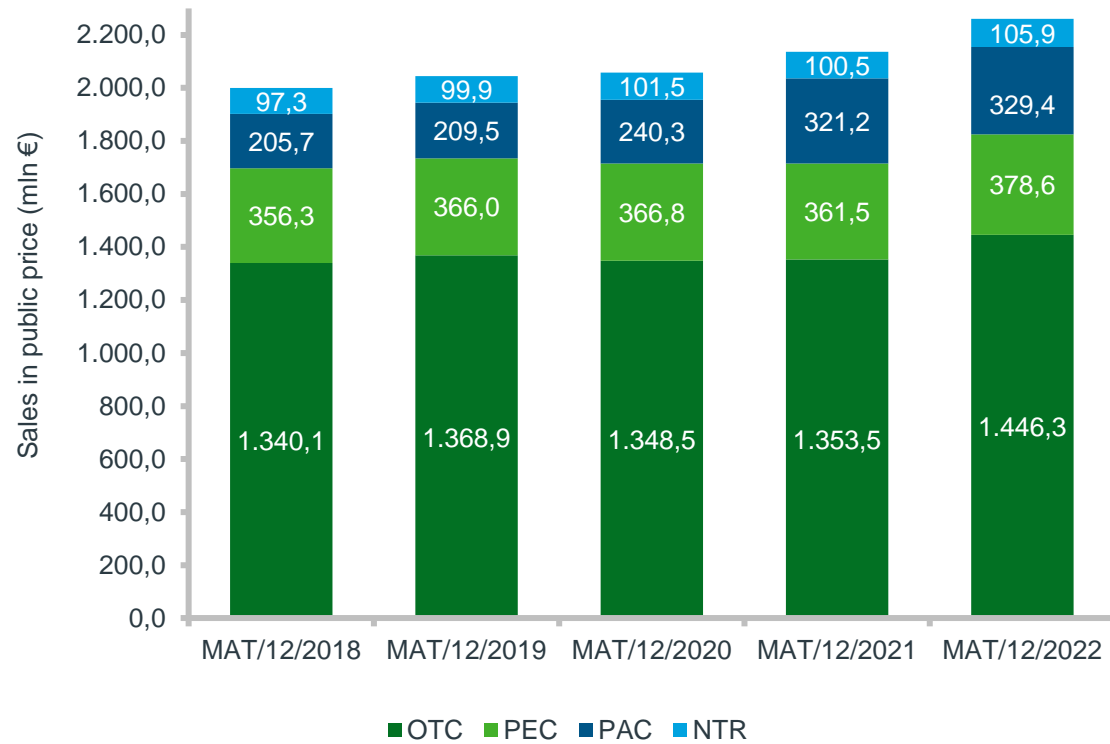
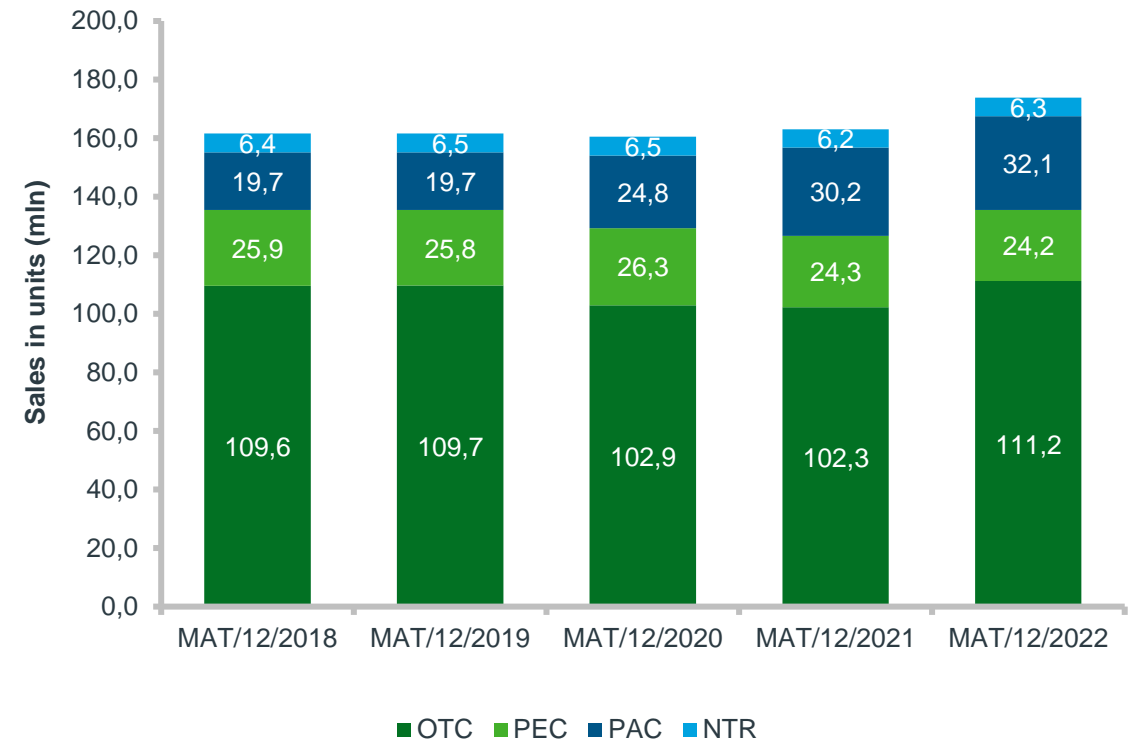


