

Graduate
Management
Admission
Council™

Market Intelligence

GMAT™ Geographic Trend Report: Testing Year 2020

September 2021



GMAT™ Geographic Trend Report: Testing Year 2020 is a product of the Graduate Management Admission Council (GMAC), a global, mission-driven association of 229 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.

Contents

<u>Introduction</u>	4
<u>Key Findings</u>	5
<u>Global Testing Environment</u>	11
<u>Regional Trends:</u>	15
<u>Africa</u>	16
<u>Australia and Pacific Islands</u>	21
<u>Canada</u>	25
<u>Central and South Asia</u>	27
<u>East and Southeast Asia</u>	32
<u>Eastern Europe</u>	37
<u>Mexico, Caribbean, and Latin America</u>	42
<u>Middle East</u>	47
<u>United States</u>	52
<u>Western Europe</u>	54
<u>Methodology</u>	59
<u>Contributors and Contact Information</u>	64

Graduate
Management
Admission
Council™

GMAT™ Geographic Trend Report: Testing Year 2020

The *GMAT™ Geographic Trend Report: Testing Year 2020* 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) 2016 to 2020 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 their 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/geographic-trends

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, TY2020 covers the period July 1, 2019 to June 30, 2020.

Overall Test-Taking and Score-Sending Trends

In TY2020, 117,496 unique Global business school candidates sat for 173,176 GMAT exams; a decrease from 184,200 unique candidates (-36.2%) sitting for 260,328 GMAT exams (-33.5%) in TY2016. A significant portion of the drop in TY2020 was due to the impact of COVID-19 on test center availability, candidate mobility, and uncertainty on the status of graduate programs.

- The impact of the pandemic has not been the same across all geographies. The proportion of exams taken by citizens of countries in East and Southeast Asia grew from 34 percent in TY2016 to 37 percent in TY2020, while the proportion of exams taken by citizens of the United States declined from 32 to 26 percent over the same period.
- Candidates from mainland China were most affected by test center closures in TY2020 because the Chinese Ministry of Education did not permit remote online-proctored examinations.

80,502 unique GMAT examinees sent 338,768 score reports to programs around the world in TY2020, down from the 146,390 GMAT examinees (-45.0%) who sent 615,954 score reports (-45.0%) in TY2016.

- A sharp decline in examinees and scores sent occurred during TY2020 when schools announced changes to their application timelines and testing requirements in response to the COVID-19 pandemic.
- While MBA programs receive the majority of global GMAT score reports (60% in TY2020), business master's programs continue to increase their proportion of scores received, growing from 32 percent of global GMAT score reports in TY2016 to 36 percent in TY2020.

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

- Women represented 46 percent of global exams taken in TY2020, up from 45 percent in TY2016.
- Candidates younger than 25 represented 52 percent of global exams taken in TY2020, up from 49 percent in TY2016.
- The proportion of exams with a total score of 600 or greater increased by five percentage points over the five-year period.

United states remains the top score-sending destination, receiving 61 percent of total GMAT scores in TY2020, down from 73 percent in TY2016.

- Over the same period, the proportion of scores sent to schools in Western Europe grew from 14 to 22 percent.

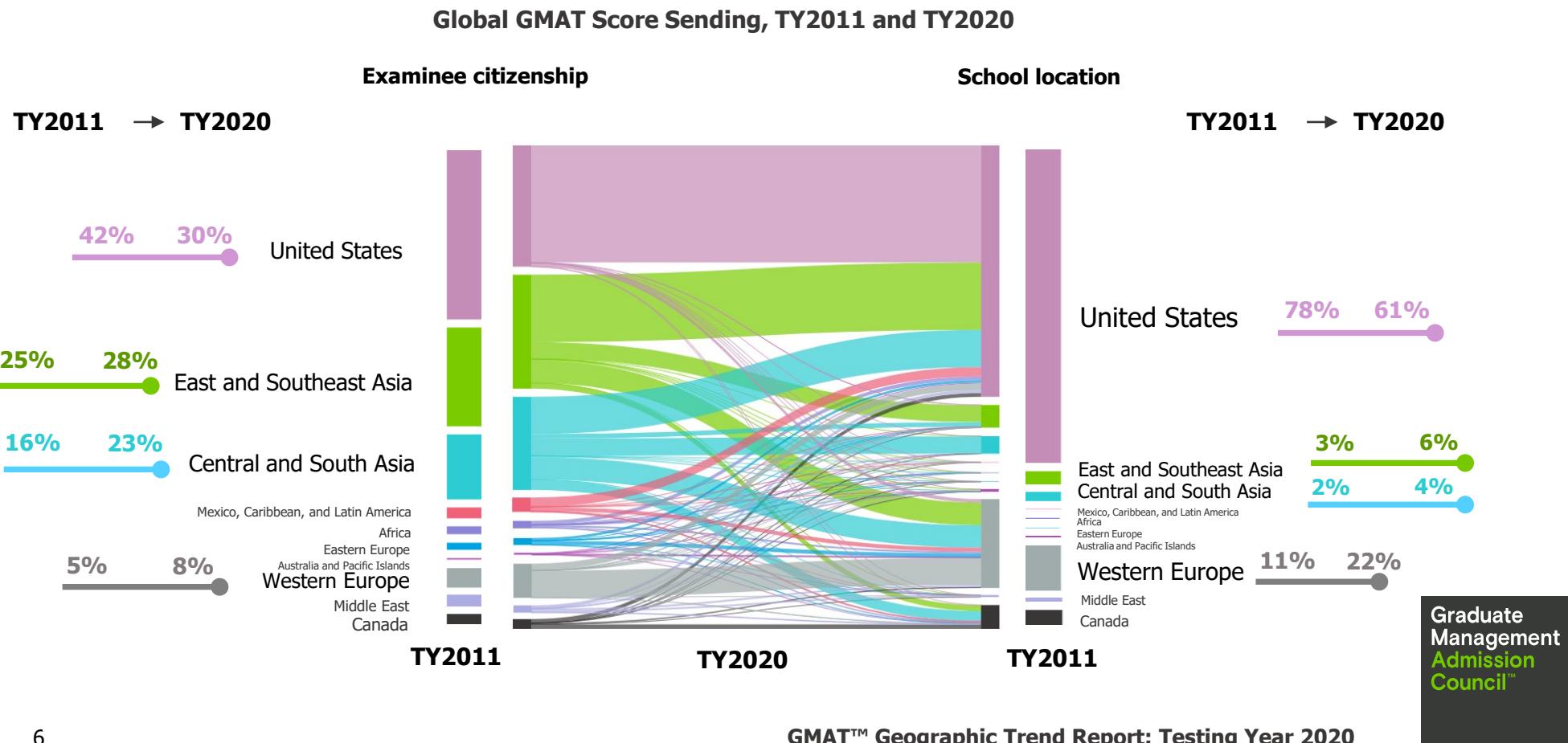
Master of Data Analytics programs continue to increase their proportion of total score reports received.

- In TY2020, 4.9 percent of score reports were sent to Master of Data Analytics programs, up from 1.6 percent in TY2016—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 13 percent of their score reports to Master of Data Analytics programs in TY2020, up from 3.9 percent in TY2016.

Key Findings

Choice Patterns of GME Candidates

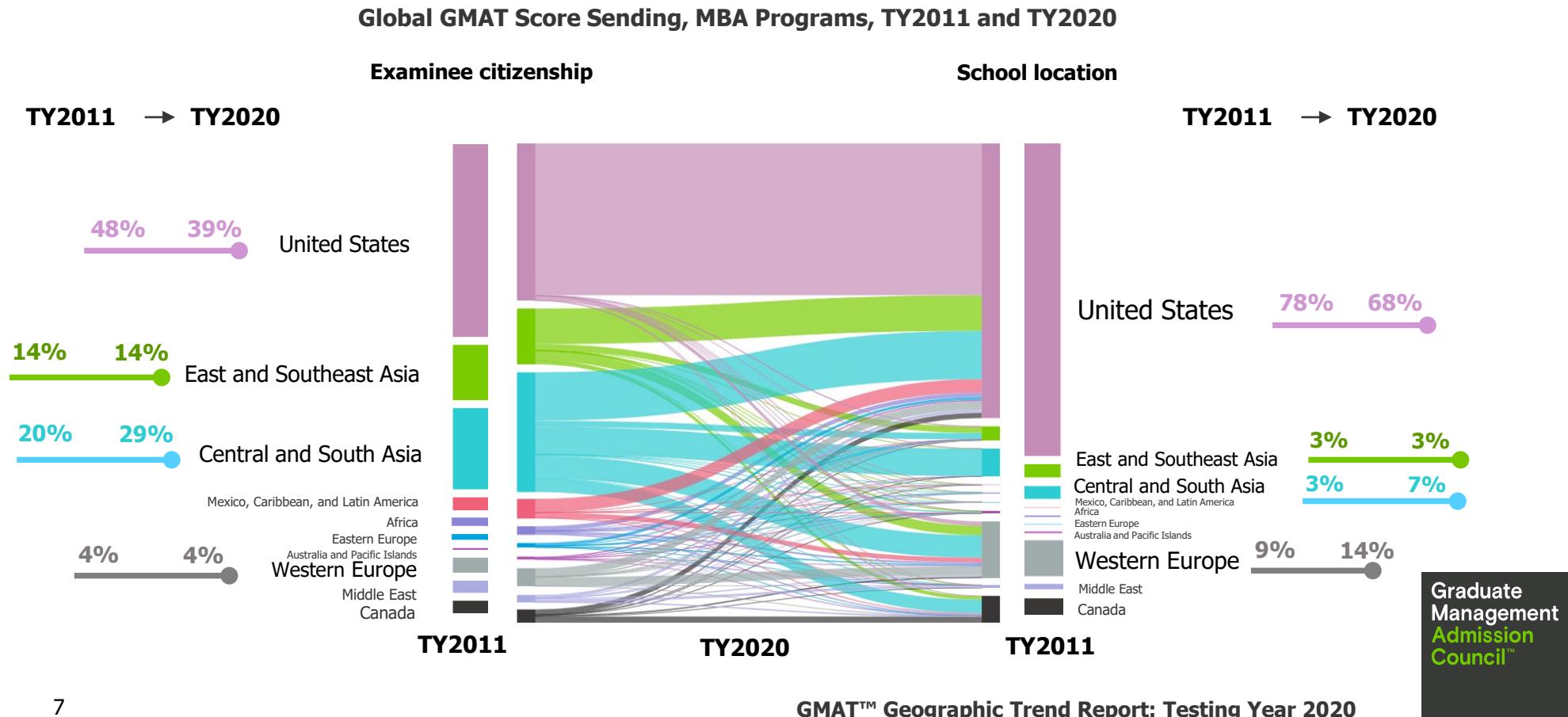
In TY2011, the United States citizens formed 42 percent of the total number of GMAT score reports sent. In TY2020, that share has declined to 30 percent. Over the same period, the percentage of score reports sent by citizens of countries in East and Southeast Asia increased from 25 to 28 percent, and the percentage sent by citizens of countries in Central and South Asia increased from 16 to 23 percent. In both TY2011 and TY2020, 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 78 to 61 percent, while the share received by Western European programs increased from 11 to 22 percent.



Key Findings

Choice Patterns of GME Candidates: MBA Programs

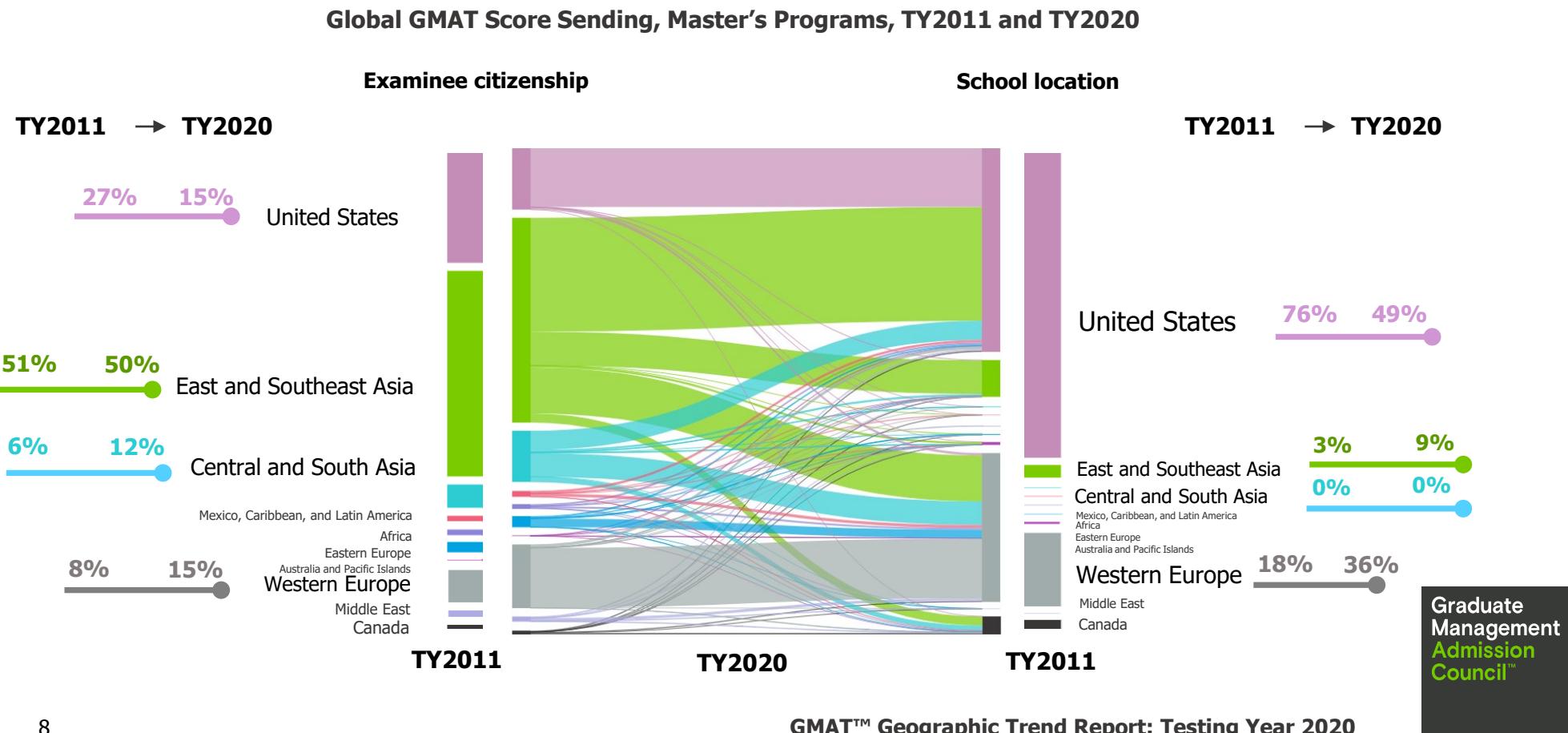
In TY2011, the United States citizens formed 48 percent of the total number of GMAT score reports sent to MBA programs. In TY2020, that share has declined to 39 percent. Over the same period, the percentage of score reports sent to MBA programs by citizens of countries in East and Southeast Asia remained steady at 14 percent, and the percentage sent by citizens of countries in Central and South Asia increased from 20 to 29 percent. In both TY2011 and TY2020, MBA 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 78 to 68 percent, while the share received by Western European programs increased from 9 to 14 percent.



Key Findings

Choice Patterns of GME Candidates: Master's Programs

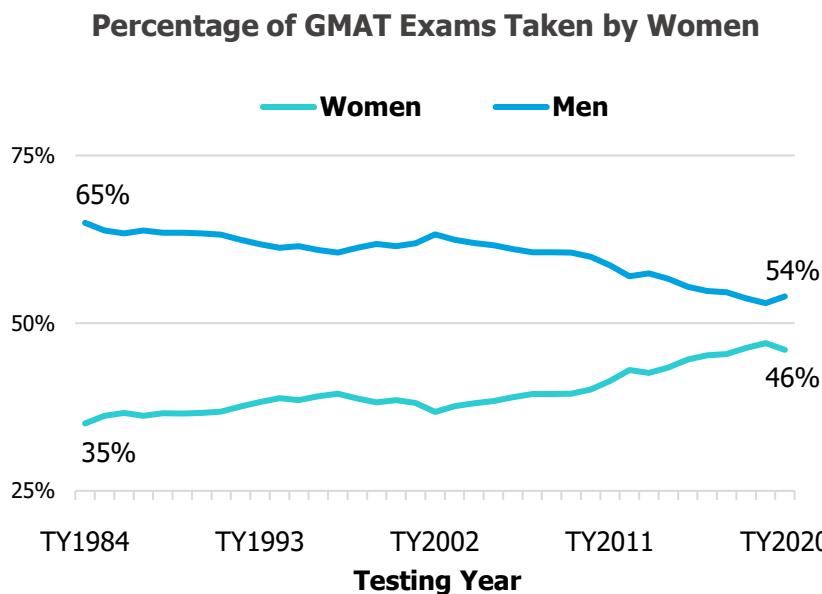
In TY2011, the United States citizens formed 27 percent of the total number of GMAT score reports sent to Business Master's programs. In TY2020, that share has declined to 15 percent. Over the same period, the percentage of score reports sent to Master's programs by citizens of countries in East and Southeast Asia decreased from 51 to 50 percent, and the percentage sent by citizens of countries in Central and South Asia increased from 6 to 12 percent. In both TY2011 and TY2020, Master's 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 76 to 49 percent, while the share received by Western European programs increased from 18 to 36 percent.



Key Findings

Women in the GMAT™ Candidate Pipeline

Globally, the proportion of GMAT exams taken by women was 46.0 percent in TY2020, 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 41 percent of GMAT exams in TY2011 to its current high.* The country of citizenship with the highest number of exams taken by women in TY2020 was China. More than 2 in every 3 GMAT exams taken by Chinese citizens were taken by a woman (67%). Other countries with high numbers of exams taken by women include The United States (17,184), India (8,731), Taiwan, China (2,253), and Canada (1,644).



*For more on women and GME, read our snapshot: [Women and Graduate Management Education](#).

Countries with the Most GMAT Exams Taken by Women

Country of Citizenship	GMAT Exams Taken by Women in TY2020	Total GMAT Exams Taken in TY2020	% of GMAT Exams Taken by Women in TY2020	% of GMAT Exams Taken by Women in TY2016
1. China	33,903	50,686	67%	67%
2. United States	17,184	45,648	38%	39%
3. India	8,731	26,129	33%	30%
4. Taiwan, China	2,253	3,920	57%	58%
5. Canada	1,644	4,104	40%	40%
6. South Korea	1,056	2,917	36%	33%
7. Germany	1,041	3,226	32%	34%
8. France	953	2,347	41%	37%
9. Thailand	850	1,407	60%	58%
10. Vietnam	761	1,178	65%	61%

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 steady decline, however, of US programs' market share of these candidates' score reports between TY2016 and TY2020, when 46.5 percent of non-US citizen score reports were sent to US programs.

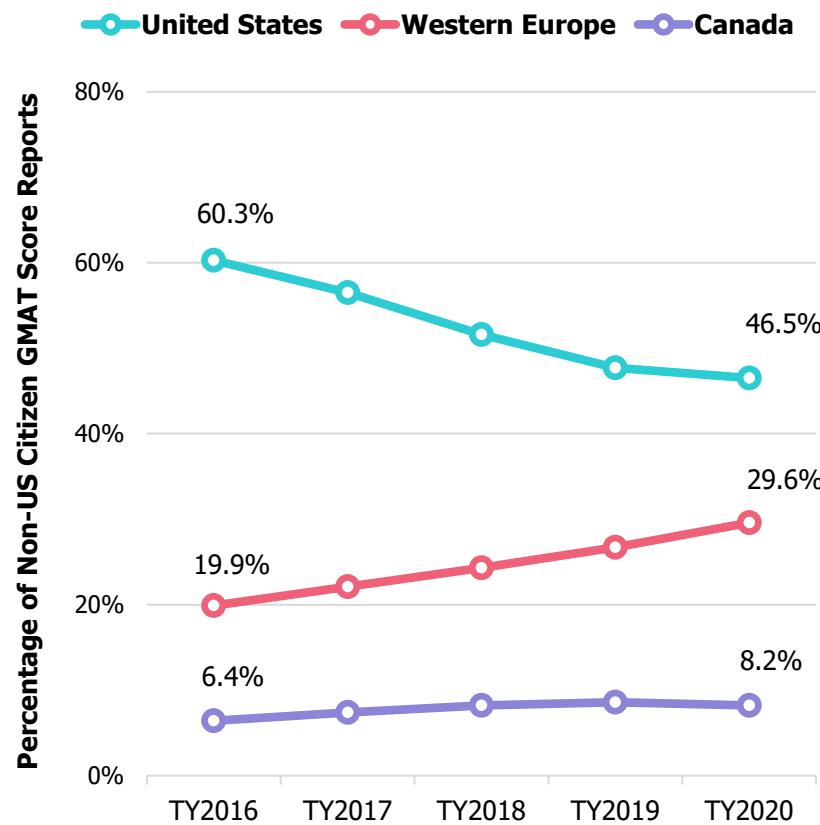
This decline is likely driven in part by the political climate in the United States, because of elevated concerns among non-US citizen candidates about their ability to obtain work visas in the United States post-GME, among other negative impressions. In addition, TY2020 score-sending trends were likely impacted by uncertainty around travel restrictions imposed in early 2020 as a result of the COVID-19 pandemic.

