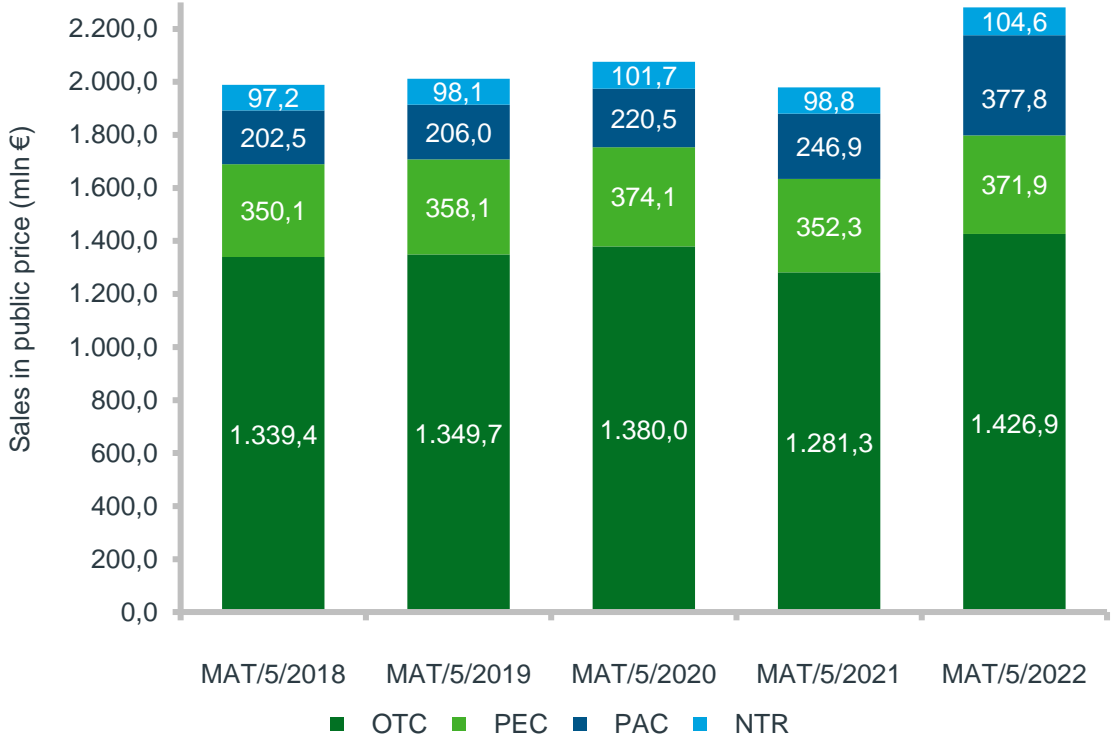
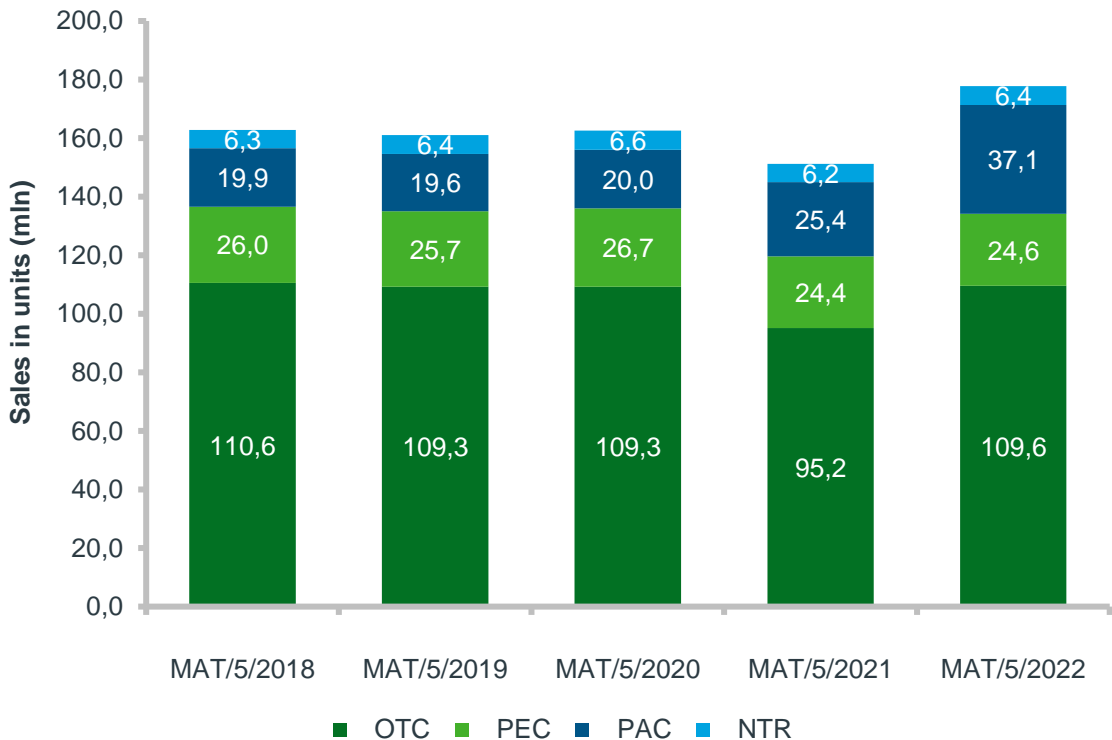


