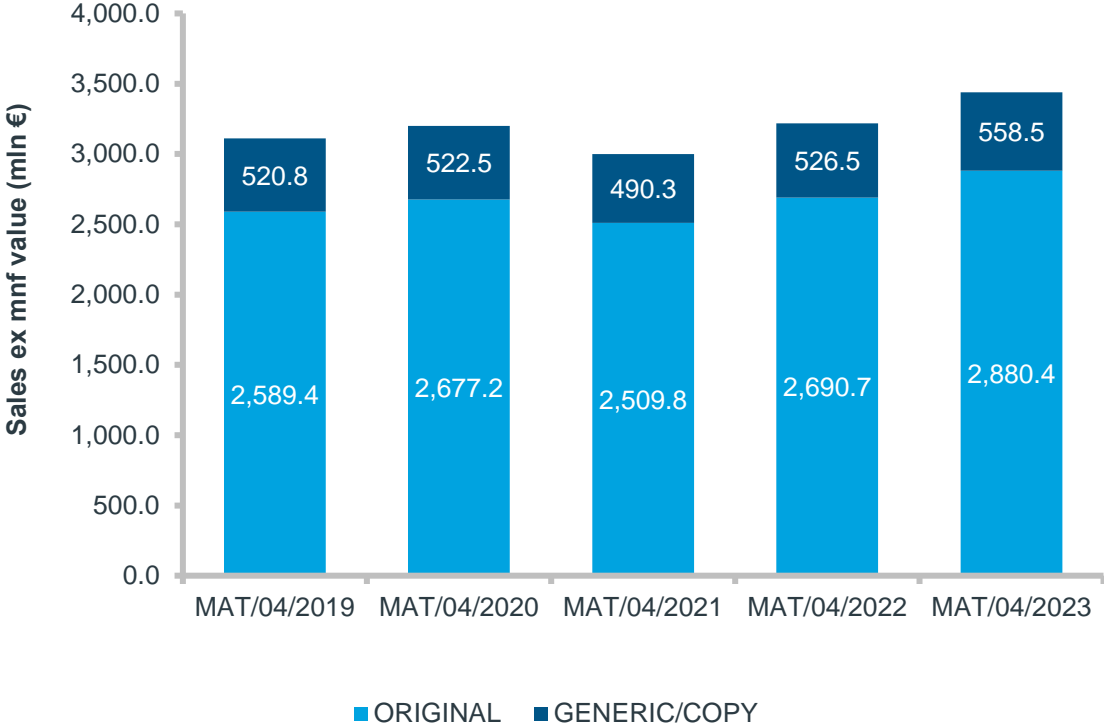


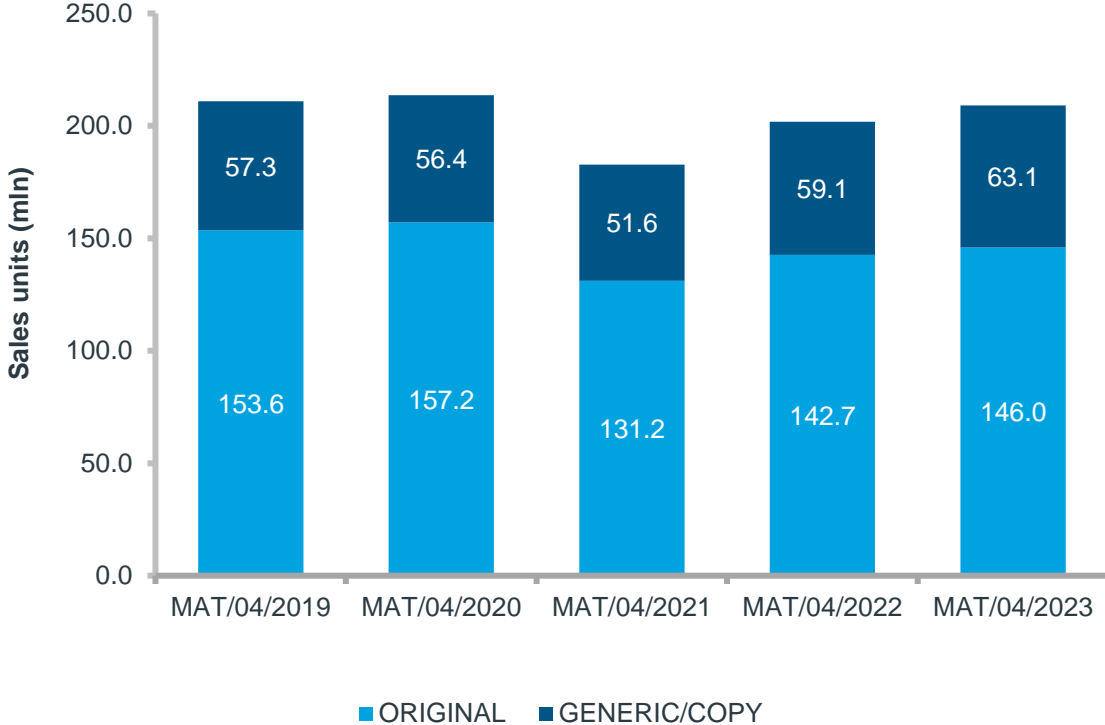
The Belgian retail market is worth €3,44 billion

