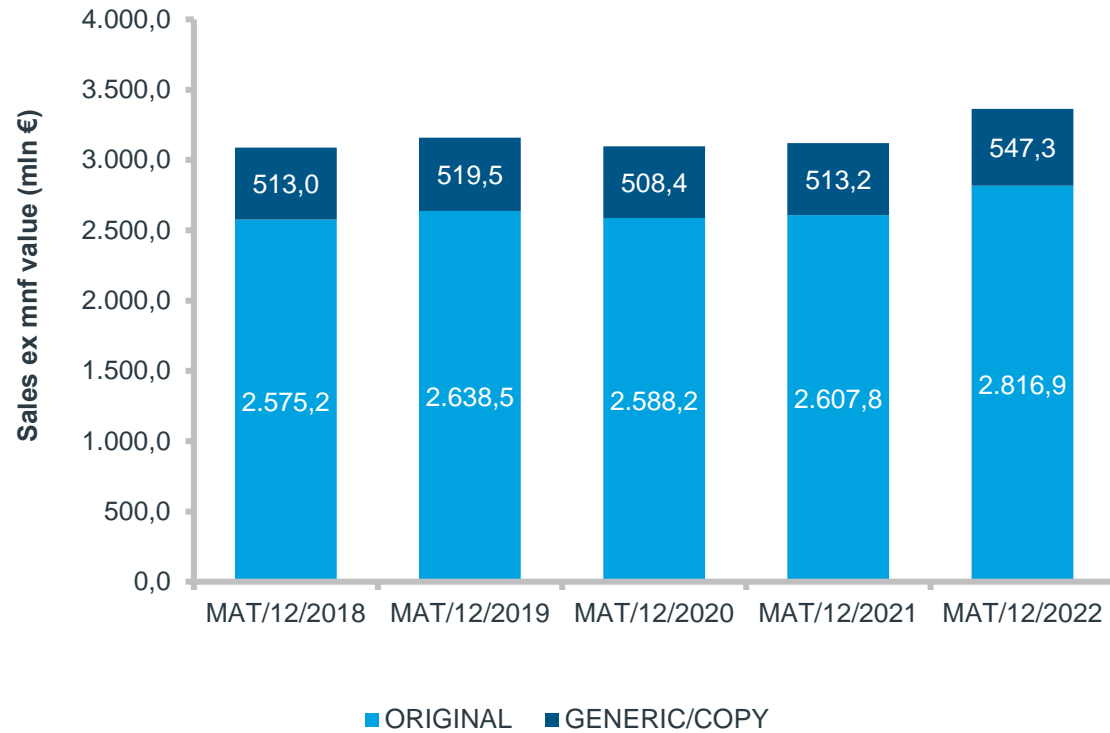


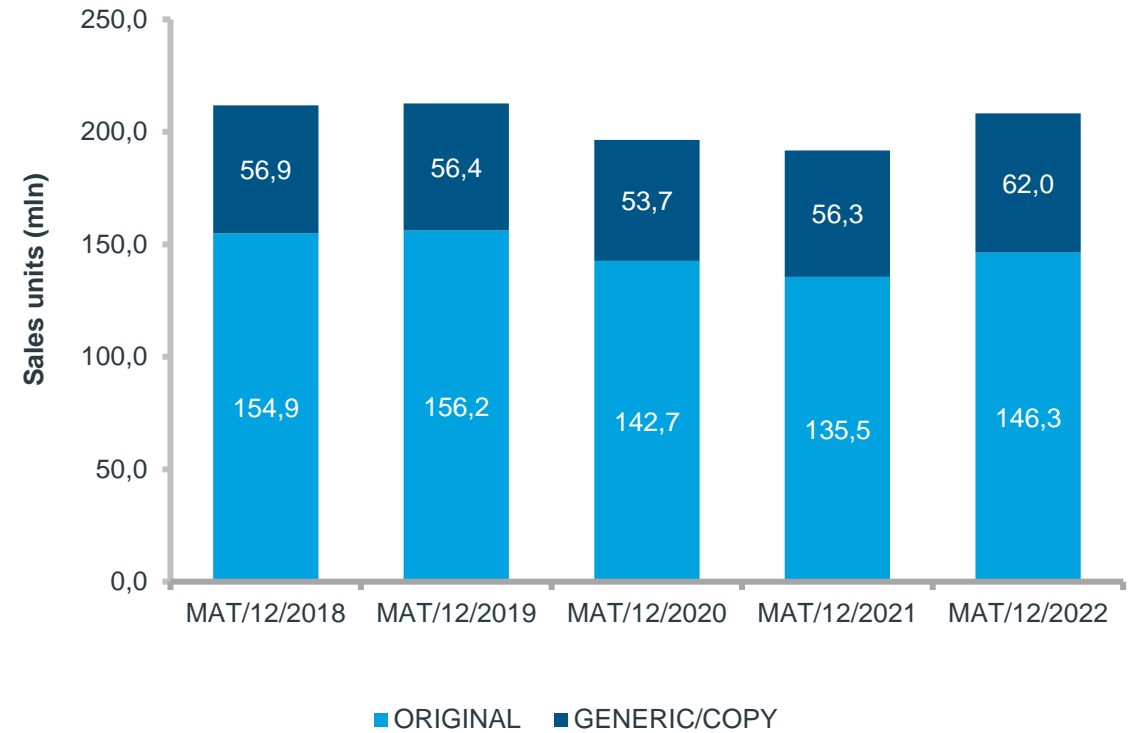
# The Belgian retail market is worth €3,36 billion

*It shows growth in both value and units for the current MAT*

## Sales Evolution – Value ex-mnf



