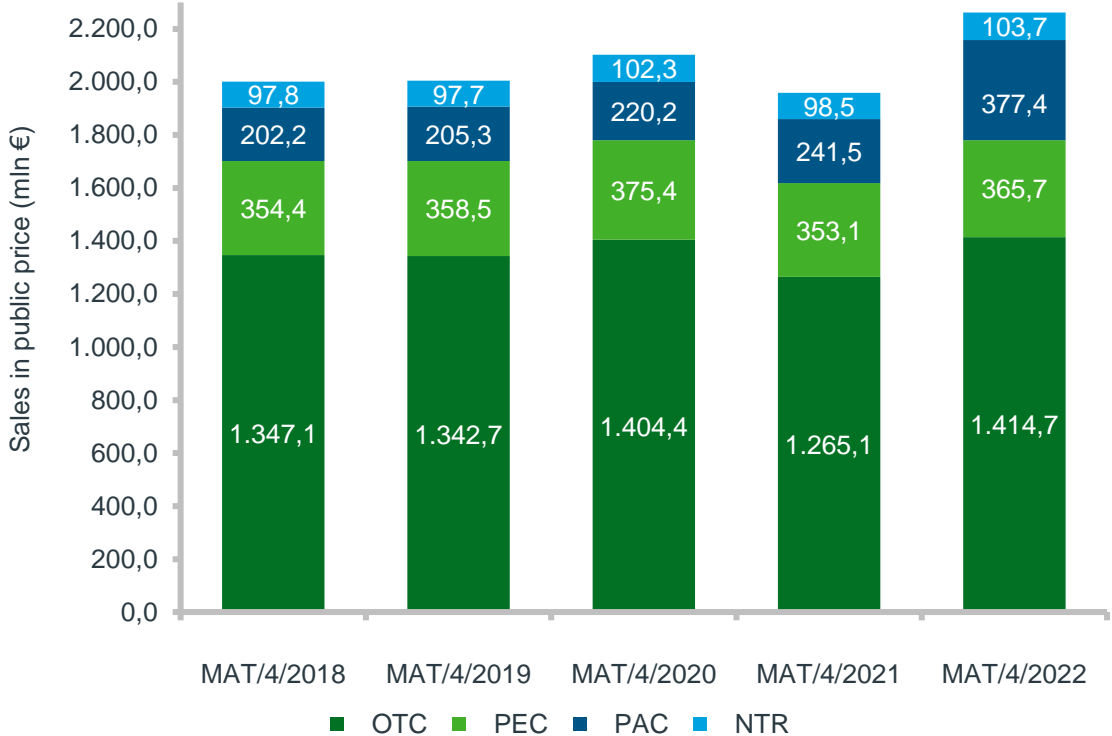
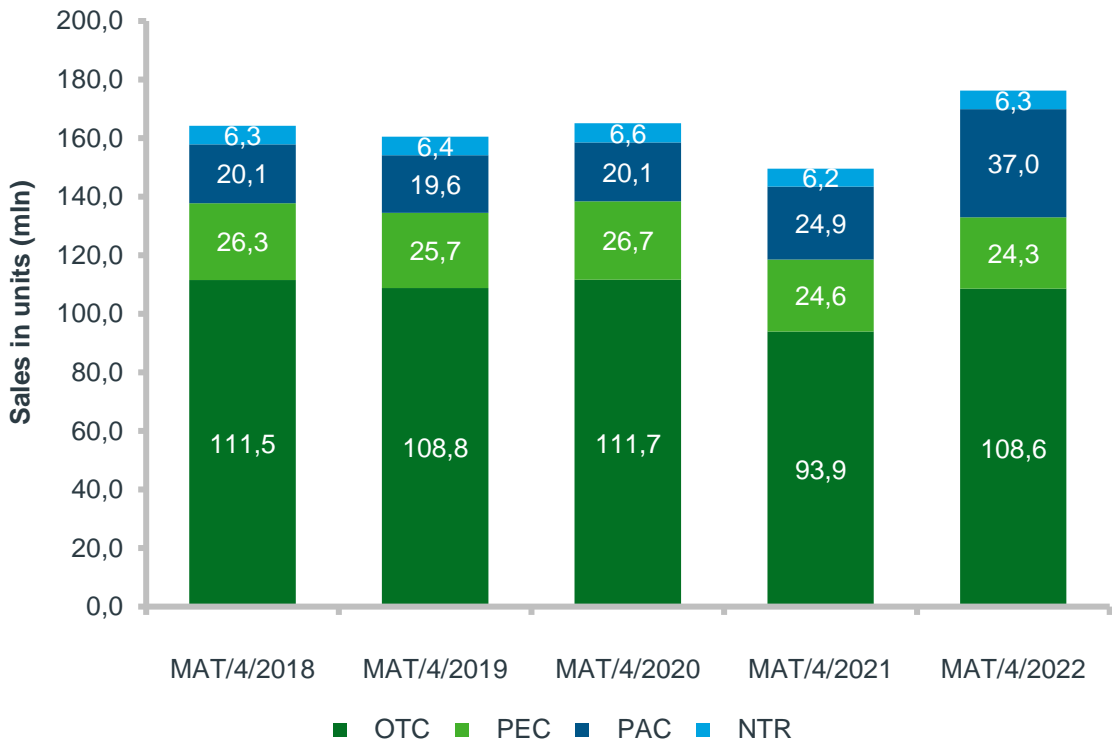