The Belgian Consumer Health market is worth €2,26 billion

Sales Evolution – Pub Value



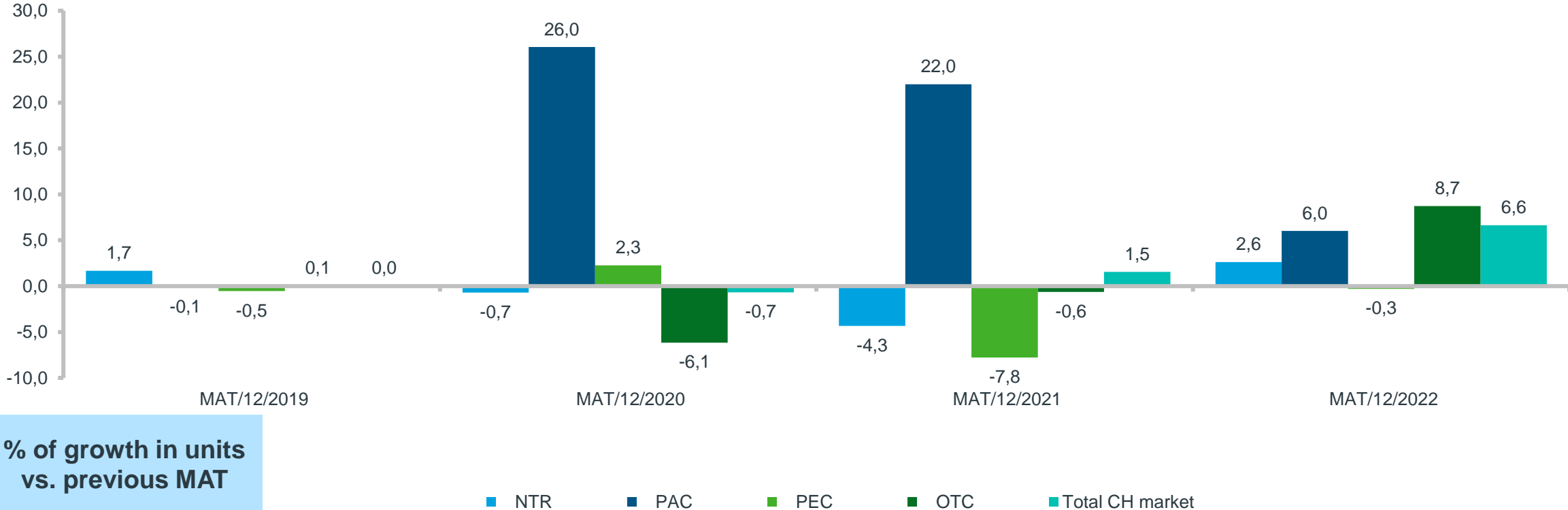
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 6,6% while the OTC segment grows with 8,7% in units

