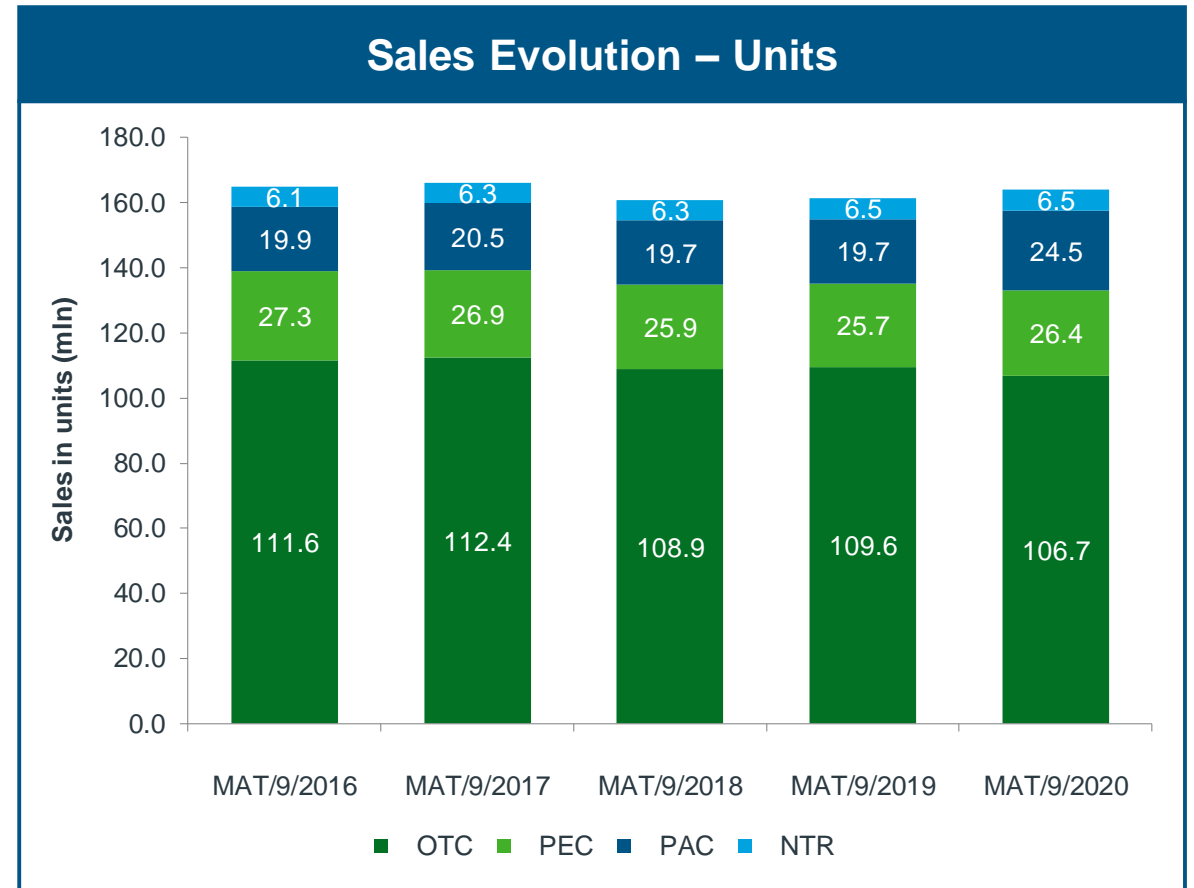
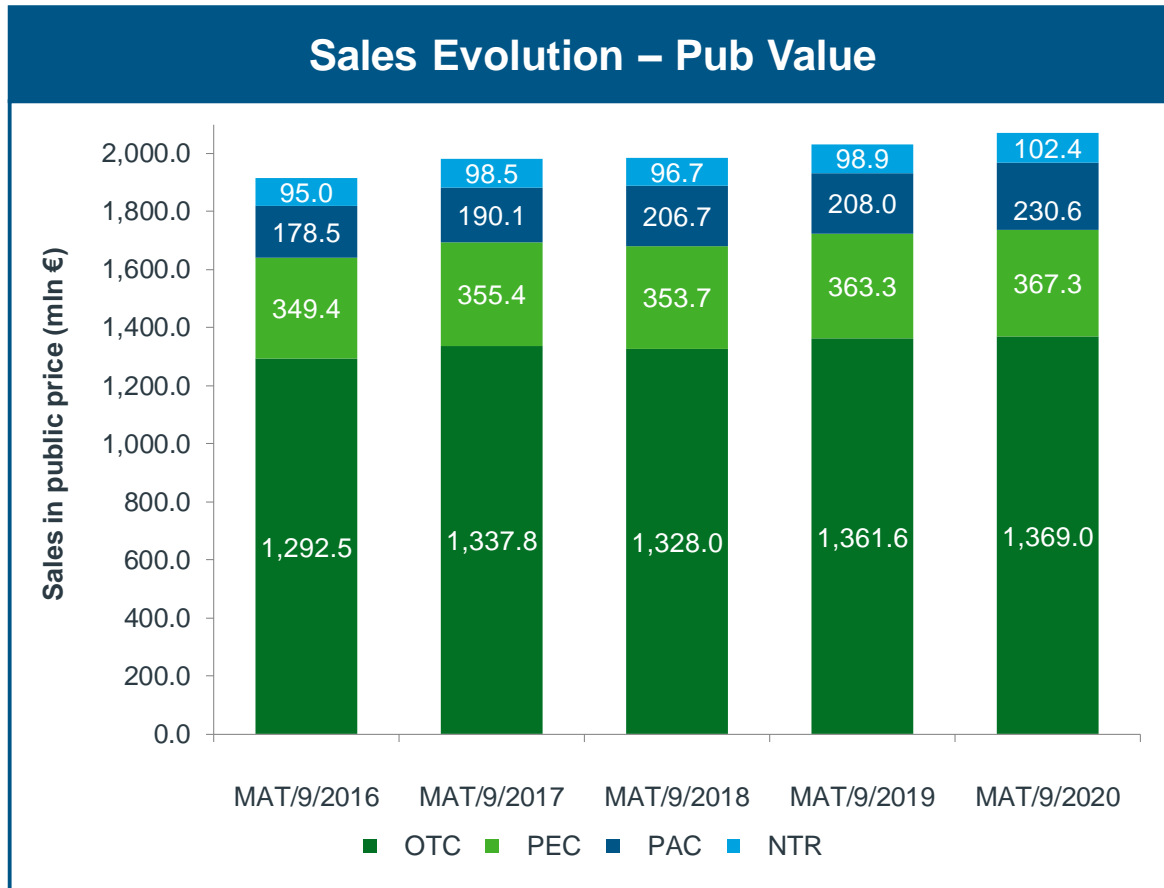
