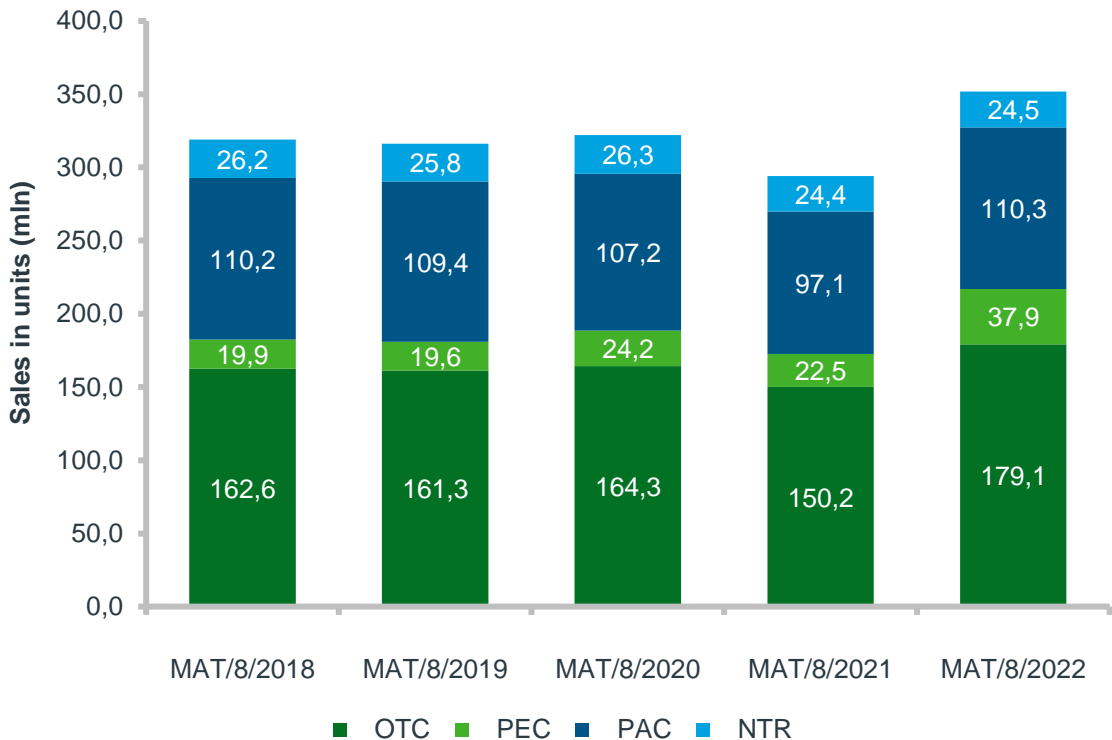


The Belgian Consumer Health market is worth €2,30 billion

Sales Evolution – Pub Value



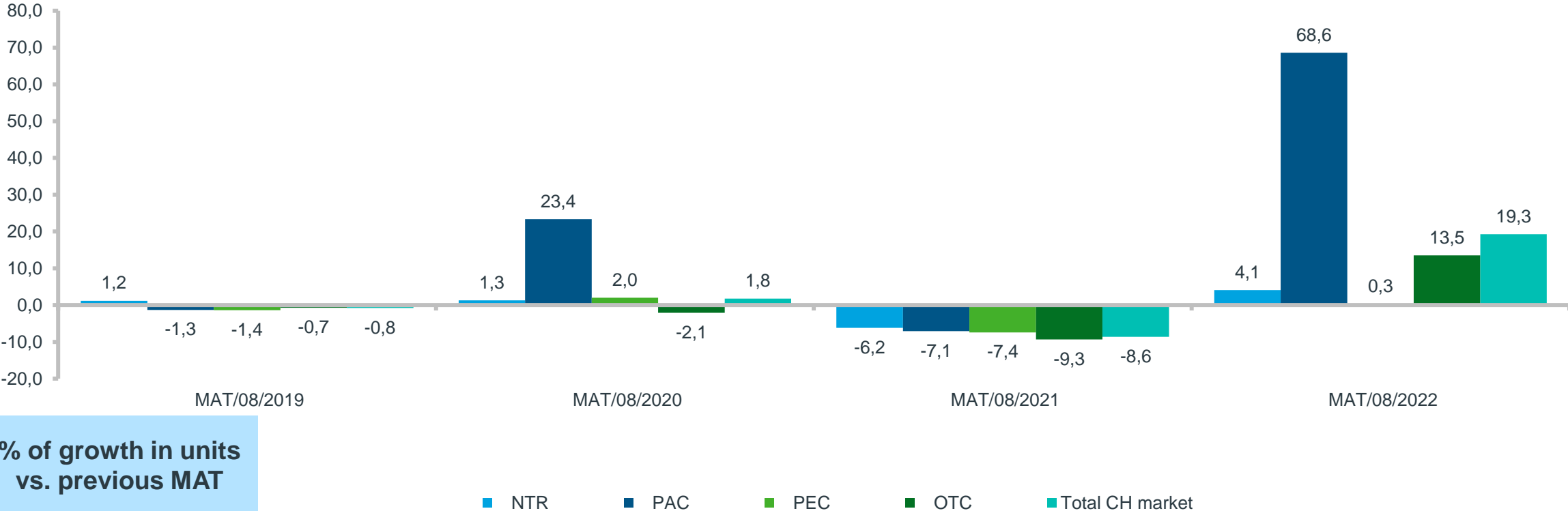
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 