

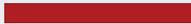


# BEGIN GROUP STUDENT RECRUITMENT EVENTS

public | custom-made

in-person | remote | online

[www.begingroup.com](http://www.begingroup.com)

A thick red horizontal bar is located in the bottom right corner of the slide.

# ABOUT US

Established in 1999, Germany-based Begin Group connects educational institutions worldwide with prospective students from 40+ countries through 100+ student recruitment events annually.

## WHY BEGIN GROUP

- Over 25 years of industry experience
- 500+ clients annually
- Diverse pool of educational institutions
- In-house marketing team
- 20+ marketing channels for promotion

## WHAT WE DO

- In-person education fairs (with remote participation option)
- Online education fairs
- High school visits
- High school university fairs
- B2B meetings with school counsellors
- Custom-made student recruitment events
- Webinars & online promotional campaigns

# BEGIN GROUP GEOGRAPHY



## Central Asia

Kazakhstan, Kyrgyzstan, Uzbekistan, Mongolia

## Eurasia

Azerbaijan, Georgia, Türkiye, Ukraine

## Indian Subcontinent

Bangladesh, India, Nepal, Sri Lanka

## Europe

Italy, Romania, Bulgaria, Serbia, Spain, Germany, France

## MENA

Algeria, Bahrain, Egypt, Kuwait, Oman, Qatar, Saudi Arabia, Tunisia, UAE

## Southeast Asia

Indonesia, Vietnam, Thailand

## Sub-Saharan Africa

Ethiopia, Ghana, Kenya, Nigeria, Rwanda, South Africa, Tanzania

## Latin America

Argentina, Colombia, Costa Rica, Ecuador, Guatemala, Mexico, Peru

# OUR SERVICES

## EDUCATION FAIRS

- In-person & online edu fairs
- Individual promotion campaign
- Lists of pre-registered leads and your stand leads

## HIGH SCHOOL VISITS

- Visiting top local high schools
- Targeted school selection
- Networking with school counsellors

## B2B MEETINGS WITH SCHOOL COUNSELLORS

- 5-6 counsellors from top regional high schools
- 15-20 minute one-to-one sessions before Begin Edu Fairs

## UNIVERSITY VISITS

- Group visits to local universities
- Opportunity to present postgraduate programmes and explore collaboration

## WEBINARS

- Customised promotion
- Targeted audience outreach
- Data-driven marketing tools
- Technical support
- List of registered leads

## CUSTOM-MADE EVENTS

- Custom edu fairs
- High school visits
- University visits
- Webinars & presentations

# IN-PERSON EDU FAIRS

## AVERAGE NUMBERS

- 30+ in-person fairs annually
- 40+ exhibitors from 30+ countries (per fair)
- 4,000 pre-registered visitors and 1,000+ attendees at a fair

## LOCATIONS

- **Central Asia** (Uzbekistan, Kazakhstan, Kyrgyzstan)
- **Eurasia** (Georgia, Azerbaijan, Türkiye)
- **MENA** (Egypt)
- **India** (New Delhi, Mumbai, Bangalore, Pune)
- **South East Asia** (Vietnam, Indonesia)



# INDIVIDUAL PROMOTION CAMPAIGN

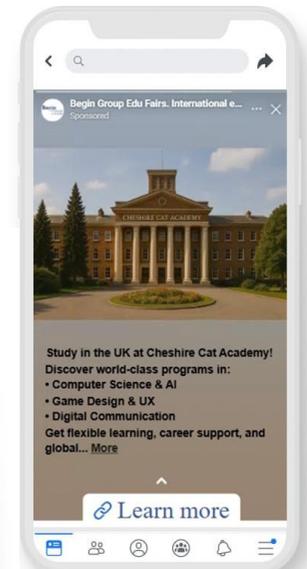
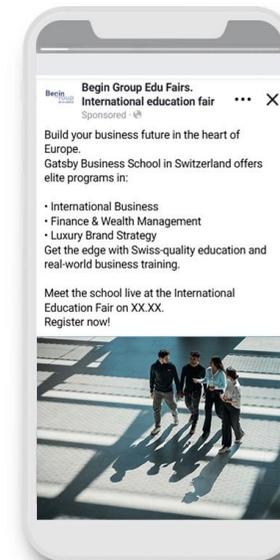
Thanks to a diverse mix of marketing channels, precise targeting strategies, and custom-made lead generation campaigns for each institution, we reach students and families who are genuinely interested in your programmes — supporting your enrolment goals across key markets.