Between TY2016 and TY2020, the proportion of non-US citizen score reports sent to programs in Western Europe increased from 19.9 to 29.6 percent, and the proportion sent to programs in Canada increased from 6.4 to 8.2 percent.

See related report and interactive tool for study destination preferences of GME candidates:

- [Enrolling the Incoming Class of 2021](#)
- [mba.com Prospective Students Survey 2021 Interactive Data Research Tool](#)

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



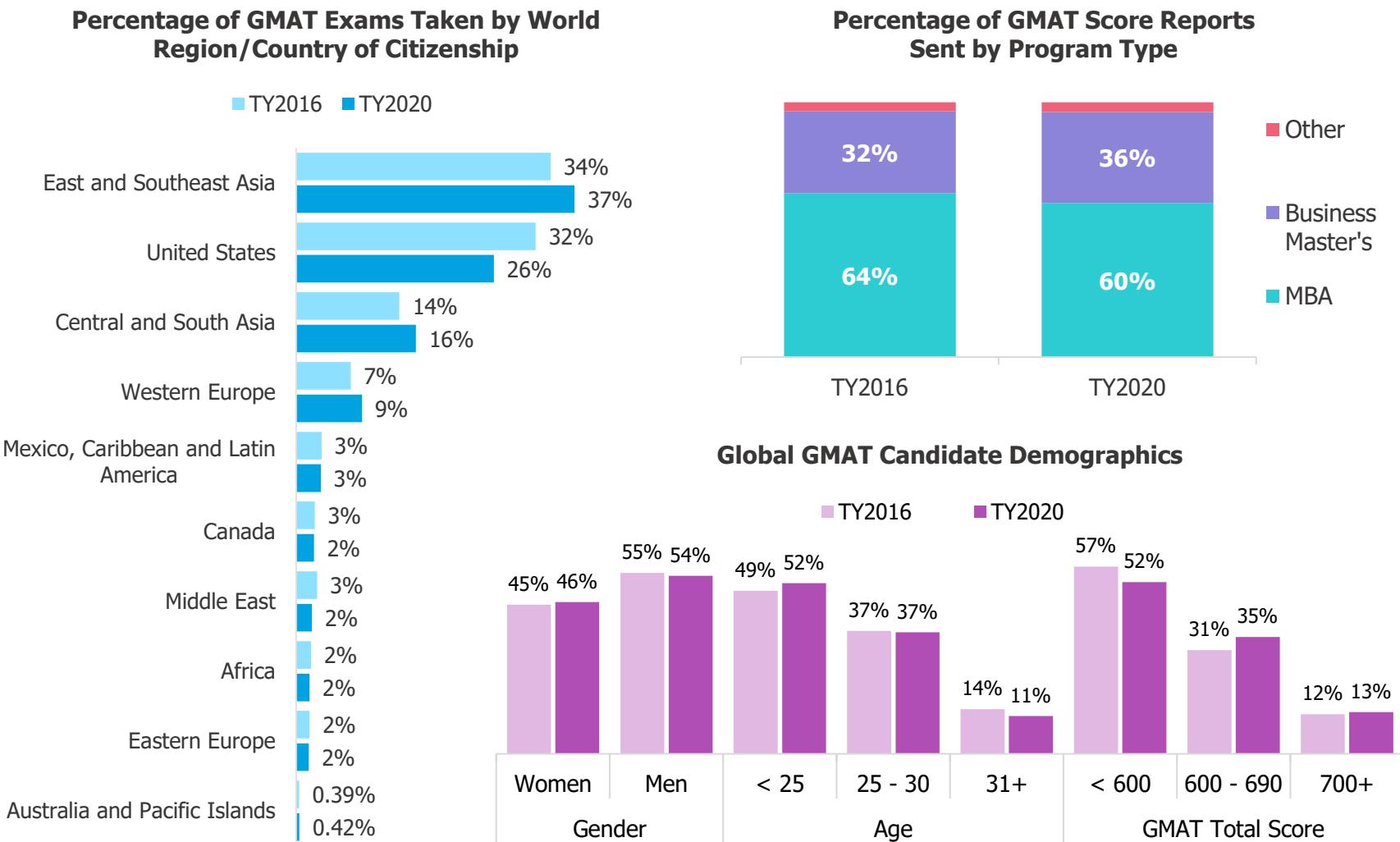
Global Testing Environment

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

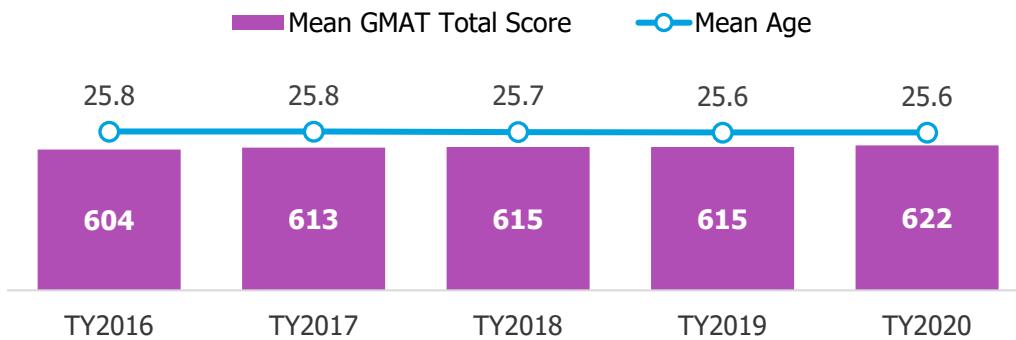


Global Score Sending and GMAT™ Accepting Programs

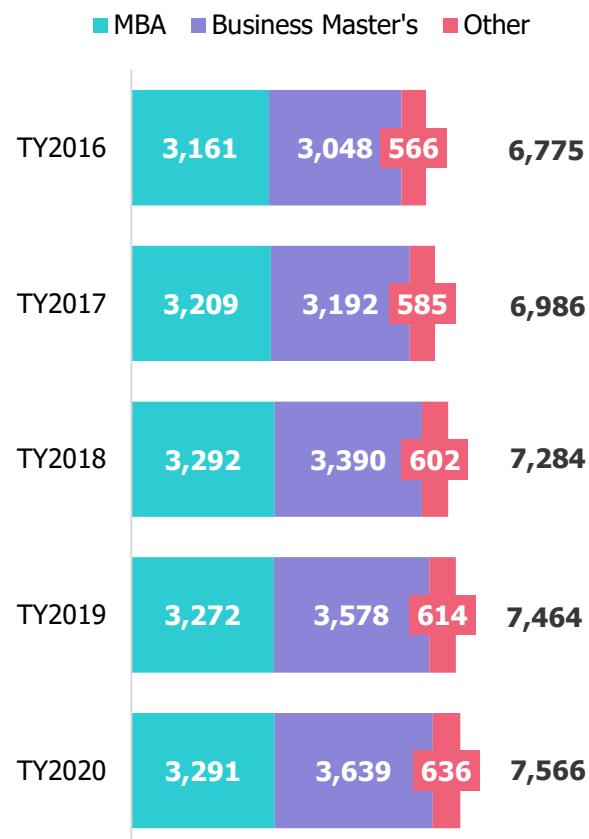
Global Programs GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Sent in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	338,768	60.4%	35.7%	3.8%
Women	137,313	50.7%	44.9%	4.4%
Candidates younger than 25	156,228	34.8%	62.6%	2.6%
Total score <600	103,774	59.7%	37.0%	3.4%
Total score 600-690	135,893	56.1%	40.5%	3.4%
Total score ≥700	99,101	67.3%	27.9%	4.8%

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



Global Programs Number of GMAT Score-Accepting Programs



Global Candidate Profile

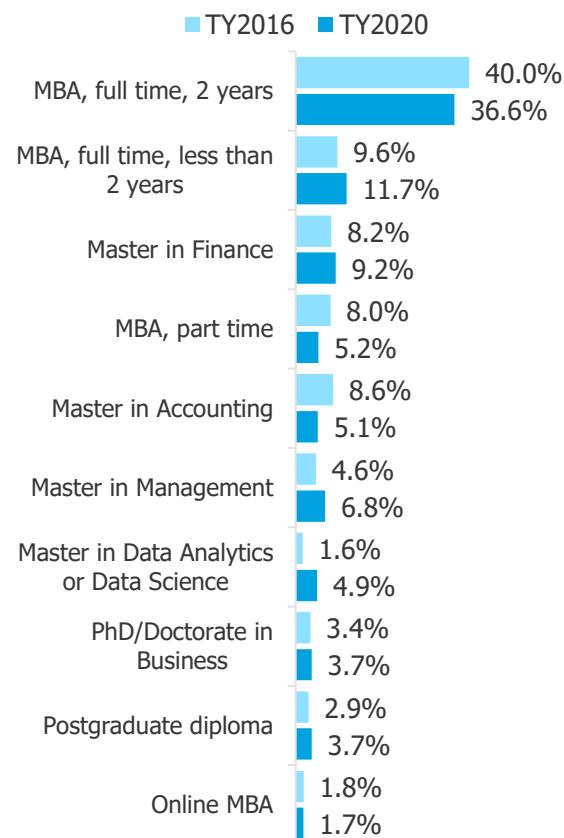
Global Examinees
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	260,328	250,761	242,714	225,621	173,176	- 9.7%
Women	117,548	113,874	112,408	106,186	79,653	- 9.3%
Candidates younger than 25	128,480	124,243	123,711	117,379	89,554	- 8.6%
Total score <600	147,527	136,690	131,387	122,047	90,014	- 11.6%
Total score 600-690	81,629	81,581	81,360	77,218	61,308	- 6.9%
Total score ≥700	31,172	32,490	29,967	26,356	21,854	- 8.5%

Global Examinees
Top Score-Sending Destinations by School Country/Region, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	207,731	61.3%	73.0%
2. United Kingdom	26,219	7.7%	4.6%
3. Canada	19,694	5.8%	4.3%
4. France	17,835	5.3%	3.4%
5. India	14,334	4.2%	3.4%

Global Examinees
Top Program Types, TY2020
(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

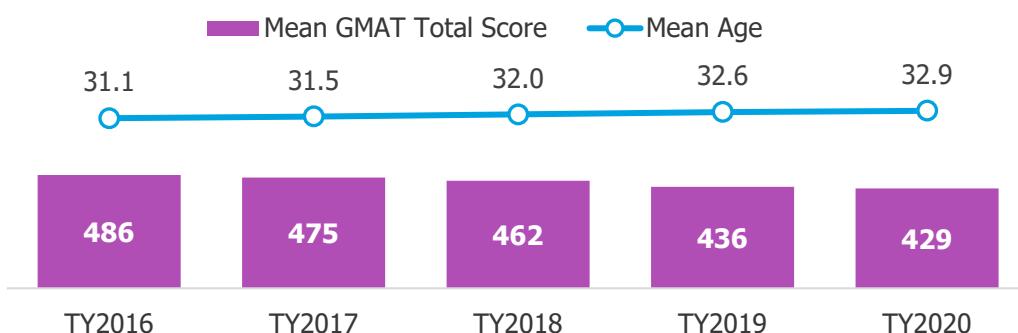
Programs in Africa
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	496	97.2%	1.2%	1.6%
Women	227	96.5%	1.8%	1.8%
Candidates younger than 25	16	68.8%	0.0%	31.3%
Total score <600	446	97.5%	1.3%	1.1%
Total score 600-690	42	95.2%	0.0%	4.8%
Total score ≥700	8	87.5%	0.0%	12.5%

Programs in Africa
Number of GMAT Score-Accepting Programs



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



Citizens of Countries in Africa: Candidate Profile

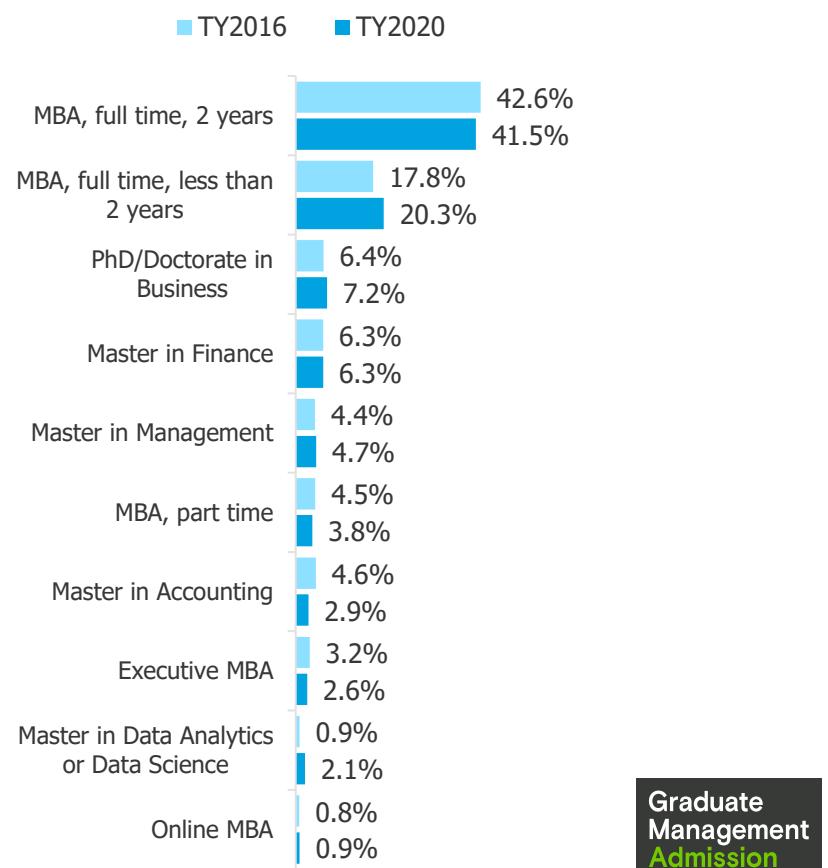
**Citizens of Countries in Africa
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	5,257	4,727	4,637	4,070	3,125	- 12.2%
Women	2,115	1,864	1,828	1,632	1,271	- 12.0%
Candidates younger than 25	1,406	1,295	1,272	1,058	760	- 14.2%
Total score <600	4,343	3,745	3,665	3,235	2,480	- 13.01%
Total score 600-690	735	816	804	684	534	- 7.6%
Total score ≥700	179	166	168	151	111	-11.3%

**Citizens of Countries in Africa
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	3,090	50.0%	57.8%
2. Canada	1,025	16.6%	11.9%
3. United Kingdom	650	10.5%	8.9%
4. France	395	6.4%	5.6%
5. South Africa	409	6.6%	6.4%

**Citizens of Countries in Africa
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Egypt: Candidate Profile

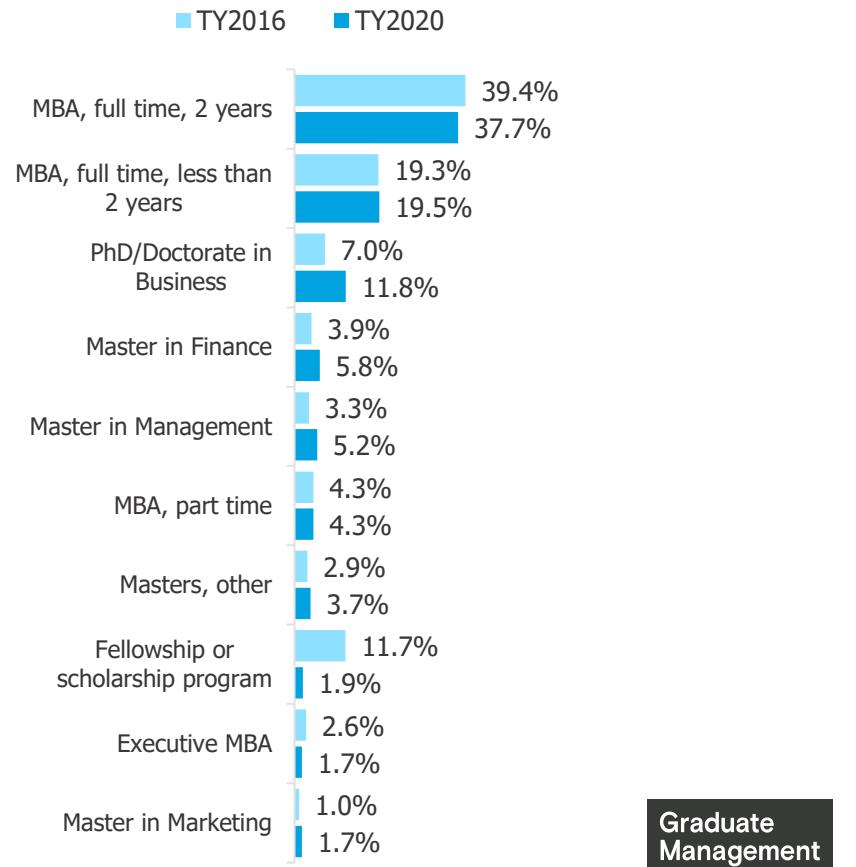
Citizens of Egypt
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	732	527	467	371	303	- 19.8%
Women	281	170	141	104	97	- 23.3%
Candidates younger than 25	160	116	101	71	62	- 21.1%
Total score <600	639	443	384	303	239	- 21.8%
Total score 600-690	75	70	69	52	53	- 8.3%
Total score ≥700	18	14	14	16	11	- 11.6%

Citizens of Egypt
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	200	41.4%	48.0%
2. Canada	90	18.6%	10.6%
3. United Kingdom	48	10.0%	9.3%
4. Egypt	34	7.0%	11.1%
5. France	32	6.6%	3.9%

Citizens of Egypt
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Nigeria: Candidate Profile

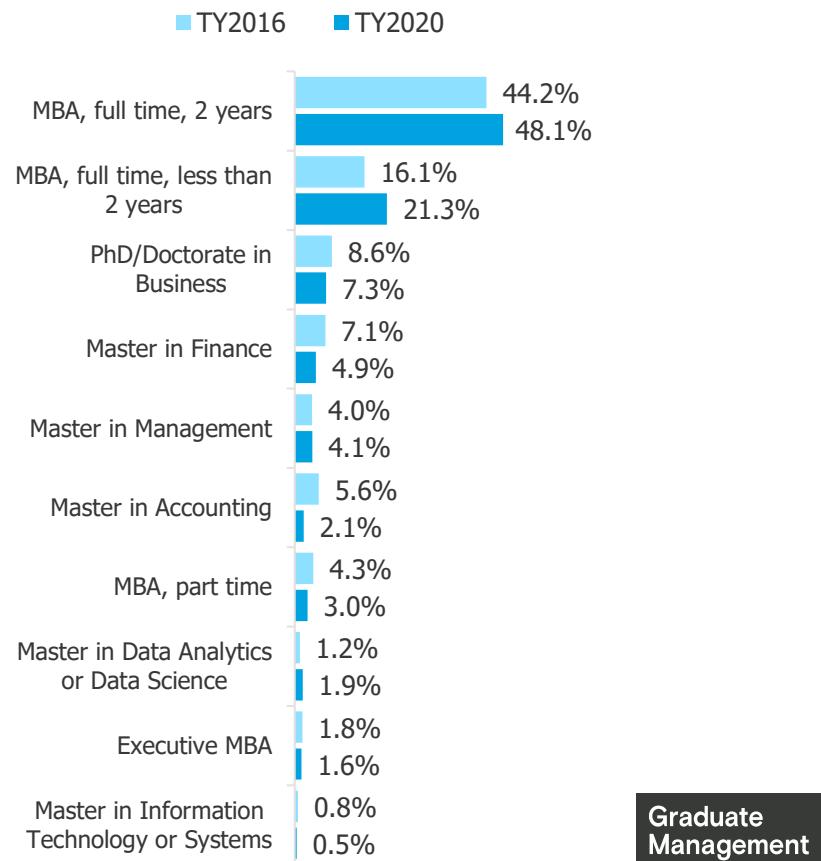
Citizens of Nigeria
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,451	1,268	1,452	1,108	859	-12.3%
Women	615	530	607	481	362	-12.4%
Candidates younger than 25	403	342	376	252	191	-17.0%
Total score <600	1,234	1,005	1,179	912	685	-13.7%
Total score 600-690	179	226	234	163	154	-3.7%
Total score ≥700	38	37	39	33	20	-14.8%

