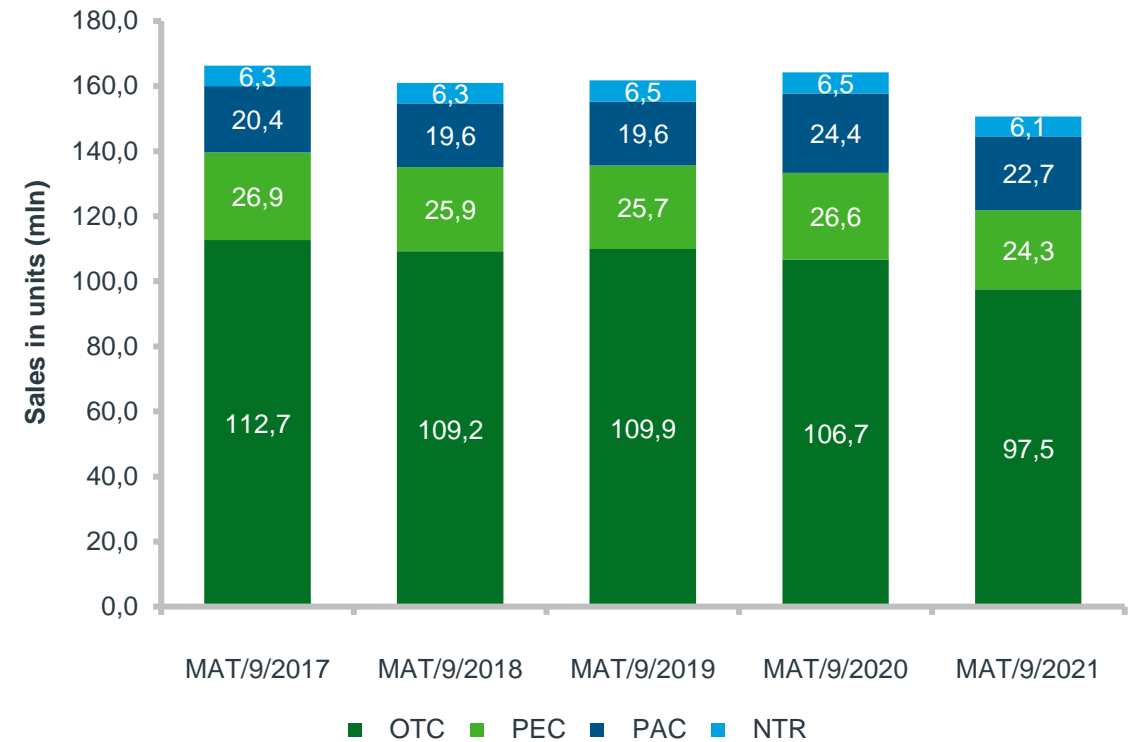


The Belgian Consumer Health market is worth €2,02 billion

Sales Evolution – Pub Value



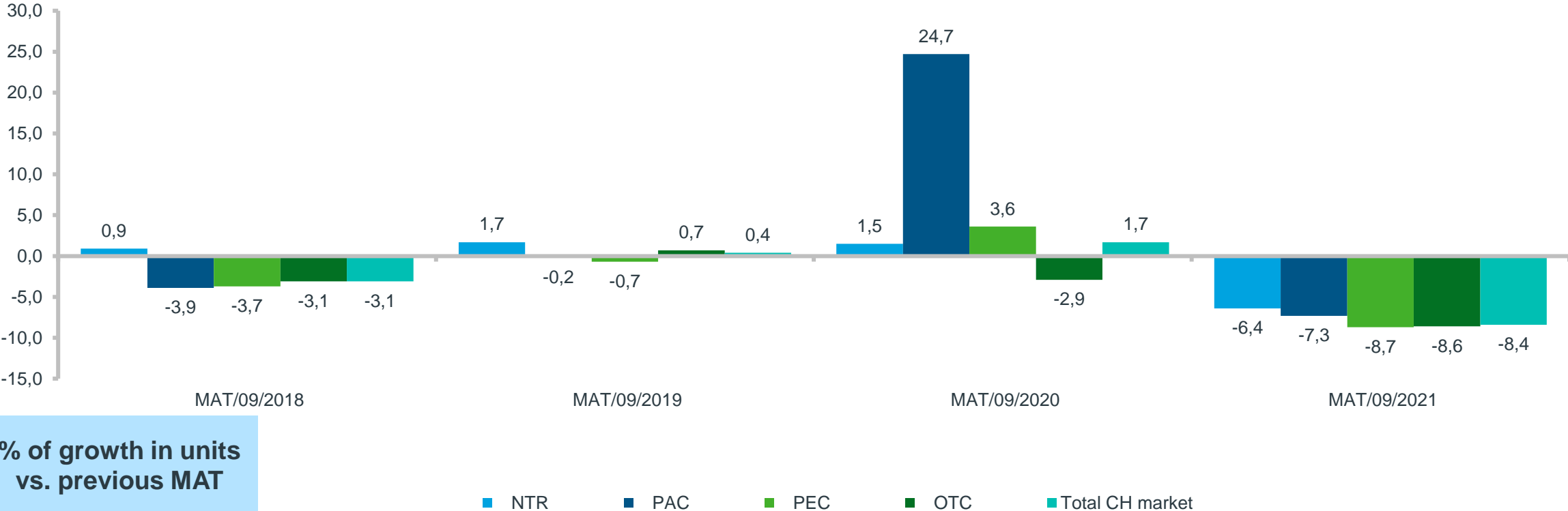
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -8,4% while