



Azelis news release

21 June 2018

Azelis extends distribution agreement with Lonza for the personal care market to cover UK, Ireland and Italy

Azelis is pleased to announce an extended distribution agreement to offer Lonza's specialty ingredients for the personal care market in UK, Ireland and Italy. The range includes; Cosmocil®, Polyaldo®, Geogard®, Glydant®, Isocil® PC, Lonzaserve®, Lonzest®, Zinc Omadine® and Amphoterge® products. This agreement, effective immediately, builds upon existing agreements between the two companies in the personal care, homecare and CASE markets. Additionally, Azelis is working with Lonza in the personal care markets in Austria, Benelux, Germany, Nordic, Russia, Switzerland and Turkey.

Thomas Brancato, Global Distribution Director for Personal Care at Lonza, states: "Azelis has a successful proven track record in other regions and segments with deep knowledge and expertise of the market's needs. Azelis is well placed to increase market penetration, with innovative products and formulations at the forefront of new technologies. We look forward to growing this business together."

Tony Craske, Market Segment Director Personal Care EMEA, Azelis adds: "Lonza and Azelis have a long standing relationship which combines Lonza's ingredient expertise with Azelis's unique knowledge of personal care markets to offer our customers the best possible solutions for today and creativity for tomorrow. We are thrilled with the continued expansion of this strategic partnership."

Azelis' success relies on both the business and technical excellence of its people and the high quality ingredients delivered by principals. Azelis Personal Care has won multiple awards for its unique demonstration formulations, including the 2017 Cosmetagora (Paris) and the Cosmetics Fountain Innovation Award at PCHi for the third year in a row. These awards are a prime example of Azelis expertise leading the way in the personal care market.

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About Azelis

Azelis is a leading distributor of speciality chemicals and food ingredients present in over 40 countries across the globe with around 1,800 employees. Our knowledgeable teams of industry, market and technical experts are each dedicated to a specific market within Life Sciences and Industrial Chemicals. We offer a lateral value chain of complementary products to over 40,000 customers, creating a turnover of €1.8 billion. In the US we operate under a number of renowned co-brands that cater to the various markets in the region.

Throughout our extensive network of more than 50 application laboratories, our award-winning technical staff help customers develop formulations. We combine a global reach with a local focus to offer a reliable, integrated service to local customers and attractive business opportunities to principals. And we believe in building and nurturing solid, honest and transparent relationships with our people and partners.

Creating value, growing together.

www.azelis.com

About Lonza

Lonza is one of the world's leading and most-trusted suppliers to the pharmaceutical, biotech and specialty ingredients markets. As an integrated solutions provider, Lonza is boosting its value creation along and beyond the healthcare continuum with a strong focus on patient healthcare, consumer preventive healthcare and consumer's healthy environment.

Lonza harnesses science and technology to create products that support safer and healthier living and that enhance the overall quality of life. With the recent Capsugel acquisition, Lonza now offers products and services from the custom development and manufacturing of active pharmaceutical ingredients to innovative dosage forms for the pharma and consumer health and nutrition industries.

Benefiting from its regulatory expertise, Lonza is able to transfer its know-how from pharma to hygiene and fast-moving consumer goods all the way to coatings and composites and the preservation and protection of agricultural goods and other natural resources.

Founded in 1897 in the Swiss Alps, Lonza today is a well-respected global company with more than 100 sites and offices and approximately 14,500 full-time employees worldwide. The company generated sales of CHF 5.1 billion in 2017 with a CORE EBITDA of CHF 1.3 billion. Further information can be found at www.lonza.com.



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