

MARKET SHARES

The number of leading ethical drug producers with individual global sales volume exceeding \$100 million increased from 12 in 1964 to 13 in 1965. In 1962 this sales class consisted of only ten manufacturers. This expansion in number was reflected in a larger share of the domestic market attributable to this group.

Table 4

MARKET SHARES BY SALES SIZE GROUP, 1965
Percentage

Sales Group	Sales		
	U. S.	Foreign ^{1/}	Total
\$100 million and over	61.7%	87.6%	68.5%
\$30 to \$100 million	21.3	8.7	18.0
\$5 to \$30 million	13.3	3.5	10.7
Less than \$5 million	3.7	0.2	2.8
TOTAL	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>

^{1/} U. S. firms' sales abroad plus U. S. exports to other companies for sale abroad.