Citizens of Nigeria
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	1,081	53.4%	66.8%
2. Canada	571	28.2%	18.7%
3. United Kingdom	188	9.3%	7.0%
4. France	69	3.4%	3.4%
5. Germany	23	1.1%	0.4%

Citizens of Nigeria
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of South Africa: Candidate Profile

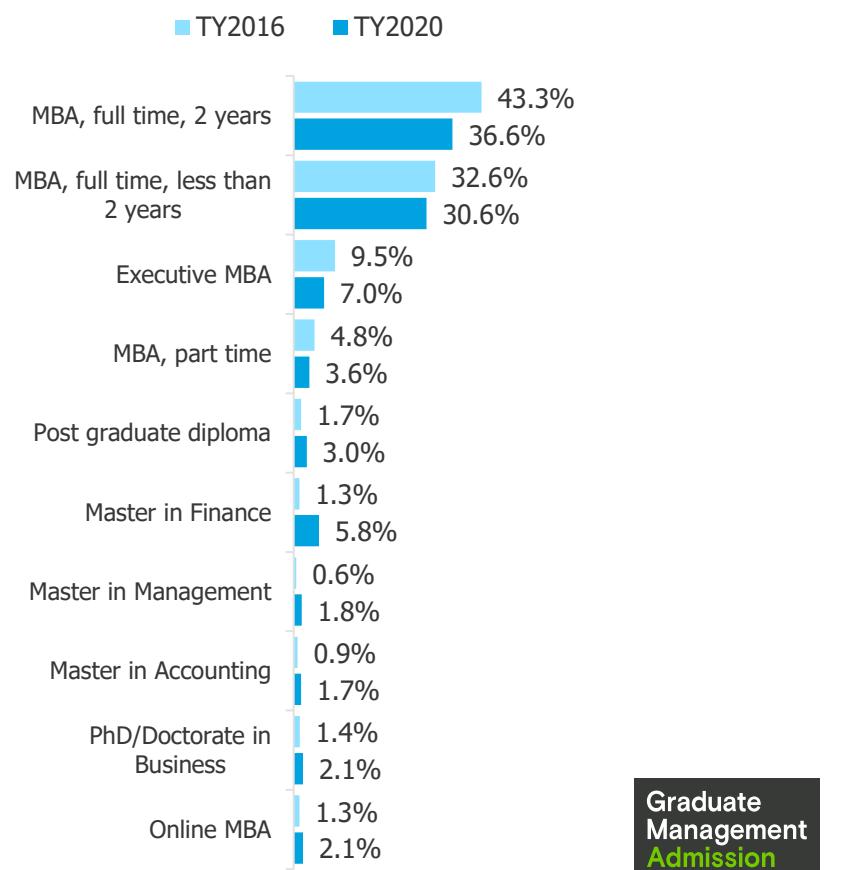
**Citizens of South Africa
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	722	675	661	611	494	- 9.1%
Women	290	275	256	234	203	- 8.5%
Candidates younger than 25	72	70	67	75	55	- 6.5%
Total score <600	506	472	459	415	362	- 8.0%
Total score 600-690	162	154	151	156	96	- 12.3%
Total score ≥700	54	49	51	40	36	- 9.6%

**Citizens of South Africa
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	340	31.7%	31.2%
2. South Africa	318	29.7%	34.9%
3. United Kingdom	197	18.4%	15.9%
4. France	76	7.1%	6.5%
5. Netherlands	33	3.1%	1.3%

**Citizens of South Africa
Top Program Types, TY2020
(Percentage of Scores Sent)**

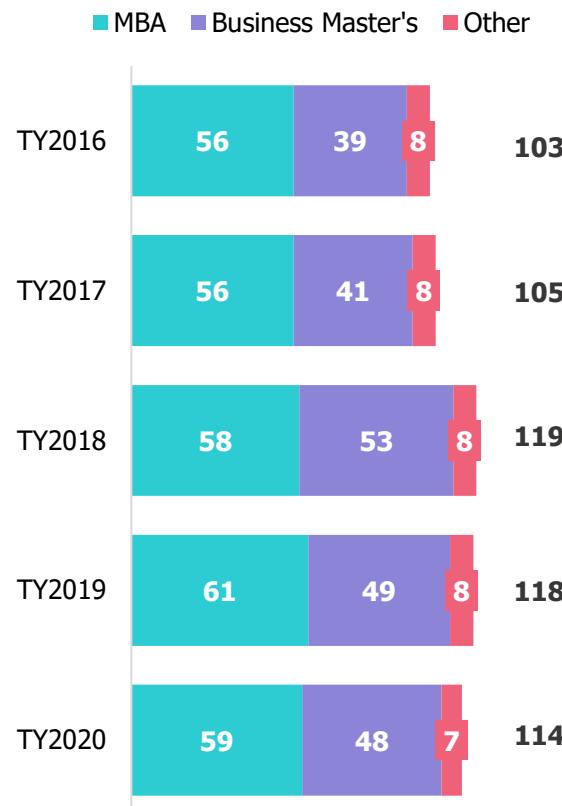


Australia and Pacific Islands as a Score-Sending Destination

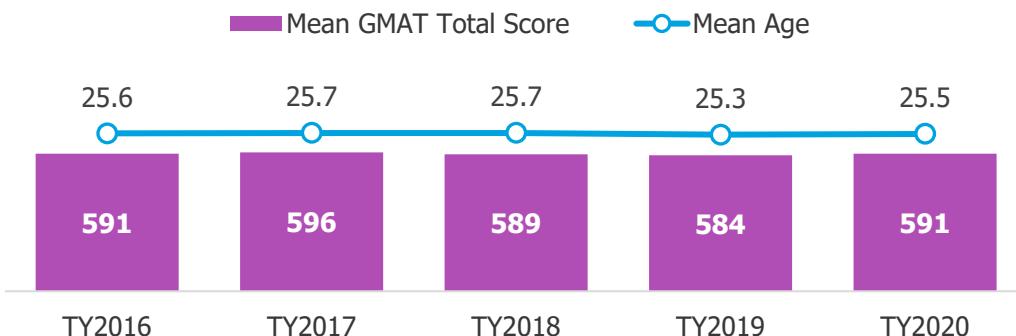
Programs in Australia and Pacific Islands
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	2,211	56.1%	39.8%	4.1%
Women	987	43.3%	51.3%	5.5%
Candidates younger than 25	1,125	32.2%	65.0%	2.8%
Total score <600	892	64.6%	30.9%	4.5%
Total score 600-690	1,044	49.0%	47.4%	3.5%
Total score ≥700	275	55.3%	39.6%	5.1%

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



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



Regional Trends: Australia and Pacific Islands

Citizens of Countries in Australia and Pacific Islands: Candidate Profile

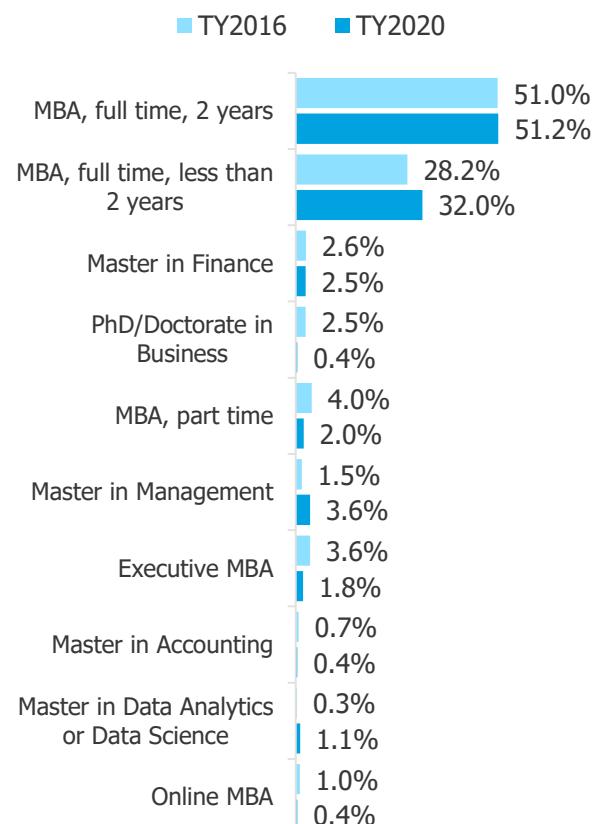
Citizens of Countries in Australia and Pacific Islands GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,008	960	829	803	721	- 8.0%
Women	309	309	276	278	236	- 6.5%
Candidates younger than 25	184	184	192	175	169	- 2.1%
Total score <600	371	339	315	286	269	- 7.7%
Total score 600-690	393	379	302	309	265	- 9.4%
Total score ≥700	244	242	212	208	187	- 6.4%

Citizens of Countries in Australia and Pacific Islands Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	804	51.0%	53.0%
2. United Kingdom	339	21.5%	18.6%
3. Australia	161	10.2%	10.1%
4. France	116	7.4%	8.1%
5. Spain	33	2.1%	2.4%

Citizens of Countries in Australia and Pacific Islands Top Program Types, TY2020 (Percentage of Scores Sent)



Citizens of Australia: Candidate Profile

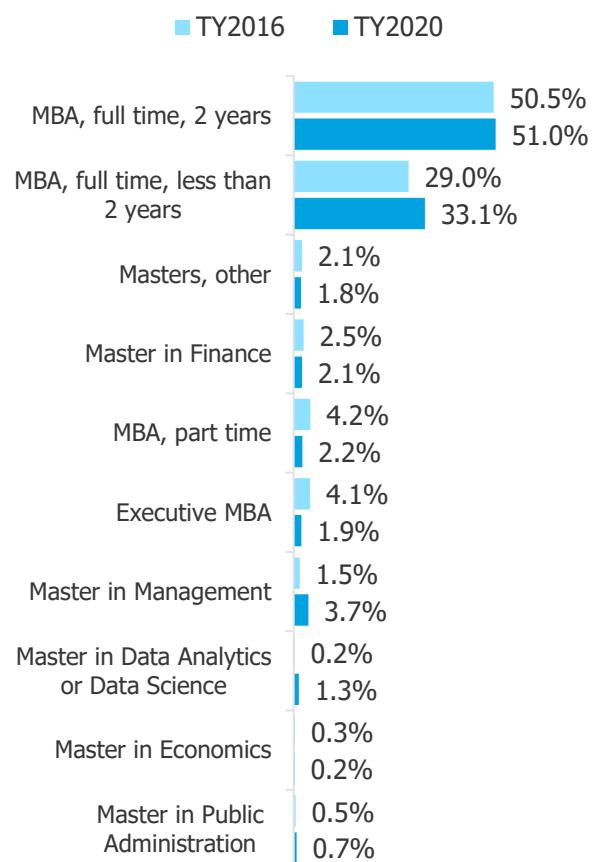
**Citizens of Australia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	816	800	680	664	568	- 8.7%
Women	248	256	233	227	182	- 7.4%
Candidates younger than 25	129	139	152	131	127	- 0.4%
Total score <600	292	267	248	247	221	- 6.7%
Total score 600-690	331	330	255	258	194	- 12.5%
Total score ≥700	193	203	177	159	153	- 5.6%

**Citizens of Australia
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	625	49.4%	52.0%
2. United Kingdom	274	21.7%	18.0%
3. Australia	152	12.0%	12.2%
4. France	97	7.7%	8.6%
5. Spain	30	2.4%	2.4%

**Citizens of Australia
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of New Zealand: Candidate Profile

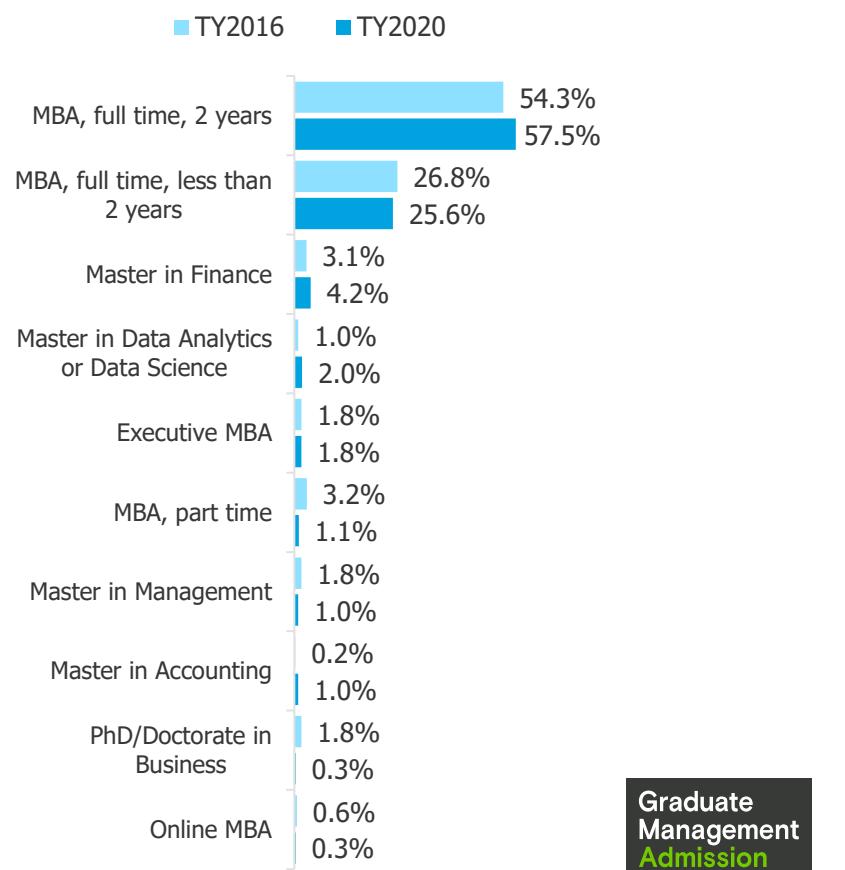
**Citizens of New Zealand
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	172	146	141	135	147	- 3.9%
Women	51	45	39	49	50	- 0.5%
Candidates younger than 25	50	42	36	41	40	-5.4%
Total score <600	59	61	60	35	44	- 7.1%
Total score 600-690	62	46	46	51	69	+ 2.7%
Total score ≥700	51	39	35	49	34	- 9.6%

**Citizens of New Zealand
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	177	62.1%	56.6%
2. United Kingdom	57	20.0%	21.6%
3. France	17	6.0%	6.3%
4. Australia	9	3.2%	1.1%
5. China	6	2.1%	2.3%

**Citizens of New Zealand
Top Program Types, TY2020
(Percentage of Scores Sent)**

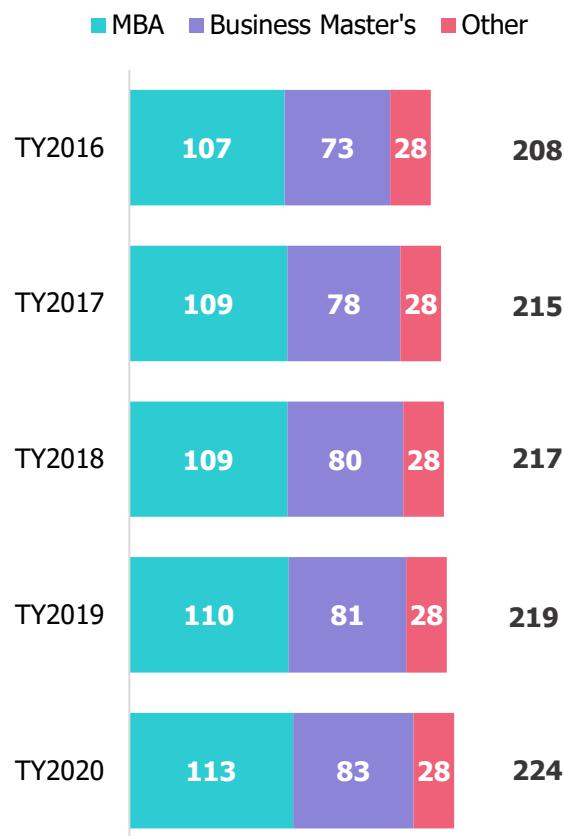


Canada as a Score-Sending Destination

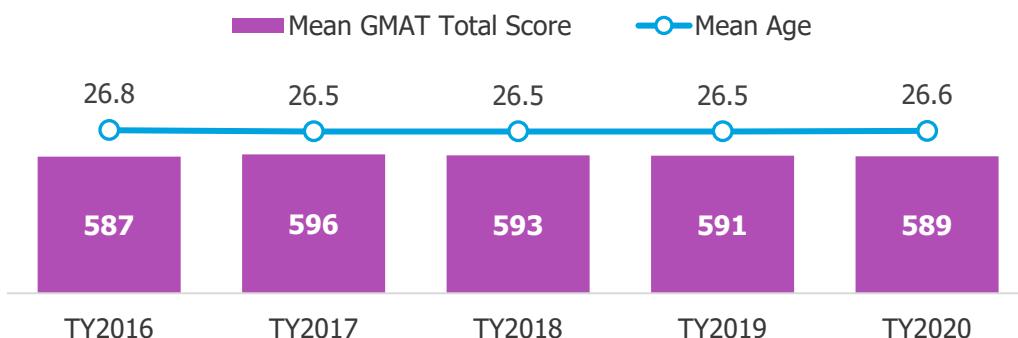
Programs in Canada
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	19,694	68.6%	26.8%	4.6%
Women	7,791	60.3%	35.0%	4.7%
Candidates younger than 25	7,612	48.4%	49.7%	1.9%
Total score <600	8,641	73.2%	23.1%	3.7%
Total score 600-690	8,434	66.7%	28.9%	4.4%
Total score ≥700	2,619	59.0%	32.8%	8.1%

Programs in Canada
Number of GMAT Score-Accepting Programs



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



Citizens of Canada: Candidate Profile

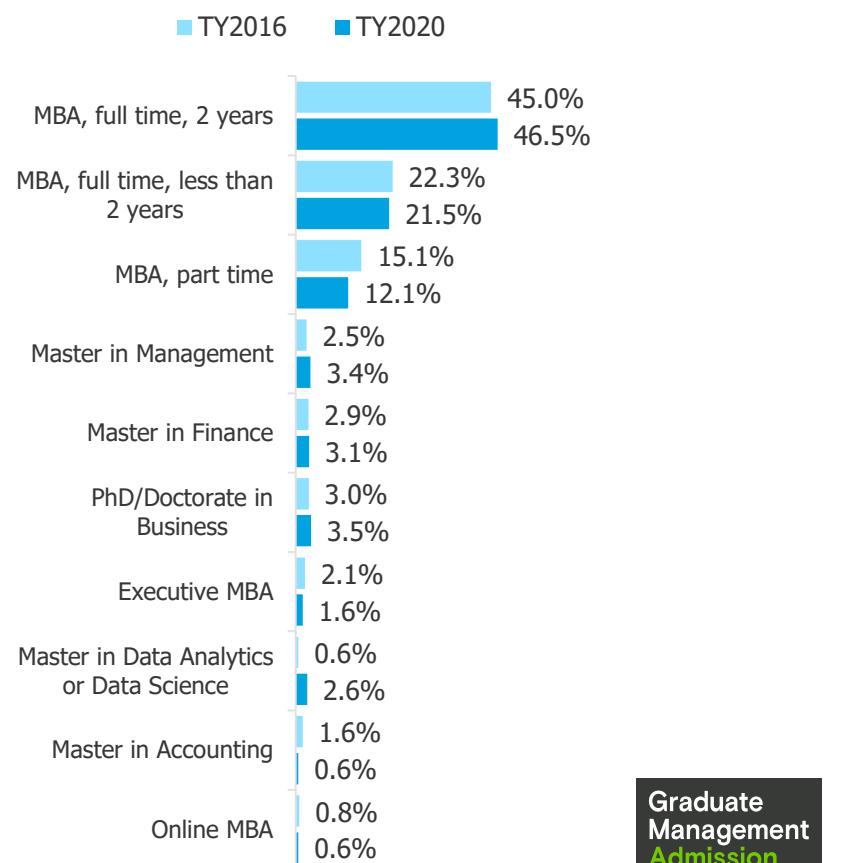
**Citizens of Canada
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	6,612	6,081	5,729	5,340	4,104	- 11.2%
Women	2,627	2,418	2,335	2,214	1,644	- 11.0%
Candidates younger than 25	2,121	1,940	1,792	1,572	1,353	- 10.6%
Total score <600	3,577	3,238	3,023	2,825	2,046	- 13.0%
Total score 600-690	2,086	1,965	1,885	1,799	1,411	- 9.3%
Total score ≥700	949	878	821	716	647	- 9.1%

