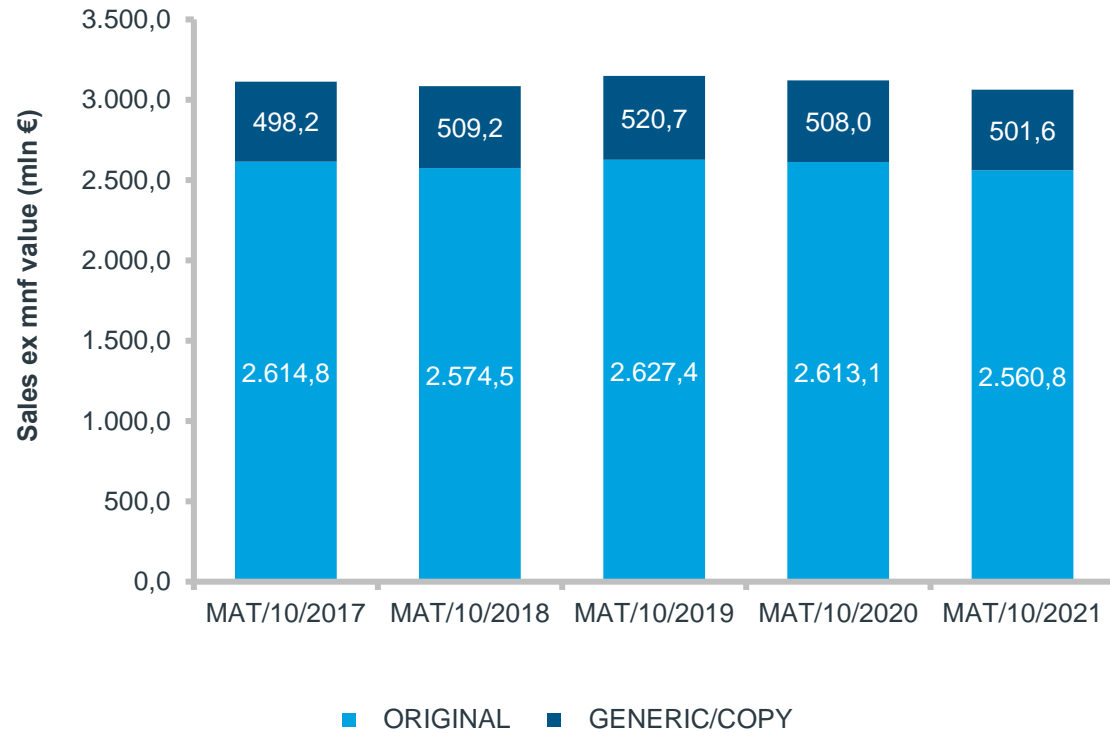


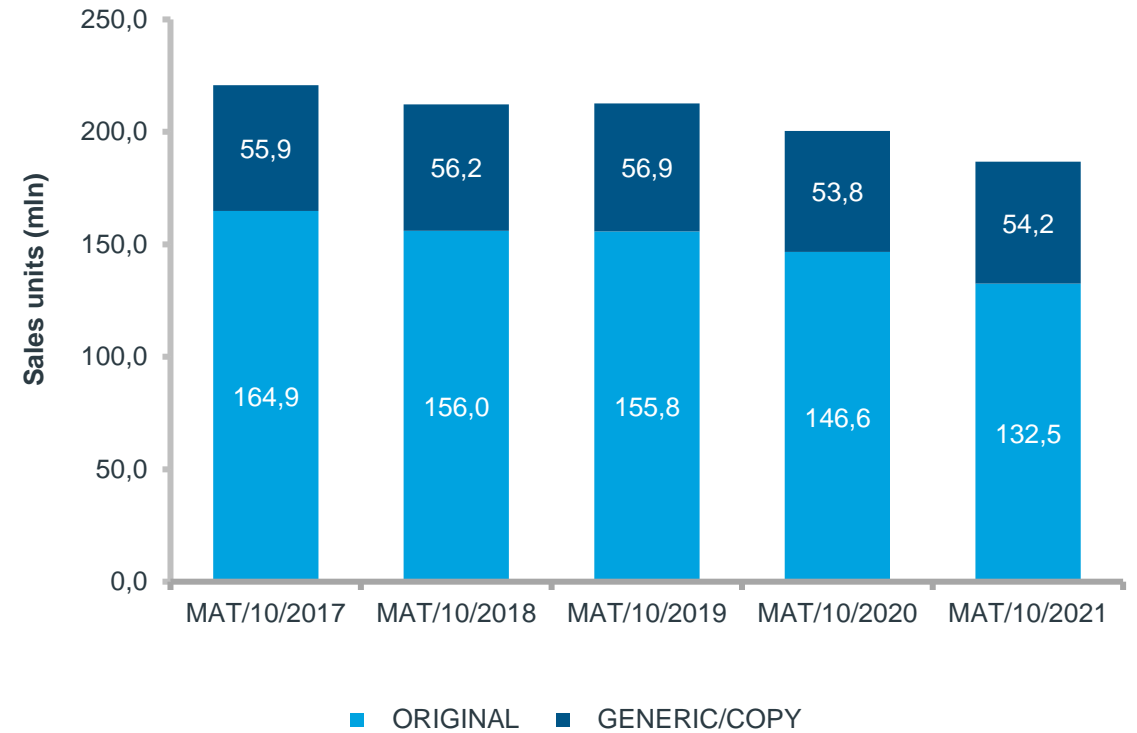
# The Belgian retail market is worth €3,06 billion

*It declines in both value, and units for the current MAT*

## Sales Evolution – Value ex-mnf



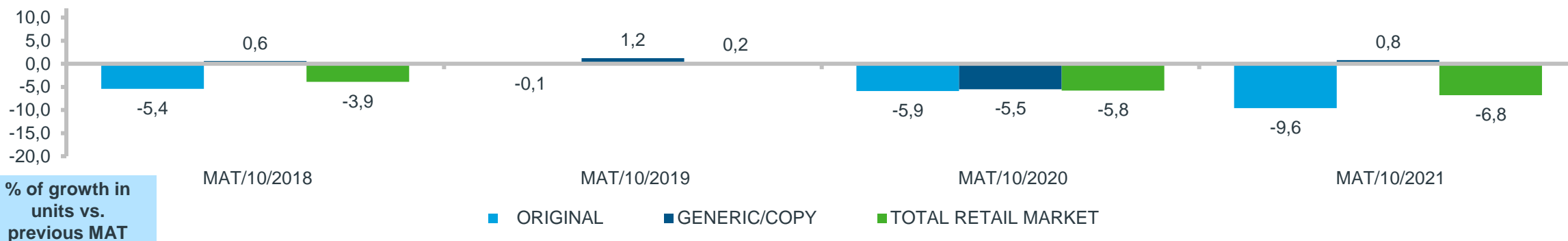
