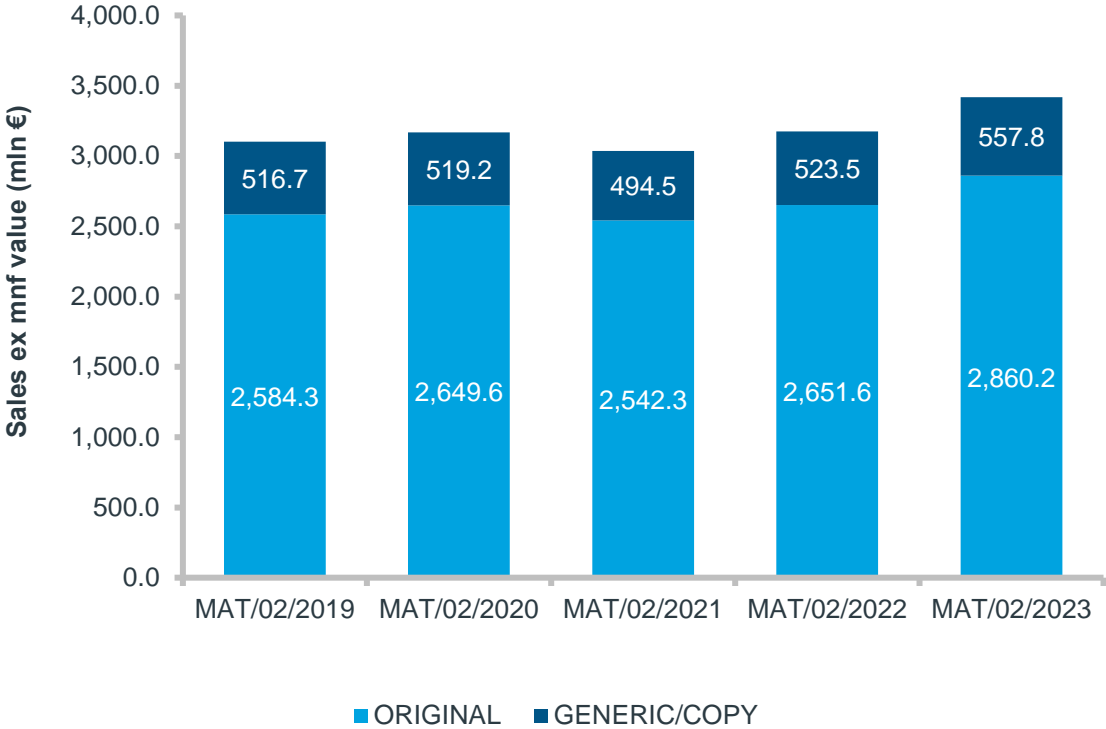


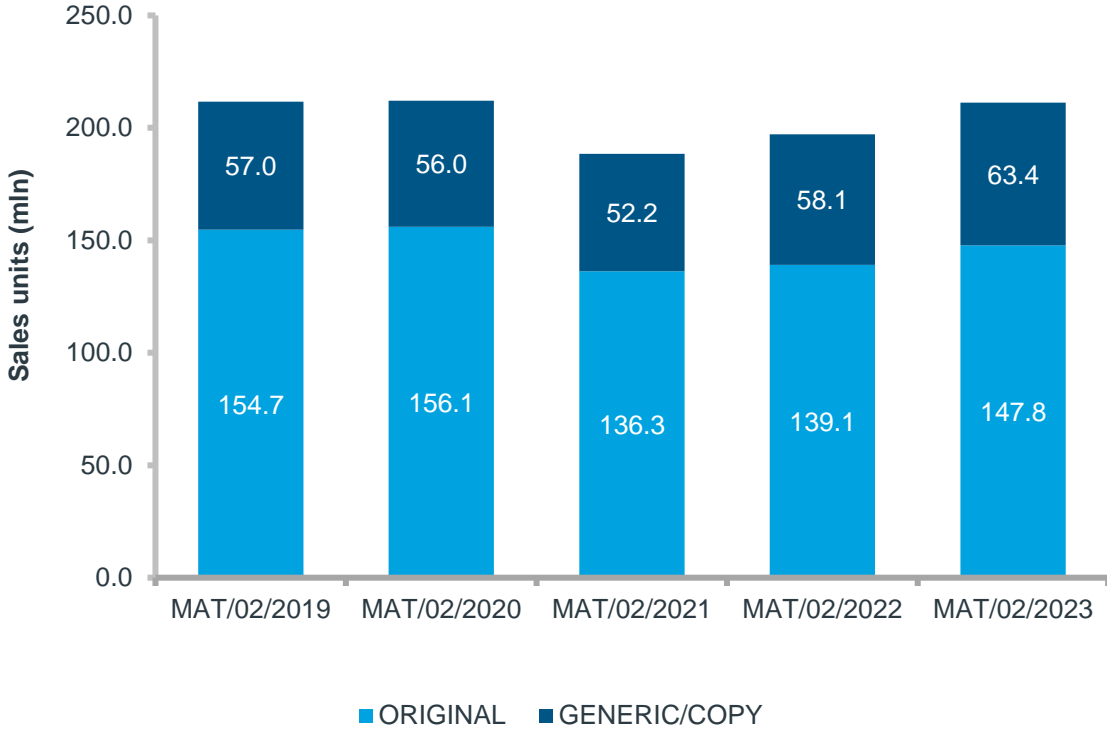
# The Belgian retail market is worth €3,42 billion

