

Market Intelligence

**GMAT®**  
**Geographic**  
**Trend Report**  
**2018**



The *GMAT® Geographic Trend Report 2018* is a product of the Graduate Management Admission Council (GMAC), a nonprofit organization of 223 leading graduate business schools from around the world actively committed to advancing the art and science of admissions. The Council provides the solutions necessary for business schools and candidates to discover and evaluate one another to ensure that talent never goes undiscovered. GMAC owns and administers the Graduate Management Admission Test® (GMAT®) exam, used by more than 7,000 graduate programs worldwide, as well as the NMAT by GMAC™ exam, used for entrance into graduate management programs in India. The Council is based in Reston, VA. with offices in London, New Delhi, and Hong Kong.

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## Introduction

# GMAT® Geographic Trend Report 2018

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The *GMAT Geographic Trend Report 2018* presents mobility trends in the graduate management education student pipeline. Data collected from business school candidates taking the Graduate Management Admission Test® (GMAT®) in the five-year period of testing year<sup>1</sup> (TY) 2013 to 2017 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 – enhances a school's ability to navigate the student pipeline and recruit effectively.

Major differences in score-sending behavior were observed between TY2013 and TY2017 for many of the citizen and geographic groups covered in this report. This is not surprising given the global nature of higher education today. 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.

<sup>1</sup> Testing year (TY) covers the period between July 1 to June 30. For example, TY2017 ran from July 1, 2016 to June 30, 2017.

## Key Findings

# Overall Findings

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- Global business school candidates sat for 250,884 GMAT exams in TY2017, a 5 percent increase from 238,356 GMAT exams in TY2013.
- GMAT examinees sent 517,774 score reports to business programs around the world in TY2017. MBA programs remain the dominant program type of choice for global candidates, representing 64 percent of total GMAT scores. However, business master's programs continue to increase their market share of global GMAT score reports, growing from 29 percent of all scores sent in TY2013 to 33 percent in TY2017.
- Women, younger candidates, and candidates scoring 600 or greater on the GMAT exam have increased their representation of global GMAT exams taken between TY2013 and TY2017. The proportion of GMAT exams taken by women grew to 45 percent in TY2017, up from 43 percent in TY2013. Candidates younger than 25 represented 50 percent of global exams taken in TY2017, an increase from 49 percent in TY2013. The proportion of GMAT exams with a total score of 600 or greater increased by 7 percentage points during the five year period.<sup>2</sup>
- The United States remains the top score-sending destination in TY2017, receiving 69 percent of total GMAT scores. This is down from 74 percent in TY2013.
- The number of GMAT accepting business programs reached 6,958 in TY2017, an increase of nearly 1,000 programs compared with TY2013. The majority of this growth was due to business master's programs in the United States and Western Europe.
- Master of Data Analytics programs continue to gain market share of global GMAT score reports. In TY2017, 2.3 percent of score reports were sent to Master of Data Analytics programs, up from 0.2 percent in TY2013. This trend is primarily driven by citizens of East and Southeast Asian countries. Chinese citizens represented the second largest share of global GMAT exams in TY2017 and directed 6.5 percent of their scores to analytics programs, up from 0.7 percent in TY2013.

<sup>2</sup>For more on average 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](#).



## Key Findings

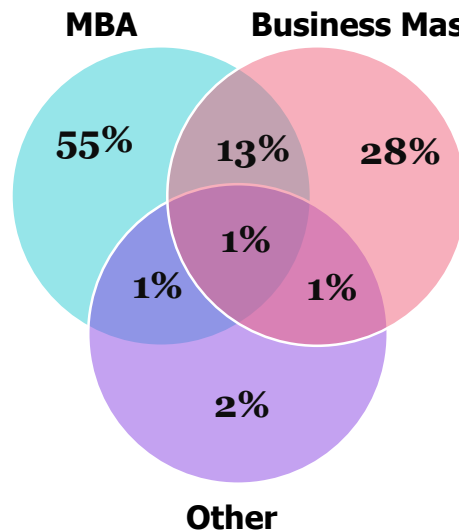
# Business Master's Programs

### Business master's program growth outpaces MBA program growth

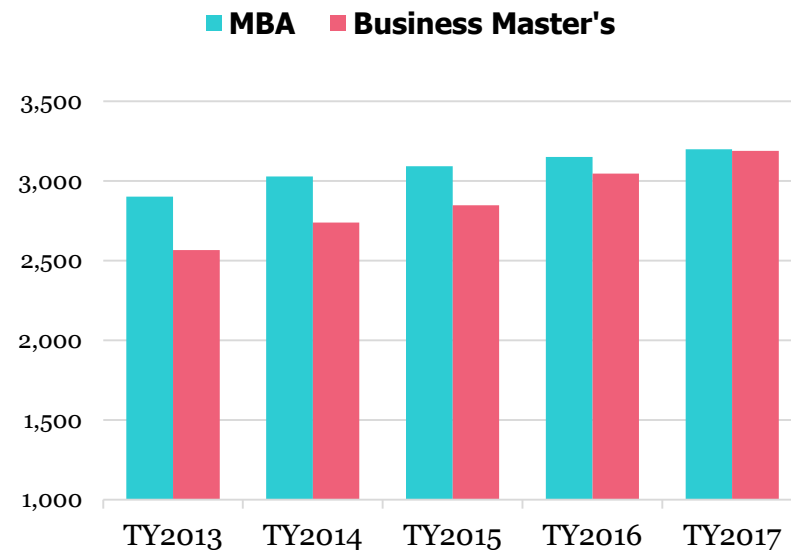
Globally, the number of GMAT accepting business programs grew to 6,958 in TY2017, up from 5,953 in TY2013. The largest growth was seen among business master's programs, increasing from 2,567 programs in TY2013 to 3,190 programs in TY2017.

On average, 156 new business master's programs accept the GMAT exam every testing year. This is more than double the growth experienced by MBA programs, with an average of 75 new programs per testing year.

### Percentage of GMAT Score-Senders, TY2017



### GMAT Accepting Programs, by Testing Year MBA Programs and Business Master's Programs



### Share of candidates only sending score reports to business master's programs on the rise

In TY2017, of the GMAT examinees sending score reports to global graduate management education programs, 28 percent sent only to business master's programs, up from 22 percent in TY2013.

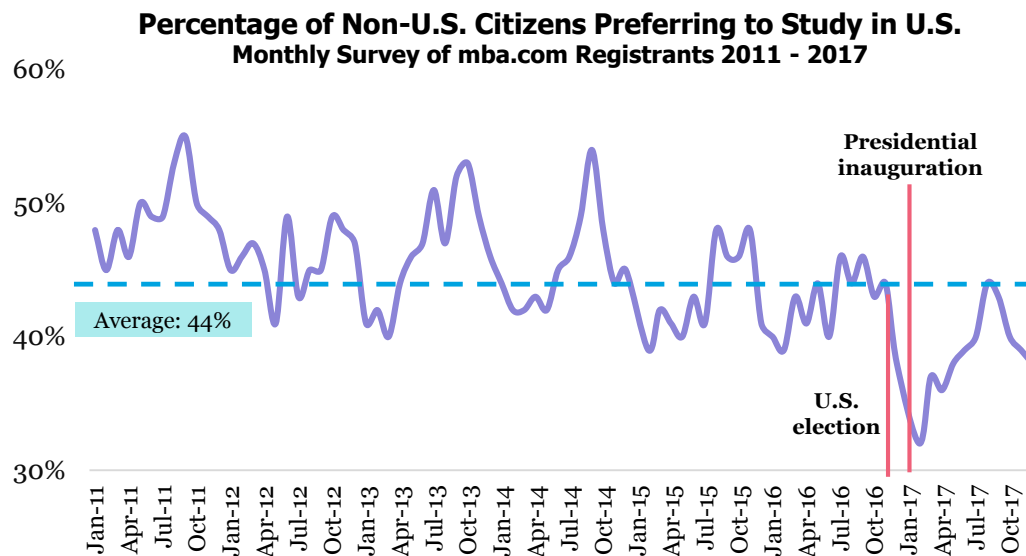
## Key Findings

# U.S. Political Climate and International Student Mobility

### U.S. political climate accelerates erosion of U.S. programs' market share among international candidates

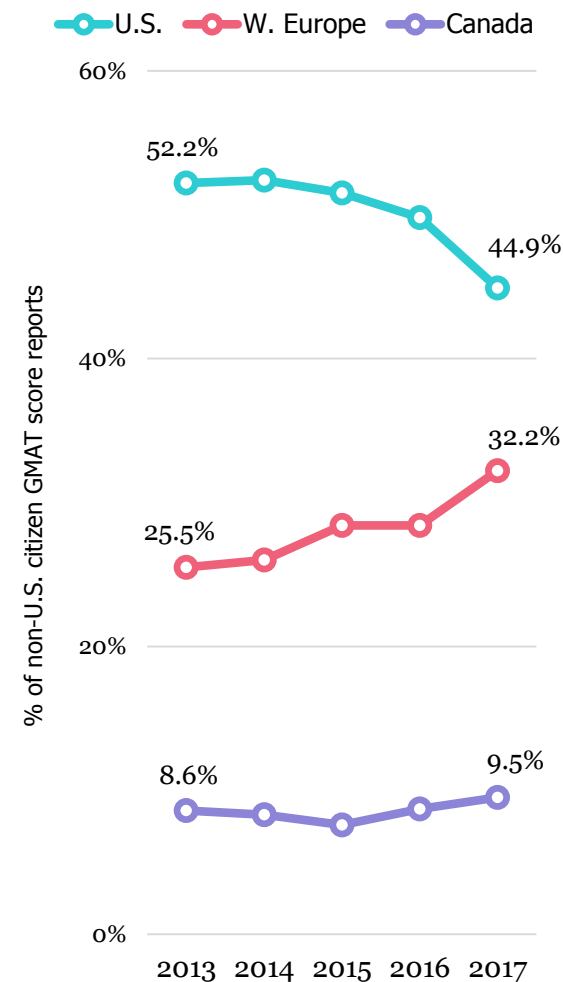
While the U.S. remains the largest single country destination of GMAT score reports from non-U.S. citizens, there has been a slow erosion of U.S. programs' market share of these candidates between 2013 and 2016. A much steeper decline was observed in 2017, when 44.9 percent of non-U.S. citizen score reports went to U.S. programs.

These declines come as monthly GMAC survey pulses show that non-U.S. citizen preference for the U.S. as a study destination dropped off significantly following the 2016 election. Since the 2016 U.S. election, interest in U.S. programs among non-U.S. citizens has not surpassed the historical average of 44 percent.



\* Questionnaire was not in the field in January 2015 & January 2017.

### GMAT Score Reports Received From Non-U.S. Citizens, by School Region, January – June by Calendar Year



## Key Findings

# Brexit

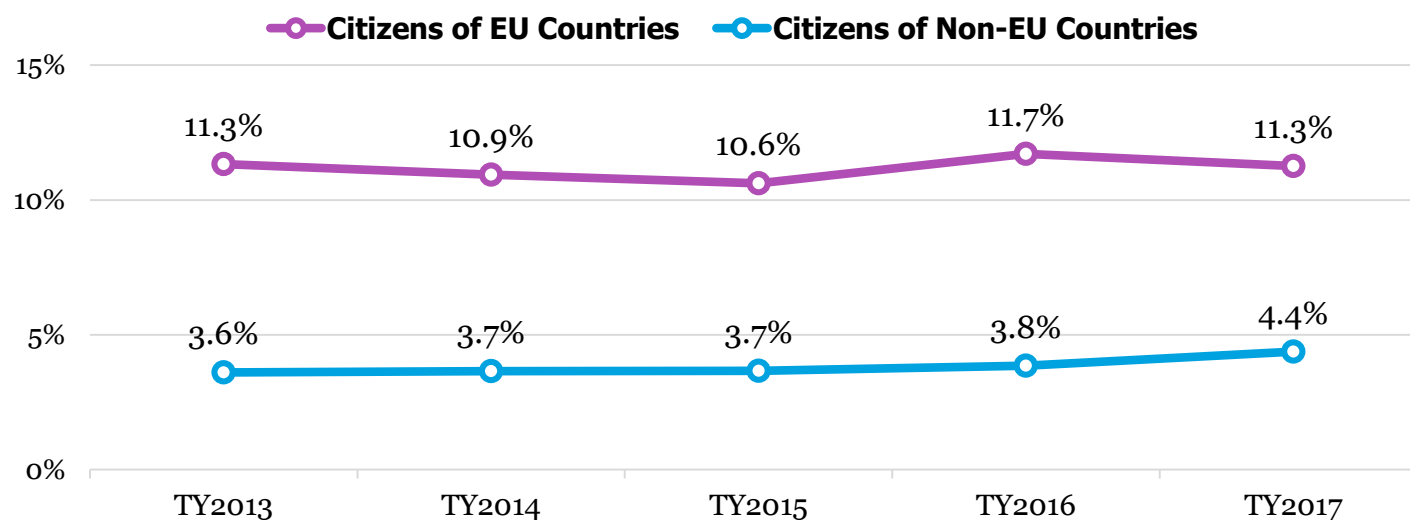
### Brexit had no significant impact on GMAT score sending to the United Kingdom in TY2017

In June 2016—the last month of TY2016—voters in the United Kingdom chose to leave the European Union. In terms of GMAT score sending, the Brexit vote has not notably impacted demand for U.K. business programs from international (non-U.K.) citizens.

Citizens of countries in the European Union (excluding the United Kingdom) sent 11.3 percent of their GMAT scores to U.K. programs in TY2017, down slightly from 11.7 percent in TY2016 and the same as in TY2013.

International candidates outside of the European Union, however, sent 4.4 percent of their GMAT score reports to U.K. programs, representing an increase compared with TY2016 (3.8%) and in TY2013 (3.6%).

**Proportion of GMAT Scores Sent to Graduate Management Programs in the United Kingdom  
International Candidates (Non-U.K. Citizens)**

