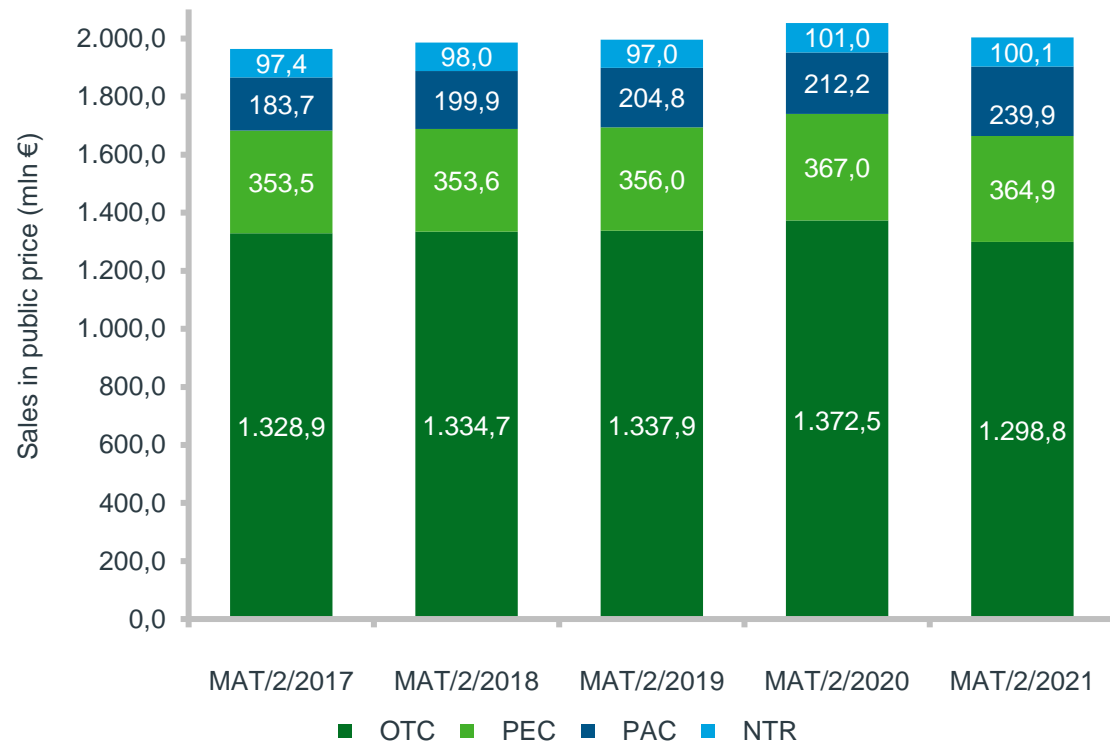
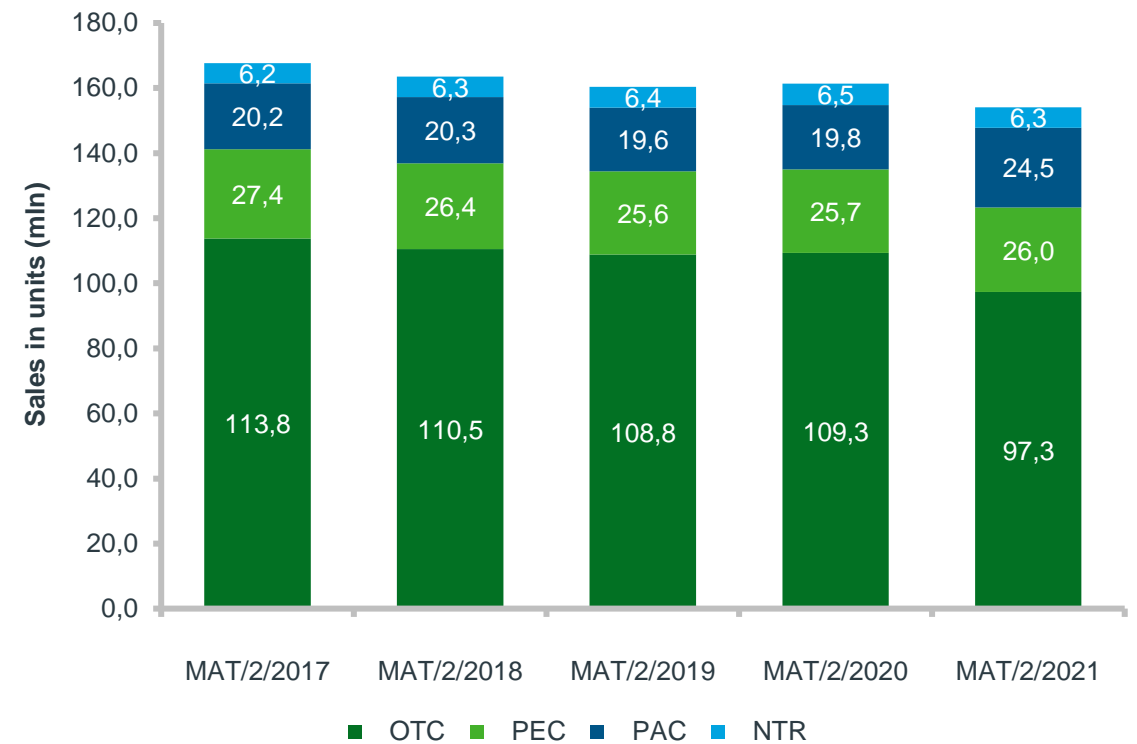


