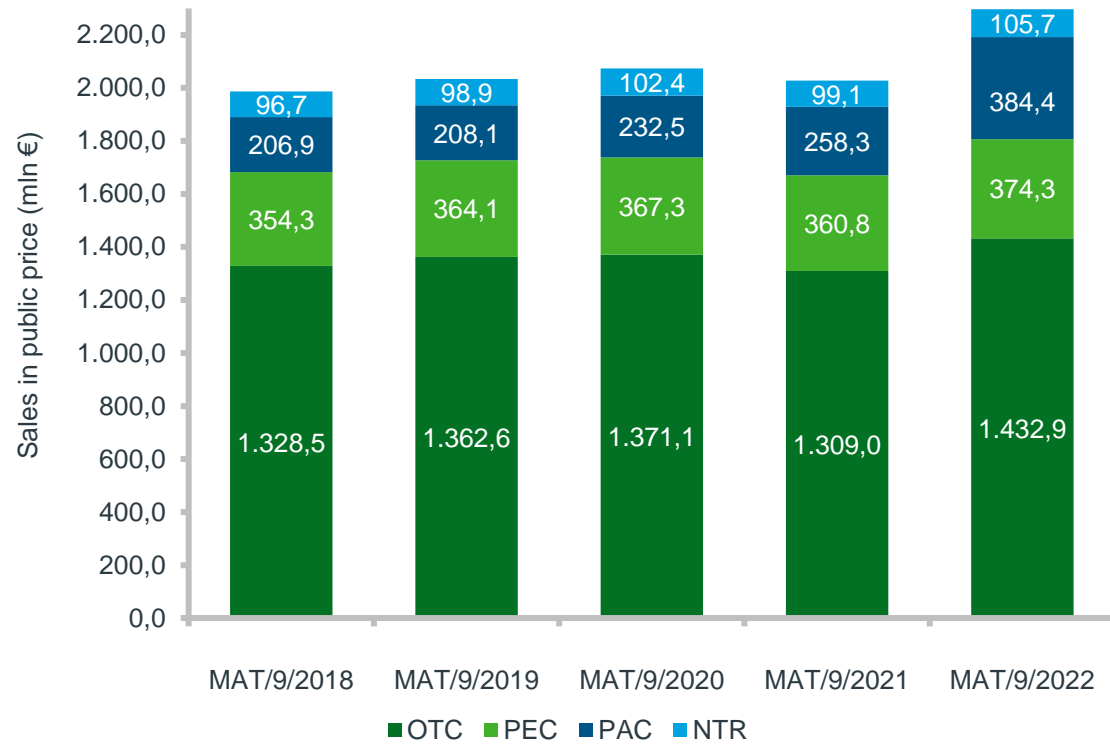
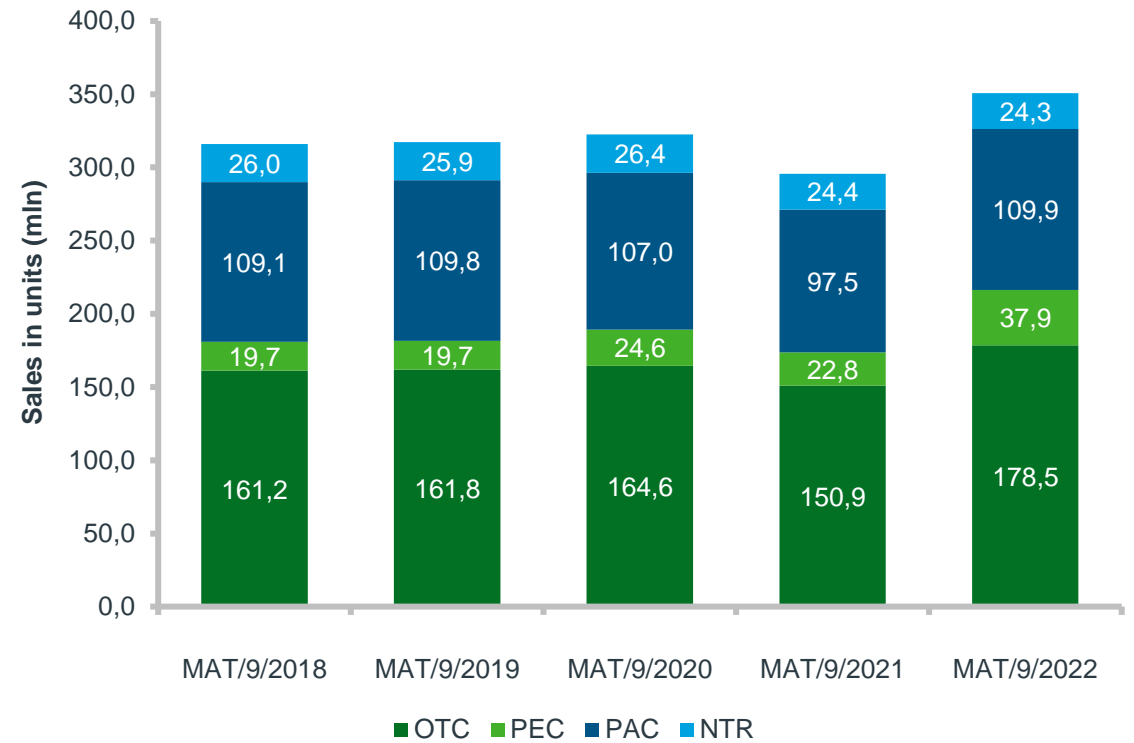


