PTO Form 1478 (Rev 09/2006)
OMB No. 0651-0009 (Exp 02/28/2021)

Trademark/Service Mark Application, Principal Register

Serial Number: 88113488
Filing Date: 09/12/2018

The table below presents the data as entered.

Input Field	Entered
SERIAL NUMBER	88113488
MARK INFORMATION	
***MARK**	IBEX
STANDARD CHARACTERS	YES
USPTO-GENERATED IMAGE	YES
LITERAL ELEMENT	IBEX
MARK STATEMENT	The mark consists of standard characters, without claim to any particular font style, size, or color.
REGISTER	Principal
APPLICANT INFORMATION	
***OWNER OF MARK**	Lonza Ltd.
***STREET**	Lonzastrasse
***CITY**	Visp
***COUNTRY**	Switzerland
***ZIP/POSTAL CODE (Required for U.S. and certain international addresses)**	3930
LEGAL ENTITY INFORMATION	
TYPE	corporation
STATE/COUNTRY OF INCORPORATION	Switzerland
GOODS AND/OR SERVICES AND BASIS INFORMATION	
INTERNATIONAL CLASS	035
***IDENTIFICATION**	consulting services to life sciences businesses in the design and development of biomanufacturing services; business management consulting and business ownership services; business management services, namely, supply chain logistics for life sciences businesses
FILING BASIS	SECTION 1(a)
FIRST USE ANYWHERE DATE	At least as early as 07/26/2017
FIRST USE IN COMMERCE DATE	At least as early as 07/26/2017
SPECIMEN FILE NAME(S)	
ORIGINAL PDF FILE	SPE0-389822016-20180911151312636969_._IBEX_specimen.pdf
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SPECIMEN DESCRIPTION	Applicant's brochure featuring the mark used in direct connection with the services included in International Class 35 outlined in the Application
INTERNATIONAL CLASS	040
***IDENTIFICATION**	customized manufacturing services for providers of bioprocesses in the life sciences industry; providing biomanufacturing facilities to life sciences businesses
FILING BASIS	SECTION 1(a)
FIRST USE ANYWHERE DATE	At least as early as 07/26/2017
FIRST USE IN COMMERCE DATE	At least as early as 07/26/2017
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SPECIMEN DESCRIPTION	Applicant's brochure featuring the mark used in direct connection with the services included in International Class 40 outlined in the Application
ATTORNEY INFORMATION	
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COUNTRY	United States
ZIP/POSTAL CODE	19103
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FAX	215-832-5767
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AUTHORIZED TO COMMUNICATE VIA EMAIL	Yes
OTHER APPOINTED ATTORNEY	Timothy D. Pecsenye, Bruce D. George, Lisa Casey Spaniel, Megan E. Spitz, Zachary A. Aria, John P. Sullivan, Matthew A. Homyk, Bradford Craig, Shaun J. Bockert, Thomas H. Kelly, Samar Aryani-Sabet and Blake Fink
CORRESPONDENCE INFORMATION	
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FIRM NAME	Blank Rome LLP

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STREET	One Logan Square
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STATE	Pennsylvania
COUNTRY	United States
ZIP/POSTAL CODE	19103
PHONE	215-569-5767
FAX	215-832-5767
***EMAIL ADDRESS**	perry@blankrome.com
***AUTHORIZED TO COMMUNICATE VIA EMAIL**	Yes
FEE INFORMATION	
APPLICATION FILING OPTION	TEAS RF
NUMBER OF CLASSES	2
APPLICATION FOR REGISTRATION PER CLASS	275
***TOTAL FEE DUE**	550
***TOTAL FEE PAID**	550
SIGNATURE INFORMATION	
SIGNATURE	/Sandhya Kowdley/
SIGNATORY'S NAME	Sandhya Kowdley
SIGNATORY'S POSITION	Authorized Representative
SIGNATORY'S PHONE NUMBER	301-378-1232
DATE SIGNED	09/11/2018

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Trademark/Service Mark Application, Principal Register

Serial Number: 88113488
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To the Commissioner for Trademarks:

MARK: IBEX (Standard Characters, see mark)
The literal element of the mark consists of IBEX.
The mark consists of standard characters, without claim to any particular font style, size, or color.

The applicant, Lonza Ltd., a corporation of Switzerland, having an address of
Lonzastrasse
Visp 3930
Switzerland

requests registration of the trademark/service mark identified above in the United States Patent and Trademark Office on the Principal Register established by the Act of July 5, 1946 (15 U.S.C. Section 1051 et seq.), as amended, for the following:

International Class 035: consulting services to life sciences businesses in the design and development of biomanufacturing services; business management consulting and business ownership services; business management services, namely, supply chain logistics for life sciences businesses

In International Class 035, the mark was first used by the applicant or the applicant's related company or licensee or predecessor in interest at least as early as 07/26/2017, and first used in commerce at least as early as 07/26/2017, and is now in use in such commerce. The applicant is submitting one(or more) specimen(s) showing the mark as used in commerce on or in connection with any item in the class of listed goods/services, consisting of a(n) Applicant's brochure featuring the mark used in direct connection with the services included in International Class 35 outlined in the Application.

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Specimen File12
Specimen File13
Specimen File14
Specimen File15
Specimen File16
Specimen File17
Specimen File18
Specimen File19
Specimen File20
Specimen File21
Specimen File22

International Class 040: customized manufacturing services for providers of bioprocesses in the life sciences industry; providing biomanufacturing facilities to life sciences businesses

In International Class 040, the mark was first used by the applicant or the applicant's related company or licensee or predecessor in interest at least as early as 07/26/2017, and first used in commerce at least as early as 07/26/2017, and is now in use in such commerce. The applicant is submitting one(or more) specimen(s) showing the mark as used in commerce on or in connection with any item in the class of listed goods/services, consisting of a(n) Applicant's brochure featuring the mark used in direct connection with the services included in International Class 40 outlined in the Application.

