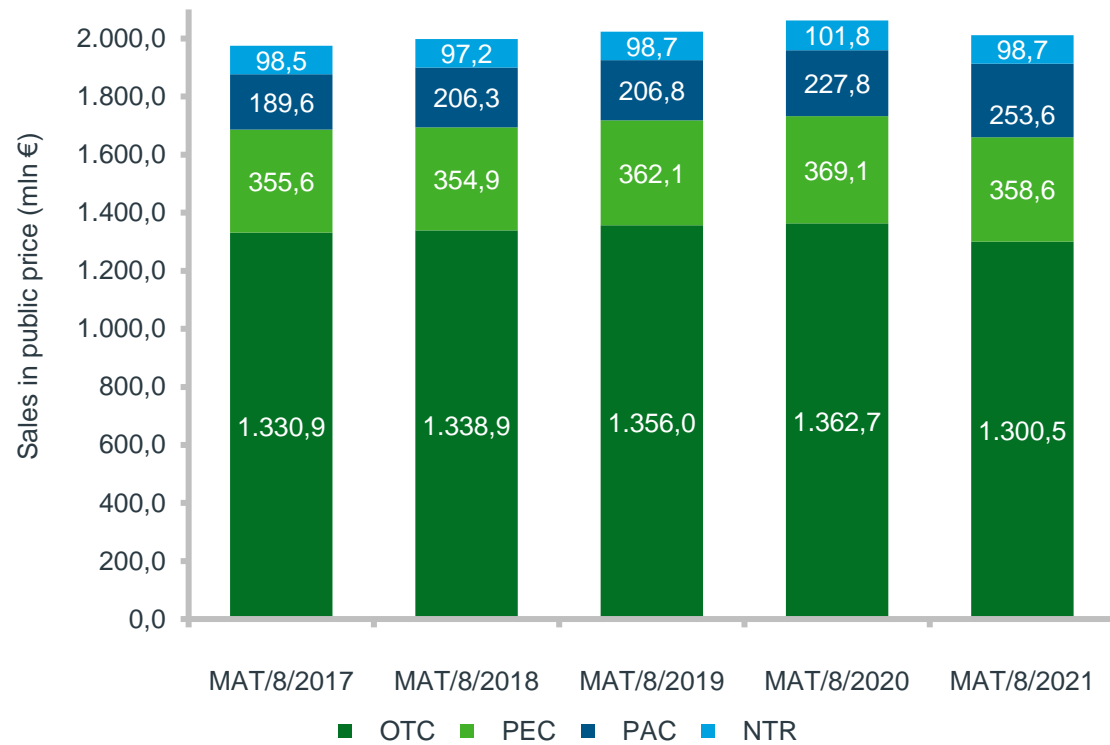
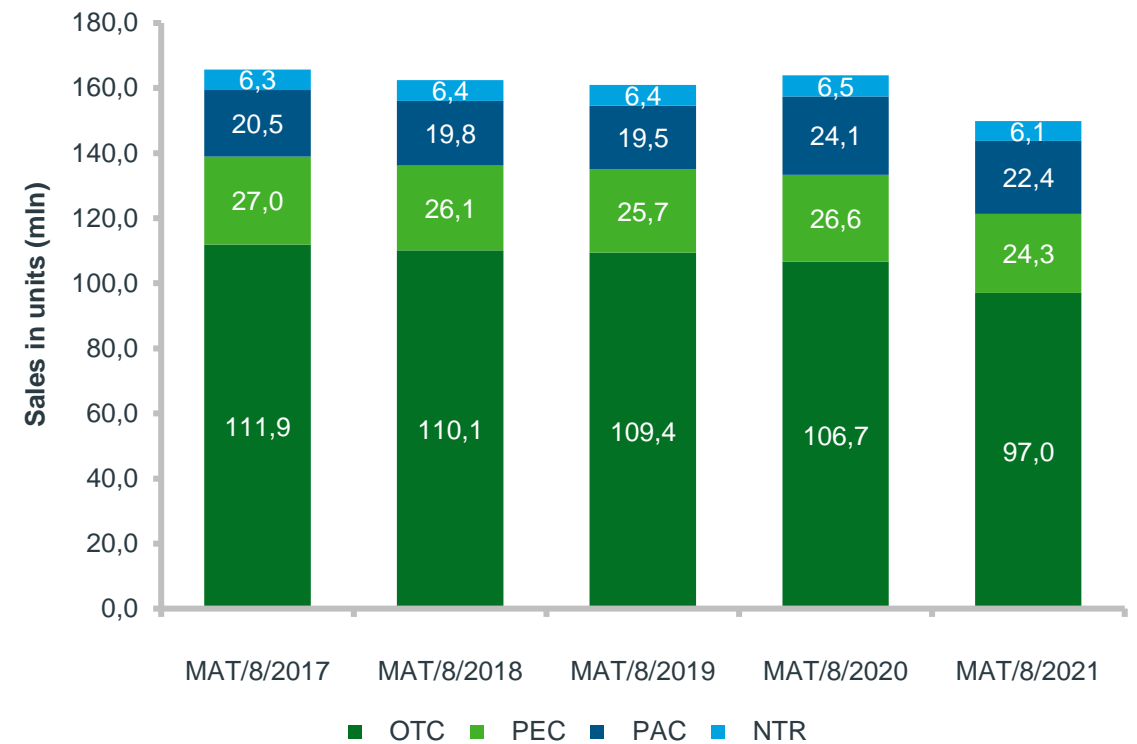


