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## Company Overview

# Lonza



## About Lonza Group

At Lonza, we combine technological innovation with world class manufacturing and process excellence. Together, these enable our customers to deliver their discoveries.

We are a preferred global partner to the pharmaceutical, biotech and specialty ingredients markets. Our solutions improve life quality by preventing illness, enabling healthier lifestyles and supporting a safe environment.

We work to prevent illness and promote a healthier world by enabling our customers to deliver innovative medicines that help treat or even cure a wide range of diseases. We also offer a broad range of microbial control solutions, which help to create and maintain a healthy environment.

Founded in 1897 in the Swiss Alps, Lonza today operates in 120 sites and offices in more than 35 countries. With approximately 15,500 full-time employees, we are built from high-performing teams and of individual employees who make a meaningful difference to our own business, as well as the communities in which we operate. The company generated sales of CHF 5.9 billion in 2019 with a CORE EBITDA of CHF 1.6 billion.

Lonza Group comprises two segments:

- In **Lonza Pharma, Biotech & Nutrition**, we work to improve health by supporting our customers to deliver innovative solutions to prevent, treat or even cure disease. The segment provides a wide range of services and products from early phase discovery to custom development and manufacturing of active pharmaceutical ingredients to innovative dosage forms for the pharma and consumer health and nutrition industries.
- In **Lonza Specialty Ingredients**, we focus on microbial control for personal care as well as for the protection of our homes, schools, workplaces and environment from mold and other potential pathogens. We also offer custom development and manufacturing of specialty chemicals and composites to support the electronics, aerospace, food and agrochemical industries

Our two segments are united by advanced manufacturing and quality control systems, superior regulatory expertise, in-depth market knowledge, technical customer support and world class R&D capabilities. Our scale and resources mean we can provide a one-stop solution for our customers to help people get well, feel well and stay well

## Lonza Pharma, Biotech & Nutrition (LPBN)

As the world's largest company for contract development and manufacturing, our Pharma Biotech & Nutrition segment is recognized for its reliable, high-quality services, regulatory track record, global footprint, innovative technology platforms and extensive experience.

Our vision is to enable our customers to meet some of the greatest challenges in patient treatment. Our broad capabilities span across biologics, small molecules (including highly potent active pharmaceutical ingredients such as cytotoxins), bioconjugates, cell and gene technology, and live biotherapeutics. We manage projects from pre-clinical stage through to commercialization, from established therapeutics to advanced personalized medicines, and our expertise covers both drug substance and drug product.

In February 2019, we changed our structure, combining Pharma & Biotech and Consumer Health & Nutrition into the Lonza Pharma Biotech & Nutrition (LPBN) segment. With this structure, we can leverage our innovation programs and technology platforms across the nutrition-pharma spectrum, most importantly in the pharma and nutritional capsules businesses.

With 37 sites across three continents and 11,148 employees, we capitalize on our global footprint and have the flexibility to address regional and even local marketplace needs.

**The LPBN segment comprises the following offerings**

CDMO service businesses	Product businesses
<ul style="list-style-type: none"> <li>• Small Molecules</li> <li>• Mammalian &amp; Microbial</li> <li>• Cell &amp; Gene Technologies</li> </ul>	<ul style="list-style-type: none"> <li>• Bioscience</li> <li>• Capsule Systems</li> <li>• Nutritional Ingredients</li> </ul>

## Lonza Specialty Ingredients (LSI)

In Lonza Specialty Ingredients (LSI), we are focused on further strengthening our market leadership in microbial control solutions to protect our environment and ourselves from harmful microbes. Our businesses deliver customer-focused, innovative and smart solutions for a wide range of consumer and industrial markets, as well as wood applications and agricultural offerings along a common microbial control solutions platform.

A key challenge for our customers is the increasingly complex and evolving regulatory landscape. We can help them by applying our deep understanding of both current and future regulations to enable them to achieve performance and regulatory compliance.

We also provide solutions for composite materials and processing additives for high performance industries, performance chemicals and intermediates as well as custom development and manufacturing.

With representations in 28 countries across 5 continents and 2,504 employees, we take care of our customers and their global, regional or local requirements.

**The LSI segment comprises the following offerings**

Microbial Control Solutions (MCS)	Specialty Chemical Services (SCS)
<ul style="list-style-type: none"> <li>• Wood Protection</li> <li>• Material Protection</li> <li>• Paint &amp; Coatings</li> <li>• Professional Hygiene</li> <li>• Home &amp; Personal Care</li> <li>• Crop Protection</li> </ul>	<ul style="list-style-type: none"> <li>• Performance Chemicals &amp; Intermediates</li> <li>• Composites</li> <li>• Custom Development &amp; Manufacturing</li> </ul>

In 2019, we announced the decision to carve-out the LSI segment, with the intention of operating independently whilst remaining part of the Lonza Group. This process is expected to be completed by mid-2020.

## Lonza's response to COVID-19 (Coronavirus)

### General update on operations:

We are responding to the challenges of COVID-19 with employee safety and business continuity as our primary concerns. As a global business, we continue to work together to play a part in this fight against the spread of the coronavirus. Our pharmaceutical and biotech segment continues to develop and produce a large number of life-saving treatments. These enable our customers to protect their patients, whose needs have never been greater. At the same time, our LSI segment focuses on providing microbial control solutions. More than twenty of our microbial control solutions have been shown to be effective against COVID-19 in tests conducted by the US Environmental Protection Agency (EPA). These solutions are more important than ever for maintaining hygiene and safety in hospitals, homes, schools and offices around the world.

### Strategic Collaboration with Moderna:

We recently announced our collaboration with Moderna. Lonza has been confirmed as the manufacturing partner for Moderna's vaccine (mRNA-1273) against the novel coronavirus. Moderna's technology represents a significant opportunity to change the way we protect people against disease and we, at Lonza, are fully committed to leveraging our global network and experience in manufacturing technologies to support its manufacture of mRNA-1273.

This long-term strategic collaboration agreement will enable the best science to be combined with resilient supply chains that can scale. It will allow Moderna to accelerate, by 10-times, its manufacturing capacity for mRNA-1273. Our global presence, expertise and the most advanced manufacturing capabilities are critical as it scales at unprecedented speed. The common goal is to potentially enable manufacturing of up to 1 billion doses of mRNA-1273 vaccine per year.

This agreement marks the start of a wider collaboration, with further manufacturing projects anticipated from Moderna's clinical portfolio.

For more detailed information, visit [www.lonza.com](http://www.lonza.com) and follow us on Twitter @LonzaGroup or Facebook @LonzaGroupAG.