## OUR STRATEGIC APPROACH

- Region specific, multilingual campaigns
- Targeting both students and their parents
- Promoting institutions with similar programmes together attracts leads focused on specific study fields
- 100+ leads with detailed information for every Begin Edu Fairs exhibitor

## KEY PROMOTION POINTS

- Institution name and brand recognition
- Location (country, city) as an attractive study destination
- Specific academic programmes with benefits for students



# REMOTE PARTICIPATION

Remote participation allows you to connect with prospective students at Begin Edu Fairs from anywhere in the world.\*

## OPTION 1: YOUR LOCAL REPRESENTATIVE

Designate a local agent, contractor, an alumni or a student ambassador to be your onsite contact.

## OPTION 2: BEGIN GROUP ASSISTANT

Leverage our multilingual assistants to facilitate communication, provide technical support, collect visitor contacts, and assist during presentations.



\*We also offer a remote participation option for **High School Visits** and **B2B meetings with school counsellors**. Equipment for remote participation is provided only at in-person fairs.

# HIGH SCHOOL VISITS

## AVERAGE NUMBERS

- Over 25 high school visits annually
- 5-10 educational institutions per visit
- 150-250 school children per city

## EVENT FORMAT

- Interactive mini-fair setting, enabling direct conversations with students
- Two delivery options:
  - Visits to 2-3 local schools, 45 minutes -1 hour per school
  - One hosted school fair welcoming students from nearby schools (1,5-2,5 hours per event)
- Guided tour led by our representatives, transfers to and between schools
- Each institution may be represented by up to two participants



**Kazakhstan | Kyrgyzstan | Mongolia | Egypt  
Türkiye | Azerbaijan | Georgia | Indonesia  
Vietnam | Thailand | India | Bulgaria | France  
Germany | Italy | Romania | Serbia | Spain**

# B2B MEETINGS WITH SCHOOL COUNSELLORS

Our B2B meetings are designed to provide the perfect networking with school counsellors from top regional high schools known for graduating students with a strong international education focus.

## EVENT FORMAT

- Duration: 1.5 hours (before Begin Edu Fair)
- Location: Dedicated hall at the Begin Edu Fair venue (a 5-star hotel)
- Format: Smart networking with breakfast and one-on-one meetings
- Focused meetings: 15-20 minute one-on-one sessions with 5-6 high schools counsellors
- Flexibility and customisation: We tailor the meetings to your preferences, selecting schools that align with your institution's goals.



**Kazakhstan | Uzbekistan | Kyrgyzstan  
India | Indonesia | Vietnam | Egypt  
Türkiye | Azerbaijan | Georgia**

# ONLINE FAIRS

## LOCATIONS

- **Sub-Saharan Africa** (Ethiopia, Ghana, Kenya, Nigeria, Rwanda, South Africa, Tanzania)
- **North Africa** (Algeria, Egypt, Morocco, Tunisia)
- **Central Asia** (Kazakhstan, Kyrgyzstan, Uzbekistan)
- **Latin America** (Argentina, Colombia, Costa Rica, Ecuador, Guatemala, Mexico, Peru)
- **Indian Subcontinent** (Bangladesh, India, Nepal, Sri Lanka)
- **Gulf Region** (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, UAE)

## AVERAGE NUMBERS

- 12+ online fairs annually
- 15-30 institutions per fair
- 5,000+ pre-registered visitors
- 1,500-2,000 attendees at a fair

*“Thank you for the extremely well-organised online event! We were impressed by the overall look of the fair platform, the user experience was great and the interactions with students were also made very easy to manage.”*



The screenshot displays the Begin Group online fair interface. At the top, there is a navigation bar with the 'Begin group BE IN GROUP' logo, 'Exhibitors', 'Presentations', and a user profile icon. The main content area features a large image of the University of Zagreb building. Below the image are 'Downloads', 'Video', and 'Links' options. A 'Presentations' section highlights a presentation titled '17.20-17.40 (Ethiopia time) Master Study Programme Petroleum and Geoenery Engineering and Management (Croatia)' with a 'Go to the Presentation' button. To the right, the presentation details for the 'UNIVERSITY OF ZAGREB / FACULTY OF MINING, GEOLOGY AND PETROLEUM ENGINEERING' are shown, including 'Fields of Study / Type of Institution' (Engineering, Maths, IT, Sciences & Technologies) and 'Program Levels & Types' (Master). A detailed description of the Faculty of Mining, Geology and Petroleum Engineering (RGNF) is provided, along with a 'Request More Info' button.

