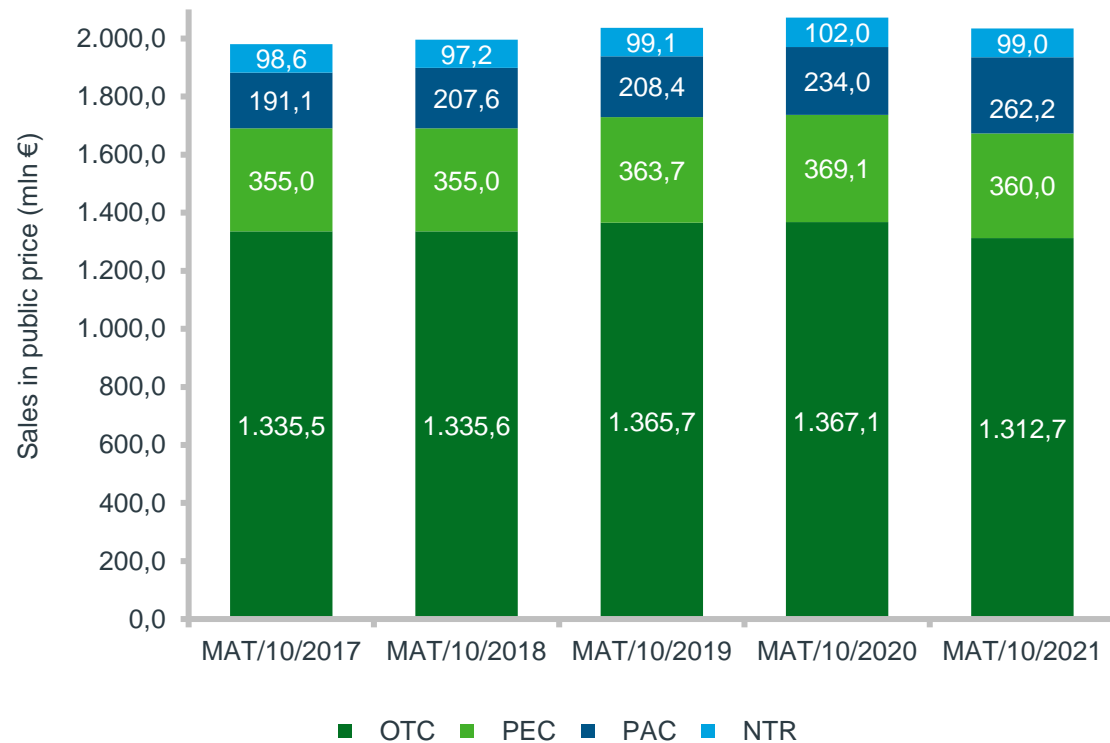
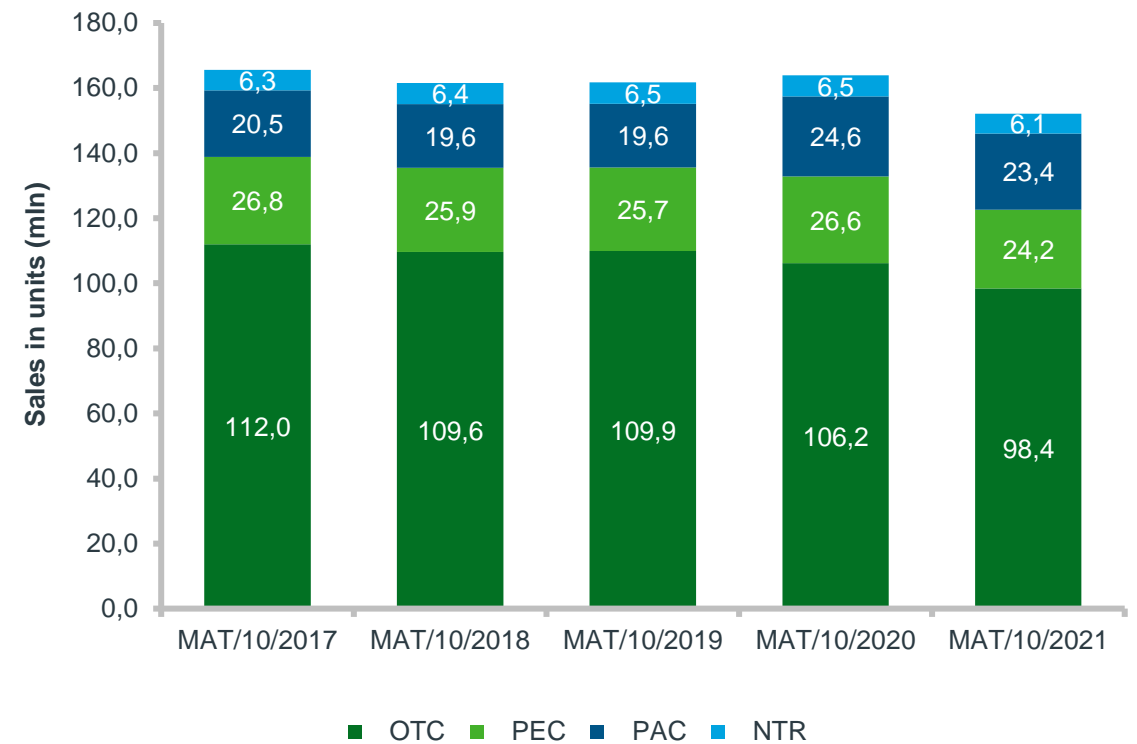


