

Lonza Inc.  
90 Boroline Road  
US-Allendale, NJ 07401  
[www.lonza.com](http://www.lonza.com)

## Press Release

### **Lonza and Lamberti Form Commercial Collaboration in South America To Serve Personal Care Markets**

- **Lamberti complements Lonza's portfolio with innovative hair-conditioning polymer and other products**

Allendale, NJ (USA), 21 September 2015 -- Lonza's Consumer Care business unit has entered into a long-term commercial collaboration with Lamberti under which Lonza will have exclusive access to Lamberti's complete portfolio of hair care, personal care and home care products for sale in South America.

Lonza and its regional customers will benefit from complementary technologies, such as Lamberti's natural hair-conditioning polymers, which add to the already extensive Lonza Consumer Care portfolio. Based in Italy, Lamberti will benefit from Lonza's existing infrastructure, customer relationships and sales and technical support teams in Brazil, Argentina and other countries in South America.

"Our new commercial collaboration with Lamberti gives us products and technologies that expand our ability to serve pressing consumer needs in South America, particularly in the hair-care market," said Sven Abend, Head of Lonza Consumer Care and Chief Strategy Officer for the company. "Brazil, for example, where Lonza has manufacturing, R&D and office facilities in Sao Paulo, Igarassu and Salto, has the second highest demand in America for general hair-care products and is number one in conditioner demand."

"We are excited to see our innovative personal care products gain new fans and customers in South America through Lonza's strong position in that market," said Roberto Porro, General Manager of Lamberti. "Together, we have an unbeatable portfolio to serve even the most-demanding localized needs in South America, from organic and botanically based skin care ingredients to gentle but effective hair-conditioning systems."

Lonza customers in South America will benefit from new Lamberti products and technologies that are particularly well suited for specific, regional needs. Lamberti's Idilli-Guar+™ product, for example, is a clear, natural hair-conditioning polymer that provides strong hair-conditioning properties.

Lonza Consumer Care has long been the world's leading supplier of active antidandruff agents, with its Zinc Omadine® product considered the gold standard in the antidandruff shampoo market.

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Lonza Consumer Care also supplies a wide array of other hair- and skin-care products, including biotechnology-derived active ingredients, natural and organic preservatives and other products, proteins, emollients, delivery systems and more.

### About Lonza

Lonza is one of the world's leading and most-trusted suppliers to the pharmaceutical, biotech and specialty ingredients markets. We harness science and technology to create products that support safer and healthier living and that enhance the overall quality of life.

Not only are we a custom manufacturer and developer, Lonza also offers services and products ranging from active pharmaceutical ingredients and stem-cell therapies to drinking water sanitizers, from the vitamin B 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.

Founded in 1897 in the Swiss Alps, Lonza today is a well-respected global company with more than 40 major manufacturing and R&D facilities and approximately 9,800 full-time employees worldwide. The company generated sales of CHF 3.64 billion in 2014 and is organized into two market-focused segments: Pharma&Biotech and Specialty Ingredients. Further information can be found at [www.lonza.com](http://www.lonza.com).

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### Additional Information and Disclaimer

Lonza Group Ltd has its headquarters in Basel, Switzerland, and is listed on the SIX Swiss Exchange. It has a secondary listing on the Singapore Exchange Securities Trading Limited ("SGX-ST"). Lonza Group Ltd is not subject to the SGX-ST's continuing listing requirements but remains subject to Rules 217 and 751 of the SGX-ST Listing Manual.

Certain matters discussed in this news release may constitute forward-looking statements. These statements are based on current expectations and estimates of Lonza Group Ltd, although Lonza Group Ltd can give no assurance that these expectations and estimates will be achieved. Investors are cautioned that all forward-looking statements involve risks and uncertainty and are

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qualified in their entirety. The actual results may differ materially in the future from the forward-looking statements included in this news release due to various factors. Furthermore, except as otherwise required by law, Lonza Group Ltd disclaims any intention or obligation to update the statements contained in this news release.