Full-Year Results 2022

Pierre-Alain Ruffieux, CEO
Philippe Deecke, CFO

25 January 2023
Contents

Full-Year 2022 Group Overview

Full-Year 2022 Financial Summary

Full-Year 2022 Divisional Overview

Outlook 2023 and Mid-Term Guidance

Q&A
Full-Year 2022
Group Overview
Group Overview

Strong financial performance supported by robust business fundamentals

- Strong Full-Year performance, with CHF 6.2 billion sales and 15.1% CER sales growth
- CHF 2.0 billion CORE EBITDA resulting in a margin of 32.1%
- Growth investment continues with 2022 CAPEX reaching 30% of sales
- Outlook 2023: high single-digit CER sales growth and CORE EBITDA margin of 30-31%
- Mid-Term Guidance 2024 confirmed
- Proposed dividend increase of 17% to CHF 3.50 per share
- Strong balance sheet and positive outlook enables return of excess capital through share buyback up to CHF 2 billion

1 CORE results and Constant Exchange Rates (CER) are non-IFRS measures.
For Lonza’s definition of CORE results, also refer to the Alternative Performance Measures Brochure published in conjunction with the Lonza Full-Year Report.
Strong 2022 Financials and Cumulative Performance
Performance supported by robust business model and healthy market

Successful Full-Year and cumulative performance confirms robust business model and market

1. Diversified business with secure customer base supported by long-term contracts

2. Continued CAPEX investment program to support growth in attractive CDMO market

<table>
<thead>
<tr>
<th>Full-Year 2022 in numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.2bn</td>
</tr>
<tr>
<td>+15.1%</td>
</tr>
<tr>
<td>32.1%</td>
</tr>
<tr>
<td>Sales in CHF</td>
</tr>
<tr>
<td>CER sales growth</td>
</tr>
<tr>
<td>vs Full-Year 2021</td>
</tr>
<tr>
<td>CORE EBITDA margin</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2020 – 2022 cumulative performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Double-digit CER sales growth</td>
</tr>
<tr>
<td>Continuous CORE EBITDA margin improvement</td>
</tr>
</tbody>
</table>
Broad and Diversified Portfolio of Customers
Balanced portfolio of customer contracts supports sustainable growth

>790 total number of CDMO customers\(^1\)

\(~115\) new CDMO customers in 2022\(^1\)

\(~375\) new CDMO programs signed in 2022

CDMO Sales by Customer Location\(^2\)

- AMER: 41%
- EMEA: 49%
- APAC: 10%

CDMO Sales by Customer Type\(^3\)

- Large Pharma: 60%
- Mid-to-Small Pharma: 40%
- Remaining: 49%

Distribution of CDMO Customers by Sales

- Top 10: 51%
- Remaining: 49%

---

\(^1\) Based on distinct companies

\(^2\) Based on the geographic location of the customers (where the goods were delivered)

\(^3\) Top 30 largest pharma companies by revenue are attributed to large pharma
Growth CAPEX Projects
Investments across modalities with a focus on large or complex assets

Bend, US
Small Molecules
- Early phase clinical development and manufacturing facility

Geleen, NL
- Cell & Gene
  - CGT process development labs
- Biologics
  - mRNA development labs, plus clinical cGMP capabilities

Stein, CH
- Biologics
  - Large-scale, commercial drug product facility

Visp, CH
- Biologics
  - Two new bioconjugate suites
  - Opening of Kodiak facility
  - Commercial mRNA capacity
- Small Molecules
  - Expanded HPAPI multipurpose suite

Houston, US
- Cell & Gene
  - CGT process development labs

Puebla, MX
- Capsules & Health Ingredients
  - New capsule production lines
- Capsules & Health Ingredients
  - Additional lines in Greenwood (US), Haryana (IN), Suzhou (CN), Colmar (FR)

Portsmouth, US
- Biologics
  - 6k mammalian facility

Tampa, US
- Small Molecules
  - Expanded inhalation capabilities

Investments announced in 2022
Investments that came online in 2022
Delivering our Existing Growth Projects
Projects targeted to meet sustained demand in complex areas

Lonza Biopark, Visp (CH), 2019 and 2022¹

Growth Project Portfolio
# large projects² by phase; construction start date 2019 or later

