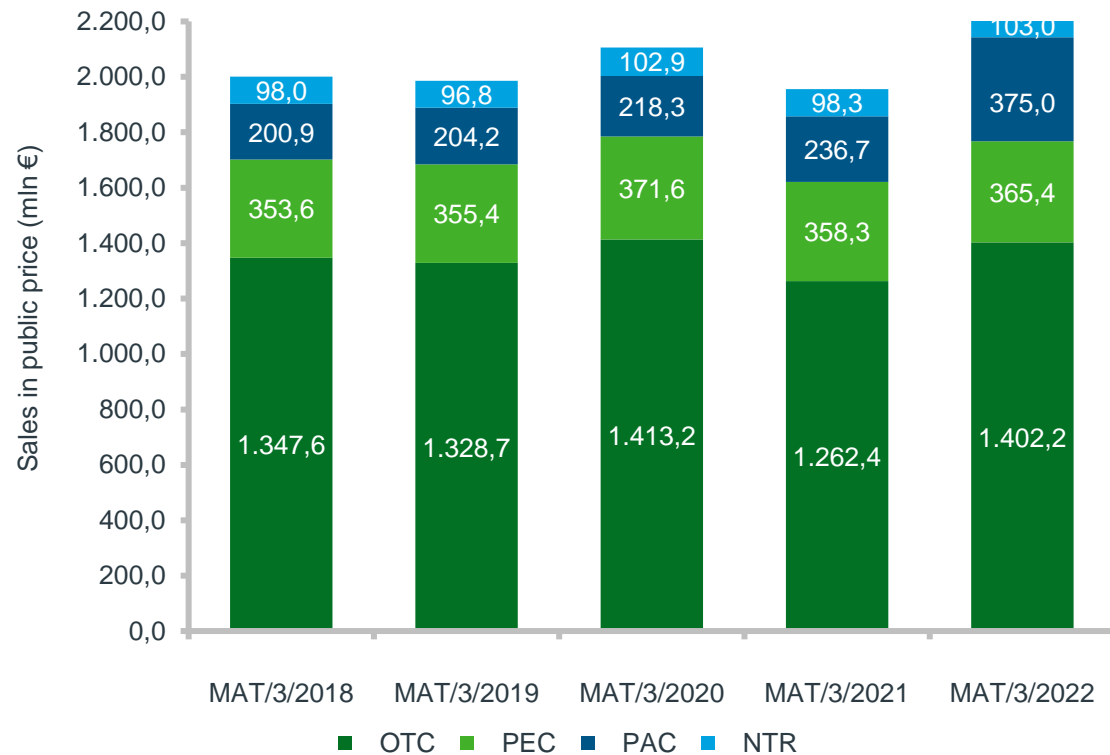
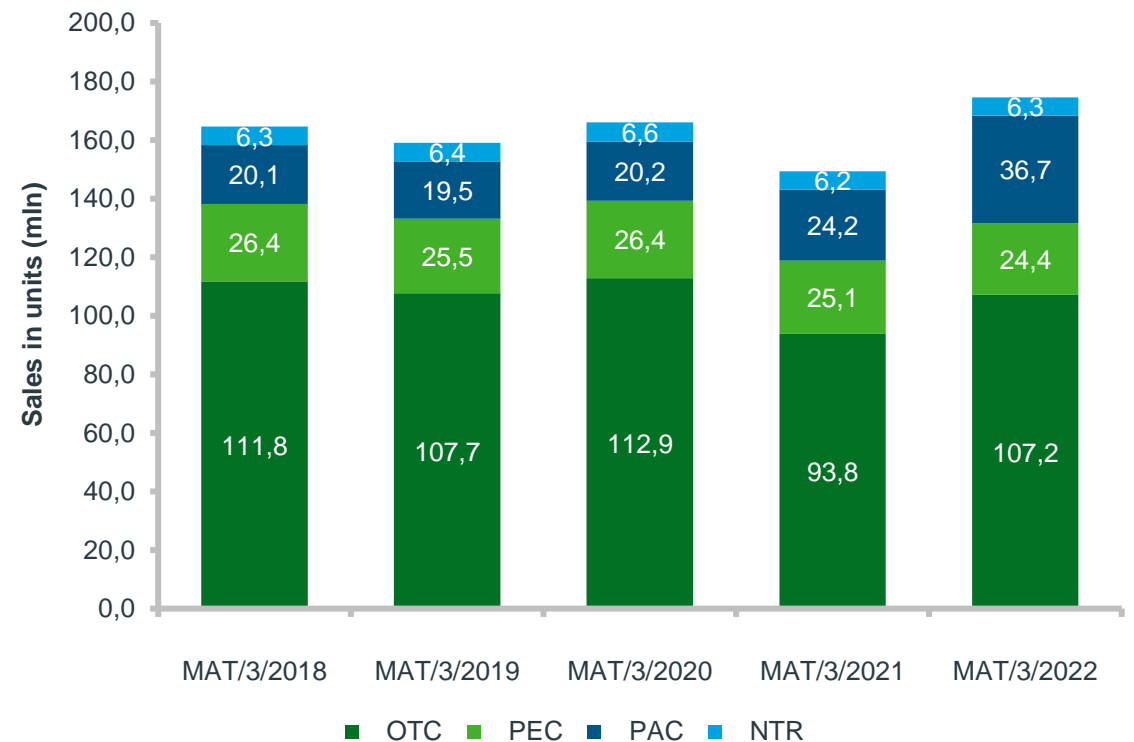