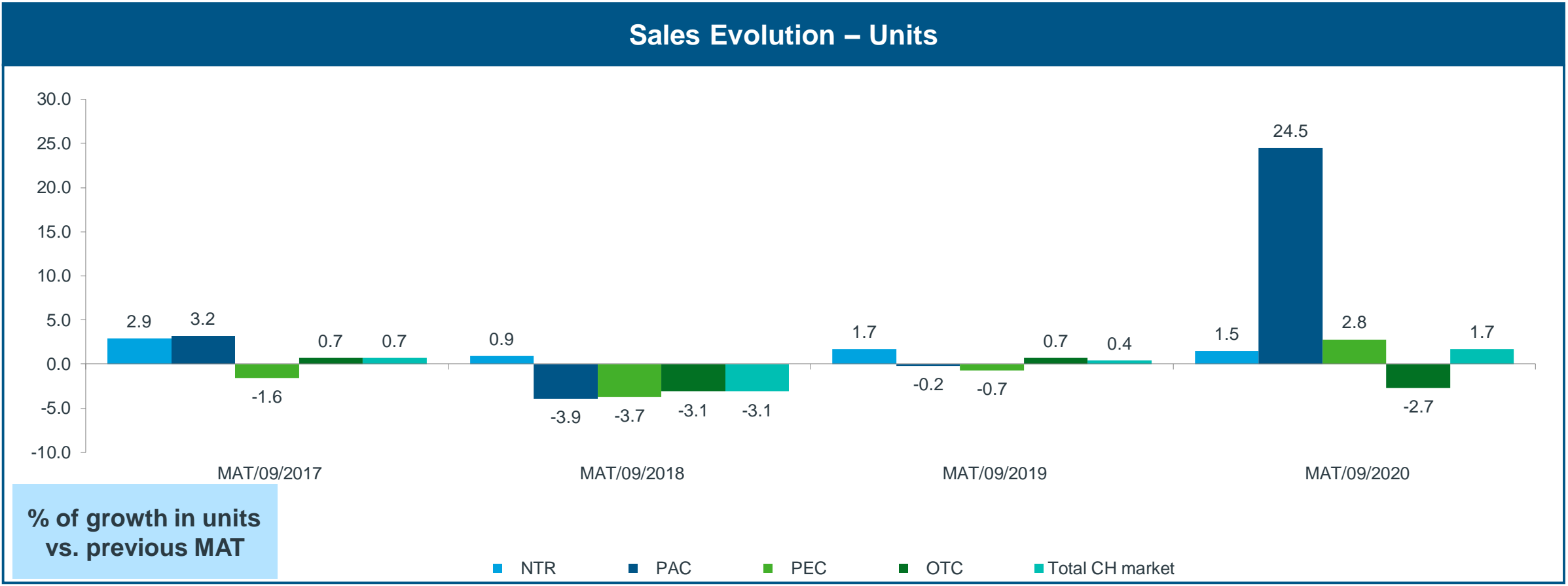