The Belgian Consumer Health market is worth €2,30 billion

Sales Evolution – Pub Value



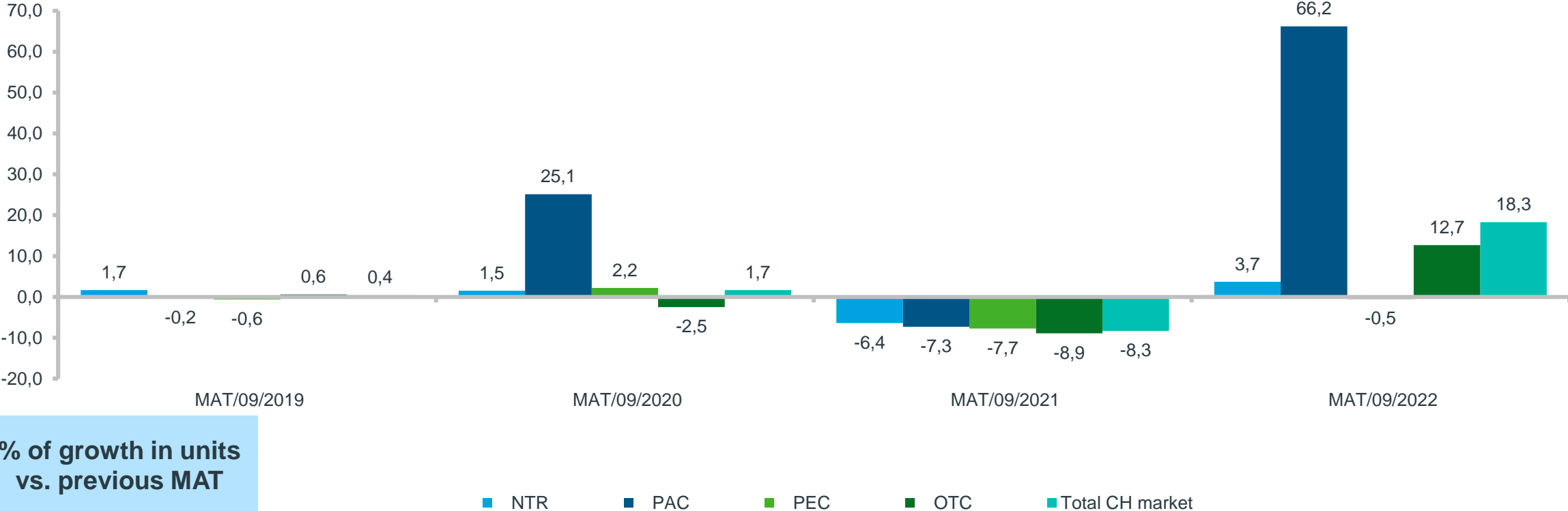
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 18,3% while the OTC segment grows with 12,7% in units

