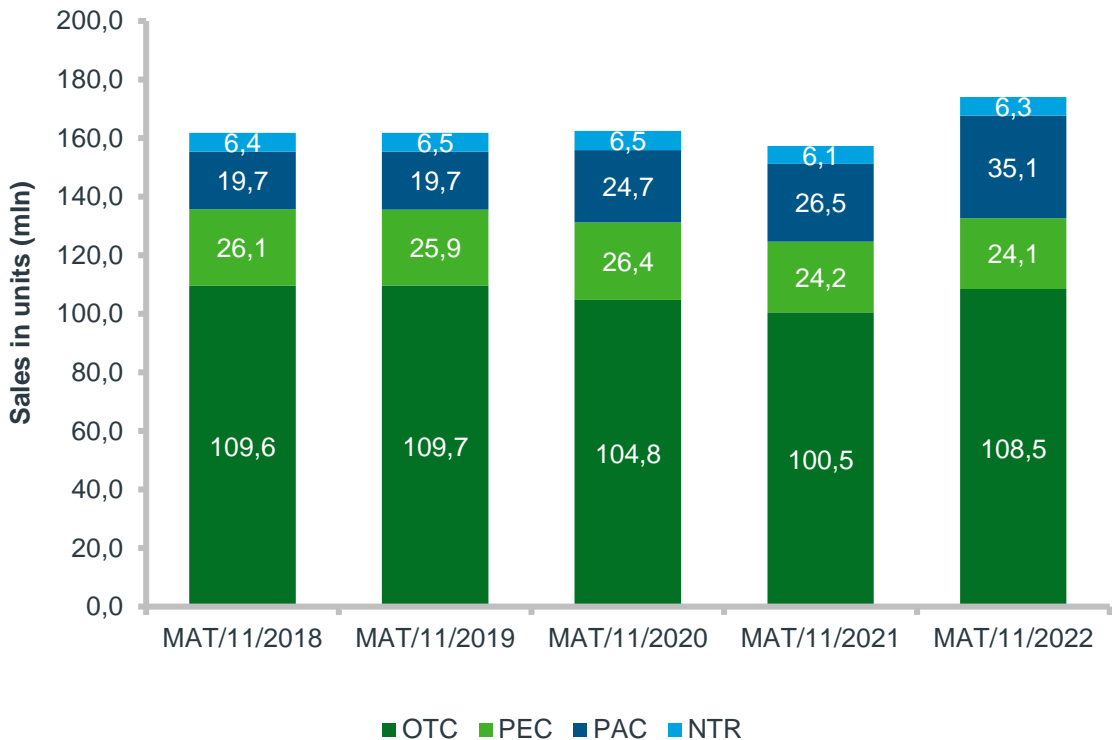


# The Belgian Consumer Health market is worth €2,26 billion

### Sales Evolution – Pub Value



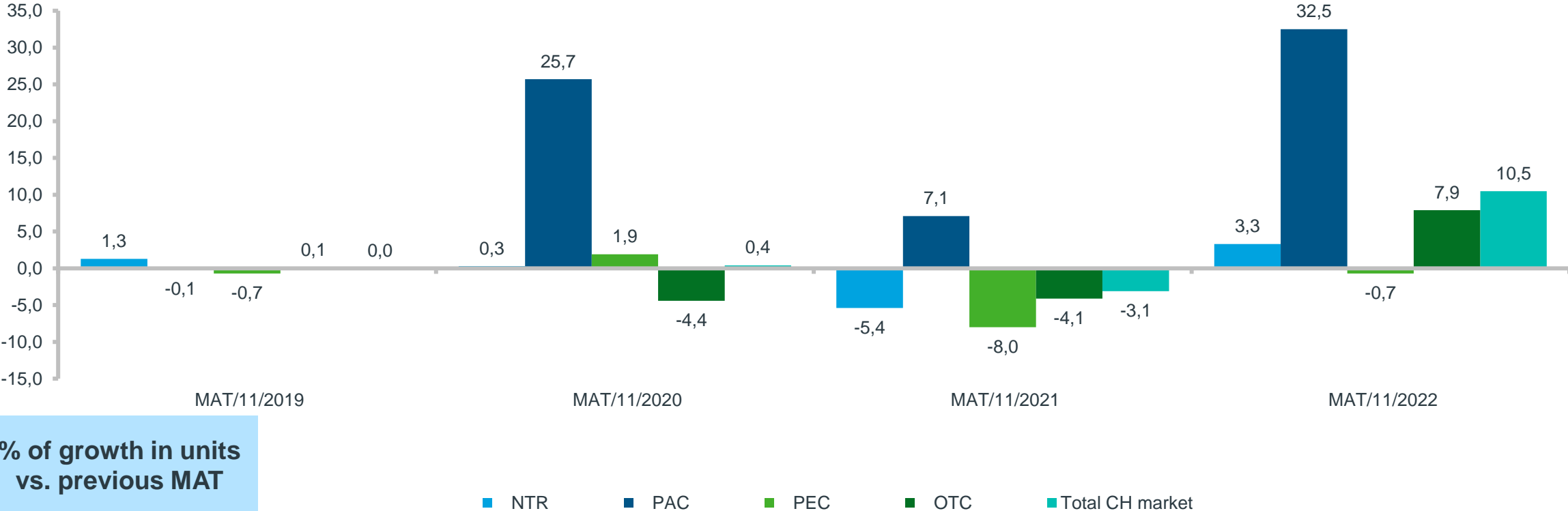
### Sales Evolution – Units



Source: IQVIA – CH Audits – Selling Out data

