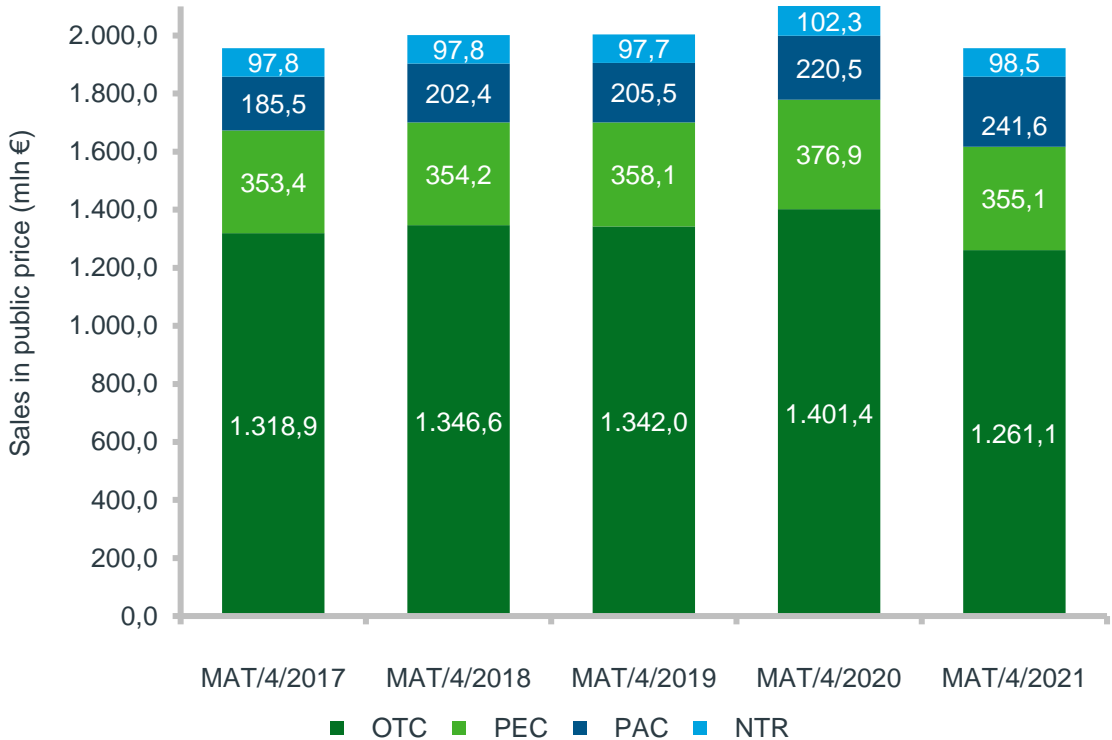
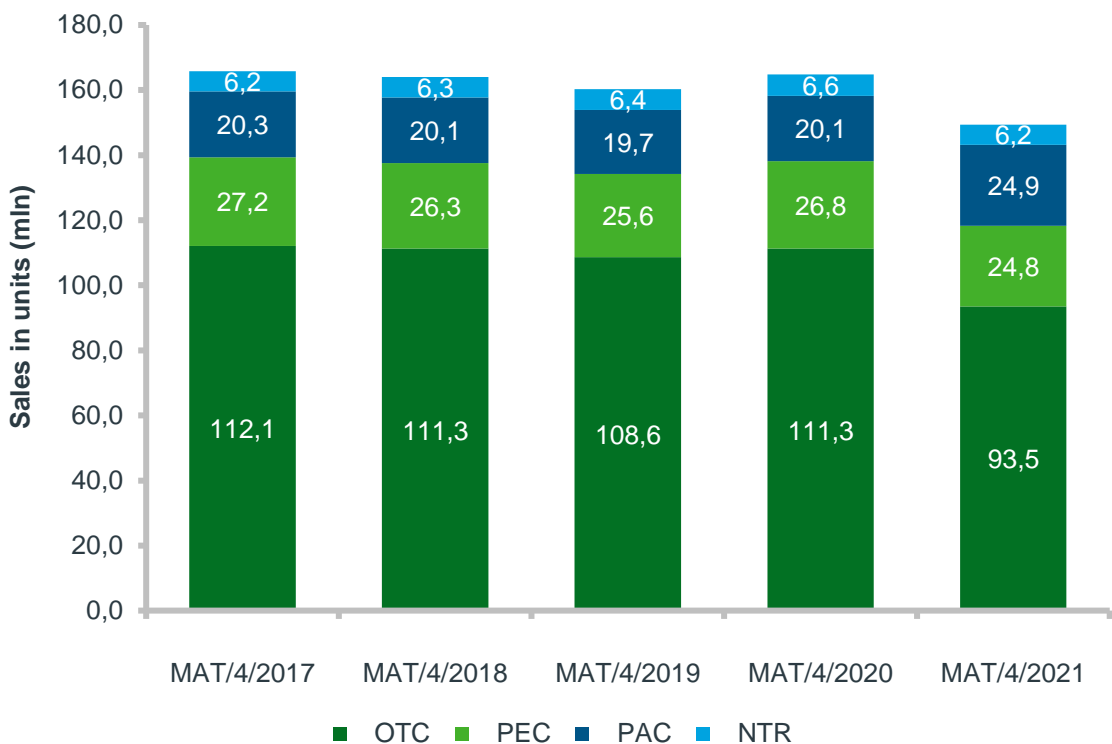


