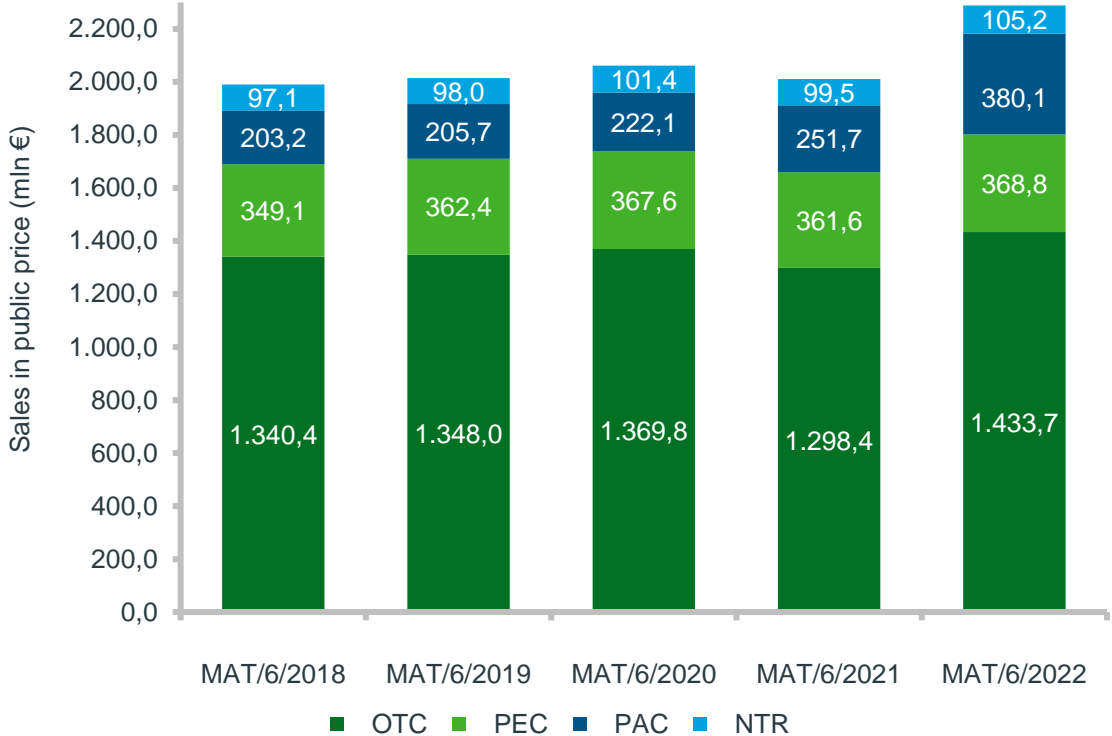
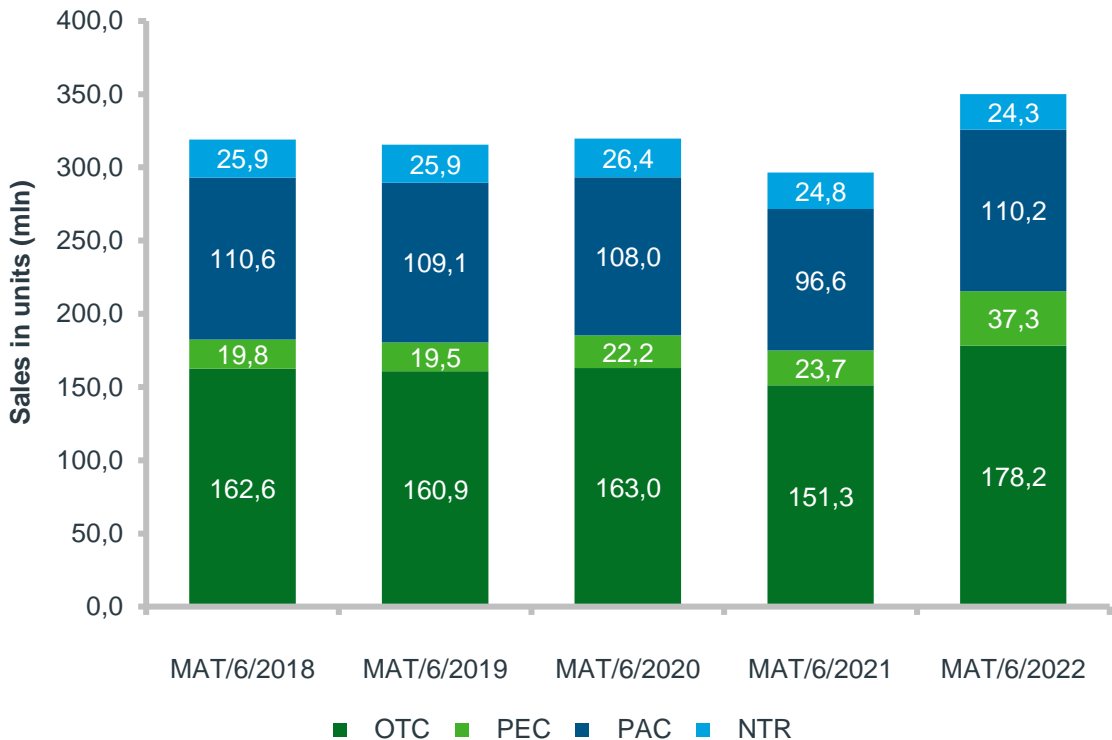


