

Graduate
Management
Admission
Council™

Market Intelligence

GMAT™ Geographic Trend Report: Testing Year 2018

May 2019



GMAT™ Geographic Trend Report: Testing Year 2018 is a product of the Graduate Management Admission Council (GMAC), a global, mission-driven association of 223 leading graduate business schools. Founded in 1953, we are actively committed to advancing the art and science of admissions by convening and representing the industry and offering best-in-class products and services for schools and students. GMAC owns and administers the Graduate Management Admission Test™ (GMAT™) exam, used by more than 7,000 graduate programs worldwide. Other GMAC assessments include the NMAT by GMAC™ exam, for entrance into graduate management programs in India, South Africa, and the Philippines, and the Executive Assessment, specifically designed for Executive MBA programs around the world. The Council is based in the United States with offices in the United Kingdom, India, and China.

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GMAT™ Geographic Trend Report: Testing Year 2018

The *GMAT™ Geographic Trend Report: Testing Year 2018* presents mobility trends in the graduate management education (GME) candidate pipeline. Data collected from examinees taking the Graduate Management Admission Test™ (GMAT) in the five-year period of testing year* (TY) 2014 to 2018 form the basis of this report.

The GMAT score-sending data studied in this report 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. Absolute change tends to fluctuate widely depending on yearly testing volume.
- 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. Relative change is generally more stable over time.

Understanding both types of information—absolute and relative change—enhances school professionals' grasp of pipeline dynamics and improves their ability to recruit effectively in an increasingly competitive global market.

School professionals can leverage this report to learn timely insights about the candidate pipeline and gain a market intelligence edge in your international recruitment in both established and emerging markets. The report is made available exclusively to school professionals at GMAT score-accepting institutions. It may not be shared without prior approval from GMAC.

Explore and Filter the Data for Yourself

Accompanying this report is an Excel file that provides school professionals at GMAT score-accepting institutions with filterable data tables to explore international examinee and score-sending trends. Access it with your gmac.com login at:

www.gmac.com/geographictrends

Profiles of GMAT Testing

Our annual report series offers a five-year summary of GMAT test-taking volumes, with detailed breakdowns by citizenship and residence. Access the report series at:

www.gmac.com/profile

*Testing years cover the period between July 1 and June 30. For example, TY2018 covers the period July 1, 2017 to June 30, 2018.

Overall Test-Taking and Score-Sending Trends

Global business school candidates sat for 242,714 GMAT exams in TY2018, a slight decrease from 244,280 GMAT exams in TY2014 (-0.6%).

- The proportion of exams taken by citizens of countries in East and Southeast Asia grew from 31 percent in TY2014 to 36 percent in TY2018, while the proportion taken by citizens of the United States declined from 36 to 30 percent over the same period.

GMAT examinees sent 493,101 score reports to programs around the world in TY2018.

- While MBA programs receive the majority of global GMAT score reports (62% in TY2018), business master's programs continue to increase their proportion of scores received, growing from 30 percent of global GMAT score reports in TY2014 to 34 percent in TY2018.

Women, younger candidates, and candidates scoring a total score of 600 or greater continue to grow in their representation of global exams taken.

- The percentage of tests taken by women grew to 46.3 percent in TY2018, the greatest in the history of the exam.
- Candidates younger than 25 represented 51 percent of global exams taken in TY2018, up from 49 percent in TY2014.

*For more on mean GMAT total scores, read our white paper [The GMAT Exam Is Not Getting Easier: The Fallacy of Score Increases and the Impact of Score Preview](#).

- The proportion of exams with a total score of 600 or greater increased by six percentage points over the five-year period.*

The United States remains the top score-sending destination, receiving 67 percent of total GMAT scores in TY2018, down from 74 percent in TY2014.

- Over the same period, the proportion of scores sent to schools in Western Europe grew from 12 to 17 percent.

Master of Data Analytics programs continue to increase their proportion of total score reports received.

- In TY2018, 3.7 percent of score reports were sent to Master of Data Analytics programs, up from 0.7 percent in TY2014—the largest percentage point increase among program types.
- This growth is driven in large part by citizens of countries in East and Southeast Asia, particularly China. Chinese citizens sent 11 percent of their score reports to Master of Data Analytics programs in TY2018, up from 1.6 percent in TY2014.

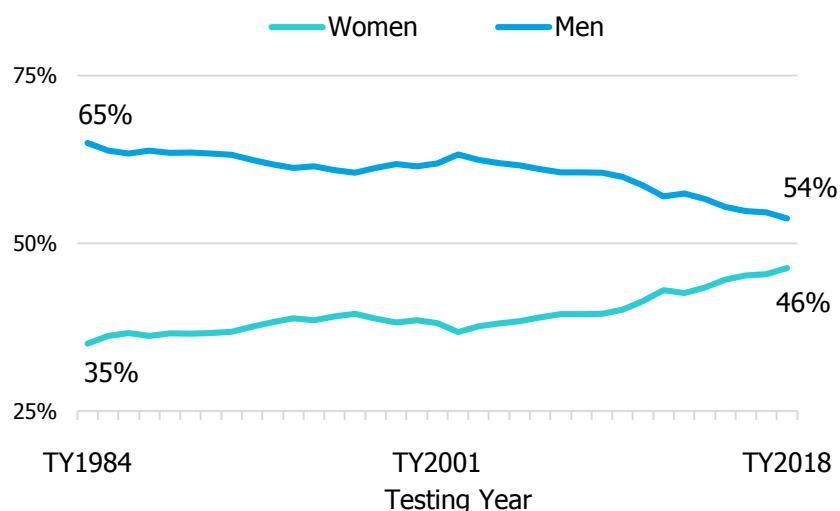
Key Findings

Women in the GMAT™ Candidate Pipeline

Globally, the proportion of GMAT exams taken by women has reached a record high of 46.3 percent in TY2018, an increase of 11 percentage points since the first printed publication of GMAT testing data in TY1984. The last decade of GMAT testing has seen the largest growth in testing by women, increasing from 40 percent of GMAT exams in TY2009 to its current high.*

The country of citizenship with the highest proportion of exams taken by women in TY2018 was China. More than 2 in every 3 GMAT exams taken by Chinese citizens were taken by a woman (68%). Other countries with high proportions of exams taken by women include Vietnam (64%), Albania (63%), Romania (60%), and Thailand (58%).

Percentage of GMAT Exams Taken by Women



*For more on women and GME, read our research brief [Women and the Full-Time MBA: Continuing the Push for Progress](#) and our white paper [What Women Want: A Blueprint for Change in Business Education](#).

Countries With the Highest Percentage of GMAT Exams Taken by Women**

Country of Citizenship	% of GMAT Exams Taken by Women in TY2018	GMAT Exams Taken by Women in TY2018
1. China	68%	48,121
2. Vietnam	64%	1,045
3. Albania	63%	81
4. Romania	60%	126
5. Thailand	58%	987
6. Taiwan, China	58%	2,532
7. Bulgaria	57%	128
8. Mongolia	56%	68
9. Ukraine	55%	187
10. Kazakhstan	53%	157

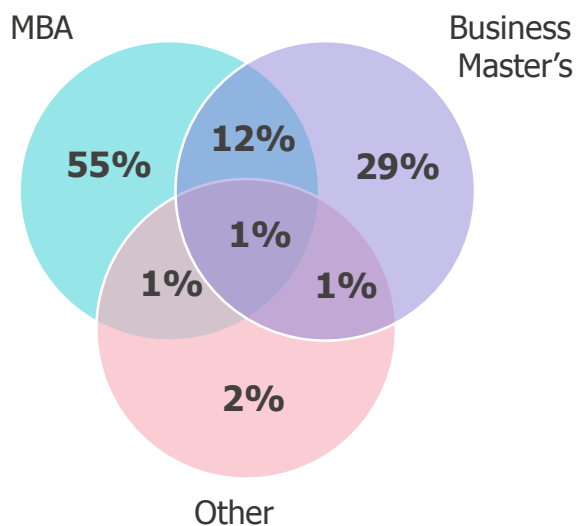
**Countries of citizenship with at least 100 GMAT exams taken in TY2018.

Business Master's Programs

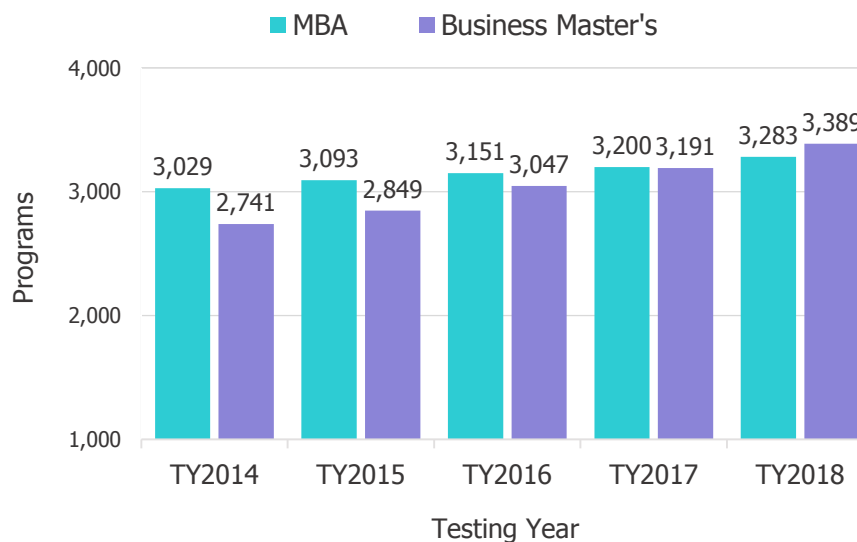
Globally, the number of GMAT score-accepting programs grew to 7,257 in TY2018, up from 6,278 in TY2014—a 15.6 percent increase. The largest growth continues to be among business master's programs, increasing from 2,741 programs in TY2014 to 3,389 in TY2018, outnumbering MBA programs (3,283 in TY2018) for the first time in the history of the exam.

While there is a greater number of business master's programs accepting GMAT scores than MBA programs, most GMAT scores continue to be sent to MBA programs (62%). That said, the proportion of score reports sent to business master's programs continues to climb, growing from 30 percent in TY2014 to 34 percent in TY2018. The share of candidates sending score reports only to business master's programs is also increasing. In TY2018, 29 percent of all score senders only sent scores to business master's programs, up from 24 percent in TY2014.

Percentage of GMAT Score Senders by Program Type, TY2018



GMAT Score-Accepting Programs by Program Type

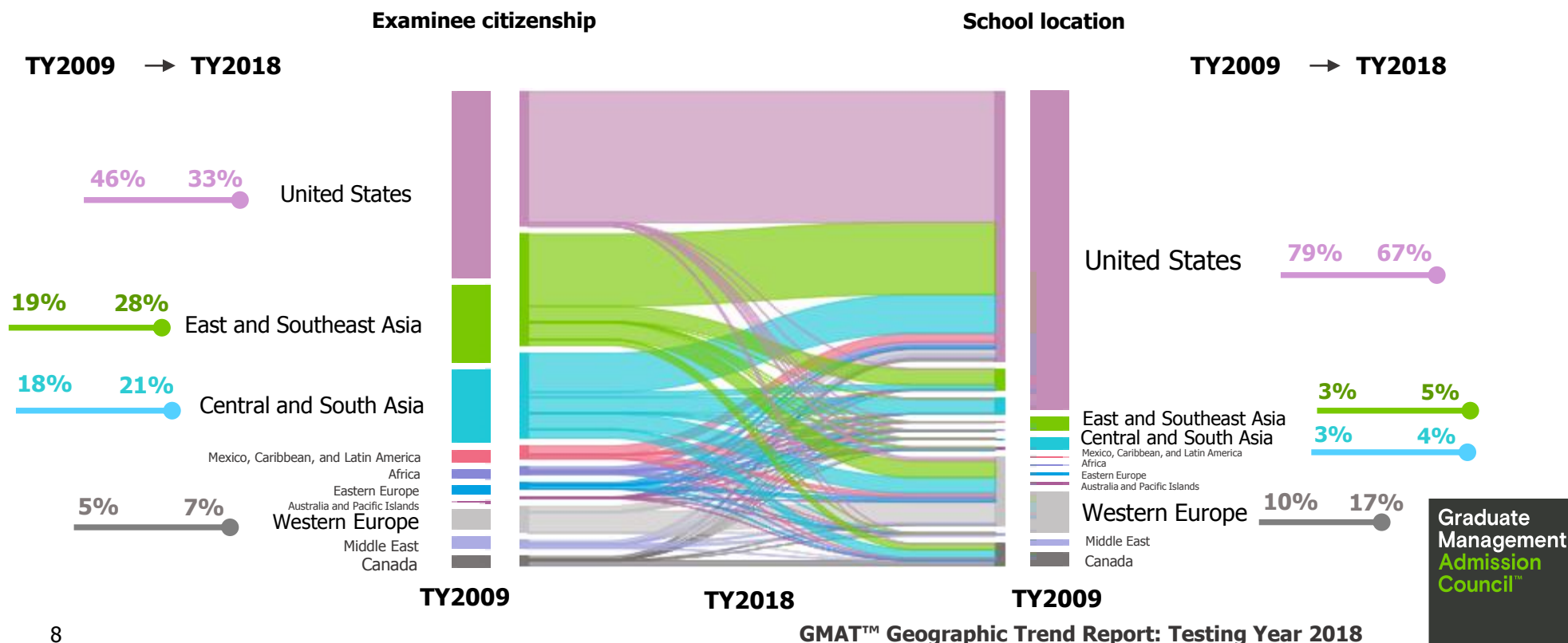


Key Findings

International Student Mobility

In TY2009, 46 percent of the total number of GMAT score reports sent were sent by citizens of the United States. In TY2018, that share has declined to 33 percent. Over the same period, the percentage of score reports sent by citizens of countries in East and Southeast Asia increased from 19 to 28 percent, and the percentage sent by citizens of countries in Central and South Asia increased from 18 to 21 percent. In both TY2009 and TY2018, programs located in the United States and Western Europe received the largest share of score reports. Over this period, the share received by US programs declined from 79 to 67 percent, while the share received by Western European programs increased from 10 to 17 percent.

Global GMAT Score Sending, TY2009 and TY2018



Key Findings

International Student Mobility to the United States

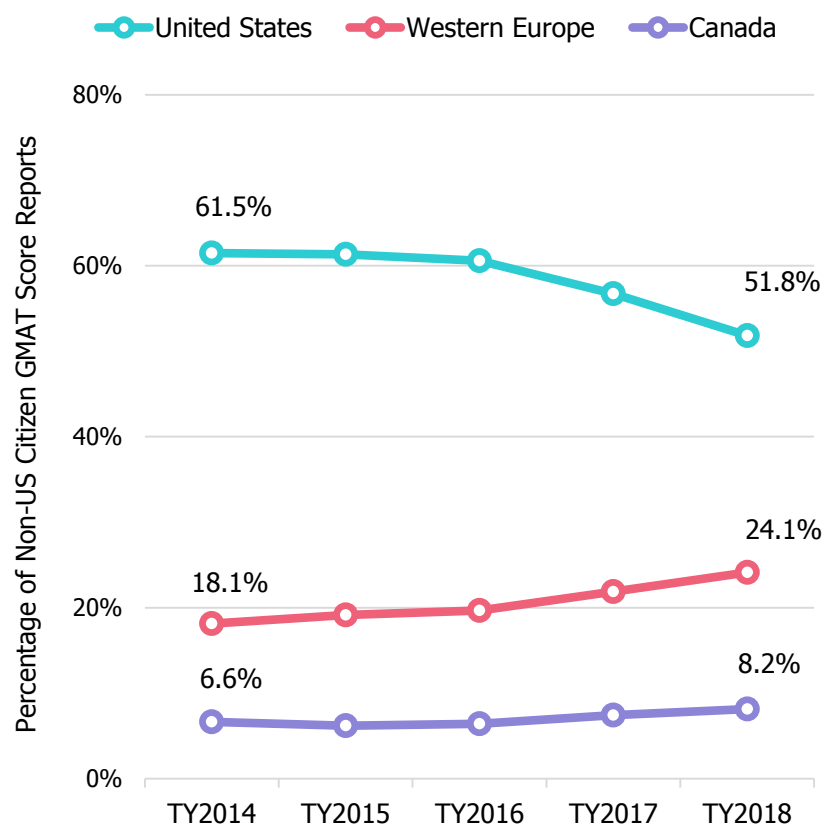
The United States remains the top destination of GMAT score reports from non-US citizens. There has been a slow erosion, however, of US programs' market share of these candidates' score reports between TY2014 and TY2016. An accelerated rate of decline began in TY2017 and continued through TY2018, when 51.8 percent of non-US citizen score reports were sent to US programs.

This acceleration is likely driven in part by the political climate in the United States, which [ongoing GMAC research](#) shows has elevated concerns among non-US citizen candidates about their ability to obtain work visas in the United States post-GME, among other negative impressions.

Between TY2014 and TY2018, the proportion of non-US citizen score reports sent to programs in Western Europe increased from 18.1 to 24.1 percent, and the proportion sent to programs in Canada increased from 6.6 to 8.2 percent.

For more on candidates study destination preferences, read the GMAC™ research report [Demand for MBA and Business Master's Programs: Insights on Candidate Decision Making Summary Report, mba.com Prospective Students Survey 2019](#).

Percentage of GMAT Score Reports Received From Non-US Citizens, by School Region



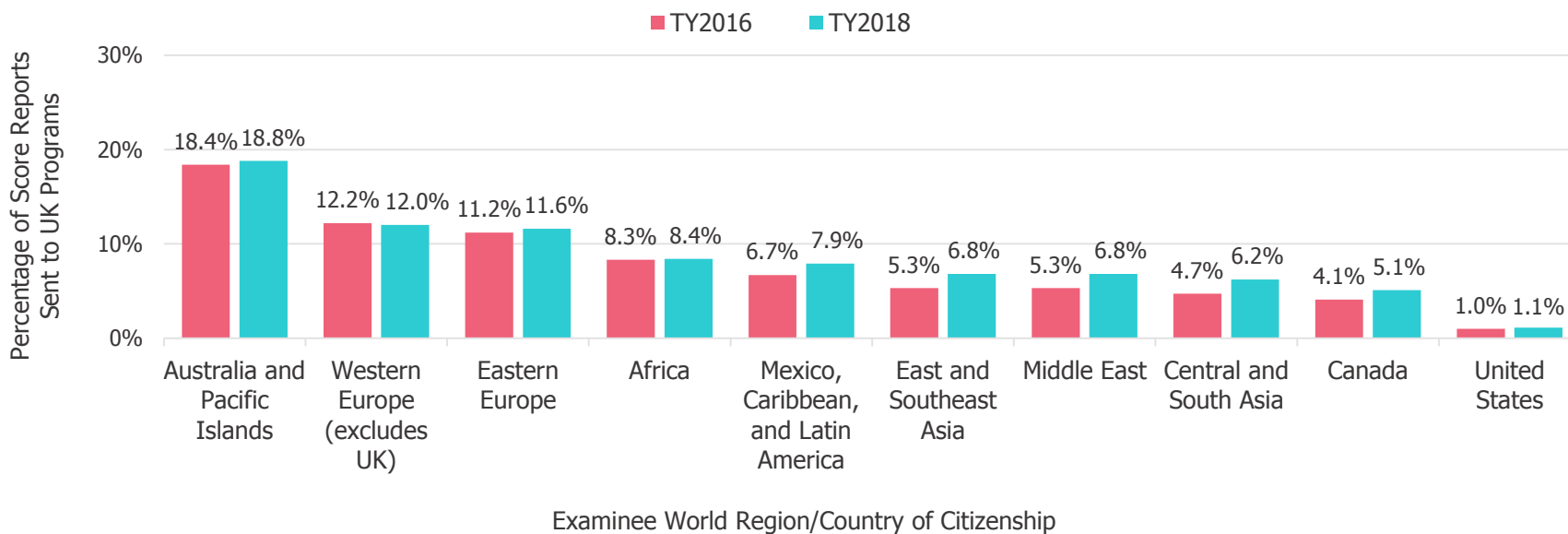
Key Findings

International Student Mobility to the United Kingdom

In the immediate aftermath of the United Kingdom's vote to leave the European Union in 2016, it was feared that Brexit would repel international business school candidates. GMAT score-sending data, however, shows that UK programs have remained just as popular a choice for business school as before the 2016 vote. In fact, the share of GMAT score reports sent to UK programs has increased slightly since testing year 2016 and is stable or up across world regions of citizenship.

