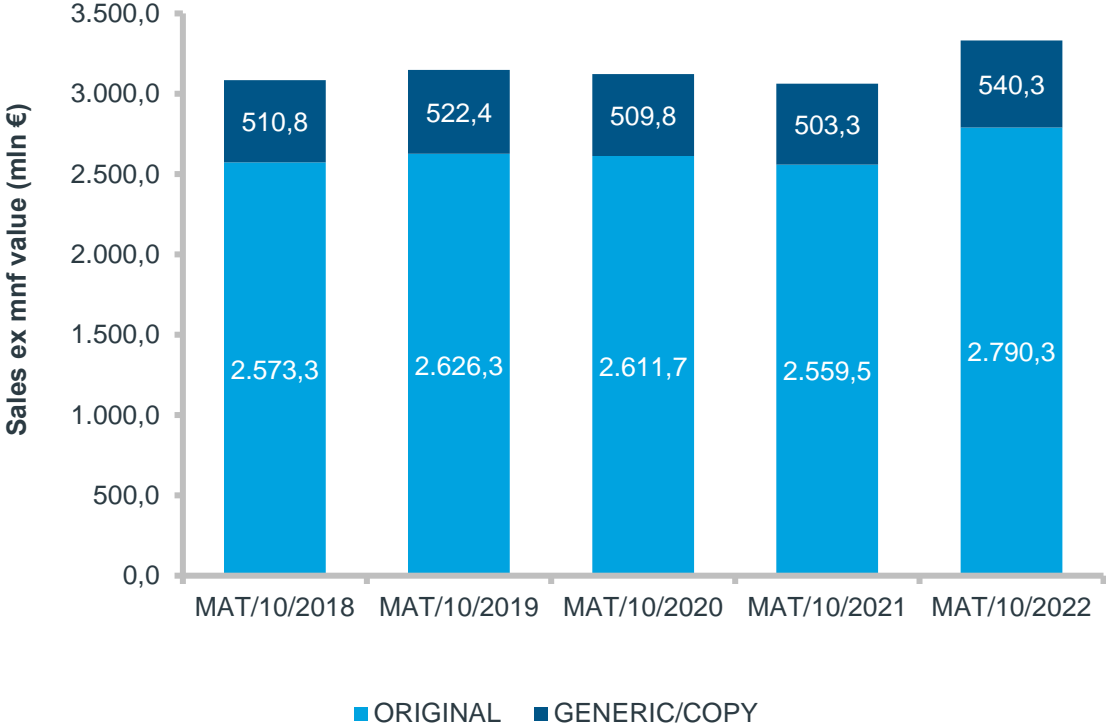


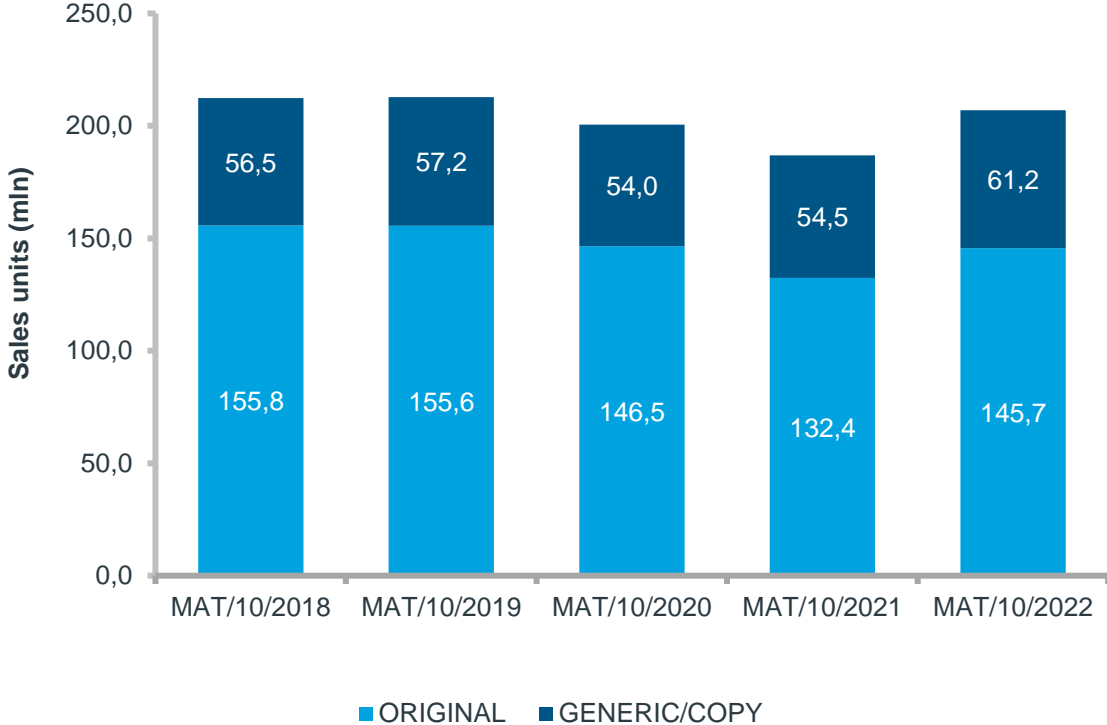
The Belgian retail market is worth €3,33 billion