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Specimen File14
Specimen File15
Specimen File16
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Specimen File18
Specimen File19
Specimen File20
Specimen File21
Specimen File22

The applicant's current Attorney Information:
David M. Perry and Timothy D. Pecsenye, Bruce D. George, Lisa Casey Spaniel, Megan E. Spitz, Zachary A. Aria, John P. Sullivan, Matthew A. Homyk, Bradford Craig, Shaun J. Bockert, Thomas H. Kelly, Samar Aryani-Sabet and Blake Fink of Blank Rome LLP
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215-569-5767(phone)
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perry@blankrome.com (authorized)
The attorney docket/reference number is 127307-00128.
The applicant's current Correspondence Information:
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215-569-5767(phone)
215-832-5767(fax)
perry@blankrome.com (authorized)
E-mail Authorization: I authorize the USPTO to send e-mail correspondence concerning the application to the applicant, the applicant's attorney, or the applicant's domestic representative at the e-mail address provided in this application. I understand that a valid e-mail address

must be maintained and that the applicant or the applicant's attorney must file the relevant subsequent application-related submissions via the Trademark Electronic Application System (TEAS). Failure to do so will result in the loss of TEAS Reduced Fee status and a requirement to submit an additional processing fee of $125 per international class of goods/services.

A fee payment in the amount of $550 has been submitted with the application, representing payment for 2 class(es).

Declaration

Basis:
If the applicant is filing the application based on use in commerce under 15 U.S.C. § 1051(a):

- The signatory believes that the applicant is the owner of the trademark/service mark sought to be registered;
- The mark is in use in commerce on or in connection with the goods/services in the application;
- The specimen(s) shows the mark as used on or in connection with the goods/services in the application; and
- To the best of the signatory's knowledge and belief, the facts recited in the application are accurate.

And/Or
If the applicant is filing the application based on an intent to use the mark in commerce under 15 U.S.C. § 1051(b), § 1126(d), and/or § 1126(e):

- The signatory believes that the applicant is entitled to use the mark in commerce;
- The applicant has a bona fide intention to use the mark in commerce on or in connection with the goods/services in the application; and
- To the best of the signatory's knowledge and belief, the facts recited in the application are accurate.

To the best of the signatory's knowledge and belief, no other persons, except, if applicable, concurrent users, have the right to use the mark in commerce, either in the identical form or in such near resemblance as to be likely, when used on or in connection with the goods/services of such other persons, to cause confusion or mistake, or to deceive.

To the best of the signatory's knowledge, information, and belief, formed after an inquiry reasonable under the circumstances, the allegations and other factual contentions made above have evidentiary support.

The signatory being warned that willful false statements and the like are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements and the like may jeopardize the validity of the application or submission or any registration resulting therefrom, declares that all statements made of his/her own knowledge are true and all statements made on information and belief are believed to be true.

Declaration Signature

Signature: /Sandhya Kowdley/ Date: 09/11/2018
Signatory's Name: Sandhya Kowdley
Signatory's Position: Authorized Representative
Payment Sale Number: 88113488
Payment Accounting Date: 09/12/2018

Serial Number: 88113488
Internet Transmission Date: Wed Sep 12 09:49:55 EDT 2018
TEAS Stamp: USPTO/BAS-XX.XX.XXX.XX-20180912094955139
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IBEX

ibex | *the agile advantage™*

Lonza
Pharma & Biotech

Innovation and the evolution of the biopharma value chain

Ibex™ from Lonza is an innovative new concept aimed at biopharma customers looking for ultimate flexibility as they address their next development and manufacturing challenge. Comprising a group of modular, technology-agnostic development and manufacturing complexes, Ibex™ solutions give customers complete freedom in facility design and implementation, and the ability to respond rapidly as their needs evolve.

These companies can also exploit a significant time-to-market advantage by using the Ibex™ pre-built option, which is further accelerated thanks to the integration of Ibex™ into Lonza's state-of-the-art site in Visp, Switzerland. Ibex™ solutions are also available with highly flexible business and ownership models, to match and adapt to each customer's expectations and forecasts.

Ibex™ solutions provide diverse benefits to a wide range of biopharma customers.

Ibex™ features

- *Modular biomanufacturing campus with one wing always pre-built*
- *A partner with expertise in multiple technologies and proven track record*
- *Technology-agnostic construction*
- *Existing infrastructure and support networks*
- *Embedded in the ecosystem of Visp, Switzerland*

Ibex™ benefits

- *Faster time-to-market*
- *Full build-out flexibility and high de-risk on investment*
- *Tailored business and ownership models providing higher transparency and flexibility*
- *Assured delivery, simplified supply chain that eases development and manufacturing complexity of the entire product portfolio*
- *Stable workforce, IP protection and favourable taxation environment*

The changing face of biopharma

We are in an era of incredible opportunity for developing drugs capable of transforming lives through disruptive science. The number and variety of new drugs seen in recent years is set to continue across mammalian, microbial, cellular and bio-conjugate platforms. By 2022 it is predicted biologics will account for half of all sales from the top 100 products across the biopharma industry.[1] At the same time, the path to market of a modern medicine remains complex and uncertain.

Under the growing pressure of regulation and competition, biopharma companies must be able to solve critical development steps under tight time and budget constraints. This not only entails significant capex investment in technically challenging processes, during both the drug substance and drug product phases of the value chain, but also managing multiple partners, ensuring quality and regulatory compliance across that continuum.

1. EvaluatePharma. World Preview 2016, Outlook to 2022.
Available at: www.evaluate.com/PharmaWorldPreview2016 (Accessed 21 June, 2017)

Manufacturing must respond to market pressures

Although faster transition through clinical trials has reduced the average development time for a new biologic to 5–7 years,[2] and despite the availability of sophisticated forecasting tools, accurately predicting market demand continues to be difficult. This is especially true in an increasingly stringent, faster-moving regulatory environment, when multiple competitors are chasing the same indication. As a result, decisions about the most suitable manufacturing capacity, platform and location, which have major capex and opex implications, are becoming ever more significant.

In this environment, biopharma companies can derive significant competitive advantage by responding more quickly to pressures during product development (regulatory, market or otherwise), getting to market faster, and scaling manufacturing in an agile manner to align with demand. In order to operate effectively in this way, companies need clinical and commercial manufacture solutions that simplify their value chain and can be rapidly adjusted.

2. PAREXEL Biopharmaceutical R&D Statistical Sourcebook 2015/2016

"Things are only getting more complex, if you think about genetic medicines, if you think about potential cures. Imagine the supply chain. Having to deliver a product safely every single time, and reliably for patients who are depending on it for their lives. The complexity in there is amazing and the stakes are super high."

