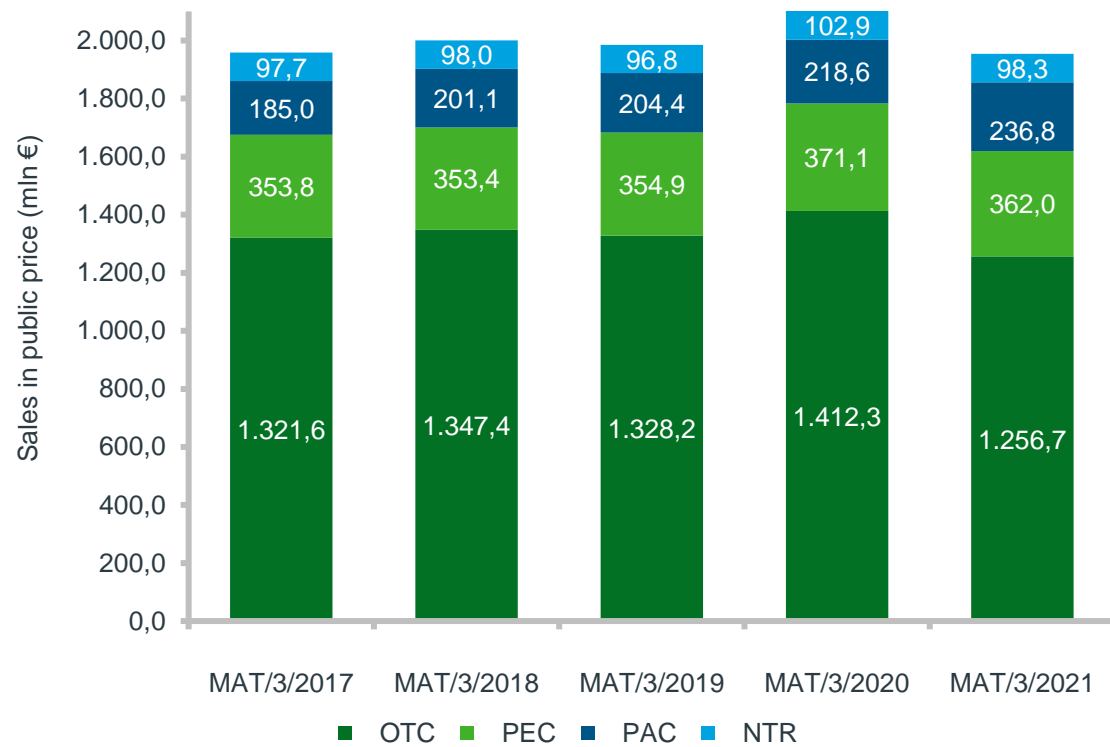
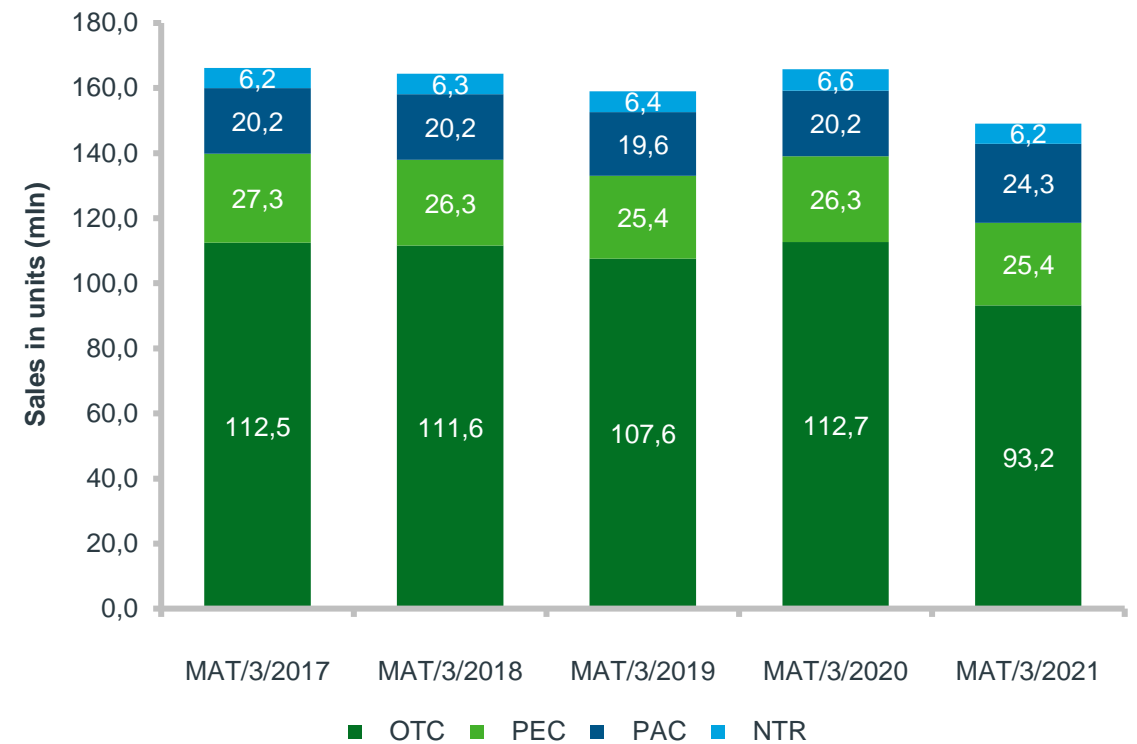


