





Dear Exhibitor,

British Council Colombia thanks you for participating in Education UK Exhibition held in Bogota, Medellin and Cali in Colombia from 27<sup>th</sup> February to 2<sup>nd</sup> March 2016.

The purpose of this report is to provide you with a summary of the event, including audience statistics and feedback as well as other useful information. We trust that this report will enable you to report return on investment and assist with future decision making.

This year's event was the fourth of its kind to be held annually and was aimed at providing opportunities for UK Education providers to meet with potential undergraduate, postgraduate and further education students as well as those seeking short courses. Event was linked to the International Higher Education Policy Dialogue on 25<sup>th</sup> March and the 6<sup>th</sup> Annual CIE school conference in Cali.

The event hosted delegates from 30 UK institutions who engaged with prospective students, visitors and partners, providing audiences with information on education as well as other opportunities that exist in the UK.

The event attracted over **3,663 visitors** with a total **of 8,749** pre-registered. Alongside the main tour, a series of seminars were also given by Delegates, IELTS, UK Visas, Chevening, Colfuturo Scholarships.

Event was highly successful and generated high interest in the UK as a top choice for international education.

British Council Colombia highly appreciates your support, and hope that we can continue to provide valuable marketing and recruiting services in terms of both our exhibitions and also our range of other targeted activities during the year. We hope to see you again at our next School Tours from 29<sup>th</sup> August to 1<sup>st</sup> September 2016 (Bogota and Cartagena) or from 25<sup>th</sup> February to 4<sup>th</sup> March 2017 for our annual Education UK Exhibition.

Kind Regards

#### **Rose Williams**

**Education Projects Manager - SIEM** 



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# I. Highlights

For the first time in Colombia, this tour was with roaring success and great feedback from host schools, universities and visiting UK institutions.

- 3,663 visitors
- 8,749 registered
- 30 UK participating institutions
- Local Participation and Supporting Institutions: Colfuturo, UK Visas, Chevening Scholarships, ICETEX, Bancolombia SUFI Credito Estudiantil, IELTS, British Council Teaching Centre and RedBrit (Ex-UK Alumni) advice and opportunities for Colombians wishing to study in the UK
- Wrap-around events: 25<sup>th</sup> March International Policy Dialogue on the role of universities in Nation Building; 29 Feb to 2<sup>nd</sup> March - 6<sup>th</sup> CIE Annual Congress, Cali and Networking Dinner on 2<sup>nd</sup> March 2016.
- 3 return tickets to the UK: 1 given out at end of each Exhibition in each city

### A number of successful seminars were held on the following topics:

- Every day in the life of a Colombian student in the UK
- TIER 4 Student Visa
- Studying in Wales
- Colfuturo Financing Postgraduate studies abroad
- How to get INTO a Top University in the UK
- How to apply for a University in the UK
- IELTS
- Chevening Scholarships for Colombians
- Colleges vs Universities in the UK
- Preparatory programmes for studying at a UK University
- University of Sussex: a top world university and 1st in Development Studies

# The Exhibition was held at the following venues and time:

Venues	AR Centro de Convenciones, Santa Ana, Bogota
	Saturday, 27 February 2016
Opening Hours	11.00 – 18.00
Participation cost	GBP 1,818 + VAT

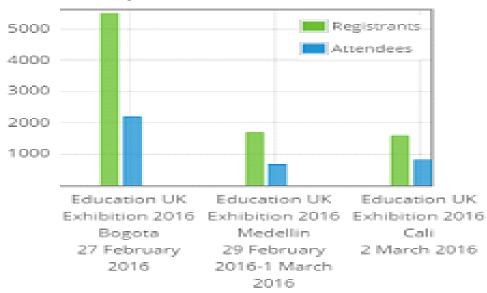


Venues	Hotel Estelar Milla de Oro, Medellin Monday 29 February 2016
Opening Hours	13.00 – 19.00
Participation cost	GBP 1,388 + VAT

Venues	Hotel Marriot, Cali Wednesday 2 March 2016
Opening Hours	11.00 – 19.00
Participation cost	GBP 1,388 + VAT