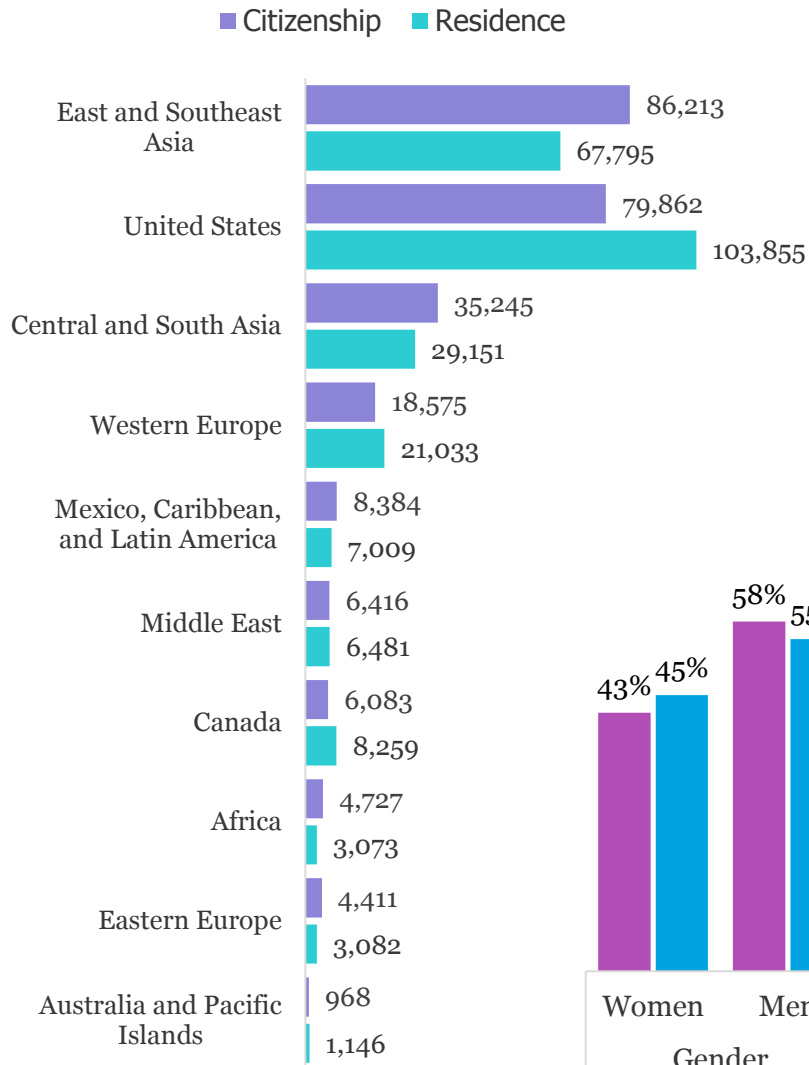




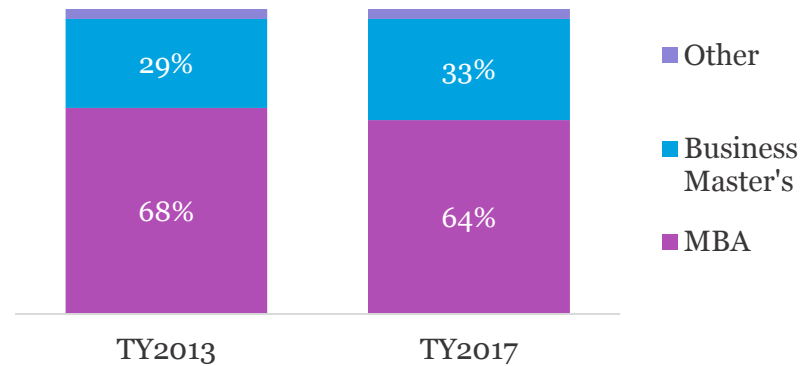
# Global Testing Environment

## Global GMAT Trends Summary

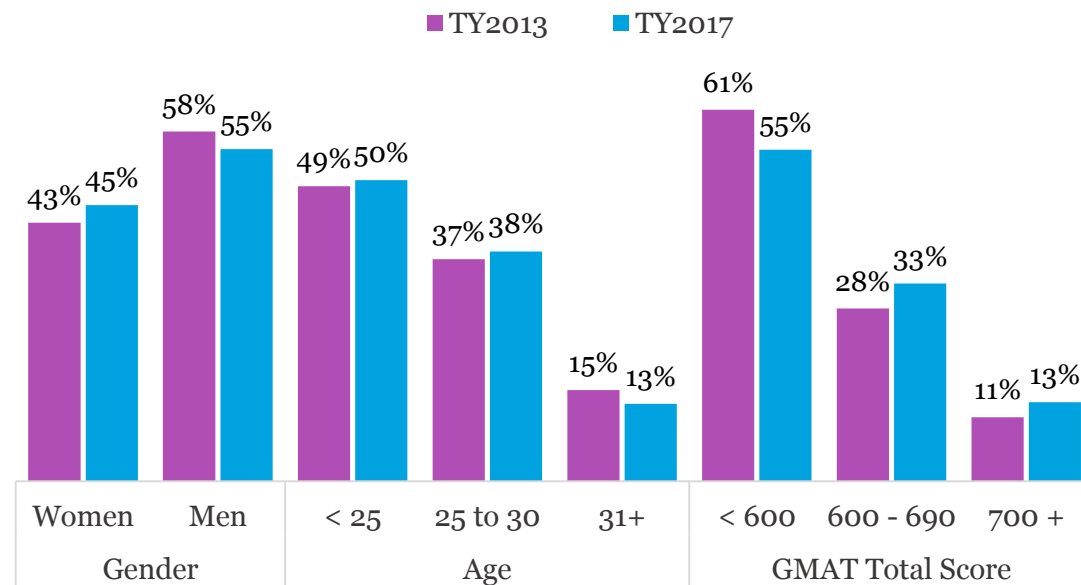
### GMAT Exams Taken in TY2017



### GMAT Score Reports Sent (%) by Program Type



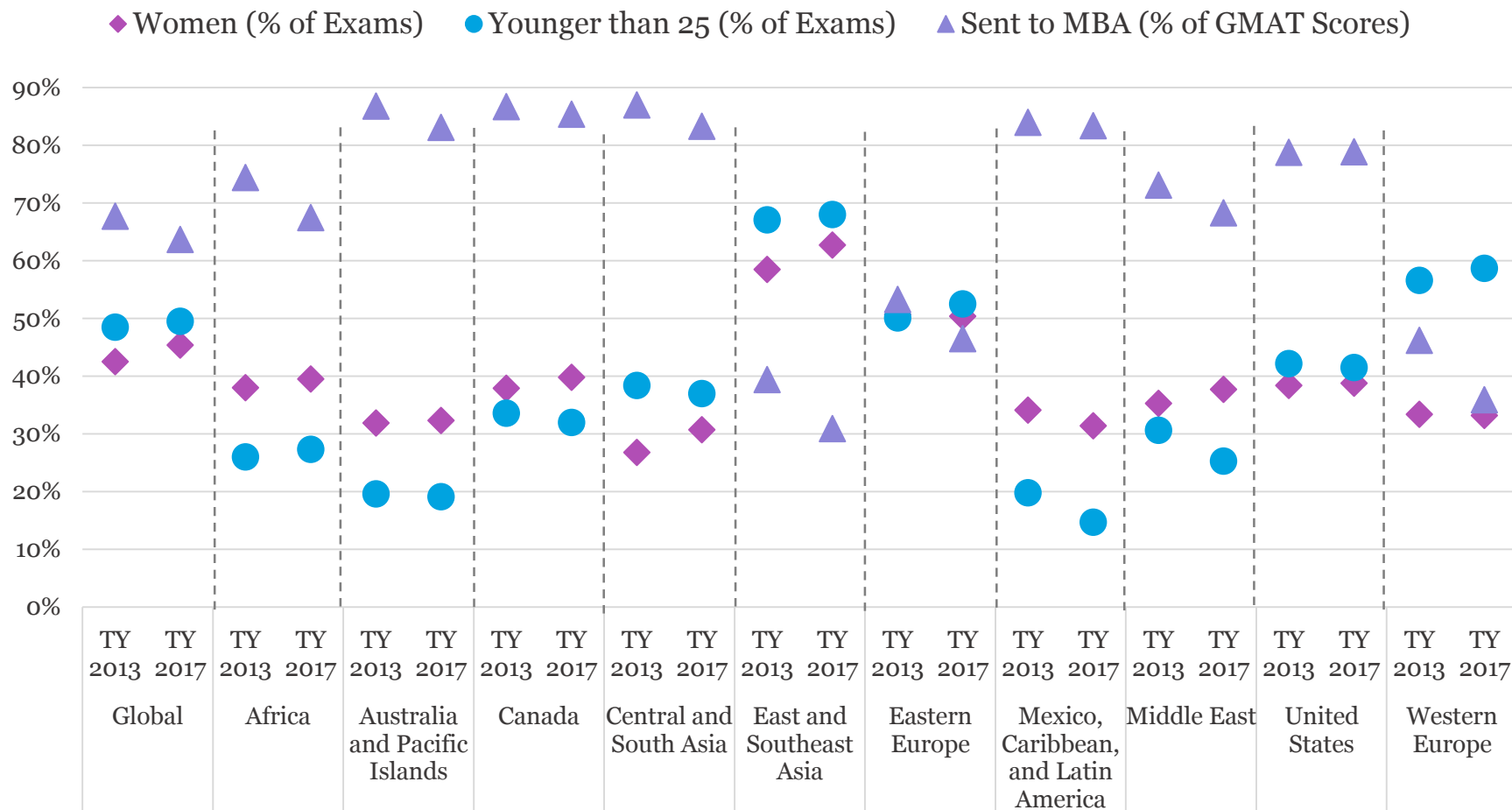
### Global GMAT Candidate Demographics



## Global Testing Environment

# Regional Candidate Pipeline Characteristics

Citizens of Western European countries experienced the largest candidate pipeline shift between TY2013 and TY2017. The proportion of GMAT score reports sent to MBA programs declined from 46 percent in TY2013 to 36 percent in TY2017. Candidates younger than 25 represented 59 percent of GMAT exams in TY2017, up from 57 percent in TY2013. In this region, women represented 33 percent of GMAT exams in both TY2013 and TY2017.



## Global Testing Environment

# Candidate Demographics, Top Program Types and Destinations

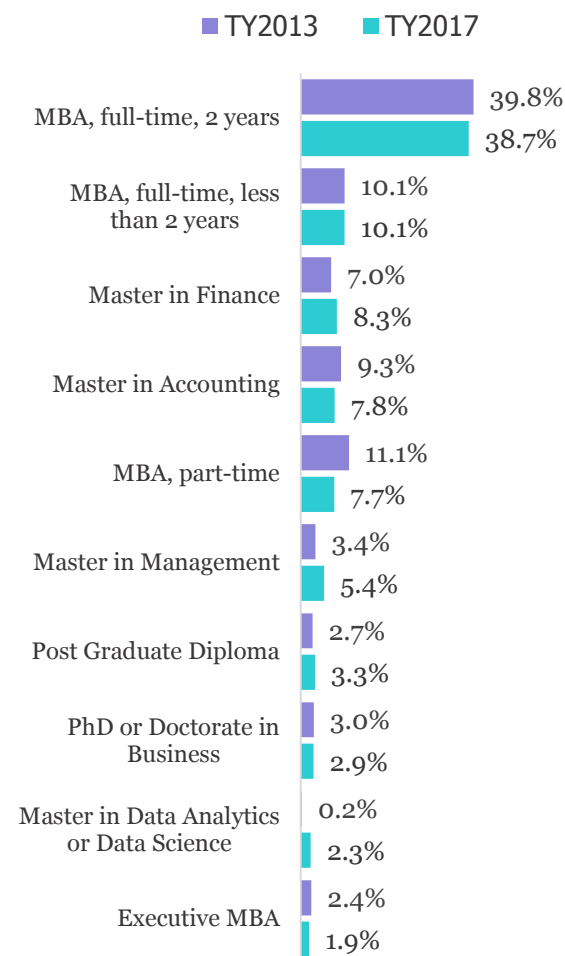
### Global GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	238,356	243,529	247,432	261,248	250,884	+ 1.3%
Women	101,336	105,476	109,892	118,027	113,921	+ 3.0%
Candidates Younger than 25	115,563	119,317	122,219	128,941	124,307	+ 1.8%
Total Score < 600	145,672	145,643	143,768	148,194	136,775	- 1.6%
Total Score 600 – 690	67,735	72,038	75,216	81,827	81,609	+ 4.8%
Total Score 700+	24,949	25,848	28,448	31,227	32,500	+ 6.8%

### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	358,401	69.2%	73.8%
2. Canada	26,477	5.1%	4.3%
3. United Kingdom	25,805	5.0%	4.2%
4. France	19,943	3.9%	3.2%
5. India	19,936	3.9%	3.0%

### Global GMAT Score-Sending Top Program Types in TY2017 (% of Scores Sent)

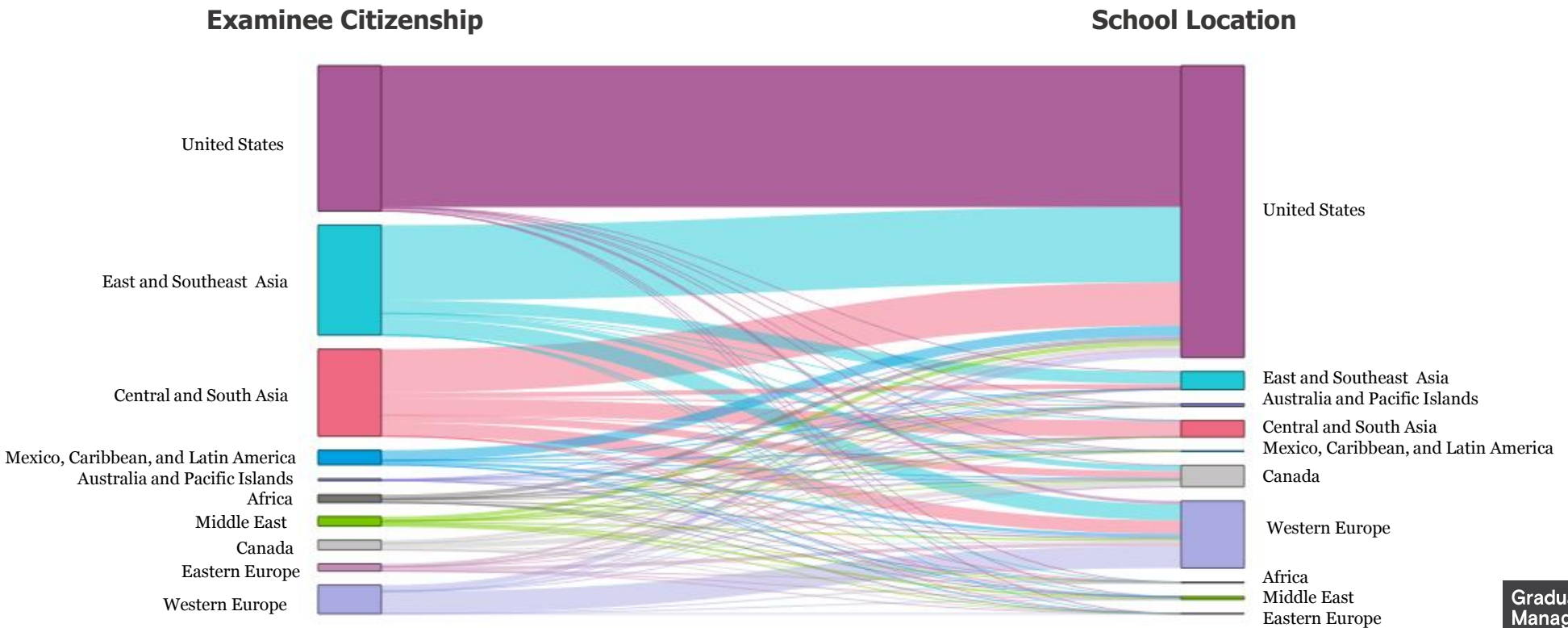


## Global Testing Environment

# Global Score-Sending Mobility

In TY2017, GMAT examinees sent 517,774 score reports to business programs around the world. Citizens of Asian and Western European countries and the United States represented the largest share of GMAT score reports sent in TY2017. The top score-sending destinations included the United States and Western Europe.

### Global GMAT Score Sending in TY2017



# Regional Trends

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In this section, the following information is displayed for each region:

- Candidate demographics, program types and destination by location of citizenship
- Region as a study destination
- Profiles of candidates from top countries in region

# Regional Trends

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## Canada



## Regional Trends: Canada

# Candidate Demographics, Top Program Types and Destinations

### Canadian Citizens

#### GMAT Exams by Candidate Demographics

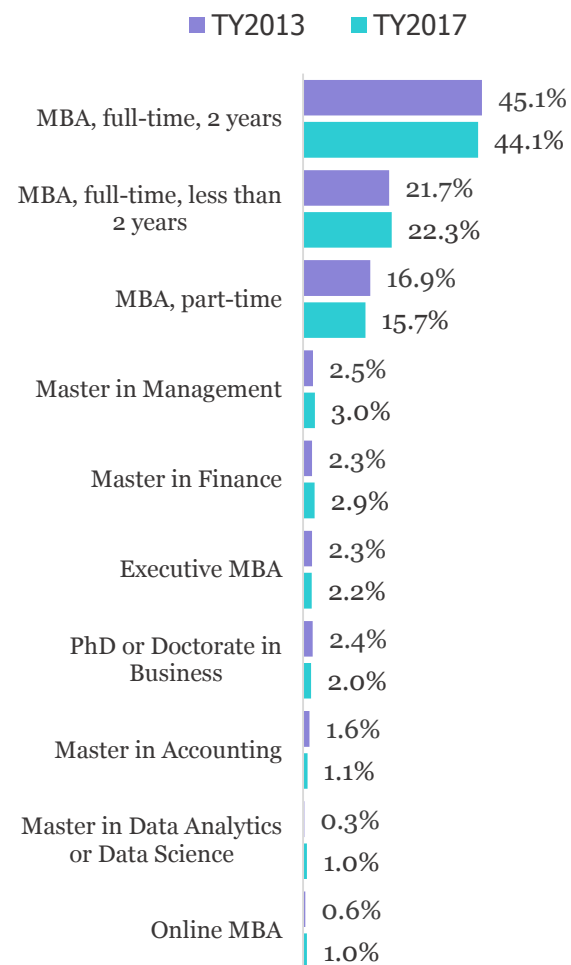
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	6,500	5,926	6,107	6,641	6,083	- 1.6%
Women	2,462	2,279	2,372	2,635	2,420	- 0.4%
Candidates Younger than 25	2,184	1,992	1,964	2,124	1,944	- 2.9%
Total Score < 600	3,796	3,447	3,408	3,589	3,240	- 3.9%
Total Score 600 – 690	1,927	1,807	1,884	2,097	1,967	+ 0.5%
Total Score 700+	777	672	815	955	876	+ 3.0%

### Canadian Citizens

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. Canada	6,675	56.3%	62.7%
2. United States	3,766	31.8%	27.0%
3. United Kingdom	544	4.6%	3.3%
4. France	324	2.7%	2.6%
5. Spain	123	1.0%	0.8%

### Canadian Citizens Top Program Types in TY2017 (% of Scores Sent)



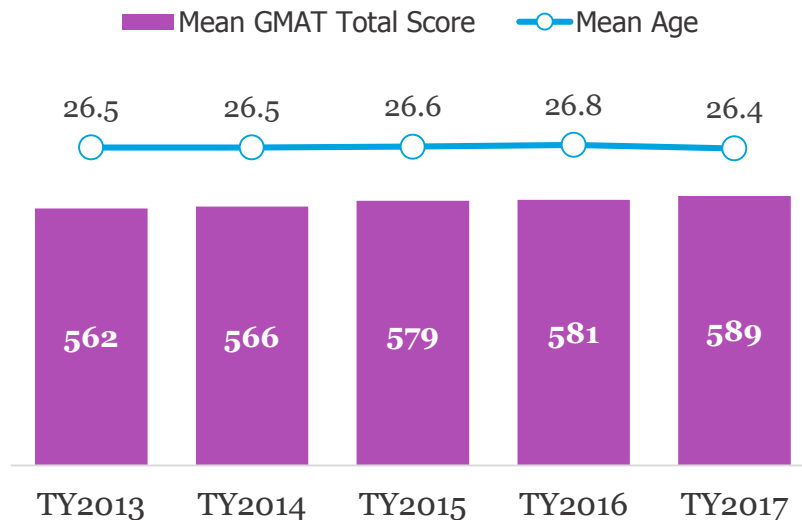
## Score-Sending Destination: Canada

# GMAT Scores Received and GMAT Accepting Programs

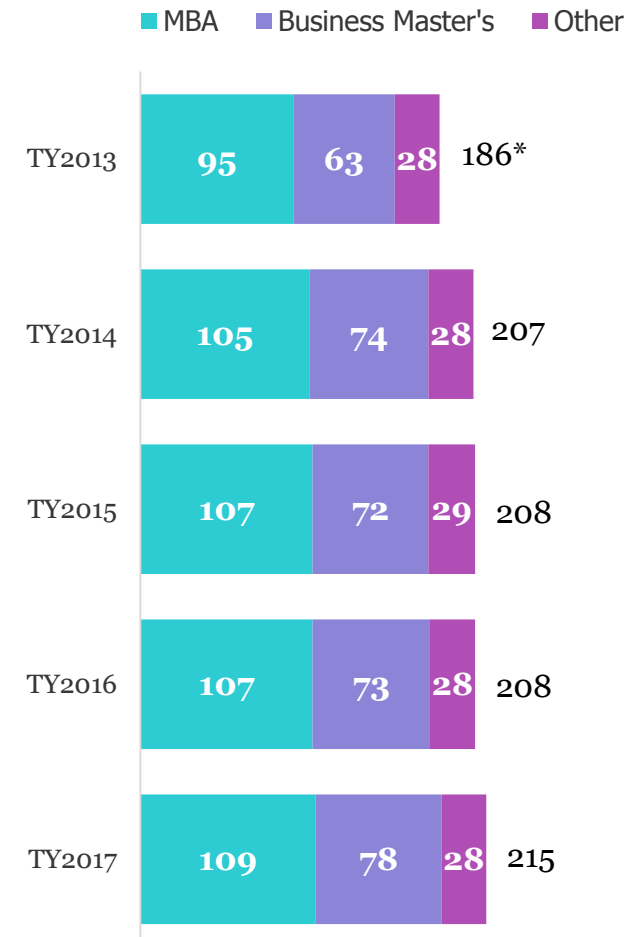
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	26,477	71.2%	24.6%	4.2%
Women	10,586	60.8%	35.0%	4.2%
Candidates Younger than 25	10,578	52.0%	46.4%	1.6%
Total Score < 600	11,931	75.9%	20.4%	3.7%
Total Score 600 – 690	10,897	69.7%	26.4%	3.9%
Total Score 700+	3,649	60.4%	33.2%	6.4%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Canada



\* Total number of GMAT accepting programs in the given testing year

# Regional Trends

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## Mexico, Caribbean, and Latin America

## Regional Trends: Mexico, Caribbean, and Latin America

# Candidate Demographics, Top Program Types and Destinations

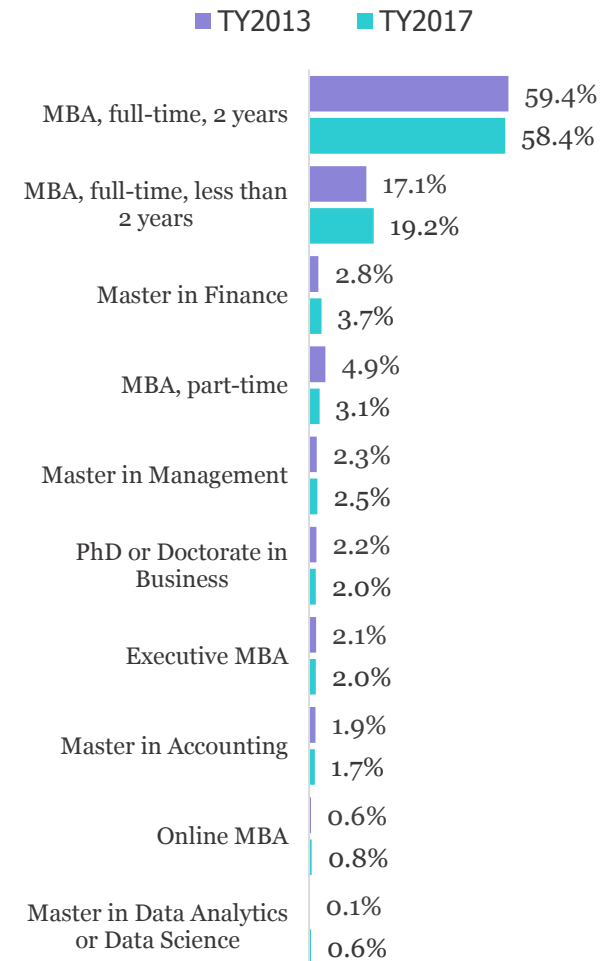
### Citizens of Mexico, Caribbean, and Latin American Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	6,744	7,404	7,908	8,753	8,384	+ 5.6%
Women	2,298	2,525	2,546	2,745	2,632	+ 3.5%
Candidates Younger than 25	1,337	1,401	1,361	1,291	1,229	- 2.1%
Total Score < 600	4,570	4,836	4,917	5,147	4,738	+ 0.9%
Total Score 600 – 690	1,705	2,052	2,323	2,772	2,796	+ 13.2%
Total Score 700+	469	516	668	834	850	+ 16.0%