For more on the United Kingdom as a study destination, read the GMAC research report [Brexit and Graduate Management Education in the United Kingdom](#).

**Percentage of GMAT Score Reports Sent to Programs in the United Kingdom
by Examinee Region/Country of Citizenship**



Global Testing Environment

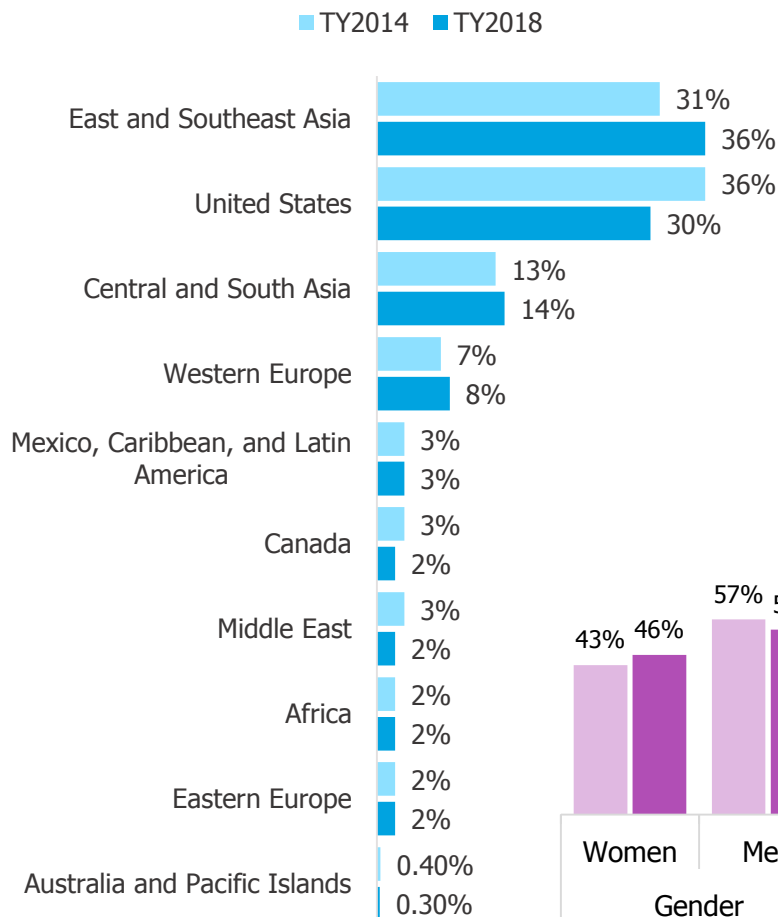
This section presents global GMAT exam data, including:

- Exams taken by world region/country of citizenship
- Score reports sent by program type
- Candidate demographics
- Mean total score
- Score reports sent by candidate demographics
- Number of GMAT score-accepting programs by program type
- GMAT exams by candidate demographics
- Top score-sending destinations by school country
- Top program types by percentage of scores sent

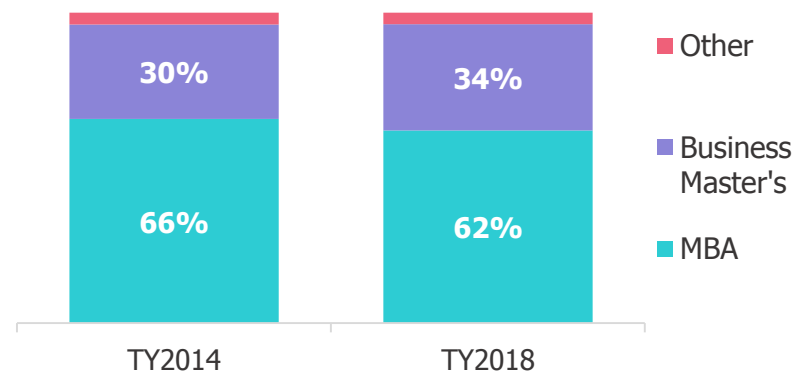


Global GMAT™ Trends Summary

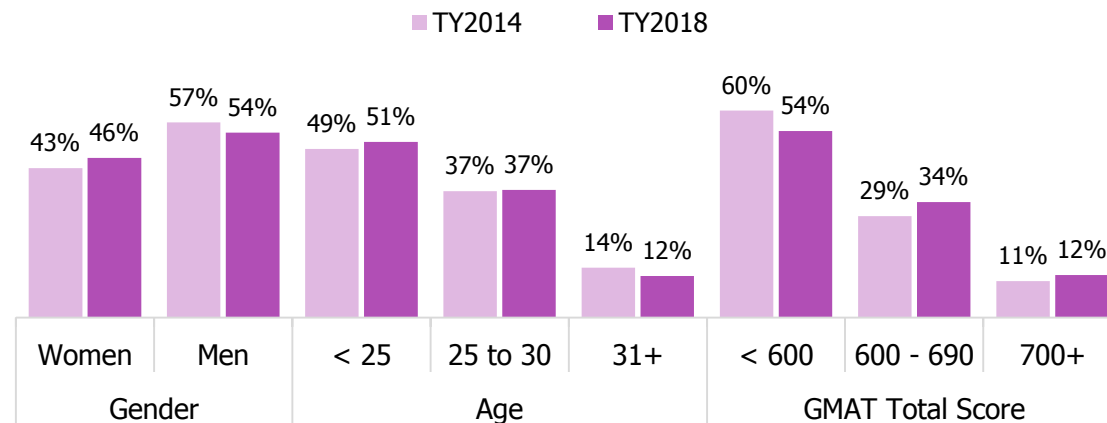
Percentage of GMAT Exams Taken by World Region/Country of Citizenship



Percentage of GMAT Score Reports Sent by Program Type

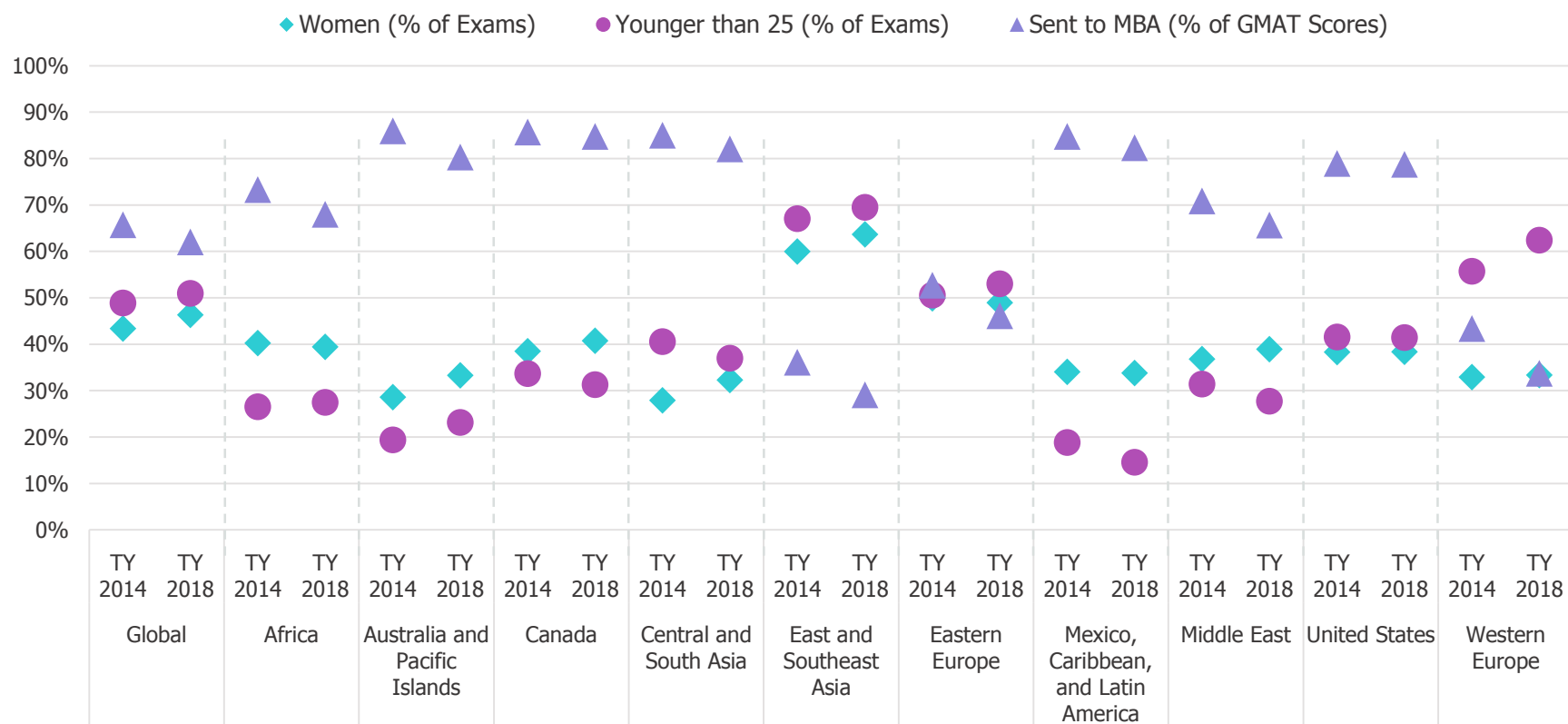


Global GMAT Candidate Demographics



Regional Candidate Pipeline Characteristics

Percentage of Exams Taken by Women and Examinees Younger Than 25 and Percentage of Scores Sent to MBA Programs, by Testing Year and Examinee World Region/Country of Citizenship



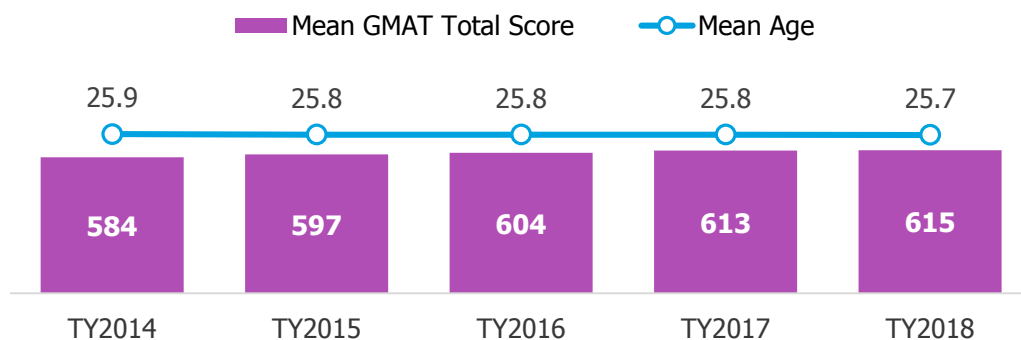
Testing Year and Examinee World Region/Country of Citizenship

Global Score Sending and GMAT™ Accepting Programs

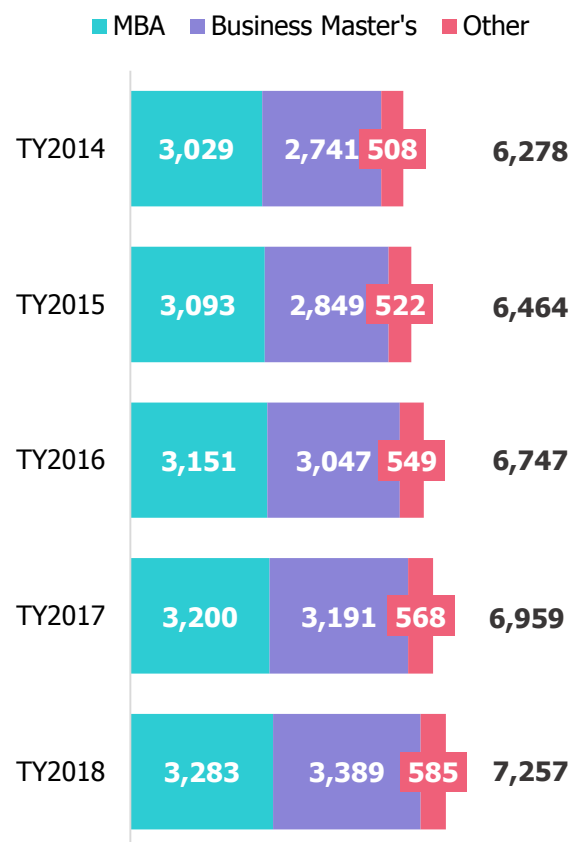
**Global Programs
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Sent in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	493,101	62.0%	34.3%	3.7%
Women	203,788	51.8%	44.2%	3.9%
Candidates younger than 25	222,689	37.4%	60.4%	2.2%
Total score <600	167,410	61.9%	35.3%	2.8%
Total score 600-690	187,105	58.3%	38.4%	3.3%
Total score ≥700	138,586	67.1%	27.4%	5.5%

**Global Programs
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Global Programs
Number of GMAT Score-Accepting Programs**



Global Candidate Profile

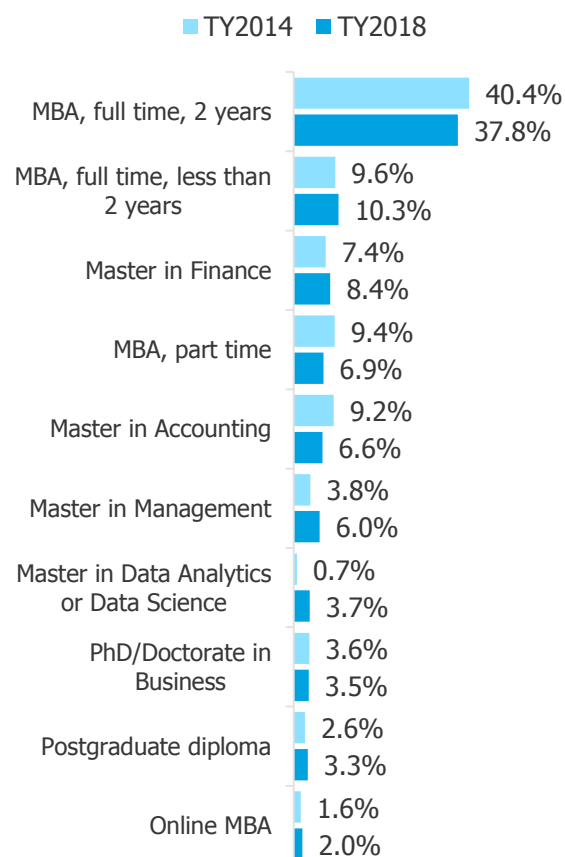
Global Examinees
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	244,280	248,917	260,328	250,761	242,714	- 0.2%
Women	105,955	111,052	117,548	113,874	112,408	+ 1.5%
Candidates younger than 25	119,424	122,860	128,470	124,242	123,712	+ 0.9%
Total score <600	146,698	145,212	147,527	136,690	131,387	- 2.7%
Total score 600-690	71,826	75,381	81,629	81,581	81,360	+ 3.2%
Total score ≥700	25,756	28,324	31,172	32,490	29,967	+ 3.9%

Global Examinees
Top Score-Sending Destinations by School Country, TY2018

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	330,064	66.9%	74.2%
2. Canada	27,031	5.5%	4.3%
3. United Kingdom	26,088	5.3%	4.1%
4. France	20,402	4.1%	3.1%
5. India	18,647	3.8%	2.9%

Global Examinees
Top Program Types, TY2018
(Percentage of Scores Sent)



Regional Trends

This section presents regional GMAT exam data.