The Belgian Consumer Health market is worth €2,07 billion



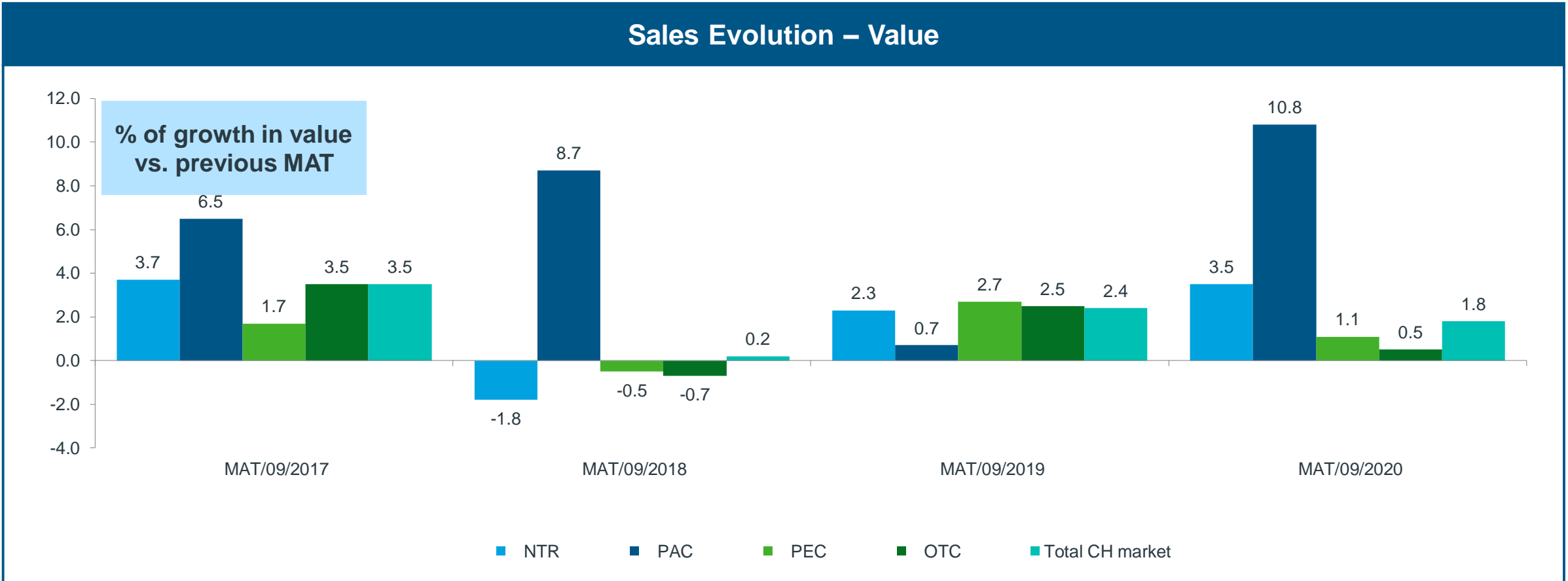
Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 1,7% while the OTC segment declines with -2,7% in units



