## Connect with millions of prospective students across the globe

High-performing digital engagement opportunities to support student recruitment



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"As the higher education sector has grown and evolved, QS has done the same. We share the passion and mission of our university partners to ensure their students fulfil their potential, year after year."

#### Nunzio Quacquarelli, Founder and President, QS

The international student recruitment market is expected to grow at a rate of 5% each year until 2030.

Are you ready?



## Grow your audience **and attract the right students**

Global competition for international students is intensifying. Understanding your audience's needs and ensuring visibility on the platforms they use most is crucial.

51% of international students consider **reputation** a key university feature when choosing their course

56% use **rankings** to help them research university options

57% used **online research** to find out about universities

48% of students use Instagram to support their decision-making



Source: HESA, OpenDoors, Erudera, Office for Immigration QS International Student Survey 2024

## **About QS**

At QS, we work with universities and business schools to identify, shape and deliver higher education strategies that help each institution accomplish its goals. Our mission is just like yours: Students first. Always.

Partnerships built to last

Global experts with hubs in all regions

Unrivalled insights at every touchpoint

Human vision meets AI precision

Fast, focused and flexible



## QS in numbers

global market leader for student insights & guidance Google Trends **Ibn** It's our vision to empower a billion future learners Each year

n to Ilion ers

lm student journeys managed

100k

enrolments supported **380k** offer holders

engaged

146k

prospective students surveyed (QS International Student Survey 2024) **240k** 

students register for our student recruitment events 600k

new prospective students guided



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## Why choose QS digital marketing solutions?

Trusted by students and institutions alike

We help you find, engage, and enrol students at every stage of the recruitment journey. From initial engagement to final enrolment, our solutions deliver results.

With nearly 25 years of expertise in student recruitment, trusted by students and institutions alike, we know what works. Leverage our deep understanding of student engagement and access exclusive insights, including the world's largest international student survey and our highly trusted university rankings.

#### How you'll benefit:

**Boost brand awareness**: Reach highly engaged prospective students and partners through some of the most visited channels in higher education.

**Maximise ROI:** Target high-intent audiences with precision, driving higher quality leads and better returns on your investment.

**Implement effortlessly.** Our solutions are flexible, fast, and designed for easy integration, giving you control over your narrative during peak traffic moments.

**Receive expert support.** Our dedicated team of digital experts provide ongoing insights and support as you build your brand.

QS

## Our global digital reach

We've built a vast online presence, reaching students and higher education professionals worldwide.

Our daily content across social media, articles and rankings engages millions.

#### Our platforms include:

Three student-facing websites, including Chinese language



QS Insights Magazine



Mainland China platforms such as Weibo and WeChat



## **Top visitor profiles**

Age group			
Age	%		
18-24	39.07%		
25-34	25.80%		
35-44	14.39%		
45-54	10.84%		
55-64	5.98%		
65+	3.91%		

#### **Did you know?**

TopUniversities.com holds the highest market share in the sector, with over 35% of all traffic (source: SEMrush)

Top viewed <b>subjects</b>				
Business Management				
Arts				
Engineering				
Medicine				
Humanities				
Economics				
Law				
Environmental Sciences				
Psychology				
Mathematics				

Top visitors by <b>count</b>
India
United States
United Kingdom
Canada
Australia
China
Pakistan
Indonesia
Philippines
Malaysia

June 2023 - May 2024

Website visits
TopUniversities.com <b>69,058,448</b>
TopMBA.com <b>1,391,842</b>
QSChina <b>3,456,986</b>
QS.com <b>1,317,073</b>
QS Insights Magazine <b>31,393</b>

QS

Overall

75,255,742

# Digital solutions for a digitally engaged audience

We understand our audience, meaning we can help you to build highperforming campaigns.

Choose the solutions or build a bespoke package that perfectly meets your brand awareness and student engagement goals.

Read on to discover more about each of our solutions

Advanced **profiles** Display & retargeting **campaigns** Sponsored **social packages** Sponsored articles Targeted email campaigns Name buy **Rankings** page wraps

QS



## Stand out from the crowd

Maximise visibility during visitor traffic spikes with a **rankings page wrap**.

Showcase your institution's USPs in premium locations across our website to be the first thing students see when they check out the latest QS rankings.