The Belgian Consumer Health market is worth €1,95 billion

Sales Evolution – Pub Value



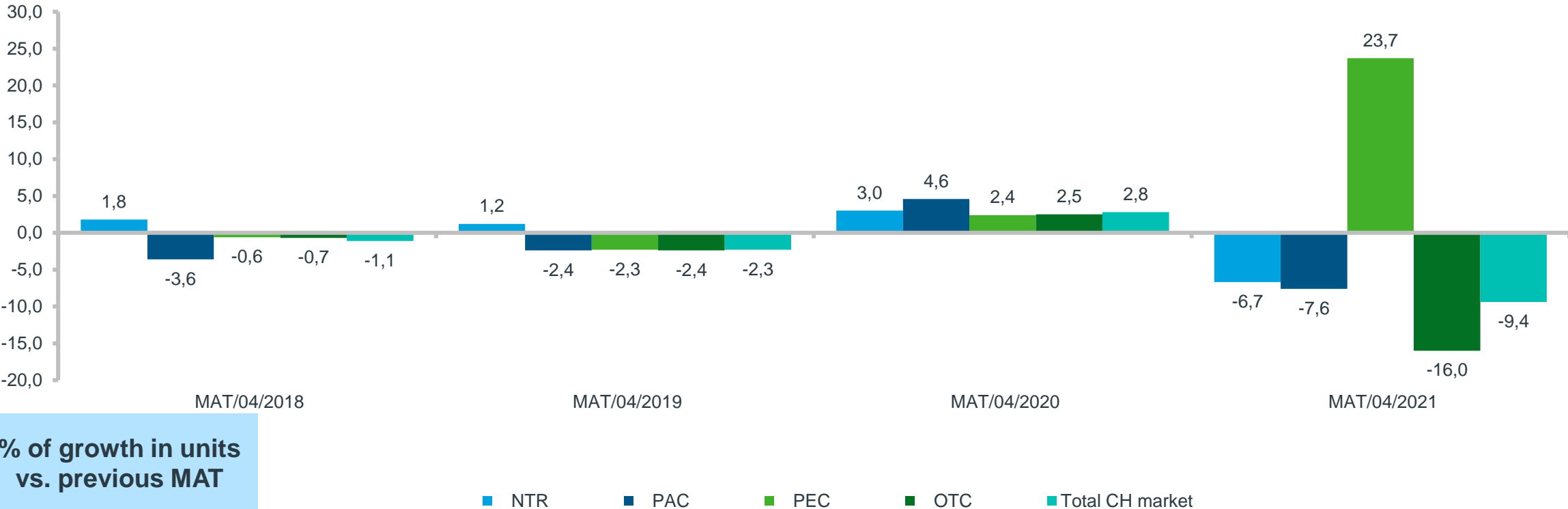
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -9,4% while the OTC segment declines with -16,0% in units

