

2012 WORLD

Geographic Trend Report for GMAT[®] Examinees



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The *World Geographic Trend Report for GMAT® Examinees* identifies mobility trends among candidates applying to and attending graduate business school. Geographic and background data collected after each test taker completes the GMAT exam are combined with score-sending patterns to illustrate which countries and schools are of interest to citizens of various world regions. Data from the most recent testing year are compared against data from four years prior to identify changes in examinee preferences.

Geographic Trend Reports were first introduced in 2005 as part of the GMAC® Research Report Series. The trend series has since grown based on requests for annual updates and specialized reports for individual regions, including Asia, Europe, and North America.

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The World Geographic Trend Report presents trends in the prospective student pipeline for graduate management education. Analysis is based on data collected from Graduate Management Admission Test® (GMAT®) examinees during the 2008 and 2012 testing years (TY).¹

GMAT examinees send score reports to schools all around the world for consideration into graduate management programs. Score-sending data reveal two key types of information related to examinees' geographic program preferences. First is *absolute* change in the overall number of GMAT score reports that are sent each year, which reflects the physical size of the annual student pipeline. The second type of information is *relative* change, which measures the proportion of total scores sent to a given country or region and reveals structural changes in market share. Many factors influence the attractiveness of certain programs to students and also the ability of students to pursue management education. This report identifies the aggregate outcomes of such dynamics.

Key Findings

- GMAT testing reached 286,529 exams taken in TY 2012, representing the greatest annual total ever with an 11 percent increase from TY 2011 and a 16 percent increase from TY 2008.²
- Each of the 10 world testing regions identified in this report experienced growth in prospective business school students taking the GMAT exam in TY 2012 for the five-year period. Six citizenship regions also recorded five-year testing highs.
- GMAT exams taken by US citizens represented 41 percent of global exams taken in TY 2012, down from 51 percent in TY 2008. This shift reflects growth worldwide from non-US citizens, especially in Asia.
- GMAT examinees sent 831,337 score reports to management programs around the world in TY 2012. Business schools in the United States received 76 percent of these score reports, down from 81 percent in TY 2008.
- Outside of the US, managements programs in the United Kingdom, Canada, and India received the most score reports in both TY 2008 and TY 2012.
- Significant regional differences exist in terms of GMAT score-sending behavior. For example, citizens from Central & South Asia sent an average of 4.3 score reports per exam taken in TY 2012. In contrast, Western Europeans sent only 2.1 score reports on average.
- A growing segment of GMAT examinees send score reports to non-MBA master's programs—such as Masters of Accountancy, Finance, and Management. In TY 2012, 29 percent of GMAT score reports were directed to specialized master's programs, up from 17 percent in TY 2008.
- GMAT score-senders to non-MBA master's programs tend to be younger than those interested in MBA programs and are more likely to hold undergraduate degrees in a business field.

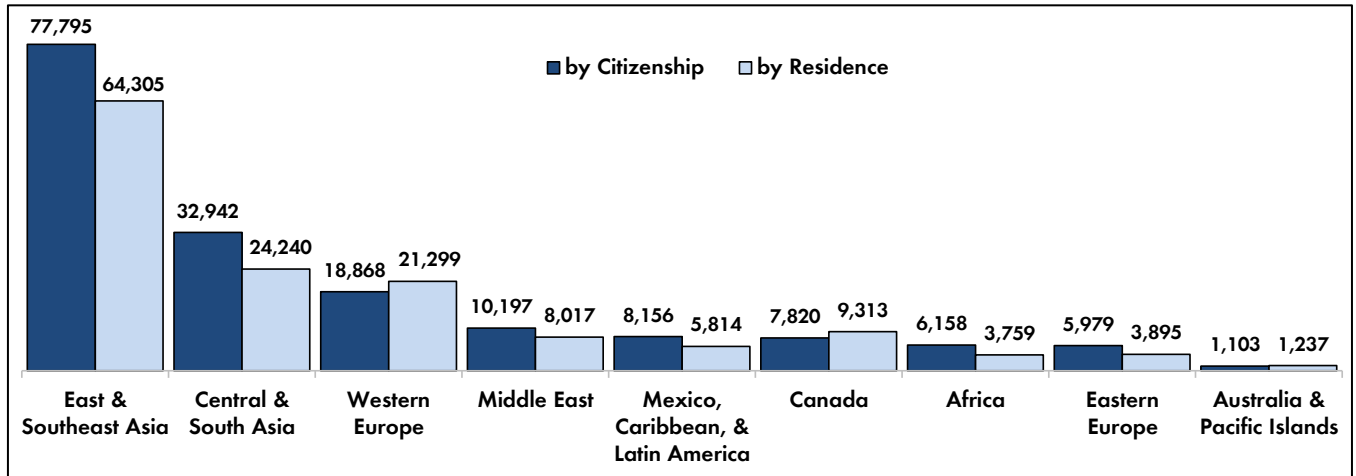
¹ A testing year runs from July 1 to June 30. Thus, TY 2012 covered the period from July 1, 2011 to June 30, 2012.

² Some of TY 2012 global growth was due to the addition of the Integrated Reasoning section to the GMAT exam on June 5, 2012. Historically, test volume rises just before changes are made to a standardized exam as test takers opt for a familiar format at transition time.

Global Testing Environment

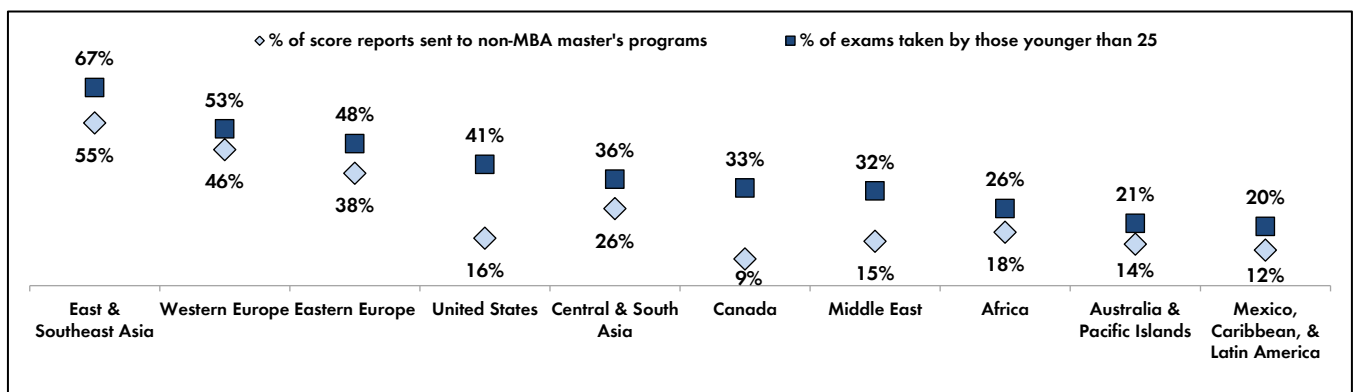
Geographic data collected in each testing year include examinees' mailing addresses at the time of exam registration (residence) and country of citizenship. *Figure 1* shows the TY 2012 regional testing landscape. In the remainder of this report, GMAT data only reflect the citizenship measure.³

Figure 1. GMAT® Exams Taken in TY 2012 by Region of Citizenship and Residence (excluding the US)



A growing share of GMAT exams is taken by individuals interested in non-MBA graduate management degrees (e.g., master's programs in accountancy, finance, and management). As a result, aggregate GMAT figures represent an increasingly complex view of graduate management education. This is especially true given the many ways in which a typical master's degree candidate differs from a typical MBA candidate. Regionally, age is the greatest differentiator. Citizenship groups with younger pools of examinees tend to exhibit the greatest interest in non-MBA master's programs (*Figure 2*).

Figure 2. Age and Degree Intentions of GMAT® Examinees in TY 2012, by Region of Citizenship



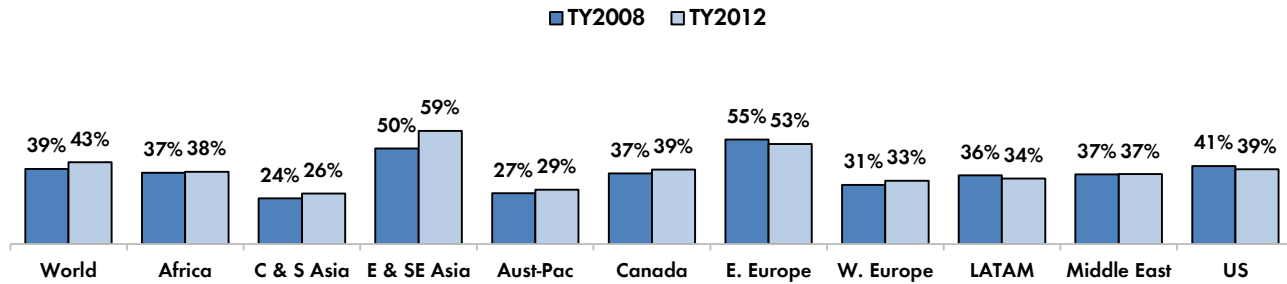
³ For more information on GMAT trends by region of residence please refer to Table B.2. in Appendix B of this report or the 2012 Profile of GMAT® Candidates, which is available at: gmac.com/profile.

Pipeline Characteristics by Region of Citizenship

Women

The share of women sitting for the GMAT exam grew in 6 out of 10 citizenship regions.

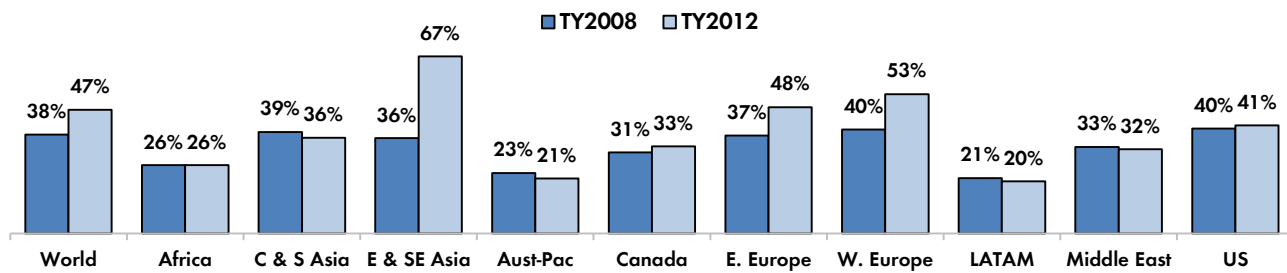
Figure 3a. GMAT® Exams Taken by Women (%)



Younger Talent

Europeans and East/Southeast Asians had the youngest student pipelines in TY 2012.

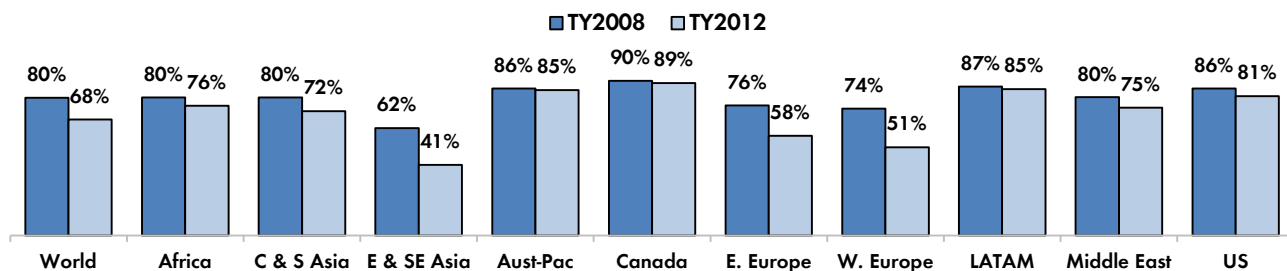
Figure 3b. GMAT® Exams Taken by Those Younger Than 25 (%)



Program Interest⁴

Canadian examinees sent the greatest share of GMAT score reports to MBA/EMBA programs in TY 2012 (89%), whereas East and Southeast Asians sent the lowest (41%).

Figure 3c. GMAT® Scores Sent to MBA/EMBA Programs (%)



⁴ In this year's report, program types were grouped into three categories: (1) MBA/EMBA programs, (2) non-MBA master's programs, and (3) other. See the *Methodology* section on page 30 for more information.

GMAT Exams Taken by Region of Citizenship

The number of GMAT exams taken during TY 2012 reached 286,529, representing the greatest annual total ever and an 11 percent increase from the previous year (*Table 1*). It likely also reflects increased interest in the exam due to the addition of the Integrated Reasoning section on June 5, 2012. Historically, test volume rises just before changes are made to a standardized exam as test takers opt for a familiar format at transition time. *Table 2* shows that GMAT candidates sent 831,337 score reports to business schools around the world in TY 2012, also the highest annual total on record.

