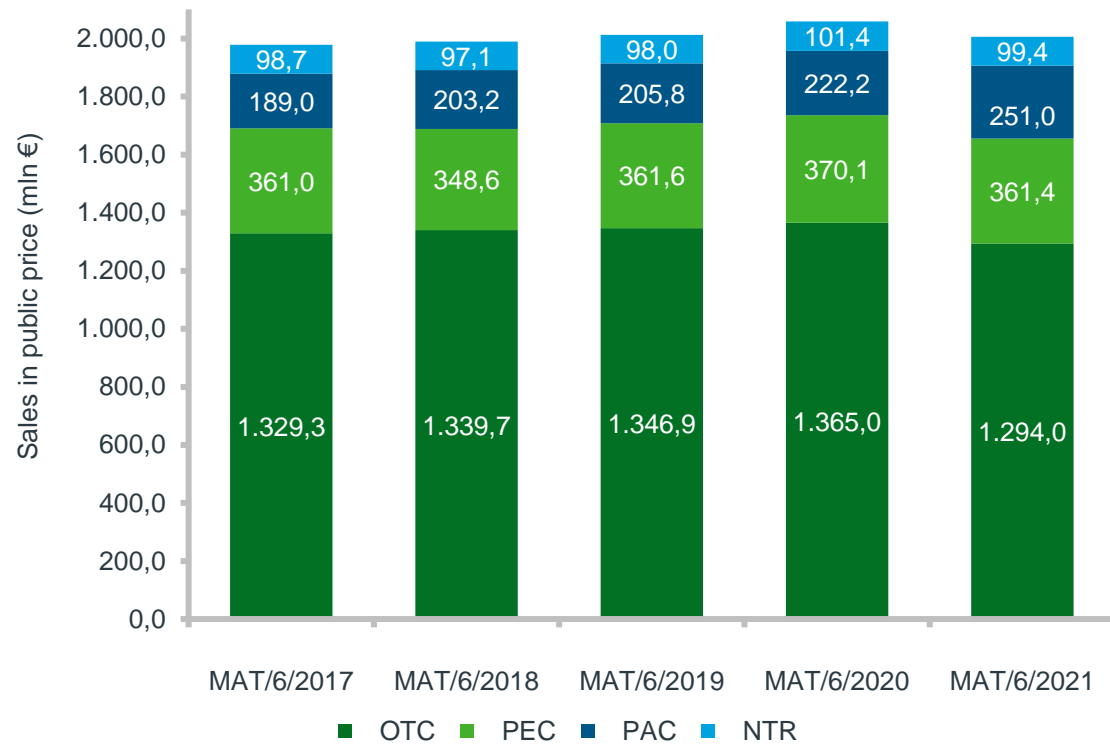
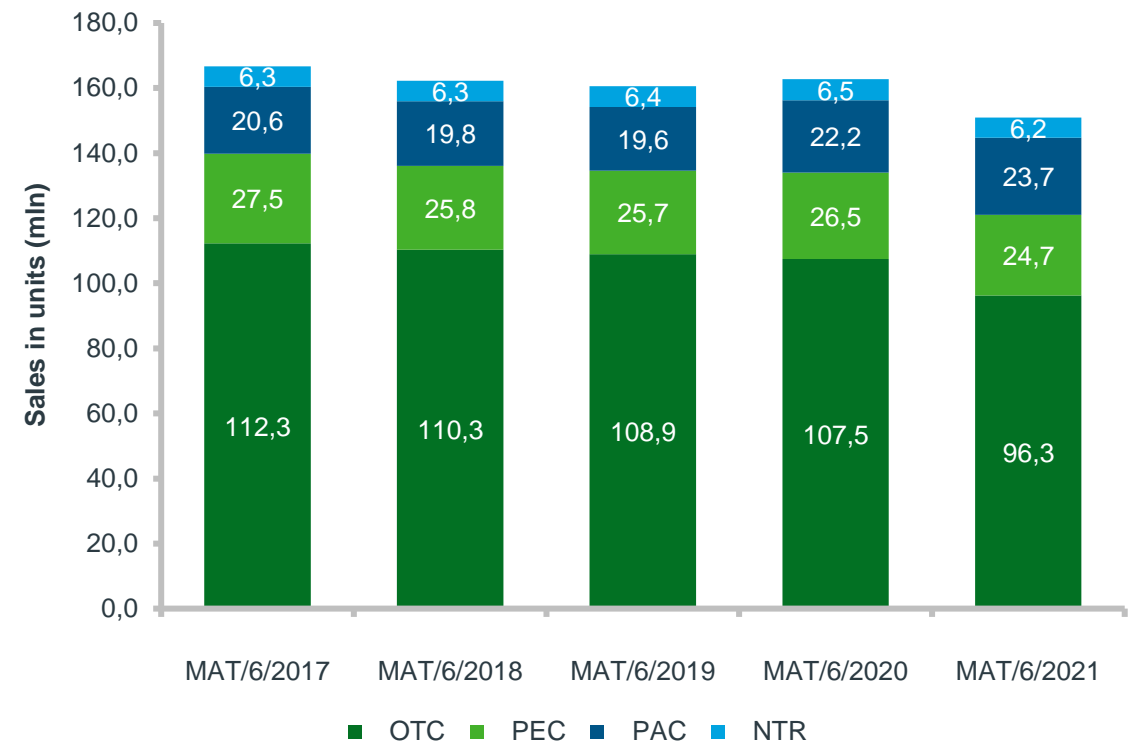