# The Belgian Consumer Health market is worth €2,29 billion

### Sales Evolution – Pub Value



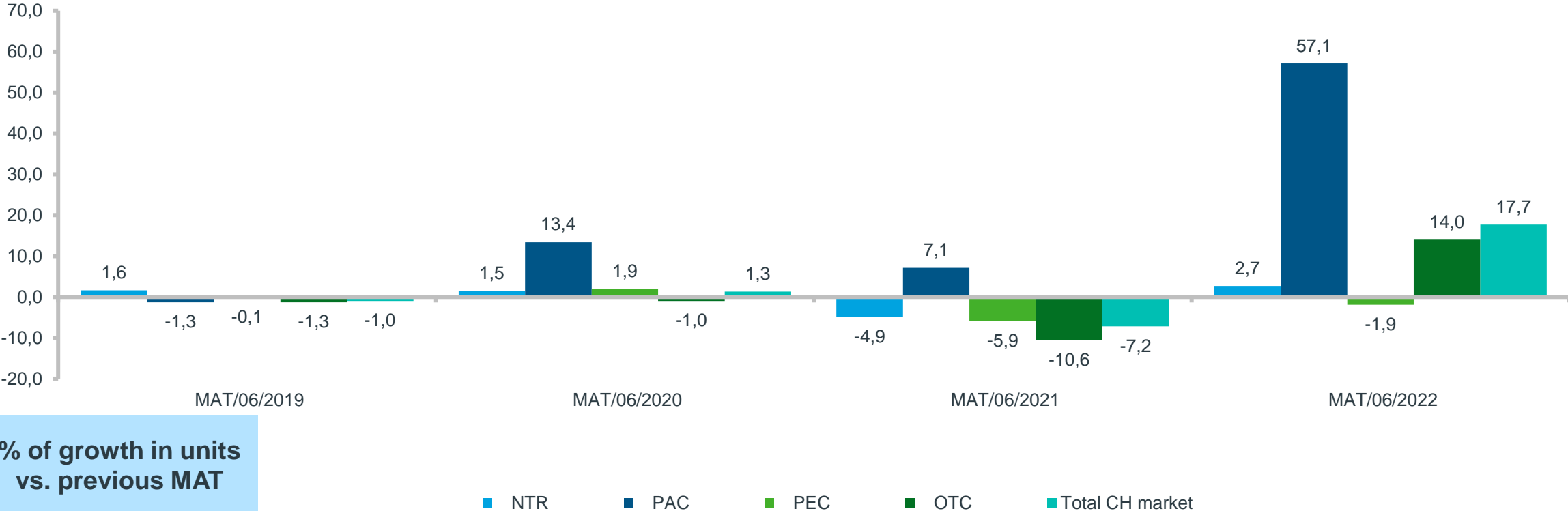
### Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 17,7% while the OTC segment grows with 14,0% in units

