



Monthly Belgium and Luxembourg Market Trends April 2025

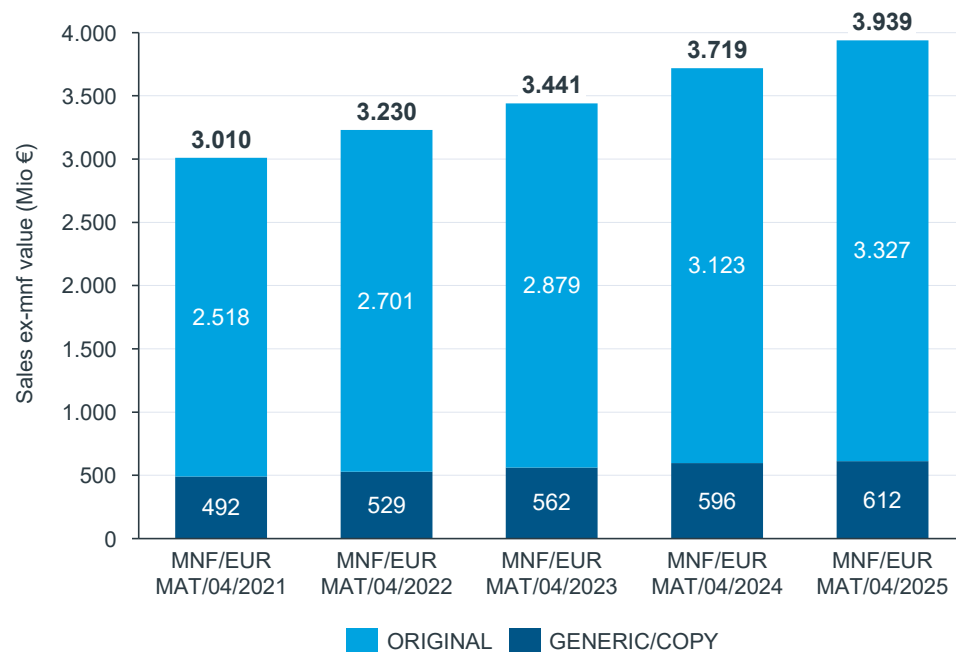
- + **Belgium: Retail**
- + Belgium: Consumer Health
- + Luxembourg: Retail