**Table 1. GMAT® Exams Taken by Region of Citizenship
TY 2008 to TY 2012**

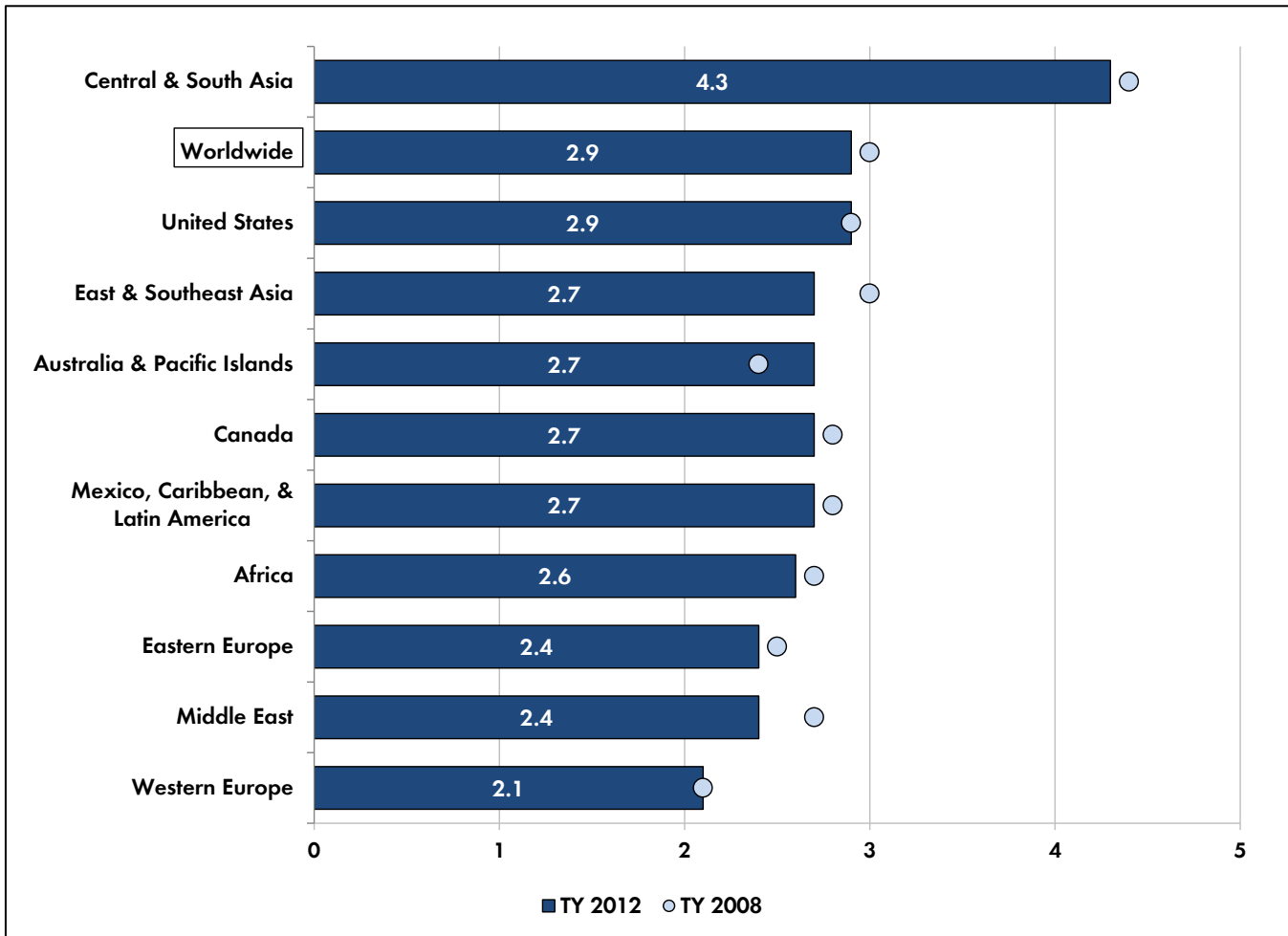
Region of Citizenship	TY 2008	TY 2009	TY 2010	TY 2011	TY 2012	Percentage of TY 2012 Total
1. United States	126,132	130,508	127,061	116,546	117,511	41.01%
2. East & Southeast Asia	39,986	45,774	50,056	57,649	77,795	27.15%
3. Central & South Asia	31,163	33,322	29,570	27,902	32,942	11.50%
4. Western Europe	14,956	17,556	18,559	18,698	18,868	6.59%
5. Middle East	8,099	9,171	9,747	9,580	10,197	3.56%
6. Mexico, Caribbean, & Latin America	7,923	8,334	7,833	7,733	8,156	2.85%
7. Canada	7,332	7,621	7,737	7,323	7,820	2.73%
8. Africa	5,723	6,562	6,588	6,145	6,158	2.15%
9. Eastern Europe	4,769	5,668	5,765	5,600	5,979	2.09%
10. Australia & Pacific Islands	874	1,097	1,063	1,016	1,103	0.38%
Total Number of Exams Taken	246,957	265,613	263,979	258,192	286,529	100%

GMAT Score Reports Sent by Region of Citizenship

**Table 2. GMAT® Score Reports Sent by Region of Citizenship
TY 2008 to TY 2012**

Region of Citizenship	TY 2008	TY 2009	TY 2010	TY 2011	TY 2012	Percentage of TY 2012 Total
1. United States	363,186	377,742	361,859	327,498	335,874	40.40%
2. East & Southeast Asia	121,891	140,464	150,573	168,734	212,667	25.58%
3. Central & South Asia	136,296	143,518	127,290	120,654	142,329	17.12%
4. Western Europe	31,412	37,504	39,446	38,232	39,292	4.73%
5. Middle East	21,628	24,247	24,085	22,726	24,313	2.92%
6. Mexico, Caribbean, & Latin America	22,198	23,507	21,860	20,980	22,242	2.68%
7. Canada	20,809	21,311	21,145	19,733	21,385	2.57%
8. Africa	15,466	17,051	15,788	15,420	15,784	1.90%
9. Eastern Europe	11,784	13,389	14,111	13,714	14,461	1.74%
10. Australia & Pacific Islands	2,106	2,771	2,888	2,708	2,990	0.36%
Total Number of Scores Sent	746,776	801,504	779,045	750,399	831,337	100%

Figure 4. Average Number of GMAT® Score Reports Sent per Exam Taken, by World Region of Citizenship



The average number of score reports sent per exam taken was 2.9 in TY 2012, down slightly from 3.0 in TY 2008. *Figure 4* shows that Central and South Asian citizens (led by India) sent the highest number of score reports per exam taken in TY 2012 (4.3). In comparison, Western European citizens sent the lowest average number of score reports per exam taken (2.1).

Although the global average number of score reports sent in TY 2012 was 2.9, the most common behavior of examinees was to send either five score reports or just one.⁵

⁵ Prospective students may send up to five score report submissions at the time of GMAT testing for no additional cost.

Regional Score-Sending Patterns

The remainder of this report details score-sending patterns for all GMAT examinees, who collectively sent a total of 831,337 score reports in TY 2012, and provides breakdowns for the following 10 regional citizenship groups:

- Africa (15,784 scores sent in TY 2012)
- Australia and Pacific Islands (2,990)
- Canada (21,385)
- Central and South Asia (142,329)
- East and Southeast Asia (212,667)
- Eastern Europe (14,461)
- Mexico/Caribbean/Latin America (22,242)
- Middle East (24,313)
- United States (335,874)
- Western Europe (39,292)

A comprehensive list of the countries that make up each region is available in Appendix A. *Table 3* displays the percentage of total score reports sent to each world region in TY 2012 based on regional citizenship. For example, in TY 2012, African citizens sent 11.90 percent of their score reports to graduate programs located in Africa and 60.95 percent to US programs.

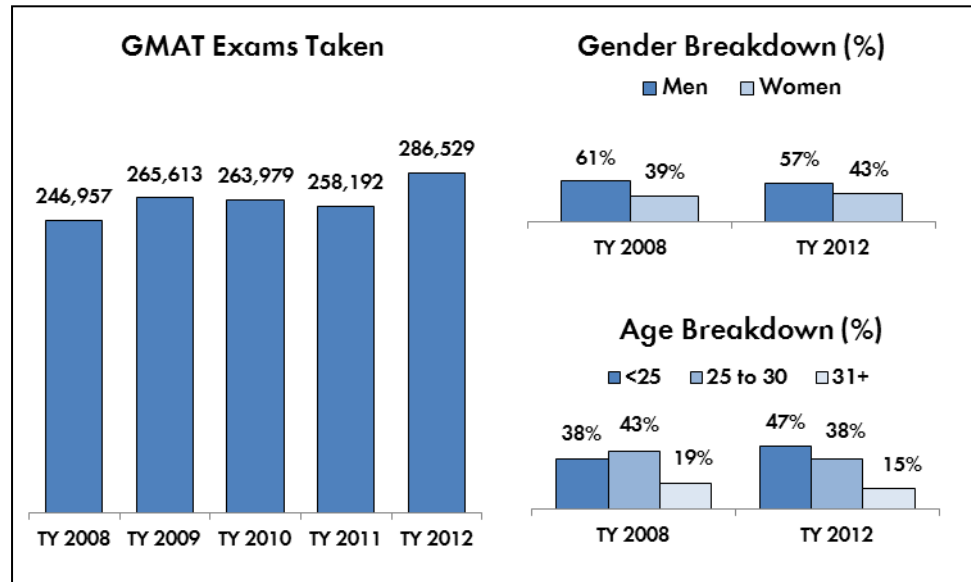
Table 3. Global Score-Sending Destinations in TY 2012 by Region of Citizenship

Examinee Region of Citizenship (Down)	Region of Graduate Management Program Location (Across)									
	Africa	Australia & Pacific Islands	Canada	Central & South Asia	East & Southeast Asia	Eastern Europe	Mexico, Caribbean, & Latin America	Middle East	United States	Western Europe
Africa	11.90%	0.49%	8.72%	0.10%	0.48%	0.03%	0.04%	0.26%	60.95%	17.03%
Australia & Pacific Islands	0.13%	16.05%	0.94%	1.27%	3.75%	0.00%	0.00%	0.40%	48.90%	28.56%
Canada	0.03%	0.21%	63.39%	0.14%	1.68%	0.01%	0.03%	0.24%	26.05%	8.21%
Central & South Asia	0.02%	0.98%	4.72%	17.34%	8.71%	0.02%	0.01%	0.43%	51.82%	15.93%
East & Southeast Asia	0.01%	0.78%	3.87%	0.02%	9.02%	0.07%	0.03%	0.01%	77.05%	9.14%
Eastern Europe	0.04%	0.37%	2.81%	0.01%	1.04%	2.01%	0.02%	0.28%	44.45%	48.95%
Mexico, Caribbean, & Latin America	0.01%	0.63%	4.64%	0.02%	0.64%	0.03%	1.30%	0.15%	76.68%	15.89%
Middle East	0.05%	0.30%	6.58%	0.02%	0.35%	0.05%	0.01%	29.10%	51.66%	11.89%
United States	0.01%	0.05%	0.14%	0.03%	0.23%	0.01%	0.04%	0.05%	97.93%	1.52%
Western Europe	0.08%	0.45%	1.12%	0.19%	1.68%	0.05%	0.16%	0.22%	28.41%	67.63%
Worldwide	0.24%	0.51%	4.07%	3.01%	4.08%	0.07%	0.07%	0.98%	75.83%	11.14%

Worldwide

Global GMAT® testing in TY 2012 grew 11 percent from the previous year to reach an all-time high of 286,529 exams taken. Women sat for 43 percent of these exams, their highest level ever, up from 39 percent in TY 2008. In addition to a greater share of women taking the GMAT, the prospective student pipeline has also added more young people. In TY 2012, nearly half (47%) of exams were taken by those younger than 25 (Figure 5).

Figure 5. GMAT® Exam Trends: All Examinees



The United States remains the leading score-sending destination for GMAT examinees. US-based graduate business programs received 630,406 score reports in TY 2012 or 76 percent of total scores sent. Although the number of scores sent to the United States was significantly higher in TY 2012 than when compared with TY 2008, the market share for US schools declined from 81 percent to 76 percent over the period. This is likely due to several factors, including greater usage of the GMAT exams for admissions by high-quality graduate management programs around the world. The United Kingdom and Canada were the second and third preferred score-sending destinations in both years. Israel fell off the top 10 destination list in TY 2012, to be replaced by Germany (Table 4).

TY 2008 All Examinees			TY 2012 All Examinees		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	605,809	81.12%	1. United States	630,406	75.83%
2. United Kingdom	27,389	3.67%	2. United Kingdom	35,115	4.22%
3. Canada	24,637	3.30%	3. Canada	33,845	4.07%
4. India	17,760	2.38%	4. India	24,877	2.99%
5. France	17,034	2.28%	5. France	24,505	2.95%
6. Singapore	10,071	1.35%	6. Singapore	15,404	1.85%
7. Israel	6,450	0.86%	7. Hong Kong	13,017	1.57%
8. Hong Kong	5,206	0.70%	8. Netherlands	7,117	0.86%
9. Spain	5,112	0.68%	9. Spain	7,012	0.84%
10. Netherlands	3,488	0.47%	10. Germany	5,837	0.70%
Total Scores Sent	746,776	100%	Total Scores Sent	831,337	100%

*Based on number of score reports received. Average score reports sent per exam taken: 3.0 in TY 2008; 2.9 in TY 2012.

