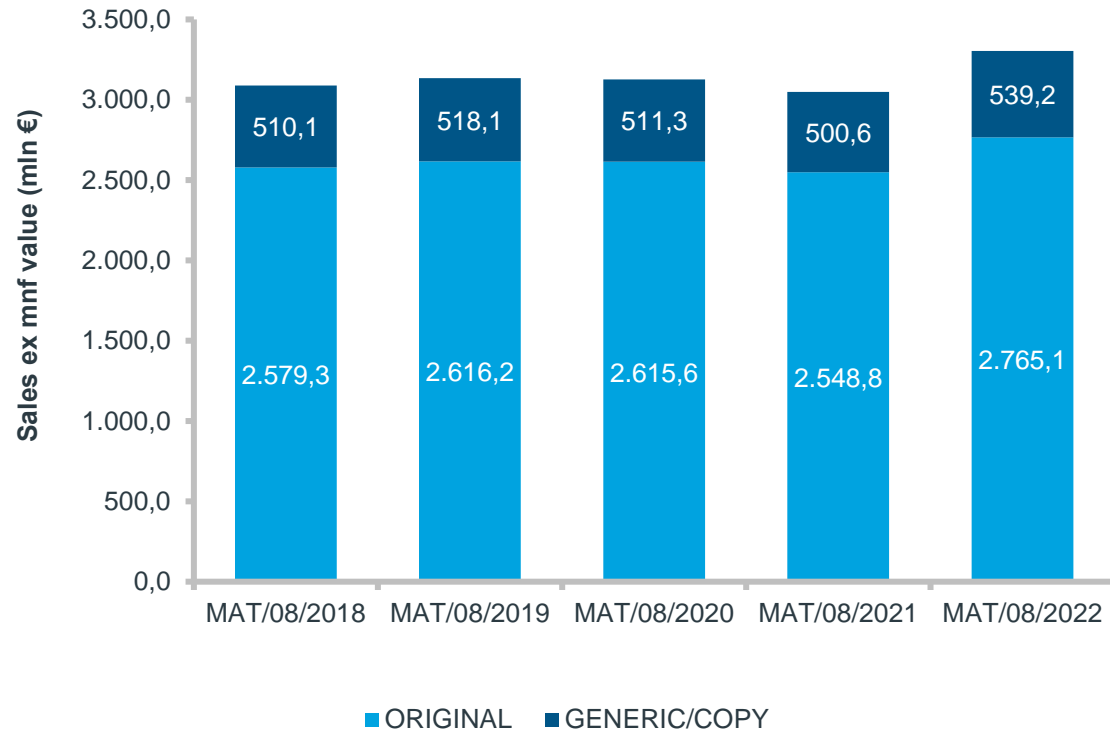


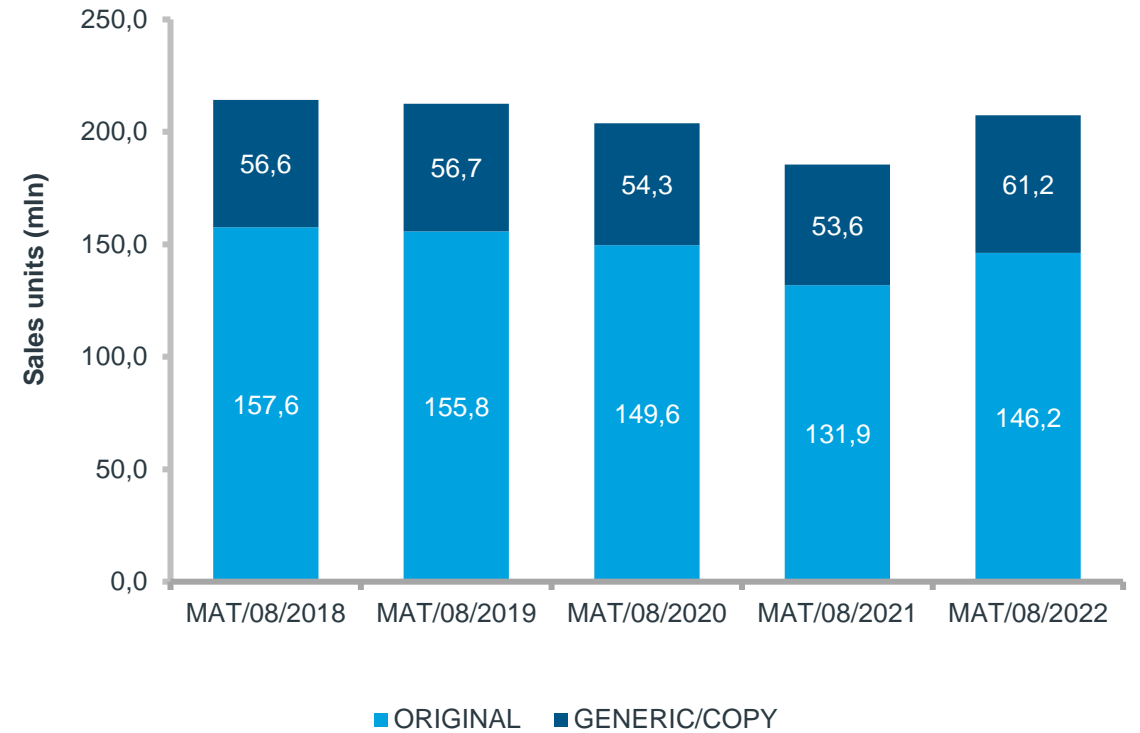
# The Belgian retail market is worth €3,30 billion

*It shows growth in both value and units for the current MAT*

## Sales Evolution – Value ex-mnf