The Belgian Consumer Health market is worth €2,01 billion

Sales Evolution – Pub Value



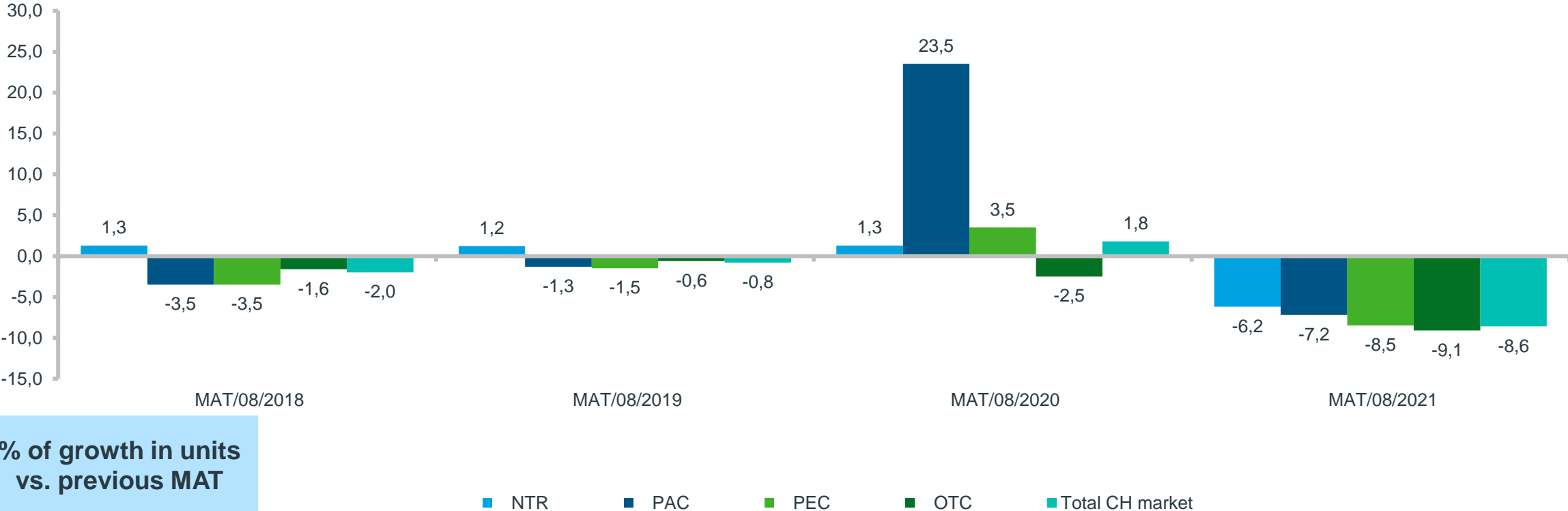
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -8,6% while the OTC segment declines with -9,1% in units

