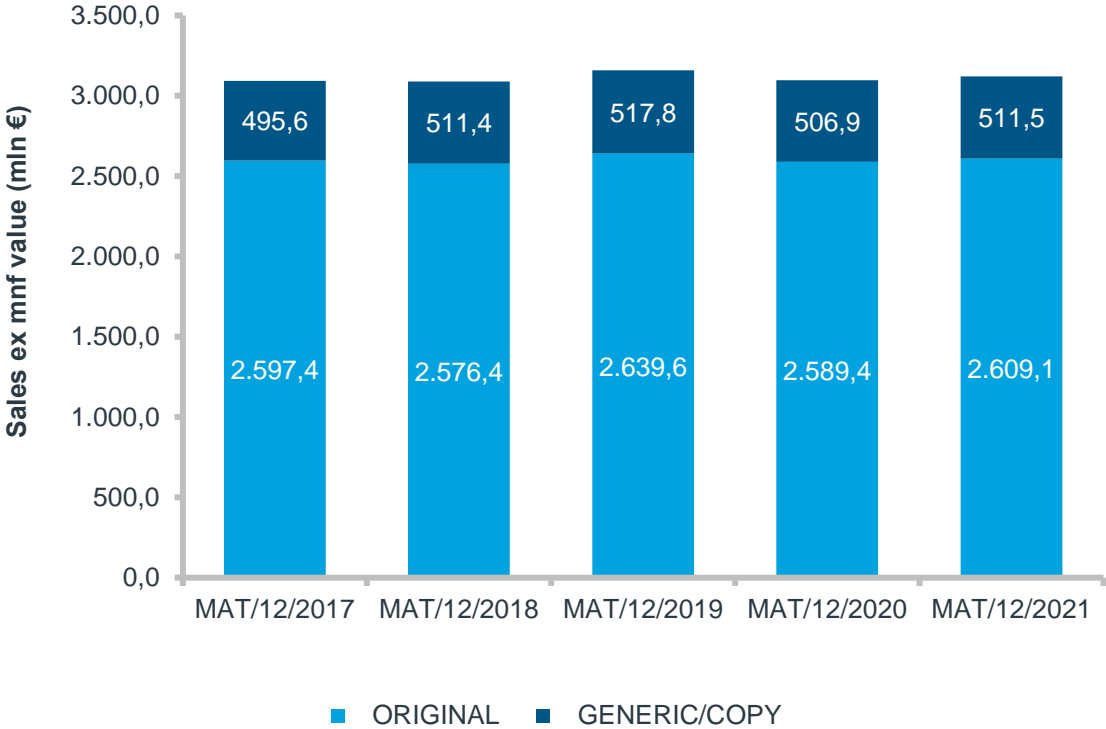


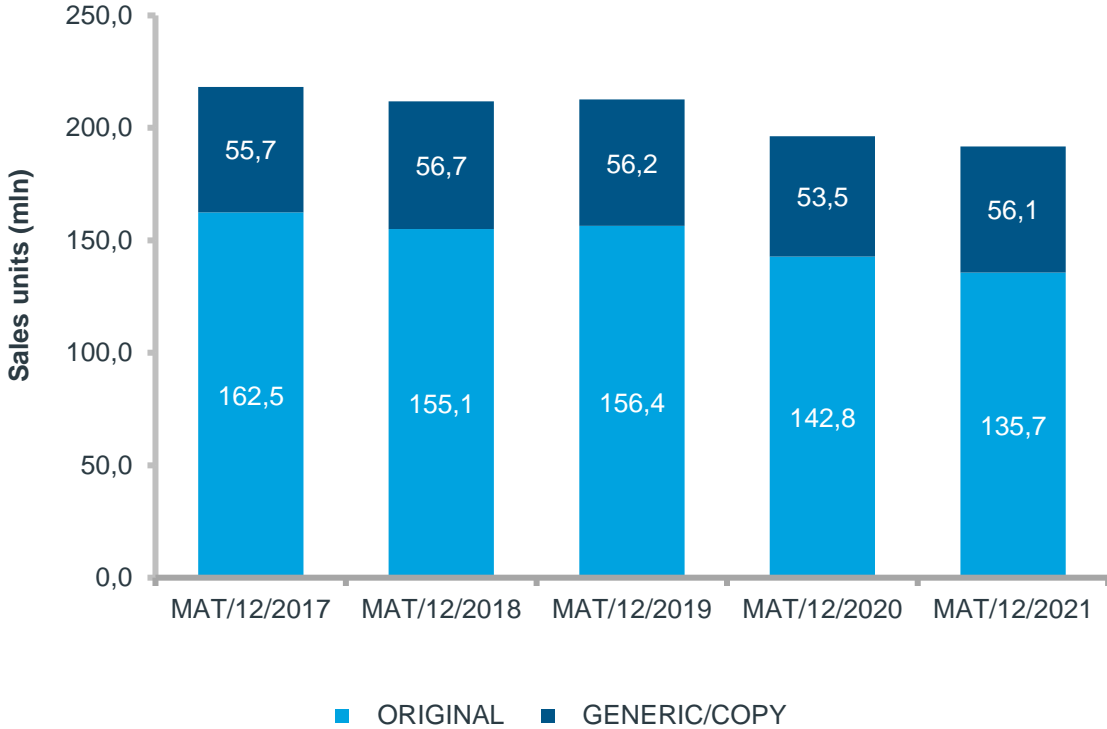
The Belgian retail market is worth €3,12 billion

It increases in value, and declines in units for the current MAT

Sales Evolution – Value ex-mnf