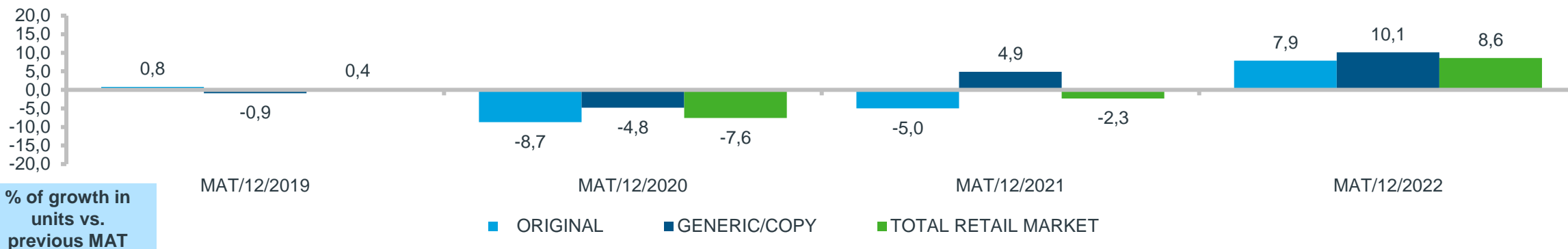
## Sales Evolution – Units



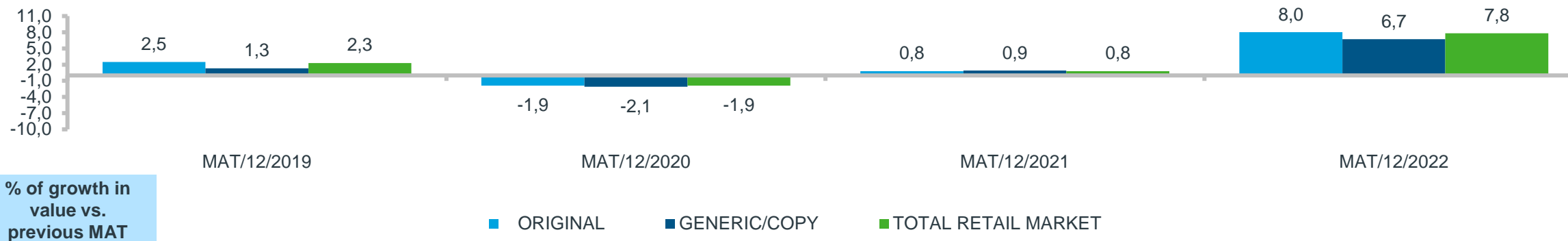
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 8,6%, where the generic/copy grows with 10,1% (Sales Evolution – Units)