Figure 6 shows a growing percentage of GMAT examinees sending score reports to non-MBA master’s programs. Although a clear majority of GMAT scores (68%) are still directed to MBA and EMBA programs, there has been growing interest in specialized master’s opportunities since TY 2008. In TY 2012, 29 percent of GMAT score reports were sent to non-MBA master’s programs, up from just 17 percent in TY 2008. These pipelines remain very distinct and are highly segmented by age, gender, and undergraduate major.

The United States was the top score-sending destination in TY 2012 for each subgroup shown in Table 5. Women (78%) and examinees younger than 25 (77%) were the most likely to send score reports to the United States. The United Kingdom was the second preferred study destination overall, but Canada ranked second for women and those 25 and older.

Figure 6. GMAT® Scores Sent by Program Type: Global Examinees

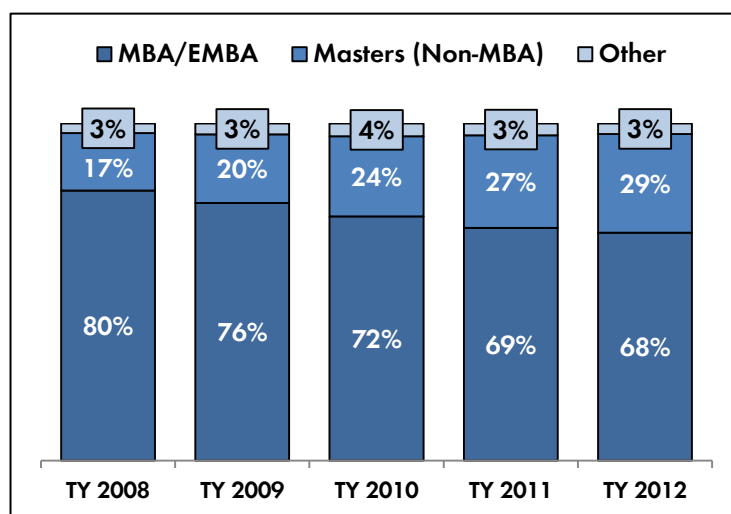


Table 5. TY 2012 GMAT® Examinee Characteristics for All Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	286,529 (100%)	548	831,337 (100%)	2.9	1. United States 76% 2. United Kingdom 4% 3. Canada 4%
Gender Breakdown					
Women	122,843 (43%)	536	335,843 (40%)	2.7	1. United States 78% 2. Canada 4% 3. United Kingdom 4%
Men	163,686 (57%)	557	495,494 (60%)	3.0	1. United States 75% 2. United Kingdom 4% 3. Canada 4%
Age Breakdown					
Younger than 25	134,746 (47%)	553	376,912 (45%)	2.8	1. United States 77% 2. United Kingdom 4% 3. Canada 4%
25 to 30	107,651 (38%)	555	339,992 (41%)	3.2	1. United States 75% 2. Canada 4% 3. United Kingdom 4%
31 and older	44,132 (15%)	516	114,433 (14%)	2.6	1. United States 74% 2. Canada 5% 3. United Kingdom 5%

*The destination ranking reflects the total number of score reports sent.

Canadian Citizens

Prospective business school students from Canada sat for 7,820 GMAT exams in TY 2012, a five-year high. Between TY 2008 and TY 2012 the share of exams taken by Canadian women grew to 39 percent. The age distribution over the period was relatively unchanged, with examinees aged 25 to 30 remaining the largest source of talent (Figure 7).

The percentage of score reports sent by Canadian citizens to business schools located in Canada grew from 61 percent in TY 2008 to 63 percent in TY 2012 (Table 6).

This level of interest in domestic study opportunities remains one of the highest within the GMAT pipeline. Scores sent to the United States fell from 30 percent to 26 percent over the five-year period, offset by greater interest for programs in Canada and across Western Europe.

Figure 7. GMAT® Exam Trends by Citizenship: Canada

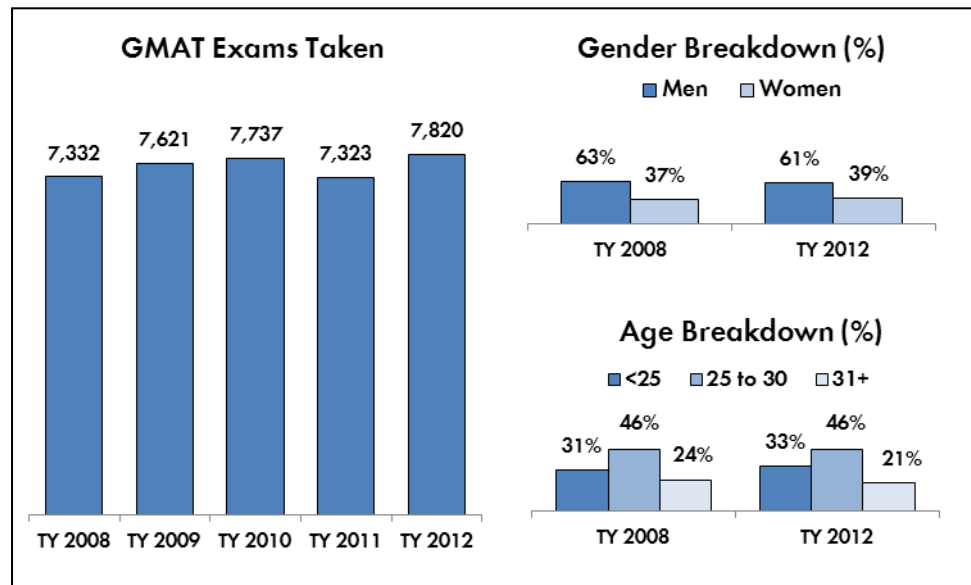


Table 6. Top Countries or Regions to Which Canadian Citizens Sent GMAT® Score Reports*

TY 2008 All Canadian Citizens			TY 2012 All Canadian Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. Canada	12,597	60.54%	1. Canada	13,557	63.39%
2. United States	6,256	30.06%	2. United States	5,570	26.05%
3. United Kingdom	653	3.14%	3. United Kingdom	767	3.59%
4. France	434	2.09%	4. France	532	2.49%
5. Hong Kong	238	1.14%	5. Hong Kong	225	1.05%
6. Spain	148	0.71%	6. Spain	208	0.97%
7. Switzerland	88	0.42%	7. China	71	0.33%
8. China	74	0.36%	8. Switzerland	70	0.33%
9. Australia	59	0.28%	9. Netherlands	46	0.22%
9. Netherlands	59	0.28%	10. Singapore	45	0.21%
Total Scores Sent	20,809	100%	Total Scores Sent	21,385	100%

*Based on number of score reports received. Average score reports sent per exam taken: 2.8 in TY 2008; 2.7 in 2012.

Canadians expressed the greatest interest in MBA programs of any regional examinee group in this report, sending 89 percent of their GMAT score reports to these programs in TY 2012. This made Canada the only region in TY 2012 that saw fewer than 10 percent of examinee score reports sent to non-MBA master’s programs (*Figure 8*).

Domestic programs, followed by study opportunities in the United States and United Kingdom, were the preferred score-sending choices in TY 2012 for each subgroup in *Table 7*. Men and examinees aged 25 to 30 sent the greatest number of score reports per exam taken; and examinees 31 and older were the most likely to send score reports to Canadian schools (68%).

Figure 8. GMAT® Scores Sent by Program Type: Canadian Citizens

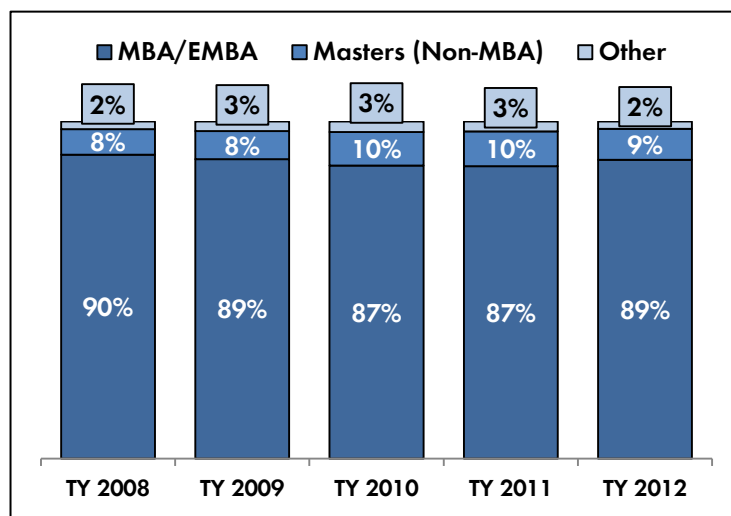


Table 7. TY 2012 GMAT® Examinee Characteristics for Canadian Citizens

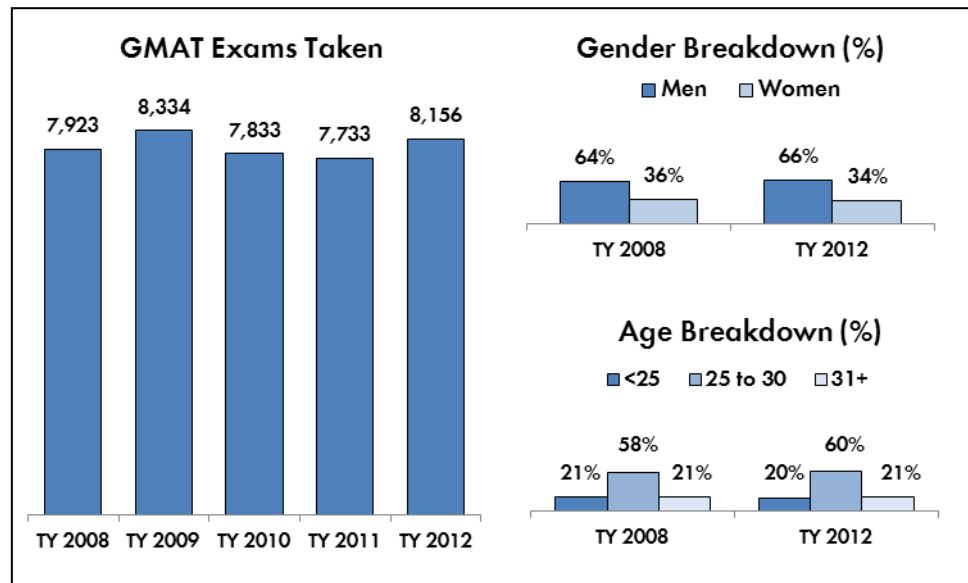
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	7,820 (100%)	566	21,385 (100%)	2.7	1. Canada 63% 2. United States 26% 3. United Kingdom 4%
Gender Breakdown					
Women	3,062 (39%)	548	7,765 (36%)	2.5	1. Canada 63% 2. United States 26% 3. United Kingdom 4%
Men	4,758 (61%)	578	13,620 (64%)	2.9	1. Canada 64% 2. United States 26% 3. United Kingdom 4%
Age Breakdown					
Younger than 25	2,590 (33%)	575	6,877 (32%)	2.7	1. Canada 63% 2. United States 27% 3. United Kingdom 3%
25 to 30	3,574 (46%)	574	10,545 (49%)	3.0	1. Canada 62% 2. United States 26% 3. United Kingdom 4%
31 and older	1,656 (21%)	536	3,963 (19%)	2.4	1. Canada 68% 2. United States 23% 3. United Kingdom 3%

*The destination ranking reflects the total number of score reports sent.

Mexican, Caribbean, and Latin American Citizens

The number of GMAT exams taken in TY 2012 by Mexican, Caribbean, and Latin American (LATAM) citizens surpassed 8,000 for the first time since TY 2009 (Figure 9). During the five-year period analyzed, the gender and age distribution remained relatively steady. At 20 percent, LATAM citizens had the lowest regional share of exams taken by those younger than 25 in TY 2012.

Figure 9. GMAT® Exam Trends by Citizenship: LATAM



The top five score-sending destinations for LATAM citizens were exactly the same in both TY 2008 and TY 2012. The United States still received the majority of score reports from regional examinees but its market share declined from 79 percent in TY 2008 to 77 percent in TY 2012. Brazil, the only Latin American country listed among the top 10 study destinations, fell to eighth position by TY 2012, but received approximately the same number of score reports in both years analyzed (Table 8).

Table 8. Top Countries or Regions to Which LATAM Citizens Sent GMAT® Score Reports*

TY 2008 All LATAM Citizens			TY 2012 All LATAM Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	17,436	78.55%	1. United States	17,056	76.68%
2. United Kingdom	1,315	5.92%	2. United Kingdom	1,399	6.29%
3. Canada	987	4.45%	3. Canada	1,032	4.64%
4. France	754	3.40%	4. France	844	3.79%
5. Spain	596	2.68%	5. Spain	573	2.58%
6. Switzerland	189	0.85%	6. Netherlands	194	0.87%
7. Brazil	170	0.77%	7. Switzerland	181	0.81%
8. Netherlands	127	0.57%	8. Brazil	171	0.77%
9. Italy	93	0.42%	9. Germany	150	0.67%
10. Australia	92	0.41%	10. Australia	136	0.61%
Total Scores Sent	22,198	100%	Total Scores Sent	22,242	100%

*Based on number of score reports received. Average score reports sent per exam taken: 2.8 in TY 2008; 2.7 in TY 2012.

