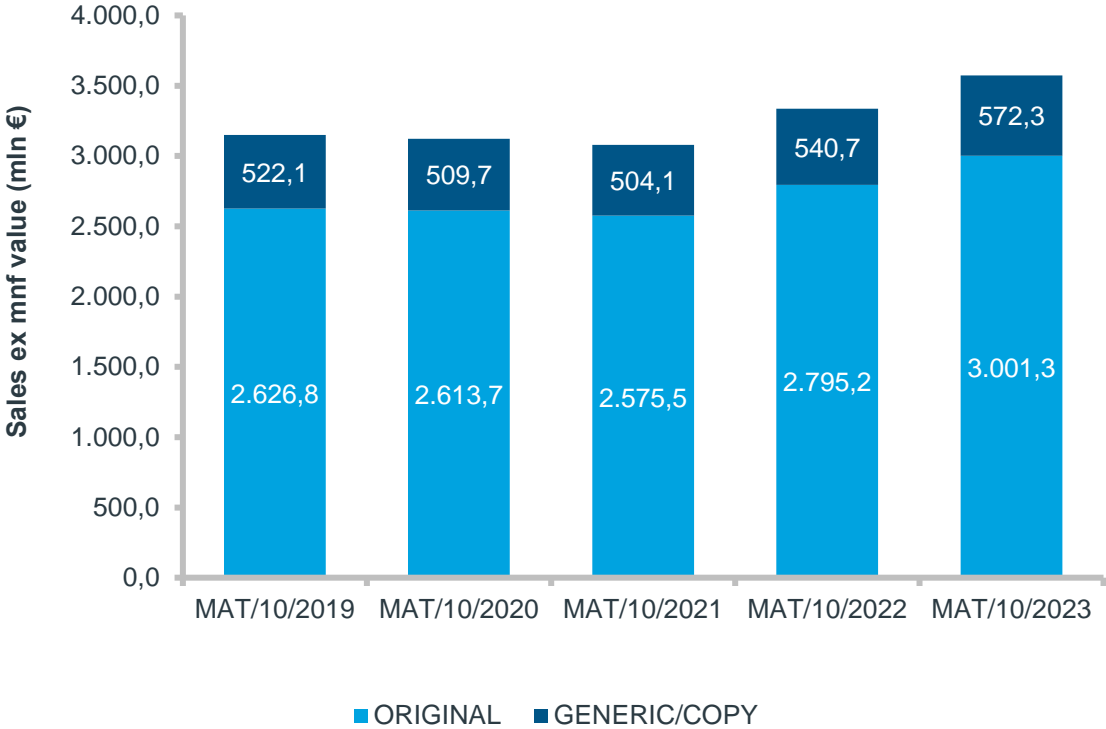


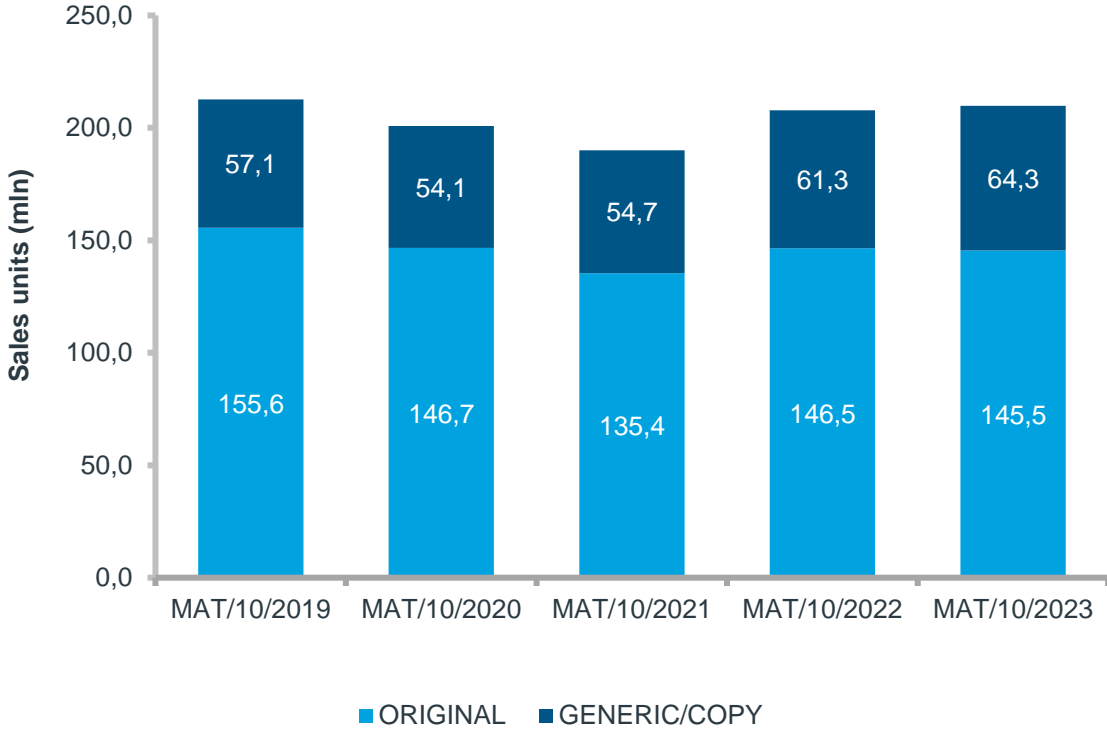
# The Belgian retail market is worth €3,57 billion

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