**Citizens of Canada
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. Canada	3,690	45.8%	56.7%
2. United States	3,147	39.1%	31.5%
3. United Kingdom	502	6.2%	4.4%
4. France	282	3.5%	3.0%
5. Spain	94	1.2%	1.2%

**Citizens of Canada
Top Program Types, TY2020
(Percentage of Scores Sent)**

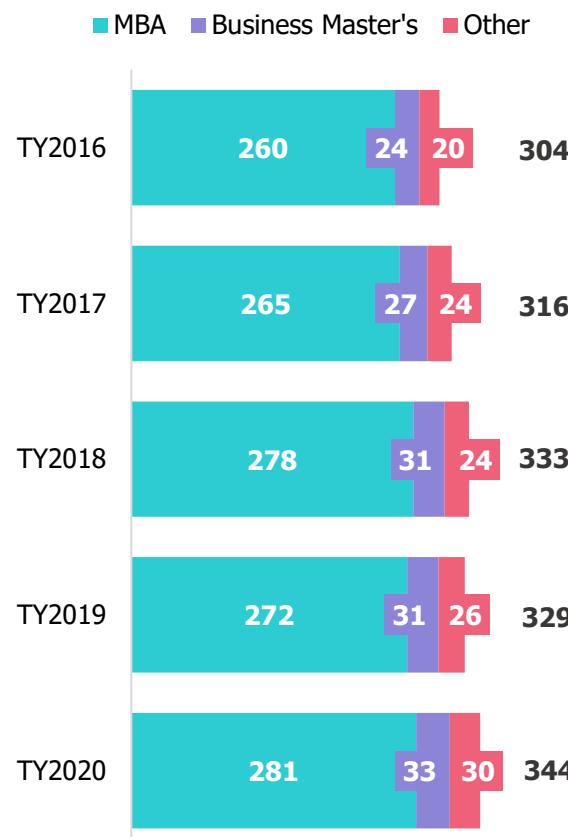


Central and South Asia as a Score-Sending Destination

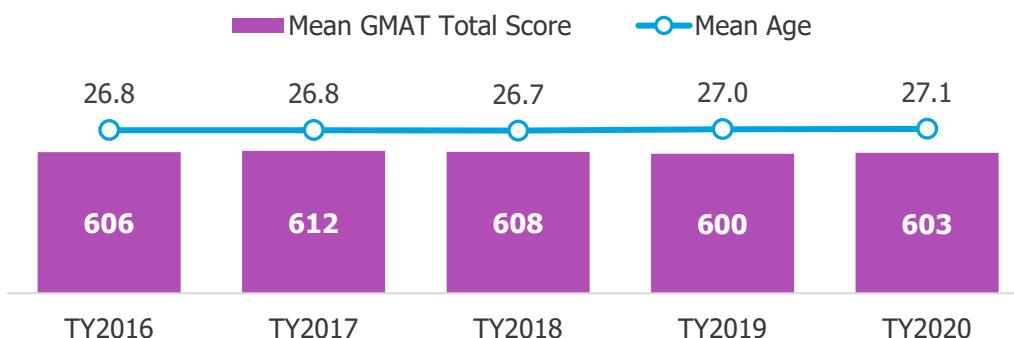
Programs in Central and South Asia
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	14,451	96.5%	1.2%	2.2%
Women	4,591	96.5%	1.4%	2.1%
Candidates younger than 25	4,179	96.8%	1.2%	1.9%
Total score <600	5,508	95.1%	1.8%	3.1%
Total score 600-690	6,337	97.0%	1.0%	1.9%
Total score ≥700	2,606	98.5%	0.5%	1.0%

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

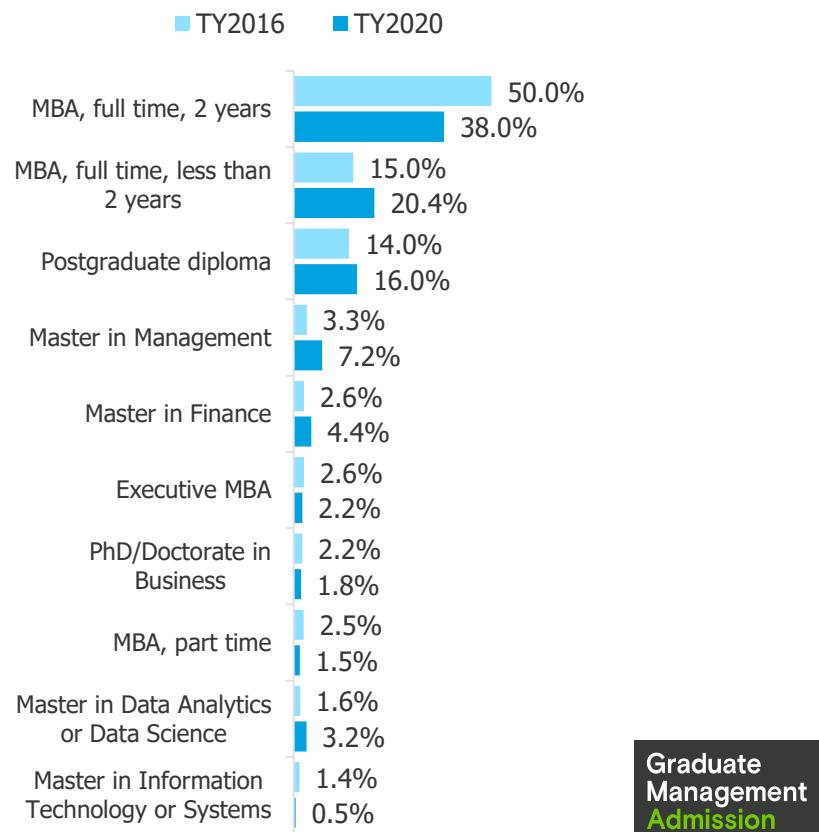
Citizens of Countries in Central and South Asia
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	36,020	35,247	34,815	32,851	27,783	- 6.3%
Women	10,846	10,820	11,231	10,865	9,304	- 3.8%
Candidates younger than 25	13,715	13,043	12,868	12,468	10,758	- 5.9%
Total score <600	18,125	16,850	16,714	16,596	13,564	- 7.0%
Total score 600-690	12,926	13,074	13,026	11,965	10,495	- 5.1%
Total score ≥700	4,969	5,323	5,075	4,290	3,724	- 6.9%

Citizens of Countries in Central and South Asia
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	30,751	40.0%	57.8%
2. India	14,230	18.5%	16.3%
3. Canada	8,532	11.1%	5.9%
4. United Kingdom	7,064	9.2%	4.9%
5. France	6,349	8.2%	4.3%

Citizens of Countries in Central and South Asia
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of India: Candidate Profile

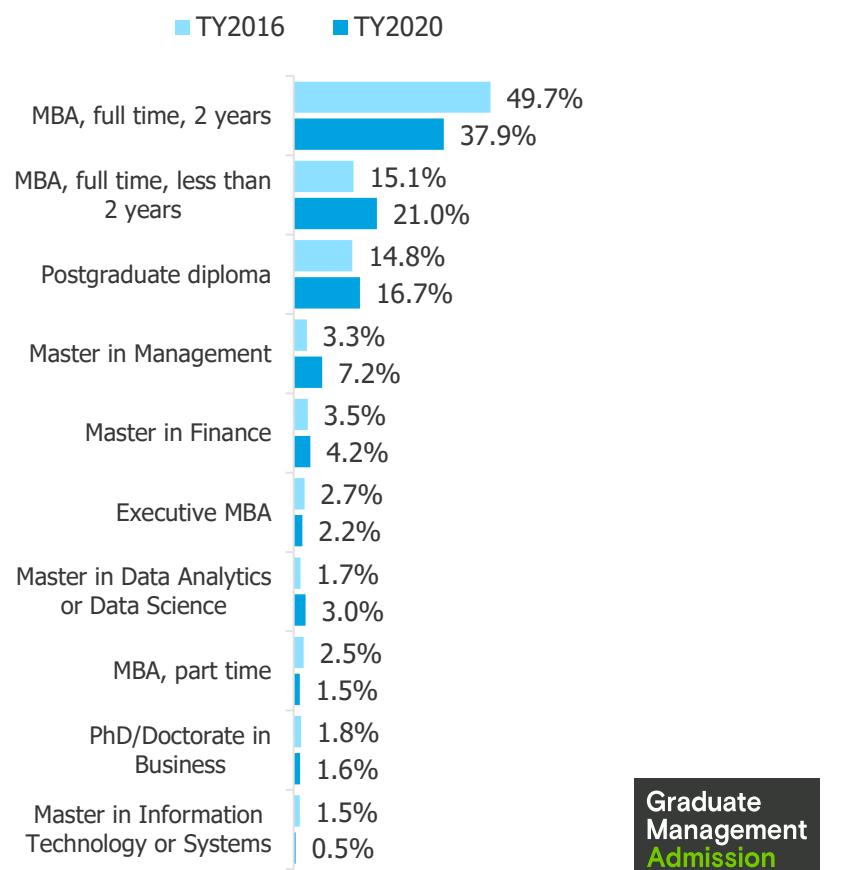
**Citizens of India
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	33,046	32,514	32,425	30,590	26,129	- 5.7%
Women	9,936	9,929	10,448	10,131	8,731	- 3.2%
Candidates younger than 25	12,487	11,919	11,972	11,669	10,160	- 5.0%
Total score <600	15,992	14,967	15,067	14,973	12,496	- 6.0%
Total score 600-690	12,259	12,441	12,447	11,453	10,052	- 4.8%
Total score ≥700	4,795	5,106	4,911	4,164	3,581	- 7.0%

**Citizens of India
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	28,687	39.2%	57.2%
2. India	14,143	19.4%	17.3%
3. Canada	7,794	10.7%	5.6%
4. United Kingdom	6,778	9.2%	4.9%
5. France	6,193	8.5%	4.5%

**Citizens of India
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Nepal: Candidate Profile

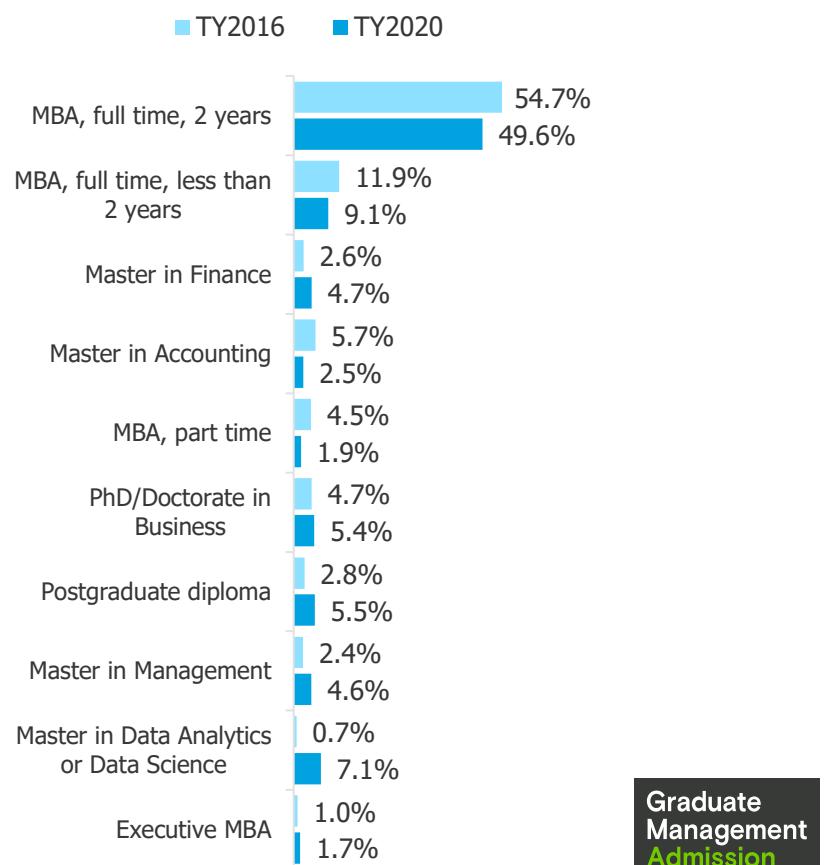
Citizens of Nepal
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	581	578	470	378	292	-15.8%
Women	240	267	240	182	134	- 13.5%
Candidates younger than 25	351	378	306	243	178	- 15.6%
Total score <600	477	475	387	306	234	- 16.3%
Total score 600-690	88	82	66	62	44	- 15.9%
Total score ≥700	16	21	17	10	14	- 3.3%

Citizens of Nepal
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	507	70.2%	83.0%
2. India	86	11.9%	5.8%
3. Canada	41	5.6%	2.3%
4. United Kingdom	26	3.6%	1.6%
5. France	17	2.4%	1.3%

Citizens of Nepal
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Pakistan: Candidate Profile

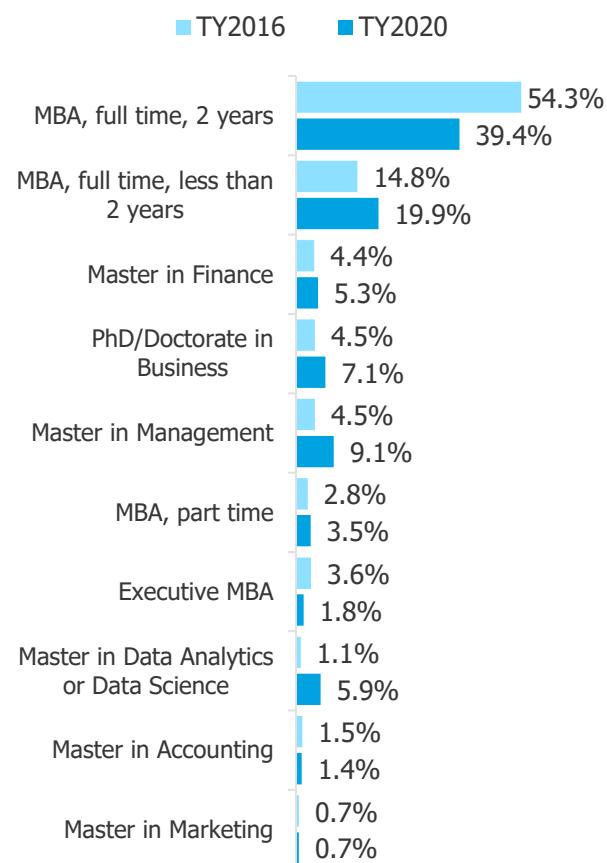
**Citizens of Pakistan
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,377	1,227	1,102	1,048	685	- 16.0%
Women	316	277	219	235	165	- 15.0%
Candidates younger than 25	532	428	347	310	196	- 22.1%
Total score <600	951	826	698	700	414	- 18.8%
Total score 600-690	330	307	308	282	205	- 11.22%
Total score ≥700	96	94	96	66	66	- 8.9%

**Citizens of Pakistan
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	657	41.8%	50.7%
2. Canada	388	24.7%	14.5%
3. United Kingdom	162	10.1%	7.0%
4. Pakistan	102	6.5%	14.5%
5. France	86	5.5%	3.0%

**Citizens of Pakistan
Top Program Types, TY2020
(Percentage of Scores Sent)**

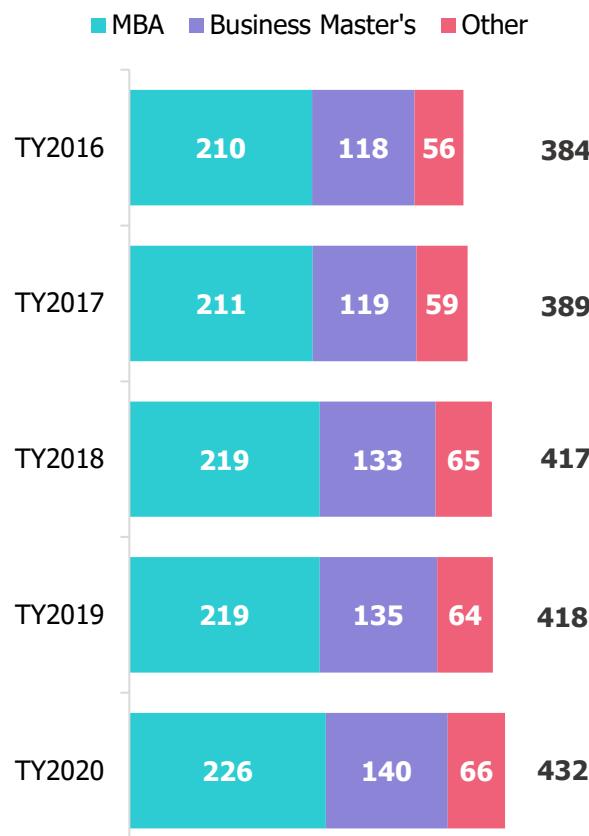


East and Southeast Asia as a Score-Sending Destination

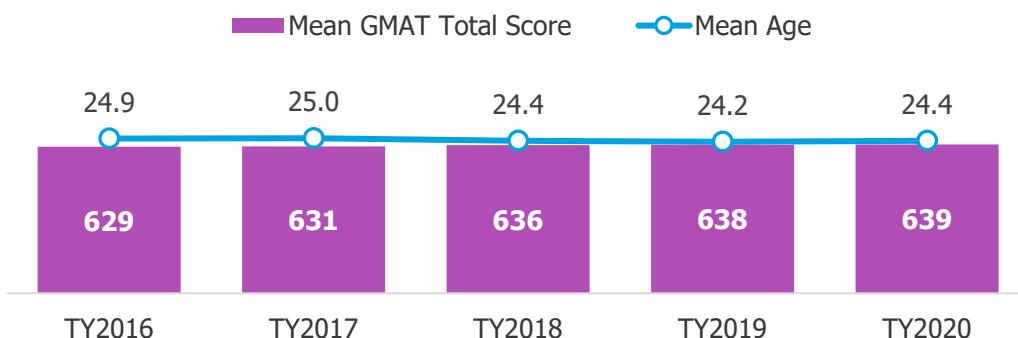
Programs in East and Southeast Asia
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	18,705	37.7%	57.7%	4.6%
Women	10,162	25.7%	68.9%	5.4%
Candidates younger than 25	11,357	14.7%	81.2%	4.2%
Total score <600	3,981	54.4%	39.8%	5.8%
Total score 600-690	10,029	34.6%	61.1%	4.4%
Total score ≥700	4,695	30.2%	65.5%	4.3%