Stay live for three months during the rankings release maximizing brand awareness

Direct traffic to your preferred landing page

Ensure visibility with exclusive space, limited to a maximum of six institutions

Adjust your messaging flexibly throughout the campaign

Optimise your campaign with expert support from our experienced digital marketing team

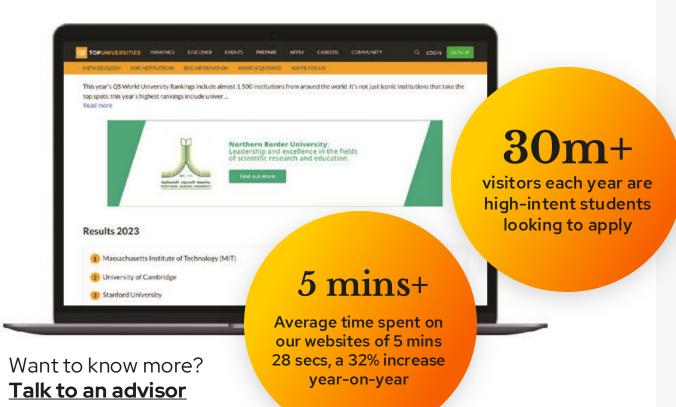
QS

Learn more about rankings wrap options

## **Boost brand awareness**

Don't wait for students to find you. Place yourself front and centre on our high-traffic rankings pages with targeted **digital advertising banners.** 

Reach a huge, global audience of students actively researching universities – right when they're making decisions.



## Why it works

#### • Extensive reach

Reach the largest global audience of high-intent students. Maximise impact and personalise your message with geotargeting.

#### SEO optimised

TopUniversities.com ranks across 400,000 industry keywords on Google.

#### O Proven performance

Achieve impressive click-through rates: 0.46% for on-site impressions and 0.5% for retargeting.

## **Digital advertising** banners website locations

Choose from a variety of prime banner locations based on your goals, messaging or programmes.

Our digital experts will help you optimise your ads for maximum impact, ensuring your message stands out and resonates with the right people.

#### Locations:

Rankings pages Study destination guides Articles Courses **Basic profiles** 

#### **Targeting options** include:

Geographic location Programme level Subject rankings



#### Independent learning

achieving a basic level of education, the role of university lecturers and professors is largely to provid

iated this leads to one major difference het

Mr Randy Vener, Deputy Director of Admissions at The American University of Paris, reflects some first year students react to the challence of being responsible for their own study programs an workload.

"There's a look in the eyes of many first year students as they adjust to so many changes in their firs' few weeks with us. Many can't believe their luck that there's no one saying, 'do this paper by t or 'read chapter three tonight.'

"This kind of freedom can go to a student's head, but the good stud set their own targets and work consistently and steadily to ensure that they keep up with the pace of university studies. It's all about maintaining a balance between studying and living."

hans a further difference between school and university is the way in which students are act usht and expected to learn



New teaching styles





#### Top universities in Europe

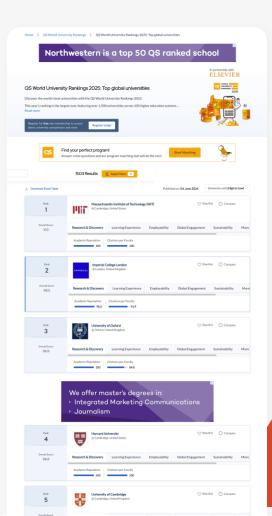
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Dre look at the QS World University Rankings®, and you'll see the UK remains Europe's leader at the top of the tables, with four UK universities in the top 10 and a total of 18 UK entries in the top 100. Of these, the University of Oxford leads in fourth place, while the University of Cambridge is unsurprisingly not far behind at seventh.

witzerland also has two universities ranked within the global top 20, with ETH Zurich in sixth place and EPFL (Ecole Polytechnique Fédérale de Lausanne) joint 18<sup>th</sup>. Other top European universities include France's Paris Sciences et Lettres Research University (PSL) (ranked 53<sup>rs</sup> in the world) and Ecole Polytechnique (+60<sup>th</sup>), the Netherlands' Delft University of Technology (50<sup>th</sup>), Denmark's University of Copenhagen (+72\*\*), Germany's Technische Universität München (55\*\*) and many more...