# The Belgian Consumer Health market is worth €2,00 billion

## Sales Evolution – Pub Value



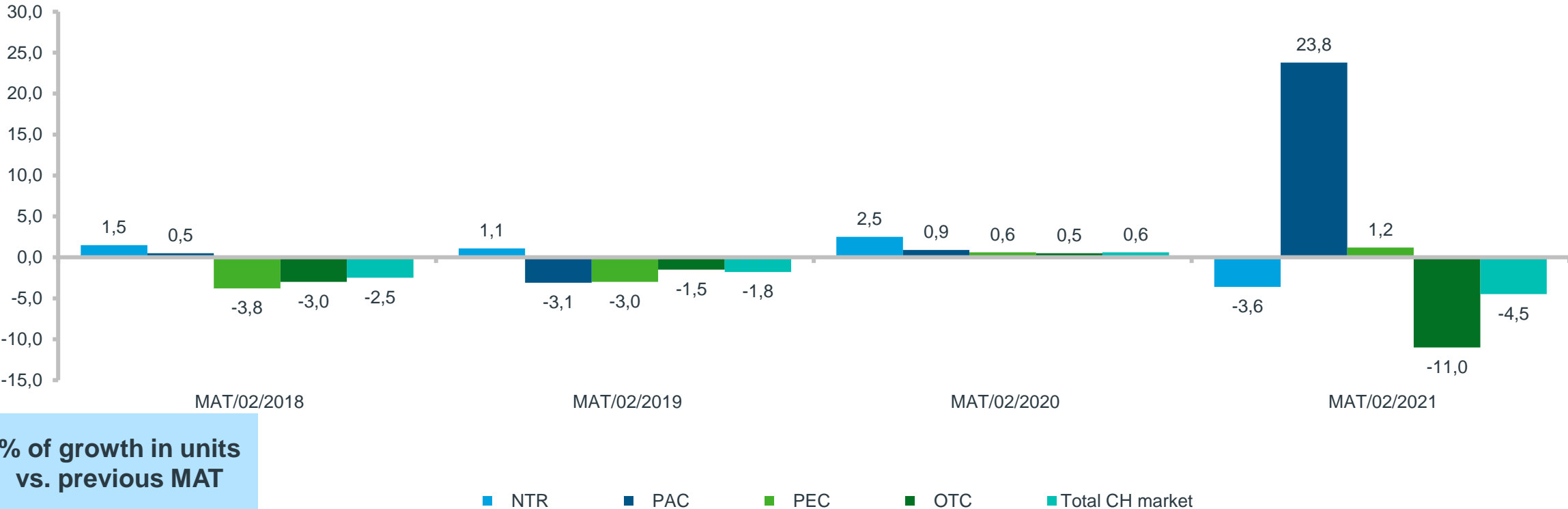
## Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows a decrease of -4,5% while the OTC segment declines with -11,0% in units

