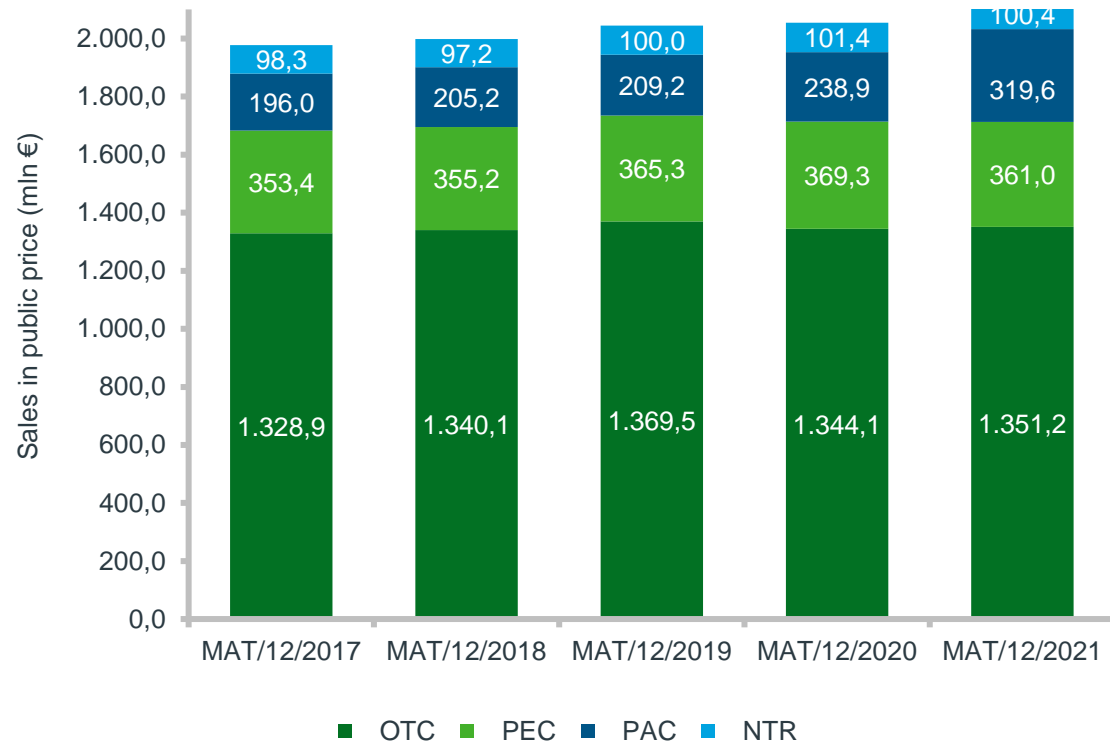
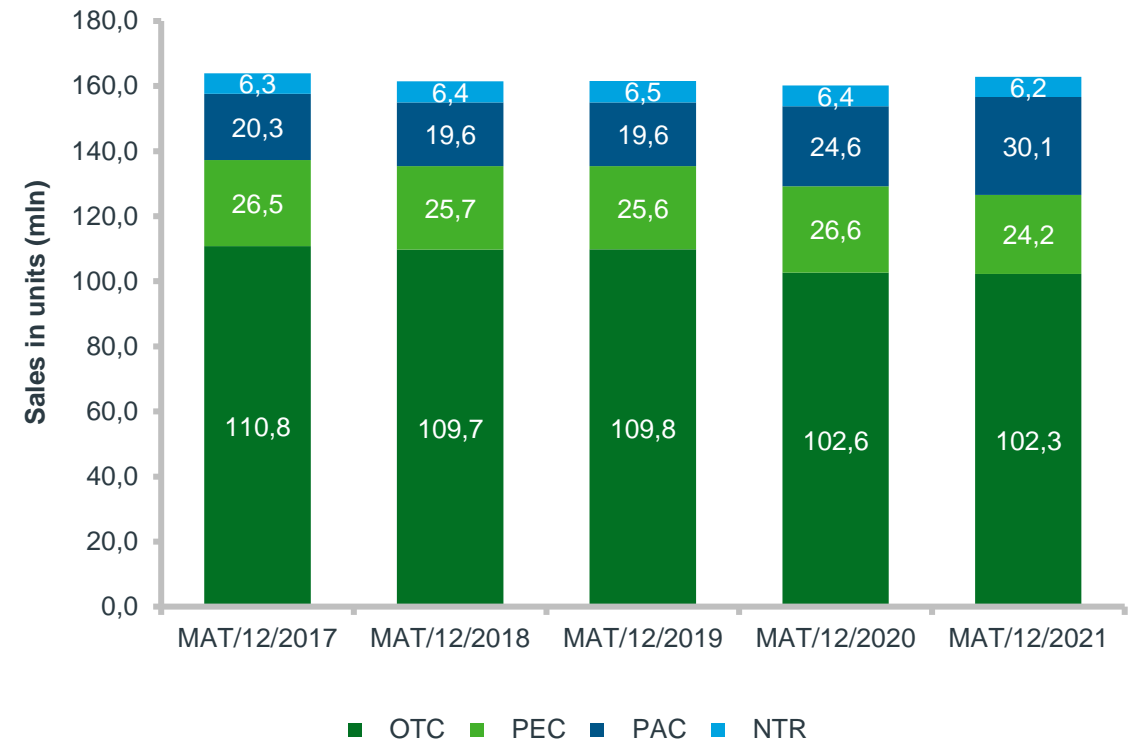


