

Monthly Belgium and Luxembourg Market Trends

March 2025



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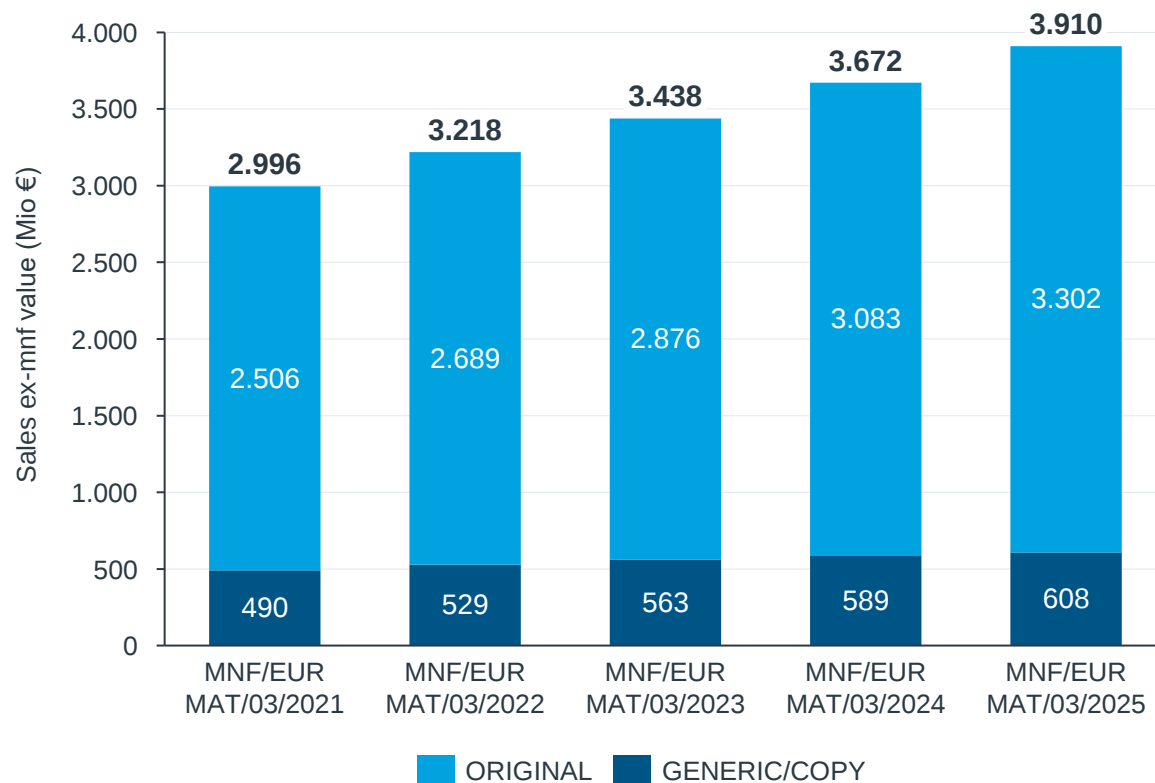
- + **Belgium: Retail**
- + Belgium: Consumer Health
- + Luxembourg: Retail

