Closer Than You Think™
Lonza at a Glance

With sites that span the world — from Canada to China, from Switzerland to South Africa, from the US to the UK and from Singapore to Spain — Lonza is a global company that supplies the pharmaceutical, biotech and specialty ingredients markets.

Drawing on more than a century of experience, we apply our biotech expertise and fine chemical know-how to create customer solutions that contribute to healthier living and that enhance the overall quality of life.

Our services and products range from active pharmaceutical ingredients and stem-cell therapies to drinking water sanitizers, from vitamin B3 compounds and organic personal-care ingredients to agricultural products, and from industrial preservatives to microbial control solutions that combat dangerous viruses, bacteria and other pathogens.
>1000 Brands globally

>40 Major manufacturing and R&D facilities worldwide

>5000 Trademark filings

~3.8 bn Sales in 2015 in CHF

~30 Countries with offices/sites
Global Footprint
2015

Total

Sales 3 803 mn
2015 in CHF

Employees 9 829

This world map shows the Lonza sites with 15 employees or more. Lonza also has a sophisticated network of sales offices around the world where Lonza representatives are in close proximity to our customers, understand their needs and speak their language. We operate about 90 sites and offices in approximately 30 countries, which enables us to provide production, research and development (R&D), and sales services to customers worldwide.

- Production
- R&D
- Production + R&D
- Sales and Support
- Headquarters Basel (CH)

Americas

1 816 mn
47.8% of total sales in CHF

3 208
32.7% of total employees
Understand Lonza – Corporate

APAC

577 mn
15.1% of total sales in CHF

1 686
17.1% of total employees

EMEA

1 410 mn
37.1% of total sales in CHF

4 935
50.2% of total employees
Capitalizing on Global Megatrends

With more than a century of experience, we have a unique capability to connect our biotech expertise with our fine chemical know-how to provide the best solutions for our customers now and in the future. As part of our overall strategy, Lonza wants to play a significant role as a global player in target market segments that have a natural growth dynamic, following the megatrends that we can see and anticipate for the 21st century.

These megatrends include the need for appropriate medical treatment, growing consumer needs for high-end preventive healthcare and well-being, intelligent use and protection of our resources and the need for clean, potable water.

As we continuously develop our technologies, Lonza is well positioned to address these global megatrends and thereby generate sustainable, long-term rewards for all our stakeholders.

1. Growing World Population
2. Aging of Global Populations
3. Rapid Growth of Megacities
4. Growth of Middle Classes in BRIC and VISTA Countries

BRIC countries are Brazil, Russia, India and China.
VISTA countries are Vietnam, Indonesia, South Africa, Turkey and Argentina.
Understand Lonza –

Corporate

1. Reliable Food
2. Personal Care
3. Energy Conservation & Sustainability
4. Clean Water
4. Medication
4. Hygiene
Lonza Market Offerings

Consumer Care

Agro Ingredients

Coatings & Composites

Water Treatment
Cross-Business Synergies

One of the goals of Lonza’s transformational efforts is to improve our ability to transfer knowledge, experience, technology and best-in-class business practices throughout the organization.

Our strategic approach to our segments is twofold: capitalizing on cross-business synergies offered by vital technology links and balancing the risk profile between a more volatile, demanding Pharma&Biotech segment and the more stable, GDP-plus growth Specialty Ingredients segment.

Lonza offers our target markets many capabilities that are strongly linked to the technology platforms of biotechnology, fine chemicals or a combination of both. We also have successful experience and an excellent reputation for navigating difficult regulatory environments.
2 Market Offerings

Pharma&Biotech

Bioscience Solutions
Pharma&Biotech Overview

Lonza’s Pharma&Biotech segment encompasses Custom Development and Custom Manufacturing offerings to the Pharma&Biotech market, as well as offerings from our Bioscience Solutions business to our BioResearch market. In 2015 Lonza continued our journey toward a customer-centric organization and invested in building new customer relationships, while at the same time strengthening existing relations.

Alongside these important activities, Lonza Pharma&Biotech focused on further improving our operational performance. The positive quality track record continued in 2015. With our solid 2015 financial results and strong customer relationships, we are well positioned to profitably capture a growing share as a supplier to the global pharmaceutical market.

To enable us to meet the expectations of our customers in the future, we are strengthening our innovation approach and market-leadership position by focusing on new technology trends and services. In addition, we are building our world-leading strengths in induced pluripotent stem cell (iPSC) lines and platforms, antibody drug conjugates (ADCs) and cytotoxics, along with our proprietary GS Xceed™ and XS Expression System™ technologies and new endotoxin testing systems.

