"Good prospective clients. Good timings. Location was excellent. Great event - we will come again" Lomond School

# Independent SCHOOLS 100 W

## 2025 SHOW REPORT

SUPPORTED BY



Think Academy

"A really great event and well run. The organisers were extremely helpful and everything went very smoothly." Minerva Virtual Academy

"Thank you very much for hosting us and putting on a wonderful show with lots of visitors!" Royal Alexandra and Albert School



#### Introduction

This was our first Autumn show at our NEW home, the Royal Horticultural Society's Lindley Hall.

It was also the second of our NEW format shows: smaller, termly, targeting a specific segment of parents. The Autumn show aims to give parents a complete overview of the sector, from Nursery to Sixth Form, fully exploring day and boarding choices.

The midweek format and central location attracts visitors from right across Southern England, as well as from the wealthiest areas of London.

Parents tell us that they attend because they are seriously interested in the sector. Schools agreed - a record number of exhibitors rated the visitors as highly appropriate and reported a higher number of serious leads.

In line with our mission to reach every potential student market, we were delighted this term to welcome leading international education agencies to the Autumn Show and connect them with exhibitors through our new networking event, **AgentsConnect**.

David Wellesley Wesley, Show Founder





"Constant flow of people from start to finish, no 'lulls' in the day - the timings were perfect." **Abbey DLD Group of Colleges** 

Best thing about the Show?
"The number of interested families." **Benenden School** 

"What a wonderful day spent with a busy group of school legends" and "lots of people attending."

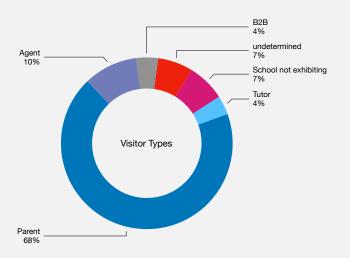
**Knightsbridge School** 



#### **About our visitors**

#### Autumn25 footfall:

- Total: 1453 visitors.
- 68% of visitors are parents (up 1% on Summer).
- More fathers now attending (33% of parents, up from 29% in the summer).
- Non-parents attending the show included heads and senior staff from non-exhibiting London preps and primaries (7%), tutors (3.5%) and agents (12%).
- Our location is convenient for all parts of the capital - top 15 feeder schools included schools in Lambeth, Wandsworth, Kensington and Chelsea, Westminster, Tower Hamlets, Barnet, Southwark and Kingston upon Thames - see page 4.



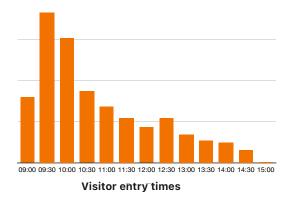




"There was a steady flow of visitors and we felt consistently busy but not overwhelmed."

#### **Bedales School**





There was a good flow of parents into the show all day.

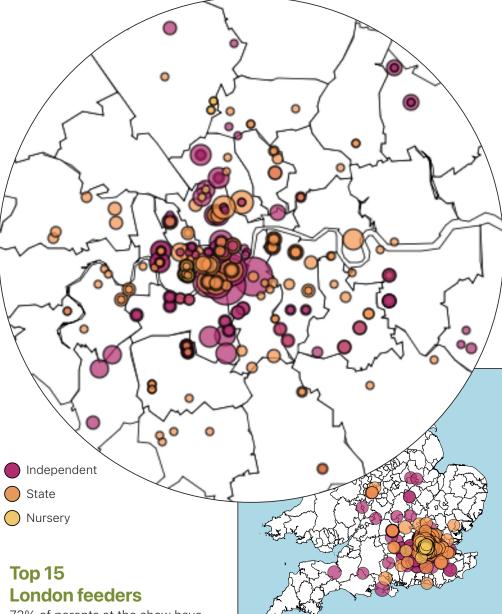
Peak check in: 0930-1000. We encourage parents to plan for a two hour visit, so most aimed to arrive before 13:00.

Many parents stayed longer than two hours to catch the afternoon talks and to speak 1-1 with schools when it was less hectic.