Sales Evolution – Units



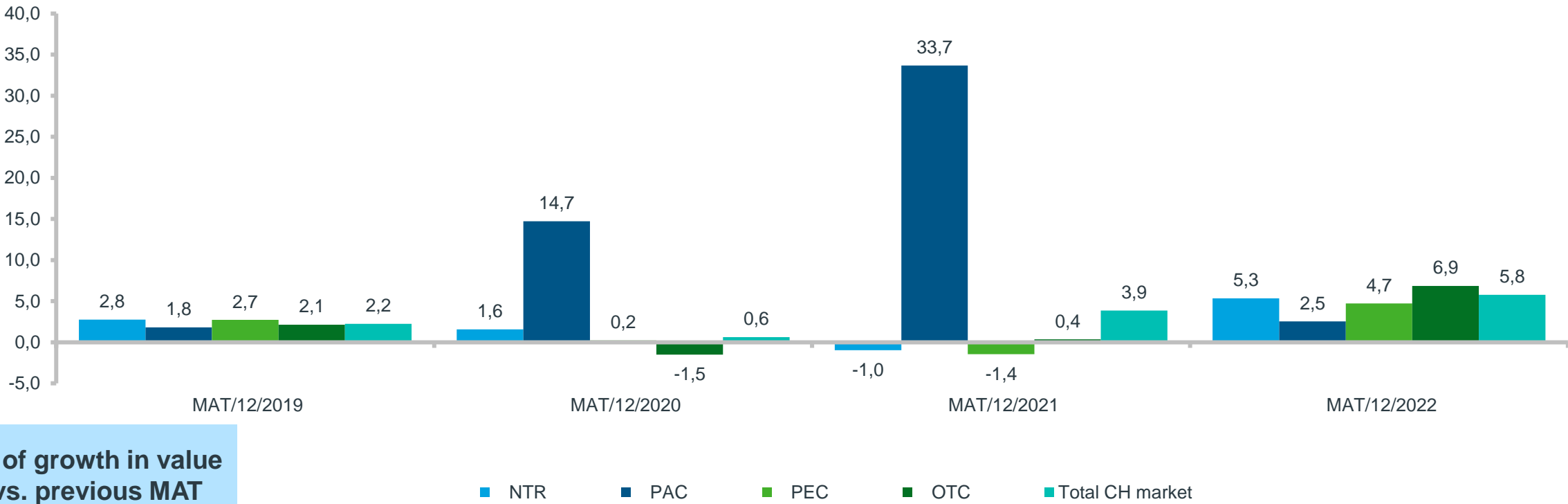
% of growth in units vs. previous MAT

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

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 5,8%, where Patient Care is growing with 2,5%