Custom Development and Manufacturing
It is Lonza’s goal as a Custom Development and Manufacturing organization to leverage our experience in expression technologies, development and scale-up of robust production processes, analytical services, regulatory compliance and licensing options to provide our customers with complete solutions for their short- and long-term objectives.

Bioscience Solutions
Bioscience Solutions has long set the industry standard for product quality and customer support in life-science research. We deliver biologically relevant and convenient cell-culture solutions to enhance research findings, including custom primary-cell isolation, cell expansion and immortalization, and transfection services.
Custom Development and Manufacturing

Turning Promising Discoveries into Viable Products

For more than 30 years, Lonza has been helping emerging and established pharmaceutical and biotech companies increase product quality, improve production processes, navigate development and regulatory processes, lower the cost of goods and get to market faster. We help our customers advance their therapeutics through the clinical pipeline and ultimately to the patient.

As service providers we understand the day-to-day challenges that pharmaceutical / biotechnology innovators face. We leverage our broad experience as we provide our customers complete solutions for their short- and long-term objectives.

Because we recognize that every organization has unique needs and those needs are likely to change over time, we innovate and remain flexible to align with our client’s goals throughout the development and manufacturing partnership. Lonza offers small-, mid- and large-scale commercial manufacturing capabilities that provide vital support as our customers move through the clinical development pathway. Smooth and quick transitions through each clinical phase, along with having a secure commercial supplier, are all critical factors for drug success.

The pharmaceutical industry is facing a growing number of challenges, including escalating R&D costs and more stringent regulatory scrutiny. Lonza can conduct a Developability Screening of potential candidates in the drug development process, which can contribute to reducing R&D costs, risk of attrition and overall development time.

Being able to assess the manufacturability and safety at the pre-clinical stage, before large investments are made, allows companies to focus on the candidate with the highest probability of success, which maximizes the return on the company’s R&D spending. Our Custom Development and Licensing business includes services to address these potential risks at the start of drug development.

Through our Custom Manufacturing business, we are able to offer our clients synergies between chemical synthesis and biotechnology to enable the production of tailor-made intermediates and active pharmaceutical ingredients (APIs) for use as pharmaceuticals, biotherapies, nutraceuticals, cosmetics and animal health products. Collectively, with our technological expertise, solid track-record, process innovation, proprietary technologies, regulatory experience and global footprint, we are well positioned to meet therapeutic needs at any scale.
Bioscience Solutions

Providing Industry-Leading Research, Discovery and Manufacturing Tools

Lonza Bioscience Solutions provides tools for two distinct business areas: research and disease-discovery tools for innovative research in academic and industrial research facilities across the world, as well as solutions for pharmaceutical and biopharmaceutical manufacturing, which includes emerging technologies such as cell and viral therapy.

Our BioResearch offerings include cell-culture, transfection and molecular biology tools for life-science research. We serve customers across the world in academic and government institutions and in major biotech and pharmaceutical organizations.

Lonza Bioscience Solutions sets the industry standard for product quality and customer support in life-science research with our Clonetics™ and Poietics™ primary cells and stem cells; cell-culture media; Nucleofector™ transfection technology; electrophoresis devices and reagents; and services.

For the drug-discovery and translational research markets, we offer products and services targeting cardiovascular, respiratory, neurological, metabolic, cancer and other disease research areas.

Our Testing and Therapeutic Cell-Culture Media businesses serve customers in the pharmaceutical and biotech industry. Therapeutic cell-culture media is used in the production of therapeutics like antibodies, antibody drug conjugates (ADC), vaccines and other biologics.

Lonza’s endotoxin-detection assays are applied in pharmaceutical product release testing to assure the safety of injectable drugs, implantable medical devices and dialysis samples. Our fully integrated software solutions streamline Quality Control processes and offer complete insight into manufacturing operations, with quick access to management, compliance and trending data.
4 Market Offerings

Consumer Care

Agro Ingredients

Coatings & Composites

Water Treatment
Specialty Ingredients Overview

In the Specialty Ingredients segment, we supply innovative solutions that promote health, wellness, beauty, nutrition, hygiene and materials protection.

**Consumer Care**
Lonza’s Consumer Care business is a global leader in several important chemical ingredient categories, including actives for antidandruff shampoos, natural and organic cosmetic ingredients, vitamin B3 compounds (niacin and niacinamide), L-Carnitine and microbial-control solutions such as disinfectants and sanitizers that help protect us from dangerous and unwanted microbes. These ubiquitous materials provide health, wellness, beauty and protection claims for our fast-moving consumer goods customers.