the OTC segment declines with -8,6% in units

Sales Evolution – Units

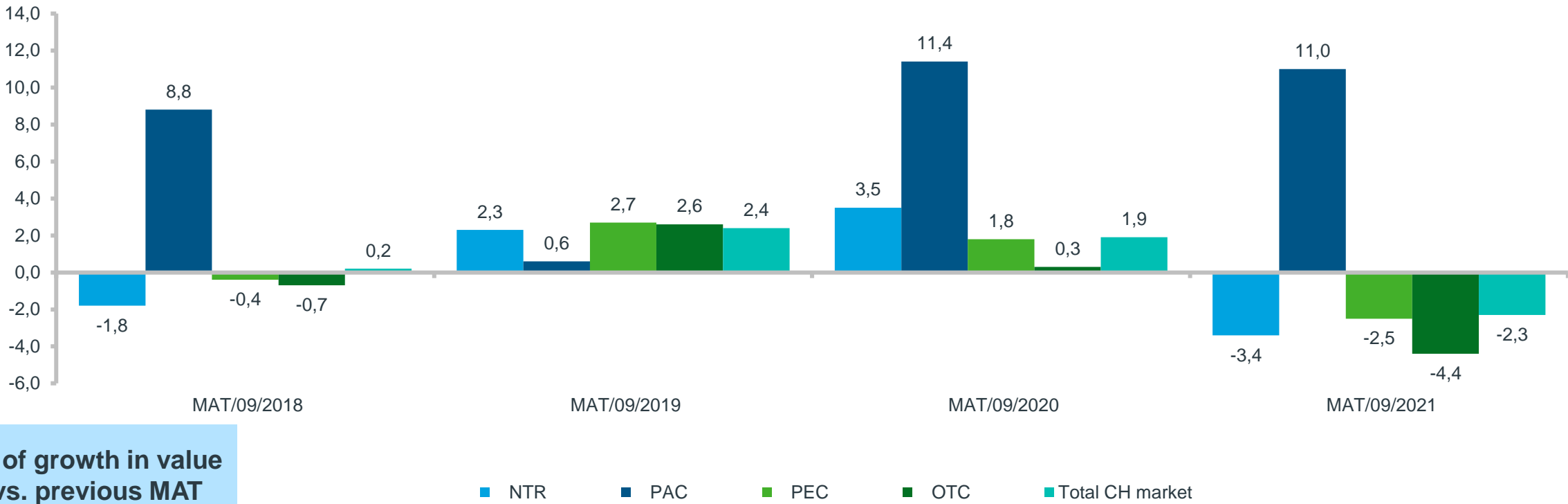


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows a decrease of -2,3%, where Patient Care is growing with 11,0%

