

# Market report **Q1 2020**







### Copyright © 2020 ENGLISH UK

Prepared on behalf of:



English UK 47 Brunswick Court, Tanner Street, London SE1 3LH, UK | +44 20 7608 7960 www.englishuk.com | info@englishuk.com

Prepared by:

### **BONARD**

BONARD Salztorgasse 2, 1010 Vienna, Austria | +43 650 612 4527 www.bonard.com | info@bonard.com



### Q1 2020 Introduction

Market insight is crucial for business success, and English UK is committed to supporting members by providing better and faster information.

The Quarterly Intelligence Cohort (QUIC) introduces features not available in our existing annual student statistics reports.

QUIC provides in-depth, quarterly analysis of the UK English language teaching (ELT) industry's source markets. The full reports are available only to QUIC members, who can use them to benchmark their performance and monitor market trends. An executive summary is made publicly available.

Added value has been achieved through the outsourcing of data processing and subsequent analysis to BONARD (formerly StudentMarketing), an independent market research firm and UNWTO Affiliate Member. BONARD is also a member of ESOMAR World Research. Two-tiered data validation and reporting to international research standards means that the market intelligence is more exact, more precise, and therefore more reliable than ever before. Members can be confident in the robustness of this quarter one (Q1) report and its value in helping them make well-informed, time-critical business decisions just weeks after the quarter's end.

In addition to the quantitative expansion of the sample, last year we were also implementing a new historical comparative analysis of overall figures and breakdowns by source country, reflecting on feedback from the previous year.

Further enhancements in the provision of sectoral, regional and provider-type breakdowns are shared with QUIC members in the form of the accompanying pivot tables. These are supplied to members in a user-friendly way to offer them more granular intelligence and benchmarks tailored to their organisation.

**Note:** Data is provided in student weeks, defined as one student taking 10 or more teacher-taught hours in one week. Those studying fewer hours are excluded from the calculations.



# Q1 2020 Overview

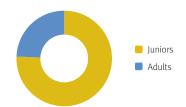
**Table 1**QUIC region summary

Region	<b>No.</b> of returns	<b>Proportion</b> of returns	<b>Total</b> weeks	<b>Market</b> share
		%	Σ	%
London	10	33%	10,000	33%
South and South Eastern England	5	17%	4,000	13%
Northern England	5	17%	4,500	15%
South West England and The Channel Islands	3	10%	4,000	13%
Eastern England	3	10%	4,000	13%
Scotland and Northern Ireland	2	7%	2,000	7%
Central England and Wales	2	7%	1,500	5%
Total	30	100.0%	30,000	100.0%

**Note:** Wales was merged with Central England, as not enough member centres from this region are participating in QUIC at the moment. Similarly, Northern Ireland was merged with Scotland.

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

**Chart 1**Student weeks by age group



Period	<b>Total</b> weeks	<b>Junior</b> weeks	%	<b>Adult</b> weeks	%
Q1 2019	30,000	20,000	67%	10,000	33%
Q1 2020	35,000	20,000	57%	15,000	43%
Change	-14%	+0%		+10%	

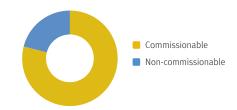
n=29 centres

**Note:** Any students under the age of 18 who are studying on courses for adults are recorded as 'adult' (the course type overrides the date of birth of the student).



# Q<sub>1</sub> 2020 Overview

**Chart 2**Student weeks by booking source

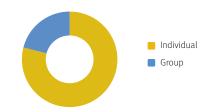


Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Period	<b>Commissioned</b> weeks	Non-commissioned weeks
Q1 2019	79%	21%
Q1 2020	79%	21%

n=29 centres

**Chart 3**Student weeks by booking type



Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

 $\mbox{\bf Note:}$  'Group' is defined as at least two students travelling and studying on the same itinerary.

