	1,279	1,187	-92	-7%
→	Manawatu	802	792	-10	-1%
↓	Nelson	491	426	-65	-13%
↑	Hawke's Bay	321	382	61	19%
↓	Southland	415	327	-88	-21%
↓	Other	310	232	-78	-25%
↓	Northland	201	190	-11	-5%
↓	Taranaki	159	149	-10	-6%
↑	Marlborough	11	15	4	36%
→	Gisborne	9	9	0	0%
↓	Grand Total	30,482	27,089	-3,393	-11%

- Regional performance paints a mixed picture YTD. Auckland has seen a significant decline in FSV YTD approved due to the decline in FSV from India (-46%, -2,960) and the Philippines (-42%, -418).
- Bay of Plenty is down YTD for TSV and FSV due to the decline in visas from India and the Philippines, however RSV are up 7% (+63).
- Hawke's Bay (+19%) and Marlborough (+36%) regions have experienced a positive result for FSV YTD, driven by an increase in student visas from China.

Regional overview (Month-on-Month)



- TSV for August 2016 were up 19% in the Manawatu region driven by growth in the PTE (+23) and secondary school (+16) sectors in August 2016.
- Waikato region experienced the largest increase in the number of FSV approved (+45), driven by growth from the PTE (+24), ITP (+9) and university (+6) sectors.
- FSV in Southland were down -33 compared to August 2015, the decline was driven by ITP sector (-30).



Sector overview (Year-to-Date)



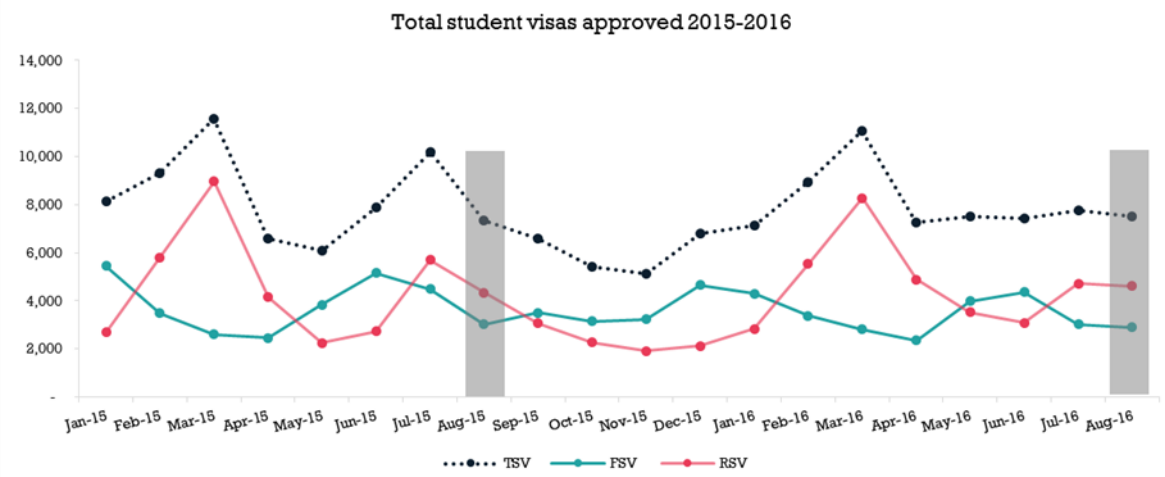
Primary	Intermediate	Secondary	ITP	PTE	University
TSV -3% (-10) FSV -16% (-31)	TSV +12% (+40) FSV +25% (+40)	TSV +3% (+263) FSV +2% (+85)	TSV -1% (-62) FSV -8% (-435)	TSV -11% (-2,803) FSV -22% (-2,955)	TSV 0% (+93) FSV 0% (+4)

- The PTE sector has experienced the largest decline in TSV approved YTD, down 11% (-2,803). This is being driven by the decline in FSV (-22%, -2,955).
- India PTE FSV declined -56% and ITP FSV -18% YTD. The Philippines PTE FSV declined -45% and Bangladesh -78%.
- The secondary school sector has seen steady growth in TSV YTD with China (+13%, +429), Germany (+11%, +81) and Viet Nam (32%, +56) all up on the same time period last year.
- University FSV are flat. Traditional markets like the USA (-16%, -268) and China (-2%, -41) are both down YTD while India (+18%, +94), Malaysia (+23%, +71) and Pakistan (+72%, +33) have seen strong growth in 2016.

Sector overview (Month-on-month)

- University sector saw the largest increase in TSV approved for August 2016, this was due to a 14% (+214) increase in RSV compared to August 2015.
- University FSV growth in August came from India (+70%, +23) and China (+7% +18) while Japan was in decline (-43%, -20).
- The decline in the PTE sector TSV is driven by the decline in FSV, this is due to the decline in FSV from India (-65%, -478).
- While the India decline continues to have a negative effect on the PTE sector results: China (+24%, +70), Indonesia (+269%, +35) and Brazil (37%, +23, have seen growth in FSV compared to August 2015.

TSV			FSV		
Sectors	Change	% change	Sectors	Change	% change
Universities	262	13%	ITPs	50	10%
Secondary	131	21%	Universities	48	10%
Primary	21	66%	Secondary	33	11%
ITPs	20	1%	Primary	10	56%
Intermediate	-6	-16%	Intermediate	4	29%
PTEs	-275	-9%	PTEs	-256	-15%



Trends by market



Overall:



August RSV
265 ↑ 6%

August FSV
-110 → -4%

August TSV
155 → 2%

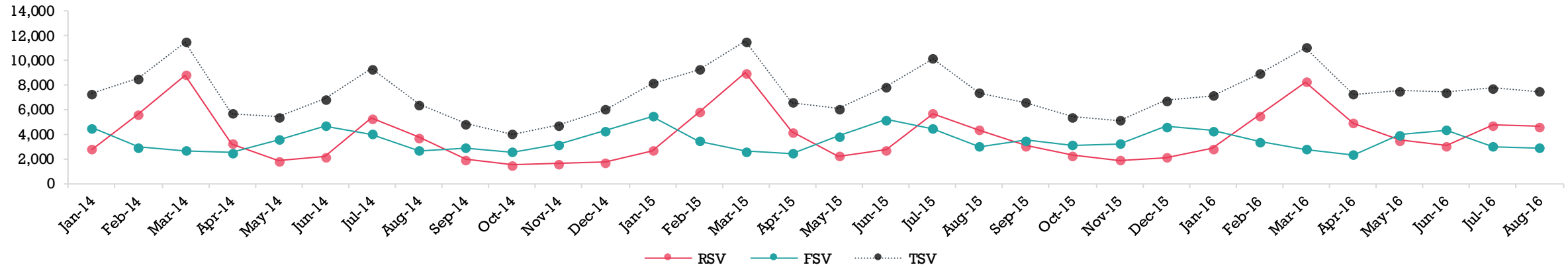
YTD RSV
824 → 2%

YTD FSV
-3,393 ↓ -11%

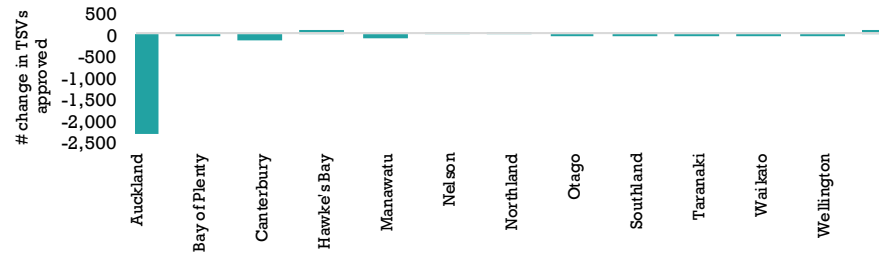
YTD TSV
-2,569 → -4%

YTD (August)

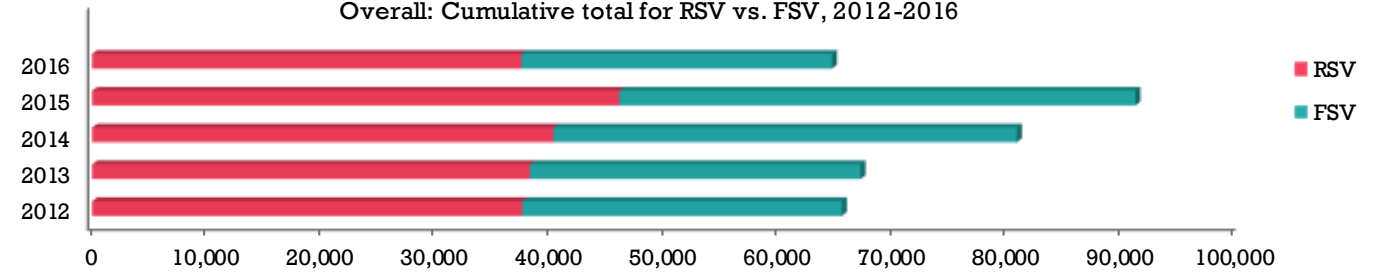
Overall: student visas approved 2014-2016



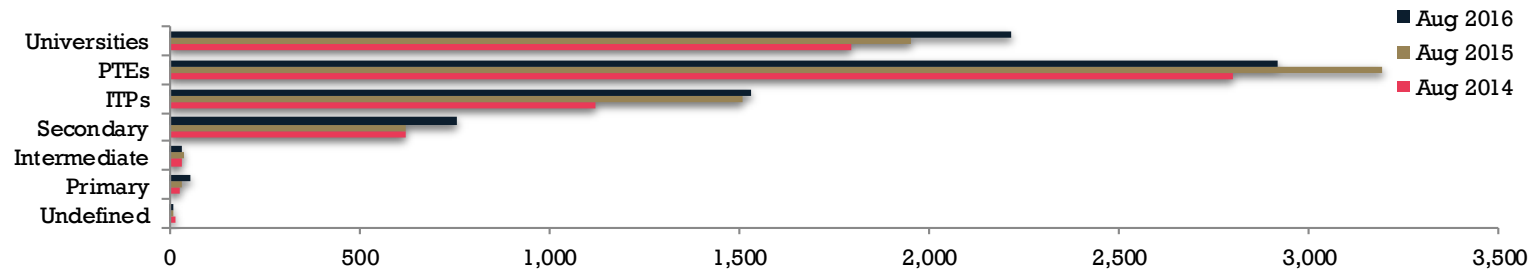
Overall: 2016 YTD TSV regional change



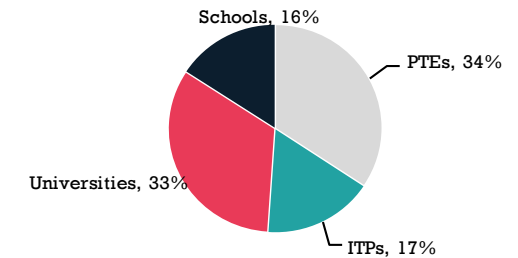
Overall: Cumulative total for RSV vs. FSV, 2012-2016



Overall: Total student visas approved by sector, August



Overall: 2016 YTD Sector breakdown of TSV



Key takeaways:

- Current YTD figures show that total student visas (TSV) are down (-4%) and first time student visas (FSV) are down 11%.
- August 2016 experienced a 2% increase for TSV (155) driven by an increase in RSV 6% (265) compared to August 2015.
- The PTE sector make up 34% of TSV approved while the university sector makes up 33% YTD.

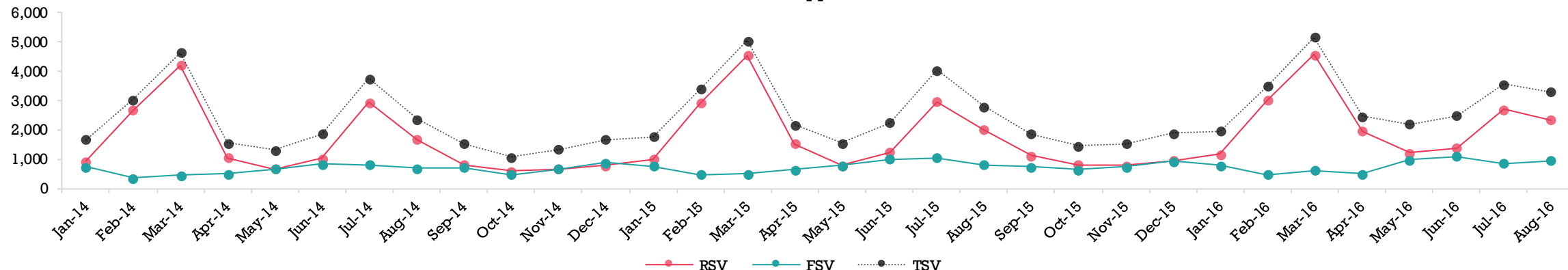
China:



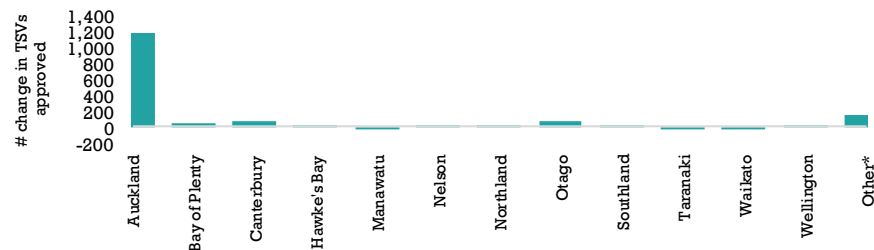
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
343 ↑ 17%	151 ↑ 19%	494 ↑ 18%	1,349 ↑ 8%	224 → 4%	1,573 ↑ 7%

YTD (August)

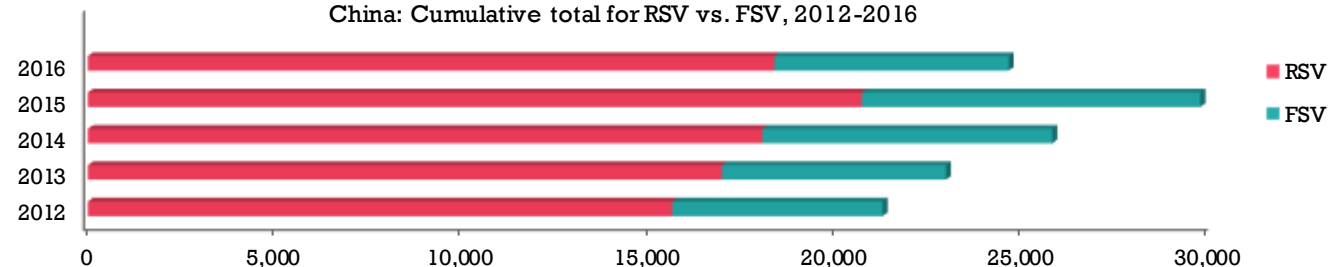
China: student visas approved 2014-2016



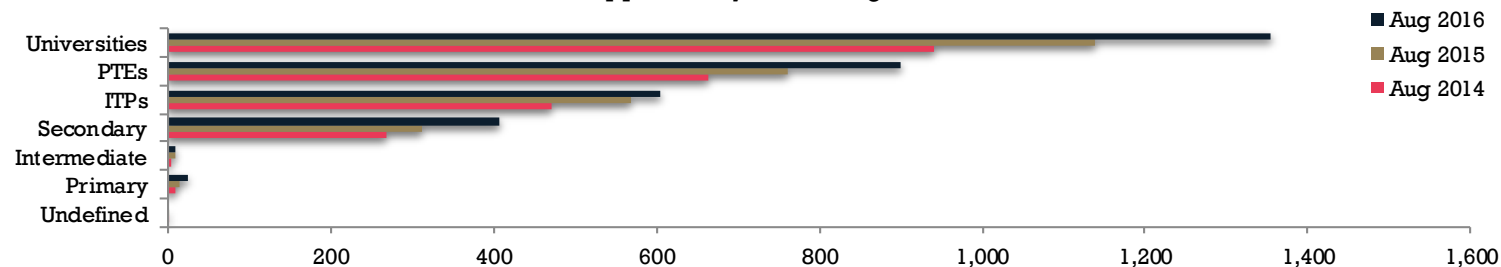
China: 2016 YTD TSV regional change



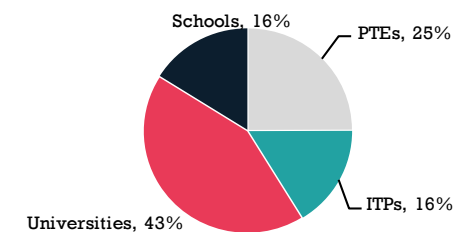
China: Cumulative total for RSV vs. FSV, 2012-2016



China: Total student visas approved by sector, August



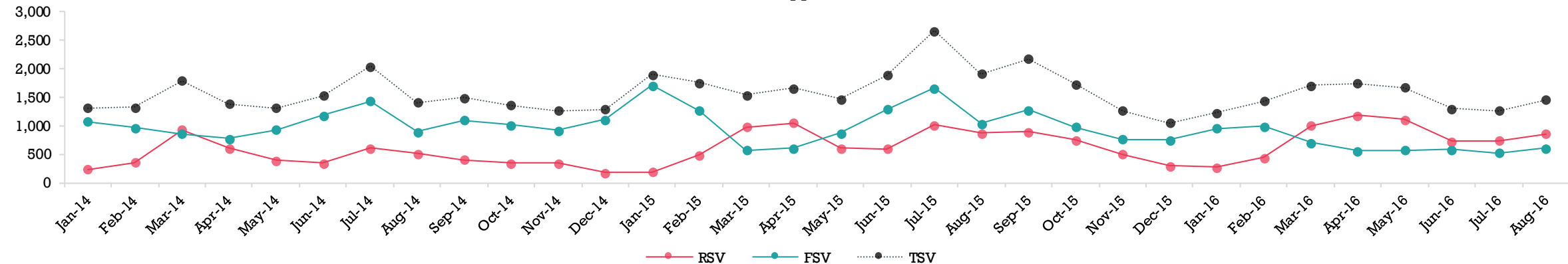
China: 2016 YTD Sector breakdown of TSV



Key takeaways:

- TSV approved for China has increased by 7% YTD (+1,573). This is being driven by an 8% increase in RSV (+1,349) while FSV rose 4% (+224).
- August 2016 saw an increase in TSV, 18% (+494) which was largely attributed to the rise in RSV for August 17% (+343) compared to August 2015.

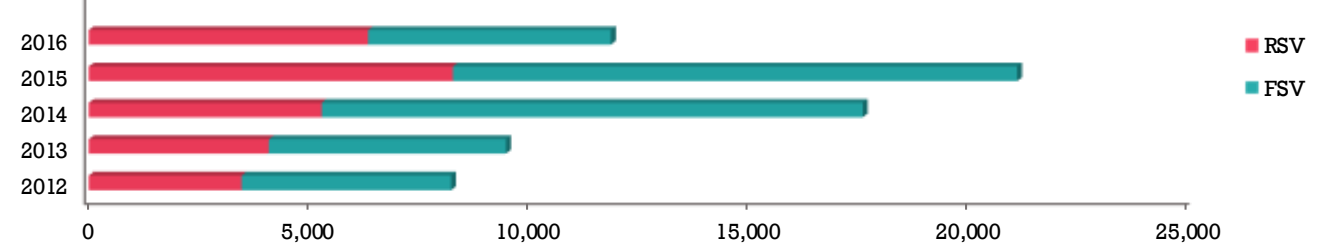
India: student visas approved 2014-2016



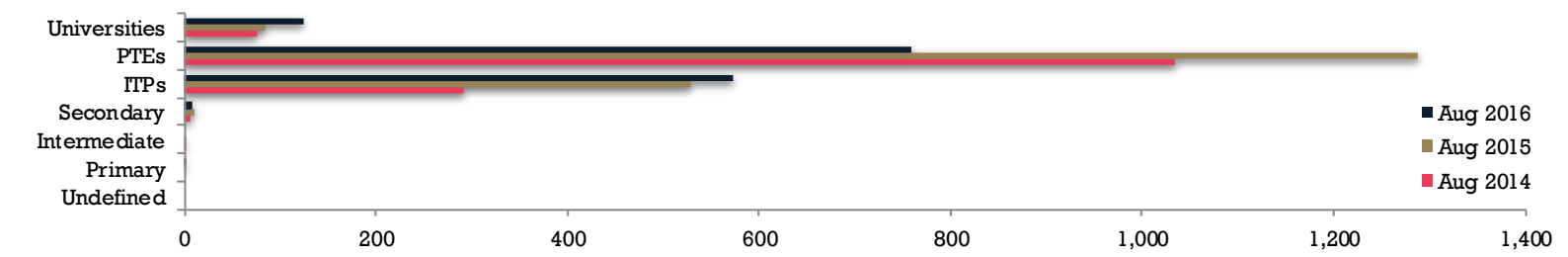
India: 2016 YTD TSV regional change



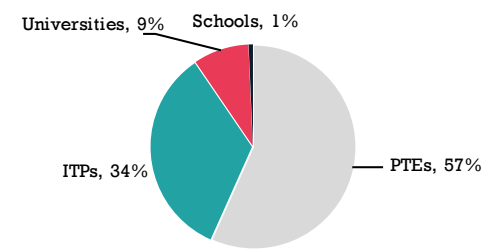
India: Cumulative total for RSV vs. FSV, 2012-2016



India: Total student visas approved by sector, August



India: 2016 YTD Sector breakdown of TSV



Key takeaways:

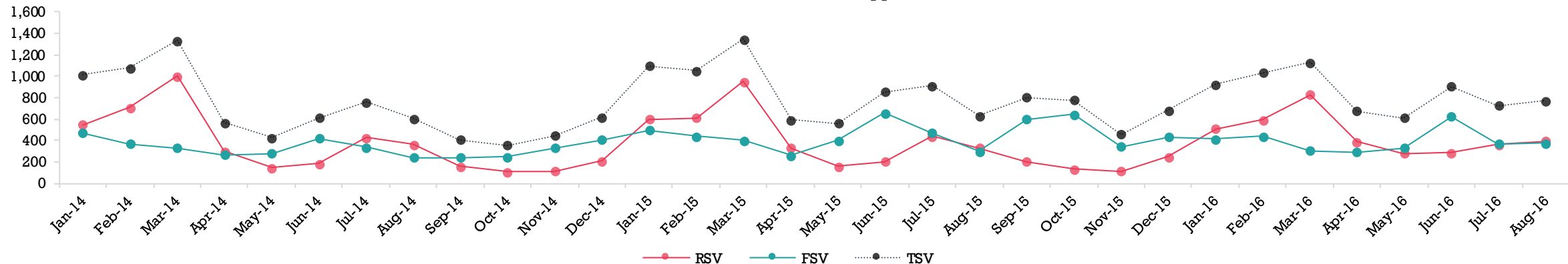
- YTD results for India continue to be much lower than the same period last year, with TSV down 20% (-2,977). This is being driven by a 39% (-3,502) decline in FSV to date, following the change in English language requirements (Rule 18) in Oct – Nov 2015.
- However India is experiencing an increase in RSV (+9%, +525) suggesting students are choosing to return/remain in New Zealand to study.

South East Asia:

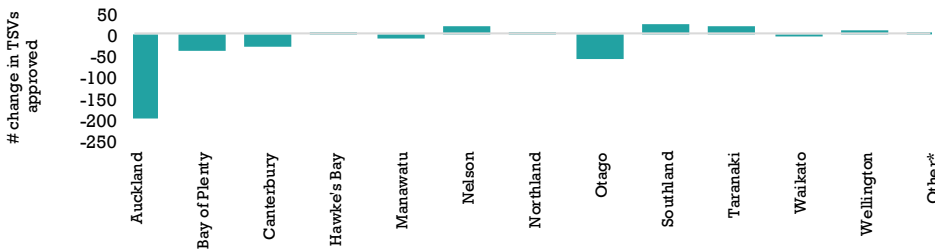
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
62  19%	81  27%	143  23%	22  1%	-283  -8%	-261  -4%

YTD (August)

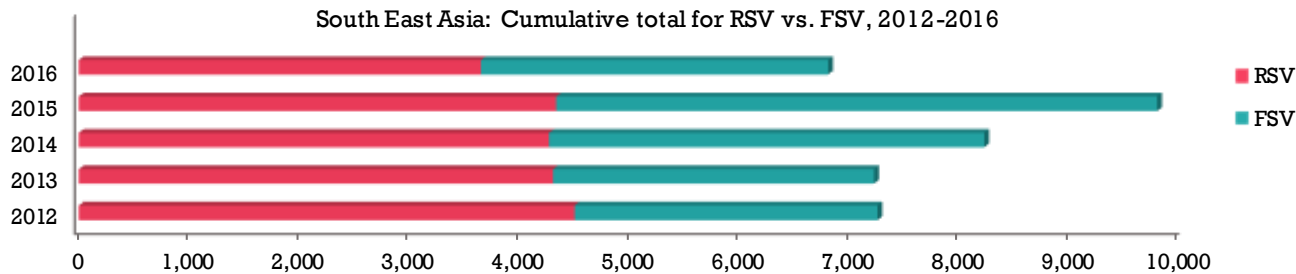
South East Asia: student visas approved 2014-2016



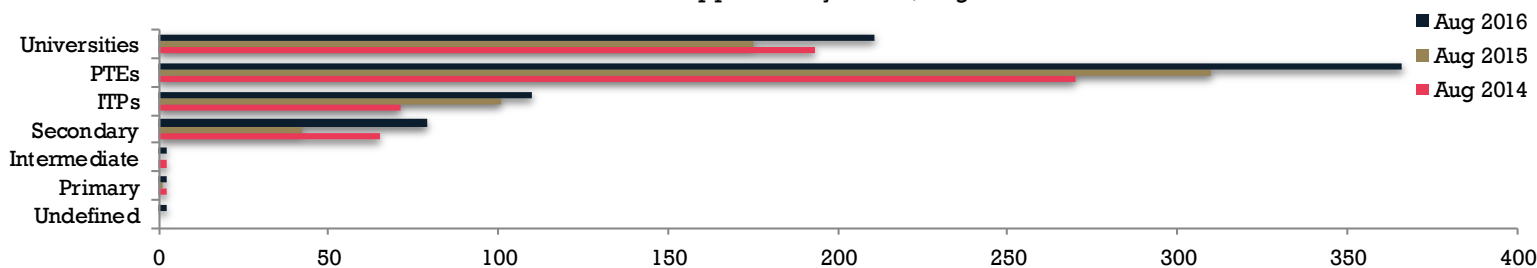
South East Asia: 2016 YTD TSV regional change



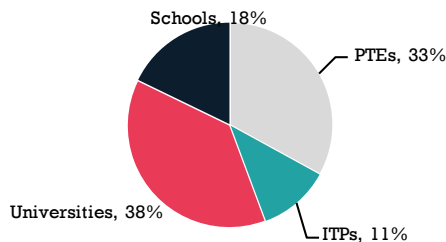
South East Asia: Cumulative total for RSV vs. FSV, 2012-2016



South East Asia: Total student visas approved by sector, August



South East Asia: 2016 YTD Sector breakdown of TSV



Key takeaways:

- Results for the South East Asia region are down YTD (-4%, -261). While FSV are still tracking down (-8%, -283), RSV have appeared to stabilise (+1%, +22).
- August 2016 TSV saw an upturn of 23% (+143) compared with August 2015. This partially offset the YTD decline observed in the South East Asia region, which in turn is largely attributed to a drop in the Philippines market down 26% TSV YTD (-398) compared to August 2016.
- So far this year, students from the South East Asia region are choosing to study at universities (38%), PTEs (33%) and schools (18%).

