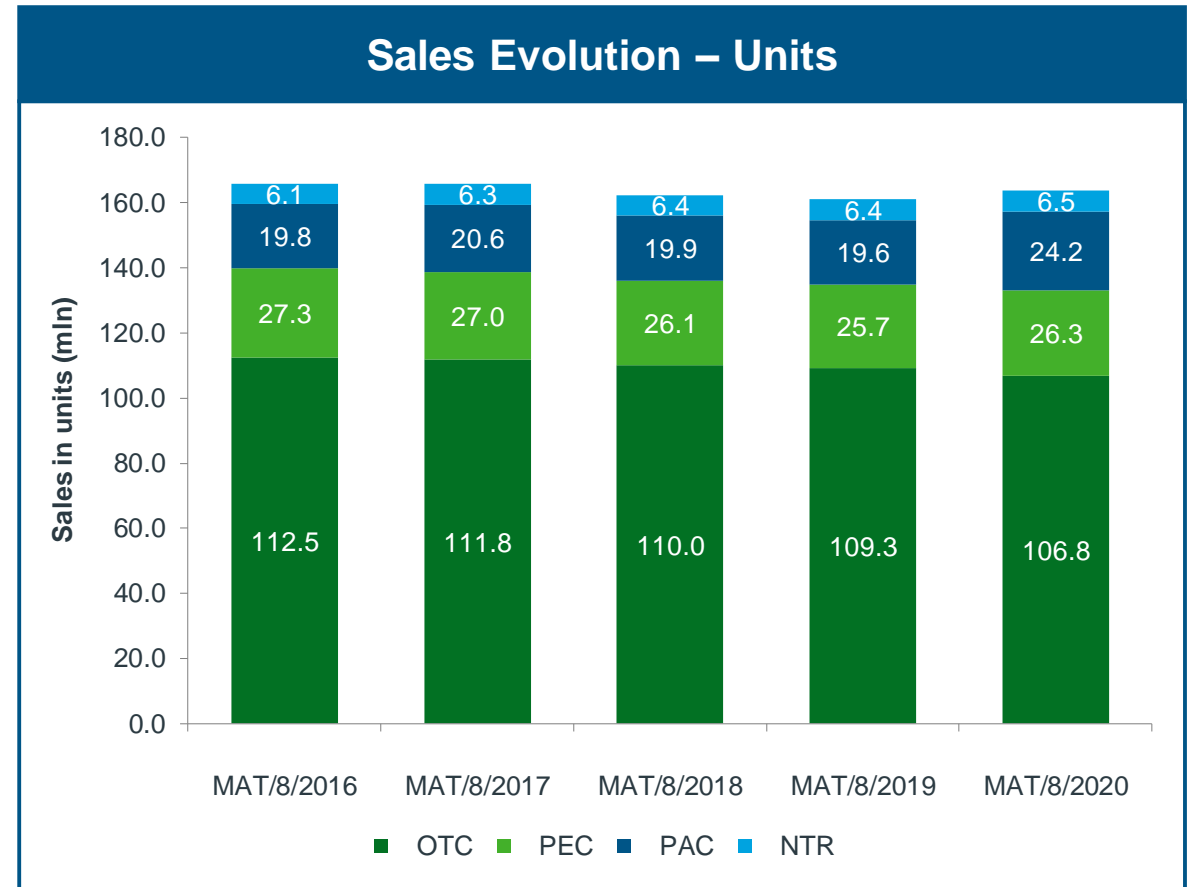
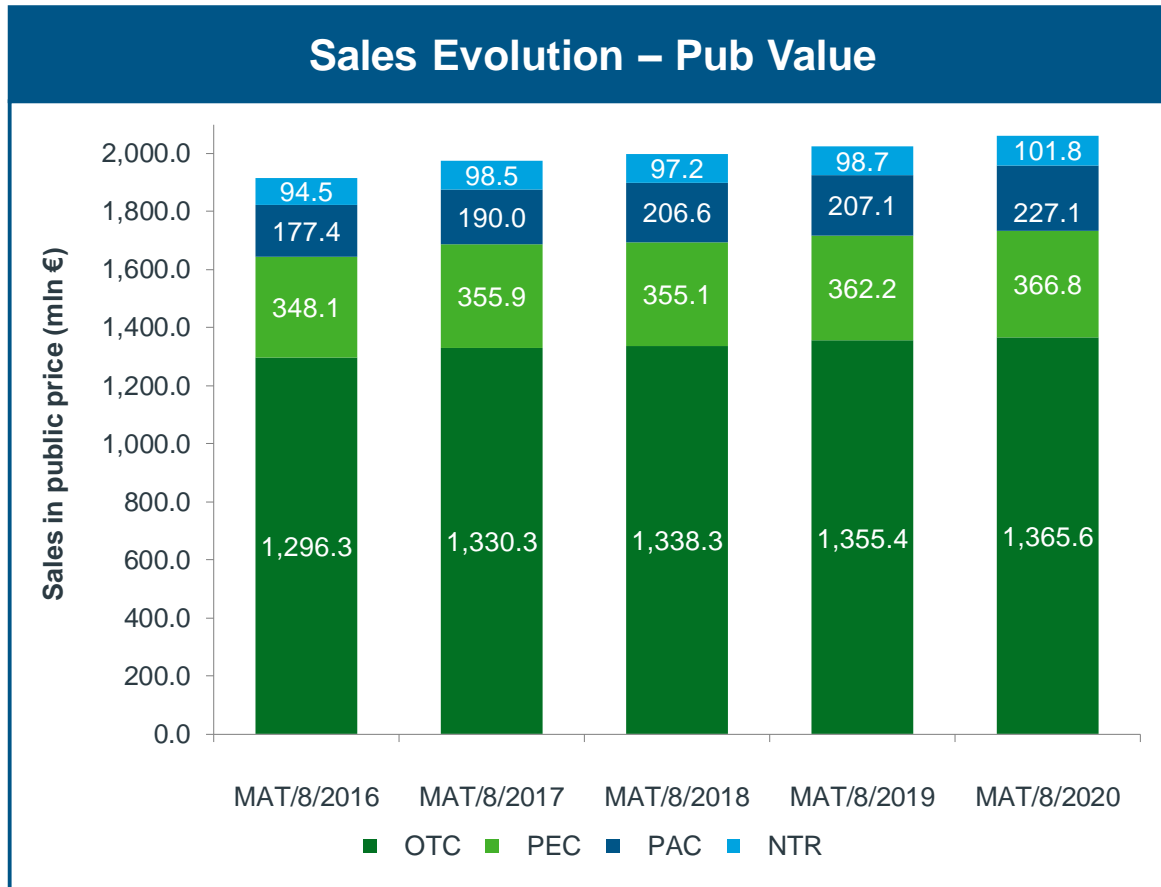
