

PARTNERS IN GLOBAL EDUCATION



 **ECA**
EDUCATION CENTRE OF AUSTRALIA

Welcome to ECA



International Offices ● Australian Campuses ●

We create agile partnerships with universities.

Welcome to the Education Centre of Australia (ECA). We are a diverse education group that partners with leading Australian universities to help them achieve sustainable, long-term growth. We do this through the successful creation of:

- **Managed campus partnerships**
- **Specialised student recruitment practices**
- **Sustained infrastructure development**
- **Quality off-shore programs**
- **Specialised postgraduate recruitment**

Leaders in international education

At ECA we are known for our ability to understand and respond to the future of the international student market. As education experts in the Indian subcontinent, we help universities to:

- **Fuel sustainable financial growth**
- **Deliver high-impact, fast turn-around growth solutions**
- **Provide diversified revenue streams that are not reliant on repayments**
- **Develop a strong and diverse student population**
- **Safely navigate the international student market**
- **Maintain high admission and retention standards**
- **Improve student outcomes and employability**

We constantly evaluate new possibilities. Open minds mean open opportunities.

Established in 2004, ECA provides universities with agile and financially sound partnerships that support institutions to achieve their individual mission, vision and growth goals. We do this by delivering scalable, and comprehensive services, including international student recruitment, enrolment, course delivery and student support.



40+
NATIONALITIES



7000+
NEW STUDENTS / YEAR



1000+
INTERNSHIPS / YEAR



10 Year
PARTNERSHIP WITH
VICTORIA UNIVERSITY

At a glance:

- Agile partnerships
- Experts in de-risking the subcontinent market
- Focus on student retention and employability
- University revenue solutions
- Postgraduate recruitment specialists
- End-to-end student support services
- Diverse programs offered across tertiary and vocational education sectors
- Managed campuses allow universities to offer courses through our facilities

A close-up, profile view of a man with dark hair, a beard, and glasses, wearing a white shirt. He is smiling and looking towards the left. The background is blurred, showing other people in a classroom or meeting setting.

About ECA

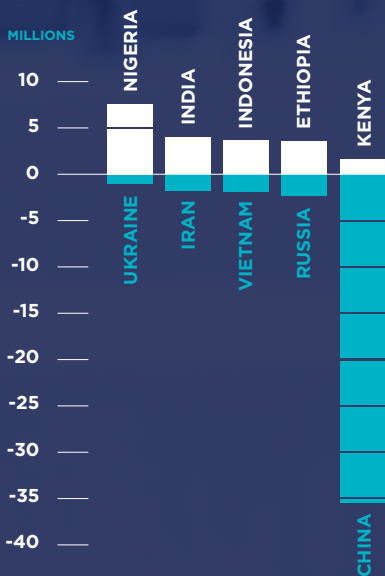
Understanding the future of international education



Now is the time for Australian universities to deepen their involvement in the subcontinent.

India is rapidly becoming the world's leading economy, and at ECA we understand that the future of international education is in this market. As experts in the subcontinent, we have an extensive network of trusted agents, and strong local knowledge which allows us to mitigate risk and carefully vet students prior to entry.

With Australia's international student market currently worth over \$26 billion per year, an increasing number of Australian universities are now looking towards the subcontinent.



FORECASTED YOUTH POPULATION CHANGE BETWEEN 2012 - 2025

- 5 FASTEST GROWING 18-22 POPULATIONS
- 5 FASTEST DECLINING 18-22 POPULATIONS

Source: UN Population Division, British Council

Consider the opportunities that this market offers:

- Approximately 20 million young people turn 18 in India every year
- India's middle class is already in excess of 300 million people
- India's universities do not feature in the top 100 global rankings
- There is a large and ever-increasing demand for quality international education
- Competitor countries such as the UK are already strengthening their involvement in the Indian education market.

Creating agile partnerships



“The strength of the partnership between Victoria University and ECA has enabled VU to become a well-recognised and sought after university in Sydney.”

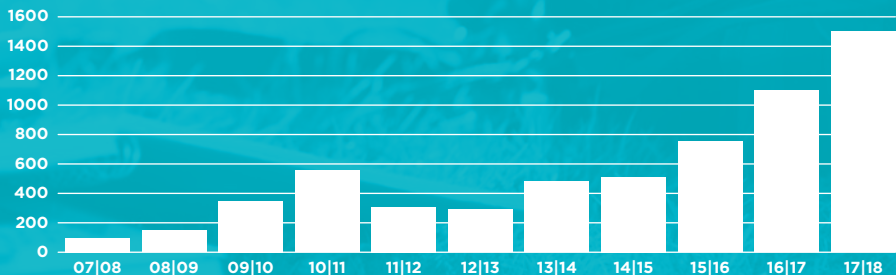
Professor Peter Dawkins, Vice Chancellor, Victoria University

At ECA, we understand that every university has different needs. That’s why we pride ourselves on providing customised solutions to our university partners that take into consideration their unique short and long-term growth goals.

Our agility means that we can create a customised partnership solution for universities at various stages in their growth journey. Whether you need to swiftly address a decline in student load, or wish to expand your campus presence without worrying about capital and operating costs, we can assist.