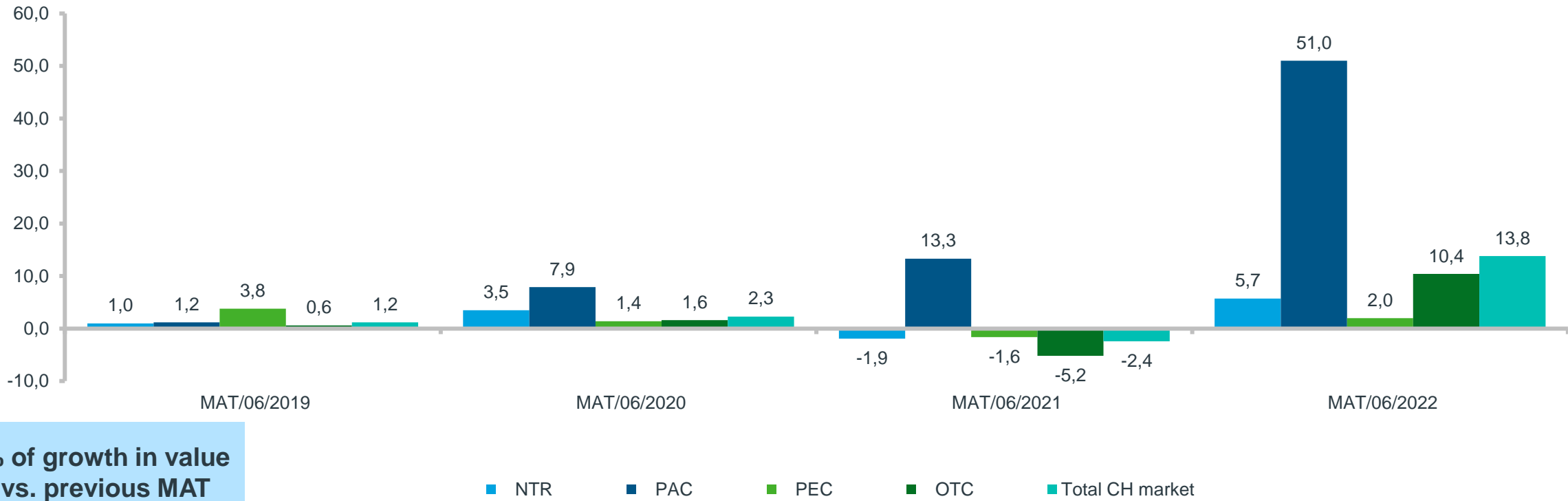
## Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows an increase of 13,8%, where Patient Care is growing with 51,0%