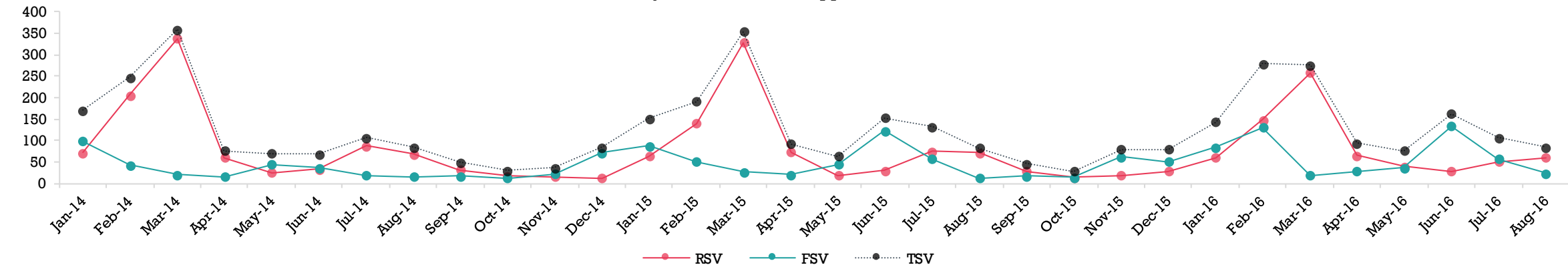
Malaysia:



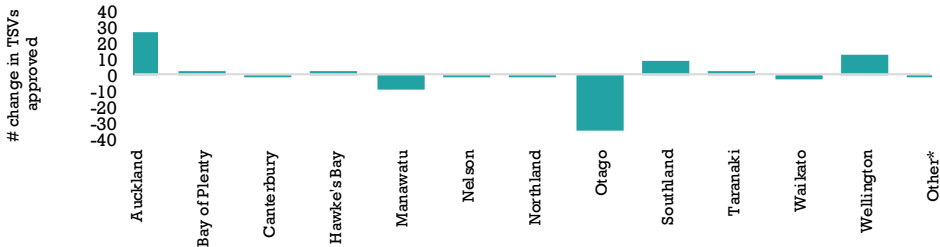
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
-10 -14%	12 100%	2 2%	-89 -11%	92 22%	3 0%

YTD (August)

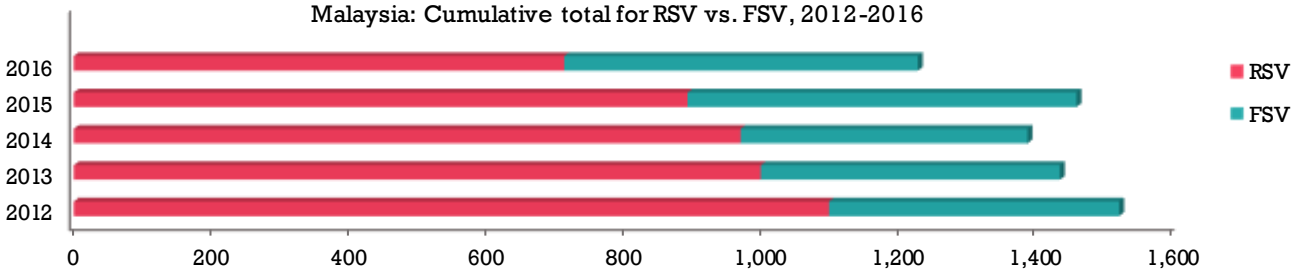
Malaysia: student visas approved 2014-2016



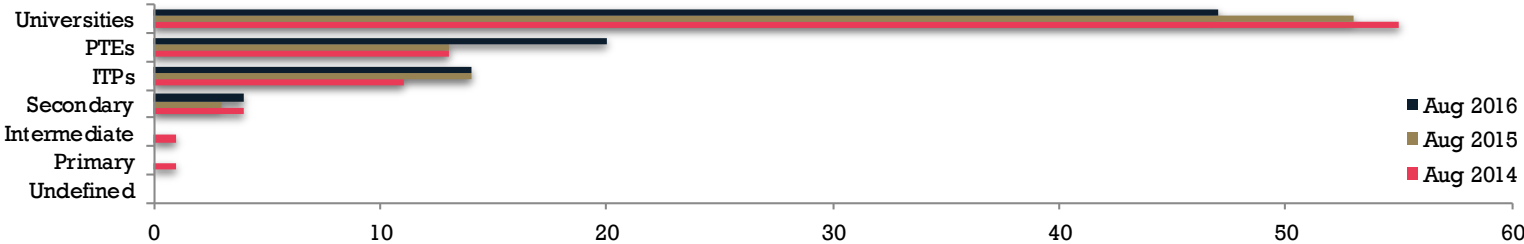
Malaysia: 2016 YTD TSV regional change



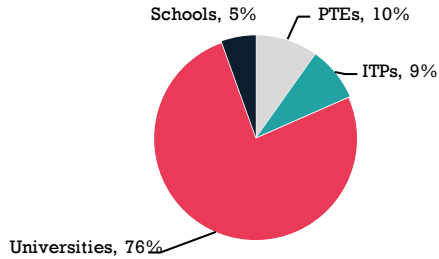
Malaysia: Cumulative total for RSV vs. FSV, 2012-2016



Malaysia: Total student visas approved by sector, August



Malaysia: 2016 YTD Sector breakdown of TSV



Key takeaways:

- TSV approved for Malaysia remains stable YTD. Although an increase was seen in FSV (+22%, +92), this was offset by a decline in RSV (-11%, -89).
- The university sector made up the majority of TSV approved YTD (76%).
- An increase was evident in the Auckland, Wellington and Southland regions, while Otago saw a decline in Malaysian students YTD.

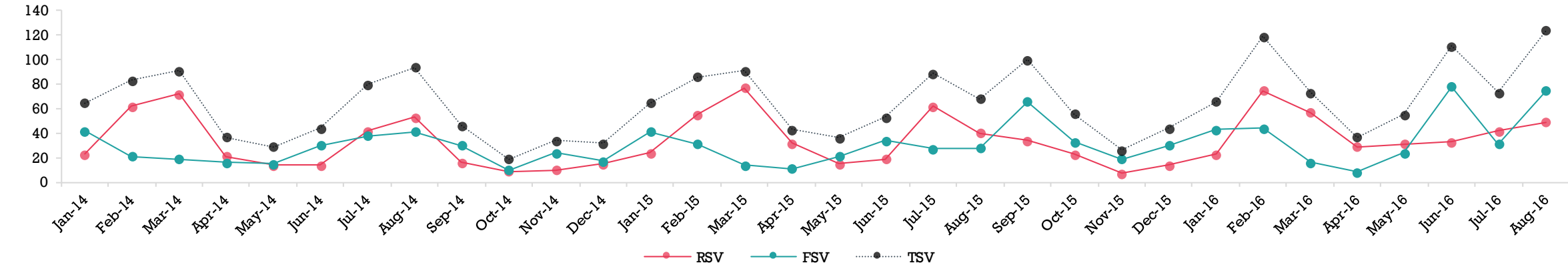
Indonesia:



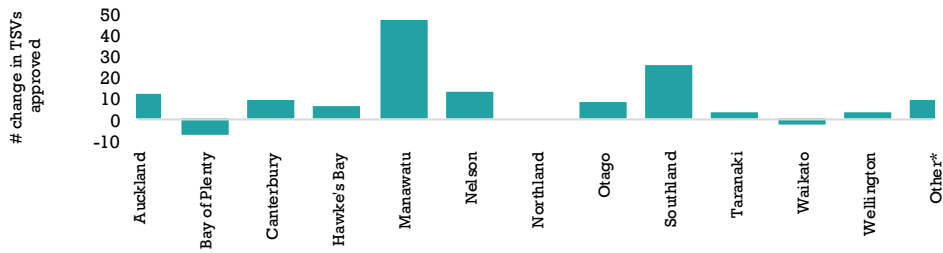
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
9 23%	47 168%	56 82%	15 5%	112 54%	127 24%

YTD (August)

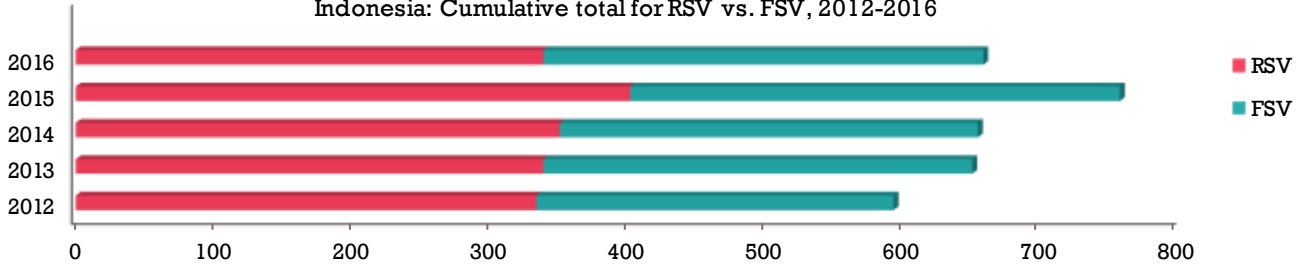
Indonesia: student visas approved 2014-2016



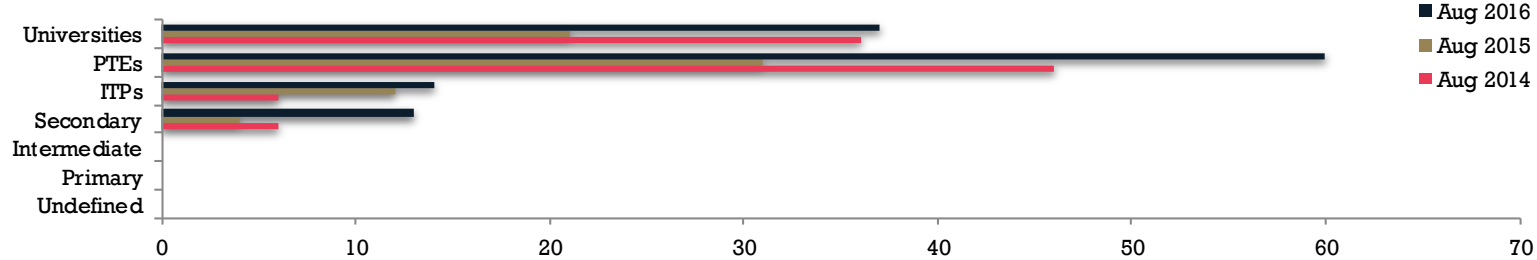
Indonesia: 2016 YTD TSV regional change



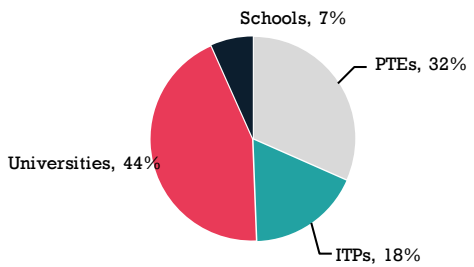
Indonesia: Cumulative total for RSV vs. FSV, 2012-2016



Indonesia: Total student visas approved by sector, August



Indonesia: 2016 YTD Sector breakdown of TSV



Key takeaways:

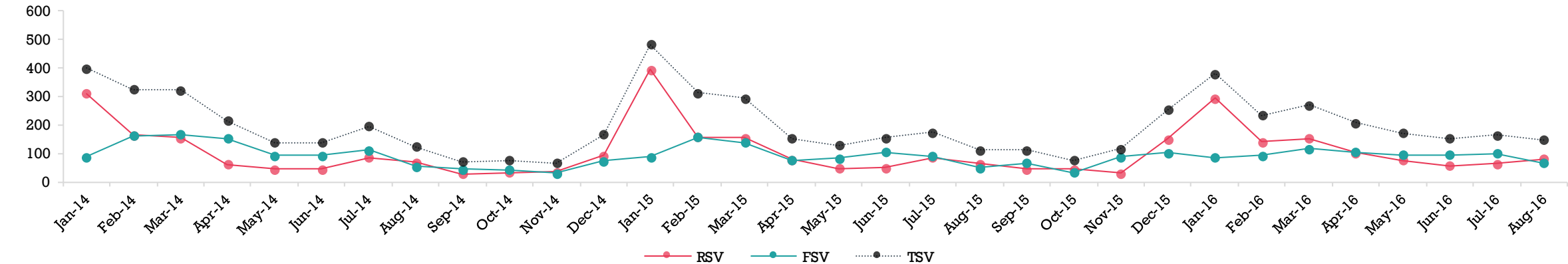
- Results for Indonesia are positive YTD, with TSV up 24% (+127). This is being driven by FSV (+54%) while RSV has moderately increased (+5%).
- The university sector comprises 44% of TSV YTD followed by the PTE sector with 32%.
- The increase in TSV YTD is evident in the Manawatu and Southland regions in particular.

Thailand:

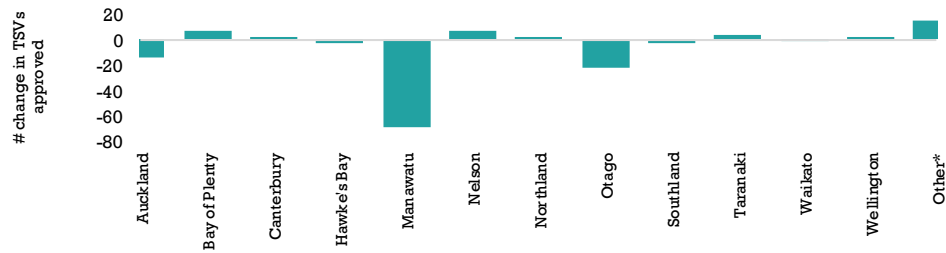


August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV	YTD (August)
19 30%	18 37%	37 33%	-61 -6%	-26 -3%	-87 -5%	

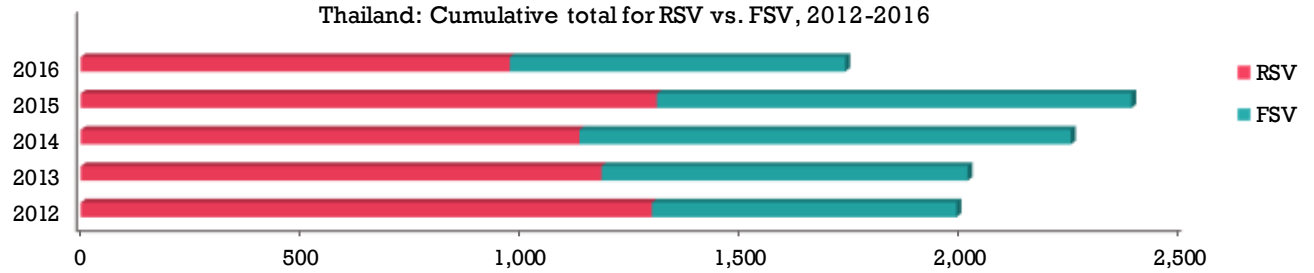
Thailand: student visas approved 2014-2016



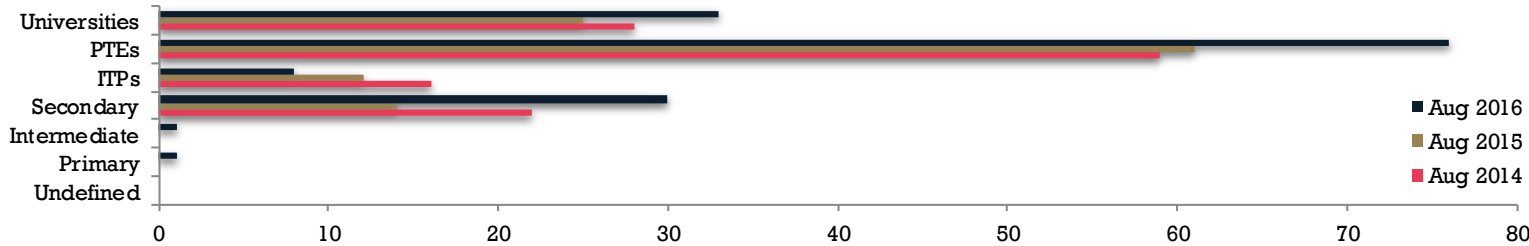
Thailand: 2016 YTD TSV regional change



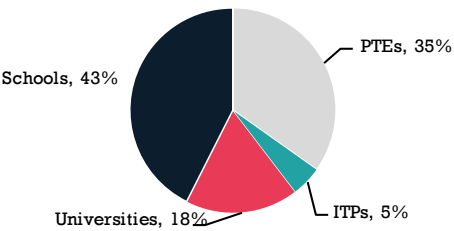
Thailand: Cumulative total for RSV vs. FSV, 2012-2016



Thailand: Total student visas approved by sector, August



Thailand: 2016 YTD Sector breakdown of TSV



Key takeaways:

- August 2016 saw an increase in TSV for Thailand compared to August 2015 up 33% (+37). However YTD results continue to be lower than the same period last year (TSV down -5%, -87) being driven by a reduction in both RSV and FSV.
- The schools sector make up the majority of TSV approved YTD (43%), followed by the PTE sector with 35%. The decrease in Thai students has been seen in the Auckland, Manawatu and Otago regions YTD.

Viet Nam:

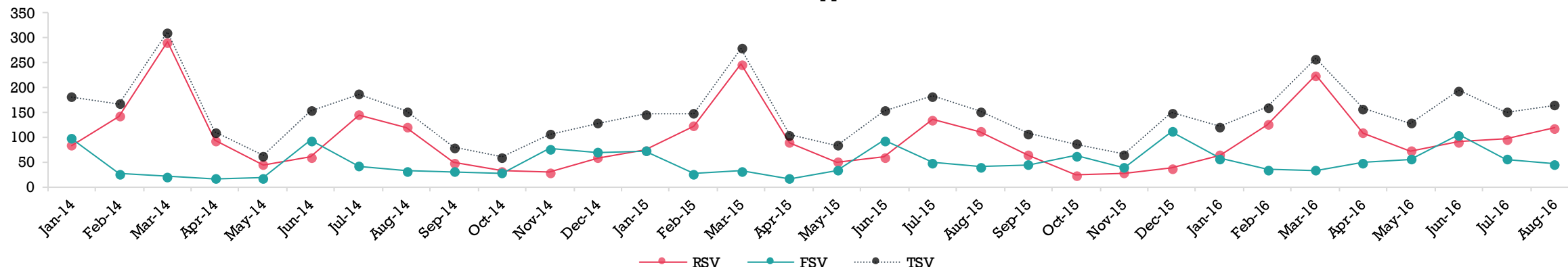


August RSV	August FSV	August TSV
7 ↑ 6%	6 ↑ 15%	13 ↑ 9%

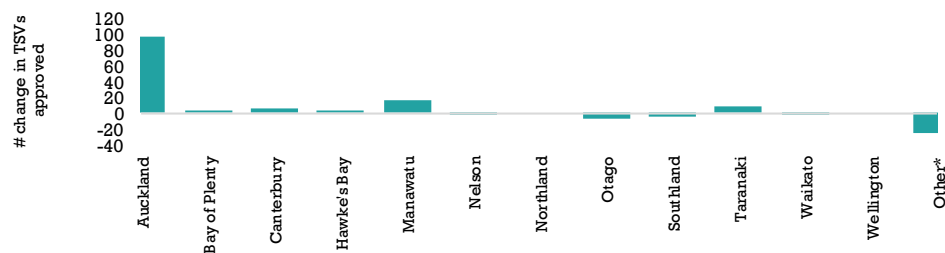
YTD RSV	YTD FSV	YTD TSV
13 → 1%	72 ↑ 20%	85 ↑ 7%

YTD (August)

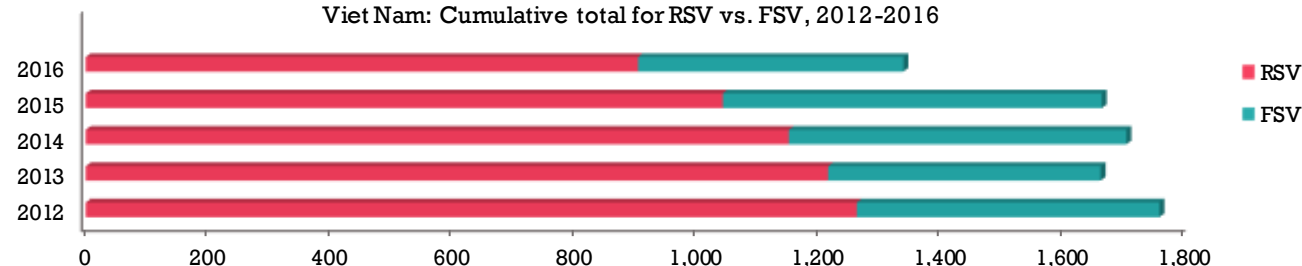
Viet Nam: student visas approved 2014-2016



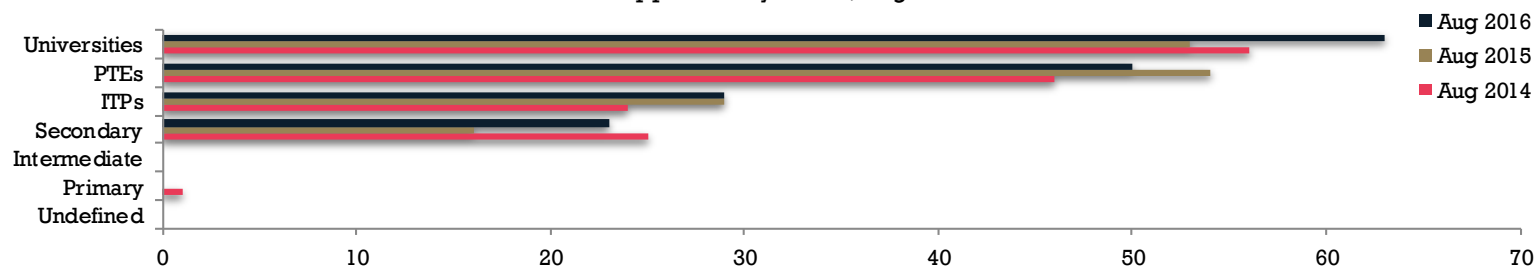
Viet Nam: 2016 YTD TSV regional change



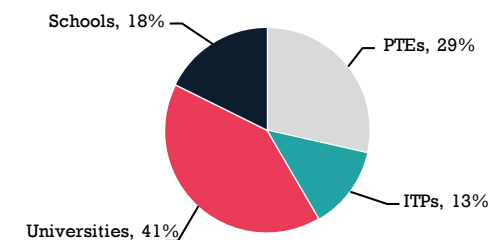
Viet Nam: Cumulative total for RSV vs. FSV, 2012-2016



Viet Nam: Total student visas approved by sector, August



Viet Nam: 2016 YTD Sector breakdown of TSV



Key takeaways:

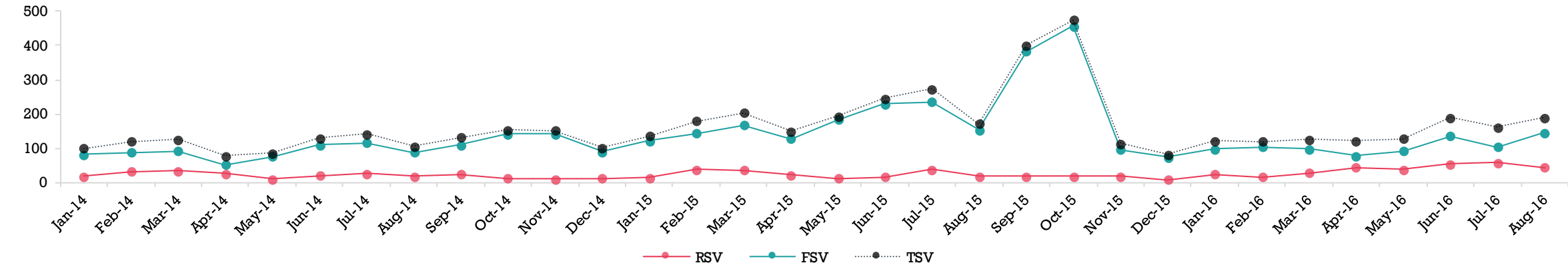
- Viet Nam is tracking well YTD with FSV up 20% (+72) and TSV up (+7%, +85). August 2016 also saw positive results as compared with August 2015, with increases across the board. TSV up 9% (+13).
- 41% of TSV YTD approved were in the university sector and 29% in the PTE sector. The majority of the positive growth observed in the Viet Nam market is occurring in the Auckland region.

