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Product News

Lonza Consumer Care Announces Exclusive Market Channel Relationship with Edmar for Industrial and Institutional Laundry Segment

Allendale, NJ (USA), 20 January 2017 – Lonza Consumer Care recently established an exclusive third-party relationship with Edmar Chemical Company for the Industrial and Institutional laundry segment. Edmar will be the sole channel to market for Lonza Consumer Care's Hygiene products sold into commercial laundry applications within the United States, Canada and Mexico. Excluding certain direct accounts, the agreement became effective 31 October 2016.

Lonza's Hygiene products include EPA-registered antimicrobial laundry treatments to control odor, destroy disease-causing pathogens during the washing process, and provide residual protection to laundered fabrics. These products will complement Edmar's current laundry offerings. Edmar's deep knowledge and presence in the institutional laundry market will greatly extend Lonza's reach within this market segment.

"This relationship will help to accelerate Lonza Consumer Care's growth within the commercial laundry segment as we leverage Edmar's strong position in I&I laundry and Lonza's technical and regulatory expertise in EPA registered products," said Craig Carter, Lonza's North American Marketing Director, Hygiene.

Jack Binder, President of Edmar Chemical, said "Edmar brings more than 40 years' experience in the healthcare, commercial and institutional textile care market. Combining forces with Lonza and their tremendous R&D and product development support will help establish us as a reference player throughout North America. Together with our complete line of antimicrobial products, we are uniquely suited to address the current – and emerging needs – in infection control."

About Lonza's Hygiene Business

A key part of Lonza's Consumer Care business unit, the Hygiene business offers the broadest portfolio of registered actives, preservatives and formulations for use in disinfectants, sanitizers, and institutional and household cleaning products. This wide range of solutions is used to disinfect and sanitize schools, food processing plants, restaurants, grocery stores, hospitals, homes and more. More information can be found at www.lonzabiocides.com.

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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 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 about CHF 3.8 billion in 2015 and is organized into two market-focused segments: Pharma & Biotech and Specialty Ingredients. Further information can be found at 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 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.