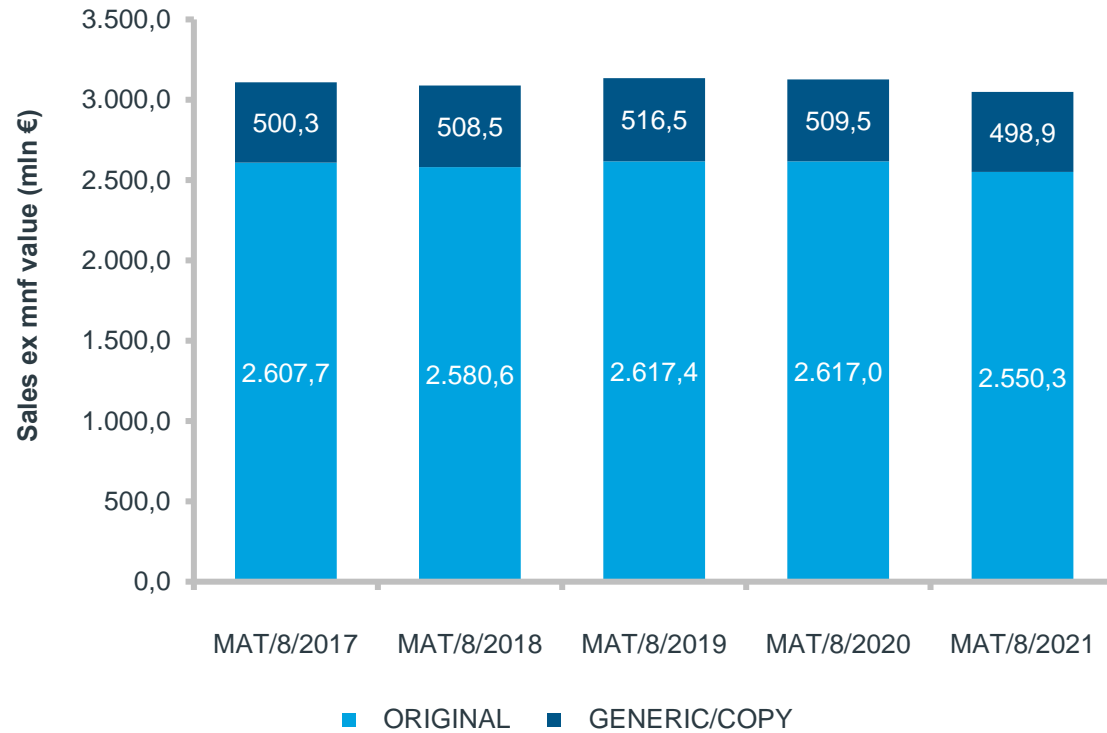


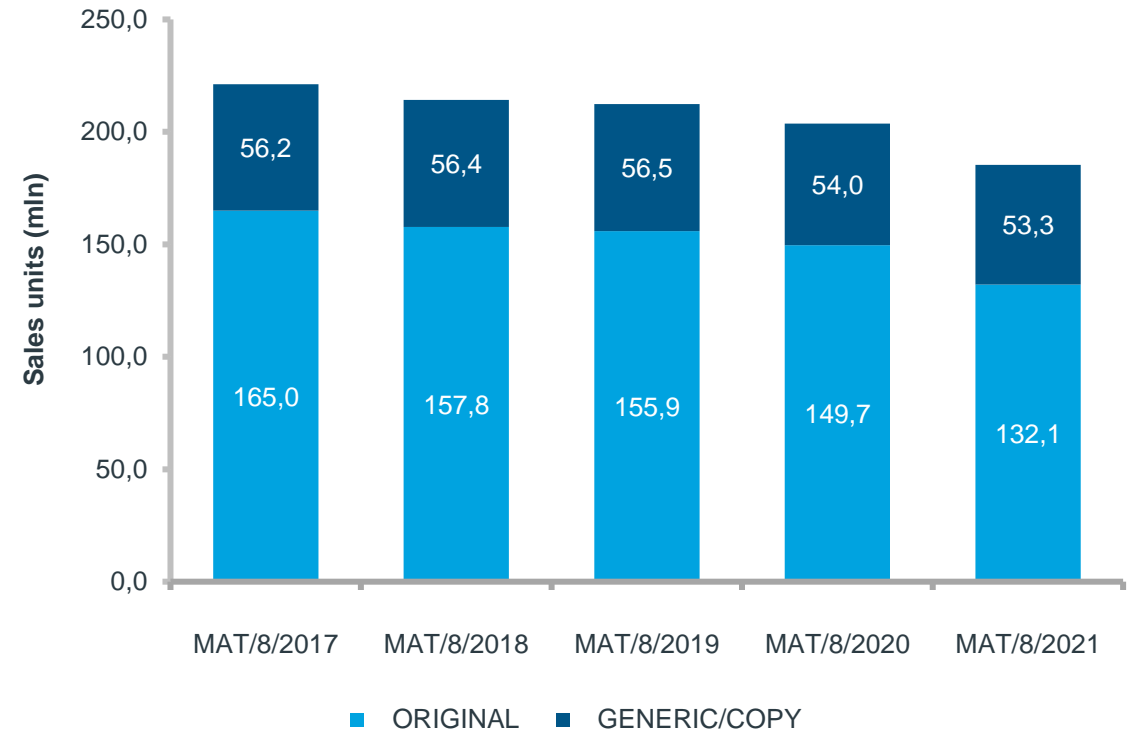
# The Belgian retail market is worth €3,05 billion

*It declines in both value, and units for the current MAT*

## Sales Evolution – Value ex-mnf



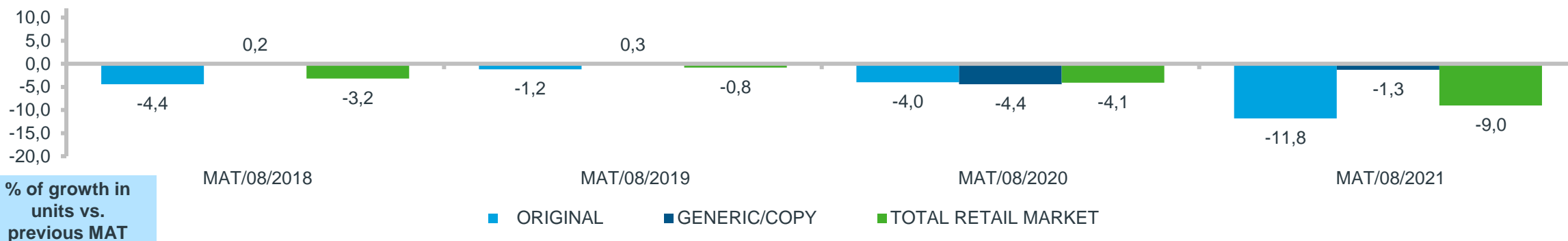
