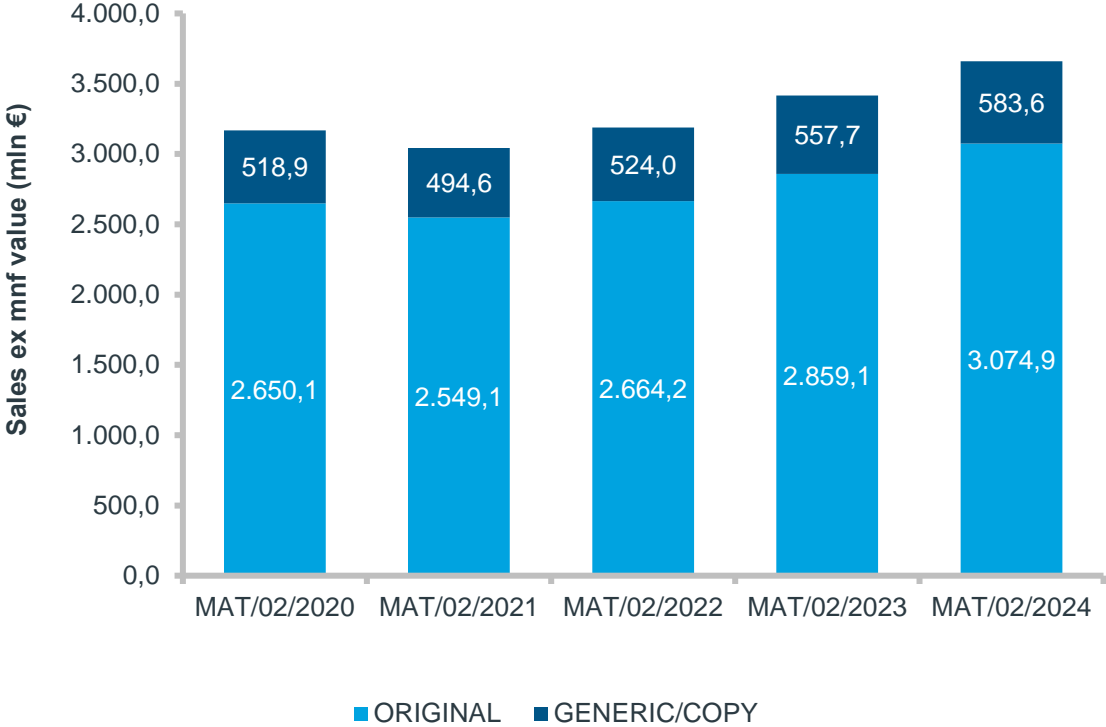


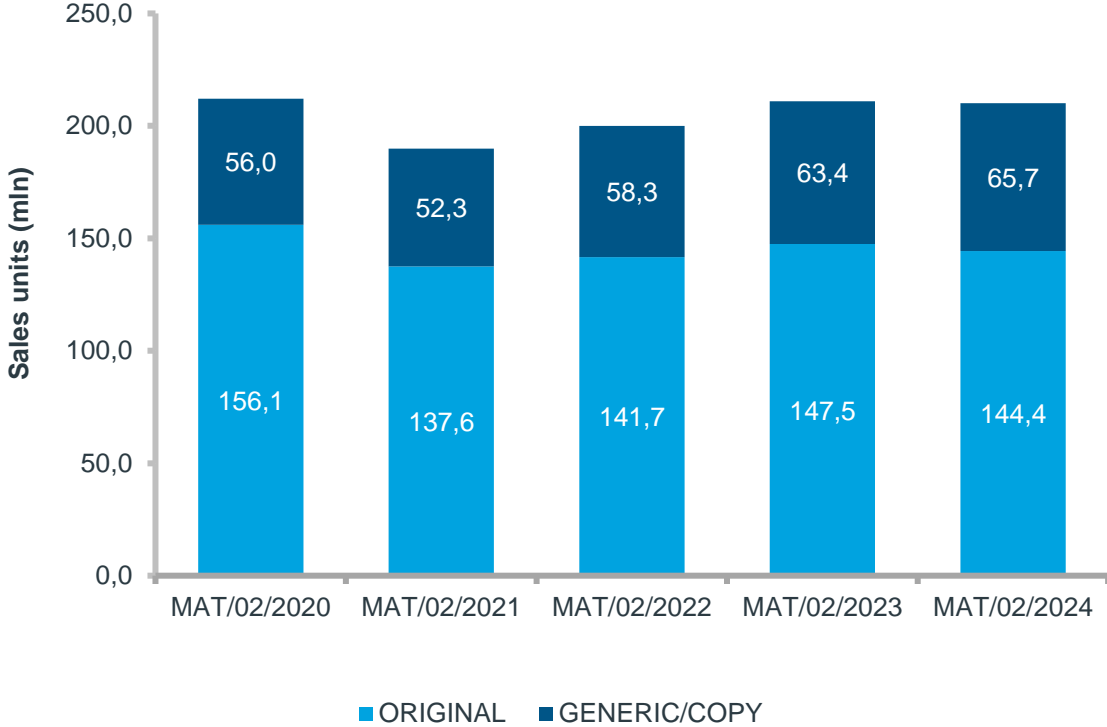
The Belgian retail market is worth €3,66 billion