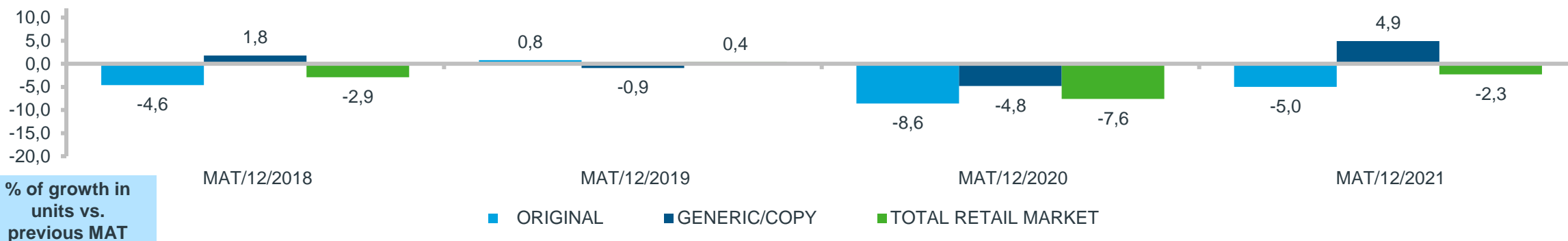
Sales Evolution – Units



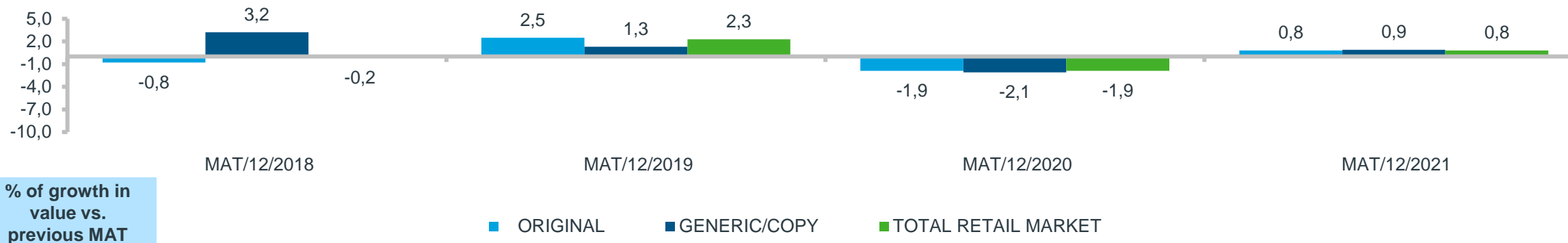
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows a decrease of -2,3%, where the generic/copy shows an increase of 4,9% (Sales Evolution – Units)