<table>
<thead>
<tr>
<th>Phase</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under construction</td>
<td>8</td>
</tr>
<tr>
<td>In ramp-up</td>
<td>6</td>
</tr>
<tr>
<td>Operational³</td>
<td>7</td>
</tr>
</tbody>
</table>

¹Ibex 1 facility build is on track and almost fully contracted. Large-scale mammalian drug substance manufacturing facility (Ibex 2) is on track
²Planned CAPEX >CHF 50m; excludes infrastructure investments
³Operational is defined as 50% of peak sales or more
Continued Momentum on our ESG Agenda
Supporting sustainable value creation

- ESG targets were incorporated into employee and executive remuneration policy from 2022

- Progress on all key metrics, including 40% GHG emissions intensity reduction vs 2018 baseline

- Recognized as one of the world’s most ethical companies for the second year by Ethisphere®

---

1 Based on Q1-3 2022 data plus Q4 2022 estimates. Confirmed full-year numbers will be published in the Lonza Sustainability Report in March 2023.
Set up for Continued Growth and Success in CDMO Industry
Delivering sustainable value now and in the future

Strong and stable business model

• Diversified business
• Long-term commercial contracts
• High skills/experience and large asset base in highly regulated market

Investment in future growth

CHF 1.9bn investment in 2022 for sustained growth at high margin

• Growth investments with attractive returns and secure customer base
• Attract, retain and grow industry leading talent
• Sustainability by design

Attractive CDMO market with double-digit growth
2022 in Review
Sustained performance in an uncertain macroeconomic environment

- Strong financial performance in line with Outlook
- Continuous improvement programs across the global network drive operational excellence
- Accelerated growth investments
- Inflation mitigated by strategic approach to pricing and contracts
- Resilient business model and market demand in uncertain macroeconomic environment
Full-Year 2022 Financial Summary
Financial Highlights
Strong performance in an uncertain macroeconomic environment

Continued strong growth momentum, supported by COVID business

Margin expansion despite inflationary pressures

Delivered on Outlook

<table>
<thead>
<tr>
<th>Financial Performance Summary AER&lt;sup&gt;1,2&lt;/sup&gt;</th>
<th>H2 2022</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>3,241</td>
<td>6,223</td>
</tr>
<tr>
<td><strong>CER&lt;sup&gt;3&lt;/sup&gt; growth</strong></td>
<td>13.6%</td>
<td>15.1%</td>
</tr>
<tr>
<td><strong>CORE EBITDA</strong></td>
<td>1,008</td>
<td>1,995</td>
</tr>
<tr>
<td><strong>Growth</strong></td>
<td>23.2%</td>
<td>19.8%</td>
</tr>
<tr>
<td><strong>Margin</strong></td>
<td>31.1%</td>
<td>32.1%</td>
</tr>
<tr>
<td><strong>YoY margin change</strong></td>
<td>2.6ppts</td>
<td>1.3ppts</td>
</tr>
</tbody>
</table>

<sup>1</sup> All financial information for financial year 2022 is unaudited. The audit report on the 2022 consolidated financial statements of Lonza Group will be issued in March 2023 together with the publication of Lonza’s 2022 Annual Report.

<sup>2</sup> Actual Exchange Rate

<sup>3</sup> Constant Exchange Rate
CORE EBITDA Margin
Strong margin expansion

Margin expansion by 1.3ppt

Growth projects less dilutive vs. 2021

Strong productivity and base profitability offset by inflation

Former Specialty Ingredients sales already in prior year base

CORE EBITDA Margin Evolution FY

<table>
<thead>
<tr>
<th>Component</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021 CORE EBITDA margin</td>
<td>30.8</td>
</tr>
<tr>
<td>Growth project impact</td>
<td>1.3</td>
</tr>
<tr>
<td>Productivity/inflation</td>
<td>0.1</td>
</tr>
<tr>
<td>Business mix / one-offs</td>
<td>0.1</td>
</tr>
<tr>
<td>Third party Sales to former Specialty Ingredients business</td>
<td>(0.2)</td>
</tr>
<tr>
<td>2022 CORE EBITDA margin</td>
<td>32.1</td>
</tr>
</tbody>
</table>
Continued momentum in Biologics supported by growth projects coming online, incl. mRNA

