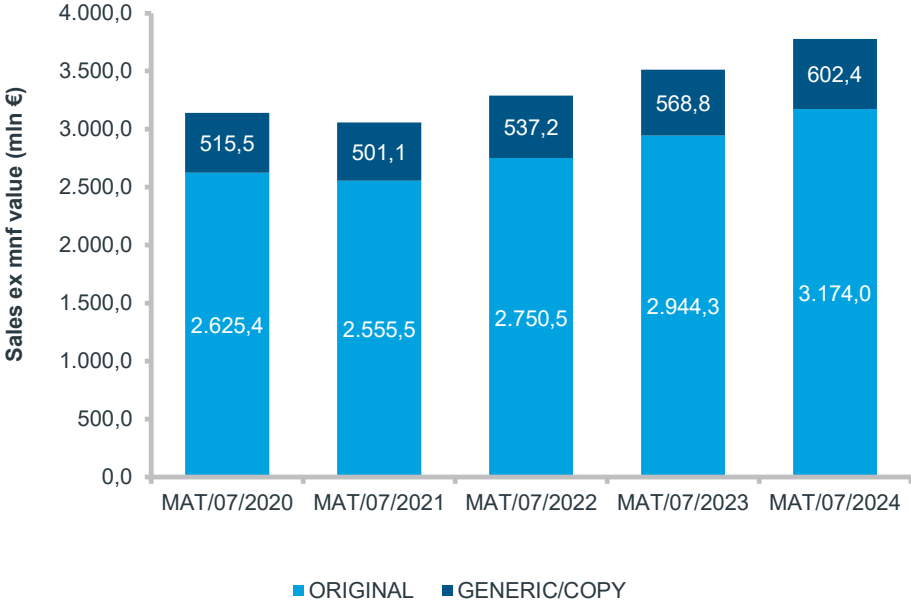


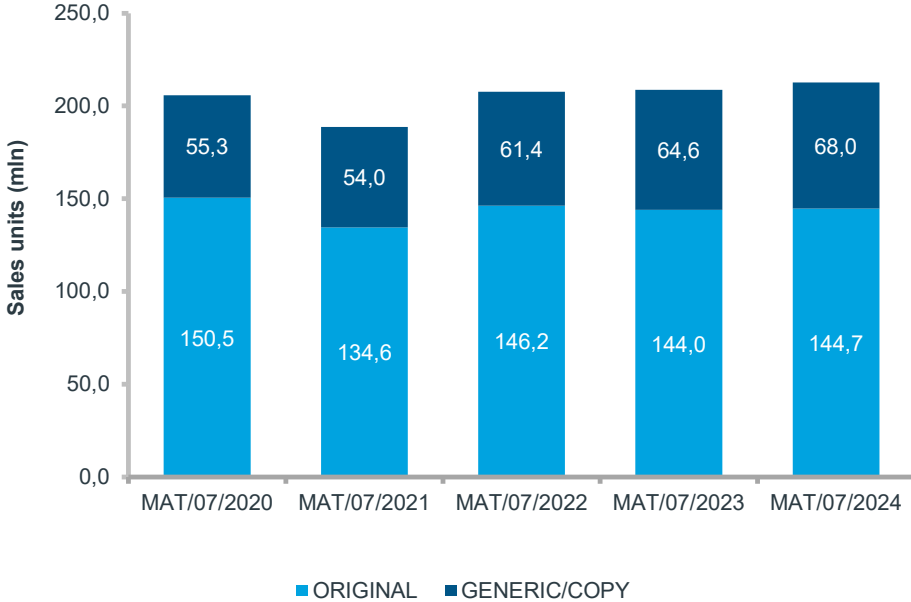
# The Belgian retail market is worth €3,78 billion