Philippines:

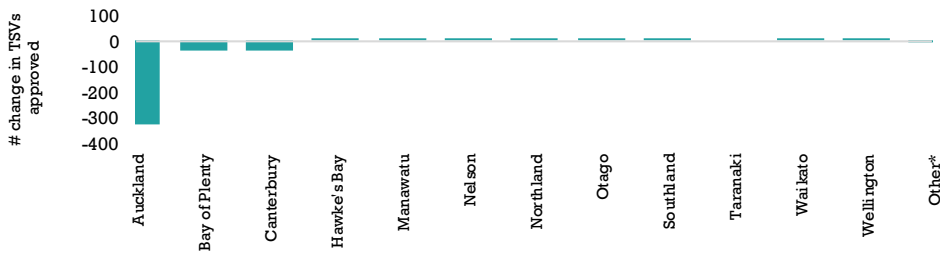


August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV	YTD (August)
25 ↑ 139%	-7 ↓ -5%	18 ↑ 11%	114 ↑ 60%	-512 ↓ -38%	-398 ↓ -26%	

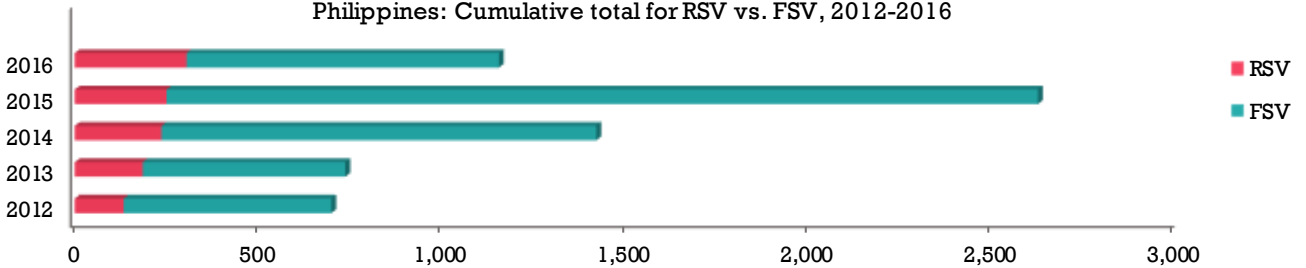
Philippines: student visas approved 2014-2016



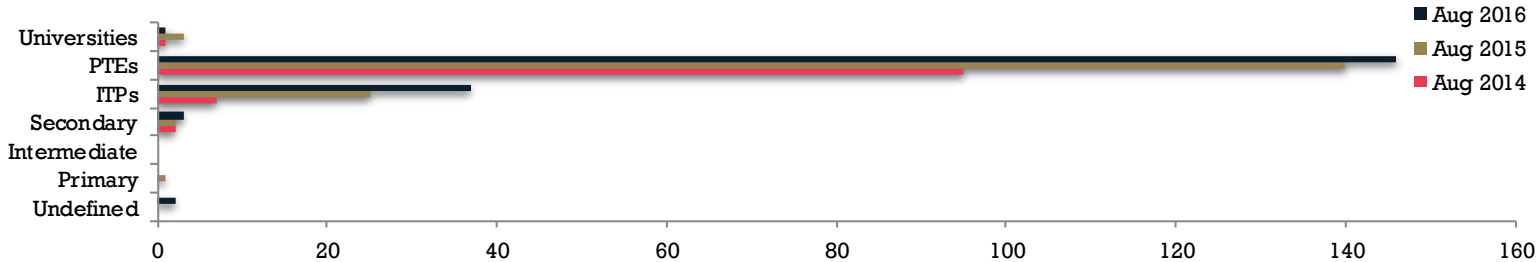
Philippines: 2016 YTD TSV regional change



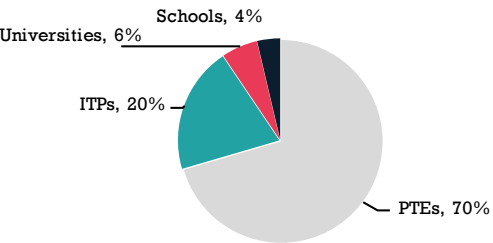
Philippines: Cumulative total for RSV vs. FSV, 2012-2016



Philippines: Total student visas approved by sector, August



Philippines: 2016 YTD Sector breakdown of TSV



Key takeaways:

- FSV approved from the Philippines remain down YTD (-38%, -512), whilst RSV is up YTD (+60%, 114) partially softening the overall decline in TSV down to the tune of -26% (-398). This decline follows an exceptional year of growth in 2015 that would be hard to match. The change in English language requirements (Rule 18) that took place in 2015 has had an immediate effect on the number of student visas from the Philippines. This is a changing market and we expect to see an increase in students studying towards degree and postgraduate studies.
- 96% of TSV approved were in the tertiary sector.

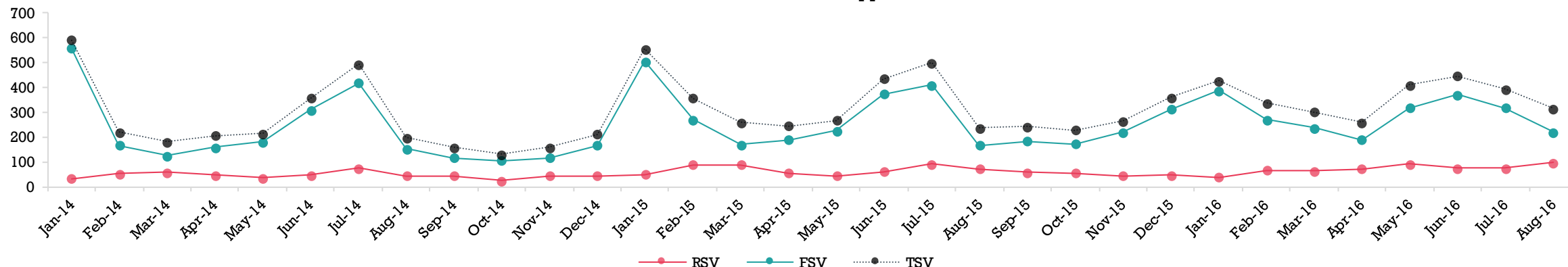
Latin America:



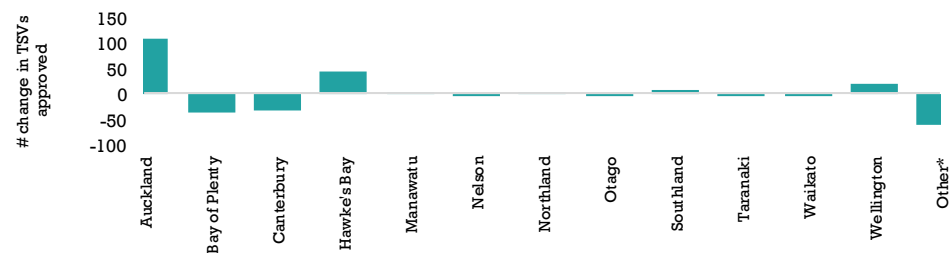
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
25 ↑ 35%	53 ↑ 32%	78 ↑ 33%	31 ↑ 6%	0 → 0%	31 → 1%

YTD (August)

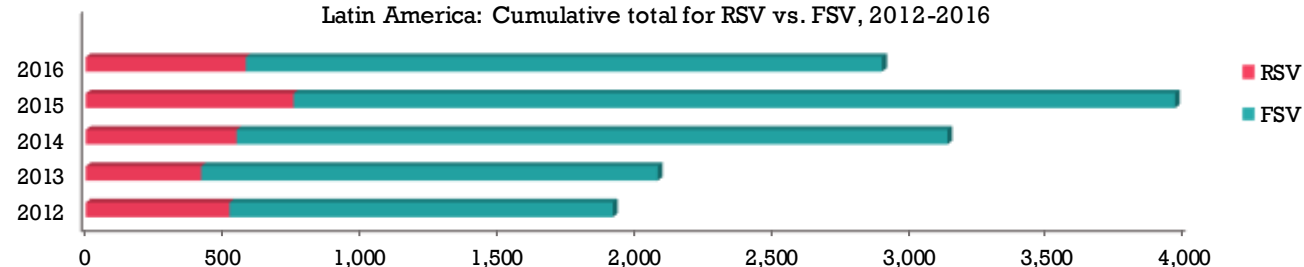
Latin America: student visas approved 2014-2016



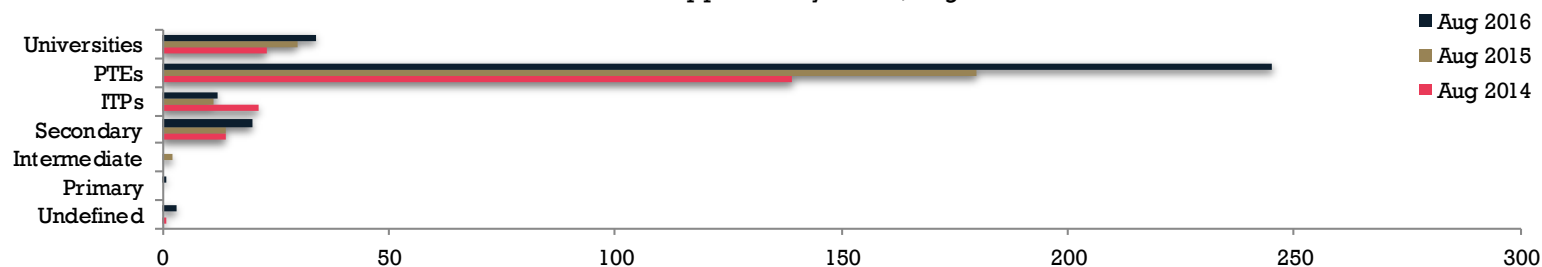
Latin America: 2016 YTD TSV regional change



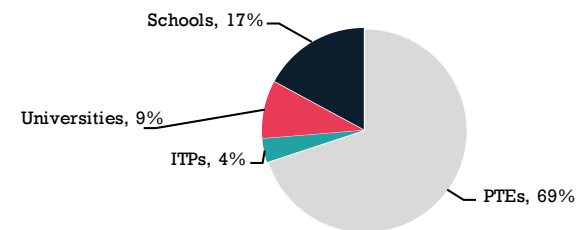
Latin America: Cumulative total for RSV vs. FSV, 2012-2016



Latin America: Total student visas approved by sector, August



Latin America: 2016 YTD Sector breakdown of TSV



Key takeaways:

- The Latin America region has remained flat YTD (+1%, 31). August 2016 saw a positive result with TSV up 33% (+78), this was largely attributed to the increase in FSV up 32% (53) compared to August 2015.
- The PTE sector accounts for the majority of TSV approved YTD (69%), followed by the schools sector with 17%.

Brazil:



August RSV
16 ↑ 59%

August FSV
18 ↑ 25%

August TSV
34 ↑ 34%

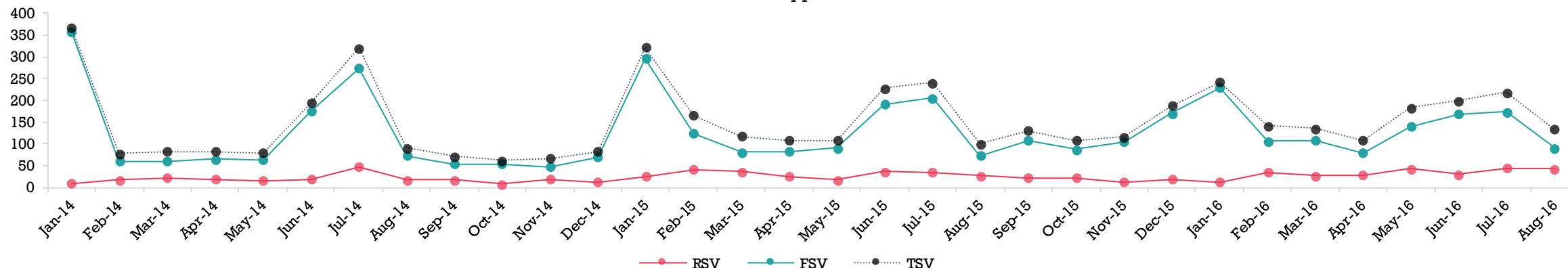
YTD RSV
21 ↑ 9%

YTD FSV
-49 ↓ -4%

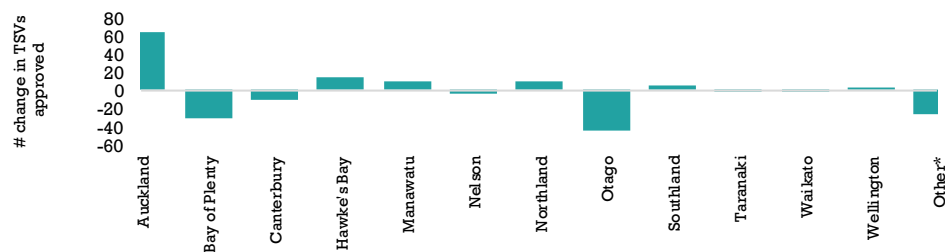
YTD TSV
-28 → -2%

YTD (August)

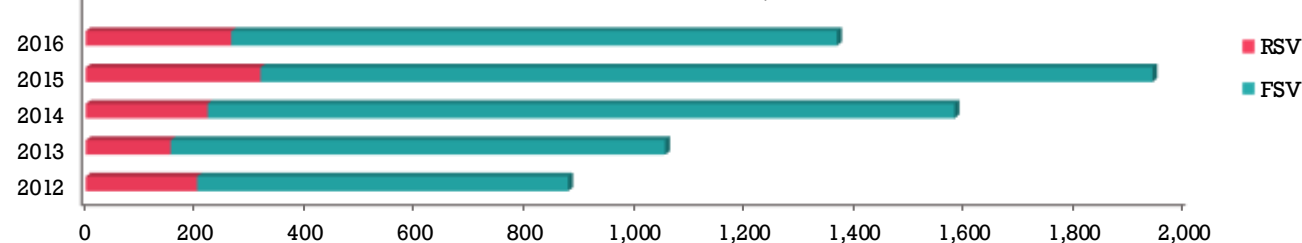
Brazil: student visas approved 2014-2016



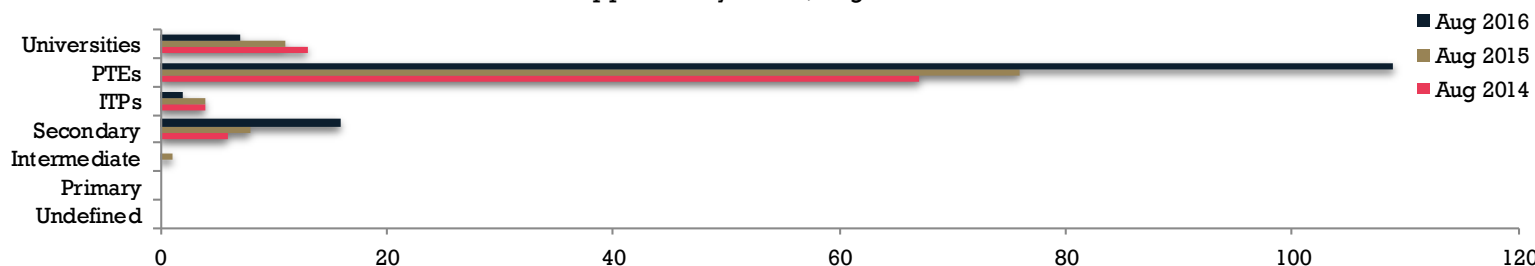
Brazil: 2016 YTD TSV regional change



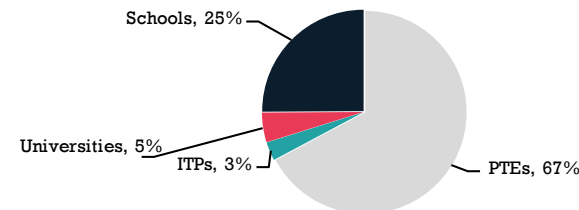
Brazil: Cumulative total for RSV vs. FSV, 2012-2016



Brazil: Total student visas approved by sector, August



Brazil: 2016 YTD Sector breakdown of TSV

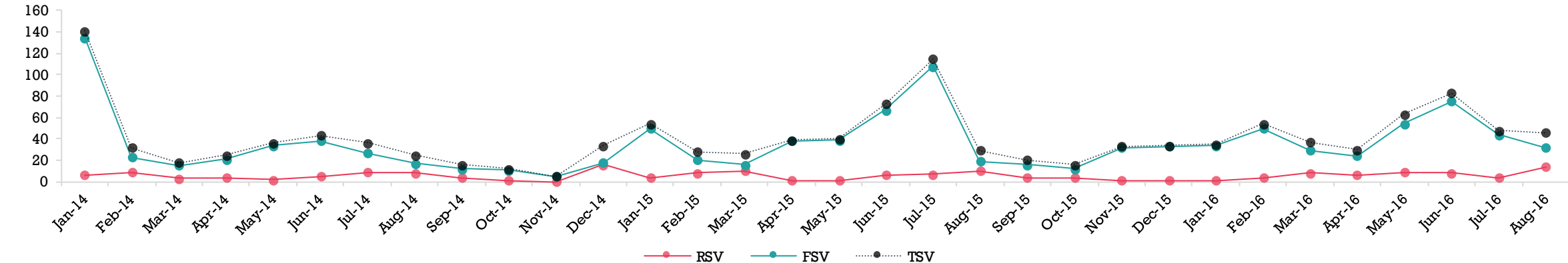


Key takeaways :

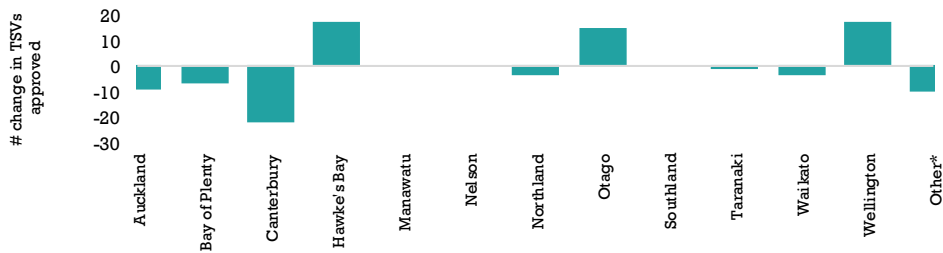
- Brazil are in decline YTD with TSV -2%, being driven by a decline in FSV -4% (-49). August 2016 results were positive with both FSV and RSV up 25% and 59% respectively.
- The Brazilian government-funded scholarship scheme 'Science Without Borders' (SWB) was put on hold in early-2015 and, at a recent education fair, ENZ representatives found that most students had been planning to study through SWB, and were now researching alternative ways to come to New Zealand to study. It may take another 12 months to fully understand the impact of this scholarship programme being on hold.
- The PTE and secondary schools sectors saw growth in TSV approved in August 2016.

August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV	YTD (August)
4 40%	13 68%	17 59%	7 15%	-15 -4%	-8 -2%	

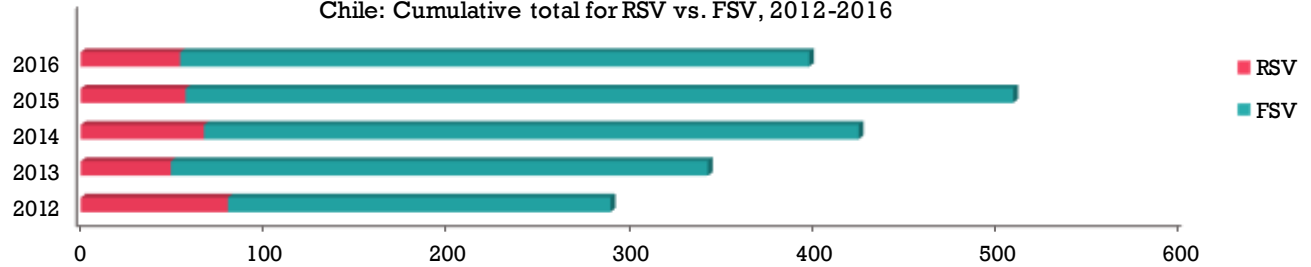
Chile: student visas approved 2014-2016



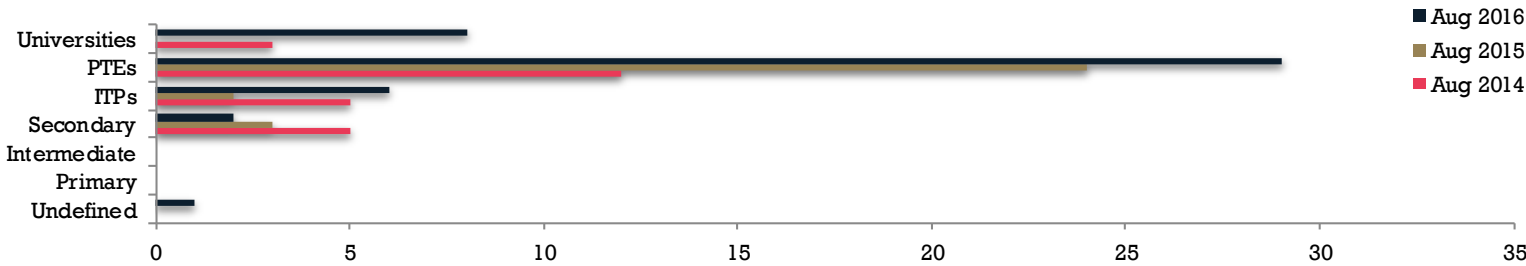
Chile: 2016 YTD TSV regional change



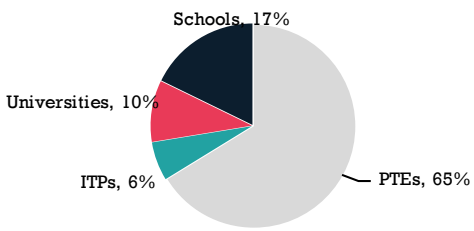
Chile: Cumulative total for RSV vs. FSV, 2012-2016



Chile: Total student visas approved by sector, August



Chile: 2016 YTD Sector breakdown of TSV



- Key takeaways:
- YTD TSV from Chile are down 2% (-8) which is being driven by a decline in FSV -4% (-15).
 - Hawke's Bay, Otago and Wellington are regions that have seen growth TYD.
 - 65% of Chilean students are choosing to study at PTEs so far this year followed by the schools sector with 17%.

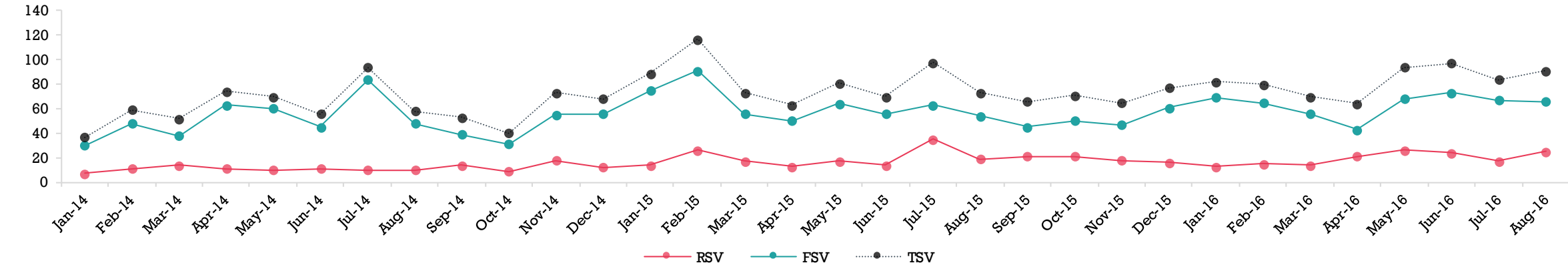
Colombia:



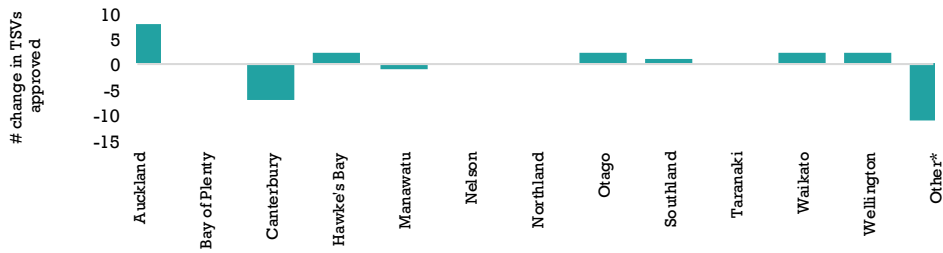
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
6 32%	12 22%	18 25%	0 0%	-2 0%	-2 0%

YTD (August)

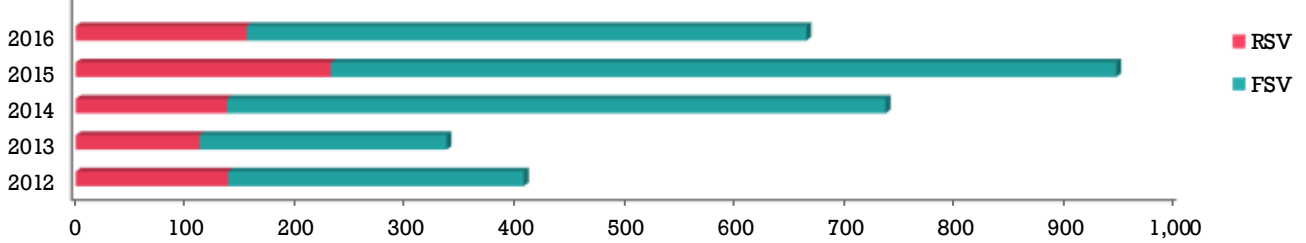
Colombia: student visas approved 2014-2016



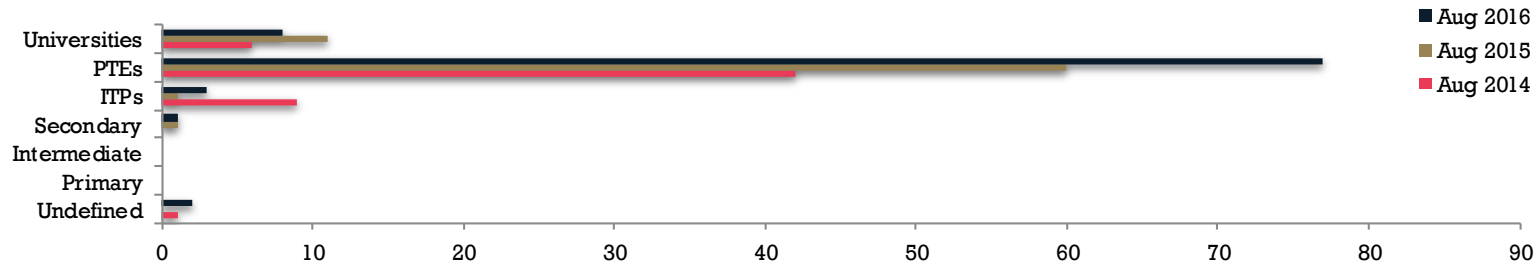
Colombia: 2016 YTD TSV regional change



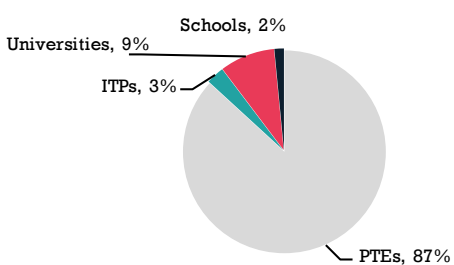
Colombia: Cumulative total for RSV vs. FSV, 2012-2016



Colombia: Total student visas approved by sector, August



Colombia: 2016 YTD Sector breakdown of TSV



Key takeaways:

- Results for Colombia remain flat YTD, with 2 fewer student visas approved than August YTD 2015. Similarly to the USA, the YTD decline is not reflective of the market, as there was an increase in TSV approved in the last quarter of 2015 (+18%). It is likely agents have learnt from their experience of slow visa processing times and have applied for visas earlier in order to not experience the problems they encountered in 2014/15.
- August 2016 saw a positive result with TSV up 25% and FSV up 22% compared to August 2015. The majority of TSV approved YTD have been in the PTE sector (87%).