Sales Evolution – Value

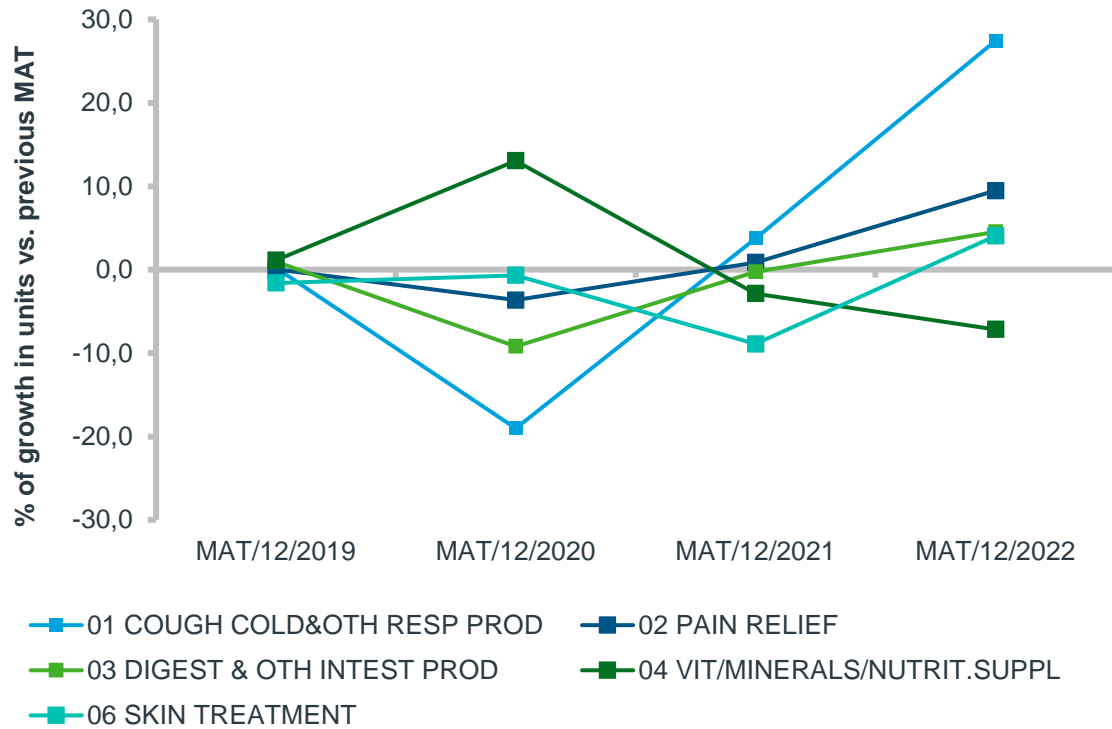


% of growth in value vs. previous MAT

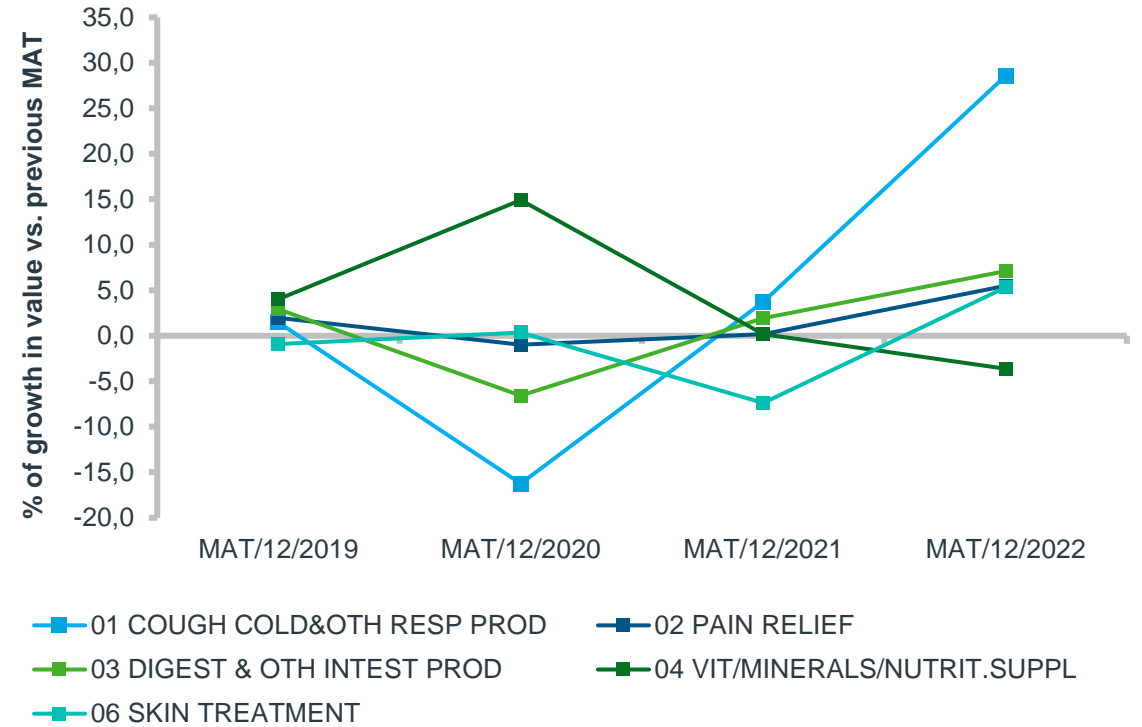
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