#### **Current schools**

The show is the most efficient way for school admissions teams to meet parents from a wide range of feeder schools.

The majority of parents attending the show have children in prime location central London schools. ISS also attracts parents with children at schools across London and Southern England.



73% of parents at the show have children attending preps and state primaries in London. The top 15 London schools, by number of visitors, were:

- Newton Preparatory School
- Thomas' (Battersea, Clapham, Fulham, Kensington)
- Belleville Primary School
- Canary Wharf College
- Norland Place School
- Wetherby Preparatory School
- Parson's Green Nursery
- 8. Boutcher Church of England Primary School
- Hampden Gurney CofE Primary School
- Hill House International Junior School
- Latymer Prep School
- Lyonsdown School
- Maida Vale School Rokeby School
- Finton House School
- Papplewick School Port Regis Preparatory School

Ludgrove School

Moreton Hall School

boarding preps

Brambletye School Edgeborough School

8% of parents at the show have

preps. The top 10, by number of

Highfield and Brookham School

Moulsford Preparatory School

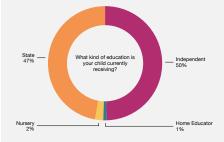
children attending boarding

- Summer Fields School
- Elstree School

visitors, were:

**Top 10** 





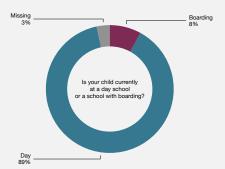
#### Independent, State Primary, Internationals, **Home Schoolers**

50% of visitors' children attend independent schools. 8% are currently boarding. 47% have children in state primary schools.

6% of parents were internationals recently moved or moving to the UK.

A small group are home educators.

8% of parents attending the show currently have children in boarding schools and 40% are considering boarding (see p8).



7.4% of parents attending the show currently have children who are under two (see p8).



#### 218 feeder schools



Parents at the Autumn show have children attending a wide range of schools and nurseries:

#### **Independent Schools**

Alleyn's School Atelier 21 Future School Avon House School

Bancrofts School Benenden School

Berkhamsted Prep and Pre-Prep School Blackfen School for Girls

Blackheath High School Box Hill School Brambletye School Broomwood Hall School

Bute House Preparatory School Cheltenham Ladies' College Chepstow House School Chinthurst School

Chinthurst School
City of London School for Girls
Collingham
Cranleigh School
Crosfields School
Croydon High School
Cumnor House School
Daneshill School
Donhead Preparatory School
Eaton House School Belgravia
Eaton House the Manor School
Eaton Square School
Ecole Francaise de Londres Jacques Prevert
Edgeborough School

Edgeborough School Elstree School Emanuel School Emanuel School Finton House School Francis Holland School Gad's Hill School Gatehouse School

Heathside Preparatory School Hereward House School

Highfield and Brookham Schools Highgate School

Hilden Grange School Hill House International Junior School

Hill House International Junior Schornsby House School
Hurlingham School
Hydesville Tower School
James Allen's Girls' School
Junior King's School, Canterbury
Kensington Prep School
King's College School
King's School, Rochester
Kingswood House School
Knightsbridge School
Latymer Upper School

Latymer Upper School
Ludgrove School
Lycee Francais Charles de Gaulle
Lyonsdown School
Merchant Taylors' Prep School

Merchant Taylors' Prep School
Merlin School
Merton Court School
Moreton Hall School
Moulsford Preparatory School
Newland House School
Newton Preparatory School
Norland Place School
Northwood College for Girls
Oakfield Preparatory School
Oakham School
Oakhyrst Grange School
Papplewick School
Parkgate House School

Papplewick School
Parkgate House School
Port Regis Preparatory School
Queen's Gate School
RGS Surrey Hills
Rokeby School
Salcombe School
Salcombe School
South Hampstead High School
St Christina's School
St Christopher's School
St Dunstan's College
St George's Junior School Weybridge
St Paul's Cathedral School
Staines Preparatory School
Summer Fields School