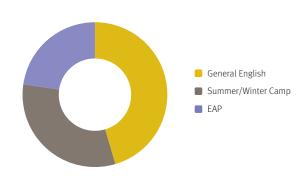
Period	<b>Individual</b> bookings	<b>Group</b> bookings
Q1 2019	79%	21%
Q1 2020	79%	21%

n=29 centres

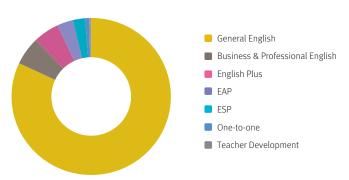


# Q<sub>1</sub> 2020 Overview

**Chart 4**Student weeks by junior course types



**Chart 5**Student weeks by adult course types



Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint

+100%

+100%

occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

		Adults							
Period	General English	Business & Prof. English	English Plus	EAP	ESP	One-to- One	Teacher Development		
Q1 2019	90,000	6,300	5,850	3,600	2,700	900	450		
Q1 2020	100,000	7,000	6,500	4,000	3,000	1,000	500		
Change	+10%	+10%	+10%	+10%	+10%	+10%	+10%		

+100%

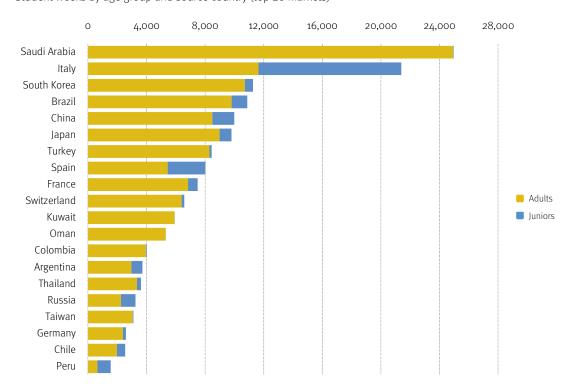
n= 29 centres

Change



# Q<sub>1</sub> 2020 Overview

**Chart 6**Student weeks by age group and source country (top 20 markets)



Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur.

Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.





Table 2 features:

- Overall data performance of source markets based on statistics collected in Q1 2020 from the entire sample of QUIC membership (30);
- Like-to-like comparison year-on-year benchmark for each age segment, based on data from centres reporting in both Q1 2019 and Q1 2020 (29 centres) for a more accurate assessment of source market performance trends.

#### Q1 2020

# **Age Segments**

#### Table 2

Student weeks by source country (ranked by total student weeks) and age group

		Σ				4				
		Total		Junior		Adult				
Rank	Source country	weeks	%	weeks	%	weeks	%	Total	Junior	Adult
			Ove	erall data (n: Q1 20		tres)			<b>e comparison (1</b> 019 vs. Q1 2020	
4	Albania	10				2				
1 2	Algeria	10		7		3		+5	+4	+1
	Angola									
3	Argentina									
4	Armenia									
5 6	Australia									
	Austria									
7 8										
	Azerbaijan Bahrain									
9	Belarus									
10										
11	Belgium									
12	Bolivia									
13	Bosnia and Herzegovina									
14	Brazil									
15	Bulgaria									
16	Cambodia									
17	Canada									
18	Chile									
19	China									
20	Colombia									
21	Costa Rica									
22	Croatia									
23	Cyprus									
24	Czech Republic									
25	Denmark									
26	Ecuador									
27	Egypt									
28	Estonia									
29	Finland									



### Q1 2020

# **Age Segments**

Table 3

Top source countries of junior students by student weeks and their market share

Rank	Source country	Weeks	%
1	Saudi Arabia	20,000	14.1%
2	Italy	20,000	14.1%
3	South Korea	18,000	12.7%
4	Turkey	14,000	9.9%
5	China	10,000	7.0%
6	France	8,500	6.0%
7	Brazil	8,000	5.6%
8	Spain	6,000	4.2%
9	Japan	6,000	4.2%
10	Switzerland	5,600	3.9%
11	Colombia	5,000	3.5%
12	Russia	4,000	2.8%
13	Kuwait	4,000	2.8%
14	Argentina	3,000	2.1%
15	Thailand	2,000	1.4%
16	Oman	2,000	1.4%
17	Taiwan	1,800	1.3%
18	Germany	1,400	1.0%
19	Mexico	400	0.3%
20	Peru	200	0.1%
	Other	2,000	1.4%