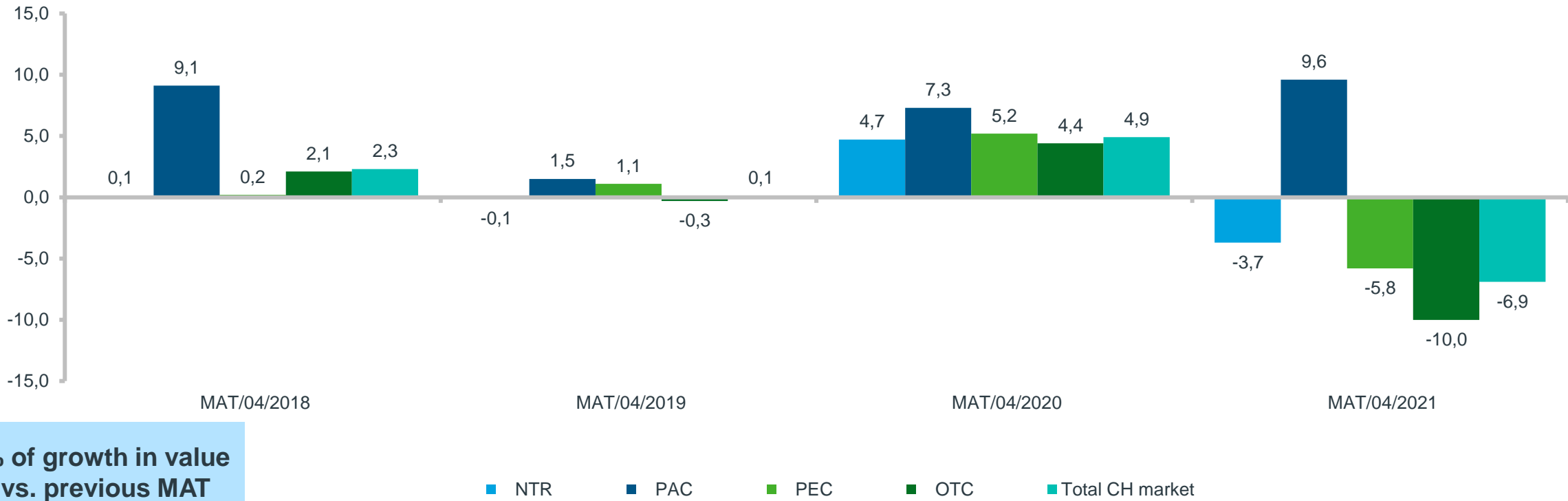
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows a decrease of -6,9%, where Patient Care is growing with 9,6%