The Belgian Consumer Health market is worth €2,01 billion

Sales Evolution – Pub Value



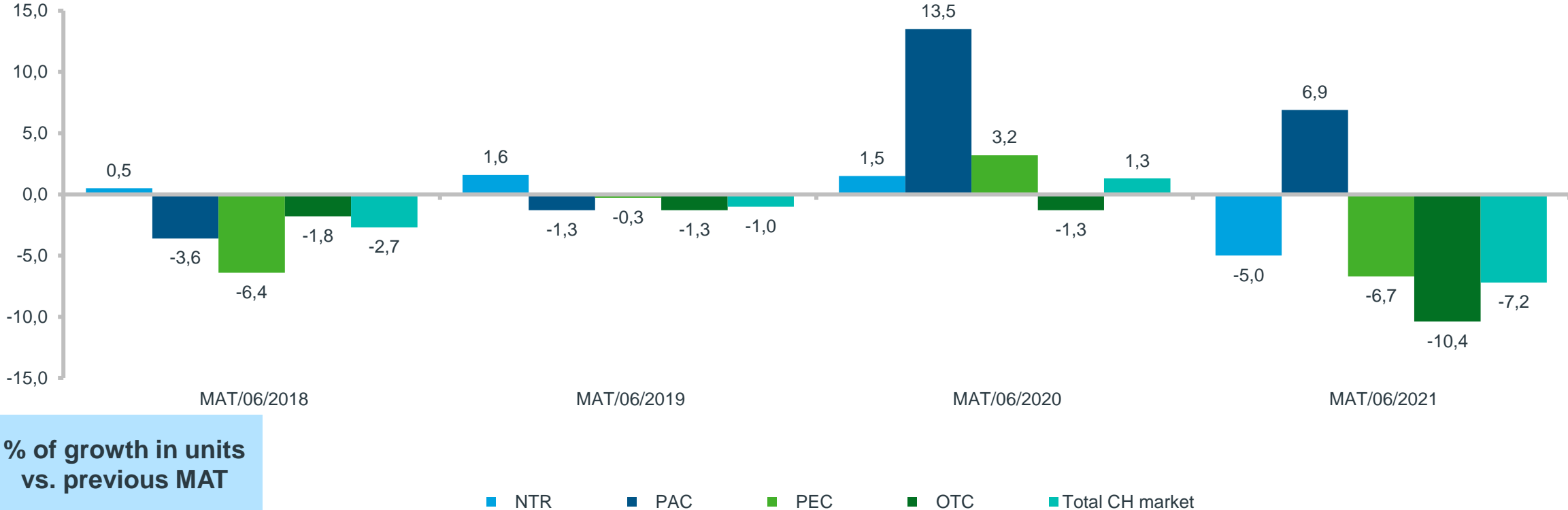
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -7,2% while the OTC segment declines with -10,4% in units

