

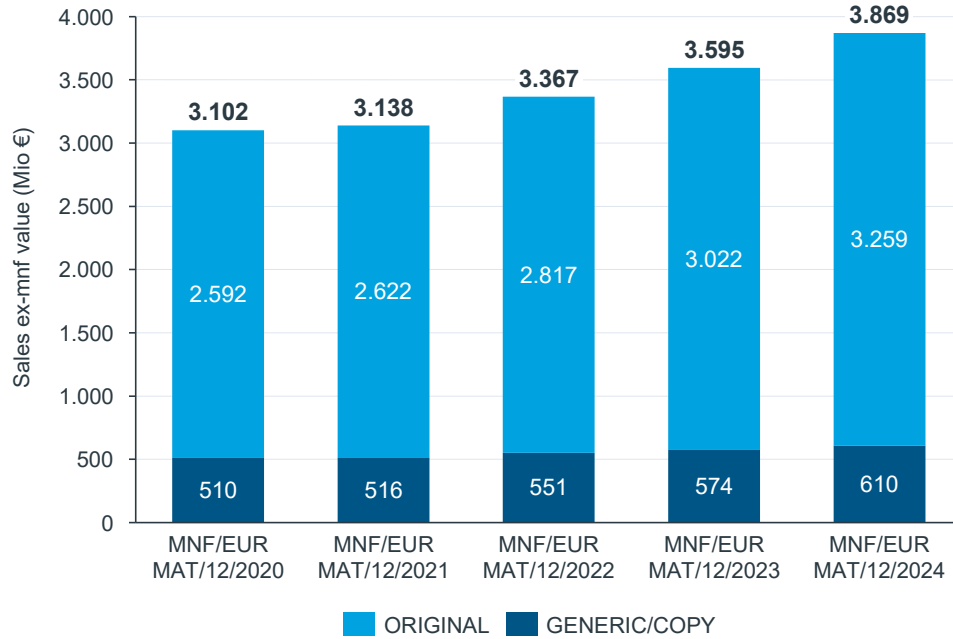


The Belgian retail market is worth € 3.9 billion in 2024

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

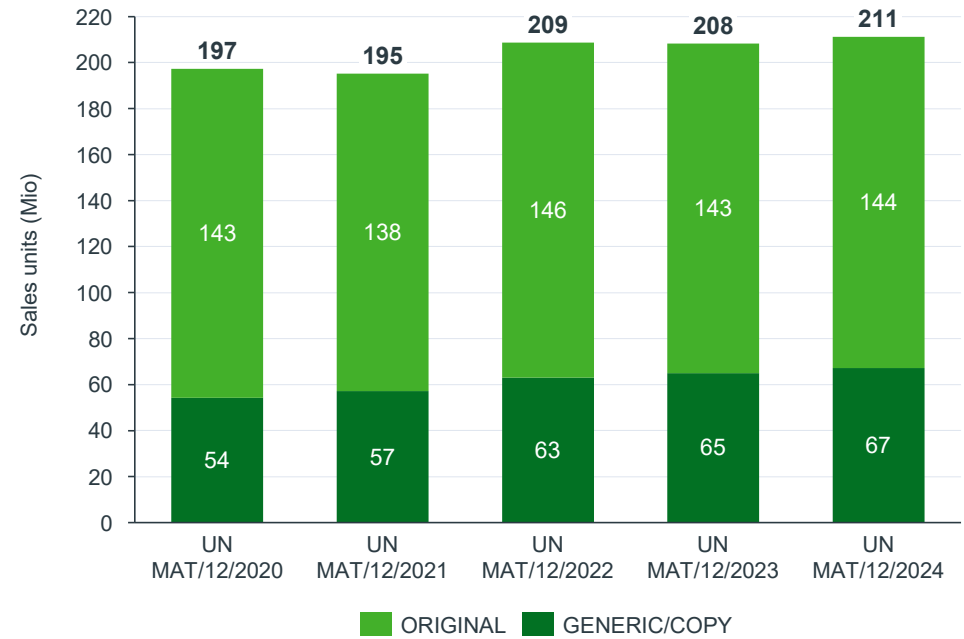
Sales Evolution

VALUE ex-mnf



Sales Evolution

UNITS





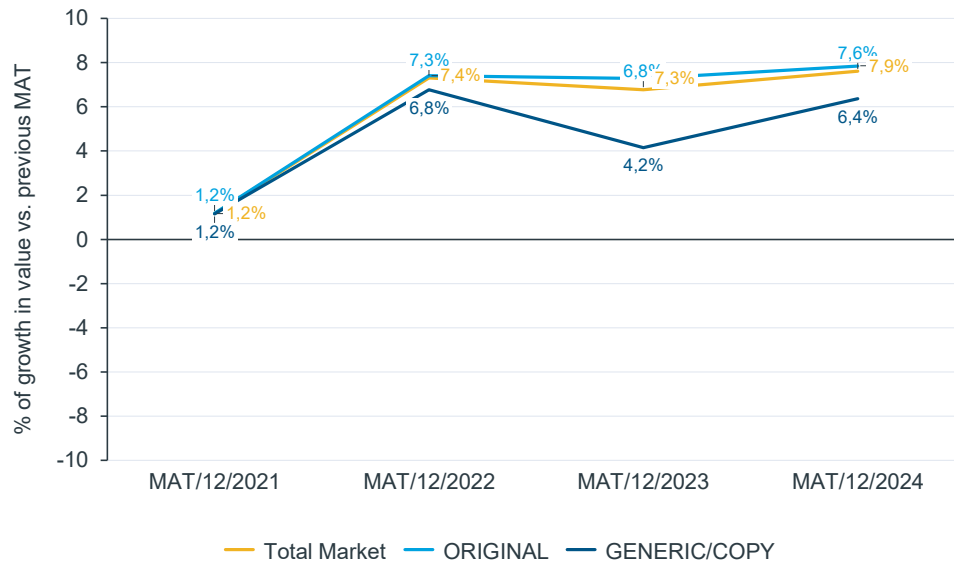
Retail market growth evolution BE: original vs generics

In value, the total retail grows with 08%, while the generic/copy market also shows an increase of 06%

The total retail market in units shows an increase of 01% while the generic/copy market grows with 03%

