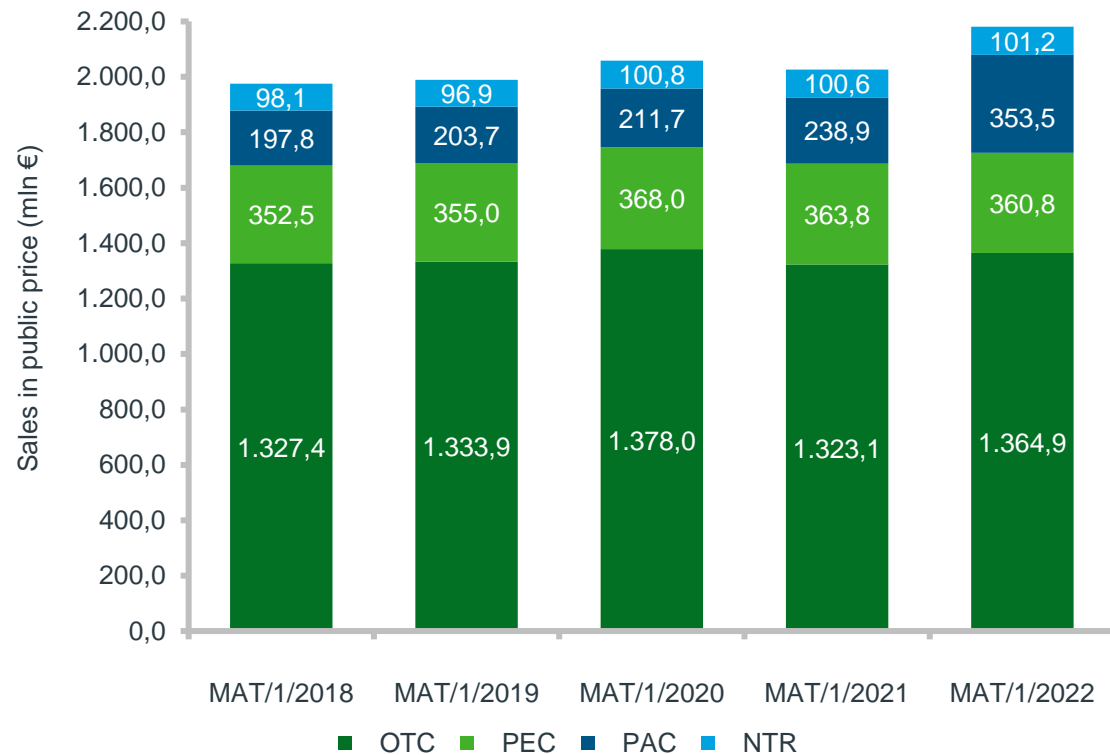
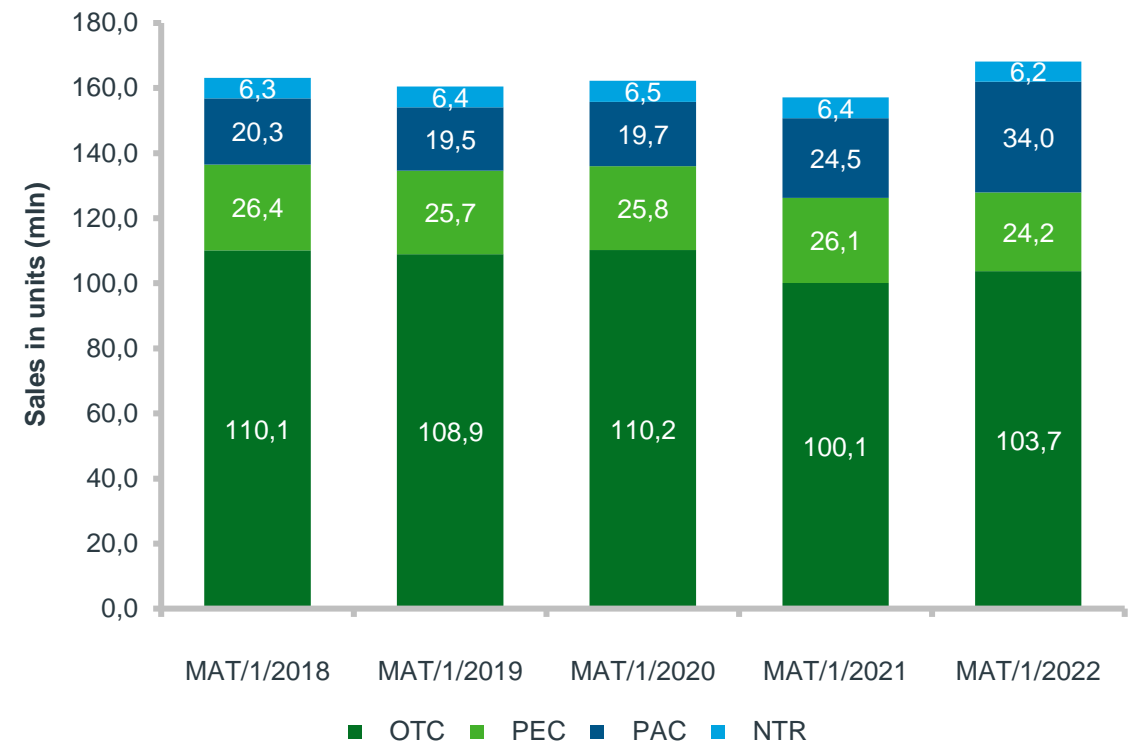