Staines Preparatory School
Summer Fields School
Sydenham High School GDST
The Cavendish School
The Cedars School
The Children's House School
The Pointer School
The Roche School
The Stewart Bilingual School
The Study Preparatory School
The Study Preparatory School
Thomas's Battersea
Thomas's Clapham
Thomas's Kensington
Tonbridge School

Trionbridge School
Tring Park School for the Performing Arts
Westminster Under School
Wetherby Preparatory School

Wetherby Senior School Willington School

Wimbledon High School

Woodford Green Preparatory School

#### State & Nurseries

All Saints Cofe Primary School
Ambler Primary School and Children's Centre
Ark Byron Primary Academy
Ashcroft Technology Academy
Ashmead Primary School
Barclay Primary School
Barclay Primary School
Barnes Primary School
Belleville Primary School
Bousfield Primary School
Bousfield Primary School
Boutcher Church of England Primary School
Brandlehow Primary School
Brandlehow Primary School
Brooklands Primary School
Campsbourne Junior School
Canary Wharf College 3
Charles Dickens Primary School

Canary Wharf College 3 Charles Dickens Primary School Cheam Park Farm Primary Academy Chislehurst School for Girls Christ Church School

Christ's College Finchley Christ's College Finchley Churchfield CofE Academy Cobham Free School Colchester Academy Coleridge Primary School Deer Park School

Drew Primary School
Dulwich Village Church of England Infants'

School

Dunraven School East Sheen Primary School Eling Infant School and Nursery

Eling Infant School and Nursery
Fennies Nursery Oxted
Fortismere School
Four Marks Church of England Primary School
Fox Primary School
Friars Primary Foundation School
Gillespie Primary School
Gospel Oak Primary School
Gresham Primary School
Haberdashers' Aske's Hatcham Temple Grove
Halstow Primary School
Hampden Gurney CofE Primary School
Hampstead Norreys C.E. Primary School
Harris Primary Academy Mayflower

Harris Primary Academy Mayflower Harrison Primary School Hayes School Hazelwick School

Hazelwick School
Holland Park School
Holy Cross Catholic Primary School
Holy Trinity CofE Primary School
Honeywell Infant School
International Academy of Greenwich
John Betts Primary School

Joseph Hood Primary School Judith Kerr Primary School Lady Bankes Junior School Lady Margaret School Larmenier & Sacred Heart Catholic Primary

School
Little People of Fulham
Marshgate Primary School
Mayfield Primary School
Millbrook Park Primary School
Mount Pleasant Lane Primary School

Oaks Park High School
Oratory Roman Catholic Primary School
Parson's Green Nursery
Polebrook Church of England Primary School
Portman Early Childhood Centre
Primrose Hill School
Particle Primary School

Ramridge Primary School Riverley Primary School Riverside Primary School

Riverside Primary School
Rutlish School
Sacred Heart Catholic Primary School, Battersea
Scargill CofE (Aided) Primary School
Scotts Primary School
Shaftesbury Park Primary School
Sheringdale Primary School
South Norwood Primary
St Andrew's Church of England Primary School
St Clement Danes CofE Primary School
St Dominic's Catholic Primary School
St Francis RC Primary School
St George's Church of England Primary School
St Ignatius RC Primary School
St John and St James CofE Primary School
St John Evangelist RC Primary School
St John's and St Clement's Church of England
Primary School
St John's and St Clement's Church of England
Primary School

St Johns Walham Green Church of England Primary School

Primary School St Joseph's Catholic Primary School St Joseph's RC Primary School St Jude's Church of England Primary School St Luke's Church of England Primary School

St Martin's CofE (Aided) Junior School St Mary Magdalen's Catholic Primary School

St Mary M St Mary's

St Mary's
St Peter's Catholic Primary School
St Peter's Eaton Square CofE Primary School
St Stephen's C E Primary School
St Tresa's Catholic Primary School
St Thomas Becket Catholic Primary School
Stroud Green Primary School

The Bridge Academy The Cottesloe School

The Cottesloe School
The Learning Experience
Thomas Jones Primary School
Tonbridge Grammar School
Trotts Hill Primary and Nursery School
Virginia Primary School
Waddesdon Village Primary School
Watford Grammar School for Boys
Weydon School
Wimbladen Park Primary School

Wimbledon Park Primary School



#### Relationships with **London schools**

Many visitors hear about the show from their child's school.