19,3% while the OTC segment grows with 13,5% in units

Sales Evolution – Units

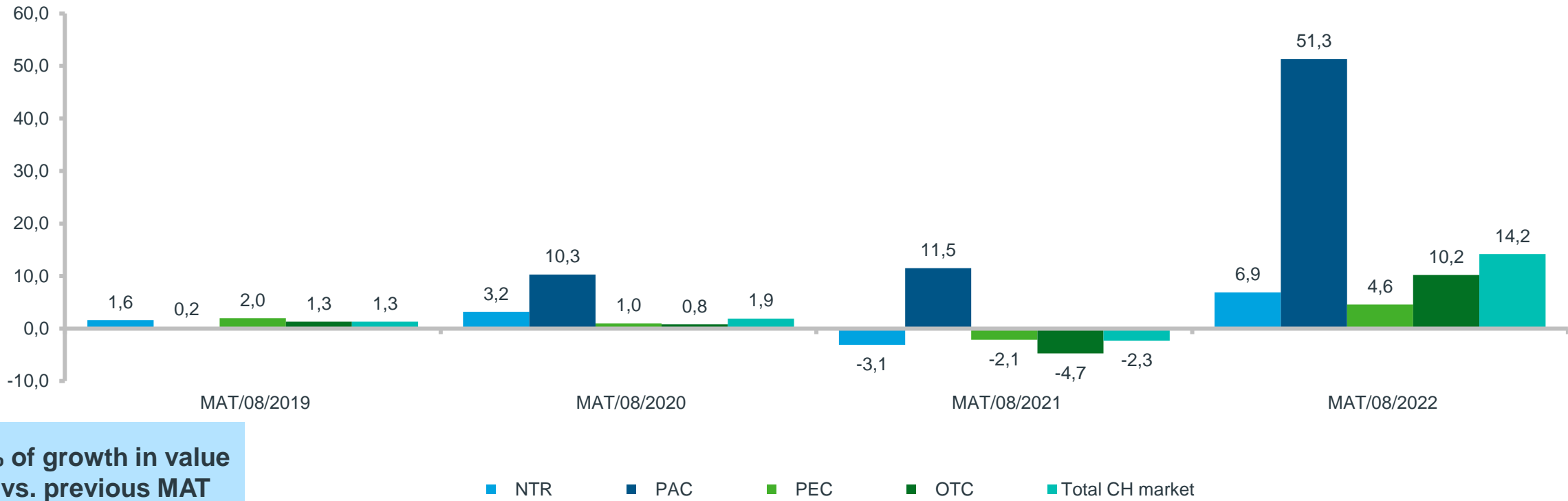


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 14,2%, where Patient Care is growing with 51,3%