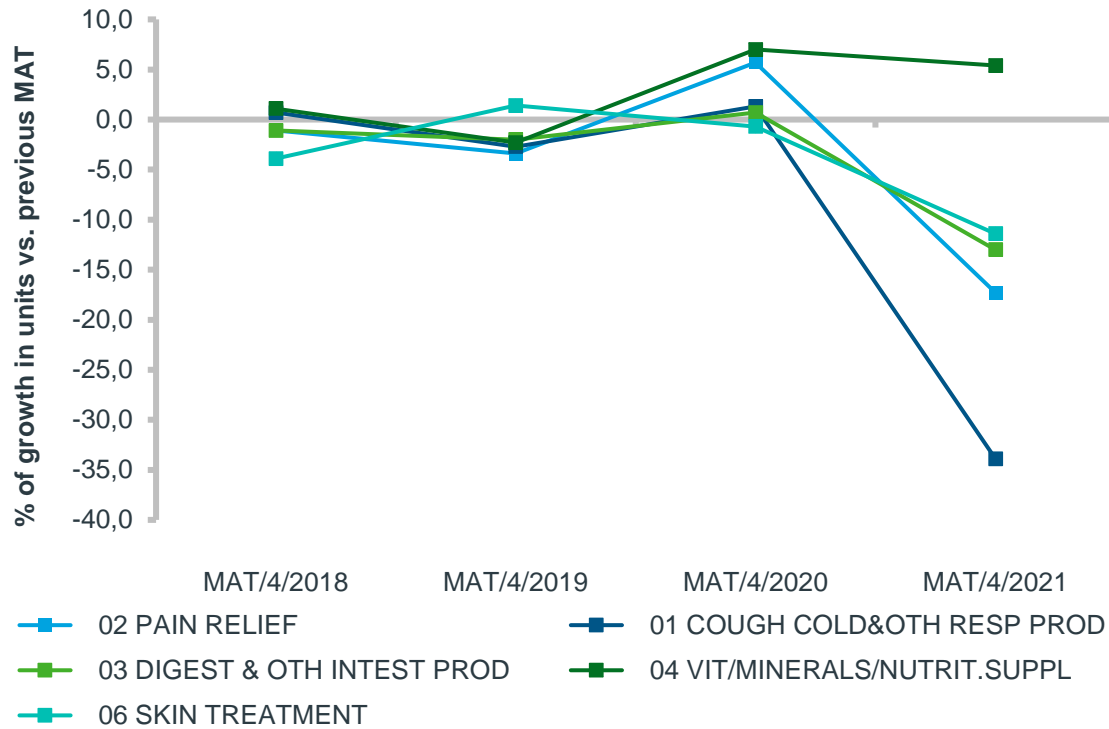
Sales Evolution – Value



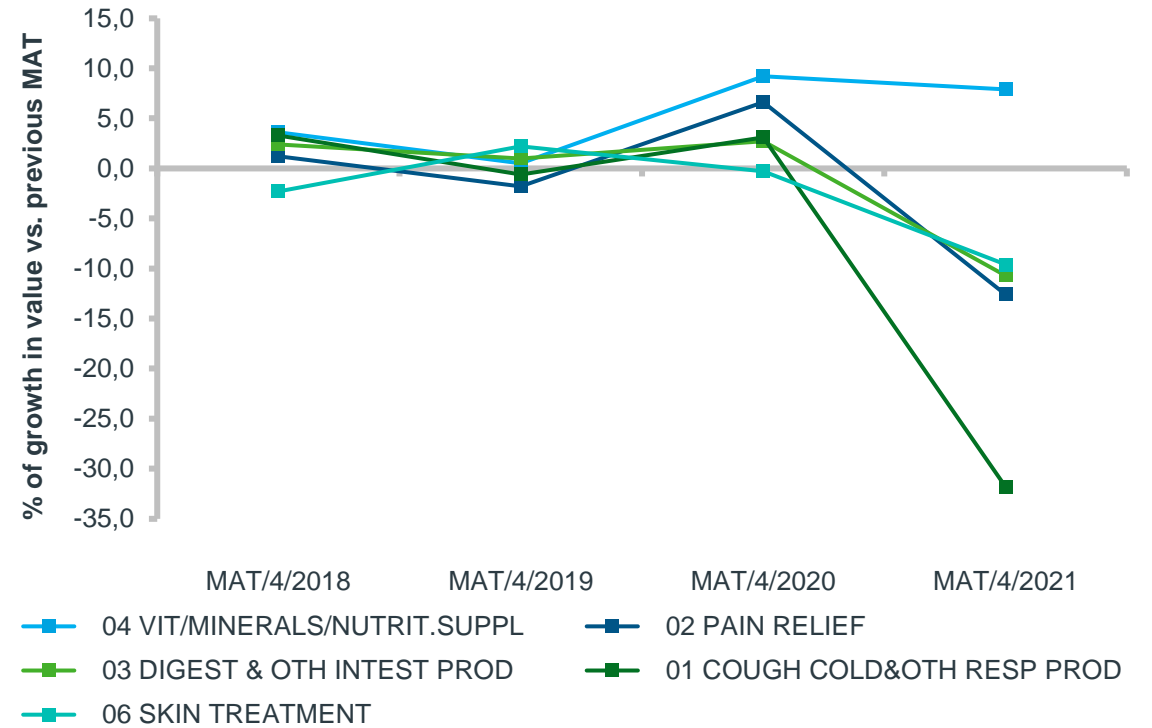
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