### Citizens of Mexico, Caribbean, and Latin American Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	12,419	69.8%	75.4%
2. United Kingdom	1,187	6.7%	6.5%
3. Canada	997	5.6%	4.4%
4. France	949	5.3%	3.9%
5. Spain	838	4.7%	2.8%

### Citizens of Mexico, Caribbean, and Latin American Countries Top Program Types in TY2017 (% of Scores Sent)



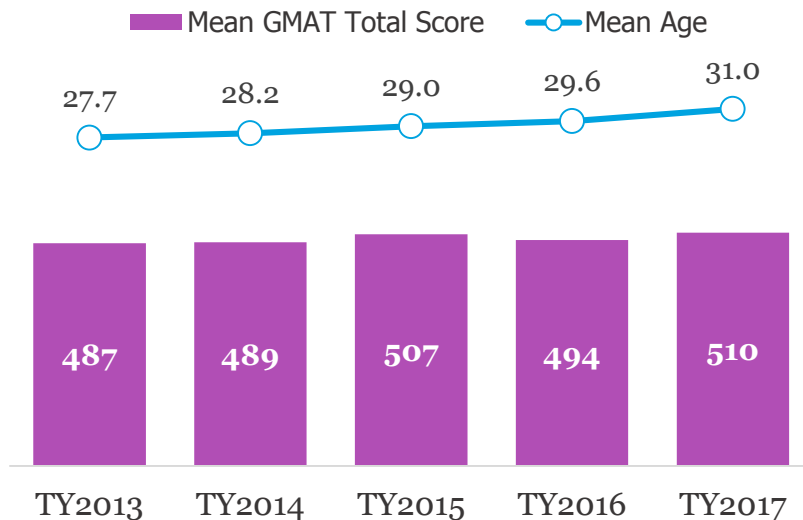
## Score-Sending Destination: Mexico, Caribbean, and Latin America

# GMAT Scores Received and GMAT Accepting Programs

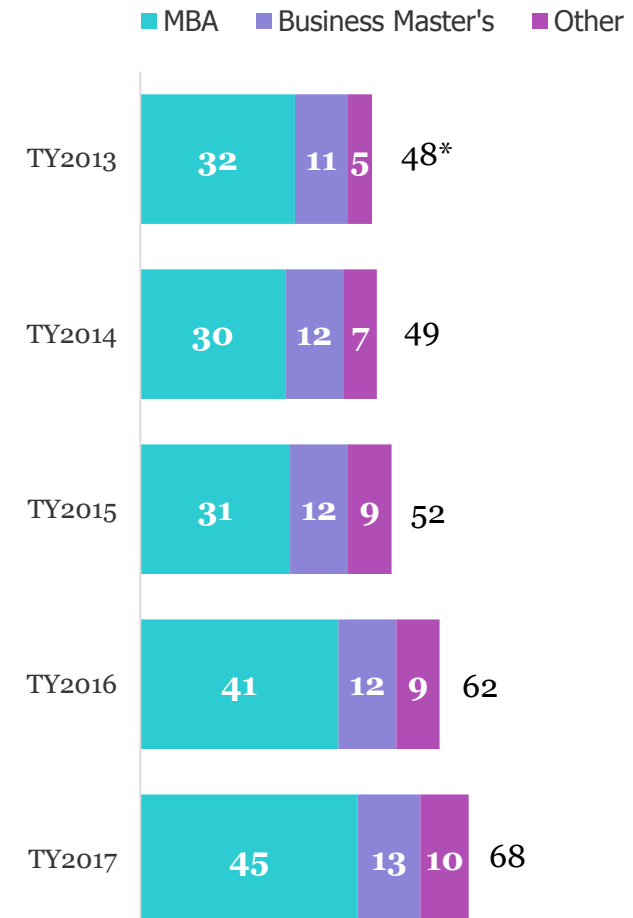
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	319	58.9%	35.7%	5.3%
Women	75	60.0%	34.7%	5.3%
Candidates Younger than 25	51	72.5%	19.6%	7.8%
Total Score < 600	216	55.6%	39.8%	4.6%
Total Score 600 – 690	85	65.9%	28.2%	5.9%
Total Score 700+	18	66.7%	22.2%	11.1%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Mexico, Caribbean, and Latin America



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Mexico, Caribbean, and Latin America - Brazil

### Candidate Demographics, Top Program Types and Destinations

#### Citizens of Brazil

##### GMAT Exams by Candidate Demographics

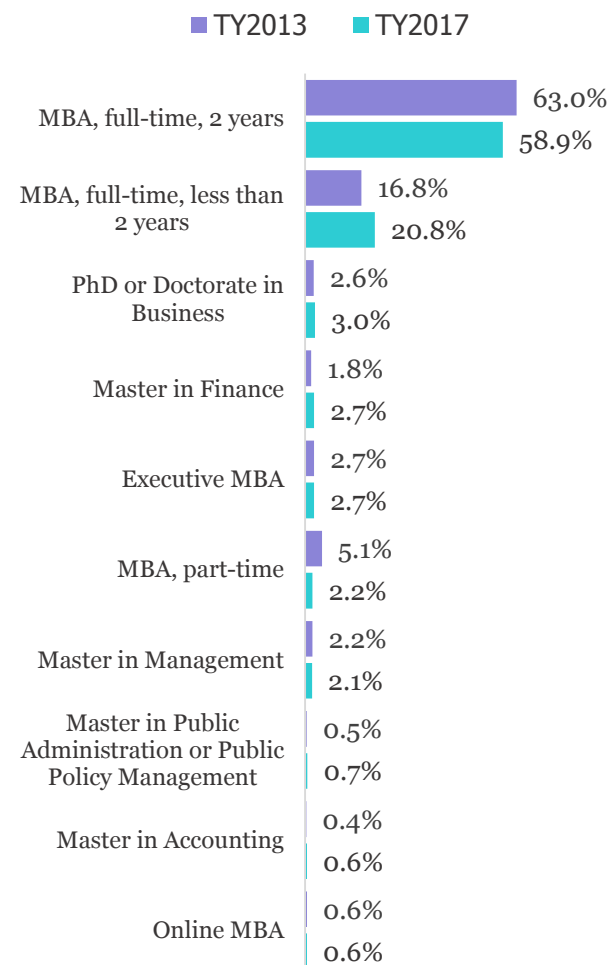
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	1,613	1,824	2,148	2,592	2,756	+ 14.3%
Women	501	551	602	751	822	+ 13.2%
Candidates Younger than 25	188	231	277	249	265	+ 9.0%
Total Score < 600	865	919	1,060	1,179	1,338	+ 11.5%
Total Score 600 – 690	548	684	795	1,022	1,007	+ 16.4%
Total Score 700+	200	221	293	391	411	+ 19.7%

#### Citizens of Brazil

##### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	4,056	66.5%	75.5%
2. Canada	430	7.0%	3.1%
3. France	398	6.5%	4.8%
4. Spain	342	5.6%	3.1%
5. United Kingdom	311	5.1%	7.0%

#### Citizens of Brazil Top Program Types in TY2017 (% of Scores Sent)





## Regional Trends: Mexico, Caribbean, and Latin America - Mexico

### Candidate Demographics, Top Program Types and Destinations

#### Citizens of Mexico

##### GMAT Exams by Candidate Demographics

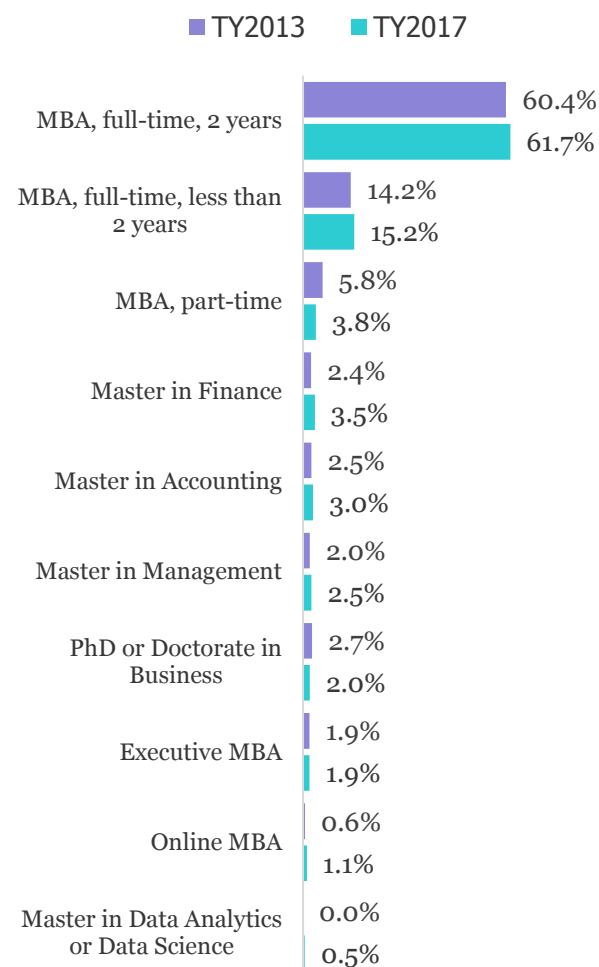
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	1,493	1,613	1,678	1,738	1,524	+ 0.5%
Women	494	492	507	466	443	- 2.7%
Candidates Younger than 25	322	318	298	293	244	- 6.7%
Total Score < 600	1,145	1,171	1,214	1,178	1,007	- 3.2%
Total Score 600 – 690	296	382	388	443	429	+ 9.7%
Total Score 700+	52	60	76	117	88	+ 14.1%

#### Citizens of Mexico

##### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	2,306	74.0%	77.4%
2. United Kingdom	192	6.2%	5.2%
3. Canada	154	4.9%	4.2%
4. France	117	3.8%	3.2%
5. Spain	97	3.1%	1.9%

#### Citizens of Mexico Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Mexico, Caribbean, and Latin America - Peru

### Candidate Demographics, Top Program Types and Destinations

#### Citizens of Peru

##### GMAT Exams by Candidate Demographics

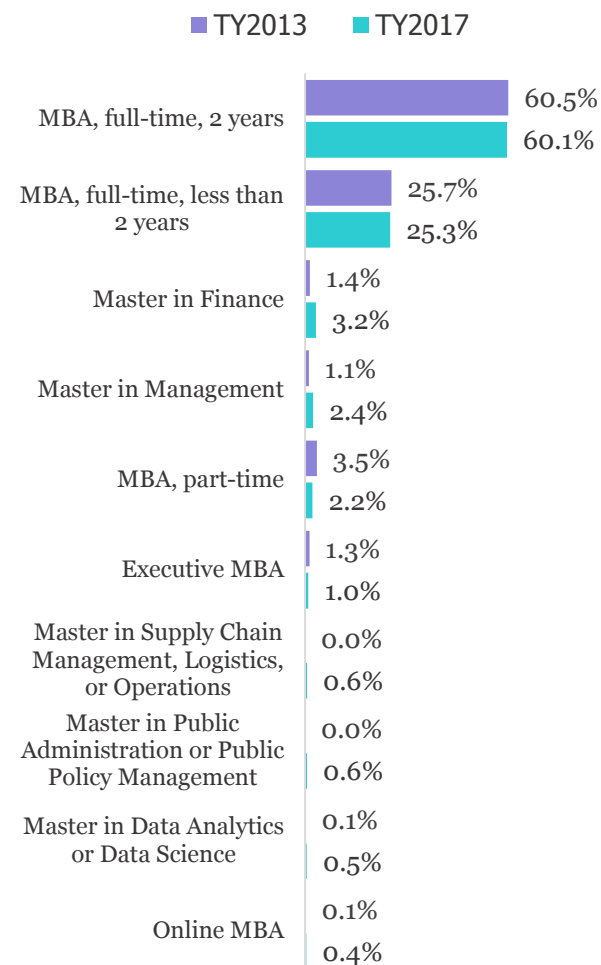
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	539	665	736	935	941	+ 14.9%
Women	217	250	317	369	316	+ 9.9%
Candidates Younger than 25	50	70	74	53	62	+ 5.5%
Total Score < 600	358	388	421	504	488	+ 8.1%
Total Score 600 – 690	156	223	255	345	387	+ 25.5%
Total Score 700+	25	54	60	86	66	+ 27.5%

#### Citizens of Peru

##### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,317	64.6%	68.1%
2. United Kingdom	193	9.5%	10.5%
3. Canada	145	7.1%	7.5%
4. France	137	6.7%	3.5%
5. Spain	108	5.3%	4.0%

#### Citizens of Peru Top Program Types in TY2017 (% of Scores Sent)



# Regional Trends

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## United States

## Regional Trends: United States

# Candidate Demographics, Top Program Types and Destinations

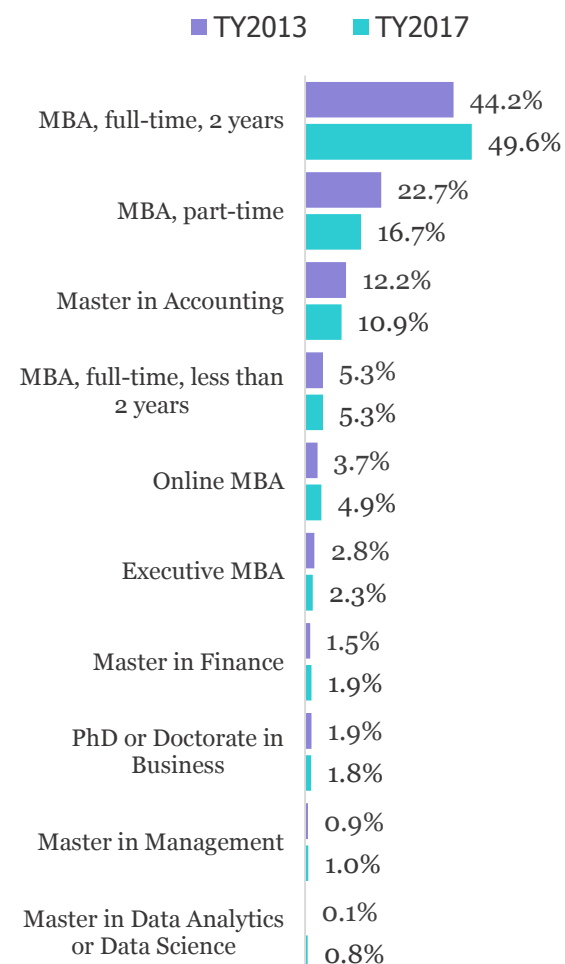
### Citizens of the United States GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	90,541	87,110	84,600	83,410	79,862	- 3.1%
Women	34,806	33,386	32,465	32,336	31,008	- 2.8%
Candidates Younger than 25	38,231	36,243	34,553	34,017	33,139	- 3.5%
Total Score < 600	60,425	56,503	53,057	50,259	46,367	- 6.4%
Total Score 600 – 690	21,474	21,675	21,738	22,541	22,166	+ 0.8%
Total Score 700+	8,642	8,932	9,805	10,610	11,329	+ 7.0%

### Citizens of the United States Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	173,705	97.3%	97.9%
2. United Kingdom	1,782	1.0%	0.6%
3. France	900	0.5%	0.3%
4. Spain	568	0.3%	0.2%
5. Canada	278	0.2%	0.1%

### Citizens of the United States Top Program Types in TY2017 (% of Scores Sent)



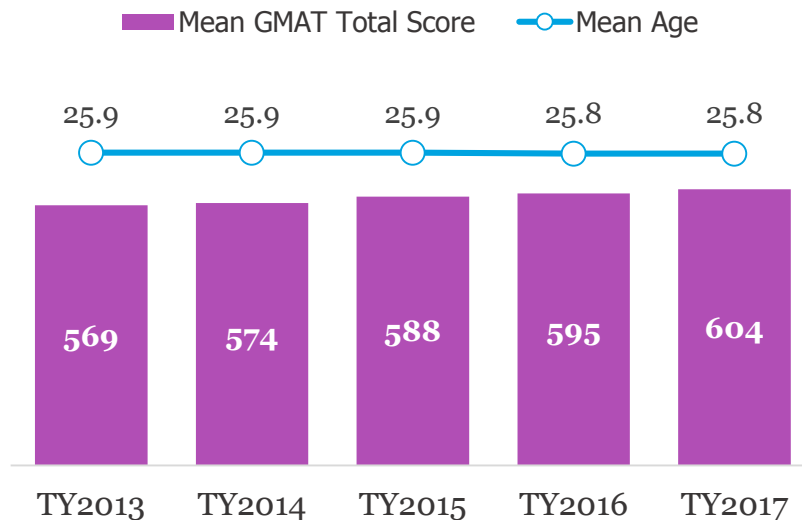
## Score-Sending Destination: United States

# GMAT Scores Received and GMAT Accepting Programs

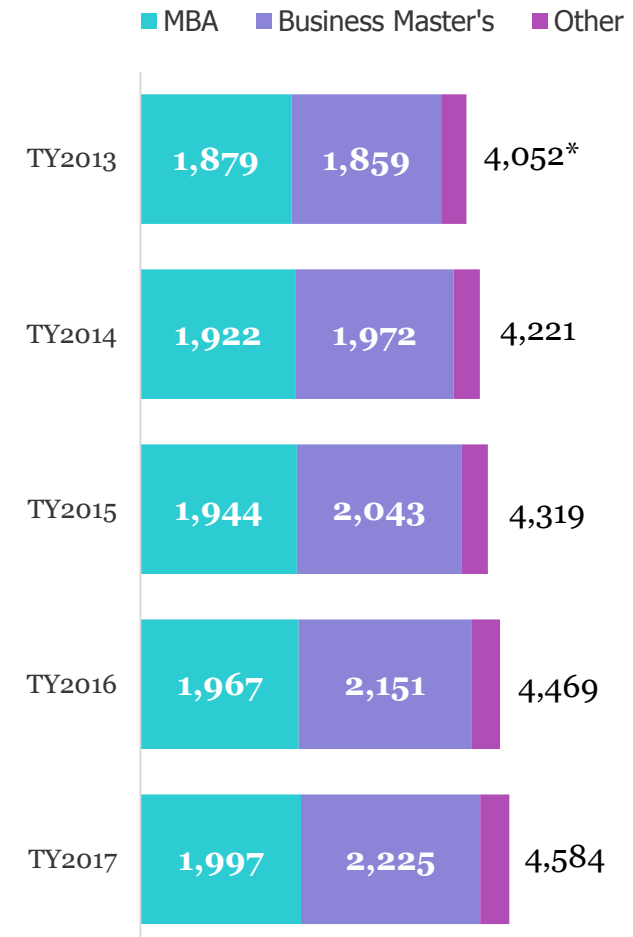
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	358,401	67.0%	29.6%	3.4%
Women	148,063	56.5%	39.7%	3.8%
Candidates Younger than 25	160,143	45.7%	52.2%	2.1%
Total Score < 600	138,854	65.4%	32.3%	2.4%
Total Score 600 – 690	124,708	64.4%	32.0%	3.6%
Total Score 700+	94,839	72.7%	22.5%	4.7%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: United States