The Belgian Consumer Health market is worth €2,18 billion

Sales Evolution – Pub Value



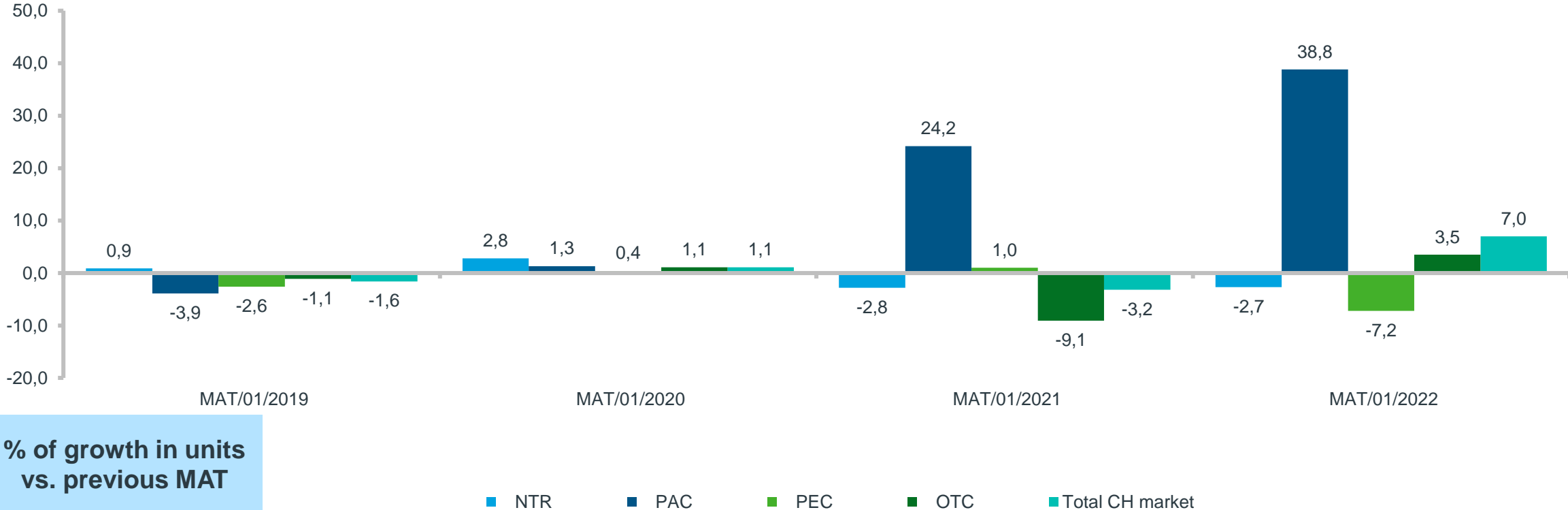
Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 7,0% while the OTC segment grows with 3,5% in units

