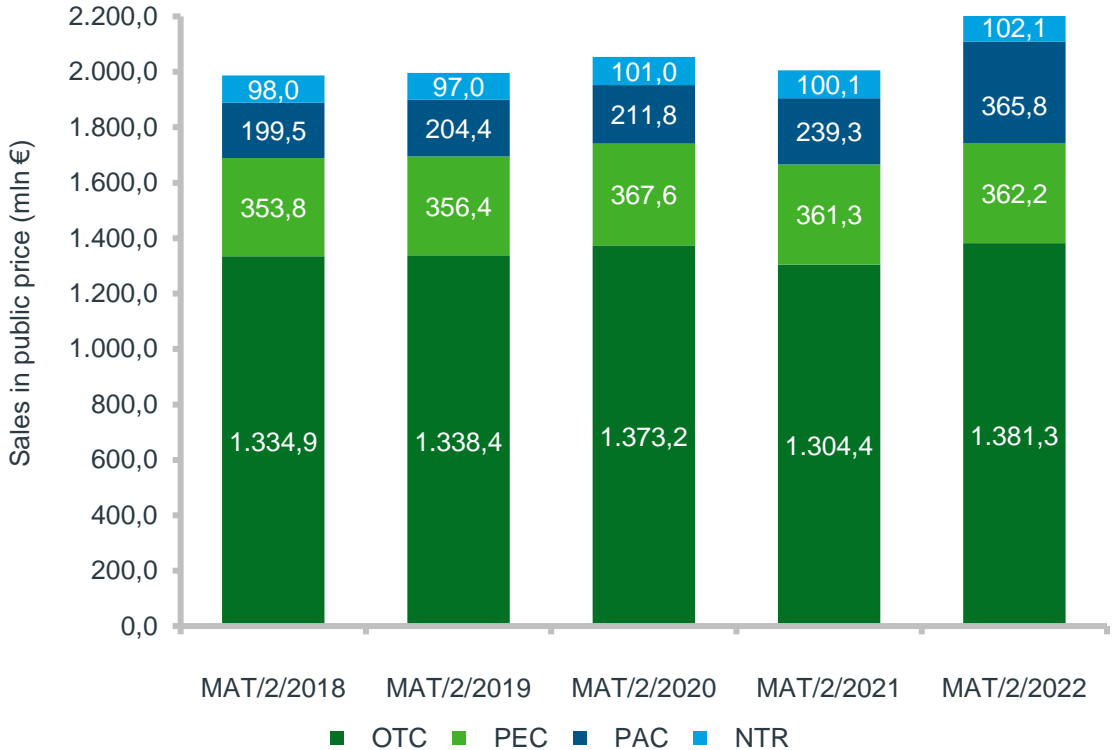
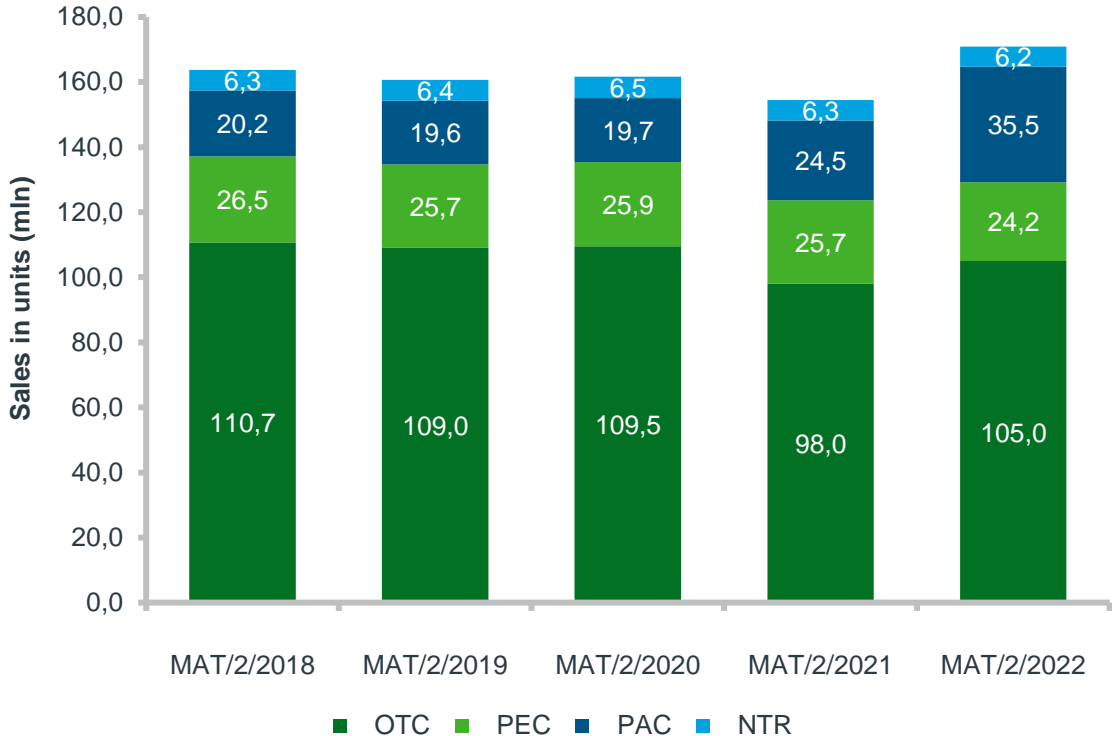