# The Belgian Consumer Health market is worth €2,25 billion

## Sales Evolution – Pub Value



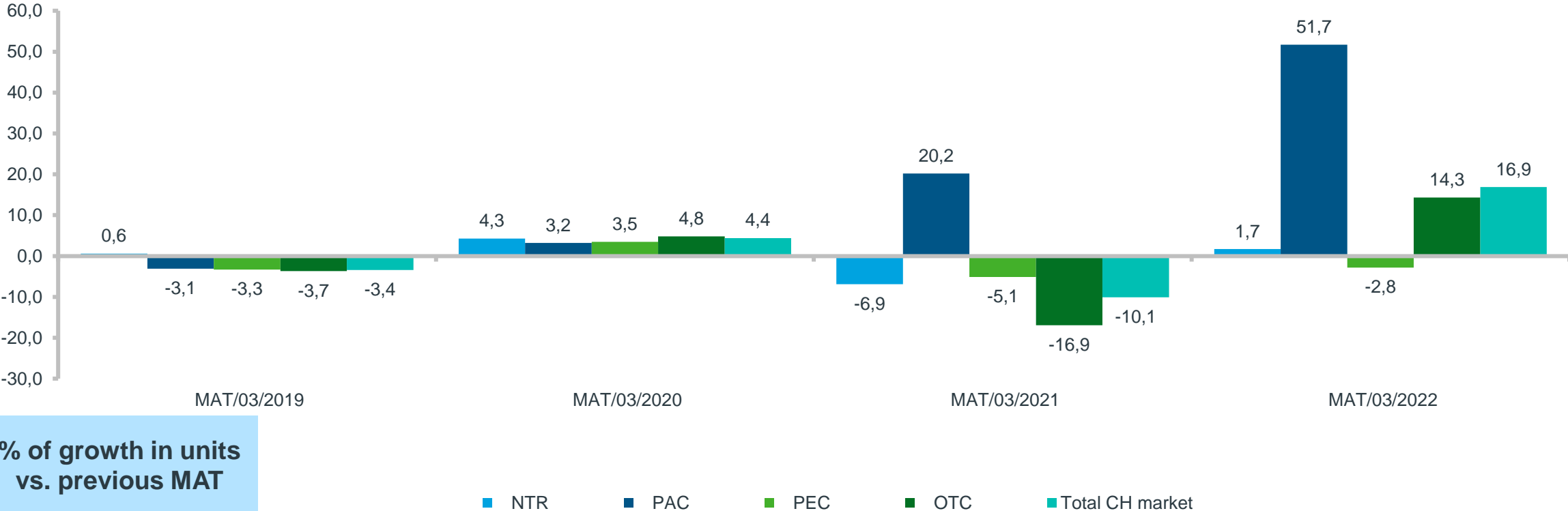
## Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 16,9% while the OTC segment grows with 14,3% in units

