

Table 5

**Top 20 suppliers by market share for 1997-98
(from PBS processed prescriptions)**

Rank	Suppliers	Scripts	% of total	Govt cost	Total cost	Sales to Ex-Supplier
1	Glaxo Wellcome	10,192,849	8.15%	207,591,706	258,879,670	175,555,146
2	Alphapharm	9,026,277	7.21%	109,976,493	138,336,305	80,657,847
3	Merck Sharp & Dohme	8,825,002	7.05%	249,085,600	304,928,913	217,734,984
4	Astra	7,446,693	5.95%	258,297,983	301,318,377	220,238,092
5	Sanofi Winthrop	6,449,837	5.16%	39,152,641	56,088,679	22,989,762
6	Pfizer	4,869,925	3.89%	100,431,505	133,077,159	91,186,778
7	Wyeth Australia	4,554,956	3.64%	66,247,962	81,924,423	50,894,888
8	Novartis	4,050,745	3.24%	65,386,996	80,885,824	51,983,057
9	Fisons/Rhone-Poulenc Rorer	3,913,596	3.13%	50,135,934	65,992,830	40,095,633
10	Hoechst Marion Roussel	3,820,038	3.05%	48,185,651	64,039,766	38,758,848
11	Sigma	3,722,459	2.98%	34,025,497	45,614,348	23,577,998
12	Roche	3,662,405	2.93%	101,163,293	117,651,601	83,249,625
13	Bristol-Myers Squibb	3,572,264	2.86%	108,878,173	132,004,646	95,427,836
14	ICI	3,441,970	2.75%	91,683,555	109,876,101	78,699,292
15	SmithKline Beecham	3,381,058	2.70%	68,569,718	85,580,021	57,363,170
16	AMRAD	3,071,135	2.45%	102,312,549	123,644,865	90,192,192
17	Eli Lilly	2,792,493	2.23%	52,527,529	64,998,341	42,491,930
18	Parke Davis	2,548,064	2.04%	48,779,933	61,834,228	41,583,087
19	Pharmacia & Upjohn	2,487,734	1.99%	66,891,956	78,646,439	55,023,840
20	CSL Limited	2,194,412	1.75%	36,607,696	43,995,839	27,958,021
	Others	31,087,897	24.85%	635,538,904	762,957,194	510,142,615
		125,111,809	100.00%	2,541,471,273	3,112,275,568	2,095,804,640

Note: includes branded and unbranded scripts and Doctor's Bag scripts written for EP items in 'Other' total.
Unbranded scripts totalled 10.7 million (cost \$226.7 million) or 8.56 per cent of total processed scripts.