The Belgian Consumer Health market is worth €1,95 billion

Sales Evolution – Pub Value



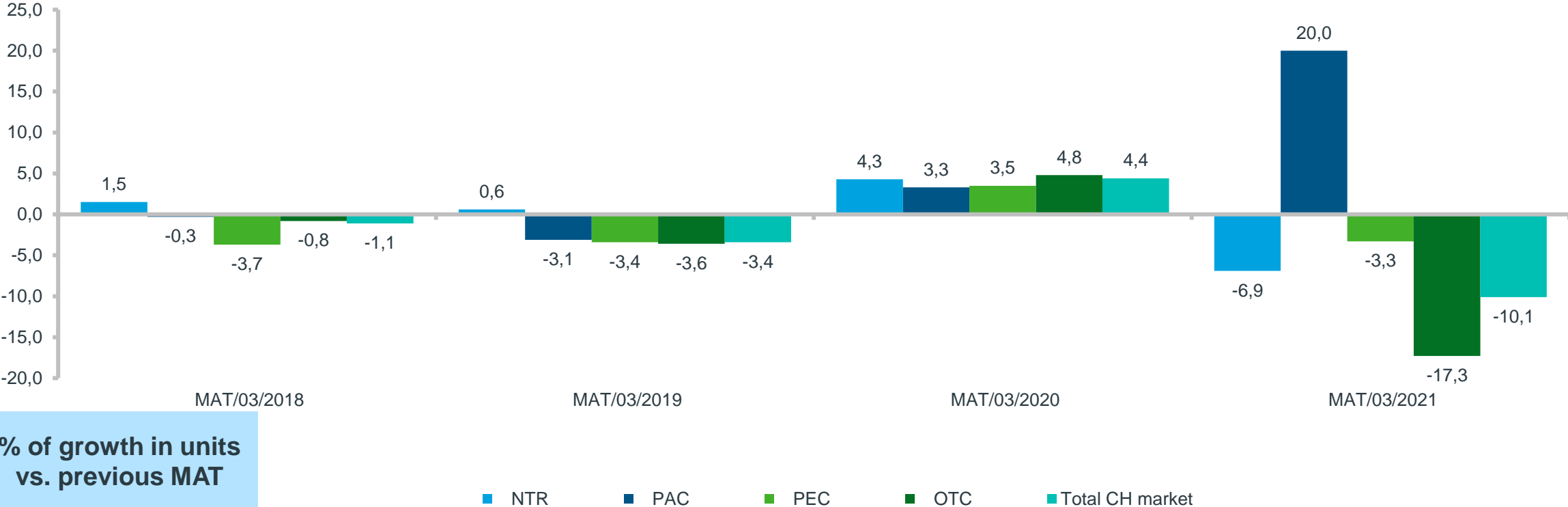
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -10,1% while the OTC segment declines with -17,3% in units

