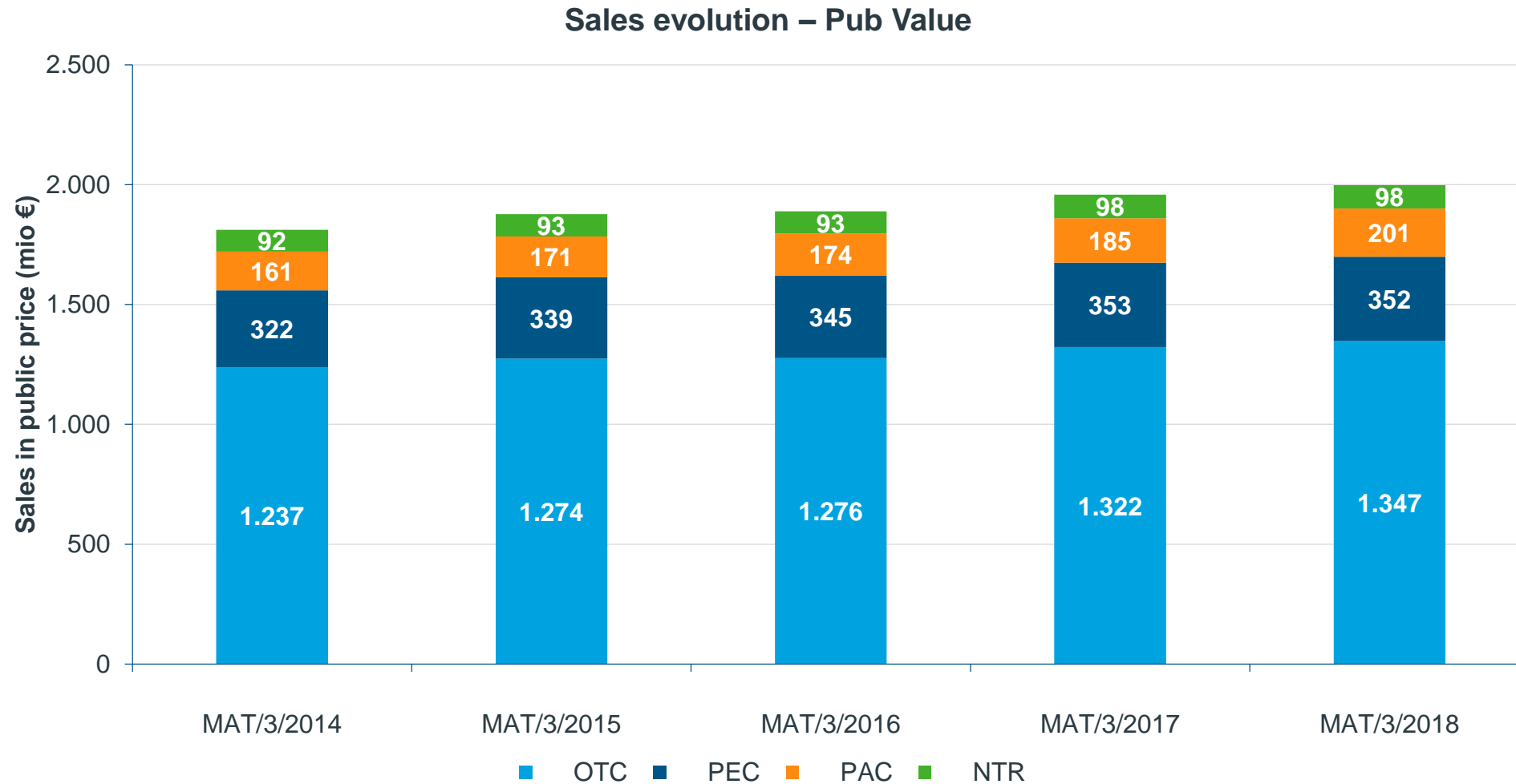