# The Belgian Consumer Health market is worth €2,28 billion

### Sales Evolution – Pub Value



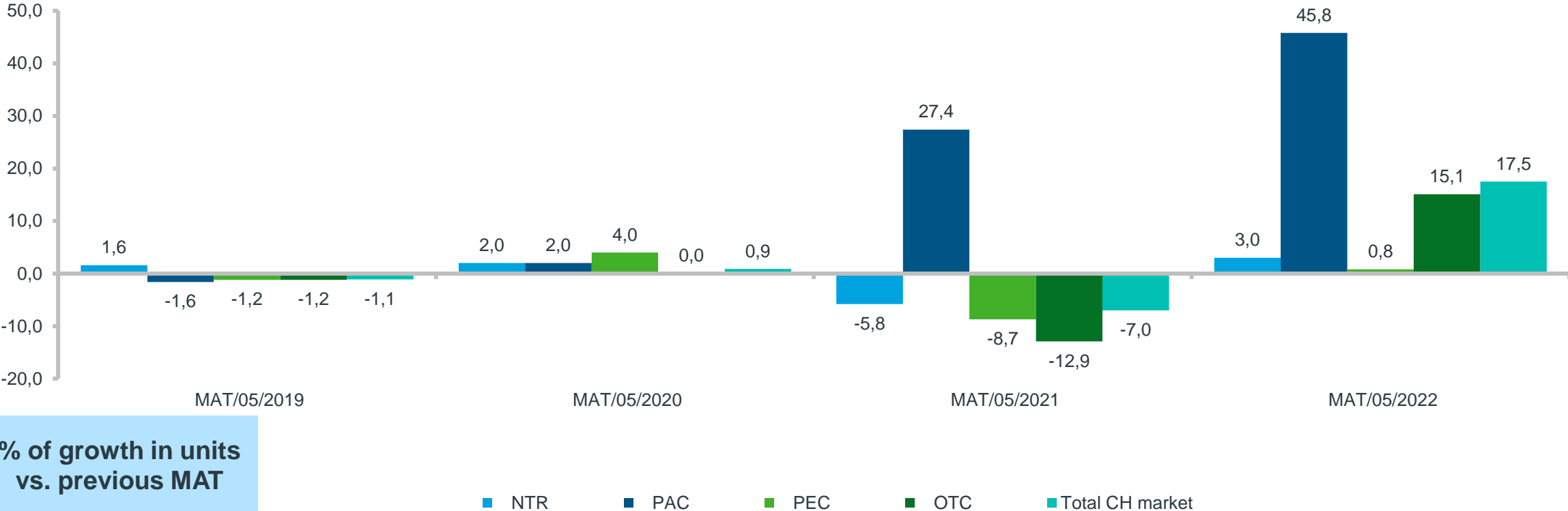
### Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 17,5% while the OTC segment grows with 15,1% in units