# **II.** Visitors Profile

Attendance vrs Registrations

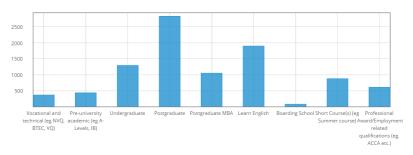


Education UK Exhibition – Bogota 27 Feb 2016	5,482	2,189 (39.93%)
Education UK Exhibition – Medellin 29 Feb 2016	1,685	664 (39.41%)
Education UK Exhibition – Cali 2 March 2016	1,582	810 (51.2%)



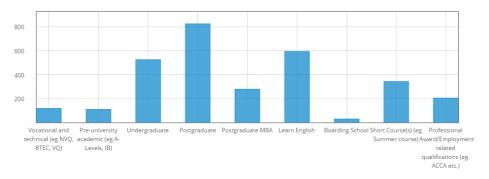
## 1. Registrants by Levels of Education

# a) Bogotá



	Count	%
Vocational and technical (eg NVQ, BTEC, VQ)	365	3.88%
Pre-university academic (eg A-Levels, IB)	432	4.59%
Undergraduate	1291	13.72%
Postgraduate	2827	30.04%
Postgraduate MBA	1045	11.11%
Learn English	1895	20.14%
Boarding School	78	0.83%
Short Course(s) (eg Summer course)	872	9.27%
Professional Award/Employment related qualifications (eg. ACCA etc.)	605	6.43%

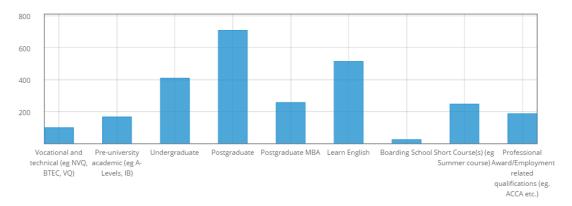
## b) Medellín



	Count	%
Vocational and technical (eg NVQ, BTEC, VQ)	119	3.94%
Pre-university academic (eg A-Levels, IB)	110	3.64%
Undergraduate	524	17.33%
Postgraduate	822	27.18%
Postgraduate MBA	279	9.23%
Learn English	593	19.61%
Boarding School	30	0.99%
Short Course(s) (eg Summer course)	342	11.31%
Professional Award/Employment related qualifications (eg. ACCA etc.)	205	6.78%



## c) Cali

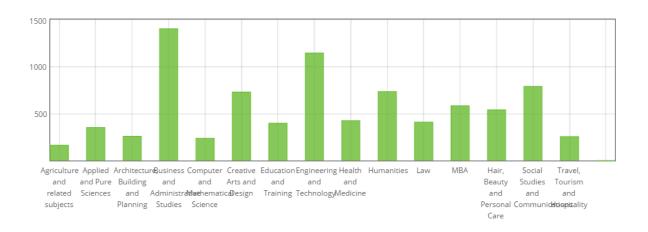


	Count	%
Vocational and technical (eg NVQ, BTEC, VQ)	100	3.82%
Pre-university academic (eg A-Levels, IB)	167	6.38%
Undergraduate	409	15.63%
Postgraduate	709	27.1%
Postgraduate MBA	257	9.82%
Learn English	515	19.69%
Boarding School	25	0.96%
Short Course(s) (eg Summer course)	247	9.44%
Professional Award/Employment related qualifications (eg. ACCA etc.)	187	7.15%

# 2. Subject areas of interest

a) Bogotá areas of interest

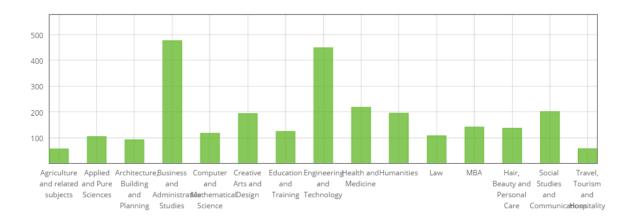




	Count	96
Agriculture and related subjects	164	1.94%
Applied and Pure Sciences	354	4.19%
Architecture, Building and Planning	260	3.08%
Business and Administrative Studies	1404	16.64%
Computer and Mathematical Science	238	2.82%
Creative Arts and Design	730	8.65%
Education and Training	399	4.73%
Engineering and Technology	1145	13.57%
Health and Medicine	426	5.05%
Humanities	736	8.72%
Law	411	4.87%
MBA	585	6.93%
Hair, Beauty and Personal Care	541	6.41%
Social Studies and Communications	790	9.36%
Travel, Tourism and Hospitality	256	3.03%
	1	0.01%