## Sales Evolution – Units



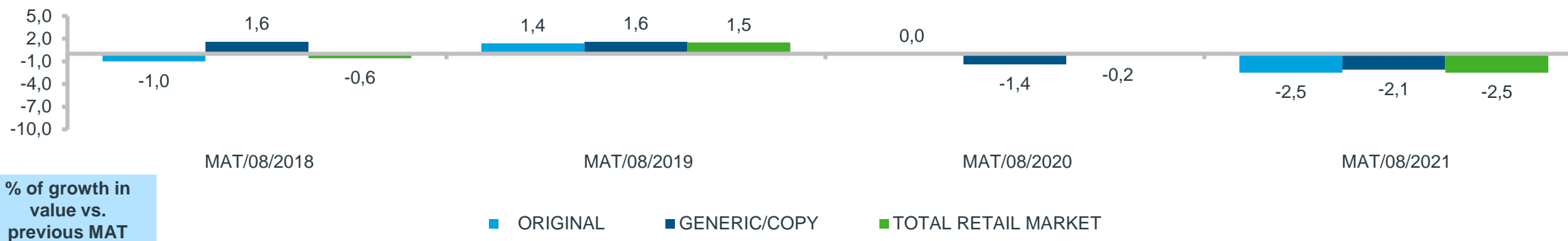
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows a decrease of -9,0%, where the generic/copy also shows a decrease of -1,3% (Sales Evolution – Units)