### Sales Evolution – Value ex-mnf



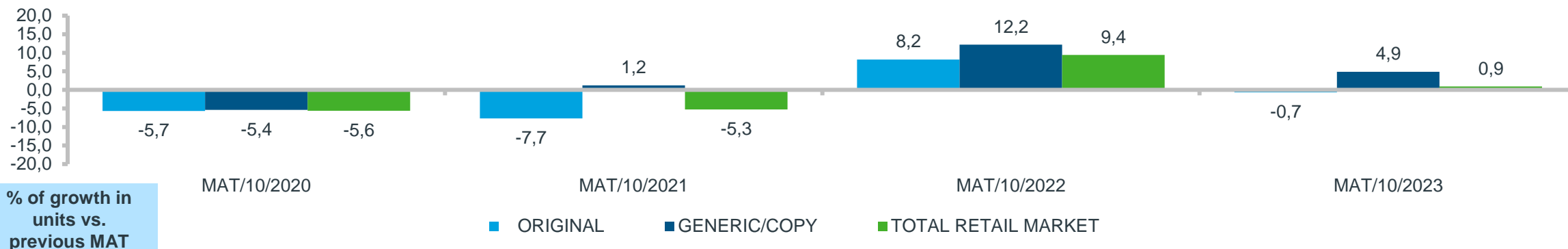
### Sales Evolution – Units



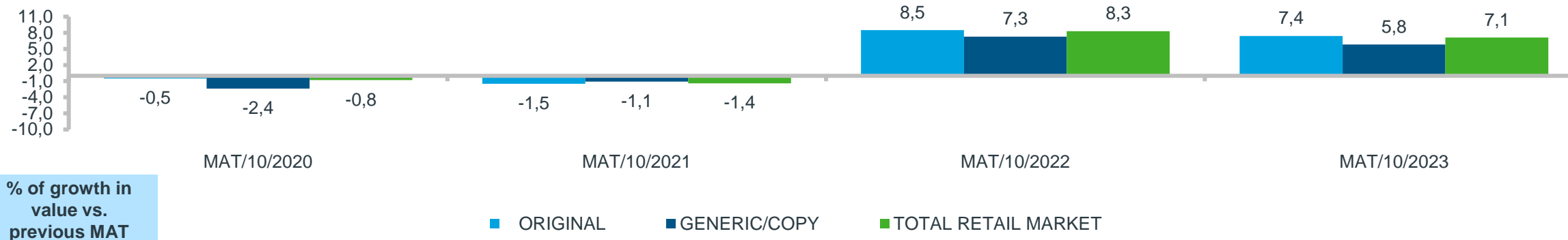
Source: IQVIA – LMPB services – Selling In data

