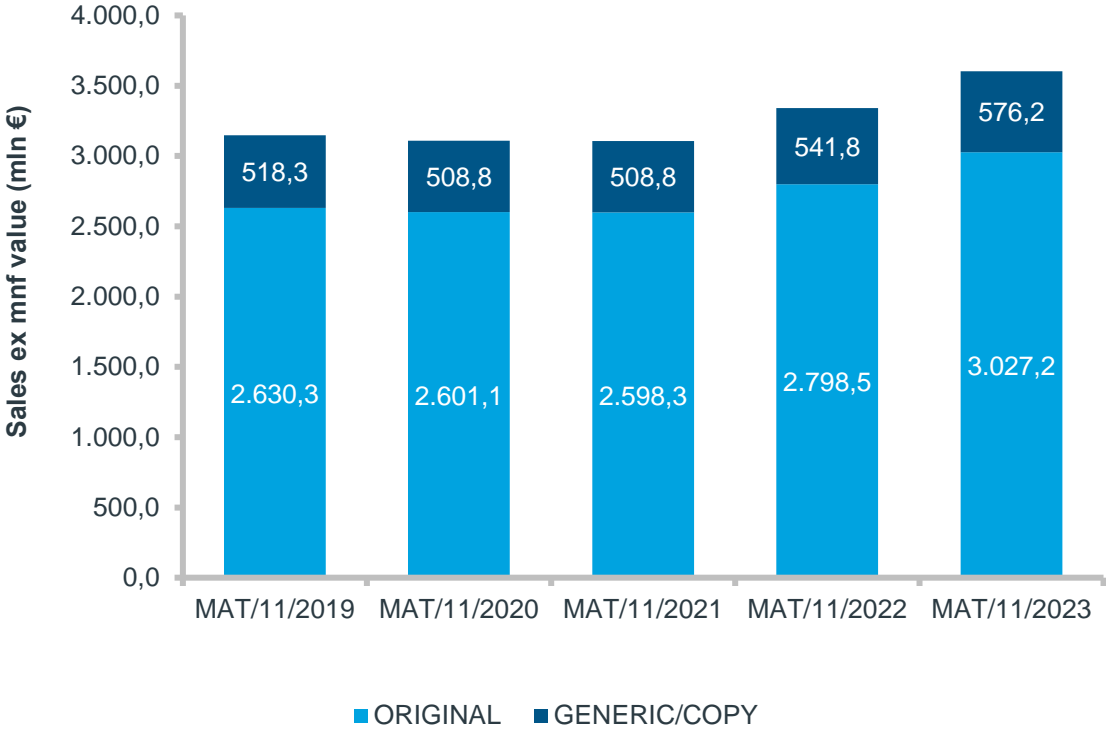


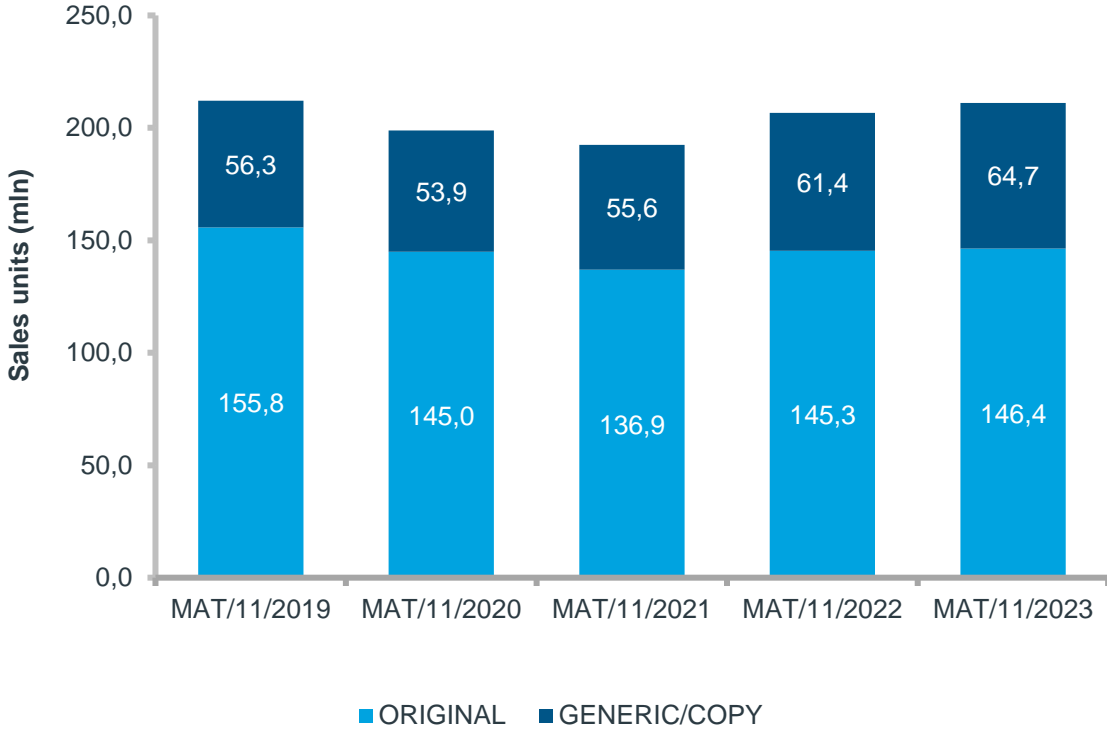
The Belgian retail market is worth €3,60 billion