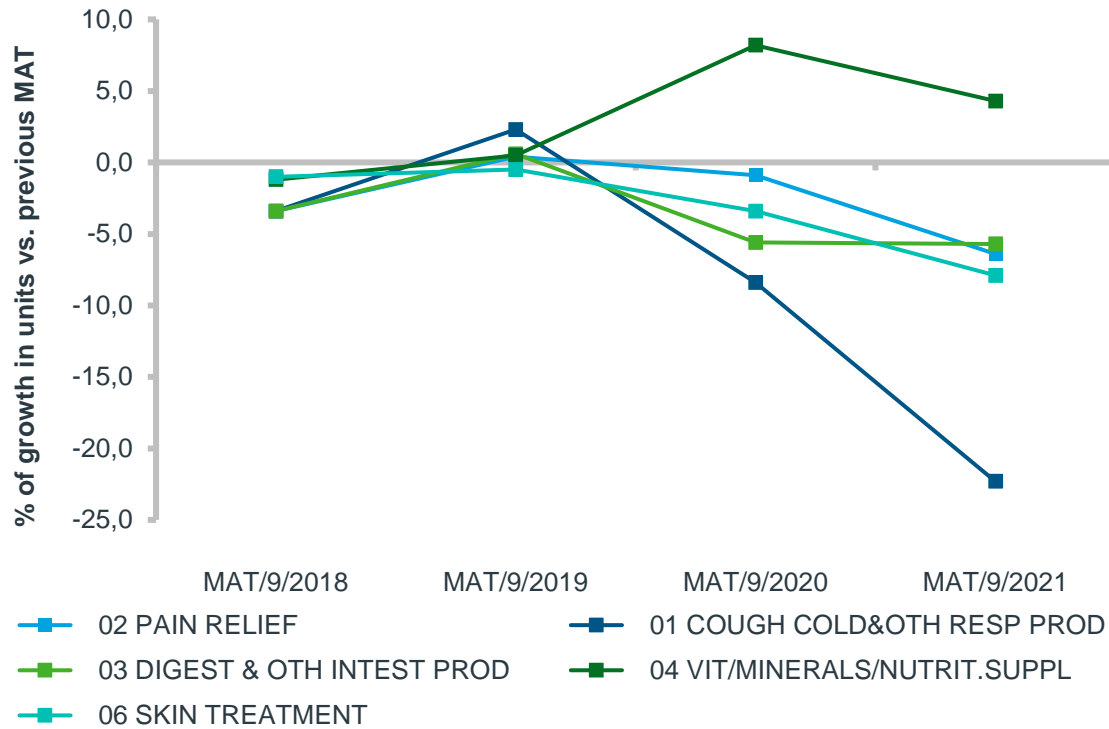
Sales Evolution – Value



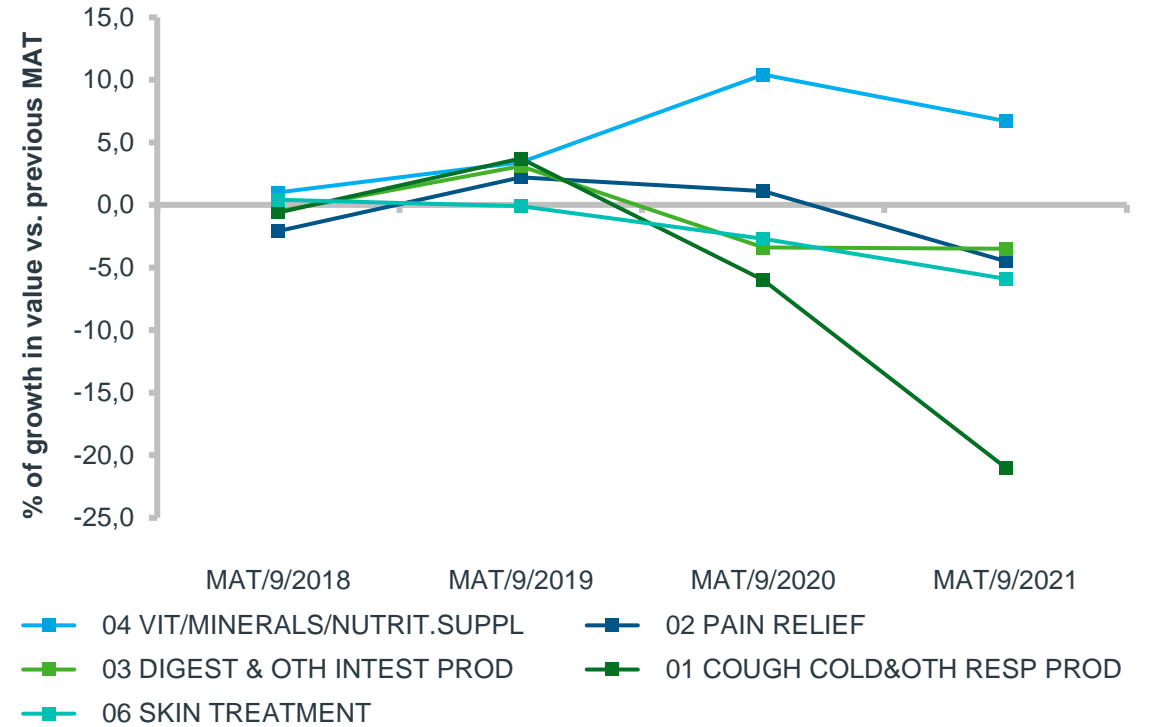
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



