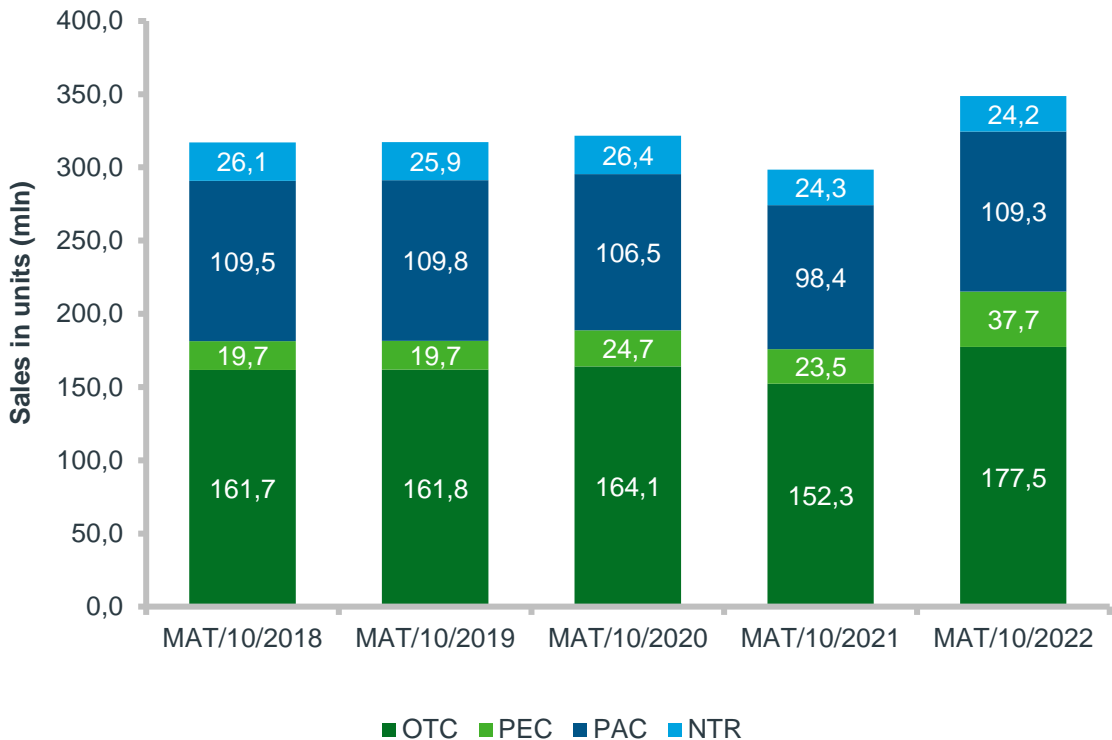


The Belgian Consumer Health market is worth €2,29 billion

Sales Evolution – Pub Value



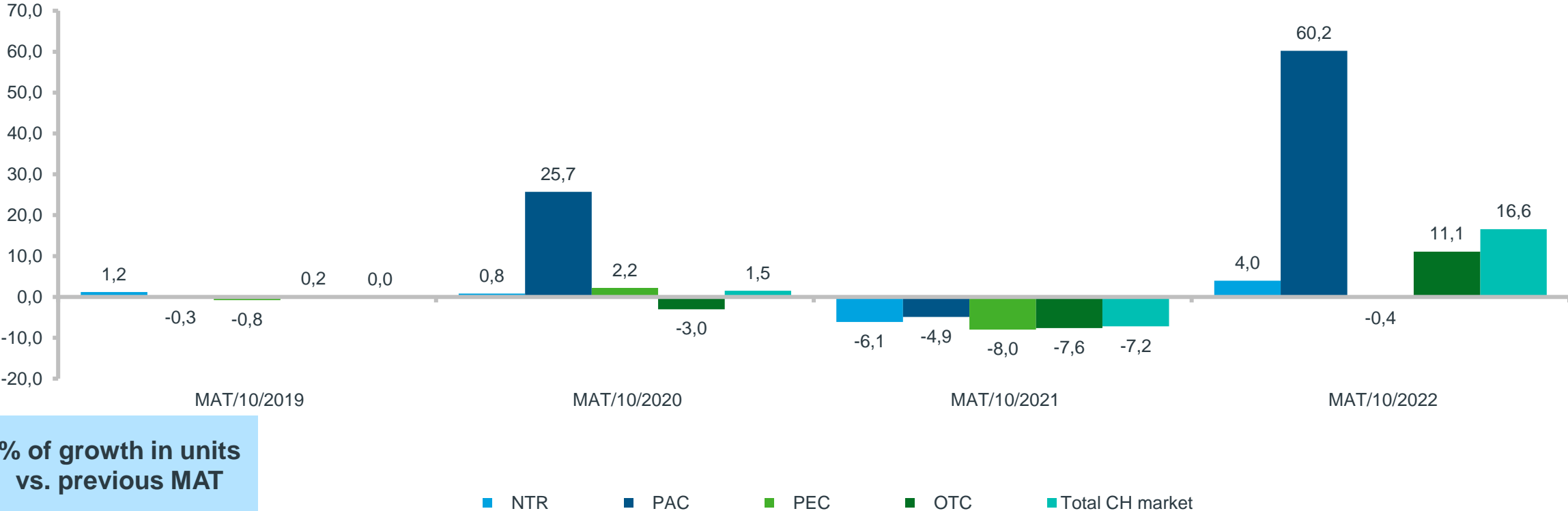
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 