

GLOBALY CONNECTED



International education is the fourth largest export industry in New Zealand and currently generates export revenues in excess of \$4.2 billion and supports over 30,000 jobs. International students in the Waikato region contribute over \$165 million to the local economy.

At Wintec, the 60 nationalities represented generate about \$15 million each year. Almost 80% of our international students come from China and India.

International education is vital to New Zealand's economy and Wintec is committed to being part of this global business delivering high-quality education through strong international partnerships and involvement in off-shore delivery opportunities.

Internationalisation is not just something we think about as an add-on to our business-as-usual activities, it is an integral part of our identity as an institution, how we operate, and how we set up global connections for our students, staff and employers.

We have an international team responsible for recruiting international students with our international marketing managers travelling the world to attract students to Wintec. As part of our commitment to New Zealand's globally connected education system, we are working to strengthen our capability in export education.

Over the past five years, Wintec has also worked directly with foreign governments to deliver solutions for education provision. This has included the design and delivery of curriculum, academic content, quality systems, pedagogy and tutor training in addition to facilities management, and the provision of management systems and processes.

In 2017 international revenue from all operations was approximately \$22.8 million, more than 23% of Wintec's overall revenue. The result was driven by the following operations:

- Student recruitment: direct, via agents and pathway relationships;
- Partnerships and short course training via institutional and government relationships;
- Off-shore delivery of programmes and the management of off-shore campuses;
- Consultancy and international development services.

While the revenue these students generate is important to our bottom line and to our regional economy, having an increasingly multi-cultural student body brings with it other benefits. It enables all of our students, our staff, employers and the wider community to become more globally aware and connected.

In 2017 Wintec won the Global Operator Award at the Waikato Business Awards, for its professional and successful approach to enhancing international education opportunities.

