

Post-event report for

Education UK Exhibition 2016

Friday 18 to Sunday 20 November 2016

Merit Hotel Nicosia north - Hilton Cyprus Nicosia

Introduction

Thank you for your participation at the Education UK exhibitions in Cyprus in November 2016 at the Merit Hotel Nicosia north and Hilton Cyprus Nicosia.

The purpose of this report is to provide you with a summary of the event, including visitor and exhibitor 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 was our first Exhibition to be organised following EU referendum in the UK and a very important one as it was considered as a great opportunity for the local market and target audience to get updated with anything they would like to know about possible changes on UK education. In order to better serve target audience and support UK institutions with their promotional and recruitment strategies, we organised a "UK Education Panel Briefing" in collaboration with UUKI and the support of the local Ministry of Education and British High Commission. Session was very well attended by key contacts in education and student recruitment leads. Event marked the beginning of our three day Education UK Exhibitions with main target focusing around Education opportunities in the UK for HE and FE markets and hosted representatives from 67 UK institutions (Listed below in "Exhibitor's Feedback" section), that positively engaged with prospective students, visitors and partners, providing the audience with information on study options available to them at all levels.

British Council and Education UK participation was sponsored by UNITE STUDENTS and IELTS.

The events were very successful with the following audience figures. One-day event in Nicosia north attracted 520 visitors and two-day event in Nicosia with 3940 visitors. Thanks in part to the media and marketing campaign which covered all communication means including TV, Radio, printed promotional materials outdoor and digital. (Details listed below in Appendix1). Alongside the main exhibition, a series of presentations / seminars were also held, on popular topics including Art & Design, Music, Law, Accounting, Economics and Business. Additional sessions following market needs and latest changes in the UK were delivered including information on Brexit, Finances – learning and life in the UK as well as updates on studying in Wales.

At British Council we highly appreciate your support, and hope that we can continue to provide valuable marketing 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 exhibition.

Regards,

Pantelitsa Michael | Business Development Manager SIEM, Cyprus

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Highlights

This exhibition was held at the following venue/time/date...

Venue(s)	Merit Hotel Nicosia north	
Opening hours Friday 18 November	1600-2030	
Stand costs	£580	
Venue(s)	Hilton Cyprus Nicosia	
Opening hours Saturday - Sunday 19-20 November	rday - Sunday 1500-2030	
Stand costs	£1300	

There is steady demand for UK Education - attendees to Exhibition indicate that events remain popular every year with an increase of 12% from last year.

Attendance	Nicosia	
	2015	2016
2015		
Nicosia north	475	
Nicosia	3565	
2016		
Nicosia north		520
Nicosia		3950

A number of successful seminars were held, covering such topics as...

- Studying in the UK: Finances, Learning and life
- Art & Design Prepare your Portfolio
- Study Wales, lower fees
- University, The UK and you
- Accounting, Finance, Economics and Business
- Music, Creative Music Technology and Popular Music
- Careers in Health and Wellbeing Industry
- Travel and aviation

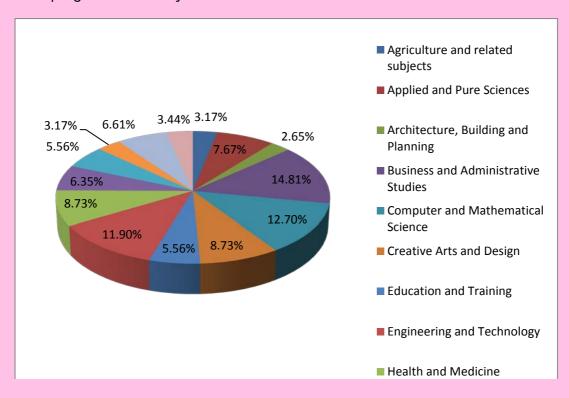
Visitors' profile

62% of visitors are looking for <u>Undergraduate Higher Education</u> 38% of the visitors preferred MBA's / MSC's/ PHD's etc.