For each world region/country, the following data is displayed for the world region/country as a study destination:

- GMAT scores received by candidate demographics
- Mean total score and mean candidate age of score reports received
- Number of GMAT score-accepting programs by program type

The following data is displayed for citizens of countries in the world region/country and the region's top three countries by exams taken:

- GMAT exams by candidate demographics
- Top score-sending destinations by school country
- Top program types by percentage of scores sent

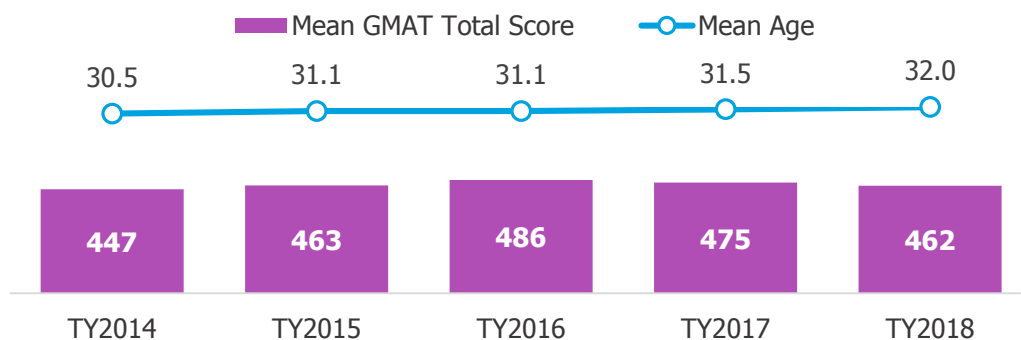


Africa as a Score-Sending Destination

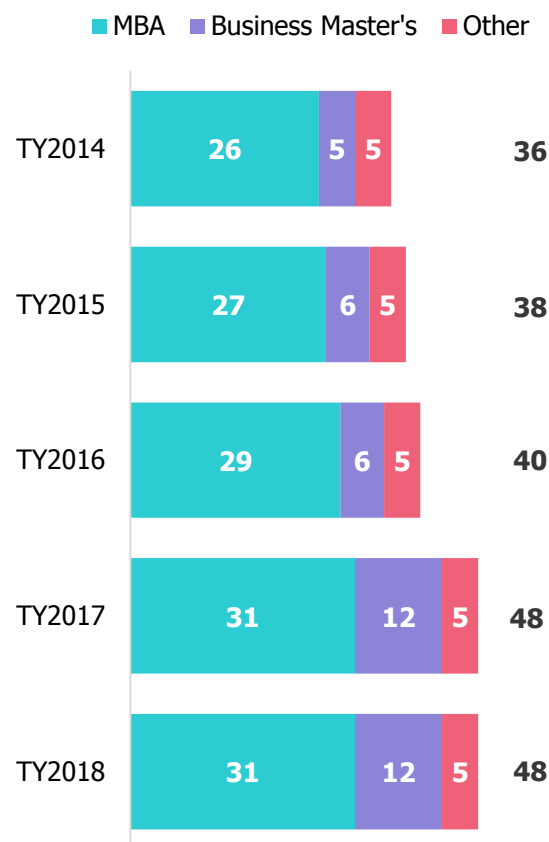
Programs in Africa
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	705	97.9%	0.4%	1.7%
Women	248	98.4%	0.4%	1.2%
Candidates younger than 25	39	92.3%	5.1%	2.6%
Total score <600	587	97.4%	0.5%	2.0%
Total score 600-690	103	100.0%	0.0%	0.0%
Total score ≥700	15	100.0%	0.0%	0.0%

Programs in Africa
Mean Total Score and Mean Candidate Age of GMAT Scores Received



Programs in Africa
Number of GMAT Score-Accepting Programs



Citizens of Countries in Africa: Candidate Profile

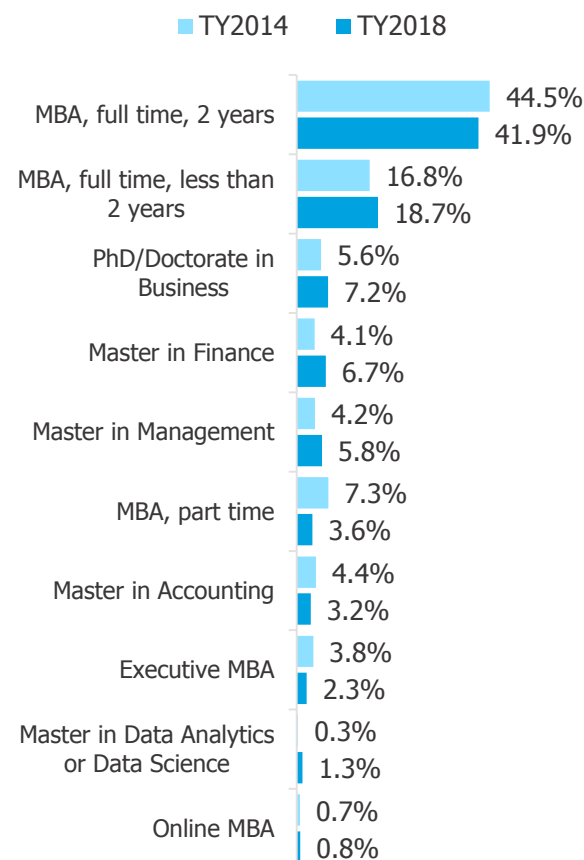
**Citizens of Countries in Africa
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	5,325	5,292	5,257	4,727	4,637	- 3.4%
Women	2,143	2,279	2,115	1,864	1,828	- 3.9%
Candidates younger than 25	1,413	1,487	1,406	1,295	1,272	- 2.6%
Total score <600	4,565	4,419	4,343	3,745	3,665	- 5.3%
Total score 600-690	618	745	735	816	804	+ 6.8%
Total score ≥700	142	128	179	166	168	+ 4.3%

**Citizens of Countries in Africa
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	5,048	54.0%	57.5%
2. Canada	1,448	15.5%	10.9%
3. United Kingdom	767	8.2%	7.3%
4. France	610	6.5%	5.2%
5. South Africa	517	5.5%	8.2%

**Citizens of Countries in Africa
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Egypt: Candidate Profile

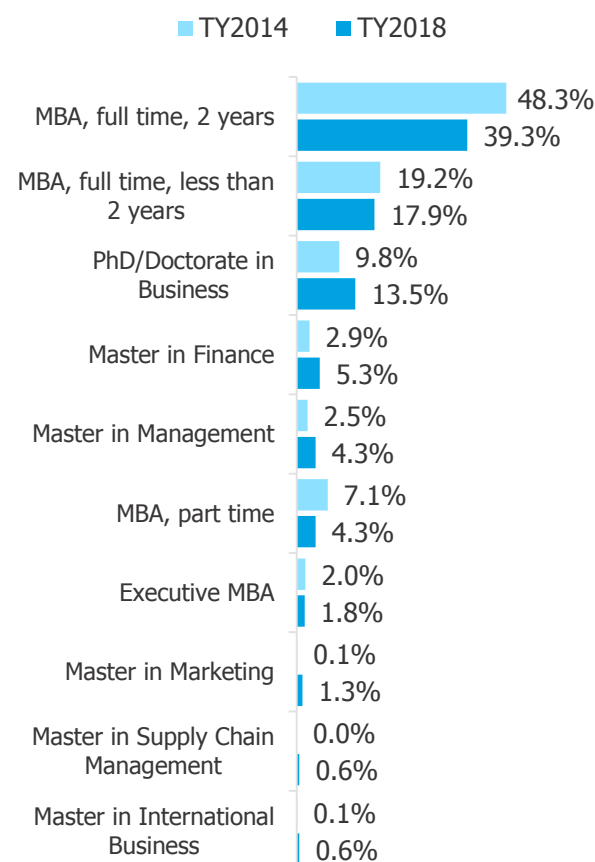
**Citizens of Egypt
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	746	709	732	527	467	- 11.1%
Women	223	314	281	170	141	- 10.8%
Candidates younger than 25	139	167	160	116	101	- 7.7%
Total score <600	636	619	639	443	384	- 11.9%
Total score 600-690	96	79	75	70	69	- 7.9%
Total score ≥700	14	11	18	14	14	0.0%

**Citizens of Egypt
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	279	41.0%	50.1%
2. Canada	91	13.4%	14.0%
3. Egypt	71	10.4%	14.3%
4. United Kingdom	69	10.1%	8.7%
5. Germany	45	6.6%	1.6%

**Citizens of Egypt
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Nigeria: Candidate Profile

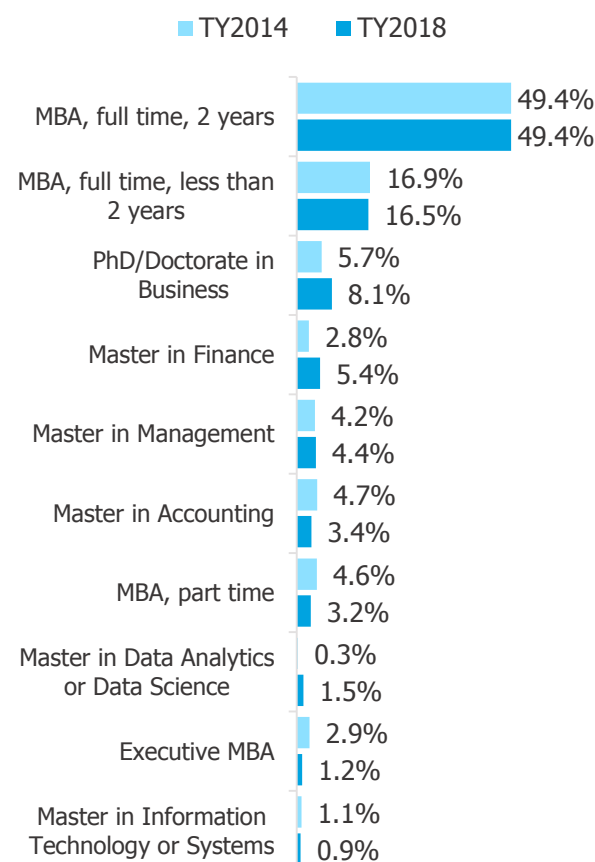
**Citizens of Nigeria
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,254	1,419	1,451	1,268	1,452	+ 3.7%
Women	557	651	615	530	607	+ 2.2%
Candidates younger than 25	364	417	403	342	376	+ 0.8%
Total score <600	1,104	1,211	1,234	1,005	1,179	+ 1.7%
Total score 600-690	123	179	179	226	234	+ 17.4%
Total score ≥700	27	29	38	37	39	+ 9.6%

**Citizens of Nigeria
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	2,198	62.5%	66.8%
2. Canada	837	23.8%	19.5%
3. United Kingdom	168	4.8%	6.1%
4. France	107	3.0%	2.7%
5. Nigeria	36	1.0%	0.9%

**Citizens of Nigeria
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of South Africa: Candidate Profile

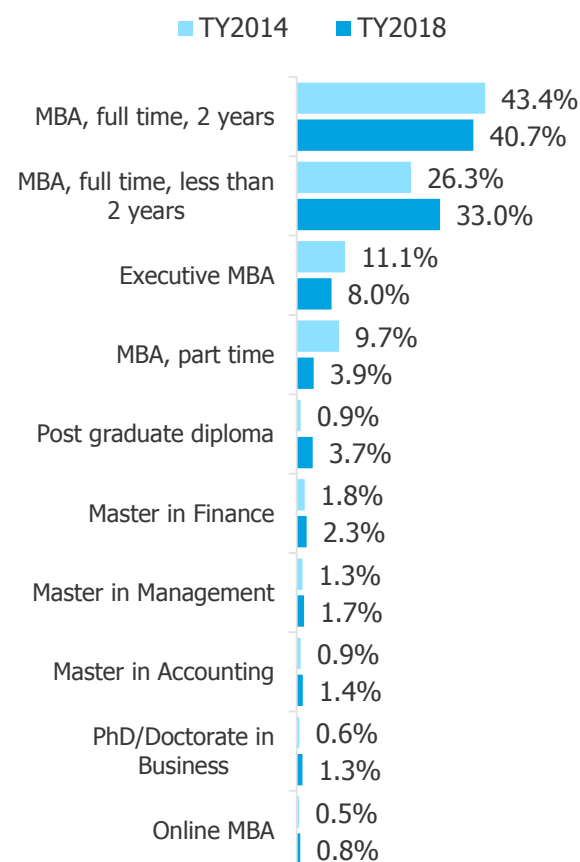
**Citizens of South Africa
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	765	714	722	675	661	- 3.6%
Women	292	275	290	275	256	- 3.2%
Candidates younger than 25	65	66	72	70	67	+ 0.8%
Total score <600	575	550	506	472	459	- 5.5%
Total score 600-690	154	138	162	154	151	- 0.5%
Total score ≥700	36	26	54	49	51	+ 9.1%

**Citizens of South Africa
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. South Africa	423	32.1%	46.9%
2. United States	417	31.7%	27.3%
3. United Kingdom	220	16.7%	11.0%
4. France	90	6.8%	6.0%
5. Spain	38	2.9%	2.0%

**Citizens of South Africa
Top Program Types, TY2018
(Percentage of Scores Sent)**

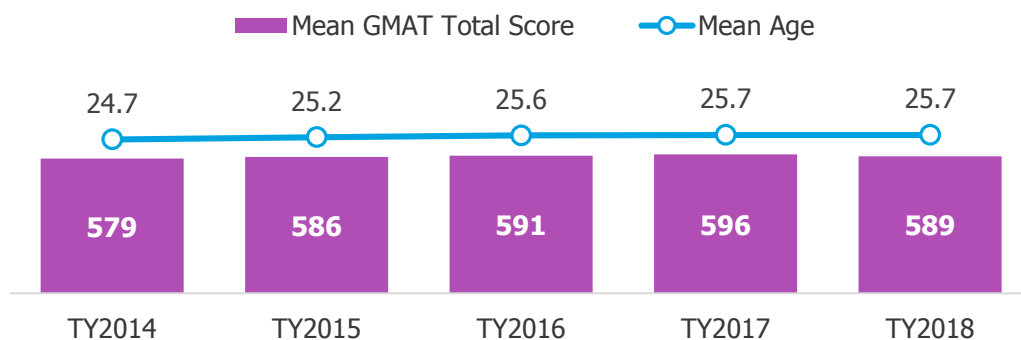


Australia and Pacific Islands as a Score-Sending Destination

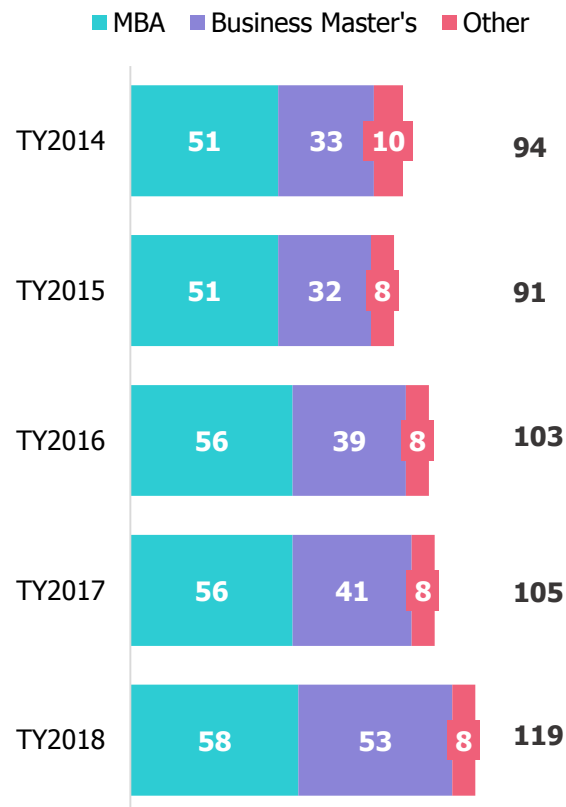
**Programs in Australia and Pacific Islands
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	3,061	62.0%	34.5%	3.5%
Women	1,370	49.6%	47.4%	3.1%
Candidates younger than 25	1,438	36.7%	61.6%	1.7%
Total score <600	1,285	67.5%	30.4%	2.2%
Total score 600-690	1,340	57.0%	39.6%	3.4%
Total score ≥700	436	61.2%	31.2%	7.6%

**Programs in Australia and Pacific Islands
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in Australia and Pacific Islands
Number of GMAT Score-Accepting Programs**



Citizens of Countries in Australia and Pacific Islands: Candidate Profile

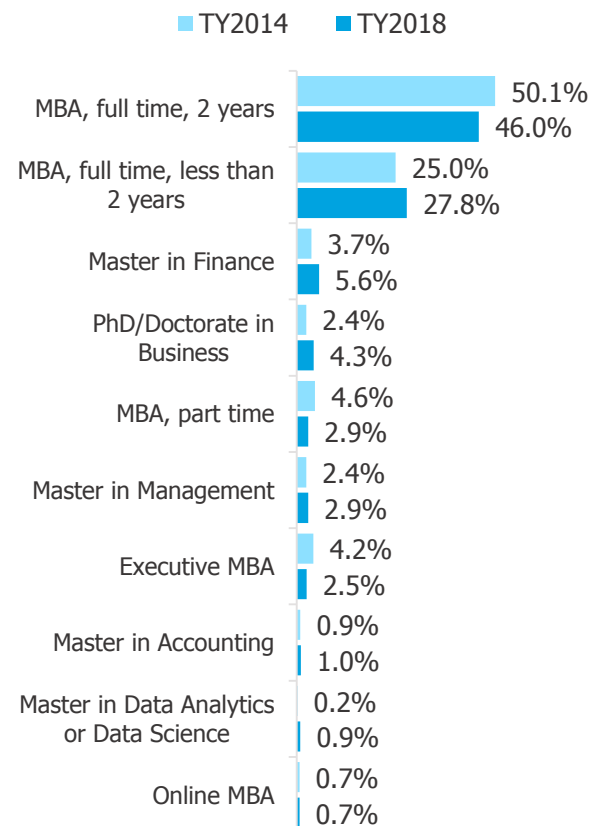
**Citizens of Countries in Australia and Pacific Islands
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,005	945	1,008	960	829	- 4.7%
Women	287	303	309	309	276	- 1.0%
Candidates younger than 25	195	179	184	184	192	- 0.4%
Total score <600	417	386	371	339	315	- 6.8%
Total score 600-690	379	351	393	379	302	- 5.5%
Total score ≥700	209	208	244	242	212	+ 0.4%

**Citizens of Countries in Australia and Pacific Islands
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	868	49.8%	56.1%
2. United Kingdom	328	18.8%	15.0%
3. Australia	170	9.8%	11.3%
4. France	132	7.6%	6.3%
5. Canada	45	2.6%	1.2%

**Citizens of Countries in Australia and Pacific Islands
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Australia: Candidate Profile

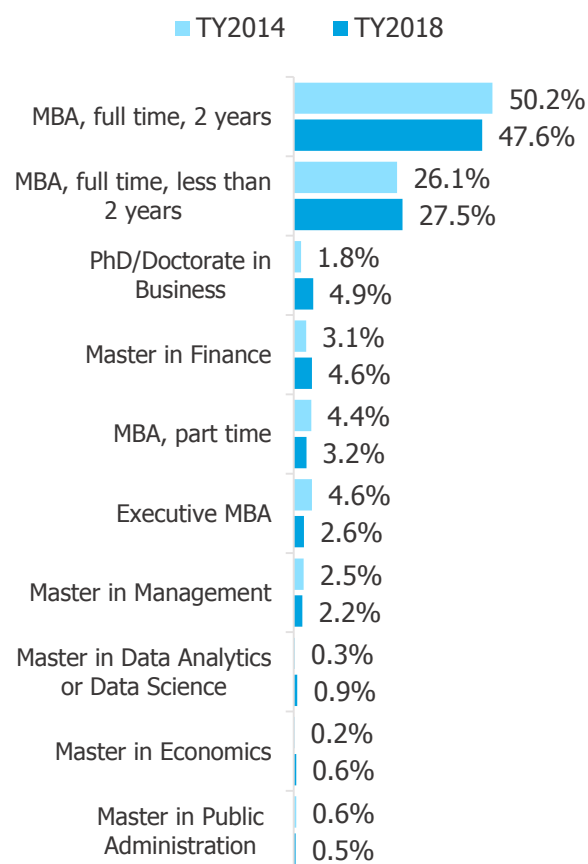
**Citizens of Australia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	843	789	816	800	680	- 5.2%
Women	234	241	248	256	233	- 0.1%
Candidates younger than 25	143	146	129	139	152	+ 1.5%
Total score <600	350	312	292	267	248	- 8.3%
Total score 600-690	314	305	331	330	255	- 5.1%
Total score ≥700	179	172	193	203	177	- 0.3%

**Citizens of Australia
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	720	51.1%	53.5%
2. United Kingdom	257	18.2%	15.2%
3. Australia	158	11.2%	13.0%
4. France	101	7.2%	6.7%
5. Spain	31	2.2%	1.5%

