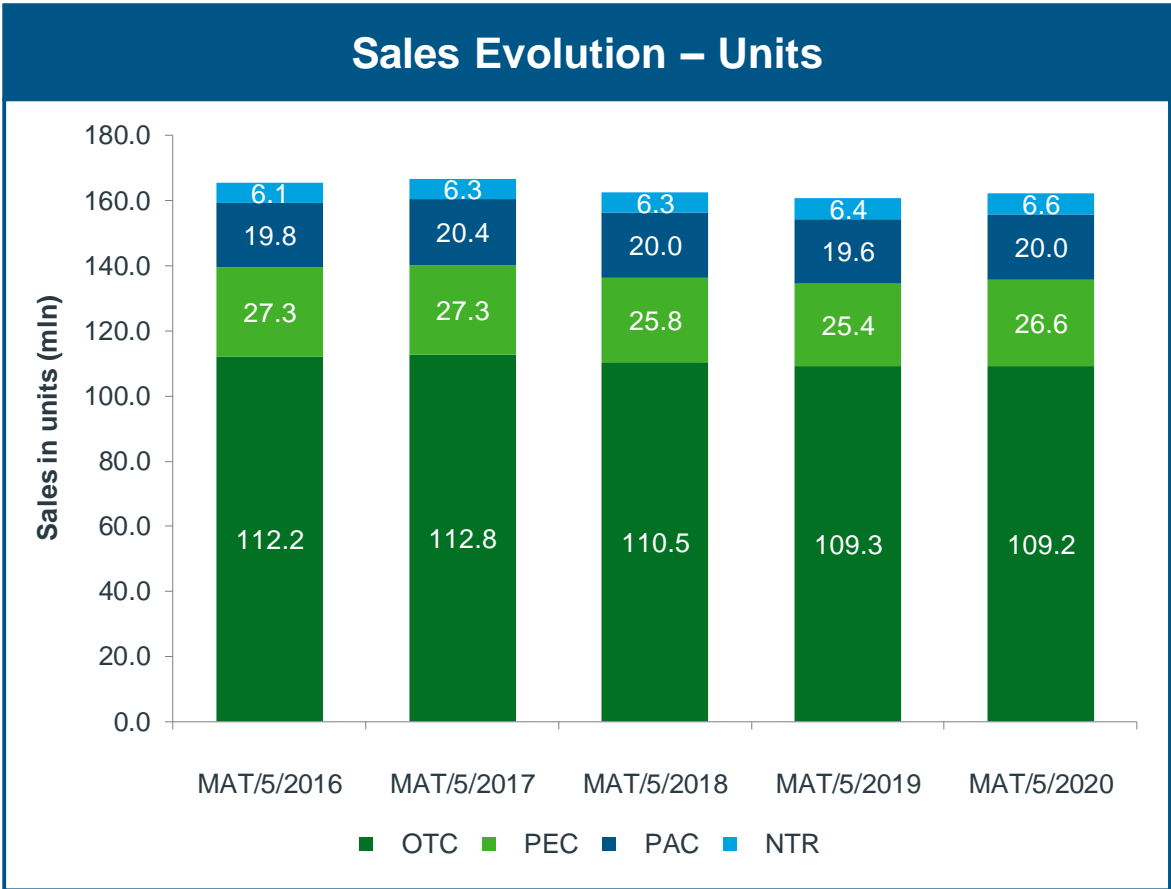
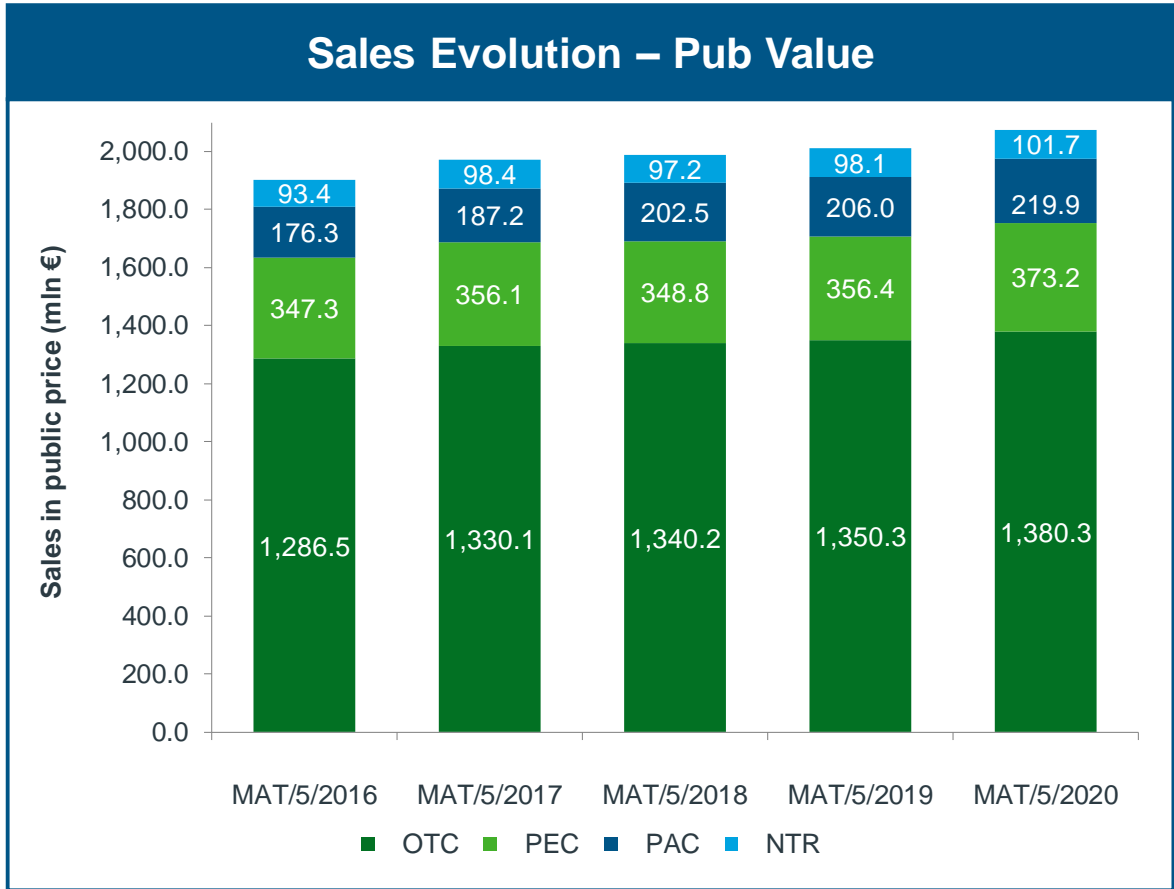