Nick Leschly, CEO, bluebird bio

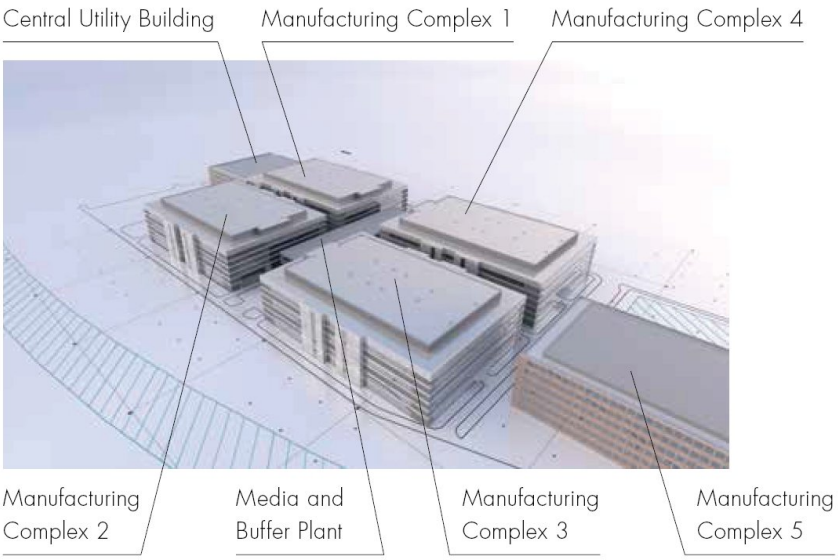
Faster time-to-market with Ibex™ by Lonza

The concept of 'agility' has been a common theme in the CDMO (contract development and manufacturing organisation) industry over recent years. For biopharma companies facing the complex pressures discussed above, the promise of improved time-to-market or reduced capex exposure is seductive.

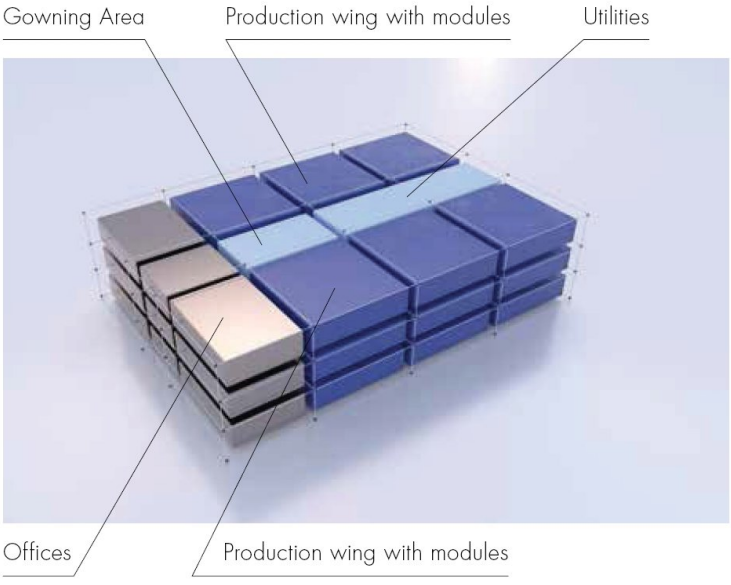
However, Lonza has concluded that to be truly transformative, the agility offered by a CDMO partner must extend across more dimensions than is currently available. Ibex™ solutions fill this gap.

The Ibex™ campus comprises five modular manufacturing complexes.

External view

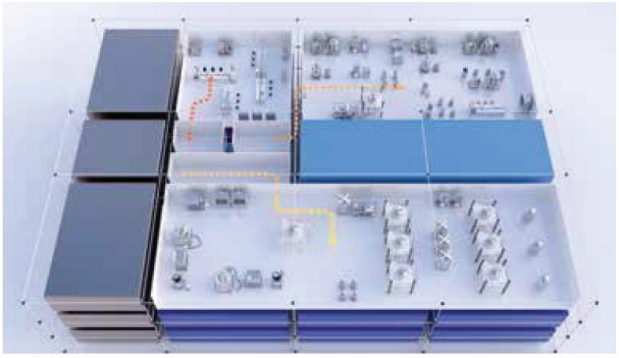


Internal modular structure



Ibex™ from Lonza is an innovative new concept designed to make 'agile' work in a much more comprehensive, more usable way than is currently available elsewhere in the industry. The modular complexes that make up the Ibex campus are capable of supporting activities across multiple technologies – mammalian, microbial, cellular or bio-conjugate – and from late discovery to clinical and commercial manufacturing. This means Ibex™ solutions offer customers an end-to-end service, from drug substance to drug product, that covers the entire product lifecycle, or any part of the process, from a single site.

Each Ibex™ customer has their own dedicated facility access, with independent routes from the locker entrance to production modules.

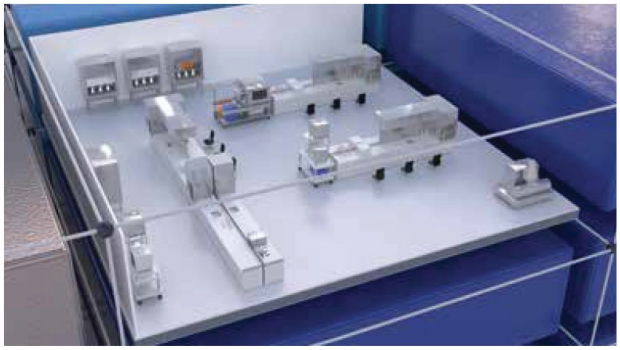


Ibex™ solutions offer total flexibility

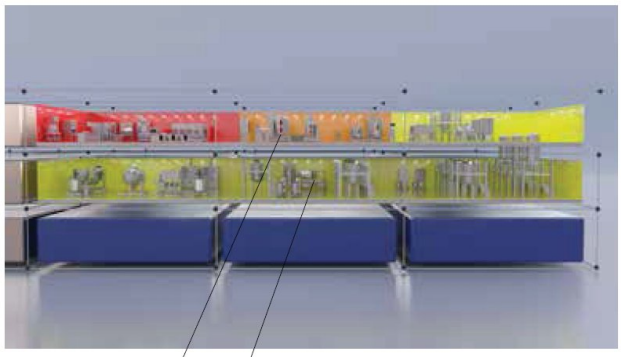
Vital to the Ibex™ concept is the idea of co-creation. Lonza will work with each individual customer to creatively define the best solution for them, from facility design and staffing, to tailoring the business and ownership models.