# **Age Segments**

Table 4

Top source countries of adult students by student weeks and their market share

-  -			
Rank	Source country	Weeks	%
		4	
1	Saudi Arabia	10,000	15.0%
2	Italy	10,000	15.0%
3	South Korea	10,000	15.0%
4	Turkey	10,000	15.0%
5	China	5,000	7.5%
6	France	5,000	7.5%
7	Brazil	2,900	4.3%
8	Spain	2,000	3.0%
9	Japan	1,500	2.2%
10	Switzerland	1,400	2.1%
11	Colombia	1,000	1.5%
12	Russia	1,000	1.5%
13	Kuwait	900	1.3%
14	Argentina	899	1.3%
15	Thailand	800	1.2%
16	Oman	649	1.0%
17	Taiwan	500	0.7%
18	Germany	456	0.7%
19	Mexico	400	0.6%
20	Peru	400	0.6%
	Other	2,000	3.0%



Table 5 displays:

- Overall data based on statistics collected in Q1 2020 from the entire sample of QUIC membership (30);
- Like-to-like comparison based on data from centres reporting in both Q1 2019 and Q1 2020 (29 centres) for a more accurate assessment of source market

#### Q1 2020

# **Booking Sources**

#### Table 5

Student weeks by booking source (ranked by total student weeks)

Rank	Source country	<b>Commissioned</b> weeks	Non-commissioned weeks	С	NC	С	NC
		<b>Overall data (</b> Q1 2	<b>n=30 centres)</b>		to-like com 1 2019	parison (n=2 vs. Q	<b>1</b> 2020
1	Albania	80%	20%	70%	30%	80%	20%
2	Algeria	80%	20%				
3	Angola	80%	20%				
4	Argentina	80%	20%				
5	Armenia	80%	20%				
6	Australia	80%	20%				
7	Austria	80%	20%				
8	Azerbaijan	80%	20%				
9	Bahrain	80%	20%				
10	Belarus	80%	20%				
11	Belgium	80%	20%				
12	Bolivia	80%	20%				
13	Bosnia and Herzegovina	80%	20%				
14	Brazil	80%	20%				
15	Bulgaria	80%	20%				
16	Cambodia	80%	20%				
17	Canada	80%	20%				
18	Chile	80%	20%				
19	China	80%	20%				
20	Colombia	80%	20%				
21	Costa Rica	80%	20%				
22	Croatia	80%	20%				
23	Cyprus	80%	20%				
24	Czech Republic	80%	20%				
25	Denmark	80%	20%				
26	Ecuador	80%	20%				
27	Egypt	80%	20%				
28	Estonia	80%	20%				
29	Finland	80%	20%				



# **Booking Sources**

Table 6

Top source countries of commissionable bookings by student weeks and their market share

Rank	Source country	Weeks	%
1	Saudi Arabia	10,000	15.0%
2	Italy	10,000	15.0%
3	South Korea	10,000	15.0%
4	Turkey	10,000	15.0%
5	China	5,000	7.5%
6	France	5,000	7.5%
7	Brazil	2,900	4.3%
8	Spain	2,000	3.0%
9	Japan	1,500	2.2%
10	Switzerland	1,400	2.1%
11	Colombia	1,000	1.5%
12	Russia	1,000	1.5%
13	Kuwait	900	1.3%
14	Argentina	899	1.3%
15	Thailand	800	1.2%
16	Oman	649	1.0%
17	Taiwan	500	0.7%
18	Germany	456	0.7%
19	Mexico	400	0.6%
20	Peru	400	0.6%
	Other	2,000	3.0%

Note: Figures of student weeks were rounded and do not add up to the total sum of commissionable student weeks.



#### Q1 2020

# **Booking Sources**

Table 7

Top source countries of non-commissionable bookings by student weeks and their market share

Rank	Source country	Weeks	%
1	Saudi Arabia	20,000	14.1%
2	Italy	20,000	14.1%
	South Korea		
3		18,000	12.7%
4	Turkey	14,000	9.9%
5	China	10,000	7.0%
6	France	8,500	6.0%
7	Brazil	8,000	5.6%
8	Spain	6,000	4.2%
9	Japan	6,000	4.2%
10	Switzerland	5,600	3.9%
11	Colombia	5,000	3.5%
12	Russia	4,000	2.8%
13	Kuwait	4,000	2.8%
14	Argentina	3,000	2.1%
15	Thailand	2,000	1.4%
16	Oman	2,000	1.4%
17	Taiwan	1,800	1.3%
18	Germany	1,400	1.0%
19	Mexico	400	0.3%
20	Peru	200	0.1%
	Other	2,000	1.4%

**Note:** Percentages do not add up to 100% due to rounding. Figures of student weeks were rounded and do not add up to the total sum of non-commissionable student weeks.