# The Belgian Consumer Health market is worth €2,21 billion

### Sales Evolution – Pub Value



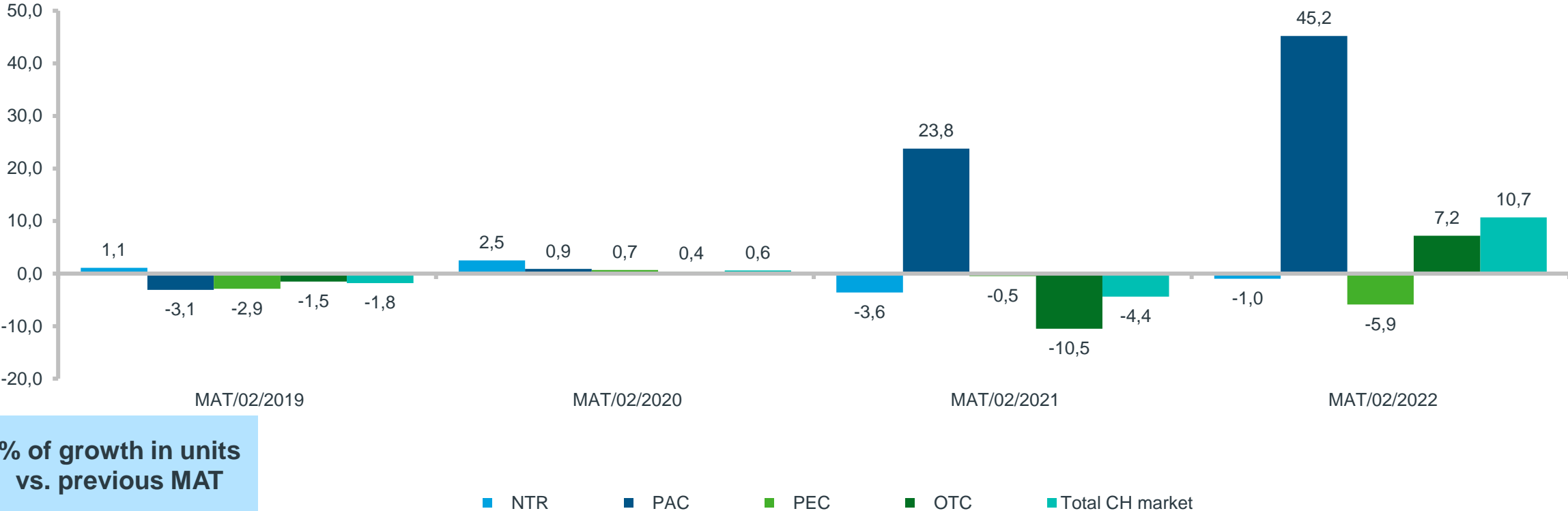
### Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 10,7% while the OTC segment grows with 7,2% in units