**Agro Ingredients**
Capitalizing on our broad experience in custom manufacturing in our Pharma & Biotech and Specialty Ingredients segments, Lonza’s Agro Ingredients business offers, in addition to active ingredients for mollusk control, custom agricultural manufacturing services designed to improve crop yields and food quality.

**Coatings and Composites**
The Materials Performance & Protection and the Performance Ingredients businesses offer preservatives and biocide blends that deter the growth of mold, mildew and / or other contaminants on painted and coated surfaces, bath mats, carpeting, wallboard, flooring and ceiling materials, and in adhesives and sealants.

Lonza’s Wood Protection business supplies products and services that enhance the quality of wood and protect this sustainable, renewable resource from termites and other insects, mold, fungus, moisture and fire.

**Water Treatment**
Our Water Treatment business within Specialty Ingredients is one of the world’s largest suppliers of sanitizers and other treatment chemicals for pools, spas and water parks. We are also rapidly growing sales in the treatment of surface waters, as well as water for drinking, agriculture, irrigation, food processing and industrial applications. In addition, we offer top-of-the-line feeder systems to deliver clean drinking water, maintain and enhance surface water, and provide sanitizing solutions within the agriculture industry.
Consumer Care

Focusing on Health, Wellness, Beauty and Protection

Consumer Care within Specialty Ingredients is focused on becoming the leading partner for the fast-moving consumer goods industry by elevating beauty and ensuring health and wellness through science and technology. The Consumer Care business includes hygiene products, nutrition ingredients and personal-care offerings.

Together, the teams in Consumer Care are capitalizing on people’s desire for nutritious food, for protection from dangerous viruses and other pathogens, and for the ability to look and feel their best. While we help to protect the health and well-being of people and companion animals around the world, we also offer innovative hair- and skin-care formulations and ingredients for the Personal Care market and are the global leaders in zinc pyrithione, quaternary ammonium actives and L-Carnitine.

Aligned with megatrends and market drivers, Consumer Care provides exceptional customer value to the Hygiene, Nutrition and Personal Care markets for fast-moving consumer goods. Lonza’s science-based actives utilize our biotechnology and fine chemistry know-how. With operational excellence, we then apply that know-how to develop concepts for convenience and differentiated performance factors in predominately regulated markets.

Our market-oriented, collaborative approach to delivering the ingredients our customers need is further strengthened by Lonza’s regulatory expertise. This advantage means that our customers have the regulatory support to obtain approvals required by local governmental agencies and products backed by science in order to make marketable claims that deliver commercial success.

We enable our customers to improve the lives of their consumers by ensuring healthier environments, delivering more nutritional foodstuffs, and offering more-advanced hair-, scalp- and skin-care products.
Agro Ingredients

Helping Customers Do More with Less

Lonza’s Agro Ingredients business is growing by helping our customers do more with less — meaning optimizing the use of increasingly scarce natural resources such as arable land and clean irrigation water.

The aim of the value-added chain in the agricultural sector is to make every effort to cut losses and boost productivity. This target would be impossible to achieve without more and better agro-chemistry. Meeting these requirements will take huge efforts in the research and development of essential, efficient and sustainable solutions. It will require innovation — and cutting-edge technology companies like Lonza are making an important contribution in this regard.

Lonza’s offerings to the agricultural market are based on a strong chemical and biological technology background. With broad experience, high professionalism and unrelenting passion to satisfy our customers, Lonza provides state-of-the-art custom manufacturing for modern herbicides, insecticides and fungicides, including biologically derived products such as biopesticides, biostimulants and other microbial active ingredients and intermediates.

We have remained the chemical fermentation development and manufacturing partner for leading innovative agrochemical companies by providing full life-cycle management for their products. Besides our chemical custom manufacturing services, we provide small- and large-scale fermentation capacity for fermentation-derived biopesticides used by leading agro companies.

Lonza is also the world’s market leader in molluscicides as we offer the Meta™ metaldehyde active ingredient and Meta™-based, formulated products.

In all main markets, we collaborate with strategic partners and leading local distribution companies to support the growth of our premium-quality products. For instance, we sell finished commercial products under the Frexus™ brand name in Brazil, one of the main agricultures in the world.
Coatings and Composites

Growing Through Product Innovation and Global Expertise

The Coatings and Composites business unit offers a wide range of protectants, modifiers and performance ingredients that improve the life span, quality and properties of our customers’ products.