Sales Evolution – Units



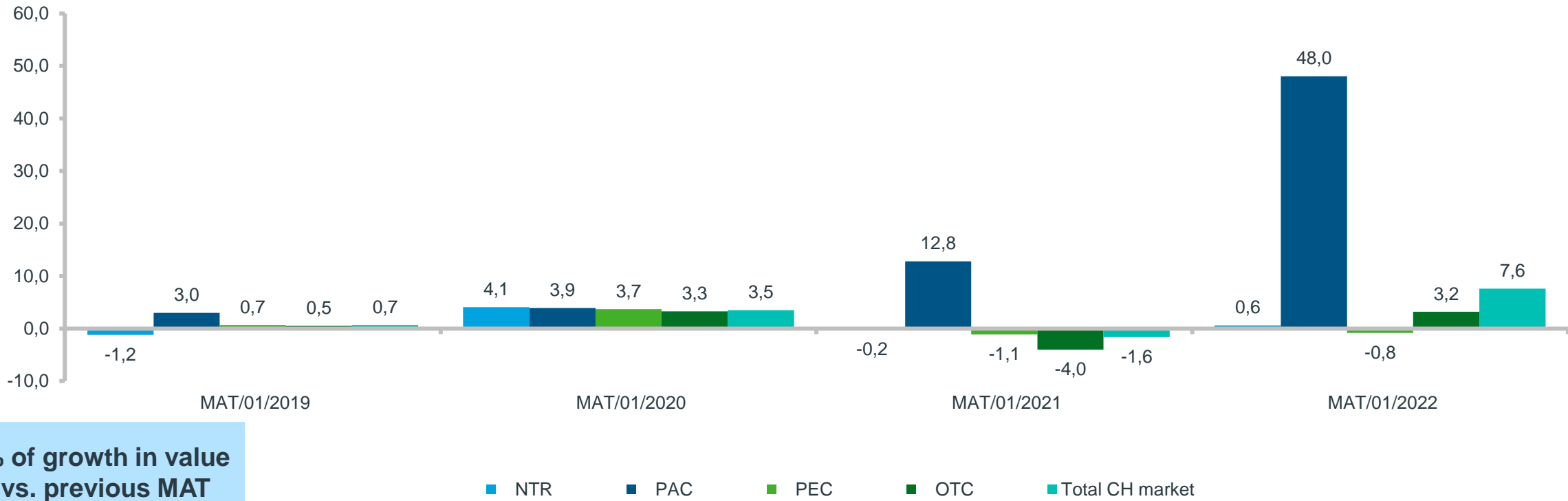
% of growth in units vs. previous MAT

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

Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market shows an increase of 7,6%, where Patient Care is growing with 48,0%