# The total CH market shows an increase of 10,5% while the OTC segment grows with 7,9% in units

## Sales Evolution – Units



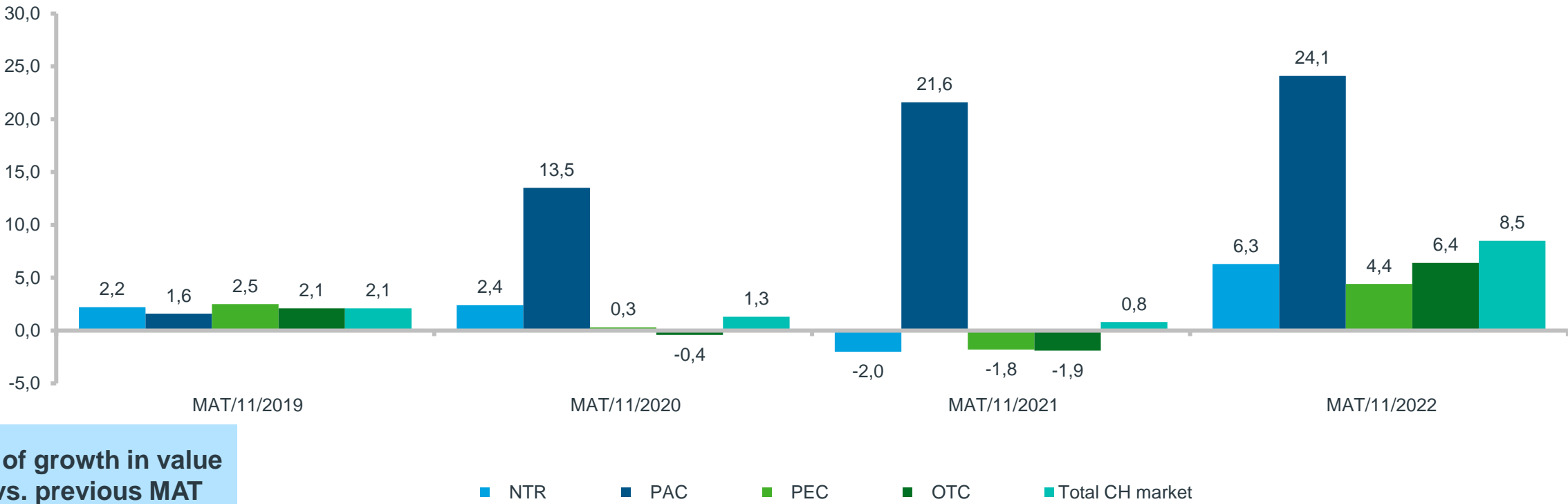
**% of growth in units vs. previous MAT**