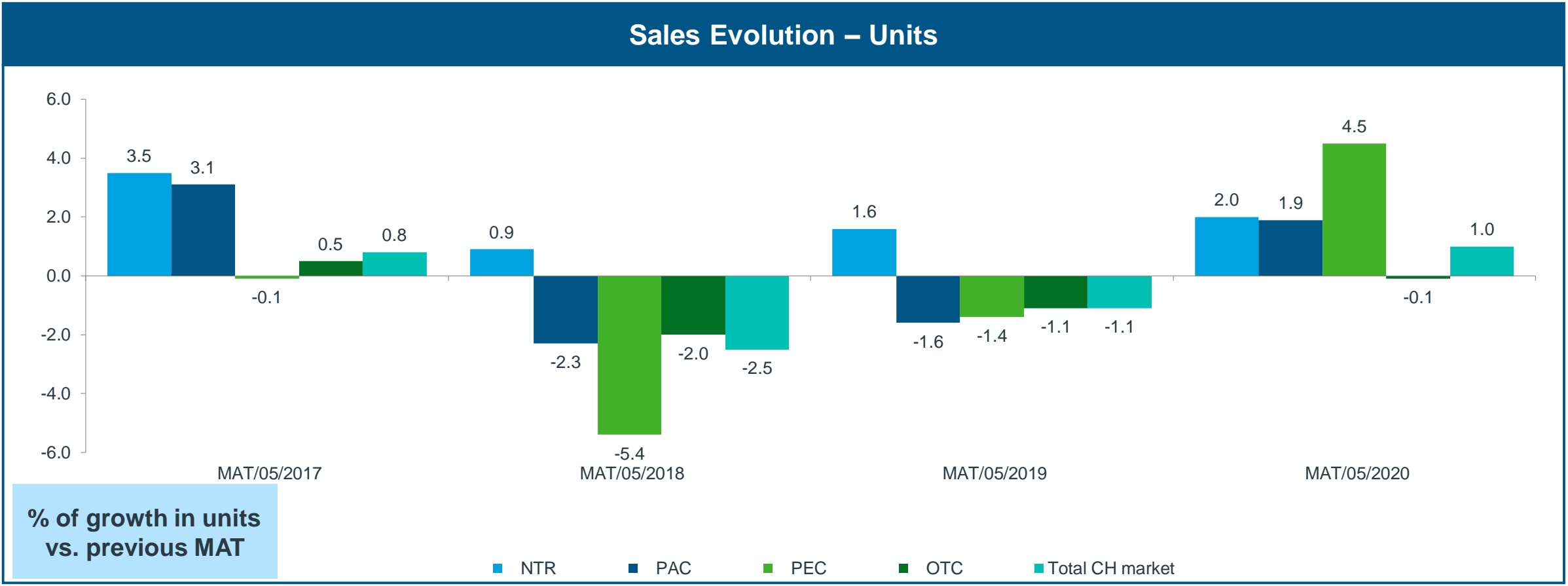