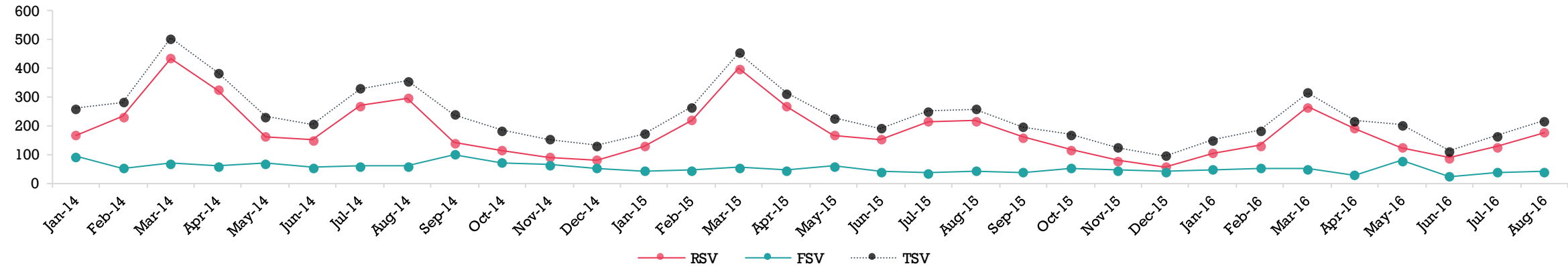
Middle East:



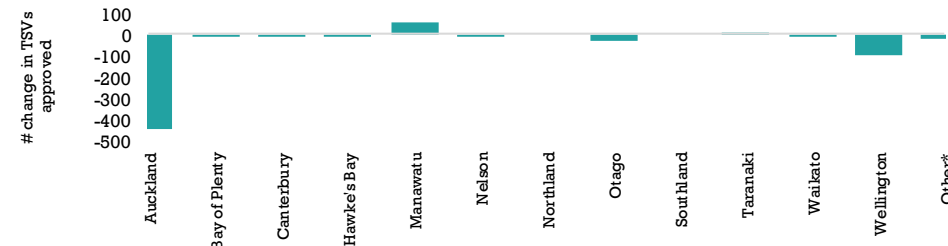
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
-40 ↓ -18%	-1 → -2%	-41 ↓ -16%	-558 ↓ -32%	-10 → -3%	-568 ↓ -27%

YTD (August)

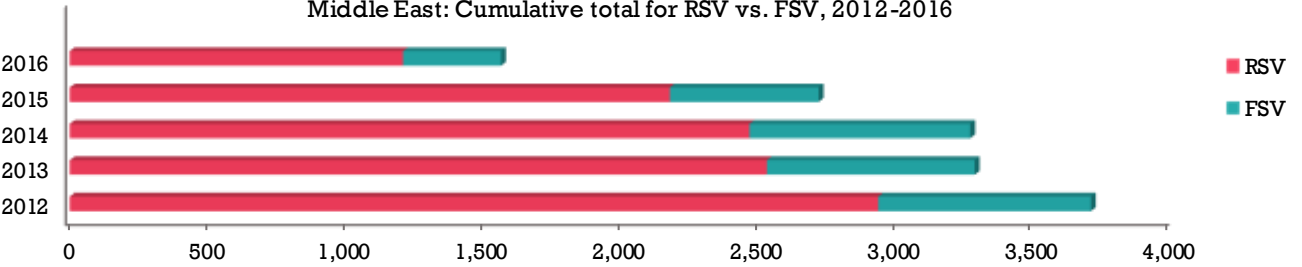
Middle East: student visas approved 2014-2016



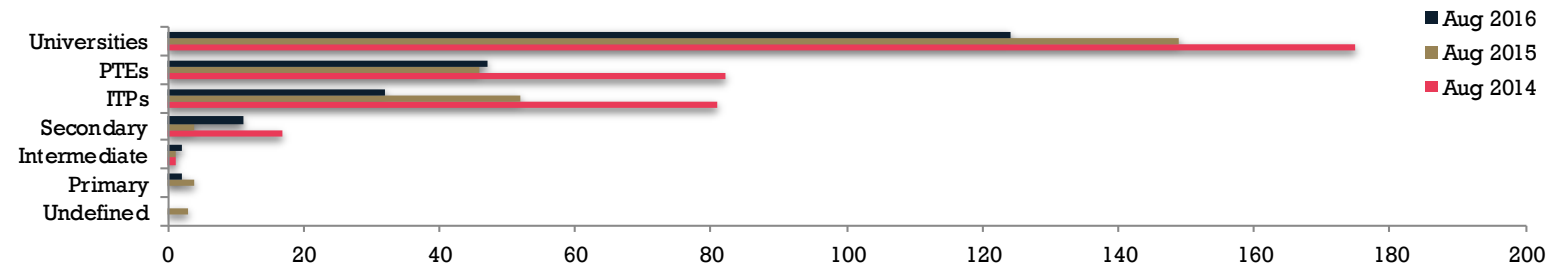
Middle East: 2016 YTD TSV regional change



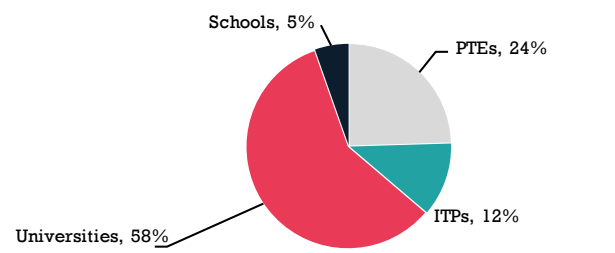
Middle East: Cumulative total for RSV vs. FSV, 2012-2016



Middle East: Total student visas approved by sector, August



Middle East: 2016 YTD Sector breakdown of TSV



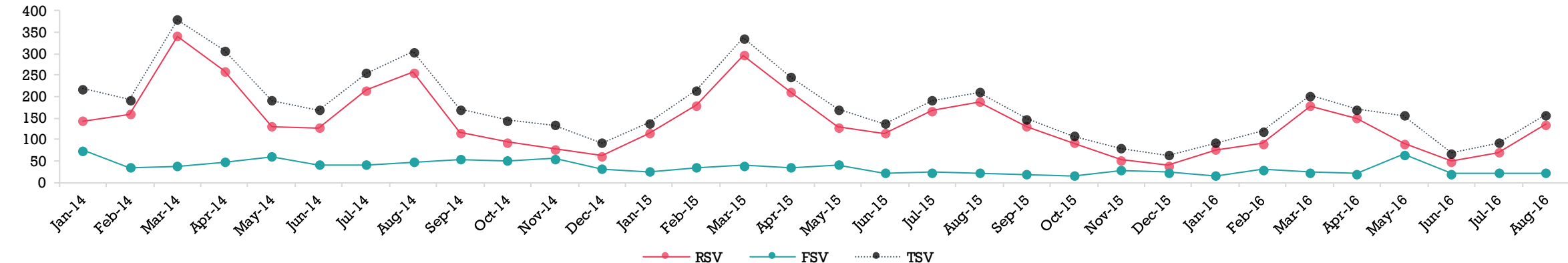
- Key takeaways:
- YTD negative results seen in the Middle East is being driven by the decline in scholarship students from Saudi Arabia.
 - August 2016 results were negative with RSV down 18% (-40) and FSV down 2% (-1) compared to August 2015.
 - The university sector accounts for 58% of TSV approved followed by the PTE sector with 24%.

Saudi Arabia:

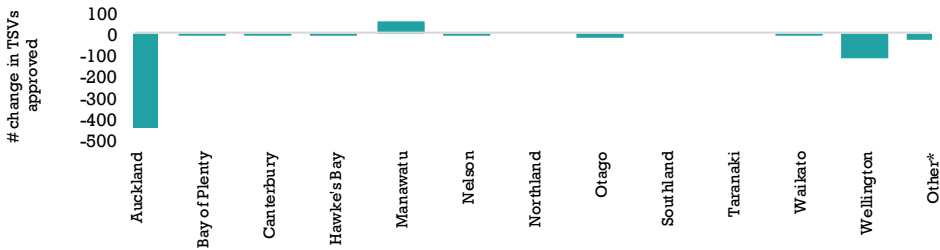
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
-53 ↓ -28%	0 → 0%	-53 ↓ -25%	-562 ↓ -40%	-22 ↓ -9%	-584 ↓ -36%

YTD (August)

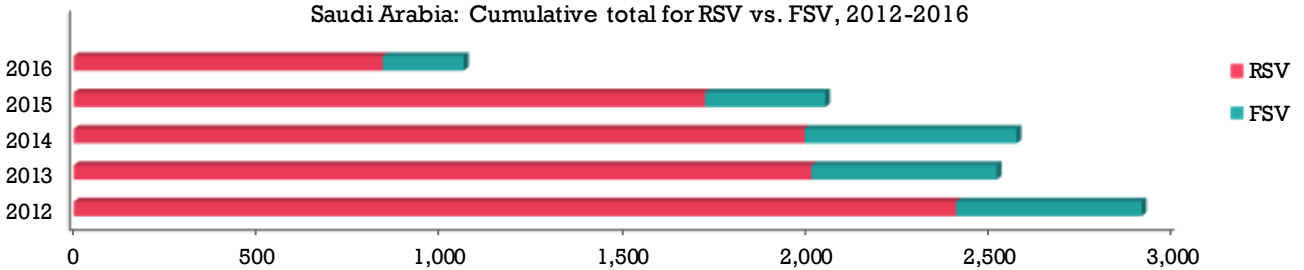
Saudi Arabia: student visas approved 2014-2016



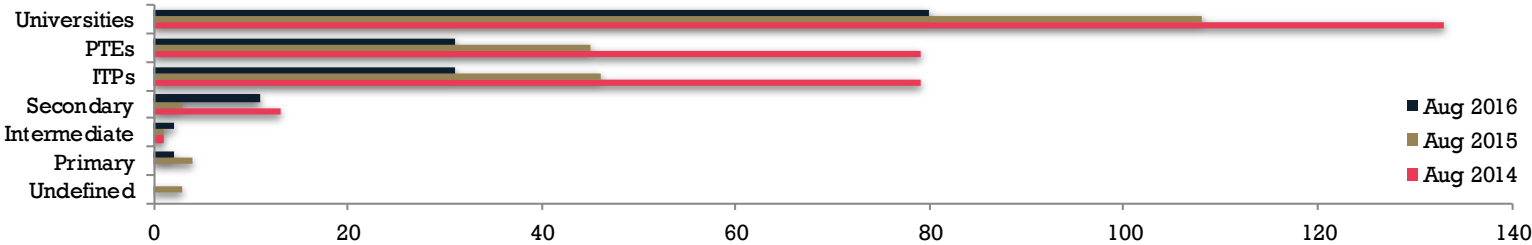
Saudi Arabia: 2016 YTD TSV regional change



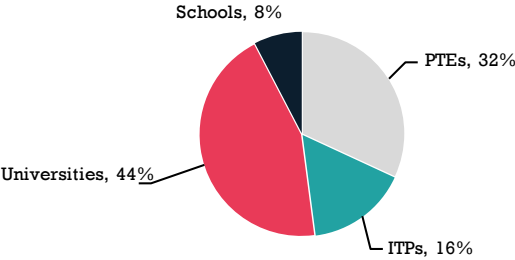
Saudi Arabia: Cumulative total for RSV vs. FSV, 2012-2016



Saudi Arabia: Total student visas approved by sector, August



Saudi Arabia: 2016 YTD Sector breakdown of TSV



Key takeaways:

- Saudi Arabia continues to see negative results, with TSV YTD down (-36%, -584). This is being driven by both a decline in FSV and RSV and is due to reductions in the Saudi scholarship programme in recent years.
- For August in particular, there was a 25% decrease in TSV compared to the same month last year (-53) which was purely due to a decrease in RSV (-28%).

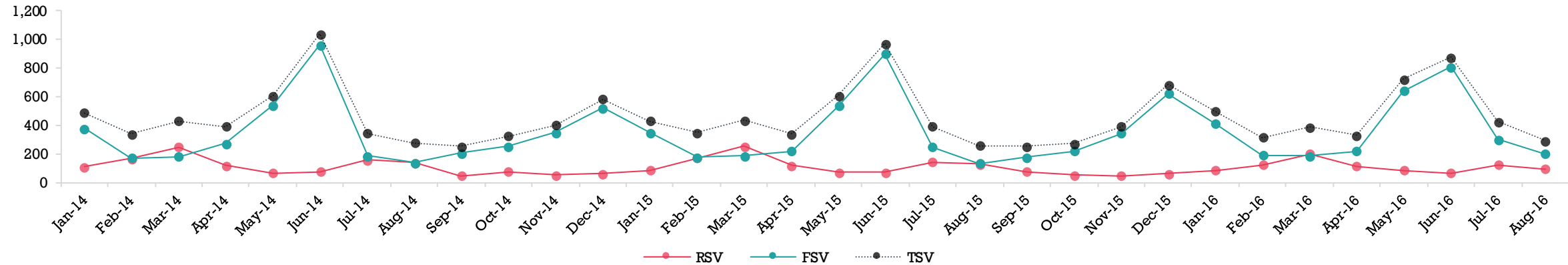
Europe Total:



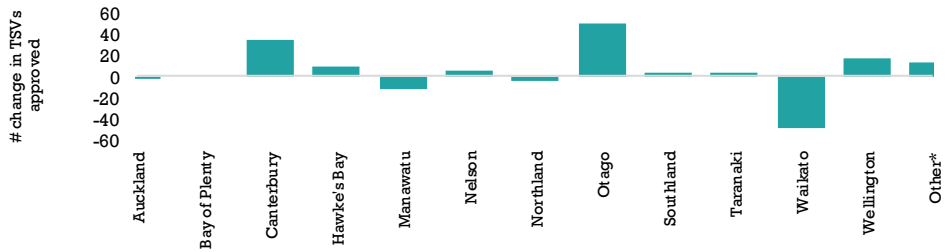
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
-33 ↓ -26%	68 ↑ 52%	35 ↑ 14%	-153 ↓ -15%	212 ↑ 8%	59 → 2%

YTD (August)

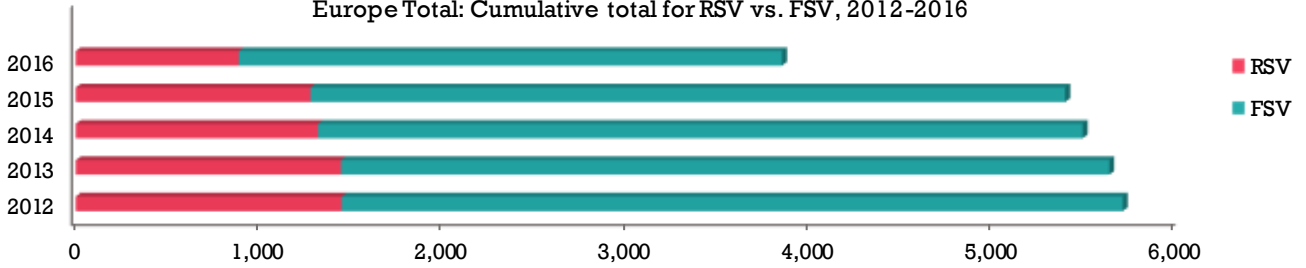
Europe Total: student visas approved 2014-2016



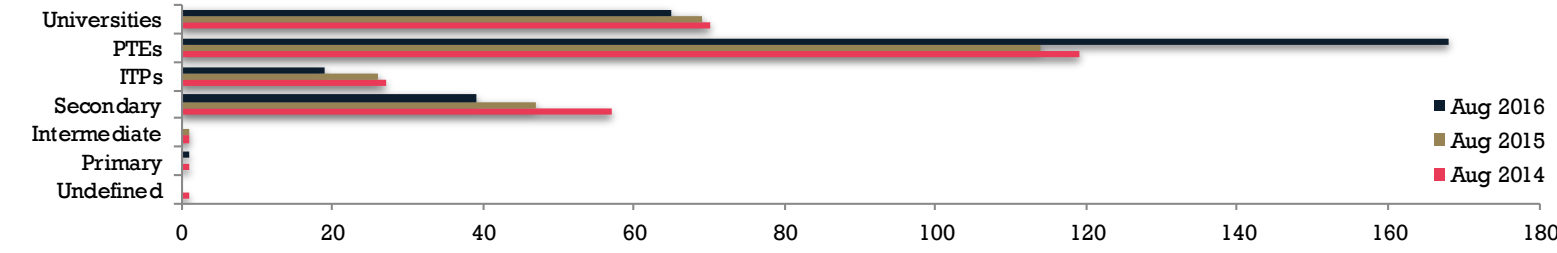
Europe Total: 2016 YTD TSV regional change



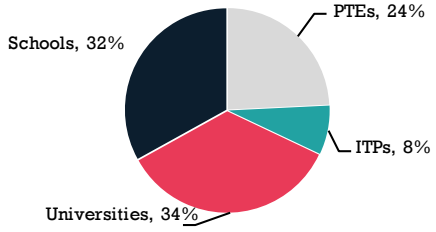
Europe Total: Cumulative total for RSV vs. FSV, 2012-2016



Europe Total: Total student visas approved by sector, August



Europe Total: 2016 YTD Sector breakdown of TSV



- Key takeaways:
- Europe continues to experience growth in FSV YTD, up 8% (+212). However, this is being offset by a decline in RSV, down 15% (-153) compared to the same period last year.
 - Europe saw strong growth in August 2016, with TSV up 14% (+35) being driven by FSV growth up 52% (+68) compared to August 2015.
 - The university, PTE and school sectors attract the majority of European students (92%).



August RSV

August FSV

August TSV

YTD RSV

YTD FSV

YTD TSV

YTD (August)

5 ↑ 19%

-9 ↓ -43%

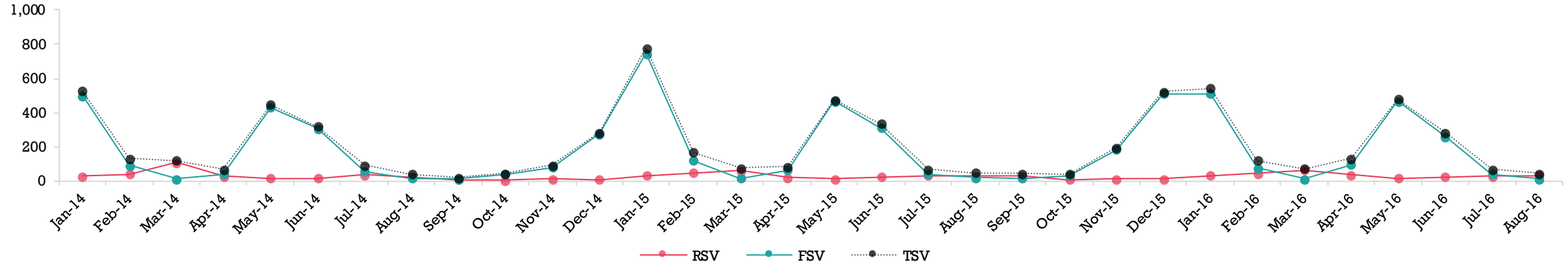
-4 ↓ -9%

20 ↑ 8%

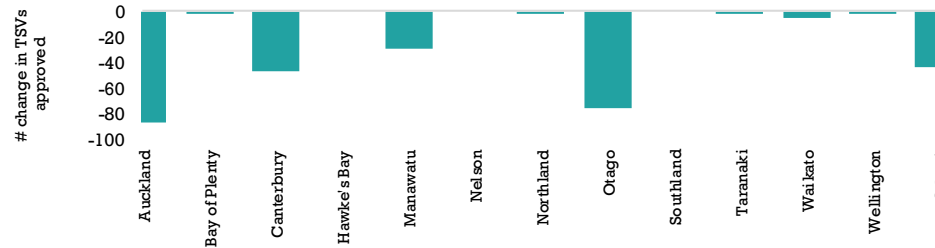
-315 ↓ -18%

-295 ↓ -15%

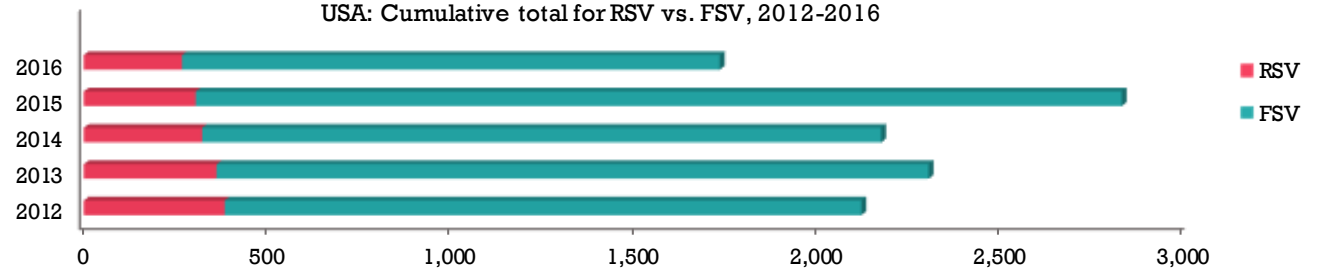
USA: student visas approved 2014-2016



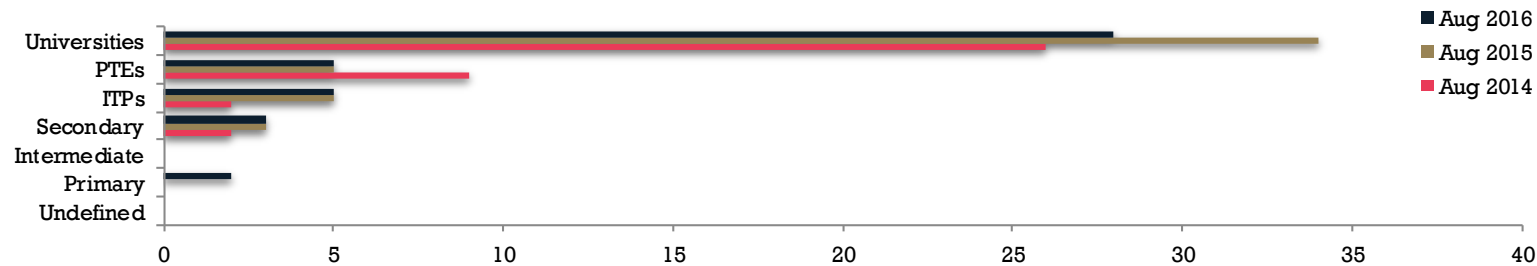
USA: 2016 YTD TSV regional change



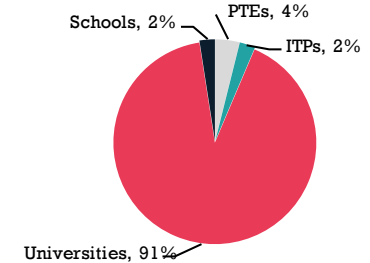
USA: Cumulative total for RSV vs. FSV, 2012-2016



USA: Total student visas approved by sector, August



USA: 2016 YTD Sector breakdown of TSV



Key takeaways:

- While USA TSV appear to be much lower than normal YTD (-15%, -295), this is not reflective of the market. There was an 82% increase in the last quarter of 2015, where visas typically approved in the first quarter of 2016, were approved earlier.
- August 2016 results were mixed with RSV up 19% (+5) being outweighed by a decline in FSV (-43%, -9).
- The primary and secondary school sectors saw an increase in TSVs approved in August 2016.