## Sales Evolution – Units



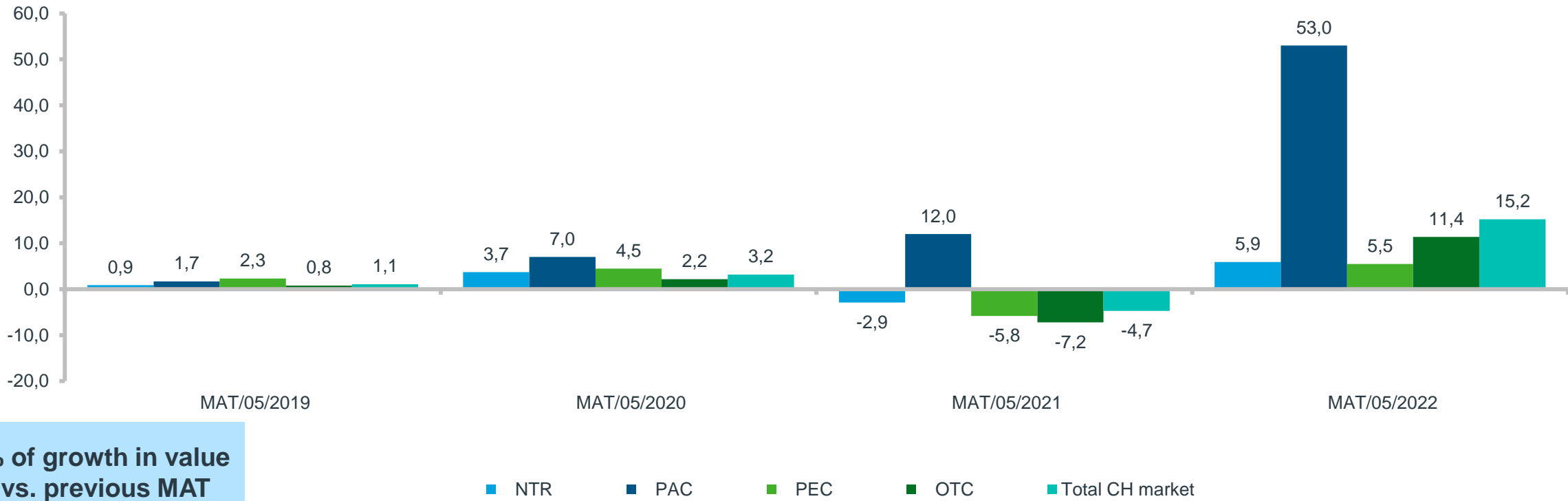
**% of growth in units vs. previous MAT**

■ NTR ■ PAC ■ PEC ■ OTC ■ Total CH market

Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows an increase of 15,2%, where Patient Care is growing with 53,0%

