



# Monthly Belgium and Luxembourg Market Trends August 2024

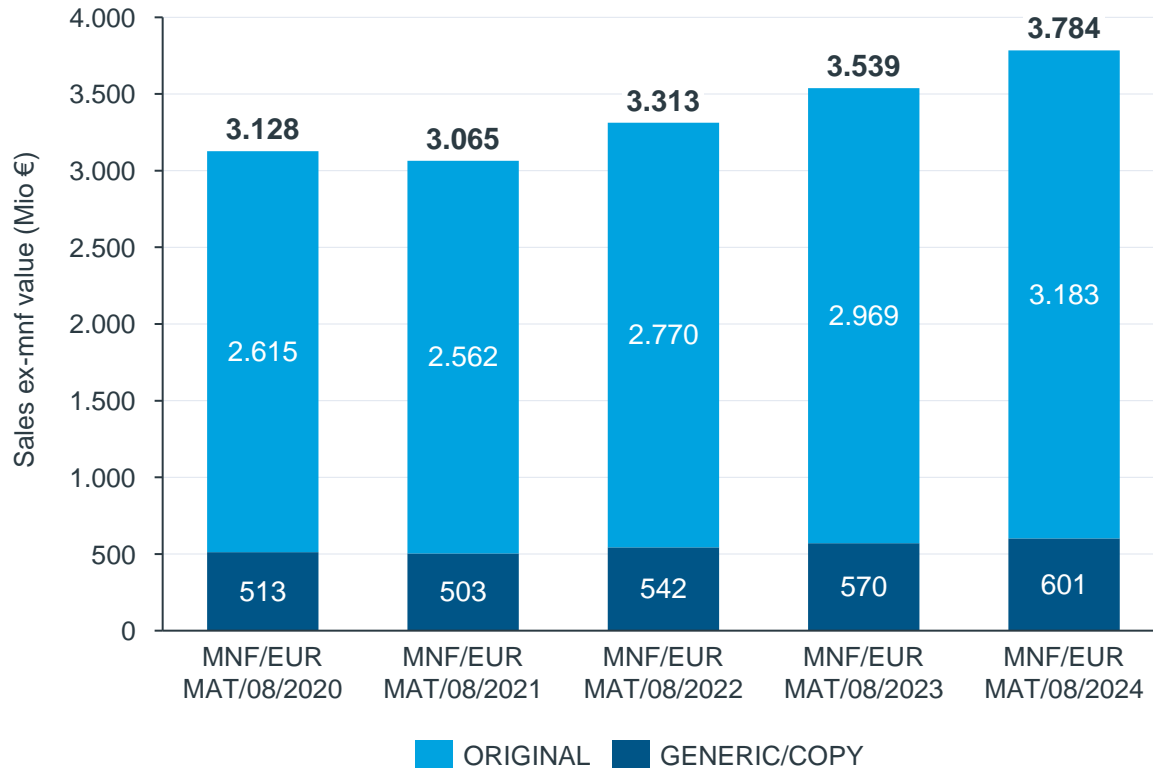
- + **Belgium: Retail**
- + Belgium: Consumer Health
- + Luxembourg: Retail