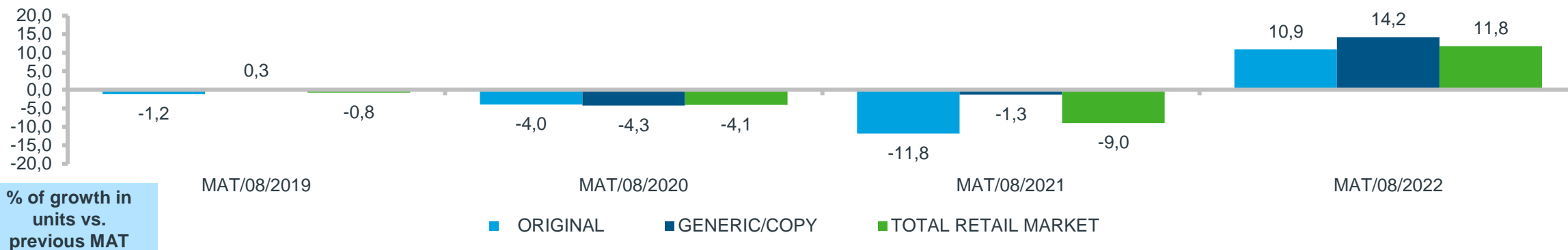
## Sales Evolution – Units



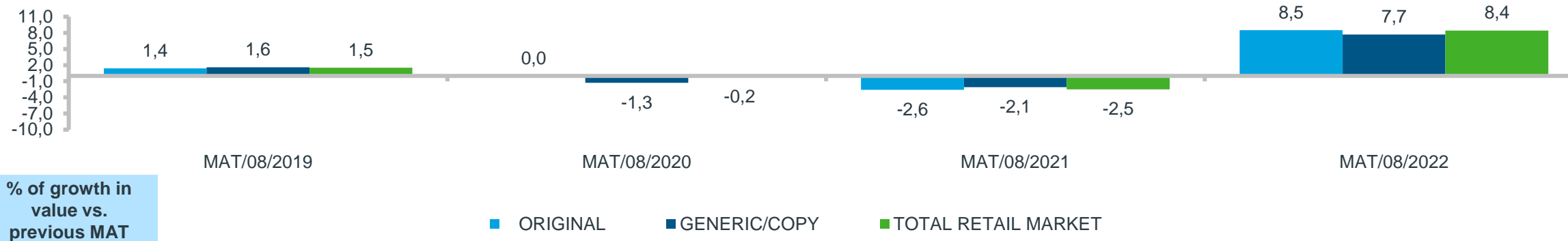
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 11,8%, where the generic/copy grows with 14,2% (Sales Evolution – Units)



