

Exhibit 2b
Top Companies' Share of the 2012 Export Market
by Company Type

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type	Number of Identified Exporters	Known Value (1)	% of Known Value	% of Company Type Value (2)
All identified companies	305,669	1,381,728	100.0	100.0
Top 4 companies	4	92,586	6.7	6.7
Top 8 companies	8	146,815	10.6	10.6
Top 20 companies	20	263,133	19.0	19.0
Top 50 companies	50	423,400	30.6	30.6
Top 100 companies	100	547,977	39.7	39.7
Top 250 companies	250	719,033	52.0	52.0
Top 500 companies	500	848,078	61.4	61.4
Top 1000 companies	1,000	969,978	70.2	70.2
Top 2000 companies	2,000	1,075,895	77.9	77.9
Manufacturers	74,650	837,527	60.6	100.0
Top 4 companies	4	92,586	6.7	11.1
Top 8 companies	8	146,815	10.6	17.5
Top 20 companies	20	262,297	19.0	31.3
Top 50 companies	50	382,916	27.7	45.7
Top 100 companies	100	467,285	33.8	55.8
Top 250 companies	250	569,677	41.2	68.0
Top 500 companies	500	643,309	46.6	76.8
Top 1000 companies	1,000	704,352	51.0	84.1
Top 2000 companies	2,000	751,961	54.4	89.8
Wholesalers	102,198	307,769	22.3	100.0
Top 4 companies	4	27,943	2.0	9.1
Top 8 companies	8	45,530	3.3	14.8
Top 20 companies	20	76,589	5.5	24.9
Top 50 companies	50	109,229	7.9	35.5
Top 100 companies	100	137,353	9.9	44.6
Top 250 companies	250	173,648	12.6	56.4
Top 500 companies	500	199,358	14.4	64.8
Top 1000 companies	1,000	222,748	16.1	72.4
Top 2000 companies	2,000	244,486	17.7	79.4
Other companies (3)	128,821	236,432	17.1	100.0
Top 4 companies	4	23,371	1.7	9.9
Top 8 companies	8	37,325	2.7	15.8
Top 20 companies	20	65,612	4.7	27.8
Top 50 companies	50	94,865	6.9	40.1
Top 100 companies	100	120,768	8.7	51.1
Top 250 companies	250	150,794	10.9	63.8
Top 500 companies	500	170,989	12.4	72.3
Top 1000 companies	1,000	188,592	13.6	79.8
Top 2000 companies	2,000	203,210	14.7	85.9

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Percent of company type value is computed relative to the sector's total value.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies; and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.