Table 8 displays:

- Overall data based on statistics collected in Q1 2020 from the entire sample of QUIC membership (30);
- Like-to-like comparison based on data from centres reporting in both Q1 2019 and Q1 2020 (29 centres) for a more accurate assessment of source market performance trends.

### Q1 2020

# **Booking Types**

Table 8

Student weeks by source country (ranked by total student weeks) and booking type

		1	22				
Rank	Source country	<b>Individual</b> bookings	<b>Group</b> bookings	IND	GR	IND	GR
		<b>Overall data (n</b> Q1 20			o-like compar . 2019 vs		
1	Albania	80%	20%	70%	30%	80%	20%
2	Algeria	80%	20%				
3	Angola	80%	20%				
4	Argentina	80%	20%				
5	Armenia	80%	20%				
6	Australia	80%	20%				
7	Austria	80%	20%				
8	Azerbaijan	80%	20%				
9	Bahrain	80%	20%				
10	Belarus	80%	20%				
11	Belgium	80%	20%				
12	Bolivia	80%	20%				
13	Bosnia and Herzegovina	80%	20%				
14	Brazil	80%	20%				
15	Bulgaria	80%	20%				
16	Cambodia	80%	20%				
17	Canada	80%	20%				
18	Chile	80%	20%				
19	China	80%	20%				
20	Colombia	80%	20%				
21	Costa Rica	80%	20%				
22	Croatia	80%	20%				
23	Cyprus	80%	20%				
24	Czech Republic	80%	20%				
25	Denmark	80%	20%				
26	Ecuador	80%	20%				
27	Egypt	80%	20%				
28	Estonia	80%	20%				
29	Finland	80%	20%				



# Q1 2020 Booking Types

#### Table 9

Top source countries of individual bookings by student weeks and their market share

Rank	Source country	Weeks	%
		2	
1	Saudi Arabia	20,000	13.9%
2	Italy	20,000	13.9%
3	South Korea	14,000	9.8%
4	Turkey	10,000	7.0%
5	China	4,000	2.8%
6	France	8,000	5.6%
7	Brazil	8,500	5.9%
8	Spain	6,000	4.2%
9	Japan	6,000	4.2%
10	Switzerland	5,600	3.9%
11	Colombia	5,000	3.5%
12	Russia	4,000	2.8%
13	Kuwait	3,500	2.4%
14	Argentina	3,000	2.1%
15	Thailand	2,000	1.4%
16	Oman	18,000	12.6%
17	Taiwan	1,800	1.3%
18	Germany	1,400	1.0%
19	Mexico	400	0.3%
20	Peru	200	0.1%
	Other	2,000	1.4%

Note: Percentages do not add up to 100% due to rounding. Figures of student weeks were rounded and do not add up to the total sum of individual student weeks.



# Q1 2020 Booking Types

#### Table 10

Top source countries of group bookings by student weeks and their market share

'	5 1	0 ,	
Rank	Source country	Weeks	%
		23	
1	Saudi Arabia	20,000	13.9%
2	Italy	20,000	13.9%
3	South Korea	14,000	9.8%
4	Turkey	10,000	7.0%
5	China	4,000	2.8%
6	France	8,000	5.6%
7	Brazil	8,500	5.9%
8	Spain	6,000	4.2%
9	Japan	6,000	4.2%
10	Switzerland	5,600	3.9%
11	Colombia	5,000	3.5%
12	Russia	4,000	2.8%
13	Kuwait	3,500	2.4%
14	Argentina	3,000	2.1%
15	Thailand	2,000	1.4%
16	Oman	18,000	12.6%
17	Taiwan	1,800	1.3%
18	Germany	1,400	1.0%
19	Mexico	400	0.3%
20	Peru	200	0.1%
	Other	2,000	1.4%



🚺 Table 11 displays **overall data** based on statistics collected in Q1 2020 from the entire sample of QUIC membership (30).