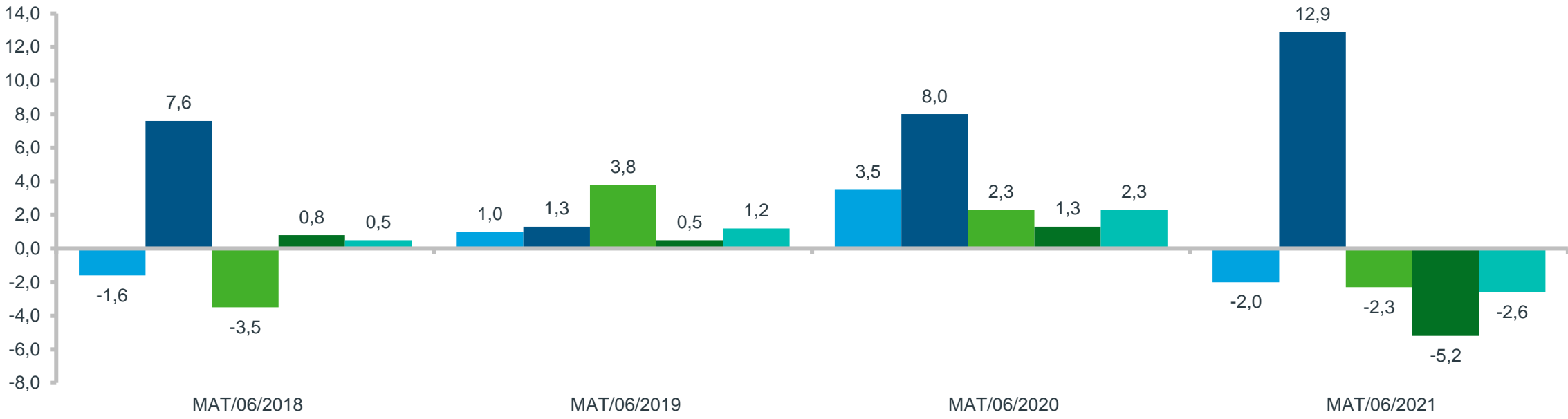
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows a decrease of -2,6%, where Patient Care is growing with 12,9%