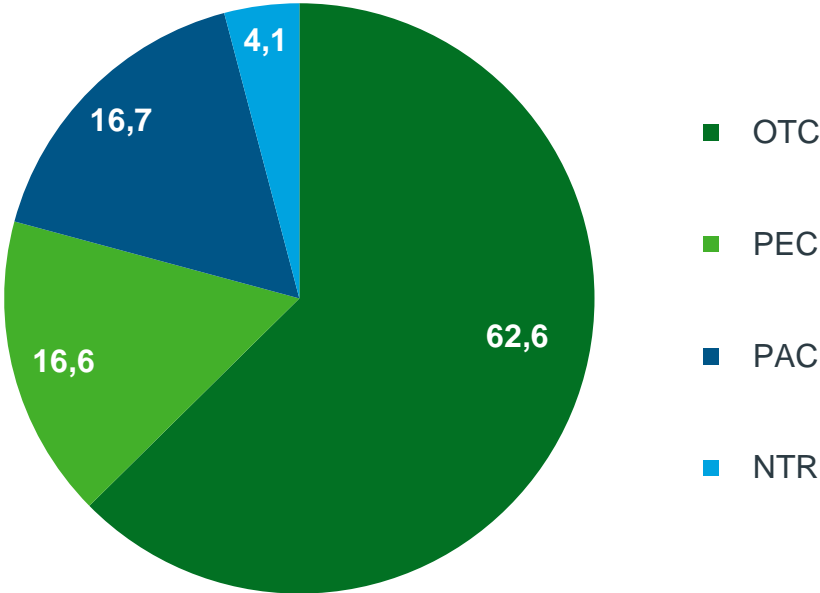
Sales Evolution – Value



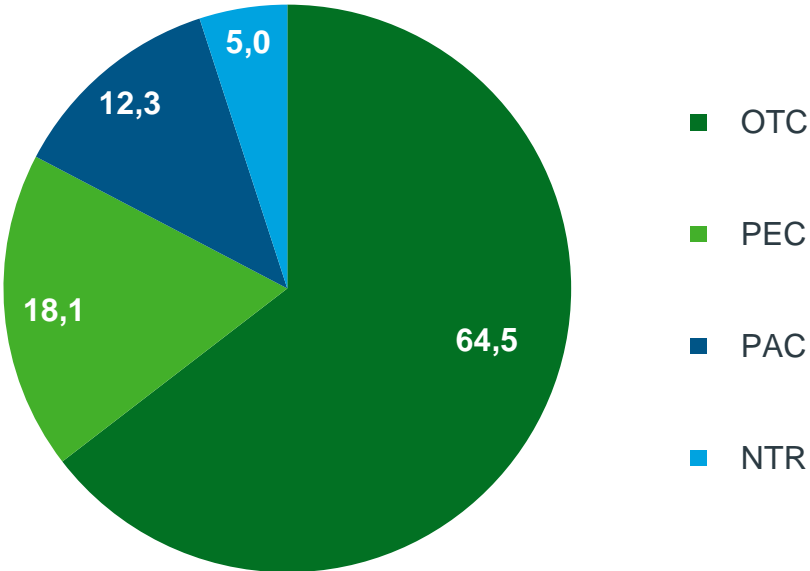
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 62,6% in units and 64,5% in value of the total CH market

Market Share in Units – MAT/04/2021



Market Share in Value – MAT/04/2021



Source: IQVIA – CH Audits – Selling Out data

The top 10 best selling OTC2 classes in CH in units and value

Top 10 Best Selling OTC2 classes in units	Units abs. MAT/04/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/04/2021	% of the CH Market
02A GENERAL PAIN RELIEF	15,151,804	10.1	02A GENERAL PAIN RELIEF	€ 136,773,984	7.0
01B COLD REMEDIES	7,753,553	5.2	04F MINERAL SUPPLEMENTS	€ 69,530,608	3.6
57K MISCELLANEOUS	5,098,097	3.4	01B COLD REMEDIES	€ 63,814,816	3.3
03C LAXATIVES	4,993,996	3.3	07A EYE CARE	€ 62,862,052	3.2
04E OTHER SPECIFIC VITAMINS	4,556,653	3.1	02E MUSCULAR PAIN RELIEF	€ 62,228,068	3.2
07A EYE CARE	4,227,448	2.8	35G MILK PRDS FOR CHILDREN	€ 61,571,596	3.1
01C SORE THROAT REMEDIES	3,550,399	2.4	04E OTHER SPECIFIC VITAMINS	€ 61,409,140	3.1
01A COUGH PRODUCTS	3,529,929	2.4	03C LAXATIVES	€ 60,215,164	3.1
02E MUSCULAR PAIN RELIEF	3,326,238	2.2	13A CALMING AND SLEEPING PROD	€ 48,266,144	2.5
04F MINERAL SUPPLEMENTS	3,049,317	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 43,455,588	2.2

Source: IQVIA – CH Audits – Selling Out data

The top 10 fastest growing Consumer Health classes in prescription sales in units and value

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. units (MAT/04/2021)
57	MEDICAL/SURGICAL AIDS	407,397
56	TESTS+MEASURING INSTRUMNT	150,341
04	VIT. MIN. & NUTRIT. SUPPS	38,487
13	CALM/SLEEP&MOOD ENHANC PD	17,788
53	PRDS FOR BLADDER PROBLEMS	14,093
86	HAIR PRODUCTS	5,026
66	CONTRACEPTION	1,821
70	HOUSE DISINFECTANTS ETC	1,081
44	PRESSURE SORE PREVENTION	727
34	SLIMMING AIDS	644

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/04/2021)
57	MEDICAL/SURGICAL AIDS	€ 3,002,418
04	VIT. MIN. & NUTRIT. SUPPS	€ 2,400,487
53	PRDS FOR BLADDER PROBLEMS	€ 2,097,314
56	TESTS+MEASURING INSTRUMNT	€ 1,534,043
13	CALM/SLEEP&MOOD ENHANC PD	€ 660,656
86	HAIR PRODUCTS	€ 122,387
66	CONTRACEPTION	€ 95,556
35	BABY FOODS	€ 32,118
90	BEAUTY ACCESSORIES	€ 11,292
34	SLIMMING AIDS	€ 8,541

Source: IQVIA – CH Audits – Selling Out data