## Sales Evolution – Units

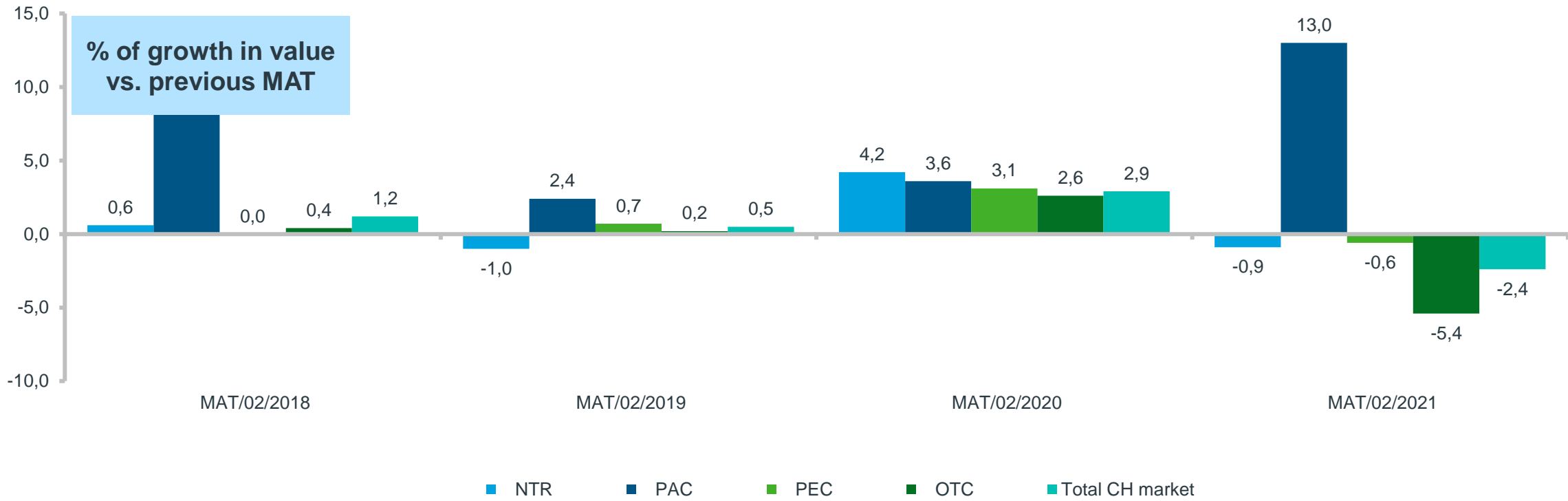


**% of growth in units vs. previous MAT**

Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows a decrease of -2,4%, where Patient Care is growing with 13,0%