Sales Evolution – Units

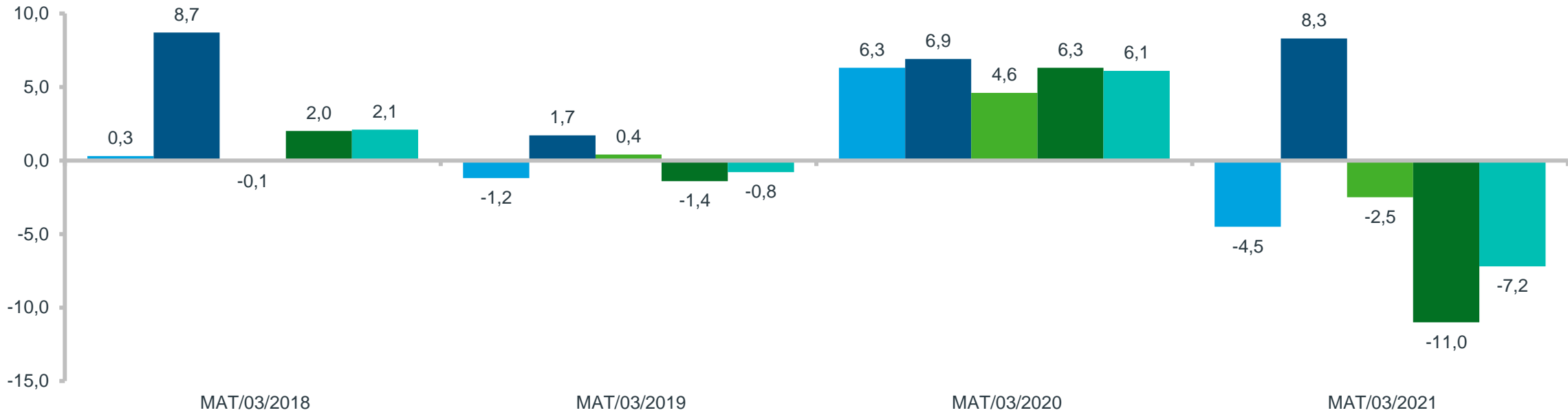


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows a decrease of -7,2%, where Patient Care is growing with 8,3%