The show communicates regularly with 1000+ contacts in London preps, primary schools and nurseries.

Alongside mailers and flyers, we produce a pack to help schools promote the event in their newsletters to parents.

We encourage senior staff to attend. This term, 23 prep and primary school leaders attended the event.

We are very grateful that schools see the show as an effective way to help parents plan their child's future.



## Independent SCHOOLS NOW

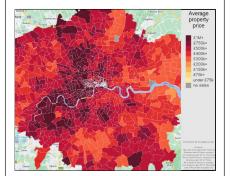
#### **Target boroughs**

We target visitors who live in affluent boroughs.

Top home locations of visitors at the Autumn25 show:

- Wandsworth
- · Kensington and Chelsea
- Hammersmith and Fulham
- Westminster
- Lambeth
- · Richmond upon Thames
- Southwark
- Camden

These locations correlate tightly with maps of wealth in London.



#### **Expanded Reach**

Our new location (handy for mainline rail as well as tube) has expanded the reach of the Show. Visitors from outside London tend to hear about the show from our media partners (see p10).

Below: Homes of Autumn 2025 visitors, who live outside the M25.







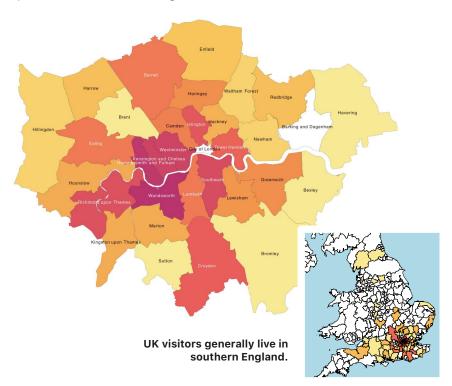






#### Where Autumn25 visitors live

The vast majority of visitors to the show live in prime London boroughs.



Above & below: Some homes of Autumn 2025 visitors, who live in London boroughs























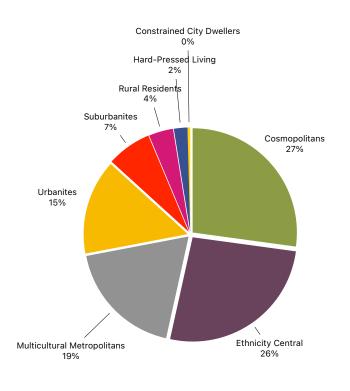


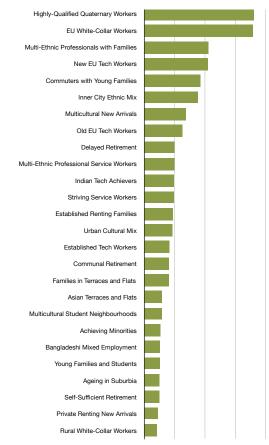


#### Visitor demographics



The diversity of families at the show reflects Central London's multi-cultural, highly-skilled workforce.











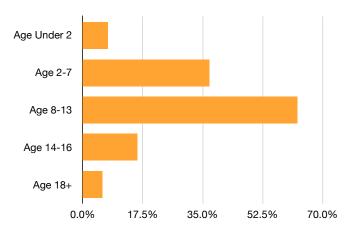


#### What visitors want

Parents come to the show with open minds, looking to find the right school for their child.

#### Age of children

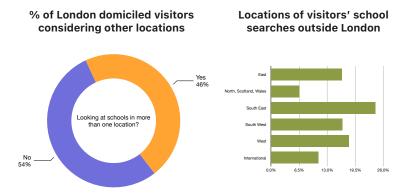
- The Autumn show covers the whole journey from Nursery to Year 13. This attracts parents who are looking ahead, planning their child's future education.
- 62% have children aged 8-13 thinking about senior schools and prep boarding.
- 37% of visitors are parents of younger children, aged 2-7, looking at pre-prep, prep and senior. 7.4% had children under two planning the whole journey from Nursery.