\* Total number of GMAT accepting programs in the given testing year

# Regional Trends

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## Australia and Pacific Islands



## Regional Trends: Australia and Pacific Islands

# Candidate Demographics, Top Program Types and Destinations

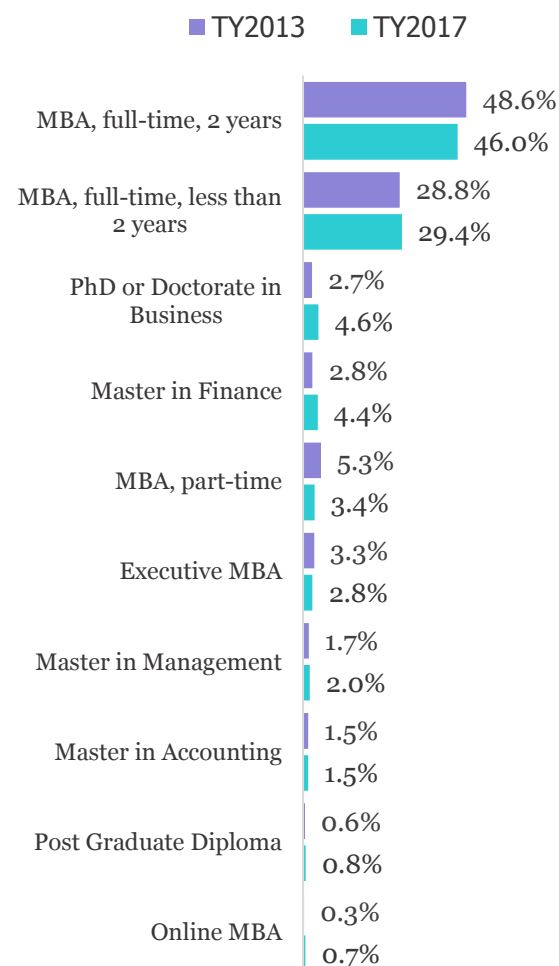
### Citizens of Australia and Pacific Island Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	965	1,000	940	1,018	968	+ 0.1%
Women	308	287	300	311	313	+ 0.4%
Candidates Younger than 25	189	193	177	187	185	- 0.5%
Total Score < 600	440	411	383	373	344	- 6%
Total Score 600 – 690	341	379	347	399	382	+ 2.9%
Total Score 700+	184	210	210	246	242	+ 7.1%

### Citizens of Australia and Pacific Island Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,160	53.0%	49.8%
2. United Kingdom	388	17.7%	17.4%
3. Australia	245	11.2%	14.3%
4. France	167	7.6%	6.7%
5. Spain	40	1.8%	1.9%

### Citizens of Australia and Pacific Island Countries Top Program Types in TY2017 (% of Scores Sent)



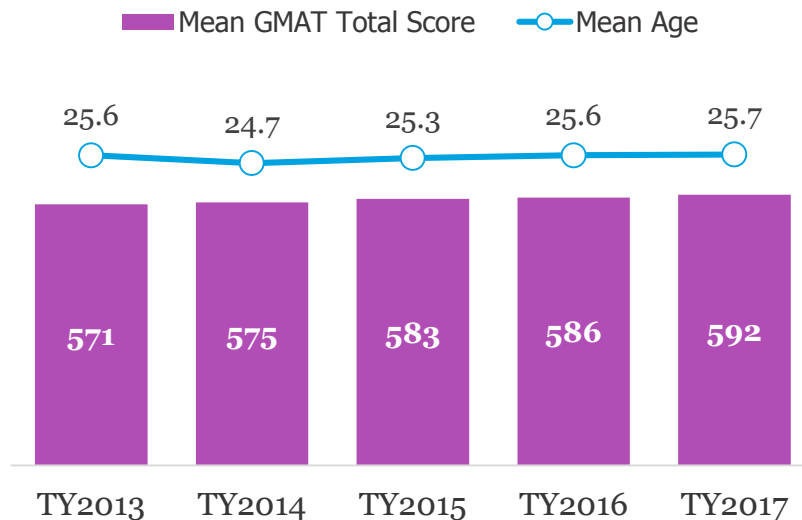
## Score-Sending Destination: Australia and Pacific Islands

# GMAT Scores Received and GMAT Accepting Programs

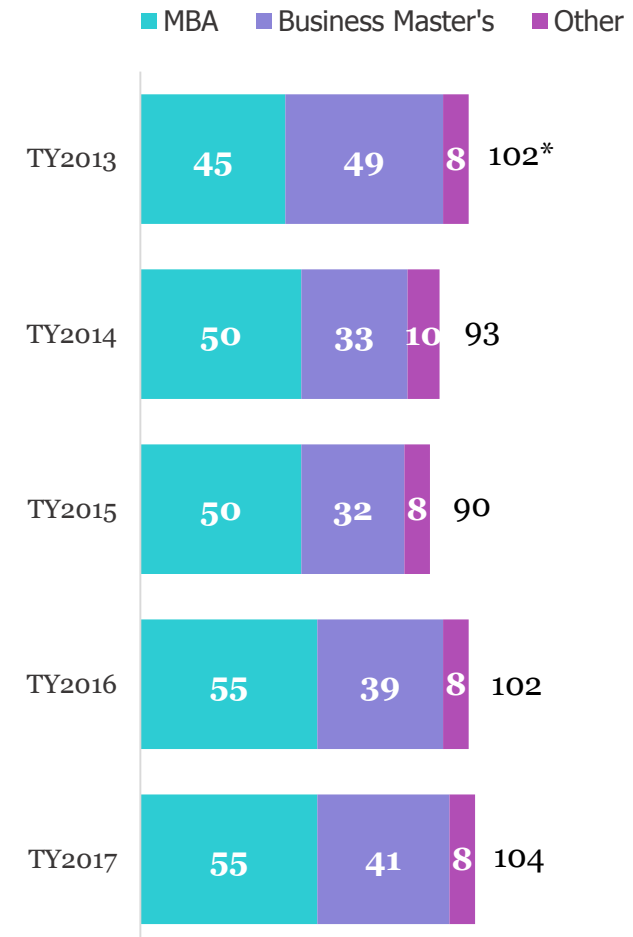
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	3,373	63.2%	34.0%	2.8%
Women	1,297	48.3%	48.1%	3.6%
Candidates Younger than 25	1,570	39.6%	58.5%	2.0%
Total Score < 600	1,409	67.6%	29.6%	2.8%
Total Score 600 – 690	1,426	60.4%	36.8%	2.7%
Total Score 700+	538	58.7%	37.9%	3.3%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Australia and Pacific Islands



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Australia and Pacific Islands - Australia

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Australia

#### GMAT Exams by Candidate Demographics

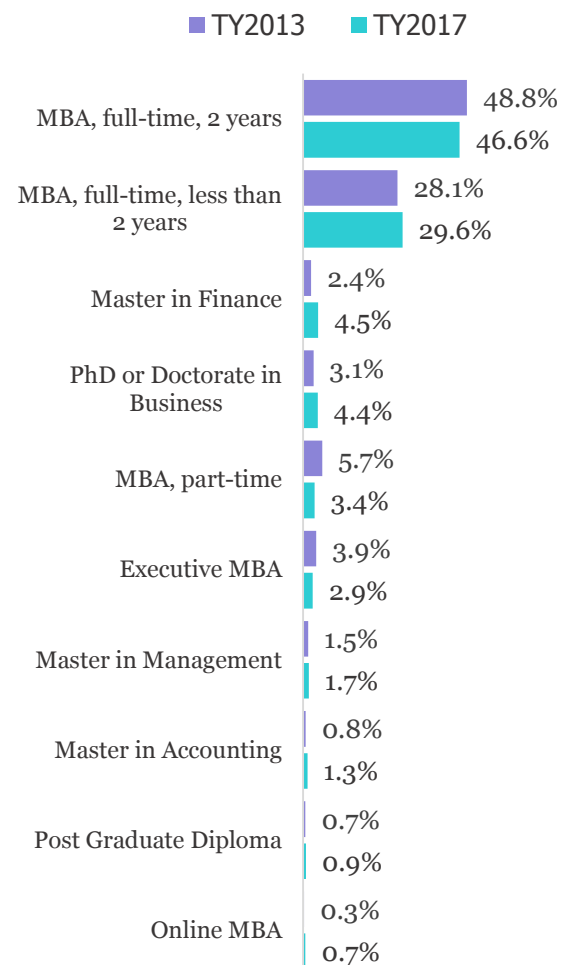
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	802	841	785	823	807	+ 0.2%
Women	248	235	238	250	259	+ 1.1%
Candidates Younger than 25	143	143	144	130	140	- 0.5%
Total Score < 600	369	345	309	294	271	- 7.4%
Total Score 600 – 690	287	316	302	335	333	+ 3.8%
Total Score 700+	146	180	174	194	203	+ 8.6%

### Citizens of Australia

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	983	52.5%	48.4%
2. United Kingdom	322	17.2%	15.9%
3. Australia	238	12.7%	16.7%
4. France	144	7.7%	6.5%
5. Spain	33	1.8%	2.0%

### Citizens of Australia Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Australia and Pacific Islands – New Zealand

### Candidate Demographics, Top Program Types and Destinations

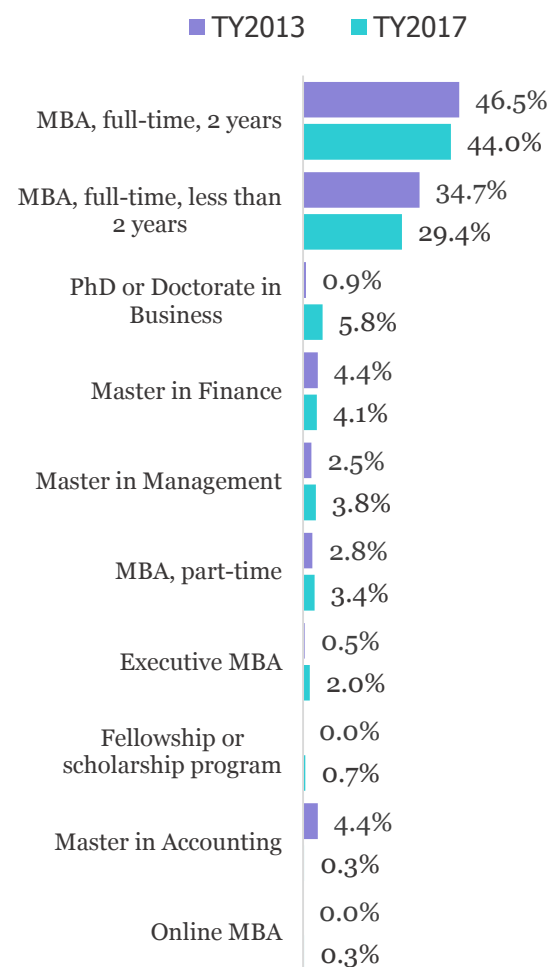
#### Citizens of New Zealand GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	152	147	144	175	147	- 0.8%
Women	53	48	55	51	46	- 3.5%
Candidates Younger than 25	45	47	30	52	42	- 1.7%
Total Score < 600	62	55	64	59	62	+ 0.0%
Total Score 600 – 690	52	62	44	64	46	- 3.0%
Total Score 700+	38	30	36	52	39	+ 0.7%

#### Citizens of New Zealand Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	165	56.3%	53.5%
2. United Kingdom	64	21.8%	25.9%
3. France	22	7.5%	7.6%
4. Sweden	9	3.1%	0.0%
5. Spain	6	2.0%	1.6%

#### Citizens of New Zealand Top Program Types in TY2017 (% of Scores Sent)



# Regional Trends

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## Central and South Asia

## Regional Trends: Central and South Asia

# Candidate Demographics, Top Program Types and Destinations

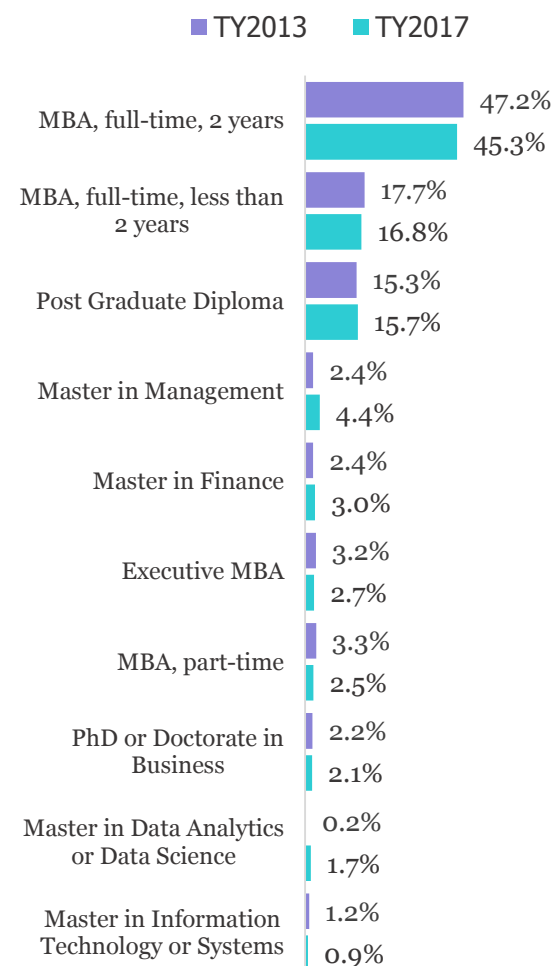
### Citizens of Central and South Asian Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	27,475	30,623	31,821	36,108	35,245	+ 6.4%
Women	7,358	8,547	9,231	10,880	10,821	+ 10.1%
Candidates Younger than 25	10,554	12,429	12,682	13,746	13,046	+ 5.4%
Total Score < 600	13,952	15,817	15,987	18,185	16,841	+ 4.8%
Total Score 600 – 690	9,671	10,670	11,414	12,948	13,080	+ 7.8%
Total Score 700+	3,852	4,136	4,420	4,975	5,324	+ 8.4%

### Citizens of Central and South Asian Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	53,345	49.9%	52.7%
2. India	19,816	18.5%	17.0%
3. Canada	8,987	8.4%	5.3%
4. France	5,823	5.4%	4.6%
5. United Kingdom	5,725	5.4%	6.5%

### Citizens of Central and South Asian Countries Top Program Types in TY2017 (% of Scores Sent)



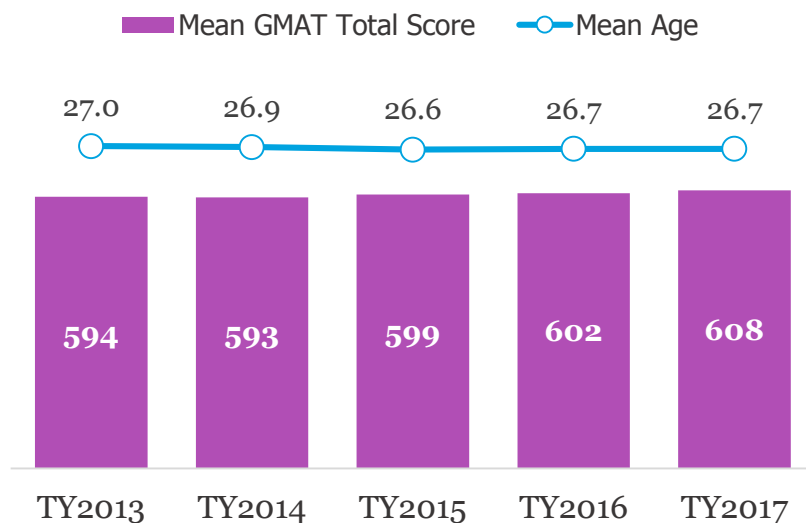
## Score-Sending Destination: Central and South Asia

# GMAT Scores Received and GMAT Accepting Programs

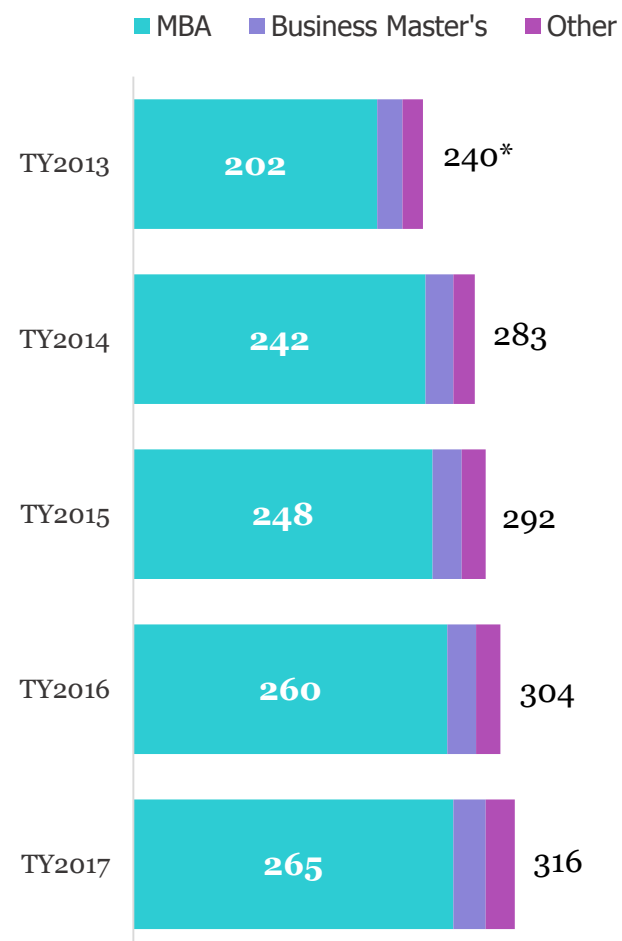
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	20,244	96.1%	1.3%	2.5%
Women	5,559	96.9%	1.3%	1.8%
Candidates Younger than 25	6,232	98.0%	1.0%	1.0%
Total Score < 600	7,288	94.7%	1.9%	3.4%
Total Score 600 – 690	9,188	96.7%	1.1%	2.2%
Total Score 700+	3,768	97.7%	0.8%	1.5%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Central and South Asia



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Central and South Asia - India

