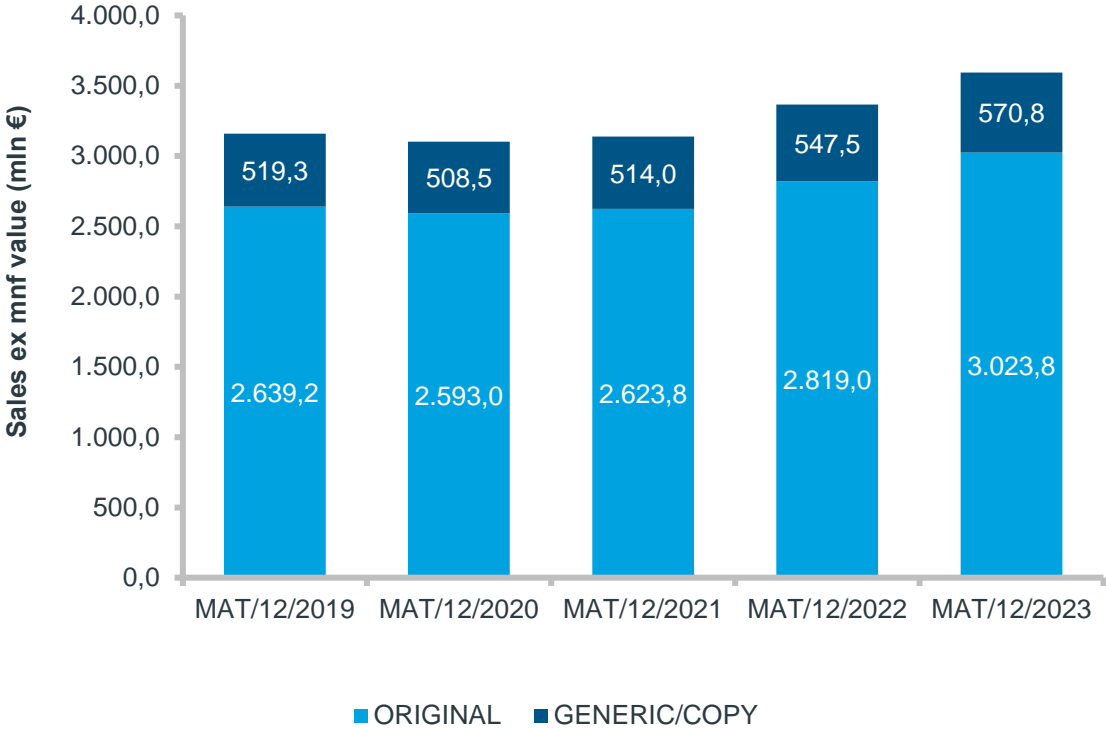


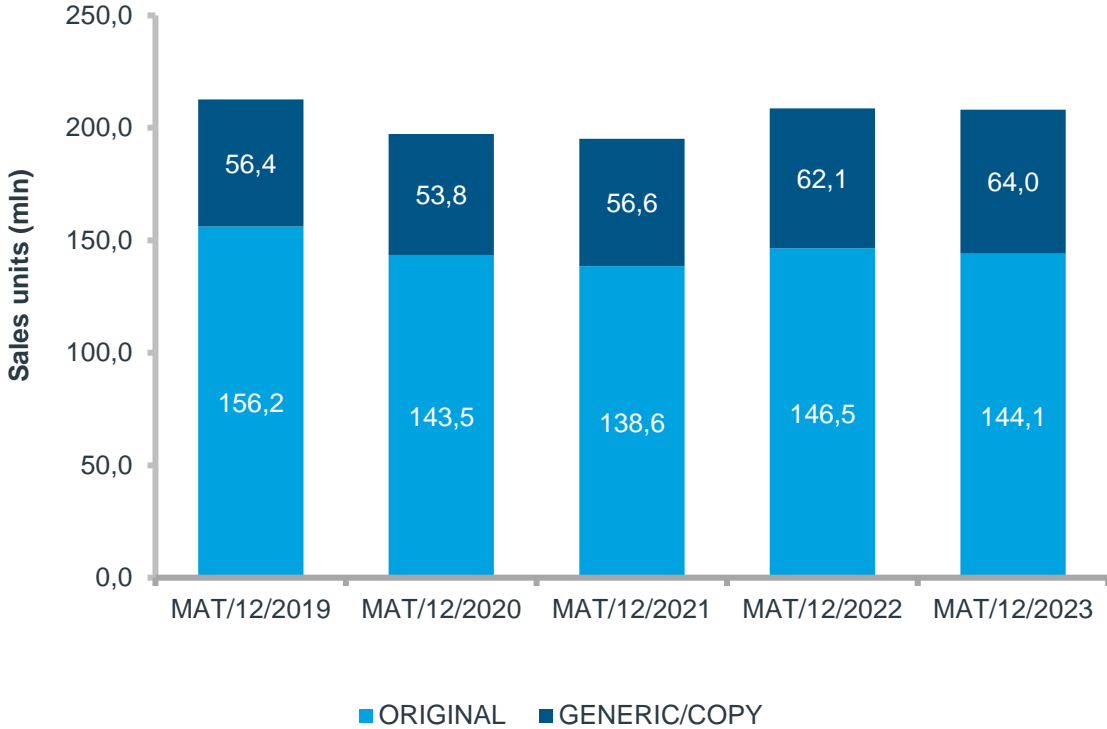
The Belgian retail market is worth €3,60 billion

It shows growth in value and decrease in units for the current MAT

Sales Evolution – Value ex-mnf