Sales Evolution – Value



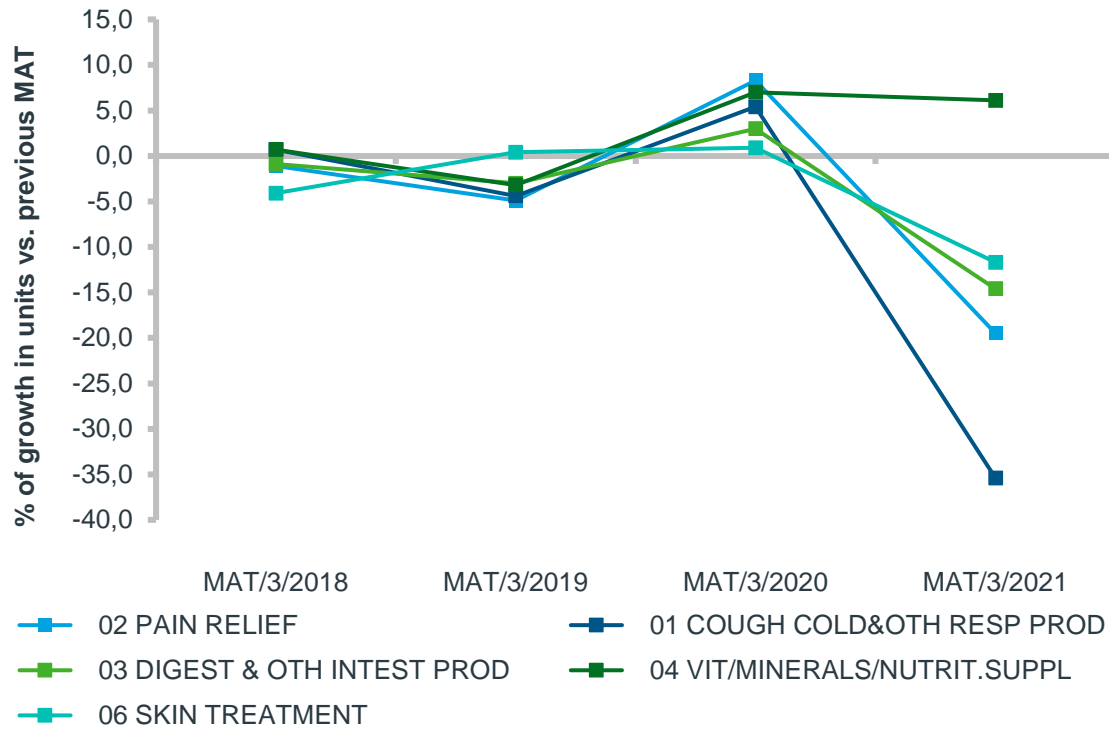
% of growth in value vs. previous MAT

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

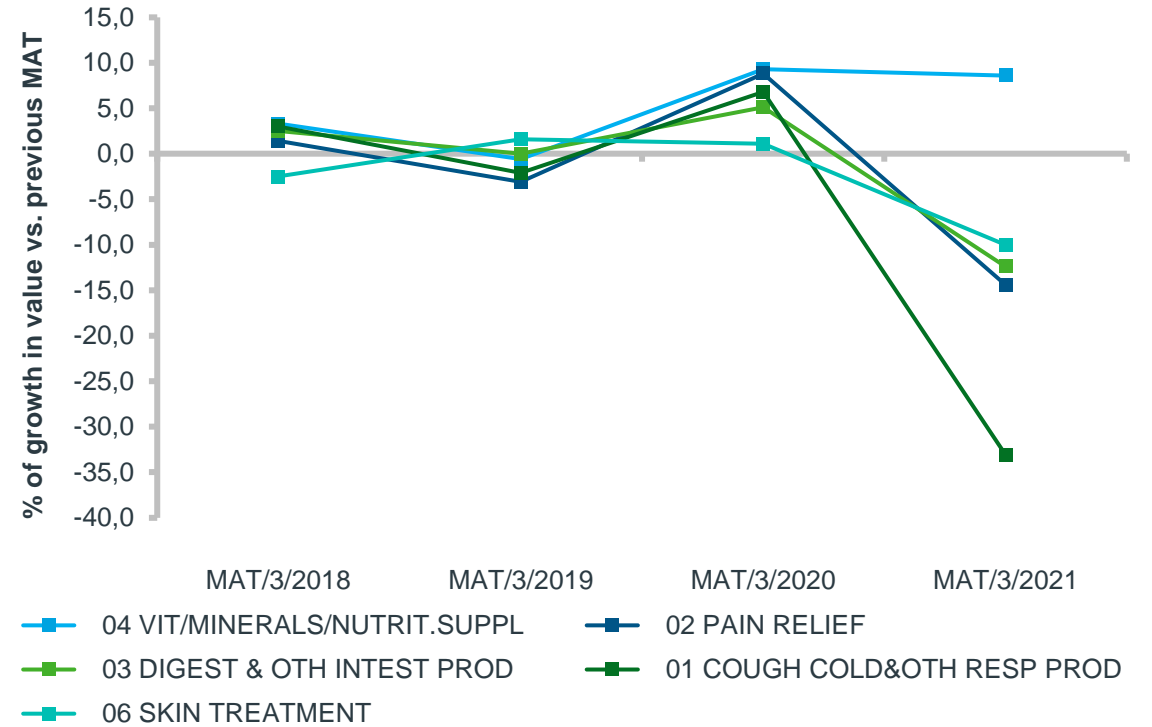
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