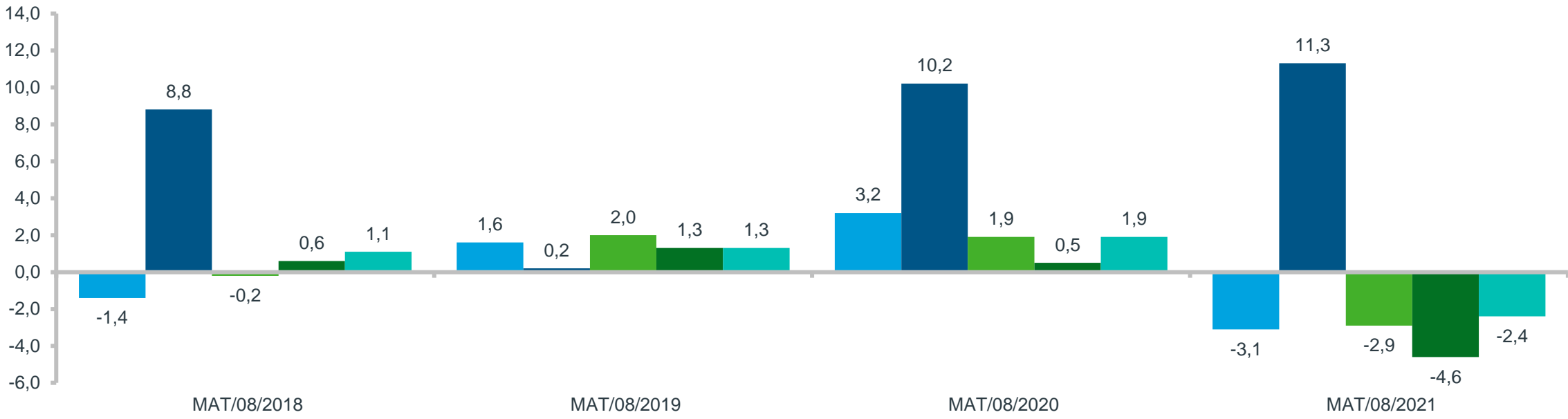
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows a decrease of -2,4%, where Patient Care is growing with 11,3%