16,6% while the OTC segment grows with 11,1% in units

Sales Evolution – Units

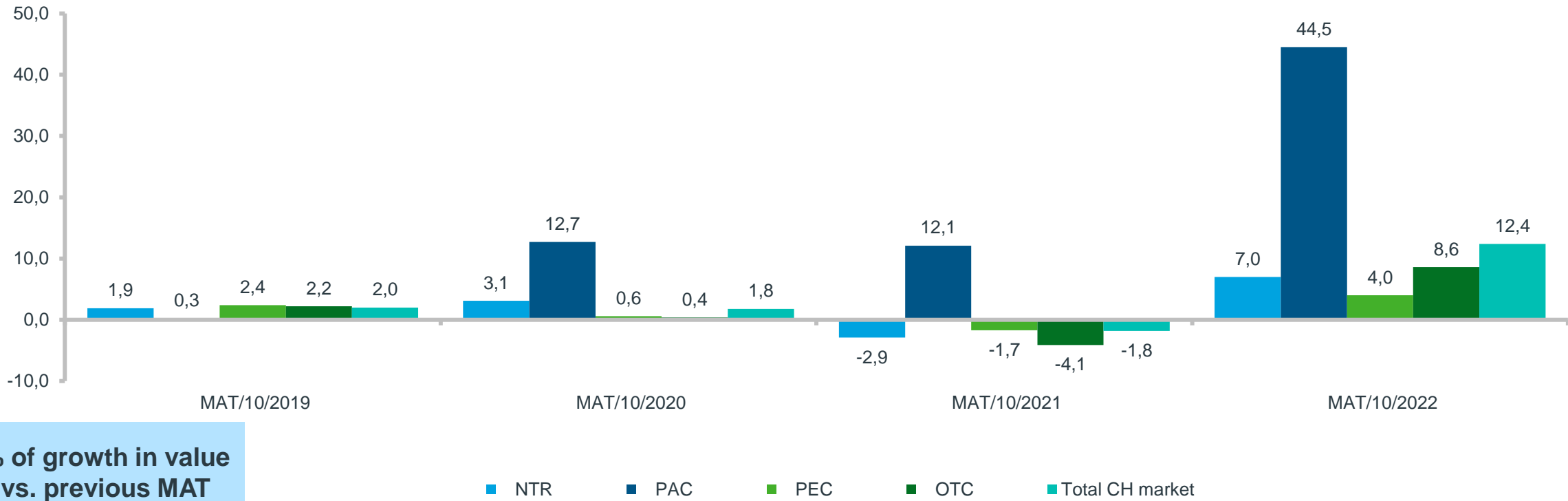


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 12,4%, where Patient Care is growing with 44,5%