For example, a customer with a product in early-stage development looking to take advantage of Lonza's long track record of bringing new products to market could begin with a single Ibex™ module. Fit out at this stage might be a small-scale single-use (SUT) production suite, staffed by their own development team.

A customer with a product in early-stage development may initially take a single Ibex™ module.



Ibex™ customers can scale their operations up and out, as their needs evolve.



As the project evolves, they could add two more modules in order to establish a larger-scale production unit, complementing their on-site team with Lonza's dedicated support staff.

The agility available through the Ibex™ solutions means customers are able to scale up and out as needed, thereby de-risking what are typically significant business decisions by synchronising production with clinical success.

"Inventing new ground is a team project. We call it 'one plus one equals many'. Ideas from Lonza and ideas from Kodiak together; that openness of dialogue has been critical to our success... and we know that with Lonza there's the potential to go even further."

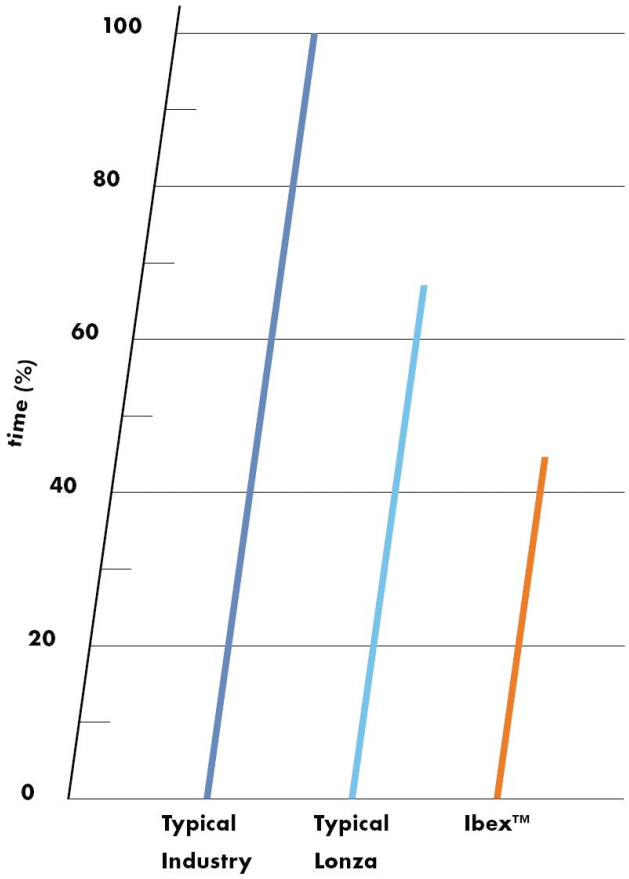
Victor Perlroth, CEO, Kodiak Sciences

Faster time-to-market with Ibex™ solutions

Lonza already offers a more competitive time-to-market, compared with a typical industry greenfield build-out. For a customer wanting large-scale additional capacity for a mammalian product, for example, a Lonza solution can go from design and construction to regulatory approval and first drug shipments in around 3 years, compared with a typical industry timeline of 4.5 to 7 years.

With an Ibex™ solution, this speed of response is further optimised thanks to the strategy of maintaining one manufacturing complex ('shell') in a 'pre-primed' state, ready for fit-out. This can shorten time-to-market for customers needing a particularly fast, cost-effective ramp-up to just 2 years – a reduction of 50% or more in typical lead-time.

Ibex™ solutions offer a significant time-to-market advantage.



Ibex™ solutions simplify the supply chain

Ibex™ customers benefit from having a single partner across the whole value chain, from drug substance (through late discovery to clinical and commercial manufacturing) and on to the final drug product. This end-to-end capability significantly enhances the efficiency of processes.

It simplifies technology transfer and saves time, as well as enabling more effective knowledge sharing. Lonza has a proven track record in operating multi-product sites and can guarantee protection of each customer's IP to ensure full confidentiality.

Ibex™ solutions help to control risk through tailored ownership models

It's not just the versatility of the Ibex™ concept from a build and technology point of view that sets it apart from other CDMO offers. No matter what their ambition and forecasts, each Ibex™ customer can expect a dynamic relationship that puts their needs and innovation first, with an ownership solution tailored to help them achieve their goals, while providing peace of mind by reducing risk and uncertainty.

This could mean being able to delay a key strategic decision, or keeping options open on which technology to implement, to remain in synchronisation with clinical progress. This flexibility makes Ibex™ solutions very attractive from a cost point of view, and significantly less expensive than a comparable greenfield alternative, and even brownfield expansions.

Ibex™ ownership models allow for optimisation of capex

With Ibex™, Lonza will work with customers to structure the ownership and operation of their facility in a way that helps them add predictability and control to both capex and opex over time. Innovative Ibex™ ownership models allow for capex optimisation of up to 25–30%, with the largest savings made in the construction and qualification/validation phases of build-out. Ibex™ solutions can also optimise operational costs through shared utilities and infrastructure, and offset overheads and depreciation. An Ibex™ customer is therefore free to focus internal resources on their own core competencies.

Ibex™ solutions combine Lonza's proven expertise with state-of-the-art facilities