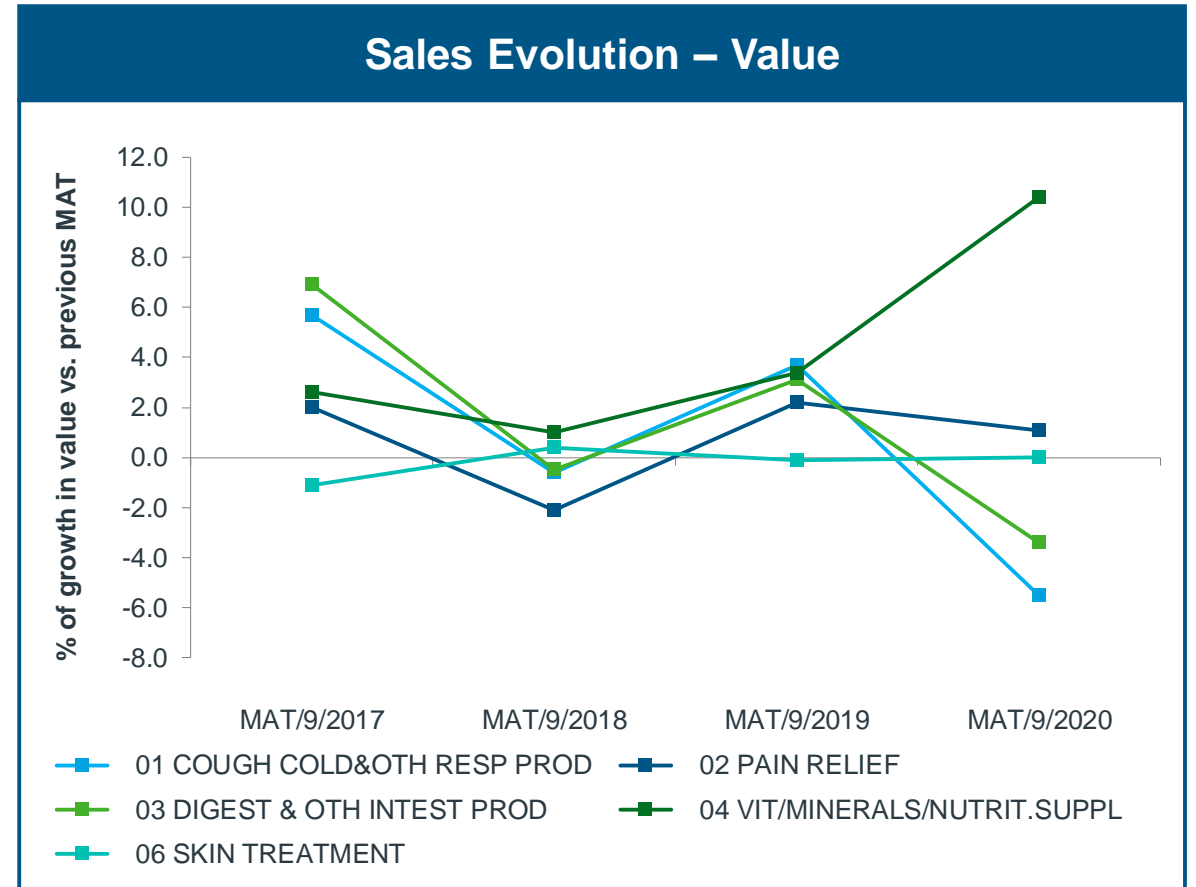
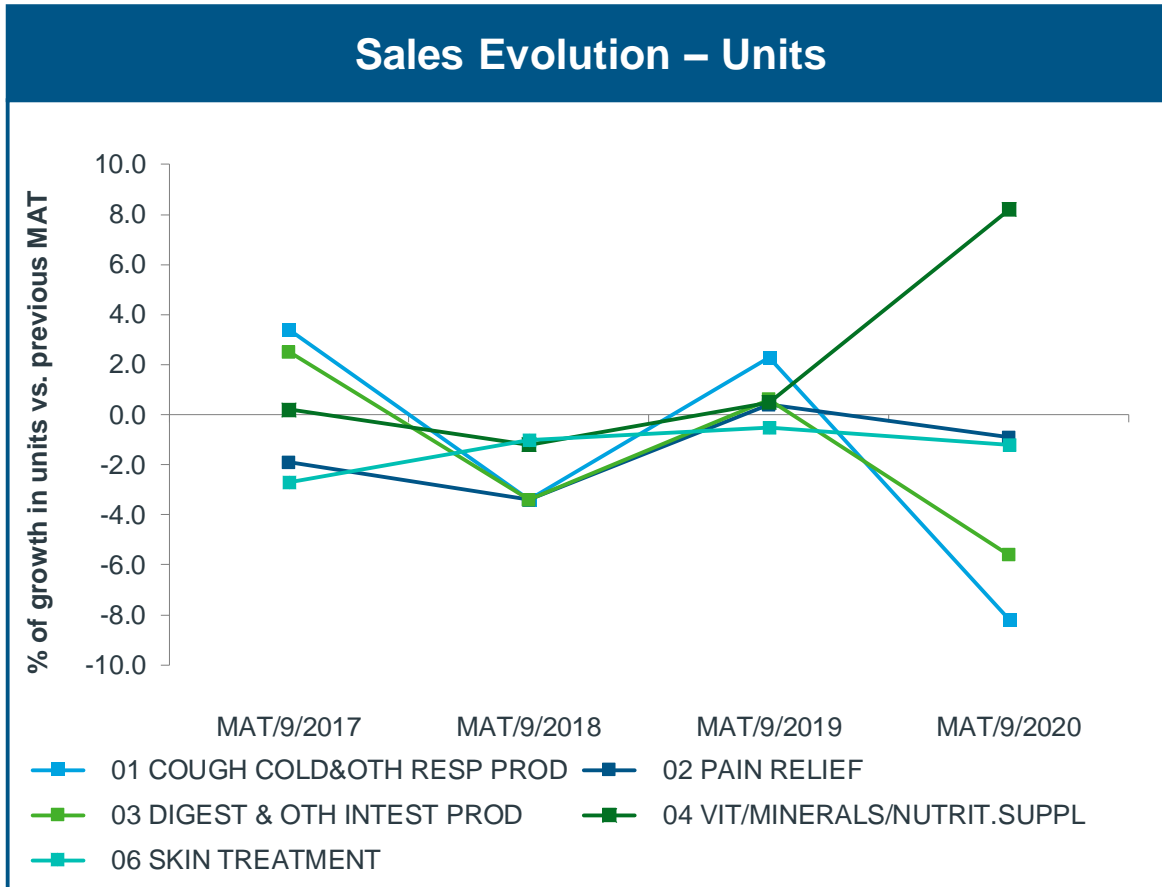
Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market grows with 1,8%, where Patient Care is growing with 10,8%



