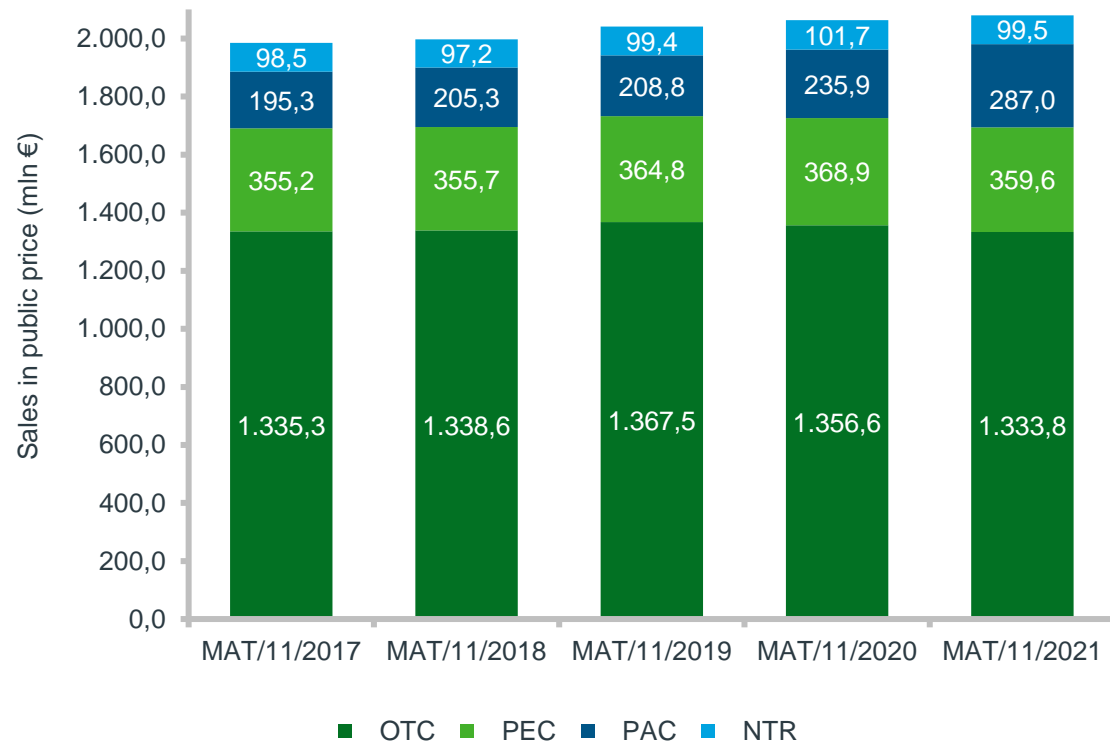
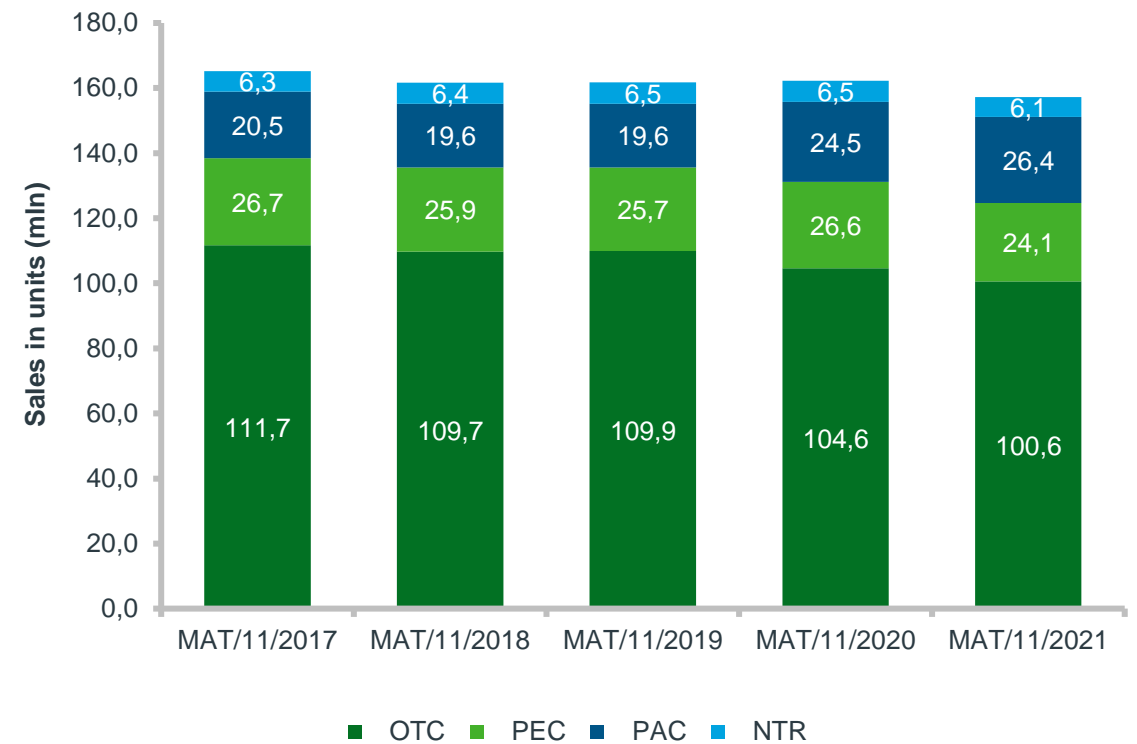