The Belgian Consumer Health market is worth €2,08 billion



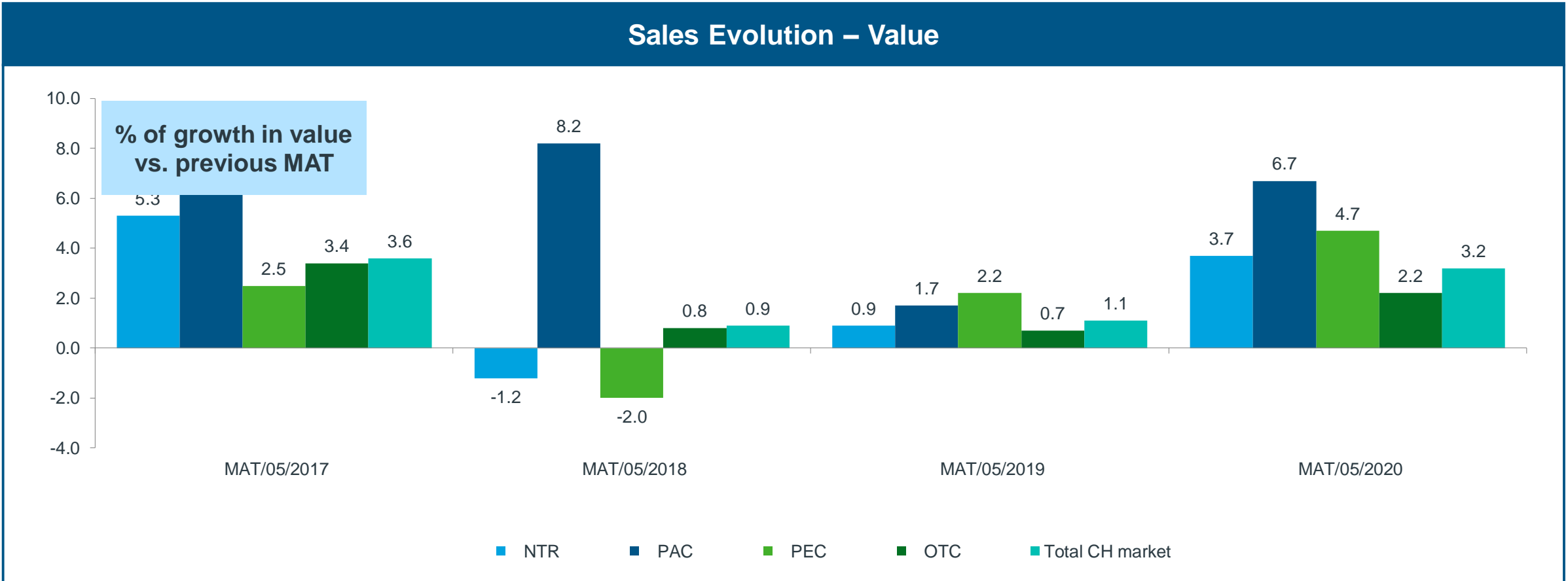
Source: IQVIA – CH Audits – Selling Out data

