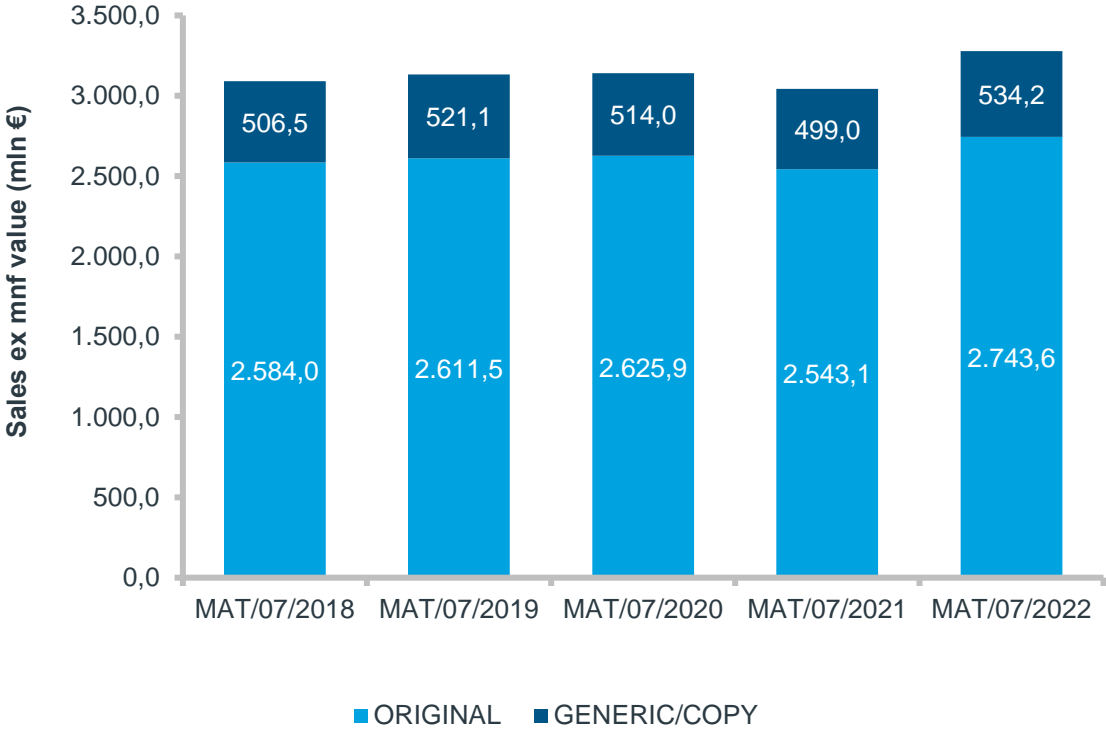


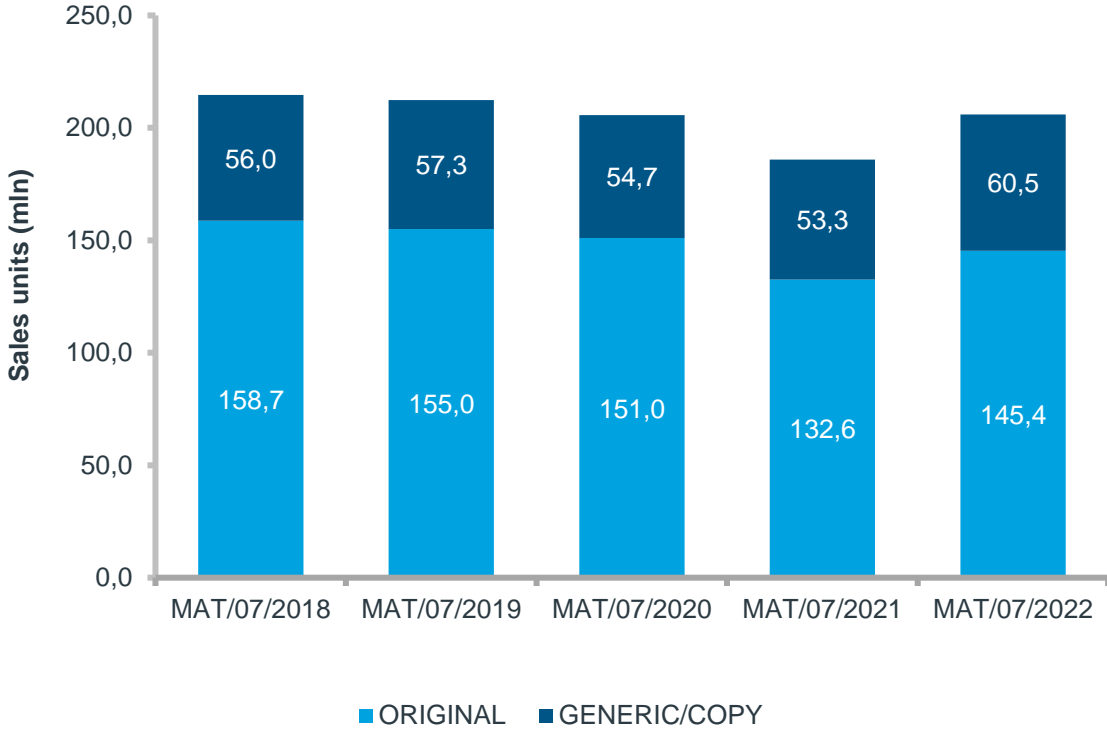
# The Belgian retail market is worth €3,28 billion