#### Above: Age of visitors' children

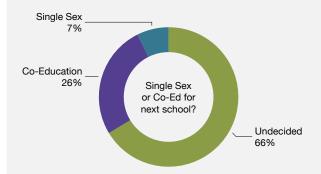
#### **Open-minded about school locations**

- 81% of visitors at the show are looking at London schools, but 46% are also looking outside the capital.
- Parents looking outside the capital are thinking about day places / family relocation as well as boarding.
- South East is the most popular search area, but many are looking further afield, and also considering international options.

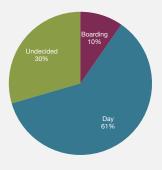


#### **School choices**

- Most parents are considering Co-Ed schools; but many are looking at both co-education and single sex schools.
- Parents of boys more likely to be looking at single sex schools.

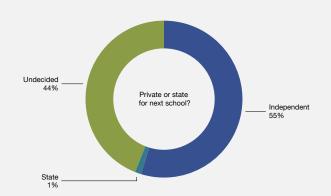


Above: Single Sex or Co-Ed? Below: Boarding / Day



The majority of visiting families are considering a range of 11+/13+ options for their children:

- 63% do NOT need information about bursaries.
- 10% came to the show certain they would like their child to board.
- 39.2% of visitors are considering boarding.
- 61% are certain they would like a day school. 44% of this group are looking at state schools as well as independents.

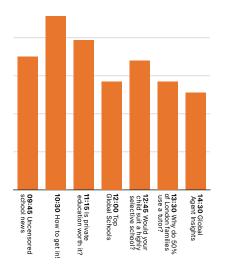




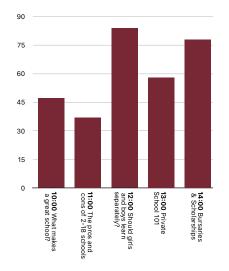
#### **Talks programme**

778 visitors attended talks in two theatres. We would like to thank our partners Think Academy UK who sponsored the main stage in the North Annexe, and The Good Schools Guide who chaired the Forum talks in the main hall.





Think Academy Theatre audiences



Good Schools Guide Forum audiences

#### **Think Academy Theatre**

The programme was designed to help London parents tackle the practical questions parents ask. All talks were over-capacity.

### **Good Schools Guide Forum**

The Good Schools Guide Forum brings together panels of leading schools to be interviewed by the Guide's editors and consultants, who are all school choice experts



## **NEW: Sector News Briefing**

Tori Cadogan, *Tatler's* renowned Education Editor opened the show with a sector news briefing featuring a panel of education journalists, political and legal experts and sector leaders.



Watch on YouTube.





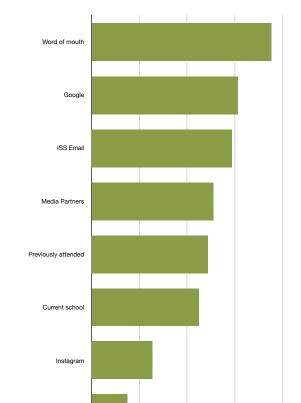
#### **Autumn25 marketing campaign**

A targeted marketing plan took place simultaneously across different media and social platforms.

The campaign started in July, onboarding 27% of ticketholders before August. Then we ran an intense campaign through September from the start of the school year until the show opened in October.

#### The visitors came from:

- Emails to our database of UK families who have registered in the past, previously attended, or attended online events performed strongly;
- Organic Google searches + paid Google advertising;
- Our well-established media partnerships with the Good Schools Guide, Tatler, Schools House, The Week, Muddy Stilettos and Nappy Valley give the show a unique national reach;
- Social media is now a significant source of visitors. Instagram and Facebook are our key channels;
- Word-of-mouth continues to dominate in the final weeks because we encourage people who register early to tell their friends and families.