The Belgian Consumer Health market is worth €2,13 billion

Sales Evolution – Pub Value



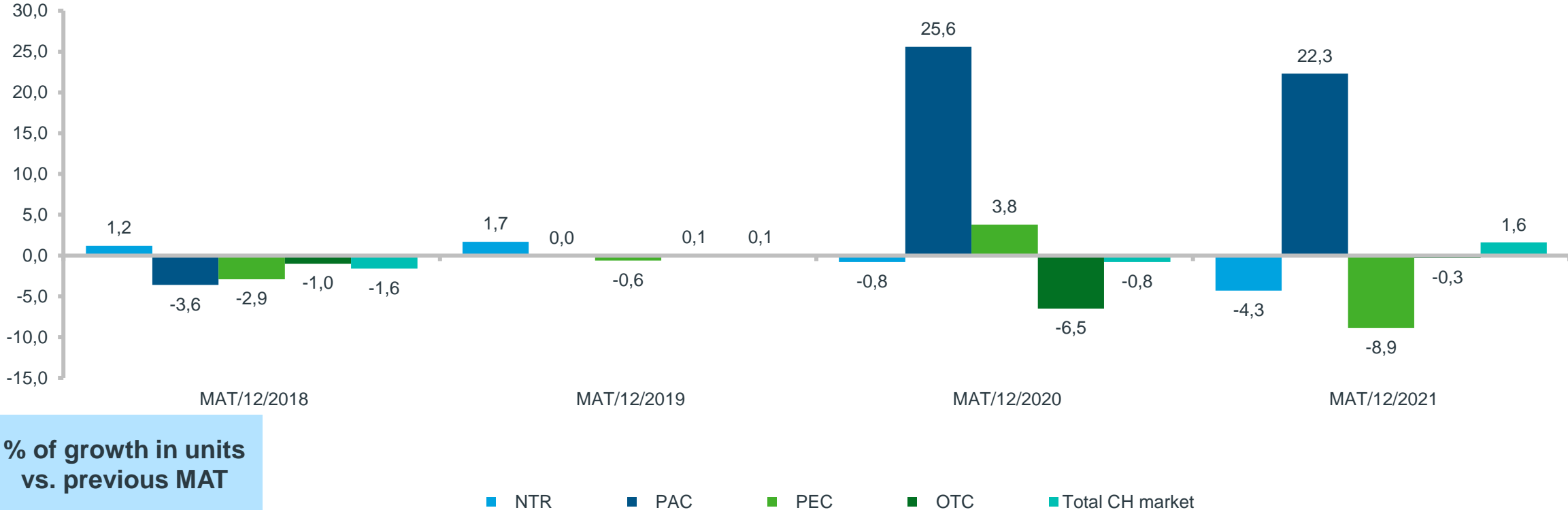
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 1,6% while the OTC segment declines with -0,3% in units