**Citizens of Australia
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of New Zealand: Candidate Profile

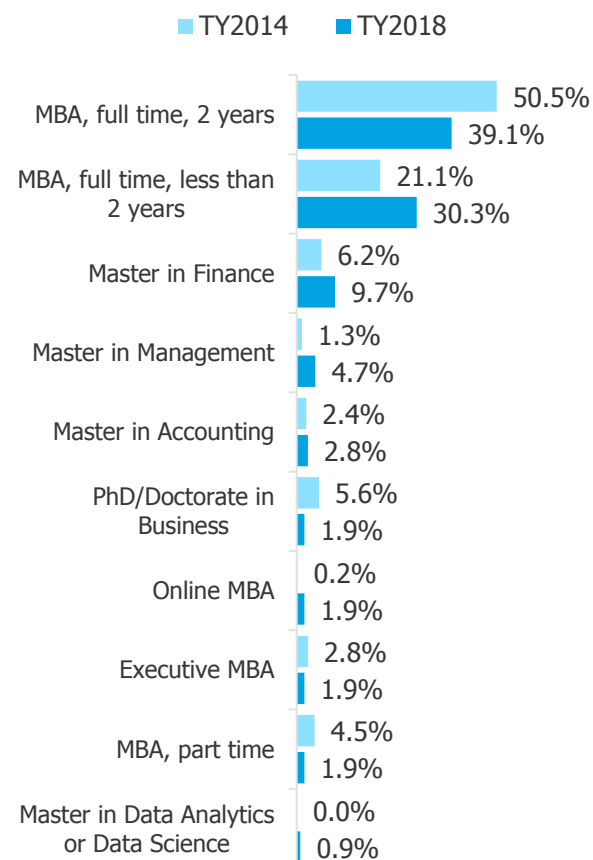
**Citizens of New Zealand
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	150	145	172	146	141	- 1.5%
Women	49	55	51	45	39	- 5.5%
Candidates younger than 25	49	30	50	42	36	- 7.4%
Total score <600	56	64	59	61	60	+ 1.7%
Total score 600-690	64	45	62	46	46	- 7.9%
Total score ≥700	30	36	51	39	35	+ 3.9%

**Citizens of New Zealand
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	142	44.4%	65.6%
2. United Kingdom	71	22.2%	15.3%
3. France	30	9.4%	4.7%
4. Canada	16	5.0%	1.5%
5. Australia	12	3.8%	3.7%

**Citizens of New Zealand
Top Program Types, TY2018
(Percentage of Scores Sent)**

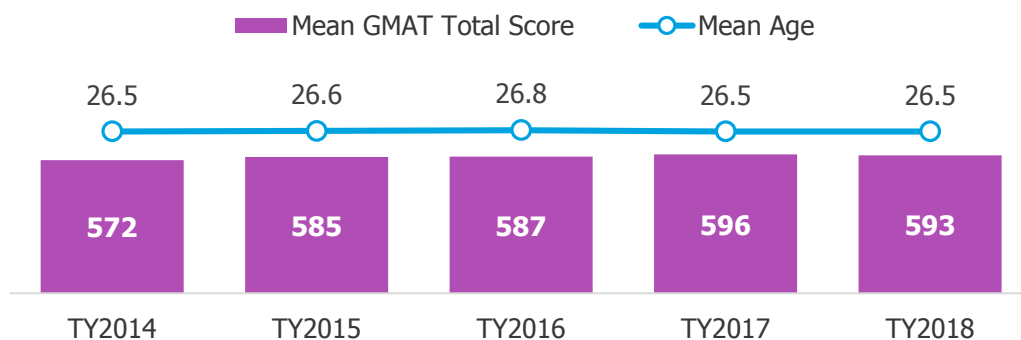


Canada as a Score-Sending Destination

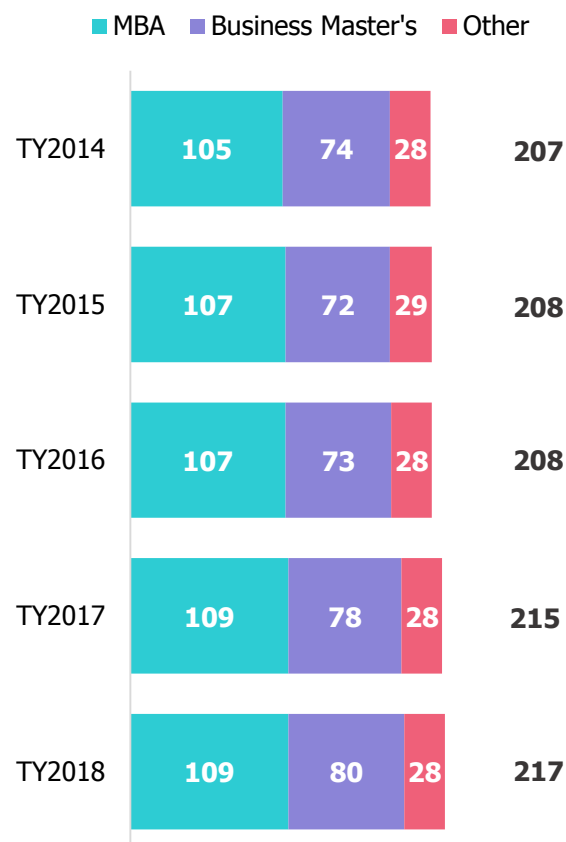
**Programs in Canada
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	27,031	70.4%	24.7%	4.8%
Women	11,019	59.6%	35.2%	5.2%
Candidates younger than 25	10,555	50.6%	47.3%	2.1%
Total score <600	11,550	75.8%	20.6%	3.5%
Total score 600-690	11,407	68.5%	26.7%	4.8%
Total score ≥700	4,074	60.5%	31.0%	8.5%

**Programs in Canada
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in Canada
Number of GMAT Score-Accepting Programs**



Citizens of Canada: Candidate Profile

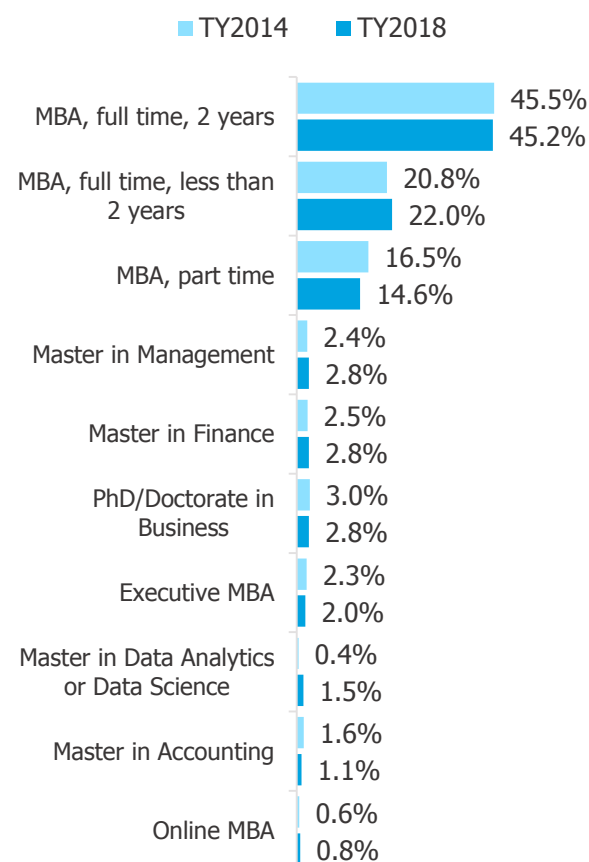
**Citizens of Canada
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	6,000	6,134	6,612	6,081	5,729	- 1.1%
Women	2,310	2,390	2,627	2,418	2,335	+ 0.3%
Candidates younger than 25	2,019	1,972	2,121	1,940	1,792	- 2.9%
Total score <600	3,515	3,435	3,577	3,238	3,023	- 3.7%
Total score 600-690	1,814	1,889	2,086	1,965	1,885	+ 1.0%
Total score ≥700	671	810	949	878	821	+ 5.2%

**Citizens of Canada
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. Canada	5,640	51.3%	59.9%
2. United States	3,847	35.0%	29.6%
3. United Kingdom	564	5.1%	3.7%
4. France	370	3.4%	2.2%
5. Spain	132	1.2%	0.9%

**Citizens of Canada
Top Program Types, TY2018
(Percentage of Scores Sent)**

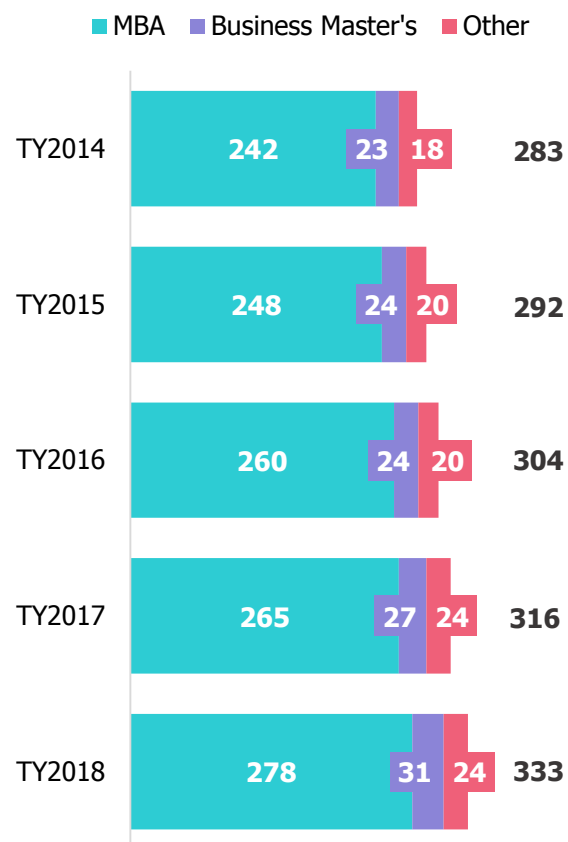


Central and South Asia as a Score-Sending Destination

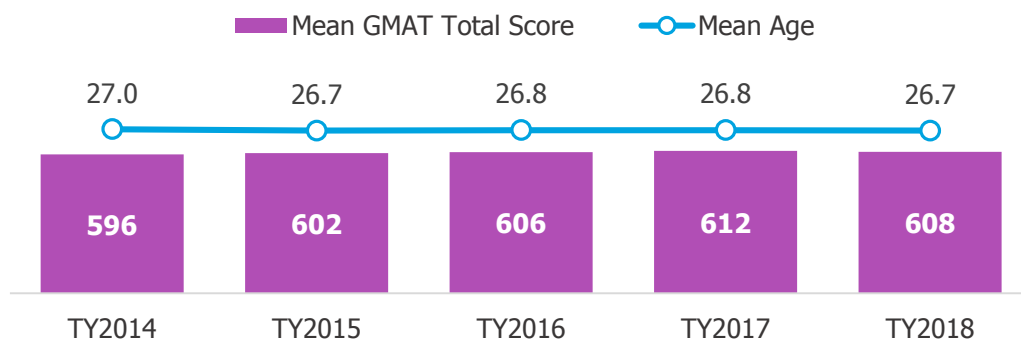
**Programs in Central and South Asia
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	19,021	96.1%	1.5%	2.4%
Women	5,651	96.4%	1.4%	2.2%
Candidates younger than 25	5,756	97.8%	1.1%	1.1%
Total score <600	6,800	94.8%	2.2%	3.0%
Total score 600-690	8,279	96.4%	1.1%	2.4%
Total score ≥700	3,942	97.5%	1.0%	1.5%

**Programs in Central and South Asia
Number of GMAT-Accepting Programs**



**Programs in Central and South Asia
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



Citizens of Countries in Central and South Asia: Candidate Profile

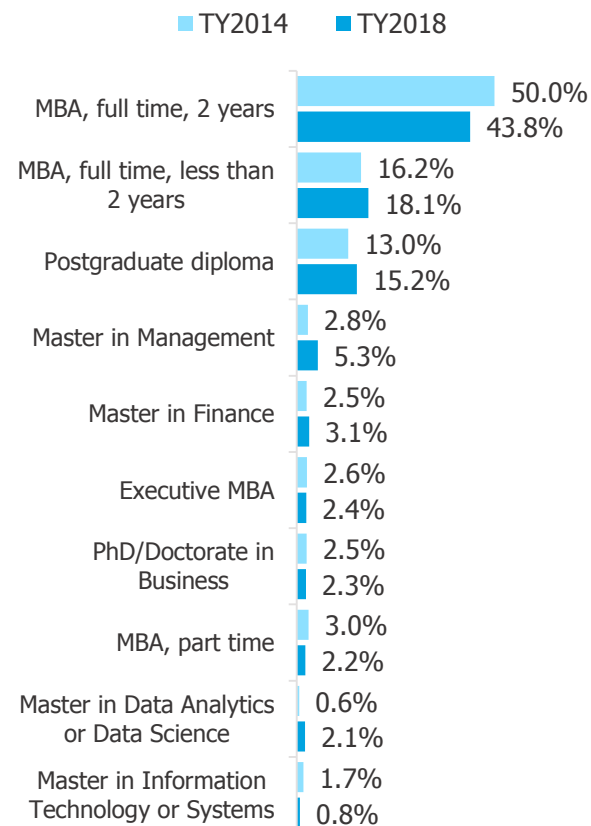
**Citizens of Countries in Central and South Asia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	30,661	32,233	36,020	35,247	34,815	+ 3.2%
Women	8,561	9,358	10,846	10,820	11,231	+ 7.0%
Candidates younger than 25	12,426	12,774	13,714	13,042	12,870	+ 0.9%
Total score <600	15,865	16,321	18,125	16,850	16,714	+ 1.3%
Total score 600-690	10,671	11,504	12,926	13,074	13,026	+ 5.1%
Total score ≥700	4,125	4,408	4,969	5,323	5,075	+ 5.3%

**Citizens of Countries in Central and South Asia
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	47,772	45.9%	57.5%
2. India	18,550	17.8%	14.7%
3. Canada	10,432	10.0%	5.6%
4. France	6,755	6.5%	4.4%
5. United Kingdom	6,354	6.1%	5.6%

**Citizens of Countries in Central and South Asia
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of India: Candidate Profile

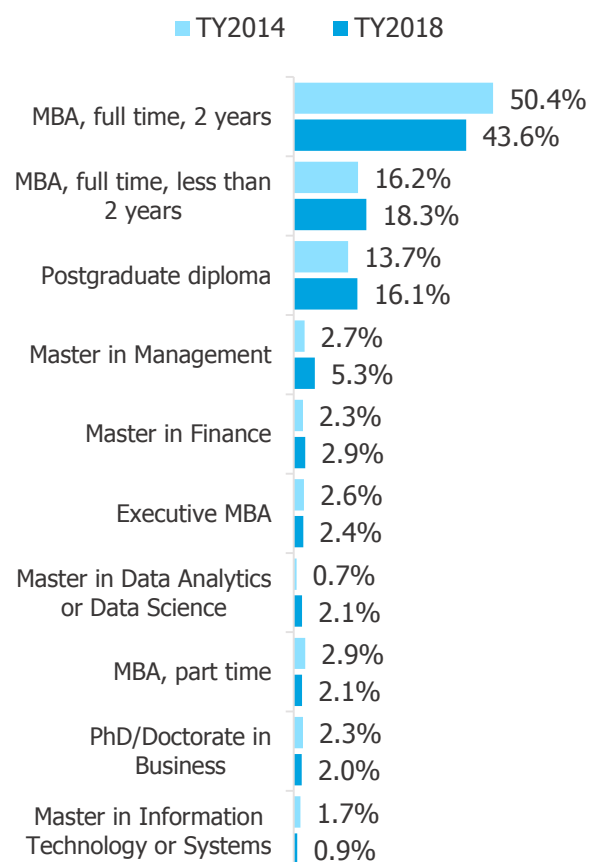
**Citizens of India
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	28,345	29,432	33,046	32,514	32,425	+ 3.4%
Women	7,778	8,426	9,936	9,929	10,448	+ 7.7%
Candidates younger than 25	11,540	11,573	12,487	11,918	11,974	+ 0.9%
Total score <600	14,074	14,260	15,992	14,967	15,067	+ 1.7%
Total score 600-690	10,252	10,908	12,259	12,441	12,447	+ 5.0%
Total score ≥700	4,019	4,264	4,795	5,106	4,911	+ 5.1%

**Citizens of India
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	44,263	45.1%	57.1%
2. India	18,425	18.8%	15.4%
3. Canada	9,576	9.8%	5.1%
4. France	6,571	6.7%	4.5%
5. United Kingdom	6,014	6.1%	5.6%

**Citizens of India
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Nepal: Candidate Profile

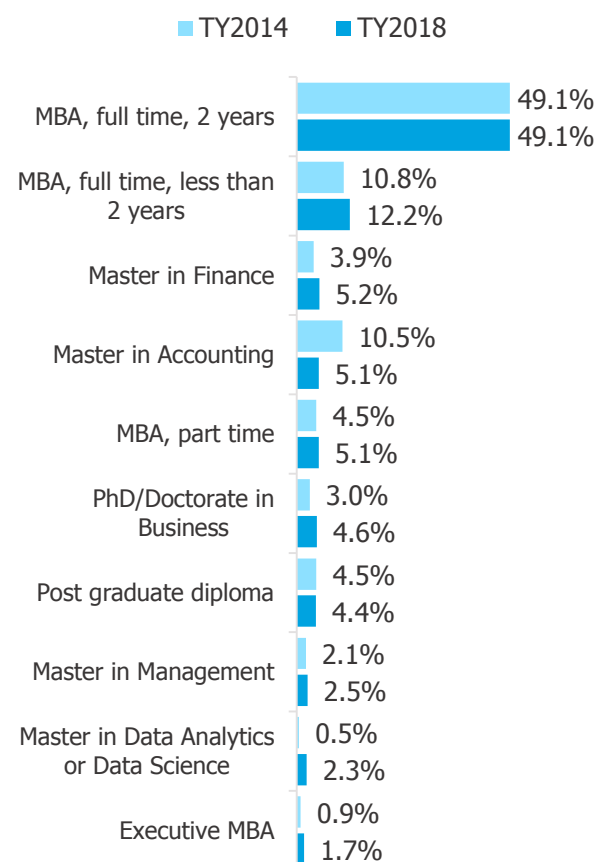
**Citizens of Nepal
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	469	505	581	578	470	+ 0.1%
Women	204	213	240	267	240	+ 4.1%
Candidates younger than 25	237	309	351	378	306	+ 6.6%
Total score <600	369	414	477	475	387	+ 1.2%
Total score 600-690	81	71	88	82	66	- 5.0%
Total score ≥700	19	20	16	21	17	- 2.7%

**Citizens of Nepal
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	1,183	81.9%	81.1%
2. India	117	8.1%	7.7%
3. Canada	53	3.7%	1.4%
4. United Kingdom	20	1.4%	2.0%
5. Singapore	17	1.2%	1.8%