Sales Evolution – Value



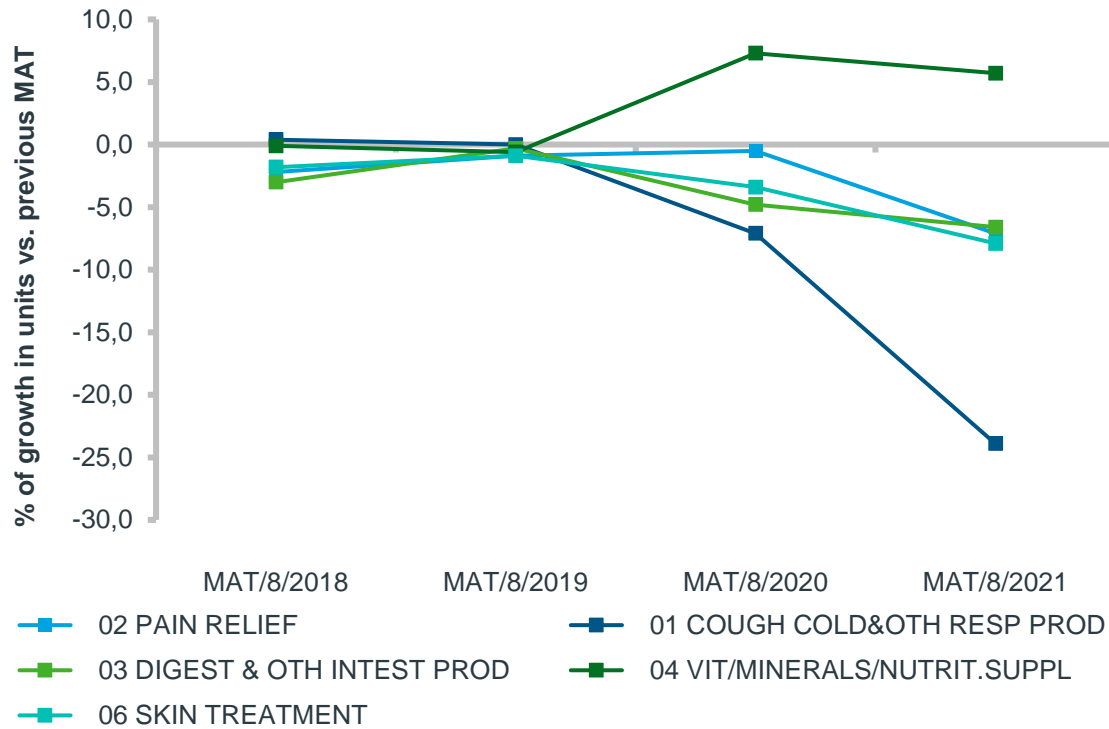
% of growth in value vs. previous MAT

■ NTR ■ PAC ■ PEC ■ OTC ■ Total CH market

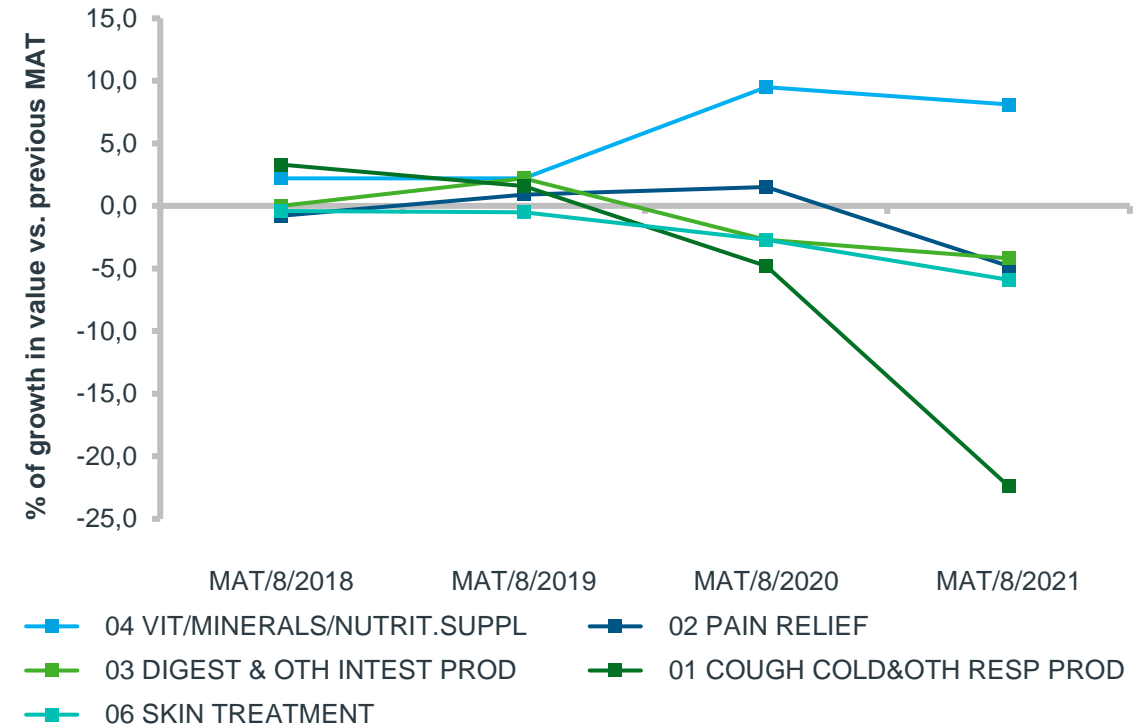
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