The total CH market shows an increase of 1,0% while the OTC segment declines with -0,1% in units



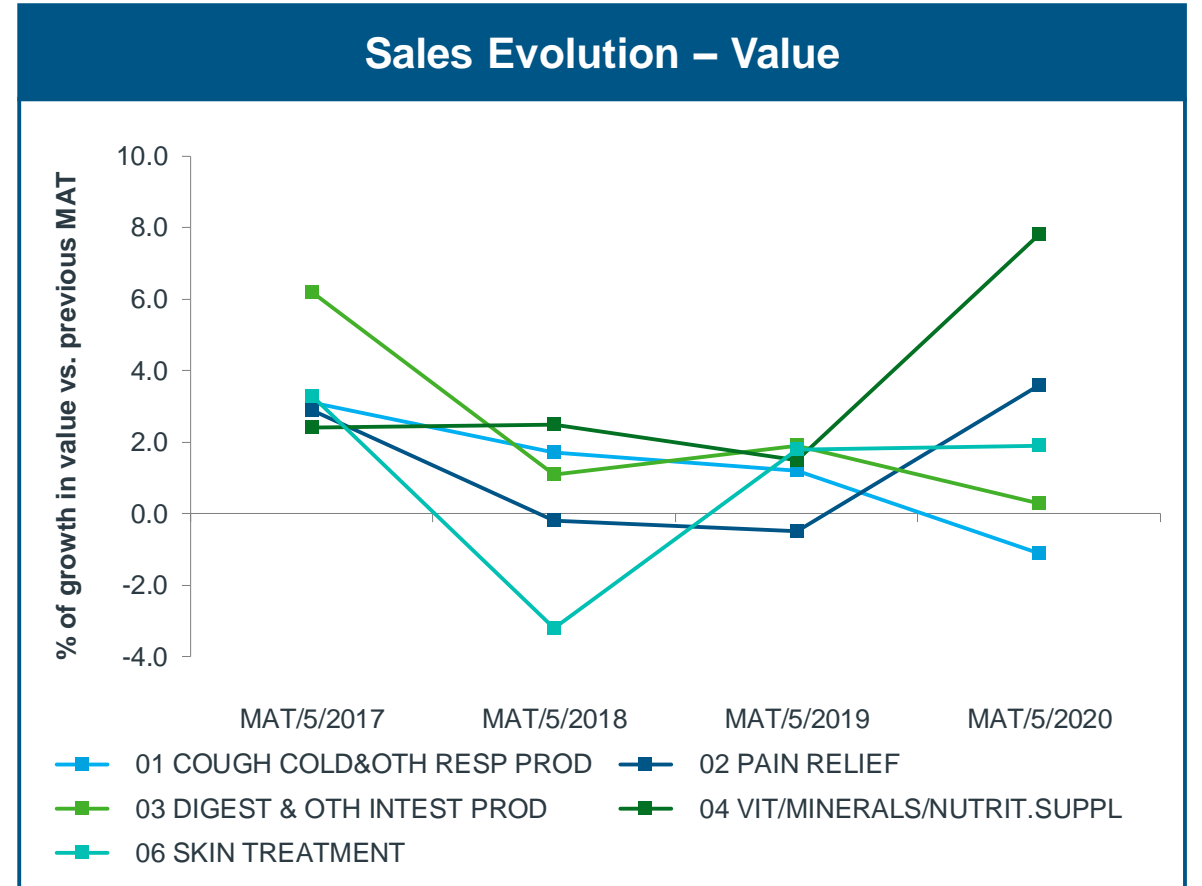
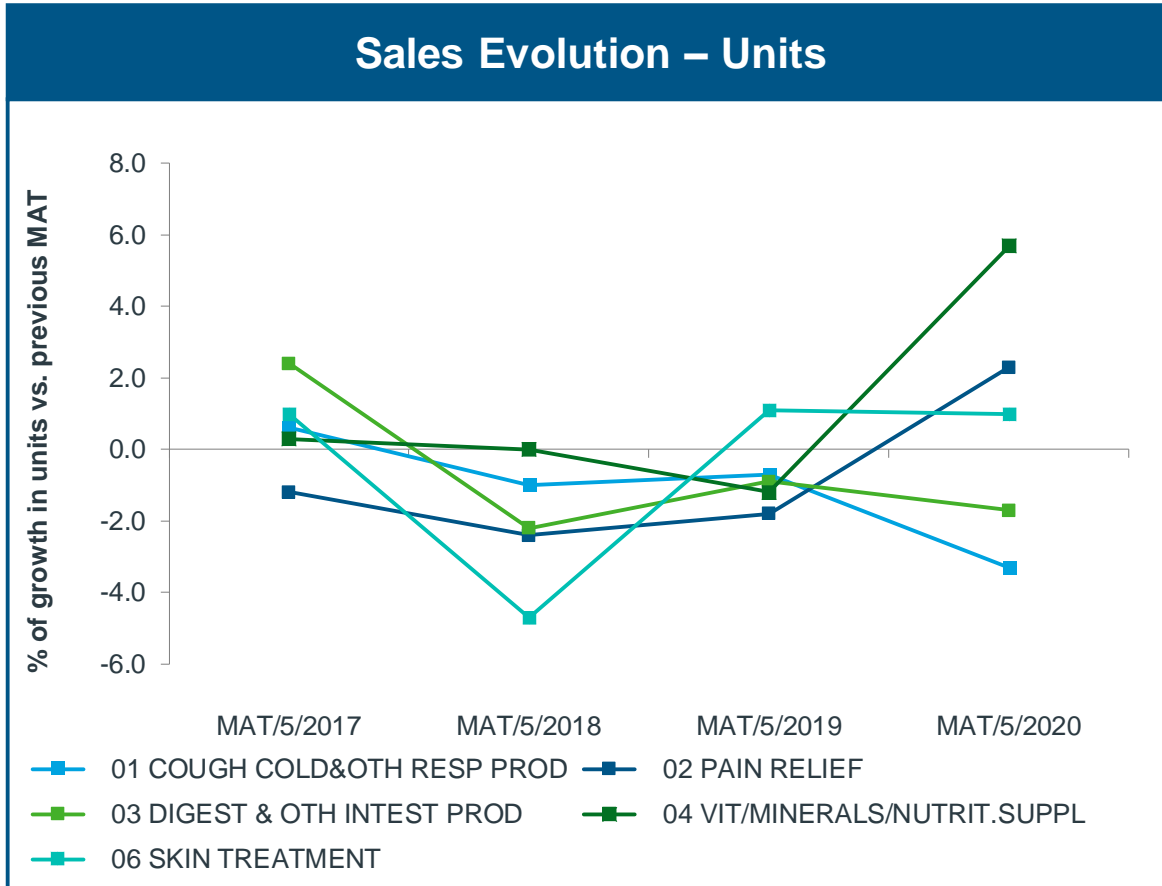
Source: IQVIA – CH Audits – Selling Out data