# Retail market BE: original vs generics

The total retail market in units shows an increase of 0,9%, where the generic/copy grows with 4,9% (Sales Evolution – Units)



In value, the total retail grows with 7,1%, while the generic/copy market also shows an increase of 5,8% (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/10/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/10/2023	% of BE Retail Market
N02 ANALGESIQUES	26,267,938	12.5	L04 IMMUNOSUPPRESSEURS	394,931,832	11.1
N05 PSYCHOLEPTIQUES	12,941,336	6.2	B01 THROMBOLYTIQUES	284,664,249	8.0
R05 ANTITUSSIFS PREP BRONCH	10,937,536	5.2	A10 ANTIDIABETIQUES	279,019,336	7.8
A02 A-ACID.A-FLATUL.A-ULCER.	9,908,464	4.7	R03 ANTIASTHM & COPD PRDTS	233,856,939	6.5
R01 ANTIINF DECONGEST RHINO	9,200,057	4.4	N02 ANALGESIQUES	195,426,920	5.5
A10 ANTIDIABETIQUES	9,020,027	4.3	C10 PR.LIPID-REGUL.A-ATHEROM	160,409,615	4.5
J01 ANTIBACTERIENS SYSTEMIQ.	8,605,232	4.1	J05 ANTIVIRAUX SYSTEMIQUES	145,242,489	4.1
N06 PSYCHO ANALEPTIQUES	7,264,193	3.5	C09 PROD ACT SYS RENIN-ANGIO	141,380,139	4.0
C10 PR.LIPID-REGUL.A-ATHEROM	6,576,569	3.1	N05 PSYCHOLEPTIQUES	140,957,709	3.9
R03 ANTIASTHM & COPD PRDTS	6,376,096	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	94,120,653	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/10/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/10/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,937,536	1,177,067	C10 PR.LIPID-REGUL.A-ATHEROM	€ 160,409,615	46,581,133
J01 ANTIBACTERIENS SYSTEMIQ.	8,605,232	1,142,622	A10 ANTIDIABETIQUES	€ 279,019,336	44,495,930
A10 ANTIDIABETIQUES	9,020,027	607,283	D05 PRD NN STER TR.INFL.CUT.	€ 75,511,765	26,343,112
C10 PR.LIPID-REGUL.A-ATHEROM	6,576,569	559,272	L04 IMMUNOSUPPRESSEURS	€ 394,931,832	24,694,311
S01 PRDT OPHTALMOLOGIQUES	5,851,203	340,549	R03 ANTIASTHM & COPD PRDTS	€ 233,856,939	20,260,523
R03 ANTIASTHM & COPD PRDTS	6,376,096	199,030	N02 ANALGESIQUES	€ 195,426,920	13,156,862
R01 ANTIINF DECONGEST RHINO	9,200,057	169,239	C09 PROD ACT SYS RENIN-ANGIO	€ 141,380,139	10,114,569
D06 ANTIBIOTIQ&ANTIVIR TOPIQ	1,539,239	157,097	A07 PROD TROUBLES INTESTINAUX	€ 51,982,417	10,013,137
C09 PROD ACT SYS RENIN-ANGIO	6,187,280	147,381	B01 THROMBOLYTIQUES	€ 284,664,249	7,507,889
A02 A-ACID.A-FLATUL.A-ULCER.	9,908,464	141,300	R05 ANTITUSSIFS PREP BRONCH	€ 60,995,308	7,502,748

Source: IQVIA – LMPB services – Selling In data