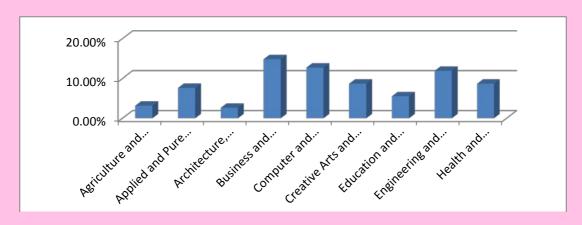
Of the total visitor numbers 39% were male, 61% were female.

Of the total visitor numbers 72% were students, 28% professionals

What programme of study are visitors interested in?



How did visitors find out about the Exhibition?



Marketing

A Marketing campaign was undertaken, for the first time for this event, by a big Advertising Agency which worked across the island and covered promotion at both south and north parts of Cyprus by using all means of communication.

The main target audience was students at High School level as well as students at local Tertiary education institutions and young professionals.

We worked closely with Universities UK International as to communicate the right messages and restore interest for UK Education following EU referendum.

Exhibitions were well promoted during our outreach promotional activity programme with around fifteen school/university presentations taking place prior to the events.

A total of £31K was spent on Marketing for this exhibition

Marketing campaign covered: TV, Radio, Magazines & Newspapers, On-line, Malls & Outdoor, social media sharing and flyer distribution

Examples of the marketing









On-line coverage to the following links

http://www.kibrispostasi.com/birlesik-krallik-egitim-fuarina-yogun-ilgi-21112016

http://www.haberalkibrisli.net/egitim/birlesik-krallik-egitim-fuari-18-kasimda-h47961.html

http://www.burasikibris.com/etkinlikler/ingiltere-egitim-fuari/

http://www.palo.com.tr/a/birle%C5%9Fik-krall%C4%B1k-e%C4%9Fitim-fuar%C4%B1-na-yo%C4%9Fun-ilgi-2068796

http://www.haberlerturk.com/yasam/merit-lefkosa-hotel-de-birlesik-krallik-egitim-fuari-h2995.html

http://www.gundemkibris.com/birlesik-krallik-egitim-fuarina-yogun-ilgi-193759h.htm

http://www.kibrispostasi.com/index.php/cat/35/news/203870/PageName/KIBRIS HABERLERI

http://www.kibrisgazetesi.com/egitim/brexit-ogrencileri-magdur-etmeyecek/6541

http://www.gundemkibris.com/birlesik-krallik-egitim-fuari-18-kasimda-merit-lefkosada-190869h.htm

Considering a degree at a British Institution?



BRITISH COUNCIL



Education (😡 Education **UK Exhibition** 19-20 November 2016 ENTRANCE SPONSORS FLEETS

An overview of student life in the UK



Representatives of 66 British education the exhibition to have one-on-one conversations with visitors





Βρετανική εκπαιδευτική έκθεση στις 19 και 20 Νοεμβρίου

το British Council διοργανώνει για άλλη μια χρονιά, το διήμερο 19 και 20 Νοεμβρίου, τη μεγαλύτερη εκπαιδευτική έκθεση Βρετανικών Πανεπιστημίων στην Κύπρο. Η έκθεση, που θα λάβει χώρα στο Hilton Cyprus στη Λευκωσία, αποτελεί μιας πρώτης τάξεως ευκαιρία για μαθητές, φοιτητές και γονείς να ενημερωθούν για όλα όσα αφορούν τις σπουδές στο Ηνωμένο Βασίλειο, αλλά και για τα νέα δεδομένα που έχουν δημιουργηθεί. Εκπρόσωποι από 60 βρετανικά εκπαιδευτικά ιδρύματα θα παρέχουν πληροφορίες για τα προσφερόμενα προγράμματα σπουδών, ενώ θα ενημερώσουν τους παρευρισκομένους για τις διαθέσιμες ευκαιρίες χρηματοδότησης καθώς και τα προγράμματα οικονομικής υποστή-ριξης. Παράλληλα, στο πλαίσιο της έκθεσης, θα πραγματοποιηθούν σεμινάρια και παρουσιάσεις που θα βοηθήσουν τους επισκέπτες να διαμορφώσουν μια πιο ολοκλη-ρωμένη άποψη, ούτως ώστε να μπορέσουν