### Q1 2020

# **Programme Data**

#### Table 11

Student weeks by source country (ranked by total student weeks) and course type

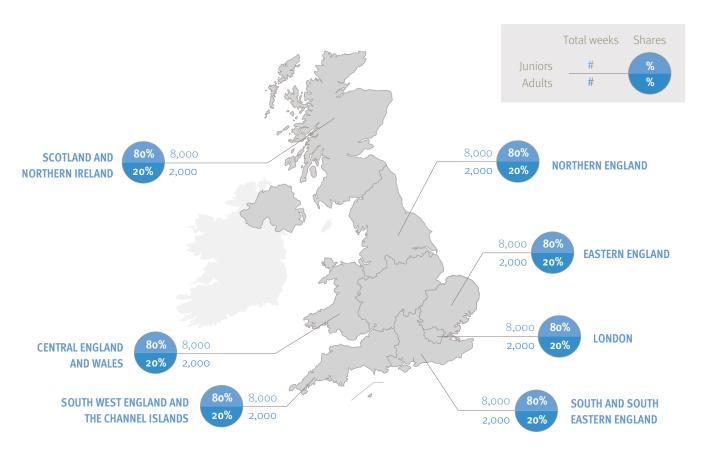
			Juniors									
Rank	Source country	General English	Summer/ Winter Camp	EAP	General English	Business & Prof. English	English Plus	EAP	ESP	One-to- One	Teacher Development	
			M	<b>%</b>			FB	<b>∞</b>		11	Ÿ	
1	Albania	100	80	40	50	10	8	9	9	12	1	
2	Algeria											
3	Angola											
4	Argentina											
5	Armenia											
6	Australia											
7	Austria											
8	Azerbaijan											
9	Bahrain											
10	Belarus											
11	Belgium											
12	Bolivia											
13	Bosnia and Herzegovina											
14	Brazil											
15	Bulgaria											
16	Cambodia											
17	Canada											
18	Chile											
19	China											
20	Colombia											
21	Costa Rica											
22	Croatia											
23	Cyprus											
24	Czech Republic											
25	Denmark											
26	Ecuador											
27	Egypt											
28	Estonia											
29	Finland											



# **Regional Analysis**

#### Chart 7

Junior and adult student weeks by region



 $\textbf{Note:} \ \mathsf{Figures} \ \mathsf{of} \ \mathsf{student} \ \mathsf{weeks} \ \mathsf{were} \ \mathsf{rounded} \ \mathsf{and} \ \mathsf{do} \ \mathsf{not} \ \mathsf{add} \ \mathsf{up} \ \mathsf{to} \ \mathsf{the} \ \mathsf{total} \ \mathsf{sum} \ \mathsf{of} \ \mathsf{student} \ \mathsf{weeks} \ \mathsf{per} \ \mathsf{region} \ \mathsf{in} \ \mathsf{Table} \ \mathsf{1.}$ 

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

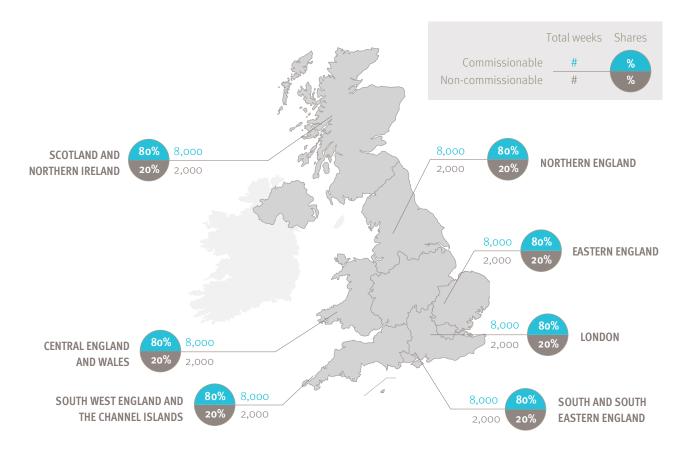


#### Q1 2020

# **Regional Analysis**

**Chart 8** 

Commissionable and non-commissionable student weeks by region



Note: Figures of student weeks were rounded and do not add up to the total sum of student weeks per region in Table 1.

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.