## Sales Evolution – Units



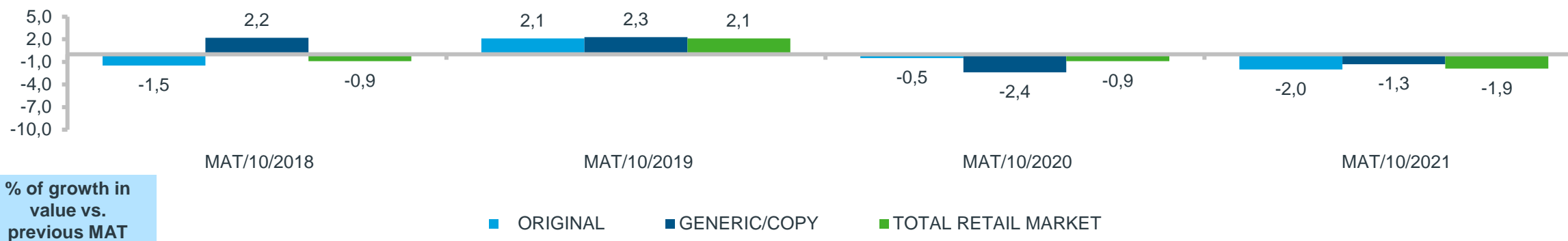
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows a decrease of -6,8%, where the generic/copy shows an increase of 0,8% (Sales Evolution – Units)