The graduate degree program preferences of LATAM citizens have remained relatively stable over the last five years. Of the 22,242 scores sent by regional examinees in TY 2012, 85 percent were directed to MBA or EMBA programs (*Figure 10*).

The United States, United Kingdom, and Canada were the top three score-sending destinations in TY 2012 for each subgroup presented in *Table 9* with the exception of examinees younger than 25. These examinees sent three percent of their score reports to France, their third most preferred destination. Examinees 31 and older sent 67 percent of their score reports to programs in the United States, the lowest share of any LATAM subgroup.

Figure 10. GMAT® Scores Sent by Program Type: LATAM Citizens

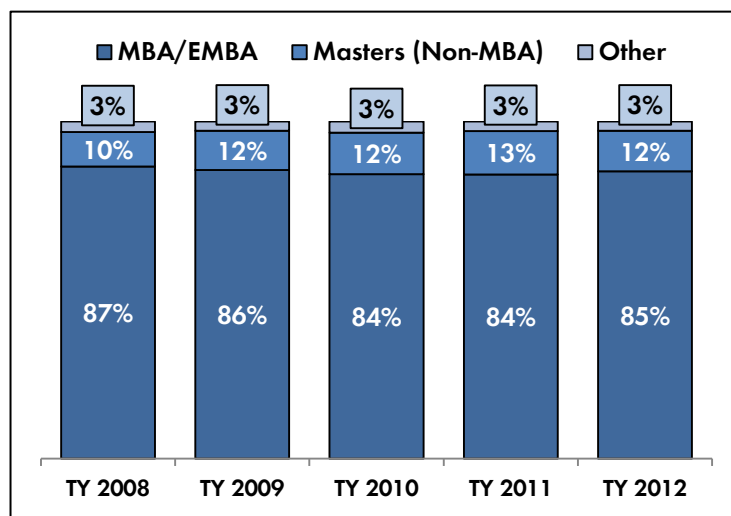


Table 9. TY 2012 GMAT® Examinee Characteristics for LATAM Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	8,156 (100%)	517	22,242 (100%)	2.7	1. United States 77% 2. United Kingdom 6% 3. Canada 5%
Gender Breakdown					
Women	2,808 (34%)	484	7,143 (32%)	2.5	1. United States 74% 2. United Kingdom 7% 3. Canada 5%
Men	5,348 (66%)	534	15,099 (68%)	2.8	1. United States 78% 2. United Kingdom 6% 3. Canada 4%
Age Breakdown					
Younger than 25	1,622 (20%)	490	4,248 (19%)	2.6	1. United States 81% 2. United Kingdom 4% 3. France 3%
25 to 30	4,859 (60%)	539	13,943 (63%)	2.9	1. United States 78% 2. United Kingdom 6% 3. Canada 4%
31 and older	1,675 (21%)	479	4,051 (18%)	2.4	1. United States 67% 2. United Kingdom 9% 3. Canada 9%

*The destination ranking reflects the total number of score reports sent.

US Citizens

The number of GMAT exams taken by US citizens stabilized in TY 2012. Testing peaked in TY 2009 during the depths of the economic downturn and has since returned to more normal levels. Between TY 2008 and TY 2012, the share of exams taken by women decreased slightly to 39 percent, while the age distribution was largely unchanged (*Figure 11*).

US citizens sent 98 percent of their score reports to domestic programs in TY 2012, essentially the same level seen in TY 2008. Due to the significant total number of scores sent, however, the two percent that did leave the country represented nearly 7,000 score reports. The majority of these scores were directed to study opportunities in the United Kingdom, France, Spain, and Canada. By TY 2012, Hong Kong moved to the sixth most popular study destination and Germany appeared for the first time on the list (*Table 10*).

Figure 11. GMAT® Exams Taken by Citizenship: United States

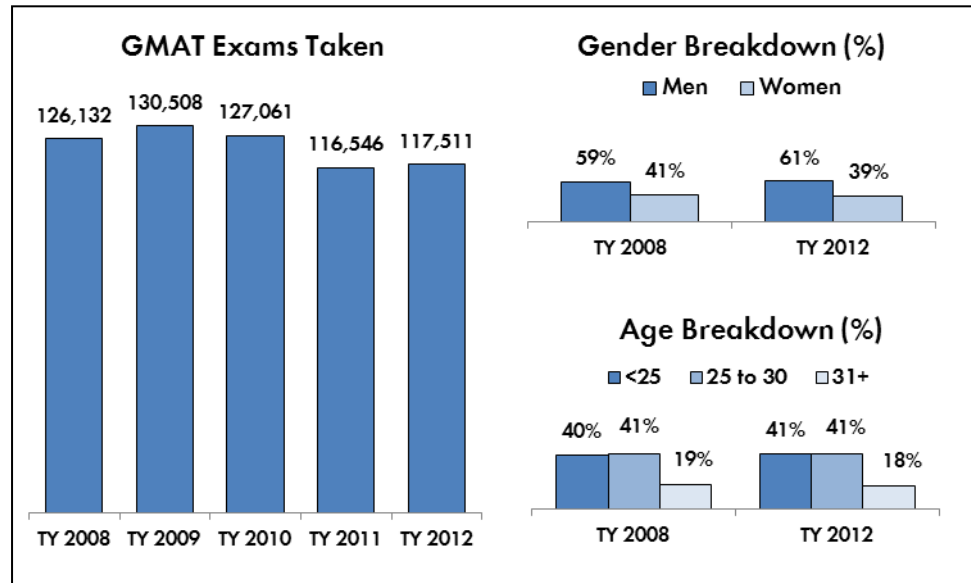


Table 10. Top Countries or Regions to Which US Citizens Sent GMAT® Score Reports *

TY 2008 All US Citizens			TY 2012 All US Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	356,390	98.13%	1. United States	328,923	97.93%
2. United Kingdom	2,185	0.60%	2. United Kingdom	2,186	0.65%
3. France	1,140	0.31%	3. France	1,329	0.40%
4. Spain	773	0.21%	4. Spain	718	0.21%
5. Canada	440	0.12%	5. Canada	459	0.14%
6. Switzerland	269	0.07%	6. Hong Kong	269	0.08%
7. China	196	0.05%	7. China	223	0.07%
8. Italy	183	0.05%	8. Switzerland	215	0.06%
9. Hong Kong	179	0.05%	9. Germany	158	0.05%
10. Australia	175	0.05%	10. Italy	156	0.05%
Total Scores Sent	363,186	100%	Total Scores Sent	335,874	100%

*Based on number of score reports received. Average score reports sent per exam taken: 2.9 in TY 2008; 2.9 in TY 2012.

The proportion of GMAT score reports sent by US citizens to MBA programs has remained constant at 81 percent since TY 2010. This level is high when compared with many world regions (*Figure 12*).

Each demographic group presented in *Table 11* sent 98 percent of their score reports to domestic programs. For each of these groups, the United Kingdom and France were also the second and third preferred score-sending destinations.

Figure 12. GMAT® Scores Sent by Program Type: US Citizens

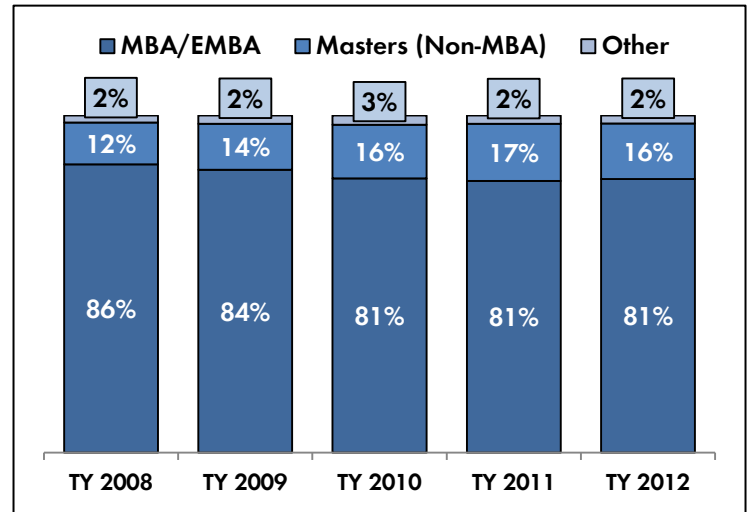


Table 11. TY 2012 GMAT® Examinee Characteristics for US Citizens

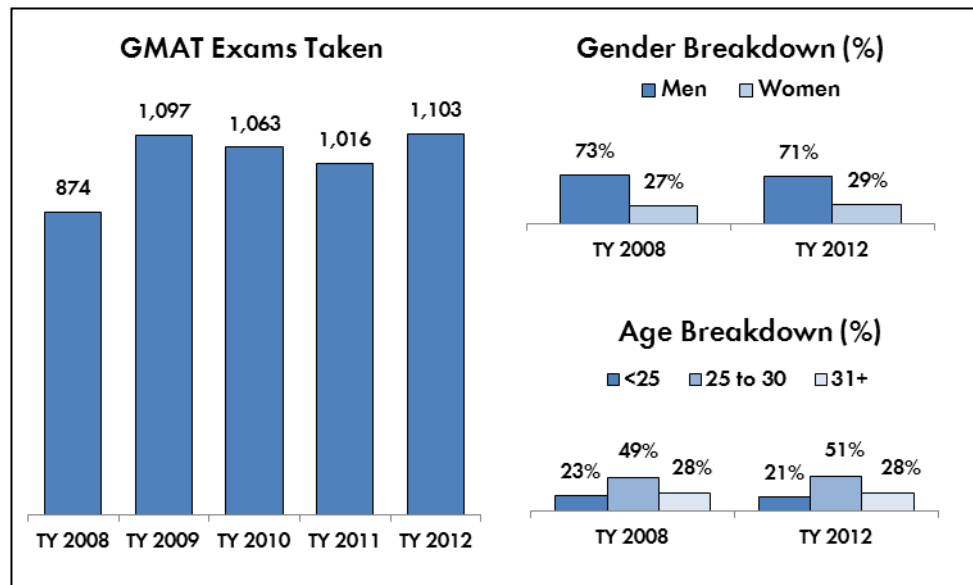
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	117,511 (100%)	533	335,874 (100%)	2.9	1. United States 98% 2. United Kingdom 1% 3. France 0.4%
Gender Breakdown					
Women	46,167 (39%)	508	122,654 (37%)	2.7	1. United States 98% 2. United Kingdom 1% 3. France 1%
Men	71,344 (61%)	550	213,220 (63%)	3.0	1. United States 98% 2. United Kingdom 1% 3. France 0.3%
Age Breakdown					
Younger than 25	48,283 (41%)	529	132,501 (39%)	2.7	1. United States 98% 2. United Kingdom 0.4% 3. France 0.2%
25 to 30	48,325 (41%)	553	149,801 (45%)	3.1	1. United States 98% 2. United Kingdom 1% 3. France 1%
31 and older	20,903 (18%)	498	53,572 (16%)	2.6	1. United States 98% 2. United Kingdom 1% 3. France 0.5%

*The destination ranking reflects the total number of score reports sent.

Australia and Pacific Island Citizens

GMAT testing among citizens of Australia and the Pacific Islands reached a five-year high of 1,103 exams in TY 2012. Of these exams, only 29 percent were taken by women; the second lowest proportion among regional groups in this report. The proportion of GMAT exams taken by individuals younger than 25 fell slightly, from 23 percent in TY 2011 to 21 percent by TY 2012 (Figure 13).

Figure 13. GMAT® Exams Taken by Citizenship: Australia & Pacific Islands



The percentage of GMAT score reports sent by

Australian and Pacific Island citizens to US graduate business programs fell below 50 percent in TY 2012. In addition, interest in Australian programs declined slightly to 16 percent, dropping Australia to third on the list of top 10 score-sending destinations. Programs in the United Kingdom claimed the second spot in TY 2012 and received 17 percent of score reports sent by regional examinees, up from 14 percent in TY 2008. For the first time, study opportunities in China appeared on the top 10 list in TY 2012 (Table 12).

Table 12. Top Countries or Regions to Which Australian and Pacific Island Citizens Sent GMAT® Score Reports*

TY 2008 All Australian and Pacific Island Citizens			TY 2012 All Australian and Pacific Island Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	1,071	50.85%	1. United States	1,462	48.90%
2. Australia	365	17.33%	2. United Kingdom	495	16.56%
3. United Kingdom	298	14.15%	3. Australia	472	15.79%
4. France	130	6.17%	4. France	190	6.35%
5. Hong Kong	54	2.56%	5. Hong Kong	58	1.94%
6. Switzerland	30	1.42%	6. Spain	56	1.87%
7. India	28	1.33%	7. Switzerland	40	1.34%
8. Canada	26	1.23%	8. India	38	1.27%
9. Spain	23	1.09%	9. China	30	1.00%
10. Singapore	23	1.09%	10. Canada	28	0.94%
Total Scores Sent	2,106	100%	Total Scores Sent	2,990	100%

*Based on number of score reports received. Average score reports sent per exam taken: 2.4 in TY 2008; 2.7 in TY 2012.

