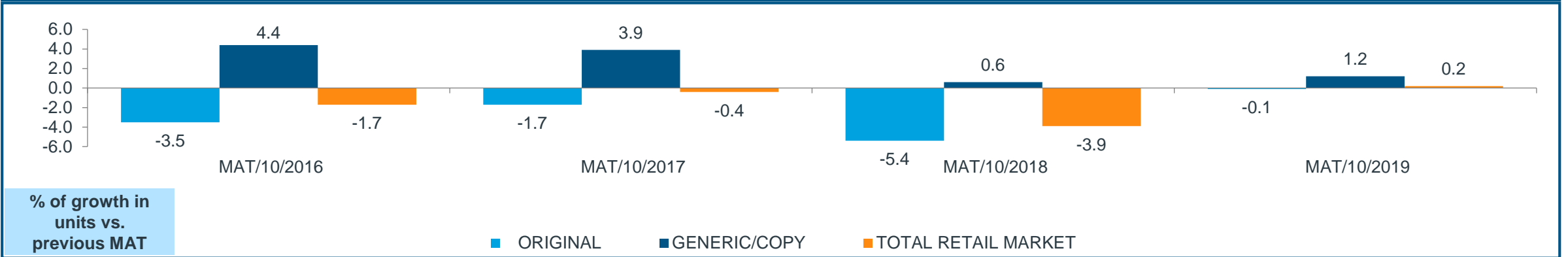
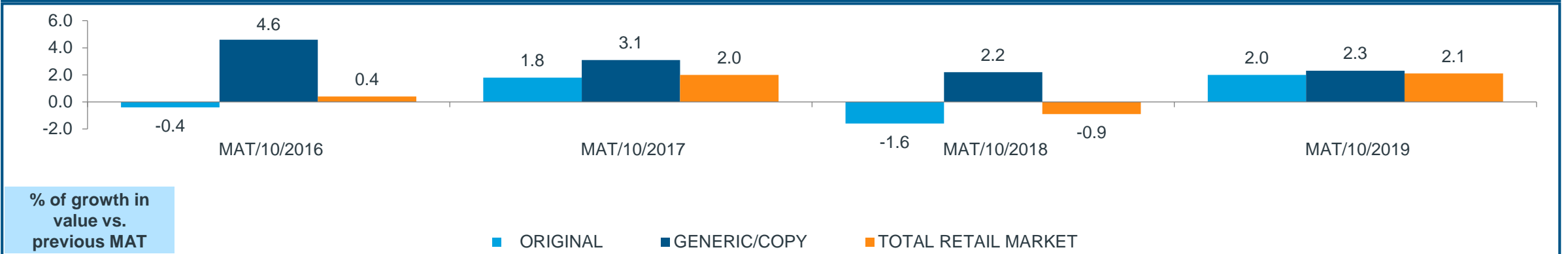


Retail market BE: original vs generics

The total retail market in units shows an increase of 0,2%, where the generic/copy grows with 1,2% (Sales Evolution – Units)



In value, the total retail increases with 2,1%, where the generic/copy market shows an increase of 2,3% (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/10/2019	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/10/2019	% of BE Retail Market
N02 ANALGESIQUES	22,990,050.0	10.8	L04 IMMUNOSUPPRESSEURS	287,402,944.0	9.1
N05 PSYCHOLEPTIQUES	14,265,119.0	6.7	B01 THROMBOLYTIQUES	246,778,944.0	7.8
R01 ANTIINF DECONGEST RHINO	10,157,822.0	4.8	R03 ANTIASTHM & COPD PRDTS	187,096,400.0	5.9
R05 ANTITUSSIFS PREP BRONCH	9,872,741.0	4.6	A10 ANTIDIABETIQUES	163,431,104.0	5.2
A02 A-ACID.A-FLATUL.A-ULCER.	9,791,387.0	4.6	N05 PSYCHOLEPTIQUES	153,654,048.0	4.9
J01 ANTIBACTERIENS SYSTEMIQ.	8,264,456.0	3.9	J05 ANTIVIRAUX SYSTEMIQUES	143,414,544.0	4.6
A10 ANTIDIABETIQUES	7,520,174.0	3.5	N02 ANALGESIQUES	142,795,472.0	4.5
M01 ANTIINFLAM ANTIRHUMAT VG	7,252,656.0	3.4	C09 PROD ACT SYS RENIN-ANGIO	130,029,632.0	4.1
N06 PSYCHO ANALEPTIQUES	7,186,083.0	3.4	C10 PR.LIPID-REGUL.A-ATHEROM	105,541,064.0	3.4
R03 ANTIASTHM & COPD PRDTS	6,505,973.0	3.1	A02 A-ACID.A-FLATUL.A-ULCER.	102,563,888.0	3.3

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/10/2019	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/10/2019	Absolute Growth in value
A02 A-ACID.A-FLATUL.A-ULCER.	9,791,387	628,461	B01 THROMBOLYTIQUES	246,778,944	25,985,424
A10 ANTIDIABETIQUES	7,520,174	484,632	A10 ANTIDIABETIQUES	163,431,104	17,872,176
R01 ANTIINF DECONGEST RHINO	10,157,822	377,506	D05 PRD NN STER TR.INFL.CUT.	41,512,232	17,508,320
C09 PROD ACT SYS RENIN-ANGIO	5,848,178	369,575	R03 ANTIASTHM & COPD PRDTS	187,096,400	12,441,600
S01 PRDT OPHTALMOLOGIQUES	5,601,250	249,386	C09 PROD ACT SYS RENIN-ANGIO	130,029,632	11,732,320
C10 PR.LIPID-REGUL.A-ATHEROM	5,565,954	211,614	M01 ANTIINFLAM ANTIRHUMAT VG	65,670,132	8,220,628
N06 PSYCHO ANALEPTIQUES	7,186,083	197,188	J07 VACCINS	61,836,208	6,193,164
N02 ANALGESIQUES	22,990,050	167,068	N03 ANTIEPILEPTIQUES	56,692,272	4,592,128
N03 ANTIEPILEPTIQUES	3,480,077	157,468	J06 SERUMS ET Y GLOBULINES	14,134,829	2,828,977
D06 ANTIBIOTIQ&ANTIVIR TOPIQ	1,614,304	152,773	A02 A-ACID.A-FLATUL.A-ULCER.	102,563,888	2,511,368

Source: IQVIA – LMPB services – Selling In data

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

Top 10 Best Selling products in units	Units abs. MAT/10/2019	% of BE Retail Market in units	Top 10 Best Selling products in value	Value abs. MAT/10/2019	% of BE Retail Market in value
DAFALGAN	7,541,426	3.5	HUMIRA	95,196,224	3.0
D-CURE	2,573,600	1.2	ELIQUIS	66,078,752	2.1
NUROFEN	2,506,540	1.2	XARELTO	63,461,920	2.0
PANTOMED NYCOMED	2,363,797	1.1	ENBREL	42,611,760	1.4
IBUPROFEN EG	2,277,266	1.1	STELARA	41,799,956	1.3
ASAFLOW	2,219,618	1.0	DAFALGAN	41,042,644	1.3
ISO-BETADINE	2,063,291	1.0	LIXIANA	32,900,272	1.0
L-THYROXINE CHRIST	1,997,913	0.9	TRIUMEQ	30,637,134	1.0
GLUCOPHAGE	1,806,317	0.9	SIMPONI	25,617,352	0.8
RHINATHIOL	1,704,174	0.8	COSENTYX	24,641,754	0.8

Source: IQVIA – LMPB services – Selling In data