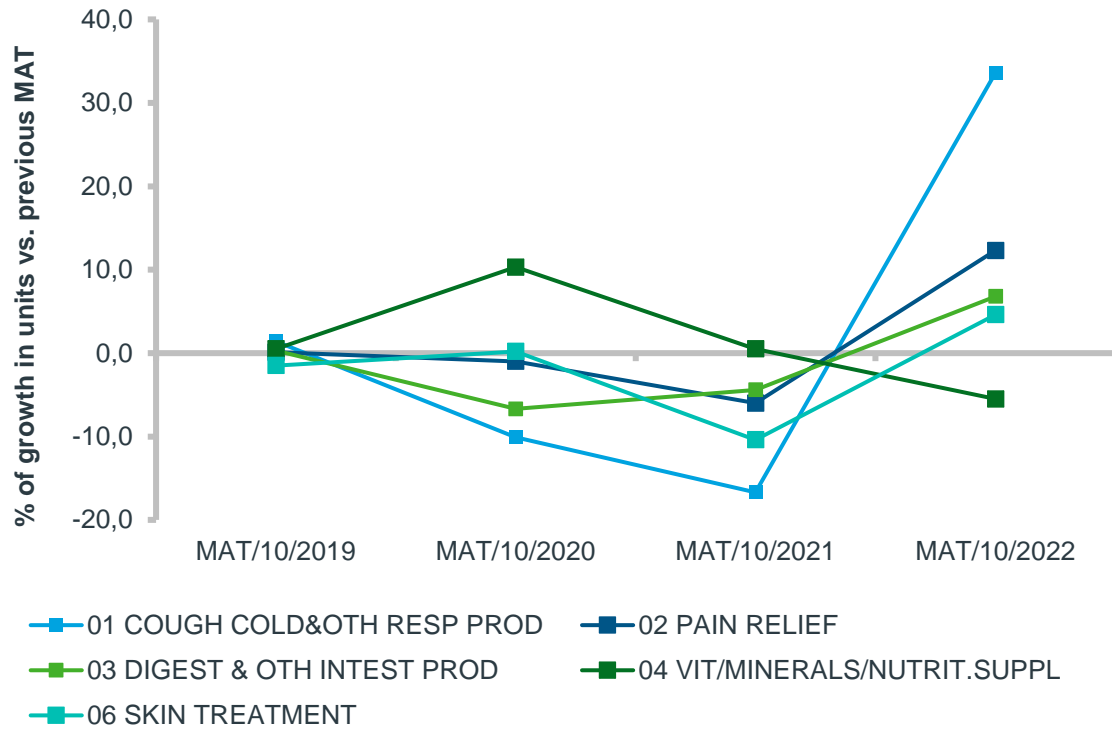
Sales Evolution – Value



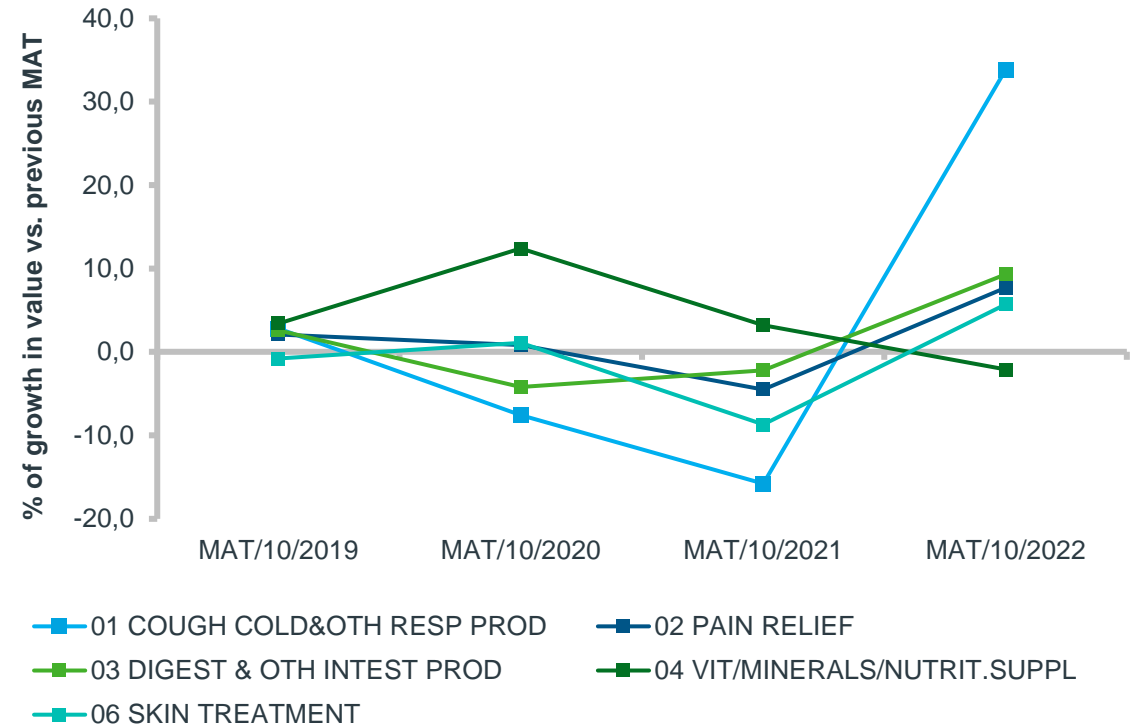
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



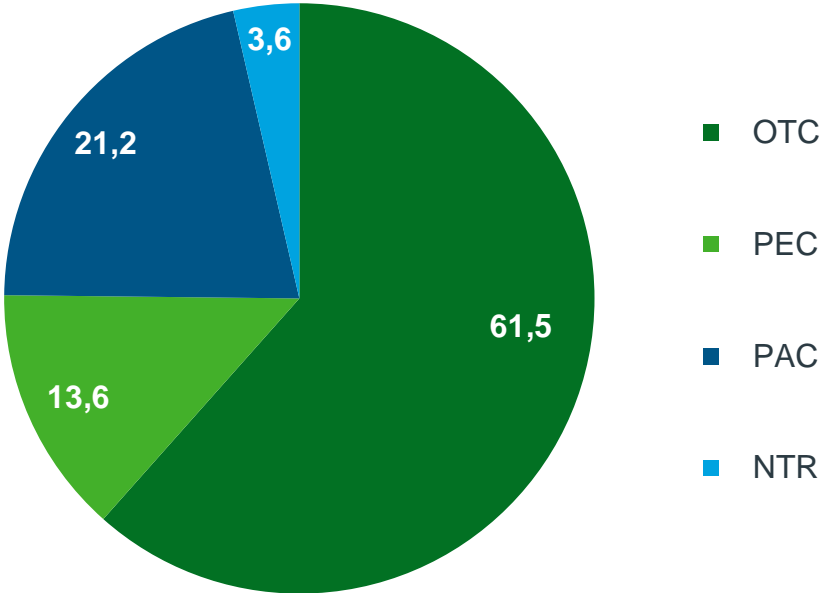