# The Belgian Consumer Health market is worth €2,26 billion

### Sales Evolution – Pub Value



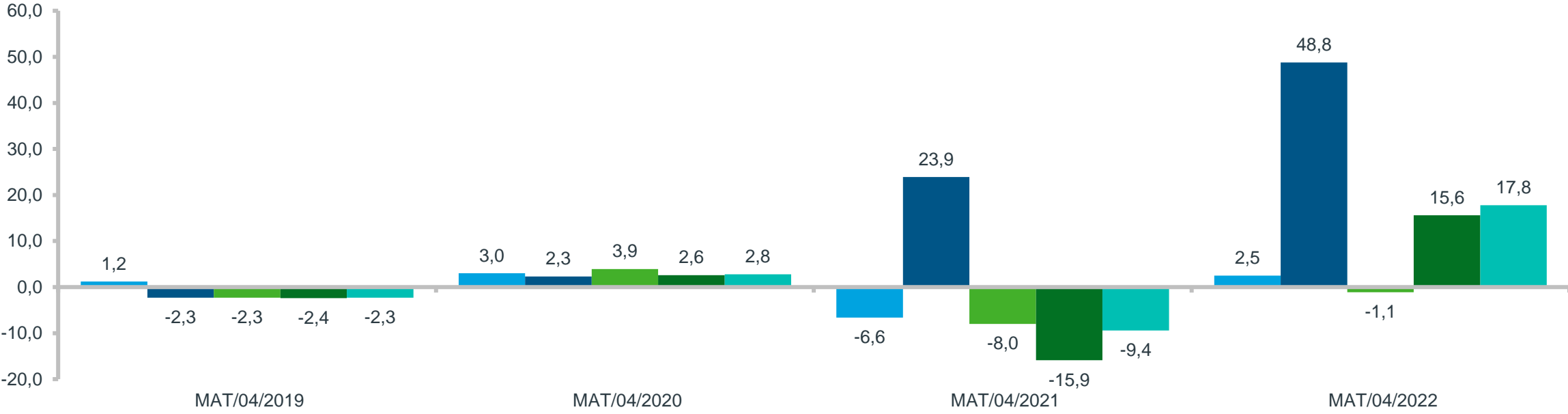
### Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 17,8% while the OTC segment grows with 15,6% in units