Strong margins in Small Molecules from ramp-up of high value projects

Softer C&G market environment

CHI sales growth driven by pricing and pharma demand; residual inflation impacted margin

<table>
<thead>
<tr>
<th>Division</th>
<th>Sales growth CER(^1)</th>
<th>CORE EBITDA margin</th>
<th>Margin change AER(^2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biologics</td>
<td>21.7%</td>
<td>37.5%</td>
<td>1.2pppts</td>
</tr>
<tr>
<td>Small Molecules</td>
<td>5.9%</td>
<td>30.3%</td>
<td>2.3pppts</td>
</tr>
<tr>
<td>Cell &amp; Gene</td>
<td>13.6%</td>
<td>16.7%</td>
<td>-0.9pppts</td>
</tr>
<tr>
<td>Capsules &amp; Health Ingredients</td>
<td>5.9%</td>
<td>33.0%</td>
<td>-1.4pppts</td>
</tr>
<tr>
<td>Lonza</td>
<td>15.1%</td>
<td>32.1%</td>
<td>1.3pppts</td>
</tr>
</tbody>
</table>

\(^1\)Constant Exchange Rate
\(^2\)Actual Exchange Rate
CAPEX
Strategic investments to drive long-term growth

CAPEX at 30% of Sales

85% growth CAPEX in a diversified project portfolio across modalities

Project return thresholds:
IRR 15-20%, ROIC 30%+

CAPEX Breakdown by Division
in m CHF

FY 2022

30.1%

1,872

2022 Project Portfolio
in %

Total: CHF 1,872m

- Large growth projects
- Small growth projects
- Other

1 Includes investments in corporate projects
2 Planned CAPEX >CHF50m
3 Planned CAPEX <CHF50m
## Operational Free Cash Flow

**Solid underlying cash generation to support growth investments**

### Operational Free Cash Flow

**Continuing Business**

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>Change</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EBITDA</strong></td>
<td>2,139</td>
<td>774</td>
<td>1,365</td>
</tr>
<tr>
<td>Change of net working capital (NWC)</td>
<td>(653)</td>
<td>(437)</td>
<td>(216)</td>
</tr>
<tr>
<td><strong>CAPEX</strong></td>
<td>(1,872)</td>
<td>(573)</td>
<td>(1,299)</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>(79)</td>
<td>(628)</td>
<td>549¹</td>
</tr>
<tr>
<td><strong>Operational FCF before acq./div.</strong></td>
<td>(465)</td>
<td>(864)</td>
<td>399</td>
</tr>
<tr>
<td><strong>Operational FCF before acq./div. before growth CAPEX</strong>² as % sales</td>
<td>18.1%</td>
<td>(9.7ppt)</td>
<td>27.8%</td>
</tr>
<tr>
<td><strong>NWC as % sales</strong></td>
<td>19.9%</td>
<td>5.9ppt</td>
<td>14.0%</td>
</tr>
<tr>
<td><strong>CAPEX as % sales</strong></td>
<td>30.1%</td>
<td>6.1ppt</td>
<td>24.0%</td>
</tr>
</tbody>
</table>

¹Includes Gamsenried environmental remediation cost adjustment of CHF 285m
²Based on 85% share of growth CAPEX

---

**Strong 18% FCF conversion before growth CAPEX**

**Temporary inventory build to maintain supply continuity**
ROIC

Strong ROIC increase driven by growth in profit

Strong NOPAT growth outpaces capital base expansion

Tax rate tracking at lower end of the 16-18% guided range

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>YoY % change</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Operating Profit before taxes</td>
<td>1,399</td>
<td>24.6%</td>
<td>1,123</td>
</tr>
<tr>
<td>Taxes in % of Net Op. Profit before taxes</td>
<td>(222)</td>
<td>(82.0%) (5.0ppt)</td>
<td>(122)</td>
</tr>
<tr>
<td>NOPAT</td>
<td>1,177</td>
<td>17.6%</td>
<td>1,001</td>
</tr>
<tr>
<td>Average Inv. Capital</td>
<td>10,326</td>
<td>10.0%</td>
<td>9,387</td>
</tr>
<tr>
<td><strong>ROIC</strong></td>
<td><strong>11.4%</strong></td>
<td><strong>0.7ppt</strong></td>
<td><strong>10.7%</strong></td>
</tr>
</tbody>
</table>
Leverage