# CUSTOM-MADE EVENTS

Begin Group offers a dynamic range of custom-made event solutions designed to help you achieve your student recruitment goals.

## FORMAT OPTIONS

- Webinars
- Dedicated in-person presentations
- Customised online/in-person education fairs
- Country blocks at Begin in-person edu fairs
- Virtual/in-person event series
- Training sessions on student recruitment
- Open days

We tailor the event format and services to your objectives and budget, offering support from full-service management to individual elements.



# WEBINARS

Through custom-made webinars tailored to your specific needs, we help you engage your ideal audience and expand your reach.

## Pre-webinar:

- Detailed media plan
- Custom landing page
- Personalised promo campaign
- Data-driven campaign optimisation

## During webinar:

- Technical support & moderation
- Live Q&A session

## Post-webinar:

- Recording of the webinar
- Attendee statistics
- Attendee list for further outreach



- ❖ Targeting up to 5 countries within a region in a standard package
- ❖ 1 week setup, 3 weeks pre-webinar promotion

# ONLINE PROMOTION

We offer comprehensive online promotion solutions designed to attract the perfect student demographic for your institution, programmes or events.

## PROVEN MARKETING CAPABILITIES

- In-house marketing team
- 200+ marketing campaigns annually
- Diverse pool of educational institutions
- 20+ marketing channels and platforms
- 200,000+ generated leads annually

Using various marketing channels and precise targeting strategies, we boost exposure to students and families across diverse markets, expanding your network and supporting your targets.



## OUR MARKETING SERVICES

- Custom-made media plans
- Search engine marketing
- Social media marketing
- Email marketing
- WhatsApp marketing

# PARTICIPATION FEES

## IN-PERSON FAIRS

### Standard Package

EUR 2,790/2,450 (depends on the chosen fair)

### Extended Package

+EUR 2,500

## ONLINE FAIRS

### Standard package

EUR 1,200

### Extended Package

+EUR 600

## HIGH SCHOOL VISITS

EUR 1,450 per city

## UNIVERSITY VISITS

EUR 1,450 per city

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## B2B MEETINGS WITH SCHOOL COUNSELLORS

EUR 850 per city

Multiple booking discounts:

**10%** discount for 2 events

**20%** discount for 3 and more events

## CUSTOM-MADE EVENTS

## WEBINARS

## ONLINE PROMOTION

From EUR 2,500 per event

# ADDITIONAL SERVICES FOR IN-PERSON FAIRS

SERVICE	FEE
<b>25-minute presentation</b> at in-person edu fair	EUR 700
<b>Personal assistant/interpreter</b> at in-person edu fair	+EUR 60/120 (depending on the chosen country)
<b>Remote participation support</b> including a personal assistant, laptop and additional equipment for Zoom call	EUR 120
<b>Local printing service:</b> 100 double-sided full-color flyers and a roll-up banner delivered directly to your stand	EUR 200
<b>WhatsApp and Email Marketing</b> for communication with prospective students	From EUR 200

# OUR PARTICIPANTS

## IN-PERSON FAIRS



## HIGH SCHOOL VISITS



## ONLINE FAIRS



## WEBINARS



# TESTIMONIALS

*Thank you so much for your help and collaboration! We were very happy with the fair: a lot of students came to our booth, all of them very interested and well prepared. Also, the assistants did a great job in supporting us. I must say that remote participation option is a very good choice!*

University of Milan, Italy

*I want to express my highly appreciation for the qualified number of parents and students attended the Fair. Thank you to Begin Group for a wonderful event. We are truly grateful for your partnership and look forward to the opportunity to collaborate again in the future.*

Viet Duong Edu, Vietnam



*It was a wonderful experience participating in this event hosted by Begin Group! Thank you for giving us the opportunity to showcase our offerings. The attendees to the fair were truly amazing.*

MJM School, France

# Thank you!

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