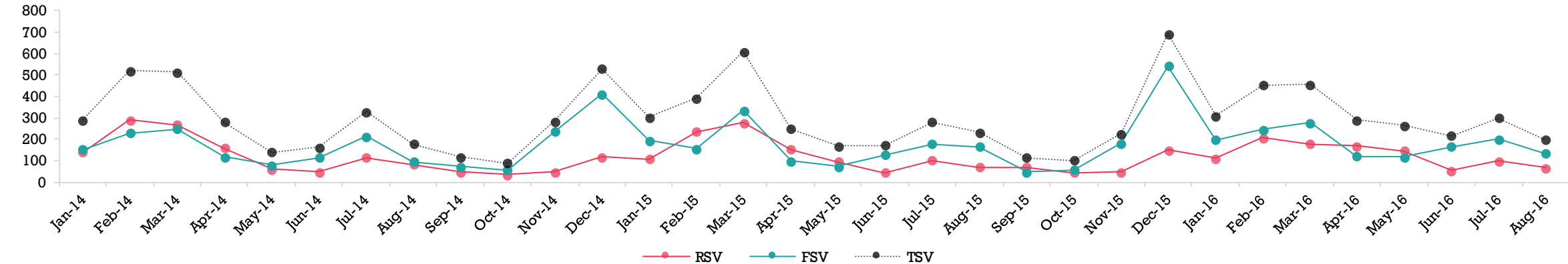
Japan:



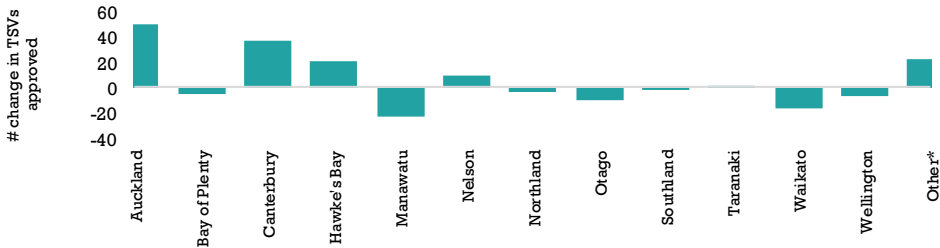
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
-4 ↓ -6%	-32 ↓ -19%	-36 ↓ -15%	-53 ↓ -5%	128 ↑ 10%	75 → 3%

YTD (August)

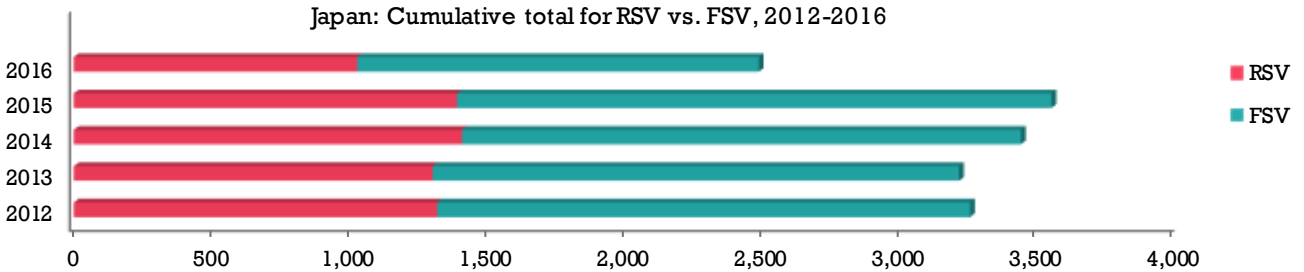
Japan: student visas approved 2014-2016



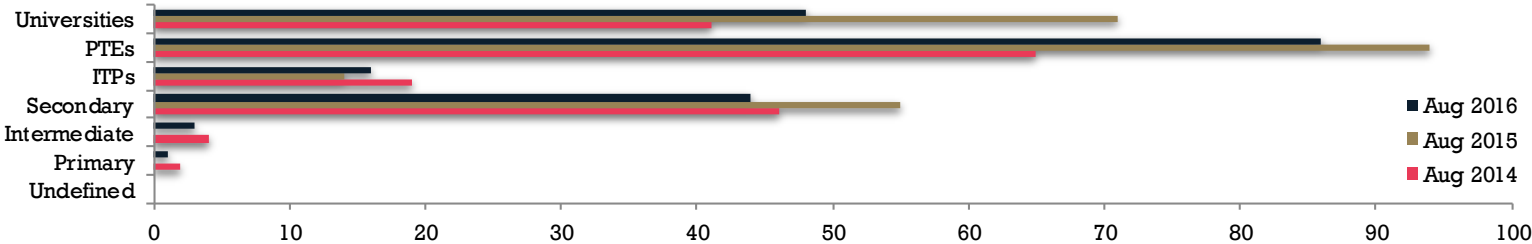
Japan: 2016 YTD TSV regional change



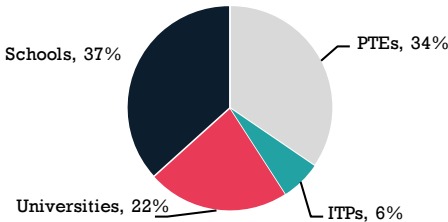
Japan: Cumulative total for RSV vs. FSV, 2012-2016



Japan: Total student visas approved by sector, August



Japan: 2016 YTD Sector breakdown of TSV



Key takeaways:

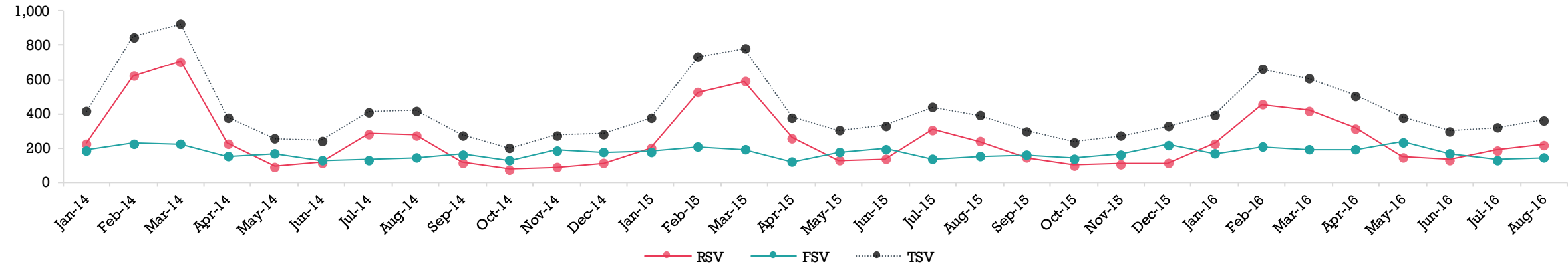
- Japan has seen an increase in FSV approved YTD (+10%, +128), however, the number of students choosing to remain/return to New Zealand to study has declined compared to 2015 YTD (-5%, -53). August saw negative results with FSV down 19% (-32). A reduction in total student visas approved was observed across all sectors.
- The schools and PTE sectors draw 71% of Japanese students to New Zealand.

Korea:

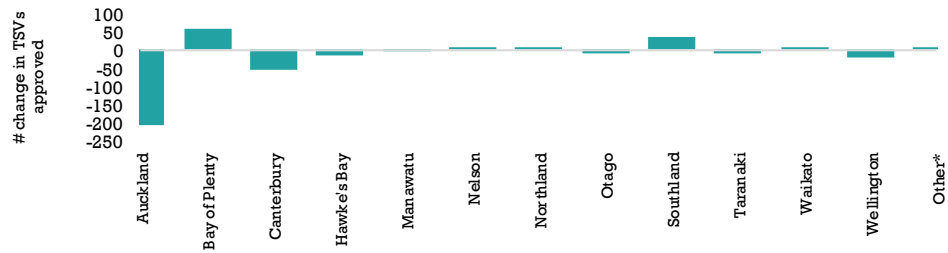


August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV	YTD (August)
-22 ↓ -9%	-7 ↓ -5%	-29 ↓ -7%	-287 ↓ -12%	80 ↑ 6%	-207 ↓ -6%	

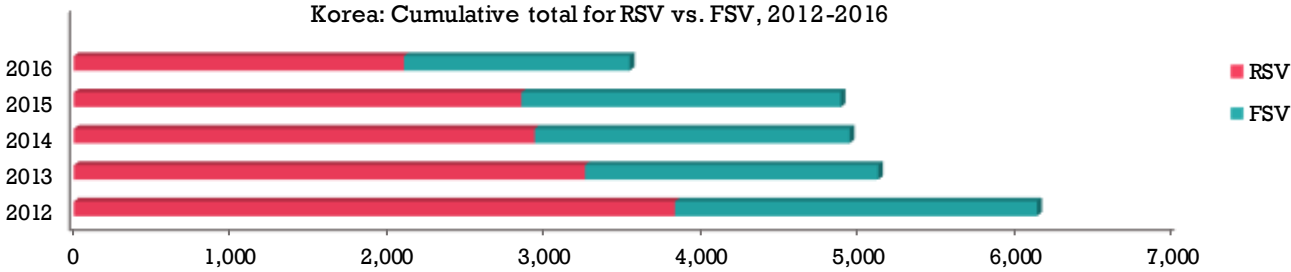
Korea: student visas approved 2014-2016



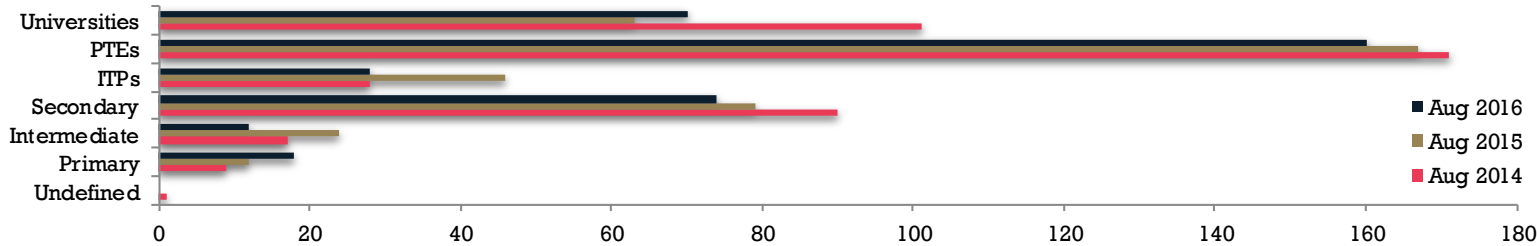
Korea: 2016 YTD TSV regional change



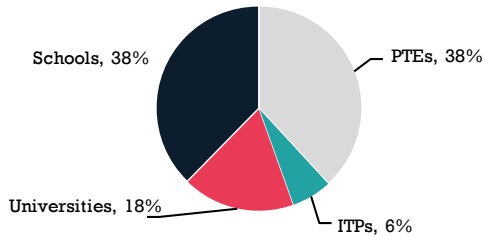
Korea: Cumulative total for RSV vs. FSV, 2012-2016



Korea: Total student visas approved by sector, August



Korea: 2016 YTD Sector breakdown of TSV



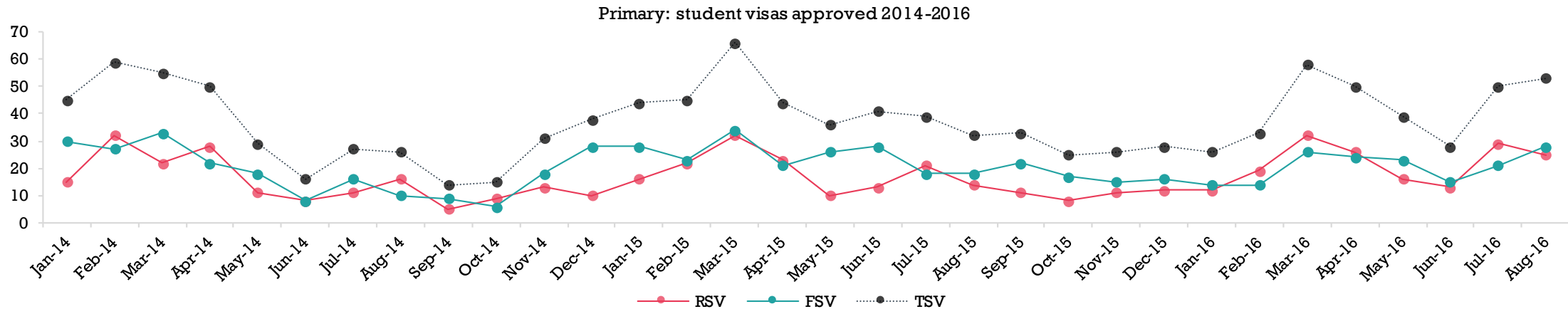
- Key takeaways:
- It has been suggested that Korean students are less encouraged to study abroad in English-speaking countries due to changing (and uncertain) domestic university entrance policies.
 - While TSVs approved for Korea are in decline YTD (-6%, -207), FSV are up 6% (+80). August TSV were down (-29) driven by a decline in RSV down 9% (-22). All sectors saw a decline in TSV approved in August 2016, compared to August 2015, except for primary and universities.

Trends by sector

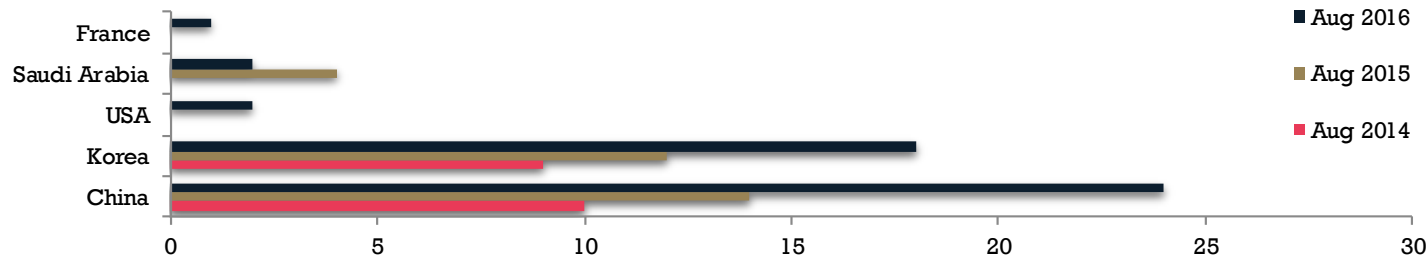


Primary schools:

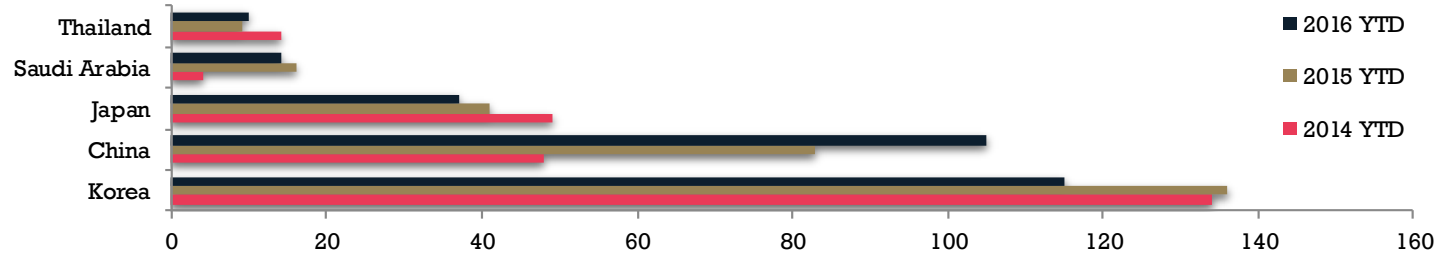
YTD (August)



Primary: Total student visas approved by sector, August

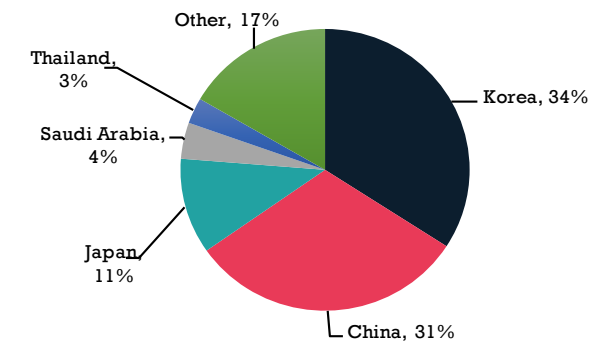


Primary: Total student visas approved by sector, YTD



August RSV	August FSV	August TSV
11 ↑ 79%	10 ↑ 56%	21 ↑ 66%
YTD RSV	YTD FSV	YTD TSV
21 ↑ 14%	-31 ↓ -16%	-10 → -3%

Primary: YTD 2016 Sector breakdown of TSV

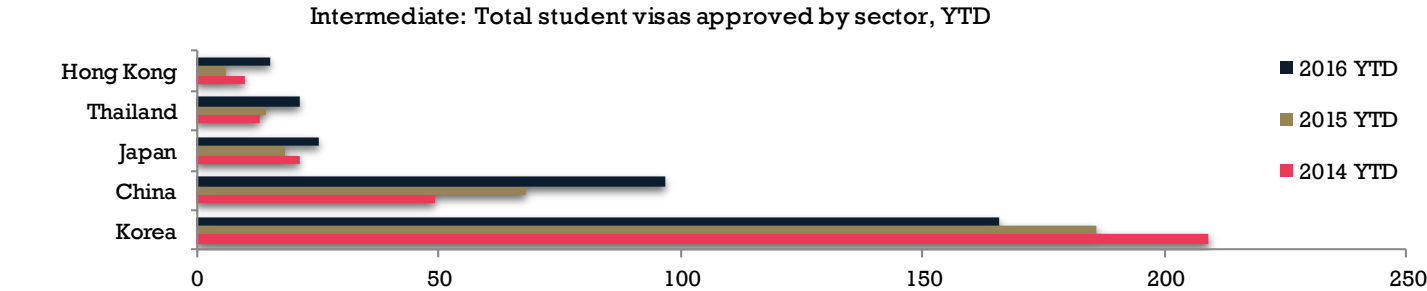
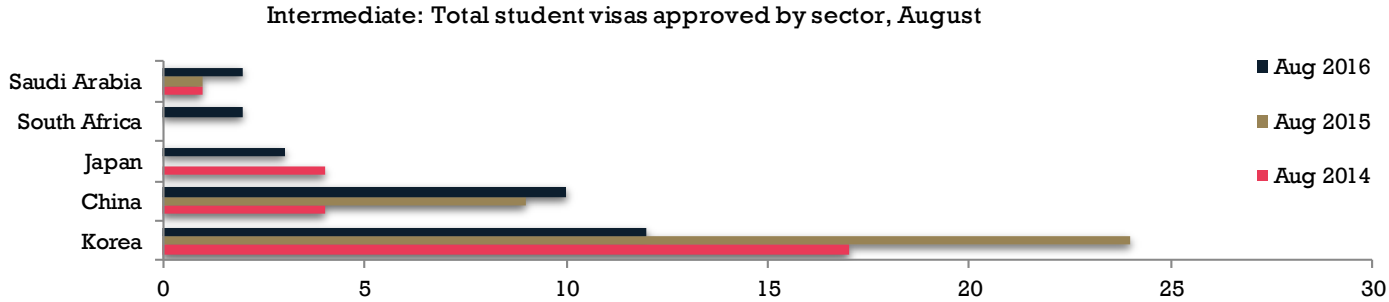
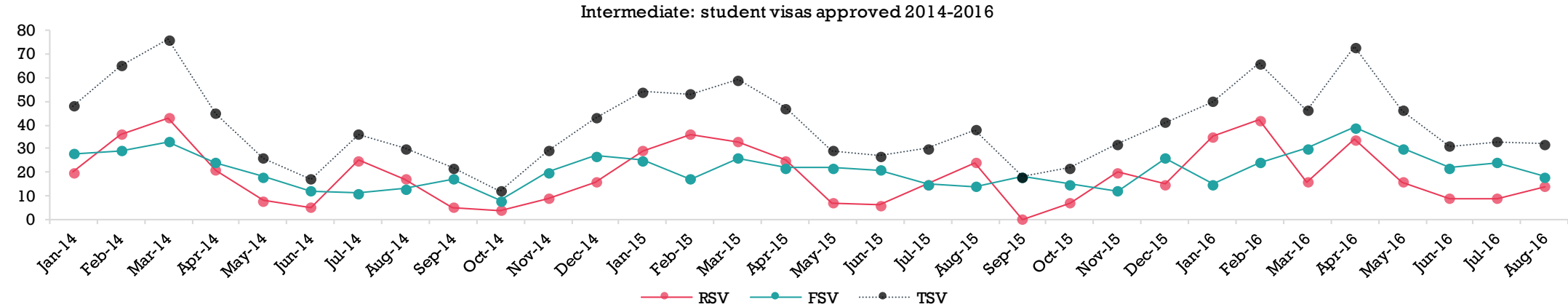


Key takeaways:

- TSV saw growth in August 2016 (+66%), however overall TSV YTD are still in decline (-3%) in the primary school sector. The decline is being driven by FSV (-16%) YTD.
- Korea, China and Japan make up 76% of all visas approved August 2016 YTD in primary schools.

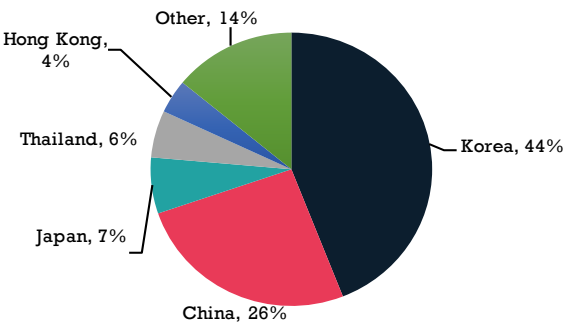
Intermediate schools:

YTD (August)



August RSV	August FSV	August TSV
-10 ↓ -42%	4 ↑ 29%	-6 ↓ -16%
YTD RSV	YTD FSV	YTD TSV
0 → 0%	40 ↑ 25%	40 ↑ 12%

Intermediate: YTD 2016 Sector breakdown of TSV

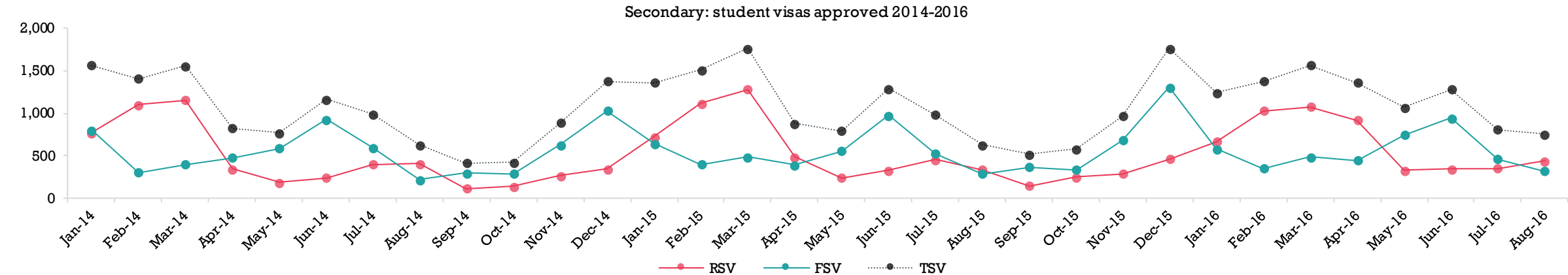


Key takeaways:

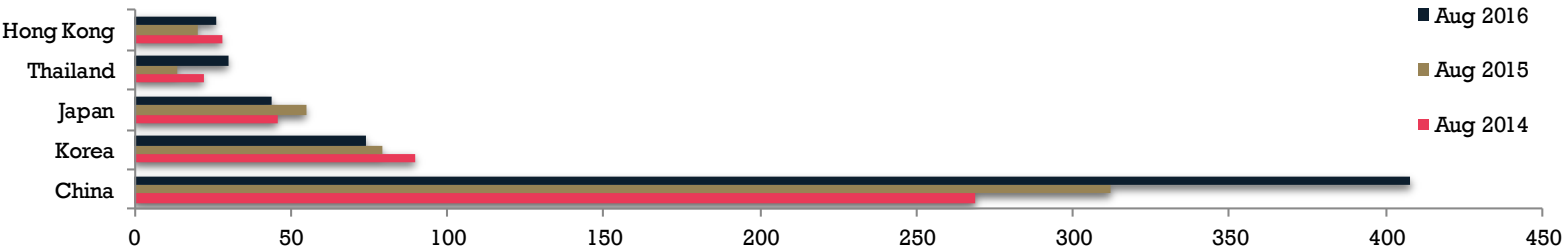
- The intermediate school sector is experiencing growth in TSV YTD (+12%, +40). There was a 29% increase in FSV approved in August 2016 compared to August 2015. However, this was outweighed by a decline in RSV (-10, -42%).
- Auckland and Bay of Plenty regions have experienced increases in intermediate student visas approved this year. Korean and Chinese students account for 70% of TSV approvals in the intermediate schools sector YTD to August 2016.

Secondary schools:

YTD (August)

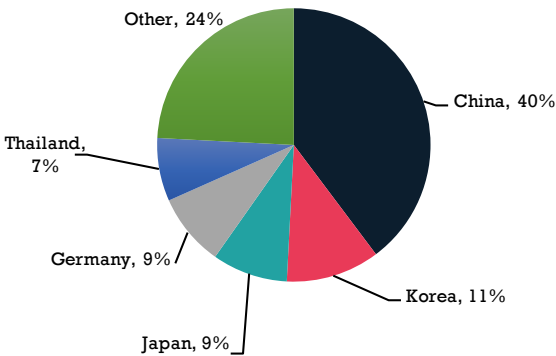


Secondary: Total student visas approved by sector, August

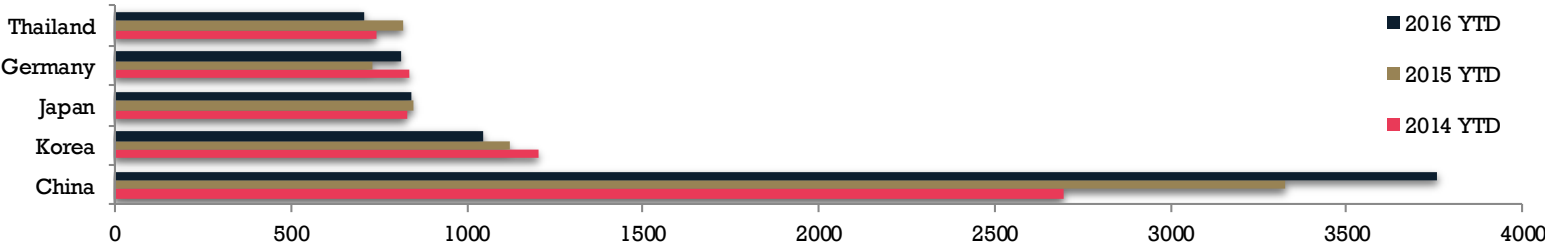


August RSV	August FSV	August TSV
98 ↑ 29%	33 ↑ 11%	131 ↑ 21%
YTD RSV	YTD FSV	YTD TSV
178 ⇒ 4%	85 ⇒ 2%	263 ⇒ 3%

Secondary: YTD 2016 Sector breakdown of TSV



Secondary: Total student visas approved by sector, YTD

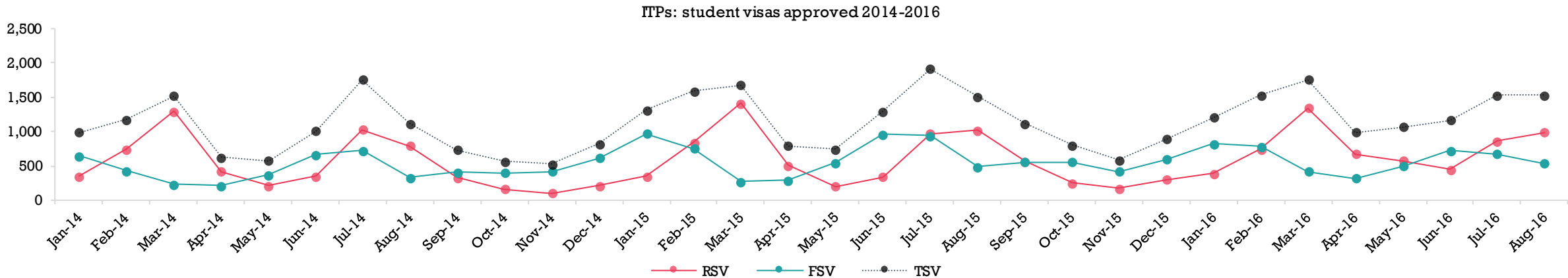


Key takeaways:

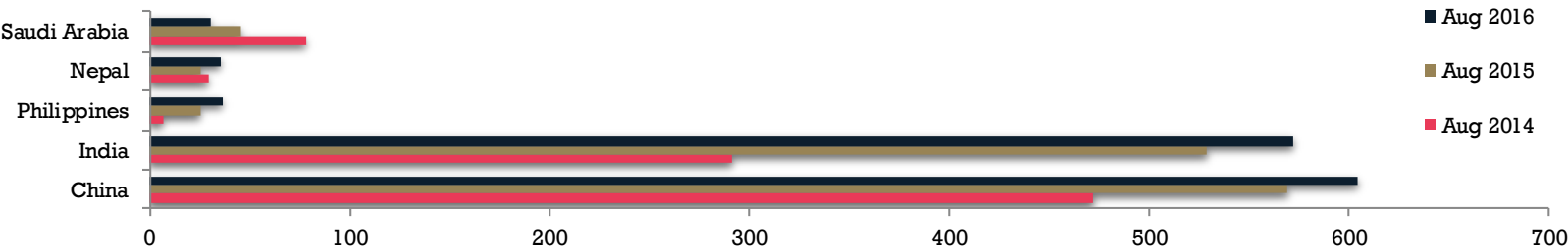
- YTD, the secondary schools market results are flat, with TSV up 3% (+263) and FSV +2% (+85) compared to 2015. August 2016 TSV were up 21% (+131) driven by an increase in RSV (+29%, +98) compared to August 2015.
- Markets that saw growth in August were China and Thailand.
- 51% of secondary school TSV approvals to August 2016 YTD, are for students from: China and Korea.