■ NTR ■ PAC ■ PEC ■ OTC ■ Total CH market

Source: IQVIA – CH Audits – Selling Out data

# In value, the total CH market shows an increase of 8,5%, where Patient Care is growing with 24,1%

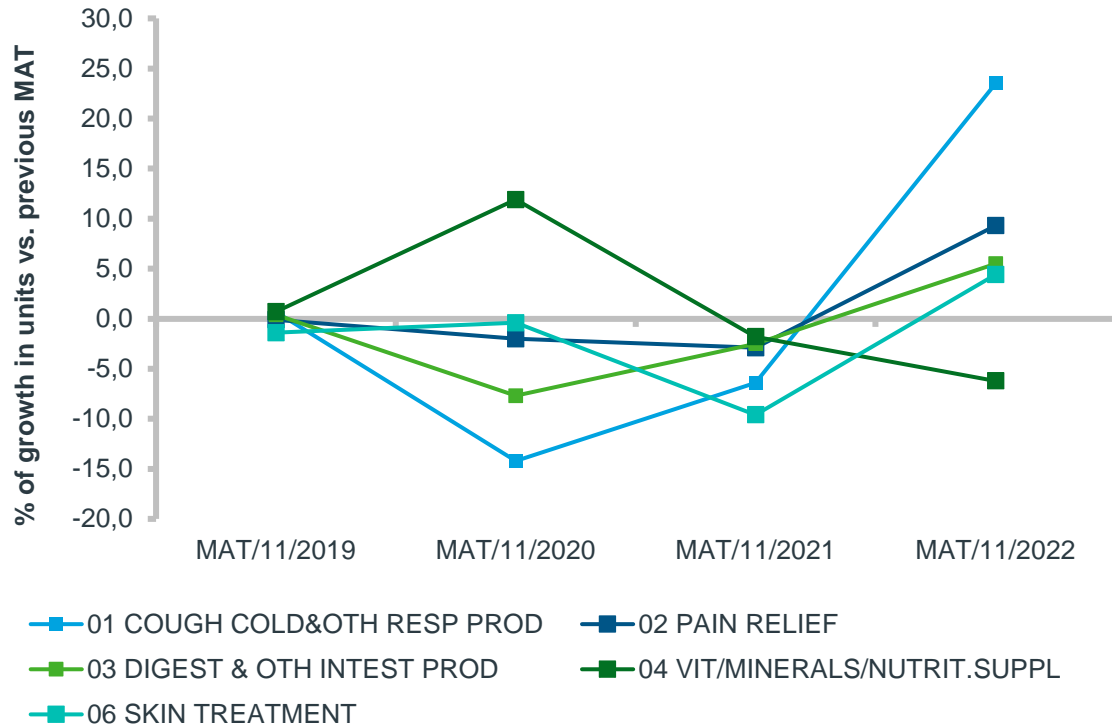
## Sales Evolution – Value



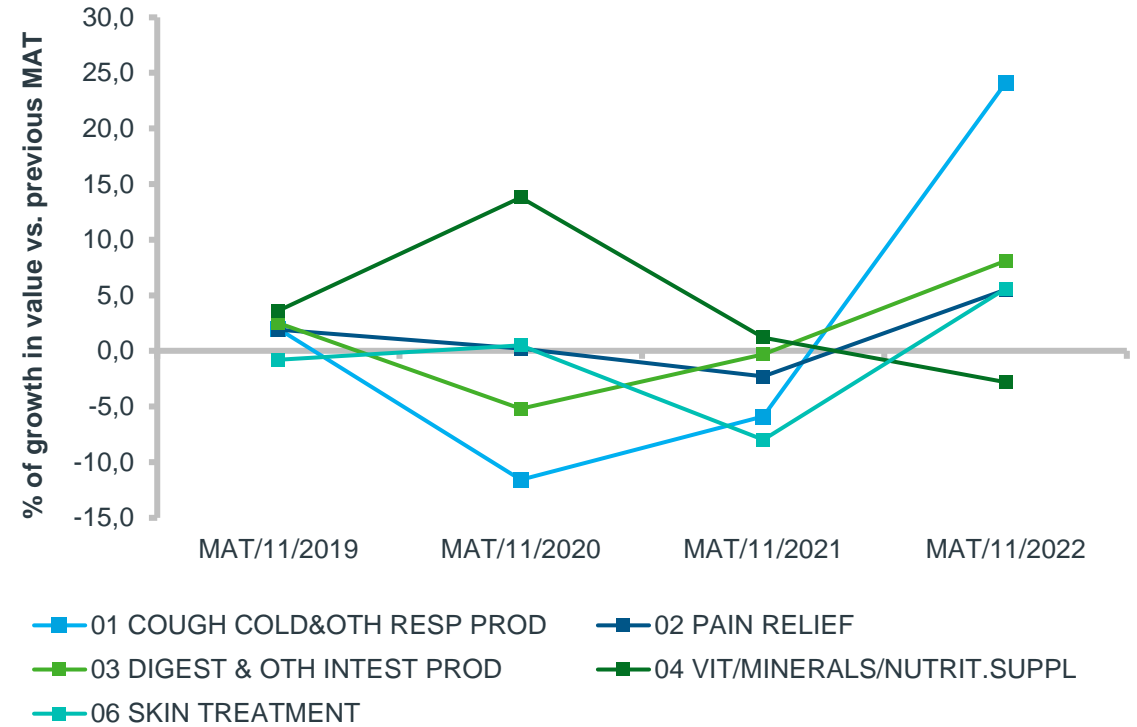
Source: IQVIA – CH Audits – Selling Out data