The Belgian Consumer Health market is worth €2,08 billion

Sales Evolution – Pub Value



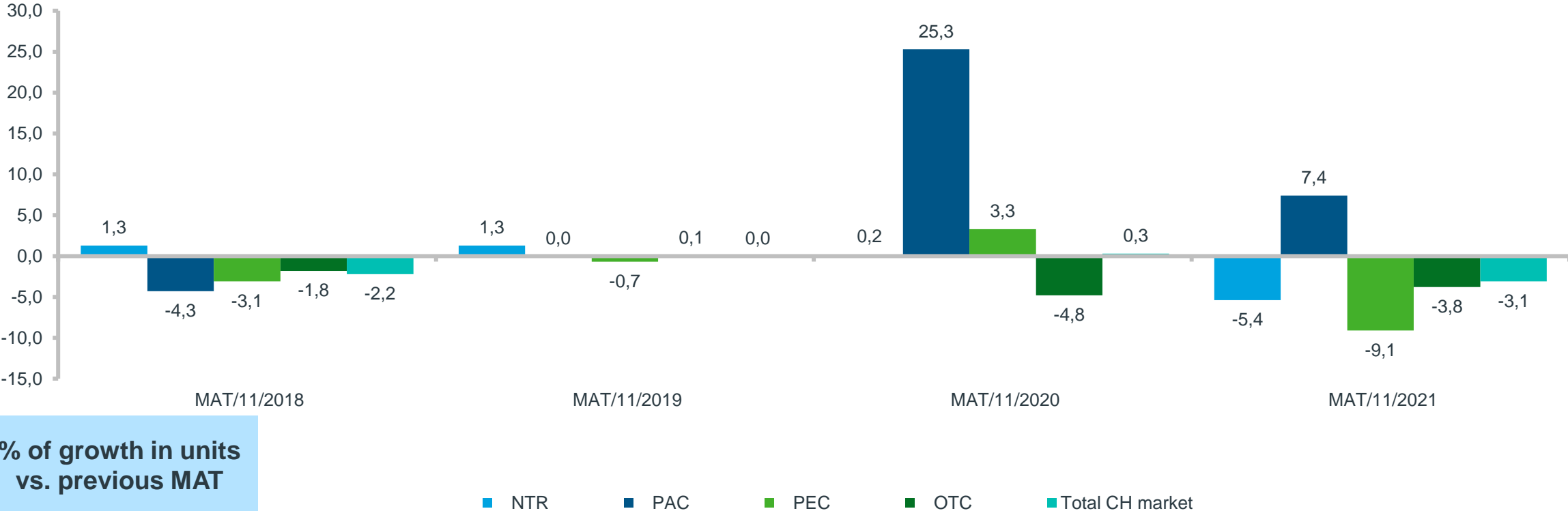
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows a decrease of -3,1% while the OTC segment declines with -3,8% in units