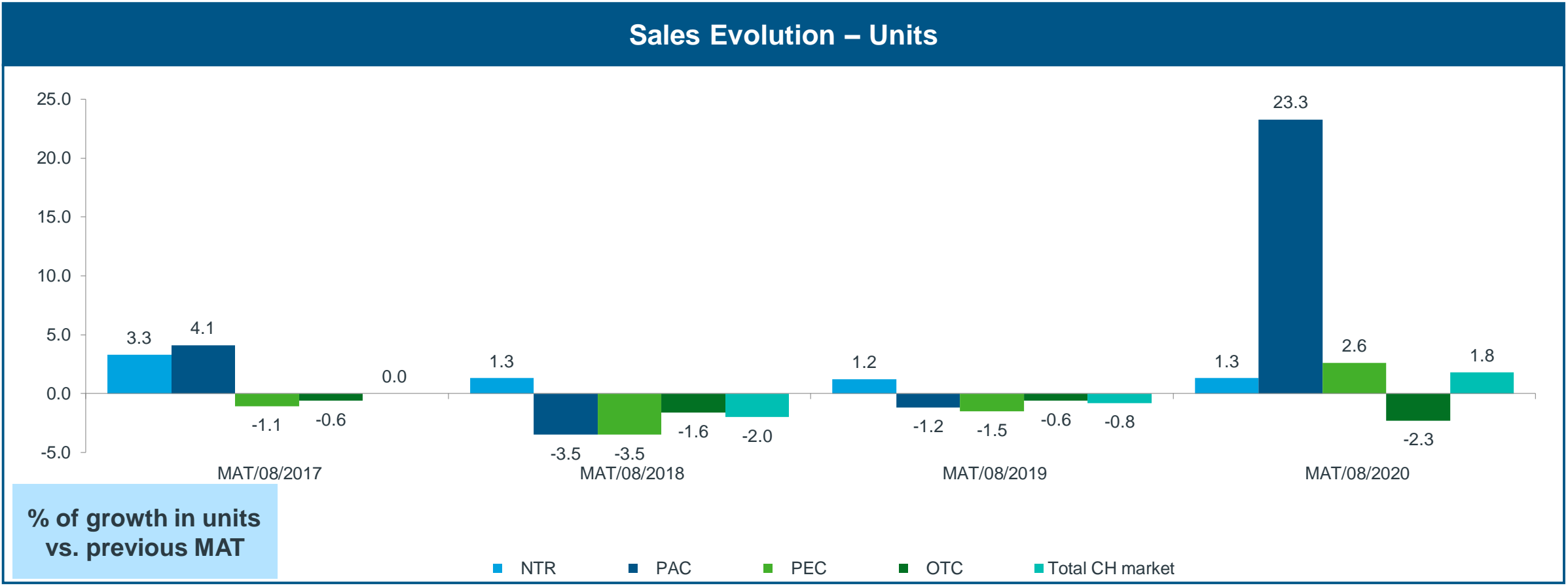