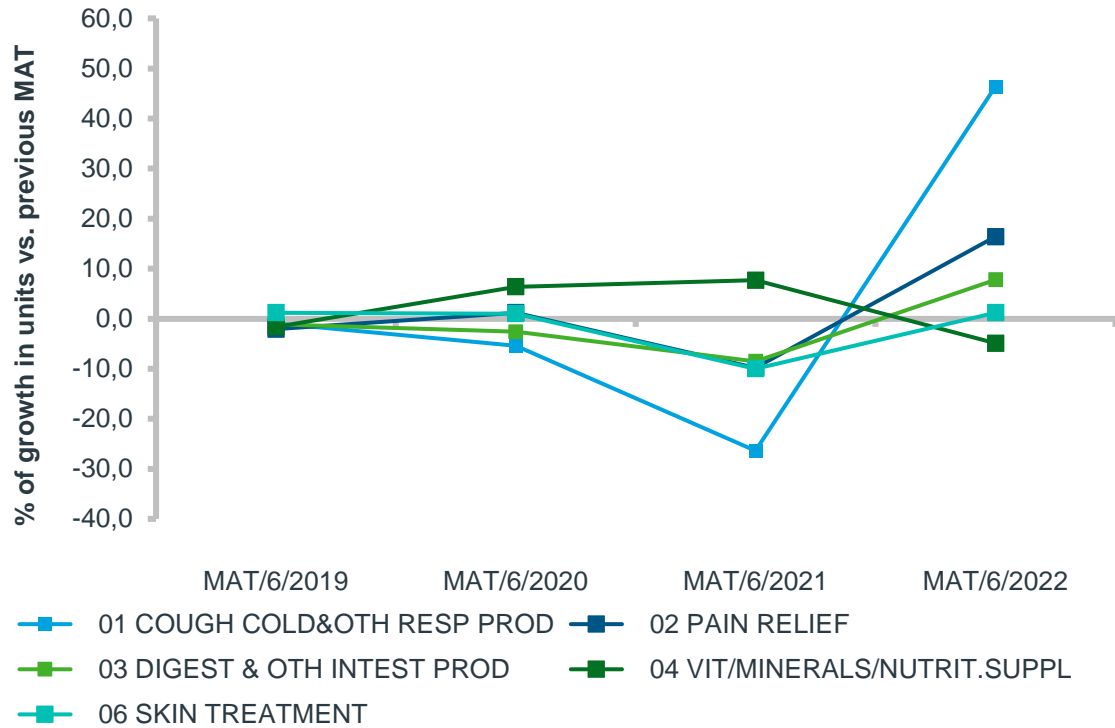
## Sales Evolution – Value



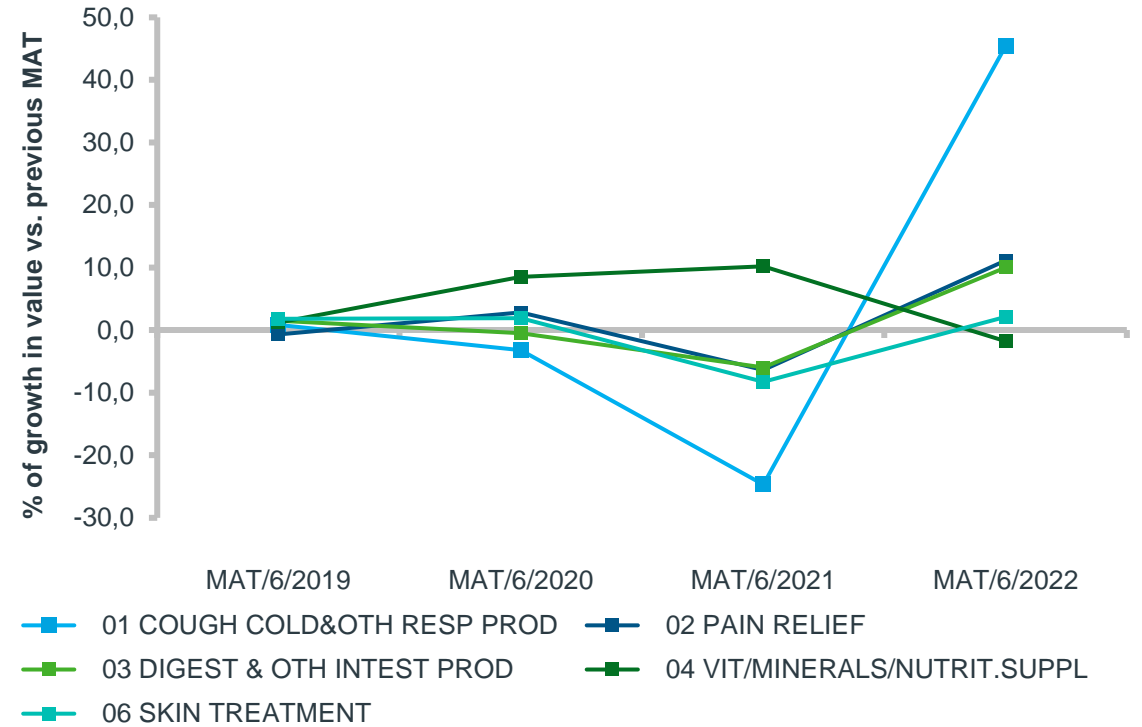
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



