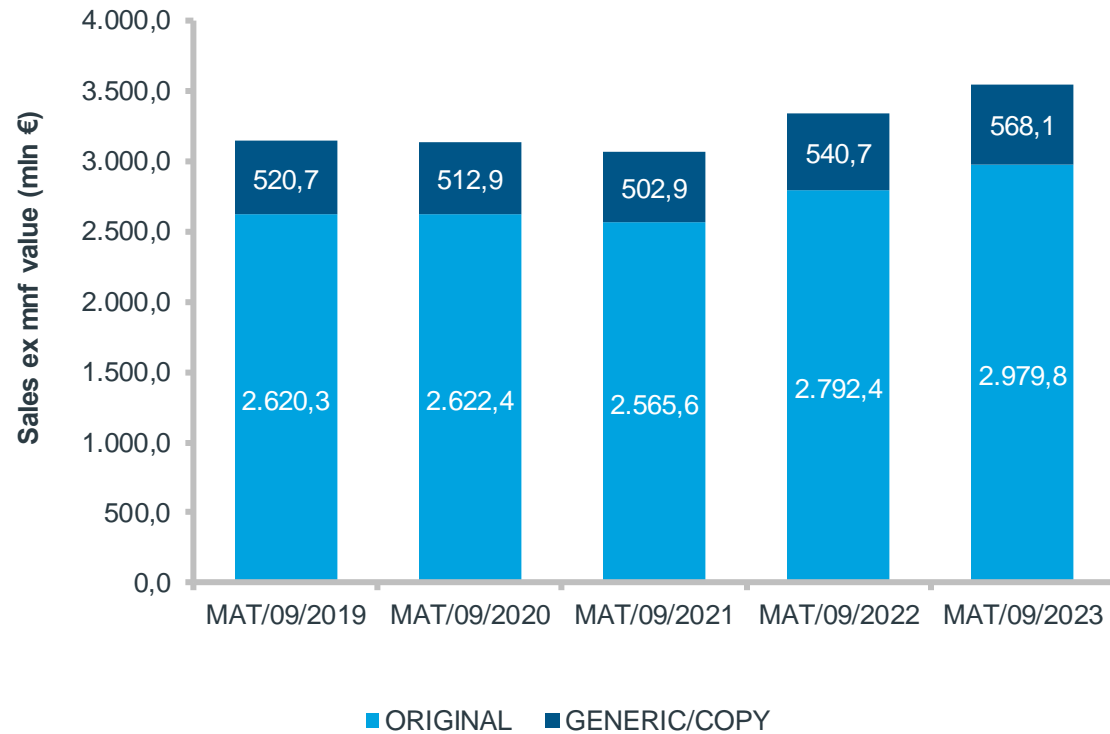


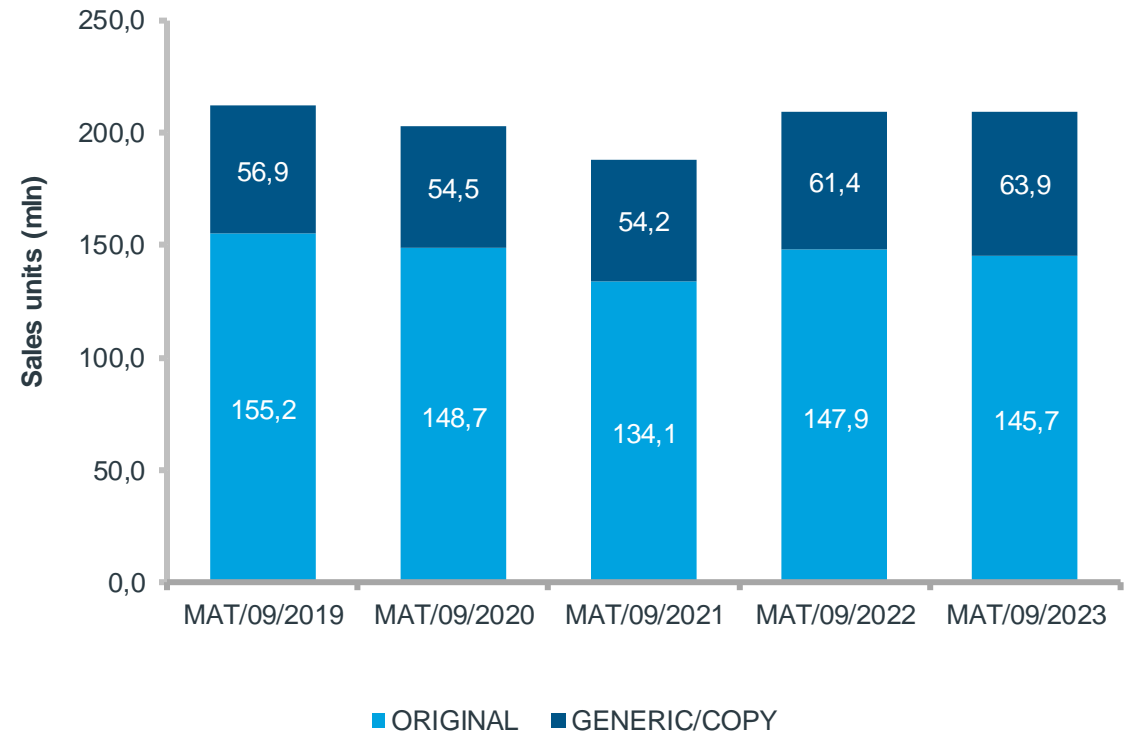
The Belgian retail market is worth €3,55 billion

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

Sales Evolution – Value ex-mnf