Interest in graduate management education by program type has remained steady in the Australia and Pacific Island region since TY 2008 (Figure 14). In TY 2012, examinees in the region directed 85 percent of their score reports to MBA programs. Only Canadian citizens sent a greater share of their scores to MBA programs (89%).

Although the United States was the primary score-sending destination for all Australian and Pacific Islander subgroups in TY 2012, there were varying degrees of interest (Table 13). For example, examinees younger than 25 sent 56 percent of their score reports to US programs compared with only 31 percent for examinees aged 31 and older. For these older examinees, opportunities in Australia (28%) were a close second.

Figure 14. GMAT® Scores Sent by Program Type: Australia and Pacific Island Citizens

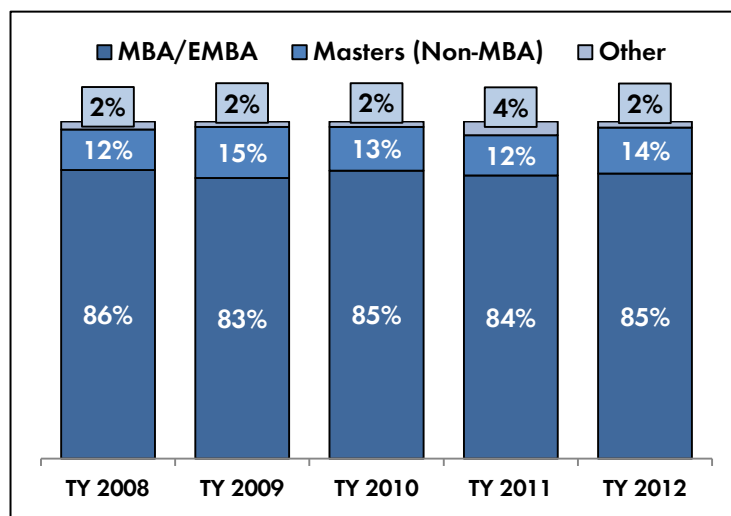


Table 13. TY 2012 GMAT® Examinee Characteristics for Australia and Pacific Island Citizens

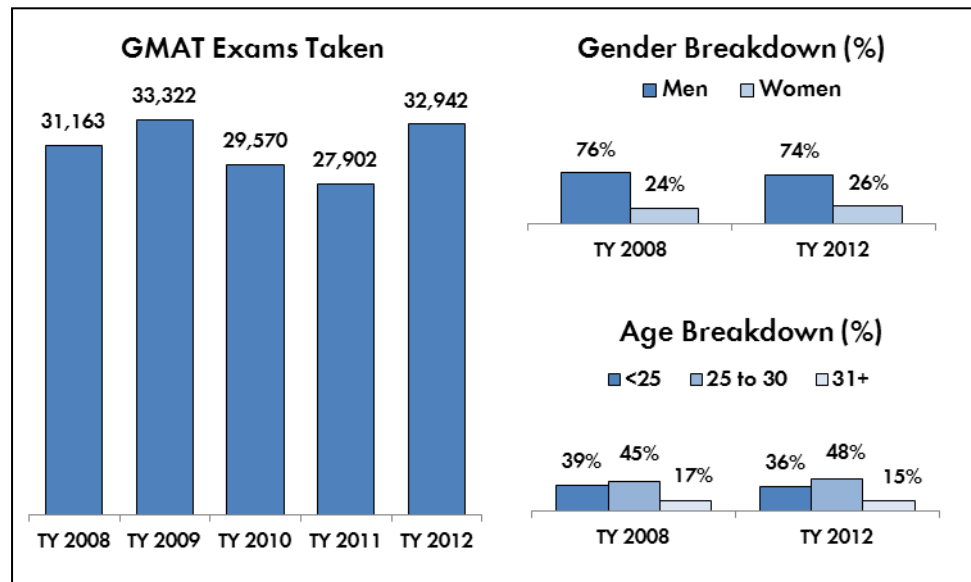
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	1,103 (100%)	594	2,990 (100%)	2.7	1. United States 49% 2. United Kingdom 17% 3. Australia 16%
Gender Breakdown					
Women	315 (29%)	584	852 (28%)	2.7	1. United States 48% 2. Australia 16% 3. United Kingdom 16%
Men	788 (71%)	598	2,138 (72%)	2.7	1. United States 49% 2. United Kingdom 17% 3. Australia 16%
Age Breakdown					
Younger than 25	231 (21%)	606	624 (21%)	2.7	1. United States 56% 2. United Kingdom 13% 3. Australia 11%
25 to 30	568 (51%)	611	1,757 (59%)	3.1	1. United States 53% 2. United Kingdom 17% 3. Australia 13%
31 and older	304 (28%)	552	609 (20%)	2.0	1. United States 31% 2. Australia 28% 3. United Kingdom 19%

*The destination ranking reflects the total number of score reports sent.

Central and South Asian Citizens

The number of GMAT exams taken by citizens of Central and South Asia in TY 2012 nearly matched the record high recorded in TY 2009. Over the five-year period analyzed, the share of regional exams taken by women increased from 24 percent to 26 percent, but still remains the lowest of any world region. Test taker age distribution was relatively stable with the share of those younger than 25 declining somewhat since TY 2008 (*Figure 15*).

Figure 15. GMAT® Exams Taken by Citizenship: Central and South Asia



The share of score reports that Central and South Asian citizens sent to US business schools fell to 52 percent in TY 2012, the lowest level on record for the region. Growing interest for programs in India, Singapore, France, and Canada is largely responsible for this proportional shift. At 4.3 score reports sent per exam taken in TY 2012, regional examinees continue to send the greatest average number of score reports worldwide (*Table 14*).

Table 14. Top Countries or Regions to Which Central and South Asian Citizens Sent GMAT® Score Reports*

TY 2008 All Citizens of Central and South Asia			TY 2012 All Citizens of Central and South Asia		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	88,100	64.64%	1. United States	73,762	51.82%
2. India	17,553	12.88%	2. India	24,571	17.26%
3. United Kingdom	9,665	7.09%	3. United Kingdom	11,075	7.78%
4. Singapore	6,058	4.44%	4. Singapore	10,316	7.25%
5. France	4,826	3.54%	5. France	6,886	4.84%
6. Canada	3,932	2.88%	6. Canada	6,717	4.72%
7. Australia	1,800	1.32%	7. Spain	1,823	1.28%
8. Switzerland	862	0.63%	8. Australia	1,294	0.91%
9. Philippines	709	0.52%	9. Hong Kong	1,280	0.90%
10. Spain	668	0.49%	10. Switzerland	878	0.62%
Total Scores Sent	136,296	100%	Total Scores Sent	142,329	100%

*Based on number of score reports received. Average score reports sent per exam taken: 4.4 in TY 2008; 4.3 in TY 2012.

Interest by Central and South Asian citizens in MBA programs has decreased slightly relative to other graduate management program types. The proportion of score reports sent to non-MBA master’s programs—including Post Graduate Management Diplomas in India for this analysis—has grown from 18 percent in TY 2008 to 26 percent in TY 2012 (Figure 16).

The United States was the leading score-sending destination for Central and South Asian examinees in TY 2012, with women (58%) more likely than men (50%) to send score reports to US programs (Table 15). Regional examinees aged 31 and older sent the fewest score reports per exam taken (3.9) and were the most likely to direct scores to programs in India (23%).

Figure 16. GMAT® Scores Sent by Program Type: Central and South Asian Citizens

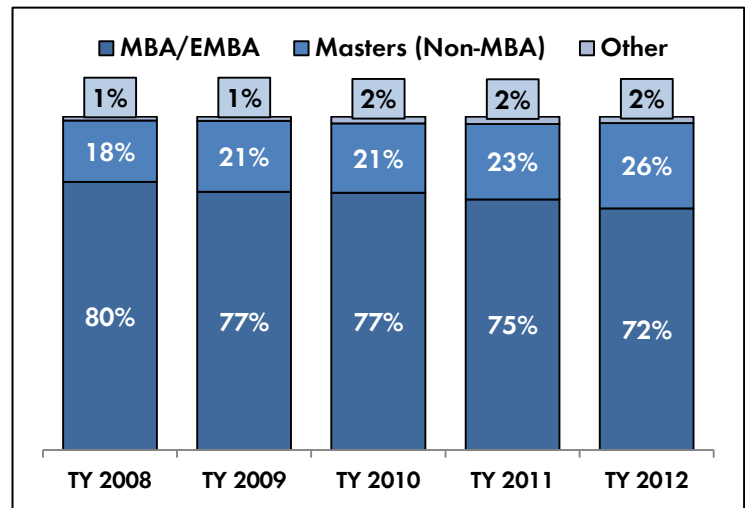


Table 15. TY 2012 GMAT® Examinee Characteristics for Central and South Asian Citizens

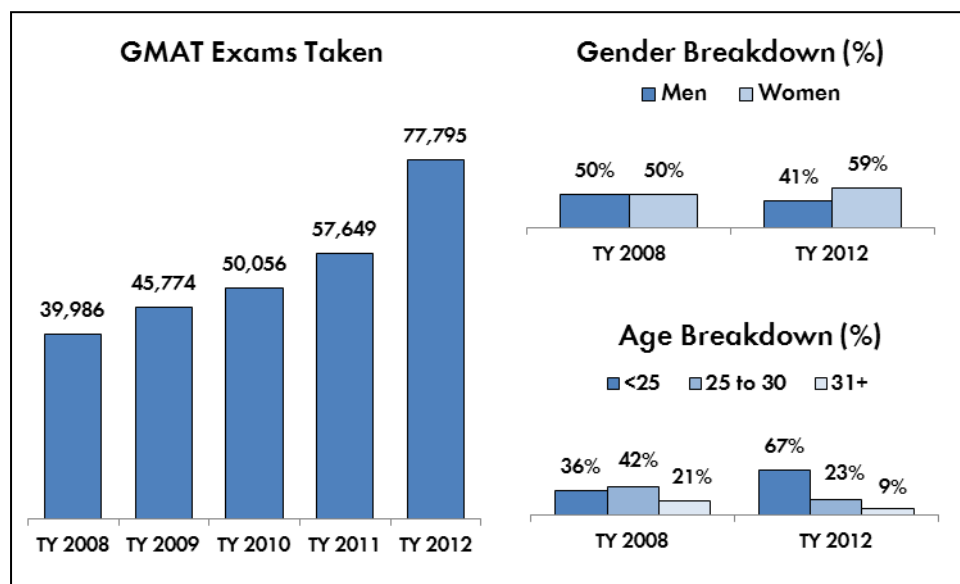
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	32,942 (100%)	574	142,329 (100%)	4.3	1. United States 52% 2. India 17% 3. United Kingdom 8%
Gender Breakdown					
Women	8,714 (26%)	550	35,922 (25%)	4.1	1. United States 58% 2. India 15% 3. United Kingdom 8%
Men	24,228 (74%)	583	106,407 (75%)	4.4	1. United States 50% 2. India 18% 3. United Kingdom 8%
Age Breakdown					
Younger than 25	11,976 (36%)	563	50,936 (36%)	4.3	1. United States 54% 2. India 13% 3. United Kingdom 9%
25 to 30	15,869 (48%)	585	71,727 (50%)	4.5	1. United States 50% 2. India 18% 3. Singapore 8%
31 and older	5,097 (15%)	568	19,666 (14%)	3.9	1. United States 52% 2. India 23% 3. United Kingdom 7%

*The destination ranking reflects the total number of score reports sent.

East and Southeast Asian Citizens

GMAT testing among citizens of East and Southeast Asia witnessed its largest one-year growth ever in TY 2012. A total of 77,795 exams, an increase of more than 20,000 exams, or 35 percent, compared with TY 2011. Chinese citizens accounted for 75 percent of regional examinees in TY 2012, the greatest share ever. Chinese prospects have helped raise the regional share of women (59%) and those younger than 25 (67%) to the highest levels of any world region (Figure 17).

Figure 17. GMAT® Exams Taken by Citizenship: East and Southeast Asia



Due to China’s growing size in the pipeline regional score-sending preferences increasingly reflect those of Chinese citizens. Of the 212,667 GMAT score reports sent by regional examinees in TY 2012, 77 percent were directed toward US schools; down slightly from 79 percent in TY 2008. In TY 2012, programs in Hong Kong moved into the second position for the first time and captured five percent of score reports sent. Over the five-year period, programs in Canada also saw large gains in score reports received by East and Southeast Asian examinees (Table 16).