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

### Sales Evolution – Value ex-mnf



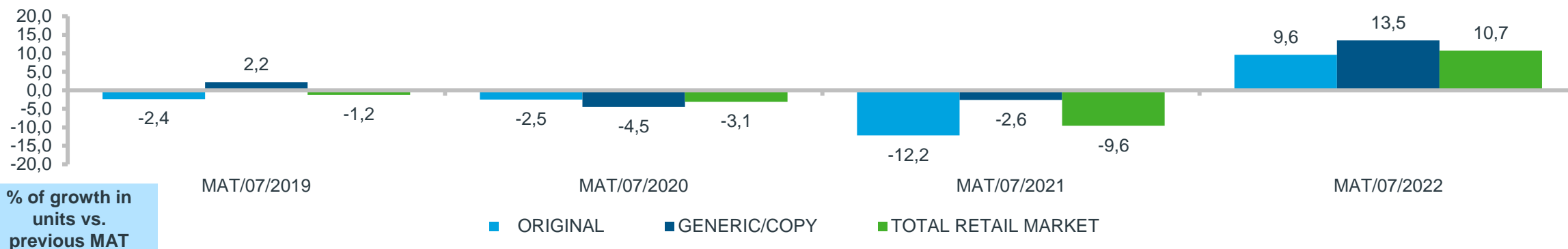
### Sales Evolution – Units



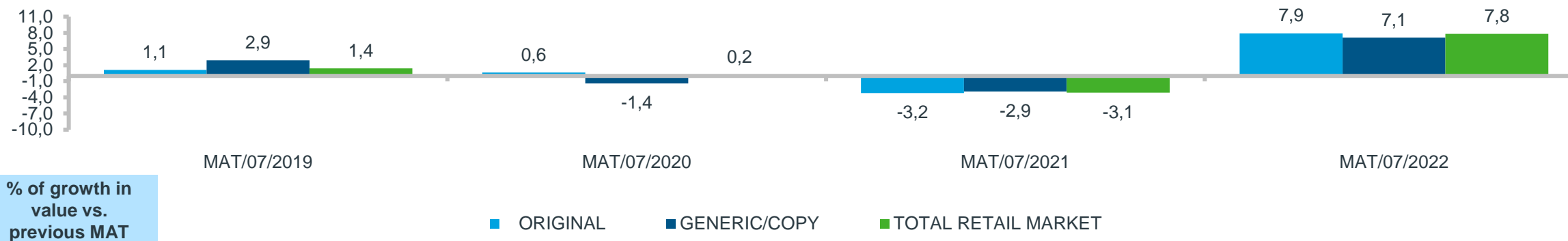
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 10,7%, where the generic/copy grows with 13,5% (Sales Evolution – Units)