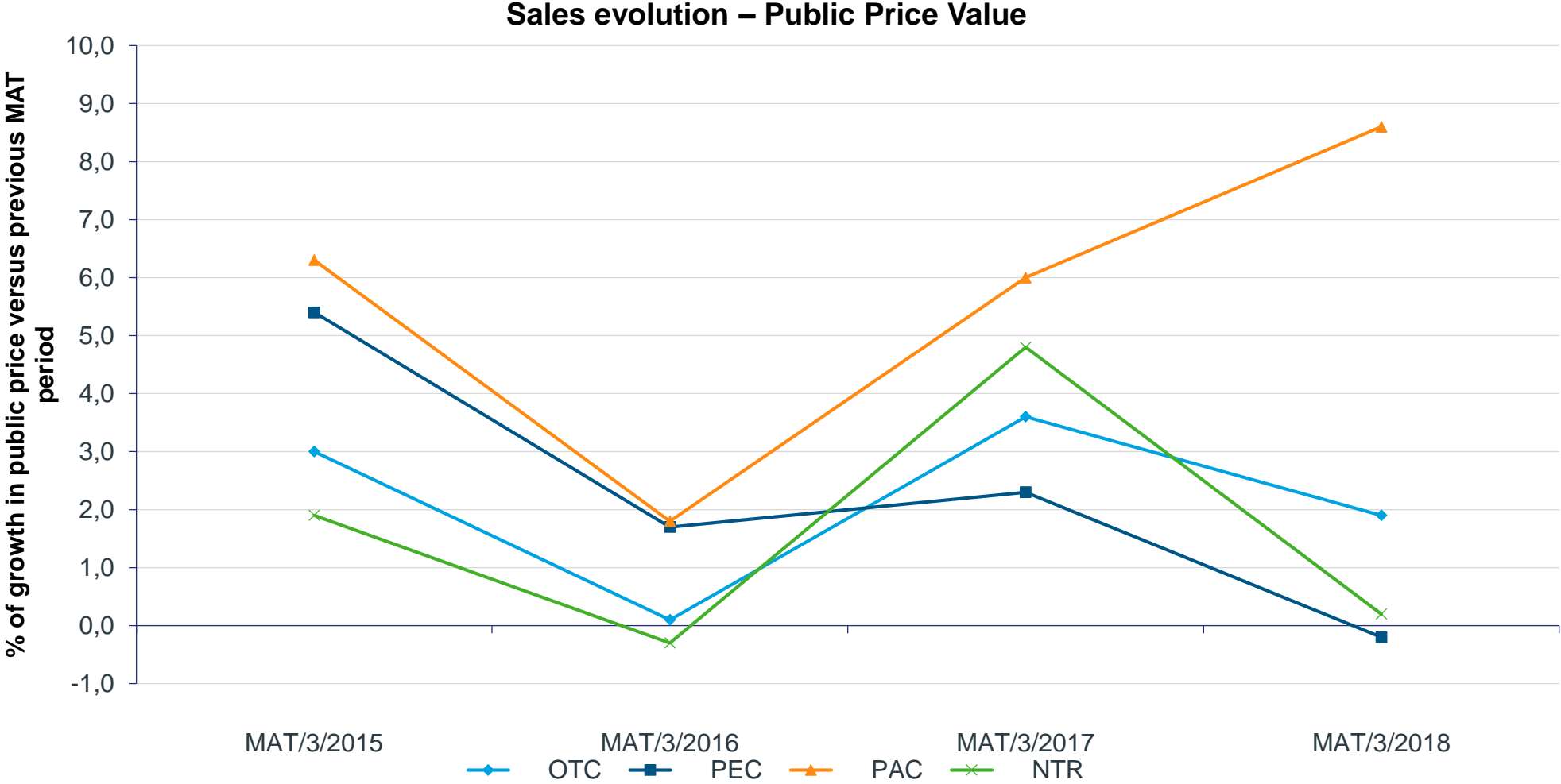