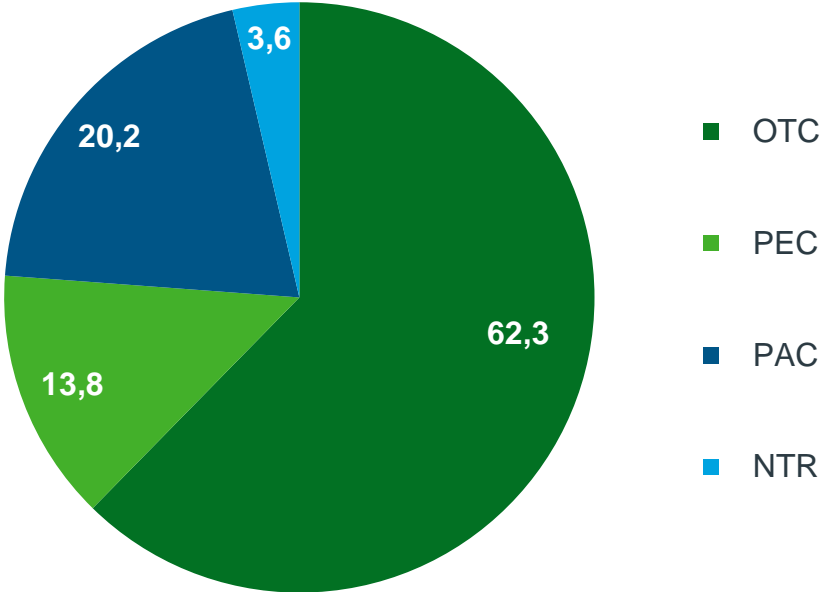
Sales Evolution – Value



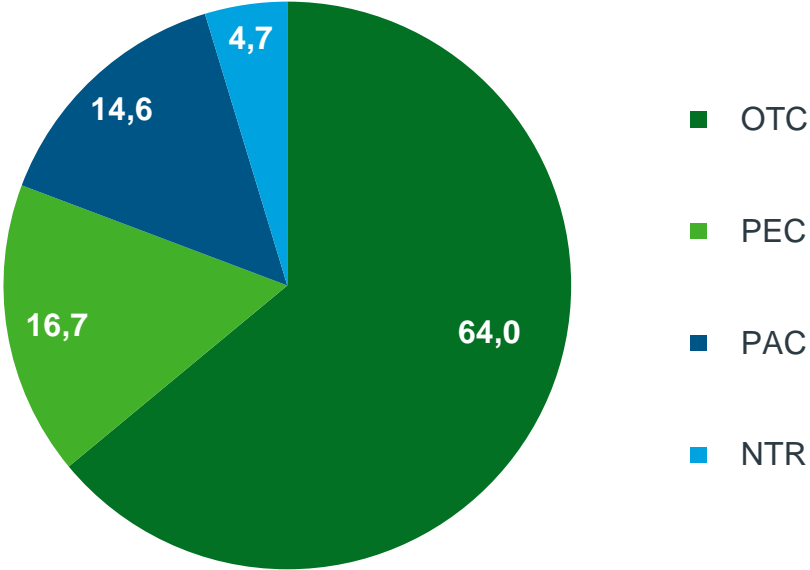
Source: IQVIA – CH Audits – Selling Out data

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

Market Share in Units – MAT/12/2022



Market Share in Value – MAT/12/2022



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/12/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/12/2022	% of the CH Market
02A GENERAL PAIN RELIEF	20,169,787	11.6	02A GENERAL PAIN RELIEF	€ 179,307,269	7.9
01B COLD REMEDIES	11,726,184	6.7	01B COLD REMEDIES	€ 97,109,149	4.3
56T CORONAVIRUS TESTS	11,012,641	6.3	56T CORONAVIRUS TESTS	€ 86,240,299	3.8
01A COUGH PRODUCTS	7,923,317	4.6	01A COUGH PRODUCTS	€ 75,439,376	3.3
01C SORE THROAT REMEDIES	6,448,626	3.7	07A EYE CARE	€ 70,440,224	3.1
03C LAXATIVES	4,881,939	2.8	04F MINERAL SUPPLEMENTS	€ 69,679,646	3.1
07A EYE CARE	4,507,872	2.6	35G MILK PRDS FOR CHILDREN	€ 67,809,419	3.0
04E OTHER SPECIFIC VITAMINS	4,006,996	2.3	03C LAXATIVES	€ 62,084,130	2.7
02E MUSCULAR PAIN RELIEF	3,156,301	1.8	02E MUSCULAR PAIN RELIEF	€ 59,783,906	2.6
35G MILK PRDS FOR CHILDREN	3,139,397	1.8	01C SORE THROAT REMEDIES	€ 58,140,812	2.6

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/12/2022)
01	COUGH COLD&OTH RESP PROD	1,684,814
56	TESTS+MEASURING INSTRUMNT	1,582,655
02	PAIN RELIEF	287,397
03	DIGEST & OTH INTEST PROD	181,087
06	SKIN TREATMENT	80,161
07	EYE CARE	66,331
05	TONICS/OTHER STIMS	45,198
53	PRDS FOR BLADDER PROBLEMS	34,579
11	ANTINAUSEANTS	21,044
08	EAR CARE	20,898

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/12/2022)
01	COUGH COLD&OTH RESP PROD	€ 14,983,796
56	TESTS+MEASURING INSTRUMNT	€ 11,101,277
03	DIGEST & OTH INTEST PROD	€ 3,943,313
53	PRDS FOR BLADDER PROBLEMS	€ 2,386,718
02	PAIN RELIEF	€ 2,024,446
07	EYE CARE	€ 1,514,762
04	VIT. MIN. & NUTRIT. SUPPS	€ 1,288,849
06	SKIN TREATMENT	€ 1,061,790
05	TONICS/OTHER STIMS	€ 1,050,360
35	BABY FOODS	€ 906,344

Source: IQVIA – CH Audits – Selling Out data