να πάρουν την κατάλληλη απόφαση γι' αυ τούς και να συμπληρώσουν επιτυχώς τις αιτήσεις τους. Η έκθεση, που πραγματοποι-είται με τη στήριξη της UNITE STUDENTS και του IELTS, θα είναι ανοιχτή για το κοινό και τις δύο μέρες από τις 3.00 μ.μ. μέχρι τις 8.3ομ.μ. Η είσοδος είναι ελεύθερη. Πορακαλείστε να προεγγραφείτε ηλεκτρονικά στο www.britishcouncil.com.cy/events για να συμμετάσχετε σε κλήρωση με χρήσιμα δώρα και για την ταχύτερη εξυπηρέ τησή σας κατά την άφιξη στην έκθεση. www.britishcouncil.com.cy/events.



Στον απόηχο του Brexit η εκπαιδευτική έκθεση



Education (w) ΕΚΠΑΙΔΕΥΤΙΚΗ ΕΚΘΕΣΗ Βρετανικών Πανεπιστημίων ΛΕΥΚΩΣΙΑ

19-20 Νοεμ. 2016 Hilton Cyprus 15:00-20:30

ΕΙΣΟΔΟΣ ΕΛΕΥΘΕΡΗ XONHON STUDENTS IETS T: 22 585 000 | www.britishcouncil.com.cy

Visitor's Feedback

Visitors to the exhibition were registering through an on-line survey. The questions were designed to gather quantitative statistics as well as qualitative remarks on reactions to our exhibition and the decision making process – See Annex for more.

When the visitors were asked "Will you be applying to a UK institution following the exhibition" 82% said yes, 3% said no, 15% maybe

When the visitors were asked "Did you receive all the Information required to make an informed choice" 78% said yes, 22% said no

When visitors were asked "what motivates you to choose UK as a study destination"

65% said High accreditation standards

25% said International recognition

12% said wide variety of courses and institutions and

08% said opportunities for employment abroad

Some examples of quotes from Visitors following the exhibition:

- The biggest UK Exhibition in Cyprus
- Many different institutions
- Good seminars good to be able to find out more about fees / loans

Key Recommendations for the British Council include:

- Very good event timing please keep it at this time of the year
- Exhibition in the north part of Nicosia is now established as a great annual event would be good to have more universities
- Saturday and / or Sunday are convenient days (comment received from the event in Nicosia, as we delivered the event during weekend for the first time)

Exhibitor's Feedback

At the exhibitions there were 29 and 67 unique exhibitors respectively from UK HEIs; this represents an 8% increase on last year's exhibitor count which exceeded its maximum capacity.

Exhibitor Attendance	NICOSIA	
	2015	2016
Merit Hotel - Hilton Cyprus	32 and 62	
Merit Hotel - Hilton Cyprus		26 and 67

When exhibitors were asked "Will you be attending this exhibition next year?" 78.3% said yes, 21.7% undecided

When exhibitors were asked if calendar timing of the event was right for them 100% said Yes

Exhibitors primary markets to this event were 91.3% UG, 82.6% PG

Some quotes from exhibitors as learning points for their institutions:

- The need to foster and maintain relationships.
- The level of involvement/influence of parents and agents.
- Definite awareness of most popular courses and focus areas of student interest.

Some quotes for thought from exhibitors:

- Sunday worked well but would suggest starting a little earlier and finishing sooner. People tended to leave earlier.
- The event in Cyprus could be shortened to 7-7.30pm instead of 8.30pm.

Questionnaires were completed by 23 UK delegates out for 67 who attended the exhibition

Future steps

As already mentioned this exhibition was the first major event to happen in Cyprus following EU referendum and attracted a lot of interest form local target audience. Education UK Panel Briefing with the collaboration of Universities UK International and local Ministry of Education marked successfully the beginning of the three day events across Nicosia. During the exhibitions a number of presentations on popular subject of study as well as on tuition fees and living expenses in the UK were delivered with high attendance from visitors. November exhibitions in Cyprus are well established, very well attended events and the biggest Education UK Exhibitions in the island, however there is always room for further improvements.