Sales Evolution – Value



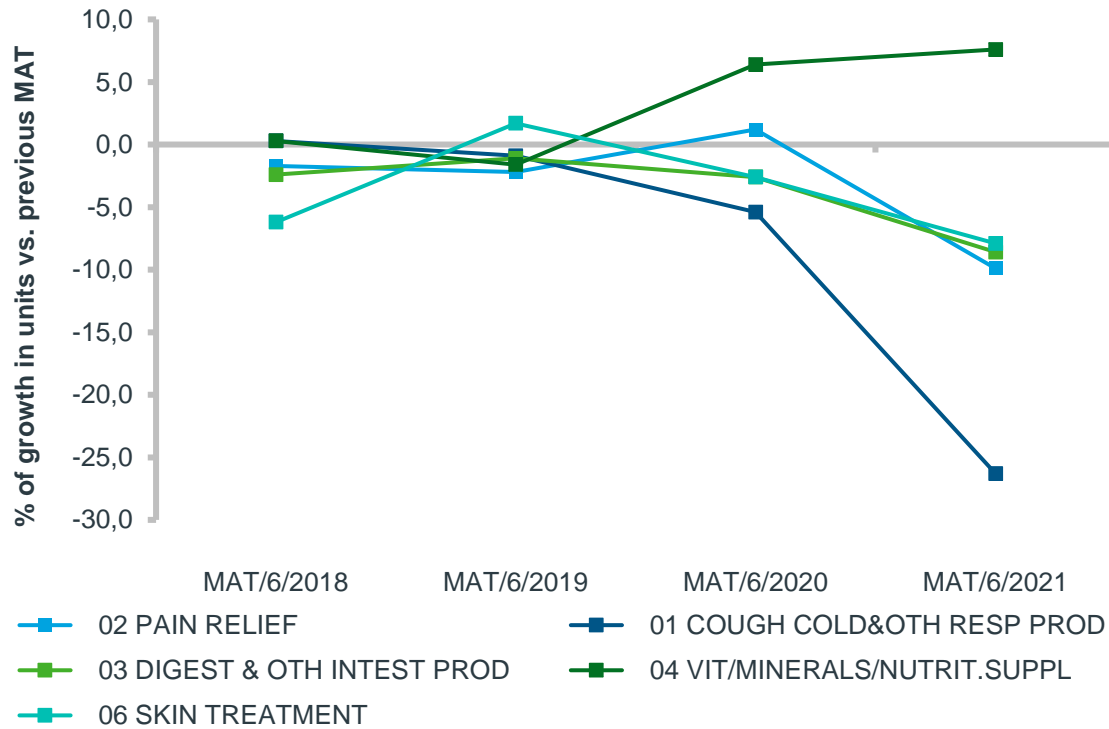
% of growth in value vs. previous MAT

■ NTR ■ PAC ■ PEC ■ OTC ■ Total CH market

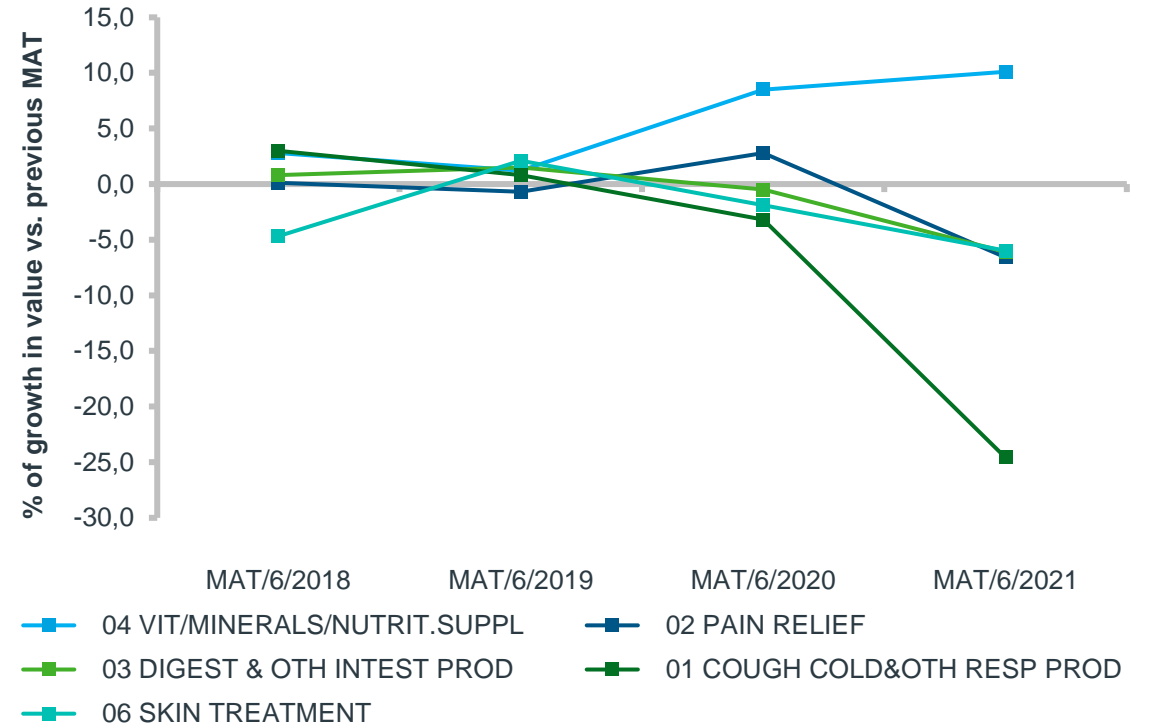
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