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



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



Citizens of Countries in East and Southeast Asia: Candidate Profile

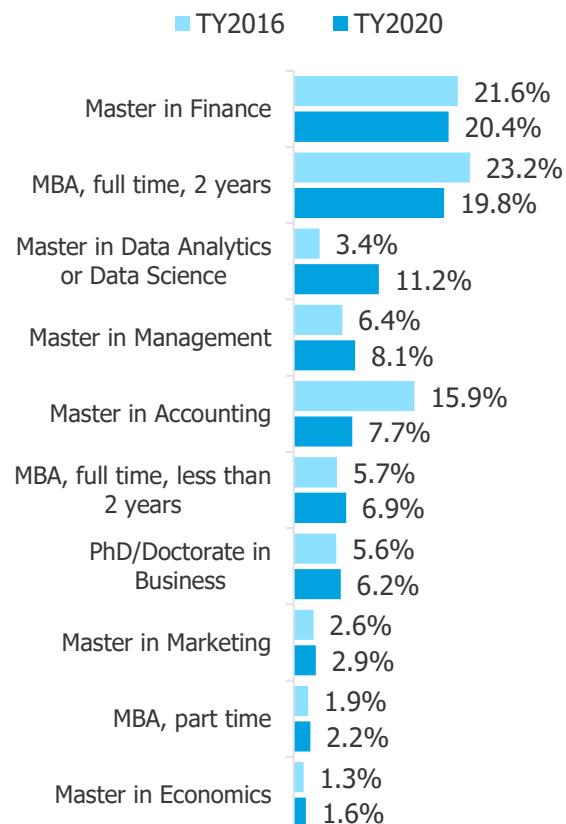
**Citizens of Countries in East and Southeast Asia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	88,531	86,213	87,516	85,829	64,372	- 7.6%
Women	55,258	54,076	55,697	54,865	40,252	- 7.6%
Candidates younger than 25	60,526	58,617	60,791	59,992	43,431	- 8.0%
Total score <600	46,939	44,365	44,870	44,832	32,326	- 8.9%
Total score 600-690	31,325	31,401	33,307	32,705	25,489	- 5.0%
Total score ≥700	10,267	10,447	9,339	8,292	6,557	- 10.6%

**Citizens of Countries in East and Southeast Asia
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	55,689	59.2%	73.4%
2. United Kingdom	9,361	10.0%	5.3%
3. Hong Kong, SAR China	7,079	7.5%	5.4%
4. Singapore	4,866	5.2%	2.6%
5. Canada	4,795	5.1%	4.0%

**Citizens of Countries in
East and Southeast Asia
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of China: Candidate Profile

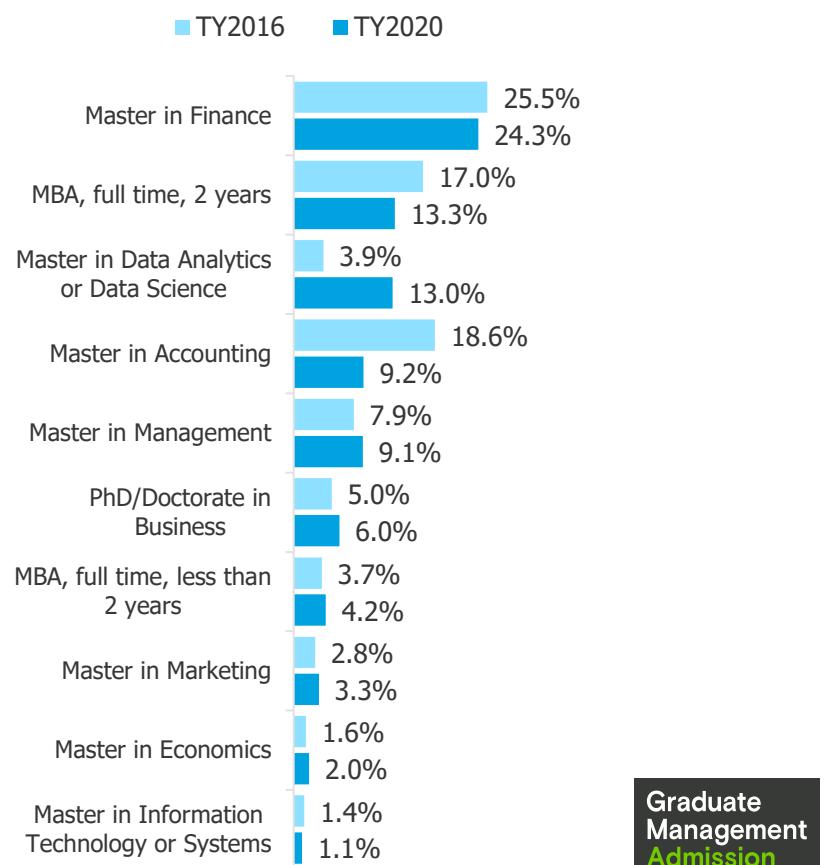
Citizens of China
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	70,537	68,906	71,223	70,473	50,686	- 7.9%
Women	47,160	46,287	48,121	47,630	33,903	- 7.9%
Candidates younger than 25	55,079	53,537	55,710	55,457	39,354	- 8.0%
Total score <600	36,226	34,659	35,544	36,041	24,852	- 9.0%
Total score 600-690	25,675	25,514	27,906	27,553	20,613	- 5.3%
Total score ≥700	8,636	8,733	7,773	6,879	5,221	- 11.8%

Citizens of China
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	41,355	57.8%	74.1%
2. United Kingdom	7,039	9.8%	4.9%
3. Hong Kong, SAR China	6,908	9.6%	6.7%
4. Canada	4,089	5.7%	4.4%
5. Singapore	3,751	5.2%	2.0%

Citizens of China
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of South Korea: Candidate Profile

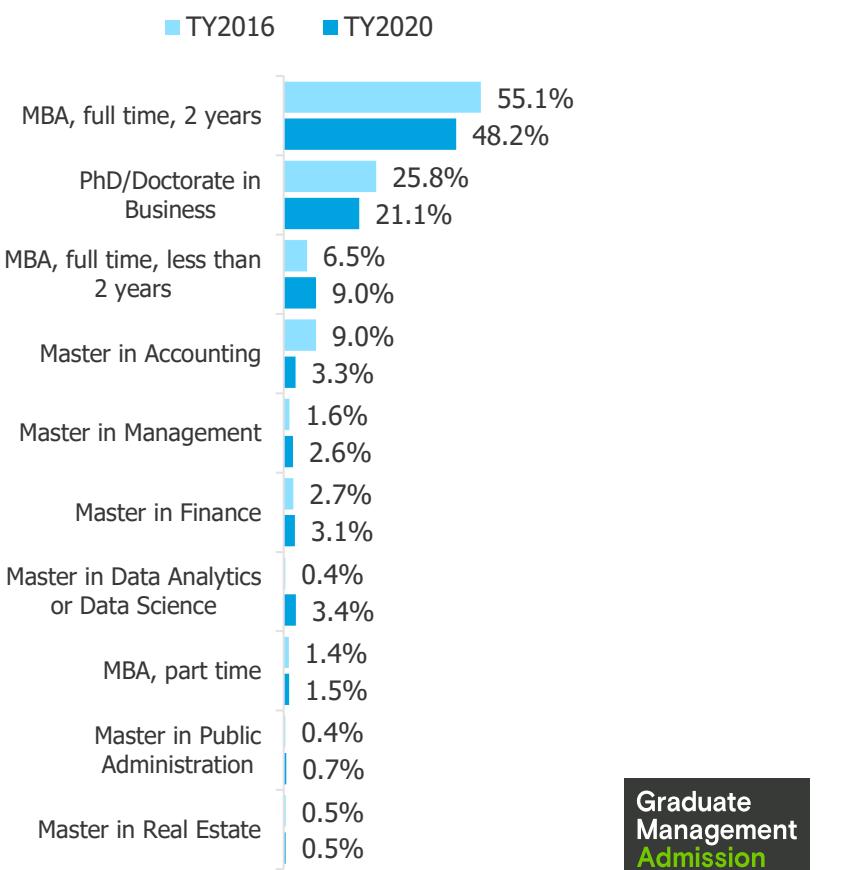
**Citizens of South Korea
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	4,096	3,681	3,242	3,067	2,917	- 8.1%
Women	1,352	1,196	1,159	1,162	1,056	- 6.0%
Candidates younger than 25	469	364	363	310	250	- 14.5%
Total score <600	2,090	1,738	1,580	1,562	1,349	- 10.3%
Total score 600-690	1,514	1,462	1,215	1,124	1,172	- 6.2%
Total score ≥700	492	481	447	381	396	- 5.3%

**Citizens of South Korea
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	3,554	82.1%	84.0%
2. United Kingdom	155	3.6%	3.3%
3. France	156	3.6%	2.4%
4. Germany	81	1.9%	0.6%
5. Singapore	79	1.8%	1.3%

**Citizens of South Korea
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Taiwan, China: Candidate Profile

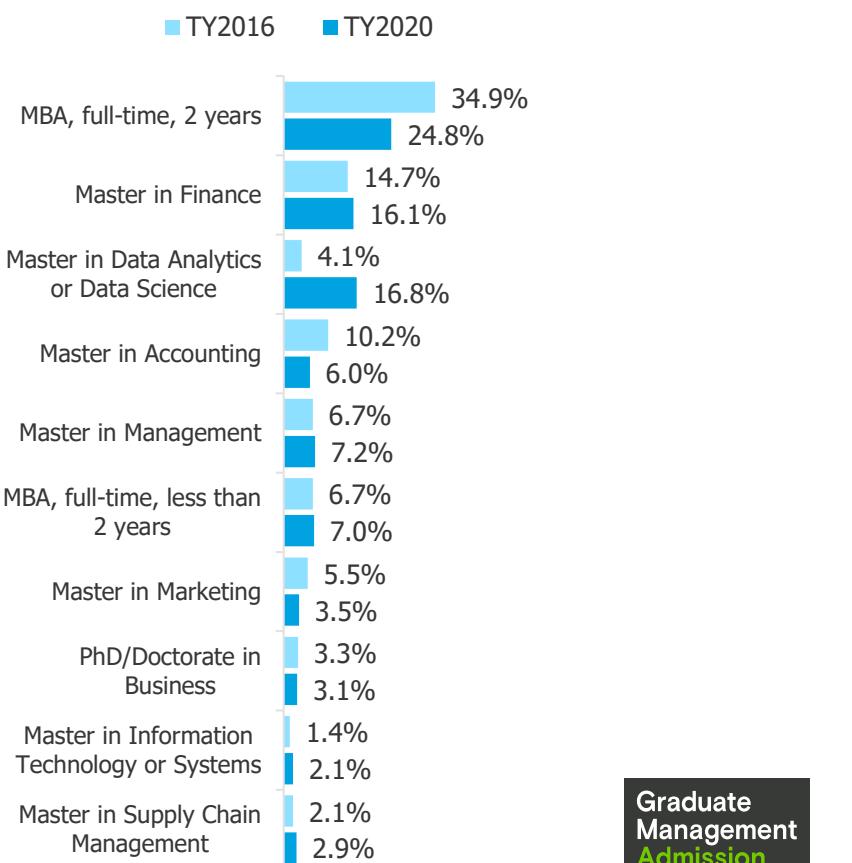
**Citizens of Taiwan, China
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	4,099	4,086	4,404	4,171	3,920	- 1.1%
Women	2,396	2,415	2,532	2,412	2,253	- 1.5%
Candidates younger than 25	2,067	2,096	2,254	2,080	2,057	- 0.1%
Total score <600	2,410	2,358	2,602	2,483	2,294	- 1.2%
Total score 600-690	1,380	1,400	1,486	1,417	1,345	- 0.6%
Total score ≥700	309	328	316	271	281	- 2.3%

**Citizens of Taiwan, China
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	4,137	75.6%	86.0%
2. United Kingdom	376	6.9%	2.9%
3. France	216	3.9%	2.3%
4. Netherlands	187	3.4%	1.4%
5. Germany	142	2.6%	1.3%

**Citizens of Taiwan, China
Top Program Types, TY2019
(Percentage of Scores Sent)**



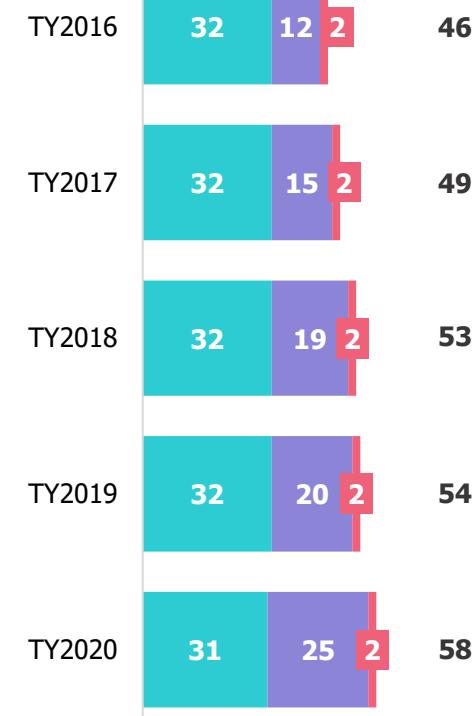
Eastern Europe as a Score-Sending Destination

Programs in Eastern Europe
GMAT Scores Received by Candidate Demographics

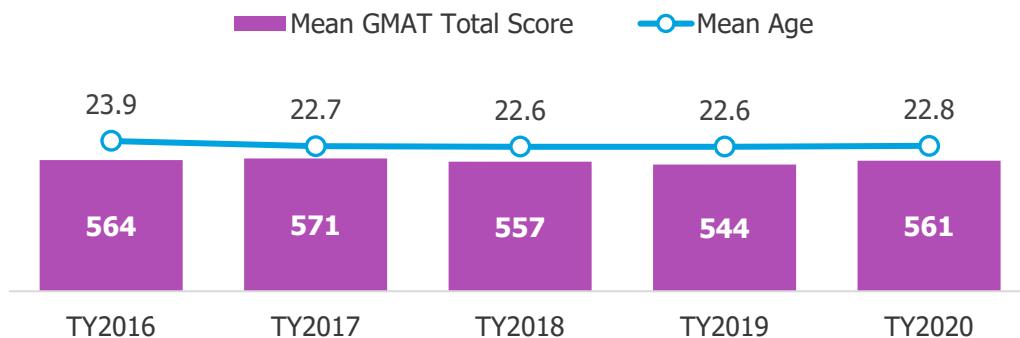
Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	268	13.1%	86.6%	0.4%
Women	117	13.7%	86.3%	0.0%
Candidates younger than 25	231	10.0%	89.6%	0.4%
Total score <600	163	15.3%	84.0%	0.6%
Total score 600-690	86	7.0%	93.0%	0.0%
Total score ≥700	19	21.1%	78.9%	0.0%

Programs in Eastern Europe
Number of GMAT Score-Accepting Programs

MBA Business Master's Other



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



Citizens of Countries in Eastern Europe: Candidate Profile

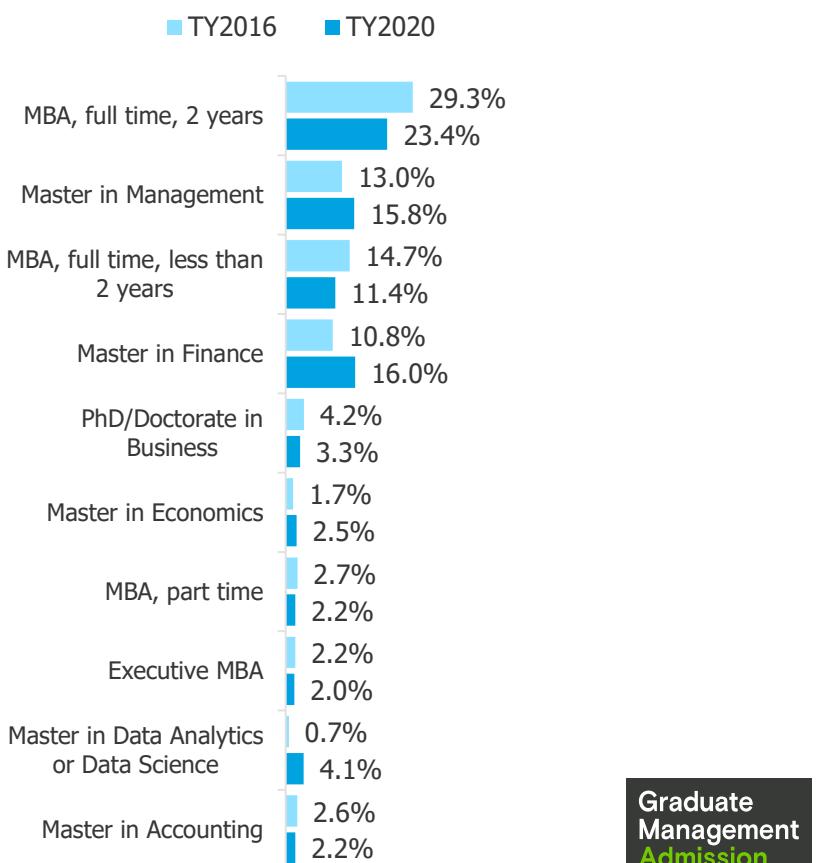
**Citizens of Countries in Eastern Europe
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	4,683	4,413	4,062	3,675	2,931	- 11.0%
Women	2,251	2,227	1,989	1,812	1,399	- 11.2%
Candidates younger than 25	2,213	2,313	2,153	2,116	1,682	- 6.6%
Total score <600	2,546	2,387	2,254	2,021	1,547	- 11.7%
Total score 600-690	1,556	1,448	1,324	1,267	1,018	- 10.1%
Total score ≥700	581	578	484	387	366	- 10.9%

**Citizens of Countries in Eastern Europe
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	2,091	36.6%	43.2%
2. United Kingdom	780	13.7%	11.4%
3. Netherlands	523	9.1%	6.8%
4. France	481	8.4%	8.1%
5. Germany	305	5.3%	7.3%

**Citizens of Countries in Eastern Europe
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Poland: Candidate Profile

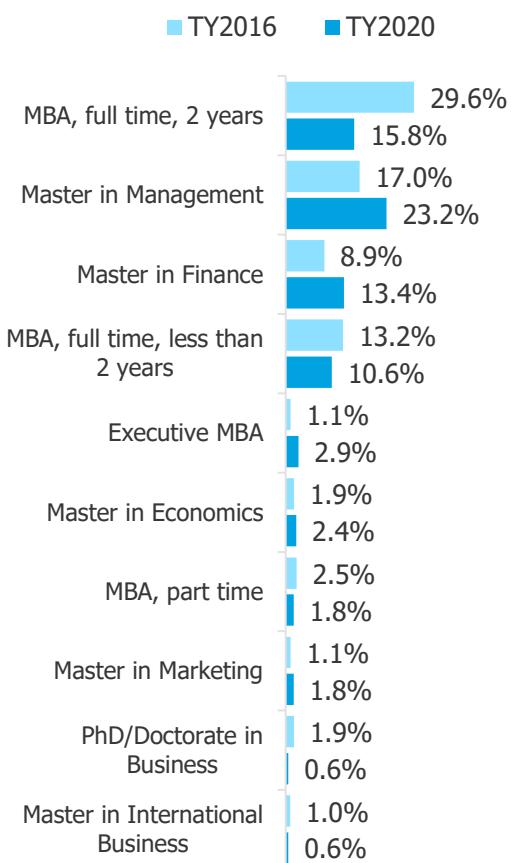
Citizens of Poland
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	357	385	361	326	295	- 4.6%
Women	167	188	128	124	105	- 11.0%
Candidates younger than 25	179	228	237	212	195	+ 2.2%
Total score <600	161	188	141	149	133	- 4.7%
Total score 600-690	138	132	148	131	120	- 3.4%
Total score ≥700	58	65	72	46	42	- 7.7%

Citizens of Poland
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United Kingdom	141	22.6%	13.8%
2. United States	129	20.6%	35.4%
3. Netherlands	123	19.7%	12.1%
4. France	48	7.7%	9.3%
5. Spain	31	5.0%	7.2%

Citizens of Poland
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Russia: Candidate Profile