In value, the total retail grows with 7,8%, while the generic/copy market also shows an increase of 7,1% (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/07/2022 | % of BE Retail Market | Top 10 Best Selling ATC classes in retail | Value abs. MAT/07/2022 | % of BE Retail Market |
|---|------------------------|-----------------------|---|------------------------|-----------------------|
| N02 ANALGESIQUES                          | 24,464,287             | 11.9                  | L04 IMMUNOSUPPRESSEURS                    | 352,145,759            | 10.7                  |
| N05 PSYCHOLEPTIQUES                       | 13,663,327             | 6.6                   | B01 THROMBOLYTIQUES                       | 273,519,177            | 8.3                   |
| A02 A-ACID.A-FLATUL.A-ULCER.              | 9,846,149              | 4.8                   | A10 ANTIDIABETIQUES                       | 223,751,225            | 6.8                   |
| R01 ANTIINF DECONGEST RHINO               | 9,148,498              | 4.4                   | R03 ANTIASTHM & COPD PRDTS                | 210,126,672            | 6.4                   |
| R05 ANTITUSSIFS PREP BRONCH               | 9,026,659              | 4.4                   | N02 ANALGESIQUES                          | 174,780,304            | 5.3                   |
| A10 ANTIDIABETIQUES                       | 8,246,594              | 4.0                   | N05 PSYCHOLEPTIQUES                       | 144,937,105            | 4.4                   |
| J01 ANTIBACTERIENS SYSTEMIQ.              | 7,378,843              | 3.6                   | J05 ANTIVIRAUX SYSTEMIQUES                | 138,578,165            | 4.2                   |
| N06 PSYCHO ANALEPTIQUES                   | 7,166,925              | 3.5                   | C09 PROD ACT SYS RENIN-ANGIO              | 130,395,275            | 4.0                   |
| M01 ANTIINFLAM ANTIRHUMAT VG              | 6,776,356              | 3.3                   | C10 PR.LIPID-REGUL.A-ATHEROM              | 105,117,781            | 3.2                   |
| R03 ANTIASTHM & COPD PRDTS                | 6,213,964              | 3.0                   | A02 A-ACID.A-FLATUL.A-ULCER.              | 93,147,792             | 2.8                   |

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.<br>MAT/07/2022 | Absolute<br>Growth in units | Fastest Growing ATC in Value  | Value abs.<br>MAT/07/2022 | Absolute<br>Growth in value |
|-------------------------------|---------------------------|-----------------------------|-------------------------------|---------------------------|-----------------------------|
| R05 ANTITUSSIFS PREP BRONCH   | 9,026,659                 | 3,991,686                   | N02 ANALGESIQUES              | € 174,780,304             | 44,222,916                  |
| N02 ANALGESIQUES              | 24,464,287                | 3,939,667                   | A10 ANTIDIABETIQUES           | € 223,751,225             | 29,661,140                  |
| R01 ANTIINF DECONGEST RHINO   | 9,148,498                 | 2,237,583                   | L04 IMMUNOSUPPRESSEURS        | € 352,145,759             | 24,110,046                  |
| J01 ANTIBACTERIENS SYSTEMIQ.  | 7,378,843                 | 2,181,662                   | R03 ANTIASTHM & COPD PRDTS    | € 210,126,672             | 23,660,529                  |
| R02 ANTIINF DECONGEST PHARYNX | 4,077,259                 | 1,492,570                   | R05 ANTITUSSIFS PREP BRONCH   | € 49,572,081              | 19,436,389                  |
| M01 ANTIINFLAM ANTIRHUMAT VG  | 6,776,356                 | 1,025,052                   | B01 THROMBOLYTIQUES           | € 273,519,177             | 14,795,324                  |
| R03 ANTIASTHM & COPD PRDTS    | 6,213,964                 | 925,491                     | A07 PROD TROUBLES INTESTINAUX | € 38,017,970              | 11,701,084                  |
| A07 PROD TROUBLES INTESTINAUX | 2,693,695                 | 783,546                     | J01 ANTIBACTERIENS SYSTEMIQ.  | € 44,936,902              | 10,176,919                  |
| R06 ANTIHISTAMINIQUES V GENER | 4,072,546                 | 541,445                     | R01 ANTIINF DECONGEST RHINO   | € 43,670,015              | 9,944,574                   |
| S01 PRDT OPHTALMOLOGIQUES     | 5,410,606                 | 517,024                     | M01 ANTIINFLAM ANTIRHUMAT VG  | € 56,445,655              | 9,638,706                   |

Source: IQVIA – LMPB services – Selling In data