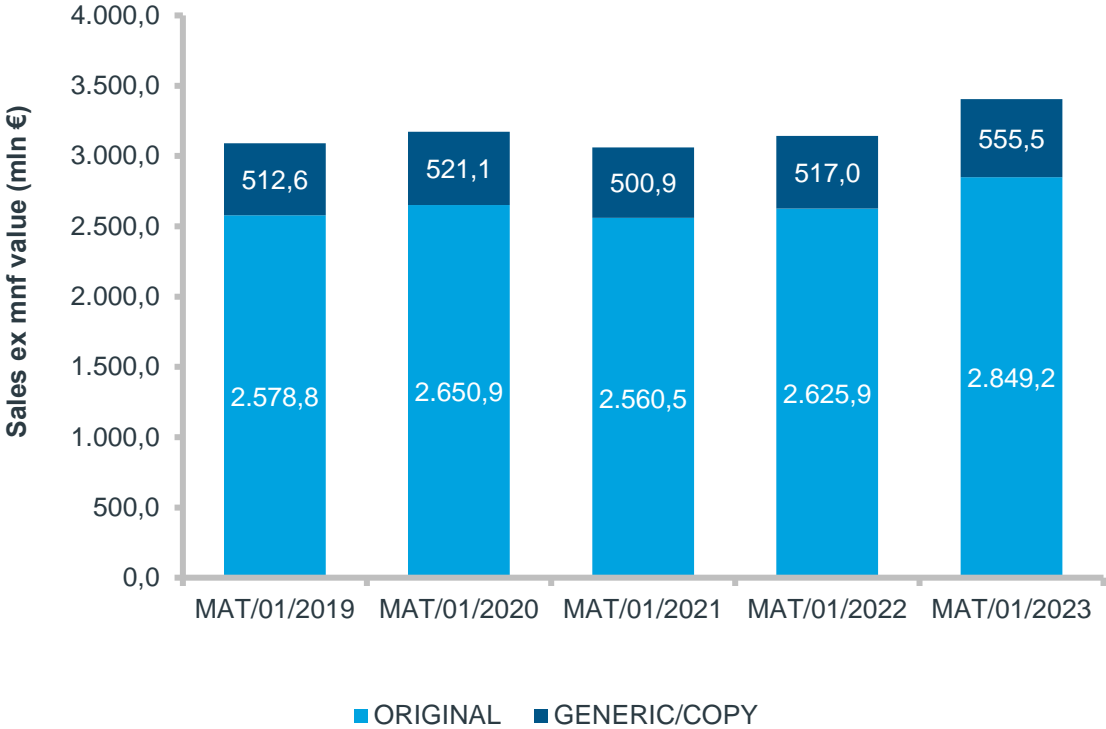


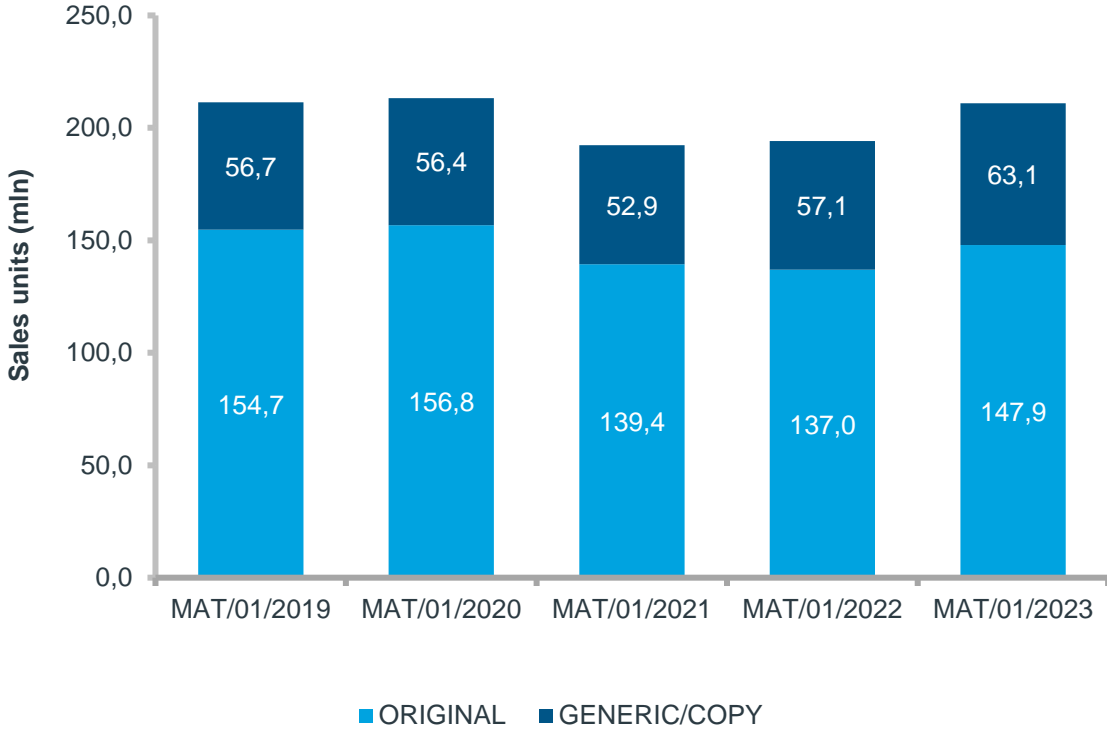
# The Belgian retail market is worth €3,41 billion

*It shows growth in both value and units for the current MAT*

### Sales Evolution – Value ex-mnf