# The Belgian Consumer Health market is worth €2,06 billion



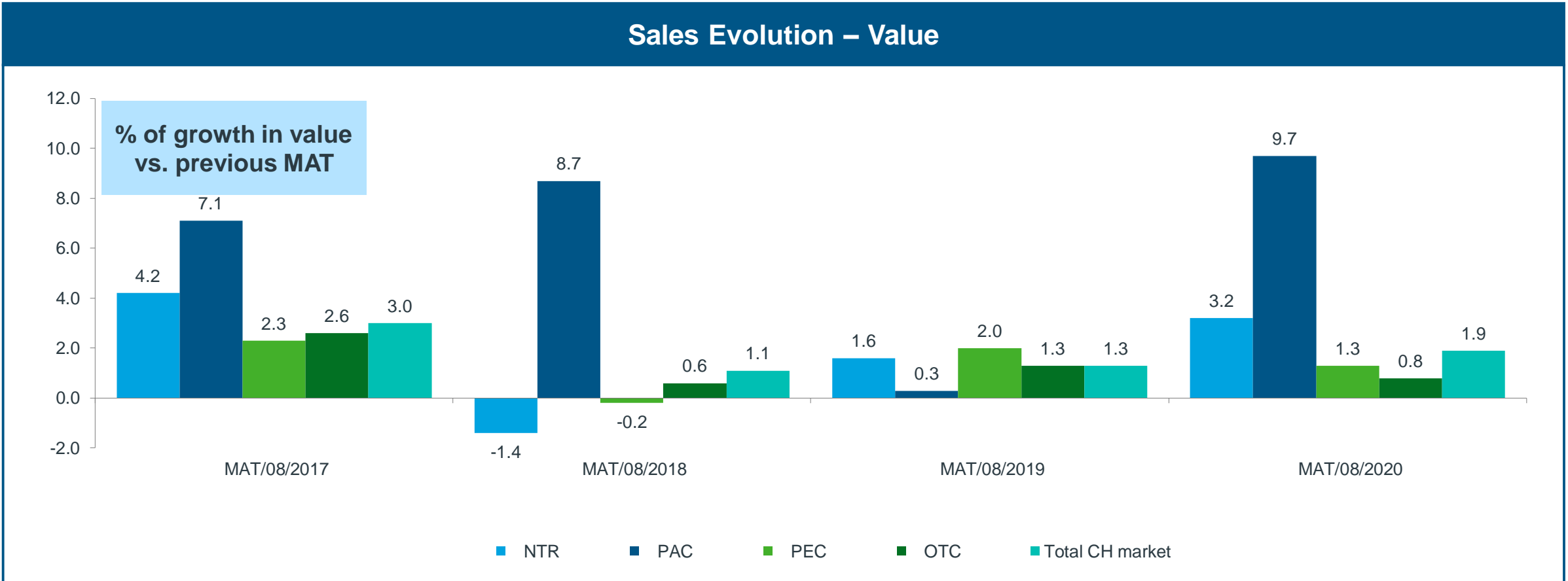
Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 1,8% while the OTC segment declines with -2,3% in units