# Candidate Demographics, Top Program Types and Destinations

### Citizens of India

#### GMAT Exams by Candidate Demographics

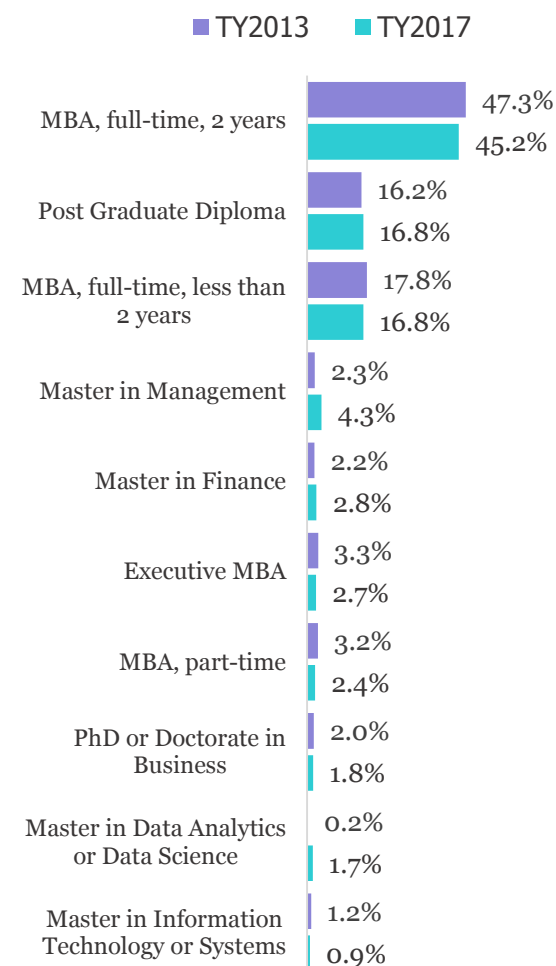
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	25,268	28,325	29,042	33,123	32,514	+ 6.5%
Women	6,650	7,771	8,312	9,964	9,929	+ 10.5%
Candidates Younger than 25	9,718	11,547	11,482	12,514	11,922	+ 5.2%
Total Score < 600	12,309	14,042	13,950	16,039	14,959	+ 5.0%
Total Score 600 – 690	9,214	10,253	10,816	12,283	12,447	+ 7.8%
Total Score 700+	3,745	4,030	4,276	4,801	5,108	+ 8.1%

### Citizens of India

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	49,114	49.1%	52.1%
2. India	19,726	19.7%	18.0%
3. Canada	7,990	8.0%	4.8%
4. France	5,638	5.6%	4.7%
5. United Kingdom	5,301	5.3%	6.5%

### Citizens of India Top Program Types in TY2017 (% of Scores Sent)





## Regional Trends: Central and South Asia - Pakistan

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Pakistan

#### GMAT Exams by Candidate Demographics

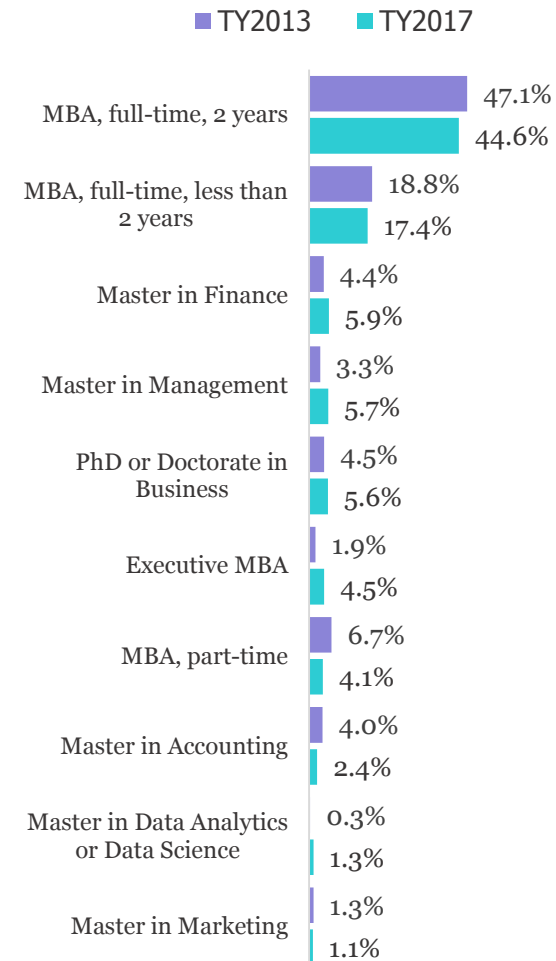
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	932	978	1,333	1,384	1,228	+ 7.1%
Women	205	230	327	318	279	+ 8.0%
Candidates Younger than 25	327	344	521	534	428	+ 7.0%
Total Score < 600	667	712	922	958	827	+ 5.5%
Total Score 600 – 690	203	217	335	330	308	+ 11.0%
Total Score 700+	62	49	76	96	93	+ 10.7%

### Citizens of Pakistan

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,310	44.6%	53.7%
2. Canada	598	20.4%	20.1%
3. Pakistan	291	9.9%	3.7%
4. United Kingdom	229	7.8%	8.5%
5. France	110	3.7%	3.1%

### Citizens of Pakistan Top Program Types in TY 2017 (% of Scores Sent)



## Regional Trends: Central and South Asia - Nepal

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Nepal

#### GMAT Exams by Candidate Demographics

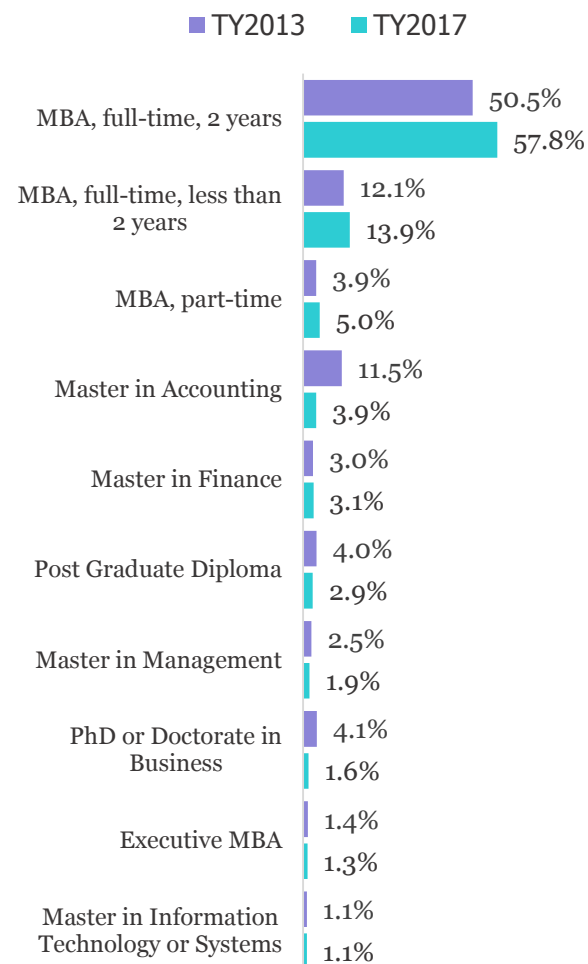
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	449	466	506	583	578	+ 6.5%
Women	193	202	215	241	267	+ 8.5%
Candidates Younger than 25	197	239	310	353	378	+ 17.7%
Total Score < 600	351	366	413	479	475	+ 7.9%
Total Score 600 – 690	84	81	73	88	82	- 0.6%
Total Score 700+	14	19	20	16	21	+ 10.7%

### Citizens of Nepal

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,494	85.5%	77.3%
2. India	84	4.8%	8.1%
3. United Kingdom	43	2.5%	3.0%
4. Canada	22	1.3%	1.7%
5. Australia	20	1.1%	1.2%

### Citizens of Nepal Top Program Types in TY2017 (% of Scores Sent)



# Regional Trends

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## East and Southeast Asia

## Regional Trends: East and Southeast Asia

# Candidate Demographics, Top Program Types and Destinations

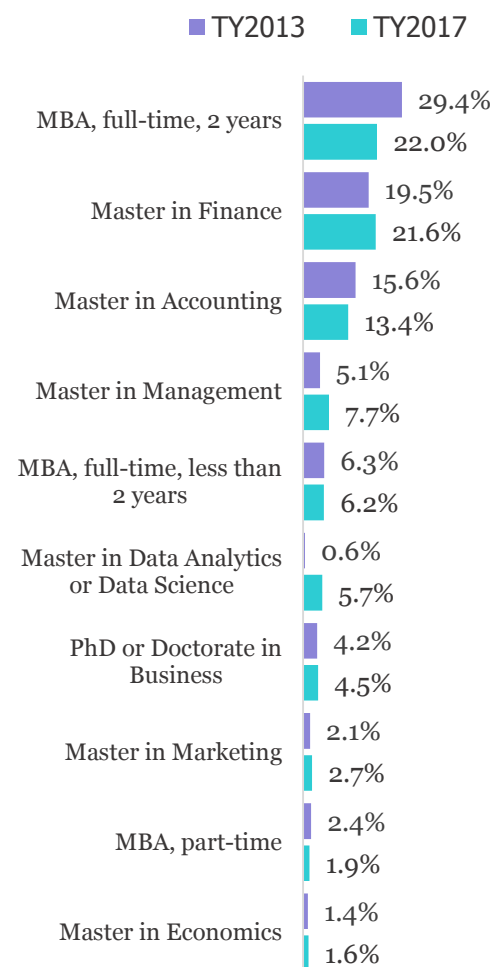
### Citizens of East and Southeast Asian Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	69,323	74,550	79,280	88,802	86,213	+ 5.6%
Women	40,542	44,719	49,030	55,457	54,059	+ 7.5%
Candidates Younger than 25	46,482	49,960	54,241	60,727	58,627	+ 6.0%
Total Score < 600	37,567	39,649	41,716	47,129	44,381	+ 4.3%
Total Score 600 – 690	23,616	26,359	28,183	31,397	31,386	+ 7.4%
Total Score 700+	8,140	8,542	9,381	10,276	10,446	+ 6.4%

### Citizens of East and Southeast Asian Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	92,365	68.3%	74.2%
2. United Kingdom	8,992	6.7%	4.3%
3. China, Hong Kong SAR	8,195	6.1%	6.6%
4. Canada	6,794	5.0%	4.1%
5. France	5,370	4.0%	3.3%

### Citizens of East and Southeast Asian Countries Top Program Types in TY2017 (% of Scores Sent)



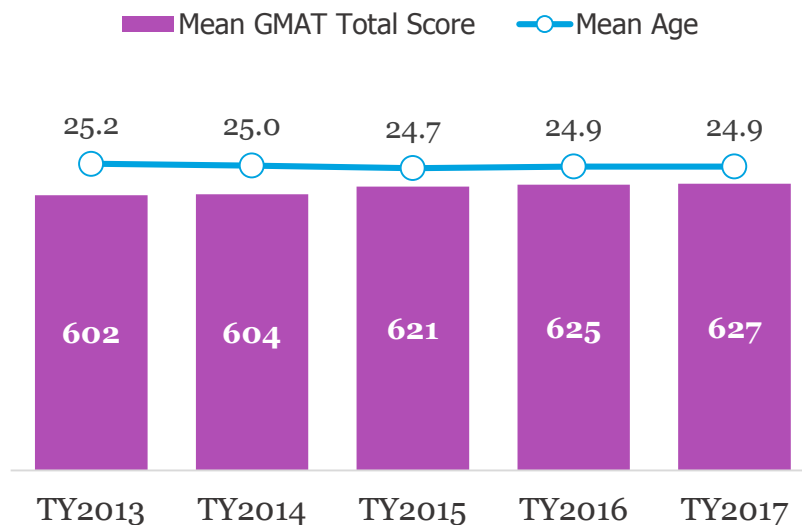
## Score-Sending Destination: East and Southeast Asia

# GMAT Scores Received and GMAT Accepting Programs

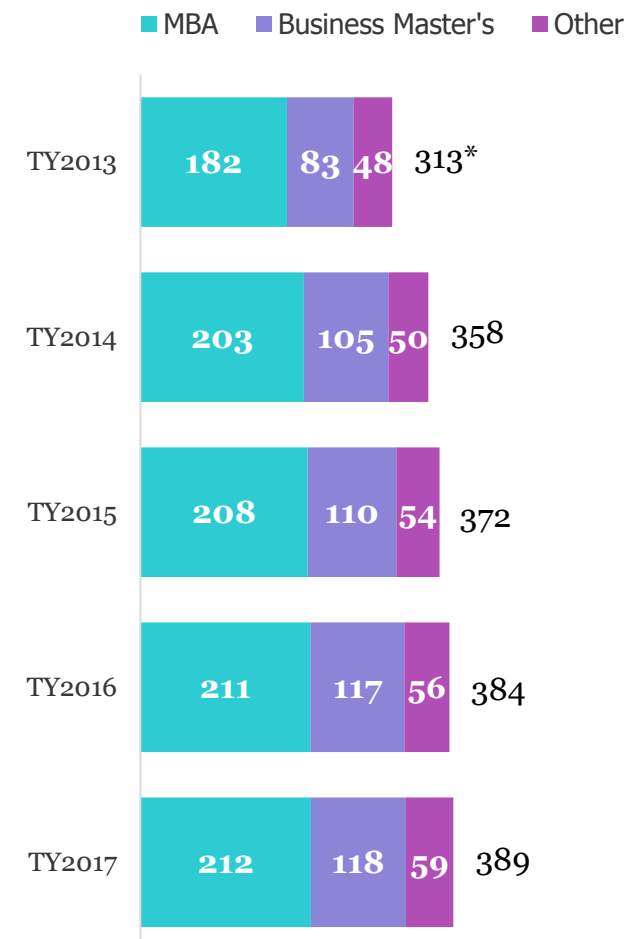
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	22,208	48.8%	47.8%	3.5%
Women	11,318	33.8%	62.3%	3.9%
Candidates Younger than 25	12,053	22.4%	74.3%	3.4%
Total Score < 600	6,195	61.5%	34.9%	3.6%
Total Score 600 – 690	10,701	46.2%	50.5%	3.2%
Total Score 700+	5,312	39.0%	57.3%	3.7%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: East and Southeast Asia



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: East and Southeast Asia - China

# Candidate Demographics, Top Program Types and Destinations

### Citizens of China

#### GMAT Exams by Candidate Demographics

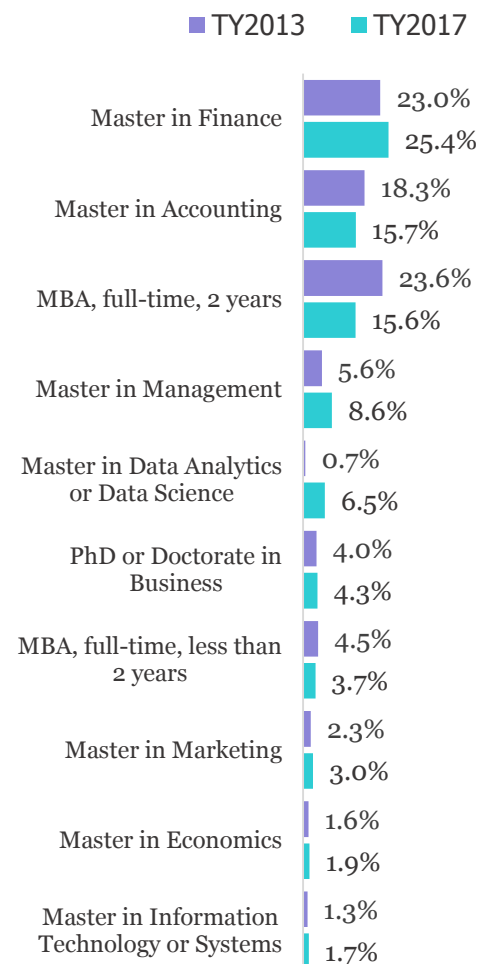
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	53,005	57,783	62,691	70,744	68,905	+ 6.8%
Women	33,682	37,631	41,655	47,317	46,274	+ 8.3%
Candidates Younger than 25	41,834	45,187	49,294	55,260	53,555	+ 6.4%
Total Score < 600	27,283	29,388	31,775	36,373	34,672	+ 6.2%
Total Score 600 – 690	18,898	21,180	23,040	25,729	25,504	+ 7.8%
Total Score 700+	6,824	7,215	7,876	8,642	8,729	+ 6.3%

### Citizens of China

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	72,989	69.1%	74.6%
2. China, Hong Kong SAR	7,807	7.4%	8.0%
3. United Kingdom	6,360	6.0%	3.7%
4. Canada	6,003	5.7%	4.8%
5. France	4,195	4.0%	3.2%

### Citizens of China Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: East and Southeast Asia – Taiwan Province, China

### Candidate Demographics, Top Program Types and Destinations

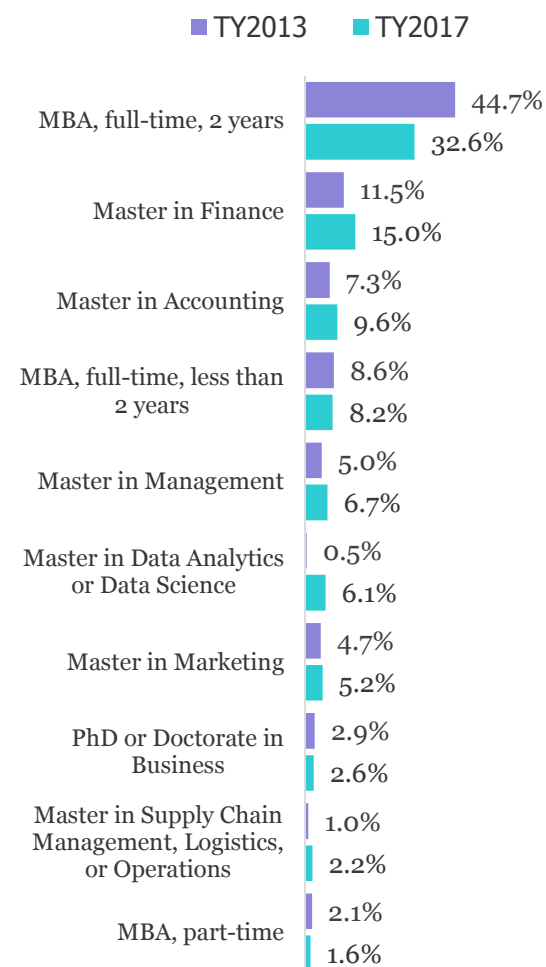
#### Citizens of Taiwan Province, China GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	3,163	3,404	3,528	4,105	4,083	+ 6.6%
Women	1,820	1,945	2,003	2,399	2,415	+ 7.3%
Candidates Younger than 25	1,553	1,641	1,801	2,068	2,093	+ 7.7%
Total Score < 600	2,025	2,038	2,088	2,414	2,359	+ 3.9%
Total Score 600 – 690	916	1,100	1,157	1,382	1,398	+ 11.1%
Total Score 700+	222	266	283	309	326	+ 10.1%

#### Citizens of Taiwan Province, China Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	4,705	81.0%	86.3%
2. United Kingdom	221	3.8%	4.4%
3. France	172	3.0%	2.2%
4. Germany	132	2.3%	0.4%
5. Netherlands	129	2.2%	0.9%

#### Citizens of Taiwan Province, China Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: East and Southeast Asia – South Korea