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

Sales Evolution – Value ex-mnf



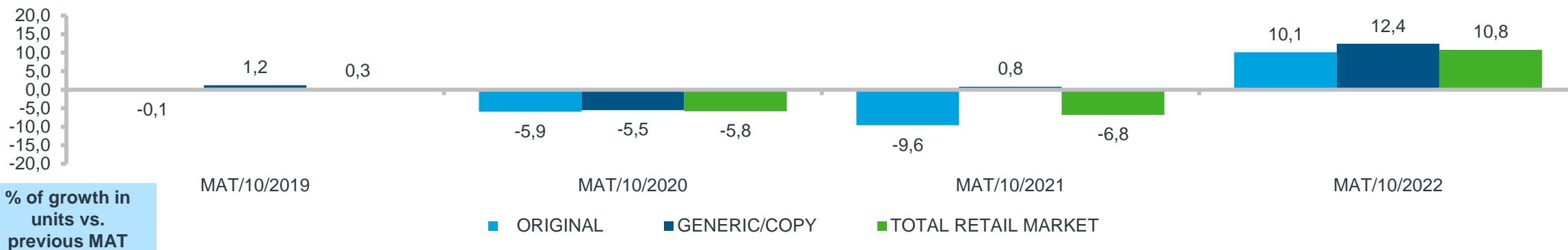
Sales Evolution – Units



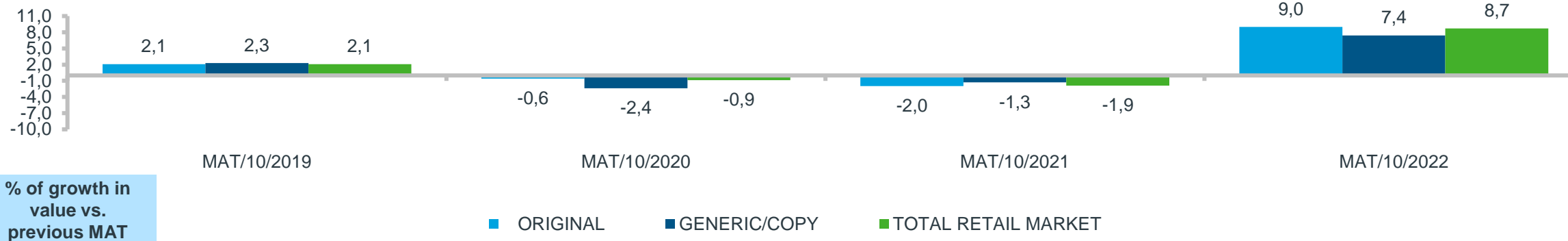
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows an increase of 10,8%, where the generic/copy grows with 12,4% (Sales Evolution – Units)



In value, the total retail grows with 8,7%, while the generic/copy market also shows an increase of 7,4% (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/10/2022	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/10/2022	% of BE Retail Market
N02 ANALGESIQUES	24,614,573	11.9	L04 IMMUNOSUPPRESSEURS	364,054,528	10.9
N05 PSYCHOLEPTIQUES	13,620,639	6.6	B01 THROMBOLYTIQUES	276,843,014	8.3
A02 A-ACID.A-FLATUL.A-ULCER.	9,760,911	4.7	A10 ANTIDIABETIQUES	234,497,312	7.0
R05 ANTITUSSIFS PREP BRONCH	9,728,732	4.7	R03 ANTIASTHM & COPD PRDTS	213,558,465	6.4
R01 ANTIINF DECONGEST RHINO	8,985,128	4.3	N02 ANALGESIQUES	177,254,061	5.3
A10 ANTIDIABETIQUES	8,404,423	4.1	N05 PSYCHOLEPTIQUES	144,639,805	4.3
J01 ANTIBACTERIENS SYSTEMIQ.	7,445,050	3.6	J05 ANTIVIRAUX SYSTEMIQUES	139,044,456	4.2
N06 PSYCHO ANALEPTIQUES	7,172,957	3.5	C09 PROD ACT SYS RENIN-ANGIO	131,261,999	3.9
M01 ANTIINFLAM ANTIRHUMAT VG	6,828,224	3.3	C10 PR.LIPID-REGUL.A-ATHEROM	113,812,475	3.4
R03 ANTIASTHM & COPD PRDTS	6,157,303	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	92,117,146	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. MAT/10/2022	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/10/2022	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	9,728,732	5,076,452	N02 ANALGESIQUES	€ 177,254,061	37,289,701
N02 ANALGESIQUES	24,614,573	3,464,365	L04 IMMUNOSUPPRESSEURS	€ 364,054,528	35,845,881
R02 ANTIINF DECONGEST PHARYNX	4,469,857	2,198,927	A10 ANTIDIABETIQUES	€ 234,497,312	35,445,430
R01 ANTIINF DECONGEST RHINO	8,985,128	2,012,240	R05 ANTITUSSIFS PREP BRONCH	€ 53,449,403	25,877,297
J01 ANTIBACTERIENS SYSTEMIQ.	7,445,050	2,008,247	R03 ANTIASTHM & COPD PRDTS	€ 213,558,465	22,530,242
M01 ANTIINFLAM ANTIRHUMAT VG	6,828,224	956,314	B01 THROMBOLYTIQUES	€ 276,843,014	15,914,162
A07 PROD TROUBLES INTESTINAUX	2,779,553	745,993	A07 PROD TROUBLES INTESTINAUX	€ 41,889,185	14,632,958
R03 ANTIASTHM & COPD PRDTS	6,157,303	703,646	C10 PR.LIPID-REGUL.A-ATHEROM	€ 113,812,475	14,498,718
S01 PRDT OPHTALMOLOGIQUES	5,453,811	529,322	R02 ANTIINF DECONGEST PHARYNX	€ 23,335,732	12,107,191
R06 ANTIHISTAMINIQUES V GENER	4,100,878	509,864	J01 ANTIBACTERIENS SYSTEMIQ.	€ 45,149,136	9,451,048

Source: IQVIA – LMPB services – Selling In data