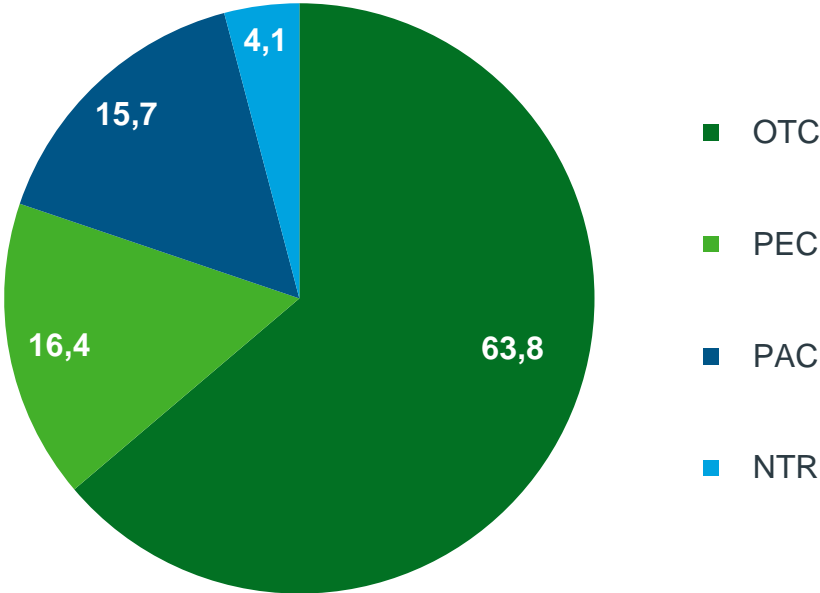
Sales Evolution – Value



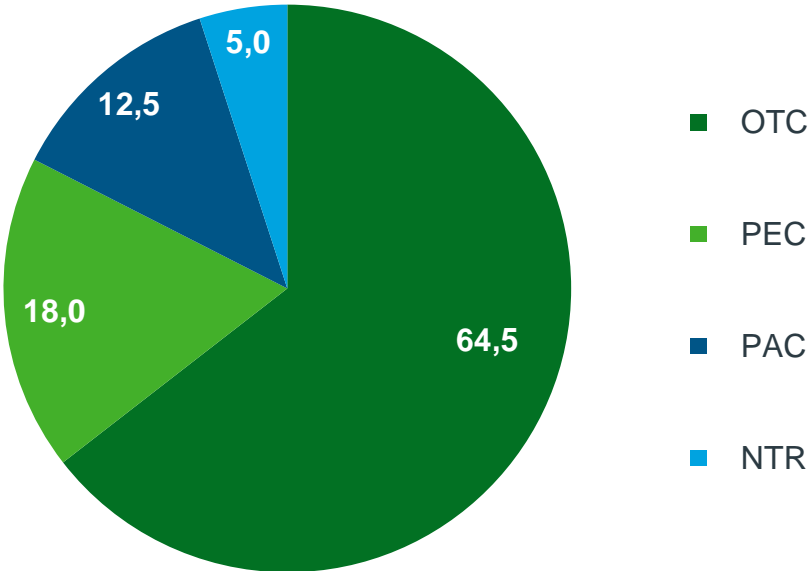
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 63,8% in units and 64,5% in value of the total CH market

Market Share in Units – MAT/06/2021



Market Share in Value – MAT/06/2021



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/06/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/06/2021	% of the CH Market
02A GENERAL PAIN RELIEF	16,088,509	10.7	02A GENERAL PAIN RELIEF	€ 145,141,136	7.2
01B COLD REMEDIES	8,123,906	5.4	04F MINERAL SUPPLEMENTS	€ 70,438,544	3.5
03C LAXATIVES	5,026,671	3.3	01B COLD REMEDIES	€ 66,866,044	3.3
04E OTHER SPECIFIC VITAMINS	4,677,568	3.1	07A EYE CARE	€ 64,373,232	3.2
07A EYE CARE	4,321,157	2.9	04E OTHER SPECIFIC VITAMINS	€ 63,602,428	3.2
01A COUGH PRODUCTS	3,816,348	2.5	02E MUSCULAR PAIN RELIEF	€ 62,559,848	3.1
01C SORE THROAT REMEDIES	3,726,033	2.5	35G MILK PRDS FOR CHILDREN	€ 62,062,476	3.1
02E MUSCULAR PAIN RELIEF	3,338,822	2.2	03C LAXATIVES	€ 60,963,188	3.0
04F MINERAL SUPPLEMENTS	3,080,430	2.0	13A CALMING AND SLEEPING PROD	€ 49,597,636	2.5
35G MILK PRDS FOR CHILDREN	3,017,483	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 43,948,844	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/05/2021)
57	MEDICAL/SURGICAL AIDS	390,824
56	TESTS+MEASURING INSTRUMNT	268,903
04	VIT. MIN. & NUTRIT. SUPPS	181,652
13	CALM/SLEEP&MOOD ENHANC PD	42,999
12	URINARY AND REPRODUCT CAR	22,043
53	PRDS FOR BLADDER PROBLEMS	14,873
86	HAIR PRODUCTS	11,511
66	CONTRACEPTION	2,784
32	GLUTEN-FREE&LOW PROT.PRDS	1,413
34	SLIMMING AIDS	805

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/05/2021)
04	VIT. MIN. & NUTRIT. SUPPS	€ 4,806,700
57	MEDICAL/SURGICAL AIDS	€ 2,724,010
56	TESTS+MEASURING INSTRUMNT	€ 2,642,001
53	PRDS FOR BLADDER PROBLEMS	€ 2,021,769
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,190,688
12	URINARY AND REPRODUCT CAR	€ 464,662
86	HAIR PRODUCTS	€ 256,441
83	UNISEX BEAUTY PRODUCTS	€ 207,359
35	BABY FOODS	€ 170,564
66	CONTRACEPTION	€ 154,654

Source: IQVIA – CH Audits – Selling Out data