The Belgian Consumer Health market is worth €2,03 billion

Sales Evolution – Pub Value



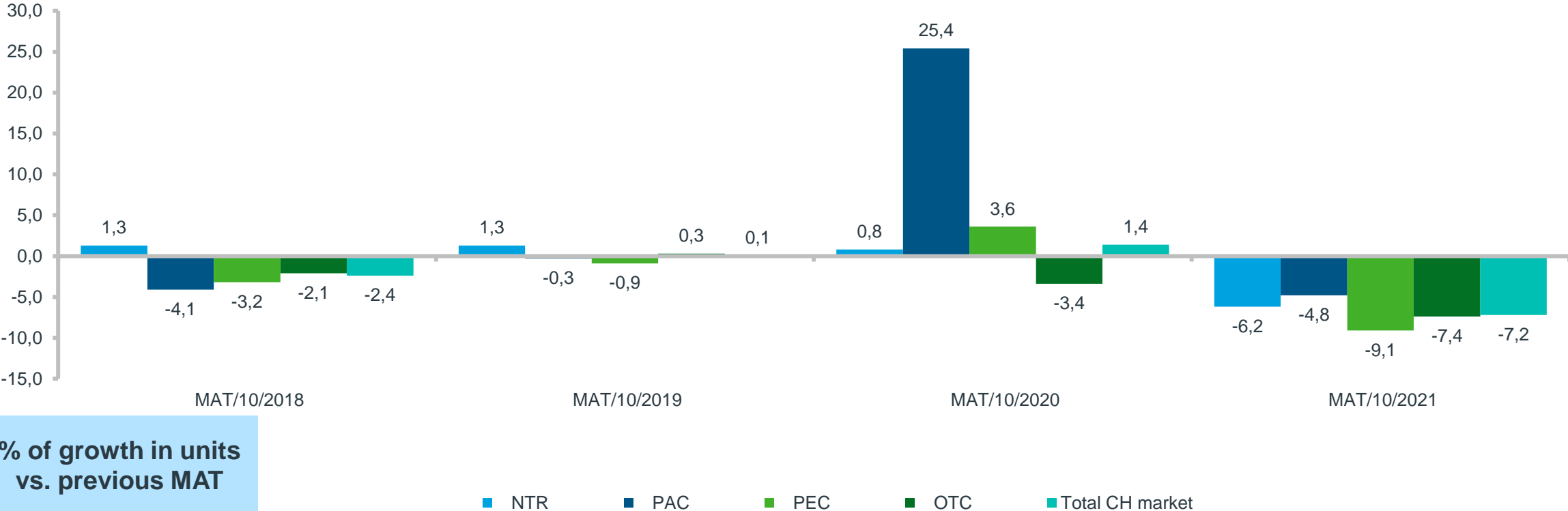
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -7,2% while the OTC segment declines with -7,4% in units