Sales Evolution – Units

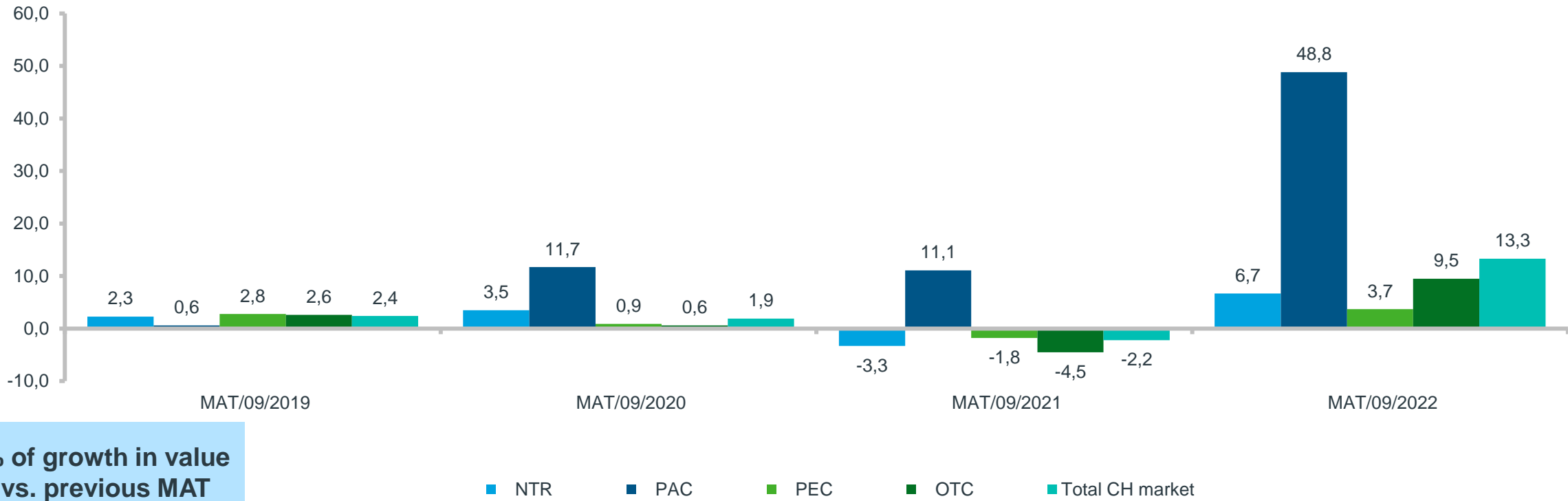


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 13,3%, where Patient Care is growing with 48,8%