**Citizens of Nepal
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Pakistan: Candidate Profile

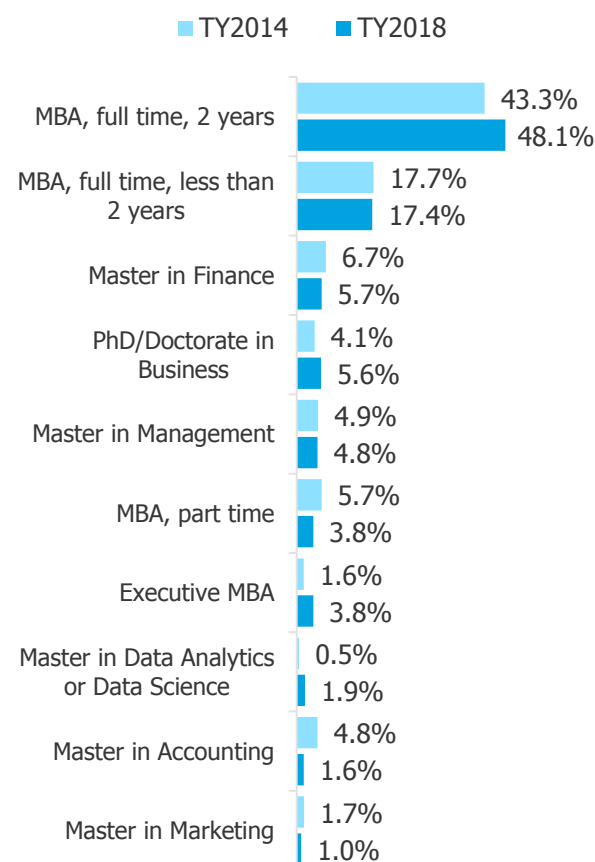
**Citizens of Pakistan
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	984	1,339	1,377	1,227	1,102	+ 2.9%
Women	230	331	316	277	219	- 1.2%
Candidates younger than 25	349	518	532	428	347	- 0.1%
Total score <600	716	931	951	826	698	- 0.6%
Total score 600-690	219	332	330	307	308	+ 8.9%
Total score ≥700	49	76	96	94	96	+ 18.3%

**Citizens of Pakistan
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	1,201	44.9%	53.2%
2. Canada	512	19.1%	20.2%
3. Pakistan	341	12.8%	3.4%
4. United Kingdom	187	7.0%	8.3%
5. France	119	4.5%	2.8%

**Citizens of Pakistan
Top Program Types, TY2018
(Percentage of Scores Sent)**

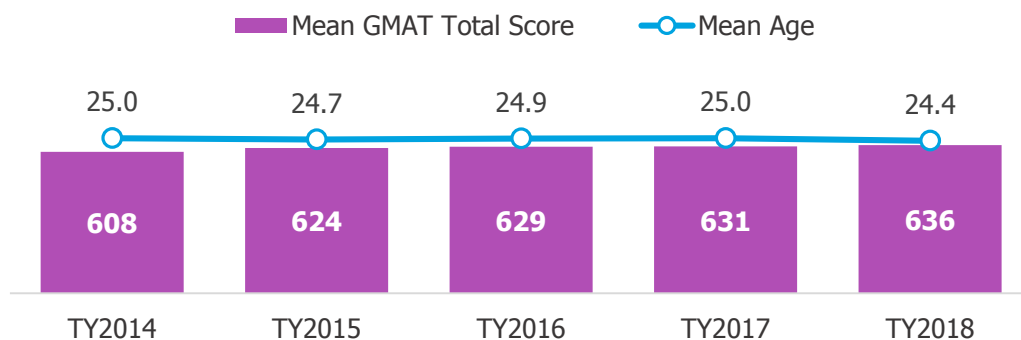


East and Southeast Asia as a Score-Sending Destination

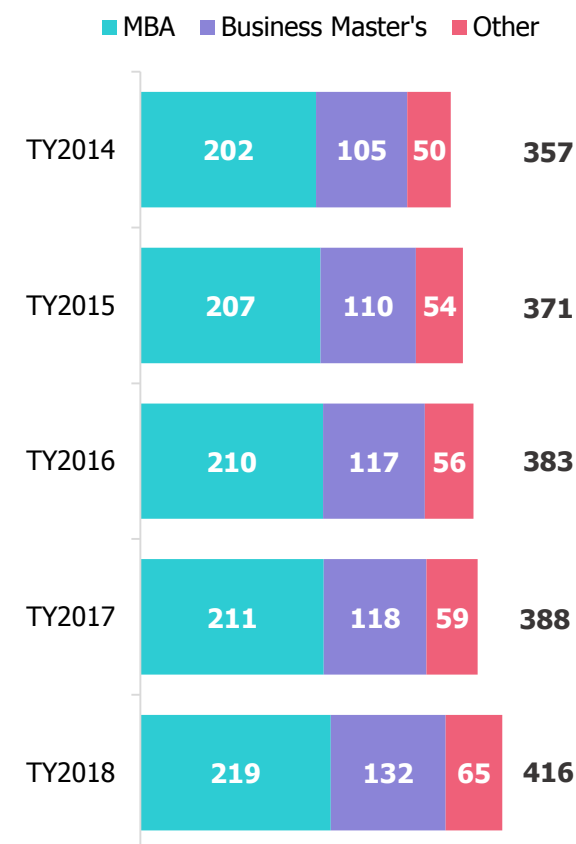
**Programs in East and Southeast Asia
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	26,553	41.9%	54.5%	3.6%
Women	14,888	28.7%	67.4%	4.0%
Candidates younger than 25	15,828	17.8%	79.0%	3.2%
Total score <600	6,148	57.5%	38.5%	4.0%
Total score 600-690	13,505	37.9%	59.0%	3.0%
Total score ≥700	6,900	35.8%	60.0%	4.2%

**Programs in East and Southeast Asia
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in East and Southeast Asia
Number of GMAT Score-Accepting Programs**



Citizens of Countries in East and Southeast Asia: Candidate Profile

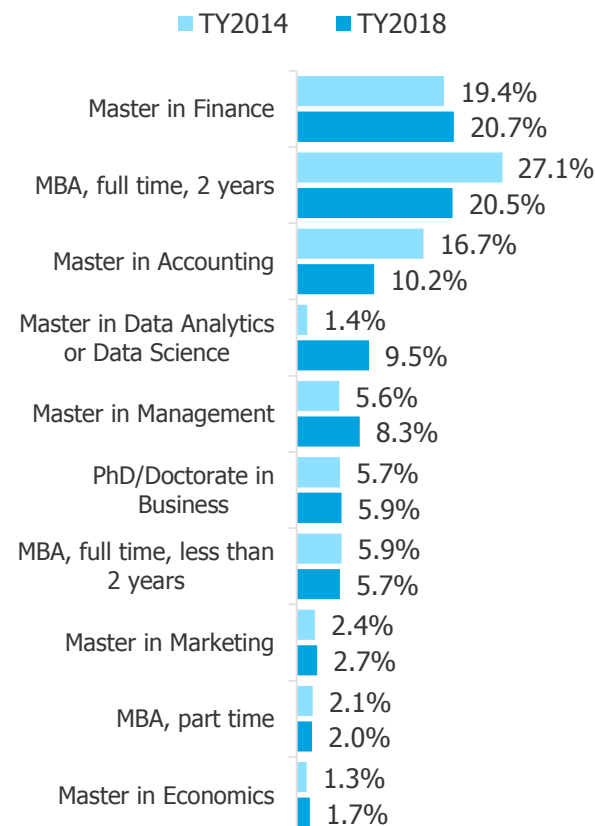
**Citizens of Countries in East and Southeast Asia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	75,790	81,060	88,531	86,213	87,516	+ 3.7%
Women	45,442	50,278	55,258	54,076	55,697	+ 5.2%
Candidates younger than 25	50,785	55,565	60,521	58,617	60,790	+ 4.6%
Total score <600	40,830	43,185	46,939	44,365	44,870	+ 2.4%
Total score 600-690	26,434	28,518	31,325	31,401	33,307	+ 5.9%
Total score ≥700	8,526	9,357	10,267	10,447	9,339	+ 2.3%

**Citizens of Countries in East and Southeast Asia
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	88,655	64.9%	74.4%
2. Hong Kong, SAR China	12,066	8.8%	6.3%
3. United Kingdom	9,290	6.8%	4.3%
4. Canada	7,154	5.2%	4.6%
5. France	5,249	3.8%	3.0%

**Citizens of Countries in East and Southeast Asia
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of China: Candidate Profile

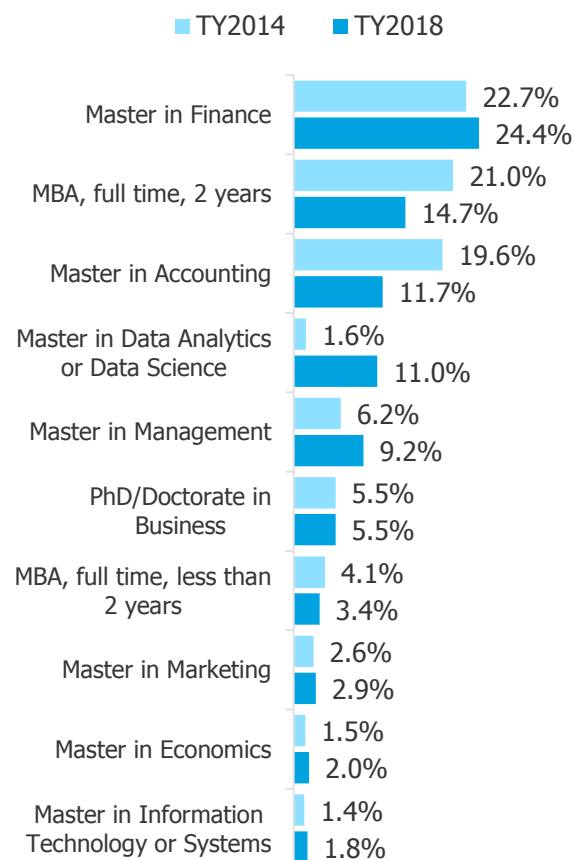
**Citizens of China
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	58,852	64,240	70,537	68,906	71,223	+ 4.9%
Women	38,298	42,781	47,160	46,287	48,121	+ 5.9%
Candidates younger than 25	46,003	50,556	55,075	53,537	55,709	+ 4.9%
Total score <600	30,403	33,042	36,226	34,659	35,544	+ 4.0%
Total score 600-690	21,248	23,337	25,675	25,514	27,906	+ 7.1%
Total score ≥700	7,201	7,861	8,636	8,733	7,773	+ 1.9%

**Citizens of China
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	69,595	64.8%	74.5%
2. Hong Kong, SAR China	11,693	10.9%	7.6%
3. United Kingdom	6,908	6.4%	3.8%
4. Canada	6,375	5.9%	5.2%
5. France	3,885	3.6%	3.0%

**Citizens of China
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of South Korea: Candidate Profile

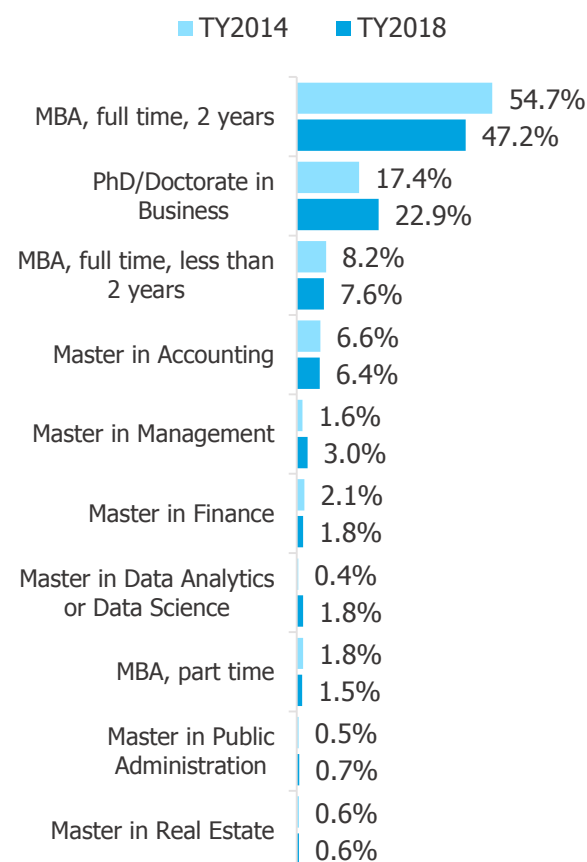
**Citizens of South Korea
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	4,419	4,208	4,096	3,681	3,242	- 7.5%
Women	1,338	1,382	1,352	1,196	1,159	- 3.5%
Candidates younger than 25	394	442	469	364	363	- 2.0%
Total score <600	2,389	2,185	2,090	1,738	1,580	- 9.8%
Total score 600-690	1,613	1,519	1,514	1,462	1,215	- 6.8%
Total score ≥700	417	504	492	481	447	+ 1.8%

**Citizens of South Korea
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	4,686	81.3%	83.5%
2. France	215	3.7%	2.3%
3. United Kingdom	190	3.3%	3.7%
4. Canada	129	2.2%	2.0%
5. Germany	93	1.6%	0.2%

**Citizens of South Korea
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Taiwan, China: Candidate Profile

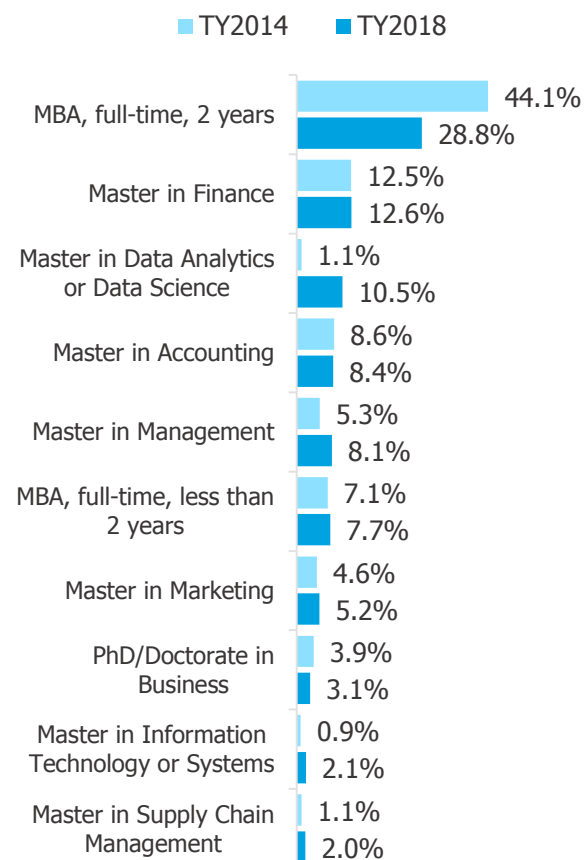
**Citizens of Taiwan, China
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	3,454	3,560	4,099	4,086	4,404	+ 6.3%
Women	1,970	2,022	2,396	2,415	2,532	+ 6.5%
Candidates younger than 25	1,657	1,812	2,067	2,096	2,254	+ 8.0%
Total score <600	2,085	2,109	2,410	2,358	2,602	+ 5.7%
Total score 600-690	1,105	1,169	1,380	1,400	1,486	+ 7.7%
Total score ≥700	264	282	309	328	316	+ 4.6%

**Citizens of Taiwan, China
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	4,999	75.6%	87.2%
2. United Kingdom	317	4.8%	3.3%
3. France	264	4.0%	2.1%
4. Germany	206	3.1%	0.6%
5. Netherlands	176	2.7%	1.0%

**Citizens of Taiwan, China
Top Program Types, TY2018
(Percentage of Scores Sent)**

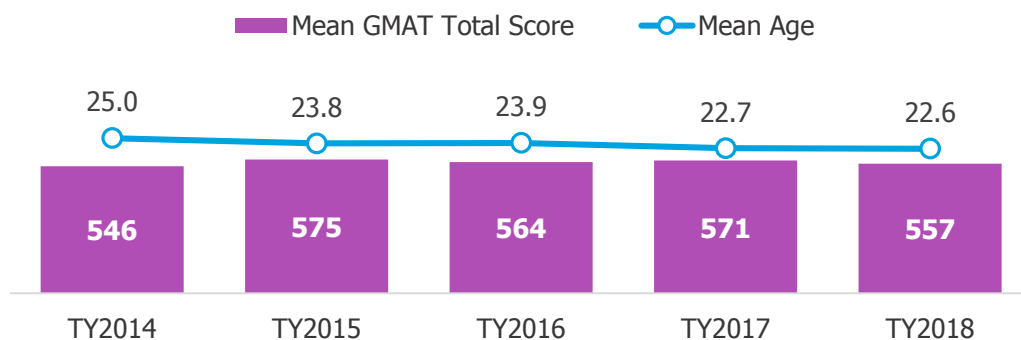


Eastern Europe as a Score-Sending Destination

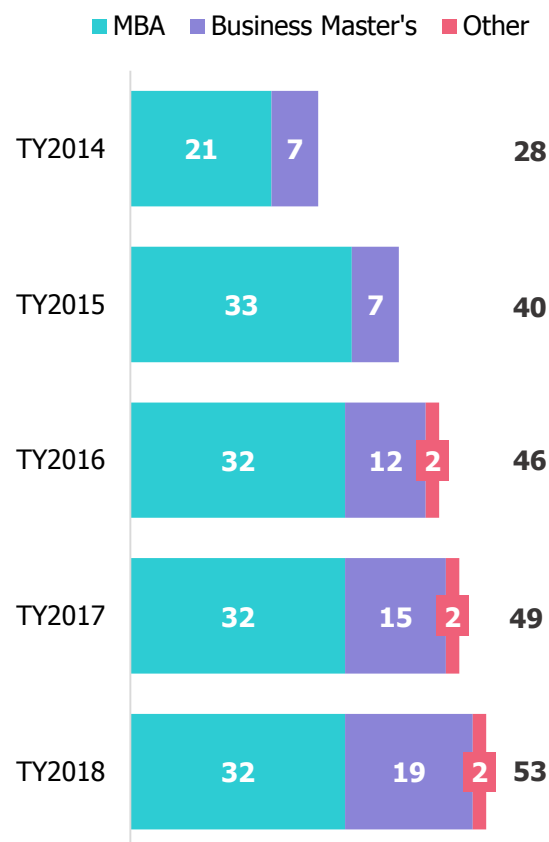
**Programs in Eastern Europe
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	442	12.2%	87.6%	0.2%
Women	178	14.6%	85.4%	0.0%
Candidates younger than 25	392	9.4%	90.6%	0.0%
Total score <600	282	13.5%	86.2%	0.4%
Total score 600-690	120	10.0%	90.0%	0.0%
Total score ≥700	40	10.0%	90.0%	0.0%

**Programs in Eastern Europe
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in Eastern Europe
Number of GMAT Score-Accepting Programs**



Citizens of Countries in Eastern Europe: Candidate Profile

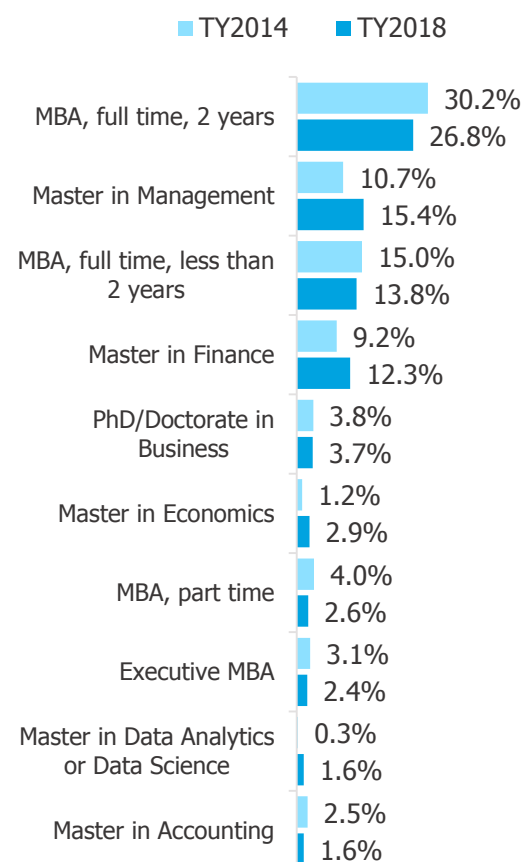
**Citizens of Countries in Eastern Europe
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	4,758	4,818	4,683	4,413	4,062	- 3.9%
Women	2,373	2,358	2,251	2,227	1,989	- 4.3%
Candidates younger than 25	2,407	2,283	2,213	2,313	2,153	- 2.7%
Total score <600	2,777	2,706	2,546	2,387	2,254	- 5.1%
Total score 600-690	1,488	1,553	1,556	1,448	1,324	- 2.9%
Total score ≥700	493	559	581	578	484	- 0.5%