# **Programme Data**

Table 13

Top source countries by junior course type, student weeks and their market share

Rank	General English	Weeks		Summer/Winter Camp	Weeks	%	EAP	Weeks	
				(1)			98		
1	Saudi Arabia	20,000	18.7%	Saudi Arabia	20,000	18.7%	Saudi Arabia	20,000	18.7%
2	Italy	20,000	18.7%	Italy	20,000	18.7%	Italy	20,000	18.7%
3	South Korea	14,000	13.1%	South Korea	14,000	13.1%	South Korea	14,000	13.1%
4	Turkey	10,000	9.3%	Turkey	10,000	9.3%	Turkey	10,000	9.3%
5	China	4,000	3.7%	China	4,000	3.7%	China	4,000	3.7%
6	France	8,000	7.5%	France	8,000	7.5%	France	8,000	7.5%
7	Brazil	8,500	7.9%	Brazil	8,500	7.9%	Brazil	8,500	7.9%
8	Spain	6,000	5.6%	Spain	6,000	5.6%	Spain	6,000	5.6%
9	Japan	6,000	5.6%	Japan	6,000	5.6%	Japan	6,000	5.6%
10	Switzerland	5,600	5.2%	Switzerland	5,600	5.2%	Switzerland	5,600	5.2%
	Other	5,000	4.7%	Other	5,000	4.7%	Other	5,000	4.7%

Note: Percentages do not add up to 100% due to rounding. Figures of student weeks were rounded and do not add up to the total sum of student weeks by course type in Table 11.



### Q1 2020

# **Programme Data**

**Table 14**Top source countries by adult course type, student weeks and their market share

Rank	General Eng	glish	Weeks	%	Business	& Prof. English	n Weeks	%	Engli	sh Plus	Weeks	%
									<b>F</b> 8			
1	Saudi Aral	oia	20,000	18.7%	Saudi Arabia		20,000	18.7%	Saudi	i Arabia	20,000	18.7%
2	Italy		20,000	18.7%	Italy		20,000	18.7%	lt	aly	20,000	18.7%
3	South Kor	ea	14,000	13.1%	Sou	ith Korea	14,000	13.1%			14,000	13.1%
4	Turkey		10,000	9.3%	7	urkey	10,000	9.3%	Tu	rkey	10,000	9.3%
5	China		4,000	3.7%		China	4,000	3.7%	Cł	nina	4,000	3.7%
6	France		8,000	7.5%	F	rance	8,000	7.5%	Fra	ance	8,000	7.5%
7	Brazil		8,500	7.9%		Brazil	8,500	7.9%	Bı	razil	8,500	7.9%
8	Spain		6,000	5.6%	:	Spain	6,000	5.6%	Sp	oain	6,000	5.6%
9	Japan		6,000	5.6%	Japan		6,000	5.6%	Japan		6,000	5.6%
10	Switzerla	nd	5,600	5.2%	Swi	itzerland	5,600	5.2%	Switz	zerland	5,600	5.2%
	Other		5,000	4.7%		Other	5,000	4.7%	Ot	ther	5,000	4.7%
Rank	EAP	Weeks	%	ESP	Weeks	%	One-to-One	Weeks	%	Teacher Developmen	t Weeks	%
	<b>%</b>						11			Ÿ		
1	Saudi Arabia	20,000	18.7%	Saudi Arabia	20,000	18.7%	Saudi Arabia	20,000	18.7%	Saudi Arabia	20,000	18.7%
2	Italy	20,000	18.7%	Italy	20,000	18.7%	Italy	20,000	18.7%	Italy	20,000	18.7%
3	South Korea	14,000	13.1%	South Korea	14,000	13.1%	South Korea	14,000	13.1%	South Korea	14,000	13.1%
4	Turkey	10,000	9.3%	Turkey	10,000	9.3%	Turkey	10,000	9.3%	Turkey	10,000	9.3%
5	China	4,000	3.7%	China	4,000	3.7%	China	4,000	3.7%	China	4,000	3.7%
6	France	8,000	7.5%	France	8,000	7.5%	France	8,000	7.5%	France	8,000	7.5%
7	Brazil	8,500	7.9%	Brazil	8,500	7.9%	Brazil	8,500	7.9%	Brazil	8,500	7.9%
8	Spain	6,000	5.6%	Spain	6,000	5.6%	Spain	6,000	5.6%	Spain	6,000	5.6%
9	Japan	6,000	5.6%	Japan	6,000	5.6%	Japan	6,000	5.6%	Japan	6,000	5.6%
					_			,	= a0/	C 11	- (	= a0/
10	Switzerland	5,600	5.2%	Switzerland	5,600	5.2%	Switzerland	5,600	5.2%	Switzerland	5,600	5.2%