Sales Evolution – Value



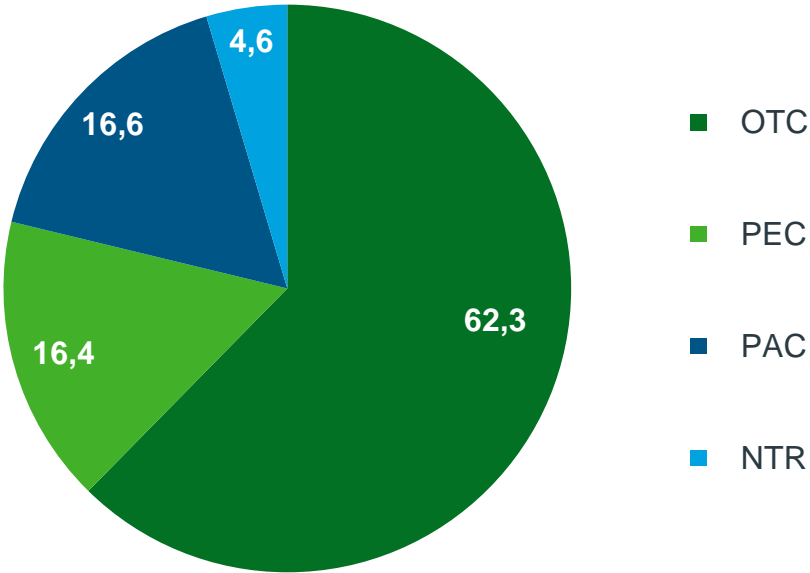
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 61,5% in units and 62,3% in value of the total CH market