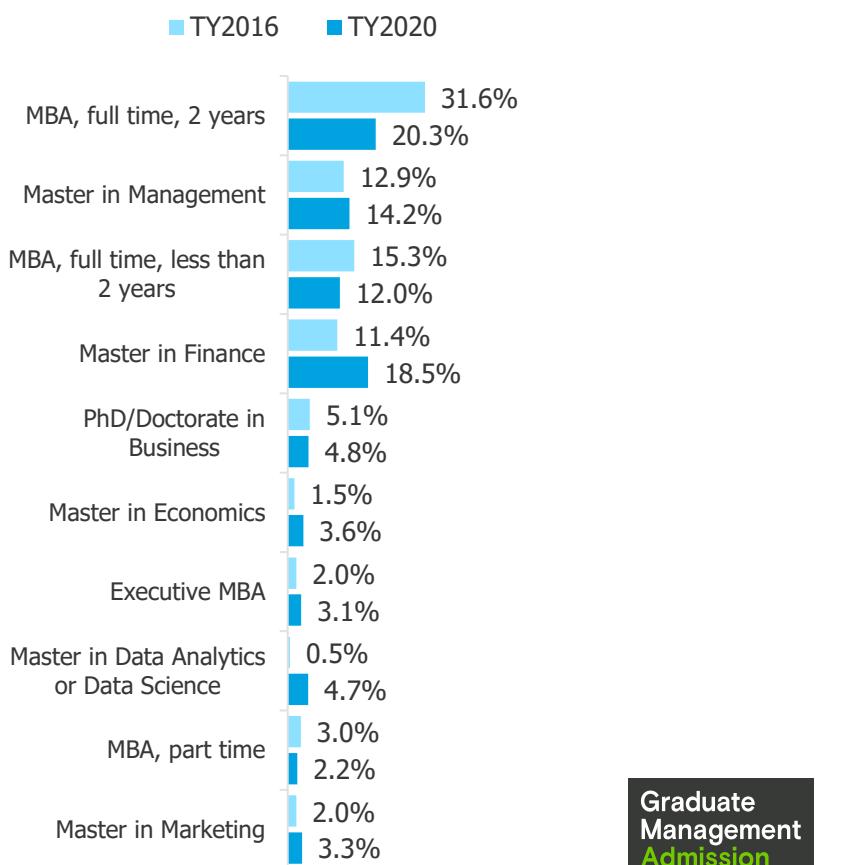
**Citizens of Russia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,835	1,754	1,570	1,485	1,086	- 12.3%
Women	949	939	807	782	588	- 11.3%
Candidates younger than 25	845	928	825	871	628	- 7.1%
Total score <600	955	938	888	814	580	- 11.7%
Total score 600-690	636	576	524	513	374	- 12.4%
Total score ≥700	244	240	158	158	132	- 14.2%

**Citizens of Russia
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	756	35.4%	44.9%
2. United Kingdom	274	12.8%	11.3%
3. France	218	10.2%	9.3%
4. Russia	176	8.2%	3.5%
5. Germany	134	6.3%	7.4%

**Citizens of Russia
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Ukraine: Candidate Profile

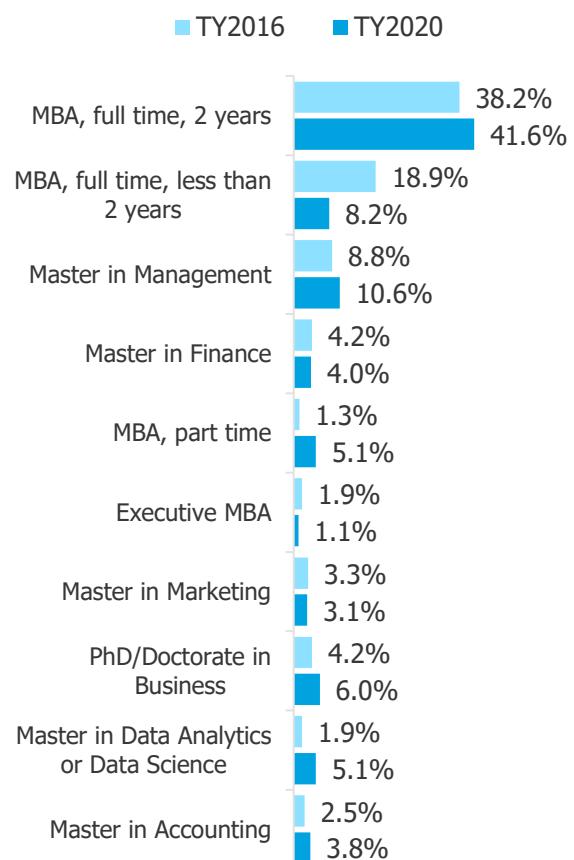
**Citizens of Ukraine
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	464	373	340	308	247	- 14.6%
Women	208	200	187	153	122	- 12.3%
Candidates younger than 25	184	138	150	172	117	- 10.7%
Total score <600	279	225	204	185	150	- 14.4%
Total score 600-690	137	117	104	96	68	- 16.1%
Total score ≥700	48	31	32	27	29	- 11.8%

**Citizens of Ukraine
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	296	65.5%	53.1%
2. Canada	23	5.1%	6.4%
2. Netherlands	23	5.1%	3.3%
3. United Kingdom	23	5.1%	9.0%
5. France	21	4.6%	7.3%

**Citizens of Ukraine
Top Program Types, TY2020
(Percentage of Scores Sent)**

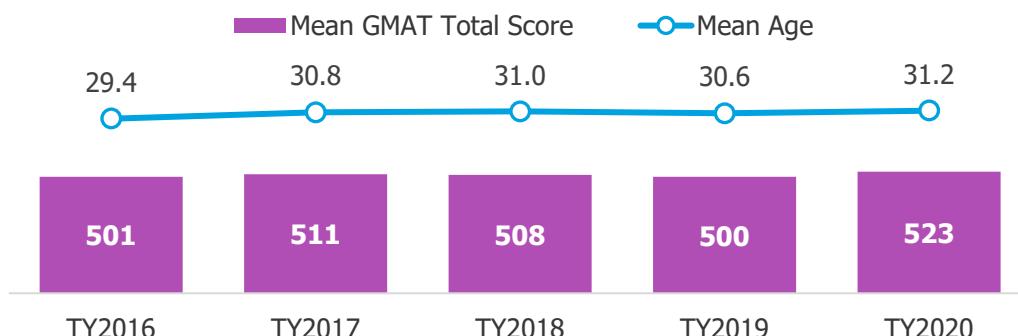


Mexico, Caribbean, and Latin America as a Score-Sending Destination

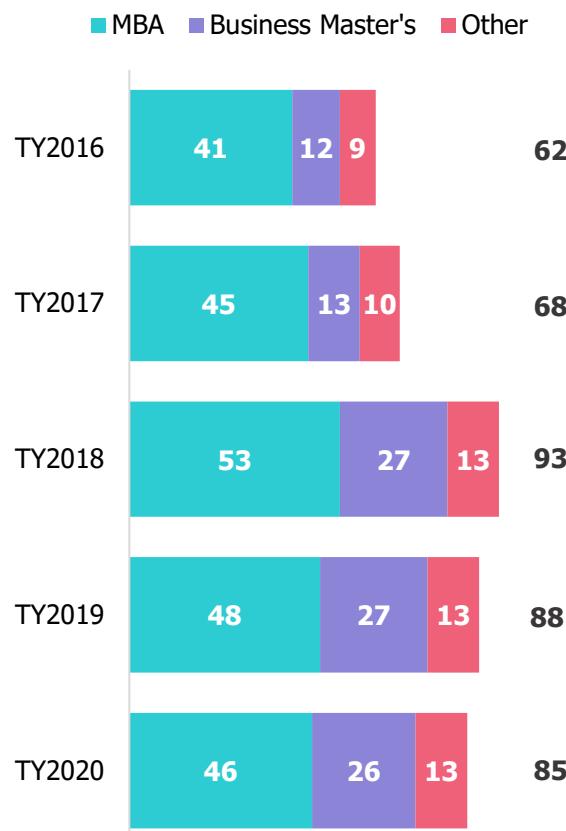
Programs in Mexico, Caribbean, and Latin America GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	193	57.0%	35.8%	7.3%
Women	63	55.6%	39.7%	4.8%
Candidates younger than 25	28	75.0%	17.9%	7.1%
Total score <600	128	57.0%	38.3%	4.7%
Total score 600-690	56	55.4%	30.4%	14.3%
Total score ≥700	9	66.7%	33.3%	0.0%

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

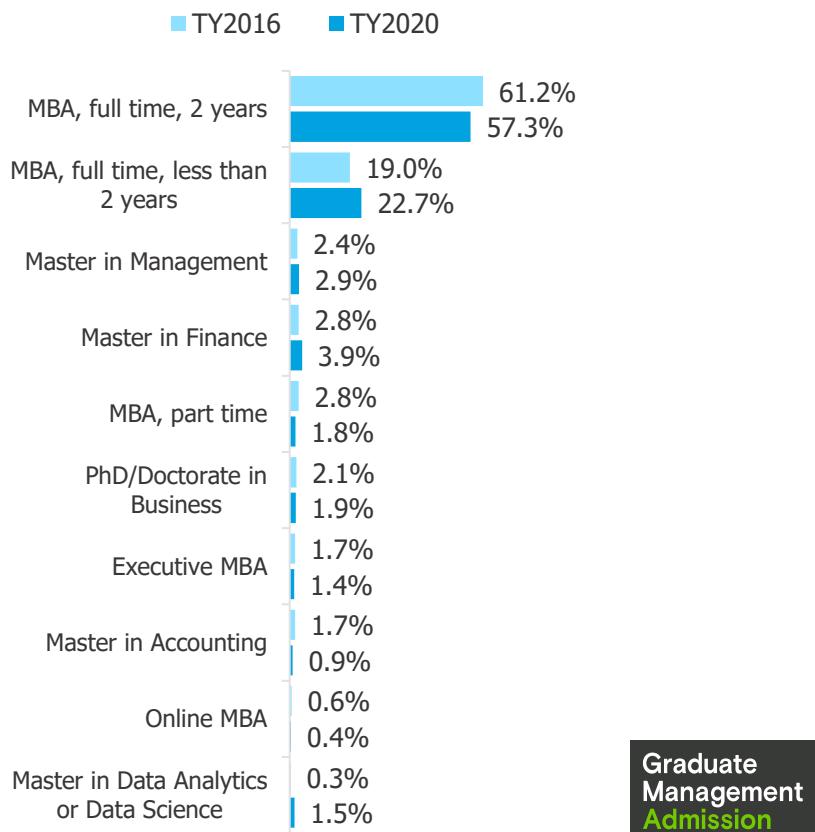
Citizens of Mexico, Caribbean, and Latin American Countries
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	8,734	8,387	7,679	6,827	5,655	- 10.2%
Women	2,740	2,632	2,595	2,296	1,896	- 8.8%
Candidates younger than 25	1,289	1,230	1,117	973	805	- 11.1%
Total score <600	5,134	4,742	4,521	3,867	3,120	- 11.7%
Total score 600-690	2,768	2,795	2,421	2,294	1,952	- 8.4%
Total score ≥700	832	850	737	666	583	- 8.5%

Citizens of Mexico, Caribbean, and Latin American Countries
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	7,627	64.5%	71.8%
2. United Kingdom	1,140	9.6%	7.5%
3. France	732	6.2%	4.6%
4. Spain	661	5.6%	3.8%
5. Canada	652	5.5%	4.9%

Citizens of Mexico, Caribbean, and Latin American Countries
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Brazil: Candidate Profile

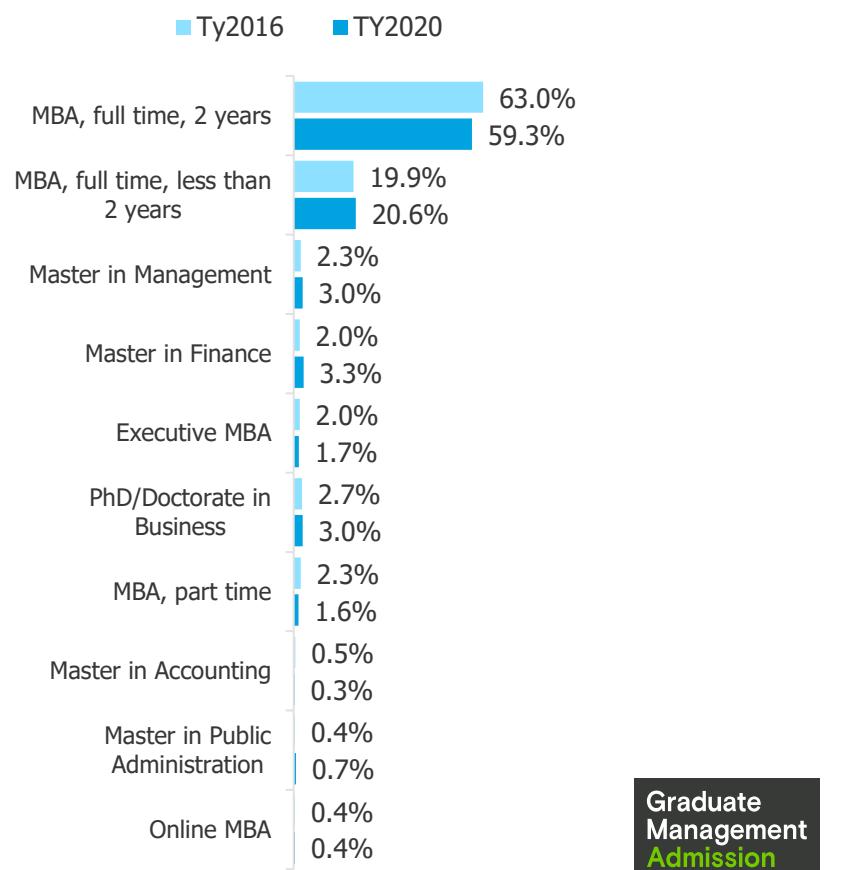
**Citizens of Brazil
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	2,585	2,755	2,495	2,076	1,618	- 11.0%
Women	747	820	771	676	567	- 6.7%
Candidates younger than 25	248	264	243	214	171	- 8.9%
Total score <600	1,175	1,336	1,232	976	714	- 11.7%
Total score 600-690	1,020	1,008	898	791	645	- 10.8%
Total score ≥700	390	411	365	309	259	- 9.7%

**Citizens of Brazil
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	2,202	62.9%	69.4%
2. United Kingdom	274	7.8%	6.4%
3. France	261	7.5%	5.7%
4. Spain	187	5.3%	4.0%
5. Canada	162	4.6%	6.2%

**Citizens of Brazil
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Mexico: Candidate Profile

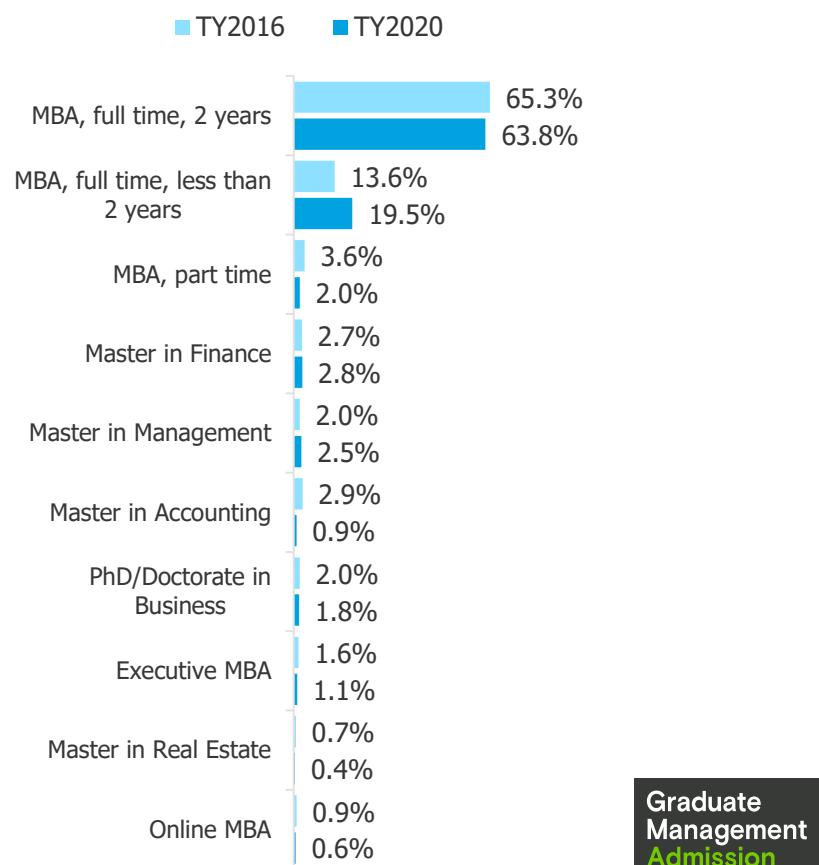
Citizens of Mexico
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,734	1,523	1,403	1,364	1,206	- 8.7%
Women	465	441	452	446	374	- 5.3%
Candidates younger than 25	294	245	223	201	181	- 11.4%
Total score <600	1,176	1,008	960	922	777	- 9.8%
Total score 600-690	441	427	361	374	365	- 4.6%
Total score ≥700	117	88	82	68	64	- 14.0%

Citizens of Mexico
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	1,821	69.2%	77.6%
2. United Kingdom	235	8.9%	7.1%
3. Canada	170	6.5%	3.5%
4. France	124	4.7%	3.2%
5. Spain	119	4.5%	2.5%

Citizens of Mexico
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Peru: Candidate Profile

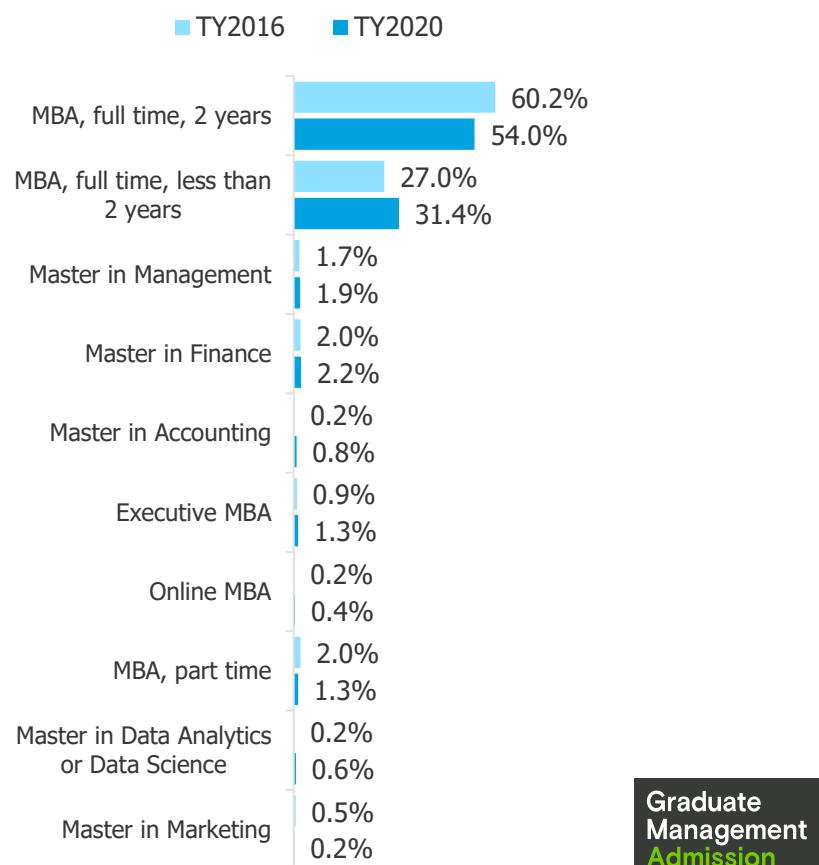
Citizens of Peru
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	936	940	824	708	622	- 9.7%
Women	370	317	325	264	246	- 9.7%
Candidates younger than 25	53	62	68	52	44	- 4.5%
Total score <600	505	487	444	387	371	- 7.4%
Total score 600-690	345	387	315	269	201	- 12.6%
Total score ≥700	86	66	65	52	50	- 12.7%

Citizens of Peru
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	667	56.1%	67.0%
2. United Kingdom	129	10.8%	11.6%
3. Canada	122	10.3%	4.3%
4. France	94	7.9%	6.4%
5. Spain	82	6.9%	4.8%

Citizens of Peru
Top Program Types, TY2020
(Percentage of Scores Sent)