Sales Evolution – Value

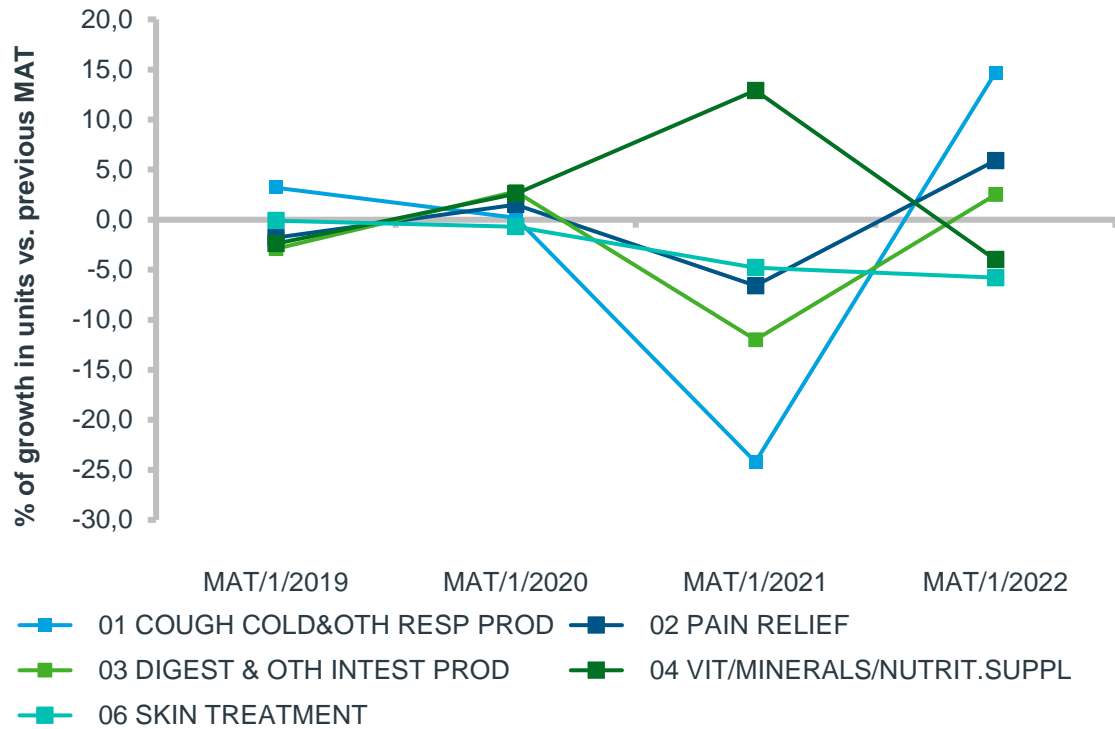


% of growth in value vs. previous MAT

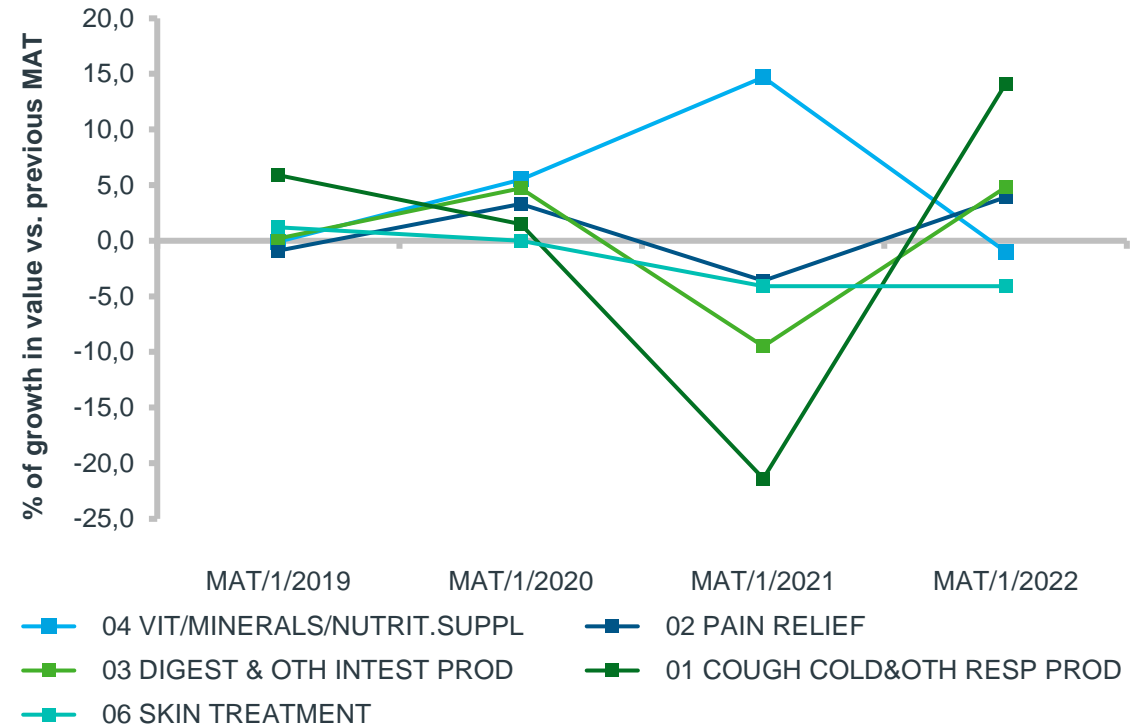
Source: IQVIA – CH Audits – Selling Out data

