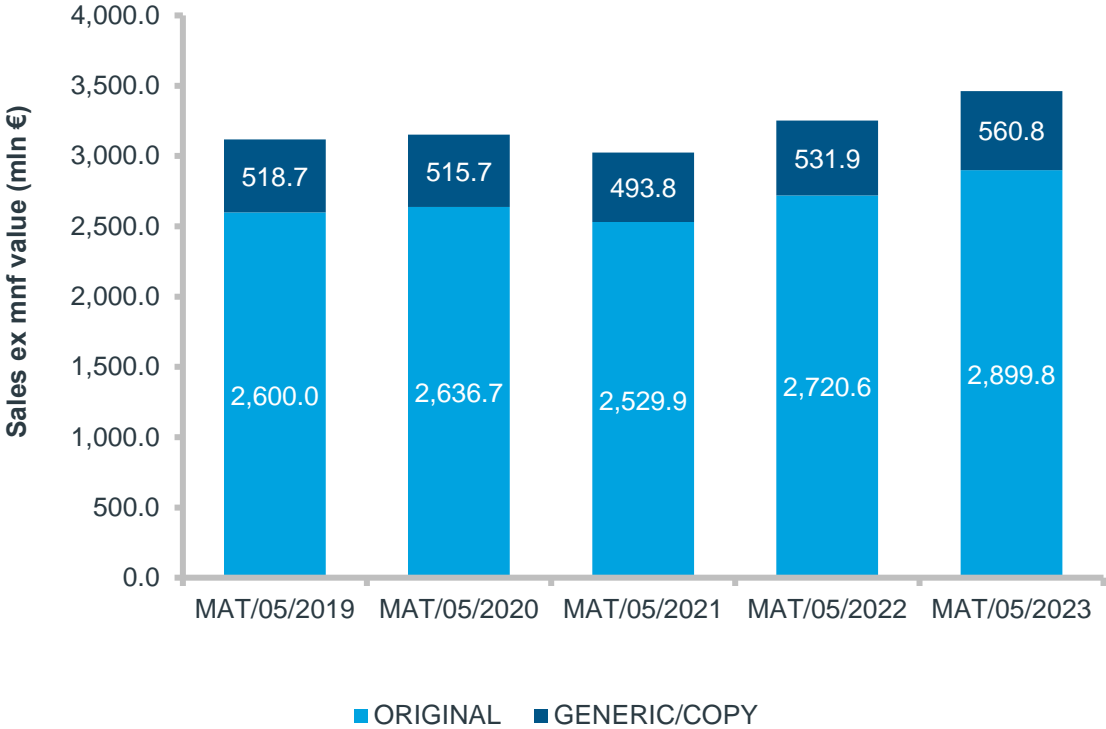


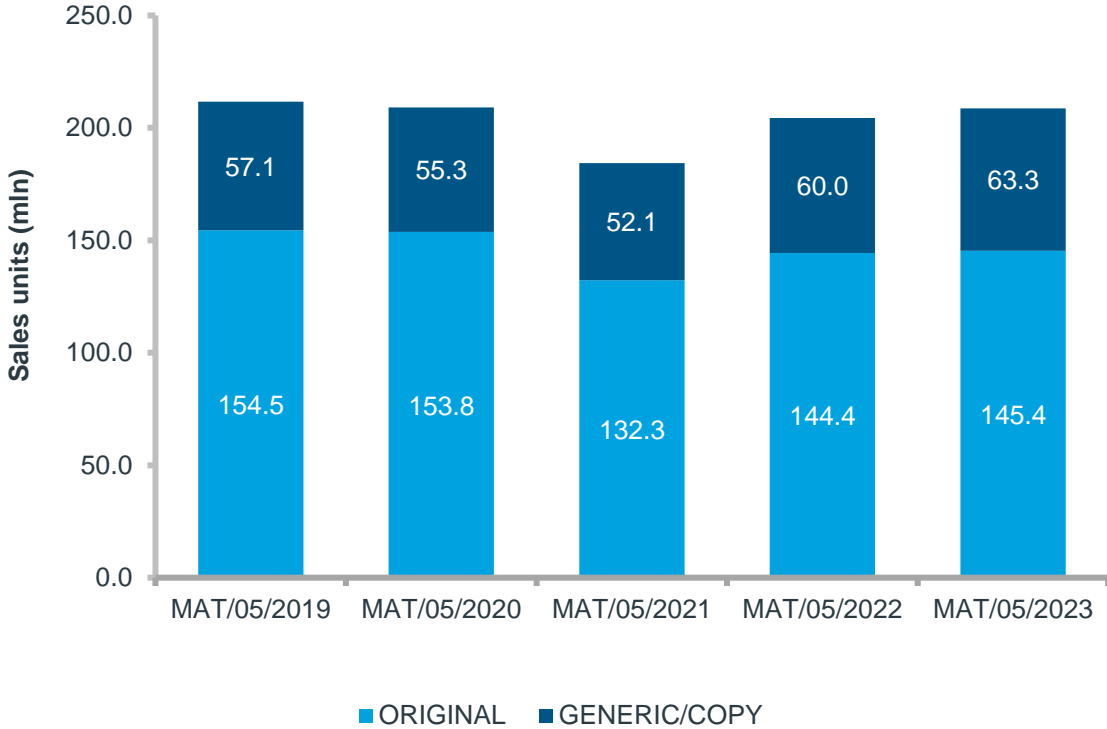
# The Belgian retail market is worth €3,46 billion