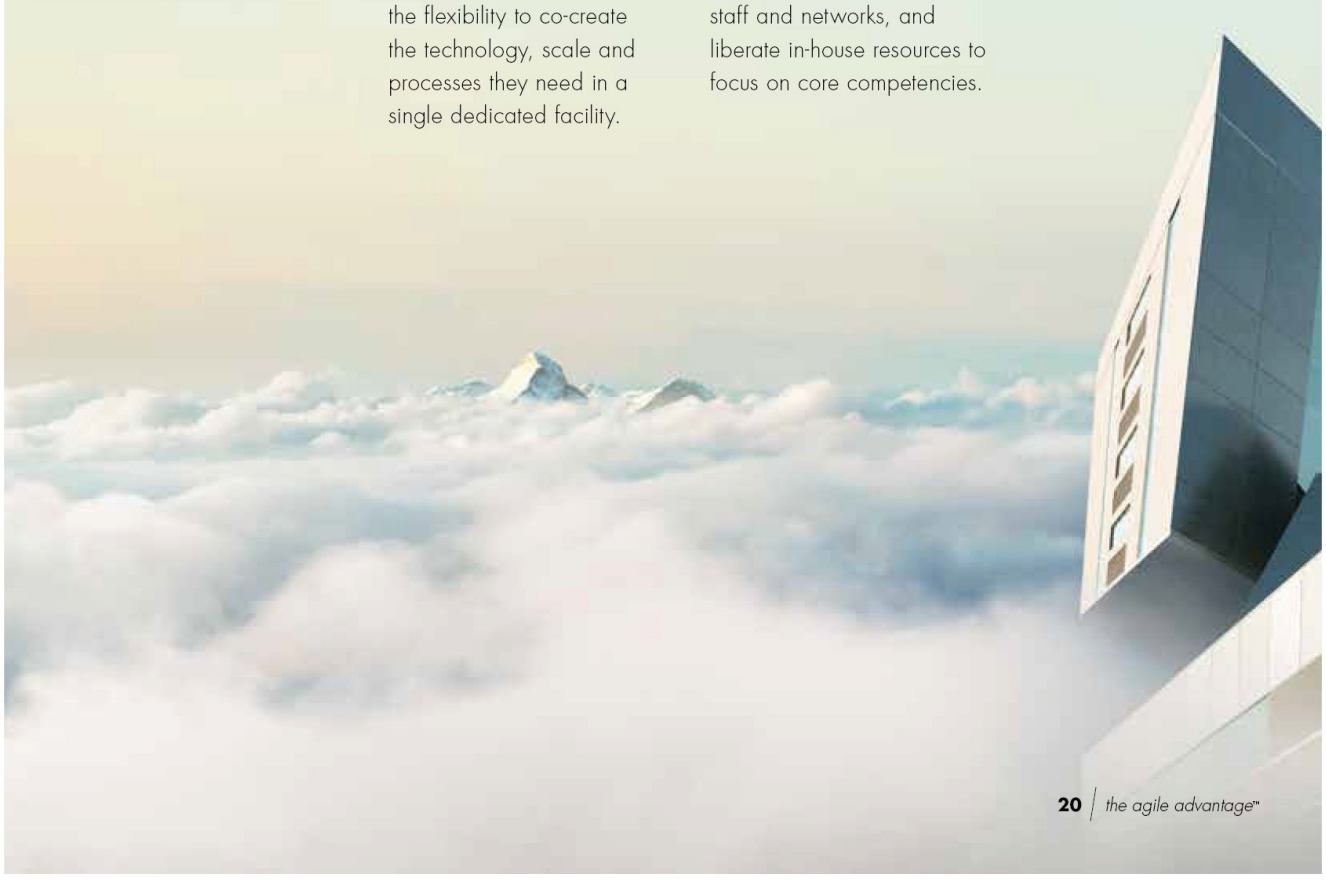
Lonza has been creating innovative manufacturing and production solutions for over 120 years, with more than 30 years of proven success in commercialising biotherapies. Worldwide, Lonza has brought more than ten commercial solutions online. With Ibex™ solutions, Lonza's pioneering innovations and deep expertise becomes available on flexible terms, for customers from across the biopharma universe.

For a new generation of aspirational biotech, Ibex™ represents an opportunity to advance rapidly along their path-to-market with the support of a respected, proven CDMO partner. And because the Ibex campus is integrated into the Lonza site in Visp, customers benefit from established logistics, centralised utilities, and the advantage of Switzerland's rich biopharma ecosystem and supportive taxation environment.

The agile advantage™

Biopharma companies choosing Ibex™ solutions for their biological manufacturing and development will benefit from a level of agility unmatched elsewhere in the CDMO industry. From late discovery to clinical and commercial manufacture, Ibex™ from Lonza provides customers with highly responsive capability, and the flexibility to co-create the technology, scale and processes they need in a single dedicated facility.

Individually tailored ownership models, and the simplified supply chain available through Lonza's established Visp site can improve synchronicity, helping biopharma companies dramatically reduce time-to-market. By partnering with Lonza at Ibex™, customers can access dedicated support staff and networks, and liberate in-house resources to focus on core competencies.



Full build-out flexibility and high de-risk on investment

– Technology-agnostic, modular production suites support the widest range of technologies

Cost-effective build-out, fast ramp-up, reduced time-to-market

– Pre-built shells save 12 months or more in time-to-market

Tailored business and ownership models providing higher transparency and flexibility

– Control risk in the face of unpredictable market demand

Assured delivery, ease of mastering development and manufacturing complexity of the entire product portfolio

– Lonza has a long track record of delivery excellence, across the whole value chain

Stable workforce, IP protection and favourable taxation

– The Ibex campus is integrated into Lonza's major Visp site, with all the benefits of an established life sciences network in the heart of the favourable and open Swiss business environment

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ibex | *the agile advantage™*

Lonza
Pharma & Biotech

Innovation and the evolution of the biopharma value chain

Ibex™ from Lonza is an innovative new concept aimed at biopharma customers looking for ultimate flexibility as they address their next development and manufacturing challenge. Comprising a group of modular, technology-agnostic development and manufacturing complexes, Ibex™ solutions give customers complete freedom in facility design and implementation, and the ability to respond rapidly as their needs evolve.

These companies can also exploit a significant time-to-market advantage by using the Ibex™ pre-built option, which is further accelerated thanks to the integration of Ibex™ into Lonza's state-of-the-art site in Visp, Switzerland. Ibex™ solutions are also available with highly flexible business and ownership models, to match and adapt to each customer's expectations and forecasts.

Ibex™ solutions provide diverse benefits to a wide range of biopharma customers.

Ibex™ features

- *Modular biomanufacturing campus with one wing always pre-built*
- *A partner with expertise in multiple technologies and proven track record*
- *Technology-agnostic construction*
- *Existing infrastructure and support networks*
- *Embedded in the ecosystem of Visp, Switzerland*

Ibex™ benefits

- *Faster time-to-market*
- *Full build-out flexibility and high de-risk on investment*
- *Tailored business and ownership models providing higher transparency and flexibility*
- *Assured delivery, simplified supply chain that eases development and manufacturing complexity of the entire product portfolio*
- *Stable workforce, IP protection and favourable taxation environment*

The changing face of biopharma

We are in an era of incredible opportunity for developing drugs capable of transforming lives through disruptive science. The number and variety of new drugs seen in recent years is set to continue across mammalian, microbial, cellular and bio-conjugate platforms. By 2022 it is predicted biologics will account for half of all sales from the top 100 products across the biopharma industry.[1] At the same time, the path to market of a modern medicine remains complex and uncertain.