Sources of visitors











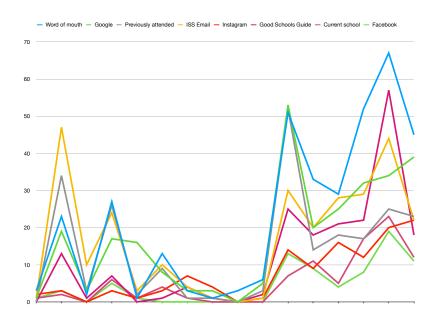
300

#### Below full page advert in September's Tatler



#### Below sources of visitors, weekly through the build up

100





% Sessions 21 June 14 October

34.23%

31.94%

23.13%

2.21%

1.77%

1.52% 0.87%

0.84%

0.65%

0.52%

0.37%

0.35%

Source of web

Google / organic

**Direct (includes** 

ISS emails) **Facebook** 

Google / CPC

**Good Schools** 

Guide Instagram

other

**Eventbrite** 

events tiktok

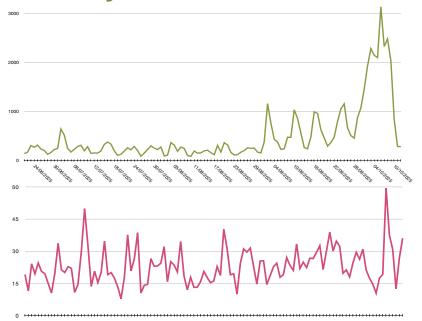
**Chat GPT** 

LinkedIn

Yahoo

showoff.asp.

#### Web activity

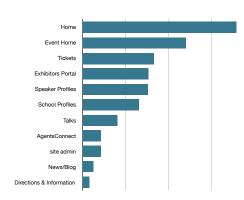


Daily ISS web traffic, 21 June to 14 October Top: #Users; Bottom: Average time on site

Traffic on the website rises each week as we get closer to the show. The spikes are stimulated by weekly our emails that highlight different aspects of the event; one reason that 65% of traffic is direct or organic.

Average length of time on the website fluctuates because many first time visitors simply want to get tickets.

Parents that return to the site look at the event programme, read school and speaker profiles, and watch videos.

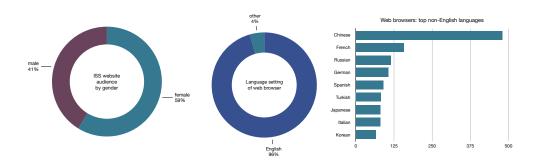


Above: most popular content categories on the website

#### 0.33% InvestingWeekly 0.27% Linktr.ee 0.24% DuckDuckGo 0.20% Yandex 0.18% **Exhibitor** 0.13% **Ecosia** 0.12% Wikipedia 0.07% YouTube 0.02% Gleanin 0.02%

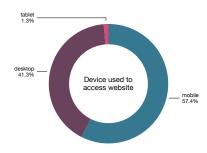
#### Online demographics

- A basic pattern remains constant mothers are more likley than fathers to register for tickets. However fathers engage online - 41% of visitors in the build-up were male, and this term a record number of fathers, 28.6%, registered for tickets.
- Website visitors to the event pages are 74% UK based, and 96% have their browser set to English language.
- The overseas audience is an important segment both as attendees of international events and visitors to the London shows. Top countries are: Germany, China, Netherlands, India, Singapore, Hong Kong, Spain, United Arab Emirates, Switzerland, Italy, Turkey.



#### Mobile use

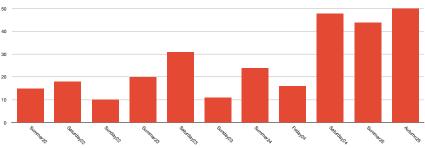
- 57.4% of ticket registrations take place on phones.
- Apple devices dominate mobile and desktop.





#### Social media & online advertising

Over the last year there has been 157% rise in visitors who heard about the show from social media, principally from the success of our Instagram campaigns, which are supported by exhibitor and partner posts. We continue to invest strongly in social media advertising (Facebook, Instagram and Google) to support this organic growth.



Visitors who heard about the Shows on Instagram 2022-25

#### Instagram 2025

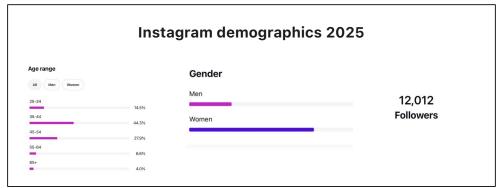
Instagram continues its steady rise as a source of visitors.