## Sales Evolution – Units



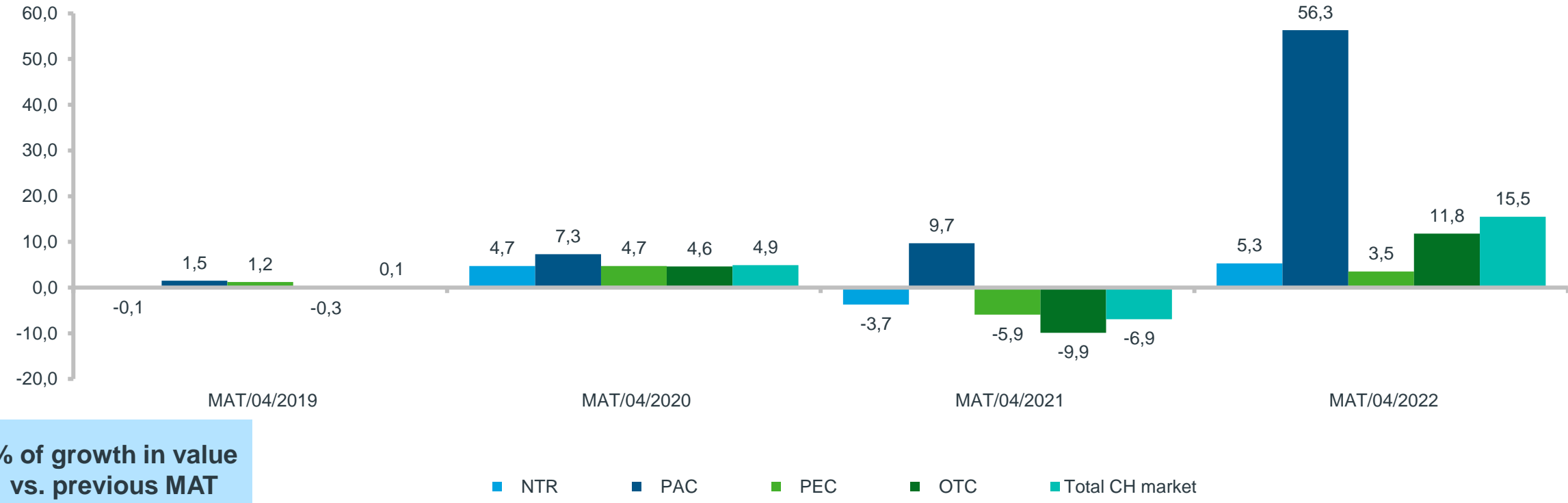
**% of growth in units vs. previous MAT**

- NTR
- PAC
- PEC
- OTC
- Total CH market

Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows an increase of 15,5%, where Patient Care is growing with 56,3%