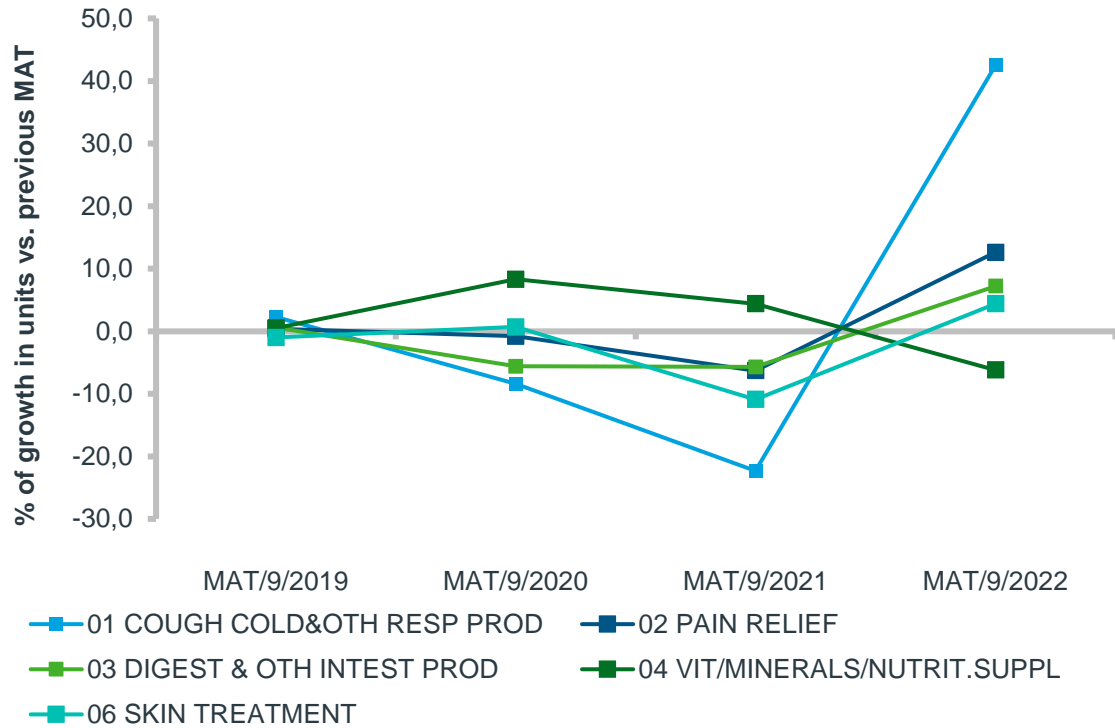
Sales Evolution – Value



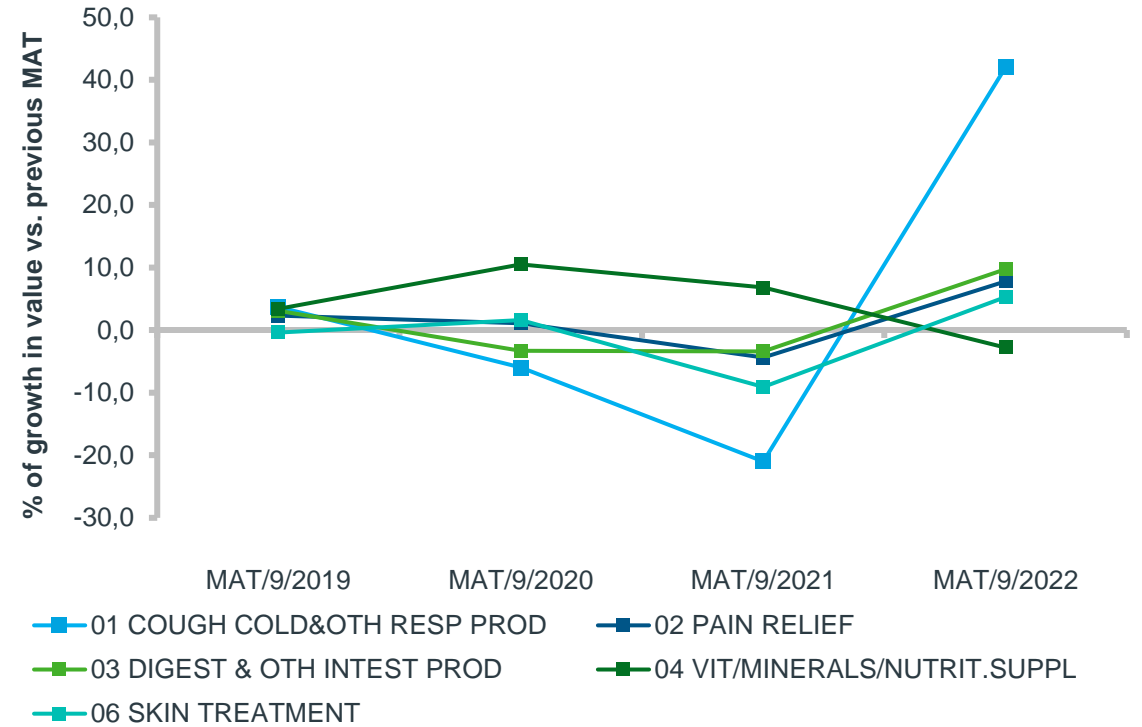
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