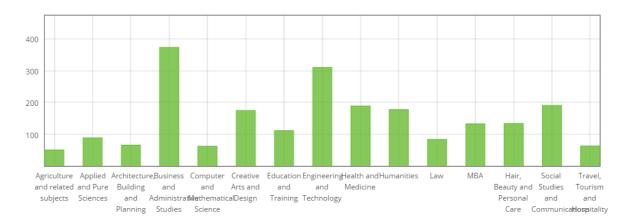
## b) Medellín areas of interest



	Count	%
Agriculture and related subjects	56	2.1%
Applied and Pure Sciences	104	3.9%
Architecture, Building and Planning	91	3.41%
Business and Administrative Studies	477	17.89%
Computer and Mathematical Science	117	4.39%
Creative Arts and Design	193	7.24%
Education and Training	124	4.65%
Engineering and Technology	449	16.84%
Health and Medicine	218	8.18%
Humanities	195	7.31%
Law	107	4.01%
MBA	141	5.29%
Hair, Beauty and Personal Care	136	5.1%
Social Studies and Communications	201	7.54%
Travel, Tourism and Hospitality	57	2.14%



## c) Cali areas of interest



	Count	%
Agriculture and related subjects	51	2.31%
Applied and Pure Sciences	89	4.02%
Architecture, Building and Planning	66	2.98%
Business and Administrative Studies	373	16.86%
Computer and Mathematical Science	63	2.85%
Creative Arts and Design	175	7.91%
Education and Training	112	5.06%
Engineering and Technology	310	14.01%
Health and Medicine	189	8.54%
Humanities	178	8.05%
Law	84	3.8%
MBA	133	6.01%
Hair, Beauty and Personal Care	134	6.06%
Social Studies and Communications	191	8.63%
Travel, Tourism and Hospitality	64	2.89%



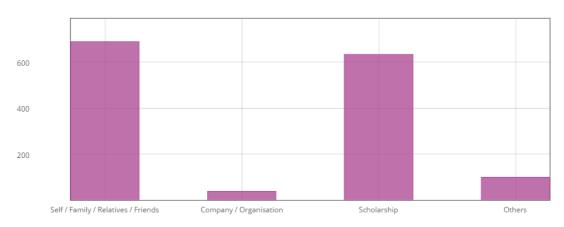
## 3. Source of funding for education in the UK

# a) Bogotá source of funding



	Count	96
Self / Family / Relatives / Friends	2884	58.85%
Company / Organisation	95	1.94%
Scholarship	1636	33.38%
Others	286	5.84%

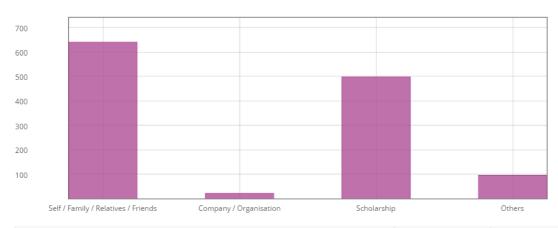
# b) Medellín source of funding



	Count	96
Self / Family / Relatives / Friends	689	47.13%
Company / Organisation	39	2.67%
Scholarship	634	43.37%
Others	100	6.84%



## c) Cali source of funding



	Count	96
Self / Family / Relatives / Friends	640	50.96%
Company / Organisation	22	1.75%
Scholarship	498	39.65%
Others	96	7.64%

## III. Event Feedback

# **Key Recommendations for the British Council**

- Quick packed lunches no sit down meals
- Event in Bogota to be spread out over 2 days since there were so many people to attend to in one-day
- Bigger venue in Bogota to accommodate crowd
- Better crowd control

#### **Exhibitor Feedback**

When exhibitors were asked if they will sign up for a similar event again in the future, all respondents except 1 answered **YES.** 



When exhibitors were asked how they will rate the event in general:

- 48% rated it very good
- 48% rated it good
- 1 respondent rated it fair.