## Sales Evolution – Units

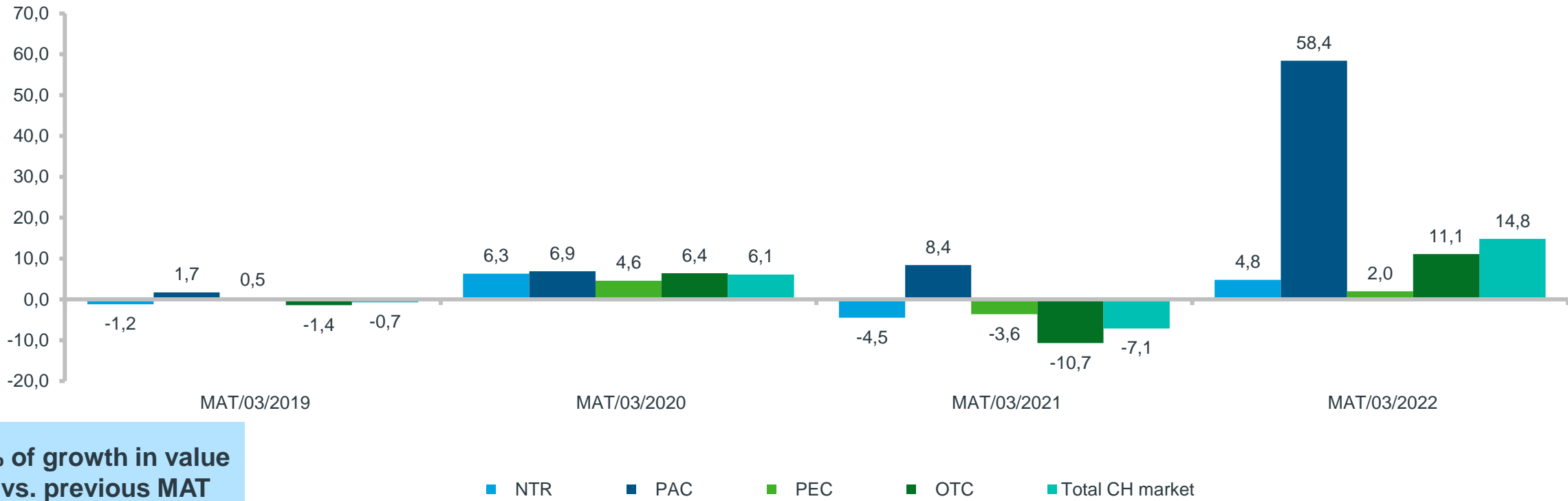


**% of growth in units vs. previous MAT**

Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows an increase of 14,8%, where Patient Care is growing with 58,4%