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

Sales Evolution – Value ex-mnf



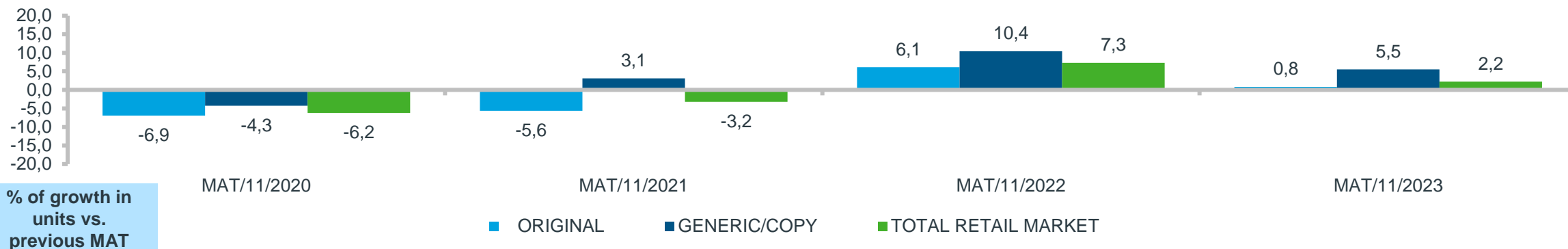
Sales Evolution – Units



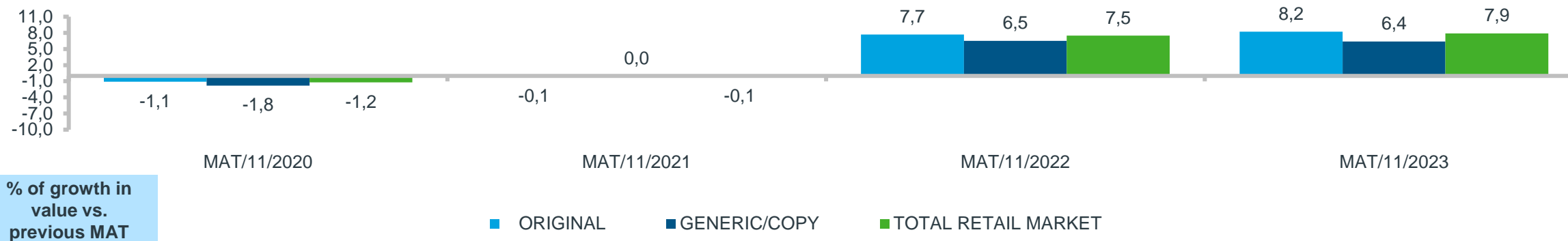
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows an increase of 2,2%, where the generic/copy grows with 5,5% (Sales Evolution – Units)



In value, the total retail grows with 7,9%, while the generic/copy market also shows an increase of 6,4% (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/11/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/11/2023	% of BE Retail Market
N02 ANALGESIQUES	26,434,833	12.5	L04 IMMUNOSUPPRESSEURS	398,107,401	11.0
N05 PSYCHOLEPTIQUES	13,005,783	6.2	B01 THROMBOLYTIQUES	285,228,310	7.9
R05 ANTITUSSIFS PREP BRONCH	11,310,363	5.4	A10 ANTIDIABETIQUES	280,794,818	7.8
A02 A-ACID.A-FLATUL.A-ULCER.	9,913,654	4.7	R03 ANTIASTHM & COPD PRDTS	236,911,778	6.6
R01 ANTIINF DECONGEST RHINO	9,242,252	4.4	N02 ANALGESIQUES	197,645,791	5.5
A10 ANTIDIABETIQUES	9,054,256	4.3	C10 PR.LIPID-REGUL.A-ATHEROM	165,266,282	4.6
J01 ANTIBACTERIENS SYSTEMIQ.	8,636,593	4.1	J05 ANTIVIRAUX SYSTEMIQUES	146,109,546	4.1
N06 PSYCHO ANALEPTIQUES	7,310,802	3.5	C09 PROD ACT SYS RENIN-ANGIO	141,938,572	3.9
C10 PR.LIPID-REGUL.A-ATHEROM	6,660,180	3.2	N05 PSYCHOLEPTIQUES	141,770,570	3.9
R03 ANTIASTHM & COPD PRDTS	6,436,881	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	94,284,344	2.6

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/11/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/11/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	11,310,363	1,742,832	C10 PR.LIPID-REGUL.A-ATHEROM	€ 165,266,282	48,380,674
J01 ANTIBACTERIENS SYSTEMIQ.	8,636,593	1,153,364	A10 ANTIDIABETIQUES	€ 280,794,818	43,008,939
C10 PR.LIPID-REGUL.A-ATHEROM	6,660,180	625,290	D05 PRD NN STER TR.INFL.CUT.	€ 78,726,325	29,922,676
A10 ANTIDIABETIQUES	9,054,256	607,687	L04 IMMUNOSUPPRESSEURS	€ 398,107,401	26,193,807
S01 PRDT OPHTALMOLOGIQUES	5,864,701	345,304	R03 ANTIASTHM & COPD PRDTS	€ 236,911,778	22,869,642
N02 ANALGESIQUES	26,434,833	272,928	N02 ANALGESIQUES	€ 197,645,791	15,875,290
R03 ANTIASTHM & COPD PRDTS	6,436,881	269,558	R05 ANTITUSSIFS PREP BRONCH	€ 63,080,111	10,429,620
J07 VACCINS	3,150,702	221,733	A07 PROD TROUBLES INTESTINAUX	€ 52,994,060	10,378,764
R01 ANTIINF DECONGEST RHINO	9,242,252	214,612	C09 PROD ACT SYS RENIN-ANGIO	€ 141,938,572	10,157,412
R02 ANTIINF DECONGEST PHARYNX	4,620,706	212,806	J07 VACCINS	€ 71,098,298	9,014,593

Source: IQVIA – LMPB services – Selling In data