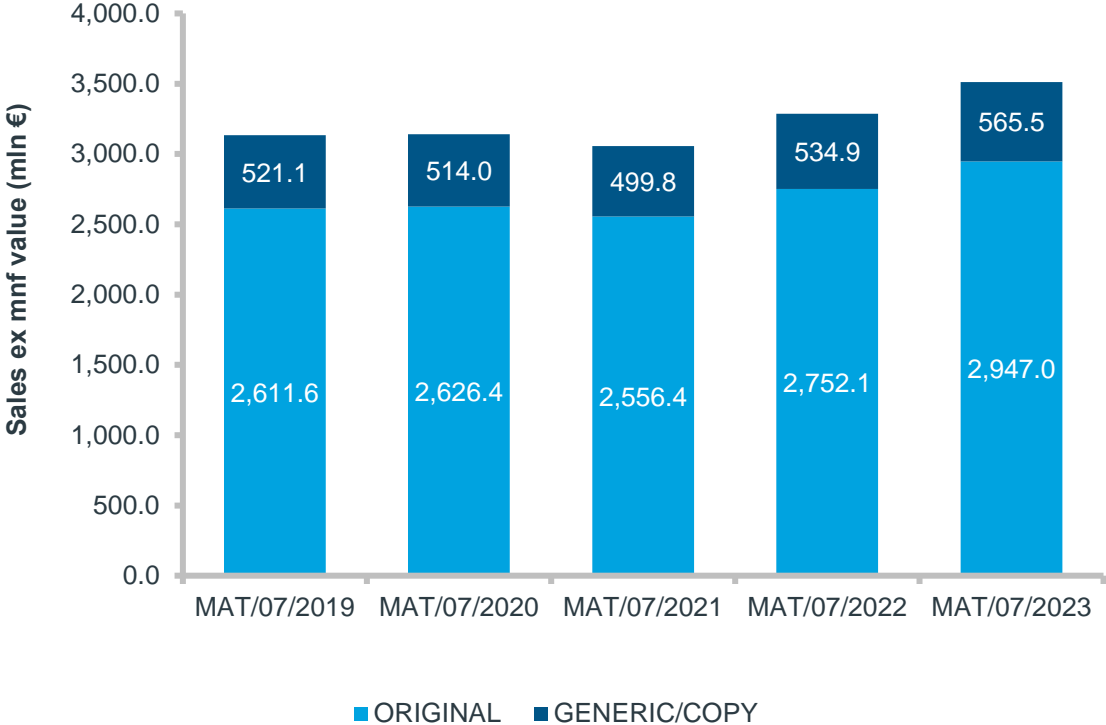


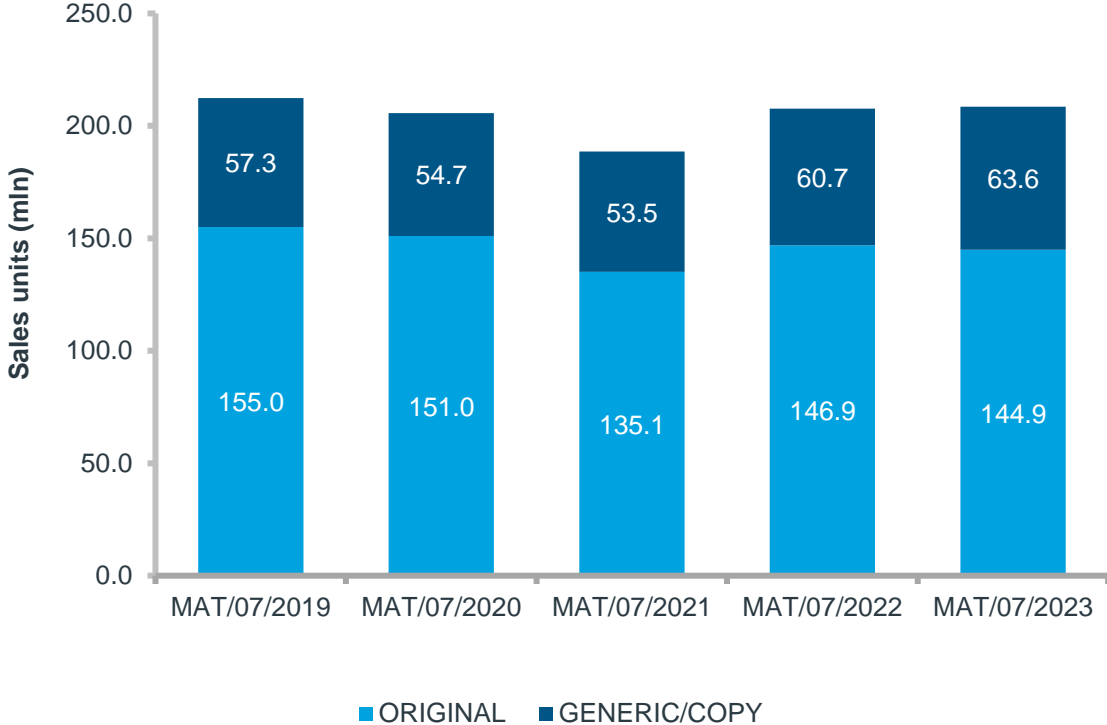
The Belgian retail market is worth €3,51 billion