Under the growing pressure of regulation and competition, biopharma companies must be able to solve critical development steps under tight time and budget constraints. This not only entails significant capex investment in technically challenging processes, during both the drug substance and drug product phases of the value chain, but also managing multiple partners, ensuring quality and regulatory compliance across that continuum.

1. EvaluatePharma. World Preview 2016, Outlook to 2022.
Available at: www.evaluate.com/PharmaWorldPreview2016 (Accessed 21 June, 2017)

Manufacturing must respond to market pressures

Although faster transition through clinical trials has reduced the average development time for a new biologic to 5–7 years,[2] and despite the availability of sophisticated forecasting tools, accurately predicting market demand continues to be difficult. This is especially true in an increasingly stringent, faster-moving regulatory environment, when multiple competitors are chasing the same indication. As a result, decisions about the most suitable manufacturing capacity, platform and location, which have major capex and opex implications, are becoming ever more significant.

In this environment, biopharma companies can derive significant competitive advantage by responding more quickly to pressures during product development (regulatory, market or otherwise), getting to market faster, and scaling manufacturing in an agile manner to align with demand. In order to operate effectively in this way, companies need clinical and commercial manufacture solutions that simplify their value chain and can be rapidly adjusted.

2. PAREXEL Biopharmaceutical R&D Statistical Sourcebook 2015/2016

"Things are only getting more complex, if you think about genetic medicines, if you think about potential cures. Imagine the supply chain. Having to deliver a product safely every single time, and reliably for patients who are depending on it for their lives. The complexity in there is amazing and the stakes are super high."

Nick Leschly, CEO, bluebird bio

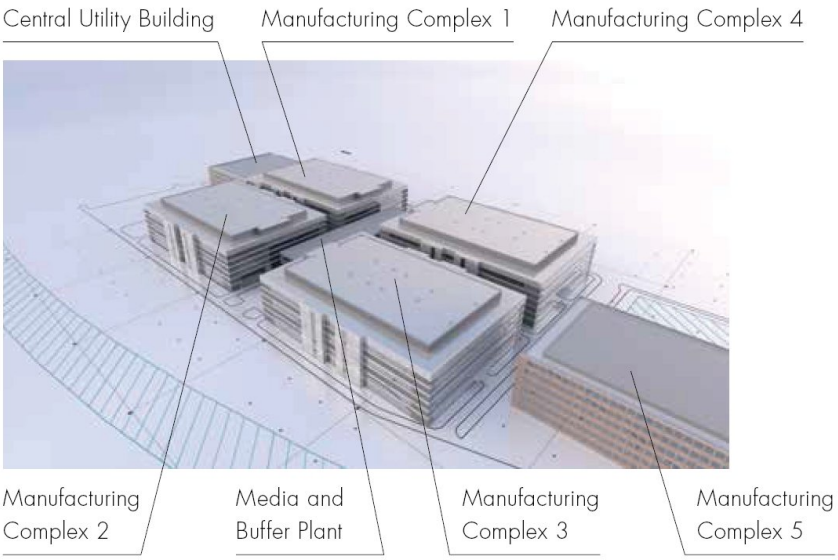
Faster time-to-market with Ibex™ by Lonza

The concept of 'agility' has been a common theme in the CDMO (contract development and manufacturing organisation) industry over recent years. For biopharma companies facing the complex pressures discussed above, the promise of improved time-to-market or reduced capex exposure is seductive.

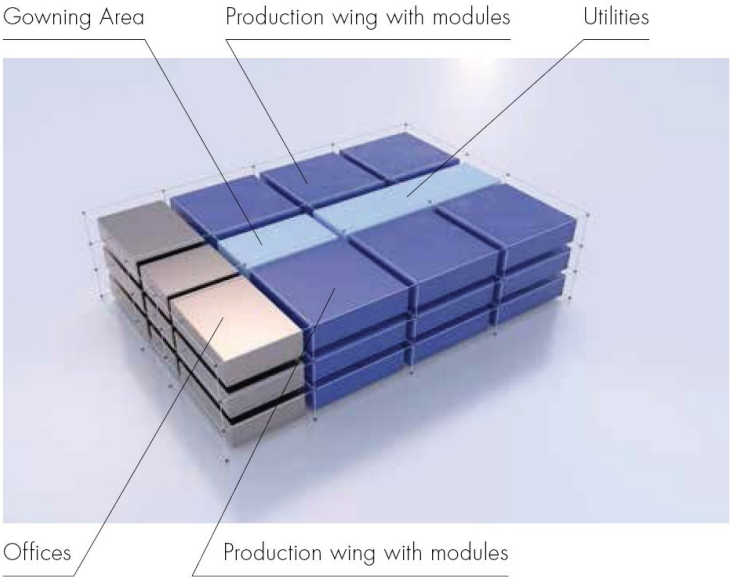
However, Lonza has concluded that to be truly transformative, the agility offered by a CDMO partner must extend across more dimensions than is currently available. Ibex™ solutions fill this gap.

The Ibex™ campus comprises five modular manufacturing complexes.

External view

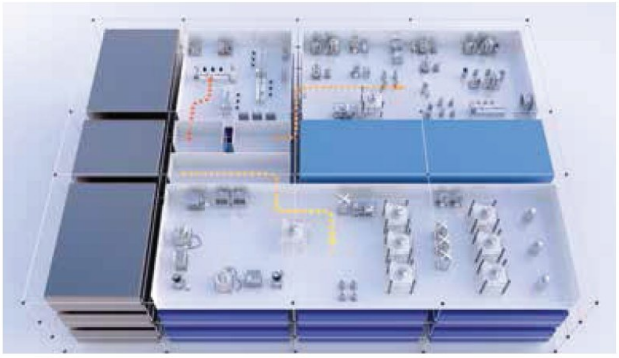


Internal modular structure



Ibex™ from Lonza is an innovative new concept designed to make 'agile' work in a much more comprehensive, more usable way than is currently available elsewhere in the industry. The modular complexes that make up the Ibex campus are capable of supporting activities across multiple technologies – mammalian, microbial, cellular or bio-conjugate – and from late discovery to clinical and commercial manufacturing. This means Ibex™ solutions offer customers an end-to-end service, from drug substance to drug product, that covers the entire product lifecycle, or any part of the process, from a single site.

