

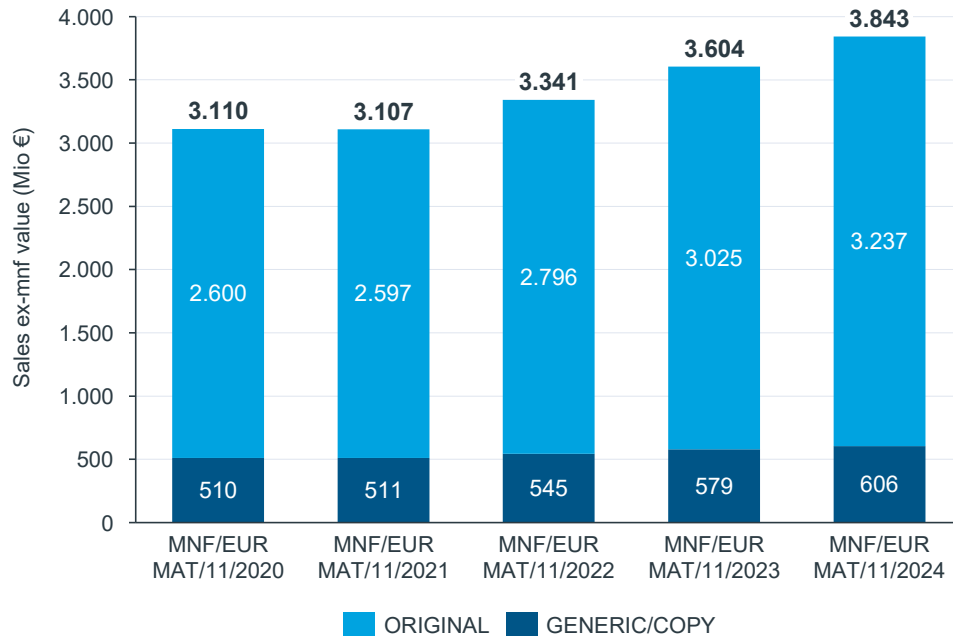


The Belgian retail market is worth € 3.8 billion in 2024

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

Sales Evolution

VALUE ex-mnf



Sales Evolution

UNITS



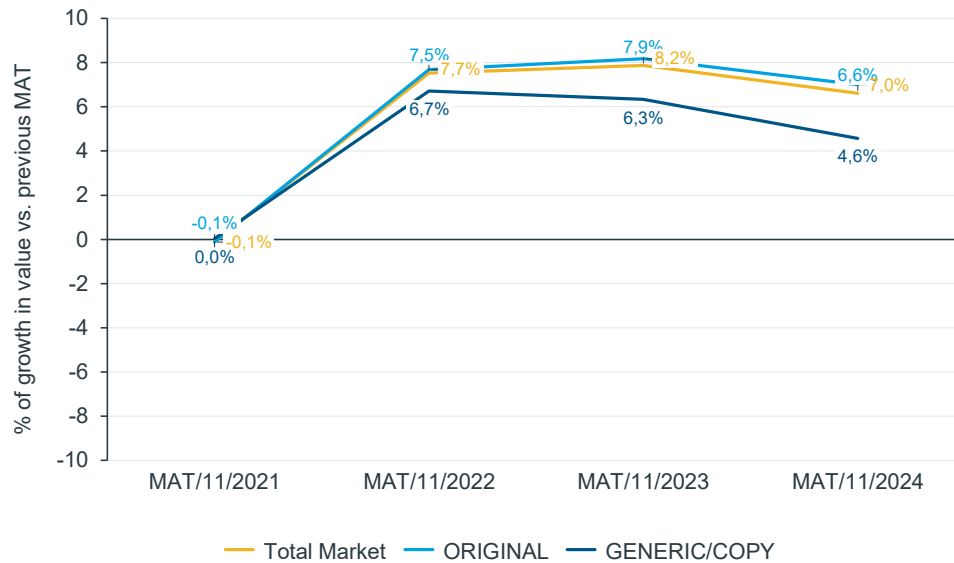


Retail market growth evolution BE: original vs generics

In value, the total retail grows with 07%, while the generic/copy market also shows an increase of 05%
The total retail market in units shows an increase of 00% while the generic/copy market grows with 02%