The Belgian retail market is worth € 3.9 billion in 2025

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

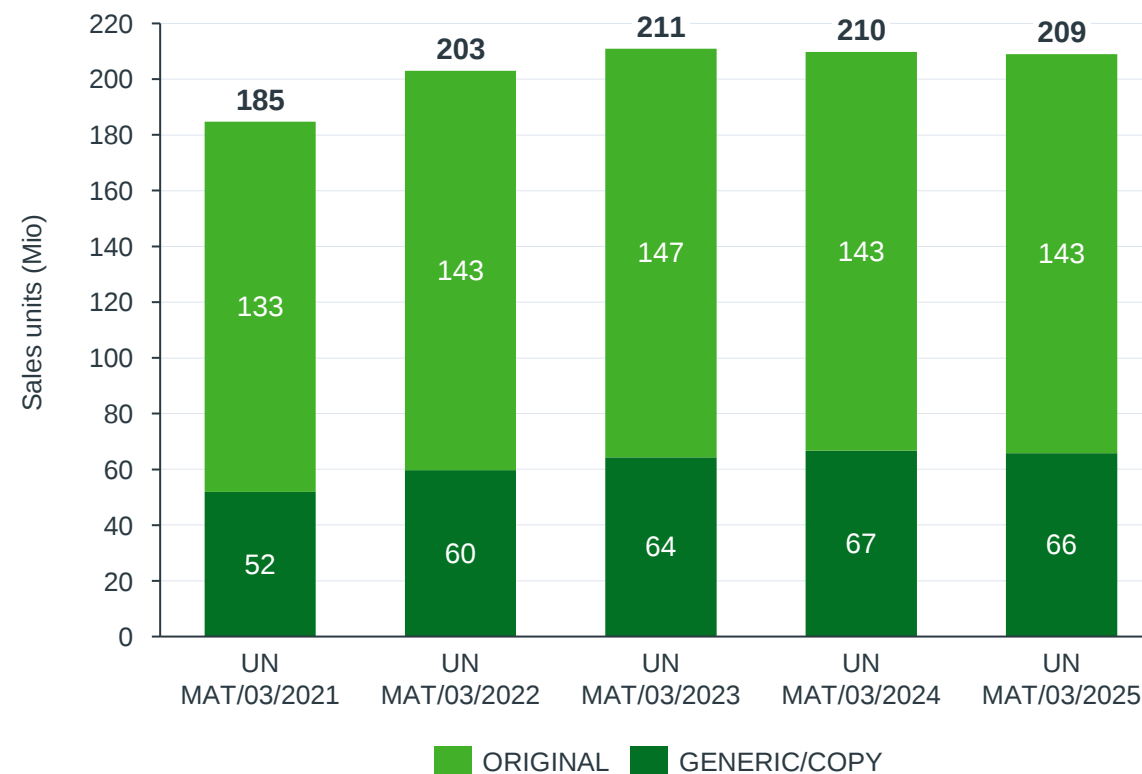
Sales Evolution

VALUE ex-mnf



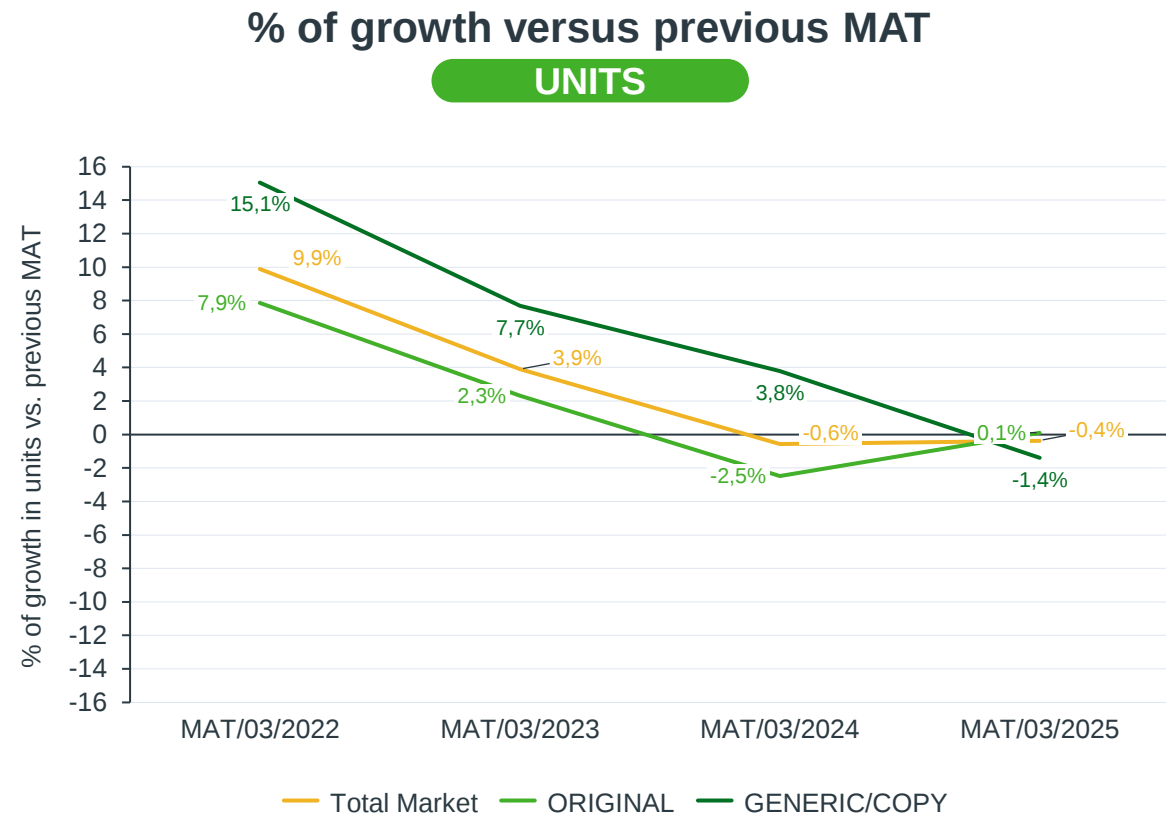
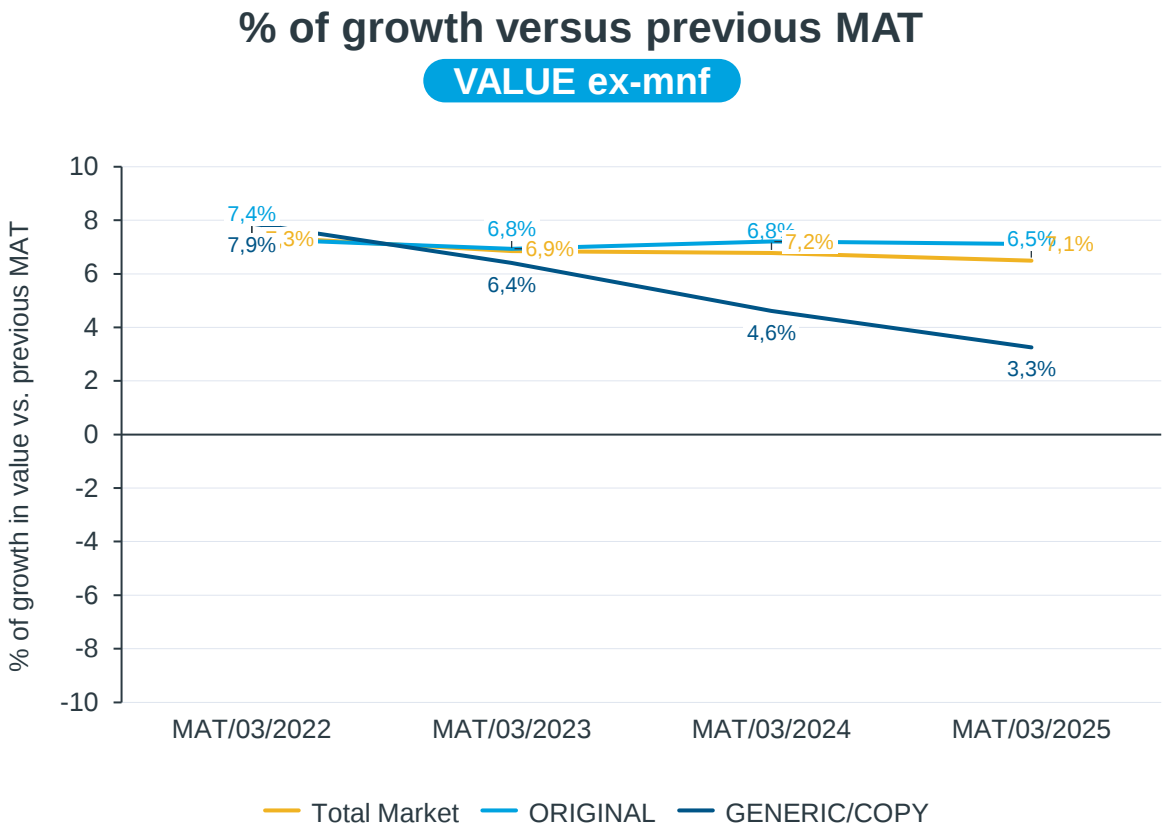
Sales Evolution

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 00% while the generic/copy market also declines with -01%



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/03/2025	% of BE Retail Market
L04 IMMUNOSUPPRESSEURS	427 M €	11%
A10 ANTIDIABETIQUES	344 M €	9%
R03 ANTIASHTM & COPD PRDTS	267 M €	7%
B01 THROMBOLYTIQUES	267 M €	7%
C10 PR LIPID-REGUL A-ATHEROM	240 M €	6%
N02 ANALGESIQUES	222 M €	6%
C09 PROD ACT SYS RENIN-ANGIO	155 M €	4%
J05 ANTIVIRAUX SYSTEMIQUES	154 M €	4%
N05 PSYCHOLEPTIQUES	135 M €	3%
N07 A.PROD ACT SUR SNC	105 M €	3%

