

EXECUTIVE SUMMARY

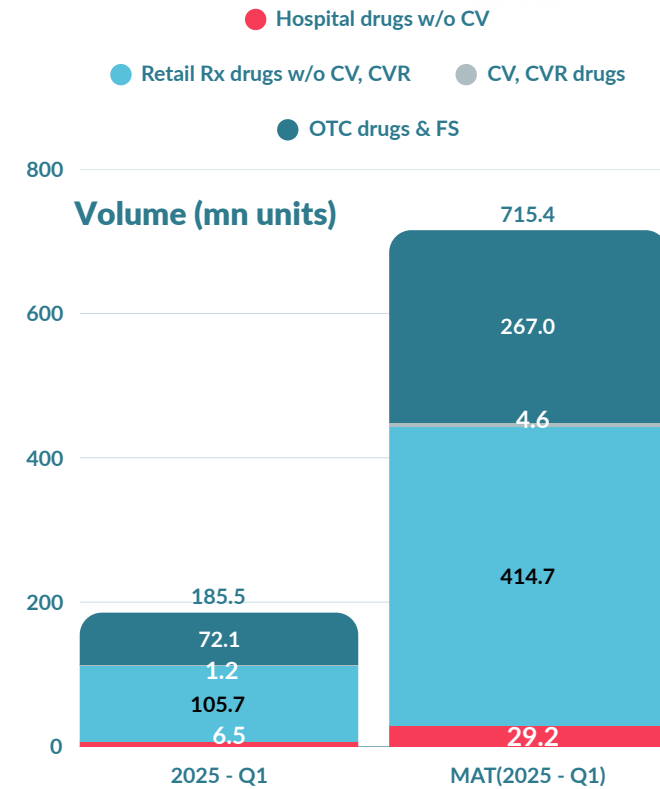
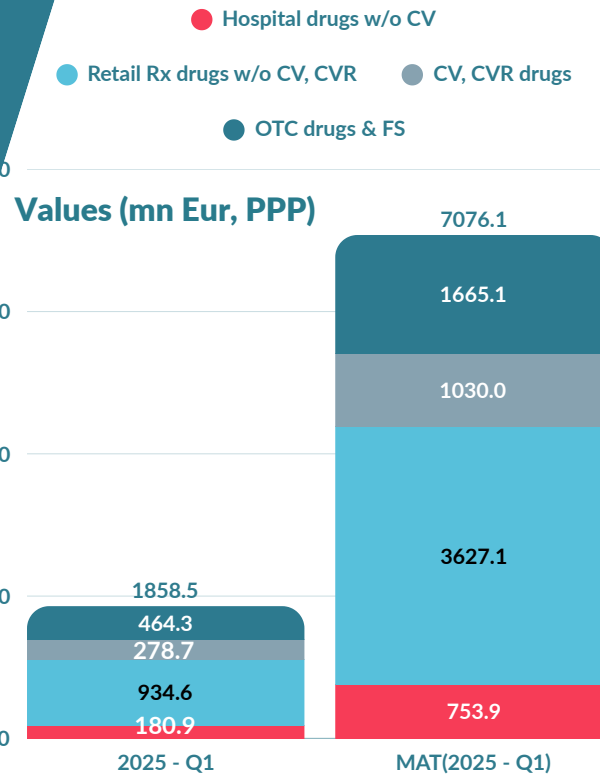
2025-Q1

- 1,858.5 mn Eur, PPP*, 13.5% Sales Growth
- 185.5 mn units, 3.0% Volume Growth
- 4.7% DOT Growth

