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IN TOUCH

AAERI NEWS LETTER - 2

21ST YEAR CONVENTION ON 11TH OCT HOBART. TASMANIA. AUSTRALIA

The 21st Year Convention was held on the 11th Oct at the Henry Jones Art Hotel, Hobart, Tasmania. Keynote speakers are Ms. Alice Maclean, Director, Student & Graduate Visas, DIBP. Along with Mr. Brett Galt – Smith, Manager, Policy & Systems, DET and Mr. Monty Singh, Vice President, Southern Cross University.



TAFE the Jewel of the Australian Education Sector

In the last one year if you look at the Fresh Student visa grant data, 25,000 fresh visa's are issued for the HE sector where as only 2,000 fresh Visa's for the VET - TAFE sector. In addition, the numbers for the TAFE sector is declining by 50% year or year basis. Something wrong is going on here & we need a policy with not only protects the VET / TAFE sector but enhances the VET sector. Today the Jewel of the Australian Education Sector - the TAFE's are completely ignored & are at a disadvantage. AAERI has placed their request to provide adequate importance to TAFE & VET sector.



INDIAN GST

President Rahul thanked the 21 Australian Education providers have accepted AAERI's recommendation to absorb the Indian GST on top of the commission. As AAERI along with Deloitte India, we are now filing for an exemption of the Indian GST to the Indian Govt and hoping to hear a decision sometimes in the future. AAERI want to thank Deloitte - India for taking up the plea to the Indian Govt.

It now very clear form the report issued by the India's biggest taxation & consulting firm Deloitte that 18% GST is applicable on the nature of services provided by the AAERI members. If you add this 18% plus 30% income tax and plus other taxes 3 or 4% which makes it 52% tax in India. The Profit margin of AAERI members operations is not that huge that it can absorb 52% tax. Ideally, GST of 18% is to be paid by the end user and in our case the end user is the recipient of the services which is the Australian Education providers. Time, has now come for the other Australian Education providers to come forward & absorb the Indian GST.

Provider Integrity Bill

Mr. Brett Galt – Smith, Manager, Policy & systems, DET spoke on this subject. As AAERI, we support the Australian Govt to decision to be fair & transparent, however we believe that the role of onshore agents is vastly different from the offshore agents & the report needs to be interpreted on merits and not just on statistics

This bill was passed by the middle of August 2017 at the Australian Parliament and the DET is looking to implement. This means that the data of the agent's performance will be published. President Rahul had a discussion with DET in Canberra and they have mentioned that they will first release the data of the onshore agents and then the offshore agents. AAERI'S concern - if you compare both the reports, the performance of onshore agents will be good whereas the performance of the offshore agents will be bad. This is due to the fact that the students are poached on arrival & once they are poached the report will indicate non compliance of offshore agents. But in reality it is the offshore agents who are promoting the Australian Education brand. Unless this poaching stops this reports will not reflect the true picture of the agent's performance / compliance

AAERI THANKS

President Rahul thanked and acknowledged the role of Department of Education & Training, Department of Immigration & boarder protection and Austrade for the support & encouragement to AAERI over a period of years. I also want to thank my AAERI executives & in-specific my colleague Nishi Borra for bringing this event together.

Our sincere thanks to M/s. Pearsons, M/s. Study link and M/s. NIB for sponsoring this event.



Changes in ESOS act

Last year AAERI had filed a petition to restrict the students changing Education provider before 6 months. This petition was submitted to the Hon Minster for Education & Training, Simon Birmingham and now it has been passed in the Australian Parliament and has become a Law. This is a significant development & will further protect the Australian Education brand.

AAERI WEBINARS

In the last one year, AAERI has hosted number of webinar which connected more than 650 participants across India, Australia, Nepal, Bangladesh & Bhutan. AAERI want to thank DIBP for supporting the webinar activities and certainly it has brought the Industry more closer & with better understanding of the compliance

AAERI 21ST YEAR CONVENTION ON 18TH AUGUST @ NEW DELHI AT HOTEL PRIDE PLAZA

The 21ST Year Annual Convention of AAERI was held on the 18th Aug 2017 at Hotel Pride Plaza, New Delhi. HE Ms. Harinder Sidhu, Australian High Commissioner to India was the chief Guest and the meeting was well attended by nearly 225 participants. Key areas deliberated at the meeting

Sponsored by

INVITATION

Association of Australian Education Representatives in India (AAERI) is proud to announce Annual Convention 2017. You are cordially invited to join us.