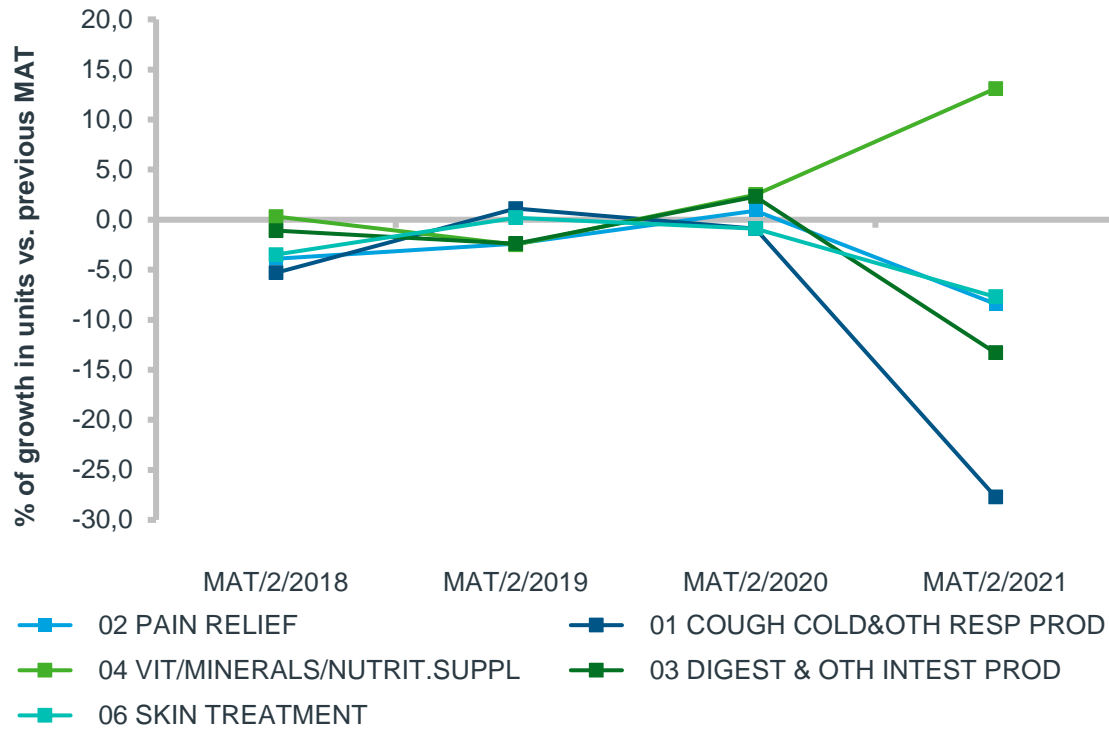
## Sales Evolution – Value



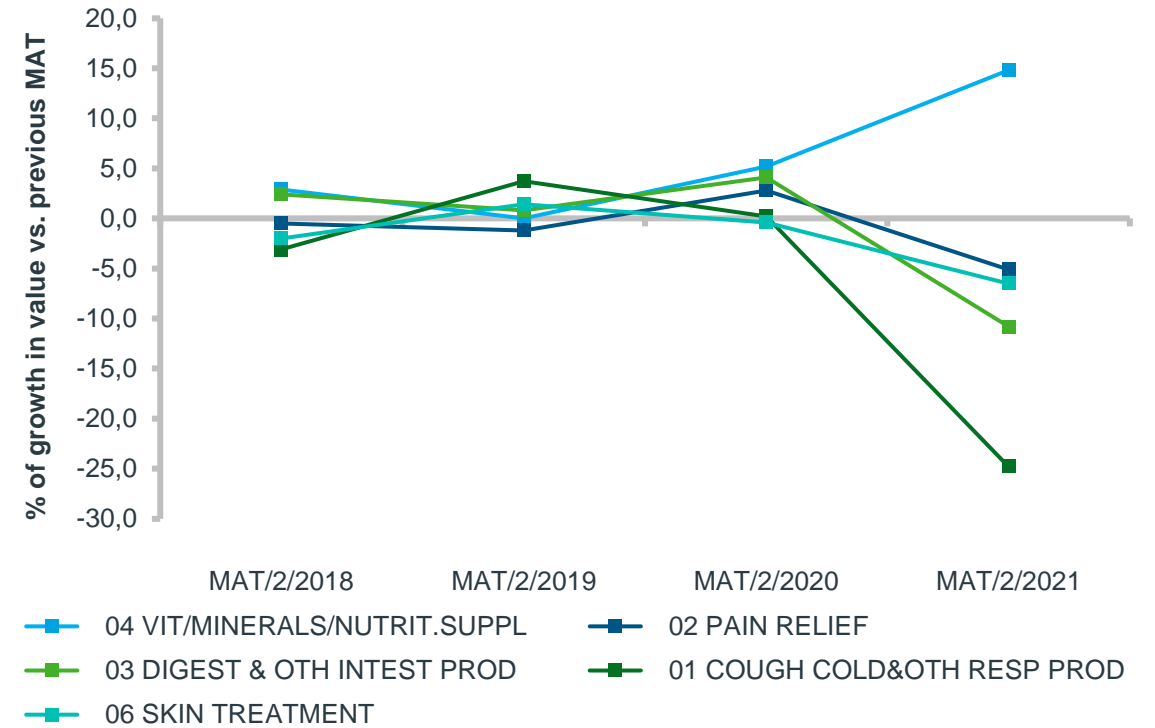
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