Sales Evolution – Units

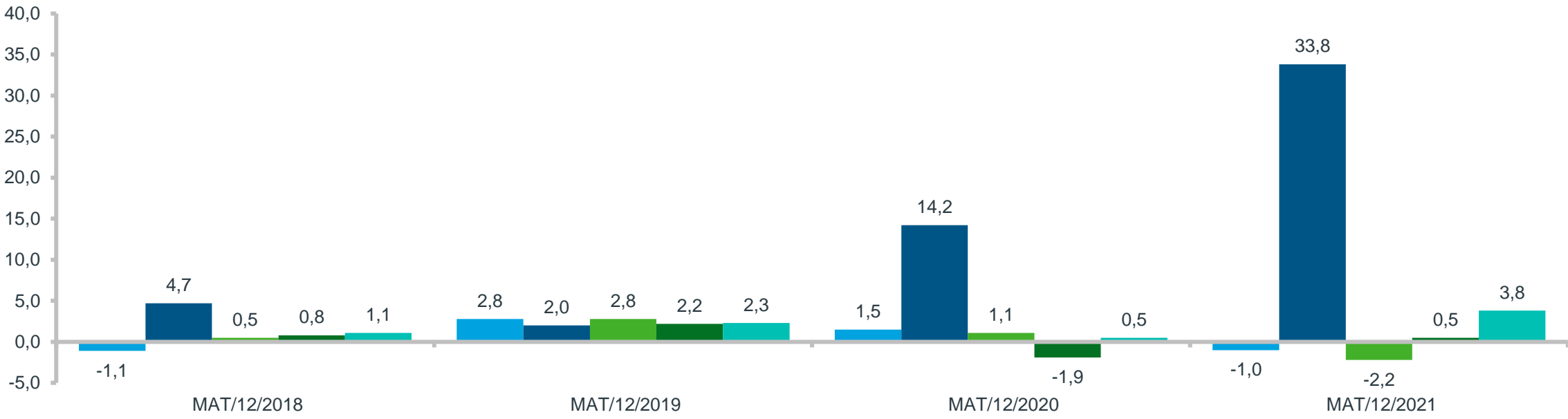


% of growth in units vs. previous MAT

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 3,8%, where Patient Care is growing with 33,8%