## Sales Evolution – Value

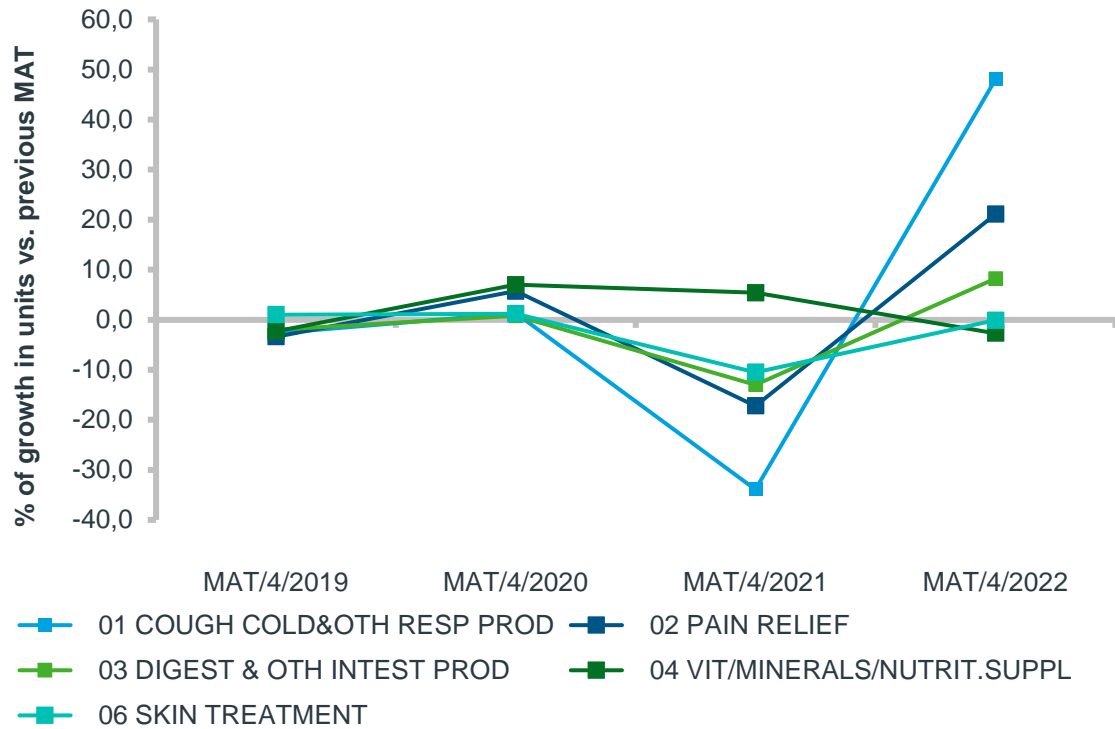


**% of growth in value vs. previous MAT**

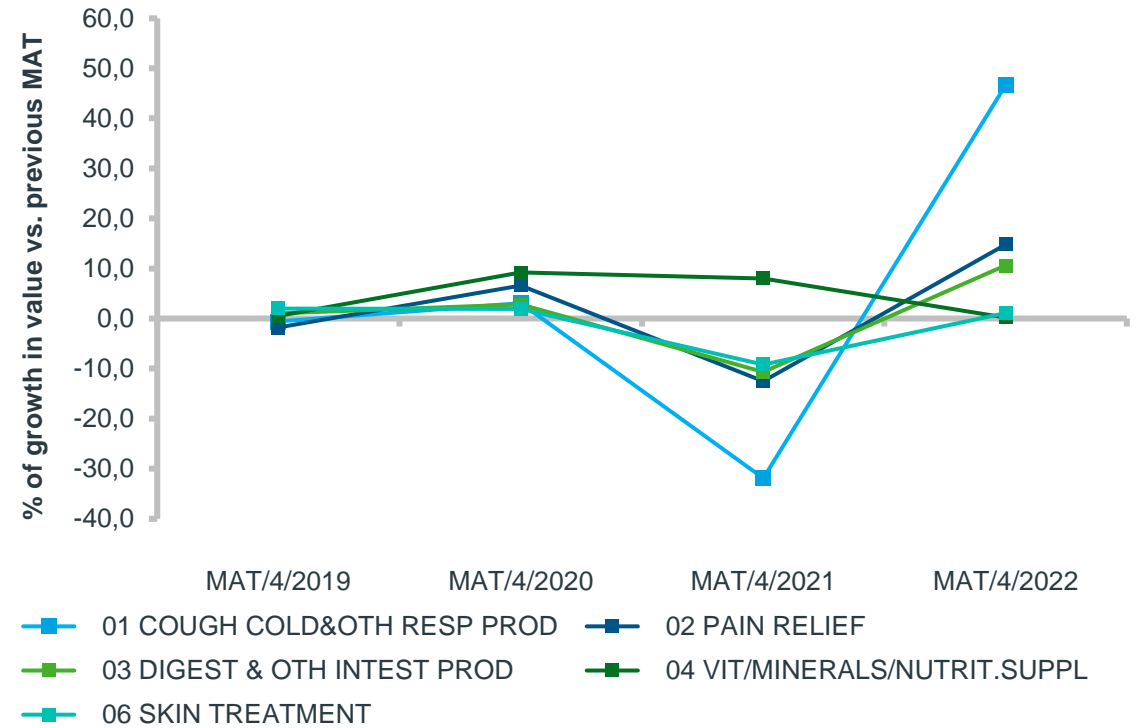
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