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

### Sales Evolution – Value ex-mnf



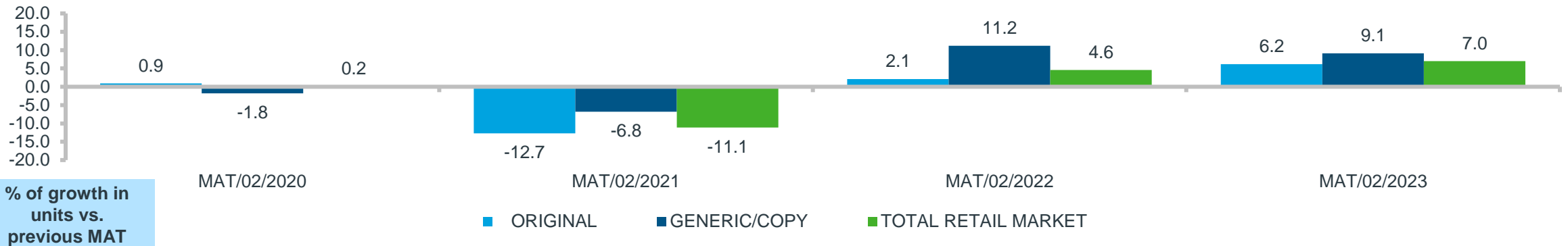
### Sales Evolution – Units



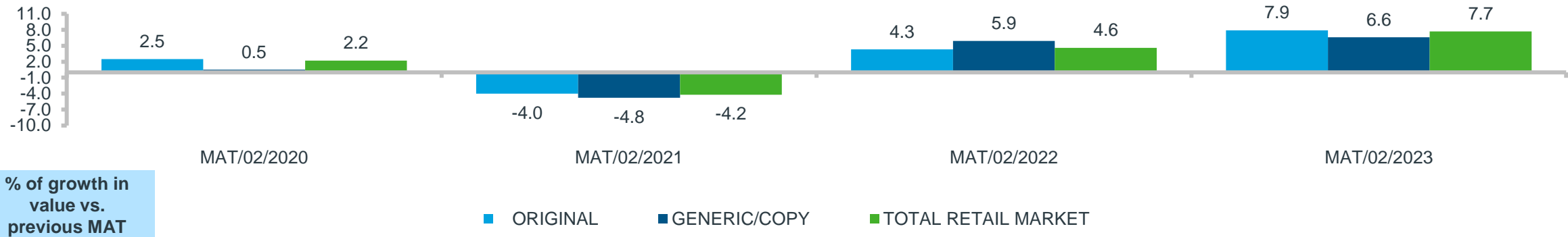
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 7,0%, where the generic/copy grows with 9,1% (Sales Evolution – Units)



In value, the total retail grows with 7,7%, while the generic/copy market also shows an increase of 6,6% (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/02/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/02/2023	% of BE Retail Market
N02 ANALGESIQUES	27,238,351	12.9	L04 IMMUNOSUPPRESSEURS	378,739,498	11.1
N05 PSYCHOLEPTIQUES	13,320,616	6.3	B01 THROMBOLYTIQUES	280,189,807	8.2
R05 ANTITUSSIFS PREP BRONCH	10,943,417	5.2	A10 ANTIDIABETIQUES	246,671,032	7.2
A02 A-ACID.A-FLATUL.A-ULCER.	9,833,330	4.7	R03 ANTIASTHM & COPD PRDTS	223,212,448	6.5
R01 ANTIINF DECONGEST RHINO	9,708,010	4.6	N02 ANALGESIQUES	188,759,280	5.5
A10 ANTIDIABETIQUES	8,546,220	4.0	N05 PSYCHOLEPTIQUES	142,630,441	4.2
J01 ANTIBACTERIENS SYSTEMIQ.	8,294,992	3.9	J05 ANTIVIRAUX SYSTEMIQUES	142,144,345	4.2
N06 PSYCHO ANALEPTIQUES	7,163,621	3.4	C09 PROD ACT SYS RENIN-ANGIO	134,081,777	3.9
R03 ANTIASTHM & COPD PRDTS	6,507,089	3.1	C10 PR.LIPID-REGUL.A-ATHEROM	127,774,602	3.7
C10 PR.LIPID-REGUL.A-ATHEROM	6,183,604	2.9	A02 A-ACID.A-FLATUL.A-ULCER.	92,987,944	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/02/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/02/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,943,417	4,410,817	L04 IMMUNOSUPPRESSEURS	€ 378,739,498	38,630,665
N02 ANALGESIQUES	27,238,351	2,257,924	A10 ANTIDIABETIQUES	€ 246,671,032	36,861,195
J01 ANTIBACTERIENS SYSTEMIQ.	8,294,992	1,958,591	C10 PR.LIPID-REGUL.A-ATHEROM	€ 127,774,602	27,523,926
R02 ANTIINF DECONGEST PHARYNX	4,849,039	1,826,519	N02 ANALGESIQUES	€ 188,759,280	24,079,671
R01 ANTIINF DECONGEST RHINO	9,708,010	1,724,521	R05 ANTITUSSIFS PREP BRONCH	€ 59,706,246	22,879,733
R03 ANTIASTHM & COPD PRDTS	6,507,089	616,233	R03 ANTIASTHM & COPD PRDTS	€ 223,212,448	21,523,676
S01 PRDT OPHTALMOLOGIQUES	5,671,146	524,435	A07 PROD TROUBLES INTESTINAUX	€ 46,182,412	15,121,781
A07 PROD TROUBLES INTESTINAUX	2,837,471	473,743	R02 ANTIINF DECONGEST PHARYNX	€ 25,792,000	10,615,403
A10 ANTIDIABETIQUES	8,546,220	445,519	B01 THROMBOLYTIQUES	€ 280,189,807	10,417,572
R06 ANTIHISTAMINIQUES V GENER	4,182,837	437,379	J01 ANTIBACTERIENS SYSTEMIQ.	€ 49,456,350	9,327,138

Source: IQVIA – LMPB services – Selling In data