The Belgian retail market is worth € 3.9 billion in 2025

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

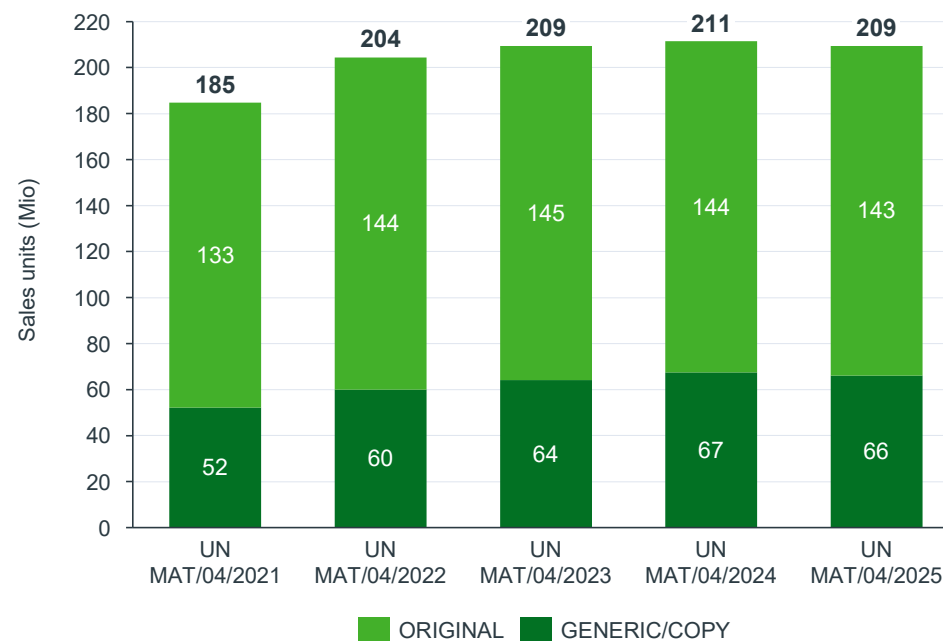
Sales Evolution

VALUE ex-mnf



Sales Evolution

UNITS

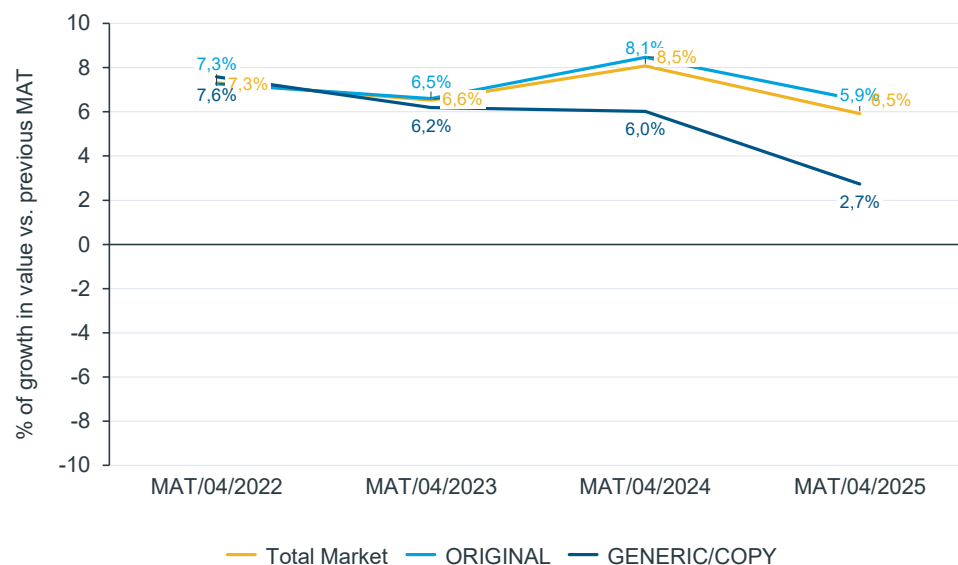


Retail market growth evolution BE: original vs generics

In value, the total retail grows with 06%, while the generic/copy market also shows an increase of 03%
The total retail market in units shows a decrease of -01% while the generic/copy market also declines with -02%

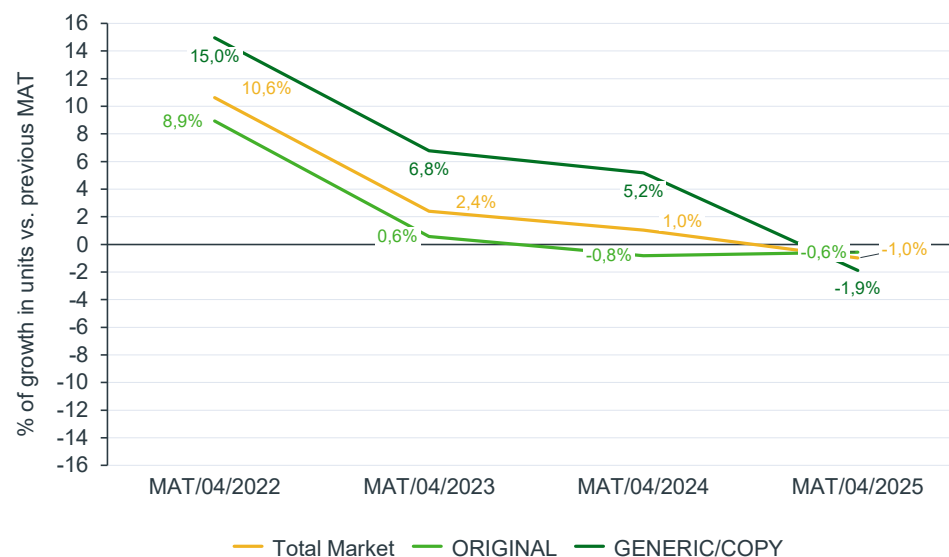
% of growth versus previous MAT

VALUE ex-mnf



% of growth versus previous MAT

UNITS



The top 10 best selling ATC classes in retail in units and value (registered products)