## Sales Evolution – Value

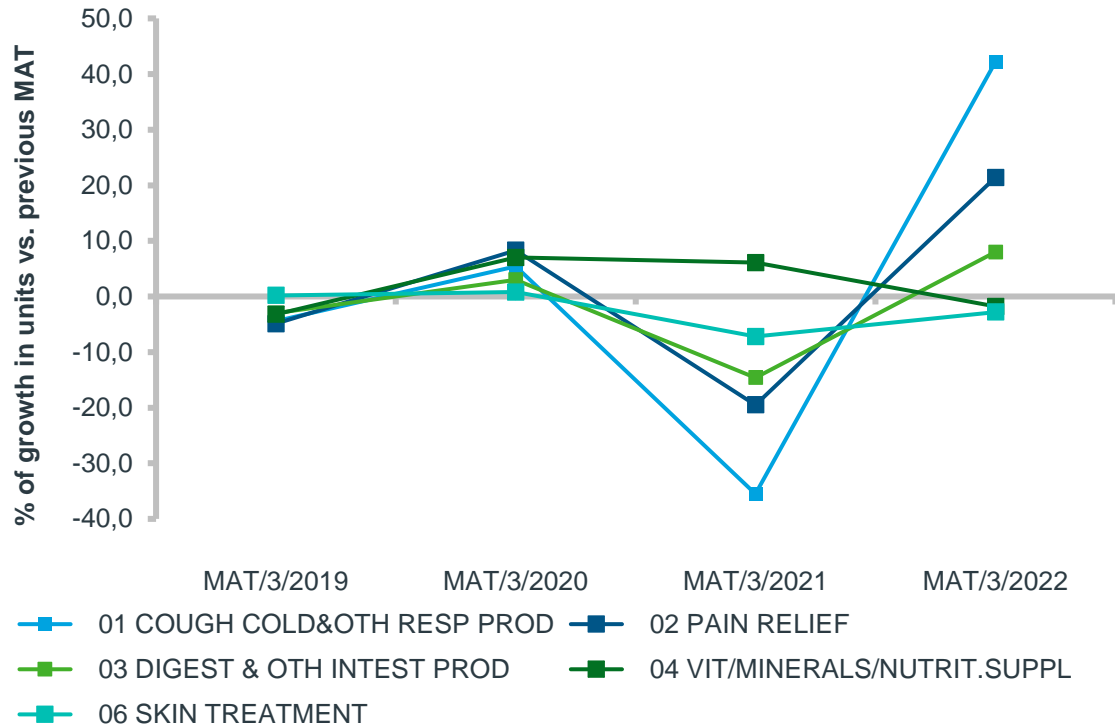


**% of growth in value vs. previous MAT**

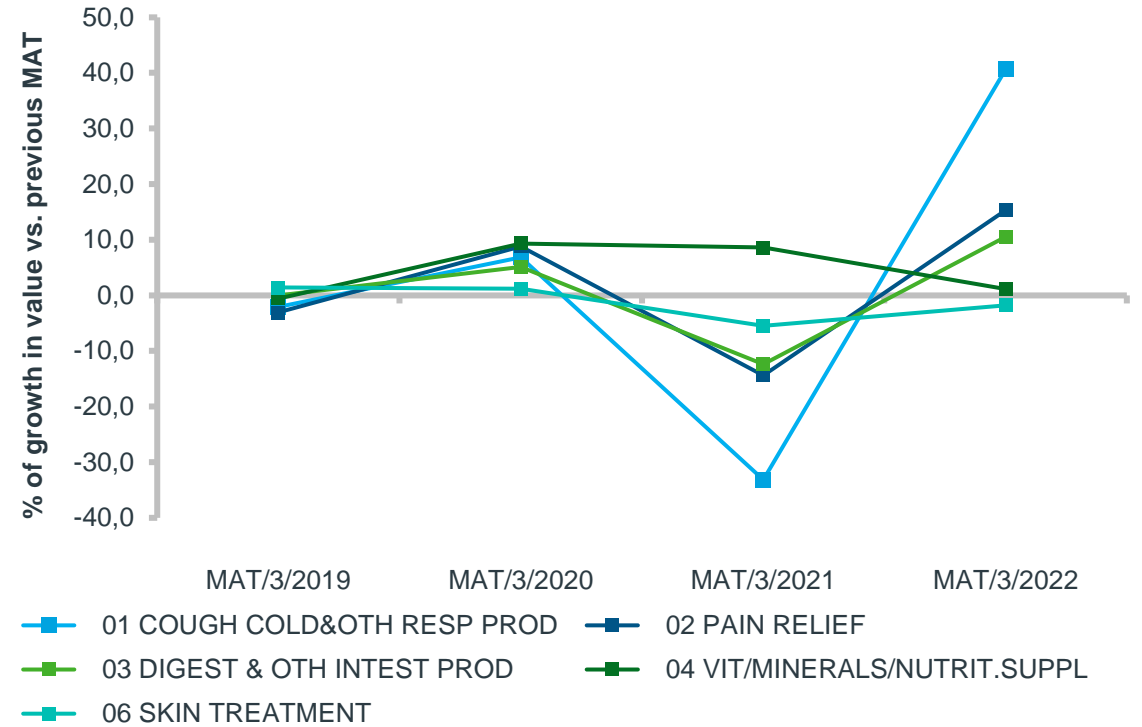
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