In value, the total retail declines with -1,9%, while the generic/copy market also shows a decrease of -1,3% (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/10/2021	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/10/2021	% of BE Retail Market
N02 ANALGESIQUES	21,149,984	11.3	L04 IMMUNOSUPPRESSEURS	328,208,608	10.7
N05 PSYCHOLEPTIQUES	13,476,086	7.2	B01 THROMBOLYTIQUES	260,923,584	8.5
A02 A-ACID.A-FLATUL.A-ULCER.	9,809,556	5.3	A10 ANTIDIABETIQUES	199,051,456	6.5
A10 ANTIDIABETIQUES	7,899,730	4.2	R03 ANTIASHTM & COPD PRDTS	191,027,312	6.2
N06 PSYCHO ANALEPTIQUES	7,073,783	3.8	N05 PSYCHOLEPTIQUES	145,390,608	4.7
R01 ANTIINF DECONGEST RHINO	6,938,643	3.7	N02 ANALGESIQUES	139,972,144	4.6
C09 PROD ACT SYS RENIN-ANGIO	6,049,736	3.2	J05 ANTIVIRAUX SYSTEMIQUES	134,241,376	4.4
M01 ANTIINFLAM ANTIRHUMAT VG	5,874,752	3.1	C09 PROD ACT SYS RENIN-ANGIO	129,593,200	4.2
C10 PR.LIPID-REGUL.A-ATHEROM	5,637,964	3.0	C10 PR.LIPID-REGUL.A-ATHEROM	99,313,640	3.2
R03 ANTIASHTM & COPD PRDTS	5,453,297	2.9	A02 A-ACID.A-FLATUL.A-ULCER.	95,996,864	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/10/2021	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/10/2021	Absolute Growth in value
A11 VITAMINES	4,501,632	195,400	A10 ANTIDIABETIQUES	€ 199,051,456	18,179,008
A10 ANTIDIABETIQUES	7,899,730	181,141	D05 PRD NN STER TR.INFL.CUT.	€ 46,832,872	8,139,784
J07 VACCINS	3,418,456	114,509	B02 AUT PROD SYST COAG SGNET	€ 50,757,108	7,398,068
N06 PSYCHO ANALEPTIQUES	7,073,783	83,250	B01 THROMBOLYTIQUES	€ 260,923,584	4,909,328
C10 PR.LIPID-REGUL.A-ATHEROM	5,637,964	82,745	S01 PRDT OPHTALMOLOGIQUES	€ 37,178,224	3,778,984
A04 ANTIEMETIQUES.ANTINAUSEE	140,243	60,944	A11 VITAMINES	€ 34,107,932	3,380,734
D10 PREP.ANTIACNEIQUES	742,688	55,858	R03 ANTIASTHM & COPD PRDTS	€ 191,027,312	1,742,832
G04 UROLOGIE	3,066,608	37,467	J06 SERUMS ET Y GLOBULINES	€ 17,038,014	1,343,547
D07 CORTICOIDES US EXTERNE	2,357,869	35,399	V01 ALLERGENES	€ 3,635,283	1,272,706
P03 ECTOPARASITICIDES	147,826	35,276	L04 IMMUNOSUPPRESSEURS	€ 328,208,608	1,123,136

Source: IQVIA – LMPB services – Selling In data