Institutes of Technology and Polytechnics (ITPs): 🍌

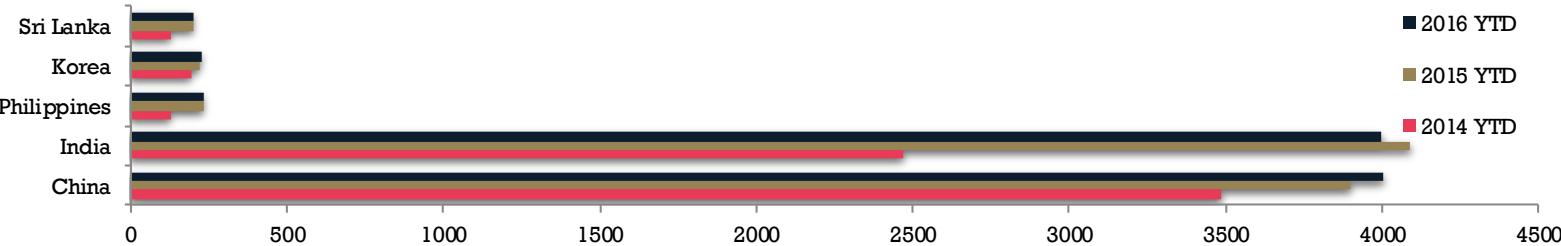
YTD (August)



ITPs: Total student visas approved by sector, August

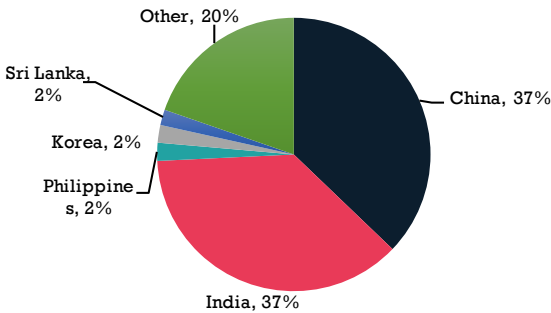


ITPs: Total student visas approved by sector, YTD



August RSV	August FSV	August TSV
-30 ➡ -3%	50 ⬆ 10%	20 ➡ 1%
YTD RSV	YTD FSV	YTD TSV
373 ⬆ 7%	-435 ⬇ -8%	-62 ➡ -1%

ITPs: YTD 2016 Sector breakdown of TSV

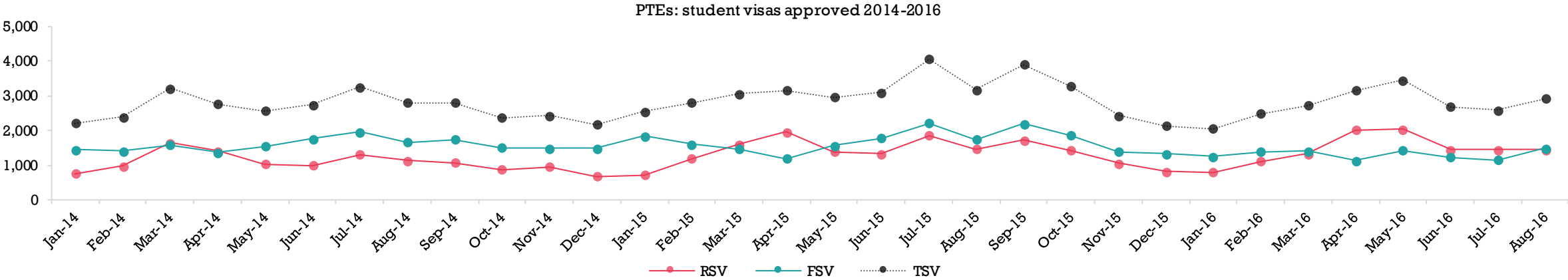


Key takeaways:

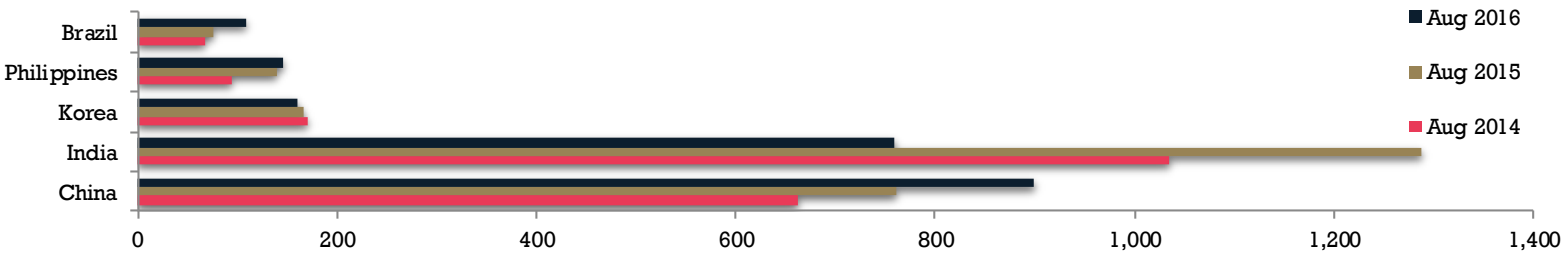
- YTD results for the ITP sector are flat, -1% (-62) however FSV are down 8% (-435) compared to 2015 YTD. RSV have experienced strong growth, up 7% YTD (+373) indicating that students are renewing/choosing to continuing their studies in New Zealand.
- The majority of students in the ITP sector are from India and China (74% YTD).
- August 2016 saw an increase in FSV up 10% (+50) compared to August 2015.

Private Training Establishments (PTEs):

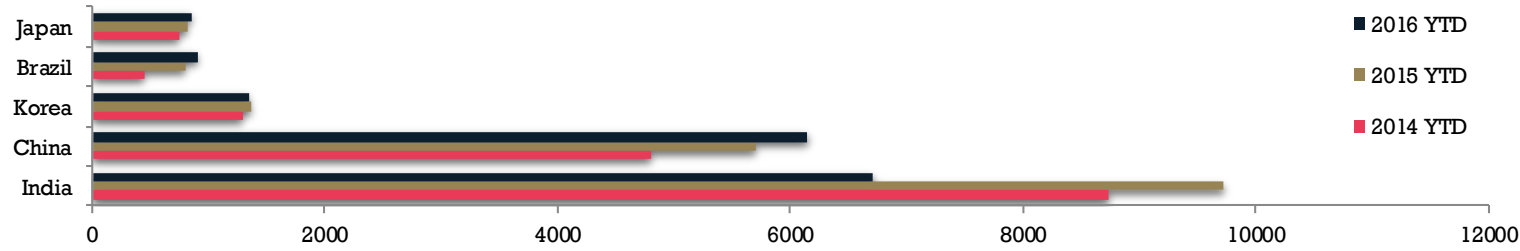
YTD (August)



PTEs: Total student visas approved by sector, August

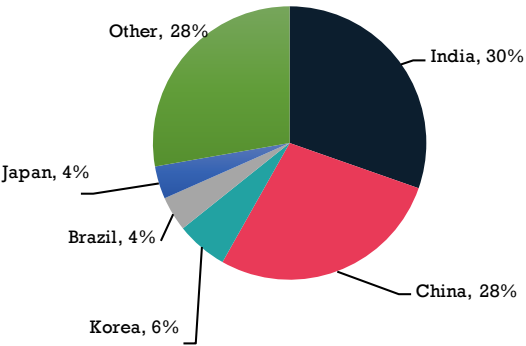


PTEs: Total student visas approved by sector, YTD



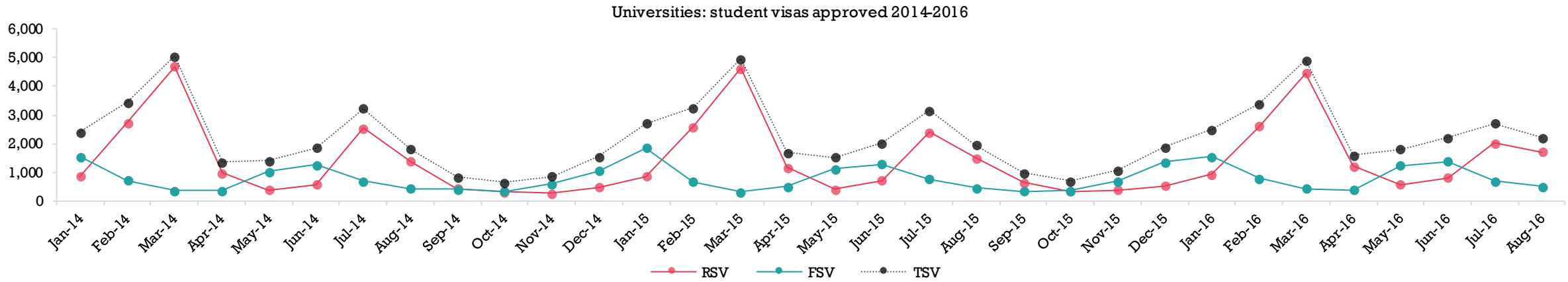
August RSV	August FSV	August TSV
-19 ↗ -1%	-256 ↘ -15%	-275 ↘ -9%
YTD RSV	YTD FSV	YTD TSV
152 ↗ 1%	-2,955 ↘ -22%	-2,803 ↘ -11%

PTEs: YTD 2016 Sector breakdown of TSV

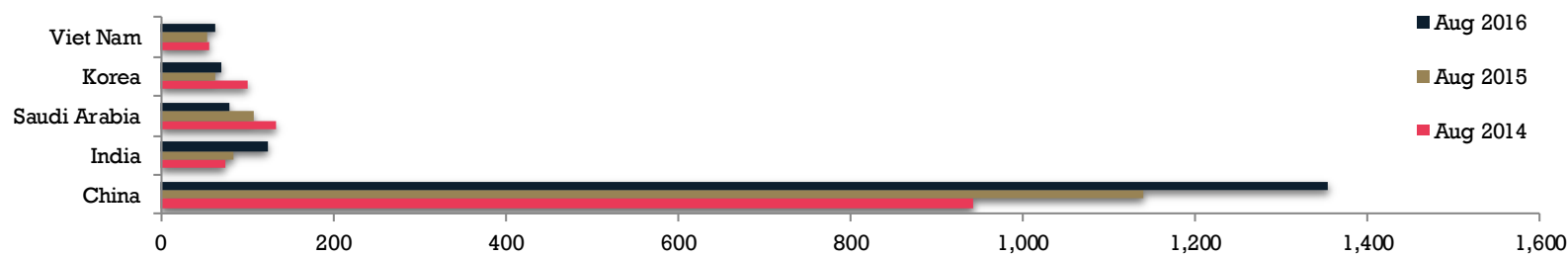


Key takeaways:

- The decline in TSV approved for the PTE sector continues YTD (-11% , -2,803) which is being driven by a reduction in student visas approved for first time students.
- The strong decrease in FSV for this sector (-2,955 YTD) is predominantly due to the decline in FSV approved for students from India and the Philippines following changes to the English language requirements (Rule 18) in 2015. Growth in TSV YTD have been from: China (+8%), Brazil (+13%) and Japan (+4%).



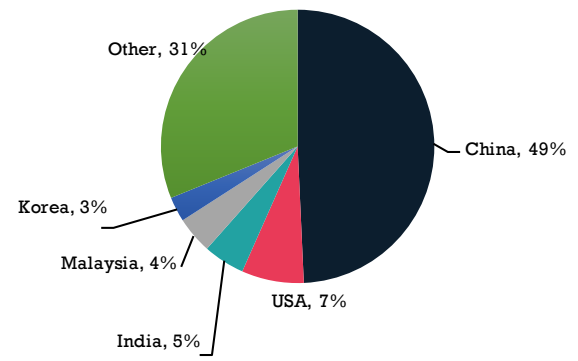
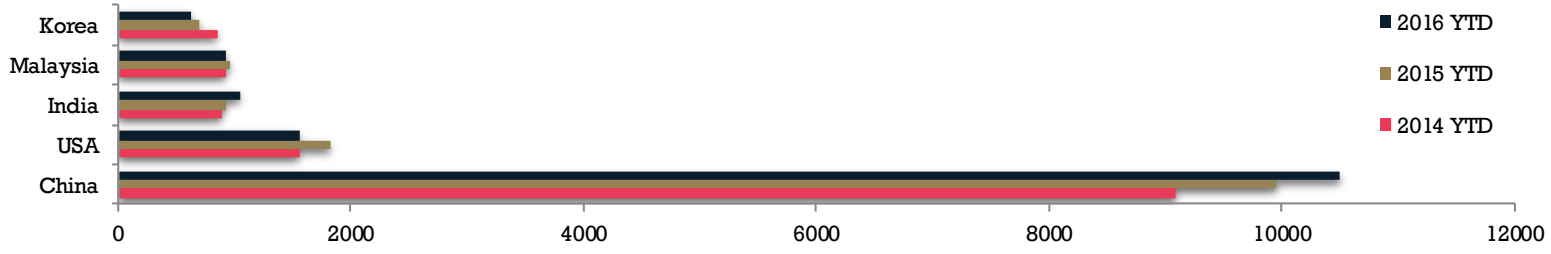
Universities: Total student visas approved by sector, August



August RSV	August FSV	August TSV
214 ↑ 14%	48 ↑ 10%	262 ↑ 13%
YTD RSV	YTD FSV	YTD TSV
89 → 1%	4 → 0%	93 → 0%

Universities: YTD 2016 Sector breakdown of TSV

Universities: Total student visas approved by sector, YTD



Key takeaways:

- YTD results for the university sector remain stable (0%, +93). The sector saw an increase in August 2016 (+13%, +262) being largely attributed to RSV approvals up 14% (+214), compared to August 2015.
- China accounts for just under half of all TSV approved YTD (49%) for the university sector.

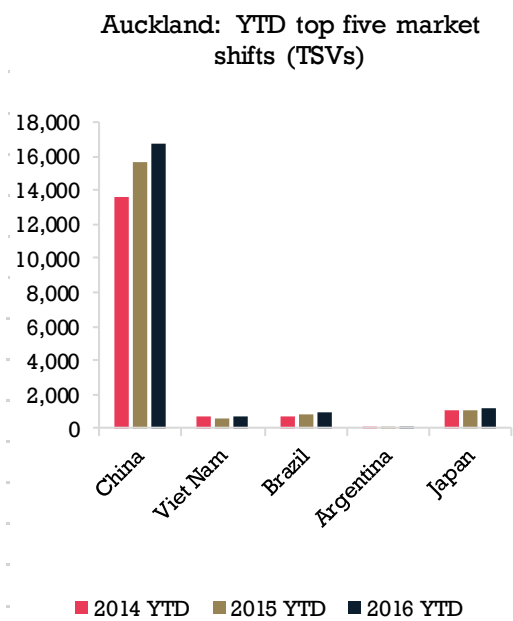
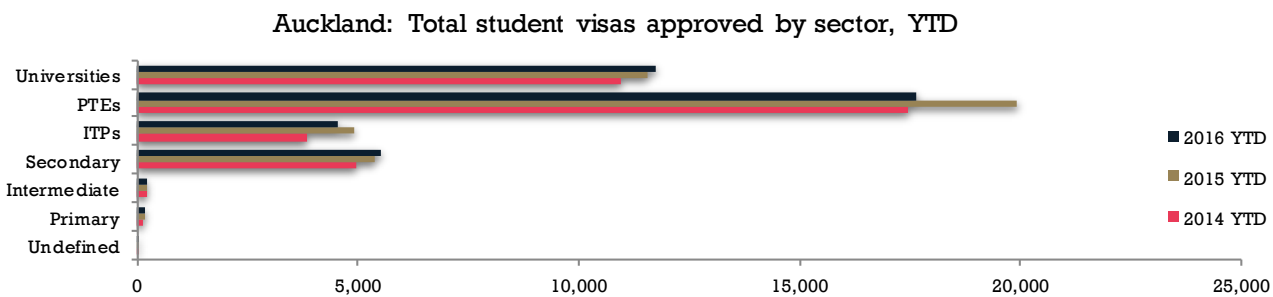
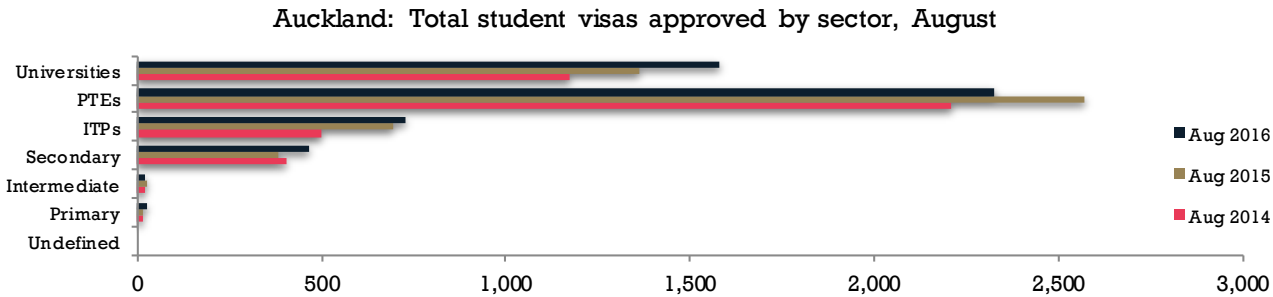
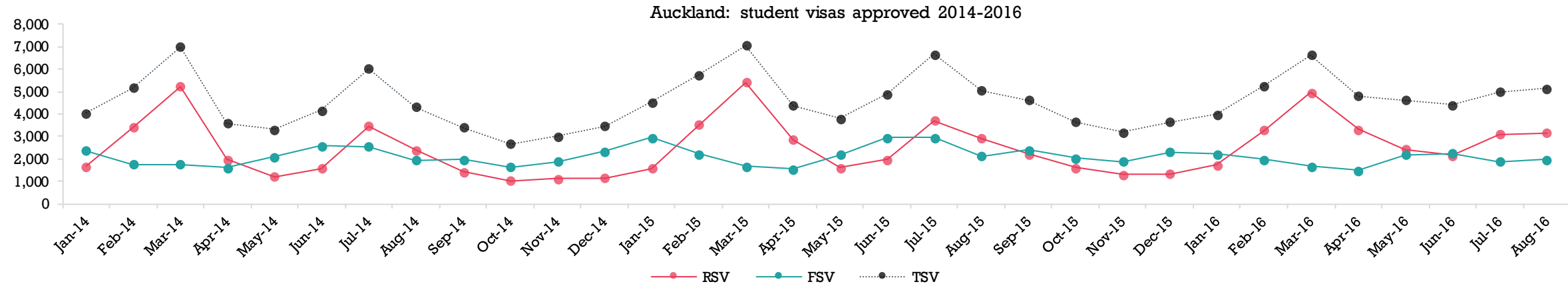
Trends by region





August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
249 ↑ 9%	-151 ↓ -7%	98 → 2%	624 → 3%	-2,926 ↓ -16%	-2,302 ↓ -5%

YTD (August)



Top FSV shifts		
August FSV	Change	% change
China	125	21%
Brazil	19	35%
France	12	75%
Japan	-8	-9%
Sri Lanka	-9	-26%
India	-395	-49%

FSVs YTD		
FSVs YTD	Change	% change
China	156	4%
Viet Nam	76	45%
Argentina	57	130%
USA	-97	-17%
Philippines	-418	-42%
India	-2960	-46%

Key takeaways:

- YTD the Auckland region is in decline, down 5% (-2,302) for TSV, this is being driven by FSV, down 16% (-2,926) while RSV are relatively stable +3% (+624).
- The decline in FSV YTD is driven by a drop in approvals for Indian (-2,960) and Filipino students (-418) as a result of the change in English language requirements (Rule 18) in late 2015.
- Markets that have seen growth in FSV YTD are: China (+156), Viet Nam (+76) and Argentina (+57).

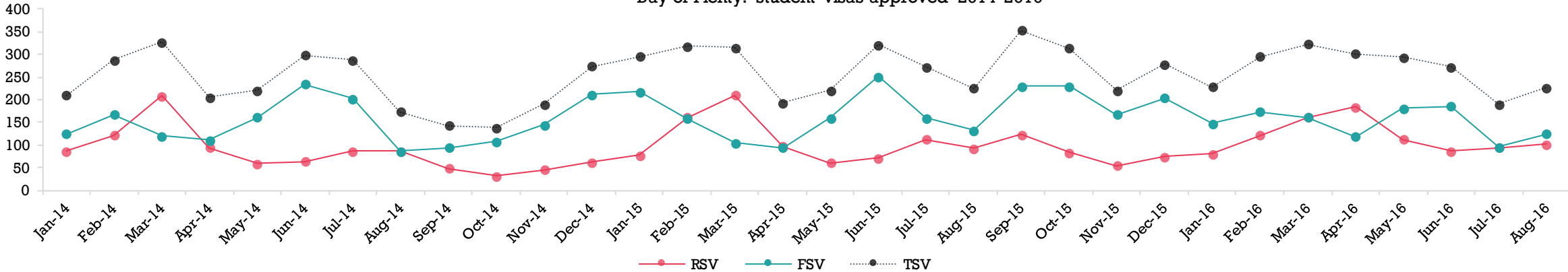
Bay of Plenty: 🍊

August RSV	August FSV	August TSV
10 ↑ 11%	-8 ↓ -6%	2 → 1%

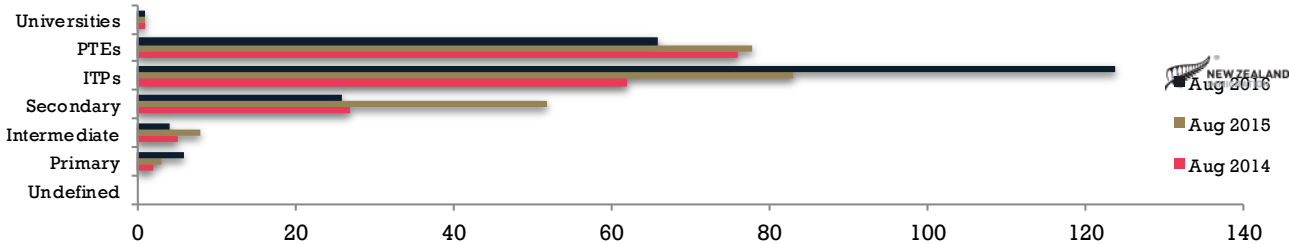
YTD RSV	YTD FSV	YTD TSV
63 ↑ 7%	-92 ↓ -7%	-29 → -1%

YTD (August)

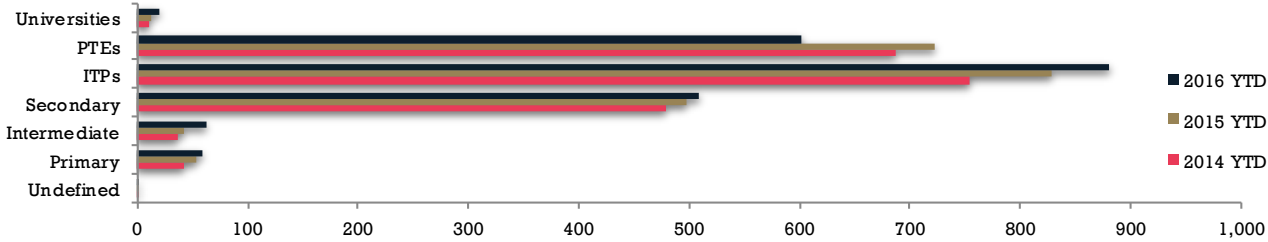
Bay of Plenty: student visas approved 2014-2016



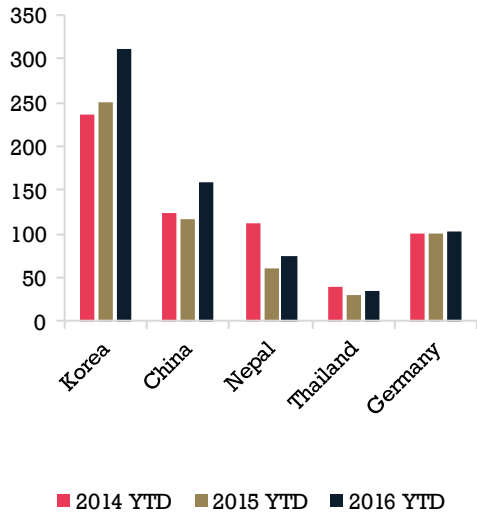
Bay of Plenty: Total student visas approved by sector, August



Bay of Plenty: Total student visas approved by sector, YTD



Bay of Plenty: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
India	14	30%
China	7	100%
Argentina	2	-
Nepal	-3	-50%
Philippines	-8	-30%
Japan	-13	-81%

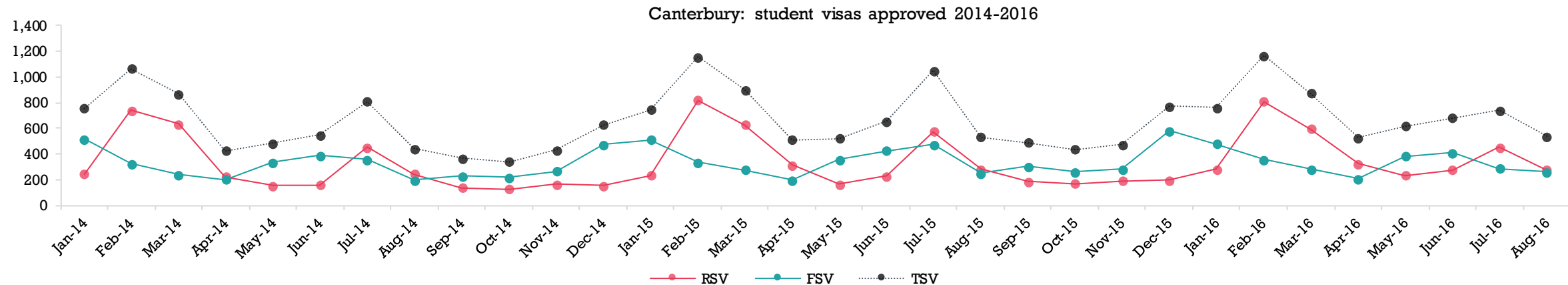
FSVs YTD	Change	% change
Korea	58	60%
China	22	49%
Japan	7	23%
Brazil	-30	-48%
Philippines	-47	-29%
India	-97	-16%

Key takeaways:

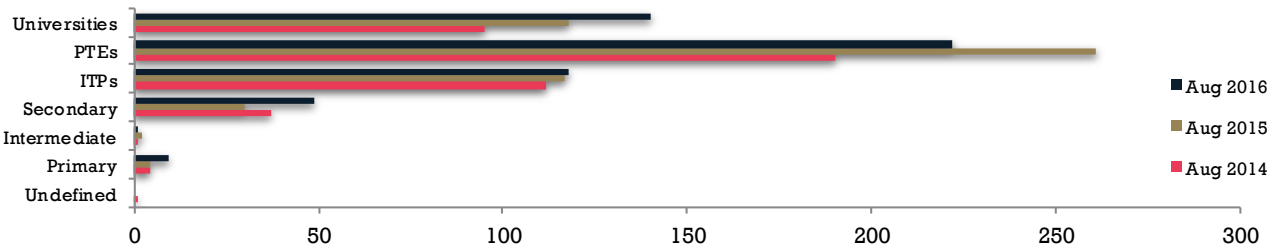
- TSV and FSV approved for Bay of Plenty are both down YTD (-1% and -7% respectively). August 2016 results were flat, with an increase in RSV (+10, 11%) offset by a similar decrease in FSV approvals (-8, -6%) compared to August 2015.
- Markets that have seen growth in FSV YTD are: Korea (+58), China (+22) and Japan (+7).