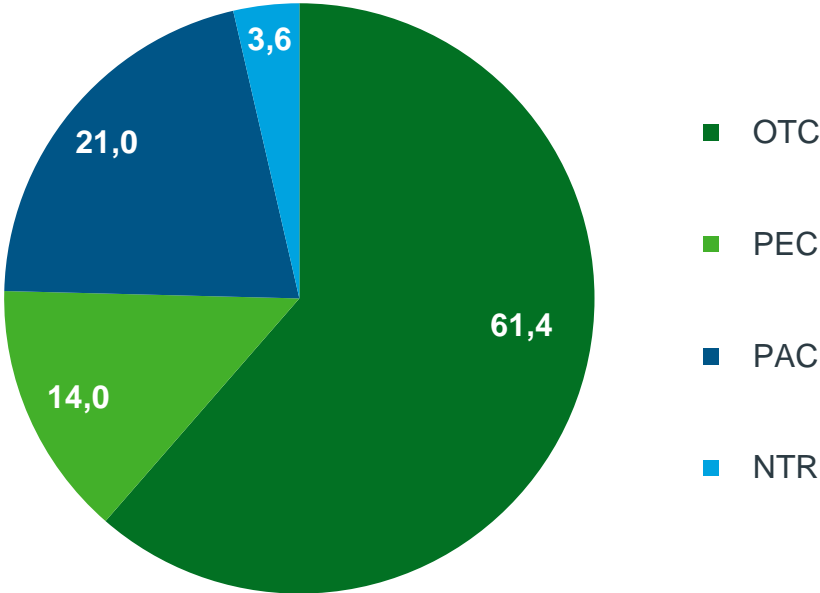
## Sales Evolution – Value



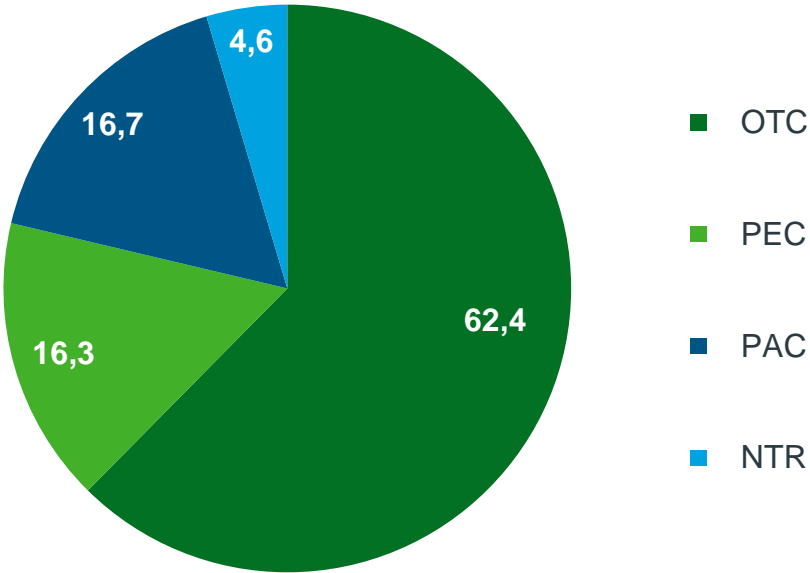
Source: IQVIA – CH Audits – Selling Out data

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

### Market Share in Units – MAT/03/2022



### Market Share in Value – MAT/03/2022



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/03/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/03/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,265,102	11.0	02A GENERAL PAIN RELIEF	€ 172,961,568	7.7
56T CORONAVIRUS TESTS	15,800,210	9.0	56T CORONAVIRUS TESTS	€ 135,820,416	6.0
01B COLD REMEDIES	10,606,799	6.1	01B COLD REMEDIES	€ 86,932,440	3.9
01A COUGH PRODUCTS	6,363,670	3.6	04F MINERAL SUPPLEMENTS	€ 70,770,288	3.2
01C SORE THROAT REMEDIES	5,372,385	3.1	07A EYE CARE	€ 66,315,388	3.0
03C LAXATIVES	4,981,603	2.9	35G MILK PRDS FOR CHILDREN	€ 65,784,096	2.9
04E OTHER SPECIFIC VITAMINS	4,476,439	2.6	04E OTHER SPECIFIC VITAMINS	€ 62,917,476	2.8
07A EYE CARE	4,397,198	2.5	02E MUSCULAR PAIN RELIEF	€ 62,322,680	2.8
02E MUSCULAR PAIN RELIEF	3,299,059	1.9	03C LAXATIVES	€ 61,612,464	2.7
35G MILK PRDS FOR CHILDREN	3,150,002	1.8	01A COUGH PRODUCTS	€ 59,672,192	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/03/2022)
56	TESTS+MEASURING INSTRUMNT	3,550,595
01	COUGH COLD&OTH RESP PROD	1,884,625
02	PAIN RELIEF	584,646
03	DIGEST & OTH INTEST PROD	293,034
04	VIT. MIN. & NUTRIT. SUPPS	161,162
10	CIRCULATORY PRODS.	83,046
06	SKIN TREATMENT	69,504
83	UNISEX BEAUTY PRODUCTS	52,641
12	URINARY AND REPRODUCT CAR	51,689
05	TONICS/OTHER STIMS	49,847

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/03/2022)
56	TESTS+MEASURING INSTRUMNT	€ 29,018,913
01	COUGH COLD&OTH RESP PROD	€ 15,772,014
03	DIGEST & OTH INTEST PROD	€ 5,424,091
02	PAIN RELIEF	€ 5,050,564
04	VIT. MIN. & NUTRIT. SUPPS	€ 3,873,418
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,167,269
05	TONICS/OTHER STIMS	€ 1,163,909
12	URINARY AND REPRODUCT CAR	€ 1,031,241
35	BABY FOODS	€ 978,733
83	UNISEX BEAUTY PRODUCTS	€ 944,369

Source: IQVIA – CH Audits – Selling Out data