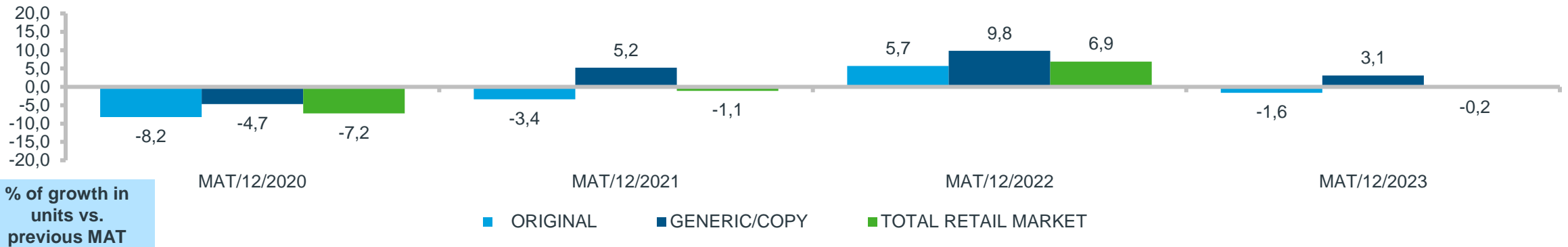
Sales Evolution – Units



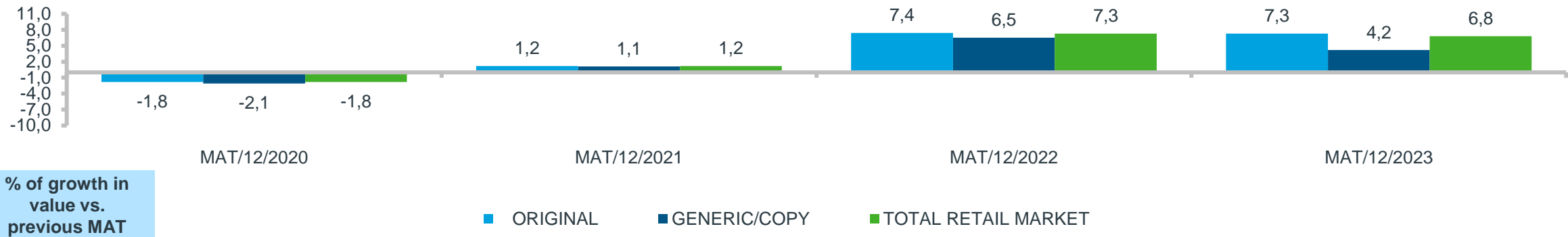
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows a decrease of -0,2%, where the generic/copy grows with 3,1% (Sales Evolution – Units)