## Sales Evolution – Units

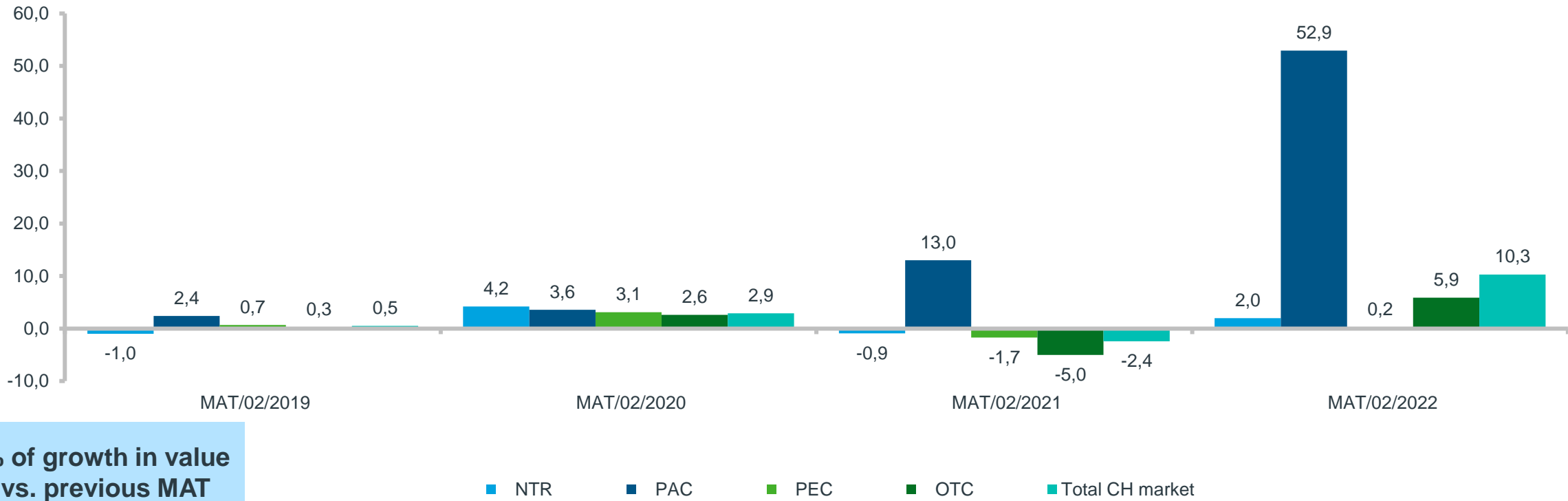


**% of growth in units vs. previous MAT**

Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows an increase of 10,3%, where Patient Care is growing with 52,9%