Significant headroom for growth investments, M&A and excess capital return

**Net Debt / CORE EBITDA**

1.7\(^1\)  

(FY 2020)  

(0.6)  

(FY 2021)  

(0.1)  

(FY 2022)

\(^1\) 2020 based on figures for Lonza Group incl. discontinued operations
Dividend

Dividend increase to CHF 3.50 per share to be proposed at AGM

Dividend per share\(^1\)
in CHF

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>1.75</td>
</tr>
<tr>
<td>2014</td>
<td>2.15</td>
</tr>
<tr>
<td>2015</td>
<td>2.15</td>
</tr>
<tr>
<td>2016</td>
<td>2.50</td>
</tr>
<tr>
<td>2017</td>
<td>2.50</td>
</tr>
<tr>
<td>2018</td>
<td>2.75</td>
</tr>
<tr>
<td>2019</td>
<td>2.75</td>
</tr>
<tr>
<td>2020</td>
<td>3.00</td>
</tr>
<tr>
<td>2021</td>
<td>3.00</td>
</tr>
<tr>
<td>2022 (proposed)</td>
<td>3.50</td>
</tr>
</tbody>
</table>

\(^1\)Dividends relating to the indicated year, paid out in the following year
Share Buyback
Announcing a share buyback program of up to CHF 2 billion

Robust underlying cash generation
Strong balance sheet
Stock valuation attractive for buyback

Return excess capital to shareholders
Executing a buyback of up to CHF 2 billion over 24 months starting H1 2023
Execution via second trading line at SIX Swiss Exchange

Momentum maintained on capital allocation strategy to invest in organic growth and bolt-on M&A while remaining committed to a strong investment grade rating

1 Subject to regulatory approval
Full-Year 2022 Divisional Overview
Biologics
Financial and operational performance in 2022

3,274m
Sales (CHF)
+21.7%¹

1,228m
CORE EBITDA (CHF)
+25.4%

37.5%
CORE EBITDA Margin
+1.2ppts

- Strong sales growth supported by robust underlying business and COVID-related sales peak in 2022
- Sustained pipeline of large-scale commercial agreements, with new customers including GSK
- Majority of growth projects remain on track. Softer demand for new asset in Guangzhou (CN) arising from local challenges
- Innovative offering supported by new bioconjugates manufacturing capabilities, extended Early Development Services, complex protein services and mRNA early phase offering
- Margin remains strong in a challenging macro environment

Boarded figures are a comparison vs. Full-Year 2021
¹Sales growth, expressed as a percentage (%), are at constant exchange rate (CER)
Small Molecules
Financial and operational performance in 2022

819m
Sales (CHF)  +5.9%¹

248m
CORE EBITDA (CHF)  +15.3%

30.3%  +2.3 ppts
CORE EBITDA Margin

- Sustained customer demand driven by existing commercial products and clinical pipeline
- New capacity for manufacturing of antibody-drug conjugates (ADC) payloads in Visp (CH) brought online
- Shipment of delayed H1 customer orders in H2 supports positive sales evolution
- Margin improvement supported by product mix and ramp-up of new assets (e.g., HPAPI)

¹Sales growth, expressed as a percentage (%), are at constant exchange rate (CER)

Boarded figures are a comparison vs. Full-Year 2021
Cell & Gene

Financial and operational performance in 2022

693m
Sales (CHF)
+13.6%¹

116m
CORE EBITDA (CHF)
+9.4%

16.7%
CORE EBITDA Margin
-0.9ppts

• Bioscience: strong performance, driven by pricing and robust demand for testing and media, and partially balanced by divestment of small, non-core businesses

• Cell & Gene Technologies: growth impacted by delays in clinical trials and customer product challenges

• Cell & Gene Technologies: two additional cell and gene therapies manufactured at the Houston site achieved US FDA approval. Three commercial products are now supported

• Personalized Medicine: focus on key R&D initiatives and scaling manufacturing. Multiple clinical-stage therapies being manufactured on the Cocoon® Platform

¹Sales growth, expressed as a percentage (%), are at constant exchange rate (CER)
Capsules & Health Ingredients (CHI)
Financial and operational performance in 2022