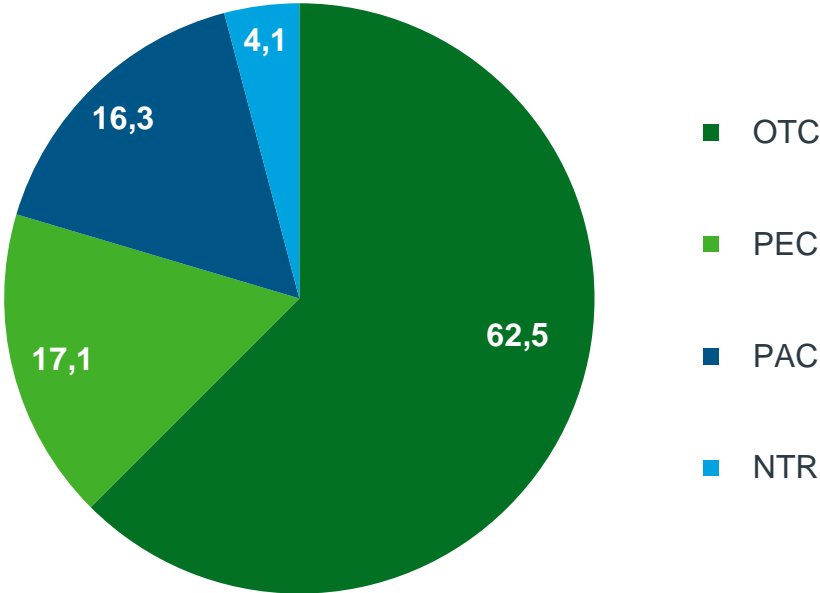
Sales Evolution – Value



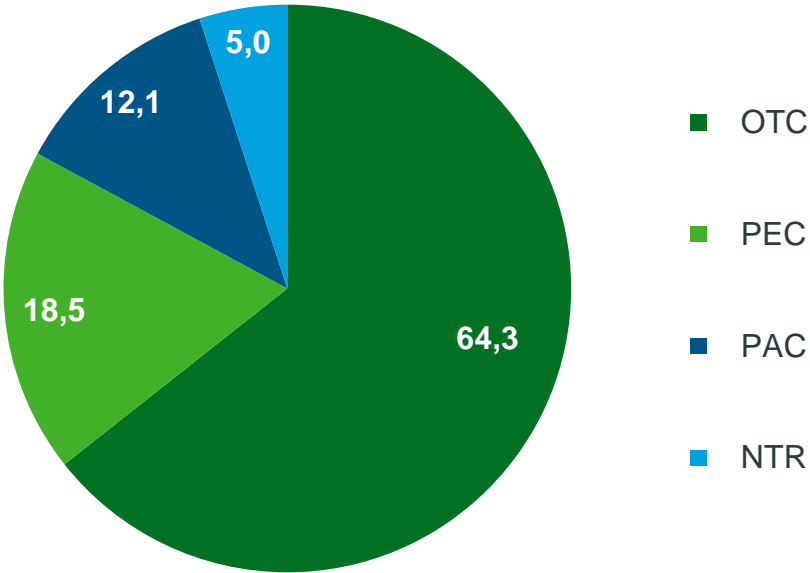
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 62,5% in units and 64,3% in value of the total CH market

Market Share in Units – MAT/03/2021



Market Share in Value – MAT/03/2021



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/03/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/03/2021	% of the CH Market
02A GENERAL PAIN RELIEF	14,919,931	10.0	02A GENERAL PAIN RELIEF	€ 134,716,976	6.9
01B COLD REMEDIES	7,651,981	5.1	04F MINERAL SUPPLEMENTS	€ 69,439,680	3.6
57K MISCELLANEOUS	5,080,268	3.4	01B COLD REMEDIES	€ 63,074,152	3.2
03C LAXATIVES	4,969,692	3.3	07A EYE CARE	€ 62,973,428	3.2
04E OTHER SPECIFIC VITAMINS	4,482,712	3.0	02E MUSCULAR PAIN RELIEF	€ 62,063,536	3.2
07A EYE CARE	4,247,467	2.8	35G MILK PRDS FOR CHILDREN	€ 61,311,712	3.1
01C SORE THROAT REMEDIES	3,559,500	2.4	04E OTHER SPECIFIC VITAMINS	€ 59,926,572	3.1
01A COUGH PRODUCTS	3,522,392	2.4	03C LAXATIVES	€ 59,663,676	3.1
02E MUSCULAR PAIN RELIEF	3,318,556	2.2	13A CALMING AND SLEEPING PROD	€ 47,682,808	2.4
04F MINERAL SUPPLEMENTS	3,053,276	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 43,337,356	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/03/2021)
57	MEDICAL/SURGICAL AIDS	394,873
53	PRDS FOR BLADDER PROBLEMS	32,647
56	TESTS+MEASURING INSTRUMNT	29,134
70	HOUSE DISINFECTANTS ETC	2,521
32	GLUTEN-FREE&LOW PROT.PRDS	1,151
44	PRESSURE SORE PREVENTION	676
34	SLIMMING AIDS	666
63	CONTACT LENS/GLASSES/ACCE	143
54	BABY DISPOSABLES & CH ENU	110
97	ALL OTH MISC PRODS	106

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/03/2021)
53	PRDS FOR BLADDER PROBLEMS	€ 3,682,356
57	MEDICAL/SURGICAL AIDS	€ 2,943,903
56	TESTS+MEASURING INSTRUMNT	€ 667,459
13	CALM/SLEEP&MOOD ENHANC PD	€ 123,098
90	BEAUTY ACCESSORIES	€ 13,191
34	SLIMMING AIDS	€ 6,097
44	PRESSURE SORE PREVENTION	€ 5,417
54	BABY DISPOSABLES & CH ENU	€ 1,851
32	GLUTEN-FREE&LOW PROT.PRDS	€ 855
39	OTH NUTRITIONAL PRODUCTS	€ 650

Source: IQVIA – CH Audits – Selling Out data