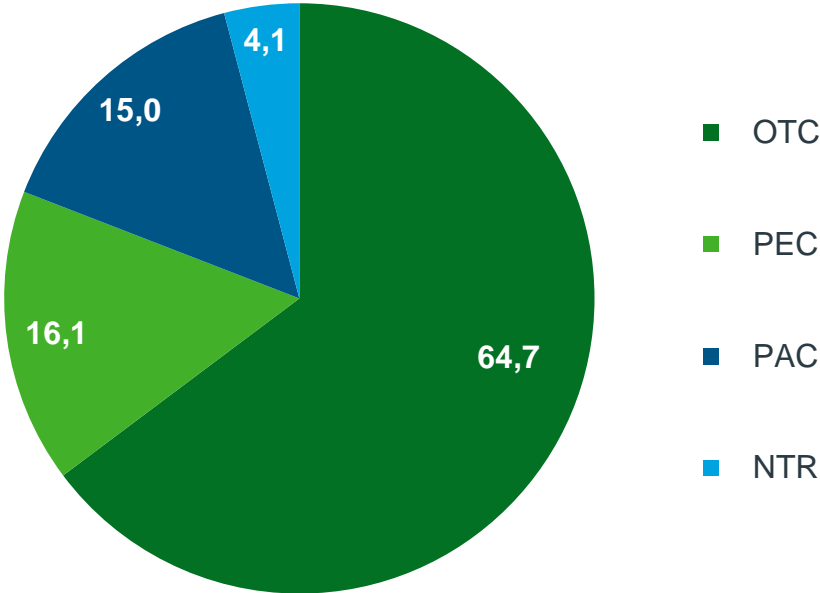
Sales Evolution – Value



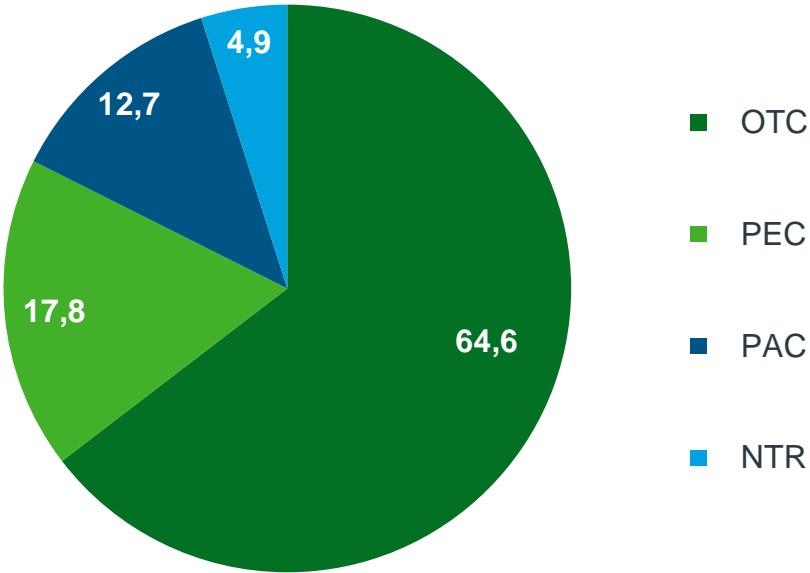
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 64,7% in units and 64,6% in value of the total CH market

Market Share in Units – MAT/09/2021



Market Share in Value – MAT/09/2021



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/09/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/09/2021	% of the CH Market
02A GENERAL PAIN RELIEF	16,685,969	11.1	02A GENERAL PAIN RELIEF	€ 150,569,440	7.4
01B COLD REMEDIES	8,314,521	5.5	04F MINERAL SUPPLEMENTS	€ 70,436,848	3.5
03C LAXATIVES	4,966,674	3.3	01B COLD REMEDIES	€ 68,346,168	3.4
04E OTHER SPECIFIC VITAMINS	4,697,596	3.1	04E OTHER SPECIFIC VITAMINS	€ 64,537,540	3.2
07A EYE CARE	4,306,160	2.9	07A EYE CARE	€ 64,444,264	3.2
01A COUGH PRODUCTS	4,145,292	2.8	02E MUSCULAR PAIN RELIEF	€ 62,418,572	3.1
01C SORE THROAT REMEDIES	3,882,024	2.6	35G MILK PRDS FOR CHILDREN	€ 61,948,856	3.1
02E MUSCULAR PAIN RELIEF	3,315,769	2.2	03C LAXATIVES	€ 60,539,644	3.0
