

## Press Release

### **Lonza and Nulandis Sign Strategic Distribution Agreement to Launch Innovative Axcela® Slug & Snail Pellet in South Africa**

**Johannesburg, South Africa / Basel, Switzerland, 16 March 2016** – Lonza, the global market leader in molluscicide business, and Nulandis, a division of AECI and a major player in the South African plant and soil health business, announced today that they have signed a distribution agreement to distribute Axcela®, Lonza's innovative slug control pellet for agro applications in South Africa.

AXCELA®, the slug and snail pellet from Lonza, sets a high standard for the efficacy and accuracy of slug control products, according to the manufacturer and its distributor. The metaldehyde-based pellet is produced using a high-precision extrusion process, resulting in a pellet that gets to work controlling slugs and snails more quickly than ever before.

For this purpose a unique and new innovative production method has been developed. The resulting new formulation ensures that the protein and starch characteristics of the flour used in the formulation are changed so that water can be absorbed much more quickly after the pellets come into contact with the ground.

This uptake of water increases the pellet volume by 80% to give a gel-like consistency. Thus, the pellets are a highly attractive food source for the slugs and snails, which ensures that the slugs and snails consume enough of the pellet to ingest a lethal dose of the active substance META® metaldehyde; and thereby the crop plants are protected.

AXCELA's precision manufacturing has an additional important benefit: every pellet is of uniform shape, size and density, which allows even and accurate distribution – and importantly, minimal breakage and minimal dust – with all types of application machines.

"With Nulandis we have found an excellent distribution partner for our product. Nulandis has the experience, expertise and advisory skills to distribute innovative products while supporting the farmer community in South Africa," according to Max Lauwiner, head of the Agro Ingredients business unit at Lonza in Basel (CH).

"Nulandis is proud to be associated with Lonza, a company with a long, rich heritage. Both companies strive to meet customers' demands in an ever-growing, complex market that has to deal with more and more competitors entering the market," said Gawie Simpson, the brand and in-house portfolio manager for Nulandis.

"Nowadays, having a good product is not enough," he explained. External variables such as drought conditions, an overload of information, poor product manufacturing, product availability and quality can make or break the opportunity to enter a marketplace successfully."

## Press Release

He added, “Nulandis as an entity is looking forward to a very successful relationship with Lonza, which mirrors the core values of Nulandis, including factors such as sustainability, profitability, going green and working in a safe environment. We welcome Lonza within the Nulandis family.”

### **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 employees worldwide. The company generated sales of about CHF 3.8 billion in 2015 and is organized into two market-focused segments: Pharma&Biotech and Specialty Ingredients. Lonza’s stock is publicly traded on the Swiss and the Singapore stock exchanges. Further information can be found at [www.lonza.com](http://www.lonza.com).

### **About Nulandis**

Nulandis is part of the AECI group of companies and works with both farmers and technology partners to provide solutions to growing needs across the length and breadth of Southern Africa, offering an extensive range of environmentally safe crop protection products, plant nutrients and services. Nulandis, your powerhouse in the agrochemical industry. Further information can be found at [Nulandis.com](http://Nulandis.com)

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## Press Release

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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 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.