Sales Evolution – Units

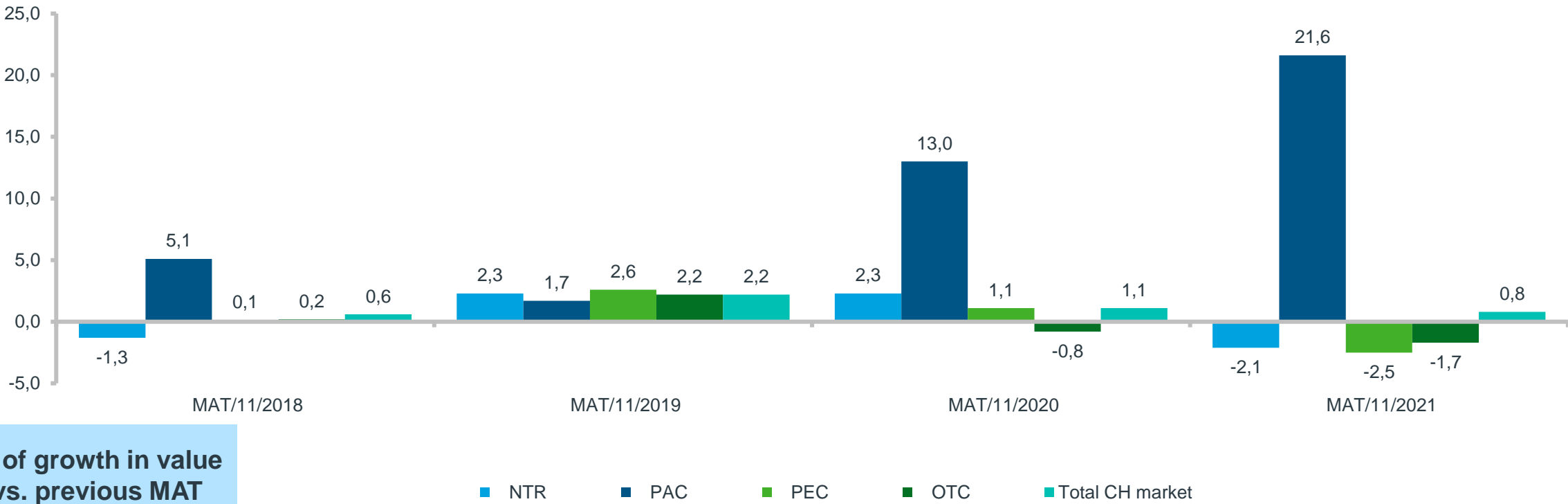


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 0,8%, where Patient Care is growing with 21,6%