**Citizens of Countries in Eastern Europe
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	3,011	38.5%	44.0%
2. United Kingdom	872	11.2%	11.9%
3. Netherlands	685	8.8%	7.4%
4. France	659	8.4%	7.6%
5. Germany	553	7.1%	6.1%

**Citizens of Countries in Eastern Europe
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Poland: Candidate Profile

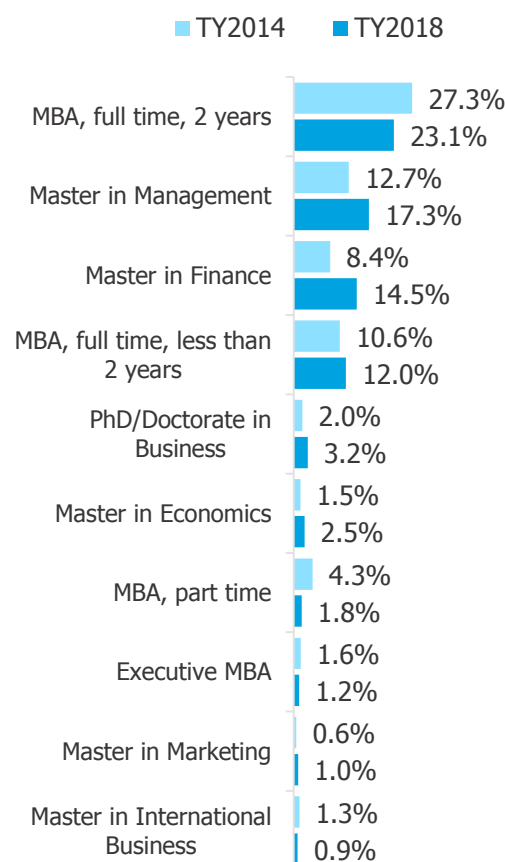
**Citizens of Poland
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	330	314	357	385	361	+ 2.3%
Women	137	137	167	188	128	- 1.7%
Candidates younger than 25	190	164	179	228	237	+ 5.7%
Total score <600	159	165	161	188	141	- 3.0%
Total score 600-690	123	97	138	132	148	+ 4.7%
Total score ≥700	48	52	58	65	72	+ 10.7%

**Citizens of Poland
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	244	28.1%	39.3%
2. Netherlands	166	19.1%	13.4%
3. United Kingdom	162	18.7%	11.4%
4. France	71	8.2%	8.5%
5. Spain	42	4.8%	4.2%

**Citizens of Poland
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Russia: Candidate Profile

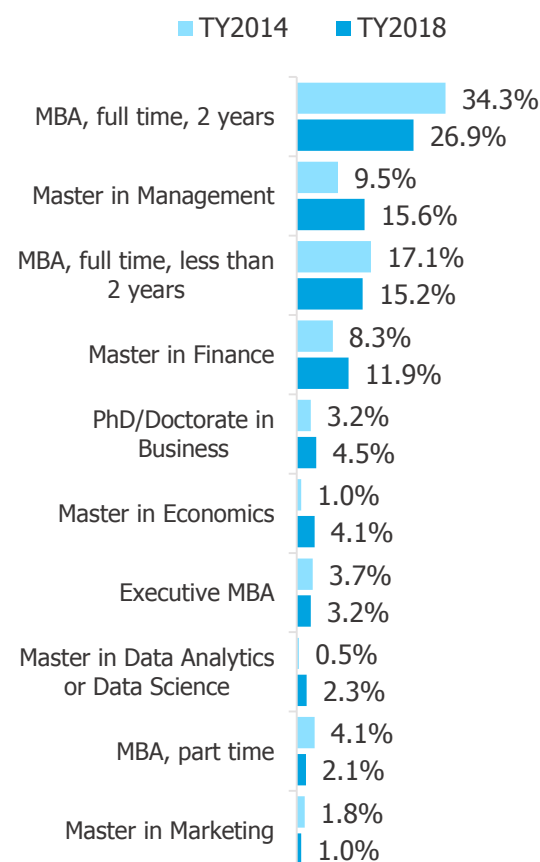
Citizens of Russia
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,944	1,954	1,835	1,754	1,570	- 5.2%
Women	1,027	974	949	939	807	- 5.8%
Candidates younger than 25	928	907	845	928	825	- 2.9%
Total score <600	1,138	1,039	955	938	888	- 6.0%
Total score 600-690	605	679	636	576	524	- 3.5%
Total score ≥700	201	236	244	240	158	- 5.8%

Citizens of Russia
Top Score-Sending Destinations by School Country, TY2018

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	1,086	37.7%	48.4%
2. Russia	350	12.1%	1.9%
3. United Kingdom	319	11.1%	12.8%
4. France	309	10.7%	9.3%
5. Germany	186	6.5%	4.4%

Citizens of Russia
Top Program Types, TY2018
(Percentage of Scores Sent)



Citizens of Ukraine: Candidate Profile

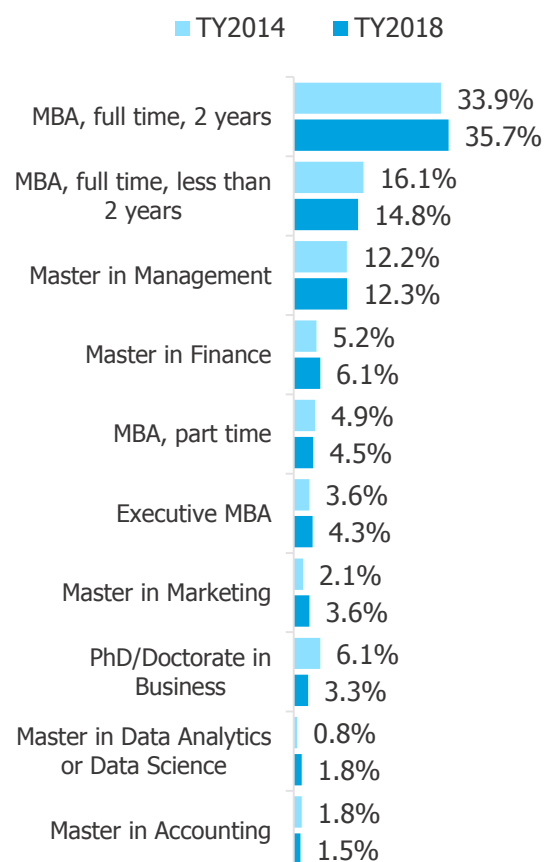
**Citizens of Ukraine
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	401	419	464	373	340	- 4.0%
Women	203	208	208	200	187	- 2.0%
Candidates younger than 25	193	172	184	138	150	- 6.1%
Total score <600	236	248	279	225	204	- 3.6%
Total score 600-690	130	133	137	117	104	- 5.4%
Total score ≥700	35	38	48	31	32	- 2.2%

**Citizens of Ukraine
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	320	53.1%	52.5%
2. United Kingdom	50	8.3%	9.6%
3. Germany	45	7.5%	9.1%
4. Canada	33	5.5%	4.3%
5. France	31	5.1%	5.5%

**Citizens of Ukraine
Top Program Types, TY2018
(Percentage of Scores Sent)**

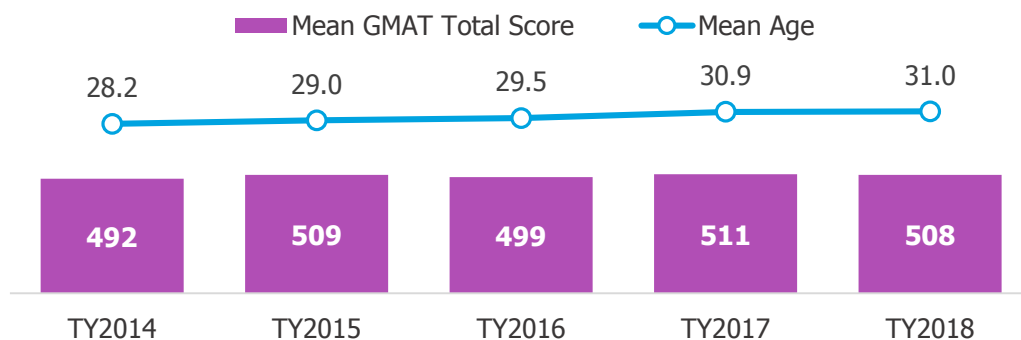


Mexico, Caribbean, and Latin America as a Score-Sending Destination

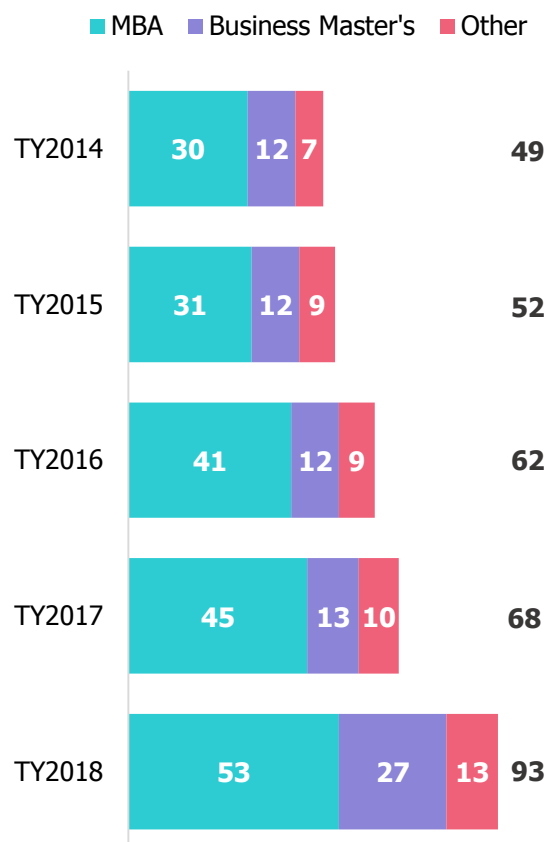
**Programs in Mexico, Caribbean, and Latin America
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	256	57.0%	35.2%	7.8%
Women	85	64.7%	30.6%	4.7%
Candidates younger than 25	53	77.4%	18.9%	3.8%
Total score <600	179	51.4%	38.5%	10.1%
Total score 600-690	60	75.0%	23.3%	1.7%
Total score ≥700	17	52.9%	41.2%	5.9%

**Programs in Mexico, Caribbean, and Latin America
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



Programs in Mexico, Caribbean, and Latin America, Number of GMAT Score-Accepting Programs



Citizens of Mexico, Caribbean, and Latin America: Candidate Profile

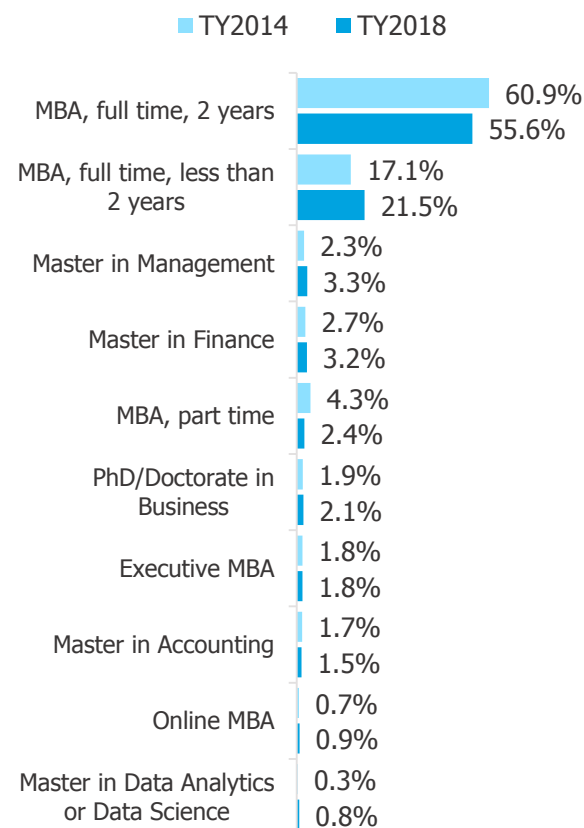
**Citizens of Mexico, Caribbean, and Latin American Countries
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	7,456	8,005	8,734	8,387	7,679	+ 0.7%
Women	2,537	2,610	2,740	2,632	2,595	+ 0.6%
Candidates younger than 25	1,403	1,363	1,289	1,230	1,117	- 5.5%
Total score <600	4,891	5,006	5,134	4,742	4,521	- 1.9%
Total score 600-690	2,047	2,335	2,768	2,795	2,421	+ 4.3%
Total score ≥700	518	664	832	850	737	+ 9.2%

**Citizens of Mexico, Caribbean, and Latin American Countries
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	10,481	65.9%	75.3%
2. United Kingdom	1,228	7.7%	6.7%
3. France	961	6.0%	4.3%
4. Canada	944	5.9%	4.5%
5. Spain	738	4.6%	3.0%

**Citizens of Mexico, Caribbean, and Latin American Countries
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Brazil: Candidate Profile

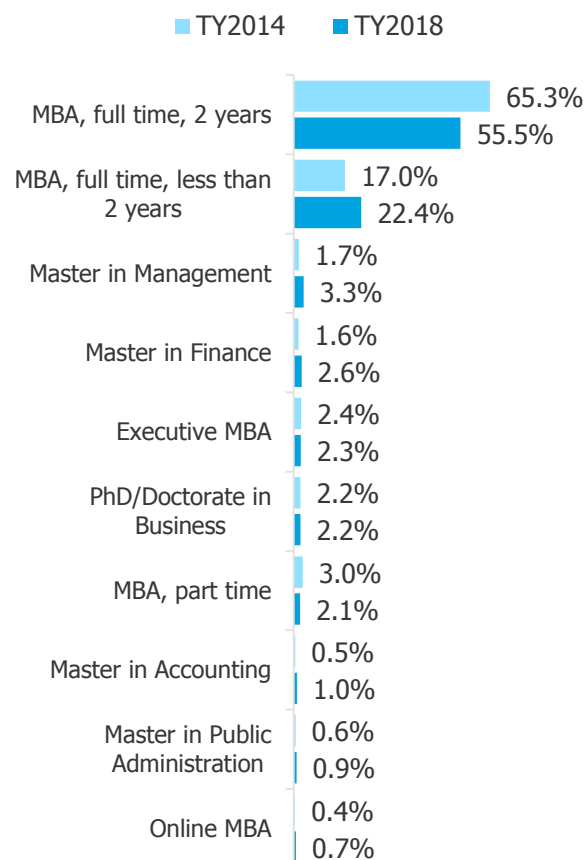
Citizens of Brazil
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,835	2,169	2,585	2,755	2,495	+ 8.0%
Women	561	628	747	820	771	+ 8.3%
Candidates younger than 25	233	277	248	264	243	+ 1.1%
Total score <600	935	1,074	1,175	1,336	1,232	+ 7.1%
Total score 600-690	678	804	1,020	1,008	898	+ 7.3%
Total score ≥700	222	291	390	411	365	+ 13.2%

Citizens of Brazil
Top Score-Sending Destinations by School Country, TY2018

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	3,494	63.4%	74.9%
2. France	416	7.5%	5.4%
3. United Kingdom	360	6.5%	7.1%
4. Canada	328	5.9%	2.8%
5. Spain	290	5.3%	3.8%

Citizens of Brazil
Top Program Types, TY2018
(Percentage of Scores Sent)



Citizens of Mexico: Candidate Profile

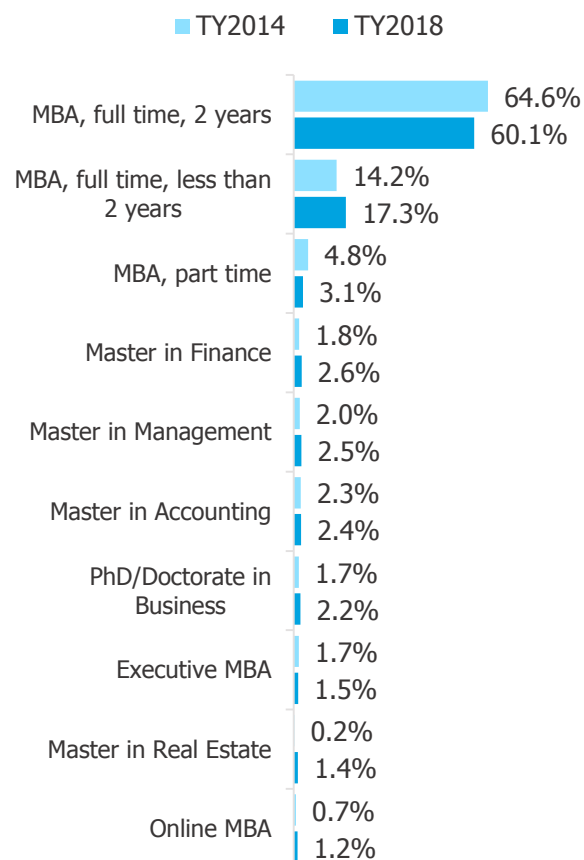
**Citizens of Mexico
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,620	1,700	1,734	1,523	1,403	- 3.5%
Women	494	518	465	441	452	- 2.2%
Candidates younger than 25	317	299	294	245	223	- 8.4%
Total score <600	1,183	1,232	1,176	1,008	960	- 5.1%
Total score 600-690	377	392	441	427	361	- 1.1%
Total score ≥700	60	76	117	88	82	+ 8.1%

**Citizens of Mexico
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	2,079	71.5%	77.9%
2. United Kingdom	216	7.4%	5.6%
3. Canada	171	5.9%	4.7%
4. France	123	4.2%	3.0%
5. Spain	79	2.7%	2.4%

