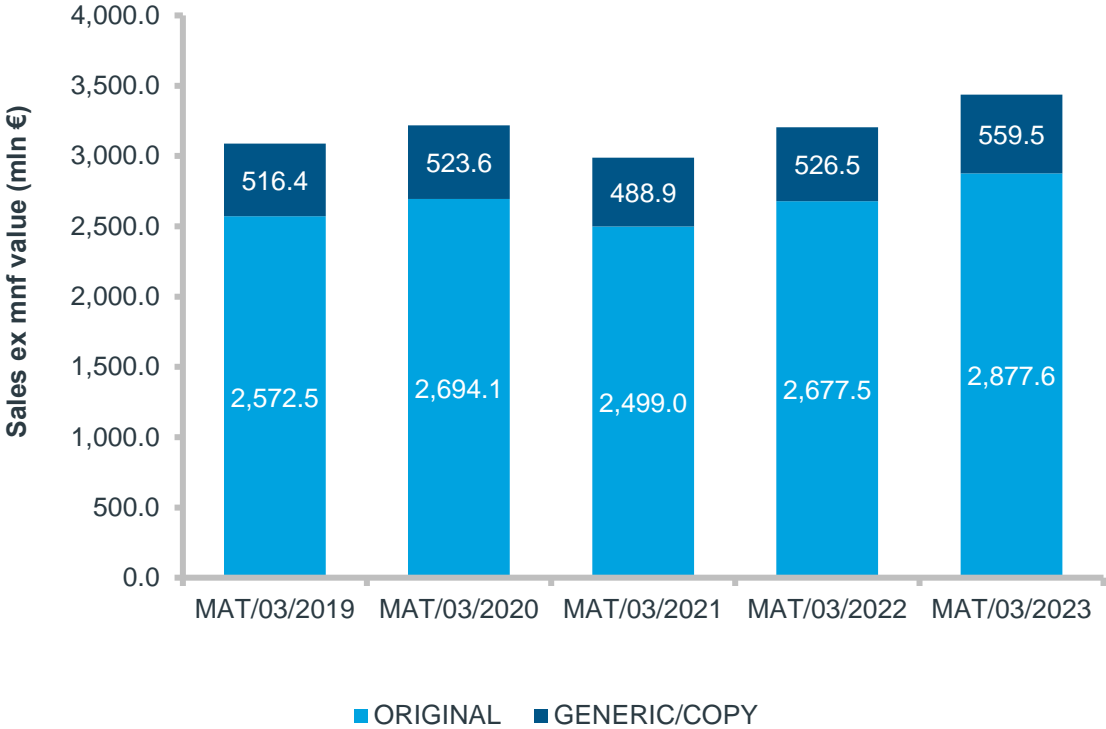


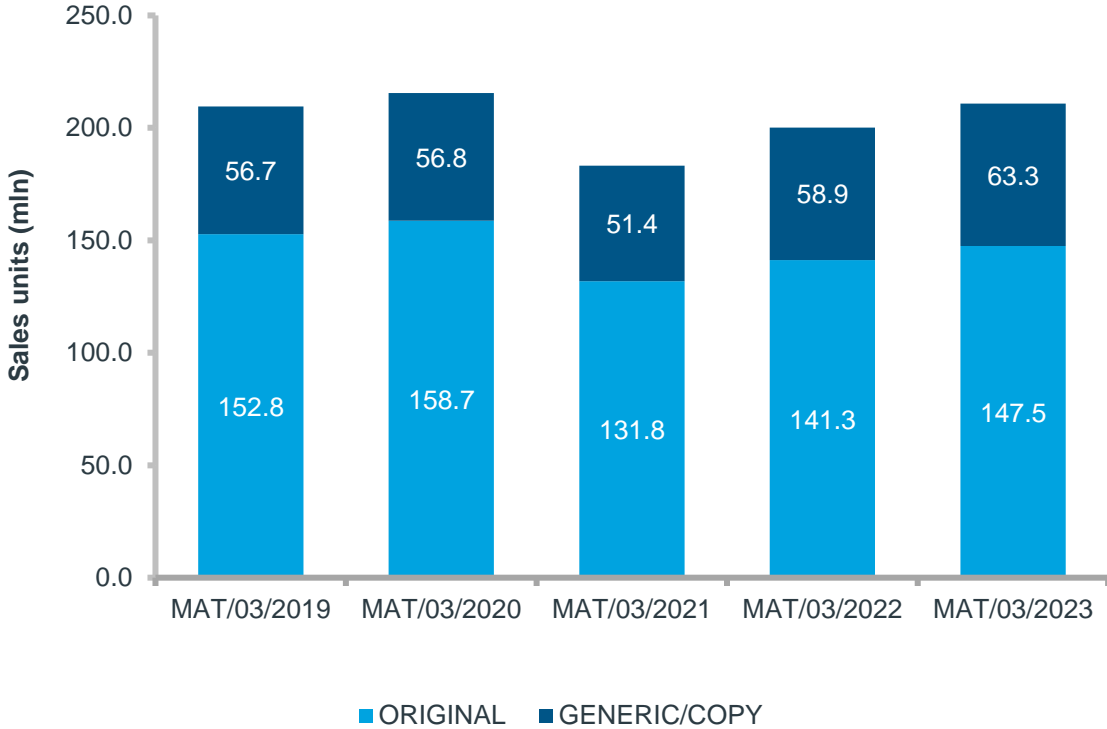
The Belgian retail market is worth €3,44 billion