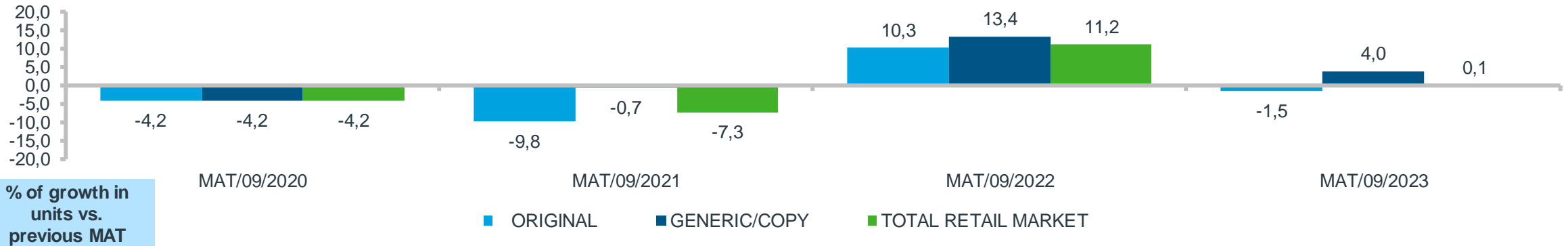
Sales Evolution – Units



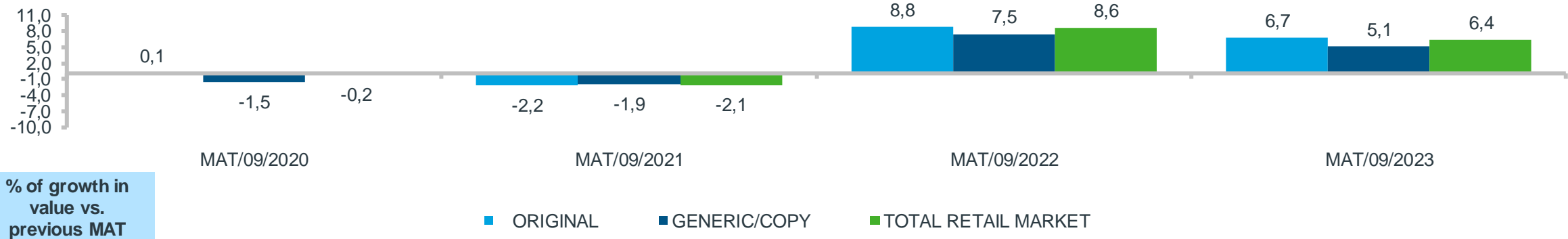
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows an increase of 0,1%, where the generic/copy grows with 4,0% (Sales Evolution – Units)