# Top 5 OTC classes sales evolution

## Sales Evolution – Units



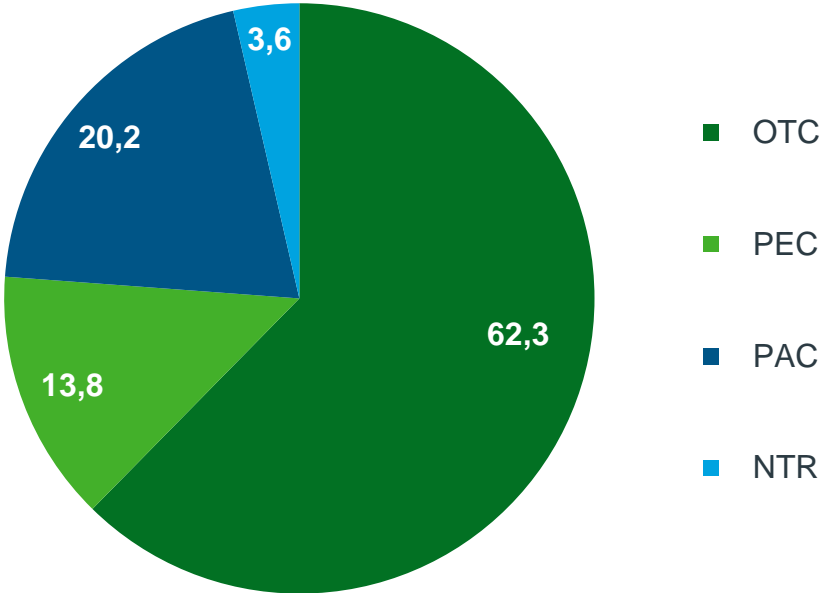
## Sales Evolution – Value



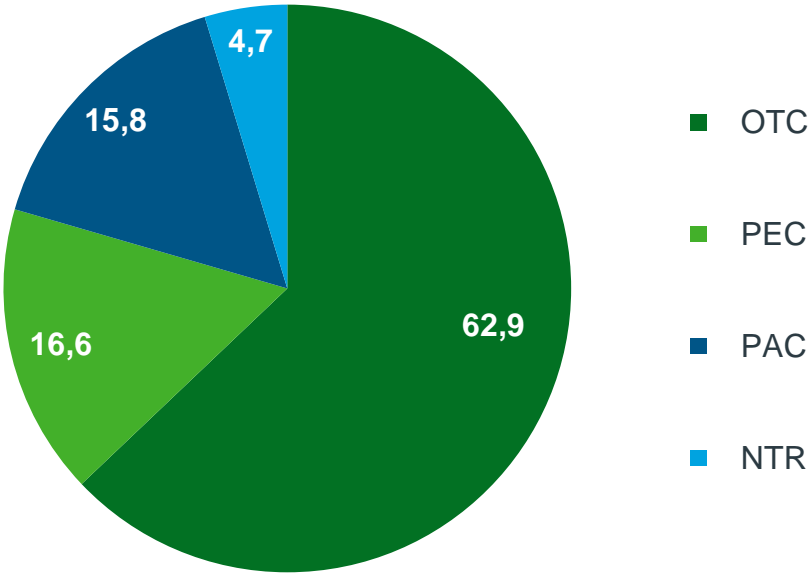
Source: IQVIA – CH Audits – Selling Out data

# OTC segment has a market share of 62,3% in units and 62,9% in value of the total CH market

Market Share in Units – MAT/11/2022



Market Share in Value – MAT/11/2022



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/11/2022	% of the CH Market	Top 10 Best Selling OTC2 classes in value	Value abs. MAT/11/2022	% of the CH Market
02A GENERAL PAIN RELIEF	19,556,485	11.2	02A GENERAL PAIN RELIEF	€ 174,357,049	7.7
56T CORONAVIRUS TESTS	14,032,915	8.1	56T CORONAVIRUS TESTS	€ 115,355,905	5.1
01B COLD REMEDIES	10,988,329	6.3	01B COLD REMEDIES	€ 90,426,905	4.0
01A COUGH PRODUCTS	7,082,009	4.1	07A EYE CARE	€ 70,134,202	3.1
01C SORE THROAT REMEDIES	5,956,345	3.4	04F MINERAL SUPPLEMENTS	€ 69,824,966	3.1
03C LAXATIVES	4,895,697	2.8	35G MILK PRDS FOR CHILDREN	€ 68,007,386	3.0
07A EYE CARE	4,507,505	2.6	01A COUGH PRODUCTS	€ 67,350,862	3.0