Source: IQVIA – CH Audits – Selling Out data

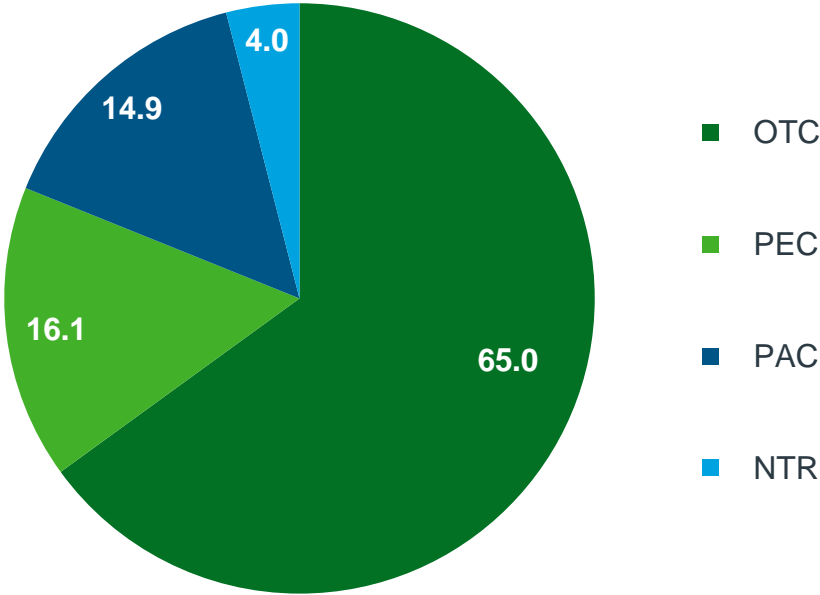
Top 5 OTC classes sales evolution



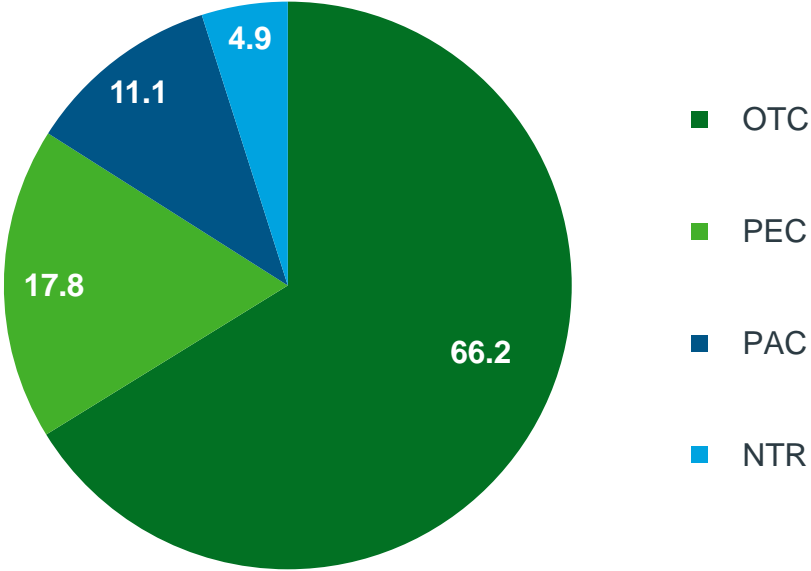
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 65,0% in units and 66,2% in value of the total CH market

Market Share in Units – MAT/09/2020



Market Share in Value – MAT/09/2020



Source: IQVIA – CH Audits – Selling Out data

The top 10 best selling OTC2 classes in CH in units and value

| Top 10 Best Selling OTC2 classes in units | Units abs. MAT/09/2020 | % of the CH Market | Top 10 Best Selling OTC2 classes in value | Value abs. MAT/09/2020 | % of the CH Market |
|---|------------------------|--------------------|---|------------------------|--------------------|
| 02A GENERAL PAIN RELIEF | 18,001,582 | 11.0 | 02A GENERAL PAIN RELIEF | € 160,011,040 | 7.7 |
| 01B COLD REMEDIES | 10,340,190 | 6.3 | 01B COLD REMEDIES | € 85,311,776 | 4.1 |
| 01A COUGH PRODUCTS | 6,163,561 | 3.8 | 04F MINERAL SUPPLEMENTS | € 69,782,144 | 3.4 |
| 01C SORE THROAT REMEDIES | 5,250,344 | 3.2 | 07A EYE CARE | € 65,056,624 | 3.1 |
| 03C LAXATIVES | 5,057,056 | 3.1 | 35G MILK PRDS FOR CHILDREN | € 64,356,876 | 3.1 |
| 57K MISCELLANOUS | 4,775,575 | 2.9 | 02E MUSCULAR PAIN RELIEF | € 63,439,436 | 3.1 |
| 07A EYE CARE | 4,449,493 | 2.7 | 03C LAXATIVES | € 59,233,764 | 2.9 |
| 04E OTHER SPECIFIC VITAMINS | 4,011,438 | 2.4 | 01A COUGH PRODUCTS | € 56,136,560 | 2.7 |
| 02E MUSCULAR PAIN RELIEF | 3,447,885 | 2.1 | 04E OTHER SPECIFIC VITAMINS | € 50,004,648 | 2.4 |
| 06B WOUND+SKIN DISINFECTION | 3,392,362 | 2.1 | 13A CALMING AND SLEEPING PROD | € 44,552,548 | 2.2 |