Sales Evolution – Value

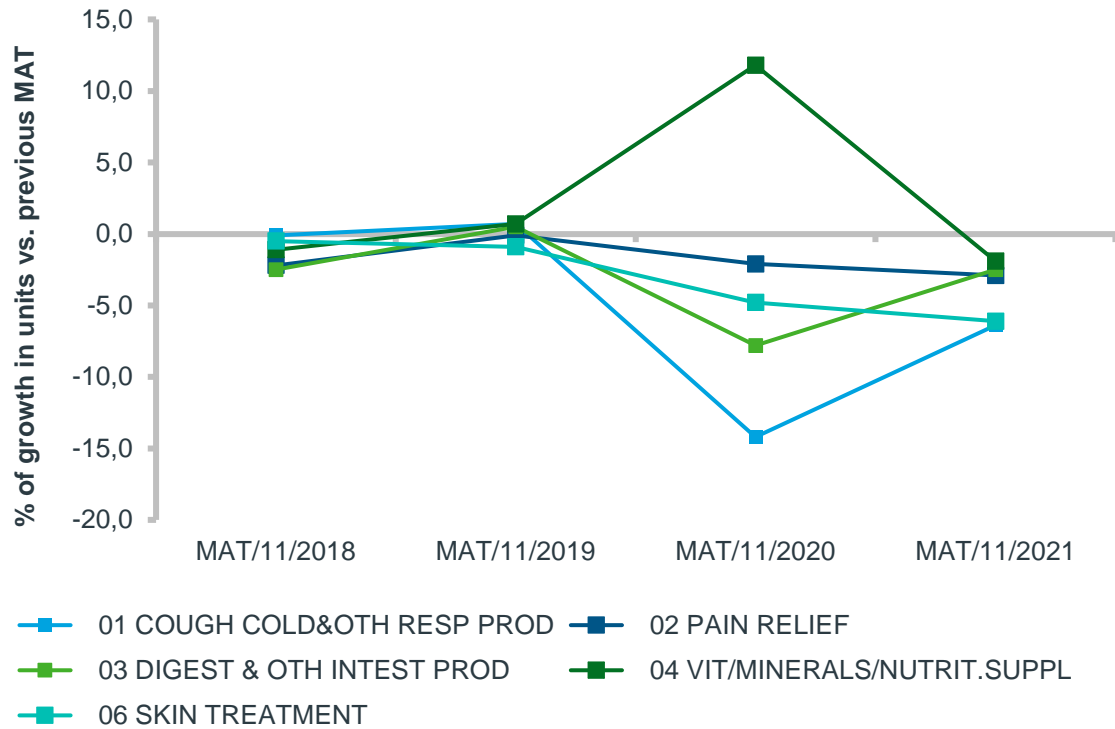


% of growth in value vs. previous MAT

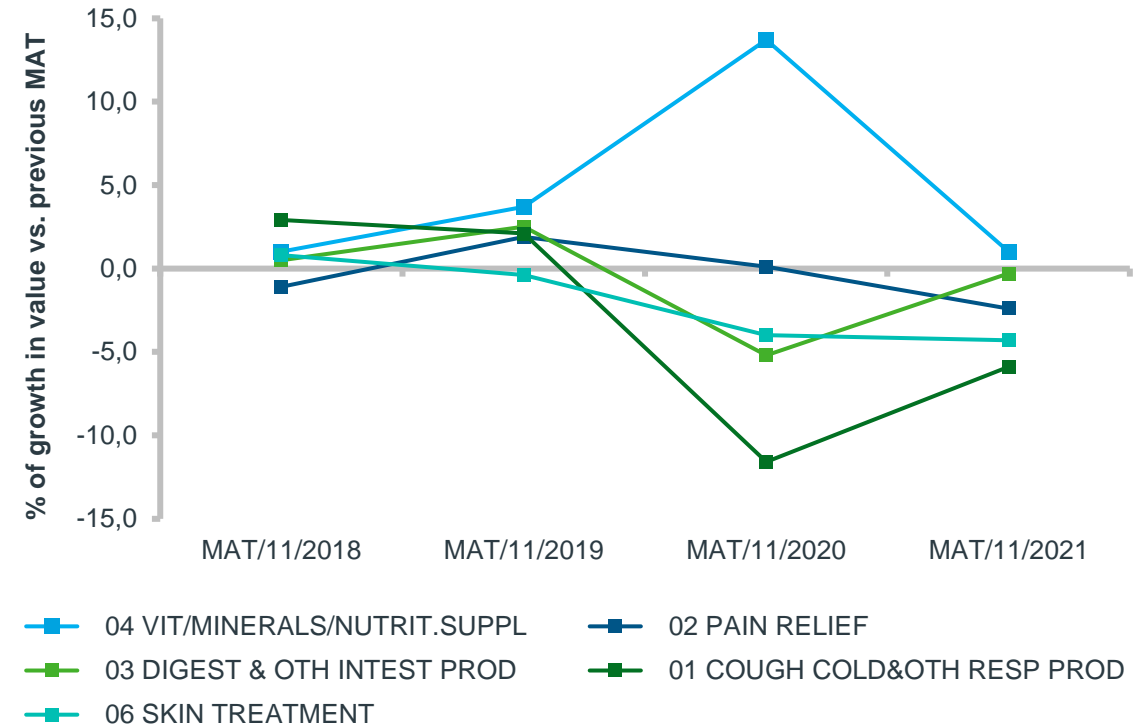
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