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

Sales Evolution – Value ex-mnf



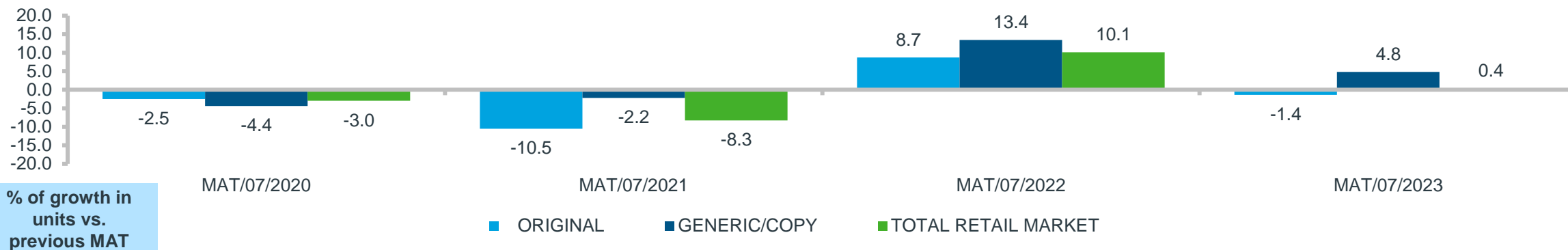
Sales Evolution – Units



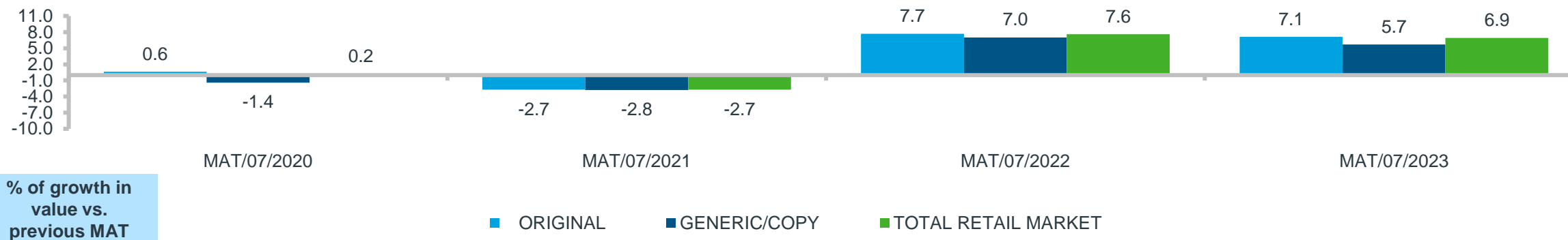
Source: IQVIA – LMPB services – Selling In data