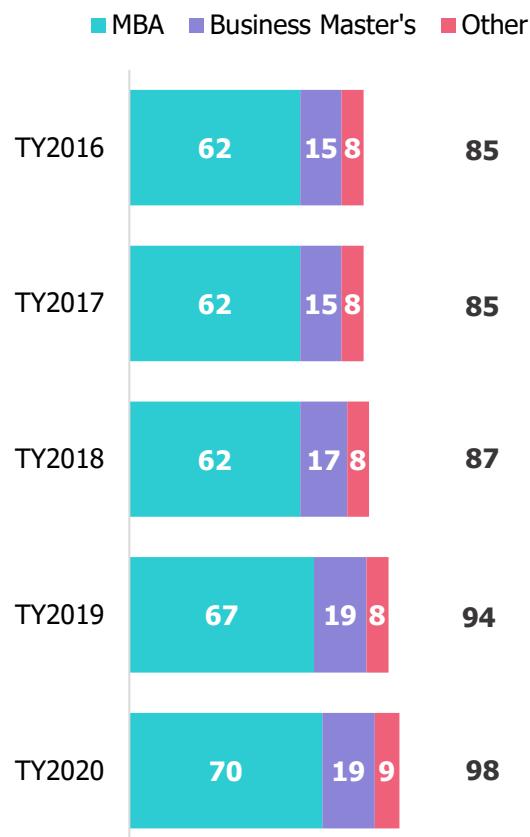


Middle East as a Score-Sending Destination

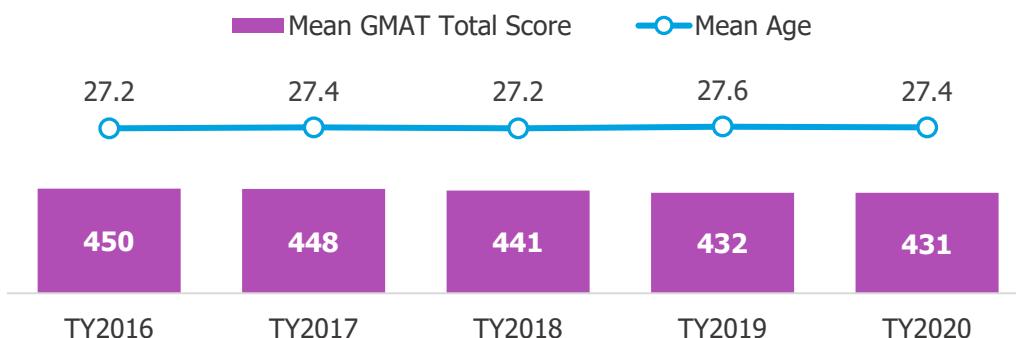
Programs in the Middle East
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	1,612	89.2%	7.8%	3.0%
Women	622	92.0%	5.1%	2.9%
Candidates younger than 25	435	87.4%	10.1%	2.5%
Total score <600	1,430	90.2%	7.1%	2.7%
Total score 600-690	165	81.8%	12.1%	6.1%
Total score ≥700	17	76.5%	23.5%	0.0%

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



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



Citizens of Countries in the Middle East: Candidate Profile

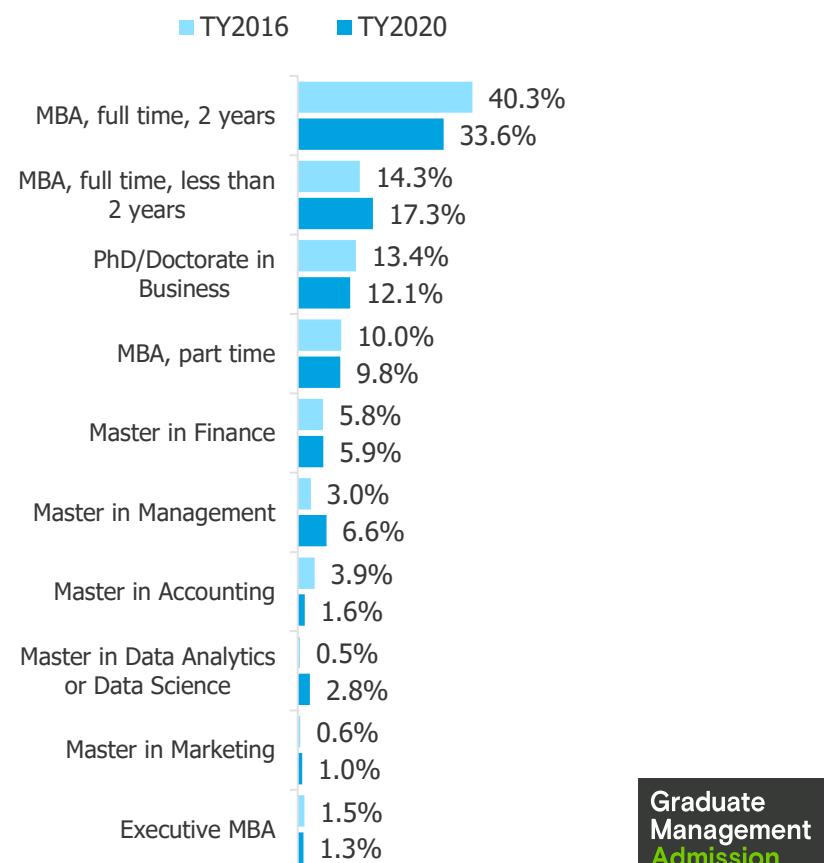
**Citizens of Countries in the Middle East
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	7,309	6,418	5,319	4,927	3,652	- 15.9%
Women	2,841	2,417	2,069	1,903	1,377	- 16.6%
Candidates younger than 25	1,984	1,623	1,475	1,298	1,086	- 14.0%
Total score <600	5,801	4,834	3,902	3,669	2,637	- 17.9%
Total score 600-690	1,158	1,173	1,050	962	729	- 10.9%
Total score ≥700	350	411	367	296	286	- 4.9%

**Citizens of Countries in the Middle East
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	2,567	42.8%	55.7%
2. Israel	888	14.8%	15.9%
3. Canada	467	7.8%	5.3%
4. France	449	7.5%	3.8%
5. United Kingdom	449	7.5%	5.5%

**Citizens of Countries in the Middle East
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Israel: Candidate Profile

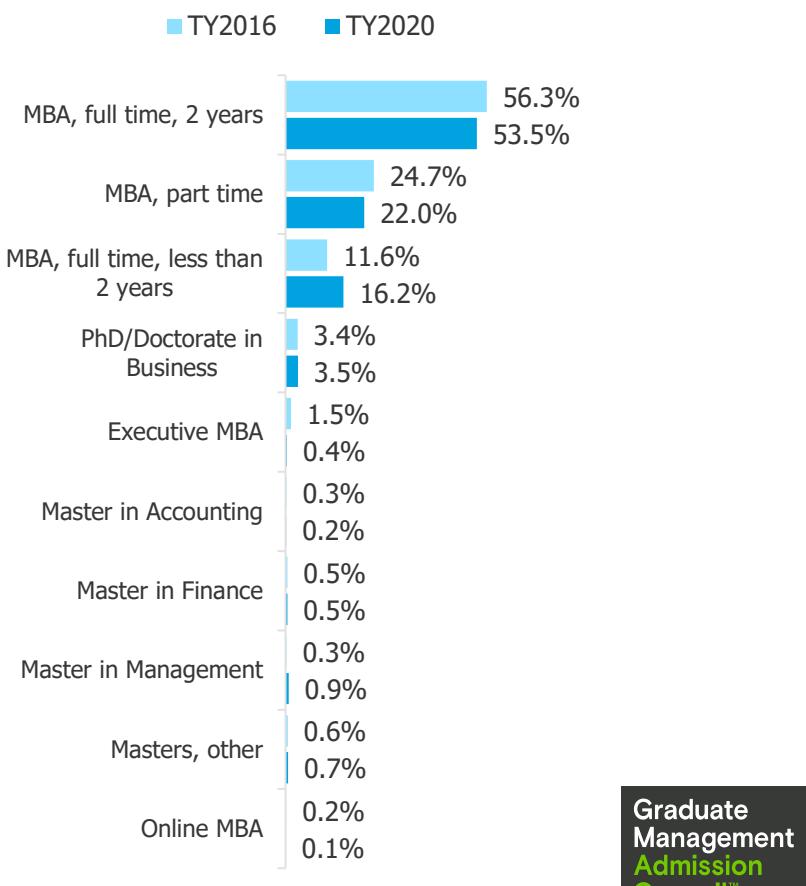
**Citizens of Israel
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,319	1,408	1,215	1,080	755	- 13.0%
Women	465	507	436	416	259	- 13.6%
Candidates younger than 25	120	141	177	122	88	- 7.5%
Total score <600	918	979	891	751	511	- 13.6%
Total score 600-690	300	298	220	235	150	- 15.9%
Total score ≥700	101	131	104	94	94	- 1.8%

**Citizens of Israel
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. Israel	888	54.4%	63.8%
2. United States	594	36.4%	28.6%
3. United Kingdom	61	3.7%	3.3%
4. France	49	3.0%	1.8%
5. Spain	15	0.9%	0.7%

**Citizens of Israel
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Saudi Arabia: Candidate Profile

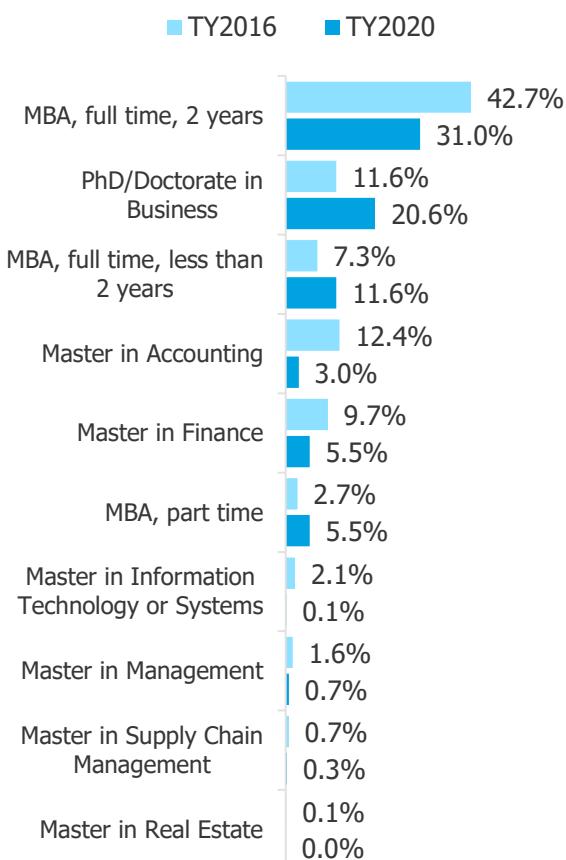
**Citizens of Saudi Arabia
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,921	1,444	974	929	537	- 27.3%
Women	639	422	322	309	200	- 25.2%
Candidates younger than 25	422	259	172	148	67	- 36.9%
Total score <600	1,862	1,385	925	879	512	- 27.6%
Total score 600-690	54	51	30	39	21	- 21.0%
Total score ≥700	5	8	19	11	4	- 5.4%

**Citizens of Saudi Arabia
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	423	62.7%	87.8%
2. Saudi Arabia	154	22.8%	4.6%
3. United Kingdom	31	4.6%	2.0%
4. Singapore	23	3.4%	0.1%
5. Canada	18	2.7%	2.4%

**Citizens of Saudi Arabia
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of Turkey: Candidate Profile

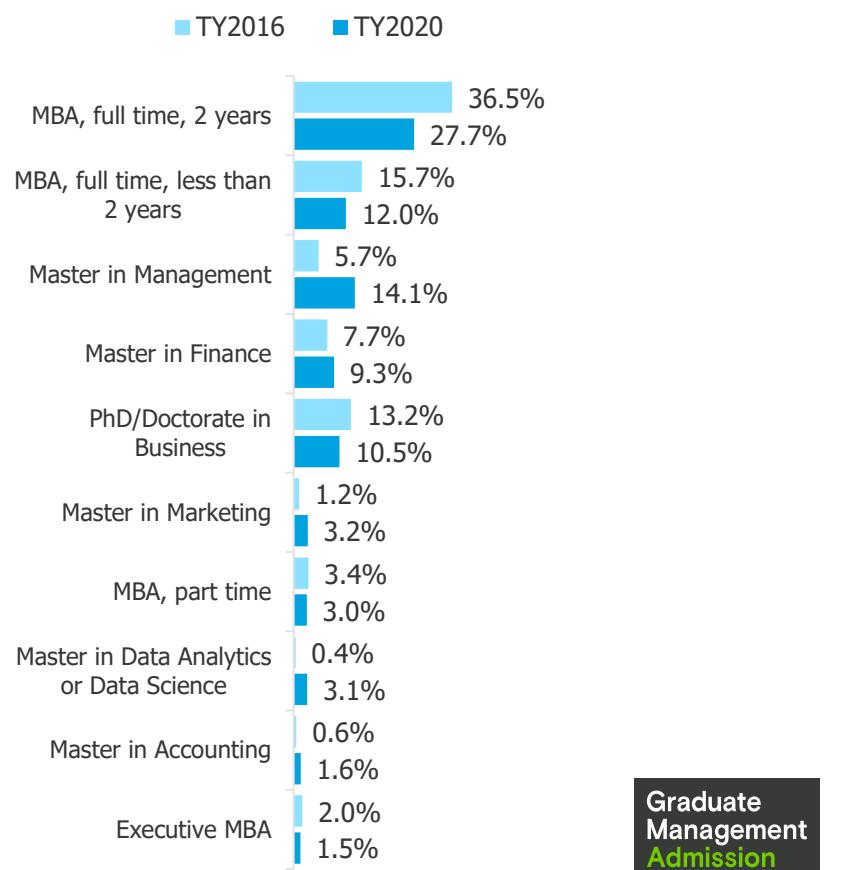
Citizens of Turkey
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	1,127	1,052	955	779	594	- 14.8%
Women	452	469	401	341	257	- 13.2%
Candidates younger than 25	408	372	395	325	243	- 12.2%
Total score <600	651	561	476	397	276	- 19.3%
Total score 600-690	362	349	367	272	226	- 11.1%
Total score ≥700	114	142	112	110	92	- 5.2%

Citizens of Turkey
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	674	49.4%	56.2%
2. United Kingdom	145	10.6%	8.1%
3. Netherlands	96	7.0%	3.5%
4. Germany	86	6.3%	3.1%
5. Turkey	85	6.2%	12.6%

Citizens of Turkey
Top Program Types, TY2020
(Percentage of Scores Sent)

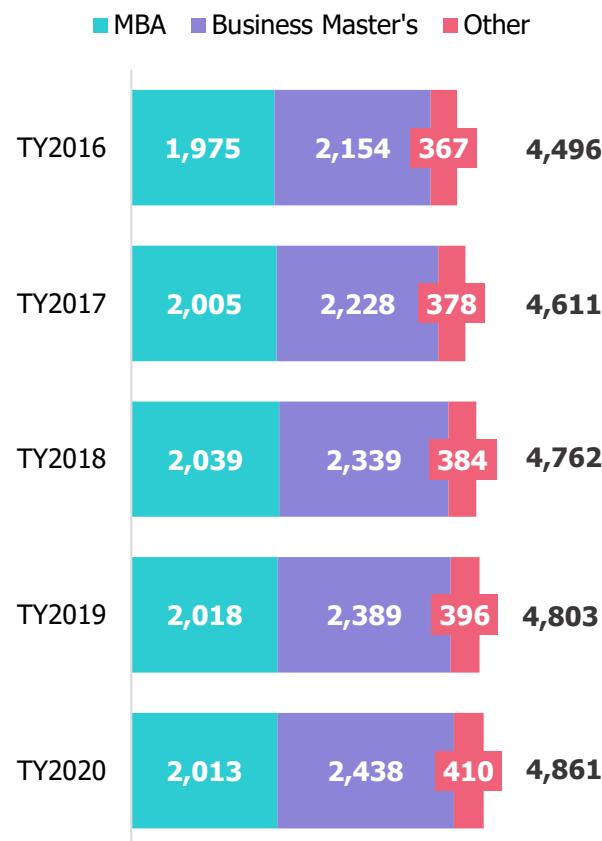


United States as a Score-Sending Destination

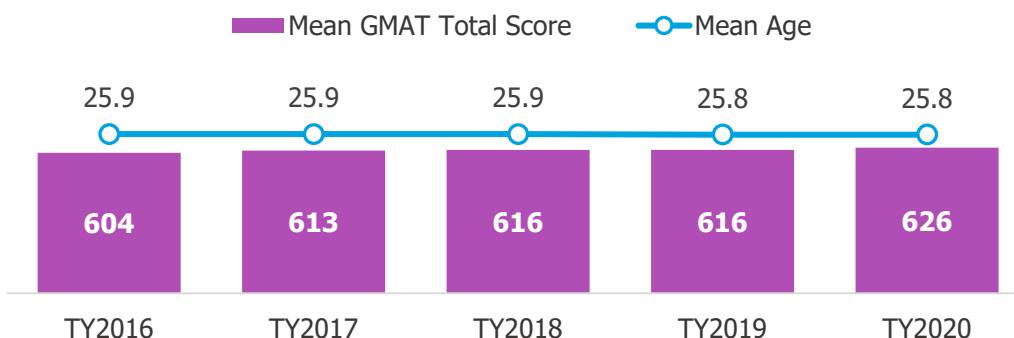
Programs in the United States
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	207,731	66.6%	28.8%	4.6%
Women	82,370	56.9%	37.7%	5.4%
Candidates younger than 25	88,365	44.3%	52.5%	3.2%
Total score <600	62,055	62.2%	34.2%	3.6%
Total score 600-690	74,897	62.9%	32.8%	4.3%
Total score ≥700	70,779	74.4%	19.9%	5.7%

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



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



Citizens of the United States: Candidate Profile

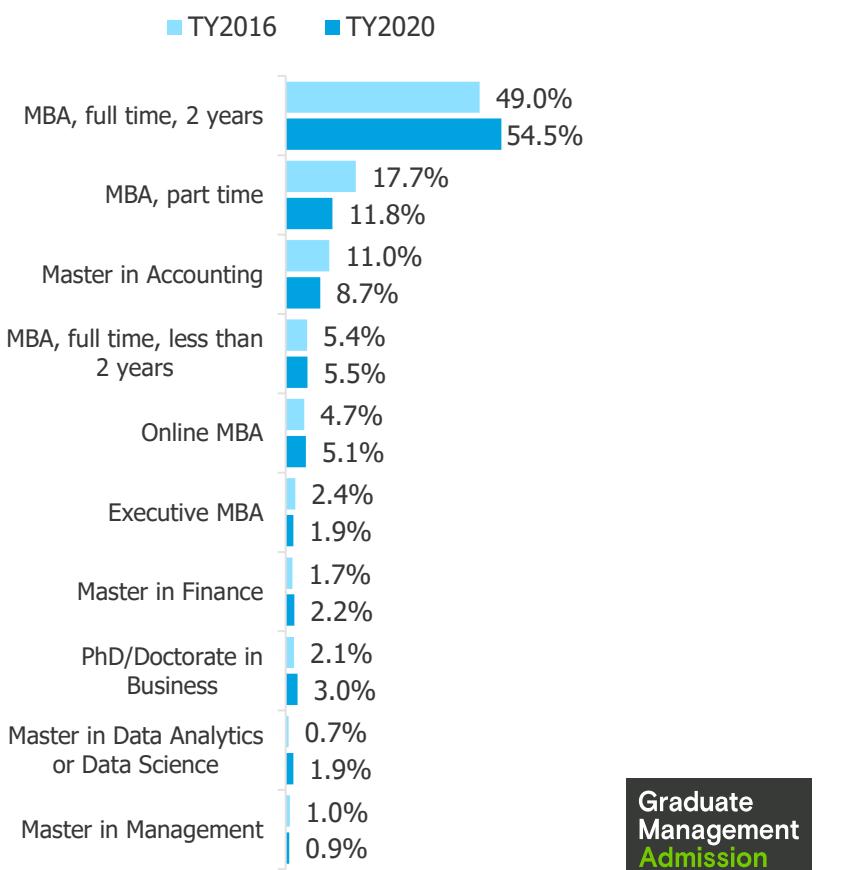
**Citizens of the United States
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	83,186	79,746	73,556	63,945	45,648	- 13.9%
Women	32,214	30,951	28,201	24,479	17,184	- 14.5%
Candidates younger than 25	33,926	33,089	30,461	26,667	19,493	- 12.9%
Total score <600	50,097	46,289	41,826	35,243	24,198	- 16.6%
Total score 600-690	22,495	22,140	21,040	19,132	13,871	- 11.4%
Total score ≥700	10,594	11,317	10,690	9,570	7,579	- 8.0%