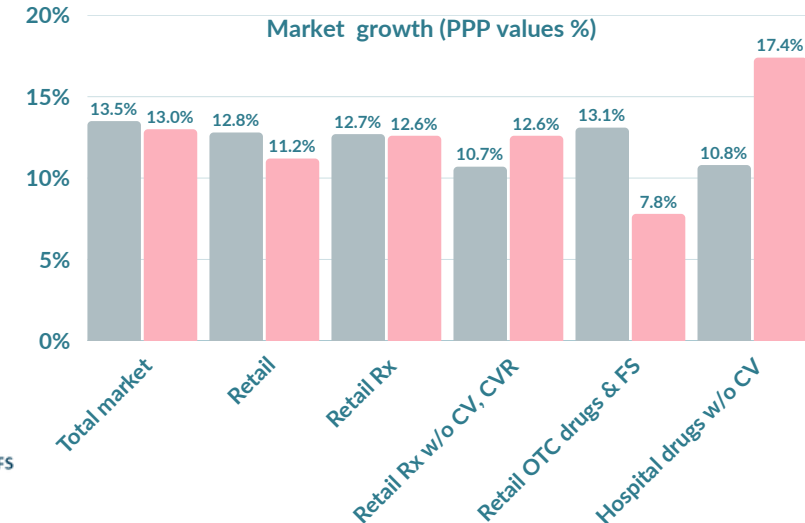
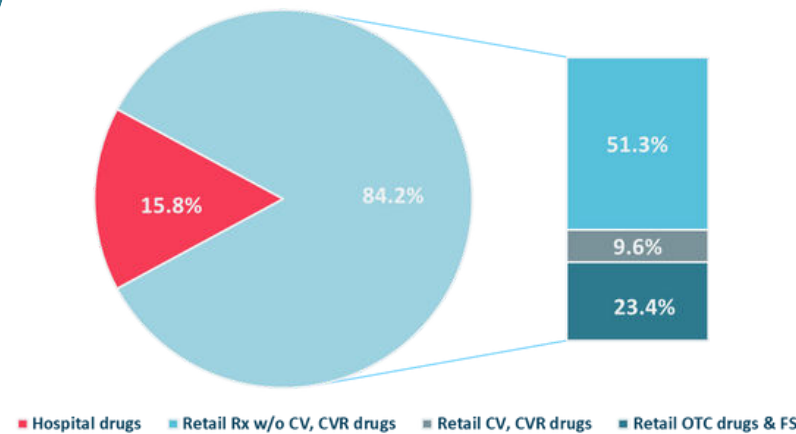
MAT 2025-Q1

- 7,076.0 mn Eur, PPP*, 13.0% Sales Growth
- 715.4 mn units, -0.3% Volume Growth
- 1.3% DOT Growth