Chief Guest :
HE Ms Harinder Sidhu,
Australian High Commissioner to India

Briefing & Q & A (6.45 PM) by DIBP
Ms Tania Gerlach, Chief Migration Officer
Department of Immigration and Border Protection (DIBP)

Keynote Speakers :
Mr. Mahesh Peri,
Founder & Chairman, CAREERS 360
Mr. Gulshan Kumar
Past President, AAERI

RSVP : Thursday 10th August 2017
<http://www.aaeri.in/rsvp.html>
Please carry Photo ID
Dress code - Smart Casual

Date : 18th August 2017,
Friday
Timing : 6.30 pm Onwards
(followed by Cocktail & dinner)
Venue : The Pride Plaza Hotel
5A, Hospitality District,
Aerocity Delhi,
New Delhi.

AAERI CHAPTERS IN NEPAL, BANGLADESH

AAERI is pleased to announce that this year AAERI has expanded its chapters in Nepal and Bangladesh & today the AAERI executives have resolved to open a chapter in Australia too



AUSTRALIAN EDU PROVIDERS JOIN AAERI

This year 20 Australian Education providers including 8 Australian Universities have joined AAERI and many more are likely to join AAERI in the new few weeks. The presence of the Australian Education providers adds immense value to the Association as it brings in a different perspective altogether. AAERI would urge all the Education providers to join AAERI and let's not only protect but also enhance the Australian Education brand in South East Asia.



AAERI THANKS THE SPONSORS

Our Sincere thanks to M/s. Study NSW & M/s. NIB, for sponsoring the event.



AAERI NOW WORKING VERY CLOSELY WITH 3 PEAK BODIES IN AUSTRALIA

AUIDF (Australian Universities Directors Forum where in 38 Australian Universities International Directors have joined, Universities Australia (Forum of Pro Vice Chancellors of all Australian Universities), TDA - TAFE Directors Australia where in 58 TAFE's have joined. In the month of October in Australia, AAERI executives will be meeting these three Key stakeholders and will be presenting various issues which concern the Indian sub continent market.

Rahul Gandhi – President

Bubbly Johar – Vice President

Rupesh Patel – General Secretary & West Rep

Nirmal Chawla – Secretary & Chandigarh Rep

Kishore Beengi – Treasurer & South East Rep

Ravi Lochan Singh – Visa Committee Head

Nishidhar Reddy Borra – Disciplinary Committee

Rupesh Duggal – North West Rep

C.G. Balaji – South Rep

Gulshan Kumar – Executive Member

Dwiraj – Nepal Chapter Head

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MESSAGE FROM THE EDITOR

The second issue of AAER's News Letter **IN TOUCH** is on your desk now covering wide range of information pertaining to the Industry. I request all the members to send me useful and purposeful information which could be shared across to all others. Send your valuable information to balaji@eoaindia.com

C.G. BALAJI,

AAERI EXECUTIVE COMMITTEE, SOUTH REGION

**Further down.....
THE LATEST FROM DOWN UNDER**

**CHANGES TO EDUCATION LOAN DISBURSEMENT --
AGENT ADVISORY DIGEST ISSUED BY DIBP ON THE 06TH SEPT
2017**

DIBP issued a clear note on the requirements regarding access to funds specifically focussing on the current environment in India, Bangladesh and Nepal. This revised issue incorporates more guidance about an education loan.

During the recent peak, the Department saw an increase in fraudulent loan letters in these markets. I would like to take this opportunity to outline the financial requirements when applying for a student visa to study in Australia. Students must have enough money to pay for their stay and studies in Australia and this money must be genuinely available.

A detailed Agent Digest was issued by DIBP on the 06th Sept 2017 providing details on

**Evidence of funds
Education Loan with Financial Institution
Genuine Access to funds
Acceptable Financial Institutions**

Education loan with a financial institution

*An education loan with an acceptable financial institution can be provided as evidence of funds. **Evidence of disbursement is the best way to satisfy us** that the student will have genuine access to these funds:*

Where the education loan relates to tuition fees that will be paid directly to the education provider, disbursement according to the agreement with the education provider, financial institution and student should be provided. For example, this may be for the first semester's tuition. Information about the terms of the loan, including any conditions around disbursement, should also be attached to the application.