Top 10 Best Selling ATC classes in retail UNITS



	UN MAT/03/2025	% of BE Retail Market
N02 ANALGESIQUES	25,723,387	12%
N05 PSYCHOLEPTIQUES	12,800,315	6%
R01 ANTIINF DECONGEST RHINO	10,377,421	5%
A02 A-ACID.A-FLATUL.A-ULCER.	9,972,413	5%
A10 ANTIDIABETIQUES	9,715,287	5%
R05 ANTITUSSIFS PREP BRONCH	9,525,132	5%
N06 PSYCHO ANALEPTIQUES	7,705,311	4%
C10 PR LIPID-REGUL A-ATHEROM	7,523,108	4%
J01 ANTIBACTERIENS SYSTEMIQ.	7,149,853	3%
C09 PROD ACT SYS RENIN-ANGIO	6,500,399	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/03/2025	Absolute Growth in value	% growth
J06 SERUMS ET Y GLOBULINES	13862 K €	13346 K €	96%
R04 REVULSIFS PERCUTAN.INHAL	2128 K €	1112 K €	52%
D04 ANTIPRURIGINEUX	0.2 M €	0.1 M €	34%
T01 DIAGNOSTIC PAR IMAGERIE	197 K €	53 K €	27%
A08 ANOREXIGENES SF DIETETIQ	9.7 M €	2.6 M €	27%
V01 ALLERGENES	6.6 M €	1.7 M €	26%
A04 ANTIEMETIQUES.ANTINAUSEE	4290 K €	1017 K €	24%
G02 AUTRES PRODUITS GYNECOLOG	4.7 M €	1.1 M €	24%
C10 PR LIPID-REGUL A-ATHEROM	239748 K €	56729 K €	24%
D11 DERMATOLOGIE DIVERS	5193 K €	1053 K €	20%

Fastest Growing ATC classes in retail in % growth in UNITS



	UN MAT/03/2025	Absolute Growth in units	% growth
J06 SERUMS ET Y GLOBULINES	25,853	18,947	73%
R04 REVULSIFS PERCUTAN.INHAL	296,841	155,050	52%
V01 ALLERGENES	37,580	14,069	37%
D04 ANTIPRURIGINEUX	31,550	10,651	34%
A04 ANTIEMETIQUES.ANTINAUSEE	342,518	99,040	29%
A08 ANOREXIGENES SF DIETETIQ	96,468	22,369	23%
H04 AUTRES HORMONES	289,399	64,457	22%
D11 DERMATOLOGIE DIVERS	433,278	79,245	18%
R01 ANTIINF DECONGEST RHINO	10,377,421	1,322,526	13%
T01 DIAGNOSTIC PAR IMAGERIE	17,922	2,244	13%

The top 10 fastest growing ATC in units and value (in absolute growth, registered products)

Fastest Growing ATC in VALUE ex-mnf



	MNF/EUR MAT/03/2025	Absolute Growth in value	% growth
C10 PR LIPID-REGUL A-ATHEROM	240 M €	57 M €	24%
A10 ANTIDIABETIQUES	344 M €	54 M €	16%
R03 ANTIASHTM & COPD PRDTS	267 M €	23 M €	9%
N07 A.PROD ACT SUR SNC	105 M €	15 M €	14%
D05 PRD NN STER TR.INFL.CUT.	96 M €	14 M €	15%
J06 SERUMS ET Y GLOBULINES	14 M €	13 M €	96%
B02 PROD SYST COAGUL SANG	427 M €	13 M €	3%
L04 IMMUNOSUPPRESSEURS	78 M €	13 M €	17%
C09 PROD ACT SYS RENIN-ANGIO	155 M €	10 M €	6%
A07 PROD TROUBLES INTESTINAUX	66 M €	10 M €	15%

Fastest Growing ATC in UNITS



	UN MAT/03/2025	Absolute Growth in units	% growth
R01 ANTIINF DECONGEST RHINO	10,377,421	1,322,526	13%
C10 PR LIPID-REGUL A-ATHEROM	7,523,108	626,065	8%
A10 ANTIDIABETIQUES	9,715,287	508,113	5%
N06 PSYCHO ANALEPTIQUES	7,705,311	223,428	3%
C09 PROD ACT SYS RENIN-ANGIO	6,500,399	221,841	3%
R04 REVULSIFS PERCUTAN.INHAL	296,841	155,050	52%
B03 ANTIANEMIQUES	1,306,569	108,279	8%
G03 HORM.SEX.INDUCT APP GENIT	3,479,625	106,343	3%
A04 ANTIEMETIQUES.ANTINAUSEE	342,518	99,040	29%
D11 DERMATOLOGIE DIVERS	433,278	79,245	18%