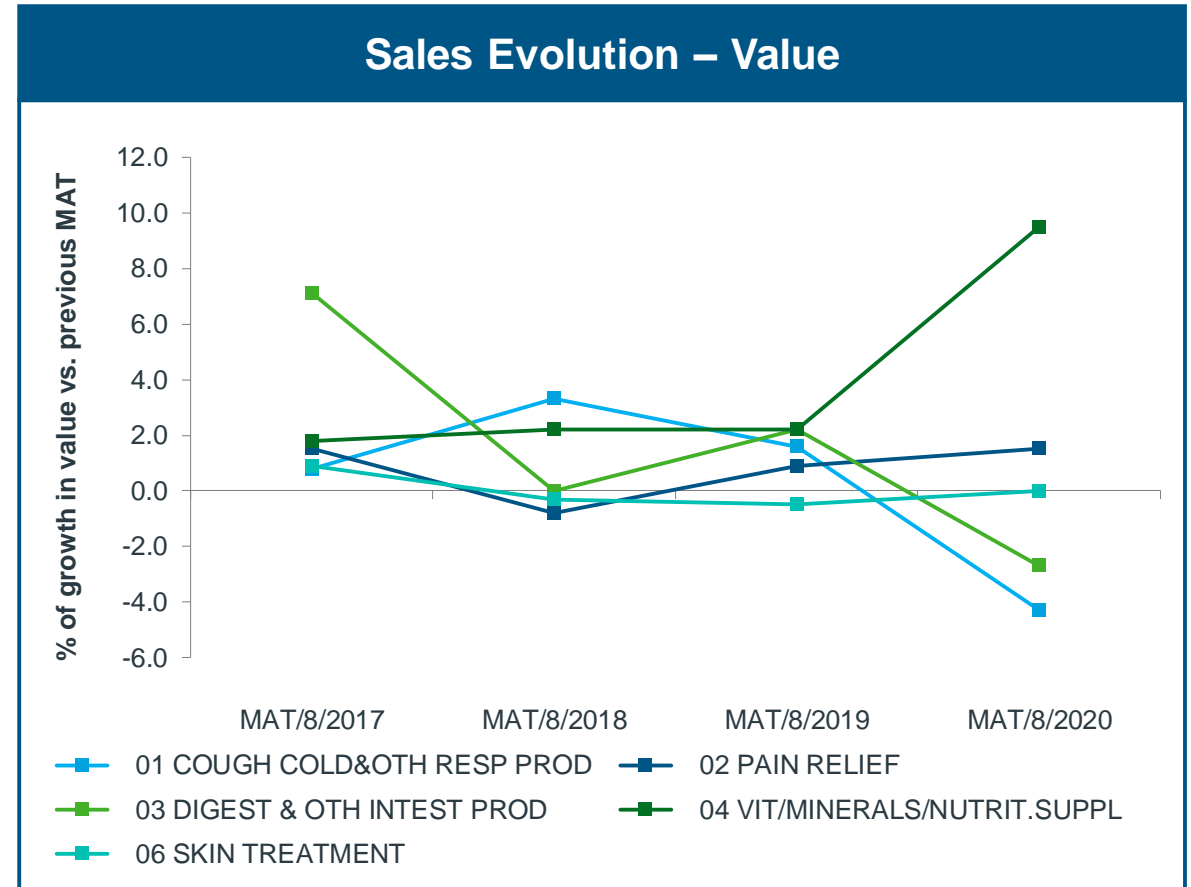
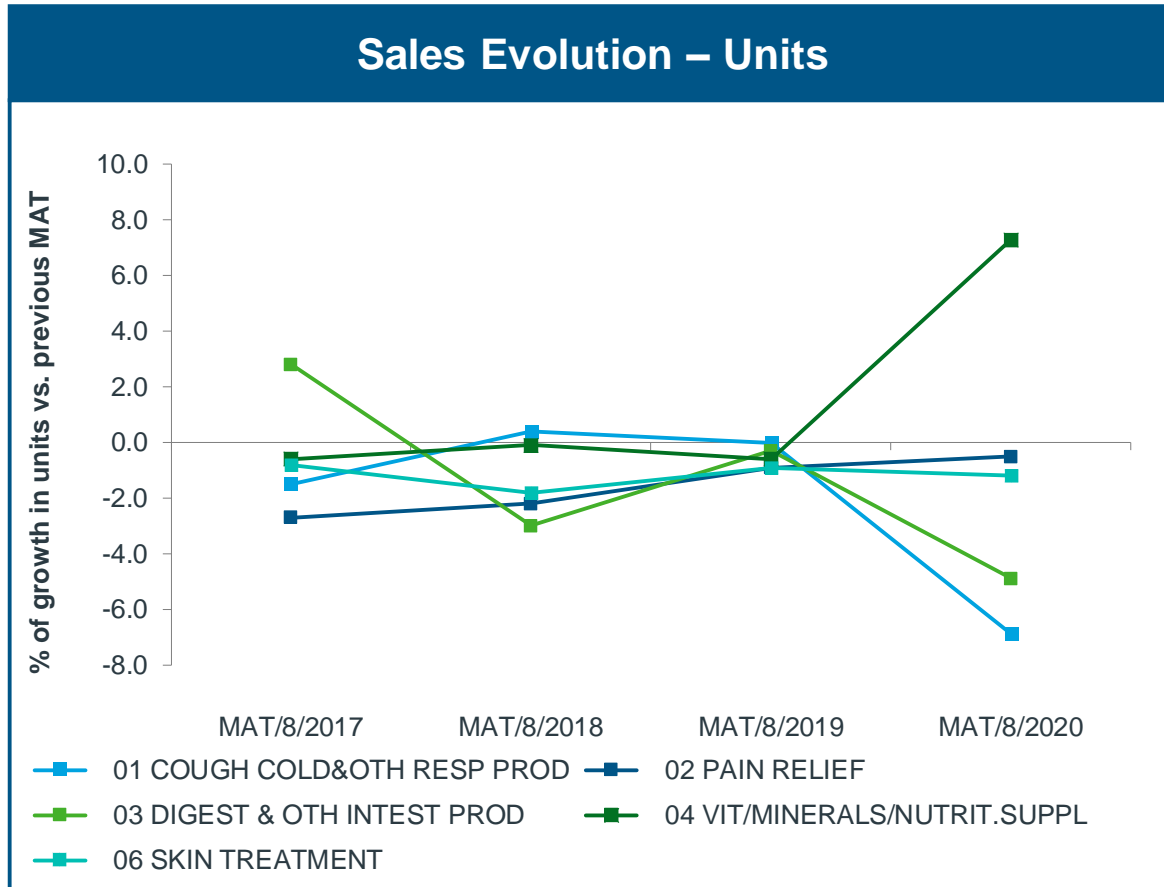
Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market grows with 1,9%, where Patient Care is growing with 9,7%