## Sales Evolution – Value

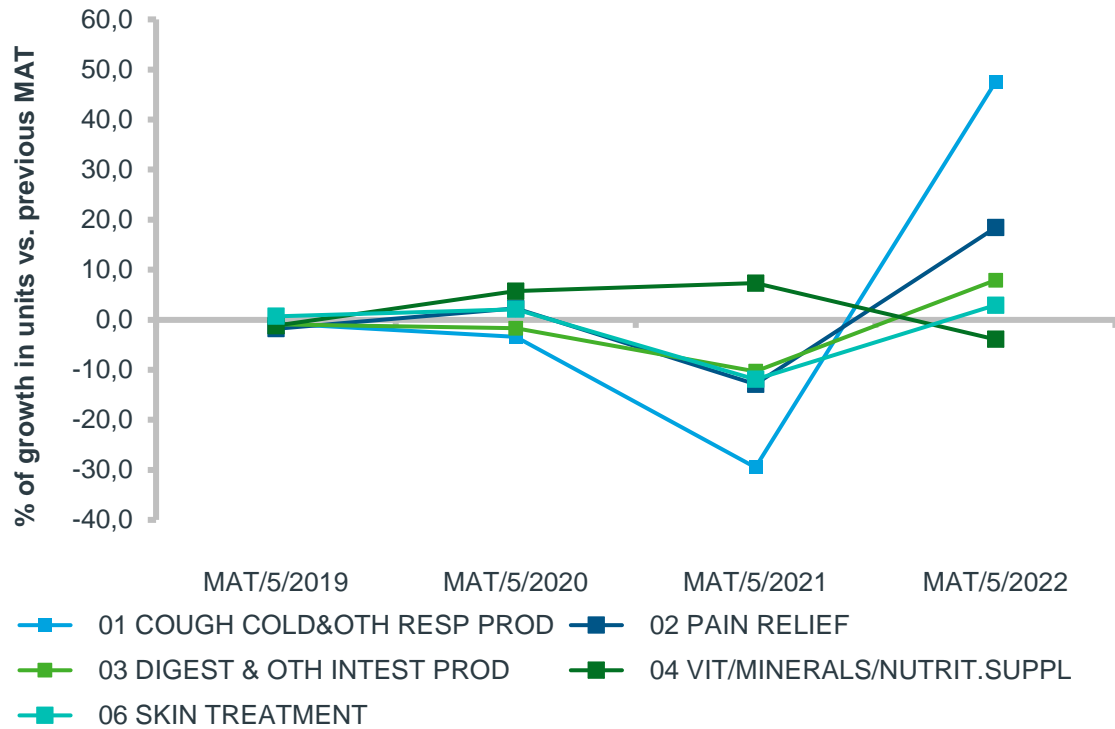


**% of growth in value vs. previous MAT**

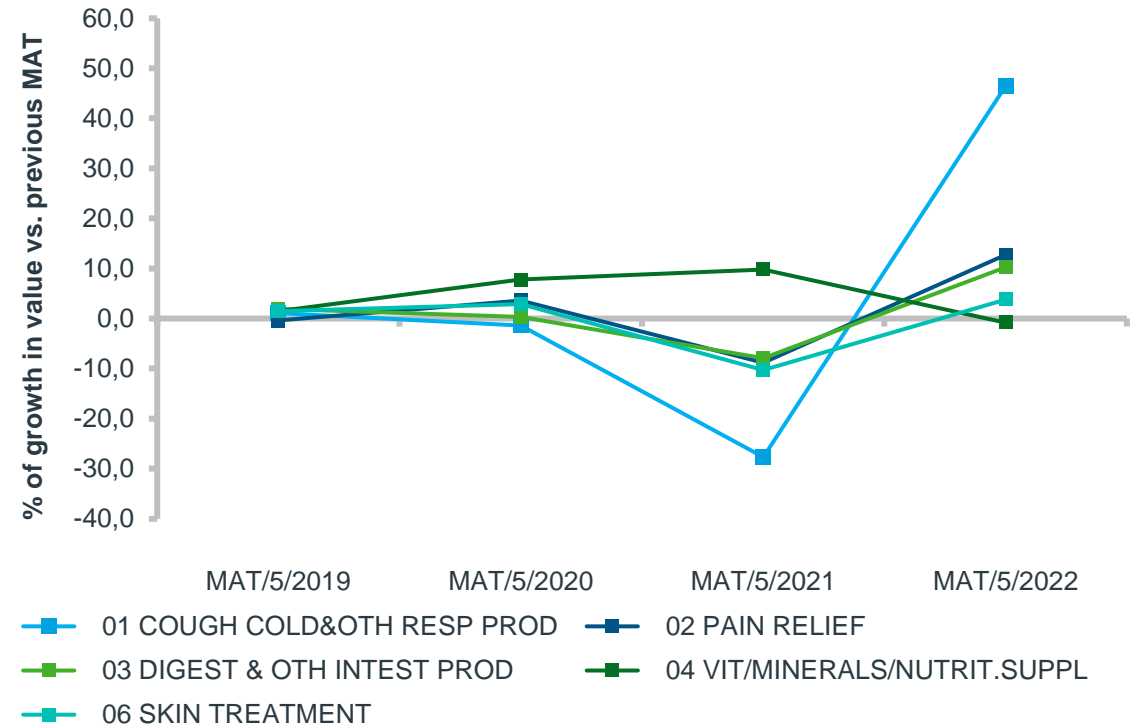
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