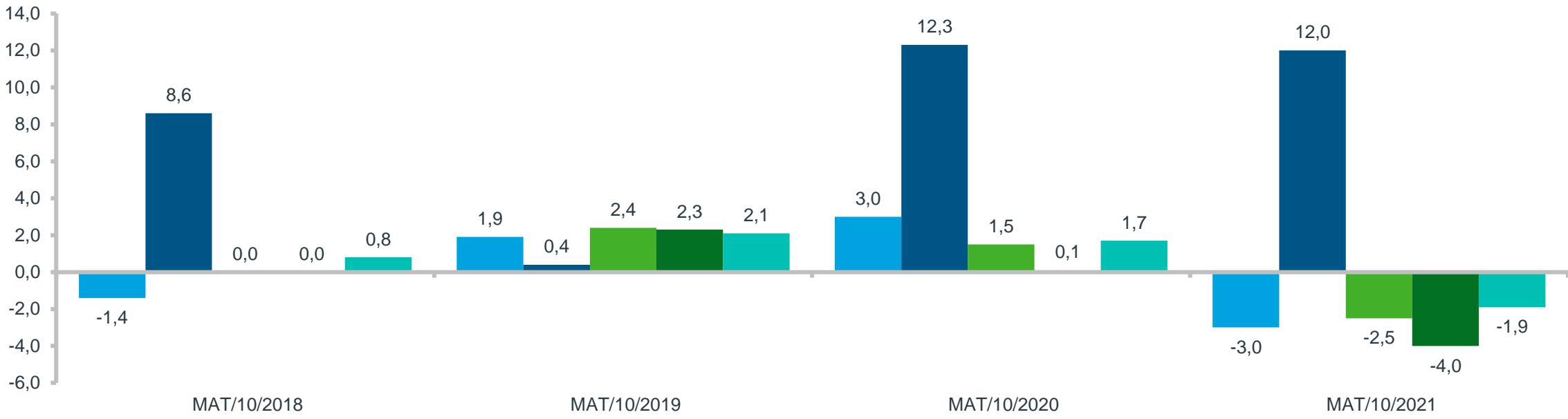
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows a decrease of -1,9%, where Patient Care is growing with 12,0%