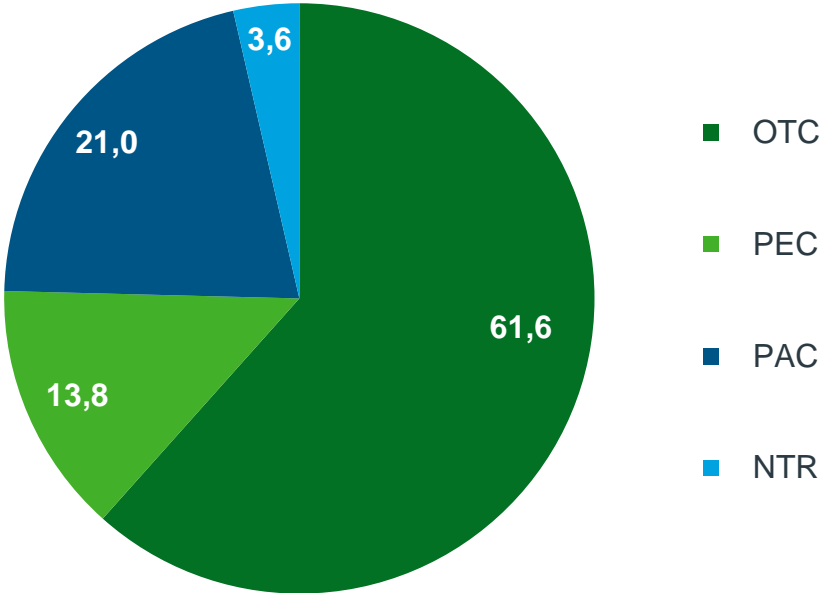
## Sales Evolution – Value



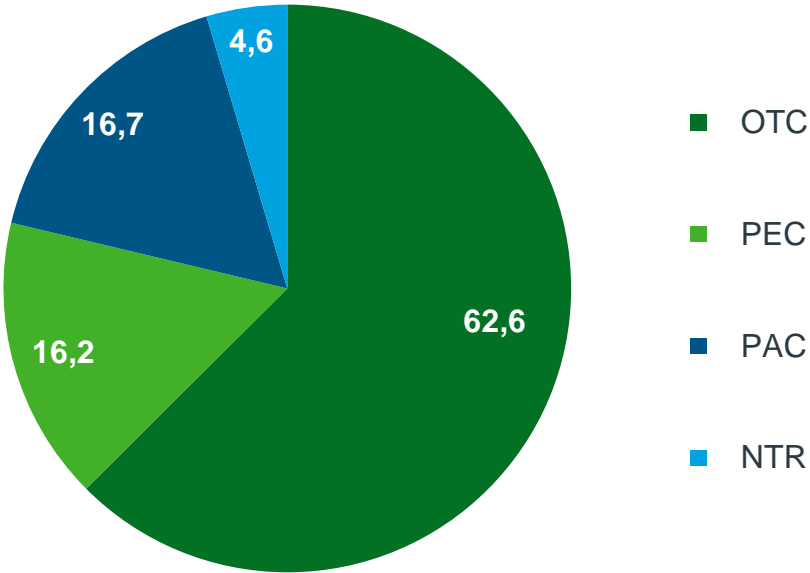
Source: IQVIA – CH Audits – Selling Out data

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

Market Share in Units – MAT/04/2022



Market Share in Value – MAT/04/2022



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/04/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/04/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,547,960	11.1	02A GENERAL PAIN RELIEF	€ 175,333,936.0	7.8
56T CORONAVIRUS TESTS	16,060,744	9.1	56T CORONAVIRUS TESTS	€ 138,672,592.0	6.1
01B COLD REMEDIES	10,961,847	6.2	01B COLD REMEDIES	€ 89,827,120.0	4.0
01A COUGH PRODUCTS	6,792,225	3.9	04F MINERAL SUPPLEMENTS	€ 70,653,288.0	3.1
01C SORE THROAT REMEDIES	5,665,205	3.2	07A EYE CARE	€ 66,570,748.0	2.9
03C LAXATIVES	4,962,245	2.8	35G MILK PRDS FOR CHILDREN	€ 66,456,216.0	2.9
04E OTHER SPECIFIC VITAMINS	4,417,934	2.5	01A COUGH PRODUCTS	€ 63,760,380.0	2.8
07A EYE CARE	4,408,328	2.5	04E OTHER SPECIFIC VITAMINS	€ 62,306,824.0	2.8
02E MUSCULAR PAIN RELIEF	3,286,160	1.9	02E MUSCULAR PAIN RELIEF	€ 62,088,016.0	2.7
35G MILK PRDS FOR CHILDREN	3,174,531	1.8	03C LAXATIVES	€ 61,547,840.0	2.7

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/04/2022)
56	TESTS+MEASURING INSTRUMNT	3,545,072
01	COUGH COLD&OTH RESP PROD	2,094,735
02	PAIN RELIEF	548,249
03	DIGEST & OTH INTEST PROD	268,372
04	VIT. MIN. & NUTRIT. SUPPS	75,726
05	TONICS/OTHER STIMS	49,920
12	URINARY AND REPRODUCT CAR	39,023
06	SKIN TREATMENT	37,045
83	UNISEX BEAUTY PRODUCTS	33,543
08	EAR CARE	26,205

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/04/2022)
56	TESTS+MEASURING INSTRUMNT	€ 29,244,215
01	COUGH COLD&OTH RESP PROD	€ 17,693,212
03	DIGEST & OTH INTEST PROD	€ 5,017,188
02	PAIN RELIEF	€ 4,457,237
04	VIT. MIN. & NUTRIT. SUPPS	€ 2,494,704
05	TONICS/OTHER STIMS	€ 1,135,261
35	BABY FOODS	€ 983,901
13	CALM/SLEEP&MOOD ENHANC PD	€ 832,017
12	URINARY AND REPRODUCT CAR	€ 771,546
83	UNISEX BEAUTY PRODUCTS	€ 665,937

Source: IQVIA – CH Audits – Selling Out data