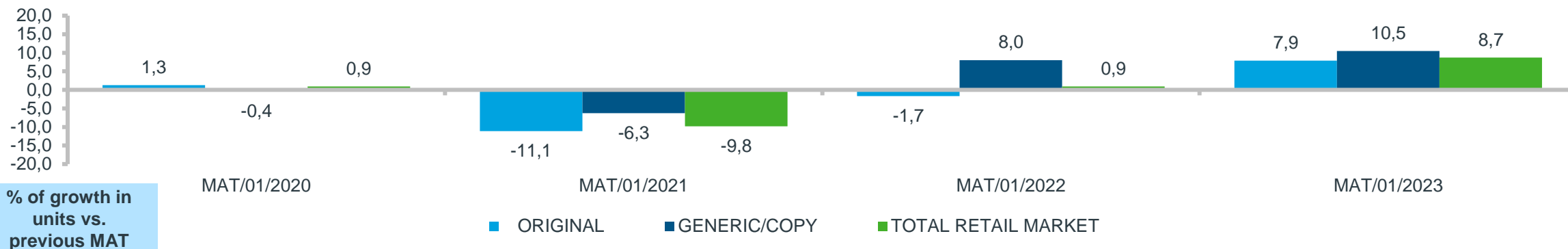
### Sales Evolution – Units



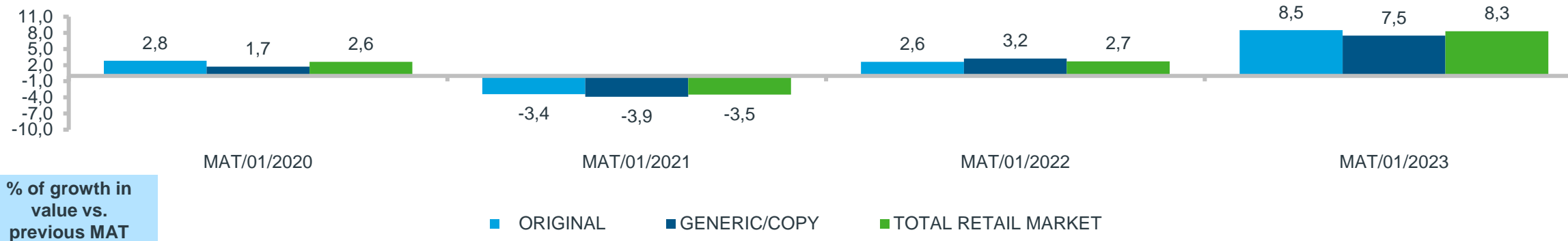
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 8,7%, where the generic/copy grows with 10,5% (Sales Evolution – Units)