In value, the total retail grows with 6,8%, while the generic/copy market also shows an increase of 4,2% (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/12/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/12/2023	% of BE Retail Market
N02 ANALGESIQUES	25,637,490	12.3	L04 IMMUNOSUPPRESSEURS	397,915,088	11.1
N05 PSYCHOLEPTIQUES	12,846,238	6.2	B01 THROMBOLYTIQUES	284,205,101	7.9
R05 ANTITUSSIFS PREP BRONCH	10,600,461	5.1	A10 ANTIDIABETIQUES	281,312,023	7.8
A02 A-ACID.A-FLATUL.A-ULCER.	9,790,722	4.7	R03 ANTIASTHM & COPD PRDTS	236,596,891	6.6
R01 ANTIINF DECONGEST RHINO	9,069,445	4.4	N02 ANALGESIQUES	195,346,498	5.4
A10 ANTIDIABETIQUES	9,059,357	4.4	C10 PR.LIPID-REGUL.A-ATHEROM	169,620,432	4.7
J01 ANTIBACTERIENS SYSTEMIQ.	8,310,140	4.0	J05 ANTIVIRAUX SYSTEMIQUES	146,211,988	4.1
N06 PSYCHO ANALEPTIQUES	7,279,818	3.5	C09 PROD ACT SYS RENIN-ANGIO	141,959,908	3.9
C10 PR.LIPID-REGUL.A-ATHEROM	6,704,869	3.2	N05 PSYCHOLEPTIQUES	140,195,992	3.9
R03 ANTIASTHM & COPD PRDTS	6,296,366	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	93,106,088	2.6

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/12/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/12/2023	Absolute Growth in value
C10 PR.LIPID-REGUL.A-ATHEROM	6,704,869	638,269	C10 PR.LIPID-REGUL.A-ATHEROM	€ 169,620,432	49,393,772
A10 ANTIDIABETIQUES	9,059,357	589,634	A10 ANTIDIABETIQUES	€ 281,312,023	39,673,658
J01 ANTIBACTERIENS SYSTEMIQ.	8,310,140	485,492	D05 PRD NN STER TR.INFL.CUT.	€ 81,951,506	33,727,117
S01 PRDT OPHTALMOLOGIQUES	5,825,000	258,681	L04 IMMUNOSUPPRESSEURS	€ 397,915,088	24,435,552
J07 VACCINS	3,160,784	213,335	R03 ANTIASTHM & COPD PRDTS	€ 236,596,891	18,688,554
R05 ANTITUSSIFS PREP BRONCH	10,600,461	178,228	N02 ANALGESIQUES	€ 195,346,498	11,331,028
D06 ANTIBIOTIQ&ANTIVIR TOPIQ	1,563,470	175,864	C09 PROD ACT SYS RENIN-ANGIO	€ 141,959,908	9,412,892
C09 PROD ACT SYS RENIN-ANGIO	6,186,764	153,724	A07 PROD TROUBLES INTESTINAUX	€ 53,127,369	9,168,010
N06 PSYCHO ANALEPTIQUES	7,279,818	110,121	J07 VACCINS	€ 71,351,895	8,624,656
N07 A.PROD ACT SUR SNC	1,907,719	105,244	J05 ANTIVIRAUX SYSTEMIQUES	€ 146,211,988	5,678,852

Source: IQVIA – LMPB services – Selling In data