August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
-1 ➡ 0%	8 ➡ 3%	7 ➡ 1%	3 ➡ 0%	-163 ⬇ -6%	-160 ➡ -3%

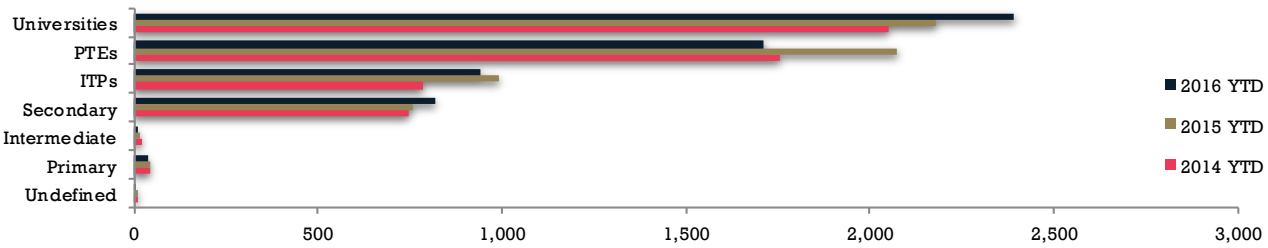
YTD (August)



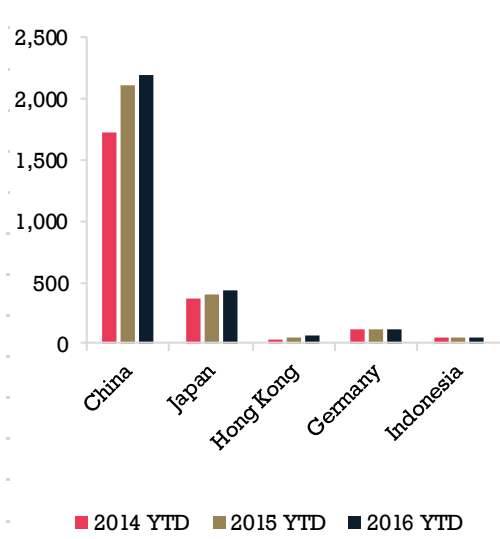
Canterbury: Total student visas approved by sector, August



Canterbury: Total student visas approved by sector, YTD



Canterbury: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
China	21	34%
Brazil	5	500%
Thailand	4	80%
Philippines	-6	-26%
Japan	-12	-32%
India	-15	-22%

FSVs YTD	Change	% change
Hong Kong	18	360%
China	13	2%
Viet Nam	12	75%
Philippines	-39	-30%
USA	-54	-21%
India	-148	-20%

Key takeaways:

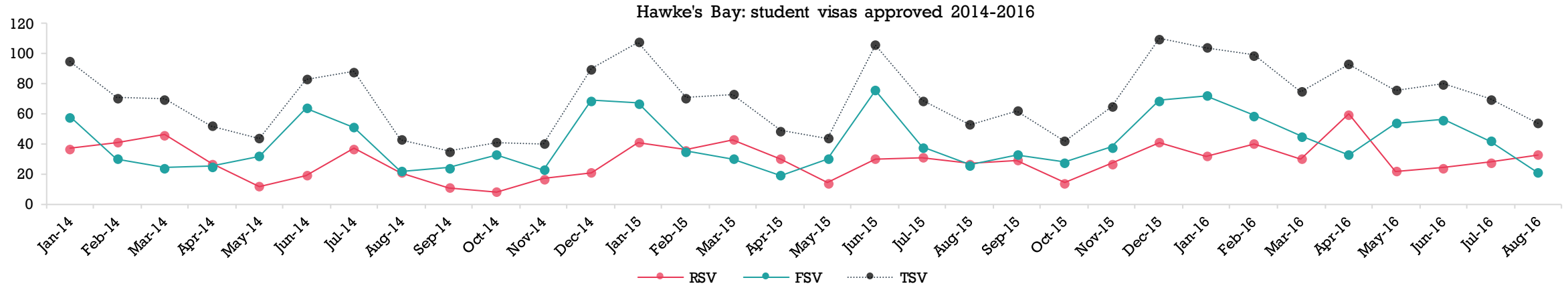
- Canterbury YTD results are down slightly due to a moderate decline in FSV (-6%; -163), compared to 2015 YTD. The August 2016 result was stable with TSV +1% (+7).
- The university sector in Canterbury continues to be the largest sector (40%) and experienced a 10% increase in TSV approved YTD (+212). Secondary schools in the Canterbury region have also seen an increase in TSV YTD (+8%; +57).

Hawke's Bay:

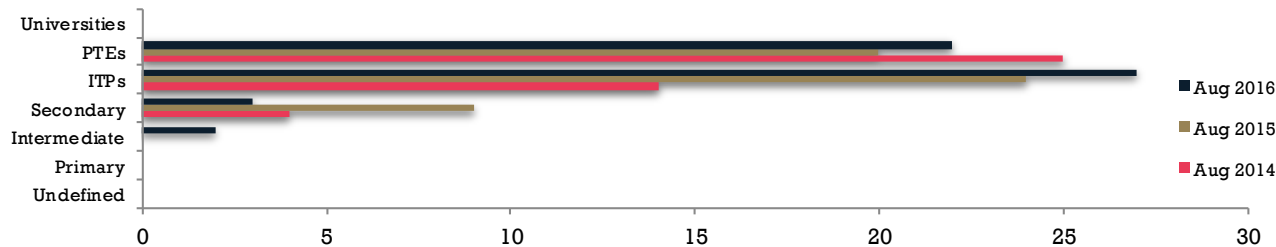
August RSV	August FSV	August TSV
6  22%	-5  -19%	1  2%

YTD RSV	YTD FSV	YTD TSV
17  7%	61  19%	78  14%

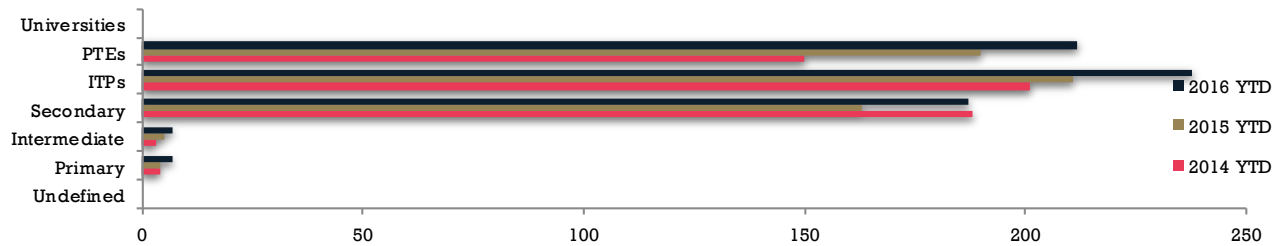
YTD (August)



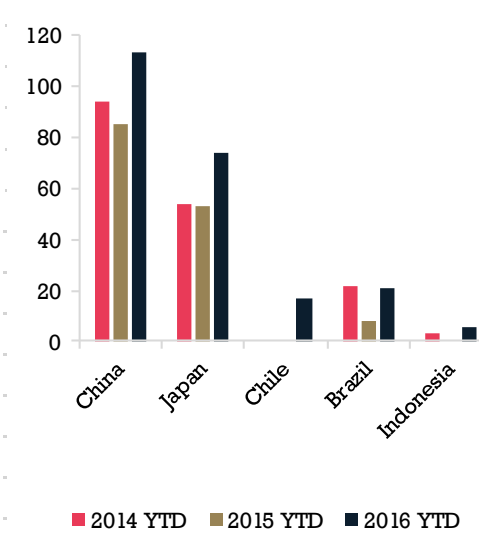
Hawke's Bay: Total student visas approved by sector, August



Hawke's Bay: Total student visas approved by sector, YTD



Hawke's Bay: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
Chile	1	-
China	1	25%
Colombia	1	-
USA	-1	-100%
Brazil	-2	-100%
India	-6	-50%

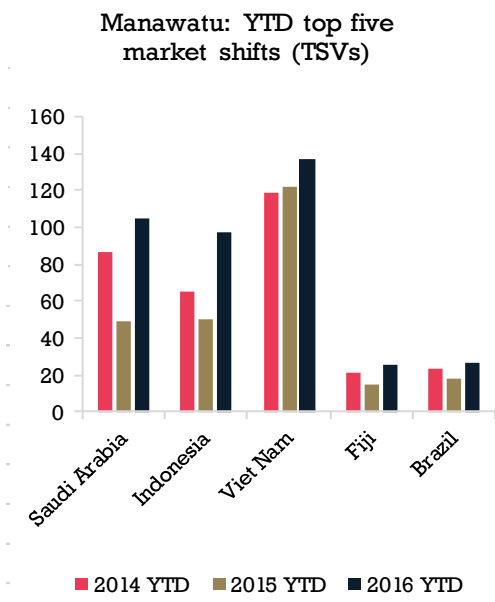
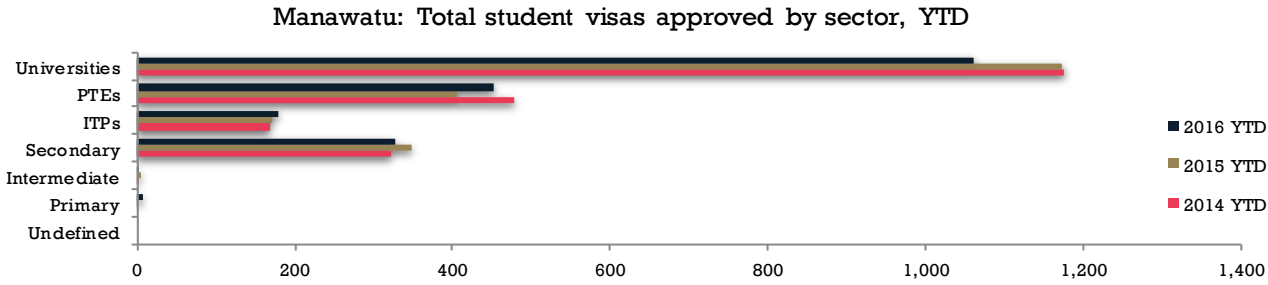
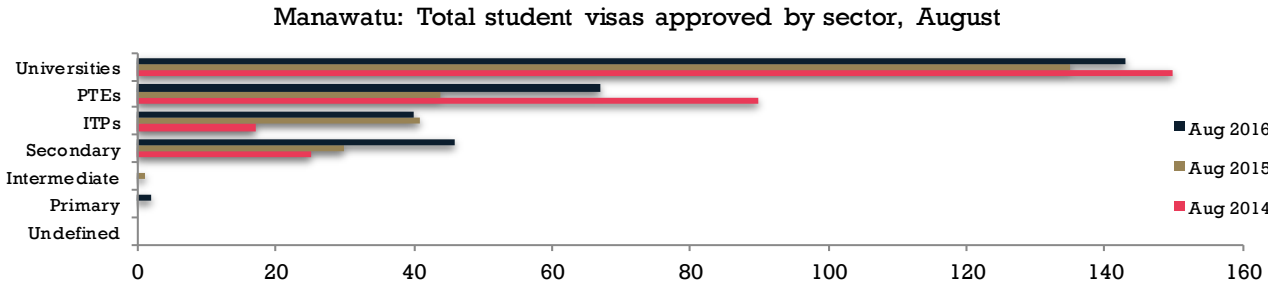
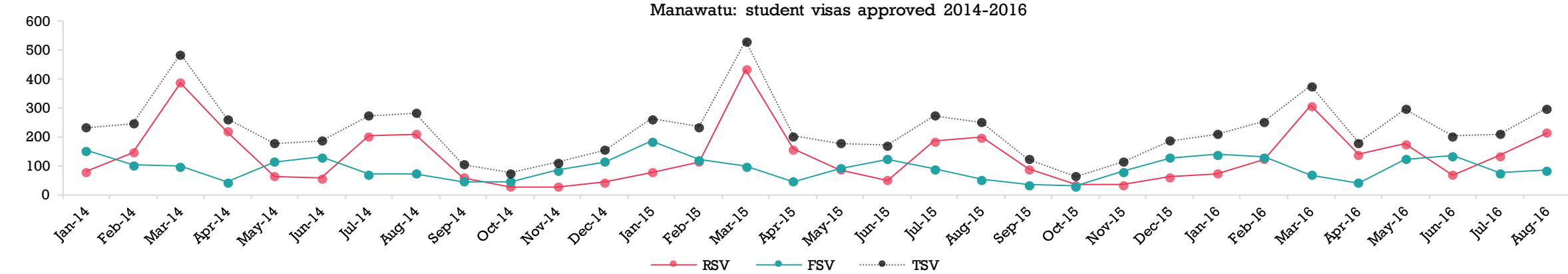
FSVs YTD	Change	% change
China	18	72%
Chile	17	-
Japan	15	58%
Viet Nam	-2	-50%
Korea	-7	-70%
India	-26	-21%

Key takeaways:

- Results are positive in Hawke's Bay, with a 19% increase in FSV seen YTD (+61). This is being driven by increases in FSV approved for China (+18), Chile (+17) and Japan (+15).
- August 2016 results were mixed with TSV flat +2% (+1) and FSV down 19% (-5) compared to August 2015. The ITP and intermediate school sectors saw growth in TSV approved in August 2016.



August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV
15 ↑ 8%	32 ↑ 62%	47 ↑ 19%	-68 ↓ -5%	-10 → -1%	-78 → -4%



Top FSV shifts

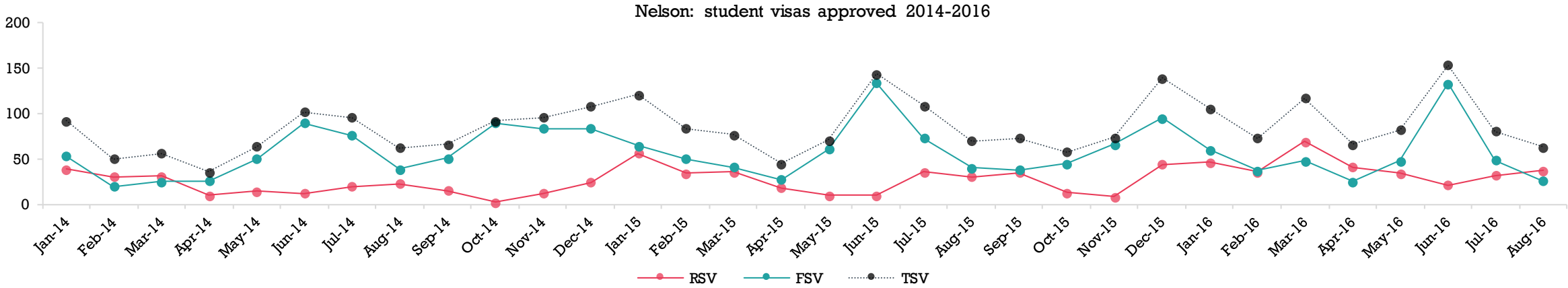
August FSV	Change	% change
Indonesia	41	4100%
China	4	36%
Hong Kong	2	-
UK	-1	-100%
Viet Nam	-1	-17%
India	-19	-79%

FSVs YTD	Change	% change
Indonesia	59	656%
Saudi Arabia	25	357%
Malaysia	10	143%
USA	-26	-31%
India	-53	-40%
Thailand	-57	-73%

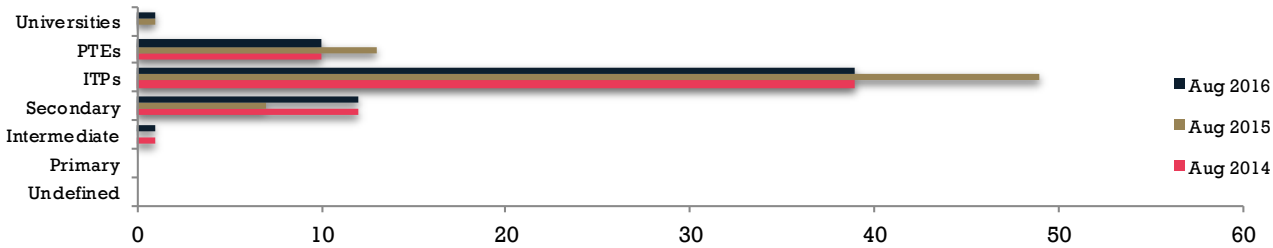
- Key takeaways:
- Manawatu saw an increase in August 2016, compared to August 2015 with TSV up 19% (+47) driven by FSV up 62% (+32). YTD results for the region are down, with FSV down 1% and RSV down 5%.
 - Markets that have seen growth in FSV YTD are: Indonesia (+59), Saudi Arabia (+25) and Malaysia (+10).
 - Despite the overall decline, the ITP, PTE and primary school sectors have both experienced growth in TSV approved YTD (+7, +49, +4).



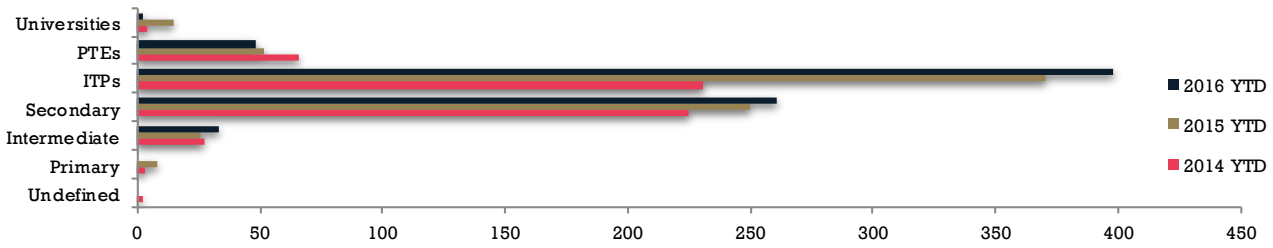
August RSV	August FSV	August TSV	YTD RSV	YTD FSV	YTD TSV	YTD (August)
7 ↑ 23%	-14 ↓ -35%	-7 ↓ -10%	86 ↑ 37%	-65 ↓ -13%	21 → 3%	



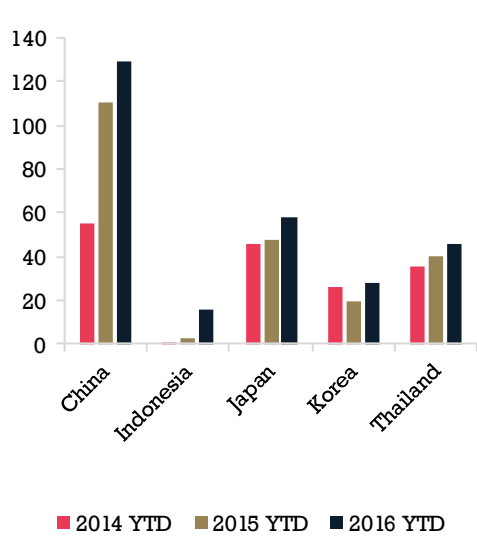
Nelson: Total student visas approved by sector, August



Nelson: Total student visas approved by sector, YTD



Nelson: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
China	4	200%
Taiwan	3	-
Switzerland	2	200%
Germany	-2	-100%
Papua New Guinea	-3	-100%
India	-16	-80%

FSVs YTD	Change	% change
China	17	26%
Japan	17	63%
Korea	10	100%
Fiji	-7	-100%
Sri Lanka	-10	-56%
India	-104	-72%

Key takeaways:

- The Nelson region has experienced a decline in FSV approved YTD (-13%, -65), however a 37% increase in RSV YTD (+86) continues to boost Nelson's overall results. This increase has benefited the ITP sector, with an additional 28 TSV approved YTD (+8%) compared to 2015 YTD.
- Growth in FSV YTD are from: China (+17), Japan (+17) and Korea (+10).

Northland:



August RSV

12 ↑ 38%

August FSV

-7 ↓ -50%

August TSV

5 ↑ 11%

YTD RSV

13 ↑ 8%

YTD FSV

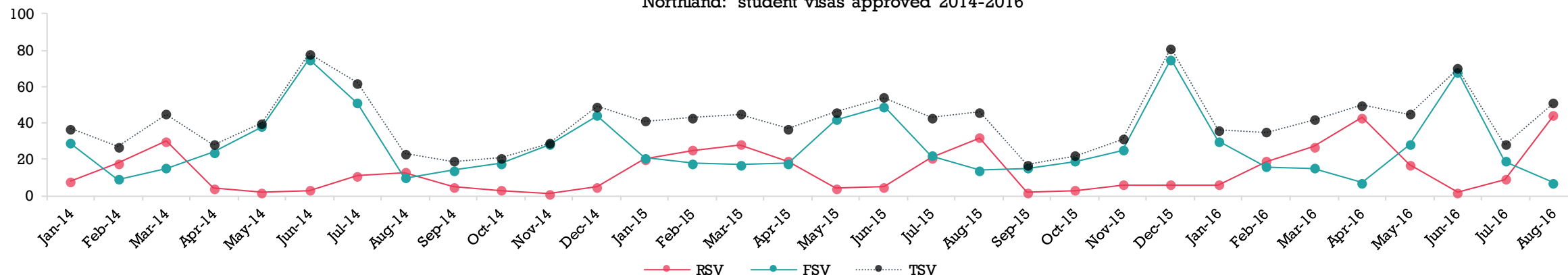
-11 ↓ -5%

YTD TSV

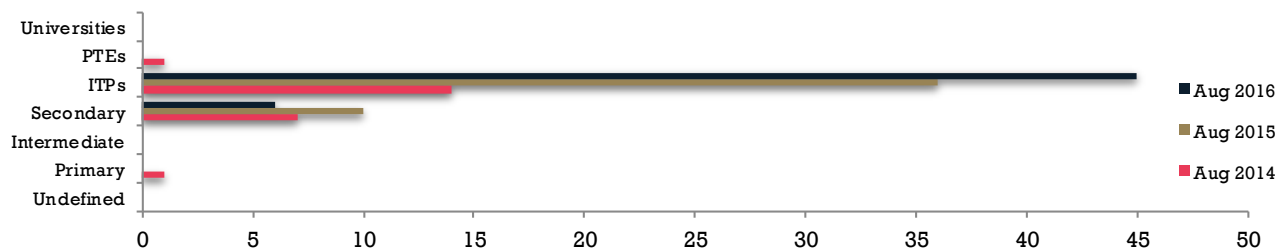
2 → 1%

YTD (August)

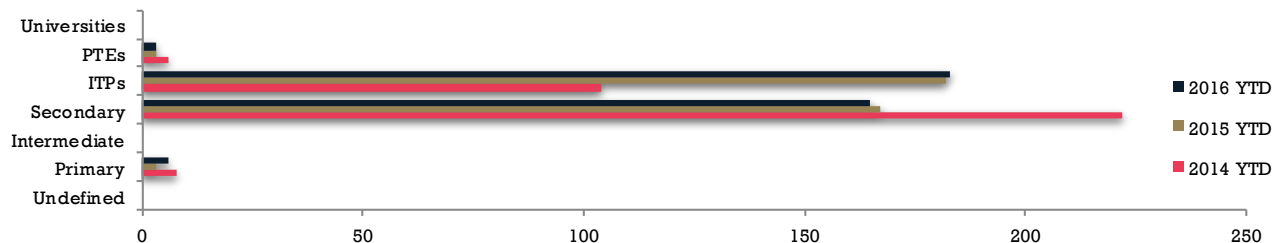
Northland: student visas approved 2014-2016



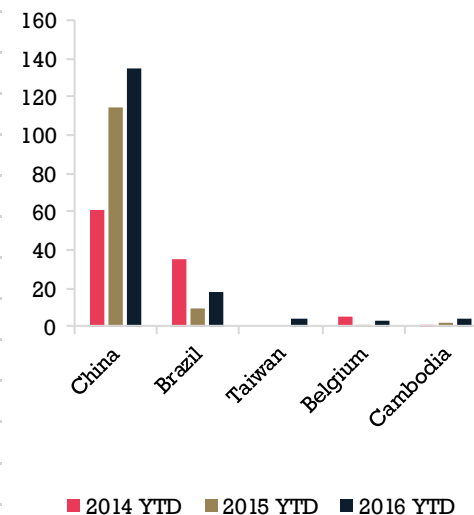
Northland: Total student visas approved by sector, August



Northland: Total student visas approved by sector, YTD



Northland: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
Germany	1	100%
Korea	0	0%
Chile	-1	-100%
South Africa	-1	-100%
Switzerland	-1	-100%
China	-3	-75%

FSVs YTD	Change	% change
Brazil	6	60%
China	4	9%
Taiwan	3	-
France	-3	-75%
Switzerland	-4	-57%
India	-13	-42%

Key takeaways:

- Northland's results are flat with TSV YTD +1% (+3). August 2016 saw an increase in TSV approved +11% (+5) attributed to a 38% increase in RSV (+12). The secondary schools sector experienced declines in TSV approved in August compared to August 2015.
- Markets that have seen growth in FSV YTD are: Brazil (+6), China (+4) and Taiwan (+3).