If the education loan includes living expenses, agents should consider showing that the first 12 months of these funds have been disbursed. Alternatively, they could consider showing that the student is relying on another source of funds to cover the first year of living costs.

**LATEST ON GST FROM
M/S. DELOITTE HASKINS**

AAERI had requested Deloitte Haskins to work on Indirect tax Advisory and provide a written opinion on Nature of service provided basis the sample agreements executed between AAERI members' and Overseas Universities, Implication of GST on the services provided by the AAERI members' to Overseas Universities;

Deloitte Haskins clearly indicated "The services performed by AAERI members for the overseas universities shall qualify as intermediary services, as the members are primarily engaged in arranging or facilitation of service. The place of supply for such services will be the location of the supplier i.e. the location of AAERI members. The said provision of services will not qualify as export of services, since the place of supply is in India. GST will be applicable at 18% on the fees charged from the overseas universities and the service category would be 'Other Educational Support Service' with SAC code 999299."

AAERI has alerted the Australian Universities Directors and Universities Australia on the impact of the GST on our trade and they too are working & exploring the best way forward. In the mean time, recommendation of AAERI, stands which was issued on the 1st June, 2017 - "Thus, from AAERI we have recommended to institutions that they honour invoices raised from India along with the GST component. Some of the institutions have already communicated to their representatives that they will do so. Others have indicated that they may be able to revise their agreements"

**COMMENDABLE ACHIVEMENT BY AAERI..
TODAY NEARLY 8 EDUCATION PROVIDERS
HAVE CONSENTED TO PAY GST AND
ALREADY INVOICES ARE BEING
HONOURED ALONG WITH GST PAYMENT.
WAY FORWARD IT IS MATTER OF TIME
BEFORE ALL THE EDUCATION PROVIDERS
ACCEPT TO PAY GST**

TOP 5 COUNTRIES WHERE INDIAN STUDENTS PREFER TO STUDY ABROAD

Universities worldwide have definitely seen a rise in the number of Indian students enrolling for admission, whether for a Bachelor's Degree or even Master's. Indian job market does prefer students with a degree from an international university. Several universities abroad offer better infrastructure, better quality education and focus a lot more on research based education.

Being an English speaking country, Canada is one of the most preferred countries to study at, for Indian students. The country offers a cosmopolitan environment and a high quality of life.

The Top % Countries are

- | | |
|-----------------------------|-------------------|
| a) Canada | b) Germany |
| c) Australia | d) United Kingdom |
| e) United States of America | |

Source for further details

<http://businessworld.in/article/Top-5-Countries-Where-Indian-Students-Prefer-To-Study-Abroad/25-08-2017-124833/>

ESSENTIAL SKILL WORK VISA CHANGES FOR NEW ZEALAND

The changes will support already announced changes to the Skilled Migrant Category (SMC) residence policy and strike the right balance between ensuring New Zealanders are at the front of the queue for jobs and preserving access to the temporary migrant labour necessary for New Zealand's continued economic growth.

The changes are designed to continue to enable employers to employ temporary migrant workers, where there are genuine shortages, while ensuring that lower skilled migrants are clear about their future prospects in New Zealand.

Source

<https://www.immigration.govt.nz/about-us/media-centre/news-notifications/changes-temporary-migrant-work-settings>

AAERI'S PETITION IS NOW AN AUSTRALIAN LAW

AAERI's public petition of the 16th Aug, 2016 on "course hopping" is heard by the Australian Government and now it has become an Australian Law under the Australian Nation Code on the issue of "course hopping".

The Revised Law now clearly states - "Registered providers must not knowingly enrol an overseas student seeking to transfer from another registered provider's course prior to the overseas student completing six months of his or her principal course"

The details are:

The New Australian Law (4th September, 2017)

<https://www.legislation.gov.au/Details/F2017L01182>

AAERI's petition (16th Aug, 2016) - <https://www.change.org/p/australian-government-ban-onshore-representation-fee-safe-guard-the-australian-education-industry>

President Rahul Gandhi thanks all the AAERI executives, AAERI members, Australian Education providers and the Australian Government for the support & the encouragement. Feels good & satisfied