Market Share in Units – MAT/10/2022



Market Share in Value – MAT/10/2022



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/10/2022 | % of the CH Market | Top 10 Best Selling OTC2 classes in value | Value abs. MAT/10/2022 | % of the CH Market |
|---|------------------------|--------------------|---|------------------------|--------------------|
| 02A GENERAL PAIN RELIEF | 19,680,111 | 11.1 | 02A GENERAL PAIN RELIEF | € 175,669,015 | 7.7 |
| 56T CORONAVIRUS TESTS | 16,530,752 | 9.3 | 56T CORONAVIRUS TESTS | € 137,649,749 | 6.0 |
| 01B COLD REMEDIES | 11,134,847 | 6.3 | 01B COLD REMEDIES | € 91,454,463 | 4.0 |
| 01A COUGH PRODUCTS | 7,166,547 | 4.0 | 04F MINERAL SUPPLEMENTS | € 70,065,627 | 3.1 |
| 01C SORE THROAT REMEDIES | 5,991,753 | 3.4 | 07A EYE CARE | € 69,834,568 | 3.0 |
| 03C LAXATIVES | 4,911,787 | 2.8 | 35G MILK PRDS FOR CHILDREN | € 68,062,018 | 3.0 |
| 07A EYE CARE | 4,511,756 | 2.5 | 01A COUGH PRODUCTS | € 67,902,299 | 3.0 |
| 04E OTHER SPECIFIC VITAMINS | 4,157,340 | 2.3 | 03C LAXATIVES | € 62,122,572 | 2.7 |
| 35G MILK PRDS FOR CHILDREN | 3,178,719 | 1.8 | 02E MUSCULAR PAIN RELIEF | € 60,149,168 | 2.6 |
| 02E MUSCULAR PAIN RELIEF | 3,178,286 | 1.8 | 04E OTHER SPECIFIC VITAMINS | € 59,802,817 | 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/10/2022) |
|--|---------------------------|---|
| 56 | TESTS+MEASURING INSTRUMNT | 3,414,703 |
| 01 | COUGH COLD&OTH RESP PROD | 1,628,428 |
| 02 | PAIN RELIEF | 303,851 |
| 03 | DIGEST & OTH INTEST PROD | 225,973 |
| 06 | SKIN TREATMENT | 64,804 |
| 07 | EYE CARE | 54,985 |
| 05 | TONICS/OTHER STIMS | 51,770 |
| 53 | PRDS FOR BLADDER PROBLEMS | 35,038 |
| 11 | ANTINAUSEANTS | 21,166 |
| 35 | BABY FOODS | 20,654 |

| Fastest growing OTC1 classes in Rx sales | | Rx sales Growth in abs. value (MAT/10/2022) |
|--|---------------------------|---|
| 56 | TESTS+MEASURING INSTRUMNT | € 26,678,772 |
| 01 | COUGH COLD&OTH RESP PROD | € 14,101,602 |
| 03 | DIGEST & OTH INTEST PROD | € 4,429,614 |
| 02 | PAIN RELIEF | € 2,124,749 |
| 53 | PRDS FOR BLADDER PROBLEMS | € 1,693,798 |
| 04 | VIT. MIN. & NUTRIT. SUPPS | € 1,303,485 |
| 07 | EYE CARE | € 1,214,617 |
| 05 | TONICS/OTHER STIMS | € 1,201,289 |
| 35 | BABY FOODS | € 1,092,938 |
| 06 | SKIN TREATMENT | € 905,793 |

Source: IQVIA – CH Audits – Selling Out data