#### Ready to study in Europe? Click on the country guides above for more detailed information





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## Remain top of mind with your students

Showcase your institution and grow your student pipeline with **retargeting ads.** 



Our in-house experts work closely with you to develop compelling retargeting ads, strategically placing them in relevant locations to ensure you attract the best students.

#### Top retargeting locations:

Webpages with education-based content

Apps with a strong link to higher education

## Showcase your USPs

Take control of your brand narrative and increase your reputation with a **QS Advanced Profile.** 

What makes your institution unique? Showcase your courses, facilities and scholarships on TopUniversities.com while capturing student leads.



#### O Drive lead generation

Capture leads using on-profile CTAs and receive all candidate data from interested prospects.

#### • Personalise your profile

Bring your institution to life with written and visual content, including photos, videos and brochures.

#### • Make data-driven decisions

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Gain real-time insights into your audience via our self-serve platform.

#### • Maximise the impact

Our team of digital experts will guide you through the setup and ongoing management of your Advanced Profile, ensuring it's always performing at its best.

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## Capture their attention on social media

Reach thousands of potential students where they're already looking: **social media.** 

Our sponsored social media content can boost your university's visibility and attract high-quality applicants.

Expand your reach in China with targeted campaigns on Weibo, WeChat, and more. Our incountry experts ensure cultural relevance and maximum impact.

Top-tier packages include added live chat opportunities on Facebook and Instagram for realtime interaction with your audience.

#### <u>Speak to an advisor about</u> sponsored social content



## **Demonstrate your expertise**

Grow your university's reputation and showcase your expertise with expertly crafted sponsored articles.

Our content experts will craft SEOoptimised editorial articles that position your institution as a thought leader. From topic selection to final publication, we'll work closely with you to ensure your articles align perfectly with your brand and messaging.

10% Average CTR of sponsored articles



### **Highlights:**

- Bespoke content creation
- Optimal visibility
- Personalisation
- Full support and optimisation

#### Check out our latest articles

## **Target your ideal students**

Reach the right students with bespoke email marketing campaigns.

Our expansive database allows you to connect with potential applicants based on their specific study goals, ensuring maximum relevance.

Tailored content, optimal impact.

Provide original content or commission one of our creatives to write on your behalf.

Ready-to-use student data

Purchase our high-quality student contact lists and seamlessly integrate them into your CRM.

Target students by destination, subject level, and more, and reach out as often as you need.





average CTR

36% average open rate

active users in our email contact database

### **Meet your matches**

Convert your digital leads into qualified applicants at our in-person student recruitment events.

Meet face-to-face with motivated students from around the world and build better relationships that strengthen your pipeline and drive enrolment.



of event attendees intend to apply to a university six months after meeting at a QS event

**72%** 

of students say that a QS event put them in contact with a school they'd never heard of before

**69%** 

of students say that QS events have helped them make a study decision

250,000 prospective candidates registered each year

300+

physical events annually QS Discover and Discover+ fairs QS Connect and Connect+ events QS Apply events

Explore student recruitment events



## Other QS solutions to support your International student recruitment goals

#### Insights, analytics & advice

- QS 360 Analytics and Advisory
- Consultancy and advisory services
- QS International Student Survey

#### **Conversion and admissions support**

- Enquiry management & lead follow up
- QS Admissions
- Admissions management software

#### In-market engagement

- In-country representation services
- QS student recruitment events, summits and conferences

## Performance and reputation insights

- QS Stars
- Brand Audit

## Candidate and enrolment support

- Offer conversion services
- QS Apply

<u>Speak to an advisor</u> about our student recruitment solutions

## Case study: **A leading European business school**

141 enrolments through **QS digital activity** (October 2022 – November 2023)

enrolments

<b>7 x</b> Advanced Profiles	<mark>6 x</mark> articles published	<mark>3 x</mark> display campaigns	<b>1 x</b> email campaign		
99,844 pageviews	79,180 pageviews	480,297 impressions	<b>26.83%</b> open rate		
<b>11,465</b> clicks	<b>669</b> clicks	<b>3,952</b> clicks	<b>5.4%</b> CTR		
"We had <b>141 candidates enrol</b> through our digital campaigns with QS. It's a really great number for these types of digital campaigns."					





# Are you ready to recruit smarter?

Let's discuss how partnering with QS can help you achieve your student recruitment goals.

### Contact us



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