

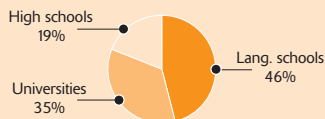
China

Our first Consultants' Report survey on China shows continued healthy growth in students from China going overseas for high school or university study.

Key facts

- Eight consultants took part in our Consultants' Report survey
- Six consultants placed a total of 2,429 students in high schools and universities last year
- 88 per cent of respondents' clients required a language course before their education course
- 92 per cent of respondents' clients went on to university in the same country where they took their language course
- On average, 40 per cent of clients changed their minds about where they wanted to study after being advised by an agent or consultant
- 63 per cent of consultants who answered the question reported an increase in university bookings in 2001
- 80 per cent of consultants who answered the question reported an increase in high school bookings in 2001
- Commission rates received varied from 10 to 30 per cent

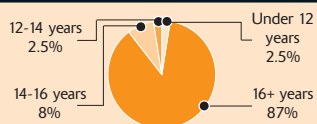
Consultants' business by sector



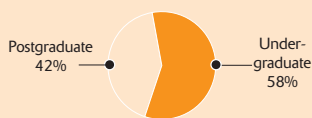
How agencies find new schools and universities



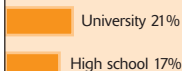
High school placements by age



University placements by level of study



Average growth in consultants' business



Top three university courses

1. Business
2. Computer science
3. Engineering

Universities

Top three destinations

1. New Zealand
2. Australia
3. UK

Average commission: 15%

High schools

Top three destinations

1. Australia
2. New Zealand
3. UK

Average commission: 15%

Participating consultancies:

Beijing Han Yin Consultant Co., Beijing Oz Enrolment Center of International Education Co., Chengdu Huaying Consulting and Service Centre for Personnel Going Abroad, Jiangsu Provincial International Exchange Centre, Jinan Overseas Chinese Study Abroad Service Centre, OASC, Shanghai Overseas Chinese International Education Service, Shenyang Han Terry Consultancy Co.

Most frequently mentioned programmes:

High schools: *In Australia:* New South Wales Government Schools, Sydney, NSW; Taylors College, various; Victorian Government Schools, Melbourne, VIC. *In New Zealand:* Academic Colleges Group, Auckland; Massey High School, Auckland; New Zealand International College, Auckland.

Universities: *In Australia:* University of New South Wales, Sydney, NSW; University of Sydney, Sydney, NSW; University of Technology, Sydney, NSW; Wollongong University College, Wollongong, NSW; *In New Zealand:* Massey University, Auckland; University of Waikato, Hamilton. *In Singapore:* Temasek Polytechnic, Singapore. *In the UK:* Filton College, Bristol; Napier University, Edinburgh; University of Essex, Colchester; University of North London, London.