August RSV

14 ↑ 14%

August FSV

16 ↑ 20%

August TSV

30 ↑ 17%

YTD RSV

-94 ↓ -5%

YTD FSV

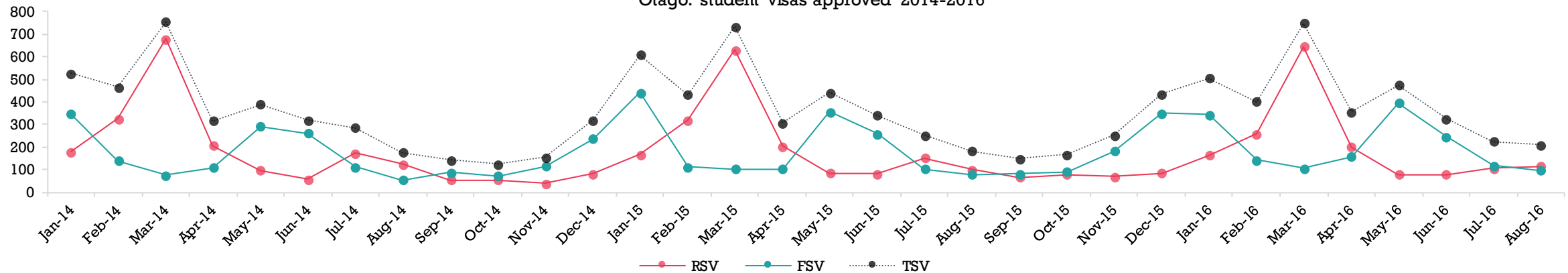
42 → 3%

YTD TSV

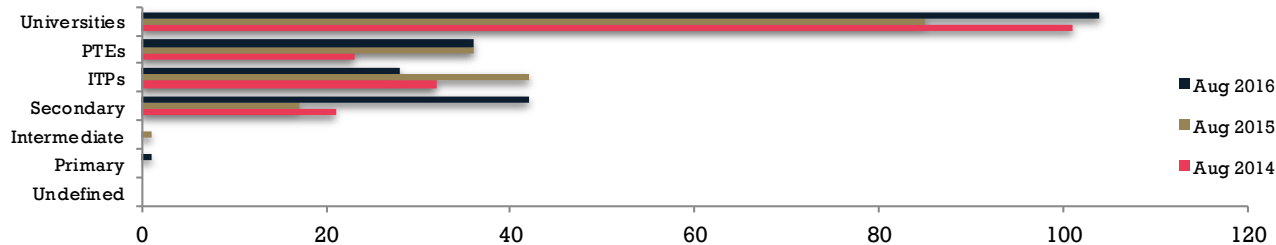
-52 → -2%

YTD (August)

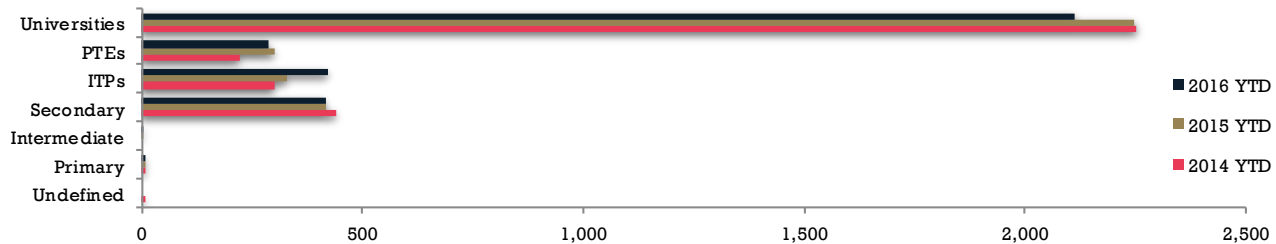
Otago: student visas approved 2014-2016



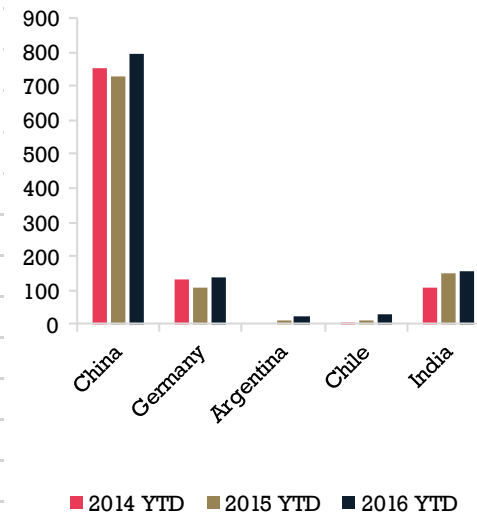
Otago: Total student visas approved by sector, August



Otago: Total student visas approved by sector, YTD



Otago: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
Hong Kong	6	600%
Spain	5	-
Thailand	3	150%
Taiwan	-2	-67%
Colombia	-3	-60%
Japan	-4	-40%

FSVs YTD	Change	% change
Germany	27	30%
China	20	15%
Argentina	15	167%
Malaysia	-14	-22%
Brazil	-34	-26%
USA	-65	-13%

Key takeaways:

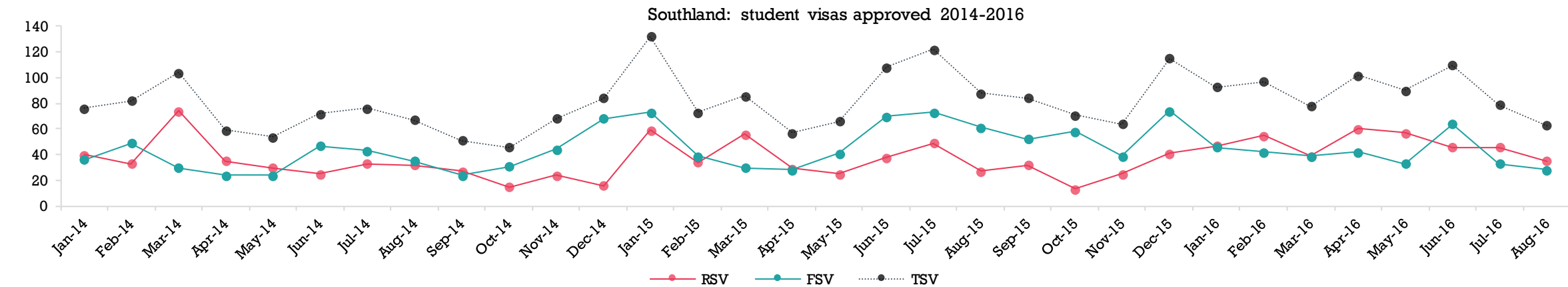
- TSV are stable YTD for the Otago region (-2%, -52). August 2016 results were up across the board with an increase of +30 (+17%) for TSV compared to August 2015. Markets that have seen a decline in FSV YTD are: Malaysia (-14), Brazil (-34) and the USA (-65).
- ITPs in the Otago region continue to experience strong growth in TSV YTD (+29%, +94) while the university sector has seen a decline (-6%, -134).



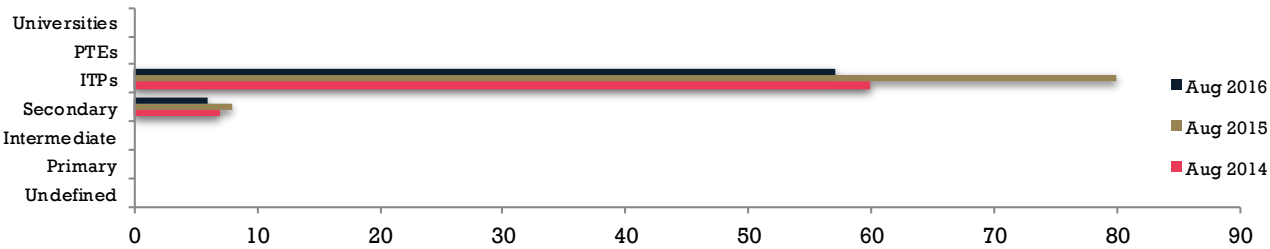
August RSV	August FSV	August TSV
8 ↑ 30%	-33 ↓ -54%	-25 ↓ -28%

YTD RSV	YTD FSV	YTD TSV
68 ↑ 21%	-88 ↓ -21%	-20 → -3%

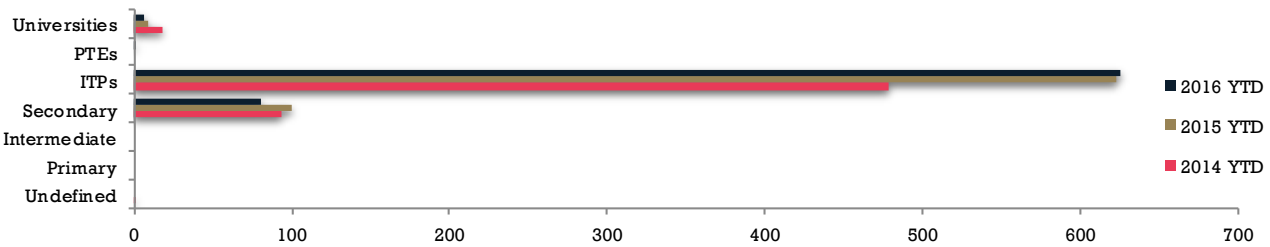
YTD (August)



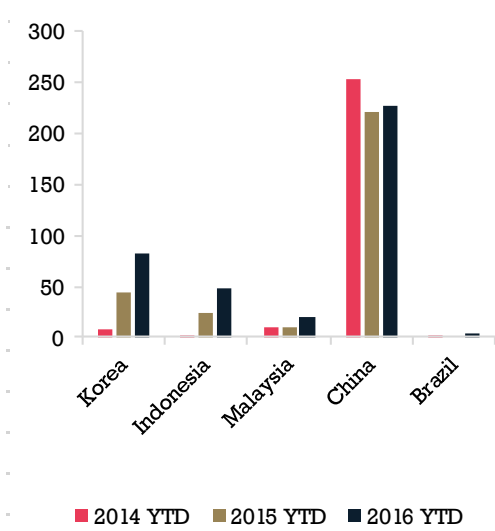
Southland: Total student visas approved by sector, August



Southland: Total student visas approved by sector, YTD



Southland: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
Germany	3	-
Thailand	2	-
China	1	14%
Indonesia	-5	-63%
Viet Nam	-9	-100%
India	-12	-75%

FSVs YTD	Change	% change
Korea	8	27%
Malaysia	7	100%
China	4	7%
Russia	-7	-100%
Viet Nam	-16	-52%
India	-88	-65%

Key takeaways:

- Southland is experiencing a flat result YTD due to a decline in FSV (down 21%) largely driven by India (-88), and simultaneous growth in RSV up 21% in the region. The increase in RSV YTD (+68) indicates that students are returning or choosing to remain in New Zealand to study.
- FSV were down in August (-54%), which drove the overall decline in TSV (-28%) for the month.

-22 ↓ -24%

4 ↑ 33%

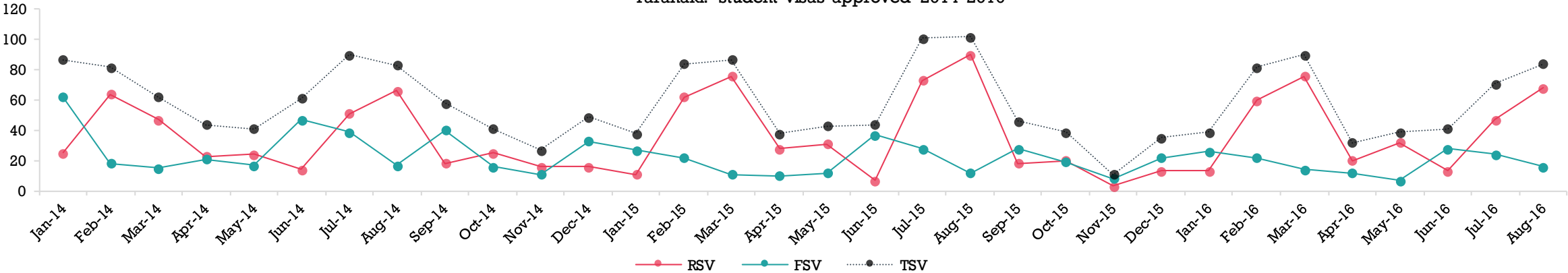
-18 ↓ -18%

-49 ↓ -13%

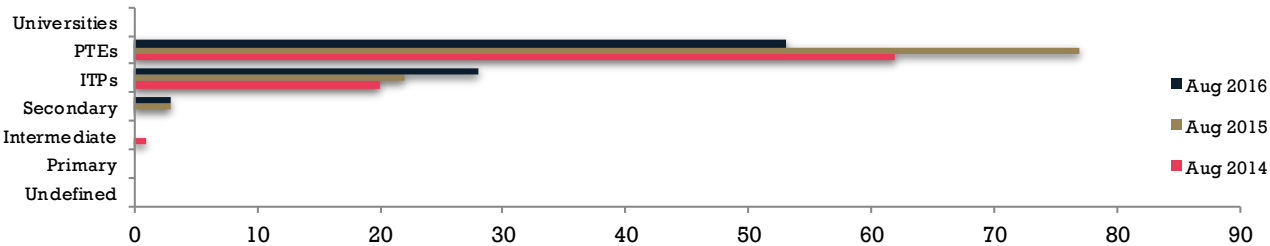
-10 ↓ -6%

-59 ↓ -11%

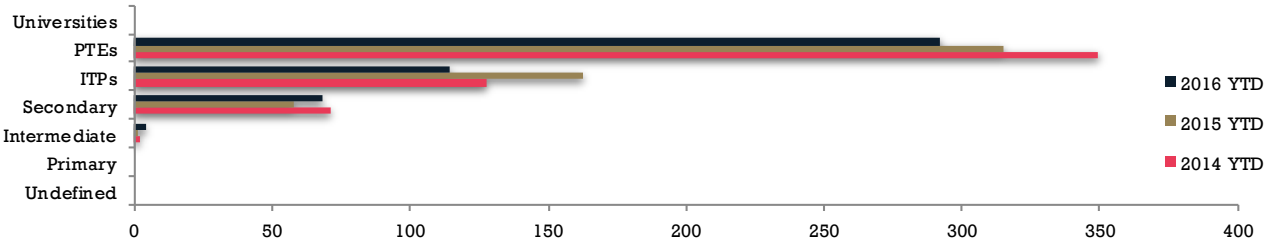
Taranaki: student visas approved 2014-2016



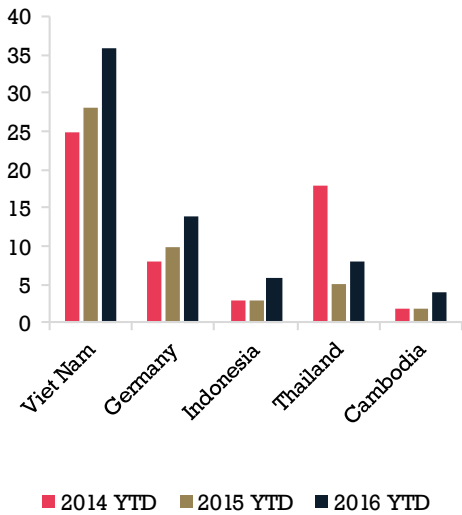
Taranaki: Total student visas approved by sector, August



Taranaki: Total student visas approved by sector, YTD



Taranaki: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
India	2	29%
Malaysia	1	-
Russia	1	100%
Taiwan	1	-
China	0	0%
Indonesia	-1	-100%

FSVs YTD	Change	% change
Viet Nam	6	600%
China	5	26%
Germany	3	30%
South Africa	-2	-100%
Philippines	-4	-100%
India	-30	-33%

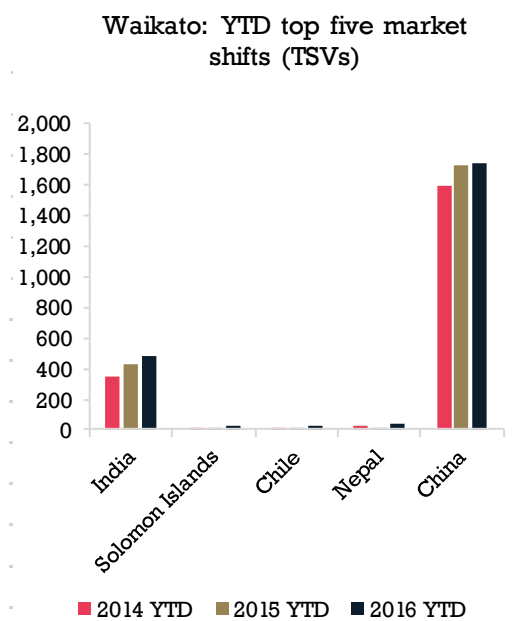
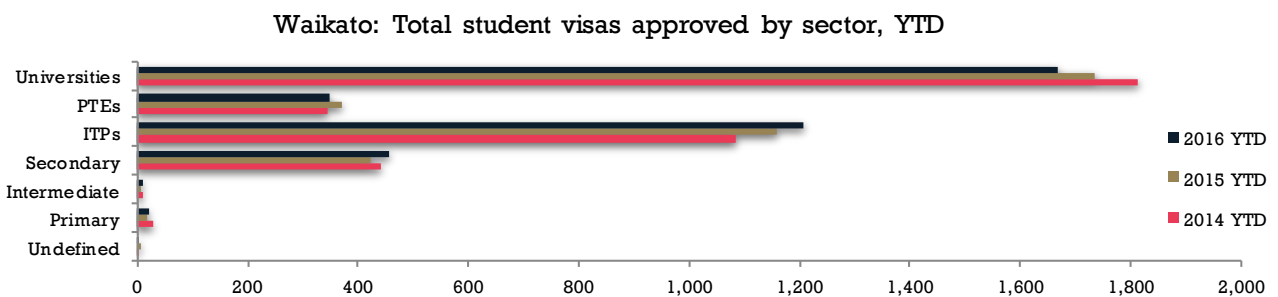
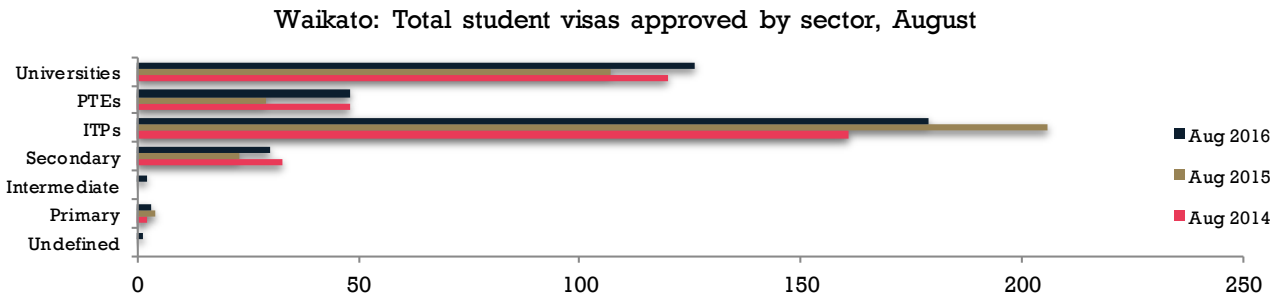
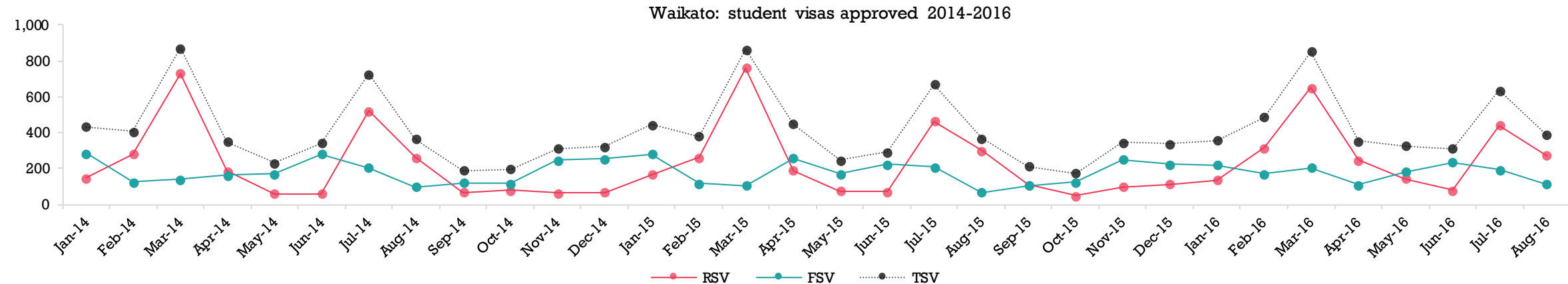
- Key takeaways:
- Taranaki's results are in decline YTD TSV (-11%; -59), this have been driven by RSV down 13% (-49) on 2015.
 - The highest number of TSV approvals YTD were for the PTE sector, followed by ITPs and secondary schools.



August RSV	August FSV	August TSV
-25 ↓ -8%	45 ↑ 65%	20 ↑ 5%

YTD RSV	YTD FSV	YTD TSV
1 → 0%	-7 → 0%	-6 → 0%

YTD (August)



Top FSV shifts		
August FSV	Change	% change
India	18	450%
UK	10	500%
Oman	8	800%
Spain	-1	-100%
Taiwan	-4	-100%
China	-7	-20%

FSVs YTD		
FSVs YTD	Change	% change
India	35	14%
Nepal	16	320%
Chile	15	750%
UK	-10	-8%
Korea	-19	-37%
China	-49	-11%

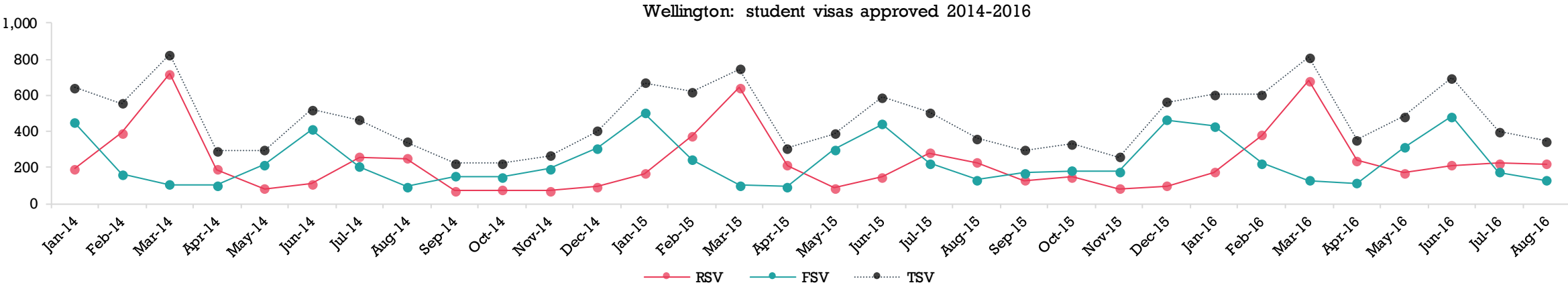
Key takeaways:

- Overall results for the Waikato region are stable YTD (-6), essentially on a par with 2015.
- FSV were up in August (+65%), while RSV were down (-8%). The net result was an increase in TSV of 5% (+20) compared to August 2015.
- The increase in FSV in August was driven by India (+35), Nepal (+16) and Chile (+15).

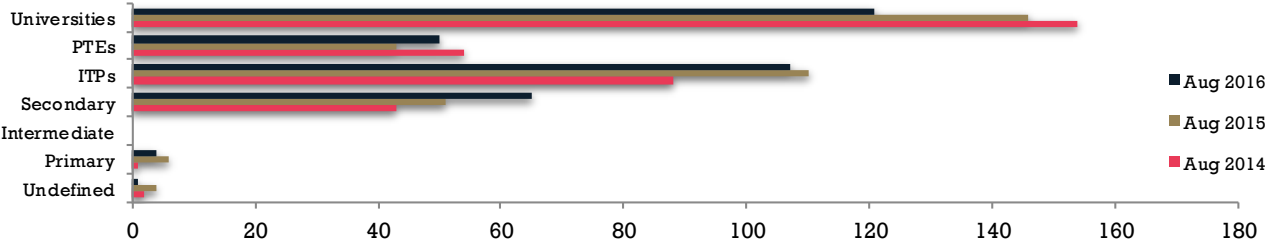


August RSV	August FSV	August TSV
-10 ↓ -4%	-2 → -2%	-12 → -3%

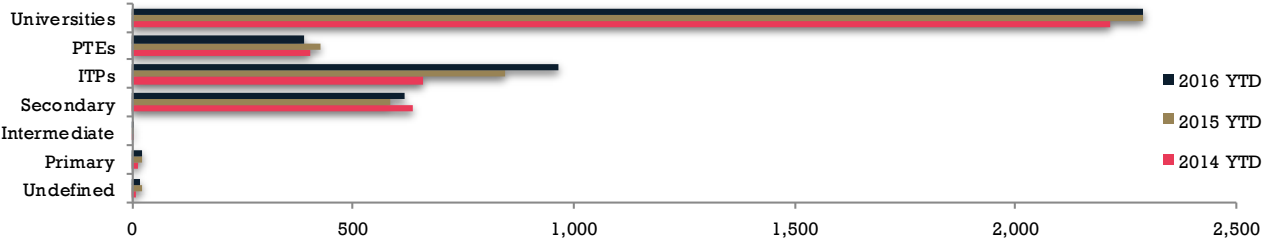
YTD RSV	YTD FSV	YTD TSV
163 ↑ 8%	-47 → -2%	116 → 3%



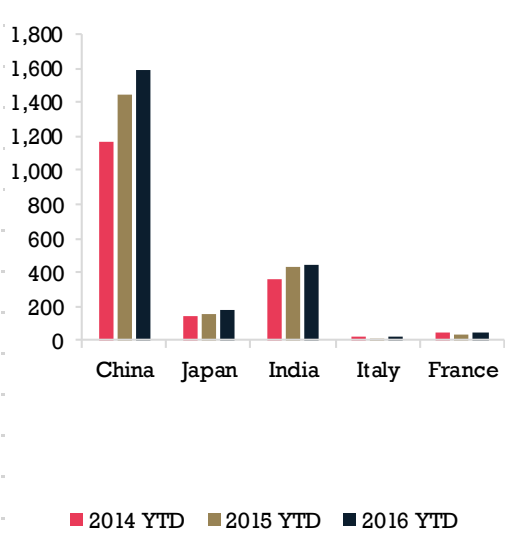
Wellington: Total student visas approved by sector, August



Wellington: Total student visas approved by sector, YTD



Wellington: YTD top five market shifts (TSVs)



Top FSV shifts

August FSV	Change	% change
Italy	5	-
Thailand	4	-
Chile	2	-
Saudi Arabia	-3	-75%
USA	-3	-100%
Brazil	-4	-67%

FSVs YTD	Change	% change
Japan	31	30%
Thailand	20	53%
Malaysia	17	26%
India	-19	-7%
Brazil	-25	-35%
USA	-57	-20%

Key takeaways:

- An increase in RSV YTD (+8%; +163), has resulted in a overall flat result for the region YTD. August 2016 was relatively flat across the board with 12 fewer TSV approvals compared to August 2015.
- Markets driving the decline in FSV YTD are: the USA (-57), Brazil (-25) and India (-19).
- The growth in TSV YTD is occurring in the ITP +15% (+123) and secondary sectors +6% (+33).