

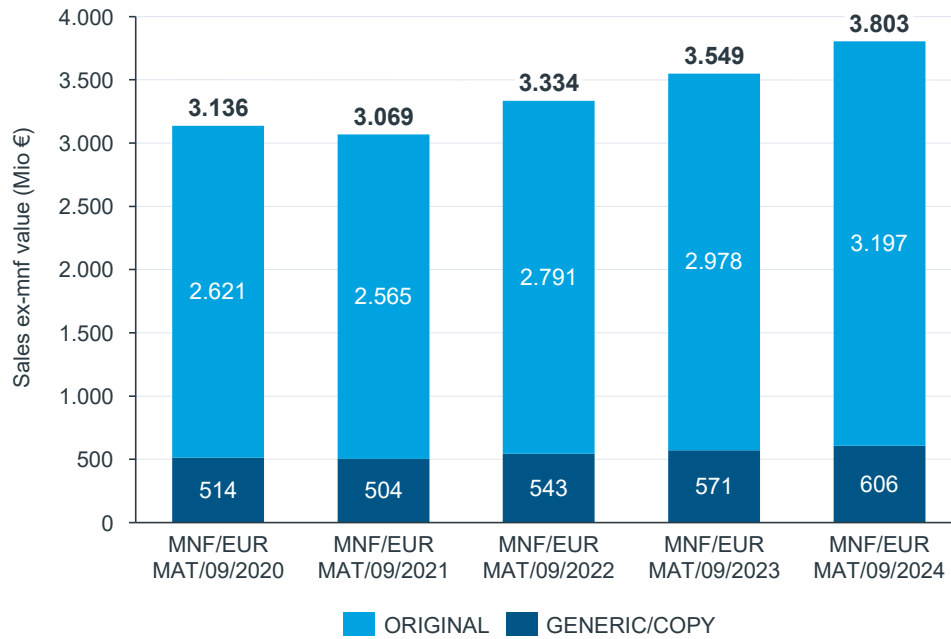


The Belgian retail market is worth € 3.8 billion in 2024

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

Sales Evolution

VALUE ex-mnf



Sales Evolution

UNITS





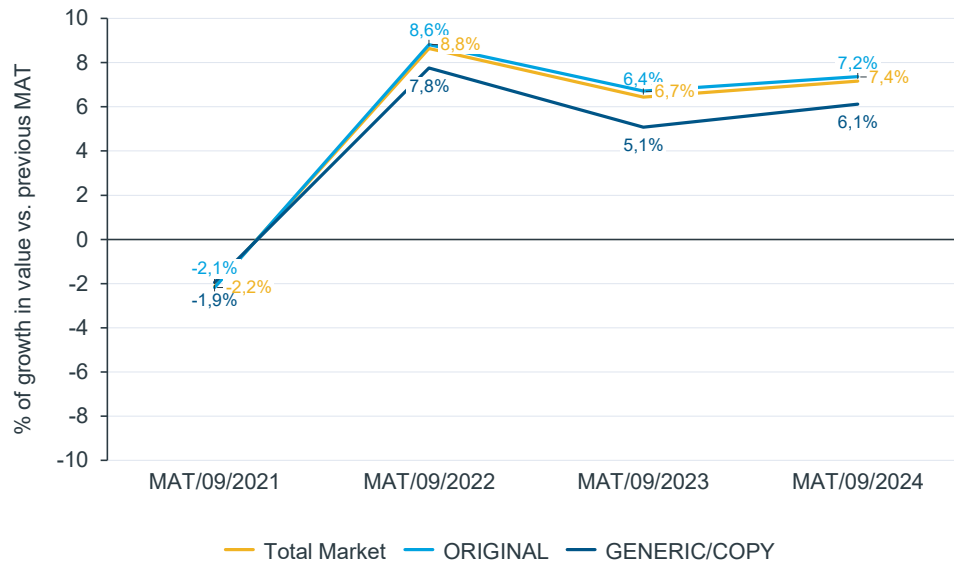
Retail market growth evolution BE: original vs generics