**Citizens of the United States
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	96,711	96.5%	97.3%
2. United Kingdom	1,411	1.4%	1.0%
3. France	666	0.7%	0.4%
4. Spain	312	0.3%	0.3%
5. Canada	142	0.1%	0.1%

**Citizens of the United States
Top Program Types, TY2020
(Percentage of Scores Sent)**

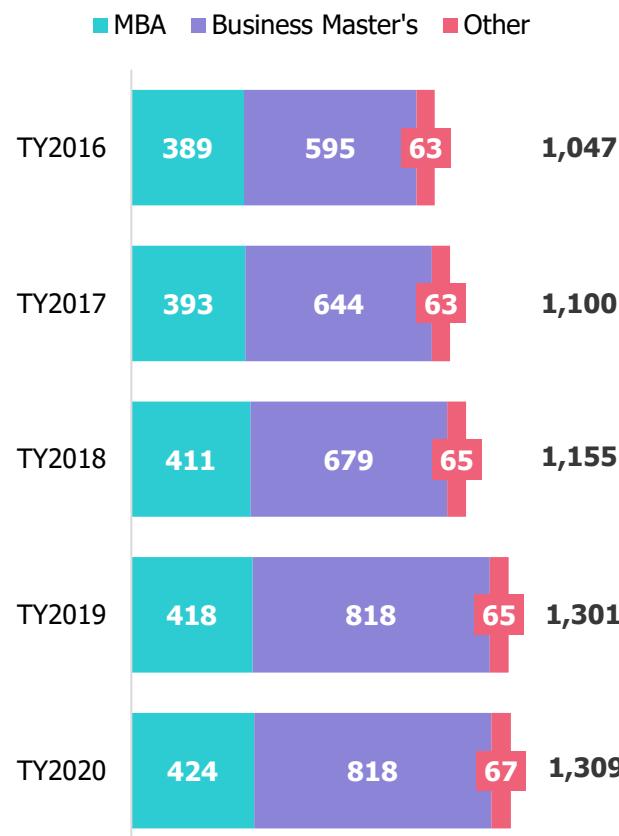


Western Europe as a Score-Sending Destination

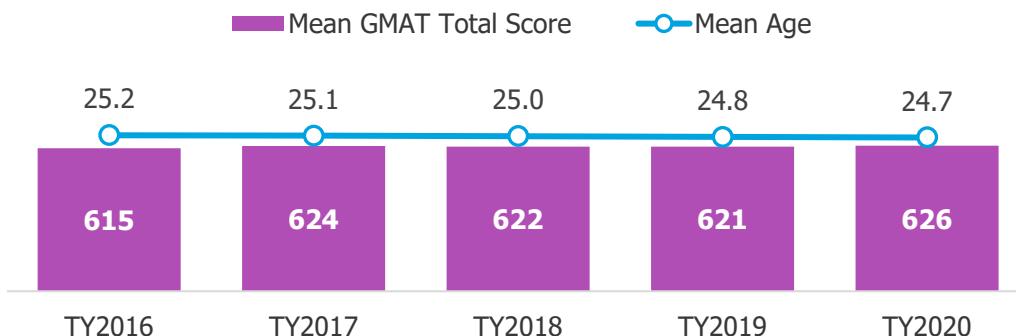
Programs in Western Europe
GMAT Scores Received by Candidate Demographics

Candidate Demographic	GMAT Scores Received in TY2020	MBA (%)	Business Master's (%)	Other (%)
Total GMAT exams	73,407	38.9%	59.6%	1.5%
Women	30,383	32.1%	66.1%	1.8%
Candidates younger than 25	42,880	11.9%	87.2%	0.9%
Total score <600	20,530	35.2%	62.8%	2.0%
Total score 600-690	34,803	37.6%	61.1%	1.3%
Total score ≥700	18,074	45.8%	52.8%	1.5%

Programs in Western Europe
Number of GMAT Score-Accepting Programs



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



Citizens of Countries in Western Europe: Candidate Profile

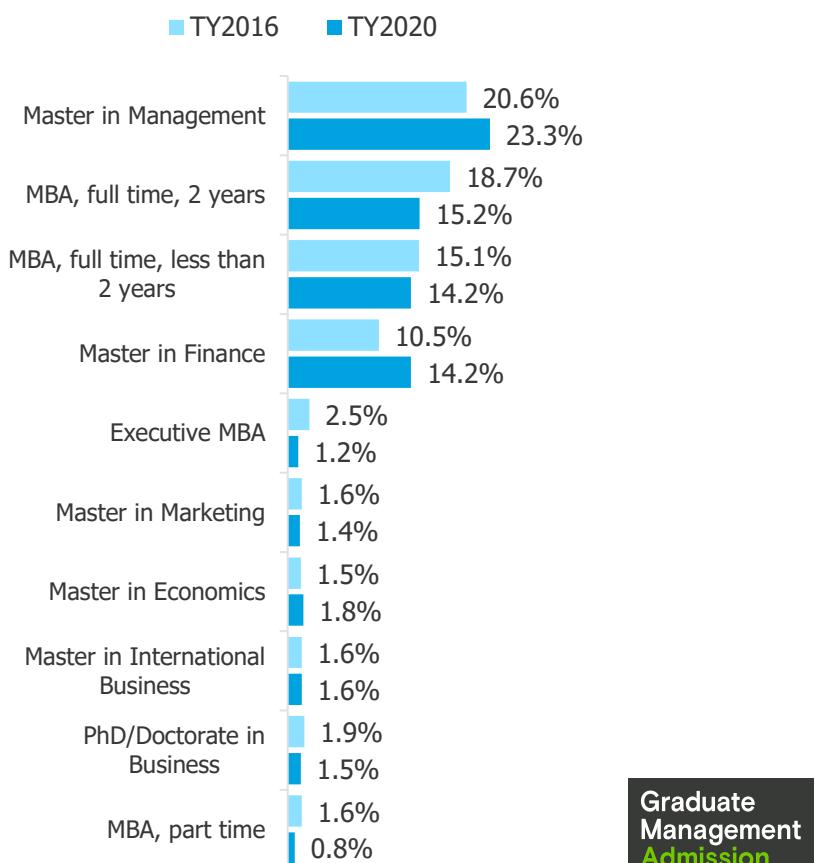
**Citizens of Countries in Western Europe
GMAT Exams by Candidate Demographics**

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	18,988	18,569	18,572	17,354	15,185	- 5.4%
Women	6,347	6,160	6,187	5,842	5,090	- 5.3%
Candidates younger than 25	11,112	10,909	11,590	11,060	10,017	- 2.6%
Total score <600	10,594	9,901	10,297	9,473	7,827	- 7.3%
Total score 600-690	6,187	6,390	6,201	6,101	5,544	- 2.7%
Total score ≥700	2,207	2,278	2,074	1,780	1,814	- 4.9%

**Citizens of Countries in Western Europe
Top Score-Sending Destinations by School Country, TY2020**

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. United States	5,254	18.6%	22.7%
2. United Kingdom	4,523	16.0%	13.8%
3. France	3,919	13.9%	13.0%
4. Netherlands	3,015	10.7%	10.9%
5. Germany	2,414	8.6%	12.1%

**Citizens of Countries in Western Europe
Top Program Types, TY2020
(Percentage of Scores Sent)**



Citizens of France: Candidate Profile

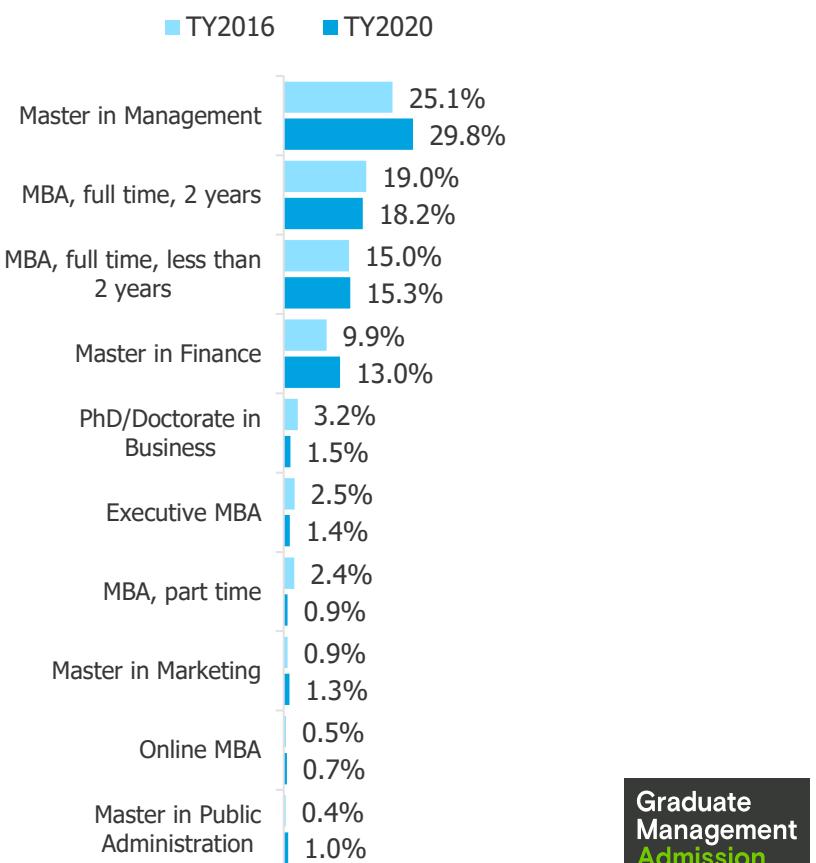
Citizens of France
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	3,068	2,782	2,743	2,641	2,347	- 6.5%
Women	1,134	1,081	1,058	1,000	953	- 4.2%
Candidates younger than 25	1,955	1,785	1,882	1,888	1,732	- 3.0%
Total score <600	1,721	1,512	1,451	1,447	1,176	- 9.1%
Total score 600-690	1,004	961	1,004	945	927	- 2.0%
Total score ≥700	343	309	288	249	244	- 8.2%

Citizens of France
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. France	1,369	41.3%	43.7%
2. United States	794	24.0%	24.8%
3. United Kingdom	516	15.5%	13.6%
4. Spain	159	4.8%	5.7%
5. Switzerland	97	3.0%	1.6%

Citizens of France
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Germany: Candidate Profile

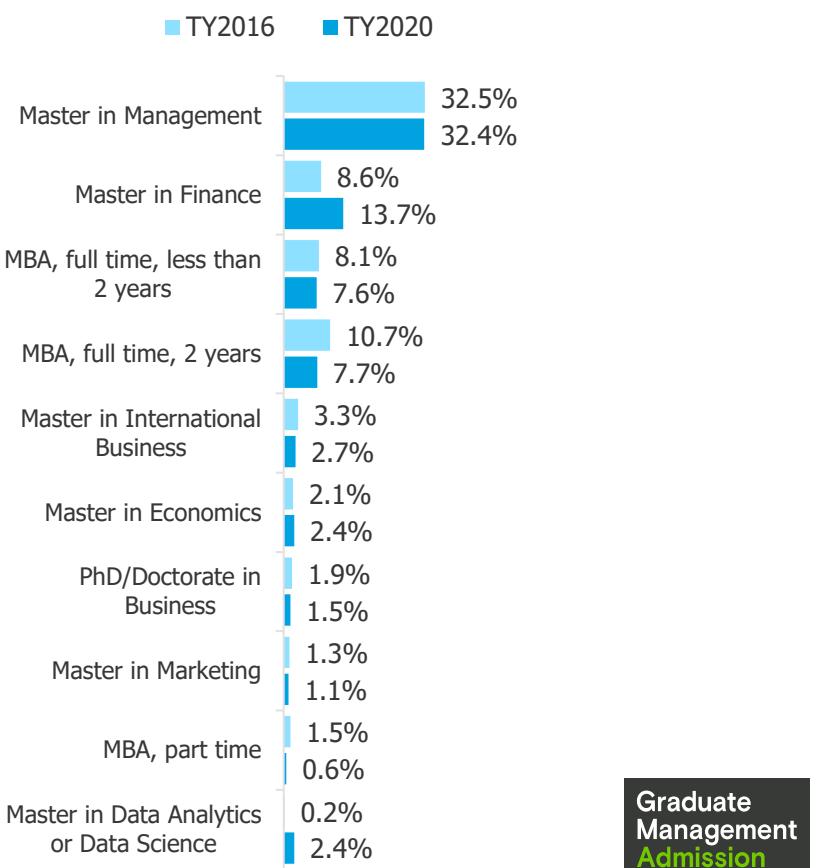
Citizens of Germany
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	4,375	4,213	4,073	3,728	3,226	- 7.3%
Women	1,496	1,424	1,373	1,228	1,041	- 8.7%
Candidates younger than 25	3,086	3,046	2,953	2,806	2,499	- 5.1%
Total score <600	2,234	2,045	2,138	1,940	1,503	- 9.4%
Total score 600-690	1,616	1,625	1,479	1,427	1,347	- 4.4%
Total score ≥700	525	543	456	361	376	- 8.0%

Citizens of Germany
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. Germany	2,192	30.0%	39.3%
2. United Kingdom	909	12.4%	9.1%
3. Netherlands	895	12.2%	10.2%
4. United States	745	10.2%	13.7%
5. France	523	7.0%	5.4%

Citizens of Germany
Top Program Types, TY2020
(Percentage of Scores Sent)



Citizens of Italy: Candidate Profile

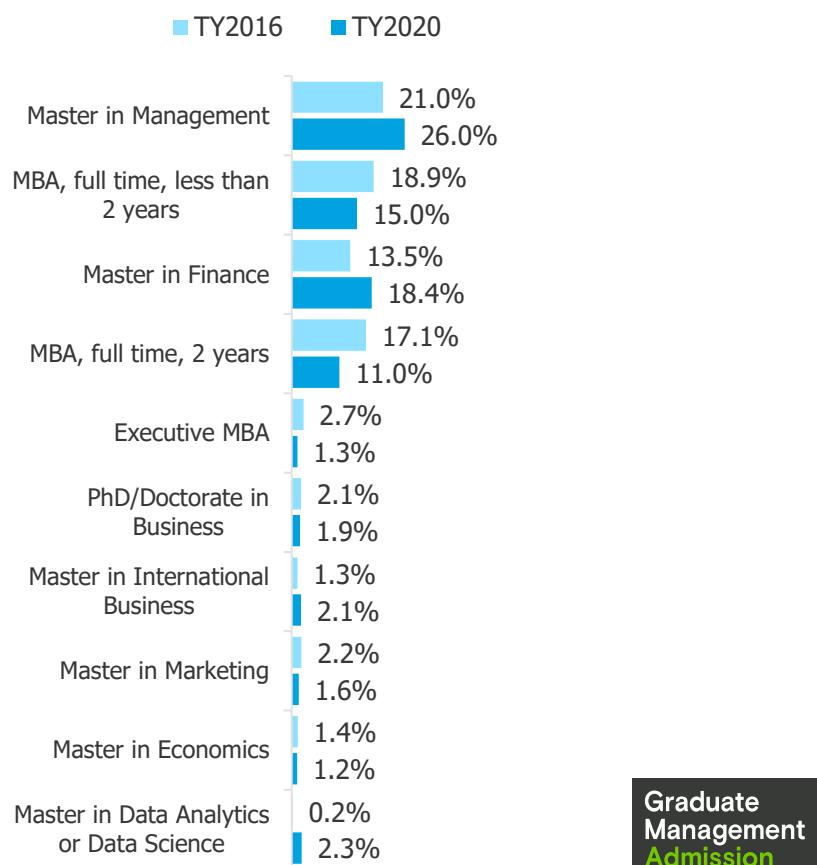
Citizens of Italy
GMAT Exams by Candidate Demographics

Candidate Demographic	TY2016	TY2017	TY2018	TY2019	TY2020	Five-Year Growth Rate
Total GMAT exams	2,122	2,342	2,570	2,745	2,455	+ 3.7%
Women	550	614	729	828	743	+ 7.8%
Candidates younger than 25	1,378	1,558	1,821	2,045	1,798	+ 6.9%
Total score <600	1,151	1,197	1,427	1,479	1,251	+ 2.1%
Total score 600-690	747	893	891	1,021	932	+ 5.7%
Total score ≥700	224	252	252	245	272	+ 5.0%

Citizens of Italy
Top Score-Sending Destinations by School Country, TY2020

Country/Region	Scores Sent in TY2020	% of Total Scores Sent in TY2020	% of Total Scores Sent in TY2016
1. Italy	1,031	22.0%	11.8%
2. United Kingdom	823	17.5%	17.7%
3. France	805	17.2%	14.3%
4. United States	681	14.5%	22.0%
5. Spain	403	8.6%	10.2%

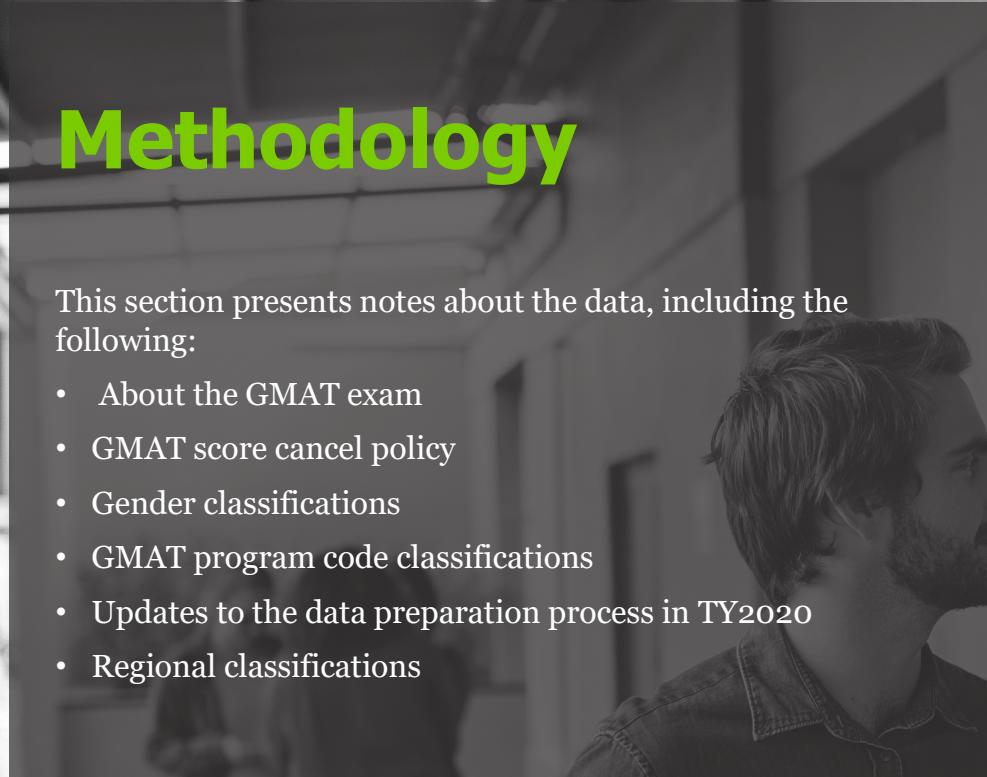
Citizens of Italy
Top Program Types, TY2020
(Percentage of Scores Sent)



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 TY2020
- 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 TY2016 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 & 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; 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

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

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

Contributors and Contact Information

Contributors

The following individuals from the GMAC Research Department made significant contributions to the publication of this report: **Tacoma Williams**, Associate Manager, Research Operations, Report preparation, analysis, interpretation of the data, and manuscript review; **Rachel Nana, Consultant, Tiber Solutions, LLC**, Data preparation, analysis, interpretation of the data, and manuscript review; **Dr. Maite Salazar**, Chief Marketing Officer, manuscript review; **Jennifer Martin**, Chief of Staff, Executive Office, manuscript review; **Sabrina White**, Vice President, School & Industry Engagement, manuscript review; **Dr. Rahul Choudaha**, Industry Insights and Research Communications Director, manuscript review.

Contact Information

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

©2020 Graduate Management Admission Council (GMAC). All rights reserved.

No part of this publication may be reproduced, stored in a retrieval system, distributed or transmitted in any form by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission of GMAC. For permission contact the GMAC Legal Department at legal@gmac.com.

GMAC™, GMAT™, Graduate Management Admission Council™, Graduate Management Admission Test™ and NMAT by GMAC™ are trademarks of GMAC in the United States and other countries.

Graduate
Management
Admission
Council™