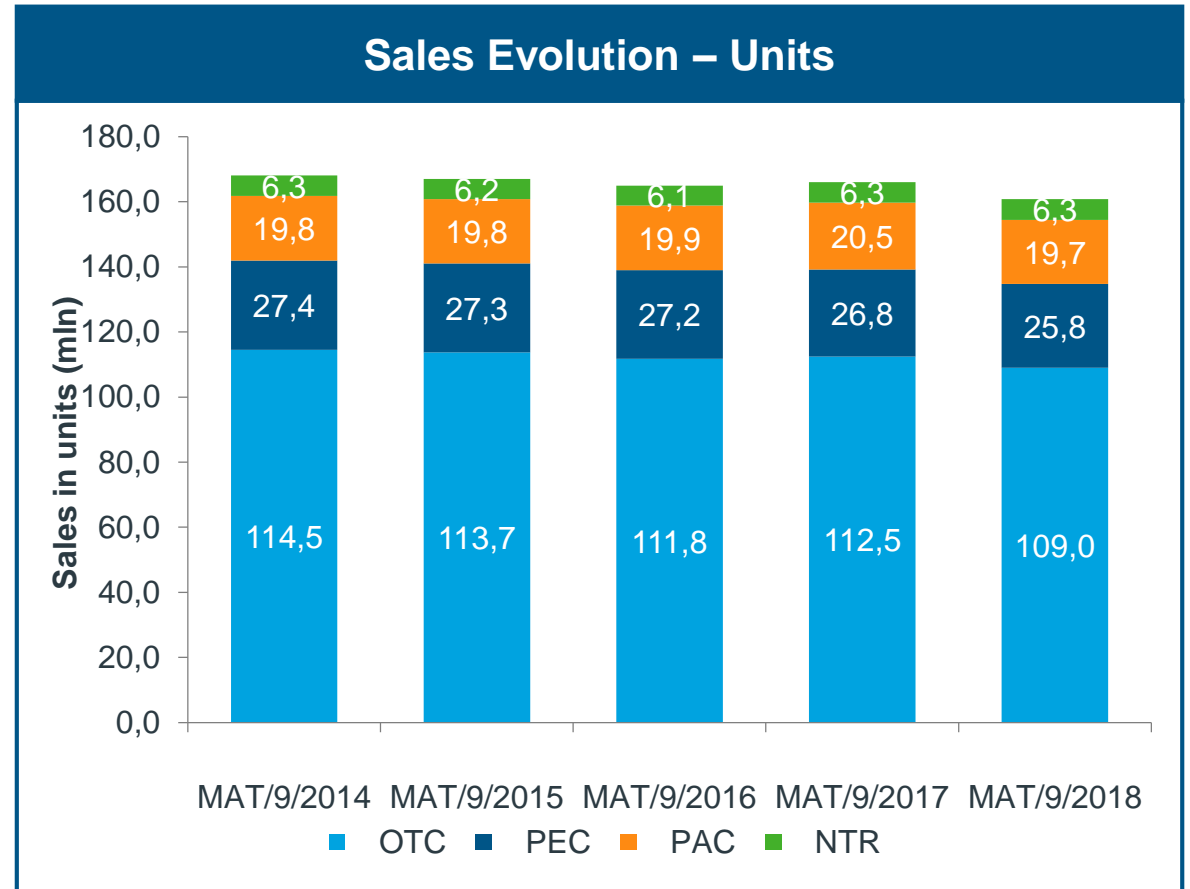
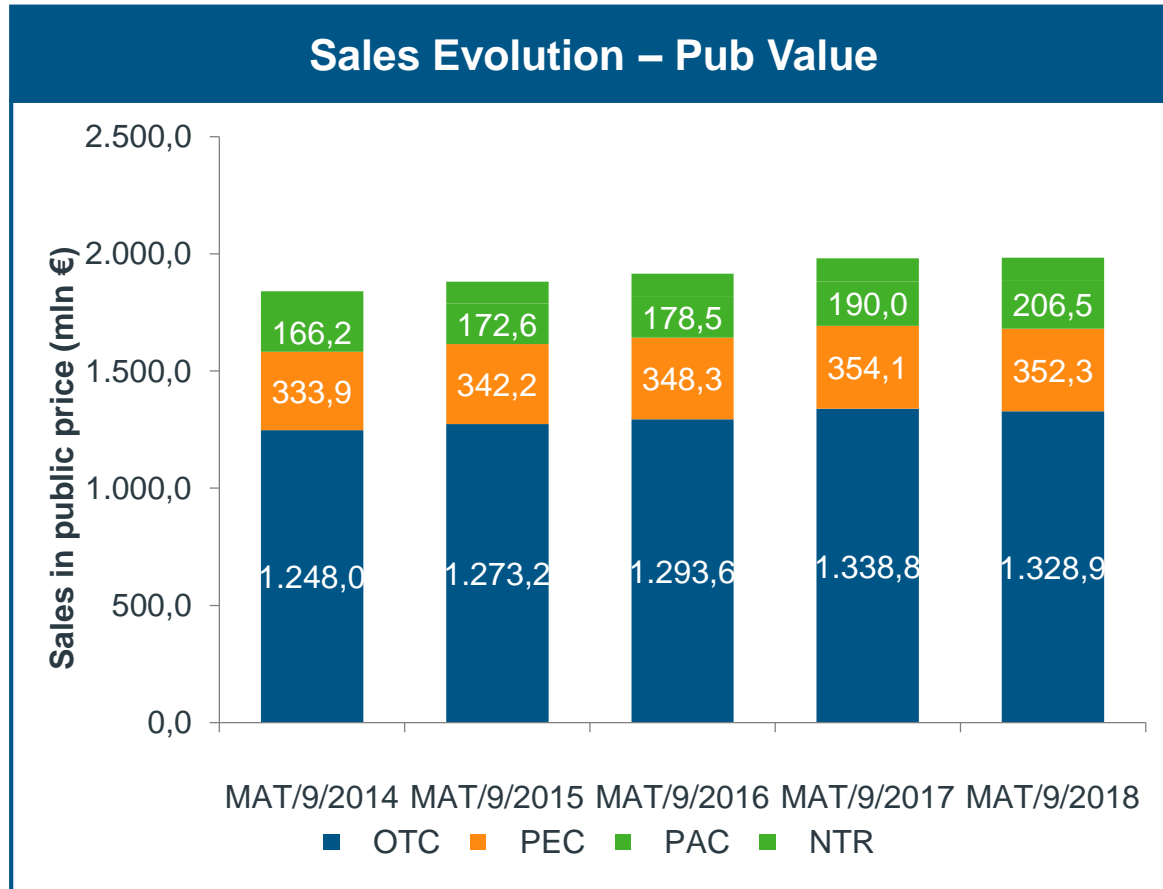