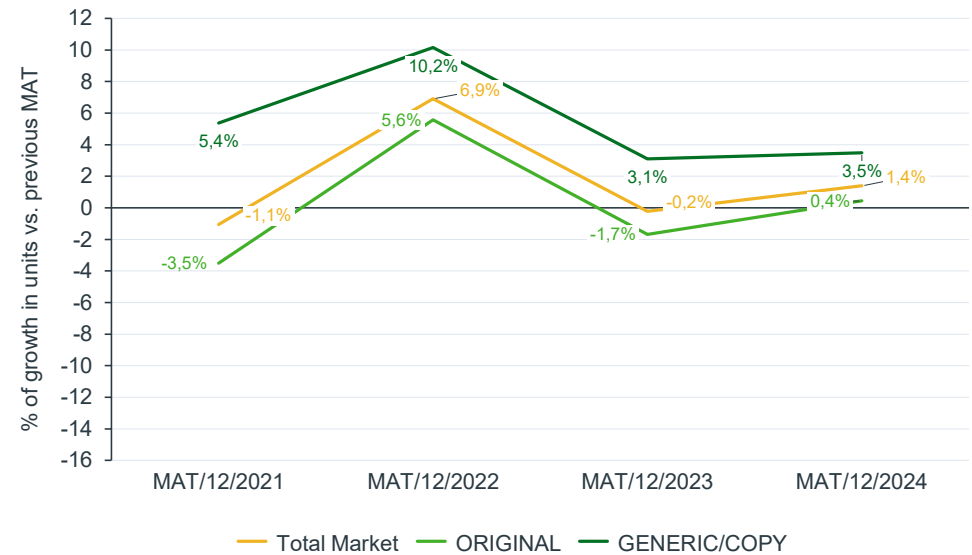
% of growth versus previous MAT

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/12/2024	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	419 M €	11%
A10 ANTIDIABETIQUES	316 M €	8%
B01 THROMBOLYTIQUES	278 M €	7%
R03 ANTIASHTM & COPD PRDTS	261 M €	7%
C10 PR.LIPID-REGUL.A-ATHEROM	227 M €	6%
N02 ANALGESIQUES	201 M €	5%
C09 PROD ACT SYS RENIN-ANGIO	154 M €	4%
J05 ANTIVIRAUX SYSTEMIQUES	154 M €	4%
N05 PSYCHOLEPTIQUES	138 M €	4%
D05 PRD NN STER TR.INFL.CUT.	104 M €	3%

Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/12/2024	% of BE Retail Market
N02 ANALGESIQUES	25,019,424	12%
N05 PSYCHOLEPTIQUES	13,107,371	6%
R01 ANTIINF DECONGEST RHINO	10,221,133	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,208,728	5%
R05 ANTITUSSIFS PREP BRONCH	9,774,139	5%
A10 ANTIDIABETIQUES	9,550,945	5%
N06 PSYCHO ANALEPTIQUES	7,779,383	4%
J01 ANTIBACTERIENS SYSTEMIQ.	7,712,955	4%
C10 PR.LIPID-REGUL.A-ATHEROM	7,449,697	4%
C09 PROD ACT SYS RENIN-ANGIO	6,507,513	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/12/2024	Absolute Growth in value	% growth
J06 SERUMS ET Y GLOBULINES	13766 K €	13383 K €	97%
R04 REVULSIFS PERCUTAN.INHAL	2060 K €	1184 K €	57%
V01 ALLERGENES	6.3 M €	1.9 M €	30%
T01 DIAGNOSTIC PAR IMAGERIE	196 K €	59 K €	30%
C10 PR.LIPID-REGUL.A-ATHEROM	227.2 M €	57.6 M €	25%
D11 DERMATOLOGIE DIVERS	5.0 M €	1.3 M €	25%
T02 TESTS DIAGNOSTICS	186 K €	46 K €	24%
A08 ANOREXIGENES SF DIETETIQ	9.7 M €	2.1 M €	22%
D05 PRD NN STER TR.INFL.CUT.	103993 K €	22041 K €	21%
B02 PROD SYST COAGUL SANG	76576 K €	14525 K €	19%

Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/12/2024	Absolute Growth in units	% growth
J06 SERUMS ET Y GLOBULINES	25,753	18,964	74%
R04 REVULSIFS PERCUTAN.INHAL	287,348	165,189	57%
V01 ALLERGENES	34,718	15,218	44%
A08 ANOREXIGENES SF DIETETIQ	95,852	21,087	22%
T01 DIAGNOSTIC PAR IMAGERIE	17,834	3,115	17%
A04 ANTIEMETIQUES.ANTINAUSEE	268,939	46,774	17%
D11 DERMATOLOGIE DIVERS	409,382	67,578	17%
A12 SUPPLEMENTS MINERAUX	739,592	106,169	14%
H04 AUTRES HORMONES	261,968	36,099	14%
D04 ANTIPRURIGINEUX	24,503	3,142	13%

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/12/2024	Absolute Growth in value	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	227 M €	58 M €	25%
A10 ANTIDIABETIQUES	316 M €	35 M €	11%
R03 ANTIASHTM & COPD PRDTS	261 M €	25 M €	10%
D05 PRD NN STER TR.INFL.CUT.	104 M €	22 M €	21%
L04 IMMUNOSUPPRESSEURS	419 M €	18 M €	4%
B02 PROD SYST COAGUL SANG	77 M €	15 M €	19%
J06 SERUMS ET Y GLOBULINES	14 M €	13 M €	97%
N07 A.PROD ACT SUR SNC	102 M €	13 M €	13%
C09 PROD ACT SYS RENIN-ANGIO	154 M €	12 M €	8%
A07 PROD TROUBLES INTESTINAUX	63 M €	9 M €	15%

Fastest Growing ATC in UNITS



	UN MAT/12/2024	Absolute Growth in units	% growth
R01 ANTIINF DECONGEST RHINO	10,221,133	1,151,688	11%
C10 PR.LIPID-REGUL.A-ATHEROM	7,449,697	744,828	10%
N06 PSYCHO ANALEPTIQUES	7,779,383	499,565	6%
A10 ANTIDIABETIQUES	9,550,945	491,588	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,208,728	418,006	4%
R06 ANTIHISTAMINIQUES V GENER	4,474,594	327,581	7%
C09 PROD ACT SYS RENIN-ANGIO	6,507,513	320,749	5%
N05 PSYCHOLEPTIQUES	13,107,371	228,479	2%
A03 MED.TR.FONCT.GASTRO-INT	3,265,755	200,111	6%
S01 PRDT OPHTALMOLOGIQUES	6,001,895	176,895	3%