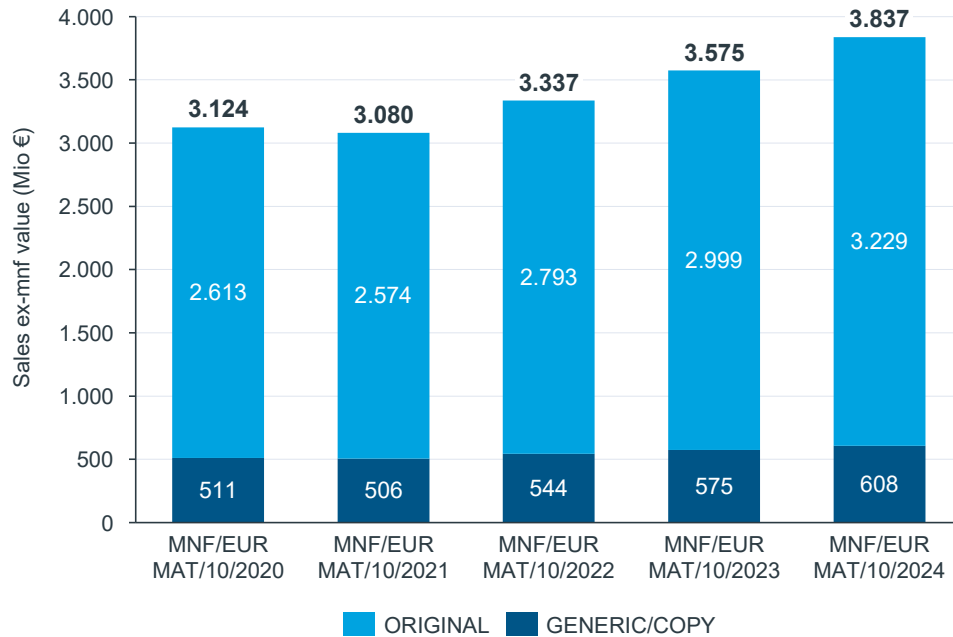




The Belgian retail market is worth € 3.8 billion in 2024

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

Sales Evolution VALUE ex-mnf



Sales Evolution UNITS





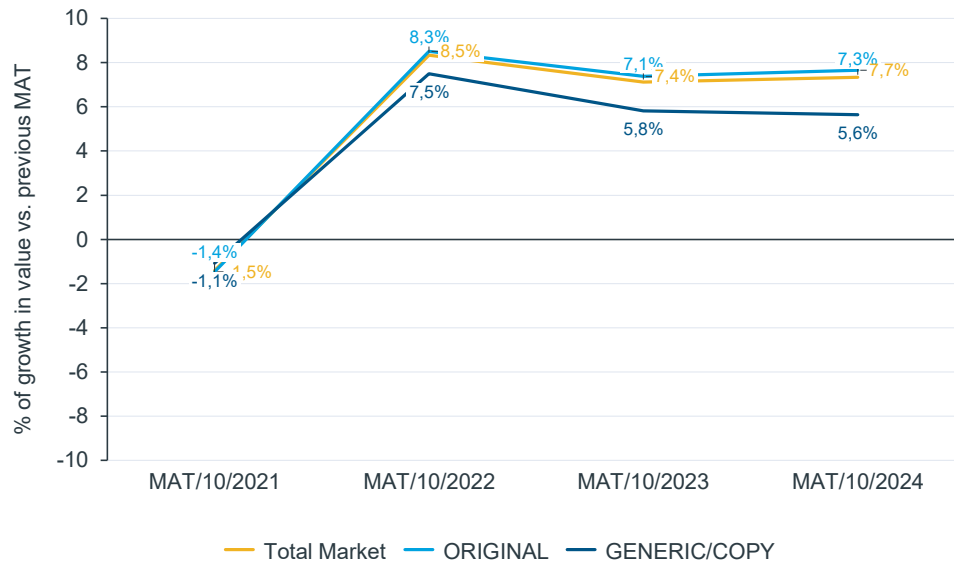
Retail market growth evolution BE: original vs generics

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 01% while the generic/copy market grows with 04%