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%

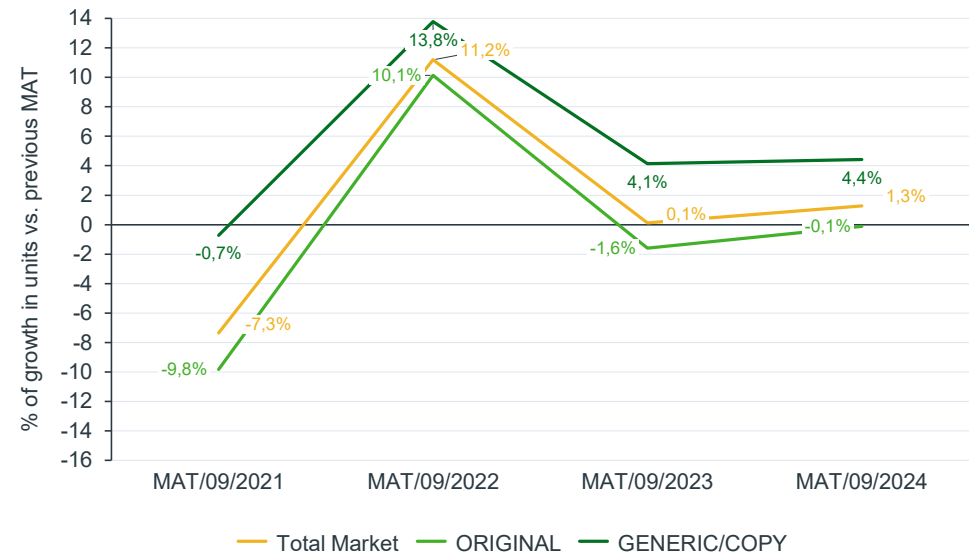
% of growth versus previous MAT

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/09/2024	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	419 M €	11%
A10 ANTIDIABETIQUES	300 M €	8%
B01 THROMBOLYTIQUES	286 M €	8%
R03 ANTIASHTM & COPD PRDTS	257 M €	7%
C10 PR.LIPID-REGUL.A-ATHEROM	212 M €	6%
N02 ANALGESIQUES	201 M €	5%
J05 ANTIVIRAUX SYSTEMIQUES	153 M €	4%
C09 PROD ACT SYS RENIN-ANGIO	151 M €	4%
N05 PSYCHOLEPTIQUES	140 M €	4%
D05 PRD NN STER TR.INFL.CUT.	99 M €	3%

Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/09/2024	% of BE Retail Market
N02 ANALGESIQUES	25,445,760	12%
N05 PSYCHOLEPTIQUES	13,141,333	6%
A02 A-ACID.A-FLATUL.A-ULCER.	10,166,744	5%
R05 ANTITUSSIFS PREP BRONCH	10,161,628	5%
R01 ANTIINF DECONGEST RHINO	10,072,659	5%
A10 ANTIDIABETIQUES	9,362,939	4%
J01 ANTIBACTERIENS SYSTEMIQ.	8,158,927	4%
N06 PSYCHO ANALEPTIQUES	7,741,619	4%
C10 PR.LIPID-REGUL.A-ATHEROM	7,319,142	3%
R03 ANTIASHTM & COPD PRDTS	6,531,311	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/09/2024	Absolute Growth in value	% growth
J06 SERUMS ET Y GLOBULINES	915 K €	552 K €	60%
R04 REVULSIFS PERCUTAN.INHAL	1528 K €	581 K €	38%
T02 TESTS DIAGNOSTICS	0.2 M €	0.1 M €	36%
T01 DIAGNOSTIC PAR IMAGERIE	185 K €	60 K €	33%
V01 ALLERGENES	5.8 M €	1.8 M €	30%
D05 PRD NN STER TR.INFL.CUT.	99.1 M €	27.7 M €	28%
C10 PR.LIPID-REGUL.A-ATHEROM	211842 K €	56120 K €	26%
D11 DERMATOLOGIE DIVERS	4.7 M €	1.1 M €	23%
B02 PROD SYST COAGUL SANG	73521 K €	13913 K €	19%
A07 PROD TROUBLES INTESTINAUX	60552 K €	9754 K €	16%

Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/09/2024	Absolute Growth in units	% growth
V01 ALLERGENES	30,421	12,404	41%
R04 REVULSIFS PERCUTAN.INHAL	213,203	77,472	36%
T01 DIAGNOSTIC PAR IMAGERIE	17,007	2,726	16%
D11 DERMATOLOGIE DIVERS	385,980	57,632	15%
P01 ANTIPROTOZ.&ANTHELMINTIQ	438,484	59,585	14%
C10 PR.LIPID-REGUL.A-ATHEROM	7,319,142	816,897	11%
A12 SUPPLEMENTS MINERAUX	719,656	69,405	10%
J07 VACCINS	3,222,472	308,600	10%
L01 ANTINEOPLASIQUES	678,976	64,926	10%
V06 DIETETIQUE GENERALE	2,037	192	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/09/2024	Absolute Growth in value	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	212 M €	56 M €	26%
D05 PRD NN STER TR.INFL.CUT.	99 M €	28 M €	28%
L04 IMMUNOSUPPRESSEURS	419 M €	25 M €	6%
R03 ANTIASHTM & COPD PRDTS	257 M €	25 M €	10%
A10 ANTIDIABETIQUES	300 M €	24 M €	8%
B02 PROD SYST COAGUL SANG	74 M €	14 M €	19%
C09 PROD ACT SYS RENIN-ANGIO	151 M €	11 M €	7%
A07 PROD TROUBLES INTESTINAUX	61 M €	10 M €	16%
J05 ANTIVIRAUX SYSTEMIQUES	153 M €	9 M €	6%
N06 PSYCHO ANALEPTIQUES	92 M €	7 M €	7%

Fastest Growing ATC in UNITS



	UN MAT/09/2024	Absolute Growth in units	% growth
C10 PR.LIPID-REGUL.A-ATHEROM	7,319,142	816,897	11%
R01 ANTIINF DECONGEST RHINO	10,072,659	763,911	8%
N06 PSYCHO ANALEPTIQUES	7,741,619	525,327	7%
A10 ANTIDIABETIQUES	9,362,939	386,242	4%
R06 ANTIHISTAMINIQUES V GENER	4,462,752	381,644	9%
J07 VACCINS	3,222,472	308,600	10%
C09 PROD ACT SYS RENIN-ANGIO	6,442,711	282,949	4%
A02 A-ACID.A-FLATUL.A-ULCER.	10,166,744	268,713	3%
M01 ANTIINFLAM ANTIRHUMAT VG	5,430,392	246,043	5%
R03 ANTIASHTM & COPD PRDTS	6,531,311	216,896	3%