The main findings and recommended next steps are outlined below:

British Council

- Keep same event venues, seem to be working well and have been associated with the exhibitions.
- Work out exhibition opening hours / event duration in line with feedback received from exhibitors.
- Ensure that all registered visitors to the event are given a QR code enabling UK institutions to capture data of students visiting their stands.
- British Council understands the importance of providing value-added services to the
 exhibitors, thus we aim to continue binding networking events with exhibitions,
 involving key education contacts in order to provide UK institutions with the
 opportunity to talk about study opportunities in the UK.
- Going forward, British Council Cyprus communicated and coordinated events schedule with the closer region and ensured that dates are in line with other regional countries' events, to enable exhibitors to maximize their time and budget in a single trip.

UK Institutions

• It was mentioned that delivery of seminars during both events was very beneficial to attendees and a great opportunity to get accurate and up to date information.

The above points, though important, should not detract from what was a successful exhibition. Next year's exhibition (Currently Scheduled for **Thursday 06 November 2017 at Merit Hotel, Friday 08 & Saturday 09 November 2017 at Hilton Cyprus**) will build upon the lessons learned and prove even more successful events. We hope to see you there!

List of Exhibitors (Alphabetical Order)

1	Aberystwyth University	35	The University Of Nottingham	
2	Anglia Ruskin University	36	, , ,	
3	Bath Spa University	37	University For The Creative Arts	
4	Birmingham City University		University Of Bedfordshire	
5			University Of Birmingham	
6	Brooke House College	40	University Of Bradford	
7	Brunel University London	41	University Of Bristol	
8	Bucks New University	42	University Of Central Lancashire	
9	Canterbury Christ Church University	43	University Of Derby	
10	Cardiff University	44	University Of East Anglia (UEA)	
11	City University	45	45 University Of East London	
12	Coventry University	46	University of Essex	
13	3 De Montfort University 47 University		University Of Gloucestershire	
14	4 Falmouth University 48 Un		University Of Greenwich	
15	5 Glasgow Caledonian University		University Of Hertfordshire	
16	6 Keele University		University Of Huddersfield	
17	7 King's College London		University Of Kent	
18	Lancaster University	52	University Of Leeds	
19			University Of Leicester	
20	Middlesex University, London	54	University Of Lincoln	
21	Newcastle University			
22	Northumbria University, Newcastle	56	University Of Portsmouth	
23	Nottingham Trent University	57	University Of Reading	
24	Queen Mary University Of London	58	University Of Salford	
25	Sheffield Hallam University	59	University Of Sheffield	
26	Southampton Solent University	60	University Of South Wales	
27	Staffordshire University	61	University Of Southampton	
28	Swansea University	62	University Of Surrey	
29	The University Of Bolton	63	University Of Sussex	
30	The University Of Buckingham	64	University Of The West Of England	
31	The University Of Law	65	University Of Warwick	
32	The University Of Liverpool	66	University Of Westminster	
33	The University Of Manchester	67	University Of Wolverhampton	
34	The University Of Northampton			

Advertising and Promotional Campaign

Education UK Exhibition 19-20 November 2016



DIGITAL		
FACEBOOK/INSTAGRAM		
GOOGLE DISPLAY/YOUTUBE/REMARKETING		
Studentlife.com.cy		
WEB BANNERS		
RADIO		
MIX FM		
LOVE FM		
ANT1 RADIO		
OUTDOOR ADVERTISING		
ADBOARD		
OUTSIDE HILTON		
MALL OF CYPRUS 2 SCREENS		
MY MALL LIMASSOL GROUND FLR/BASEMENT (2 NETWORKS - 22 SCREENS)		
KING'S AVENUE MALL GROUND FLR/1ST FLOOR (23 SCREENS)		

Education UK Exhibition 18 November 2016



PRESS RELEASE: to main newspapers with high circulation		
RADIO / 2 TV INTERVIEWS: to popular local stations and channels		
PRINT INTERVIEWS		
SOCIAL MEDIA SHARING: News portals		
FLYER DISTRIBUTION: to busy key places, schools and universities		
PRINT ADVERTISEMENTS		
OUTDOOR - Pizas at key places		
BANNER: outside the Hotel		

End of Report