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

Sales Evolution – Value ex-mnf



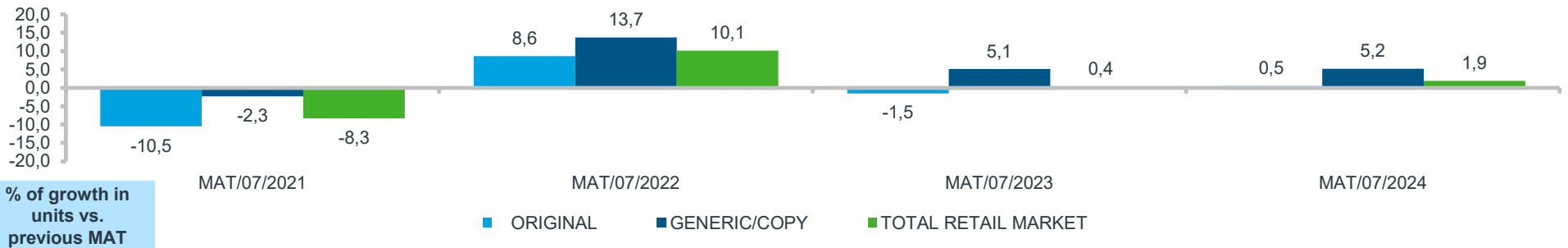
Sales Evolution – Units



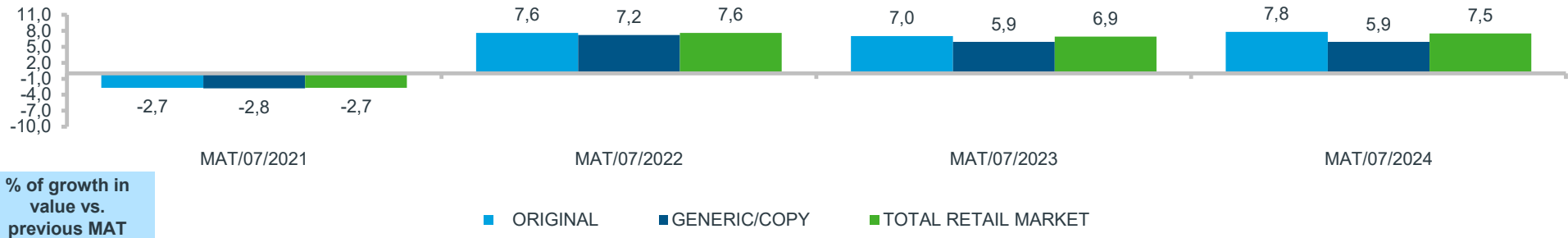
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 1,9%, where the generic/copy grows with 5,2% (Sales Evolution – Units)



In value, the total retail grows with 7,5%, while the generic/copy market also shows an increase of 5,9% (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/07/2024	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/07/2024	% of BE Retail Market
N02 ANALGESIQUES	25,626,011	12.1	L04 IMMUNOSUPPRESSEURS	420,295,363	11.1
N05 PSYCHOLEPTIQUES	13,207,860	6.2	A10 ANTIDIABETIQUES	296,806,916	7.9
A02 A-ACID.A-FLATUL.A-ULCER.	10,233,046	4.8	B01 THROMBOLYTIQUES	287,042,417	7.6
R05 ANTITUSSIFS PREP BRONCH	10,182,486	4.8	R03 ANTIASTHM & COPD PRDTS	254,077,410	6.7
R01 ANTIINF DECONGEST RHINO	9,561,596	4.5	C10 PR.LIPID-REGUL.A-ATHEROM	203,328,966	5.4
A10 ANTIDIABETIQUES	9,342,401	4.4	N02 ANALGESIQUES	201,207,369	5.3
J01 ANTIBACTERIENS SYSTEMIQ.	8,385,574	3.9	J05 ANTIVIRAUX SYSTEMIQUES	151,456,431	4.0
N06 PSYCHO ANALEPTIQUES	7,728,451	3.6	C09 PROD ACT SYS RENIN-ANGIO	149,952,932	4.0
C10 PR.LIPID-REGUL.A-ATHEROM	7,260,824	3.4	N05 PSYCHOLEPTIQUES	140,890,306	3.7
R03 ANTIASTHM & COPD PRDTS	6,594,660	3.1	A02 A-ACID.A-FLATUL.A-ULCER.	97,381,309	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/07/2024	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/07/2024	Absolute Growth in value
C10 PR.LIPID-REGUL.A-ATHEROM	7,260,824	829,137	C10 PR.LIPID-REGUL.A-ATHEROM	€ 203,328,966	54,628,887
N06 PSYCHO ANALEPTIQUES	7,728,451	536,216	D05 PRD NN STER TR.INFL.CUT.	€ 95,555,660	29,963,517
A10 ANTIDIABETIQUES	9,342,401	441,420	L04 IMMUNOSUPPRESSEURS	€ 420,295,363	27,851,246
A02 A-ACID.A-FLATUL.A-ULCER.	10,233,046	428,324	A10 ANTIDIABETIQUES	€ 296,806,916	25,492,252
R03 ANTIASHTM & COPD PRDTS	6,594,660	342,657	R03 ANTIASHTM & COPD PRDTS	€ 254,077,410	25,043,537
R06 ANTIHISTAMINIQUES V GENER	4,427,021	339,347	C09 PROD ACT SYS RENIN-ANGIO	€ 149,952,932	11,617,177
C09 PROD ACT SYS RENIN-ANGIO	6,417,172	305,564	B02 PROD SYST COAGUL SANG	€ 70,218,773	10,397,976
M01 ANTIINFLAM ANTIRHUMAT VG	5,473,152	297,165	N02 ANALGESIQUES	€ 201,207,369	10,097,413
N07 A.PROD ACT SUR SNC	2,046,407	249,440	A07 PROD TROUBLES INTESTINAUX	€ 59,708,083	10,092,516
C07 BETA BLOQUANTS	5,042,815	240,394	J05 ANTIVIRAUX SYSTEMIQUES	€ 151,456,431	7,920,092

Source: IQVIA – LMPB services – Selling In data