**Citizens of Mexico
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Peru: Candidate Profile

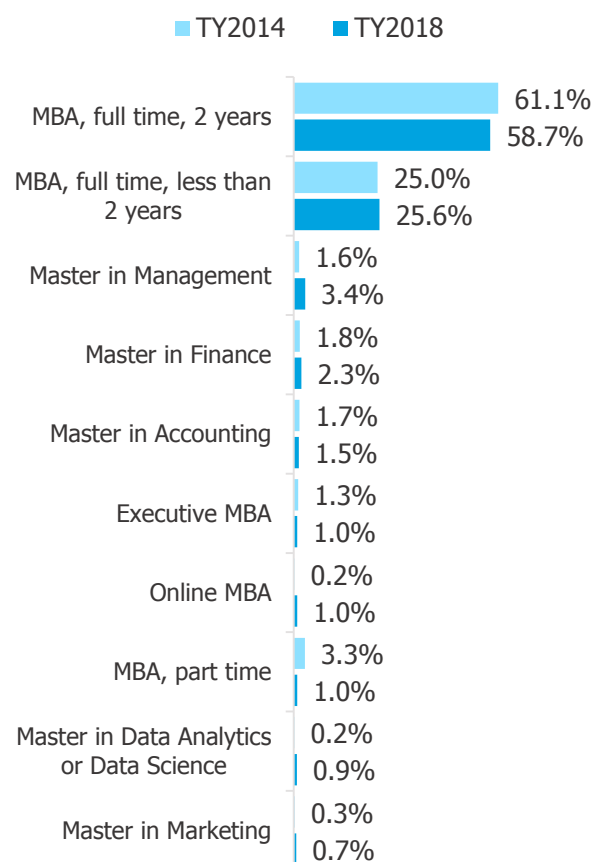
**Citizens of Peru
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	671	748	936	940	824	+ 5.3%
Women	249	323	370	317	325	+ 6.9%
Candidates younger than 25	68	76	53	62	68	0.0%
Total score <600	390	431	505	487	444	+ 3.3%
Total score 600-690	227	257	345	387	315	+ 8.5%
Total score ≥700	54	60	86	66	65	+ 4.7%

**Citizens of Peru
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	1,134	64.4%	69.9%
2. United Kingdom	166	9.4%	11.6%
3. Canada	133	7.6%	5.2%
4. France	122	6.9%	4.2%
5. Spain	58	3.3%	4.0%

**Citizens of Peru
Top Program Types, TY2018
(Percentage of Scores Sent)**

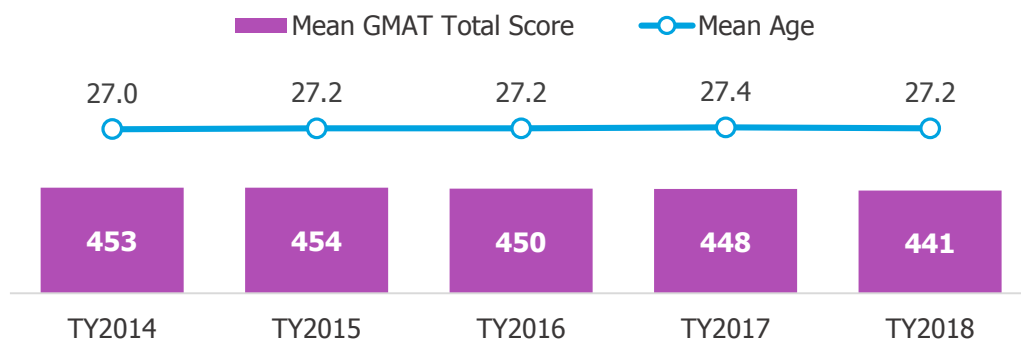


Middle East as a Score-Sending Destination

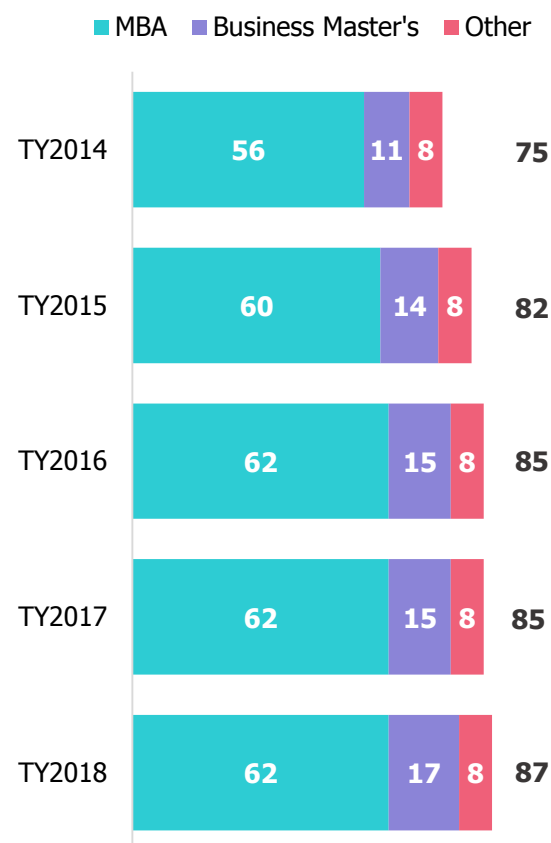
**Programs in the Middle East
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	2,777	91.9%	4.4%	3.7%
Women	1,128	94.1%	1.7%	4.2%
Candidates younger than 25	824	92.2%	5.0%	2.8%
Total score <600	2,494	92.0%	4.3%	3.7%
Total score 600-690	220	90.0%	5.0%	5.0%
Total score ≥700	63	93.7%	6.3%	0.0%

**Programs in the Middle East
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in the Middle East
Number of GMAT Score-Accepting Programs**



Citizens of Countries in the Middle East: Candidate Profile

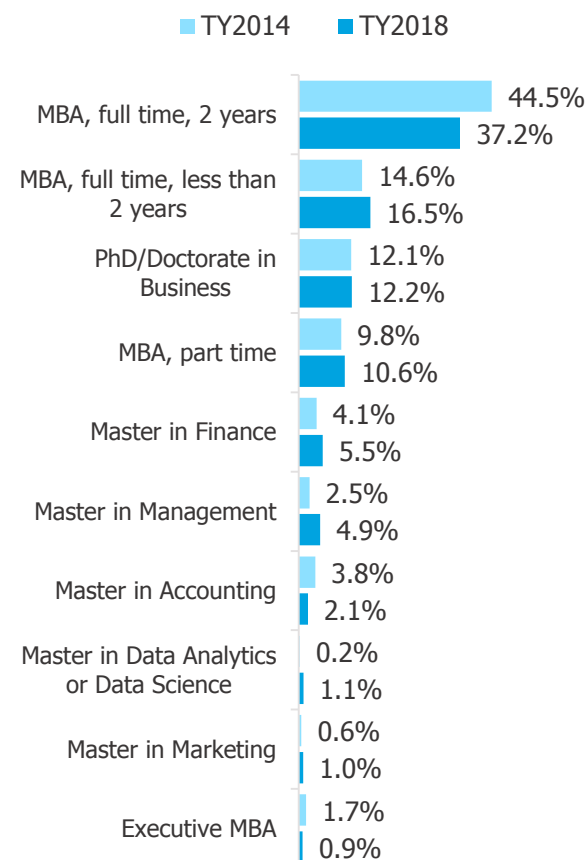
**Citizens of Countries in the Middle East
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	7,865	7,298	7,309	6,418	5,319	- 9.3%
Women	2,895	2,807	2,841	2,417	2,069	- 8.1%
Candidates younger than 25	2,471	2,087	1,984	1,623	1,475	- 12.1%
Total score <600	6,438	5,936	5,801	4,834	3,902	- 11.8%
Total score 600-690	1,087	1,037	1,158	1,173	1,050	- 0.9%
Total score ≥700	340	325	350	411	367	+ 1.9%

**Citizens of Countries in the Middle East
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	4,277	44.6%	56.4%
2. Israel	1,806	18.8%	16.7%
3. Canada	720	7.5%	6.0%
4. United Kingdom	633	6.6%	4.9%
5. France	526	5.5%	3.2%

**Citizens of Countries in the Middle East
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Israel: Candidate Profile

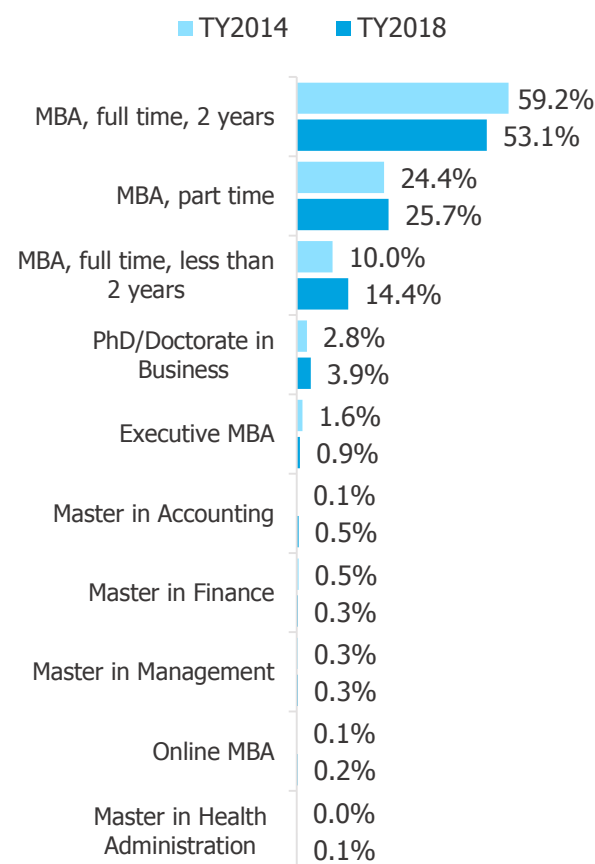
**Citizens of Israel
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,598	1,301	1,319	1,408	1,215	- 6.6%
Women	608	483	465	507	436	- 8.0%
Candidates younger than 25	147	115	120	141	177	+ 4.8%
Total score <600	1,177	909	918	979	891	- 6.7%
Total score 600-690	284	271	300	298	220	- 6.2%
Total score ≥700	137	121	101	131	104	- 6.7%

**Citizens of Israel
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. Israel	1,806	65.7%	59.9%
2. United States	728	26.5%	32.1%
3. United Kingdom	80	2.9%	2.7%
4. France	58	2.1%	1.8%
5. Spain	25	0.9%	0.6%

**Citizens of Israel
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Saudi Arabia: Candidate Profile

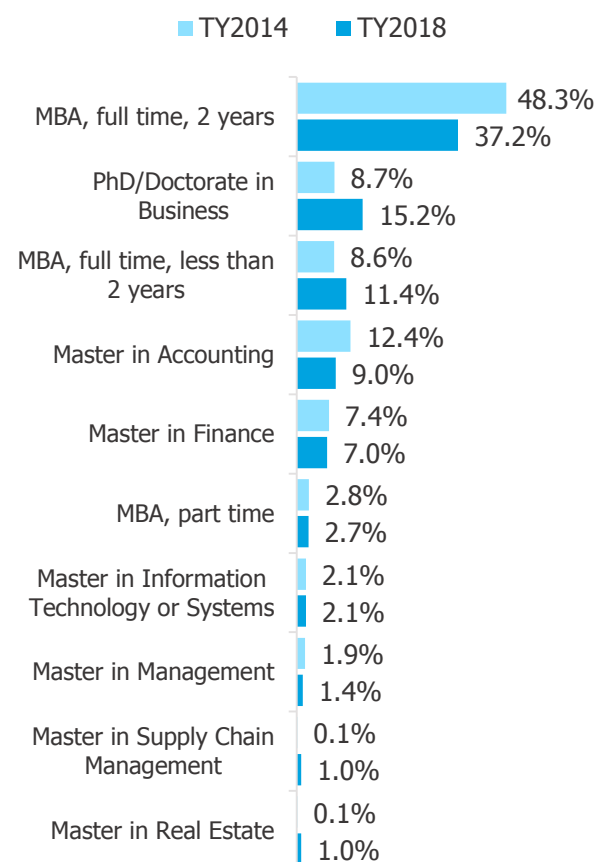
**Citizens of Saudi Arabia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	2,142	2,343	1,921	1,444	974	- 17.9%
Women	660	787	639	422	322	- 16.4%
Candidates younger than 25	693	673	422	259	172	- 29.4%
Total score <600	2,092	2,278	1,862	1,385	925	- 18.5%
Total score 600-690	43	54	54	51	30	- 8.6%
Total score ≥700	7	11	5	8	19	+ 28.4%

**Citizens of Saudi Arabia
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	1,038	76.9%	91.6%
2. Saudi Arabia	145	10.7%	0.8%
3. United Kingdom	79	5.9%	1.8%
4. Canada	45	3.3%	3.4%
5. France	16	1.2%	0.6%

**Citizens of Saudi Arabia
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Turkey: Candidate Profile

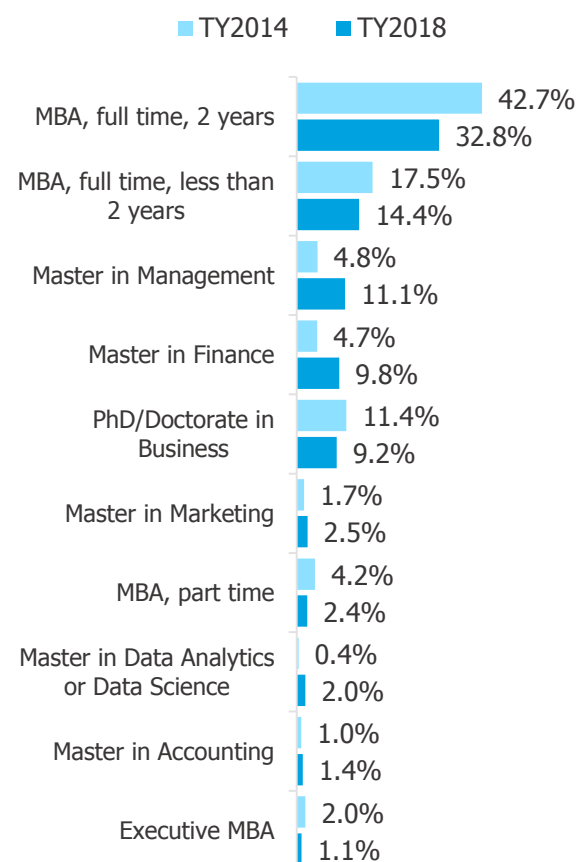
**Citizens of Turkey
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,177	1,130	1,127	1,052	955	- 5.1%
Women	440	465	452	469	401	- 2.3%
Candidates younger than 25	477	397	408	372	395	- 4.6%
Total score <600	709	698	651	561	476	- 9.5%
Total score 600-690	367	329	362	349	367	0.0%
Total score ≥700	101	103	114	142	112	+ 2.6%

**Citizens of Turkey
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	992	46.6%	56.1%
2. United Kingdom	183	8.6%	8.6%
3. Turkey	173	8.1%	16.9%
4. Netherlands	150	7.0%	2.2%
5. Germany	141	6.6%	2.6%

**Citizens of Turkey
Top Program Types, TY2018
(Percentage of Scores Sent)**

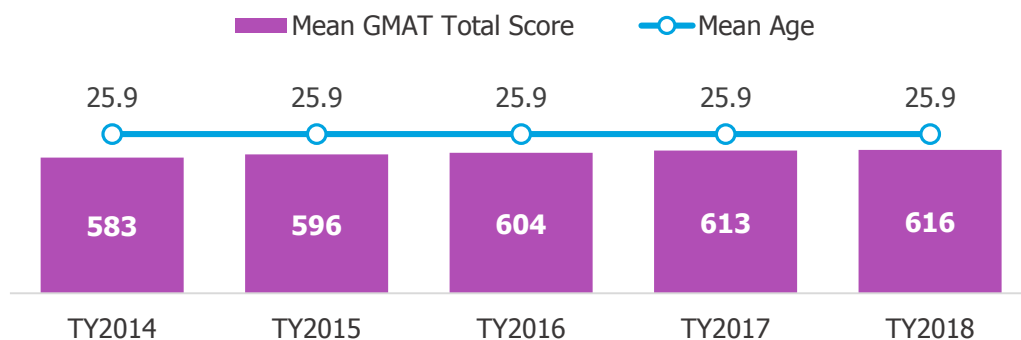


United States as a Score-Sending Destination

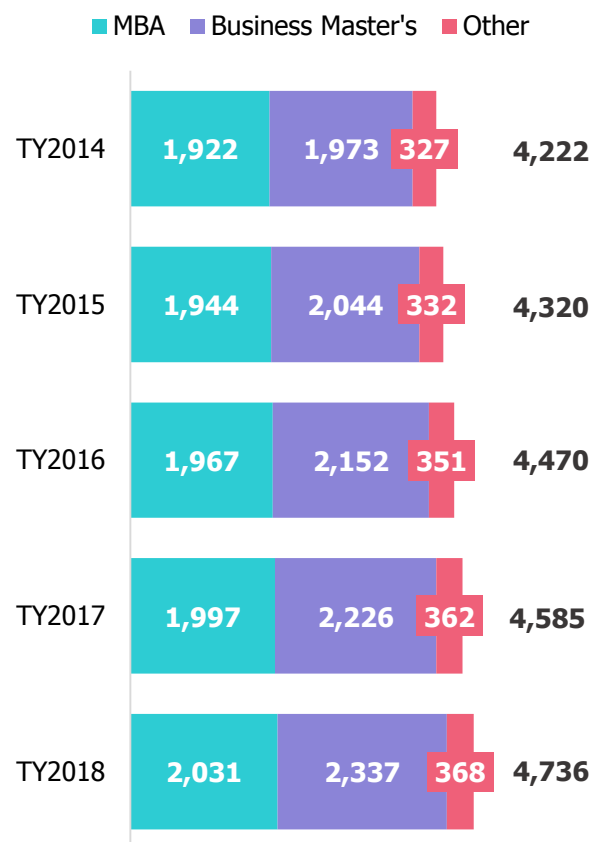
**Programs in the United States
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	330,064	66.0%	29.8%	4.3%
Women	134,722	56.2%	39.3%	4.5%
Candidates younger than 25	142,148	43.9%	53.6%	2.5%
Total score <600	113,489	63.9%	33.4%	2.7%
Total score 600-690	114,123	62.6%	33.4%	4.0%
Total score ≥700	102,452	72.1%	21.7%	6.3%

**Programs in the United States
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in the United States
Number of GMAT Score-Accepting Programs**



Citizens of the United States: Candidate Profile

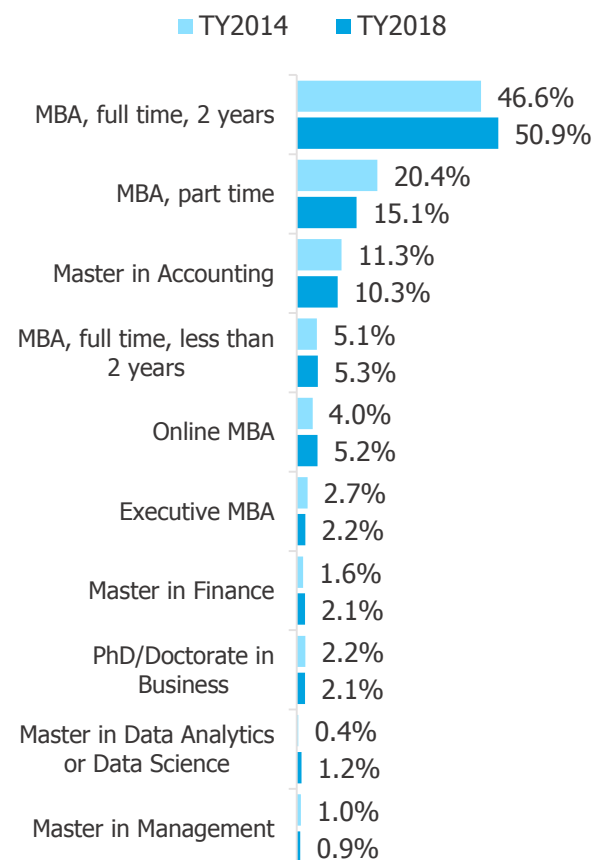
**Citizens of the United States
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	87,585	84,811	83,186	79,746	73,556	- 4.3%
Women	33,540	32,567	32,214	30,951	28,201	- 4.2%
Candidates younger than 25	36,368	34,539	33,926	33,089	30,461	- 4.3%
Total score <600	56,976	53,277	50,097	46,289	41,826	- 7.4%
Total score 600-690	21,686	21,761	22,495	22,140	21,040	- 0.8%
Total score ≥700	8,923	9,773	10,594	11,317	10,690	+ 4.6%