### Candidate Demographics, Top Program Types and Destinations

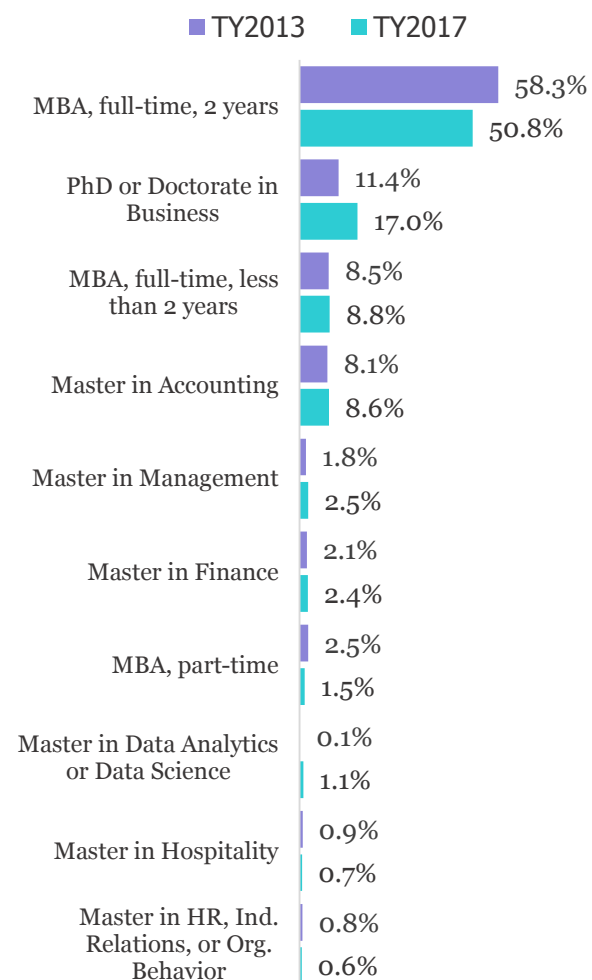
#### Citizens of South Korea GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	4,527	4,346	4,107	4,104	3,676	- 5.1%
Women	1,330	1,317	1,347	1,351	1,192	- 2.7%
Candidates Younger than 25	396	390	426	470	364	- 2.1%
Total Score < 600	2,407	2,321	2,106	2,097	1,735	- 7.9%
Total Score 600 – 690	1,634	1,606	1,496	1,514	1,460	- 2.8%
Total Score 700+	486	419	505	493	481	- 0.3%

#### Citizens of South Korea Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	4,108	81.1%	81.6%
2. United Kingdom	157	3.1%	4.5%
3. France	155	3.1%	2.8%
4. China	122	2.4%	2.7%
5. Germany	100	2.0%	0.3%

#### Citizens of South Korea Top Program Types in TY2017 (% of Scores Sent)





# Regional Trends

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## Africa

## Regional Trends: Africa

# Candidate Demographics, Top Program Types and Destinations

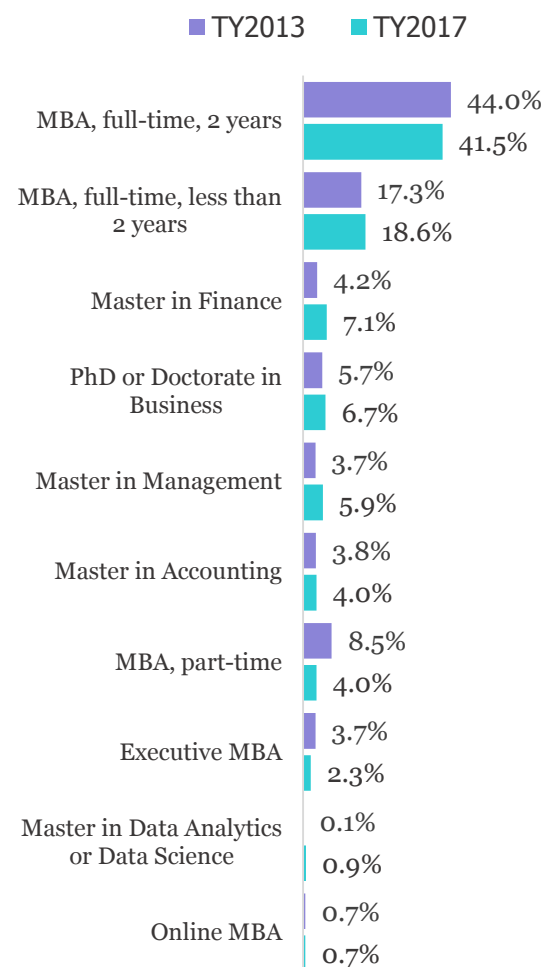
### Citizens of African Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	5,490	5,375	5,265	5,268	4,727	- 3.7%
Women	2,088	2,173	2,271	2,117	1,865	- 2.8%
Candidates Younger than 25	1,430	1,434	1,492	1,409	1,292	- 2.5%
Total Score < 600	4,703	4,574	4,393	4,352	3,746	- 5.5%
Total Score 600 – 690	655	656	743	736	815	+ 5.6%
Total Score 700+	132	145	129	180	166	+ 5.9%

### Citizens of African Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	5,372	55.3%	57.7%
2. Canada	1,395	14.4%	10.4%
3. United Kingdom	859	8.8%	7.9%
4. France	699	7.2%	5.1%
5. South Africa	473	4.9%	8.2%

### Citizens of African Countries Top Program Types in TY2017 (% of Scores Sent)



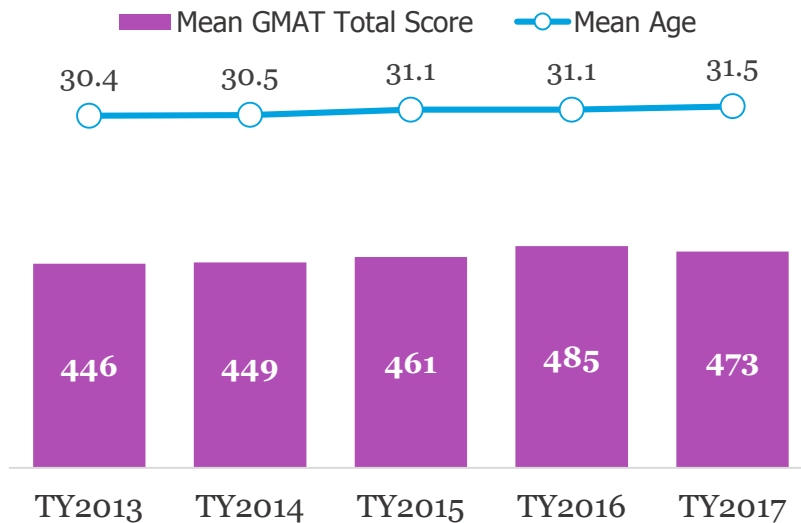
## Score-Sending Destination: Africa

# GMAT Scores Received and GMAT Accepting Programs

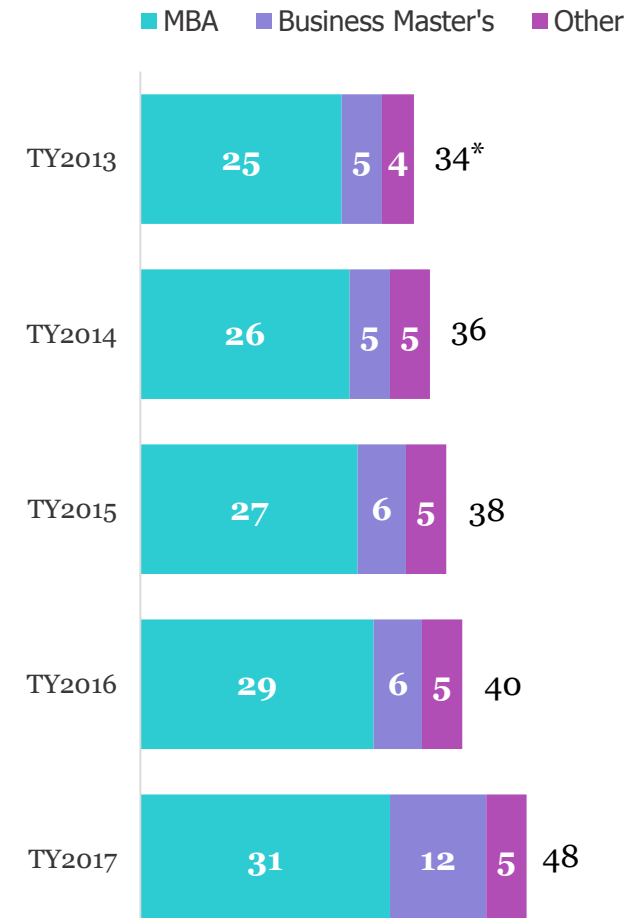
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	683	97.5%	0.1%	2.3%
Women	225	97.3%	0.0%	2.7%
Candidates Younger than 25	42	97.6%	0.0%	2.4%
Total Score < 600	556	97.1%	0.2%	2.7%
Total Score 600 – 690	107	99.1%	0.0%	0.9%
Total Score 700+	20	100.0%	0.0%	0.0%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Africa



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Africa - Nigeria

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Nigeria

#### GMAT Exams by Candidate Demographics

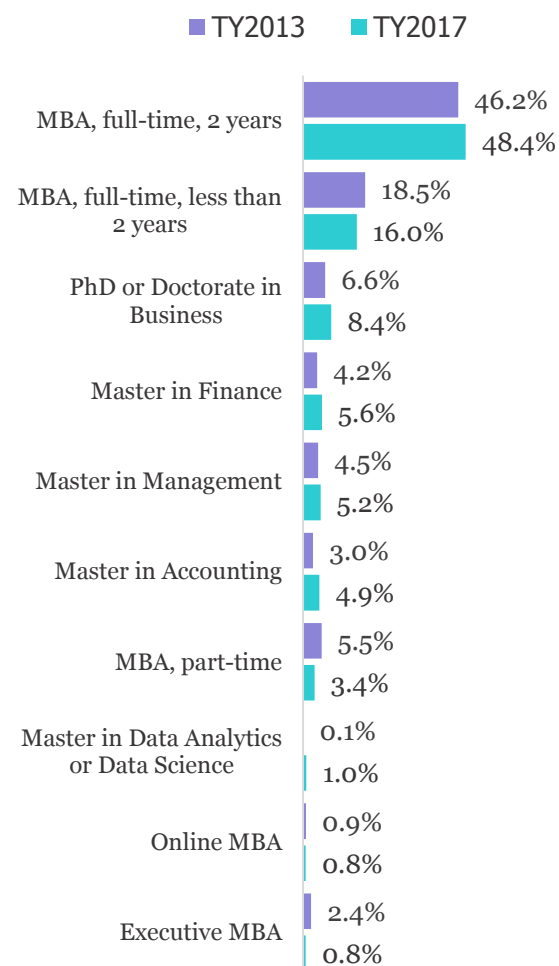
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	1,351	1,253	1,405	1,459	1,267	- 1.6%
Women	556	561	643	617	530	- 1.2%
Candidates Younger than 25	384	368	410	404	342	- 2.9%
Total Score < 600	1,174	1,103	1,198	1,242	1,004	- 3.8%
Total Score 600 – 690	151	122	178	179	226	+ 10.6%
Total Score 700+	26	28	29	38	37	+ 9.2%

### Citizens of Nigeria

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,964	63.2%	67.1%
2. Canada	777	25.0%	16.7%
3. United Kingdom	153	4.9%	8.6%
4. France	92	3.0%	2.5%
5. Nigeria	34	1.1%	1.6%

### Citizens of Nigeria Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Africa – South Africa

# Candidate Demographics, Top Program Types and Destinations

### Citizens of South Africa

#### GMAT Exams by Candidate Demographics

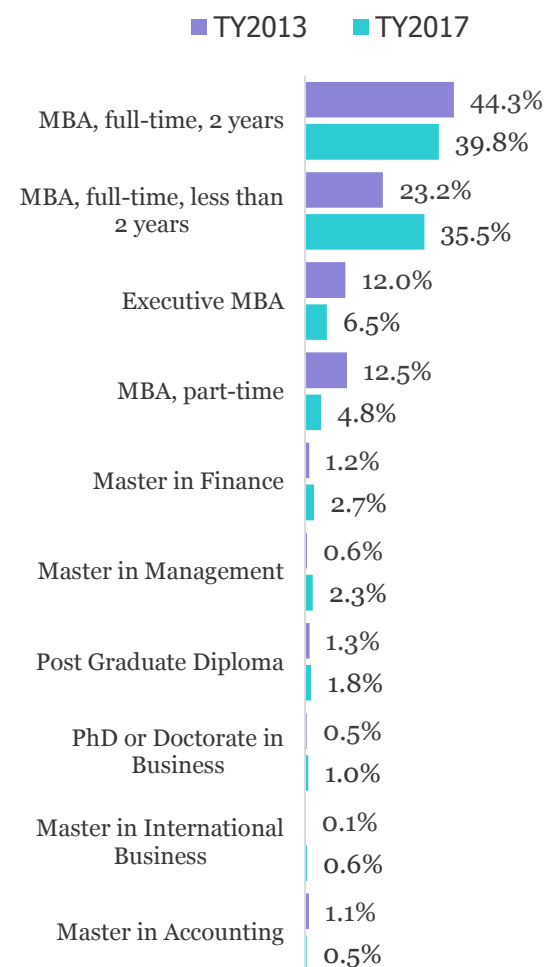
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	785	765	707	722	677	- 3.6%
Women	292	292	273	290	276	- 1.4%
Candidates Younger than 25	65	67	67	72	68	+ 1.1%
Total Score < 600	612	572	543	506	474	- 6.2%
Total Score 600 – 690	139	156	138	162	154	+ 2.6%
Total Score 700+	34	37	26	54	49	+ 9.6%

### Citizens of South Africa

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	420	30.7%	24.6%
2. South Africa	365	26.6%	52.8%
3. United Kingdom	267	19.5%	8.6%
4. France	121	8.8%	6.3%
5. Spain	59	4.3%	2.2%

### Citizens of South Africa Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Africa – Egypt

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Egypt

#### GMAT Exams by Candidate Demographics

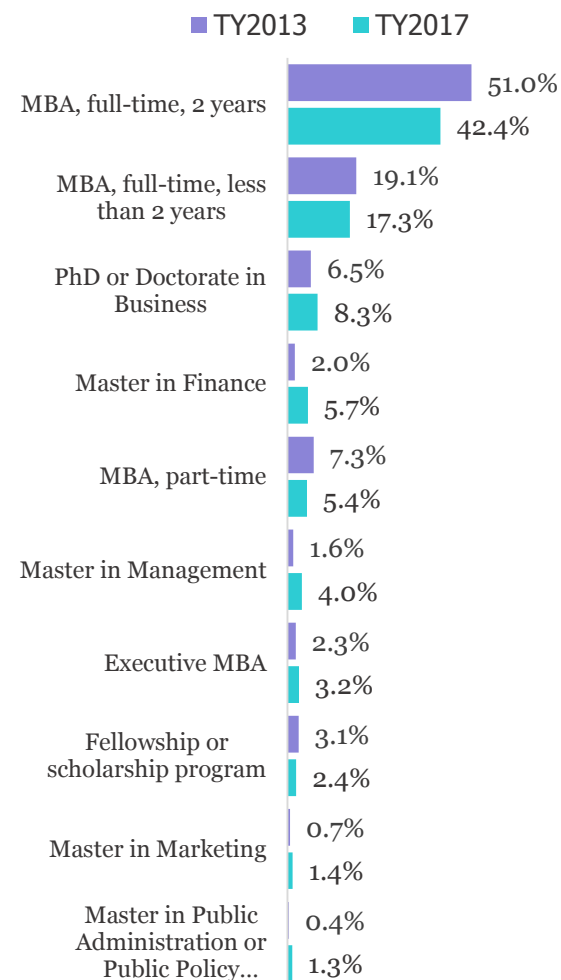
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	758	755	717	733	529	- 8.6%
Women	201	226	318	281	169	- 4.2%
Candidates Younger than 25	144	138	166	159	116	- 5.3%
Total Score < 600	646	643	627	640	443	- 9.0%
Total Score 600 – 690	94	98	79	75	71	- 6.8%
Total Score 700+	18	14	11	18	15	- 4.5%

### Citizens of Egypt

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	313	44.8%	45.3%
2. Egypt	80	11.5%	15.8%
3. United Kingdom	71	10.2%	8.9%
4. Canada	69	9.9%	16.4%
5. France	41	5.9%	4.0%

### Citizens of Egypt Top Program Types in TY2017 (% of Scores Sent)



# Regional Trends

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## Middle East

## Regional Trends: Middle East

# Candidate Demographics, Top Program Types and Destinations

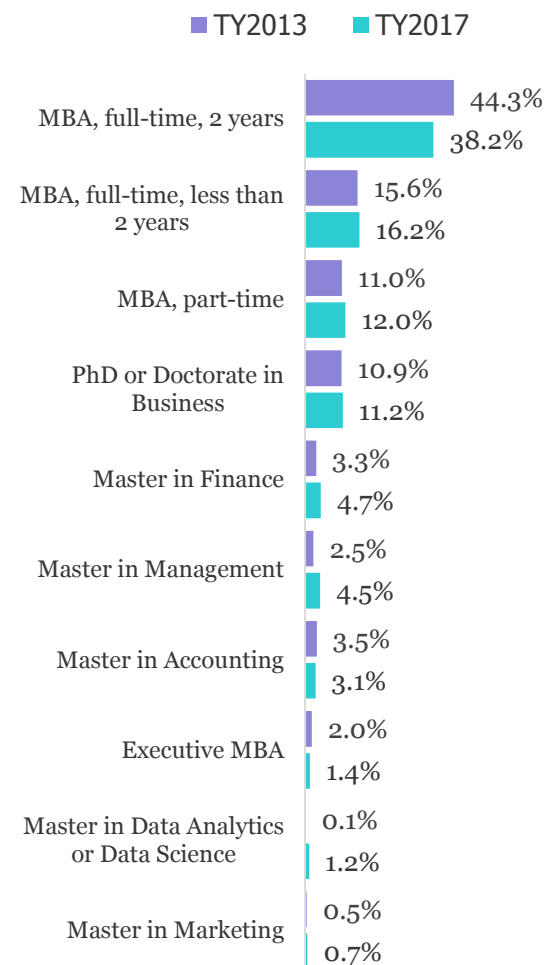
### Citizens of Middle Eastern Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	8,647	8,093	7,551	7,406	6,416	- 7.2%
Women	3,053	2,987	2,902	2,882	2,416	- 5.7%
Candidates Younger than 25	2,649	2,525	2,145	2,004	1,622	- 11.5%
Total Score < 600	7,110	6,656	6,187	5,897	4,829	- 9.2%
Total Score 600 – 690	1,170	1,096	1,039	1,158	1,176	+ 0.1%
Total Score 700+	367	341	325	351	411	+ 2.9%

### Citizens of Middle Eastern Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	5,444	46.9%	54.2%
2. Israel	2,231	19.2%	18.1%
3. Canada	752	6.5%	6.2%
4. United Kingdom	725	6.2%	5.0%
5. France	559	4.8%	3.3%

### Citizens of Middle Eastern Countries Top Program Types in TY2017 (% of Scores Sent)





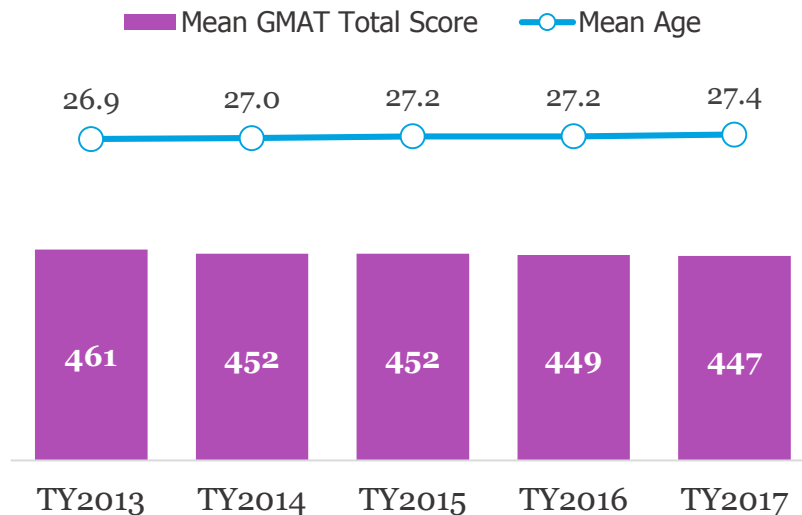
## Score-Sending Destination: Middle East