# **Regional Analysis**

Table 15

Top source countries by region and their market share (student weeks)

Rank	Central England and Wales	%	Eastern England	%	London	%	Northern England	%
1	Saudi Arabia	18.7%	Saudi Arabia	18.7%	Saudi Arabia	18.7%	Saudi Arabia	18.7%
2	Italy	18.7%	Italy	18.7%	Italy	18.7%	Italy	18.7%
3	South Korea	13.1%	South Korea	13.1%	South Korea	13.1%	South Korea	13.1%
4	Turkey	9.3%	Turkey	9.3%	Turkey	9.3%	Turkey	9.3%
5	China	3.7%	China	3.7%	China	3.7%	China	3.7%
6	France	7.5%	France	7.5%	France	7.5%	France	7.5%
7	Brazil	7.9%	Brazil	7.9%	Brazil	7.9%	Brazil	7.9%
8	Spain	5.6%	Spain	5.6%	Spain	5.6%	Spain	5.6%
9	Japan	5.6%	Japan	5.6%	Japan	5.6%	Japan	5.6%
10	Switzerland	5.2%	Switzerland	5.2%	Switzerland	5.2%	Switzerland	5.2%
	Other	4.7%	Other	4.7%	Other	4.7%	Other	4.7%

Rank	Scotland and Northern Ireland	%	South and South Eastern England	%	South West England and The Channel Islands	%
1	Saudi Arabia	18.7%	Saudi Arabia	18.7%	Saudi Arabia	18.7%
2	Italy	18.7%	Italy	18.7%	Italy	18.7%
3	South Korea	13.1%	South Korea	13.1%	South Korea	13.1%
4	Turkey	9.3%	Turkey	9.3%	Turkey	9.3%
5	China	3.7%	China	3.7%	China	3.7%
6	France	7.5%	France	7.5%	France	7.5%
7	Brazil	7.9%	Brazil	7.9%	Brazil	7.9%
8	Spain	5.6%	Spain	5.6%	Spain	5.6%
9	Japan	5.6%	Japan	5.6%	Japan	5.6%
10	Switzerland	5.2%	Switzerland	5.2%	Switzerland	5.2%
	Other	4.7%	Other	4.7%	Other	4.7%



# Q1 2020 Regional Analysis

**Table 16**Student weeks by region and course type and their market share

	Juniors									
Region	General English									
			(A)		<b>%</b>					
London	4,000	82.6%	800	16.5%	40	0.8%				
South and South Eastern England	3,400	86.3%	500	12.7%	40	1.0%				
Northern England	2,000	85.1%	300	12.8%	50	2.1%				
South West England and The Channel Islands	1,700	88.5%	200	10.4%	20	1.0%				
Eastern England	2,000	79.1%	500	19.8%	30	1.2%				
Scotland and Northern Ireland	800	87.0%	100	10.9%	20	2.2%				
Central England and Wales	500	87.7%	50	8.8%	20	3.5%				

							Adults							
Region	General English		Business Prof. Engl		English Plus	h	EAP		ESP		One-to One		Teache evelopn	
					Fo	)	<b>%</b>			)	11		Ÿ	)
London	50,000	92.6%	900	1.7%	400	0.7%	2,000	3.7%	500	0.9%	100	0.2%	90	0.2%
South and South Eastern England	40,000	90.8%	200	0.5%	300	0.7%	3,000	6.8%	300	0.7%	170	0.4%	80	0.2%
Northern England	43,000	95.6%	400	0.9%	50	0.1%	1,000	2.2%	430	1.0%	30	0.1%	70	0.2%
South West England and The Channel Islands	8,000	88.4%	500	5.5%	200	2.2%	50	0.6%	200	2.2%	40	0.4%	60	0.7%
Eastern England	7,000	93.7%	100	1.3%	100	1.3%	70	0.9%	100	1.3%	60	0.8%	40	0.5%
Scotland and Northern Ireland	6,000	94.3%	50	0.8%	50	0.8%	100	1.6%	100	1.6%	10	0.2%	50	0.8%
Central England and Wales	1,000	63.7%	30	1.9%	100	6.4%	300	19.1%	100	6.4%	10	0.6%	30	1.9%



# Q1 2020 QUIC participants