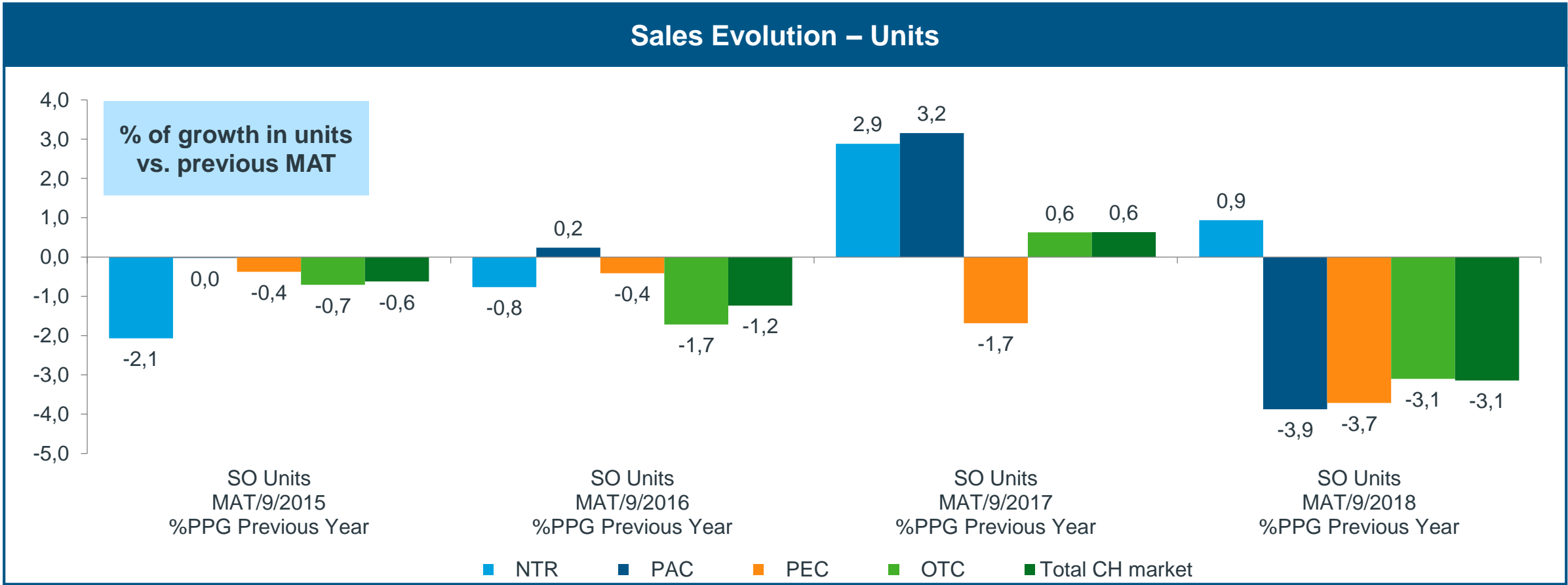