In value, the total CH market grows with 3,2%, where Patient Care is growing with 6,7%



Source: IQVIA – CH Audits – Selling Out data

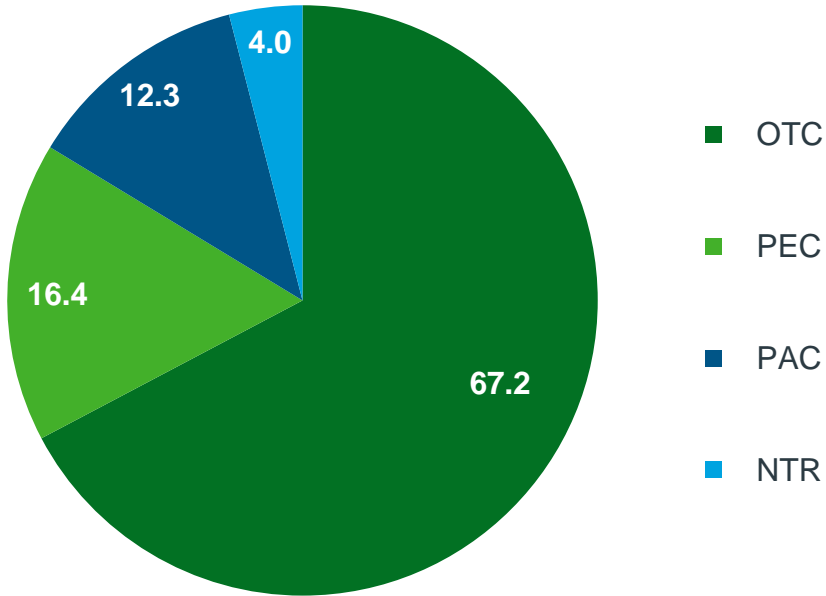
Top 5 OTC classes sales evolution



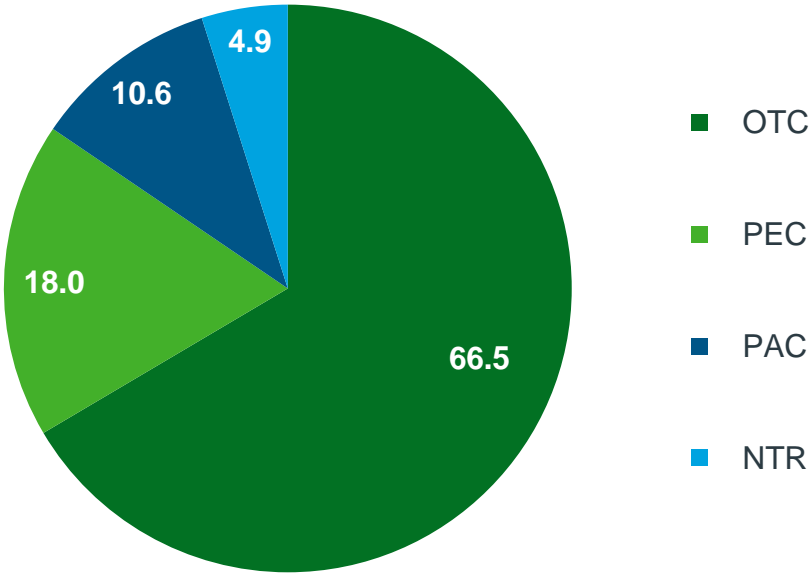
Source: IQVIA – CH Audits – Selling Out data

OTC segment has a market share of 67,2% in units and 66,5% in value of the total CH market