Sales Evolution – Value



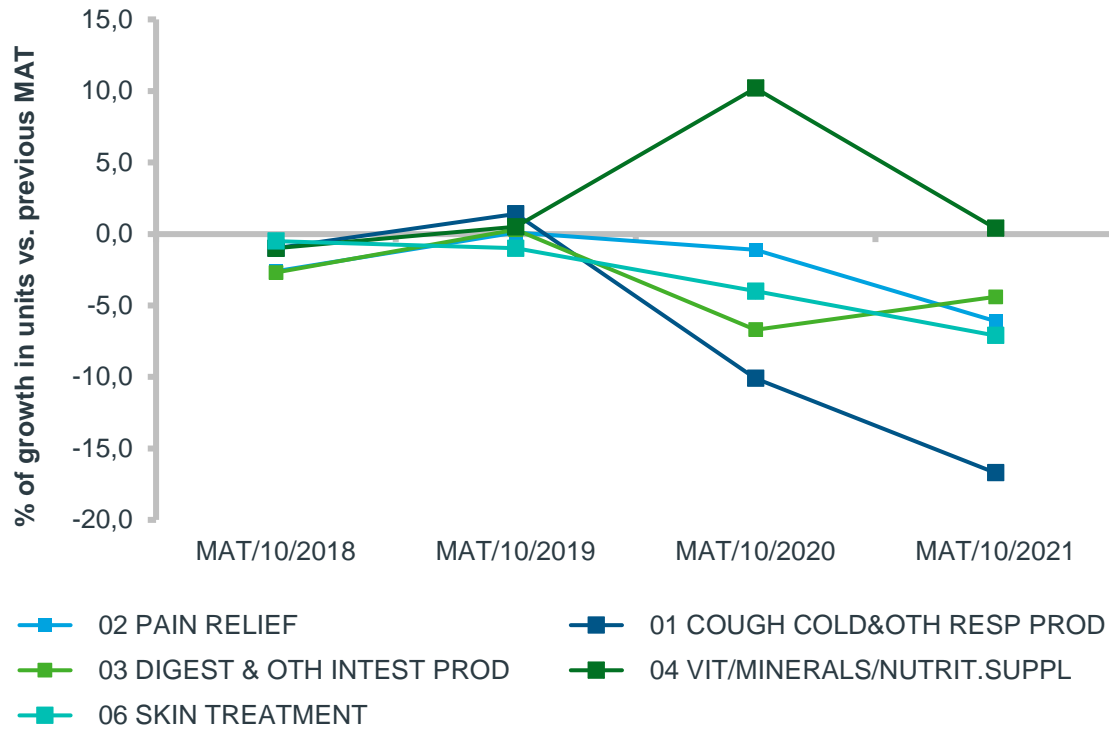
% of growth in value vs. previous MAT

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

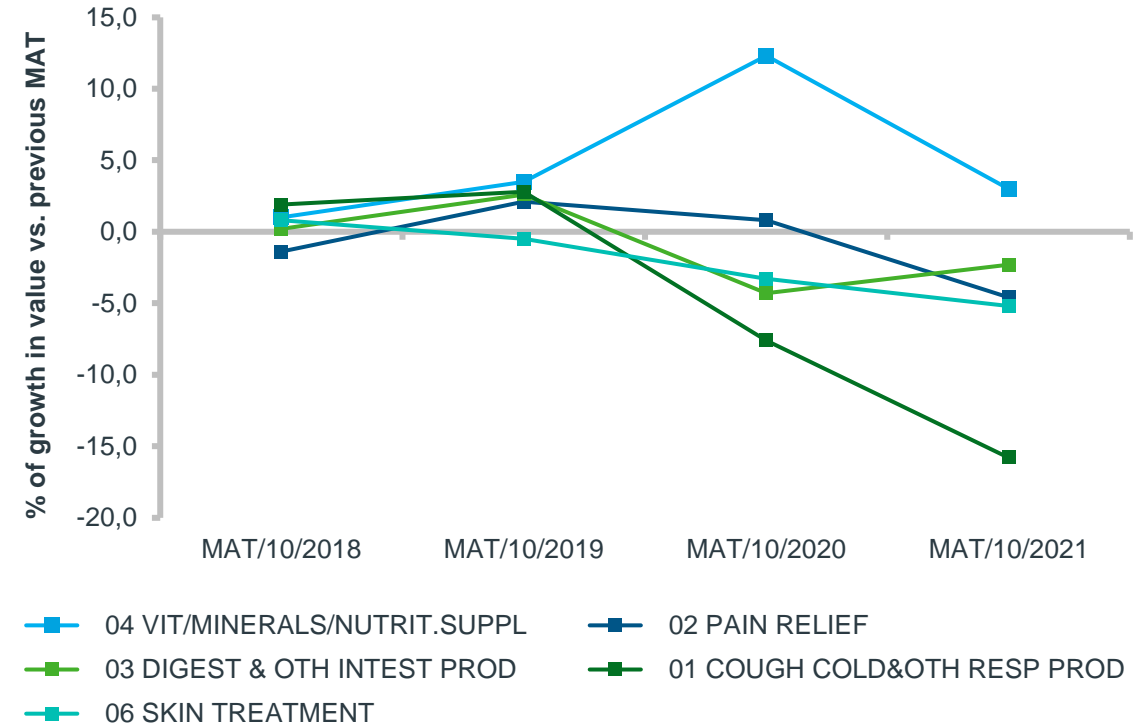
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