Retail market BE: original vs generics

The total retail market in units shows an increase of 0,4%, where the generic/copy grows with 4,8% (Sales Evolution – Units)



In value, the total retail grows with 6,9%, while the generic/copy market also shows an increase of 5,7% (Sales Evolution – Value)



Source: IQVIA – LMPB services – Selling In data

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

Top 10 Best Selling ATC classes in retail	Units abs. MAT/07/2023	% of BE Retail Market	Top 10 Best Selling ATC classes in retail	Value abs. MAT/07/2023	% of BE Retail Market
N02 ANALGESIQUES	26,291,749	12.6	L04 IMMUNOSUPPRESSEURS	390,703,649	11.1
N05 PSYCHOLEPTIQUES	13,041,897	6.3	B01 THROMBOLYTIQUES	282,976,603	8.1
R05 ANTITUSSIFS PREP BRONCH	10,387,835	5.0	A10 ANTIDIABETIQUES	271,314,664	7.7
A02 A-ACID.A-FLATUL.A-ULCER.	9,804,722	4.7	R03 ANTIASTHM & COPD PRDTS	229,033,872	6.5
R01 ANTIINF DECONGEST RHINO	9,364,985	4.5	N02 ANALGESIQUES	191,109,956	5.4
A10 ANTIDIABETIQUES	8,900,981	4.3	C10 PR.LIPID-REGUL.A-ATHEROM	148,700,080	4.2
J01 ANTIBACTERIENS SYSTEMIQ.	8,334,433	4.0	J05 ANTIVIRAUX SYSTEMIQUES	143,536,339	4.1
N06 PSYCHO ANALEPTIQUES	7,192,235	3.4	N05 PSYCHOLEPTIQUES	141,331,726	4.0
C10 PR.LIPID-REGUL.A-ATHEROM	6,431,687	3.1	C09 PROD ACT SYS RENIN-ANGIO	138,335,756	3.9
R03 ANTIASTHM & COPD PRDTS	6,252,003	3.0	A02 A-ACID.A-FLATUL.A-ULCER.	92,940,370	2.6

Source: IQVIA – LMPB services – Selling In data

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

Fastest Growing ATC in Units	Units abs. MAT/07/2023	Absolute Growth in units	Fastest Growing ATC in Value	Value abs. MAT/07/2023	Absolute Growth in value
R05 ANTITUSSIFS PREP BRONCH	10,387,835	1,303,620	A10 ANTIDIABETIQUES	€ 271,314,664	47,511,338
J01 ANTIBACTERIENS SYSTEMIQ.	8,334,433	920,714	C10 PR.LIPID-REGUL.A-ATHEROM	€ 148,700,080	43,549,936
A10 ANTIDIABETIQUES	8,900,981	637,498	L04 IMMUNOSUPPRESSEURS	€ 390,703,649	33,838,715
C10 PR.LIPID-REGUL.A-ATHEROM	6,431,687	549,542	R03 ANTIASTHM & COPD PRDTS	€ 229,033,872	18,835,026
R02 ANTIINF DECONGEST PHARYNX	4,515,920	408,015	D05 PRD NN STER TR.INFL.CUT.	€ 65,592,143	16,418,762
S01 PRDT OPHTALMOLOGIQUES	5,771,235	247,451	A07 PROD TROUBLES INTESTINAUX	€ 49,615,567	11,469,803
D06 ANTIBIOTIQ&ANTIVIR TOPIQ	1,513,630	165,610	N02 ANALGESIQUES	€ 191,109,956	11,253,656
R01 ANTIINF DECONGEST RHINO	9,364,985	119,182	B01 THROMBOLYTIQUES	€ 282,976,603	8,743,484
R06 ANTIHISTAMINIQUES V GENER	4,177,645	103,474	C09 PROD ACT SYS RENIN-ANGIO	€ 138,335,756	7,933,338
A07 PROD TROUBLES INTESTINAUX	2,786,683	77,223	R05 ANTITUSSIFS PREP BRONCH	€ 57,344,883	7,627,494

Source: IQVIA – LMPB services – Selling In data