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

Sales Evolution – Value ex-mnf



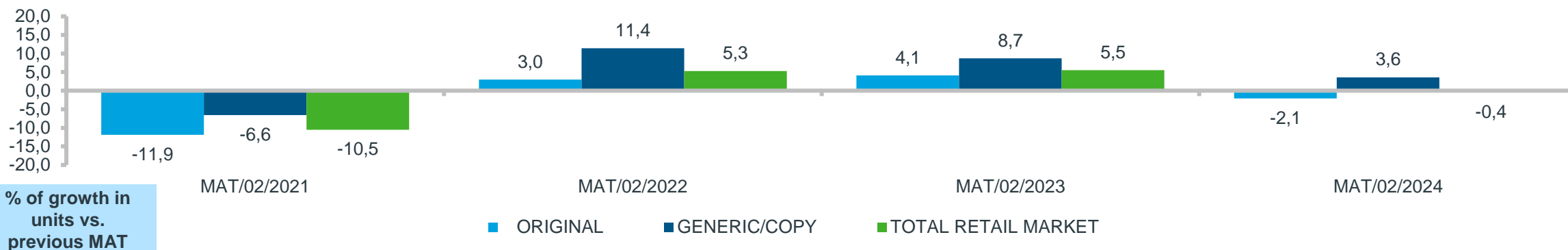
Sales Evolution – Units



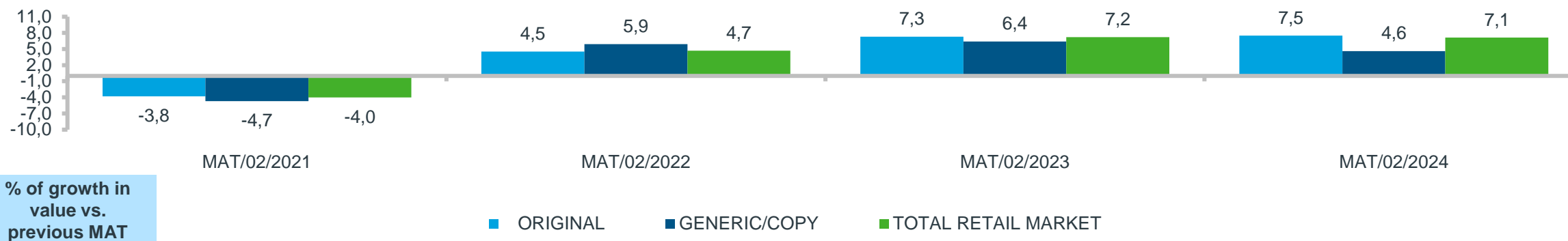
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows a decrease of -0,4%, where the generic/copy grows with 3,6% (Sales Evolution – Units)



In value, the total retail grows with 7,1%, while the generic/copy market also shows an increase of 4,6% (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/02/2024	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/02/2024	% of BE Retail Market
N02 ANALGESIQUES	25,511,560	12.1	L04 IMMUNOSUPPRESSEURS	405,325,910	11.1
N05 PSYCHOLEPTIQUES	13,046,543	6.2	A10 ANTIDIABETIQUES	289,917,667	7.9
R05 ANTITUSSIFS PREP BRONCH	10,396,551	4.9	B01 THROMBOLYTIQUES	287,053,152	7.8
A02 A-ACID.A-FLATUL.A-ULCER.	9,989,795	4.8	R03 ANTIASTHM & COPD PRDTS	242,533,507	6.6
A10 ANTIDIABETIQUES	9,223,534	4.4	N02 ANALGESIQUES	197,152,207	5.4
R01 ANTIINF DECONGEST RHINO	9,188,623	4.4	C10 PR.LIPID-REGUL.A-ATHEROM	179,084,570	4.9
J01 ANTIBACTERIENS SYSTEMIQ.	8,458,818	4.0	J05 ANTIVIRAUX SYSTEMIQUES	148,268,994	4.1
N06 PSYCHO ANALEPTIQUES	7,434,821	3.5	C09 PROD ACT SYS RENIN-ANGIO	144,810,101	4.0
C10 PR.LIPID-REGUL.A-ATHEROM	6,859,578	3.3	N05 PSYCHOLEPTIQUES	141,318,166	3.9
R03 ANTIASTHM & COPD PRDTS	6,434,479	3.1	A02 A-ACID.A-FLATUL.A-ULCER.	94,795,796	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/02/2024	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/02/2024	Absolute Growth in value
A10 ANTIDIABETIQUES	9,223,534	677,314	C10 PR.LIPID-REGUL.A-ATHEROM	€ 179,084,570	51,309,967
C10 PR.LIPID-REGUL.A-ATHEROM	6,859,578	675,974	A10 ANTIDIABETIQUES	€ 289,917,667	43,246,635
R06 ANTIHISTAMINIQUES V GENER	4,414,471	333,846	D05 PRD NN STER TR.INFL.CUT.	€ 87,395,754	36,713,646
N06 PSYCHO ANALEPTIQUES	7,434,821	271,200	L04 IMMUNOSUPPRESSEURS	€ 405,325,910	25,272,065
S01 PRDT OPHTALMOLOGIQUES	5,925,245	254,099	R03 ANTIASTHM & COPD PRDTS	€ 242,533,507	19,321,059
C09 PROD ACT SYS RENIN-ANGIO	6,289,392	248,833	C09 PROD ACT SYS RENIN-ANGIO	€ 144,810,101	10,728,324
C07 BETA BLOQUANTS	4,985,745	198,222	A07 PROD TROUBLES INTESTINAUX	€ 55,383,512	9,201,100
J07 VACCINS	3,164,549	174,620	N02 ANALGESIQUES	€ 197,152,207	8,380,369
M01 ANTIINFLAM ANTIRHUMAT VG	5,403,920	173,282	J07 VACCINS	€ 71,695,327	7,348,637
J01 ANTIBACTERIENS SYSTEMIQ.	8,458,818	163,552	B01 THROMBOLYTIQUES	€ 287,053,152	6,863,345

Source: IQVIA – LMPB services – Selling In data