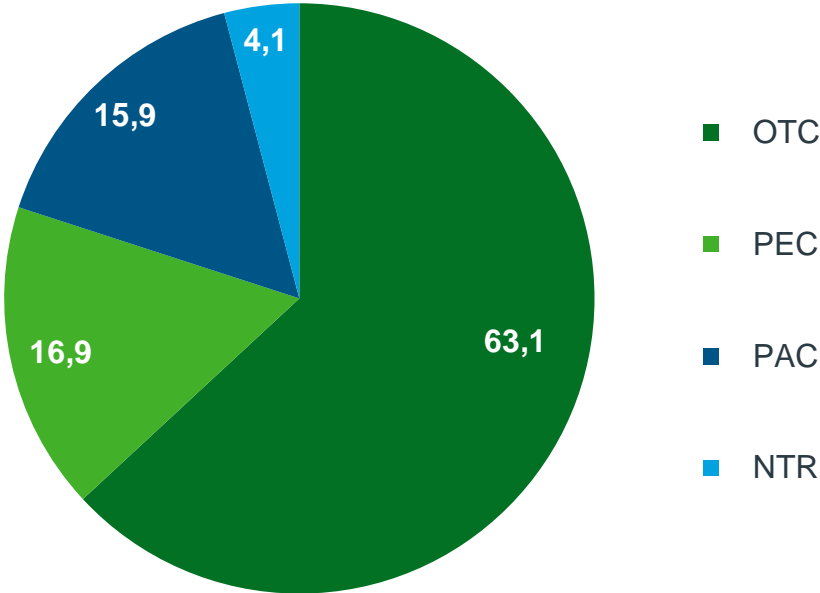
## Sales Evolution – Value



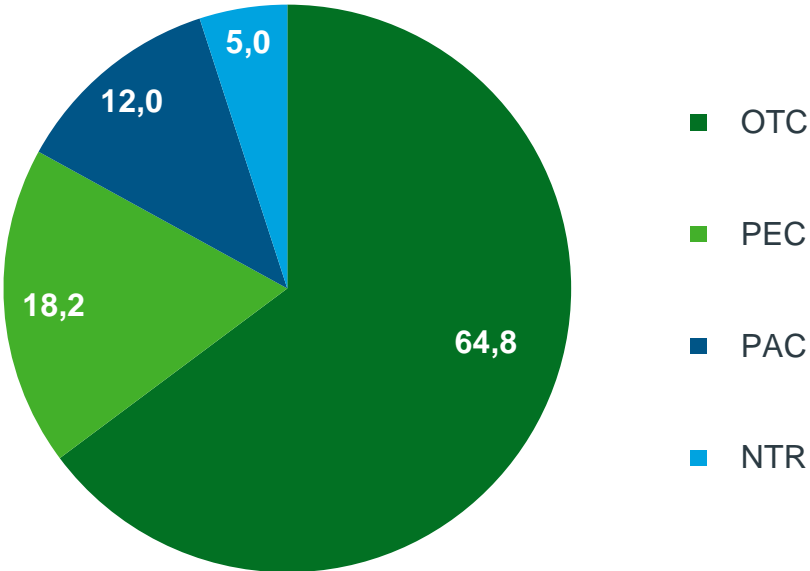
Source: IQVIA – CH Audits – Selling Out data

# OTC segment has a market share of 63,1% in units and 64,8% in value of the total CH market

Market Share in Units – MAT/02/2021



Market Share in Value – MAT/02/2021



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/02/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/02/2021	% of the CH Market
02A GENERAL PAIN RELIEF	16,403,428	10.6	02A GENERAL PAIN RELIEF	€ 148,266,816	7.4
01B COLD REMEDIES	8,140,979	5.3	04F MINERAL SUPPLEMENTS	€ 70,098,840	3.5
03C LAXATIVES	5,000,015	3.2	01B COLD REMEDIES	€ 67,728,576	3.4
57K MISCELLANOUS	4,981,461	3.2	07A EYE CARE	€ 63,505,452	3.2
04E OTHER SPECIFIC VITAMINS	4,520,450	2.9	35G MILK PRDS FOR CHILDREN	€ 62,740,656	3.1
07A EYE CARE	4,288,640	2.8	02E MUSCULAR PAIN RELIEF	€ 62,120,620	3.1
01C SORE THROAT REMEDIES	3,999,242	2.6	03C LAXATIVES	€ 59,835,048	3.0
01A COUGH PRODUCTS	3,996,173	2.6	04E OTHER SPECIFIC VITAMINS	€ 59,791,560	3.0
02E MUSCULAR PAIN RELIEF	3,324,549	2.2	13A CALMING AND SLEEPING PROD	€ 47,488,940	2.4
04F MINERAL SUPPLEMENTS	3,087,536	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 43,161,180	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/01/2021)
57	MEDICAL/SURGICAL AIDS	359,837
53	PRDS FOR BLADDER PROBLEMS	42,584
56	TESTS+MEASURING INSTRUMNT	33,189
85	PERSONAL HYGIENE	7,150
70	HOUSE DISINFECTANTS ETC	4,214
35	BABY FOODS	3,664
32	GLUTEN-FREE&LOW PROT.PRDS	1,896
34	SLIMMING AIDS	677
44	PRESSURE SORE PREVENTION	576
63	CONTACT LENS/GLASSES/ACCE	96

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/01/2021)
53	PRDS FOR BLADDER PROBLEMS	€ 3,731,035
57	MEDICAL/SURGICAL AIDS	€ 1,990,243
56	TESTS+MEASURING INSTRUMNT	€ 673,536
35	BABY FOODS	€ 297,093
55	INJECTION DEVICES	€ 42,382
70	HOUSE DISINFECTANTS ETC	€ 22,564
90	BEAUTY ACCESSORIES	€ 9,759
32	GLUTEN-FREE&LOW PROT.PRDS	€ 9,672
44	PRESSURE SORE PREVENTION	€ 6,695
34	SLIMMING AIDS	€ 6,401

Source: IQVIA – CH Audits – Selling Out data