Top 5 OTC classes sales evolution

Sales Evolution – Units



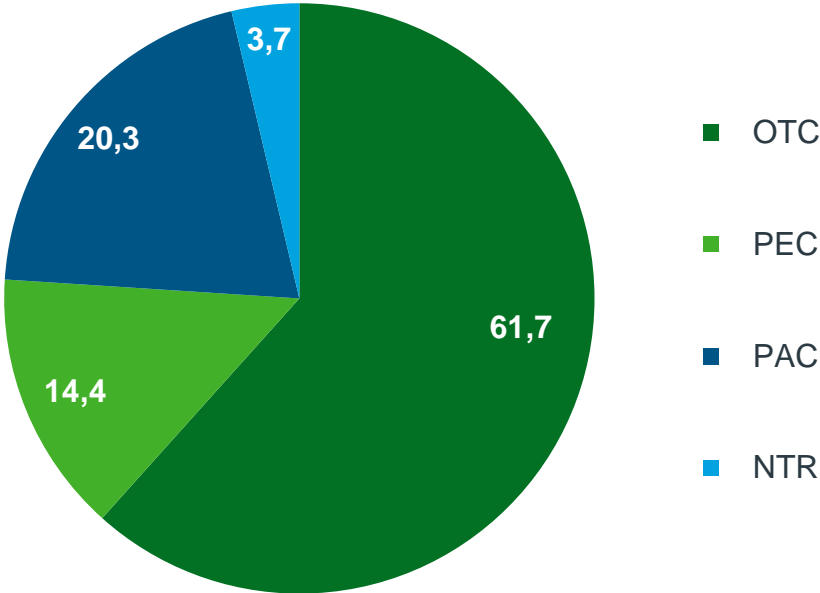
Sales Evolution – Value



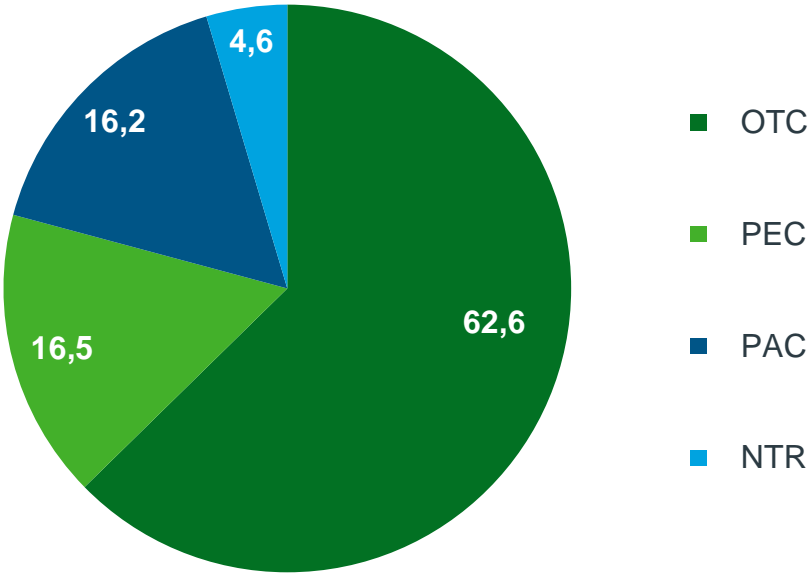
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 61,7% in units and 62,6% in value of the total CH market

Market Share in Units – MAT/01/2022



Market Share in Value – MAT/01/2022



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/01/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/01/2022	% of the CH Market
02A GENERAL PAIN RELIEF	18,350,140	10.9	02A GENERAL PAIN RELIEF	€ 165,036,800	7.6
56T CORONAVIRUS TESTS	13,461,157	8.0	56T CORONAVIRUS TESTS	€ 116,118,880	5.3
01B COLD REMEDIES	9,884,865	5.9	01B COLD REMEDIES	€ 80,909,328	3.7
01A COUGH PRODUCTS	5,693,634	3.4	04F MINERAL SUPPLEMENTS	€ 70,203,960	3.2
03C LAXATIVES	4,955,994	2.9	07A EYE CARE	€ 65,396,712	3.0
01C SORE THROAT REMEDIES	4,875,153	2.9	35G MILK PRDS FOR CHILDREN	€ 64,160,300	2.9
04E OTHER SPECIFIC VITAMINS	4,518,164	2.7	04E OTHER SPECIFIC VITAMINS	€ 62,989,320	2.9
07A EYE CARE	4,355,207	2.6	02E MUSCULAR PAIN RELIEF	€ 62,034,376	2.8
02E MUSCULAR PAIN RELIEF	3,283,112	2.0	03C LAXATIVES	€ 60,951,072	2.8
35G MILK PRDS FOR CHILDREN	3,078,738	1.8	01A COUGH PRODUCTS	€ 53,462,376	2.5

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/01/2022)
56	TESTS+MEASURING INSTRUMNT	2,717,397
01	COUGH COLD&OTH RESP PROD	735,507
02	PAIN RELIEF	191,812
03	DIGEST & OTH INTEST PROD	158,330
04	VIT. MIN. & NUTRIT. SUPPS	156,014
83	UNISEX BEAUTY PRODUCTS	60,121
12	URINARY AND REPRODUCT CAR	59,798
06	SKIN TREATMENT	55,370
13	CALM/SLEEP&MOOD ENHANC PD	50,400
10	CIRCULATORY PRODS.	46,715

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/01/2022)
56	TESTS+MEASURING INSTRUMNT	€ 22,330,223
01	COUGH COLD&OTH RESP PROD	€ 5,829,734
04	VIT. MIN. & NUTRIT. SUPPS	€ 3,751,270
03	DIGEST & OTH INTEST PROD	€ 3,341,517
02	PAIN RELIEF	€ 1,550,792
13	CALM/SLEEP&MOOD ENHANC PD	€ 1,406,098
12	URINARY AND REPRODUCT CAR	€ 1,179,712
83	UNISEX BEAUTY PRODUCTS	€ 1,100,825
57	MEDICAL/SURGICAL AIDS	€ 1,085,514
07	EYE CARE	€ 829,558

Source: IQVIA – CH Audits – Selling Out data