Each Ibex™ customer has their own dedicated facility access, with independent routes from the locker entrance to production modules.

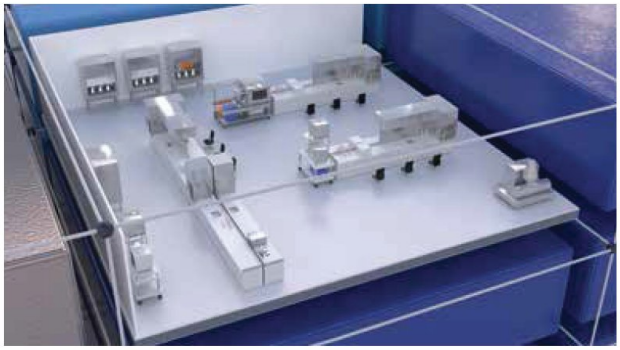


Ibex™ solutions offer total flexibility

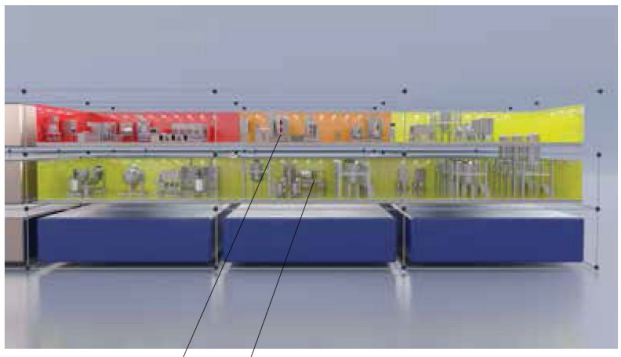
Vital to the Ibex™ concept is the idea of co-creation. Lonza will work with each individual customer to creatively define the best solution for them, from facility design and staffing, to tailoring the business and ownership models.

For example, a customer with a product in early-stage development looking to take advantage of Lonza's long track record of bringing new products to market could begin with a single Ibex™ module. Fit out at this stage might be a small-scale single-use (SUT) production suite, staffed by their own development team.

A customer with a product in early-stage development may initially take a single Ibex™ module.



Ibex™ customers can scale their operations up and out, as their needs evolve.



As the project evolves, they could add two more modules in order to establish a larger-scale production unit, complementing their on-site team with Lonza's dedicated support staff.

The agility available through the Ibex™ solutions means customers are able to scale up and out as needed, thereby de-risking what are typically significant business decisions by synchronising production with clinical success.

"Inventing new ground is a team project. We call it 'one plus one equals many'. Ideas from Lonza and ideas from Kodiak together; that openness of dialogue has been critical to our success... and we know that with Lonza there's the potential to go even further."

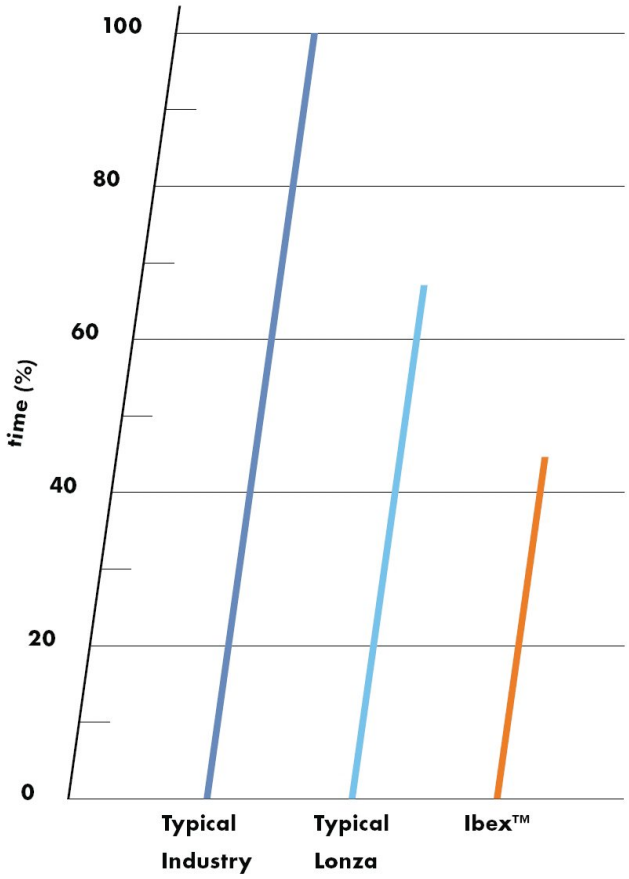
Victor Perlroth, CEO, Kodiak Sciences

Faster time-to-market with Ibex™ solutions

Lonza already offers a more competitive time-to-market, compared with a typical industry greenfield build-out. For a customer wanting large-scale additional capacity for a mammalian product, for example, a Lonza solution can go from design and construction to regulatory approval and first drug shipments in around 3 years, compared with a typical industry timeline of 4.5 to 7 years.

With an Ibex™ solution, this speed of response is further optimised thanks to the strategy of maintaining one manufacturing complex ('shell') in a 'pre-primed' state, ready for fit-out. This can shorten time-to-market for customers needing a particularly fast, cost-effective ramp-up to just 2 years – a reduction of 50% or more in typical lead-time.

Ibex™ solutions offer a significant time-to-market advantage.



Ibex™ solutions simplify the supply chain

Ibex™ customers benefit from having a single partner across the whole value chain, from drug substance (through late discovery to clinical and commercial manufacturing) and on to the final drug product. This end-to-end capability significantly enhances the efficiency of processes.

It simplifies technology transfer and saves time, as well as enabling more effective knowledge sharing. Lonza has a proven track record in operating multi-product sites and can guarantee protection of each customer's IP to ensure full confidentiality.

Ibex™ solutions help to control risk through tailored ownership models

It's not just the versatility of the Ibex™ concept from a build and technology point of view that sets it apart from other CDMO offers. No matter what their ambition and forecasts, each Ibex™ customer can expect a dynamic relationship that puts their needs and innovation first, with an ownership solution tailored to help them achieve their goals, while providing peace of mind by reducing risk and uncertainty.

This could mean being able to delay a key strategic decision, or keeping options open on which technology to implement, to remain in synchronisation with clinical progress. This flexibility makes Ibex™ solutions very attractive from a cost point of view, and significantly less expensive than a comparable greenfield alternative, and even brownfield expansions.