Materials Performance & Performance
The Materials Performance & Performance business group is the leading innovative partner for our customers in the materials protection and high-tech composites markets where we are active. We offer the widest range of biocides and formulated products and a unique selection of thermoset resins and systems.

Our biocide products help to control mold and mildew in building materials such as paints, wallboards and emulsions and also improve performance of plastics, textiles and inks. By preventing fouling on ocean-going ships, we help to preserve fuel and reduce maintenance costs.

Performance Ingredients
With our Performance Ingredients products, our customers can reduce their environmental impact when producing vitamins, pharmaceuticals and crop-protection products through efficient high-yield processes. We also offer an innovative portfolio of performance chemicals to the oil and gas industry to increase efficiency and safety of production.

The Performance Ingredients team focuses on continual optimization of the product portfolio, excellence in asset management and on controlling production costs to maintain profitability. For example, our oil and gas team continues to bring innovative, high-performing products to market that combine chemistries from our wide portfolio.

Wood Protection
Over the last 80 years, Lonza’s Wood Protection business has become a leading name in the industrial pre-treatment and surface protection of wood. Lonza offers the world’s broadest portfolio of wood protection chemistries, with operations spanning North and South America, Europe, Asia Pacific and Africa.

Our products and services enhance the beauty and versatility of wood – the only sustainable, renewable building material – making it resistant to termites, fungi, mold, fire and moisture.
Water Treatment

Growing by Quenching Megatrend “Thirst” for Clean Water

Water treatment is a major growth market for Lonza with our strong market-leadership positions around the world. With a long heritage and more than a century of experience in developing innovative water treatment solutions, the Lonza Water Treatment business is one of the leading suppliers of treatment chemicals, sanitizer feeder systems and services to the global water treatment market. From drinking-water supplies and industrial applications to backyard swimming pools, our products aim to keep water clean.

Lonza Water Treatment product applications include residential and commercial swimming pool and spa water applications, as well as drinking water, process water, wastewater, irrigation, surface water and industrial water applications. We build customer relationships by offering technical customer support, R&D, formulation expertise, regulatory excellence, powerful brand marketing and product reliability and quality.

The Water Treatment business is categorized by customer need into Residential, which encompasses Pro Dealer and Mass channels, and Industrial, Commercial, Municipal and Surface Water (ICMS) chemicals and services.

Lonza manufactures and markets both oxidizing and non-oxidizing biocides, along with specialized chemicals and accessories under a number of premium brands. Keys to continued success in these businesses are to grow customer intimacy, to launch effective consumer marketing, to develop innovative and differentiated products, and to maintain efficient manufacturing and distribution operations.
Sustainability

Sustainable Values

As a leading custom developer and manufacturer of products that promote health, well-being and the overall quality of life, Lonza has identified sustainability as one of our most vital, fundamental values. We strive to develop products that not only benefit our customers and consumers but that also are environmentally sound and, in many cases, socially beneficial.

Investing in Sustainability

Sustainability is top of mind at Lonza as we source, manufacture, transport and recycle our products and is at the core of our activities at Lonza. We are committed to providing the highest-quality products and services that delight our customers while also minimizing our impact on the environment, conserving energy and natural resources, and helping to improve the quality of life.

Investing in Responsible Sourcing

Lonza’s Global Strategic Sourcing function helps secure raw materials for our businesses that are sustainably produced and sourced. In many cases this approach means satisfying strict customer, industry and regulatory standards in terms of everything from kosher and halal food quality to natural and organic ingredients for our cosmetic and personal care products.
Investing in Environment, Health and Safety

The same continuous improvement tools and disciplines that drive improved safety and environmental quality can also be applied to making sustainable use of natural resources, reducing our carbon footprint, minimizing hazardous waste and otherwise improving the quality of life for our stakeholders.

Safety at work is a core responsibility of each and every leader and employee, and the culture to live up to the “Vision Zero” principles as set forth in our EHS policy is a central element in Lonza’s leadership, project management and team cooperation.

Investing in Our People

Our Human Resources team is Investing in Our People – including young people who may become future Lonza employees – through innovative apprenticeship training, talent acquisition, leadership development and incentive programs. We regard our employees as a key competitive advantage. That is why we are working on strengthening that advantage by ensuring that Lonza is “The Place to Go, Stay and Grow”.

Investing in Our Communities

With our commitment to ethical, social and environmental responsibility and sustainability, Lonza supports events, projects and programs directly linked to Lonza’s employees and sites. Our sponsoring activities focus on the following three areas:

- Science, schools, education
- Charity, health, social welfare
- Culture, community, youth