# The Belgian retail market is worth € 3.8 billion in 2024

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

## Sales Evolution

VALUE ex-mnf



## Sales Evolution

UNITS

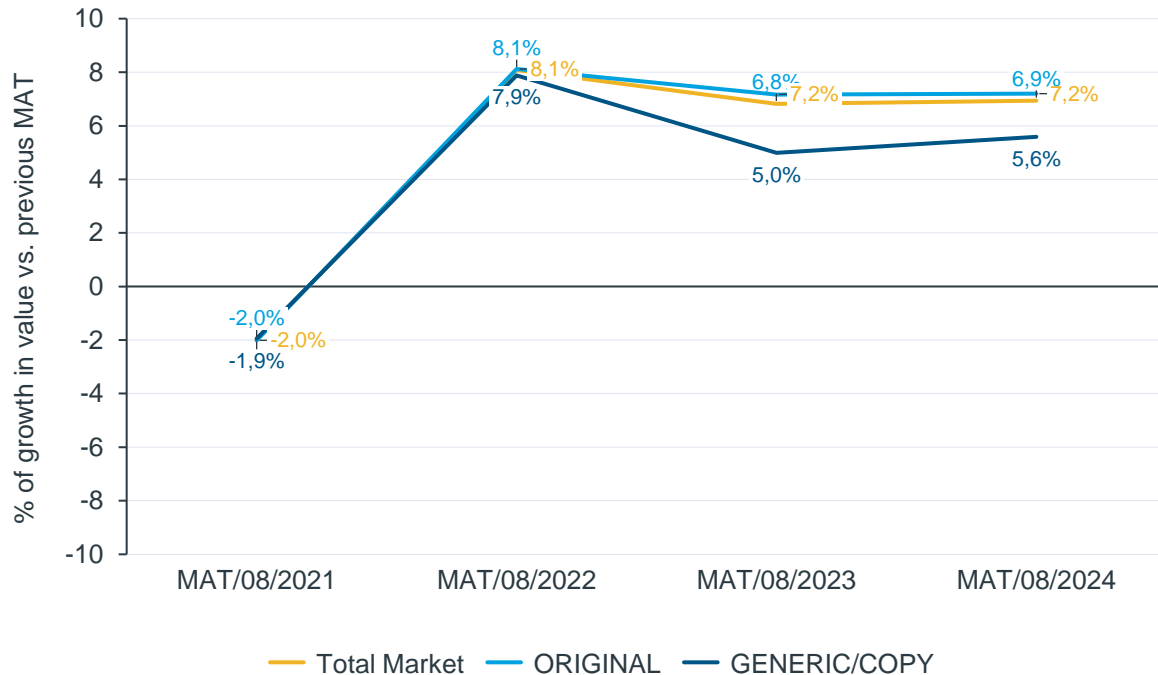


# Retail market growth evolution BE: original vs generics

In value, the total retail grows with 07%, while the generic/copy market also shows an increase of 06%  
 The total retail market in units shows an increase of 02% while the generic/copy market grows with 05%

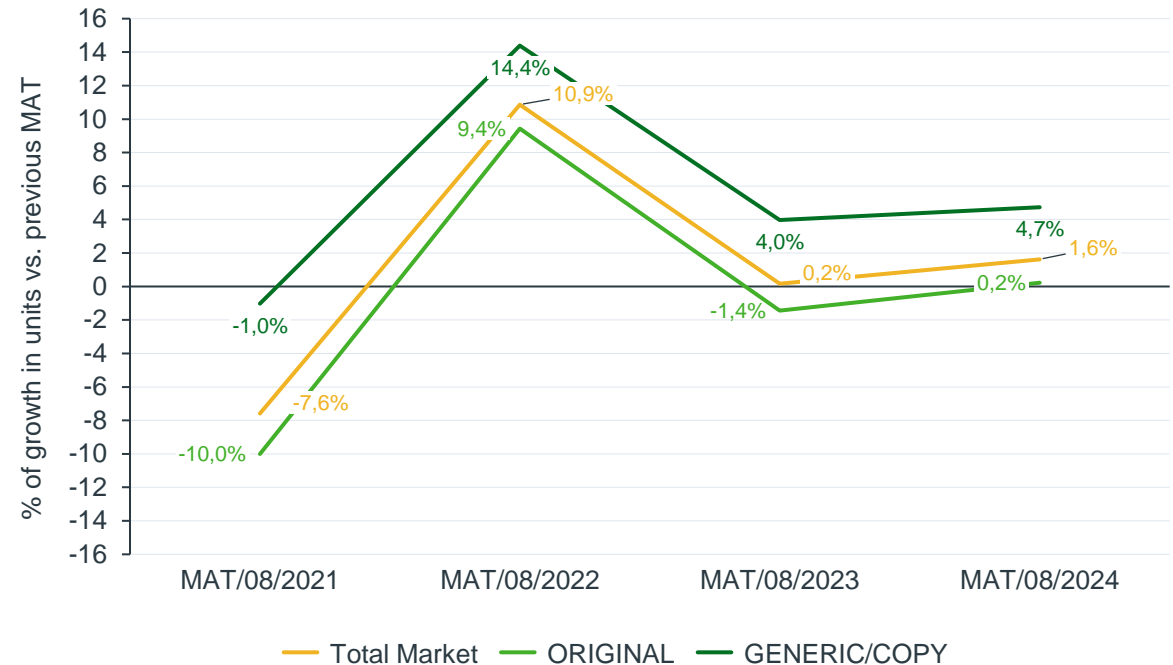
% of growth versus previous MAT

VALUE ex-mnf



% of growth versus previous MAT

UNITS



# The top 10 best selling ATC classes in retail in units and value (registered products)

## Top 10 Best Selling ATC classes in retail VALUE ex-mnf



	MNF/EUR MAT/08/2024	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	419 M €	11%
A10 ANTIDIABETIQUES	299 M €	8%
B01 THROMBOLYTIQUES	287 M €	8%
R03 ANTIASHTM & COPD PRDTS	255 M €	7%
C10 PR.LIPID-REGUL.A-ATHEROM	207 M €	5%
N02 ANALGESIQUES	201 M €	5%
J05 ANTIVIRAUX SYSTEMIQUES	152 M €	4%
C09 PROD ACT SYS RENIN-ANGIO	150 M €	4%
N05 PSYCHOLEPTIQUES	140 M €	4%
D05 PRD NN STER TR.INFL.CUT.	97 M €	3%

## Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/08/2024	% of BE Retail Market
N02 ANALGESIQUES	25,559,280	12%
N05 PSYCHOLEPTIQUES	13,161,186	6%
R05 ANTITUSSIFS PREP BRONCH	10,582,436	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,180,944	5%
R01 ANTIINF DECONGEST RHINO	9,918,602	5%
A10 ANTIDIABETIQUES	9,347,291	4%
J01 ANTIBACTERIENS SYSTEMIQ.	8,276,328	4%
N06 PSYCHO ANALEPTIQUES	7,733,034	4%
C10 PR.LIPID-REGUL.A-ATHEROM	7,278,618	3%
R03 ANTIASHTM & COPD PRDTS	6,586,654	3%

# Emerging Trends: Top 10 ATC Categories Showing Growth in Units and Value (Among Registered Products)

## Fastest Growing ATC classes in retail in % growth in VALUE ex-mnf



	MNF/EUR MAT/08/2024	Absolute Growth in value	% growth
N01 ANESTHESIQUES	878 K €	495 K €	56%
J04 ANTIMYCOBACTERIES	200 K €	74 K €	37%
R03 ANTIASSTM & COPD PRDTS	97.0 M €	28.5 M €	29%
A13 TONIQUES RECONSTITUANTS	178 K €	52 K €	29%
J02 ANTIMYCOTIQUES V.GENERALE	5.6 M €	1.6 M €	29%
D06 ANTIBIOTIQ&ANTIVIR TOPIQ	1.3 M €	0.4 M €	27%
D05 PRD NN STER TR.INFL.CUT.	206935 K €	54575 K €	26%
B03 ANTIANEMIQUES	4.5 M €	0.8 M €	19%
A12 SUPPLEMENTS MINERAUX	13320 K €	2271 K €	17%
N02 ANALGESIQUES	60220 K €	9951 K €	17%

## Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/08/2024 PPG Previous Year	Absolute Growth in units	% growth
V01 ALLERGENES	28,516	10,689	37%
R04 REVULSIFS PERCUTAN.INHAL	187,236	46,297	25%
P01 ANTIPROTOZ.&ANTHELMINTIQ	436,316	68,511	16%
L01 ANTINEOPLASIQUES	692,344	91,866	13%
T01 DIAGNOSTIC PAR IMAGERIE	16,565	2,192	13%
D11 DERMATOLOGIE DIVERS	375,963	46,218	12%
C10 PR.LIPID-REGUL.A-ATHEROM	7,278,618	830,602	11%
N07 A.PROD ACT SUR SNC	2,028,681	217,385	11%
A16 DIVERS APP.DIGESTIF	1,415	123	9%
R06 ANTIHISTAMINIQUES V GENER	4,448,915	379,776	9%

# The top 10 fastest growing ATC in units and value (in absolute growth, registered products)

## Fastest Growing ATC in VALUE ex-mnf



	MNF/EUR MAT/08/2024	Absolute Growth in value	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	207 M €	55 M €	26%
D05 PRD NN STER TR.INFL.CUT.	97 M €	29 M €	29%
R03 ANTIASHTM & COPD PRDTS	255 M €	25 M €	10%
L04 IMMUNOSUPPRESSEURS	419 M €	25 M €	6%
A10 ANTIDIABETIQUES	299 M €	24 M €	8%
B02 PROD SYST COAGUL SANG	71 M €	11 M €	15%
C09 PROD ACT SYS RENIN-ANGIO	150 M €	11 M €	7%
A07 PROD TROUBLES INTESTINAUX	60 M €	10 M €	17%
N02 ANALGESIQUES	201 M €	8 M €	4%
J05 ANTIVIRAUX SYSTEMIQUES	152 M €	8 M €	5%

## Fastest Growing ATC in UNITS



	UN MAT/08/2024	Absolute Growth in units	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	7,278,618	830,602	11%
R01 ANTIINF DECONGEST RHINO	9,918,602	595,567	6%
N06 PSYCHO ANALEPTIQUES	7,733,034	526,623	7%
A10 ANTIDIABETIQUES	9,347,291	419,290	4%
R06 ANTIHISTAMINIQUES V GENER	4,448,915	379,776	9%
R03 ANTIASHTM & COPD PRDTS	6,586,654	330,414	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,180,944	315,650	3%
C09 PROD ACT SYS RENIN-ANGIO	6,430,834	289,964	5%
M01 ANTIINFLAM ANTIRHUMAT VG	5,425,290	236,316	4%
N07 A.PROD ACT SUR SNC	2,028,681	217,385	11%