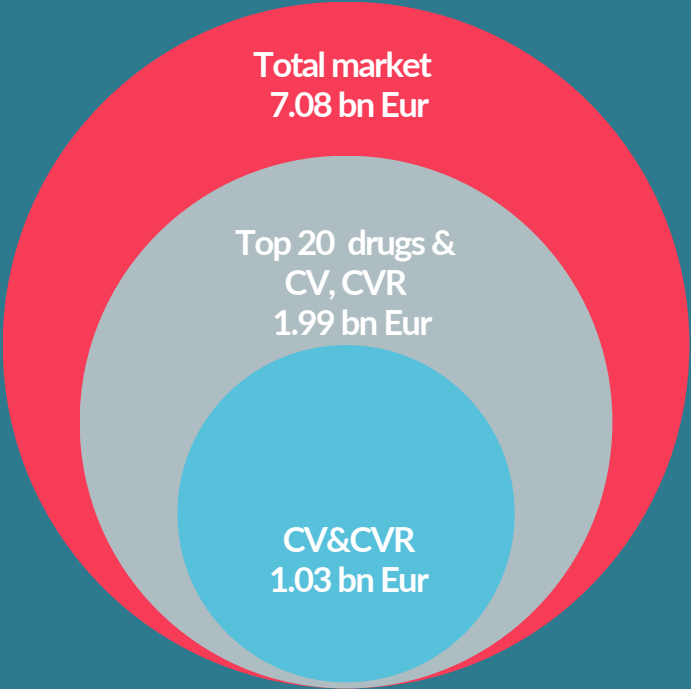
*PPP-Pharmacy Purchase Price



MARKET SPLIT BY CHANNEL AND STATUS - MAT (2025-Q1), PPP, EUR



EXECUTIVE SUMMARY



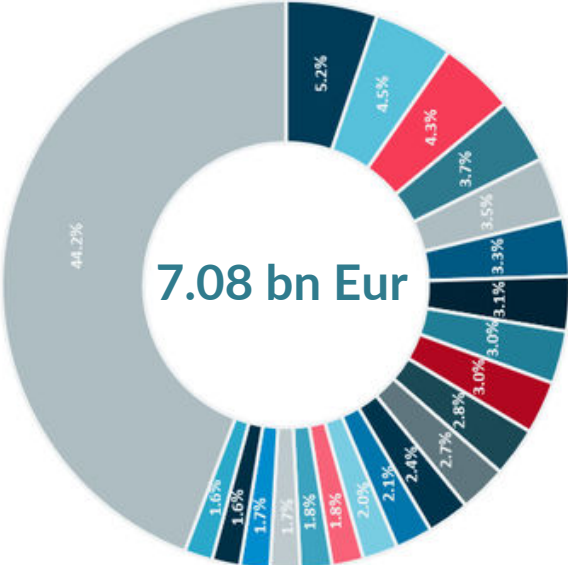
TOP 20 BRANDS

Crt. No.	Top 20 brands PRODUCT NAME	Values PPP	Values PPP	Values PPP	Values PPP
		2025 - Q1 EUR, mn	2025 - Q1 +/- %	MAT(2025 - Q1) EUR, mn	MAT(2025 - Q1) +/- %
	Total market	1,858.5	13.5%	7,076.1	13.0%
	Top 20 Rx and OTC drugs	246.5	15.6%	960.3	22.2%
1	NUROFEN	25.4	7.7%	93.5	9.3%
2	DARZALEX	18.5	18.6%	74.0	32.4%
3	RYBELSUS	20.6	80.6%	73.0	86.7%
4	IMBRUVICA	18.1	1.7%	72.1	3.8%
5	TAGRISSO	14.2	6.9%	58.0	21.5%
6	FORXIGA	15.1	30.7%	56.6	41.7%
7	IBRANCE	10.2	-4.6%	43.3	2.6%
8	ASPENTER	12.0	19.9%	43.2	12.7%
9	VESSEL DUE F	10.7	15.2%	43.2	15.8%
10	DETRALEX	10.5	10.2%	42.5	10.1%
11	XIGDUO	10.5	19.0%	39.9	24.1%
12	PHESGO	8.3	-10.2%	39.7	14.4%
13	CLEXANE	9.2	-4.7%	39.2	12.4%
14	VERZENIOS	10.3	39.0%	38.7	63.8%
15	TRULICITY	8.4	-14.2%	36.5	-8.1%
16	VENCLYXTO	9.3	19.9%	35.7	20.5%
17	TRESIBA	8.6	3.4%	35.3	11.4%
18	SORTIS	9.0	3.9%	33.7	4.5%
19	JARDIANCE	8.6	50.7%	31.8	68.7%
20	ERLEADA	9.1	77.3%	30.5	115.2%
	CVR drugs	17.8	21.2%	73.3	-24.6%
	CV drugs	260.9	27.3%	956.6	26.8%

TOP 20 CORPORATIONS

Crt. No.	CORPORATION	Values PPP	Values PPP	Values PPP	Values PPP
		2025 - Q1 EUR, mn	2025 - Q1 +/- %	MAT(2025 - Q1) EUR, mn	MAT(2025 - Q1) +/- %
	Total	1,858.5	13.5%	7,076.1	13.0%
1	ASTRAZENECA	98.1	20.4%	370.7	28.0%
2	SUN PHARMA ¹	84.9	13.1%	317.3	8.4%
3	ZENTIVA ²	77.6	7.7%	302.7	12.3%
4	JOHNSON & JOHNSON	65.9	9.7%	259.7	13.9%
5	SERVIER ³	63.1	7.5%	250.7	9.8%
6	PFIZER	58.8	5.1%	236.0	6.5%
7	SANOFI	53.3	7.0%	219.0	7.4%
8	HOFFMANN LA ROCHE	56.4	19.4%	213.0	22.8%
9	NOVARTIS	54.0	14.6%	209.5	17.7%
10	MERCK & CO	50.5	22.6%	196.0	32.6%
11	NOVO NORDISK	47.0	2.7%	192.2	14.1%
12	VIATRIS	42.8	3.3%	170.4	5.1%
13	ELI LILLY	38.0	19.8%	145.9	20.8%
14	BAYER AG	33.7	-1.9%	138.0	0.5%
15	ABBVIE	33.3	13.7%	128.5	2.4%
16	MENARINI	32.9	12.8%	125.9	7.9%
17	BRISTOL MYERS SQUIBB	32.0	20.0%	123.0	20.4%
18	SANDOZ	31.8	9.1%	120.6	10.1%
19	GLAXOSMITHKLINE	29.1	8.1%	114.7	10.7%
20	RECKITT BENCKISER	31.4	8.9%	113.9	12.1%
	All others	844.1	16.3%	3,128.4	12.6%