1,266\textsuperscript{m} Sales (CHF) +5.9\%

418\textsuperscript{m} CORE EBITDA (CHF) +1.0\%

33.0\% CORE EBITDA Margin -1.4pts

- Sales growth mainly driven by price increases and pharma demand
- Softer H2 demand for nutritional specialty capsules in certain markets
- Launch of first ever coating-free enteric capsule, Enprotect\textsuperscript{TM}, supporting intestinal delivery of acid-sensitive APIs
- Margin impacted by residual inflation, partially offset by price increases and operational excellence programs

Boarded figures are a comparison vs. Full-Year 2021
\textsuperscript{1}Sales growth, expressed as a percentage (%), are at constant exchange rate (CER)
Looking to the Future
2023 Sales Growth Outlook
Continued strong underlying business growth

Strong underlying business performance

Headwind from COVID-related sales peak in 2022

High single-digit CER sales growth expected in 2023
2023 CORE EBITDA Margin Outlook
Robust profitability in challenging environment

Key CORE EBITDA margin drivers

- Strong base productivity
- Operating leverage
- Pricing

Impact

- Residual inflation
- COVID contraction
- Slower ramp-up of two growth projects and softer China Biologics performance

2023 Outlook

CORE EBITDA Margin of 30-31%
Outlook 2023
Continued strong underlying momentum

- Strong underlying business
- Headwind from COVID-related sales peak in 2022
- Stronger sales and margin in H2
- Continued investment to drive long-term growth: CAPEX at around 30% of sales
Confirming Mid-Term Guidance 2024
Business remains on track to deliver Mid-Term Guidance

Drivers to ‘24

- Robust industry fundamentals
- Continued business momentum
- CAPEX project ramp-up and assets coming online

CORE EBITDA Margin

- Growth projects
- Further inflation mitigation
- Productivity / cost control

Mid-Term Guidance ‘24

- Low Teens CER Sales CAGR
- ~33-35% CORE EBITDA Margin
- Double-digit ROIC
Capturing Value in the Healthcare Market
Lonza is uniquely positioned as a leading CDMO player

- Geographic footprint to deliver global and local customer requirements

- Long-term success driven by sustained growth investments in capacity and technology

- Broad range of technologies and capabilities to meet complex needs

- High customer value driven by technical and regulatory expertise
Investor Communications
Maintaining connections with our investors

**Investor Updates**
- More frequent qualitative updates
- Maintain connections between Half-Year and Full-Year

**Capital Markets Day**
- Planned for Q4 2023
- Update on divisional strategies
- Update on Mid-Term Guidance
- On-site visit to Visp (CH)
Appendices
## Full-Year 2022 Financial Highlights (1/2)

### Continuing Operations\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>YoY (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF million</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales</td>
<td>6,223</td>
<td>5,409</td>
<td>15.0</td>
</tr>
<tr>
<td>CORE EBITDA</td>
<td>1,995</td>
<td>1,665</td>
<td>19.8</td>
</tr>
<tr>
<td>Margin in %</td>
<td>32.1</td>
<td>30.8</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>2,139</td>
<td>1,365</td>
<td>56.7</td>
</tr>
<tr>
<td>Margin in %</td>
<td>34.4</td>
<td>25.2</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>1,541</td>
<td>851</td>
<td>81.1</td>
</tr>
<tr>
<td>Margin in %</td>
<td>24.8</td>
<td>15.7</td>
<td></td>
</tr>
<tr>
<td>ROIC in %</td>
<td>11.4</td>
<td>10.7</td>
<td></td>
</tr>
<tr>
<td>Net Financial Result</td>
<td>(95)</td>
<td>(63)</td>
<td></td>
</tr>
<tr>
<td>Tax Rate in %</td>
<td>15.9</td>
<td>10.9</td>
<td></td>
</tr>
<tr>
<td>Profit for the Period</td>
<td>1,218</td>
<td>677</td>
<td>79.9</td>
</tr>
</tbody>
</table>

\(^1\)All financial information referring to “continuing operations” are exclusive of the Specialty Ingredients business, that was sold on 1 July 2021 and therefore reported as discontinued operations.
# Full-Year 2022 Financial Highlights (2/2)