The Belgian Consumer Health market is worth €1.98 billion



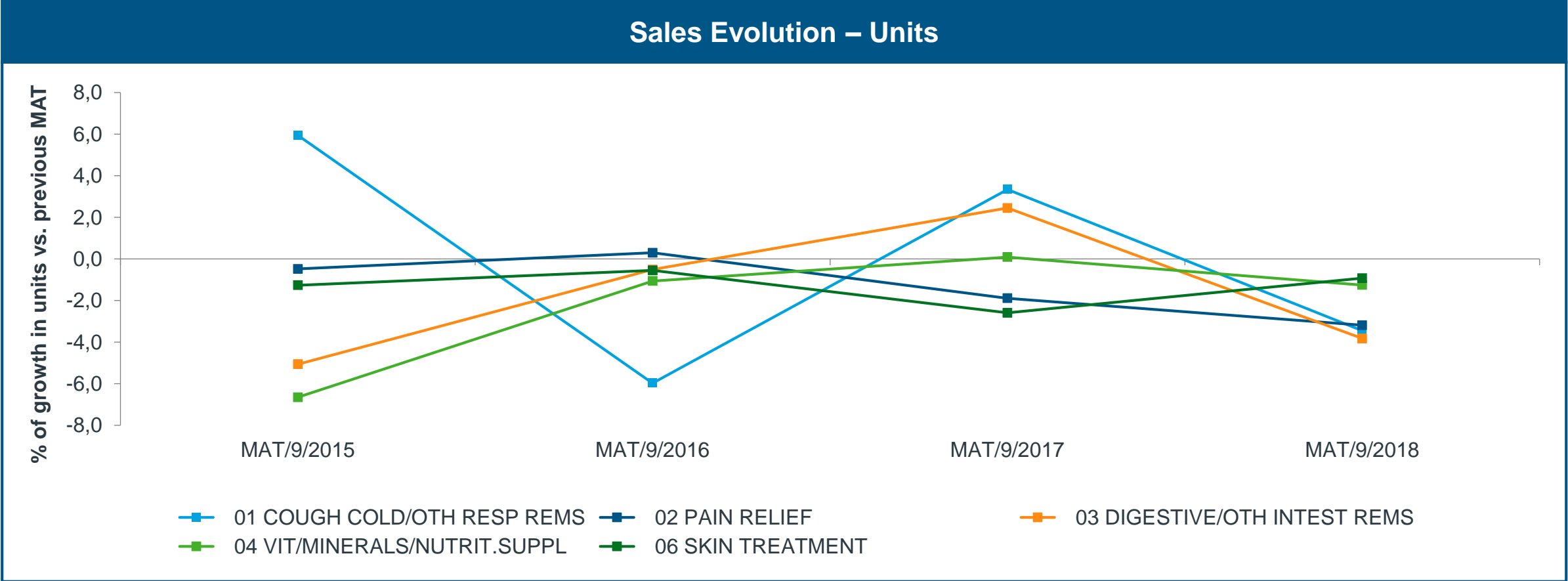
Source: IQVIA – CH Audits - Selling Out data

The total CH market shows a decrease of -3.1% while the only NUT market grows with 0.9%