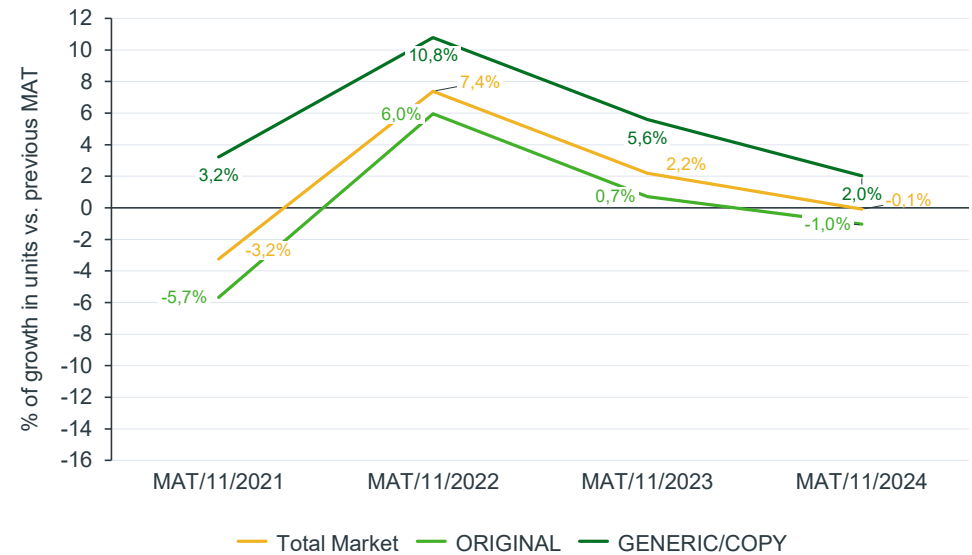
% of growth versus previous MAT

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/11/2024	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	418 M €	11%
A10 ANTIDIABETIQUES	309 M €	8%
B01 THROMBOLYTIQUES	280 M €	7%
R03 ANTIASHTM & COPD PRDTS	259 M €	7%
C10 PR.LIPID-REGUL.A-ATHEROM	221 M €	6%
N02 ANALGESIQUES	200 M €	5%
J05 ANTIVIRAUX SYSTEMIQUES	154 M €	4%
C09 PROD ACT SYS RENIN-ANGIO	153 M €	4%
N05 PSYCHOLEPTIQUES	138 M €	4%
D05 PRD NN STER TR.INFL.CUT.	103 M €	3%

Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/11/2024	% of BE Retail Market
N02 ANALGESIQUES	25,091,045	12%
N05 PSYCHOLEPTIQUES	13,069,482	6%
R01 ANTIINF DECONGEST RHINO	10,247,153	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,140,376	5%
R05 ANTITUSSIFS PREP BRONCH	10,005,781	5%
A10 ANTIDIABETIQUES	9,484,086	4%
J01 ANTIBACTERIENS SYSTEMIQ.	7,799,281	4%
N06 PSYCHO ANALEPTIQUES	7,739,300	4%
C10 PR.LIPID-REGUL.A-ATHEROM	7,383,511	3%
C09 PROD ACT SYS RENIN-ANGIO	6,489,953	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/11/2024	Absolute Growth in value	% growth
J06 SERUMS ET Y GLOBULINES	13573 K €	13192 K €	97%
R04 REVULSIFS PERCUTAN.INHAL	2001 K €	1038 K €	52%
T01 DIAGNOSTIC PAR IMAGERIE	0.2 M €	0.1 M €	31%
V01 ALLERGENES	6132 K €	1867 K €	30%
T02 TESTS DIAGNOSTICS	0.2 M €	0.1 M €	26%
C10 PR.LIPID-REGUL.A-ATHEROM	221.3 M €	56.0 M €	25%
D11 DERMATOLOGIE DIVERS	4944 K €	1238 K €	25%
D05 PRD NN STER TR.INFL.CUT.	102.8 M €	24.1 M €	23%
B02 PROD SYST COAGUL SANG	75971 K €	13846 K €	18%
A12 SUPPLEMENTS MINERAUX	15237 K €	2669 K €	18%

Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/11/2024	Absolute Growth in units	% growth
J06 SERUMS ET Y GLOBULINES	25,571	18,753	73%
R04 REVULSIFS PERCUTAN.INHAL	279,124	142,943	51%
V01 ALLERGENES	33,423	14,391	43%
A08 ANOREXIGENES SF DIETETIQ	93,062	15,969	17%
D11 DERMATOLOGIE DIVERS	407,138	69,845	17%
T01 DIAGNOSTIC PAR IMAGERIE	17,616	2,986	17%
A04 ANTIEMETIQUES.ANTINAUSEE	263,358	39,713	15%
P01 ANTIPROTOZ.&ANTHELMINTIQ	448,951	56,144	13%
A12 SUPPLEMENTS MINERAUX	732,083	91,381	12%
L01 ANTINEOPLASIQUES	690,008	74,982	11%

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/11/2024	Absolute Growth in value	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	221 M €	56 M €	25%
A10 ANTIDIABETIQUES	309 M €	28 M €	9%
D05 PRD NN STER TR.INFL.CUT.	103 M €	24 M €	23%
R03 ANTIASHTM & COPD PRDTS	259 M €	22 M €	9%
L04 IMMUNOSUPPRESSEURS	418 M €	18 M €	4%
B02 PROD SYST COAGUL SANG	76 M €	14 M €	18%
J06 SERUMS ET Y GLOBULINES	14 M €	13 M €	97%
C09 PROD ACT SYS RENIN-ANGIO	153 M €	11 M €	7%
N07 A.PROD ACT SUR SNC	100 M €	10 M €	10%
A07 PROD TROUBLES INTESTINAUX	61 M €	8 M €	13%

Fastest Growing ATC in UNITS



	UN MAT/11/2024	Absolute Growth in units	% growth
R01 ANTIINF DECONGEST RHINO	10,247,153	1,004,901	10%
C10 PR.LIPID-REGUL.A-ATHEROM	7,383,511	723,331	10%
A10 ANTIDIABETIQUES	9,484,086	429,830	5%
N06 PSYCHO ANALEPTIQUES	7,739,300	428,498	6%
R06 ANTIHISTAMINIQUES V GENER	4,461,435	306,224	7%
C09 PROD ACT SYS RENIN-ANGIO	6,489,953	283,425	4%
A02 A-ACID.A-FLATUL.A-ULCER.	10,140,376	226,722	2%
N07 A.PROD ACT SUR SNC	2,002,530	176,018	9%
A03 MED.TR.FONCT.GASTRO-INT	3,265,748	155,872	5%
R04 REVULSIFS PERCUTAN.INHAL	279,124	142,943	51%