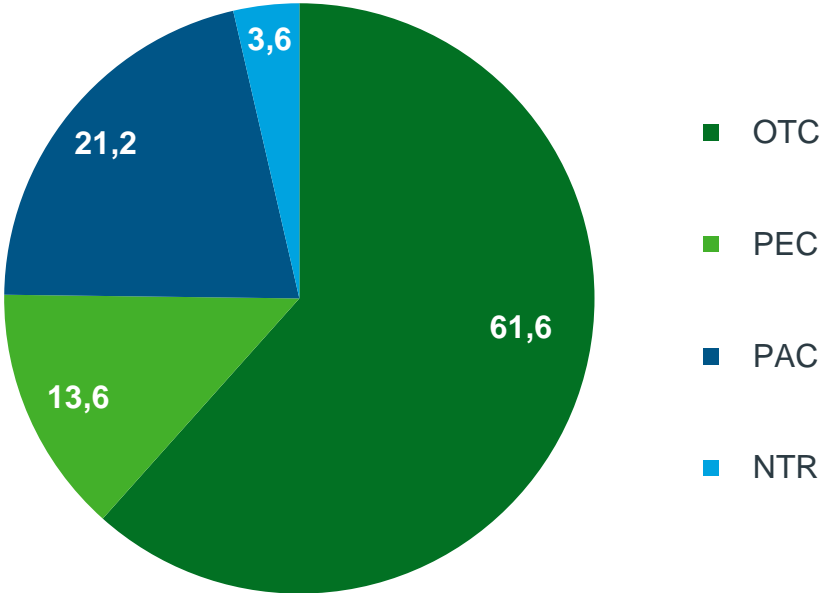
Sales Evolution – Value



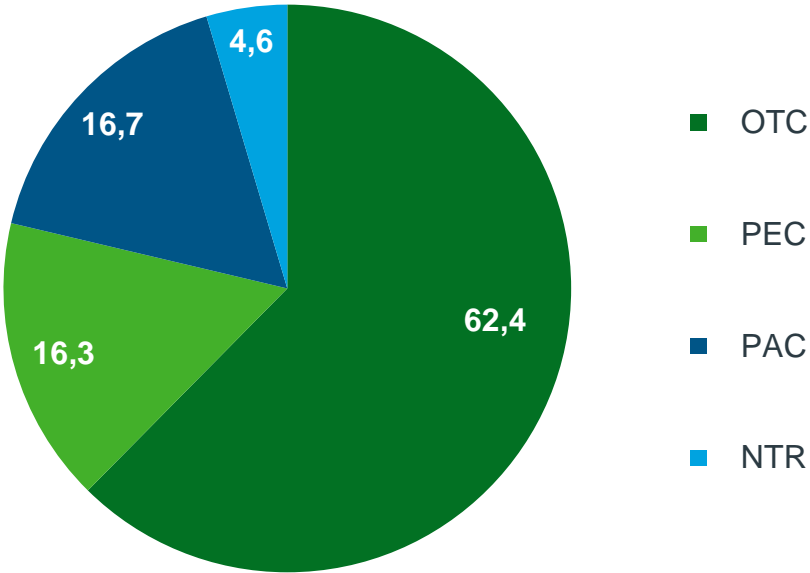
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 61,6% in units and 62,4% in value of the total CH market

Market Share in Units – MAT/09/2022



Market Share in Value – MAT/09/2022



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/09/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/09/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,661,432	11.0	02A GENERAL PAIN RELIEF	€ 175,591,478	7.6
56T CORONAVIRUS TESTS	16,735,678	9.4	56T CORONAVIRUS TESTS	€ 141,546,751	6.2
01B COLD REMEDIES	11,315,859	6.3	01B COLD REMEDIES	€ 92,914,442	4.0
01A COUGH PRODUCTS	7,276,077	4.1	04F MINERAL SUPPLEMENTS	€ 70,281,040	3.1
01C SORE THROAT REMEDIES	6,084,703	3.4	07A EYE CARE	€ 69,406,299	3.0
03C LAXATIVES	4,912,169	2.8	01A COUGH PRODUCTS	€ 68,679,369	3.0
07A EYE CARE	4,508,925	2.5	35G MILK PRDS FOR CHILDREN	€ 67,830,104	3.0
04E OTHER SPECIFIC VITAMINS	4,217,150	2.4	03C LAXATIVES	€ 61,932,707	2.7
02E MUSCULAR PAIN RELIEF	3,195,517	1.8	04E OTHER SPECIFIC VITAMINS	€ 60,539,020	2.6
35G MILK PRDS FOR CHILDREN	3,183,369	1.8	02E MUSCULAR PAIN RELIEF	€ 60,397,757	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/09/2022)
56	TESTS+MEASURING INSTRUMNT	3,473,495
01	COUGH COLD&OTH RESP PROD	1,978,966
02	PAIN RELIEF	315,668
03	DIGEST & OTH INTEST PROD	236,926
06	SKIN TREATMENT	59,785
07	EYE CARE	49,796
05	TONICS/OTHER STIMS	49,717
11	ANTINAUSEANTS	21,614
08	EAR CARE	21,582
53	PRDS FOR BLADDER PROBLEMS	19,610

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/09/2022)
56	TESTS+MEASURING INSTRUMNT	€ 27,613,843
01	COUGH COLD&OTH RESP PROD	€ 16,960,407
03	DIGEST & OTH INTEST PROD	€ 4,584,730
02	PAIN RELIEF	€ 2,107,870
05	TONICS/OTHER STIMS	€ 1,149,096
07	EYE CARE	€ 1,065,645
35	BABY FOODS	€ 961,906
04	VIT. MIN. & NUTRIT. SUPPS	€ 917,034
06	SKIN TREATMENT	€ 849,396
53	PRDS FOR BLADDER PROBLEMS	€ 475,255

Source: IQVIA – CH Audits – Selling Out data