



**idp** **Leading Trend Indicators**  
2006 Australian International Education Conference

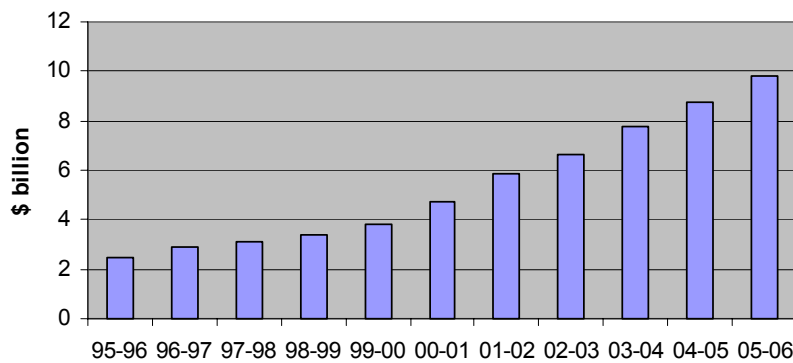
Tim Dodd  
Manager, Communications and Corporate Affairs  
IDP Education Pty Ltd

The slide features a white background with a grey gradient at the top and bottom. The IDP logo graphic is positioned in the upper left. The title and subtitle are centered below the logo. The speaker's name and title are centered below the subtitle.

### A \$10 billion export business

- ABS estimate of Australian education exports jumped by \$2 billion
  - \$7.8 billion to \$9.8 billion for year to June 2006
- Result of new estimates of student spending
  - Based on DEST Survey of International Student Spending in 2004 and 2005
- Average spend estimate from \$334 to \$517 weekly (Dec qtr 2004)
- Main impact from increased course fees

### Export value of Australian education



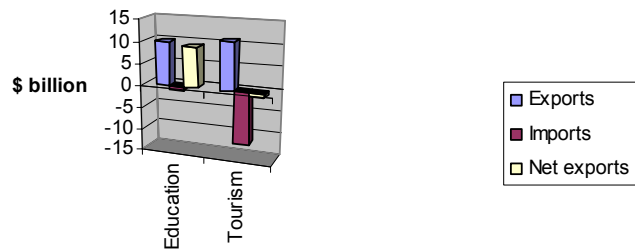
Nudging \$10 billion annually following ABS revisions

Source: ABS 5368.0 International Trade in Goods and Services

### But there's more

- The ABS figures do not take into account several things:
  - Transnational education – worth several \$100 million
  - Spending by students on family members who are not students
  - Purchases of property by students
  - Spending on international air tickets in Australia
- International education is currently worth over \$10 billion a year in export revenue
- Close to tourism which is worth \$10.8 billion - ABS

### Education a leading net exporter



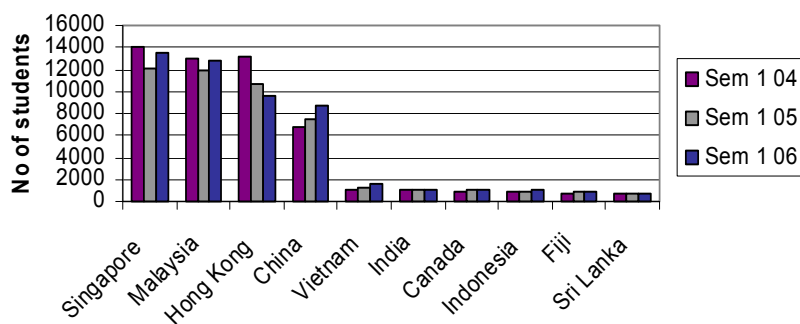
Education services has a major positive impact on Australia's balance of payments position