#### **Some positive Quotes from Exhibitors**

"Super busy day, well done guys!"

"BC staff Rose and Fiorella were very welcoming as usual".

# IV. Next Steps

There are several areas that both British Council and the UK institutions can work on to improve the overall outcome of events of this sort. The main findings and recommended next steps are outlined below:

#### **British Council**

- We understand the importance of having an exhibition space in Bogota which allows for the magnitude of visitors we receive each year, but we are also conscious of finding a central location within the city which will allow for ease of transportation, safety of visitors and relatively comfortable queuing area. We will continue to work towards improving location and spatial distribution within event grounds.
- Due to basic requirements for studying in the UK, we have established excellent relations with institutions such as Colfuturo, ICETEX who were also present during event in 3 cities to provide alternative financing opportunities for students. Others such as IELTS, British Council Teaching Centre, Chevening and UK Visas also participate each year to support students in this process. This year, for the first time, Bancolombia SUFI also participated with credit for studies abroad.

#### **UK Institutions**

- It is suggested that institutions invite their alumni to attend future exhibitions and share tales of their life in UK with the visitors.
- It's recommended that institutions input their matrix on VRS prior to the exhibition, to help reduce queues at stalls where institutions don't provide the course.



- Though market briefs are provided at the beginning of the Exhibition, it's important that International Officers and other institutional representatives have basic background about the market and have the correct expectations in terms of financial capacity of visitors. Though target audience fall within socio-economic stratus 4-6, visitors will enquire about scholarships and financial opportunities, which unfortunately are quite low from the UK. We recommend institutions to look at ways of providing some sort of scholarship or discount and highlight these during future exhibitions, especially since competing markets such as USA, Australia and Germany among others are offering these resources for Colombians.
- It is highly recommended that institutions complete Exhibitors Form requested within deadline set, as failing to do so results in last minute requests for support which we may not be able to provide at the last minute.

The above points, though important, should not detract from what was a hugely successful Exhibition. Next year's exhibition (Currently Scheduled for **25 February -1 March 2017**) will build upon the lessons learned and prove even more popular. We hope to see you there!

# V. Appendix

#### Media Coverage

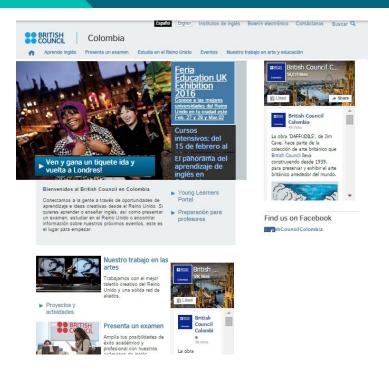
The exhibition was promoted via different channels such print, digital (including social media), British Council and paid external mailings, via local educational institution networks including ex-alumni platforms. Free press was used to get into the local print, TV and Radio media. Below is some of coverage received for this event.

#### Web

The exhibition was promoted via our British Council Colombia website and event page, as well as, our VRS site. We also had digital presence on local media and education institution websites:

- https://www.britishcouncil.co/
- https://www.britishcouncil.co/exhibition2016
- https://co.edukexhibition.org