Sales Evolution – Value



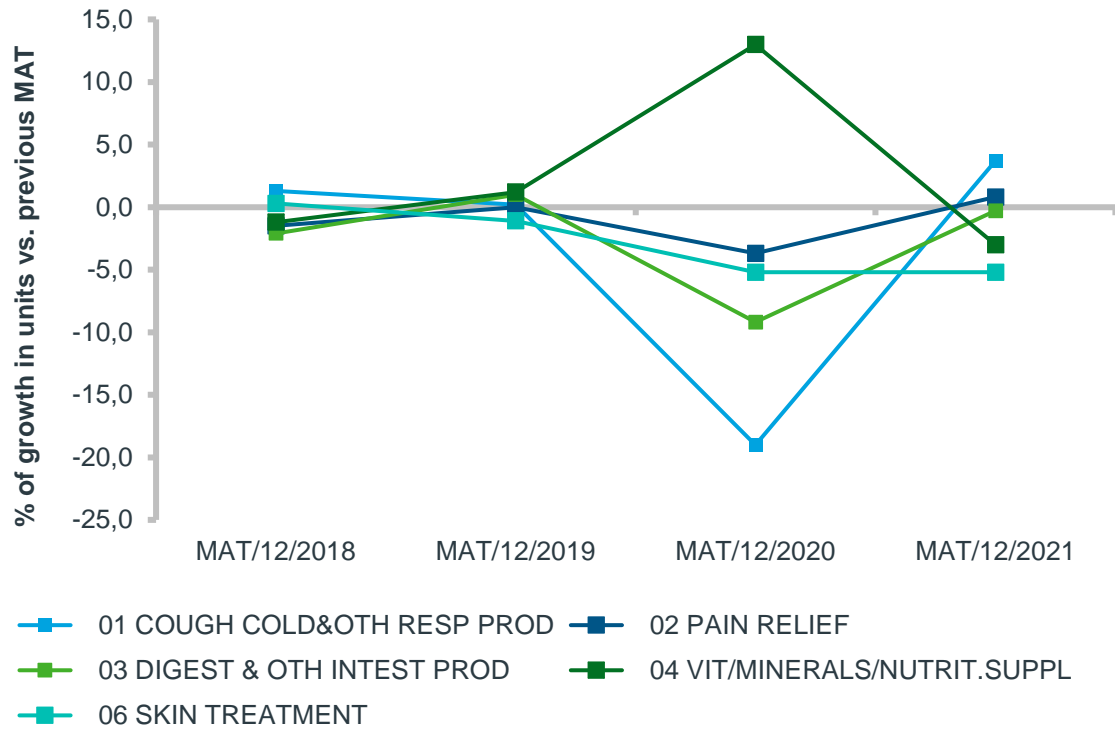
% of growth in value vs. previous MAT

■ NTR ■ PAC ■ PEC ■ OTC ■ Total CH market

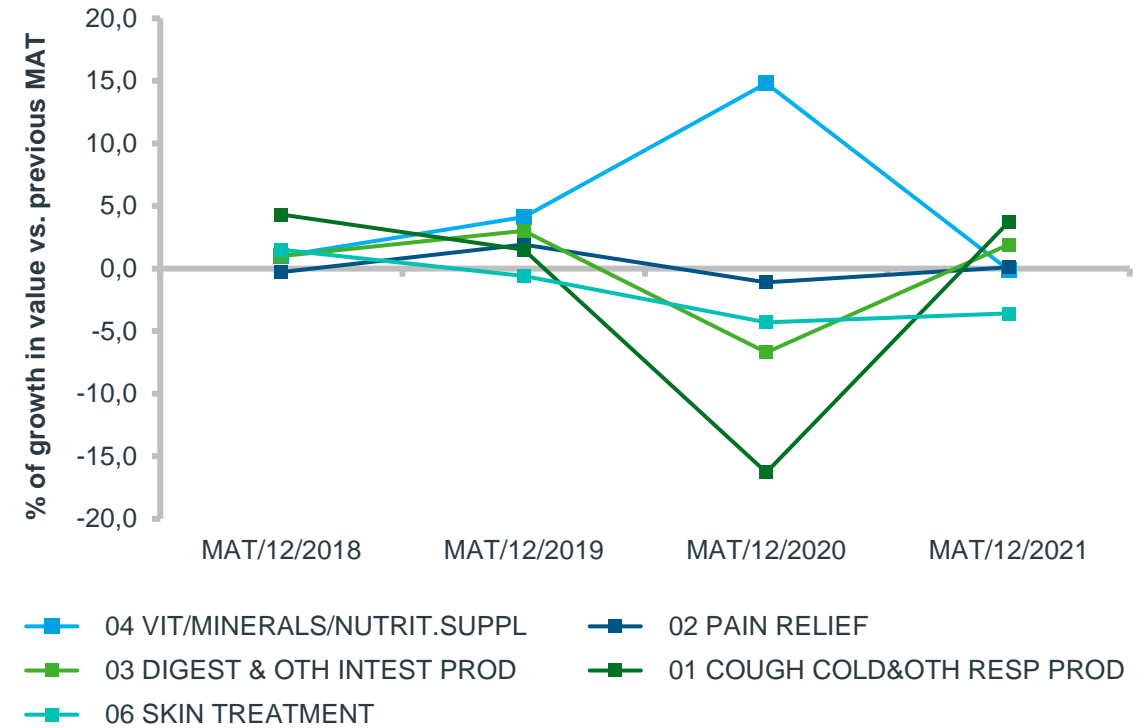
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