**Citizens of the United States
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	159,785	97.1%	97.9%
2. United Kingdom	1,765	1.1%	0.7%
3. France	861	0.5%	0.3%
4. Spain	557	0.3%	0.3%
5. Canada	237	0.1%	0.1%

**Citizens of the United States
Top Program Types, TY2018
(Percentage of Scores Sent)**

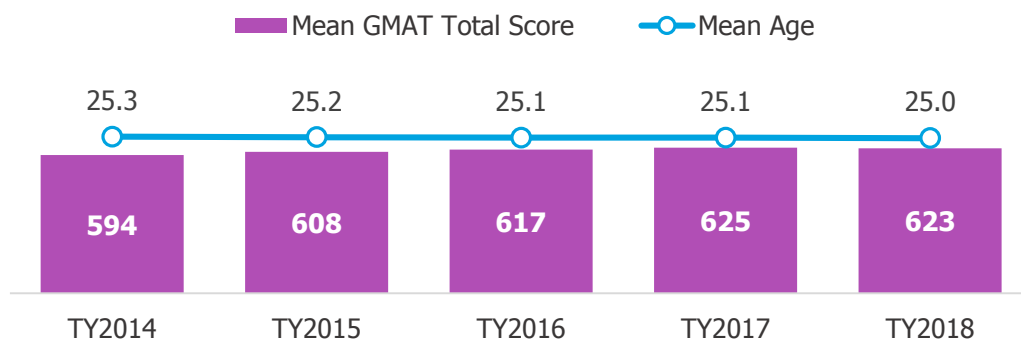


Western Europe as a Score-Sending Destination

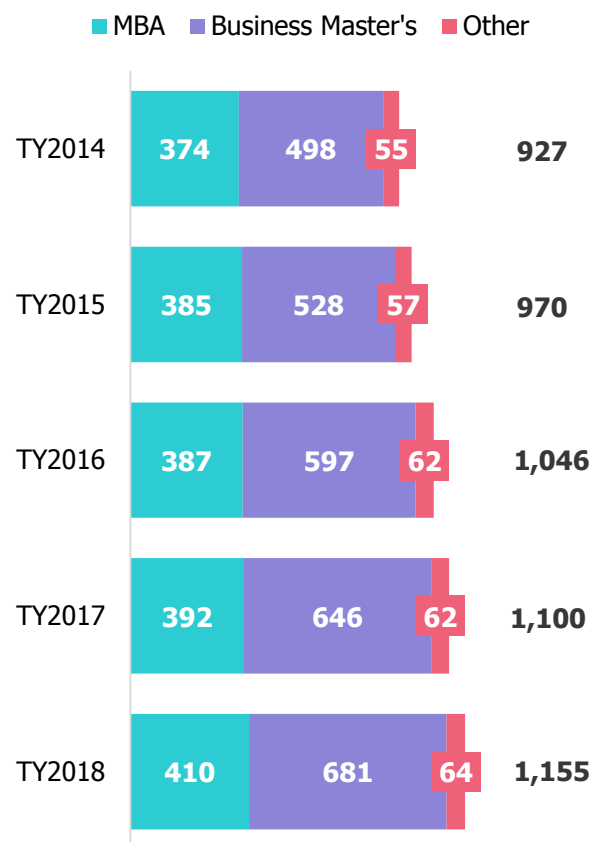
**Programs in Western Europe
GMAT Scores Received by Candidate Demographics**

Candidate Demographic	GMAT Scores Received in TY2018	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	83,191	41.1%	57.2%	1.6%
Women	34,499	33.7%	64.7%	1.6%
Candidates younger than 25	45,656	12.6%	86.5%	0.9%
Total score <600	24,596	34.8%	62.9%	2.3%
Total score 600-690	37,948	41.3%	57.7%	1.0%
Total score ≥700	20,647	48.5%	49.5%	2.1%

**Programs in Western Europe
Mean Total Score and Mean Candidate Age of GMAT Scores Received**



**Programs in Western Europe
Number of GMAT Score-Accepting Programs**



Citizens of Countries in Western Europe: Candidate Profile

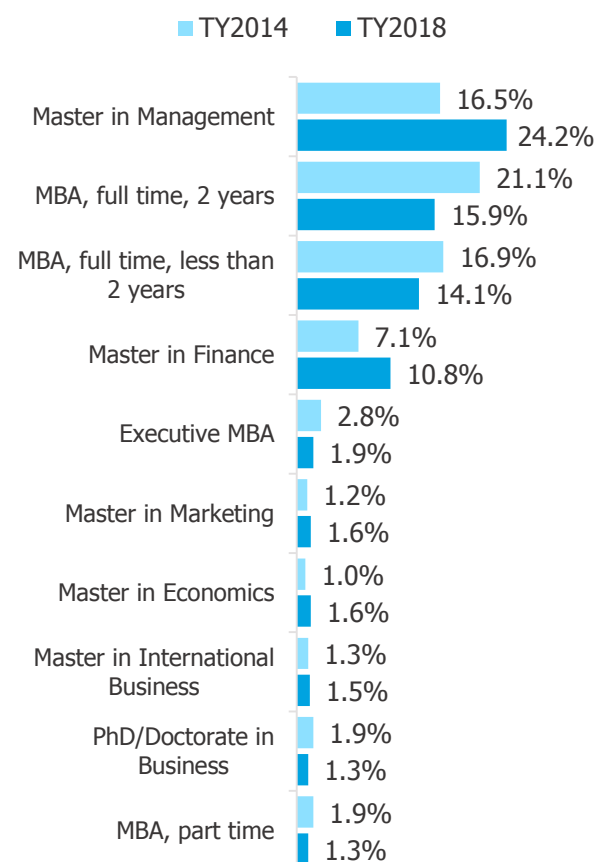
**Citizens of Countries in Western Europe
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	17,835	18,321	18,988	18,569	18,572	+ 1.0%
Women	5,867	6,102	6,347	6,160	6,187	+ 1.3%
Candidates younger than 25	9,937	10,611	11,112	10,909	11,590	+ 3.9%
Total score <600	10,424	10,541	10,594	9,901	10,297	- 0.3%
Total score 600-690	5,602	5,688	6,187	6,390	6,201	+ 2.6%
Total score ≥700	1,809	2,092	2,207	2,278	2,074	+ 3.5%

**Citizens of Countries in Western Europe
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. United States	6,320	19.5%	25.6%
2. Netherlands	4,440	13.7%	12.5%
3. United Kingdom	4,287	13.2%	12.7%
4. France	4,279	13.2%	13.9%
5. Germany	3,588	11.1%	10.1%

**Citizens of Countries in Western Europe
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of France: Candidate Profile

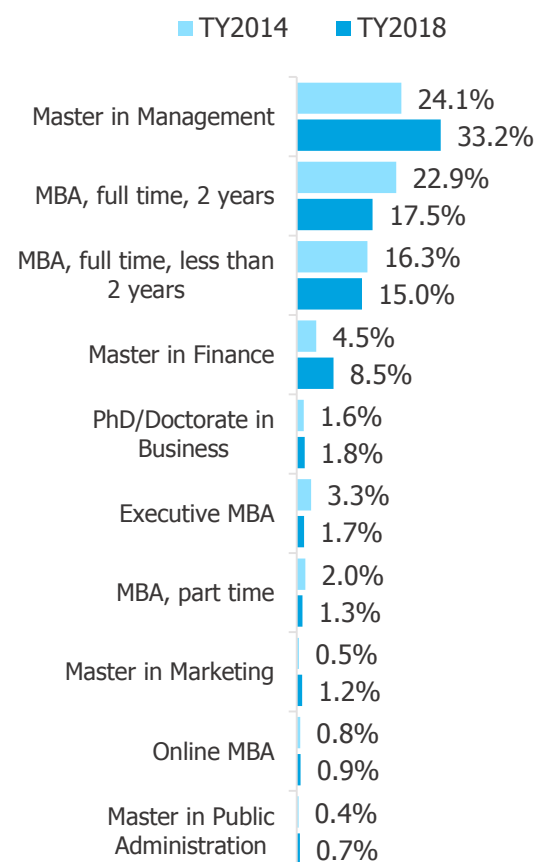
**Citizens of France
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	3,177	3,214	3,068	2,782	2,743	- 3.6%
Women	1,220	1,227	1,134	1,081	1,058	- 3.5%
Candidates younger than 25	2,033	2,114	1,955	1,785	1,882	- 1.9%
Total score <600	1,940	1,866	1,721	1,512	1,451	- 7.0%
Total score 600-690	977	1,030	1,004	961	1,004	+ 0.7%
Total score ≥700	260	318	343	309	288	+ 2.6%

**Citizens of France
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. France	1,869	45.8%	47.1%
2. United States	885	21.7%	27.1%
3. United Kingdom	500	12.3%	10.3%
4. Spain	212	5.2%	3.8%
5. Netherlands	126	3.1%	1.3%

**Citizens of France
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Germany: Candidate Profile

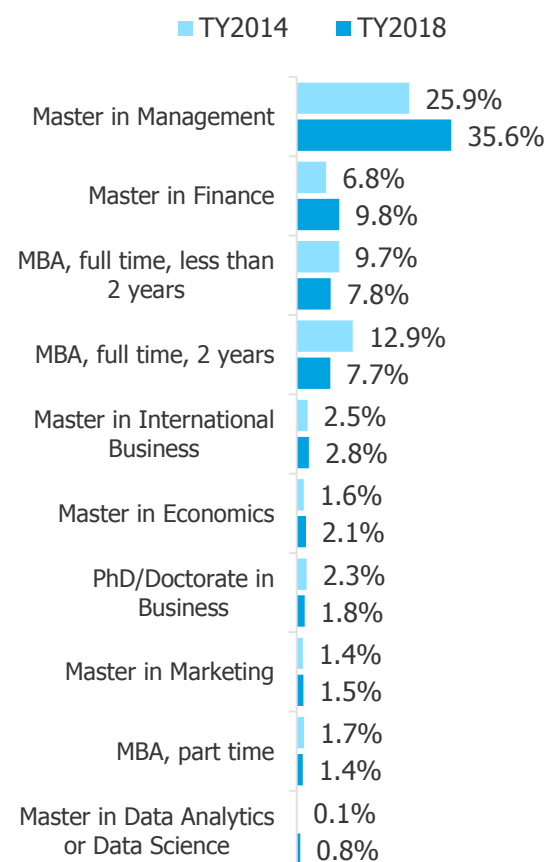
**Citizens of Germany
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	4,116	4,223	4,375	4,213	4,073	- 0.3%
Women	1,407	1,440	1,496	1,424	1,373	- 0.6%
Candidates younger than 25	2,740	2,937	3,086	3,046	2,953	+ 1.9%
Total score <600	2,146	2,236	2,234	2,045	2,138	- 0.1%
Total score 600-690	1,524	1,488	1,616	1,625	1,479	- 0.7%
Total score ≥700	446	499	525	543	456	+ 0.6%

**Citizens of Germany
Top Score-Sending Destinations by School Country, TY2018**

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. Germany	3,134	35.4%	35.6%
2. Netherlands	1,112	12.6%	11.1%
3. United States	1,005	11.4%	15.8%
4. United Kingdom	863	9.8%	8.6%
5. Spain	529	6.0%	5.6%

**Citizens of Germany
Top Program Types, TY2018
(Percentage of Scores Sent)**



Citizens of Italy: Candidate Profile

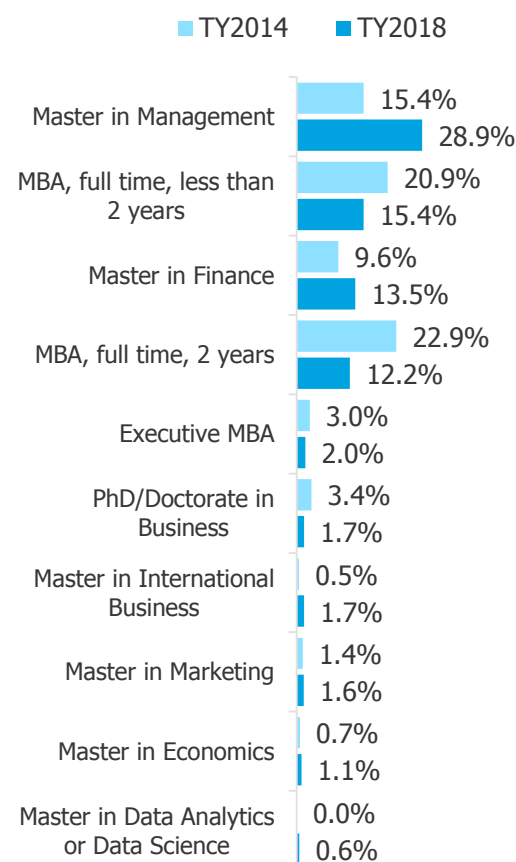
Citizens of Italy
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2014	TY2015	TY2016	TY2017	TY2018	Five-Year Growth Rate
Total GMAT exams	1,527	1,743	2,122	2,342	2,570	+ 13.9%
Women	379	450	550	614	729	+ 17.8%
Candidates younger than 25	854	1,017	1,378	1,558	1,821	+ 20.8%
Total score <600	803	919	1,151	1,197	1,427	+ 15.5%
Total score 600-690	542	603	747	893	891	+ 13.2%
Total score ≥700	182	221	224	252	252	+ 8.5%

Citizens of Italy
Top Score-Sending Destinations by School Country, TY2018

Country/Region	Scores Sent in TY2018	% of Total Scores Sent in TY2018	% of Total Scores Sent in TY2014
1. Italy	676	17.2%	10.6%
2. United Kingdom	629	16.0%	17.1%
3. France	606	15.4%	12.9%
4. United States	581	14.8%	27.9%
5. Spain	391	9.9%	8.9%

Citizens of Italy
Top Program Types, TY2018
(Percentage of Scores Sent)



Methodology

This section presents notes about the data, including the following:

- About the GMAT exam
- GMAT score cancel policy
- Gender classifications
- GMAT program code classifications
- Updates to the data preparation process in TY2018
- Regional classifications

Notes About the Data

About the GMAT Exam

The GMAT exam consists of four sections: Verbal, Quantitative, Analytical Writing, and Integrated Reasoning. GMAT Total Scores, as presented in this report, are calculated based on performance on the Verbal and Quantitative sections of the exam. Total Scores are reported in increments of 10, on a scale ranging from 200 to 800. Results are valid for a five-year period from test sitting.

GMAT Score Cancel Policy

In late June 2014, GMAC instituted a policy offering test takers the ability to preview their GMAT section scores before deciding to accept or cancel the exam results. No score reports are distributed to schools when exam results are canceled. Candidates may reinstate their scores at a later date if they choose, however.

Although the ability to cancel exam results is not new, candidates in the past were unable to see their section scores before making the cancel decision. The proportion of exams canceled following the policy change increased from around 1 percent a year to more than 20 percent. Ultimately, the majority of test takers who cancel their exam results go on to retake the GMAT and generate reportable scores.

GMAC publishes annual GMAT trends to monitor global interest and mobility in high-quality GME worldwide. Because candidates who cancel their score continue to represent recruitment opportunities for business programs around the world, GMAC will now include canceled exam volume in its candidate reports. This reporting change allows comparisons to be made more accurately across time for the number of exams taken by any given student group. Care should be taken when comparing score-sending figures from TY2015 onward with previous years, however, as fewer score reports overall are now being sent as candidates' score cancel behavior has changed.

Notes About the Data

Gender Classifications

Beginning in testing year 2016, individuals who registered to take the GMAT exam had the option of checking a gender category called “Other” when entering their background information and setting up an account on mba.com. These exams are reflected in both the total exam and total score-sending counts in the region and country tables but are not broken out in separate gender categories within the tables.

GMAT Program Code Classifications

Program data in this report are based on a business schools’ current GMAT code classifications for its respective programs. In any given GMAT testing year, school representatives have the opportunity to modify their program classifications if they differ from original classifications established at the time of GMAT program code assignment. As a result, historic GMAT score-sending data may change based on such program classification changes.

Updates to the Testing Year Data Preparation Process in TY2018

In TY2018, GMAC implemented a new process for preparing annual testing year data files due to structural changes in the data collected from GMAT exam registration. To standardize historic data into this new structure, testing year data was regenerated from TY2008 through TY2018 in the new format.

GMAT exam data now includes exams with a status of either “score reportable” or “score canceled” for all testing years starting in TY2008 through the current reporting year. The new GMAT score-sending data is indexed by candidates’ score report request date, meaning that a testing year in the dataset represents all GMAT score reports that were requested to be sent to global business school programs within that testing year, regardless of when candidates sat for the GMAT exam associated with those scores.

Due to the changes in data preparation, exam and score-sending volumes in GMAT reports published after 2018 will be inconsistent with historic reports. For details please contact the GMAC Research Department at research@gmac.com.

Regional Classifications

Africa

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

Australia and Pacific Islands

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

Canada

Canada

Central and South Asia

Afghanistan; Bangladesh; Bhutan; India; Kazakhstan; Kyrgyzstan; Nepal; Pakistan; Tajikistan; Turkmenistan; Uzbekistan

East and Southeast Asia

Brunei Darussalam; Cambodia; People's Republic of China; East Timor; Hong Kong SAR, China; Indonesia; Japan; North Korea; South Korea; Lao People's Democratic Republic; Macau SAR, China; Malaysia; Maldives; Mongolia; Myanmar (Burma); Philippines; Singapore; Sri Lanka; Taiwan, China; Thailand; Vietnam

Eastern Europe

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

Regional Classifications

Mexico, Caribbean, and Latin America

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

Middle East

Bahrain; Gaza Strip; Iran; Iraq; Israel; Jordan; Kuwait; Lebanon; Oman; Palestinian Territory; Qatar; Saudi Arabia; Syrian Arab Republic; Turkey; United Arab Emirates; West Bank; Yemen

United States

United States

Western Europe

Andorra; Austria; Belgium; Cyprus; Denmark; Finland; France; Germany; Gibraltar; Greece; Iceland; Ireland; Italy; Liechtenstein; Luxembourg; Malta; Monaco; Netherlands; Norway; Portugal; San Marino; Spain; Sweden; Switzerland; United Kingdom

Contributors and Contact Information

Contributors

The following individuals from the GMAC Research Department made significant contributions to the publication of this report:

David Svancer, Senior Manager, Data Science

Data preparation, analysis, interpretation of the data, and manuscript review

Matt Hazenbush, Research Communications Senior Manager

Data and manuscript review

Gregg Schoenfeld, Senior Director, Research

Data and manuscript review

Contact Information

For questions or comments regarding the findings, methodology, or data, please contact the GMAC Research Department at research@gmac.com.

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