Table 16. Top Countries or Regions to Which East and Southeast Asian Citizens Sent GMAT® Score Reports *

TY 2008 All East and Southeast Asian Citizens			TY 2012 All East and Southeast Asian Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	96,139	78.87%	1. United States	163,862	77.05%
2. United Kingdom	4,709	3.86%	2. Hong Kong	10,755	5.06%
3. Hong Kong	4,042	3.32%	3. United Kingdom	9,029	4.25%
4. Singapore	3,684	3.02%	4. Canada	8,226	3.87%
5. France	3,606	2.96%	5. France	5,849	2.75%
6. Canada	3,587	2.94%	6. Singapore	4,631	2.18%
7. China	2,239	1.84%	7. China	2,646	1.24%
8. Australia	718	0.59%	8. Netherlands	1,640	0.77%
9. Netherlands	587	0.48%	9. Australia	1,613	0.76%
10. Japan	517	0.42%	10. Spain	727	0.34%
Total Scores Sent	121,891	100%	Total Scores Sent	212,667	100%

*Based on number of score reports received. Average score reports sent per exam taken: 3.0 in TY 2008; 2.7 in TY 2012.

Between TY 2008 and TY 2011 there was a strong shift toward specialized master’s programs for citizens of East and Southeast Asia. This trend stabilized in TY 2012 as the share of scores sent to MBA and non-MBA programs held relatively steady. Of all world regions, East and Southeast Asians sent the lowest proportion of scores to MBA programs (41%) in TY 2012 (Figure 18).

The United States and Hong Kong were the top two score-sending destinations for all regional subgroups in TY 2012 except for those aged 31 and older, who made Singapore the second most preferred destination (Table 17). Examinees younger than 25 sent the greatest share of score reports to the United States (80%).

Figure 18. GMAT® Scores Sent by Program Type: East and Southeast Asian Citizens

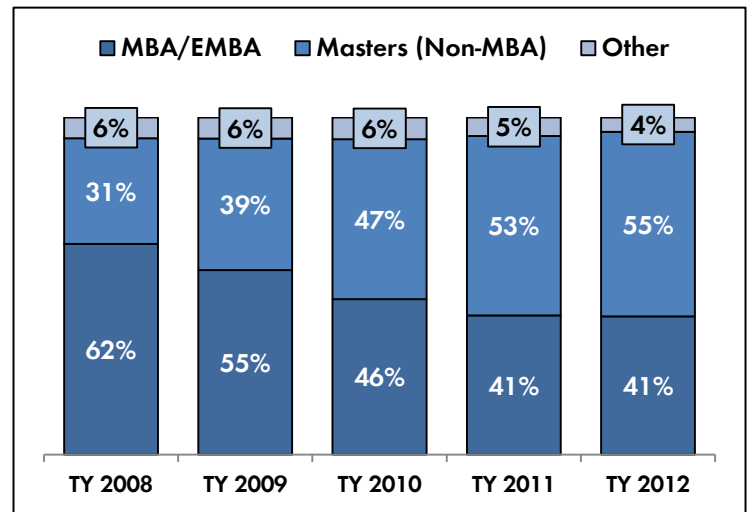


Table 17. TY 2012 GMAT® Examinee Characteristics for East and Southeast Asian Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	77,795 (100%)	578	212,667 (100%)	2.7	1. United States 77% 2. Hong Kong 5% 3. United Kingdom 4%
Gender Breakdown					
Women	46,274 (59%)	578	128,501 (60%)	2.8	1. United States 77% 2. Hong Kong 5% 3. United Kingdom 4%
Men	31,521 (41%)	579	84,166 (40%)	2.7	1. United States 76% 2. Hong Kong 5% 3. United Kingdom 4%
Age Breakdown					
Younger than 25	52,315 (67%)	583	144,522 (68%)	2.8	1. United States 80% 2. Hong Kong 5% 3. United Kingdom 4%
25 to 30	18,137 (23%)	572	50,969 (24%)	2.8	1. United States 72% 2. Hong Kong 5% 3. Singapore 4%
31 and older	7,343 (9%)	560	17,176 (8%)	2.3	1. United States 70% 2. Singapore 5% 3. United Kingdom 5%

*The destination ranking reflects the total number of score reports sent.

African Citizens

Although down slightly from highs experienced in TY 2009 and TY 2010, the number of exams taken by citizens of African countries was eight percent higher in TY 2012 than it was in TY 2008 (Figure 19). During this period, the demographic characteristics of regional examinees have remained remarkably consistent.

The United States was the leading recipient of score reports from African citizens in both TY 2008 and TY 2012, although the share of scores sent to the

United States declined from 69 percent to 61 percent over the period. By TY 2012, Canada surpassed the United Kingdom as the second leading score-sending destination for Africans. Programs in Canada received nine percent of scores sent by African examinees in TY 2012, up from six percent in TY 2008. African citizens sent 12 percent of their score reports to regional schools located in Egypt, Kenya, and South Africa in TY 2012 (Table 18).

Figure 19. GMAT® Exams Taken by Citizenship: Africa

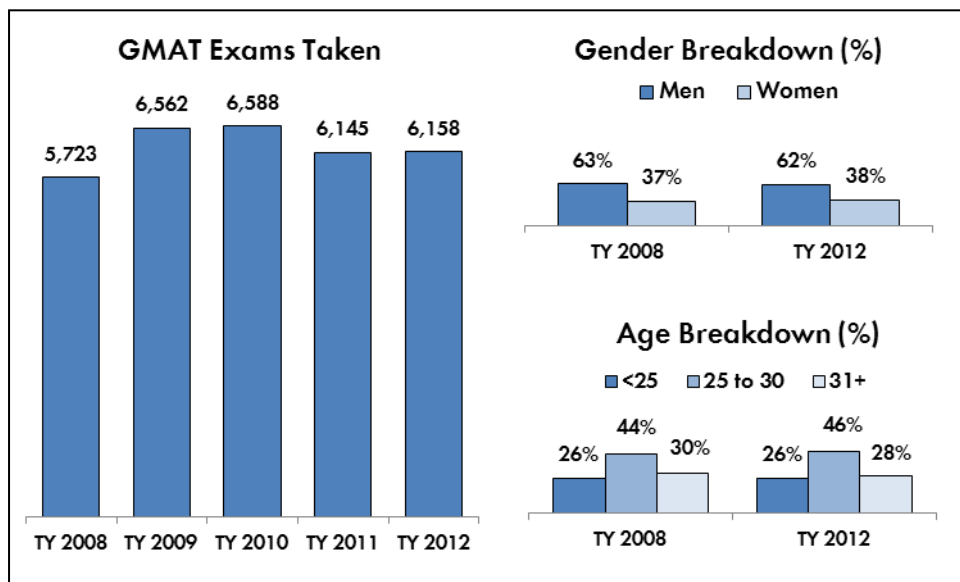


Table 18. Top Countries or Regions to Which African Citizens Sent GMAT® Score Reports*

TY 2008 All African Citizens			TY 2012 All African Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	10,621	68.67%	1. United States	9,620	60.95%
2. United Kingdom	1,536	9.93%	2. Canada	1,377	8.72%
3. Canada	939	6.07%	3. United Kingdom	1,283	8.13%
4. South Africa	585	3.78%	4. South Africa	1,059	6.71%
5. France	482	3.12%	5. France	744	4.71%
6. Kenya	324	2.09%	6. Kenya	415	2.63%
7. Egypt	296	1.91%	7. Egypt	344	2.18%
8. Switzerland	102	0.66%	8. Spain	179	1.13%
9. Netherlands	90	0.58%	9. Netherlands	123	0.78%
10. Spain	73	0.47%	10. Germany	97	0.61%
Total Scores Sent	15,466	100%	Total Scores Sent	15,784	100%

*Based on number of score reports received. Average score reports sent per exam taker: 2.7 in TY 2008; 2.6 in TY 2012.

African citizens sent 76 percent of their GMAT score reports to MBA programs in TY 2012, down slightly from 80 percent in TY 2008. Only Middle Eastern citizens (11%) sent a greater share of score reports to “other” programs than African citizens (6%). This category primarily includes doctoral degree programs (Figure 20).

Table 19 shows that age is a large determinant of score-sending destination for African GMAT examinees. Those younger than 25 sent the greatest proportion of scores to US programs (66%) compared with examinees 31 and older who sent only half (54%) of their scores to the United States. This older cohort also was the most likely to direct score reports to South African programs, which captured 13 percent of their score reports.

Figure 20. GMAT® Scores Sent by Program Type: African Citizens

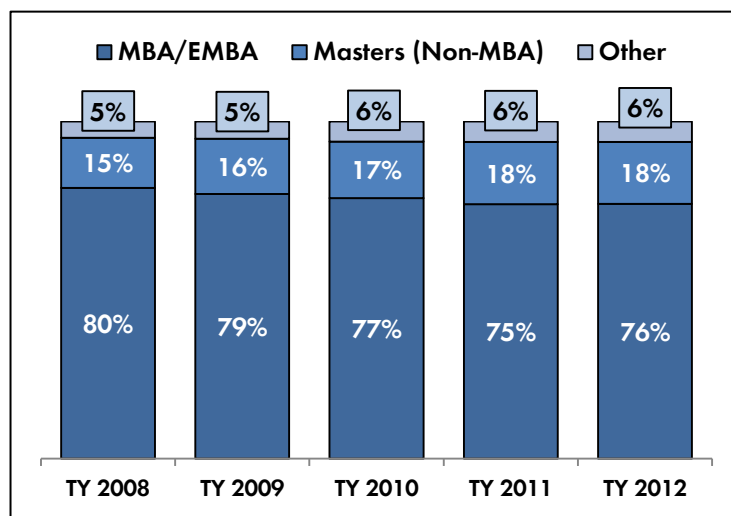


Table 19. TY 2012 GMAT® Examinee Characteristics for African Citizens

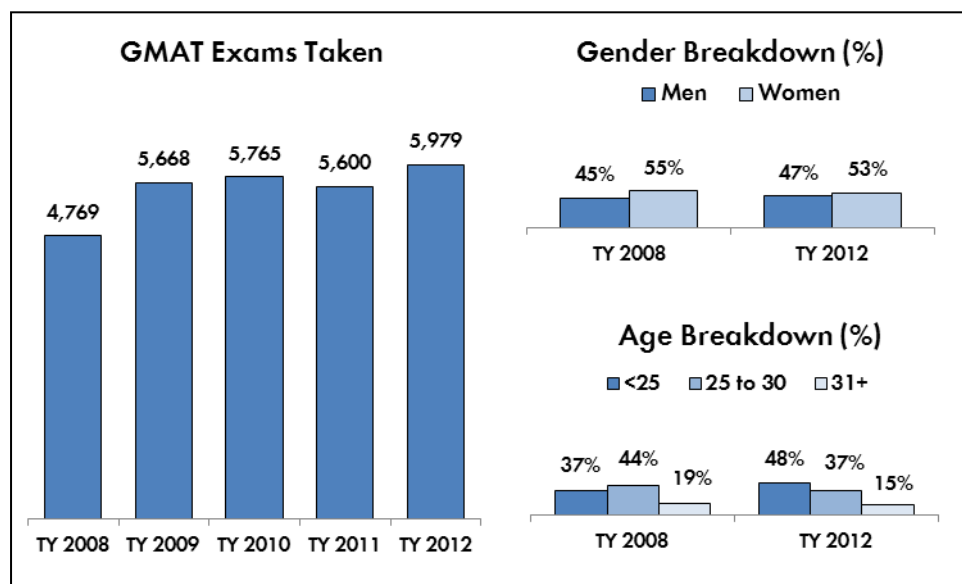
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	6,158 (100%)	451	15,784 (100%)	2.6	1. United States 61% 2. Canada 9% 3. United Kingdom 8%
Gender Breakdown					
Women	2,339 (38%)	436	5,648 (36%)	2.4	1. United States 60% 2. Canada 9% 3. United Kingdom 8%
Men	3,819 (62%)	461	10,136 (64%)	2.7	1. United States 62% 2. Canada 8% 3. United Kingdom 8%
Age Breakdown					
Younger than 25	1,598 (26%)	452	4,114 (26%)	2.6	1. United States 66% 2. Canada 10% 3. United Kingdom 7%
25 to 30	2,815 (46%)	467	7,605 (48%)	2.7	1. United States 62% 2. United Kingdom 8% 3. Canada 8%
31 and older	1,745 (28%)	426	4,065 (26%)	2.3	1. United States 54% 2. South Africa 13% 3. Canada 10%

*The destination ranking reflects the total number of score reports sent.

Eastern European Citizens

GMAT testing among Eastern European citizens reached a record high of 5,979 exams taken in TY 2012, which represents growth of 7 percent over TY 2011 and 25 percent since TY 2008 (Figure 21). Despite a two percent decline since TY 2008, Eastern Europe still had the second highest share of female examinees (53%) in TY 2012 behind East and Southeast Asia (59%). Since TY 2008, the share of exams taken by those younger than 25 grew from 37 percent to 48 percent.

Figure 21. GMAT® Exams Taken by Citizenship: Eastern Europe



The proportion of GMAT score reports sent by Eastern Europeans to the United States continued to decline in TY 2012 as regional examinees increasingly turn to schools across the European continent. Over the five-year period analyzed, the share of score reports Eastern Europeans sent to US programs declined from 65 percent to 44 percent. In contrast, score reports sent to the United Kingdom (15% of scores in TY 2012), France (9%), and the Netherlands (7%) all increased dramatically (Table 20).