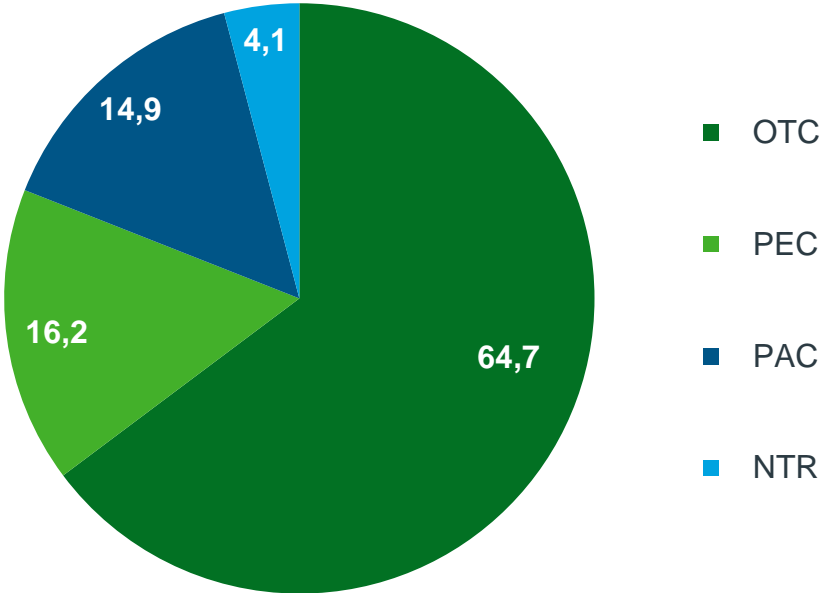
Sales Evolution – Value



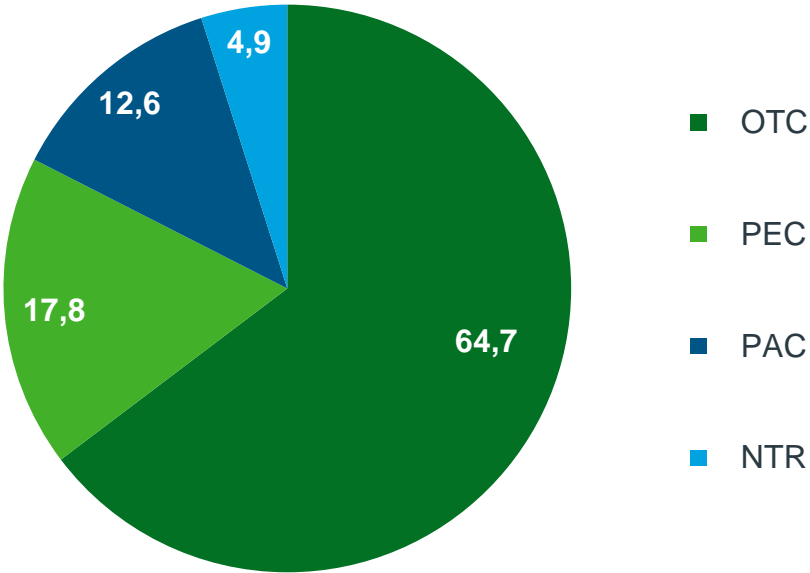
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 64,7% in units and 64,7% in value of the total CH market

Market Share in Units – MAT/08/2021



Market Share in Value – MAT/08/2021



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/08/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/08/2021	% of the CH Market
02A GENERAL PAIN RELIEF	16,540,448	11.0	02A GENERAL PAIN RELIEF	€ 149,244,864	7.4
01B COLD REMEDIES	8,250,050	5.5	04F MINERAL SUPPLEMENTS	€ 70,257,024	3.5
03C LAXATIVES	4,978,524	3.3	01B COLD REMEDIES	€ 67,838,968	3.4
04E OTHER SPECIFIC VITAMINS	4,693,696	3.1	07A EYE CARE	€ 64,265,264	3.2
07A EYE CARE	4,298,567	2.9	04E OTHER SPECIFIC VITAMINS	€ 64,224,068	3.2
01A COUGH PRODUCTS	4,002,809	2.7	02E MUSCULAR PAIN RELIEF	€ 62,374,336	3.1
01C SORE THROAT REMEDIES	3,817,040	2.5	35G MILK PRDS FOR CHILDREN	€ 61,772,272	3.1
02E MUSCULAR PAIN RELIEF	3,320,217	2.2	03C LAXATIVES	€ 60,568,172	3.0
04F MINERAL SUPPLEMENTS	3,057,825	2.0	13A CALMING AND SLEEPING PROD	€ 50,142,344	2.5
35G MILK PRDS FOR CHILDREN	2,996,306	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 44,682,512	2.2

Source: IQVIA – CH Audits – Selling Out data

The top 10 fastest growing Consumer Health classes in prescription sales in units and value

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. units (MAT/08/2021)
56	TESTS+MEASURING INSTRUMNT	456,547
04	VIT. MIN. & NUTRIT. SUPPS	193,237
12	URINARY AND REPRODUCT CAR	61,150
13	CALM/SLEEP&MOOD ENHANC PD	48,813
83	UNISEX BEAUTY PRODUCTS	32,176
86	HAIR PRODUCTS	11,095
09	MOUTH TREATMENT PRODUCTS	8,434
49	PLASTERS	3,003
07	EYE CARE	2,913
66	CONTRACEPTION	2,573

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/08/2021)
04	VIT. MIN. & NUTRIT. SUPPS	€ 4,769,001
56	TESTS+MEASURING INSTRUMNT	€ 4,106,019
57	MEDICAL/SURGICAL AIDS	€ 2,319,241
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,391,812
12	URINARY AND REPRODUCT CAR	€ 1,140,199
83	UNISEX BEAUTY PRODUCTS	€ 791,326
35	BABY FOODS	€ 340,735
07	EYE CARE	€ 308,430
86	HAIR PRODUCTS	€ 237,629
47	ADVANCED DRESSINGS	€ 212,533

Source: IQVIA – CH Audits – Selling Out data