# GMAT Scores Received and GMAT Accepting Programs

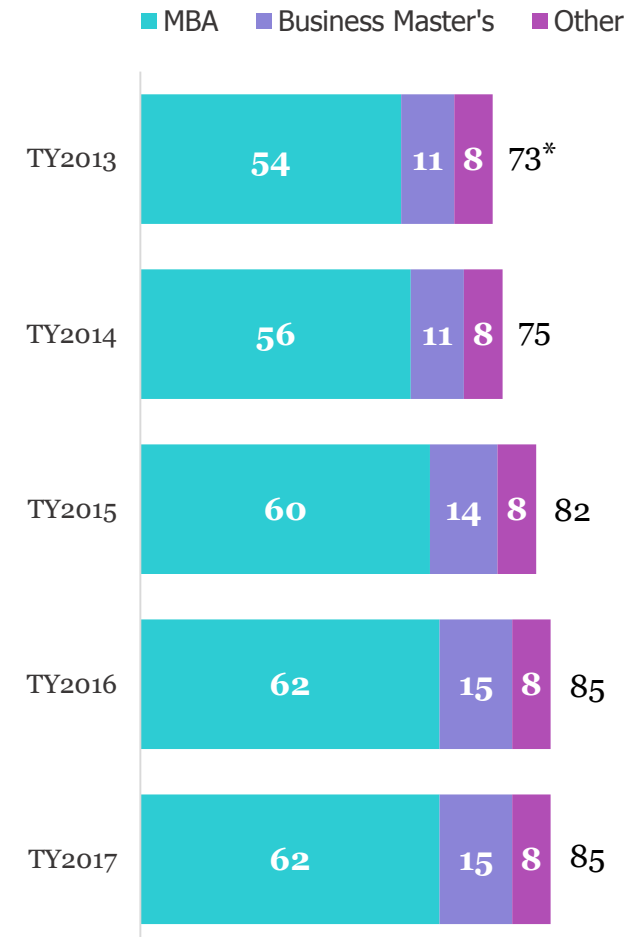
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	3,279	92.7%	3.7%	3.6%
Women	1,355	94.1%	1.5%	4.4%
Candidates Younger than 25	786	93.5%	3.9%	2.5%
Total Score < 600	2,887	93.5%	3.7%	2.8%
Total Score 600 – 690	318	84.6%	4.1%	11.3%
Total Score 700+	74	93.2%	4.1%	2.7%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Middle East



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Middle East – Saudi Arabia

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Saudi Arabia

#### GMAT Exams by Candidate Demographics

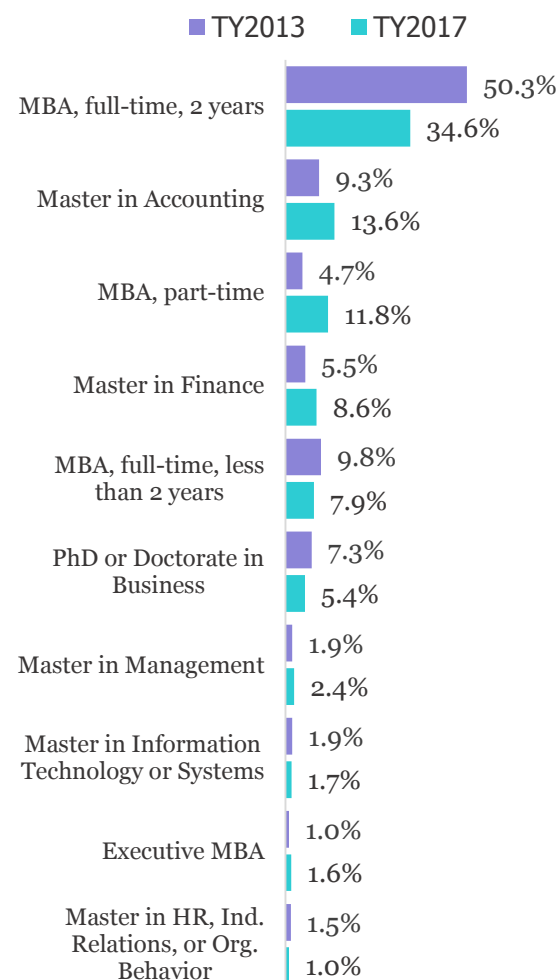
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	2,375	2,198	2,400	1,936	1,443	- 11.7%
Women	630	669	799	643	422	- 9.5%
Candidates Younger than 25	712	708	684	426	259	- 22.3%
Total Score < 600	2,338	2,147	2,335	1,877	1,384	- 12.3%
Total Score 600 – 690	33	44	54	54	51	+ 11.5%
Total Score 700+	4	7	11	5	8	+ 18.9%

### Citizens of Saudi Arabia

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,290	73.0%	91.2%
2. China, Hong Kong SAR	172	9.7%	1.8%
3. Saudi Arabia	125	7.1%	0.8%
4. Canada	61	3.5%	2.9%
5. United Kingdom	55	3.1%	1.1%

### Citizens of Saudi Arabia Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Middle East – Israel

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Israel

#### GMAT Exams by Candidate Demographics

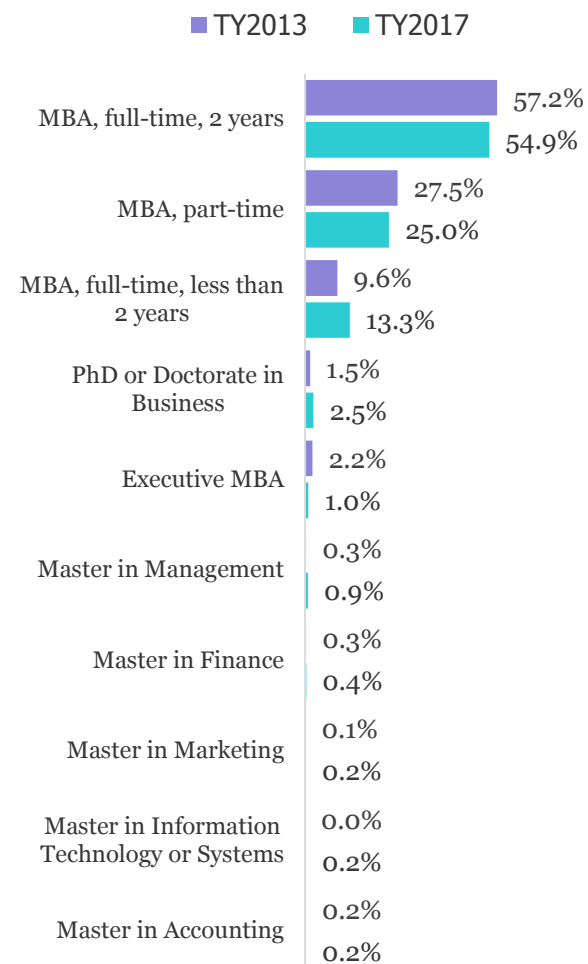
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	1,840	1,730	1,463	1,381	1,409	- 6.5%
Women	668	658	550	492	508	- 6.6%
Candidates Younger than 25	183	164	134	128	141	- 6.3%
Total Score < 600	1,401	1,309	1,067	980	978	- 8.6%
Total Score 600 – 690	292	285	275	300	300	+ 0.7%
Total Score 700+	147	136	121	101	131	- 2.8%

### Citizens of Israel

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. Israel	2,229	64.6%	67.0%
2. United States	930	26.9%	27.0%
3. United Kingdom	126	3.6%	2.0%
4. France	72	2.1%	1.9%
5. Canada	32	0.9%	0.6%

### Citizens of Israel Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Middle East – Turkey

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Turkey

#### GMAT Exams by Candidate Demographics

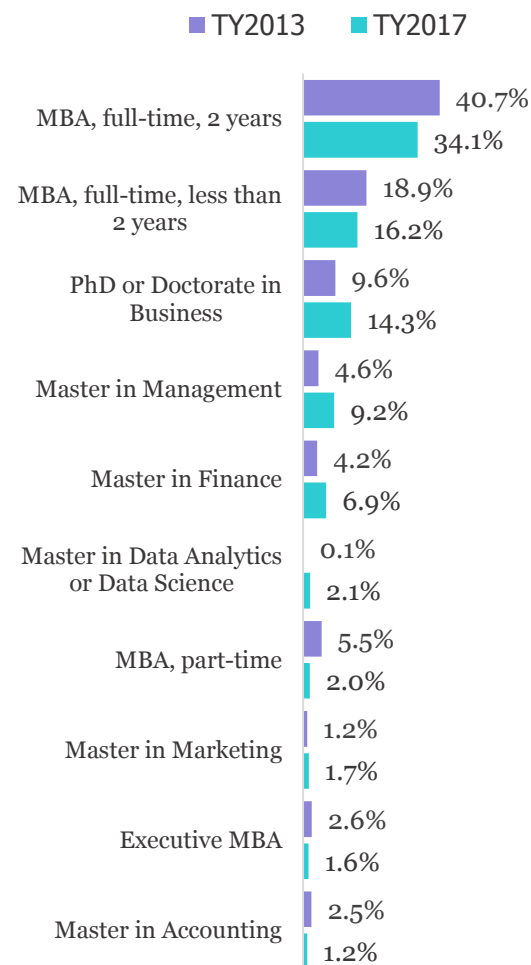
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	1,340	1,179	1,126	1,131	1,052	- 5.9%
Women	492	436	464	454	470	- 1.1%
Candidates Younger than 25	540	482	402	408	372	- 8.9%
Total Score < 600	842	708	695	653	561	- 9.7%
Total Score 600 – 690	389	369	329	364	349	- 2.7%
Total Score 700+	109	102	102	114	142	+ 6.8%

### Citizens of Turkey

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,253	50.4%	56.2%
2. Canada	218	8.8%	2.5%
3. United Kingdom	210	8.4%	10.0%
4. Turkey	199	8.0%	16.4%
5. Germany	165	6.6%	1.8%

### Citizens of Turkey Top Program Types in TY2017 (% of Scores Sent)



# Regional Trends

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## Eastern Europe

## Regional Trends: Eastern Europe

# Candidate Demographics, Top Program Types and Destinations

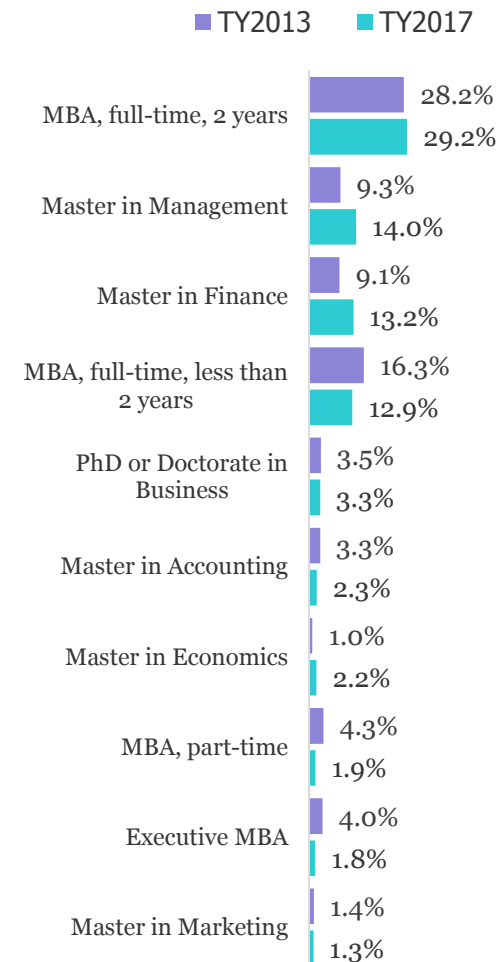
### Citizens of Eastern European Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	4,954	4,797	4,857	4,704	4,411	- 2.9%
Women	2,512	2,399	2,371	2,263	2,225	- 3.0%
Candidates Younger than 25	2,480	2,457	2,342	2,231	2,316	- 1.7%
Total Score < 600	2,926	2,789	2,720	2,557	2,387	- 5.0%
Total Score 600 – 690	1,510	1,508	1,573	1,563	1,448	- 1.0%
Total Score 700+	518	500	564	584	576	+ 2.7%

### Citizens of Eastern European Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	3,623	40.6%	42.5%
2. United Kingdom	1,009	11.3%	13.7%
3. Netherlands	776	8.7%	6.9%
4. France	727	8.1%	8.9%
5. Germany	580	6.5%	4.6%

### Citizens of Eastern European Countries Top Program Types in TY2017 (% of Scores Sent)



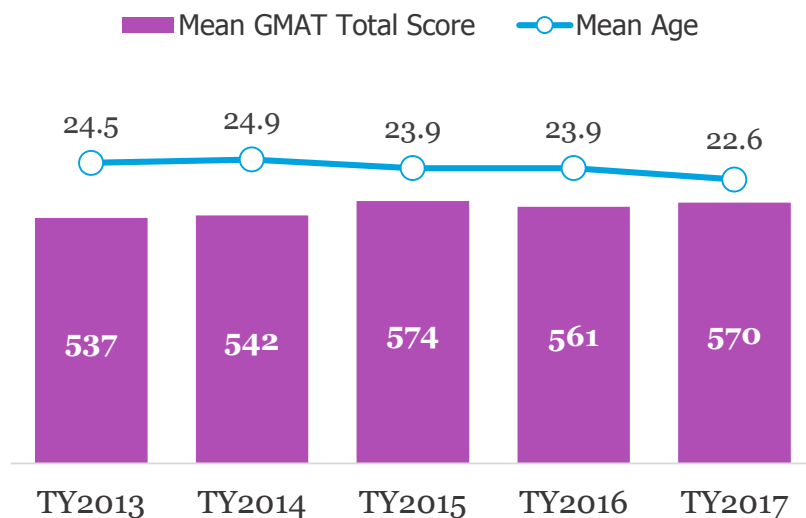
## Score-Sending Destination: Eastern Europe

# GMAT Scores Received and GMAT Accepting Programs

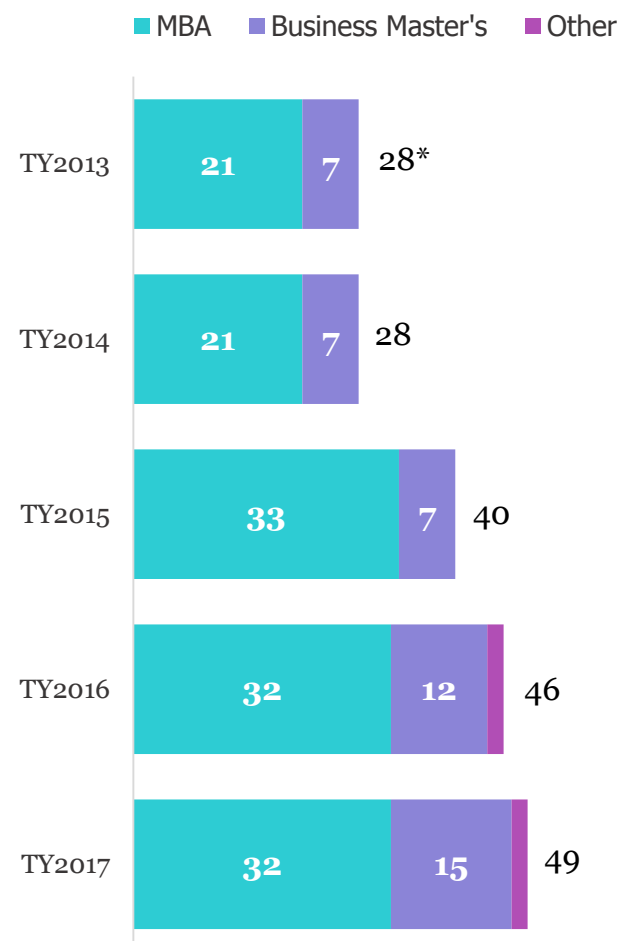
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	314	19.4%	79.9%	0.6%
Women	147	16.3%	83.7%	0.0%
Candidates Younger than 25	266	15.8%	83.8%	0.4%
Total Score < 600	173	23.7%	75.1%	1.2%
Total Score 600 – 690	103	14.6%	85.4%	0.0%
Total Score 700+	38	13.2%	86.8%	0.0%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Eastern Europe



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Eastern Europe – Russian Federation

# Candidate Demographics, Top Program Types and Destinations

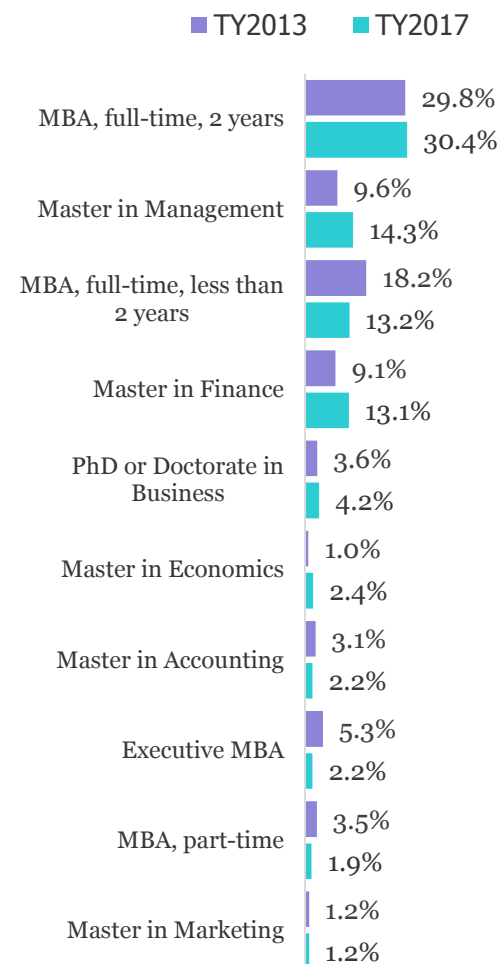
### Citizens of the Russian Federation GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	2,038	1,952	1,968	1,846	1,752	- 3.7%
Women	1,102	1,033	986	957	937	- 4%
Candidates Younger than 25	1,020	946	934	857	929	- 2.3%
Total Score < 600	1,221	1,137	1,045	962	938	- 6.4%
Total Score 600 – 690	600	612	685	638	576	- 1%
Total Score 700+	217	203	238	246	238	+ 2.3%

### Citizens of the Russian Federation Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	1,480	42.4%	44.9%
2. United Kingdom	371	10.6%	15.7%
3. France	354	10.1%	11.4%
4. Russian Federation	222	6.4%	2.4%
5. Germany	196	5.6%	3.6%