Table 20. Top Countries or Regions to Which Eastern European Citizens Sent GMAT® Score Reports *

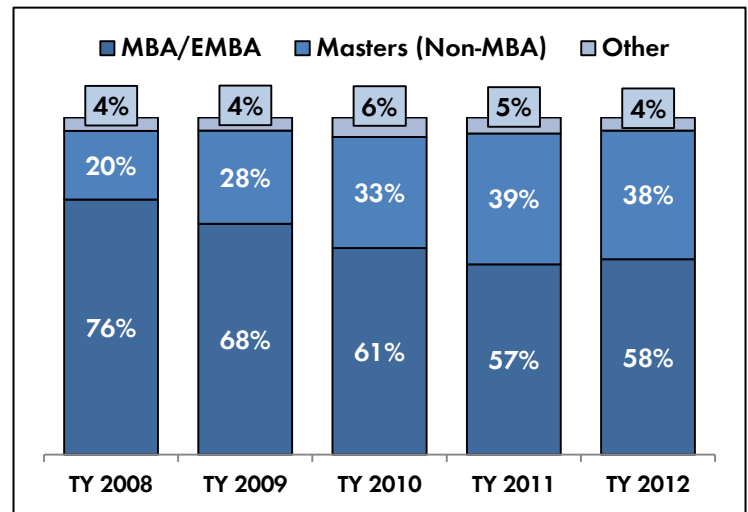
TY 2008 All Eastern European Citizens			TY 2012 All Eastern European Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	7,623	64.69%	1. United States	6,428	44.45%
2. United Kingdom	1,384	11.74%	2. United Kingdom	2,149	14.86%
3. France	637	5.41%	3. France	1,252	8.66%
4. Netherlands	414	3.51%	4. Netherlands	1,011	6.99%
5. Canada	336	2.85%	5. Switzerland	581	4.02%
6. Spain	288	2.44%	6. Germany	572	3.96%
7. Switzerland	226	1.92%	7. Spain	434	3.00%
8. Italy	179	1.52%	8. Canada	407	2.81%
9. Hungary	84	0.71%	9. Italy	297	2.05%
10. Germany	70	0.59%	10. Sweden	226	1.56%
Total Scores Sent	11,784	100%	Total Scores Sent	14,461	100%

*Based on number of score reports received. Average score reports sent per exam taken: 2.5 in TY 2008; 2.4 in TY 2012.

After decreasing for several years, the proportion of score reports Eastern Europeans sent to MBA programs stabilized at 58 percent in TY 2012. Only two world regions—East and Southeast Asia and Western Europe—recorded a lower share of score reports directed to MBA programs (Figure 22).

Score-sending preferences for men and women in Eastern Europe were similar in TY 2012 with men (18%) sending slightly more score reports to the United Kingdom than women (12%). Larger differences were observed among age groups in Table 21. Those younger than 25 sent only 31 percent of their GMAT score reports to the United States compared with 58 percent for examinees aged 25 to 30 and 51 percent for those 31 and older.

Figure 22. GMAT® Scores Sent by Program Type: Eastern European Citizens



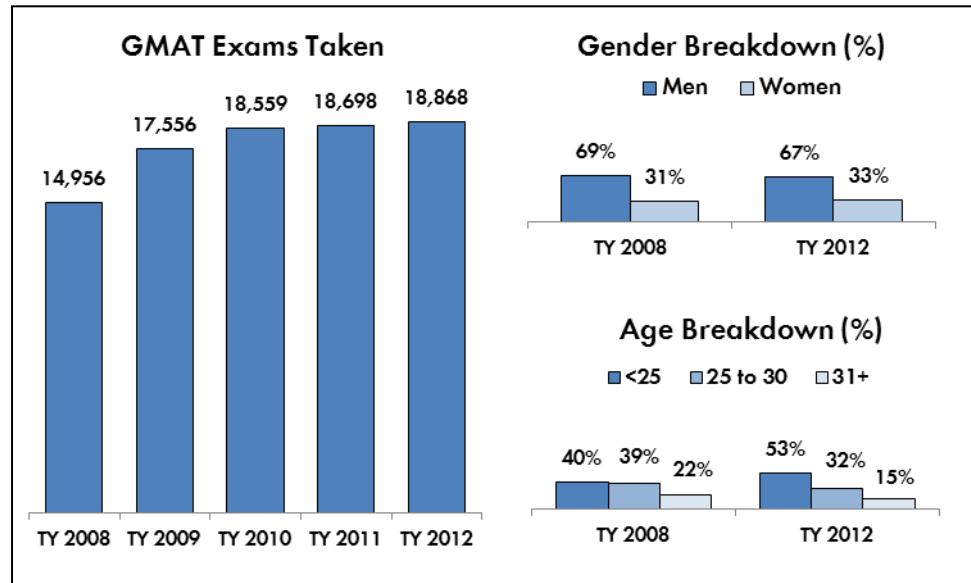
Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	5,979 (100%)	554	14,461 (100%)	2.4	1. United States 44% 2. United Kingdom 15% 3. France 9%
Gender Breakdown					
Women	3,141 (53%)	536	7,272 (50%)	2.3	1. United States 45% 2. United Kingdom 12% 3. France 9%
Men	2,838 (47%)	573	7,189 (50%)	2.5	1. United States 44% 2. United Kingdom 18% 3. France 8%
Age Breakdown					
Younger than 25	2,871 (48%)	554	6,665 (46%)	2.3	1. United States 31% 2. United Kingdom 15% 3. Netherlands 13%
25 to 30	2,215 (37%)	560	5,822 (40%)	2.6	1. United States 58% 2. United Kingdom 13% 3. France 9%
31 and older	893 (15%)	536	1,974 (14%)	2.2	1. United States 51% 2. United Kingdom 19% 3. France 9%

*The destination ranking reflects the total number of score reports sent.

Western European Citizens

Western European citizens sat for a record high 18,868 GMAT exams in TY 2012, narrowly surpassing the mark set the previous year (Figure 23). Although the share of exams taken by women grew from 31 percent to 33 percent over the five-year period, the level remains low globally. In contrast, the proportion of exams taken by individuals younger than 25 grew significantly, increasing from 40 percent in TY 2008 to 53 percent in TY 2012. Only East and Southeast Asia (67%) recorded a higher level in TY 2012.

Figure 23. GMAT® Exams Taken by Citizenship: Western Europe



Western European examinees sent 28 percent of their GMAT score reports to US programs in TY 2012, down from 40 percent in TY 2008. This decrease was balanced by growing interest in regional programs. Schools in France received 16 percent of scores sent by regional examinees in TY 2012, surpassing the United Kingdom as the leading European destination for Western European examinees. Germany, moving from ninth to fourth on the top 10 list, experienced the greatest gains as a score-sending destination (Table 22).

Table 22. Top Countries or Regions to Which Western European Citizens Sent GMAT® Score Reports*

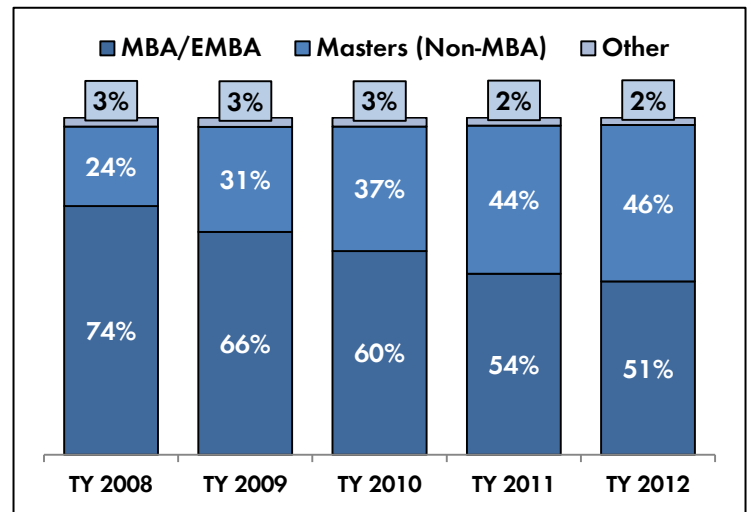
TY 2008 All Western European Citizens			TY 2012 All Western European Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	12,414	39.52%	1. United States	11,164	28.41%
2. United Kingdom	4,585	14.60%	2. France	6,092	15.50%
3. France	4,206	13.39%	3. United Kingdom	5,594	14.24%
4. Spain	1,872	5.96%	4. Germany	3,518	8.95%
5. Netherlands	1,425	4.54%	5. Netherlands	3,099	7.89%
6. Greece	1,256	4.00%	6. Spain	1,970	5.01%
7. Switzerland	1,078	3.43%	7. Switzerland	1,592	4.05%
8. Italy	948	3.02%	8. Sweden	1,393	3.55%
9. Germany	717	2.28%	9. Italy	1,005	2.56%
10. Canada	562	1.79%	10. Greece	619	1.58%
Total Scores Sent	31,412	100%	Total Scores Sent	39,295	100%

*Based on number of score reports received. Average score report sent per exam taken: 2.1 in TY 2008; 2.1 in TY 2012.

Examinees from Western Europe sent just half (51%) of their score reports to MBA programs in TY 2012, down from 74 percent in TY 2008. Only citizens from East and Southeast Asia sent a smaller share (41%) to MBA programs. Over the five-year period studied, the share of score reports Western Europeans sent to non-MBA master's programs nearly doubled, from 24 percent to 46 percent (Figure 24).

Western European men and examinees aged 25 to 30 sent the greatest number of score reports per exam taken and were also the most likely to send score reports to US business programs in TY 2012. Examinees younger than 25 were the least likely to send scores to the United States (17%) and were the only subgroup in Table 23 that did not have the United States as the leading score-sending destination, instead preferring France.

Figure 24. GMAT® Scores Sent by Program Type: Western European Citizens



Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	18,868 (100%)	560	39,292 (100%)	2.1	1. United States 28% 2. France 16% 3. United Kingdom 14%
Gender Breakdown					
Women	6,281 (33%)	531	11,996 (31%)	1.9	1. United States 25% 2. France 17% 3. United Kingdom 11%
Men	12,587 (67%)	574	27,296 (69%)	2.2	1. United States 30% 2. United Kingdom 16% 3. France 15%
Age Breakdown					
Younger than 25	9,991 (53%)	559	19,377 (49%)	1.9	1. France 17% 2. United States 17% 3. Germany 14%
25 to 30	5,991 (32%)	570	14,380 (37%)	2.4	1. United States 42% 2. United Kingdom 13% 3. France 13%
31 and older	2,886 (15%)	542	5,535 (14%)	1.9	1. United States 32% 2. United Kingdom 19% 3. France 15%

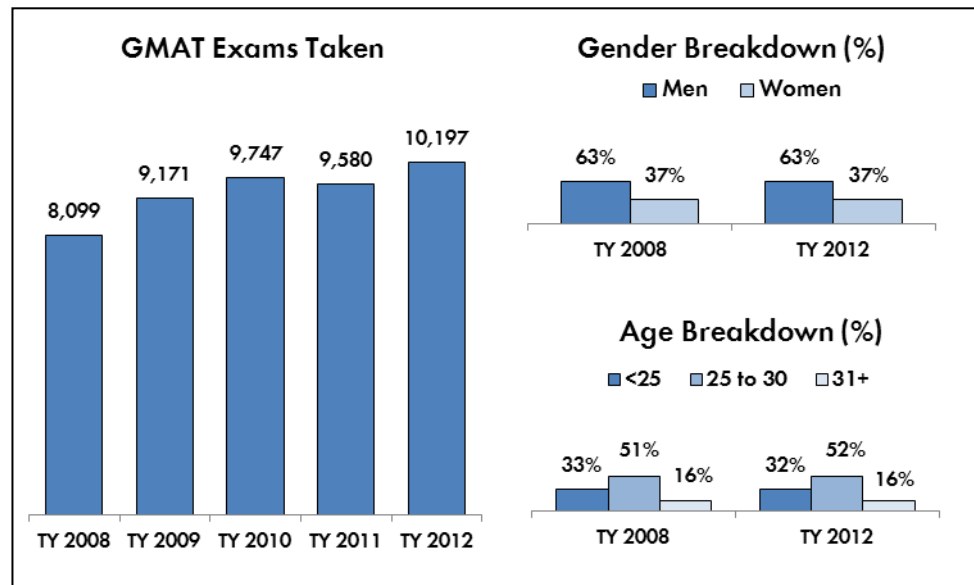
*The destination ranking reflects the total number of score reports sent.

Middle Eastern Citizens

GMAT exams taken by Middle Eastern citizens surpassed 10,000 for the first time in TY 2012 after growing six percent from the previous year (Figure 25). The demographic characteristics of regional examinees were little changed over the period analyzed and moderate when compared globally.

The share of GMAT score reports Middle Eastern citizens sent to US programs reached 52 percent in TY 2012, up from 45 percent in TY 2008. This

Figure 25. GMAT® Exams Taken by Location and Citizenship: Middle East



represents the first time since TY 2002 that Middle Eastern examinees sent the majority of their score reports to the United States. Part of this shift reflects the changing makeup of regional examinees. Israeli citizens—who send most of their scores to domestic programs—now represent a smaller share of regional testing due to significant growth in exams taken by other regional groups including Saudi Arabian and Lebanese citizens (Table 24).