In value, the total retail grows with 8,3%, while the generic/copy market also shows an increase of 7,5% (Sales Evolution – Value)



Source: IQVIA – LMPB services – Selling In data

# The top 10 best selling ATC classes in retail in units and value (registered products)

Top 10 Best Selling ATC classes in retail	Units abs. MAT/01/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/01/2023	% of BE Retail Market
N02 ANALGESIQUES	25,389,667	12.0	L04 IMMUNOSUPPRESSEURS	377,841,944	11.1
N05 PSYCHOLEPTIQUES	13,481,214	6.4	B01 THROMBOLYTIQUES	279,750,513	8.2
R05 ANTITUSSIFS PREP BRONCH	10,690,039	5.1	A10 ANTIDIABETIQUES	245,549,367	7.2
A02 A-ACID.A-FLATUL.A-ULCER.	9,865,400	4.7	R03 ANTIASTHM & COPD PRDTS	221,822,576	6.5
R01 ANTIINF DECONGEST RHINO	9,479,578	4.5	N02 ANALGESIQUES	182,562,016	5.4
A10 ANTIDIABETIQUES	8,533,710	4.0	N05 PSYCHOLEPTIQUES	143,674,450	4.2
J01 ANTIBACTERIENS SYSTEMIQ.	8,209,838	3.9	J05 ANTIVIRAUX SYSTEMIQUES	141,606,212	4.2
N06 PSYCHO ANALEPTIQUES	7,180,858	3.4	C09 PROD ACT SYS RENIN-ANGIO	133,696,722	3.9
M01 ANTIINFLAM ANTIRHUMAT VG	6,926,615	3.3	C10 PR.LIPID-REGUL.A-ATHEROM	124,367,887	3.7
R03 ANTIASTHM & COPD PRDTS	6,486,230	3.1	N07 A.PROD ACT SUR SNC	93,217,608	2.7

Source: IQVIA – LMPB services – Selling In data

# The top 10 fastest growing ATC in units and value (in absolute growth, registered products)

Fastest Growing ATC in Units	Units abs. MAT/01/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/01/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,690,039	4,672,441	L04 IMMUNOSUPPRESSEURS	€ 377,841,944	40,351,865
N02 ANALGESIQUES	25,389,667	2,450,649	A10 ANTIDIABETIQUES	€ 245,549,367	39,152,978
J01 ANTIBACTERIENS SYSTEMIQ.	8,209,838	2,051,296	N02 ANALGESIQUES	€ 182,562,016	26,666,213
R02 ANTIINF DECONGEST PHARYNX	4,758,559	1,884,672	C10 PR.LIPID-REGUL.A-ATHEROM	€ 124,367,887	24,797,713
R01 ANTIINF DECONGEST RHINO	9,479,578	1,702,091	R05 ANTITUSSIFS PREP BRONCH	€ 58,361,377	24,006,909
M01 ANTIINFLAM ANTIRHUMAT VG	6,926,615	709,624	R03 ANTIASTHM & COPD PRDTS	€ 221,822,576	22,346,442
R03 ANTIASTHM & COPD PRDTS	6,486,230	667,909	A07 PROD TROUBLES INTESTINAUX	€ 44,831,870	14,995,698
S01 PRDT OPHTALMOLOGIQUES	5,614,608	525,933	B01 THROMBOLYTIQUES	€ 279,750,513	12,163,851
A10 ANTIDIABETIQUES	8,533,710	494,684	R02 ANTIINF DECONGEST PHARYNX	€ 25,197,762	10,832,511
A07 PROD TROUBLES INTESTINAUX	2,754,475	477,344	J01 ANTIBACTERIENS SYSTEMIQ.	€ 48,915,471	9,643,691

Source: IQVIA – LMPB services – Selling In data