<table>
<thead>
<tr>
<th>Continuing Operations¹</th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>YoY (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF million</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CORE EPS basic (CHF)</td>
<td>14.74</td>
<td>12.67</td>
<td>16.3</td>
</tr>
<tr>
<td>EPS Basic (CHF)</td>
<td>16.37</td>
<td>9.08</td>
<td>80.3</td>
</tr>
<tr>
<td>CORE EPS Diluted (CHF)</td>
<td>14.71</td>
<td>12.63</td>
<td>16.5</td>
</tr>
<tr>
<td>EPS Diluted (CHF)</td>
<td>16.34</td>
<td>9.05</td>
<td>80.6</td>
</tr>
<tr>
<td>Change of Net Working Capital</td>
<td>(653)</td>
<td>(216)</td>
<td>(202.3)</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>1,872</td>
<td>1,299</td>
<td>44.1</td>
</tr>
<tr>
<td>Operational Free Cash Flow</td>
<td>(237)</td>
<td>471</td>
<td>(150.3)</td>
</tr>
<tr>
<td>Number of Employees (Full-Time Equivalent)</td>
<td>17,494</td>
<td>16,218</td>
<td>7.9</td>
</tr>
<tr>
<td>Net debt / (net cash)</td>
<td>(186)</td>
<td>(958)</td>
<td>(80.6)</td>
</tr>
<tr>
<td>Debt-equity ratio</td>
<td>(0.0)</td>
<td>(0.1)</td>
<td></td>
</tr>
<tr>
<td>Net Debt / CORE EBITDA ratio</td>
<td>(0.1)</td>
<td>(0.6)</td>
<td></td>
</tr>
</tbody>
</table>

¹All financial information referring to "continuing operations" are exclusive of the Specialty Ingredients business, that was sold on 1 July 2021 and therefore reported as discontinued operations.
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>27 March 2023</td>
<td>Publication of Annual and Sustainability Reports</td>
</tr>
<tr>
<td>5 May 2023</td>
<td>Annual General Meeting</td>
</tr>
<tr>
<td>9 May 2023</td>
<td>Ex-Dividend Date</td>
</tr>
<tr>
<td>10 May 2023</td>
<td>Record-Dividend Date</td>
</tr>
<tr>
<td>11 May 2023</td>
<td>Dividend-Payment Date</td>
</tr>
<tr>
<td>21 July 2023</td>
<td>Half-Year Results 2023</td>
</tr>
<tr>
<td>Q4 2023</td>
<td>Capital Markets Day</td>
</tr>
</tbody>
</table>

Information about investor relations events is constantly updated on the website:

www.lonza.com/about-lonza/investor-relations

**Investor Inquiries:**

**Lyle Wheeler**  
Head of Investor Relations  
M +41 79 154 9522  
lyle.wheeler@lonza.com

**Media Inquiries:**

**Victoria Morgan**  
Head of External Communications  
T +41 61 316 2283  
victoria.morgan@lonza.com
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.

Forward-looking statements contained herein are qualified in their entirety as there are certain factors that could cause results to differ materially from those anticipated. Any statements contained herein that are not statements of historical fact (including statements containing the words “outlook,” “guidance,” “believes,” “plans,” “anticipates,” “expects,” “estimates” and similar expressions) should be considered to be forward-looking statements. Investors are cautioned that all forward-looking statements involve risks and uncertainty.

There are a number of important factors that could cause actual results or events to differ materially from those indicated by such forward-looking statements, including the timing and strength of new product offerings; pricing strategies of competitors; the company’s ability to continue to receive adequate products from its vendors on acceptable terms, or at all, and to continue to obtain sufficient financing to meet its liquidity needs; difficulty to maintain relationships with employees, customers and other business partners; and changes in the political, social and regulatory framework in which the company operates, or in economic or technological trends or conditions, including currency fluctuations, inflation and consumer confidence, on a global, regional or national basis.

In particular, the assumptions underlying the section “Looking to the Future” herein may not prove to be correct. The statements in the section “Looking to the Future” constitute forward-looking statements and are not guarantees of future financial performance.

Lonza’s actual results of operations could deviate materially from those set forth in the section “Looking to the Future” as a result of the factors described above or other factors. Investors should not place undue reliance on the statements in the section “Looking to the Future”. Except as otherwise required by law, Lonza disclaims any intention or obligation to update any forward-looking statements as a result of developments occurring after this presentation was published.