Market Share in Units – MAT/05/2020



Market Share in Value – MAT/05/2020



Source: IQVIA – CH Audits – Selling Out data

The top 10 best selling OTC2 classes in CH in units and value

Top 10 Best Selling OTC2 classes in units	Units abs. MAT/05/2020	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/05/2020	% of the CH Market
02A GENERAL PAIN RELIEF	18,591,226	11.5	02A GENERAL PAIN RELIEF	€ 163,521,360	7.9
01B COLD REMEDIES	10,711,307	6.6	01B COLD REMEDIES	€ 87,810,992	4.2
01A COUGH PRODUCTS	6,617,757	4.1	04F MINERAL SUPPLEMENTS	€ 69,133,464	3.3
01C SORE THROAT REMEDIES	5,447,693	3.4	07A EYE CARE	€ 65,862,380	3.2
03C LAXATIVES	5,090,037	3.1	35G MILK PRDS FOR CHILDREN	€ 63,540,308	3.1
07A EYE CARE	4,538,476	2.8	02E MUSCULAR PAIN RELIEF	€ 63,432,240	3.1
04E OTHER SPECIFIC VITAMINS	3,833,718	2.4	01A COUGH PRODUCTS	€ 59,894,428	2.9
02E MUSCULAR PAIN RELIEF	3,485,272	2.1	03C LAXATIVES	€ 58,605,296	2.8
06B WOUND+SKIN DISINFECTION	3,387,917	2.1	04E OTHER SPECIFIC VITAMINS	€ 46,291,908	2.2
35G MILK PRDS FOR CHILDREN	3,171,999	2.0	01C SORE THROAT REMEDIES	€ 45,856,660	2.2

Source: IQVIA – CH Audits – Selling Out data

The top 10 fastest growing Consumer Health classes in prescription sales in units and value

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. units (MAT/05/2020)
53	PRDS FOR BLADDER PROBLEMS	50,355
35	BABY FOODS	26,169
56	TESTS+MEASURING INSTRUMNT	21,929
57	MEDICAL/SURGICAL AIDS	16,676
70	HOUSE DISINFECTANTS ETC	2,951
17	HABIT TREATMENT	371
45	FIRST AID KITS	210
59	PHARMACY EQUIPMENT	181
34	SLIMMING AIDS	88
33	FIBRE FOOD PRODUCTS	67

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/05/2020)
53	PRDS FOR BLADDER PROBLEMS	€ 4,326,864
35	BABY FOODS	€ 1,077,468
57	MEDICAL/SURGICAL AIDS	€ 570,091
56	TESTS+MEASURING INSTRUMNT	€ 441,353
04	VIT. MIN. & NUTRIT. SUPPS	€ 213,064
17	HABIT TREATMENT	€ 36,049
55	INJECTION DEVICES	€ 33,966
70	HOUSE DISINFECTANTS ETC	€ 21,545
42	FIXATIVE + SPECIAL TAPES	€ 12,908
97	ALL OTH MISC PRODS	€ 7,307

Source: IQVIA – CH Audits – Selling Out data

The top 10 best selling CH products in units and value

Top 10 Best Selling Products	Units abs. MAT/05/2020	% Growth in units	Top 10 Best Selling Products	Value abs. MAT/05/2020	% Growth in value
DAFALGAN	7,253,552	7.8	DAFALGAN	€ 71,326,142	11.5
D-CURE	2,569,060	1.0	VOLTAREN EMULGEL	€ 27,535,950	1.3
NUROFEN	2,281,971	-4.6	D-CURE	€ 26,392,976	3.5
ASAFLOW	2,116,125	-1.6	NUROFEN	€ 23,220,329	-2.7
ISO-BETADINE	2,052,904	5.9	ASAFLOW	€ 19,700,012	-2.2
OTRIVINE	1,619,639	0.0	OMNIBIONTA	€ 18,627,726	6.9
PARACETAMOL TEVA	1,602,809	18.2	STEOVIT	€ 15,697,562	-0.4
PERDOLAN	1,581,167	-5.0	DAFLON	€ 15,508,455	11.6
RHINATHIOL	1,542,582	-11.9	PARACETAMOL TEVA	€ 15,063,784	17.7
SOFRASOLONE	1,346,362	-6.8	ISO-BETADINE	€ 14,667,347	6.5

Source: IQVIA – CH Audits – Selling Out data
 *Analysis done on brandlevel™