Sales Evolution – Value

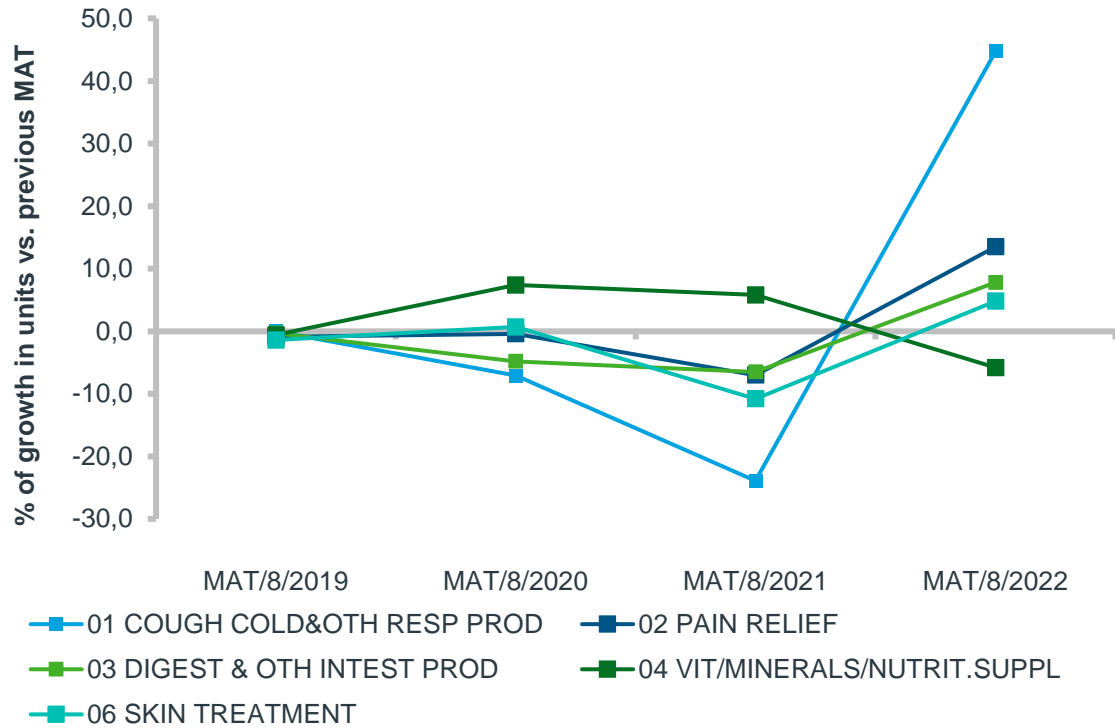


% of growth in value vs. previous MAT

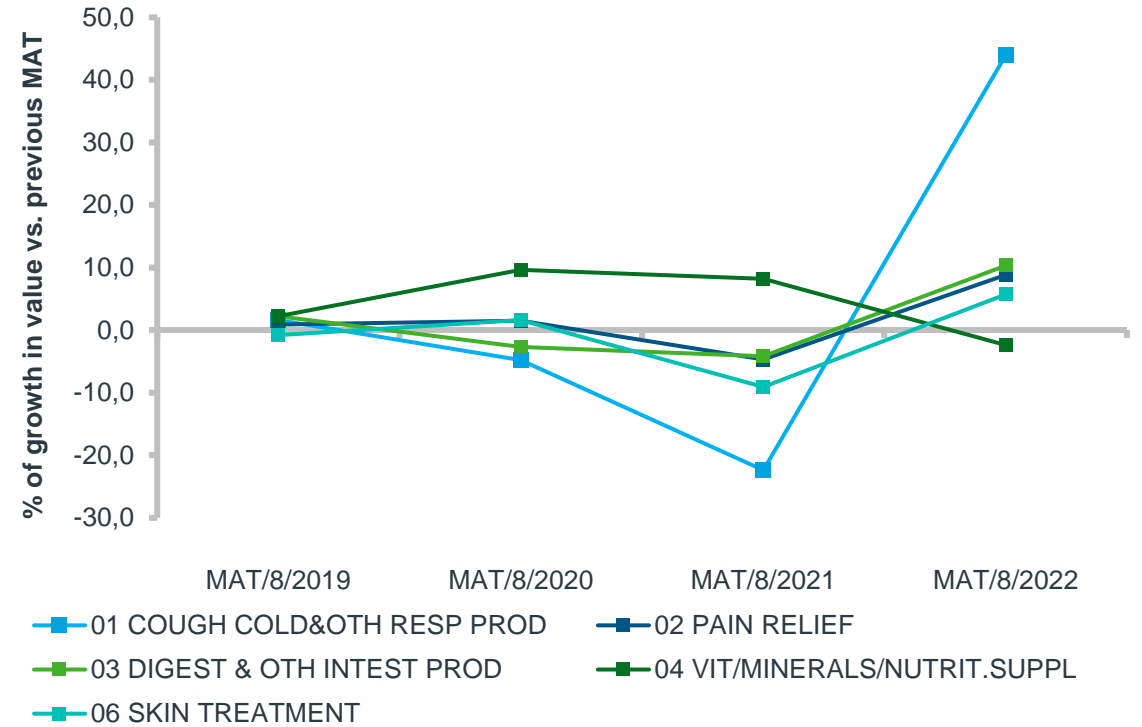
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