In value, the total retail declines with -2,5%, while the generic/copy market also shows a decrease of -2,1% (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/08/2021	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/08/2021	% of BE Retail Market
N02 ANALGESIQUES	20,720,712	11.2	L04 IMMUNOSUPPRESSEURS	328,568,896	10.8
N05 PSYCHOLEPTIQUES	13,470,563	7.3	B01 THROMBOLYTIQUES	259,389,616	8.5
A02 A-ACID.A-FLATUL.A-ULCER.	9,792,078	5.3	A10 ANTIDIABETIQUES	196,082,272	6.4
A10 ANTIDIABETIQUES	7,850,131	4.2	R03 ANTIASHTM & COPD PRDTS	188,085,600	6.2
N06 PSYCHO ANALEPTIQUES	7,030,953	3.8	N05 PSYCHOLEPTIQUES	146,012,336	4.8
R01 ANTIINF DECONGEST RHINO	6,872,059	3.7	J05 ANTIVIRAUX SYSTEMIQUES	134,426,656	4.4
C09 PROD ACT SYS RENIN-ANGIO	6,067,073	3.3	N02 ANALGESIQUES	133,587,696	4.4
M01 ANTIINFLAM ANTIRHUMAT VG	5,772,472	3.1	C09 PROD ACT SYS RENIN-ANGIO	129,944,880	4.3
C10 PR.LIPID-REGUL.A-ATHEROM	5,585,744	3.0	C10 PR.LIPID-REGUL.A-ATHEROM	99,740,704	3.3
B01 THROMBOLYTIQUES	5,401,759	2.9	A02 A-ACID.A-FLATUL.A-ULCER.	96,888,240	3.2

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/08/2021	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/08/2021	Absolute Growth in value
A11 VITAMINES	4,544,590	245,930	A10 ANTIDIABETIQUES	€ 196,082,272	18,774,992
A10 ANTIDIABETIQUES	7,850,131	187,084	D05 PRD NN STER TR.INFL.CUT.	€ 46,284,424	9,982,388
C09 PROD ACT SYS RENIN-ANGIO	6,067,073	71,432	B02 AUT PROD SYST COAG SGNET	€ 49,316,560	5,691,416
D10 PREP.ANTIACNEIQUES	744,898	64,454	B01 THROMBOLYTIQUES	€ 259,389,616	3,937,776
A04 ANTIEMETIQUES.ANTINAUSEE	131,078	60,162	L04 IMMUNOSUPPRESSEURS	€ 328,568,896	3,890,560
C10 PR.LIPID-REGUL.A-ATHEROM	5,585,744	57,878	A11 VITAMINES	€ 34,127,244	3,627,328
P03 ECTOPARASITICIDES	135,054	23,692	S01 PRDT OPHTALMOLOGIQUES	€ 36,229,580	3,144,286
N06 PSYCHO ANALEPTIQUES	7,030,953	20,418	J06 SERUMS ET Y GLOBULINES	€ 16,923,266	1,369,632
C11 PR ASS MULTITHER C.VASC	61,229	11,604	V01 ALLERGENES	€ 3,529,311	1,297,907
N01 ANESTHESIQUES	445,304	10,405	D10 PREP.ANTIACNEIQUES	€ 9,807,892	1,100,216

Source: IQVIA – LMPB services – Selling In data