Source: IQVIA - CH Audits - Selling Out data

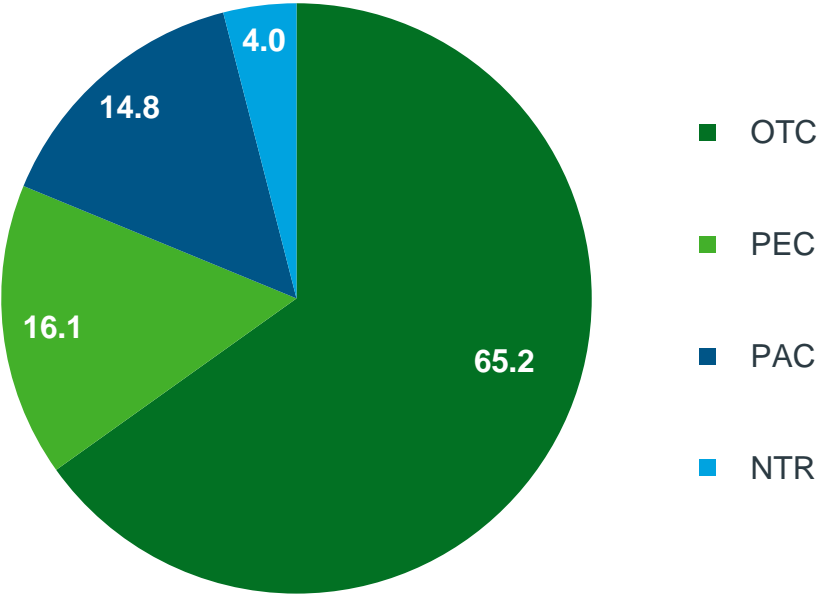
# Top 5 OTC classes sales evolution



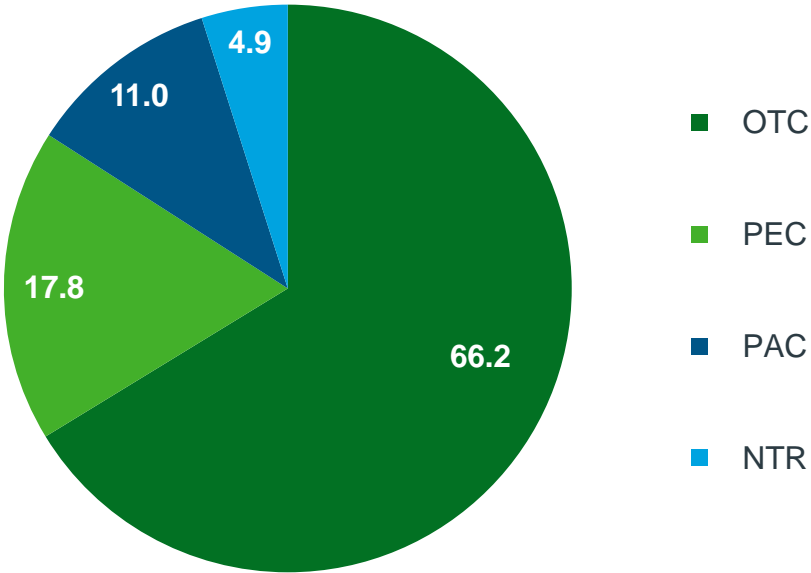
Source: IQVIA – CH Audits – Selling Out data

# OTC segment has a market share of 65,2% in units and 66,2% in value of the total CH market

Market Share in Units – MAT/08/2020



Market Share in Value – MAT/08/2020



Source: IQVIA – CH Audits – Selling Out data

# The top 10 best selling OTC2 classes in CH in units and value

Top 10 Best Selling OTC2 classes in units	Units abs. MAT/08/2020	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/08/2020	% of the CH Market
02A GENERAL PAIN RELIEF	18,032,822	11.0	02A GENERAL PAIN RELIEF	€ 159,937,488	7.8
01B COLD REMEDIES	10,443,082	6.4	01B COLD REMEDIES	€ 85,980,904	4.2
01A COUGH PRODUCTS	6,275,884	3.8	04F MINERAL SUPPLEMENTS	€ 69,483,936	3.4
01C SORE THROAT REMEDIES	5,283,978	3.2	07A EYE CARE	€ 64,916,380	3.1
03C LAXATIVES	5,048,958	3.1	35G MILK PRDS FOR CHILDREN	€ 63,947,168	3.1
57K MISCELLANOUS	4,618,660	2.8	02E MUSCULAR PAIN RELIEF	€ 63,221,216	3.1
07A EYE CARE	4,444,239	2.7	03C LAXATIVES	€ 58,881,136	2.9
04E OTHER SPECIFIC VITAMINS	3,943,401	2.4	01A COUGH PRODUCTS	€ 57,015,676	2.8
02E MUSCULAR PAIN RELIEF	3,443,266	2.1	04E OTHER SPECIFIC VITAMINS	€ 48,722,180	2.4
06B WOUND+SKIN DISINFECTION	3,377,648	2.1	01C SORE THROAT REMEDIES	€ 44,444,048	2.2

Source: IQVIA – CH Audits – Selling Out data

# The top 10 best selling CH products in units and value

Top 10 Best Selling Products	Units abs. MAT/08/2020	% Growth in units	Top 10 Best Selling Products	Value abs. MAT/08/2020	% Growth in value
DAFALGAN	7,094,281	5.3	DAFALGAN	€ 70,473,148	9.5
MASQUE TISSU-ETB	3,585,928	---	D-CURE	€ 27,530,150	7.2
D-CURE	2,606,674	2.1	VOLTAREN EMULGEL	€ 27,488,826	-0.8
NUROFEN	2,133,786	-10.7	NUROFEN	€ 21,774,809	-9.0
ASAFLOW	2,111,205	-1.8	ASAFLOW	€ 19,657,384	-2.2
ISO-BETADINE	2,041,974	3.8	OMNIBIONTA	€ 19,320,926	11.7
OTRIVINE	1,568,276	-4.7	DAFLON	€ 15,465,439	7.3
PARACETAMOL TEVA	1,537,242	10.1	STEOVIT	€ 15,096,428	-6.1
RHINATHIOL	1,481,201	-15.2	NICORETTE	€ 14,740,440	5.3
PERDOLAN	1,453,322	-12.1	ISO-BETADINE	€ 14,664,528	5.1

Source: IQVIA – CH Audits – Selling Out data  
\*Analysis done on brandlevel™