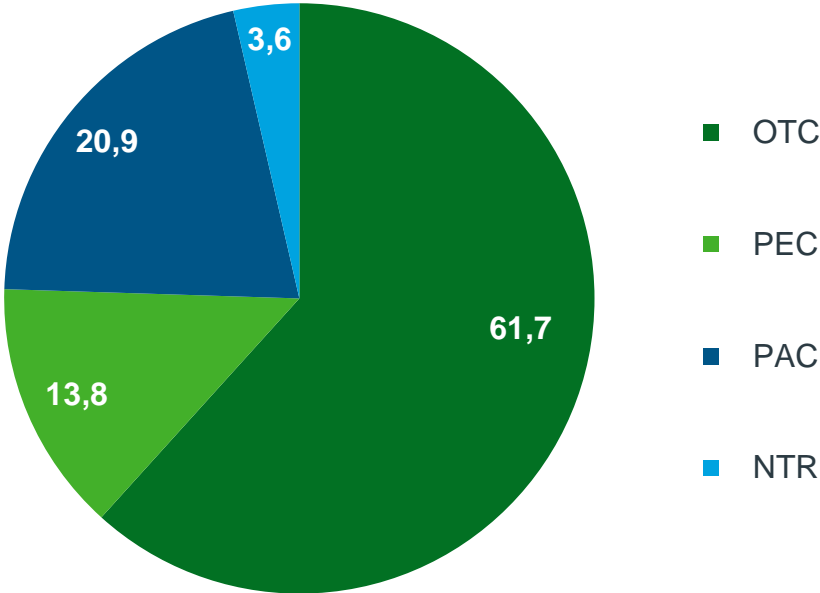
## Sales Evolution – Value



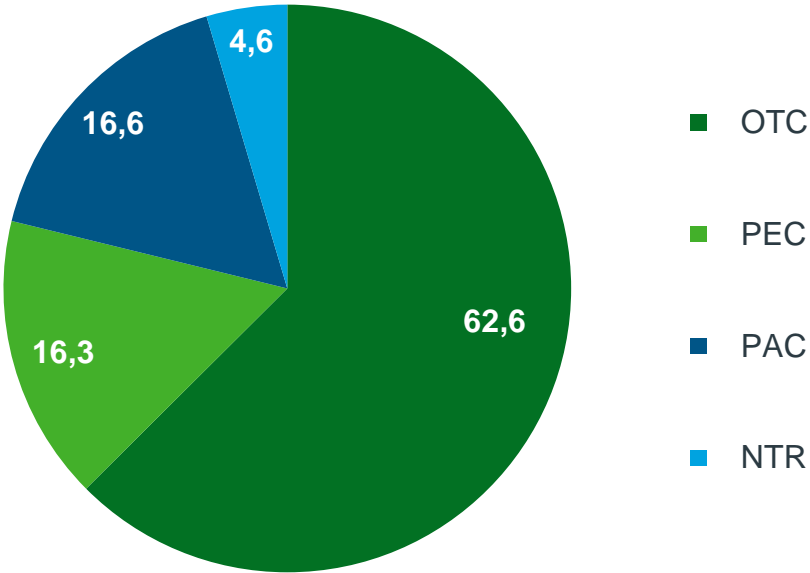
Source: IQVIA – CH Audits – Selling Out data

# OTC segment has a market share of 61,7% in units and 62,6% in value of the total CH market

Market Share in Units – MAT/05/2022



Market Share in Value – MAT/05/2022



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/05/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/05/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,625,720	11.0	02A GENERAL PAIN RELIEF	€ 175,822,096	7.7
56T CORONAVIRUS TESTS	15,956,499	9.0	56T CORONAVIRUS TESTS	€ 137,551,456	6.0
01B COLD REMEDIES	11,107,688	6.3	01B COLD REMEDIES	€ 91,033,984	4.0
01A COUGH PRODUCTS	7,005,259	3.9	04F MINERAL SUPPLEMENTS	€ 70,967,648	3.1
01C SORE THROAT REMEDIES	5,826,401	3.3	07A EYE CARE	€ 67,689,376	3.0
03C LAXATIVES	4,957,608	2.8	35G MILK PRDS FOR CHILDREN	€ 67,109,968	2.9
07A EYE CARE	4,484,087	2.5	01A COUGH PRODUCTS	€ 65,799,616	2.9
04E OTHER SPECIFIC VITAMINS	4,372,466	2.5	02E MUSCULAR PAIN RELIEF	€ 62,019,448	2.7
02E MUSCULAR PAIN RELIEF	3,284,139	1.8	04E OTHER SPECIFIC VITAMINS	€ 61,903,280	2.7
35G MILK PRDS FOR CHILDREN	3,193,584	1.8	03C LAXATIVES	€ 61,698,636	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/05/2022)
56	TESTS+MEASURING INSTRUMNT	3,445,762
01	COUGH COLD&OTH RESP PROD	2,127,575
02	PAIN RELIEF	473,268
03	DIGEST & OTH INTEST PROD	249,851
06	SKIN TREATMENT	47,728
05	TONICS/OTHER STIMS	47,435
07	EYE CARE	33,028
12	URINARY AND REPRODUCT CAR	31,702
83	UNISEX BEAUTY PRODUCTS	25,114
08	EAR CARE	24,367

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/05/2022)
56	TESTS+MEASURING INSTRUMNT	€ 28,306,621
01	COUGH COLD&OTH RESP PROD	€ 18,164,086
03	DIGEST & OTH INTEST PROD	€ 4,722,182
02	PAIN RELIEF	€ 3,625,963
04	VIT. MIN. & NUTRIT. SUPPS	€ 1,671,458
05	TONICS/OTHER STIMS	€ 1,082,241
35	BABY FOODS	€ 1,016,416
06	SKIN TREATMENT	€ 717,388
13	CALM/SLEEP&MOOD ENHANC PD	€ 653,560
12	URINARY AND REPRODUCT CAR	€ 627,575

Source: IQVIA – CH Audits – Selling Out data