In value, the total retail grows with 6,4%, while the generic/copy market also shows an increase of 5,1% (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/09/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/09/2023	% of BE Retail Market
N02 ANALGESIQUES	26,501,656	12.6	L04 IMMUNOSUPPRESSEURS	392,128,021	11.1
N05 PSYCHOLEPTIQUES	12,949,685	6.2	B01 THROMBOLYTIQUES	283,908,550	8.0
R05 ANTITUSSIFS PREP BRONCH	10,940,780	5.2	A10 ANTIDIABETIQUES	276,766,909	7.8
A02 A-ACID.A-FLATUL.A-ULCER.	9,898,031	4.7	R03 ANTIASTHM & COPD PRDTS	231,387,475	6.5
R01 ANTIINF DECONGEST RHINO	9,308,748	4.4	N02 ANALGESIQUES	194,730,273	5.5
A10 ANTIDIABETIQUES	8,976,697	4.3	C10 PR.LIPID-REGUL.A-ATHEROM	155,721,699	4.4
J01 ANTIBACTERIENS SYSTEMIQ.	8,524,411	4.1	J05 ANTIVIRAUX SYSTEMIQUES	144,403,383	4.1
N06 PSYCHO ANALEPTIQUES	7,216,292	3.4	N05 PSYCHOLEPTIQUES	140,885,511	4.0
C10 PR.LIPID-REGUL.A-ATHEROM	6,502,245	3.1	C09 PROD ACT SYS RENIN-ANGIO	140,205,652	4.0
R03 ANTIASTHM & COPD PRDTS	6,314,415	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	93,779,480	2.6

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/09/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/09/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,940,780	1,070,881	A10 ANTIDIABETIQUES	€ 276,766,909	45,635,274
J01 ANTIBACTERIENS SYSTEMIQ.	8,524,411	1,014,788	C10 PR.LIPID-REGUL.A-ATHEROM	€ 155,721,699	44,975,090
A10 ANTIDIABETIQUES	8,976,697	589,529	L04 IMMUNOSUPPRESSEURS	€ 392,128,021	25,887,329
C10 PR.LIPID-REGUL.A-ATHEROM	6,502,245	521,046	D05 PRD NN STER TR.INFL.CUT.	€ 71,423,865	21,832,145
R01 ANTIINF DECONGEST RHINO	9,308,748	319,836	R03 ANTIASTHM & COPD PRDTS	€ 231,387,475	18,306,198
S01 PRDT OPHTALMOLOGIQUES	5,815,221	271,880	N02 ANALGESIQUES	€ 194,730,273	13,579,873
N02 ANALGESIQUES	26,501,656	263,800	A07 PROD TROUBLES INTESTINAUX	€ 50,797,772	9,756,441
D06 ANTIBIOTIQ&ANTIVIR TOPIQ	1,530,890	154,872	C09 PROD ACT SYS RENIN-ANGIO	€ 140,205,652	8,894,960
A02 A-ACID.A-FLATUL.A-ULCER.	9,898,031	98,189	B01 THROMBOLYTIQUES	€ 283,908,550	7,175,305
C09 PROD ACT SYS RENIN-ANGIO	6,159,762	94,990	R05 ANTITUSSIFS PREP BRONCH	€ 60,836,325	6,939,650

Source: IQVIA – LMPB services – Selling In data