In value, the total retail grows with 7,8%, while the generic/copy market also shows an increase of 6,7% (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/12/2022	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/12/2022	% of BE Retail Market
N02 ANALGESIQUES	24,848,613	11.9	L04 IMMUNOSUPPRESSEURS	366,333,243	10.9
N05 PSYCHOLEPTIQUES	13,523,025	6.5	B01 THROMBOLYTIQUES	278,696,074	8.3
R05 ANTITUSSIFS PREP BRONCH	10,413,424	5.0	A10 ANTIDIABETIQUES	241,630,186	7.2
A02 A-ACID.A-FLATUL.A-ULCER.	9,792,153	4.7	R03 ANTIASTHM & COPD PRDTS	217,897,660	6.5
R01 ANTIINF DECONGEST RHINO	9,231,366	4.4	N02 ANALGESIQUES	179,013,022	5.3
A10 ANTIDIABETIQUES	8,467,210	4.1	N05 PSYCHOLEPTIQUES	143,672,147	4.3
J01 ANTIBACTERIENS SYSTEMIQ.	7,819,150	3.8	J05 ANTIVIRAUX SYSTEMIQUES	140,532,270	4.2
N06 PSYCHO ANALEPTIQUES	7,163,251	3.4	C09 PROD ACT SYS RENIN-ANGIO	132,545,876	3.9
M01 ANTIINFLAM ANTIRHUMAT VG	6,901,799	3.3	C10 PR.LIPID-REGUL.A-ATHEROM	120,220,833	3.6
R03 ANTIASTHM & COPD PRDTS	6,372,152	3.1	N07 A.PROD ACT SUR SNC	92,300,453	2.7

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/12/2022	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/12/2022	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,413,424	4,927,893	A10 ANTIDIABETIQUES	€ 241,630,186	37,520,172
N02 ANALGESIQUES	24,848,613	2,606,837	L04 IMMUNOSUPPRESSEURS	€ 366,333,243	32,621,235
R02 ANTIINF DECONGEST PHARYNX	4,533,235	1,871,648	N02 ANALGESIQUES	€ 179,013,022	28,888,341
J01 ANTIBACTERIENS SYSTEMIQ.	7,819,150	1,855,979	R05 ANTITUSSIFS PREP BRONCH	€ 56,973,795	25,281,250
R01 ANTIINF DECONGEST RHINO	9,231,366	1,791,336	C10 PR.LIPID-REGUL.A-ATHEROM	€ 120,220,833	20,711,233
M01 ANTIINFLAM ANTIRHUMAT VG	6,901,799	799,689	R03 ANTIASTHM & COPD PRDTS	€ 217,897,660	20,125,204
R03 ANTIASTHM & COPD PRDTS	6,372,152	620,717	A07 PROD TROUBLES INTESTINAUX	€ 43,910,675	15,130,264
A07 PROD TROUBLES INTESTINAUX	2,760,589	559,702	B01 THROMBOLYTIQUES	€ 278,696,074	13,119,925
A10 ANTIDIABETIQUES	8,467,210	502,260	R02 ANTIINF DECONGEST PHARYNX	€ 23,893,819	10,633,721
S01 PRDT OPHTALMOLOGIQUES	5,550,234	496,154	M01 ANTIINFLAM ANTIRHUMAT VG	€ 59,703,401	9,335,369

Source: IQVIA – LMPB services – Selling In data