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

Sales Evolution – Value ex-mnf



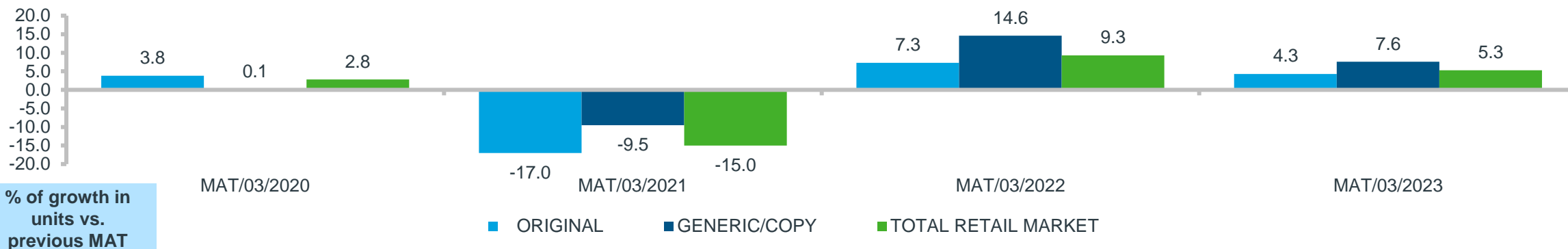
Sales Evolution – Units



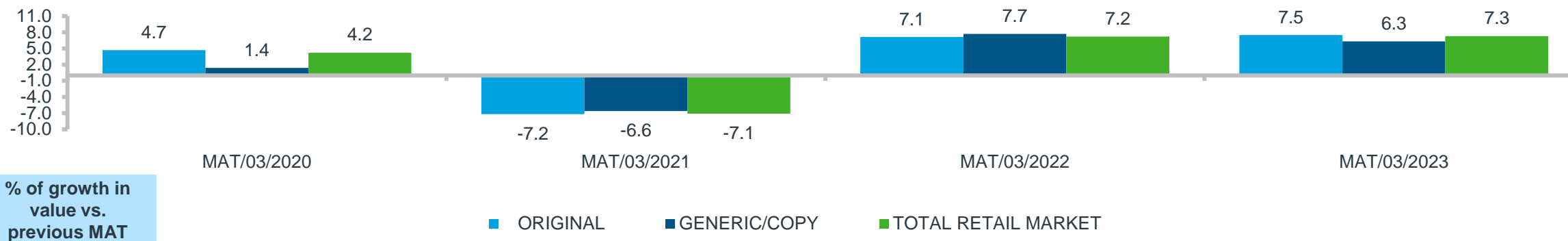
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows an increase of 5,3%, where the generic/copy grows with 7,6% (Sales Evolution – Units)



In value, the total retail grows with 7,3%, while the generic/copy market also shows an increase of 6,3% (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/03/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/03/2023	% of BE Retail Market
N02 ANALGESIQUES	26,981,449	12.8	L04 IMMUNOSUPPRESSEURS	380,960,394	11.1
N05 PSYCHOLEPTIQUES	13,290,663	6.3	B01 THROMBOLYTIQUES	280,862,338	8.2
R05 ANTITUSSIFS PREP BRONCH	10,977,721	5.2	A10 ANTIDIABETIQUES	252,440,260	7.3
A02 A-ACID.A-FLATUL.A-ULCER.	9,830,548	4.7	R03 ANTIASTHM & COPD PRDTS	224,132,471	6.5
R01 ANTIINF DECONGEST RHINO	9,753,004	4.6	N02 ANALGESIQUES	188,874,466	5.5
A10 ANTIDIABETIQUES	8,625,700	4.1	N05 PSYCHOLEPTIQUES	142,454,116	4.1
J01 ANTIBACTERIENS SYSTEMIQ.	8,262,215	3.9	J05 ANTIVIRAUX SYSTEMIQUES	141,641,433	4.1
N06 PSYCHO ANALEPTIQUES	7,184,347	3.4	C09 PROD ACT SYS RENIN-ANGIO	135,287,677	3.9
R03 ANTIASTHM & COPD PRDTS	6,454,199	3.1	C10 PR.LIPID-REGUL.A-ATHEROM	132,268,013	3.8
C10 PR.LIPID-REGUL.A-ATHEROM	6,250,188	3.0	N07 A.PROD ACT SUR SNC	92,824,753	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/03/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/03/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,977,721	3,829,233	A10 ANTIDIABETIQUES	€ 252,440,260	39,662,835
J01 ANTIBACTERIENS SYSTEMIQ.	8,262,215	1,625,808	L04 IMMUNOSUPPRESSEURS	€ 380,960,394	37,512,081
N02 ANALGESIQUES	26,981,449	1,424,041	C10 PR.LIPID-REGUL.A-ATHEROM	€ 132,268,013	31,636,801
R02 ANTIINF DECONGEST PHARYNX	4,720,540	1,369,668	R05 ANTITUSSIFS PREP BRONCH	€ 60,101,254	20,181,752
R01 ANTIINF DECONGEST RHINO	9,753,004	1,338,808	R03 ANTIASTHM & COPD PRDTS	€ 224,132,471	19,807,079
A10 ANTIDIABETIQUES	8,625,700	526,383	N02 ANALGESIQUES	€ 188,874,466	18,964,048
S01 PRDT OPHTALMOLOGIQUES	5,713,999	505,137	A07 PROD TROUBLES INTESTINAUX	€ 47,038,558	14,629,559
R03 ANTIASTHM & COPD PRDTS	6,454,199	466,565	B01 THROMBOLYTIQUES	€ 280,862,338	10,093,775
A07 PROD TROUBLES INTESTINAUX	2,849,530	416,138	R02 ANTIINF DECONGEST PHARYNX	€ 25,258,074	8,370,846
C10 PR.LIPID-REGUL.A-ATHEROM	6,250,188	385,404	J01 ANTIBACTERIENS SYSTEMIQ.	€ 49,195,183	7,669,426

Source: IQVIA – LMPB services – Selling In data