Ibex™ ownership models allow for optimisation of capex

With Ibex™, Lonza will work with customers to structure the ownership and operation of their facility in a way that helps them add predictability and control to both capex and opex over time. Innovative Ibex™ ownership models allow for capex optimisation of up to 25–30%, with the largest savings made in the construction and qualification/validation phases of build-out. Ibex™ solutions can also optimise operational costs through shared utilities and infrastructure, and offset overheads and depreciation. An Ibex™ customer is therefore free to focus internal resources on their own core competencies.

Ibex™ solutions combine Lonza's proven expertise with state-of-the-art facilities

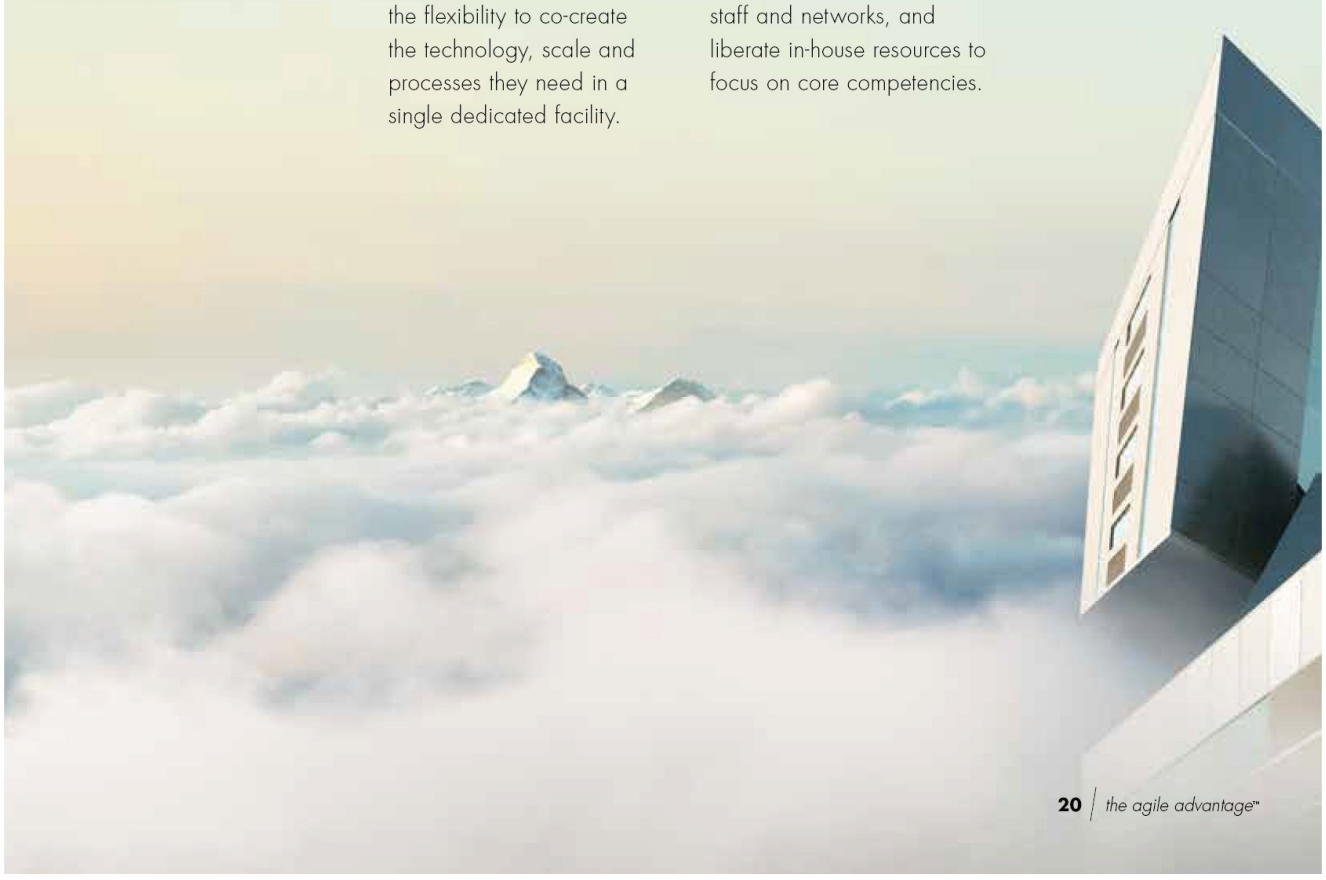
Lonza has been creating innovative manufacturing and production solutions for over 120 years, with more than 30 years of proven success in commercialising biotherapies. Worldwide, Lonza has brought more than ten commercial solutions online. With Ibex™ solutions, Lonza's pioneering innovations and deep expertise becomes available on flexible terms, for customers from across the biopharma universe.

For a new generation of aspirational biotech, Ibex™ represents an opportunity to advance rapidly along their path-to-market with the support of a respected, proven CDMO partner. And because the Ibex campus is integrated into the Lonza site in Visp, customers benefit from established logistics, centralised utilities, and the advantage of Switzerland's rich biopharma ecosystem and supportive taxation environment.

The agile advantage™

Biopharma companies choosing Ibex™ solutions for their biological manufacturing and development will benefit from a level of agility unmatched elsewhere in the CDMO industry. From late discovery to clinical and commercial manufacture, Ibex™ from Lonza provides customers with highly responsive capability, and the flexibility to co-create the technology, scale and processes they need in a single dedicated facility.

Individually tailored ownership models, and the simplified supply chain available through Lonza's established Visp site can improve synchronicity, helping biopharma companies dramatically reduce time-to-market. By partnering with Lonza at Ibex™, customers can access dedicated support staff and networks, and liberate in-house resources to focus on core competencies.



Full build-out flexibility and high de-risk on investment

– Technology-agnostic, modular production suites support the widest range of technologies

Cost-effective build-out, fast ramp-up, reduced time-to-market

– Pre-built shells save 12 months or more in time-to-market

Tailored business and ownership models providing higher transparency and flexibility

– Control risk in the face of unpredictable market demand

Assured delivery, ease of mastering development and manufacturing complexity of the entire product portfolio

– Lonza has a long track record of delivery excellence, across the whole value chain

Stable workforce, IP protection and favourable taxation

– The Ibex campus is integrated into Lonza's major Visp site, with all the benefits of an established life sciences network in the heart of the favourable and open Swiss business environment

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