## Sales Evolution – Value

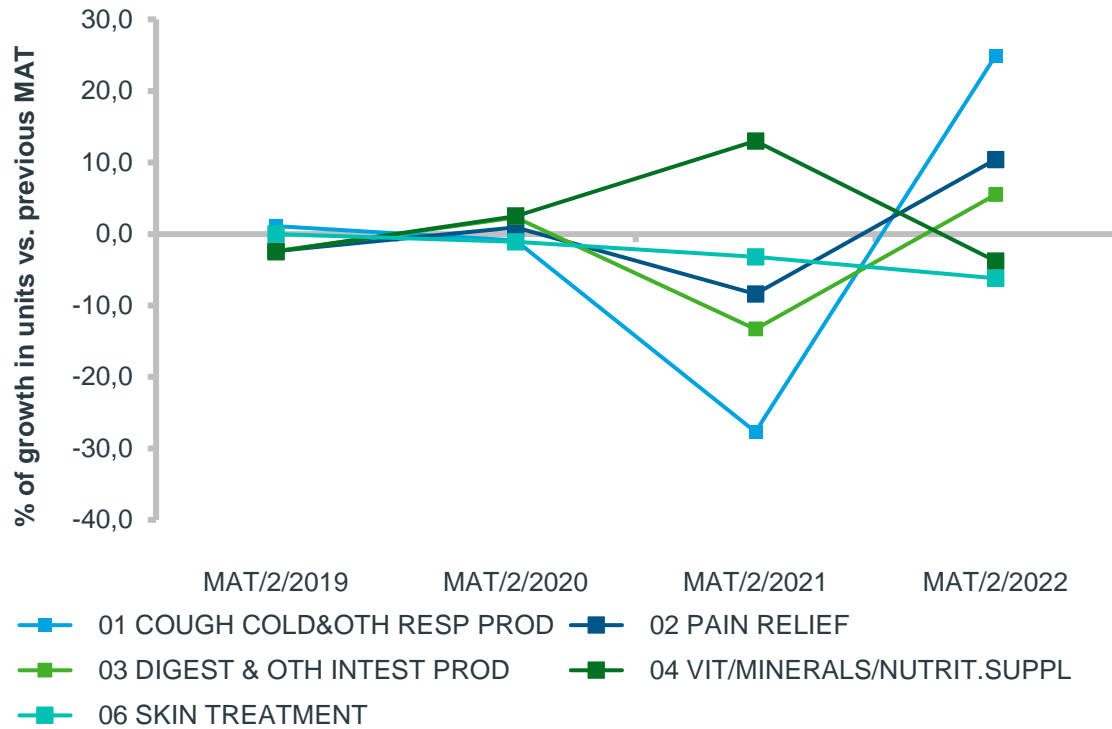


**% of growth in value vs. previous MAT**

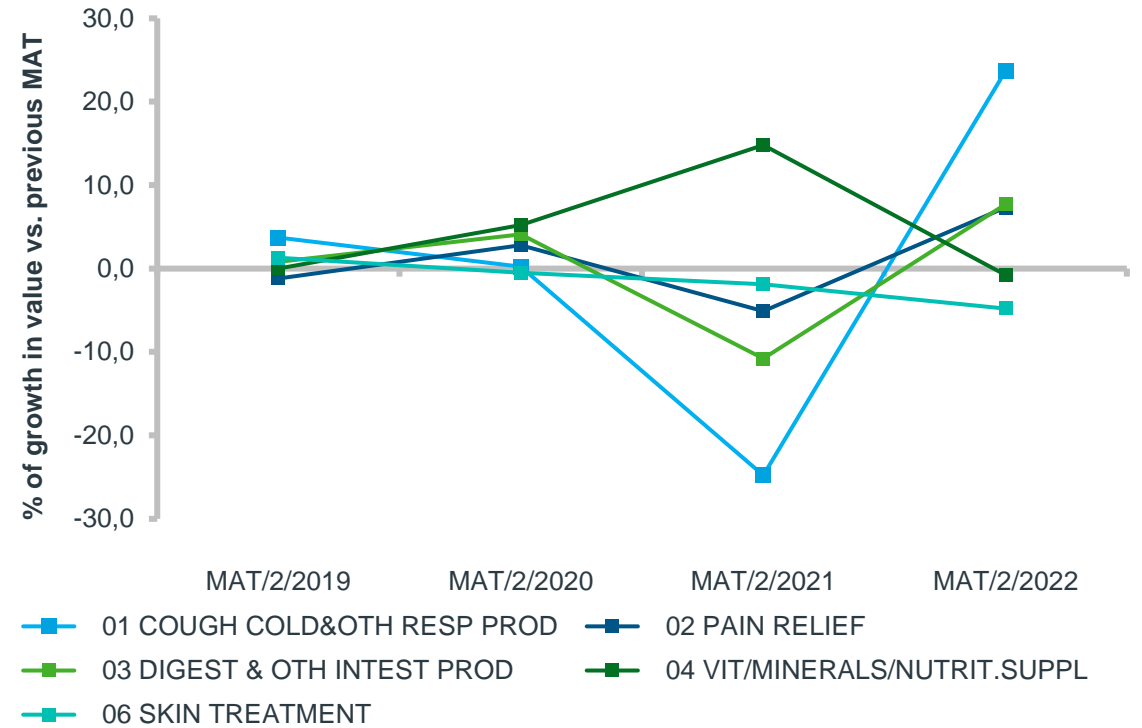
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