 Our current Instagram follower count stands at 12,012, up over 12.6% since our last ISS in the summer.

ISS ran a 3.5 month Instagram campaign, in conjunction with *The Good Schools Guide* which produced:

- 600,000 views of content.
- · 284,600 accounts reached.
- The majority of engagement came from Posts (53%), followed by Stories (28%).
  - · The advertising focus was on Posts.
  - The highest viewed Reel had 40,000 views.





## Thank you for your posts on social media





"It was useful for us to be given the assets to use ourselves."

#### **Hurst College**

















#### **Exhibitor feedback**

Independent Show

71% of exhibitors took part in our feedback survey. Exhibitors this term reported that the visitor quality was higher than ever before, and as a result the average number of positive leads was up substantially.





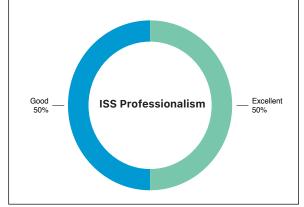
#### **Best things:**

- Lots of people attending.
- · Constant flow of people.
- Convenient for public transport.
- Quality of parents attending, all already interested in private education. The result: better leads.
- Much more financially viable for schools to attend - easier and more budget efficient to not have to dress large shell scheme stands.
- The midweek, condensed, one-day format.



Once again I am delighted and proud that this term 100% of you rated the professionalism of my team as 'good' or 'excellent'.

Ben Hitchman, Show Director







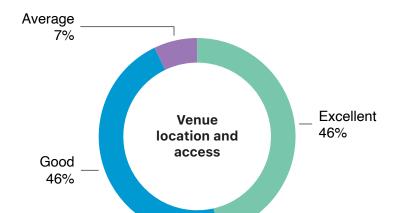
## What you asked us to improve

- Noise overspill from the theatres (headsets introduced).
- Social media posts from ISS to feature all exhibitors.
- Drop-off (without roadworks this was much easier).
- Refreshments / seating for visitors (balcony café is now general access).

## What you would like us to improve

- More London day schools at the event as speakers/exhibitors.
- Fewer B2B sales people (suppliers, magazines, dance schools etc).
- Exhibitors' lounge or seating area.
- Agents new system needed to signal the 22% of exhibitors who do not want to meet agents.
- Agents not wearing their passes to make it clear they weren't parents.

#### Your feedback

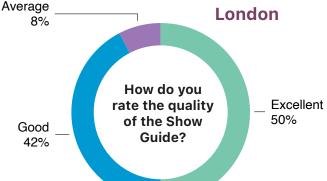


"Midweek format so much better."

#### **Hurst College**

"I loved that it was paired down and that it was in a more central location."

The American School in London



"We enjoyed the event immensely, and our Head enjoyed a very successful talk. Many viable leads which we are following up. Many thanks to all the organisers, we will certainly attend again in the future." **Bishop's Stortford College** 



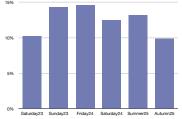
"We really like the new set up, and it is far more effective for us in terms of staffing, location and cost." **St James Schools**  Do you like the cost savings of bringing your own banners and not having shell scheme?

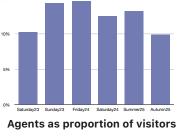
\_\_\_\_\_ Yes 100%

#### **Agents**

The proportion of visitors that were agents fell this term to 9.9%, but the quality rose substantially.

This was achieved through delivering more value for agents with our new 'Global Insights reception, and our new AgentsConnect event.





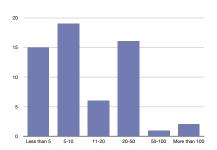


Independent

#### **Leading agents**

We are building relationships with the top agencies and many now attend and speak at the show.

The show is becoming an important touchpoint for schools and leading agents.



Scale of Agents' businesses (annual placements in UK)



#### **Global Insights**

#### Agents talk & reception

Our NEW global insights talk and reception brought together a panel of leading agents to discuss the state of the market globally for UK schools.