Source: IQVIA – CH Audits - Selling Out data

Top 5 OTC classes sales evolution



Source: IQVIA – CH Audits - Selling Out data

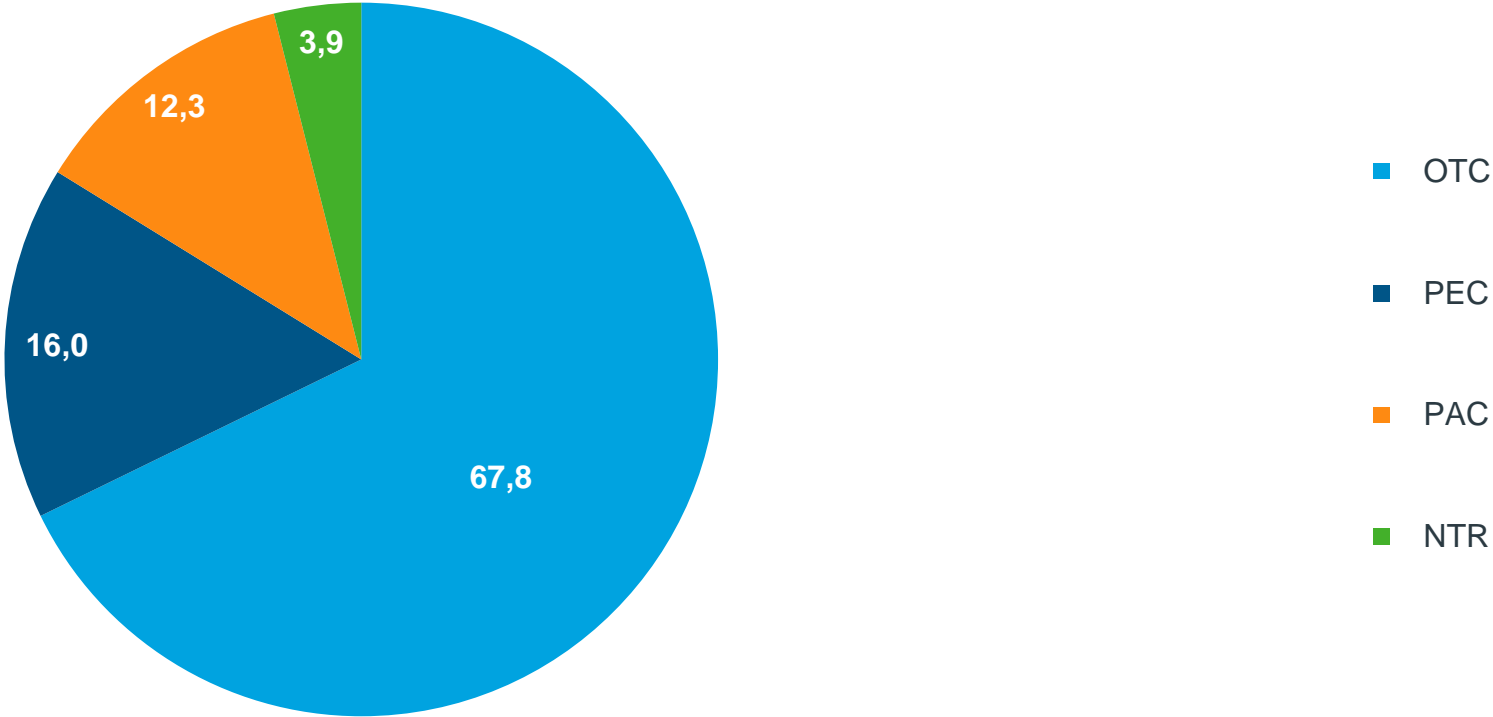
The top 10 fastest growing Consumer Health classes in prescription sales

Fastest growing OTC1 (MAT) in Rx sales		Rx sales Growth in abs units (MAT)	Mkt% in the total CH market (MAT)
30	ENTERAL NUTRITION PRD	95,930.00	1.4
56	TESTS+MEASURING INSTRUMNT	37,439.00	0.8
57	MEDICAL/SURGICAL AIDS	23,494.00	1.3
09	MOUTH TREATMENT PRODUCTS	7,317.00	0.9
08	EAR CARE	4,128.00	0.3
04	VIT. MIN. & NUTRIT. SUPPS	4,033.00	6.9
17	HABIT TREATMENT	3,331.00	0.4
79	OTHER PATIENT CARE PRODS	2,648.00	0.4
46	WOUND CARE	2,554.00	0.1
52	INCONTINENCE CARE PRDS	1,755.00	0.4

Source: IQVIA – CH Audits - Selling Out data
 *Analysis done on brandlevel TM

OTC segment has a market share of 67.8% of the CH market

Market Share in Units – MAT/08/2018



Source: IQVIA – CH Audits - Selling Out data