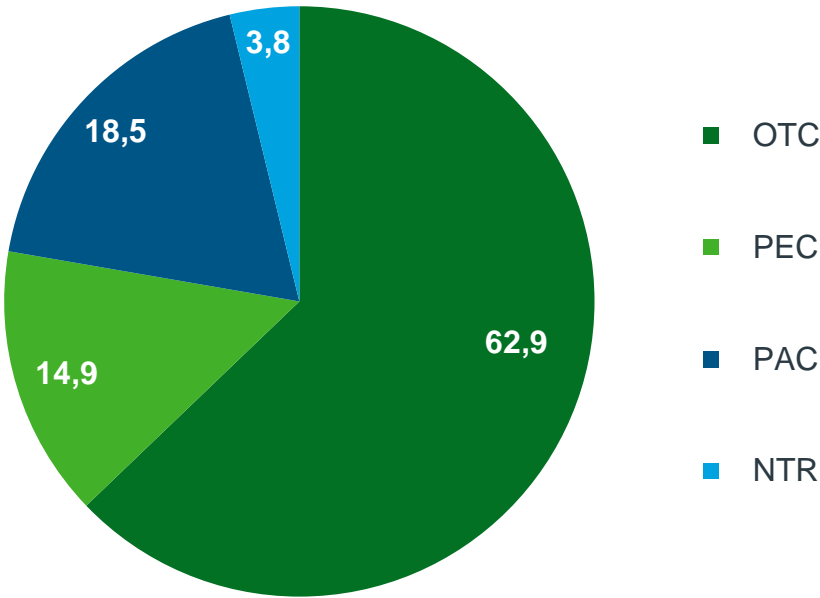
Sales Evolution – Value



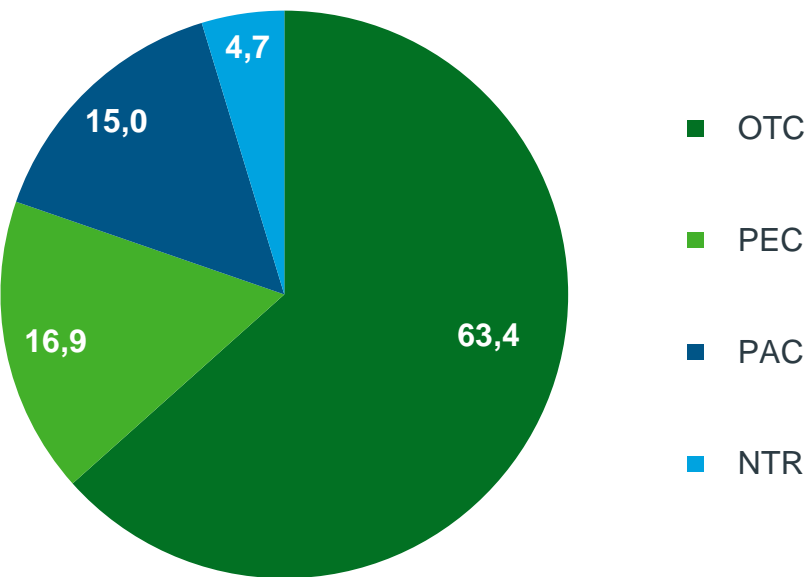
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 62,9% in units and 63,4% in value of the total CH market

Market Share in Units – MAT/12/2021



Market Share in Value – MAT/12/2021



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/12/2021	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/12/2021	% of the CH Market
02A GENERAL PAIN RELIEF	17,751,752	10.9	02A GENERAL PAIN RELIEF	€ 159,680,128	7.5
56J PROTEIN TESTS	9,677,667	5.9	56J PROTEIN TESTS	€ 83,412,096	3.9
01B COLD REMEDIES	9,586,939	5.9	01B COLD REMEDIES	€ 78,407,928	3.7
01A COUGH PRODUCTS	5,421,225	3.3	04F MINERAL SUPPLEMENTS	€ 70,136,616	3.3
03C LAXATIVES	4,961,617	3.0	07A EYE CARE	€ 65,111,024	3.1
01C SORE THROAT REMEDIES	4,646,272	2.9	35G MILK PRDS FOR CHILDREN	€ 63,467,820	3.0
04E OTHER SPECIFIC VITAMINS	4,559,746	2.8	04E OTHER SPECIFIC VITAMINS	€ 63,215,200	3.0
07A EYE CARE	4,343,116	2.7	02E MUSCULAR PAIN RELIEF	€ 62,159,616	2.9
02E MUSCULAR PAIN RELIEF	3,292,124	2.0	03C LAXATIVES	€ 60,877,268	2.9
35G MILK PRDS FOR CHILDREN	3,056,805	1.9	01A COUGH PRODUCTS	€ 50,945,964	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/12/2021)
56	TESTS+MEASURING INSTRUMNT	1,652,883
04	VIT. MIN. & NUTRIT. SUPPS	138,232
01	COUGH COLD&OTH RESP PROD	79,124
12	URINARY AND REPRODUCT CAR	60,742
83	UNISEX BEAUTY PRODUCTS	57,239
13	CALM/SLEEP&MOOD ENHANC PD	51,538
03	DIGEST & OTH INTEST PROD	51,111
10	CIRCULATORY PRODS.	34,058
07	EYE CARE	33,276
06	SKIN TREATMENT	32,568

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/12/2021)
56	TESTS+MEASURING INSTRUMNT	€ 13,726,345
04	VIT. MIN. & NUTRIT. SUPPS	€ 3,493,519
03	DIGEST & OTH INTEST PROD	€ 1,750,127
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,444,310
57	MEDICAL/SURGICAL AIDS	€ 1,425,441
12	URINARY AND REPRODUCT CAR	€ 1,188,735
83	UNISEX BEAUTY PRODUCTS	€ 1,074,829
07	EYE CARE	€ 704,653
06	SKIN TREATMENT	€ 578,040
35	BABY FOODS	€ 512,973

Source: IQVIA – CH Audits – Selling Out data