In value, the total retail grows with 0,8%, while the generic/copy market also shows an increase of 0,9% (Sales Evolution – Value)



Source: IQVIA – LMPB services – Selling In data

The top 10 best selling ATC classes in retail in units and value (registered products)

Top 10 Best Selling ATC classes in retail	Units abs. MAT/12/2021	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/12/2021	% of BE Retail Market
N02 ANALGESIQUES	22,239,050	11.6	L04 IMMUNOSUPPRESSEURS	333,712,000	10.7
N05 PSYCHOLEPTIQUES	13,580,812	7.1	B01 THROMBOLYTIQUES	265,570,880	8.5
A02 A-ACID.A-FLATUL.A-ULCER.	9,868,849	5.1	A10 ANTIDIABETIQUES	204,109,600	6.5
A10 ANTIDIABETIQUES	7,964,781	4.2	R03 ANTIASTHM & COPD PRDTS	197,771,552	6.3
R01 ANTIINF DECONGEST RHINO	7,403,191	3.9	N02 ANALGESIQUES	150,112,432	4.8
N06 PSYCHO ANALEPTIQUES	7,184,034	3.7	N05 PSYCHOLEPTIQUES	145,616,080	4.7
C09 PROD ACT SYS RENIN-ANGIO	6,120,487	3.2	J05 ANTIVIRAUX SYSTEMIQUES	134,832,656	4.3
M01 ANTIINFLAM ANTIRHUMAT VG	6,101,821	3.2	C09 PROD ACT SYS RENIN-ANGIO	131,209,904	4.2
J01 ANTIBACTERIENS SYSTEMIQ.	5,962,948	3.1	C10 PR.LIPID-REGUL.A-ATHEROM	99,509,480	3.2
R03 ANTIASTHM & COPD PRDTS	5,751,075	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	95,776,920	3.1

Source: IQVIA – LMPB services – Selling In data

The top 10 fastest growing ATC in units and value (in absolute growth, registered products)

Fastest Growing ATC in Units	Units abs. MAT/12/2021	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/12/2021	Absolute Growth in value
M01 ANTIINFLAM ANTIRHUMAT VG	6,101,821	262,557	A10 ANTIDIABETIQUES	€ 204,109,600	20,945,600
N06 PSYCHO ANALEPTIQUES	7,184,034	228,564	N02 ANALGESIQUES	€ 150,112,432	10,981,056
C10 PR.LIPID-REGUL.A-ATHEROM	5,732,056	216,165	R03 ANTIASTHM & COPD PRDTS	€ 197,771,552	10,120,960
A10 ANTIDIABETIQUES	7,964,781	185,389	B02 AUT PROD SYST COAG SGNET	€ 53,282,272	10,040,132
S01 PRDT OPHTALMOLOGIQUES	5,053,276	138,560	B01 THROMBOLYTIQUES	€ 265,570,880	9,541,056
G04 UROLOGIE	3,128,694	134,474	D05 PRD NN STER TR.INFL.CUT.	€ 48,902,536	8,108,660
R03 ANTIASTHM & COPD PRDTS	5,751,075	105,033	L04 IMMUNOSUPPRESSEURS	€ 333,712,000	6,260,960
R06 ANTIHISTAMINIQUES V GENER	3,673,028	67,963	S01 PRDT OPHTALMOLOGIQUES	€ 38,227,736	4,795,632
C09 PROD ACT SYS RENIN-ANGIO	6,120,487	61,849	M01 ANTIINFLAM ANTIRHUMAT VG	€ 50,367,096	3,501,628
A04 ANTIEMETIQUES.ANTINAUSEE	147,544	59,060	A11 VITAMINES	€ 34,040,464	1,837,822

Source: IQVIA – LMPB services – Selling In data