Top 10 Best Selling ATC classes in retail VALUE ex-mnf



	MNF/EUR MAT/04/2025	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	427 M €	11%
A10 ANTIDIABETIQUES	357 M €	9%
R03 ANTIASHTM & COPD PRDTS	268 M €	7%
B01 THROMBOLYTIQUES	265 M €	7%
C10 PR LIPID-REGUL A-ATHEROM	245 M €	6%
N02 ANALGESIQUES	224 M €	6%
C09 PROD ACT SYS RENIN-ANGIO	156 M €	4%
J05 ANTIVIRAUX SYSTEMIQUES	154 M €	4%
N05 PSYCHOLEPTIQUES	135 M €	3%
N07 A.PROD ACT SUR SNC	106 M €	3%

Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/04/2025	% of BE Retail Market
N02 ANALGESIQUES	25,823,594	12%
N05 PSYCHOLEPTIQUES	12,756,721	6%
R01 ANTIINF DECONGEST RHINO	10,376,132	5%
A02 A-ACID.A-FLATUL.A-ULCER.	10,032,681	5%
A10 ANTIDIABETIQUES	9,841,492	5%
R05 ANTITUSSIFS PREP BRONCH	9,416,923	4%
N06 PSYCHO ANALEPTIQUES	7,678,923	4%
C10 PR LIPID-REGUL A-ATHEROM	7,554,025	4%
J01 ANTIBACTERIENS SYSTEMIQ.	7,064,021	3%
C09 PROD ACT SYS RENIN-ANGIO	6,518,609	3%

Emerging Trends: Top 10 ATC Categories Showing Growth in Units and Value (Among Registered Products)

Fastest Growing ATC classes in retail in % growth in VALUE ex-mnf



	MNF/EUR MAT/04/2025	Absolute Growth in value	% growth
J06 SERUMS ET Y GLOBULINES	13830 K €	13206 K €	95%
R04 REVULSIFS PERCUTAN.INHAL	2133 K €	1072 K €	50%
D04 ANTIPRURIGINEUX	0.2 M €	0.1 M €	35%
G02 AUTRES PRODUITS GYNECOLOG	4809 K €	1191 K €	25%
A04 ANTIEMETIQUES.ANTINAUSEE	4.4 M €	1.0 M €	24%
V01 ALLERGENES	6.7 M €	1.6 M €	23%
A08 ANOREXIGENES SF DIETETIQ	9486 K €	2185 K €	23%
C10 PR LIPID-REGUL A-ATHEROM	244.6 M €	56.1 M €	23%
T01 DIAGNOSTIC PAR IMAGERIE	193 K €	41 K €	21%
D11 DERMATOLOGIE DIVERS	5289 K €	984 K €	19%

Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/04/2025	Absolute Growth in units	% growth
J06 SERUMS ET Y GLOBULINES	26,083	19,216	74%
R04 REVULSIFS PERCUTAN.INHAL	297,473	149,515	50%
V01 ALLERGENES	38,482	13,864	36%
D04 ANTIPRURIGINEUX	32,179	11,267	35%
A04 ANTIEMETIQUES.ANTINAUSEE	349,859	102,646	29%
H04 AUTRES HORMONES	298,302	70,405	24%
A08 ANOREXIGENES SF DIETETIQ	95,925	19,060	20%
D11 DERMATOLOGIE DIVERS	447,639	85,048	19%
D03 AGENTS.CURATIF.BLESSURE	61,137	11,286	18%
T01 DIAGNOSTIC PAR IMAGERIE	18,260	2,489	14%