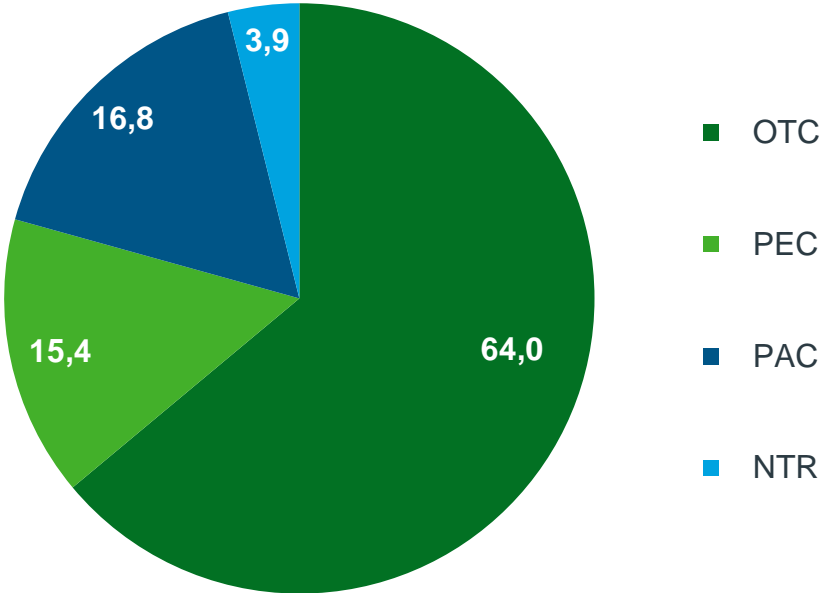
Sales Evolution – Value



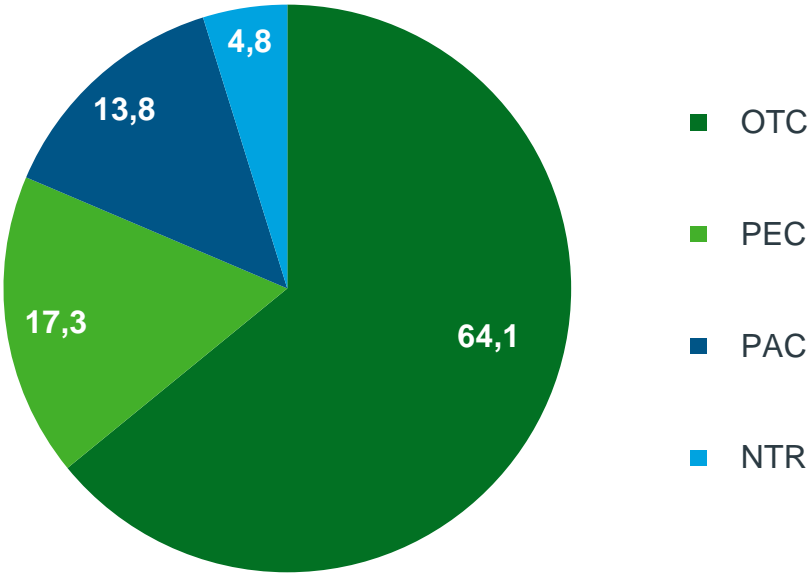
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 64,0% in units and 64,1% in value of the total CH market

Market Share in Units – MAT/11/2021



Market Share in Value – MAT/11/2021



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/11/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/11/2021	% of the CH Market
02A GENERAL PAIN RELIEF	17,250,042	11.0	02A GENERAL PAIN RELIEF	€ 155,230,240	7.5
01B COLD REMEDIES	9,209,565	5.9	01B COLD REMEDIES	€ 75,253,064	3.6
56J PROTEIN TESTS	6,139,975	3.9	04F MINERAL SUPPLEMENTS	€ 69,979,448	3.4
01A COUGH PRODUCTS	5,083,233	3.2	07A EYE CARE	€ 64,690,068	3.1
03C LAXATIVES	4,957,684	3.2	04E OTHER SPECIFIC VITAMINS	€ 62,988,480	3.0
04E OTHER SPECIFIC VITAMINS	4,559,055	2.9	35G MILK PRDS FOR CHILDREN	€ 62,655,488	3.0
01C SORE THROAT REMEDIES	4,450,983	2.8	02E MUSCULAR PAIN RELIEF	€ 62,192,928	3.0
07A EYE CARE	4,317,330	2.7	03C LAXATIVES	€ 60,694,044	2.9
02E MUSCULAR PAIN RELIEF	3,298,227	2.1	56J PROTEIN TESTS	€ 52,338,128	2.5
35G MILK PRDS FOR CHILDREN	3,027,258	1.9	13A CALMING AND SLEEPING PROD	€ 50,721,076	2.4

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/11/2021)
56	TESTS+MEASURING INSTRUMNT	986,350
04	VIT. MIN. & NUTRIT. SUPPS	137,151
12	URINARY AND REPRODUCT CAR	62,491
13	CALM/SLEEP&MOOD ENHANC PD	56,602
83	UNISEX BEAUTY PRODUCTS	53,496
07	EYE CARE	24,389
10	CIRCULATORY PRODS.	23,568
09	MOUTH TREATMENT PRODUCTS	21,873
06	SKIN TREATMENT	15,737
47	ADVANCED DRESSINGS	14,420

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/11/2021)
56	TESTS+MEASURING INSTRUMNT	€ 8,401,833
04	VIT. MIN. & NUTRIT. SUPPS	€ 3,579,467
57	MEDICAL/SURGICAL AIDS	€ 1,825,180
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,555,074
12	URINARY AND REPRODUCT CAR	€ 1,216,264
83	UNISEX BEAUTY PRODUCTS	€ 1,042,508
07	EYE CARE	€ 576,448
03	DIGEST & OTH INTEST PROD	€ 544,402
06	SKIN TREATMENT	€ 445,033
47	ADVANCED DRESSINGS	€ 356,500

Source: IQVIA – CH Audits – Selling Out data