- ASTRAZENECA
- SUN PHARMA¹
- ZENTIVA²
- JOHNSON & JOHNSON
- SERVIER³
- PFIZER
- SANOFI
- HOFFMANN LA ROCHE
- NOVARTIS
- MERCK & CO
- NOVO NORDISK
- VIATRIS
- ELI LILLY
- BAYER AG
- ABBVIE
- MENARINI
- BRISTOL MYERS SQUIBB
- SANDOZ
- GLAXOSMITHKLINE
- RECKITT BENCKISER
- All others



¹ including Terapia
² including Alvogen and Labomed
³ including Egis

OTC&FS EXECUTIVE SUMMARY

2025 Q1

- 464.3 mn Eur, PPP*, 13.1% growth rate
- 72.1 mn units, 2.9%, growth rate

MAT 2025-Q1

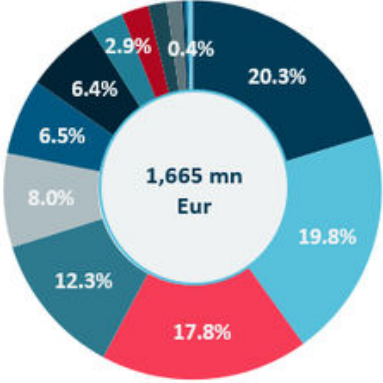
- 1,665.1 mn Eur, PPP*, 7.9% growth rate
- 267.0 mn units, - 0.6% growth rate

PPP - Pharmacy Purchase Price, w/o VAT
Growth rates are calculated vs the correspondent period of the previous year

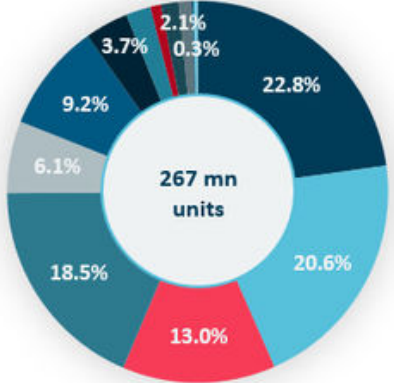


OTC&FS MARKET BY SEGMENTS

OTC market by segments
Values PPP, mn Eur, MAT (2025-Q1)



OTC market by segments
mn units, MAT (2025-Q1)



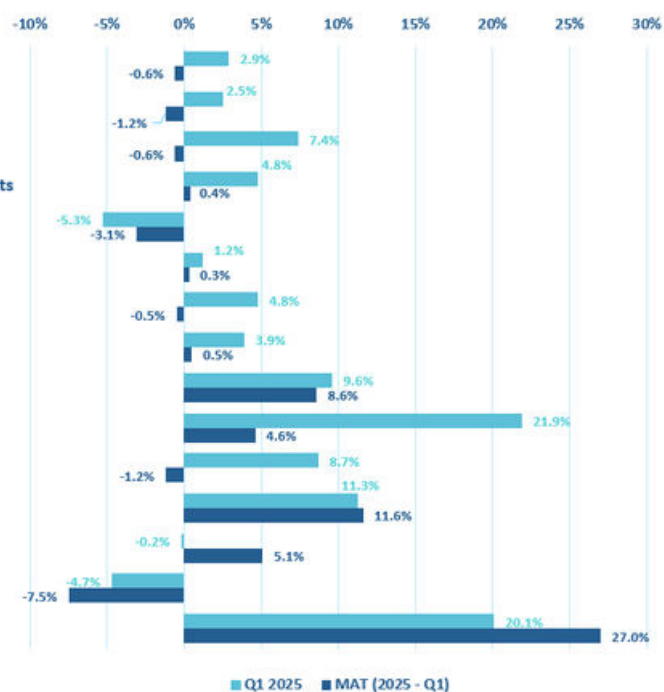
- Cough Cold and Allergy
- Gastrointestinals
- Vitamins Minerals and Supplements
- Analgesics
- Dermatologicals
- Systemic cardiovasculars
- Genito urinary system and sex hormones
- Eye and Ear Care
- Musculoskeletal
- Sleep aids
- Oral care
- Antismoking and alcohol control
- Antiparasitic preparations
- All Others

OTC market PPP Values growth by segment (%)



- OTC drugs & FS
- Cough Cold and Allergy
- Gastrointestinals
- Vitamins Minerals and Supplements
- Analgesics
- Dermatologicals
- Systemic cardiovasculars
- Genito urinary system and sex...
- Eye and Ear Care
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- Oral care
- Antismoking and alcohol control
- Antiparasitic preparations
- All Others

OTC market volume growth by segment (%)