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

Sales Evolution – Value ex-mnf



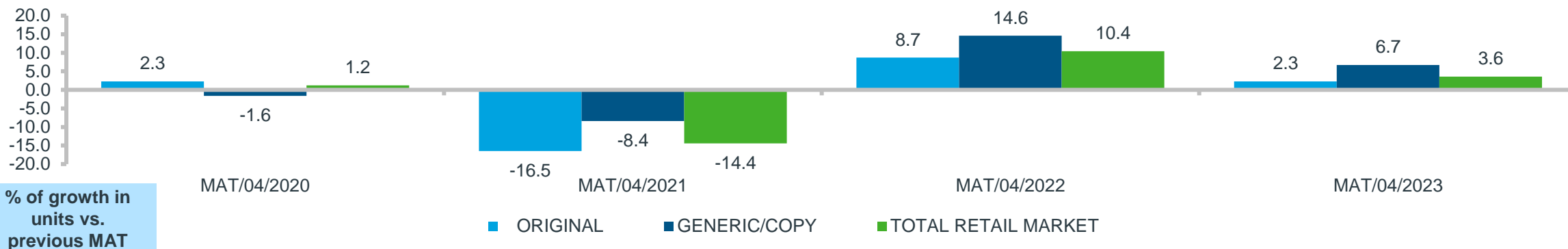
Sales Evolution – Units



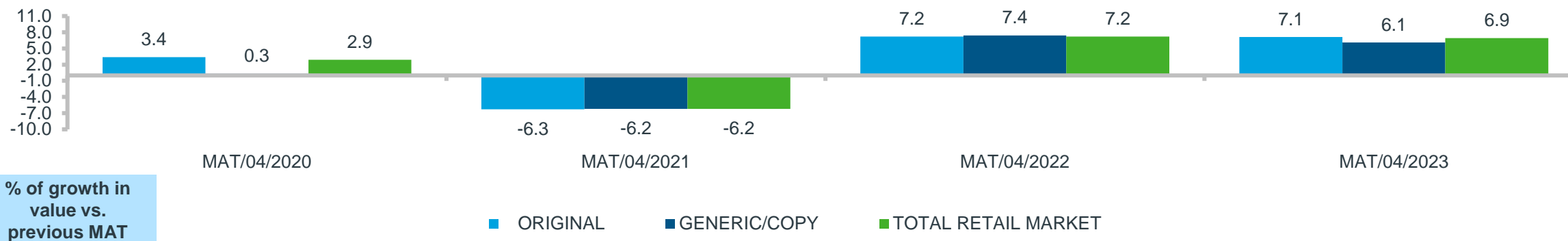
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows an increase of 3,6%, where the generic/copy grows with 6,7% (Sales Evolution – Units)



In value, the total retail grows with 6,9%, while the generic/copy market also shows an increase of 6,1% (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/04/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/04/2023	% of BE Retail Market
N02 ANALGESIQUES	26,553,816	12.7	L04 IMMUNOSUPPRESSEURS	382,228,403	11.1
N05 PSYCHOLEPTIQUES	13,194,770	6.3	B01 THROMBOLYTIQUES	280,204,141	8.1
R05 ANTITUSSIFS PREP BRONCH	10,656,607	5.1	A10 ANTIDIABETIQUES	254,274,217	7.4
A02 A-ACID.A-FLATUL.A-ULCER.	9,685,581	4.6	R03 ANTIASTHM & COPD PRDTS	224,823,580	6.5
R01 ANTIINF DECONGEST RHINO	9,596,733	4.6	N02 ANALGESIQUES	187,810,682	5.5
A10 ANTIDIABETIQUES	8,627,512	4.1	J05 ANTIVIRAUX SYSTEMIQUES	142,040,731	4.1
J01 ANTIBACTERIENS SYSTEMIQ.	8,222,983	3.9	N05 PSYCHOLEPTIQUES	141,788,134	4.1
N06 PSYCHO ANALEPTIQUES	7,158,408	3.4	C10 PR.LIPID-REGUL.A-ATHEROM	135,722,598	3.9
R03 ANTIASTHM & COPD PRDTS	6,415,739	3.1	C09 PROD ACT SYS RENIN-ANGIO	135,511,836	3.9
C10 PR.LIPID-REGUL.A-ATHEROM	6,268,767	3.0	N07 A.PROD ACT SUR SNC	92,280,950	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/04/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/04/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,656,607	2,848,079	A10 ANTIDIABETIQUES	254,274,217	€ 39,049,235
J01 ANTIBACTERIENS SYSTEMIQ.	8,222,983	1,391,207	L04 IMMUNOSUPPRESSEURS	382,228,403	€ 37,887,191
R02 ANTIINF DECONGEST PHARYNX	4,616,045	971,269	C10 PR.LIPID-REGUL.A-ATHEROM	135,722,598	€ 34,647,353
R01 ANTIINF DECONGEST RHINO	9,596,733	946,694	R03 ANTIASTHM & COPD PRDTS	224,823,580	€ 18,947,782
N02 ANALGESIQUES	26,553,816	620,575	R05 ANTITUSSIFS PREP BRONCH	58,482,795	€ 15,236,666
A10 ANTIDIABETIQUES	8,627,512	499,958	N02 ANALGESIQUES	187,810,682	€ 14,058,621
S01 PRDT OPHTALMOLOGIQUES	5,718,903	456,572	A07 PROD TROUBLES INTESTINAUX	47,374,672	€ 13,841,588
C10 PR.LIPID-REGUL.A-ATHEROM	6,268,767	429,131	B01 THROMBOLYTIQUES	280,204,141	€ 8,817,594
R03 ANTIASTHM & COPD PRDTS	6,415,739	372,103	D05 PRD NN STER TR.INFL.CUT.	56,219,054	€ 7,189,574
A07 PROD TROUBLES INTESTINAUX	2,827,971	347,798	J01 ANTIBACTERIENS SYSTEMIQ.	48,958,624	€ 6,504,607

Source: IQVIA – LMPB services – Selling In data