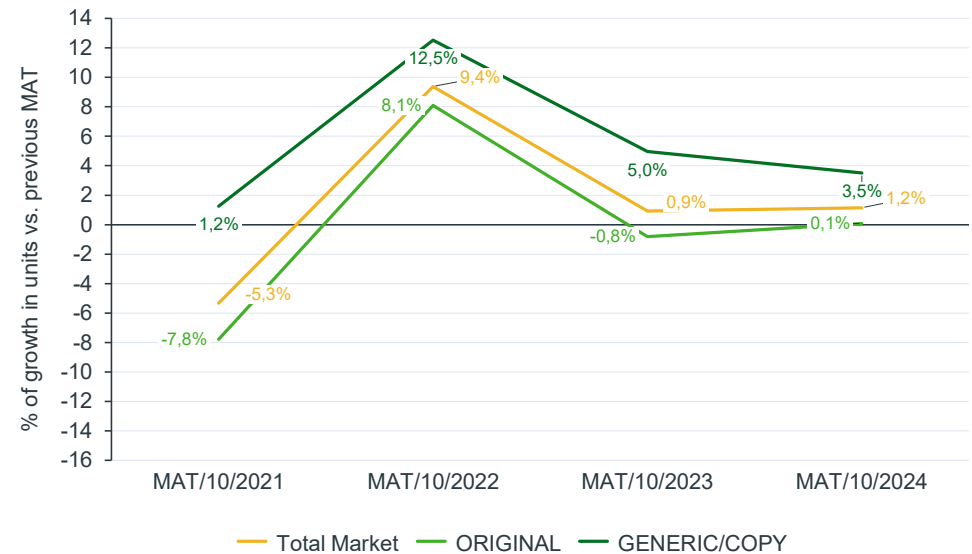
% of growth versus previous MAT

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/10/2024	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	420 M €	11%
A10 ANTIDIABETIQUES	304 M €	8%
B01 THROMBOLYTIQUES	284 M €	7%
R03 ANTIASHTM & COPD PRDTS	259 M €	7%
C10 PR.LIPID-REGUL.A-ATHEROM	217 M €	6%
N02 ANALGESIQUES	201 M €	5%
J05 ANTIVIRAUX SYSTEMIQUES	154 M €	4%
C09 PROD ACT SYS RENIN-ANGIO	152 M €	4%
N05 PSYCHOLEPTIQUES	139 M €	4%
D05 PRD NN STER TR.INFL.CUT.	101 M €	3%

Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/10/2024	% of BE Retail Market
N02 ANALGESIQUES	25,315,326	12%
N05 PSYCHOLEPTIQUES	13,157,545	6%
R01 ANTIINF DECONGEST RHINO	10,263,290	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,156,009	5%
R05 ANTITUSSIFS PREP BRONCH	10,136,079	5%
A10 ANTIDIABETIQUES	9,425,726	4%
J01 ANTIBACTERIENS SYSTEMIQ.	7,987,503	4%
N06 PSYCHO ANALEPTIQUES	7,749,902	4%
C10 PR.LIPID-REGUL.A-ATHEROM	7,358,781	3%
R03 ANTIASHTM & COPD PRDTS	6,481,654	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/10/2024	Absolute Growth in value	% growth
J06 SERUMS ET Y GLOBULINES	13140 K €	12773 K €	97%
R04 REVULSIFS PERCUTAN.INHAL	1764 K €	822 K €	47%
T01 DIAGNOSTIC PAR IMAGERIE	0.2 M €	0.1 M €	32%
V01 ALLERGENES	5978 K €	1798 K €	30%
T02 TESTS DIAGNOSTICS	0.2 M €	0.1 M €	28%
C10 PR.LIPID-REGUL.A-ATHEROM	216.9 M €	56.5 M €	26%
D05 PRD NN STER TR.INFL.CUT.	101021 K €	25509 K €	25%
D11 DERMATOLOGIE DIVERS	4.9 M €	1.2 M €	25%
B02 PROD SYST COAGUL SANG	74585 K €	13878 K €	19%
A12 SUPPLEMENTS MINERAUX	15142 K €	2391 K €	16%

Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/10/2024	Absolute Growth in units	% growth
J06 SERUMS ET Y GLOBULINES	24,925	18,099	73%
R04 REVULSIFS PERCUTAN.INHAL	246,143	112,016	46%
V01 ALLERGENES	31,790	13,240	42%
T01 DIAGNOSTIC PAR IMAGERIE	17,452	2,936	17%
D11 DERMATOLOGIE DIVERS	398,962	63,261	16%
P01 ANTIPROTOZ.&ANTHELMINTIQ	448,000	64,811	14%
A08 ANOREXIGENES SF DIETETIQ	90,562	10,624	12%
A12 SUPPLEMENTS MINERAUX	730,995	82,329	11%
V06 DIETETIQUE GENERALE	2,054	222	11%
A04 ANTIEMETIQUES.ANTINAUSEE	253,961	27,408	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/10/2024	Absolute Growth in value	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	217 M €	57 M €	26%
D05 PRD NN STER TR.INFL.CUT.	101 M €	26 M €	25%
R03 ANTIASHTM & COPD PRDTS	259 M €	25 M €	10%
A10 ANTIDIABETIQUES	304 M €	25 M €	8%
L04 IMMUNOSUPPRESSEURS	420 M €	23 M €	5%
B02 PROD SYST COAGUL SANG	75 M €	14 M €	19%
J06 SERUMS ET Y GLOBULINES	13 M €	13 M €	97%
C09 PROD ACT SYS RENIN-ANGIO	152 M €	11 M €	7%
A07 PROD TROUBLES INTESTINAUX	61 M €	9 M €	15%
J05 ANTIVIRAUX SYSTEMIQUES	154 M €	8 M €	6%

Fastest Growing ATC in UNITS



	UN MAT/10/2024	Absolute Growth in units	% growth
R01 ANTIINF DECONGEST RHINO	10,263,290	1,063,233	10%
C10 PR.LIPID-REGUL.A-ATHEROM	7,358,781	782,212	11%
N06 PSYCHO ANALEPTIQUES	7,749,902	485,709	6%
A10 ANTIDIABETIQUES	9,425,726	405,699	4%
R06 ANTIHISTAMINIQUES V GENER	4,468,787	342,423	8%
C09 PROD ACT SYS RENIN-ANGIO	6,474,533	287,253	4%
A02 A-ACID.A-FLATUL.A-ULCER.	10,156,009	247,545	2%
C07 BETA BLOQUANTS	5,055,943	242,453	5%
N07 A.PROD ACT SUR SNC	2,009,464	186,065	9%
N05 PSYCHOLEPTIQUES	13,157,545	174,544	1%