Source: ABS 5368.0 International Trade in Goods and Services

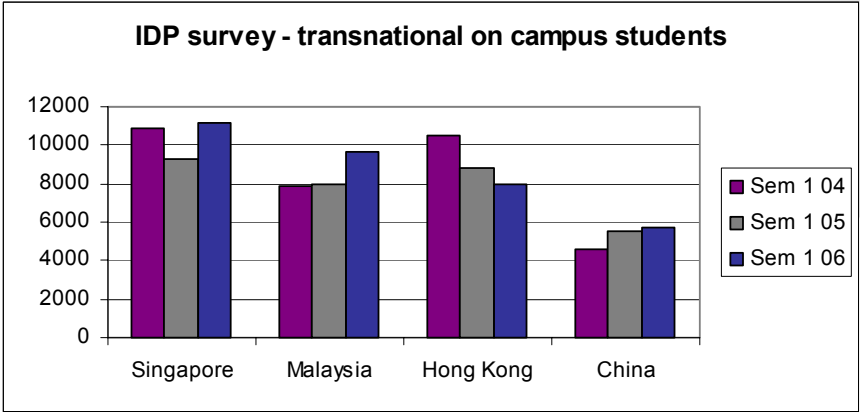
### Transnational numbers plateau

- 59,493 transnational students in Semester 1, 2006
- 44,166 studying on campus
- 15,327 studying via distance or online
- No longer strong growth
- No trend growth in Singapore and Malaysia
- Hong Kong appears to have peaked
- China still growing strongly
- Many smaller countries also growing but off low base

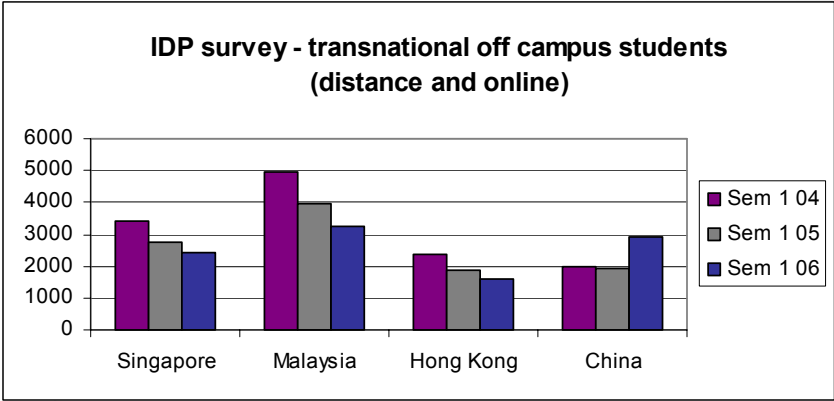
### IDP survey - transnational top 10 by students



Four key markets – others small in comparison



On campus is falling in one market

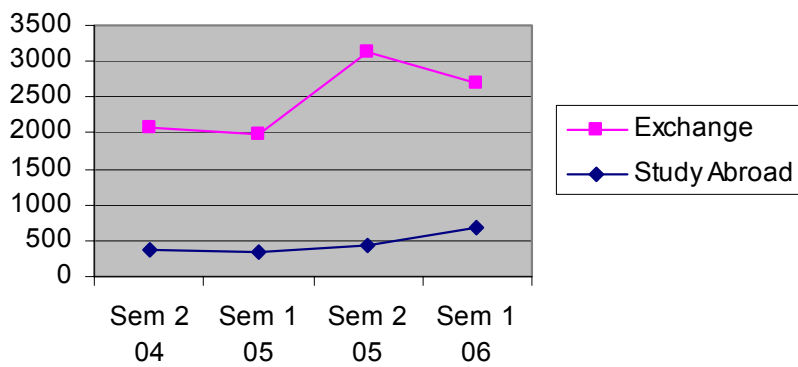


Distance and online are falling in three markets

### Supply growth affects TNE

- Transnational education numbers affected by growth of student places in country.
- Because of lower course cost TNE likely to be affected before on shore courses
- Many small countries appear to offer good prospects of future TNE growth

### IDP survey - outbound students



Outbound students are trending up very slowly from a very low base