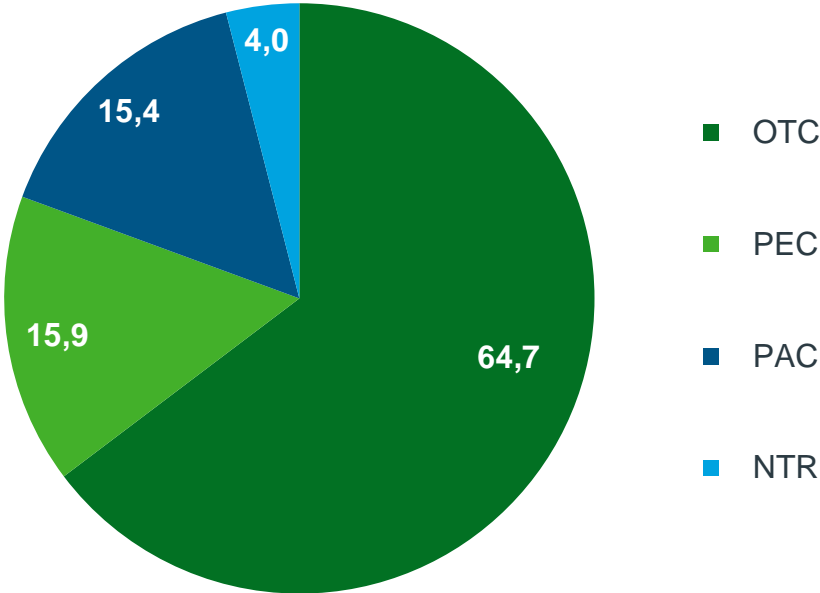
Sales Evolution – Value



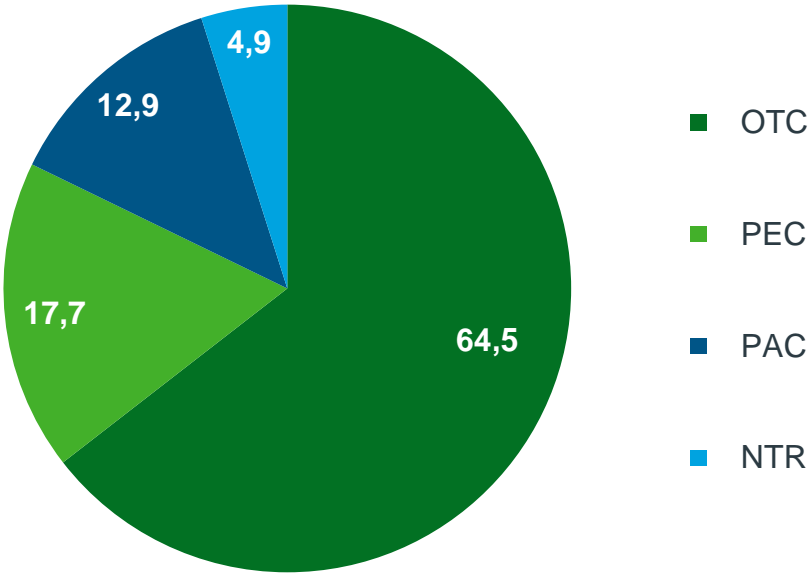
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 64,7% in units and 64,5% in value of the total CH market

Market Share in Units – MAT/10/2021



Market Share in Value – MAT/10/2021



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/10/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/10/2021	% of the CH Market
02A GENERAL PAIN RELIEF	16,769,040	11.0	02A GENERAL PAIN RELIEF	€ 150,970,176	7.4
01B COLD REMEDIES	8,651,124	5.7	01B COLD REMEDIES	€ 70,950,992	3.5
03C LAXATIVES	4,950,145	3.3	04F MINERAL SUPPLEMENTS	€ 69,938,616	3.4
04E OTHER SPECIFIC VITAMINS	4,615,713	3.0	07A EYE CARE	€ 64,401,744	3.2
01A COUGH PRODUCTS	4,557,199	3.0	04E OTHER SPECIFIC VITAMINS	€ 63,587,276	3.1
07A EYE CARE	4,300,865	2.8	02E MUSCULAR PAIN RELIEF	€ 62,235,676	3.1
01C SORE THROAT REMEDIES	4,114,748	2.7	35G MILK PRDS FOR CHILDREN	€ 62,075,304	3.1
56J PROTEIN TESTS	3,344,713	2.2	03C LAXATIVES	€ 60,421,732	3.0
02E MUSCULAR PAIN RELIEF	3,304,337	2.2	13A CALMING AND SLEEPING PROD	€ 50,647,776	2.5
04F MINERAL SUPPLEMENTS	3,023,668	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 44,567,312	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/10/2021)
56	TESTS+MEASURING INSTRUMNT	634,478
04	VIT. MIN. & NUTRIT. SUPPS	148,121
12	URINARY AND REPRODUCT CAR	62,905
13	CALM/SLEEP&MOOD ENHANC PD	53,049
83	UNISEX BEAUTY PRODUCTS	43,879
09	MOUTH TREATMENT PRODUCTS	13,675
07	EYE CARE	13,558
86	HAIR PRODUCTS	12,572
08	EAR CARE	6,906
49	PLASTERS	3,995

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/10/2021)
56	TESTS+MEASURING INSTRUMNT	€ 5,488,751
04	VIT. MIN. & NUTRIT. SUPPS	€ 3,782,862
57	MEDICAL/SURGICAL AIDS	€ 2,209,537
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,484,006
12	URINARY AND REPRODUCT CAR	€ 1,201,429
83	UNISEX BEAUTY PRODUCTS	€ 936,272
07	EYE CARE	€ 443,387
47	ADVANCED DRESSINGS	€ 290,577
86	HAIR PRODUCTS	€ 268,293
35	BABY FOODS	€ 233,083

Source: IQVIA – CH Audits – Selling Out data