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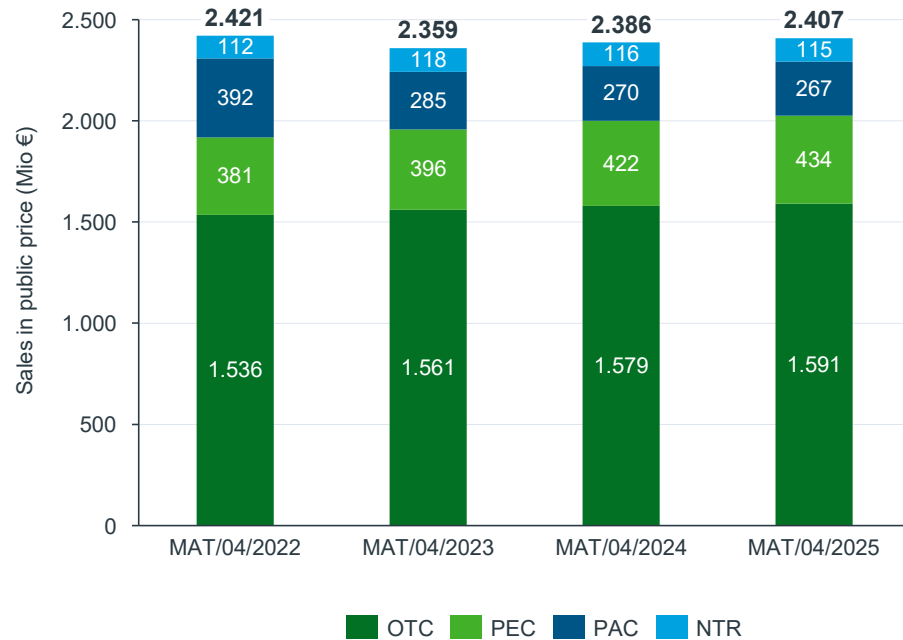
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The Belgian retail market is worth € 2.4 billion