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

### Sales Evolution – Value ex-mnf



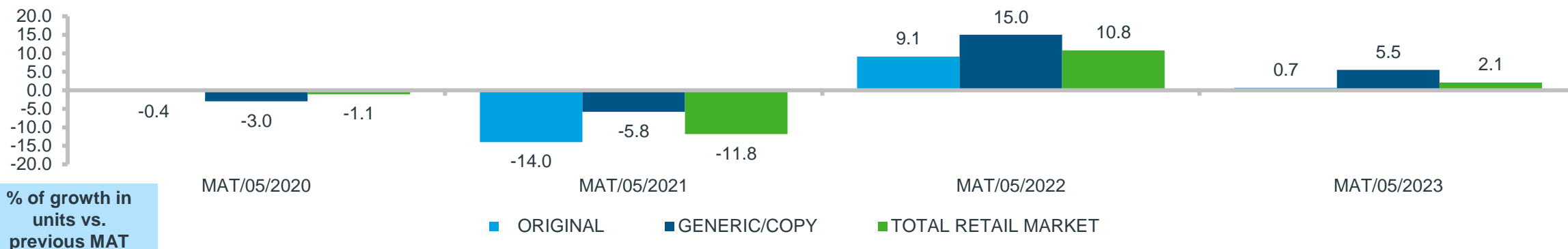
### Sales Evolution – Units



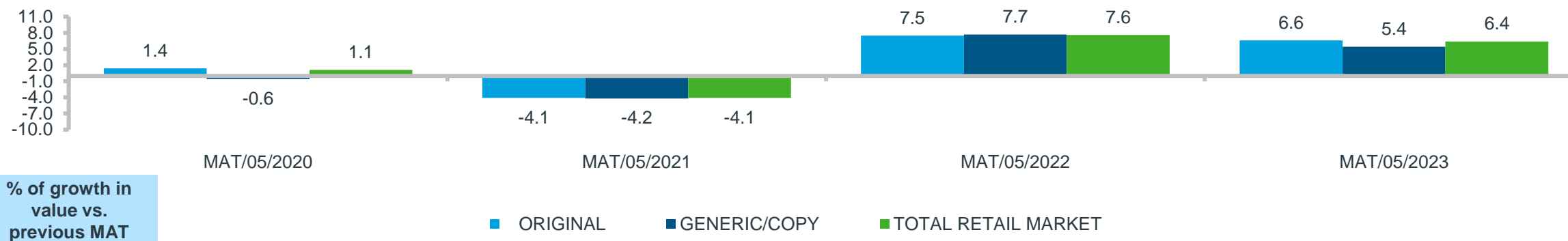
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 2,1%, where the generic/copy grows with 5,5% (Sales Evolution – Units)



In value, the total retail grows with 6,4%, while the generic/copy market also shows an increase of 5,4% (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/05/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/05/2023	% of BE Retail Market
N02 ANALGESIQUES	26,529,850	12.7	L04 IMMUNOSUPPRESSEURS	385,396,834	11.1
N05 PSYCHOLEPTIQUES	13,142,893	6.3	B01 THROMBOLYTIQUES	280,996,376	8.1
R05 ANTITUSSIFS PREP BRONCH	10,547,987	5.1	A10 ANTIDIABETIQUES	261,400,311	7.6
A02 A-ACID.A-FLATUL.A-ULCER.	9,703,460	4.7	R03 ANTIASTHM & COPD PRDTS	225,969,905	6.5
R01 ANTIINF DECONGEST RHINO	9,580,992	4.6	N02 ANALGESIQUES	188,820,809	5.5
A10 ANTIDIABETIQUES	8,722,179	4.2	J05 ANTIVIRAUX SYSTEMIQUES	141,949,765	4.1
J01 ANTIBACTERIENS SYSTEMIQ.	8,206,671	3.9	N05 PSYCHOLEPTIQUES	141,374,783	4.1
N06 PSYCHO ANALEPTIQUES	7,158,408	3.4	C10 PR.LIPID-REGUL.A-ATHEROM	140,336,744	4.1
R03 ANTIASTHM & COPD PRDTS	6,358,161	3.0	C09 PROD ACT SYS RENIN-ANGIO	136,392,015	3.9
C10 PR.LIPID-REGUL.A-ATHEROM	6,332,811	3.0	N07 A.PROD ACT SUR SNC	91,905,101	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/05/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/05/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,547,987	2,246,649	A10 ANTIDIABETIQUES	€ 261,400,311	42,514,339
J01 ANTIBACTERIENS SYSTEMIQ.	8,206,671	1,132,641	C10 PR.LIPID-REGUL.A-ATHEROM	€ 140,336,744	37,824,895
R02 ANTIINF DECONGEST PHARYNX	4,643,115	833,629	L04 IMMUNOSUPPRESSEURS	€ 385,396,834	35,926,361
R01 ANTIINF DECONGEST RHINO	9,580,992	762,702	R03 ANTIASTHM & COPD PRDTS	€ 225,969,905	17,497,035
C10 PR.LIPID-REGUL.A-ATHEROM	6,332,811	459,362	A07 PROD TROUBLES INTESTINAUX	€ 48,494,041	13,606,128
A10 ANTIDIABETIQUES	8,722,179	452,205	R05 ANTITUSSIFS PREP BRONCH	€ 57,952,961	12,181,172
N02 ANALGESIQUES	26,529,850	435,425	N02 ANALGESIQUES	€ 188,820,809	11,896,936
S01 PRDT OPHTALMOLOGIQUES	5,717,601	356,373	D05 PRD NN STER TR.INFL.CUT.	€ 59,115,766	10,091,170
A07 PROD TROUBLES INTESTINAUX	2,838,330	296,303	B01 THROMBOLYTIQUES	€ 280,996,376	7,690,406
R03 ANTIASTHM & COPD PRDTS	6,358,161	233,683	R02 ANTIINF DECONGEST PHARYNX	€ 25,124,511	5,800,392

Source: IQVIA – LMPB services – Selling In data