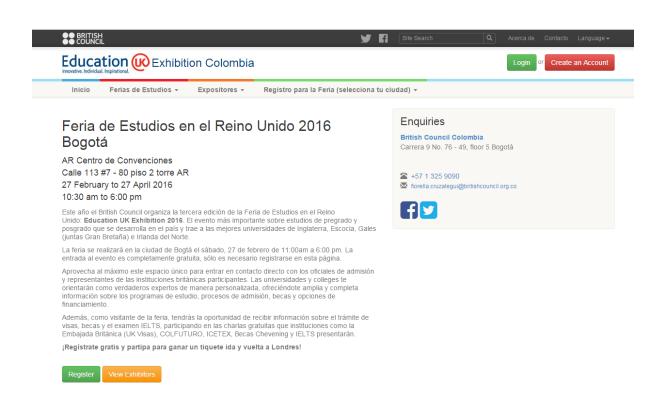




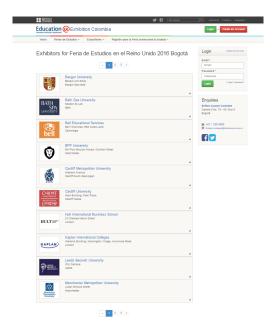




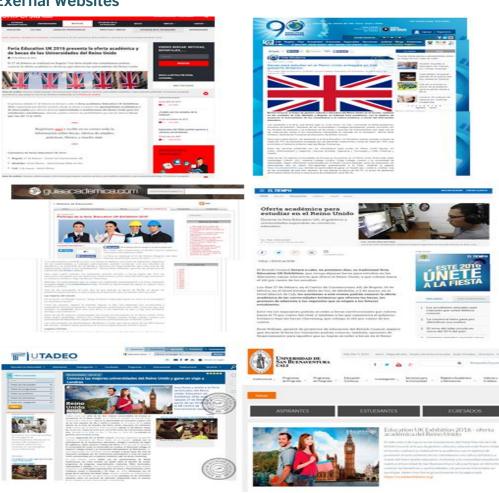








#### **Some Exernal Websites**





#### Social Media

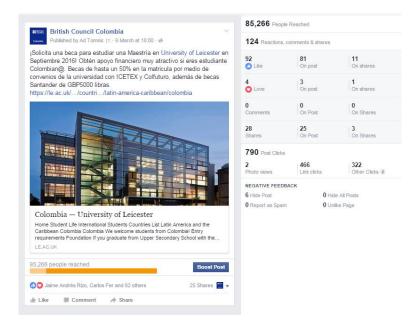
To reach a wider and targeted audience we implemented a digital campaign focusing mainly on our social media channels. On Facebook via: https://www.facebook.com/BritishCouncilColombia/ and on Twitter: @coBritish.

Based on the promotional content provided by the institutions we prepare an editorial schedule to promote the benefits of studying at each institution creating Facebook Posts, Tweets, GIF and Photo Album.









#### **Print**

As part of our free press campaign and paid ads we reached the main newspapers at national and local level, among them were: El Tiempo, El Espectador, Portafolio, ADN among others.

# **EL TIEMPO**

Date: 26 February 2016 Reach: 3.515.548



• El British Council, brazo de gestión cultural y educativa del Reino Unido en el mundo, realizará mañana, en el Centro de Convenciones AR, su habitual feria académica, para promover intercambios educativos. Informes: https://co.edukexhibition.org/.



# **Portafolio**

Date: 26 February 2016 Reach: 99.246







Date: 18 February 2016 Reach: 258.800









Date: 27 February 2016 Reach: 43.329







Paid Ad



#### TV

Interviews prior to event were aired the national TV channel CITY TV reaching out more than 2.5M people.



Date: 16 February 2016

Time: 8:00 p.m.

## **Mailing Sample**

Through our Mailing marketing campaign we reached out more than 60,000 potential students via our British Council mailing channel and Universia (paid mailing).





## **List of UK participating Institutions**

- University Of Kent
- University of Leeds
- University of Sussex
- Bath Spa University
- Royal Holloway, University Of London
- Leeds Beckett University
- BPP University University of Bedfordshire
- University of Strathclyde
- Regent's University London
- The University of Northampton
- Bell English
- Cardiff Metropolitan University
- Manchester Metropolitan University
- University of Westminster

- University of Brighton
- Kaplan International
- Cardiff University
- Newcastle College
- Queen's University Belfast
- Bangor University
- University of Wolverhampton
- NCUK
- Ruthin School
- The University of Nottingham
- Hult International Business School
- Northumbria University London Campus
- University Of East Anglia
- University College Birmingham
- · The University Of Sheffield



## **Photos**



