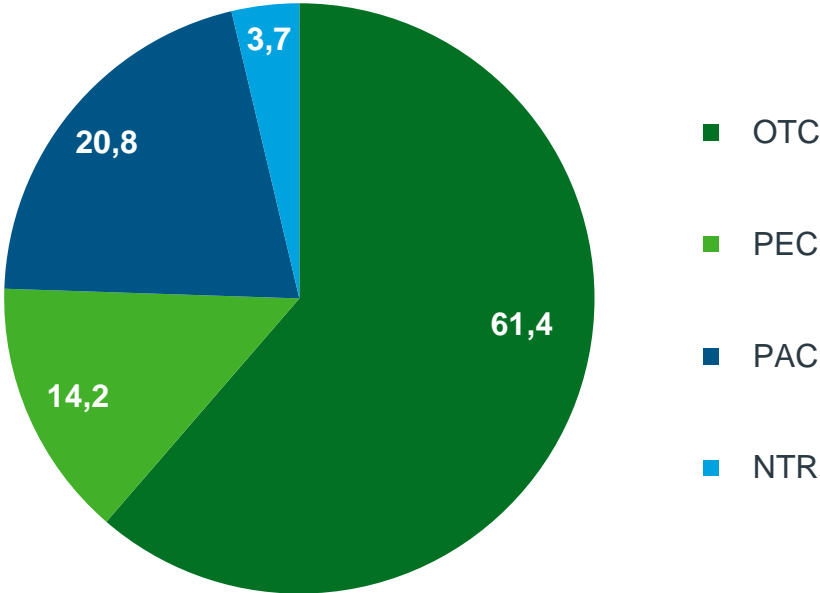
## Sales Evolution – Value



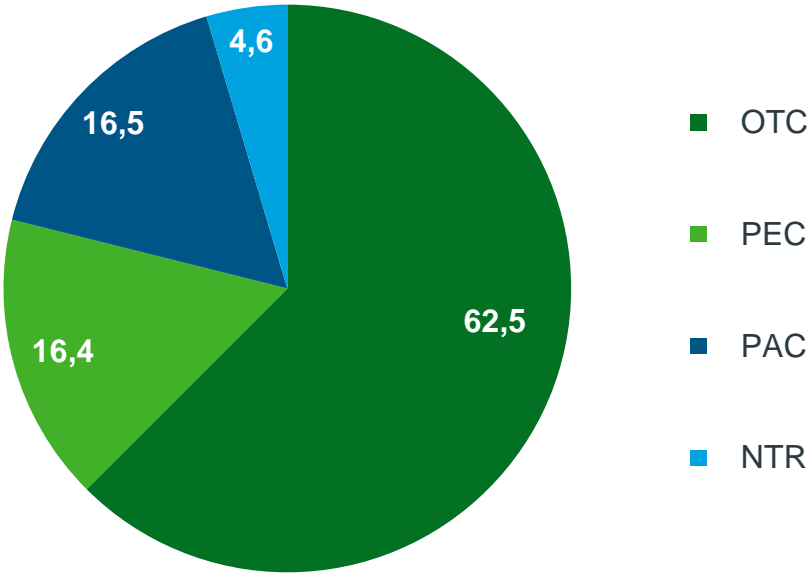
Source: IQVIA – CH Audits – Selling Out data

# OTC segment has a market share of 61,4% in units and 62,5% in value of the total CH market

Market Share in Units – MAT/02/2022



Market Share in Value – MAT/02/2022



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/02/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/02/2022	% of the CH Market
02A GENERAL PAIN RELIEF	18,697,364	10.9	02A GENERAL PAIN RELIEF	€ 168,111,872	7.6
56T CORONAVIRUS TESTS	14,773,946	8.6	56T CORONAVIRUS TESTS	€ 127,318,408	5.8
01B COLD REMEDIES	10,110,539	5.9	01B COLD REMEDIES	€ 82,796,624	3.7
01A COUGH PRODUCTS	5,882,766	3.4	04F MINERAL SUPPLEMENTS	€ 70,630,896	3.2
01C SORE THROAT REMEDIES	5,021,298	2.9	07A EYE CARE	€ 65,923,600	3.0
03C LAXATIVES	4,981,806	2.9	35G MILK PRDS FOR CHILDREN	€ 65,073,988	2.9
04E OTHER SPECIFIC VITAMINS	4,517,431	2.6	04E OTHER SPECIFIC VITAMINS	€ 63,256,388	2.9
07A EYE CARE	4,380,493	2.6	02E MUSCULAR PAIN RELIEF	€ 62,301,496	2.8
02E MUSCULAR PAIN RELIEF	3,298,318	1.9	03C LAXATIVES	€ 61,375,408	2.8
35G MILK PRDS FOR CHILDREN	3,118,324	1.8	01A COUGH PRODUCTS	€ 55,235,608	2.5

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/02/2022)
56	TESTS+MEASURING INSTRUMNT	3,241,906
01	COUGH COLD&OTH RESP PROD	1,270,079
02	PAIN RELIEF	367,157
03	DIGEST & OTH INTEST PROD	247,784
04	VIT. MIN. & NUTRIT. SUPPS	180,365
10	CIRCULATORY PRODS.	99,505
06	SKIN TREATMENT	70,442
12	URINARY AND REPRODUCT CAR	59,538
83	UNISEX BEAUTY PRODUCTS	59,291
07	EYE CARE	54,744

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/02/2022)
56	TESTS+MEASURING INSTRUMNT	€ 26,575,961
01	COUGH COLD&OTH RESP PROD	€ 10,370,171
03	DIGEST & OTH INTEST PROD	€ 4,609,489
04	VIT. MIN. & NUTRIT. SUPPS	€ 4,176,223
02	PAIN RELIEF	€ 3,216,478
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,405,469
12	URINARY AND REPRODUCT CAR	€ 1,184,667
83	UNISEX BEAUTY PRODUCTS	€ 1,075,580
10	CIRCULATORY PRODS.	€ 985,679
07	EYE CARE	€ 957,274

Source: IQVIA – CH Audits – Selling Out data