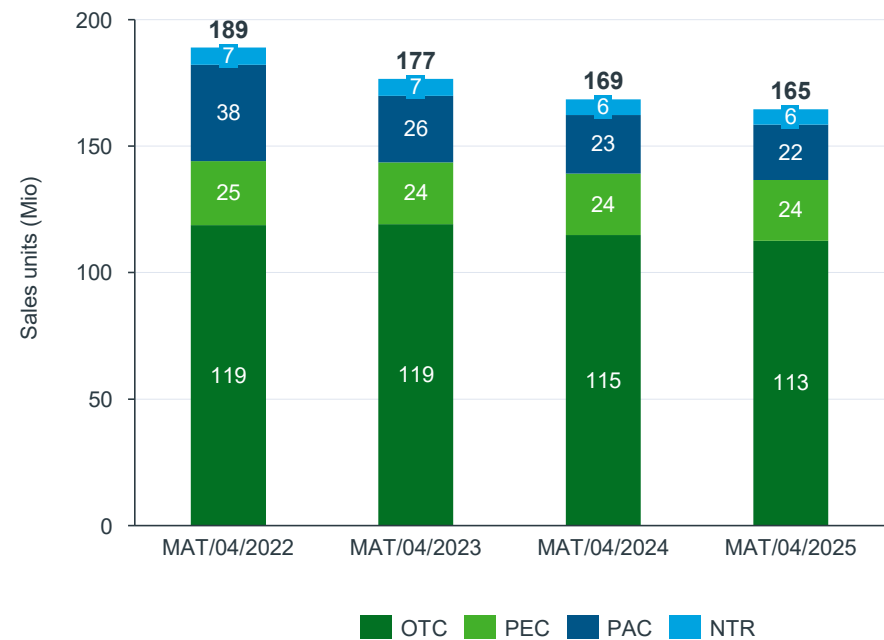
Sales Evolution

VALUE



Sales Evolution

UNITS

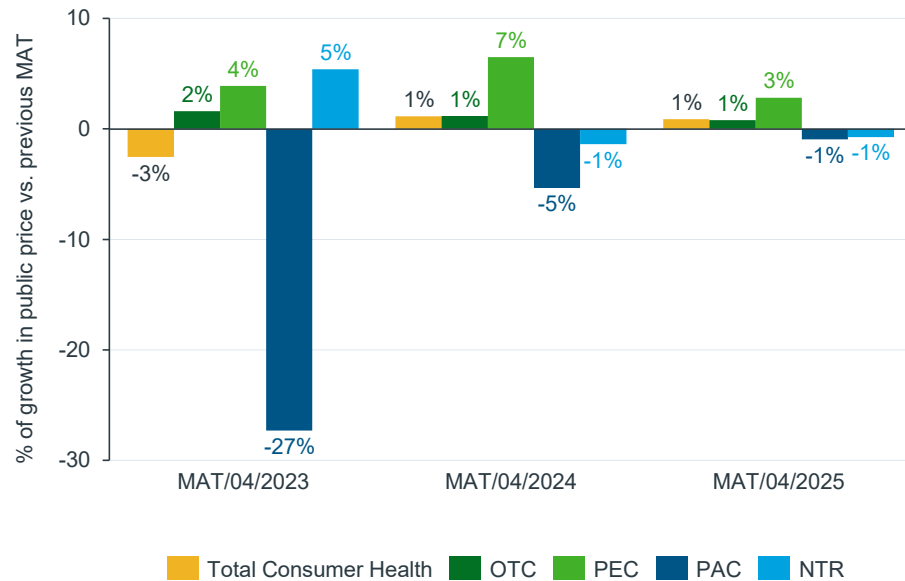


Consumer Health market growth evolution in Belgium

In the last MAT, in value, the total CH market shows an increase of 01%, while Patient Care declines with -01% and in units, the CH market shows a decrease of -02%, while the OTC declines with -02%

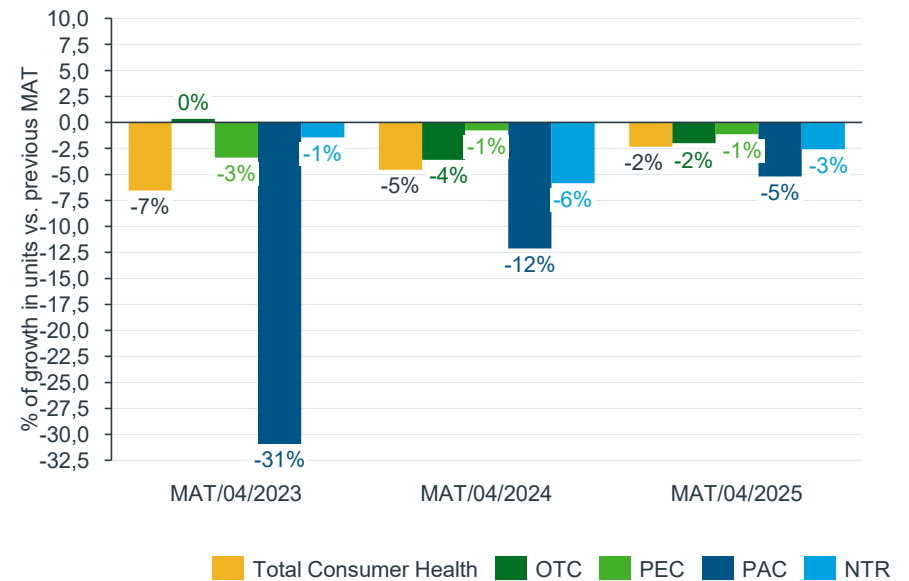
% of growth versus previous MAT

VALUE



% of growth versus previous MAT

UNITS



OTC segment has a market share of 68% in units and 66% in value of the total CH market

Market Share