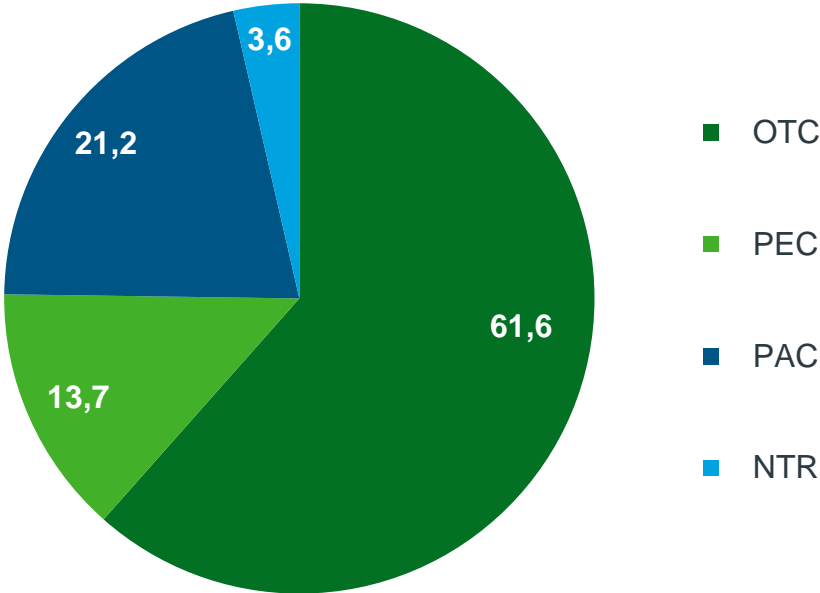
Sales Evolution – Value



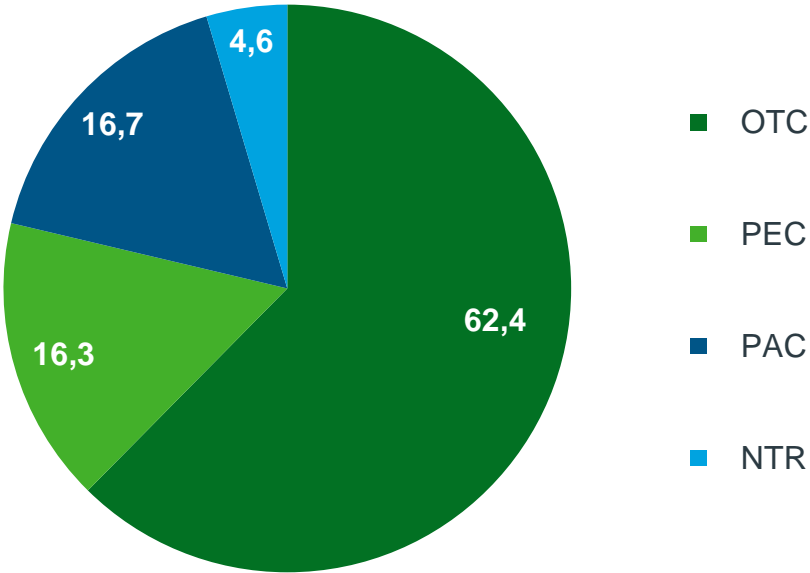
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 61,6% in units and 62,4% in value of the total CH market

Market Share in Units – MAT/08/2022



Market Share in Value – MAT/08/2022



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/08/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/08/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,665,372	11.0	02A GENERAL PAIN RELIEF	€ 175,707,799	7.6
56T CORONAVIRUS TESTS	16,682,831	9.3	56T CORONAVIRUS TESTS	€ 142,657,864	6.2
01B COLD REMEDIES	11,325,118	6.3	01B COLD REMEDIES	€ 92,849,810	4.0
01A COUGH PRODUCTS	7,309,997	4.1	04F MINERAL SUPPLEMENTS	€ 70,545,093	3.1
01C SORE THROAT REMEDIES	6,091,015	3.4	07A EYE CARE	€ 69,111,042	3.0
03C LAXATIVES	4,919,568	2.7	01A COUGH PRODUCTS	€ 68,830,033	3.0
07A EYE CARE	4,517,135	2.5	35G MILK PRDS FOR CHILDREN	€ 67,829,430	2.9
04E OTHER SPECIFIC VITAMINS	4,260,314	2.4	03C LAXATIVES	€ 61,838,242	2.7