# The Belgian Consumer Health market is worth € 1.99 billion

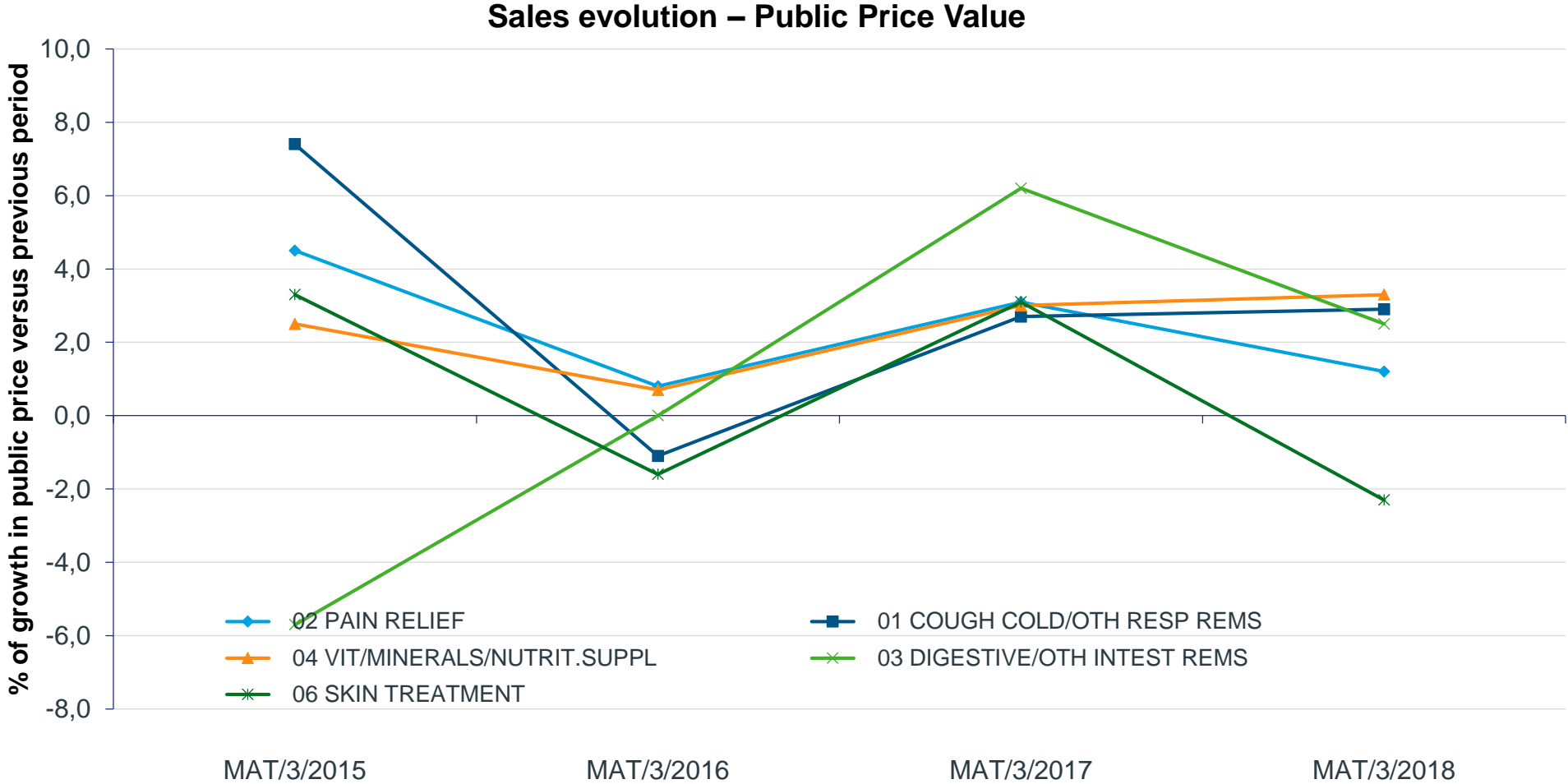


# OTC, PAC & NTR markets show positive growth



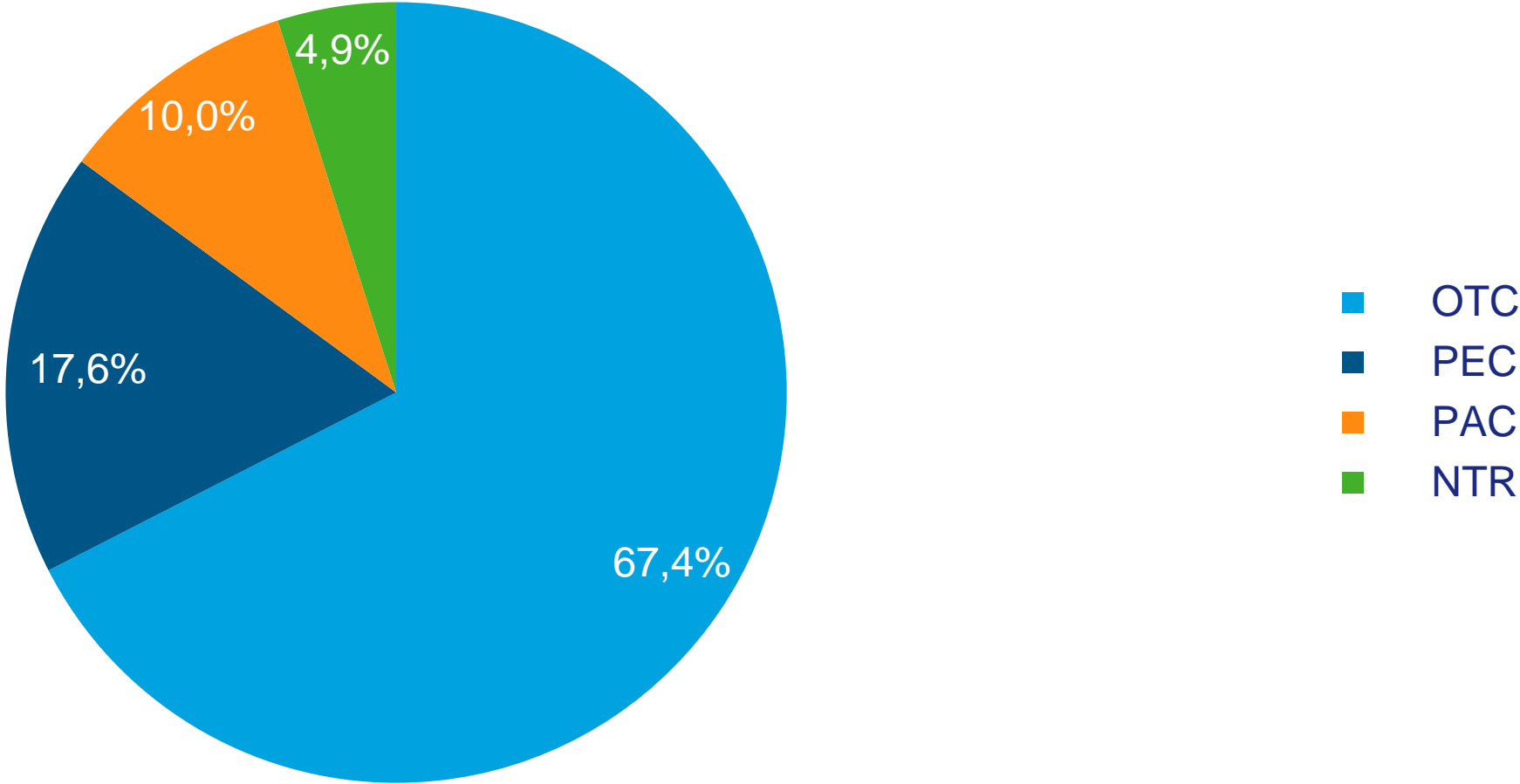
Source: IQVIA – CH Audits

# Top 5 OTC classes sales evolution



# OTC market has a market share of 67.4%

Market share – MAT/03/2018



# The growth rate of the top 10 Consumer Health products where 3 out of 10 show positive growth\*

| Top 10 Products in absolute value | Pub Price € MAT/3/2018 | % of CH Market | % Growth |
|-----------------------------------|------------------------|----------------|----------|
| DAFALGAN                          | 67,099,960             | 3.35 %         | -2.6 %   |
| VOLTAREN EMULGEL                  | 28,483,484             | 1.42 %         | -1.0 %   |
| D-CURE                            | 26,173,556             | 1.31 %         | 4.87 %   |
| NUROFEN                           | 24,429,145             | 1.22 %         | -0.7 %   |
| ASAFLOW                           | 20,173,222             | 1.00 %         | -0.3 %   |
| NUTRILON (2)                      | 20,025,019             | 1.00 %         | -4.2 %   |
| OMNIBIONTA                        | 18,532,971             | 0.92 %         | 1.33 %   |
| STEOVIT                           | 15,255,870             | 0.76 %         | -7.9 %   |
| PARACETAMOL TEVA                  | 14,866,473             | 0.74 %         | 7.04 %   |
| ENTEROL                           | 14,121,772             | 0.70 %         | -6.1 %   |

\*Analysis done on brandlevel TM

# The top 10 fastest growing Consumer Health products (in absolute growth)\*

| Fastest growing Products in absolute value | Pub Price € MAT/3/2018 | Absolute Growth Pub Price € |
|--|------------------------|-----------------------------|
| LIQUICK BASE                               | 4,245,830              | 3,548,369                   |
| RUSHCARE ERUPL.PL                          | 1,970,509              | 1,852,872                   |
| KIJIMEA COLON IRR.                         | 3,475,682              | 1,841,365                   |
| PHYSIOMER                                  | 9,199,528              | 1,774,177                   |
| PERIO AID INTENSIV                         | 2,365,963              | 1,627,314                   |
| XLS MEDICAL                                | 8,223,560              | 1,617,204                   |
| MOVICOL                                    | 9,594,270              | 1,517,635                   |
| THEALOZ                                    | 5,219,780              | 1,455,070                   |
| SEDIPLUS                                   | 3,795,591              | 1,372,241                   |
| PARACETAMOL EG                             | 5,854,955              | 1,333,778                   |

\*Analysis done on brandlevel TM