Source: IQVIA – CH Audits – Selling Out data

The top 10 fastest growing Consumer Health classes in prescription sales in units and value

| Fastest growing OTC1 classes in Rx sales | | Rx sales Growth in abs. units (MAT/09/2020) |
|--|---------------------------|---|
| 57 | MEDICAL/SURGICAL AIDS | 320,139 |
| 53 | PRDS FOR BLADDER PROBLEMS | 61,971 |
| 56 | TESTS+MEASURING INSTRUMNT | 29,358 |
| 35 | BABY FOODS | 19,497 |
| 70 | HOUSE DISINFECTANTS ETC | 4,301 |
| 44 | PRESSURE SORE PREVENTION | 307 |
| 34 | SLIMMING AIDS | 186 |
| 64 | CONTACT LENS CARE | 152 |
| 39 | OTH NUTRITIONAL PRODUCTS | 95 |
| 59 | PHARMACY EQUIPMENT | 71 |

| Fastest growing OTC1 classes in Rx sales | | Rx sales Growth in abs. value (MAT/09/2020) |
|--|---------------------------|---|
| 53 | PRDS FOR BLADDER PROBLEMS | € 4,765,007 |
| 57 | MEDICAL/SURGICAL AIDS | € 933,115 |
| 35 | BABY FOODS | € 817,600 |
| 56 | TESTS+MEASURING INSTRUMNT | € 576,092 |
| 70 | HOUSE DISINFECTANTS ETC | € 33,314 |
| 34 | SLIMMING AIDS | € 3,642 |
| 97 | ALL OTH MISC PRODS | € 3,512 |
| 64 | CONTACT LENS CARE | € 3,423 |
| 44 | PRESSURE SORE PREVENTION | € 2,833 |
| 39 | OTH NUTRITIONAL PRODUCTS | € 2,337 |

Source: IQVIA – CH Audits – Selling Out data

The top 10 best selling CH products in units and value

| Top 10 Best Selling Products | Units abs. MAT/09/2020 | % Growth in units | Top 10 Best Selling Products | Value abs. MAT/09/2020 | % Growth in value |
|------------------------------|---------------------------|----------------------|------------------------------|---------------------------|----------------------|
| DAFALGAN | 7,111,177 | 5.4 | DAFALGAN | € 70,789,079 | 9.7 |
| MASQUE TISSU-ETB | 3,716,670 | --- | D-CURE | € 28,196,267 | 9.5 |
| D-CURE | 2,639,107 | 3.2 | VOLTAREN EMULGEL | € 27,528,188 | -1.2 |
| ASAFLOW | 2,121,132 | -1.4 | NUROFEN | € 21,459,951 | -11.2 |
| NUROFEN | 2,099,864 | -12.9 | ASAFLOW | € 19,746,140 | -1.7 |
| ISO-BETADINE | 2,050,830 | 3.4 | OMNIBIONTA | € 19,567,234 | 12.7 |
| OTRIVINE | 1,540,164 | -7.5 | DAFLON | € 15,596,741 | 7.0 |
| PARACETAMOL TEVA | 1,525,682 | 7.8 | STEOVIT | € 14,936,573 | -7.6 |
| RHINATHIOL | 1,452,718 | -16.9 | NICORETTE | € 14,821,697 | 5.4 |
| PERDOLAN | 1,432,845 | -14.0 | MOVICOL | € 14,793,737 | 8.4 |

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