04E OTHER SPECIFIC VITAMINS	4,076,007	2.3	03C LAXATIVES	€ 62,069,403	2.7
02E MUSCULAR PAIN RELIEF	3,167,782	1.8	02E MUSCULAR PAIN RELIEF	€ 59,982,175	2.7
35G MILK PRDS FOR CHILDREN	3,162,915	1.8	04E OTHER SPECIFIC VITAMINS	€ 58,797,184	2.6

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/10/2022)
56	TESTS+MEASURING INSTRUMNT	3,414,703
01	COUGH COLD&OTH RESP PROD	1,628,428
02	PAIN RELIEF	303,851
03	DIGEST & OTH INTEST PROD	225,973
06	SKIN TREATMENT	64,804
07	EYE CARE	54,985
05	TONICS/OTHER STIMS	51,770
53	PRDS FOR BLADDER PROBLEMS	35,038
11	ANTINAUSEANTS	21,166
35	BABY FOODS	20,654

Fastest growing OTC1 classes in Rx sales		Rx sales Growth in abs. value (MAT/10/2022)
56	TESTS+MEASURING INSTRUMNT	€ 26,678,772
01	COUGH COLD&OTH RESP PROD	€ 14,101,602
03	DIGEST & OTH INTEST PROD	€ 4,429,614
02	PAIN RELIEF	€ 2,124,749
53	PRDS FOR BLADDER PROBLEMS	€ 1,693,798
04	VIT. MIN. & NUTRIT. SUPPS	€ 1,303,485
07	EYE CARE	€ 1,214,617
05	TONICS/OTHER STIMS	€ 1,201,289
35	BABY FOODS	€ 1,092,938
06	SKIN TREATMENT	€ 905,793

Source: IQVIA – CH Audits – Selling Out data