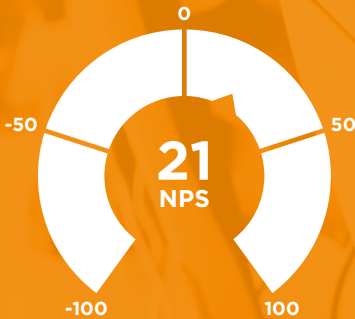
ECA partnerships are ideal for universities that want to:

- **Expand their international student base.**
- **Proactively address declines in student load and financial performance.**
- **Extend their international footprint with reduced risk.**
- **Establish a multi-state presence at a reduced cost.**
- **Expand their CBD presence without capital and operating costs.**



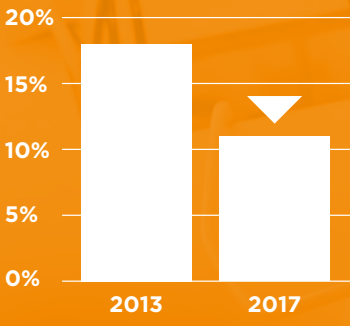
VU SYDNEY STUDENT GROWTH

“ECA helped make the transition to Australian study manageable. They helped me organise my application and supported me to secure an internship”.



VU SYDNEY NET PROMOTER SCORE

NOTE: Net Promoter Score ranks the loyalty of customer relationships. A score above 20 is considered excellent across industry sectors



ATTRITION AT VU SYDNEY

Today’s international students place great emphasis on securing relevant work experience. Over the past decade, we have refined our student transition process to optimise outcomes for students at each stage of their student journey. This has resulted in outstanding outcomes for our students and improved retention rates for our university partners.

ECA provides an end-to-end student transition service that intuitively understands the needs of international students as they move through the system. This begins with qualified vetting at the application stage, and follows through to course delivery, academic support and finally graduate employability.

ECA places in excess of 1,000 students into Australian internships each year. We also support our students to gain casual employment during their time studying at partner universities.

Transition specialists



A young man with glasses and a beard, wearing a blue denim shirt, stands next to a young woman with her hair in a bun, wearing a green patterned sweater. They are both looking down at a book held by the man. The woman is also holding a piece of paper. The background is a bright, out-of-focus indoor setting.

Outstanding student support and retention

“I was supported to set achievable goals. At the end of my course the company that I did my internship with created a new role for me”.

Maral, APIC student

At ECA, we know that international students need particular types of support to help them excel. That's why we provide our students with a range of end-to-end services that are especially tailored to help them adapt to their new study environment.

From personally meeting students at the airport, through to offering additional workplace-ready courses, and providing appropriate social and professional development opportunities, we take care of all students with on-going personal and professional support.

Our support services at a glance:

- **Airport pick up**
- **Accommodation services**
- **OSHC health cover**
- **Casual employment workshops**
- **Additional workplace-ready courses**
- **Open door student support policy**
- **Social activities and professional development opportunities**
- **Free internships which provide genuine Australian workplace experience**

India's booming middle class and rapidly growing economy makes it a clear opportunity for universities looking for sustained financial growth.

The subcontinent provides unique opportunities for Australian universities. ECA's longstanding and successful presence in the region empowers universities to strategically mitigate their exposure to risk and take advantage of this rapidly growing market.

ECA is the obvious choice for universities who are looking for a trusted partner to help them expand into the Indian subcontinent market.

We use proven, low-risk strategies to recruit strong post-graduate talent, and draw on an extensive network of trusted agents to deliver robust candidates who are passionate about their studies.

Our transparent and collaborative approach has earned us a reputation as a trusted and reliable university partner.

Talk to us today to find out how we can expand your university's international reach and deliver high quality student outcomes and experiences.



97%

VISA APPROVAL RATE
ECA AND VU SYDNEY



SCALABLE
STUDENT RECRUITMENT



SOPHISTICATED
ADMISSION PROCESS

- **Sophisticated admissions function**
- **Post graduate specialists**
- **Over 10 years experience in international education**
- **Proven, low-risk recruitment strategies**
- **Extensive network of trusted agents**
- **Strong local knowledge of the Indian education market**
- **Robust student vetting practices**

A young woman with dark hair tied in a bun, wearing glasses and a white jacket, is sitting on a set of stairs. She is looking down at a tablet computer she is holding in her hands. The background shows a modern building with glass windows and a staircase with a glass railing.

De-risking the subcontinent market

Senior Leadership Team

Rupesh K. Singh

Chief Executive Officer

ceo@eca.edu.au

Naresh Bishnoi

Finance Director

Dr. Scott Dickson

President, Asia Pacific International

College

Gavin Dowling

Chief Operating Officer

Andrew Holloway

Vice-President, University Partnerships

Professor Ali Jaafari

Vice President, Group Academic and

Compliance

Vimal Roy

Director Professional Programs and

Pathways

Fernando Scarmozzino

Vice-President, International Relations

and Group Campuses

Archana Singh

Group Director, Corporate Investments

and Events

Minaal Sinha

Director People, Engagement and Culture

Dr Jason Young

Vice-President, University Partnerships

Sydney

160 Sussex Street

Sydney NSW 2000

Phone: +61 2 8265 3200

Email: ceo@eca.edu.au

eca.edu.au

Melbourne

Level 7, 399 Lonsdale Street

Melbourne VIC 3000

Phone: +61 3 9603 5333

Email: ceo@eca.edu.au

eca.edu.au

Brisbane

Level 1, 126 Margaret Street

Brisbane QLD 4000

Phone: +61 7 3210 7474

Email: ceo@eca.edu.au

eca.edu.au



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