Taking part this term:

- Samuel Chan, Britannia, Managing Director.
- Susan Fang, Oxbridge Holdings, Co-Founder & Owner.
- Pavel Novichkov, Bruton Lloyd LLP, Head of Consultancy.
- Nathaniel Price, Dean Associates, Managing Director.

The market insights were invaluable. The talks were recorded and are available for exhibitors to watch.

After the talk there was a short networking session enabling schools to introduce themselves in person before their 1-1 meetings in AgentsConnect the following day.

"The agent networking event was a great success and set us up well for the AgentsConnect event on Friday." St James Schools





#### **AgentsConnect**

NEW this term we piloted AgentsConnect.

Taking place online the morning after the live show, AgentsConnect helps ISS schools meet a carefully curated group of leading agents.

We welcomed 59 attendees for this first event. Our plan is to expand this follow-up event incrementally each term.

See overleaf (page 16) for a full summary.



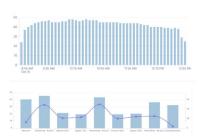
#### **Attendees**

## Beach Education Britania Britania ARREN Britania Britania WINCHESTER COLLAN Brentwood School

#### Total: 59 attendees:

- 26 schools and school groups including: Winchester College, GDST, MPW, Lancing, Roedean, Malvern College, Hurtwood, Fettes, Benenden, Sedbergh.
- 28 leading agents including: Britannia, Bruton Lloyd, Everything, Debretts, Beach Education, Claire Calder, Mark Brooks Education, Oakes Education, English Schools Up.
- 5 speakers from: Boarding Schools Association, Charles Russell Speechlys LLP, Bonas MacFarlane, Narrow Quay Solutions.

#### **Engagement**



96% attendees were able to stay for the whole event - from 9am-1pm. In that time we ran:

- Three networking sessions: where schools met agents.
- Two agents talks and two schools talks provided targeted market intelligence.
- Ring Central Events provided an introduction to the platform and manned a help desk throughout the event.



Watch talks on YouTube.

#### **Connections**



There were 229 networking meetings.

- Meetings were set for 10 minutes and could be shorter or extended to 20 minutes.
- The most active attendee held 19 meetings.
- 88% of attendees held 8 or more meetings. Two held less than 6 because they had to leave early.
- 69% of meetings resulted in a connection request to exchange contact details.
   133 successful connections were made.

#### Attendee feedback:

- "What a fantastic way to meet schools! The networking sessions were fantastic. It was great to meet new faces and to see a few old ones, and my diary is rapidly filling up with invitations to visit a fantastic array of schools, which will keep me out of mischief for a while! Incredibly worthwhile."
- "I just wanted to extend a sincere thank you for organising such a valuable opportunity with the recent AgentConnect event. It was incredibly insightful and much appreciated."
- "This was by far and away the most productive event I have been to."

#### Spring26

Tuesday 3 March London show: 28 February



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|        | SHOW                                      | DATES  | PRICES                               |
|--------|---|--|--------------------------------------|
|        | <b>AUTUMN</b><br>EUROPE<br>2025           | Monaco<br>- Tuesday 25 November  | £4,000                               |
|        | ISS SPRING<br>2026                        | RHS Lindley Hall<br>- Saturday 28 February   | £4,500                               |
|        | SPRING TOUR<br>MIDDLE EAST<br>& ASIA 2026 | Abu Dhabi - 12 March<br>Dubai - 14 March<br>Bangkok - 18 March<br>Singapore - 21 March | £2,500<br>£4,000<br>£4,000<br>£4,000 |
|        | USA<br>NEW YORK<br>2026                   | Pratt Mansions<br>- Thursday 30 April  | £4,000                               |
| AND IN | ISS SUMMER<br>2026                        | RHS Lindley Hall<br>- Thursday 14 May  | £4,500                               |
|        | ISS AUTUMN<br>2026                        | RHS Lindley Hall<br>- Thursday 8 October*  | £4,500                               |
|        |   |  | *PROVISIONAL DATE                    |



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