Table 24. Top Countries or Regions to Which Middle Eastern Citizens Sent GMAT® Score Reports*

TY 2008 All Middle Eastern Citizens			TY 2012 All Middle Eastern Citizens		
Country/Region	Scores Sent	Percentage	Country/Region	Scores Sent	Percentage
1. United States	9,759	45.12%	1. United States	12,559	51.66%
2. Israel	6,206	28.69%	2. Israel	4,890	20.11%
3. Canada	1,231	5.69%	3. Canada	1,600	6.58%
4. United Kingdom	1,059	4.90%	4. United Kingdom	1,138	4.68%
5. Turkey	820	3.79%	5. Lebanon	1,014	4.17%
6. France	819	3.79%	6. Turkey	911	3.75%
7. Lebanon	524	2.42%	7. France	787	3.24%
8. Spain	275	1.27%	8. Spain	324	1.33%
9. Netherlands	160	0.74%	9. Netherlands	188	0.77%
10. Italy	137	0.63%	10. Germany	134	0.55%
Total Scores Sent	21,628	100%	Total Scores Sent	24,313	100%

*Based on number of score reports received. Average score reports sent per exam taken: 2.7 in TY 2008; 2.4 in TY 2012.

Middle Eastern citizens send the majority of their GMAT score reports to MBA programs. In TY 2012, 75 percent of regional scores went to MBA programs; down slightly from 80 percent in TY 2008. Of the 24,313 score reports Middle Easterners sent in TY 2012, 11 percent went to “other” programs, which include doctoral degrees. This represents the highest level of interest in any world region for such programs (Figure 26).

Middle Eastern men (55% of score reports sent) and examinees ages 25 to 30 (54%) were most likely to send score reports to the United States in TY 2012 (Table 25). Women expressed the greatest interest in Israeli programs (25%); examinees younger than 25 sent 10 percent of their scores to Lebanon, their second ranked destination.

Figure 26. GMAT® Scores Sent by Program Type: Middle Eastern Citizens

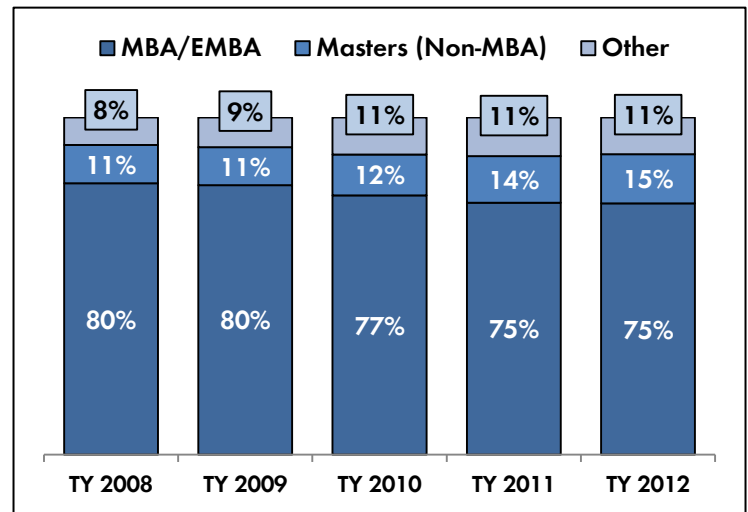


Table 25. TY 2012 GMAT® Examinee Characteristics for Middle Eastern Citizens

Examinee Characteristics	Exams Taken	Mean Total Score	Score Reports Sent	Average # of Score Reports Sent Per Exam Taken	Top Destinations*
Total	10,197 (100%)	440	24,313 (100%)	2.4	1. United States 52% 2. Israel 20% 3. Canada 7%
Gender Breakdown					
Women	3,742 (37%)	426	8,090 (33%)	2.2	1. United States 44% 2. Israel 25% 3. Lebanon 7%
Men	6,455 (63%)	449	16,223 (67%)	2.5	1. United States 55% 2. Israel 18% 3. Canada 7%
Age Breakdown					
Younger than 25	3,269 (32%)	438	7,048 (29%)	2.2	1. United States 50% 2. Lebanon 10% 3. Israel 9%
25 to 30	5,298 (52%)	442	13,443 (55%)	2.5	1. United States 54% 2. Israel 24% 3. Canada 6%
31 and older	1,630 (16%)	440	3,822 (16%)	2.3	1. United States 48% 2. Israel 25% 3. Canada 11%

*The destination ranking reflects the total number of score reports sent.

Methodology

This report provides summaries and comparisons of score-report submissions for GMAT testing in 10 world regions in testing year (TY) 2008 and testing year (TY) 2012.⁶ Total exam figures include the number of individuals who took the exam more than once in a given testing year, generally about 15 percent to 20 percent of all test takers. Examinee data were obtained from the background information questionnaire (BIQ) administered as part of the GMAT exam, score report information from examinee records, and test registrations. From these data, both country of citizenship and GMAT score-reporting behavior were used to gauge regional trends and changes in examinee preferences regarding school location.

Up to 10 instances of score report data are stored in the GMAC research database for every GMAT test taken. For this report, these score reports were aggregated and grouped by school location for both TY 2008 and TY 2012. Statistical analysts also examined score report data by geographic region, grouping examinees into 10 citizenship categories, which are included in Appendix A.

Finally, this report also presents data about the type of programs where candidates send their GMAT score reports. In this year's edition, program types are grouped into three broad categories: (1) MBA and EMBA programs, (2) non-MBA master's programs, and (3) other. The MBA/EMBA category includes full-time, part-time, distance, evening MBA, and EMBA programs of all durations, including one-year and other accelerated MBA programs. Master-level (non-MBA) programs include graduate degrees such as management, accounting, finance, marketing, and public administration. The "other" category largely consists of doctoral programs and fellowship opportunities. For more information about these categories please contact research@gmac.com.

Authorship

The following individual made significant contributions to the concept, design, analysis, interpretation of data, and the drafting/revising of the manuscript for intellectual content: Alex Chisholm, Director, Statistical Analysis, Graduate Management Admission Council (GMAC).

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For questions or comments regarding study findings, methodology, or data in this or other geographic reports in our series, please contact the GMAC Research and Development Department at research@gmac.com. To obtain more information about all available GMAC survey or research reports, please visit gmac.com/research.

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⁶ A testing year runs from July 1 to June 30. Thus, TY 2012 covered the period from July 1, 2011 to June 30, 2012.

Appendix A. Regional Categories

AFRICA

Algeria	Ethiopia	Nigeria
Angola	Gabon	Reunion
Benin	Gambia, The	Rwanda
Botswana	Ghana	Sao Tome and Principe
Burkina Faso	Guinea	Senegal
Burundi	Kenya	Seychelles
Cameroon	Lesotho	Sierra Leone
Cape Verde	Liberia	Somalia
Central African Republic	Libya	South Africa
Chad	Madagascar	Sudan
Comoros	Malawi	Swaziland
Congo, Dem. Rep. of the	Mali	Tanzania
Congo, Republic of the	Mauritania	Togo
Cote d'Ivoire (Ivory Coast)	Mauritius	Tunisia
Djibouti	Morocco	Uganda
Egypt	Mozambique	Zambia
Equatorial Guinea	Namibia	Zimbabwe
Eritrea	Niger	

AUSTRALIA AND PACIFIC ISLANDS

American Samoa	Marshall Islands	Papua New Guinea
Australia	Micronesia, Federated States of	Tahiti
Christmas Island	New Caledonia	Tonga
Fiji	New Zealand	Samoa
Guam	Northern Mariana Islands	
Kiribati	Palau	

CANADA

Canada

CENTRAL AND SOUTH ASIA *

Afghanistan	Kazakhstan	Tajikistan
Bangladesh	Kyrgyzstan	Turkmenistan
Bhutan	Nepal	Uzbekistan
India	Pakistan	

*Note: The Central and South Asia region was labeled “Central Asia” in versions of this report published prior to 2009.

EAST AND SOUTHEAST ASIA *

Brunei	Korea, D.P.R. of (North)	Mongolia
Cambodia	Korea, Rep. of (South)	Philippines
China, People's Republic of	Laos	Singapore
East Timor	Macau (SAR of China)	Sri Lanka
Hong Kong (SAR of China)	Malaysia	Taiwan
Indonesia	Maldives	Thailand
Japan	Myanmar (Burma)	Vietnam

*Note: The East and Southeast Asia region was labeled “Asia” in versions of this report published prior to 2009.

EASTERN EUROPE

Albania	Estonia	Poland
Armenia	Georgia	Romania
Azerbaijan	Hungary	Russia
Belarus	Latvia	Serbia, Republic of
Bosnia-Herzegovina	Lithuania	Slovakia
Bulgaria	Macedonia, The F.Y.R. of	Slovenia
Croatia	Moldova	Ukraine
Czech Republic	Montenegro	

MEXICO, CARIBBEAN, AND LATIN AMERICA

Anguilla	Cuba	Nicaragua
Antigua and Barbuda	Dominica, Commonwealth of	Panama
Argentina	Dominican Republic	Paraguay
Aruba	Ecuador	Peru
Bahamas	El Salvador	Puerto Rico
Barbados	Grenada	St. Kitts
Belize	Guadeloupe	St. Lucia
Bermuda	Guatemala	St. Vincent and The Grenadines
Bolivia	Guyana	Suriname
Brazil	Haiti	Trinidad and Tobago
British Virgin Islands	Honduras	Turks and Caicos Islands
Cayman Islands	Jamaica	Uruguay
Chile	Martinique	US Virgin Islands
Colombia	Mexico	Venezuela
Costa Rica	Montserrat	

MIDDLE EAST*

Bahrain	Kuwait	Syria
Gaza Strip	Lebanon	Turkey
Iran	Oman	United Arab Emirates
Iraq	Palestinian Territories	West Bank
Israel	Qatar	Yemen
Jordan	Saudi Arabia	

UNITED STATES

United States of America

WESTERN EUROPE*

Andorra	Greece	Netherlands
Austria	Holy See (Vatican City)	Norway
Belgium	Iceland	Portugal
Cyprus	Ireland	San Marino
Denmark	Italy	Spain
Finland	Liechtenstein	Sweden
France	Luxembourg	Switzerland
Germany	Malta	United Kingdom
Gibraltar	Monaco	

***Note:** Andorra was classified as part of Eastern Europe in versions of this report published prior to 2009.

Appendix B. Supplemental GMAT Data

GMAT Score Reports Received by Study Destination

**Table B.1. GMAT® Score Reports Received by Study Destination
TY 2008 to TY 2012**

School Region*	TY 2008	TY 2009	TY 2010	TY 2011	TY 2012	Percentage of TY 2012 Total
1. United States	605,809	628,654	606,149	579,581	630,406	75.83%
2. Western Europe	63,734	79,248	84,815	84,841	92,583	11.14%
3. East and Southeast Asia	20,379	25,468	25,044	25,190	33,918	4.08%
4. Canada	24,637	27,013	28,166	28,494	33,845	4.07%
5. Central and South Asia	17,951	22,570	17,573	17,743	25,001	3.01%
6. Middle East	8,324	9,929	9,937	8,240	8,145	0.98%
7. Australia and Pacific Islands	3,604	5,408	4,333	3,217	4,280	0.51%
8. Africa	1,382	2,016	2,043	2,019	2,027	0.24%
9. Mexico, Caribbean, and Latin America	579	643	537	596	588	0.07%
10. Eastern Europe	376	552	447	478	544	0.07%
Total Scores Sent to All Schools	746,775	801,501	779,044	750,399	831,337	100%

*Regions ranked based on number of GMAT® scores received in TY 2012.

GMAT Exams Taken by Region of Residence

**Table B.2. GMAT® Exams Taken by Region of Residence
TY 2008 to TY 2012**

Region of Residence*	TY 2008	TY 2009	TY 2010	TY 2011	TY 2012	Percentage of TY 2012 Total
1. United States	153,358	156,613	151,252	140,085	144,650	50.48%
2. East and Southeast Asia	31,610	37,226	41,218	47,671	64,305	22.44%
3. Central and South Asia	20,212	23,070	20,161	19,581	24,240	8.46%
4. Western Europe	15,822	19,019	20,414	20,742	21,299	7.43%
5. Canada	7,761	8,366	8,662	8,531	9,313	3.25%
6. Middle East	6,875	7,701	8,452	7,993	8,017	2.80%
7. Mexico, Caribbean, and Latin America	5,057	5,663	5,453	5,422	5,814	2.03%
8. Eastern Europe	2,443	3,250	3,430	3,469	3,895	1.36%
9. Africa	2,951	3,598	3,780	3,585	3,759	1.31%
10. Australia and Pacific Islands	868	1,107	1,157	1,113	1,237	0.43%
Total Number of Exams Taken	246,957	265,613	263,979	258,192	286,529	100%

*Regions ranked based on number of GMAT® exams taken in TY 2012.

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