In value, the total retail grows with 8,4%, while the generic/copy market also shows an increase of 7,7% (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/08/2022	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/08/2022	% of BE Retail Market
N02 ANALGESIQUES	24,516,043	11.8	L04 IMMUNOSUPPRESSEURS	356,064,730	10.8
N05 PSYCHOLEPTIQUES	13,717,767	6.6	B01 THROMBOLYTIQUES	275,181,083	8.3
A02 A-ACID.A-FLATUL.A-ULCER.	9,849,178	4.7	A10 ANTIDIABETIQUES	227,391,815	6.9
R05 ANTITUSSIFS PREP BRONCH	9,338,650	4.5	R03 ANTIASTHM & COPD PRDTS	211,995,291	6.4
R01 ANTIINF DECONGEST RHINO	8,915,001	4.3	N02 ANALGESIQUES	175,875,946	5.3
A10 ANTIDIABETIQUES	8,330,006	4.0	N05 PSYCHOLEPTIQUES	145,340,232	4.4
J01 ANTIBACTERIENS SYSTEMIQ.	7,485,577	3.6	J05 ANTIVIRAUX SYSTEMIQUES	138,807,044	4.2
N06 PSYCHO ANALEPTIQUES	7,199,916	3.5	C09 PROD ACT SYS RENIN-ANGIO	131,065,032	4.0
M01 ANTIINFLAM ANTIRHUMAT VG	6,843,609	3.3	C10 PR.LIPID-REGUL.A-ATHEROM	107,979,845	3.3
R03 ANTIASTHM & COPD PRDTS	6,228,299	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	93,034,156	2.8

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/08/2022	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/08/2022	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	9,338,650	4,612,198	N02 ANALGESIQUES	€ 175,875,946	42,294,885
N02 ANALGESIQUES	24,516,043	3,795,108	A10 ANTIDIABETIQUES	€ 227,391,815	31,309,103
J01 ANTIBACTERIENS SYSTEMIQ.	7,485,577	2,254,741	L04 IMMUNOSUPPRESSEURS	€ 356,064,730	27,495,814
R02 ANTIINF DECONGEST PHARYNX	4,471,947	2,111,014	R03 ANTIASTHM & COPD PRDTS	€ 211,995,291	23,999,458
R01 ANTIINF DECONGEST RHINO	8,915,001	2,005,515	R05 ANTITUSSIFS PREP BRONCH	€ 51,281,906	22,771,171
M01 ANTIINFLAM ANTIRHUMAT VG	6,843,609	1,072,218	B01 THROMBOLYTIQUES	€ 275,181,083	15,786,191
R03 ANTIASTHM & COPD PRDTS	6,228,299	916,956	A07 PROD TROUBLES INTESTINAUX	€ 39,268,897	12,873,158
A07 PROD TROUBLES INTESTINAUX	2,721,530	809,335	R02 ANTIINF DECONGEST PHARYNX	€ 23,033,027	11,312,317
R06 ANTIHISTAMINIQUES V GENER	4,115,835	588,637	J01 ANTIBACTERIENS SYSTEMIQ.	€ 45,321,513	10,381,532
S01 PRDT OPHTALMOLOGIQUES	5,445,074	563,478	M01 ANTIINFLAM ANTIRHUMAT VG	€ 57,032,772	9,643,098

Source: IQVIA – LMPB services – Selling In data