OTC&FS
EXECUTIVE SUMMARY

TOP 5 CORPORATIONS
per SEGMENT

OTC&FS market by segments and Top 5 players (Values PPP, mn Eur)



TOP 3 BRANDS per SEGMENT

OTC by categories PRODUCT NAME	2025 - Q1			MAT (2025 - Q1)		
	Values PPP mn EUR	MS(%)	Values PPP Growth (% EUR)	Values PPP mn EUR	MS(%)	Values PPP Growth (% EUR)
OTC drugs & Food Supplements	464.3	100%	13%	1,665.1	100%	8%
Cough Cold and Allergy	111.7	24%	12%	338.4	20%	8%
PARASINUS	9.0	8%	5%	27.1	8%	2%
NUROFEN	8.0	7%	9%	25.0	7%	9%
THERAFLU	6.6	6%	10%	17.0	5%	5%
Gastrointestinals	86.8	19%	16%	330.5	20%	8%
NO-SPA	4.4	5%	11%	16.7	5%	3%
LAGOSA	3.2	4%	19%	12.5	4%	13%
ESSENTIALE FORTE	2.8	3%	-19%	12.4	4%	-2%
Vitamins Minerals and Supplements	83.3	18%	13%	295.9	18%	8%
MAGNEROT	2.8	3%	-1%	12.6	4%	15%
MOLEKIN	5.0	6%	59%	12.4	4%	33%
URIMIL	3.5	4%	54%	11.6	4%	40%
Analgesics	53.3	12%	8%	204.1	12%	8%
NUROFEN	17.4	33%	7%	68.5	34%	9%
VOLTAREN	4.0	8%	35%	14.7	7%	18%
ANTINEURALGIC FORTE	3.4	6%	60%	12.3	6%	49%
Dermatologicals	31.1	7%	10%	133.8	8%	7%
CICATRIDINA	4.4	14%	12%	17.3	13%	8%
BETADINE	2.1	7%	3%	9.8	7%	11%
BANEOCIN	1.6	5%	-11%	8.4	6%	2%
Systemic cardiovasculars	29.0	6%	14%	107.5	7%	5%
ASPENTER	12.0	41%	20%	43.2	40%	13%
ASPACARDIN	2.9	10%	11%	10.9	10%	1%
EXTRAVALERIANIC BIOFARM CARDIO	1.7	6%	10%	6.1	6%	-10%
Genito urinary system and sex hormones	27.9	6%	11%	106.5	6%	5%
URACTIV	4.6	17%	23%	17.2	16%	7%
MARATON FORTE	2.3	8%	7%	9.6	9%	3%
URINAL	1.7	6%	-30%	7.8	7%	-11%
Eye and Ear Care	12.5	3%	19%	48.0	3%	15%
MACUSHIELD	1.4	11%	41%	4.9	10%	36%
VIZIK	1.0	8%	51%	4.3	9%	44%
THEALOE	0.8	7%	13%	3.0	6%	4%
Musculoskeletal	11.9	3%	35%	39.1	2%	12%
SUPRAMAX	1.6	14%	43%	4.8	12%	12%
PROENZI ARTROSTOP	0.8	7%	15%	3.2	8%	1%
MUVON	0.8	7%	26%	3.1	8%	10%
Sleep aids	7.6	2%	21%	26.4	2%	8%
STRESSCLEAN COMPLEX	1.8	24%	40%	5.9	22%	15%
OPTISOMN	1.0	13%	12%	3.2	12%	10%
SEDATIF PC	0.7	9%	-1%	2.9	11%	5%
Oral care	5.5	1%	18%	20.8	1%	20%
TANTUM VERDE	1.5	27%	-1%	6.1	29%	3%
TANTUM VERDE FORTE	1.1	21%	17%	3.7	18%	19%
CAMILIA	0.5	9%	25%	1.9	9%	38%
Antismoking and alcohol control	1.4	0%	4%	5.3	0%	6%
DEFUMOXAN	0.7	51%	-7%	2.7	51%	-2%
NICORETTE	0.6	45%	16%	2.3	44%	13%
EMETIX HANGOVER	0.1	4%	112%	0.2	4%	103%
Antiparasitic preparations	0.8	0%	-2%	3.1	0%	-6%
WORMEX	0.4	44%	-3%	1.3	44%	-2%
PARANIX	0.2	23%	-14%	0.7	22%	-30%
DR. MAX LOSINIT	0.1	6%	4%	0.2	7%	34%
All Others	1.5	0%	20%	5.8	0%	23%