04F MINERAL SUPPLEMENTS	3,058,710	2.0	13A CALMING AND SLEEPING PROD	€ 50,555,980	2.5
35G MILK PRDS FOR CHILDREN	2,999,891	2.0	82B SPEC.FACIAL CARE PRODUCT	€ 44,712,552	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/09/2021)
56	TESTS+MEASURING INSTRUMNT	527,679
04	VIT. MIN. & NUTRIT. SUPPS	171,918
12	URINARY AND REPRODUCT CAR	62,122
13	CALM/SLEEP&MOOD ENHANC PD	48,030
83	UNISEX BEAUTY PRODUCTS	35,133
86	HAIR PRODUCTS	10,587
09	MOUTH TREATMENT PRODUCTS	9,086
07	EYE CARE	3,548
49	PLASTERS	3,379
66	CONTRACEPTION	2,371

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/09/2021)
56	TESTS+MEASURING INSTRUMNT	€ 4,651,996
04	VIT. MIN. & NUTRIT. SUPPS	€ 4,269,216
57	MEDICAL/SURGICAL AIDS	€ 2,140,315
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,385,711
12	URINARY AND REPRODUCT CAR	€ 1,181,839
83	UNISEX BEAUTY PRODUCTS	€ 825,497
07	EYE CARE	€ 314,938
35	BABY FOODS	€ 253,896
86	HAIR PRODUCTS	€ 230,056
47	ADVANCED DRESSINGS	€ 219,893

Source: IQVIA – CH Audits – Selling Out data