02E MUSCULAR PAIN RELIEF	3,225,859	1.8	02E MUSCULAR PAIN RELIEF	€ 61,035,673	2.7
35G MILK PRDS FOR CHILDREN	3,198,624	1.8	04E OTHER SPECIFIC VITAMINS	€ 61,023,701	2.6

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/08/2022)
56	TESTS+MEASURING INSTRUMNT	3,500,212
01	COUGH COLD&OTH RESP PROD	2,076,766
02	PAIN RELIEF	337,951
03	DIGEST & OTH INTEST PROD	243,563
06	SKIN TREATMENT	59,242
05	TONICS/OTHER STIMS	49,636
07	EYE CARE	46,567
08	EAR CARE	22,539
11	ANTINAUSEANTS	22,206
35	BABY FOODS	18,886

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/08/2022)
56	TESTS+MEASURING INSTRUMNT	€ 28,254,041
01	COUGH COLD&OTH RESP PROD	€ 17,741,938
03	DIGEST & OTH INTEST PROD	€ 4,663,424
02	PAIN RELIEF	€ 2,323,563
05	TONICS/OTHER STIMS	€ 1,152,421
35	BABY FOODS	€ 1,041,790
04	VIT. MIN. & NUTRIT. SUPPS	€ 968,865
07	EYE CARE	€ 951,055
06	SKIN TREATMENT	€ 858,647
13	CALM/SLEEP&MOOD ENHANC PD	€ 441,751

Source: IQVIA – CH Audits – Selling Out data