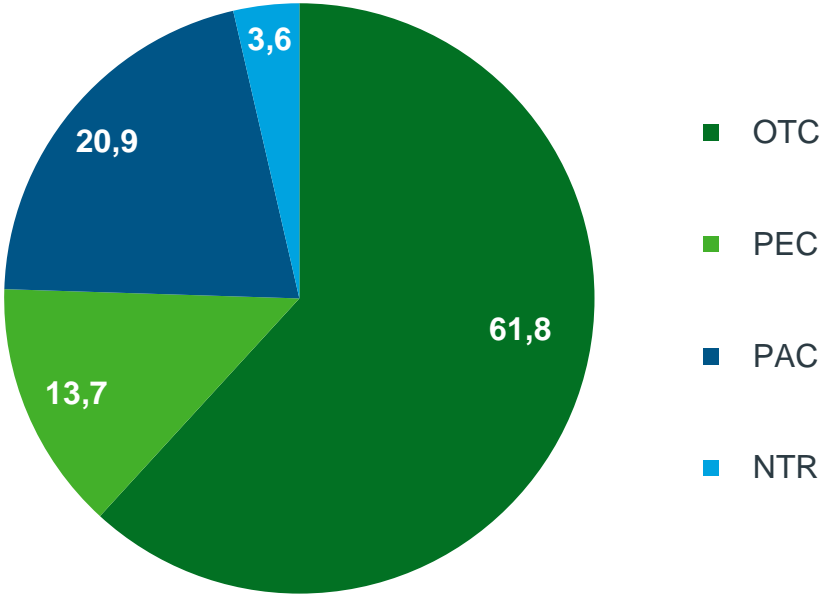
## Sales Evolution – Value



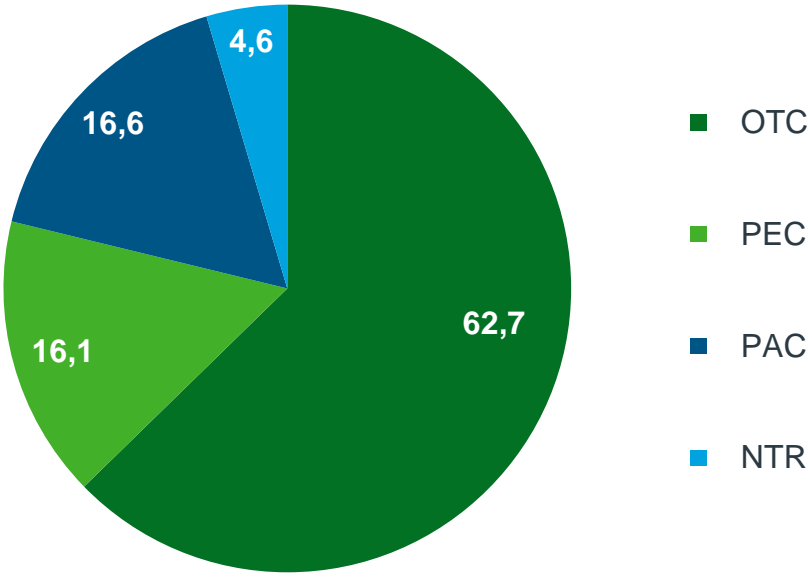
Source: IQVIA – CH Audits – Selling Out data

# OTC segment has a market share of 61,8% in units and 62,7% in value of the total CH market

### Market Share in Units – MAT/06/2022



### Market Share in Value – MAT/06/2022



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/06/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/06/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,718,616	11.1	02A GENERAL PAIN RELIEF	€ 176,524,613	7.7
56T CORONAVIRUS TESTS	16,194,283	9.1	56T CORONAVIRUS TESTS	€ 139,536,442	6.1
01B COLD REMEDIES	11,281,097	6.3	01B COLD REMEDIES	€ 92,485,226	4.0
01A COUGH PRODUCTS	7,196,981	4.0	04F MINERAL SUPPLEMENTS	€ 70,927,548	3.1
01C SORE THROAT REMEDIES	5,988,197	3.4	07A EYE CARE	€ 67,952,040	3.0
03C LAXATIVES	4,945,708	2.8	35G MILK PRDS FOR CHILDREN	€ 67,659,054	3.0
07A EYE CARE	4,483,727	2.5	01A COUGH PRODUCTS	€ 67,636,818	3.0
04E OTHER SPECIFIC VITAMINS	4,341,869	2.4	02E MUSCULAR PAIN RELIEF	€ 61,982,726	2.7
02E MUSCULAR PAIN RELIEF	3,281,773	1.8	03C LAXATIVES	€ 61,726,448	2.7
35G MILK PRDS FOR CHILDREN	3,208,162	1.8	04E OTHER SPECIFIC VITAMINS	€ 61,667,282	2.7

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/06/2022)
56	TESTS+MEASURING INSTRUMNT	3,439,556
01	COUGH COLD&OTH RESP PROD	2,118,169
02	PAIN RELIEF	400,098
03	DIGEST & OTH INTEST PROD	237,631
05	TONICS/OTHER STIMS	47,382
07	EYE CARE	30,665
06	SKIN TREATMENT	22,879
12	URINARY AND REPRODUCT CAR	22,714
11	ANTINAUSEANTS	22,664
08	EAR CARE	22,206

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/06/2022)
56	TESTS+MEASURING INSTRUMNT	€ 28,173,944
01	COUGH COLD&OTH RESP PROD	€ 18,033,337
03	DIGEST & OTH INTEST PROD	€ 4,519,925
02	PAIN RELIEF	€ 2,925,924
05	TONICS/OTHER STIMS	€ 1,082,792
04	VIT. MIN. & NUTRIT. SUPPS	€ 952,206
35	BABY FOODS	€ 946,544
07	EYE CARE	€ 629,544
13	CALM/SLEEP&MOOD ENHANC PD	€ 558,887
06	SKIN TREATMENT	€ 510,469

Source: IQVIA – CH Audits – Selling Out data