### Citizens of the Russian Federation Top Program Types in TY2017 (% of Scores Sent)





## Regional Trends: Eastern Europe - Poland

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Poland

#### GMAT Exams by Candidate Demographics

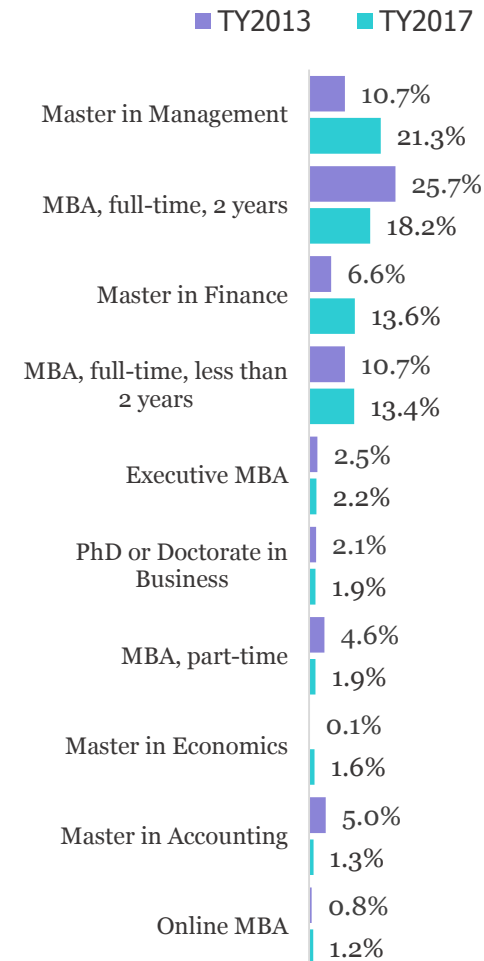
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	295	334	320	359	385	+ 6.9%
Women	130	142	140	167	188	+ 9.7%
Candidates Younger than 25	146	194	171	179	228	+ 11.8%
Total Score < 600	164	164	164	162	188	+ 3.5%
Total Score 600 – 690	96	121	102	139	132	+ 8.3%
Total Score 700+	35	49	54	58	65	+ 16.7%

### Citizens of Poland

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	227	27.6%	37.8%
2. United Kingdom	172	20.9%	10.0%
3. Netherlands	122	14.8%	15.1%
4. France	72	8.8%	9.8%
5. Spain	43	5.2%	3.6%

### Citizens of Poland Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Eastern Europe - Ukraine

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Ukraine

#### GMAT Exams by Candidate Demographics

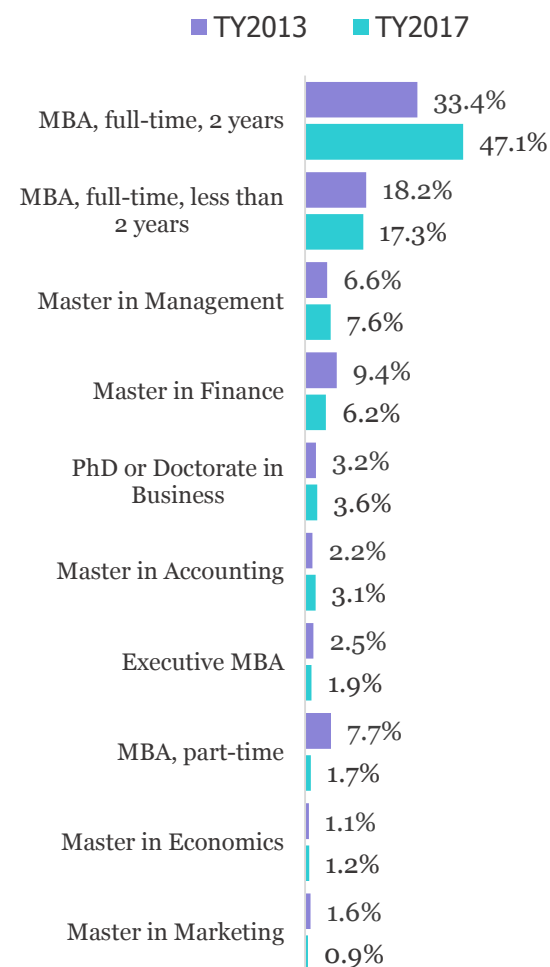
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	436	399	414	468	374	- 3.8%
Women	221	200	206	211	201	- 2.3%
Candidates Younger than 25	181	196	173	186	138	- 6.6%
Total Score < 600	268	233	247	282	226	- 4.2%
Total Score 600 – 690	139	130	129	138	117	- 4.2%
Total Score 700+	29	36	38	48	31	+ 1.7%

### Citizens of Ukraine

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	464	61.6%	45.3%
2. United Kingdom	49	6.5%	13.2%
3. France	46	6.1%	7.1%
4. Germany	41	5.4%	4.3%
5. Canada	40	5.3%	7.2%

### Citizens of Ukraine Top Program Types in TY2017 (% of Scores Sent)



# Regional Trends

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## Western Europe

## Regional Trends: Western Europe

# Candidate Demographics, Top Program Types and Destinations

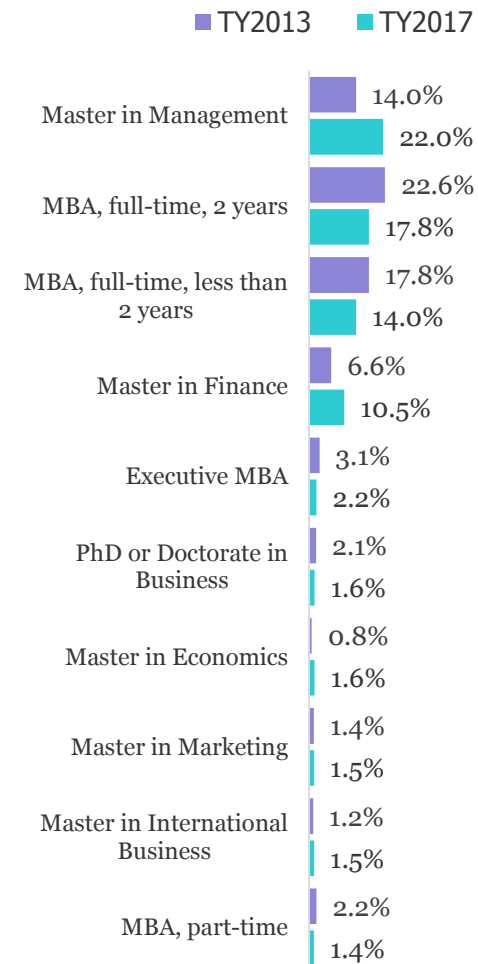
### Citizens of Western European Countries GMAT Exams by Candidate Demographics

Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	17,717	18,651	19,103	19,138	18,575	+ 1.2%
Women	5,909	6,174	6,404	6,401	6,162	+ 1.1%
Candidates Younger than 25	10,027	10,683	11,262	11,205	10,907	+ 2.1%
Total Score < 600	10,183	10,961	11,000	10,706	9,902	- 0.7%
Total Score 600 – 690	5,666	5,836	5,972	6,216	6,393	+ 3.1%
Total Score 700+	1,868	1,854	2,131	2,216	2,280	+ 5.1%

### Citizens of Western European Countries Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	7,202	20.5%	25.6%
2. United Kingdom	4,594	13.1%	13.6%
3. Netherlands	4,498	12.8%	8.8%
4. France	4,425	12.6%	15.2%
5. Germany	4,189	11.9%	10.0%

### Citizens of Western European Countries Top Program Types in TY2017 (% of Scores Sent)



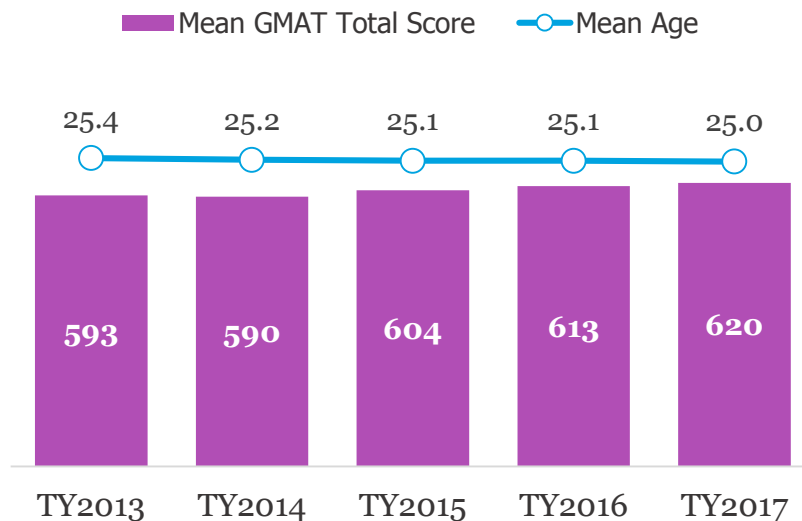
## Score-Sending Destination: Western Europe

# GMAT Scores Received and GMAT Accepting Programs

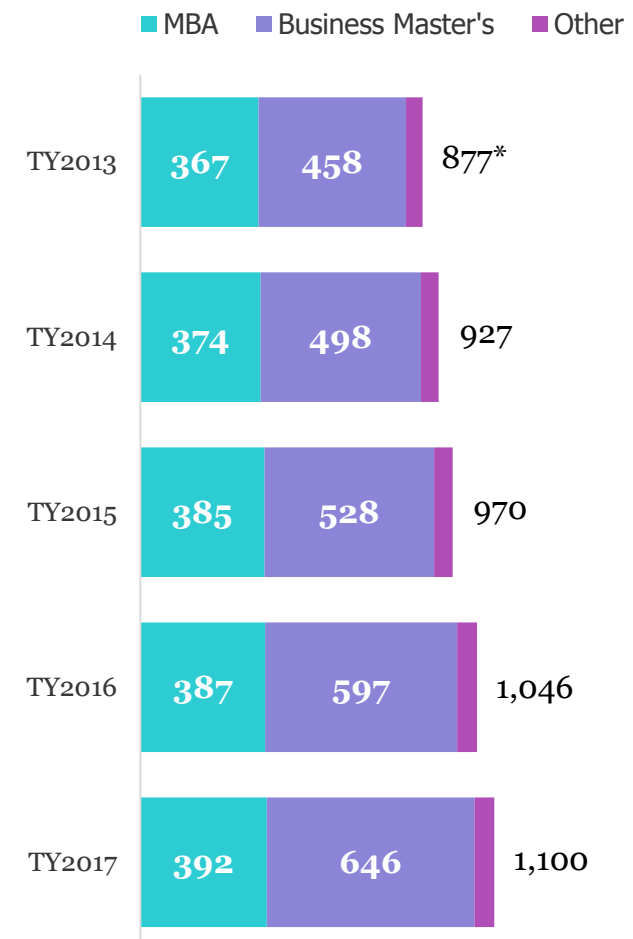
### GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2017	MBA (%)	Business Master's (%)	Other (%)
Total Scores Received	82,476	41.7%	56.7%	1.7%
Women	34,026	33.9%	64.2%	1.9%
Candidates Younger than 25	45,044	13.2%	85.9%	1.0%
Total Score < 600	26,013	36.3%	61.4%	2.3%
Total Score 600 – 690	36,956	42.5%	56.2%	1.3%
Total Score 700+	19,507	47.2%	51.3%	1.5%

### GMAT Scores Received by Testing Year Mean Total Score and Mean Candidate Age



### Number of GMAT Accepting Programs by Testing Year Program Location: Western Europe



\* Total number of GMAT accepting programs in the given testing year

## Regional Trends: Western Europe - Germany

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Germany

#### GMAT Exams by Candidate Demographics

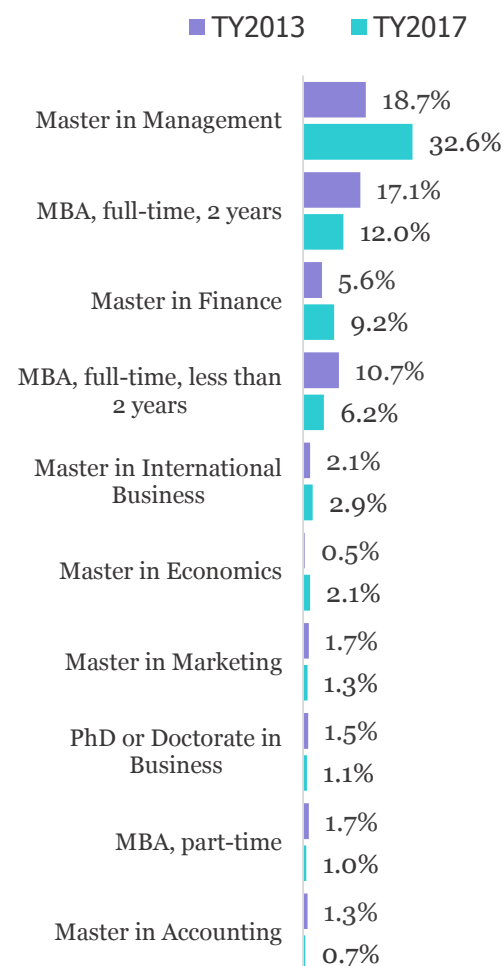
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	4,018	4,230	4,292	4,398	4,216	+ 1.2%
Women	1,439	1,438	1,460	1,506	1,424	- 0.3%
Candidates Younger than 25	2,636	2,835	2,999	3,102	3,045	+ 3.7%
Total Score < 600	2,264	2,200	2,257	2,251	2,049	- 2.5%
Total Score 600 – 690	1,334	1,578	1,529	1,620	1,624	+ 5.0%
Total Score 700+	420	452	506	527	543	+ 6.6%

### Citizens of Germany

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. Germany	3,707	37.2%	37.3%
2. Netherlands	1,295	13.0%	12.4%
3. United States	1,139	11.4%	14.8%
4. United Kingdom	843	8.5%	8.0%
5. Spain	569	5.7%	4.4%

### Citizens of Germany Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Western Europe - France

# Candidate Demographics, Top Program Types and Destinations

### Citizens of France

#### GMAT Exams by Candidate Demographics

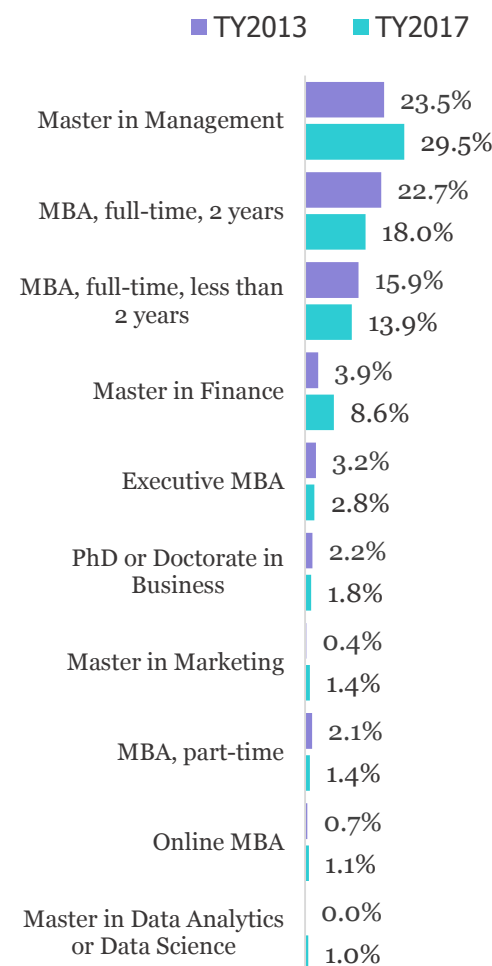
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	3,603	3,436	3,465	3,097	2,785	- 6.2%
Women	1,367	1,339	1,342	1,145	1,080	- 5.7%
Candidates Younger than 25	2,427	2,299	2,357	1,976	1,786	- 7.4%
Total Score < 600	2,087	2,068	1,978	1,738	1,511	- 7.8%
Total Score 600 – 690	1,190	1,087	1,153	1,013	964	- 5.1%
Total Score 700+	326	281	334	346	310	- 1.3%

### Citizens of France

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. France	2,005	44.7%	49.6%
2. United States	942	21.0%	25.8%
3. United Kingdom	617	13.8%	10.3%
4. Spain	239	5.3%	2.5%
5. Netherlands	121	2.7%	1.1%

### Citizens of France Top Program Types in TY2017 (% of Scores Sent)



## Regional Trends: Western Europe - Italy

# Candidate Demographics, Top Program Types and Destinations

### Citizens of Italy

#### GMAT Exams by Candidate Demographics

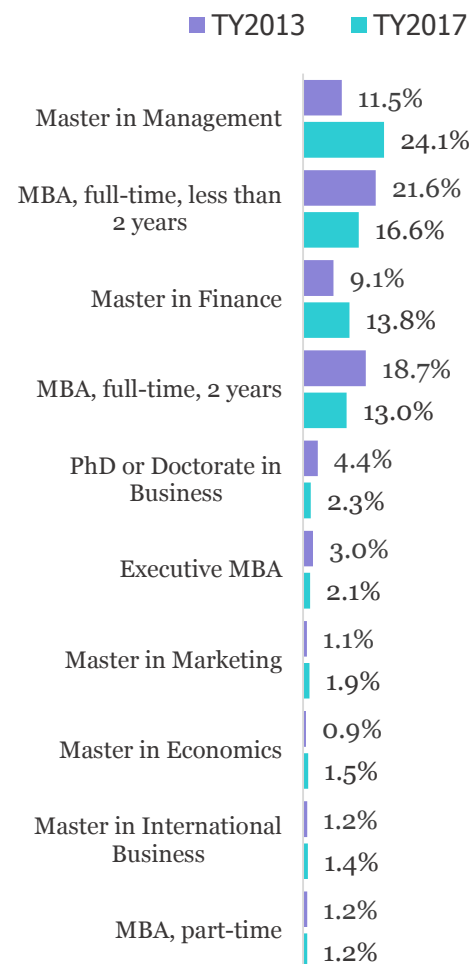
Candidate Demographic	TY2013	TY2014	TY2015	TY2016	TY2017	Five-Year Growth Rate
Total GMAT Exams	1,919	1,604	1,829	2,141	2,344	+ 5.1%
Women	570	393	471	557	615	+ 1.9%
Candidates Younger than 25	1,250	929	1,095	1,389	1,561	+ 5.7%
Total Score < 600	1,124	844	962	1,165	1,198	+ 1.6%
Total Score 600 – 690	602	569	643	750	894	+ 10.4%
Total Score 700+	193	191	224	226	252	+ 6.9%

### Citizens of Italy

#### Top Score-Sending Destinations by School Country in TY2017

Country/Region	Scores Sent TY2017	Percentage of Total Scores in TY2017	Percentage of Total Scores in TY2013
1. United States	702	18.0%	23.1%
2. United Kingdom	609	15.6%	15.9%
3. Italy	548	14.1%	19.4%
4. France	528	13.6%	11.4%
5. Spain	434	11.2%	7.3%

### Citizens of Italy Top Program Types in TY2017 (% of Scores Sent)





# Notes About the Data

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### 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 one 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 graduate management education 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 TY 2015 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

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### 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 or data visualizations.

### GMAT Program Code Classifications

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

## Methodology

# Regional Classifications

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### Africa

Algeria, Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo, Dem. Rep. of the, Congo, Republic of the, Cote d'Ivoire (Ivory Coast), Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, The, Ghana, Guinea, Guinea—Bissau, Kenya, Lesotho, Liberia, Libyan Arab Jamahiriya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Reunion, Rwanda, Sao Tome & Príncipe, 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, Micronesia, Federated States of, 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

## Methodology

# Regional Classifications

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### East and Southeast Asia

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

### Eastern Europe

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

### 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, Dominica, Commonwealth of, 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

## Methodology

# Regional Classifications

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### 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

## Methodology

# Related Publications and Contributors

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## Related Publications

- *Profile of GMAT Testing: Residence, Five-Year Summary, TY2013–TY2017* [gmac.com/profile](http://gmac.com/profile)
- *Profile of GMAT Testing: North America, Five-Year Summary, TY2013–TY2017* [gmac.com/profile](http://gmac.com/profile)
- *2017 mba.com Prospective Students Survey Report* [gmac.com/prospectivestudents](http://gmac.com/prospectivestudents)
- *2017 mba.com Prospective Students Interactive Research Tool* [gmac.com/prospectivestudents](http://gmac.com/prospectivestudents)

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